



Financial Performance – Q2FY19

Oct 17, 2018

Agenda

- **Financial Highlights**
- **Business Update**
- **Financial Statements**
 - Income Statement
 - Balance Sheet
- **Business Analysis**
- **Shareholding Pattern**

Financial Highlights – Q2FY19

Consolidated Revenues at INR 9,074 Mn

- Up 23.1% YoY, Up 10.0% QoQ
- Constant currency revenue growth 7.6%

Operating profits at INR 1,634 Mn

- Up 37.2% YoY, Up 25.1% QoQ
- Operating Margins at 18.0%, Up 186 bps YoY, Up 217 bps QoQ

Net Profits at INR 1,118 Mn

- Up 66.3% YoY, Up 30.3% QoQ
- Net Profit at 12.3%

Order Intake at \$160 Mn

- \$363 Mn of firm business executable over next 12 months

Business Highlights for Q2FY19

- **BFS up 6.2% QoQ, Contributes 16.2% (LQ 16.8%)**
 - Growth in top accounts in US and Europe
 - Signed \$ 23 Mn deal with existing customer in US
 - 2 New accounts added
- **Insurance up 11.2% QoQ, Contributes 28.8% (LQ 28.5%)**
 - Growth in key accounts in US. Signed \$ 24 Mn deal with existing customer in US
 - 4 New accounts added
- **T&T up 9.2% QoQ, Contributes 26.9% (LQ 27.1%)**
 - Increase in top accounts in Europe and US
 - Signed two \$ 10 Mn+ deals
- **Others Vertical up 11.9% QoQ, Contribute 28.0% (LQ 27.6%)**
 - Increase in GIS
 - 4 New accounts added

Acknowledgements during the Quarter

- Incessant Technologies, an NIIT Technologies company cited as a strong performer in Digital Process Automation by Forrester Research
- NIIT Technologies positioned as a 'Leader' in the Cloud Advisory Assessment & Migration Evaluation by Nelson Hall
- NIIT Technologies recognized as the only 'Star Performer' amongst 'Major Contenders' on the 2018 Everest Group PEAK Matrix™ Insurance Application Services

Consolidated Quarterly Income Statement

Particulars (INR Mn)	Q2FY19	Q1FY19	QoQ%	Q2FY18	YoY%
Gross Revenues	9,074	8,249	10.0%	7,372	23.1%
Direct Cost	5,897	5,437	8.5%	4,791	23.1%
Gross Profit	3,177	2,811	13.0%	2,582	23.0%
GM%	35.0%	34.1%	93 Bps	35.0%	-1 Bps
Selling / General And Administration	1,543	1,505	2.5%	1,391	10.9%
SG&A to Revenue %	17.0%	18.2%	-124 Bps	18.9%	-187 Bps
Operating Profit	1,634	1,306	25.1%	1,191	37.2%
OM%	18.0%	15.8%	217 Bps	16.2%	186 Bps
Depreciation and Amortization	319	312	2.2%	341	-6.4%
Other Income (net)	215	209	2.5%	87	146.4%
Profit Before Tax	1,530	1,203	27.1%	937	63.3%
PBT %	16.9%	14.6%	227 Bps	12.7%	415 Bps
Provision for Tax	363	300	20.9%	204	77.6%
Minority Interest	49	46	8.8%	61	-18.6%
Profit After Tax (after Minority Int.)	1,118	858	30.3%	672	66.3%
PAT%	12.3%	10.4%	191 Bps	9.1%	320 Bps
EPS - INR					
Basic	18.2	14.0	30.3%	11.0	65.2%

- Significant growth across all verticals and operational efficiencies introduced in delivery engine resulted in higher margins.
- ETR reduced to 23.7% due to higher profits from SEZ unit

