

Continuing Business(Excl. GIS Business)

March 31, 2020

Particulars (INR Mn)	INR Mn.				
	Q4FY20	Q3FY20	QoQ%	Q4FY19	YoY%
Gross Revenues	11,093	10,734	3.3%	9,319	19.0%
Direct Costs	7,289	7,069	3.1%	6,110	19.3%
Gross Profit	3,804	3,666	3.8%	3,209	18.6%
GM%	34.3%	34.1%	15 Bps	34.4%	-14 Bps
Selling / General And Administration	1,816	1,725	5.3%	1,624	11.8%
SG&A to Revenue %	16.4%	16.1%	30 Bps	17.4%	-106 Bps
EBITDA	1,988	1,940	2.5%	1,585	25.5%
EBITDA%	17.9%	18.1%	-15 Bps	17.0%	92 Bps
Cost of ESOPS	17	0	NA	0	NA
EBITDA (Post RSU)	1,971	1,940	1.6%	1,585	24.4%
EBITDA% (Post RSU)	17.8%	18.1%	-31 Bps	17.0%	76 Bps
Depreciation and Amortization	433	449	-3.6%	298	45.0%
Other Income (net)	180	130	38.6%	45	296.2%
Profit Before Tax (Before exceptional items)	1,718	1,621	6.0%	1,332	29.0%
PBT % (Before exceptional items)	15.5%	15.1%	39 Bps	14.3%	120 Bps
Exceptional items	128	0	NA	56	128.6%
Profit Before Tax	1,590	1,621	-1.9%	1,276	24.6%
PBT %	14.3%	15.1%	-77 Bps	13.7%	64 Bps
Provision for Tax	348	336	3.7%	223	56.2%
Minority Interest	106	52	104.0%	34	216.2%
Profit After Tax (after Minority Int.)	1,136	1,233	-7.9%	1,020	11.4%
PAT%	10.2%	11.5%	-125 Bps	10.9%	-70 Bps
Basic EPS (INR)	18.2	19.8	-8.0%	16.6	9.8%

NIIT Technologies Limited
Consolidated Profit and Loss Statement

March 31, 2020



INR Mn.

Particulars (INR Mn)	Q4FY20	Q3FY20	QoQ%	Q4FY19	YoY%
Gross Revenues	11,093	10,734	3.3%	9,722	14.1%
Direct Cost	7,289	7,069	3.1%	6,293	15.8%
Gross Profit	3,804	3,666	3.8%	3,428	11.0%
GM%	34.3%	34.1%	15 Bps	35.3%	-97 Bps
Selling / General And Administration	1,816	1,725	5.3%	1,722	5.5%
SG&A to Revenue %	16.4%	16.1%	30 Bps	17.7%	-134 Bps
EBITDA	1,988	1,940	2.5%	1,706	16.5%
EBITDA%	17.9%	18.1%	-15 Bps	17.6%	37 Bps
Cost of ESOPS	17	0	NA	0	NA
EBITDA (Post RSU)	1,971	1,940	1.6%	1,706	15.5%
EBITDA% (Post RSU)	17.8%	18.1%	-31 Bps	17.6%	22 Bps
Depreciation and Amortization	433	449	-3.6%	303	42.8%
Other Income (net)	180	130	38.6%	47	279.5%
Profit Before Tax (Before exceptional items)	1,718	1,621	6.0%	1,451	18.5%
PBT % (Before exceptional items)	15.5%	15.1%	39 Bps	14.9%	57 Bps
Exceptional items	128	0	NA	56	128.6%
Profit Before Tax	1,590	1,621	-1.9%	1,395	14.0%
PBT %	14.3%	15.1%	-77 Bps	14.3%	-1 Bps
Provision for Tax	348	336	3.7%	296	17.7%
Minority Interest	106	52	104.0%	44	140.3%
Profit After Tax (after Minority Int.)	1,136	1,233	-7.9%	1,055	7.7%
PAT%	10.2%	11.5%	-125 Bps	10.8%	-61 Bps
EPS - INR					
Basic EPS (INR)	18.2	19.8	-8.0%	17.1	6.2%

INR Mn.

Particulars (Amount in INR Mn)	FY 20 (Adjusted)	FY 20 (Cont. Biz)	FY 19 (Reported)	FY 19 (Cont. Biz)	YoY% (Reported)	YoY% (Continuing Business)
Gross Revenues	41,839	41,809	36,762	35,297	13.8%	18.5%
Direct Cost	27,528	27,501	23,908	23,163	15.1%	18.7%
Gross Profit	14,312	14,308	12,854	12,134	11.3%	17.9%
GM%	34.2%	34.2%	35.0%	34.4%	-76 Bps	-16 Bps
Selling / General And Administration SG&A to Revenue %	6,863 16.4%	6,841 16.4%	6,402 17.4%	6,032 17.1%	7.2% -101 Bps	13.4% -73 Bps
EBITDA	7,448	7,467	6,452	6,102	15.4%	22.4%
EBITDA%	17.8%	17.9%	17.6%	17.3%	25 Bps	57 Bps
Cost of ESOPS	17	17	0	0	NA	NA
EBITDA (Post RSU)	7,431	7,450	6,452	6,102	15.2%	22.1%
EBITDA% (Post RSU)	17.8%	17.8%	17.6%	17.3%	21 Bps	53 Bps
Depreciation and Amortization	1,730	1,730	1,248	1,229	38.6%	40.7%
Other Income (net)	462	461	476	476	-3.0%	-3.2%
Profit Before Tax (Before exceptional items)	6,163	6,181	5,680	5,349	8.5%	15.6%
PBT % (Before exceptional items)	14.7%	14.8%	15.5%	15.2%	-72 Bps	-37 Bps
Exceptional items	0	0	56	56	-100%	-100%
Profit Before Tax	6,163	6,181	5,624	5,293	9.6%	16.8%
PBT %	14.7%	14.8%	15.3%	15.0%	-57 Bps	-21 Bps
Provision for Tax	1,203	1,203	1,403	1,286	-14.3%	-6.5%
Minority Interest	236	238	188	160	25.7%	48.4%
Profit After Tax (after Minority Int.)	4,724	4,740	4,033	3,846	17.1%	23.2%
PAT%	11.3%	11.3%	11.0%	10.9%	32 Bps	44 Bps
EPS - INR						
Basic	76.0	76.2	65.5	62.5	16.0%	22.0%

