

NIIT Technologies Limited
Consolidated Profit and Loss Statement

June 30, 2018



INR Mn.

Particulars (INR Mn)	Q1FY19	Q4FY18	QoQ%	Q1FY18	YoY%
Gross Revenues	8,249	7,888	4.6%	7,089	16.4%
Direct Cost	5,437	5,000	8.7%	4,577	18.8%
Gross Profit	2,811	2,888	-2.7%	2,512	11.9%
GM%	34.1%	36.6%	-253 Bps	35.4%	-135 Bps
Selling / General And Administration	1,505	1,470	2.4%	1,404	7.2%
SG&A to Revenue %	18.2%	18.6%	-40 Bps	19.8%	-156 Bps
Operating Profit	1,306	1,417	-7.8%	1,108	17.9%
OM%	15.8%	18.0%	-213 Bps	15.6%	21 Bps
Depreciation and Amortization	312	305	2.3%	316	-1.3%
Other Income (net)	209	147	42.0%	58	261.4%
Profit Before Tax	1,203	1,261	-4.6%	849	41.7%
PBT %	14.6%	16.0%	-138 Bps	12.0%	261 Bps
Provision for Tax	300	288	4.1%	295	1.7%
Minority Interest	46	112	-59.1%	42	8.5%
Profit After Tax (after Minority Int.)	858	861	-0.3%	513	67.4%
PAT%	10.4%	10.9%	-50 Bps	7.2%	317 Bps
EPS - INR					
Basic	14.0	14.0	-0.4%	8.4	67.1%

June 30, 2018



INR Mn.

Particulars	As at Jun 30 2018	As at Mar 31 2018	As at Jun 30 2017	Particulars	As at Jun 30 2018	As at Mar 31 2018	As at Jun 30 2017
Equity	615	615	614	Fixed Assets	4,420	4,500	4,678
Reserves & Surplus	17,568	17,126	16,094	Capital Work in Progress	23	7	17
NET Worth	18,183	17,740	16,708	Intangible Assets	4,362	4,293	4,548
Borrowings	208	224	118	Current Assets			
Deferred Tax Liability	444	455	493	Cash and Cash Equivalent	6,849	8,057	6,162
Minority Interest	192	222	186	Debtors	6,363	5,911	5,424
				Other Current Assets	2,490	2,701	2,439
				Current Liabilities	(4,967)	(5,115)	(4,823)
				Future Acquisition Liability	(1,778)	(2,943)	(2,016)
				Deferred Tax Assets	1,264	1,231	1,075
	19,027	18,641	17,505		19,027	18,641	17,505

Revenue - Reported

INR Mn	Q1FY19	Q4FY18	Q1FY18
Revenue	8,249	7,888	7,089
Hedge Gain/(Loss)	(36)	51	178

Other Income

INR Mn.	Q1FY19	Q4FY18	Q1FY18
Income on mutual Funds / Net Interest Income	127	119	82
Discounting/Fair Valuation	-	(3)	3
Difference in Exchange *	83	32	(27)
Other Income (net)	210	148	58

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

Vertical Split

%	Q1FY19	Q4FY18	Q1FY18
Banking and Financial Services	17%	16%	17%
Insurance	29%	28%	25%
Transport	27%	26%	29%
Others	28%	30%	29%

Practice Split

%	Q1FY19	Q4FY18	Q1FY18
Application Development & Management	68%	66%	66%
IP Assets	7%	7%	6%
Managed Services	19%	19%	18%
SI & PI **	3%	4%	5%
BPO	3%	4%	5%

Geography

%	Q1FY19	Q4FY18	Q1FY18
Americas	50%	48%	49%
EMEA	32%	32%	32%
ROW	18%	20%	19%

Revenue Mix

%	Q1FY19	Q4FY18	Q1FY18
ONSITE	64%	61%	60%
OFFSHORE	36%	39%	40%
Total	100%	100%	100%

Order Book

\$ Mn	Q1FY19	Q4FY18	Q1FY18
Fresh Order Intake	151	145	110
USA	69	43	60
EMEA	56	69	23
ROW	26	33	27
Executable Order Book over Next 12 Months	347	339	320

Client Data

No.	Q1FY19	Q4FY18	Q1FY18
Repeat Business %	96%	89%	96%
New client Addition:			
USA	5	2	5
EMEA	3	4	1
APAC	1	1	1
India	-	-	2
Total	9	7	9

** System Integration and Package Implementation

June 30, 2018



DAYS	Q1FY19	Q4FY18	Q1FY18
DSO	75	70	69

Revenue Concentration

%	Q1FY19	Q4FY18	Q1FY18
Top 5	27%	29%	33%
Top 10	36%	40%	45%

Client Size

Nos	Q1FY19	Q4FY18	Q1FY18
Between 1 to 5 Million	63	60	52
Between 5 to 10 Million	14	13	14
Above 10 Millin	7	7	6
Total	84	80	72

People Numbers (By Role)

Nos	Q1FY19	Q4FY18	Q1FY18
Billable Personnel			
Onsite	2,217	2,088	1,984
Offshore	6,684	6,500	6,164
Total	8,901	8,588	8,148
Sales and Marketing (Excl GIS)	131	145	137
Sales and Marketing (GIS)	90	85	85
Others	642	605	593
Grand Total	9,764	9,423	8,963

Utilization/Attrition (Excl BPO)

%	Q1FY19	Q4FY18	Q1FY18
Utilization	80.1%	79.5%	81.2%
Attrition Rate	10.1%	10.5%	12.1%

Rupee Dollar Rate

	Q1FY19	Q4FY18	Q1FY18
Period Closing Rate	68.47	65.14	64.62
Period Average Rate	66.35	64.55	64.51

Hedge Position

	Q1FY19	Q4FY18	Q1FY18
USD	60.15	65.25	65.25
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q1FY19	Q4FY18	Q1FY18
USD	67.56	66.90	69.05
GBP	92.38	90.20	88.27
Euro	82.51	79.68	76.43

Revenue by Project type

%	Q1FY19	Q4FY18	Q1FY18
FPP	47%	46%	49%
T&M	53%	54%	51%

Shareholding Pattern

%	Q1FY19	Q4FY18	Q1FY18
FII's	41%	41%	33%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	14%	14%	20%
NRIs/ OCBs	1%	1%	1%
Others	13%	14%	15%