Balance Sheet

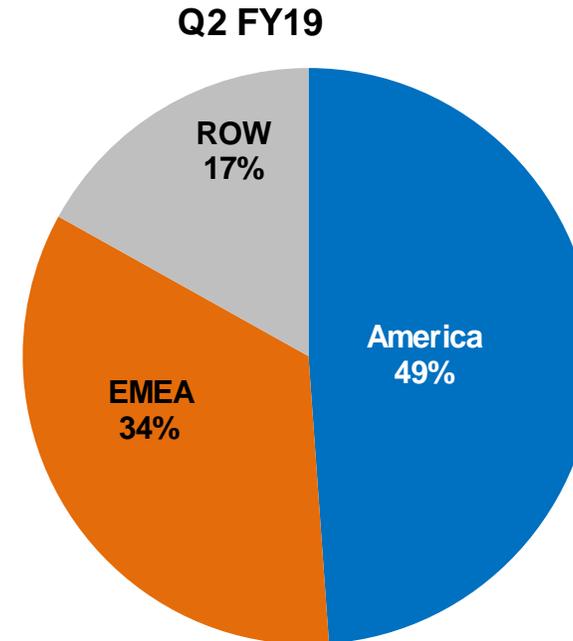
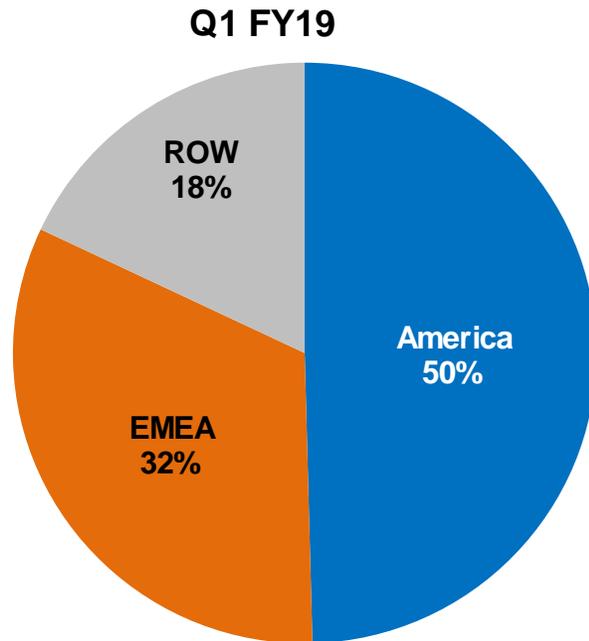
INR Mn.

Particulars	As at Sep 30 2018	As at Jun 30 2018	As at Sep 30 2017	Particulars	As at Sep 30 2018	As at Jun 30 2018	As at Sep 30 2017
Equity	616	615	614	Fixed Assets	4,352	4,420	4,547
Reserves & Surplus	18,080	17,568	16,130	Capital Work in Progress	11	23	22
NET Worth	18,696	18,183	16,744	Intangible Assets	4,353	4,362	4,474
				Current Assets			
Borrowings	187	208	232	Cash and Cash Equivalent	7,556	6,849	6,463
Deferred Tax Liability	470	444	476	Debtors	6,526	6,363	5,279
Minority Interest	193	192	189	Other Current Assets	2,465	2,490	2,418
				Current Liabilities	(5,215)	(4,967)	(4,710)
				Future Acquisition Liability	(1,835)	(1,778)	(2,028)
				Deferred Tax Assets	1,333	1,264	1,177
	19,546	19,027	17,641		19,546	19,027	17,641

- Reserves and Surplus up INR 512 Mn over LQ.

- Cash and Bank Balances up by INR 707 Mn over LQ
- Dividend payout of INR 923 Mn during the qtr
- DSO – 73 days (LQ 75 days)
- Capex during the Qtr – INR 119 Mn