NIIT Technologies Limited
Consolidated Balance Sheet

March 31, 2020



INR Mn.

Particulars	As at Mar 31	As at Dec 31	As at Mar 31	Particulars	As at Mar 31	As at Dec 31	As at Mar 31
	2020	2019	2019		2020	2019	2019
Equity	625	625	618	Fixed Assets	4,805	4,867	4,223
Reserves & Surplus	23,340	23,096	20,105	Capital Work in Progress	3	34	14
				Intangible Assets	5,988	6,211	3,996
NET Worth	23,965	23,721	20,723	Current Assets			
				Cash and Cash Equivalent	9,365	9,060	9,758
Bank Borrowings	315	41	71	Debtors	8,565	7,543	6,189
Deferred Payment Liabilities	37	169	63	Other Current Assets	4,369	3,805	3,428
Deferred Tax Liability	397	472	395	Current Liabilities	-7,689	-6,639	-5,453
Minority Interest	0	0	75	Future Acquisition Liability	-1,994	-1,753	-1,954
				Deferred Tax Assets	1,302	1,275	1,126
	24,714	24,402	21,327		24,714	24,402	21,327

March 31, 2020

Revenue

INR Mn	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Revenue - Continuing Business	11,093	10,734	9,319	41,839	35,297
Hedge Gain/(Loss)	10	65	(22)	235	(205)

Other Income

INR Mn.	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Income on mutual Funds / Net Interest Inco	83	67	90	384	417
Difference in Exchange *	98	63	(43)	174	60
Other Income (net)	180	130	47	558	476

* Includes gain/loss on revaluation of foreign currency current assets and liabilities

Vertical Split

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Banking and Financial Services	15%	16%	16%	16%	16%
Insurance	31%	30%	28%	30%	29%
Transport	27%	29%	27%	28%	27%
Others	27%	25%	29%	26%	28%

Practice Split

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Application Development & Management	72%	73%	70%	73%	69%
IP Assets	8%	6%	5%	6%	6%
Managed Services	17%	16%	17%	17%	18%
SI & PI **	1%	2%	4%	1%	4%
BPO	3%	3%	4%	3%	4%

Geography

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Americas	46%	48%	49%	48%	49%
EMEA	40%	37%	33%	37%	33%
ROW	14%	15%	18%	15%	18%

Revenue Mix

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
ONSITE	64%	64%	66%	64%	65%
OFFSHORE	36%	36%	34%	36%	35%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Fresh Order Intake	180	218	170	748	646
USA	81	90	94	336	345
EMEA	52	62	45	213	182
ROW	47	66	31	200	119
Executable Order Book over Next 12 Months	468	424	390	468	390

Client Data

No.	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Repeat Business %	87%	88%	88%	89%	90%
New client Addition:					
USA	3	6	6	21	23
EMEA	6	2	-	12	6
APAC	1	1	5	7	10
India	-	1	-	1	1
Total	10	10	11	41	40

** System Integration and Package Implementation

March 31, 2020



DAYS	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
DSO	74	67	62	74	62

Revenue Concentration

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Top 5	27%	27%	29%	28%	28%
Top 10	37%	36%	41%	38%	39%

Client Size

Nos	Q4FY20	Q3FY20	Q4FY19
Between 1 to 5 Million	80	74	66
Between 5 to 10 Million	15	17	16
Above 10 Million	11	9	8
Total	106	100	90

People Numbers (By Role)

Nos	Q4FY20	Q3FY20	Q4FY19
Billable Personnel			
Onsite	2,451	2,451	2,345
Offshore	7,823	7,515	7,018
Total	10,274	9,966	9,363
Sales and Marketing (Excl GIS)	170	185	122
Sales and Marketing (GIS)*	-	-	89
Others	712	698	689
Grand Total	11,156	10,849	10,263

Utilization/Attrition (Excl BPO)

%	Q4FY20	Q3FY20	Q4FY19
Utilization	78.1%	79.3%	79.3%
Attrition Rate	11.8%	11.9%	12.2%

Rupee Dollar Rate

	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
Period Closing Rate	75.37	71.29	69.28	75.37	69.28
Period Average Rate	71.66	70.97	70.47	70.54	69.55

Hedge Position

	Q4FY20	Q3FY20	Q4FY19
USD	75.93	71.99	68.48
GBP	21.65	19.11	13.05
Euro	5.81	5.94	4.50

Average Rates for Outstanding Hedges as on:

	Q4FY20	Q3FY20	Q4FY19
USD	73.89	73.08	72.74
GBP	94.53	94.16	96.51
Euro	83.86	83.49	86.18

Revenue by Project type

%	Q4FY20	Q3FY20	Q4FY19	FY 2020	FY 2019
FPP	51%	46%	47%	48%	47%
T&M	49%	54%	53%	52%	53%