

NIIT Technologies Limited
Consolidated Profit and Loss Statement



Continuing Business(Excl. GIS Business)

June 30, 2020

Particulars (INR Mn)	Q1FY21	Q4FY20	QoQ%	INR Mn.		
				Q1FY20 Reported	Q1FY20 Adjusted	YoY% Adjusted
Gross Revenues	10,570	11,093	-4.7%	9,597	9,597	10.1%
Direct Costs	7,241	7,289	-0.7%	6,348	6,348	14.1%
Gross Profit	3,329	3,804	-12.5%	3,249	3,249	2.5%
GM%	31.5%	34.3%	-280 Bps	33.9%	33.9%	-236 Bps
Selling / General And Administration	1,523	1,816	-16.1%	1,843	1,608	-5.3%
SG&A to Revenue %	14.4%	16.4%	-196 Bps	19.2%	16.8%	-235 Bps
EBITDA	1,806	1,988	-9.1%	1,406	1,641	10.1%
EBITDA%	17.1%	17.9%	-83 Bps	14.7%	17.1%	-1 Bps
Cost of ESOPS	120	17	605.9%	0	0	NA
EBITDA (Post RSU)	1,686	1,971	-14.4%	1,406	1,641	2.7%
EBITDA% (Post RSU)	16.0%	17.8%	-181 Bps	14.7%	17.1%	-115 Bps
Depreciation and Amortization	465	433	7.4%	401	401	15.9%
Other Income (net)	48	180	-73.4%	171	75	-35.6%
Profit Before Tax (Before exceptional items)	1,269	1,718	-26.1%	1,176	1,315	-3.5%
PBT % (Before exceptional items)	12.0%	15.5%	-348 Bps	12.3%	13.7%	-169 Bps
Exceptional items	180	128	40.9%	-57	0	NA
Profit Before Tax	1,089	1,590	-31.5%	1,233	1,315	-17.2%
PBT %	10.3%	14.3%	-403 Bps	12.8%	13.7%	-340 Bps
Provision for Tax	260	348	-25.3%	318	269	-3.5%
Minority Interest	30	106	-71.7%	24	24	25.0%
Profit After Tax (after Minority Int.)	799	1,136	-29.7%	890	1,021	-21.8%
PAT%	7.6%	10.2%	-268 Bps	9.3%	10.6%	-308 Bps
Basic EPS (INR)	12.8	18.2	-29.5%	14.4	16.5	-22.4%

NIIT Technologies Limited
Consolidated Balance Sheet



June 30, 2020

INR Mn.

Particulars	As at Jun 30	As at Mar 31	As at Jun 30	Particulars	As at Jun 30	As at Mar 31	As at Jun 30
	2020	2020	2019		2020	2020	2019
Equity	605	625	618	Fixed Assets	4,666	4,805	5,088
Reserves & Surplus	19,630	23,340	20,897	Capital Work in Progress	3	3	50
				Intangible Assets	6,009	5,988	6,863
NET Worth	20,235	23,965	21,515				
				Cash and Cash Equivalent	5,457	9,365	7,296
Bank Borrowings	28	315	0	Debtors	8,353	8,565	7,041
Deferred Payment Liabilities	0	37	123	Other Assets	4,756	4,369	3,131
Deferred Tax Liability	381	397	679	Other Liabilities	-8,678	-7,689	-6,456
				Future Acquisition Liability	-1,351	-1,994	-1,902
				Deferred Tax Assets	1,429	1,302	1,206
	20,644	24,714	22,317		20,644	24,714	22,317

NIIT Technologies Limited
Financial and Operational Metrics



June 30, 2020

Revenue

INR Mn	Q1FY21	Q4FY20	Q1FY20
Revenue - Continuing Business	10,570	11,093	9,597
Hedge Gain/(Loss)	(52)	10	63

Other Income

INR Mn.	Q1FY21	Q4FY20	Q1FY20
Income on mutual Funds / Net Interest Income	37	83	183
Difference in Exchange *	11	98	(11)
Other Income (net)	48	180	172

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

Vertical Split

%	Q1FY21	Q4FY20	Q1FY20
Banking and Financial Services	17%	15%	16%
Insurance	33%	31%	29%
Transport	19%	27%	28%
Others	30%	27%	27%

Practice Split

%	Q1FY21	Q4FY20	Q1FY20
Application Development & Management	70%	72%	72%
IP Assets	6%	8%	6%
Managed Services	16%	17%	17%
SI & PI **	5%	1%	1%
BPO	3%	3%	4%

Geography

%	Q1FY21	Q4FY20	Q1FY20
Americas	47%	46%	49%
EMEA	36%	40%	35%
ROW	17%	14%	16%

Revenue Mix

%	Q1FY21	Q4FY20	Q1FY20
ONSITE	62%	64%	66%
OFFSHORE	38%	36%	34%
Total	100%	100%	100%

Order Book

\$ Mn	Q1FY21	Q4FY20	Q1FY20
Fresh Order Intake	186	180	175
USA	85	81	100
EMEA	70	52	58
ROW	31	47	17
Executable Order Book over Next 12 Months	465	468	395

Client Data

No.	Q1FY21	Q4FY20	Q1FY20
Repeat Business %	97%	87%	96%
New client Addition:			
USA	5	3	5
EMEA	5	6	3
APAC	-	1	3
India	1	-	-
Total	11	10	11

** System Integration and Package Implementation

NIIT Technologies Limited
Financial and Operational Metrics



June 30, 2020

DAYS	Q1FY21	Q4FY20	Q1FY20
DSO	71	74	67

Revenue Concentration

%	Q1FY21	Q4FY20	Q1FY20
Top 5	26%	27%	27%
Top 10	38%	37%	39%

Client Size

Nos	Q1FY21	Q4FY20	Q1FY20
Between 1 to 5 Million	81	80	66
Between 5 to 10 Million	15	15	17
Above 10 Million	11	11	8
	107	106	91

People Numbers (By Role)

Nos	Q1FY21	Q4FY20	Q1FY20
Billable Personnel			
Onsite	2,260	2,451	2,429
Offshore	7,476	7,823	7,063
Total	9,736	10,274	9,492
Sales and Marketing (Excl GIS)	184	170	141
Others	678	712	664
Grand Total	10,598	11,156	10,297

Utilization/Attrition (Excl BPO)

%	Q1FY21	Q4FY20	Q1FY20
Utilization	77.0%	78.1%	80.5%
Attrition Rate	11.84%	11.8%	12.9%

Rupee Dollar Rate

	Q1FY21	Q4FY20	Q1FY20
Period Closing Rate	75.53	75.37	68.95
Period Average Rate	75.37	71.66	69.50

Hedge Position

	Q1FY21	Q4FY20	Q1FY20
USD	75.80	75.93	69.01
GBP	22.58	21.65	13.05
Euro	4.97	5.81	4.50

Average Rates for Outstanding Hedges as on:

	Q1FY21	Q4FY20	Q1FY20
USD	75.55	73.89	73.09
GBP	95.42	94.53	95.94
Euro	84.95	83.86	85.53

Revenue by Project type

%	Q1FY21	Q4FY20	Q1FY20
FPP	52%	51%	48%
T&M	48%	49%	52%