Geography Mix

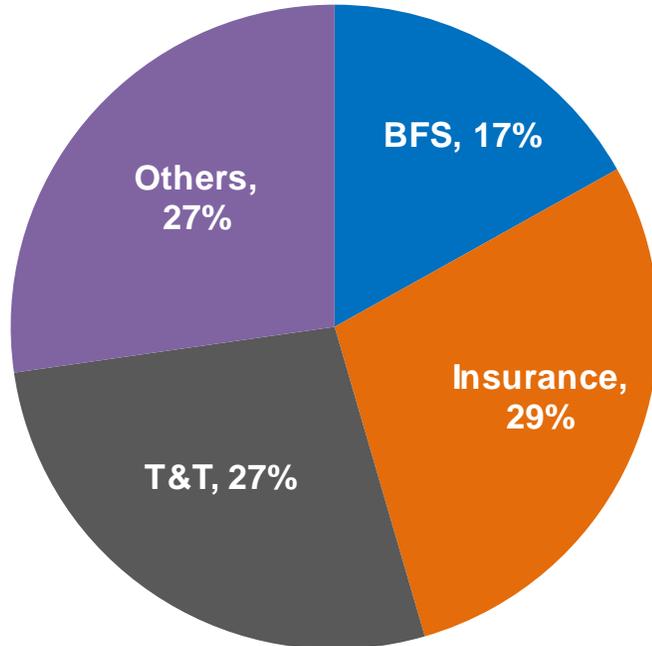


Q2FY19:

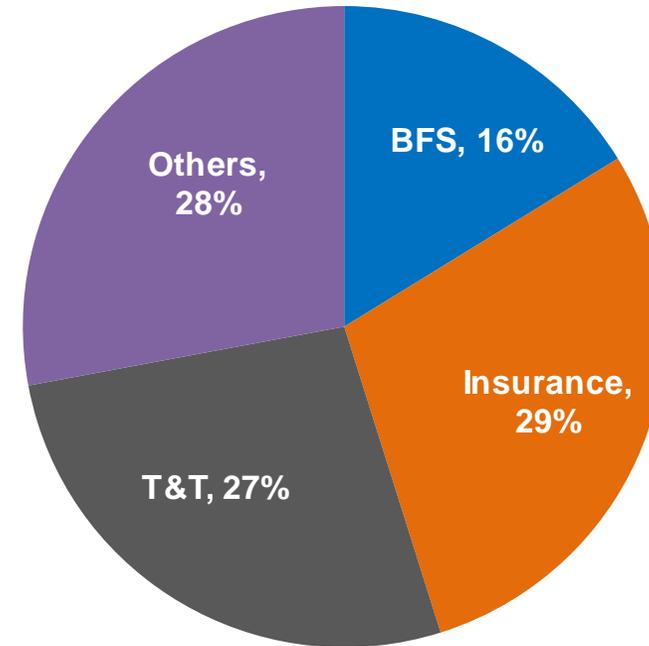
- Strong growth in US due to ramp-up in Insurance and T&T
- Strong growth in EMEA due to growth in T&T, Digital engagements & NITL
- Growth in GIS

Vertical Mix

Q1 FY19



Q2 FY19

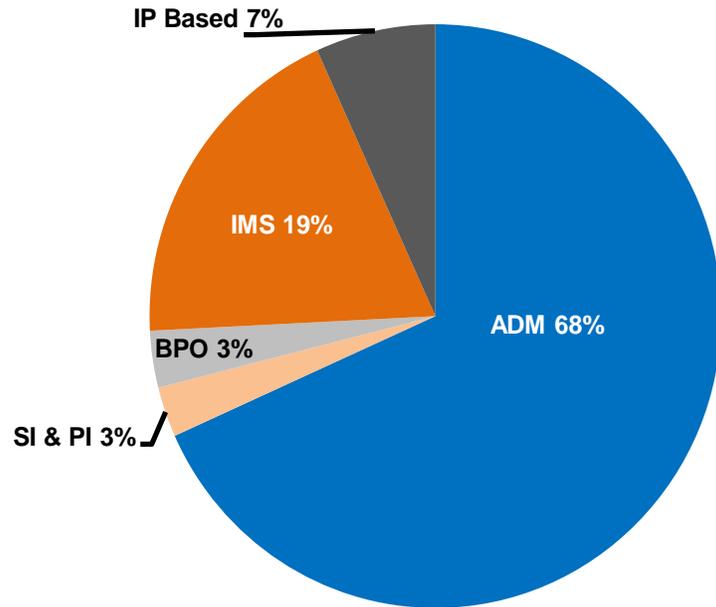


Q2FY19:

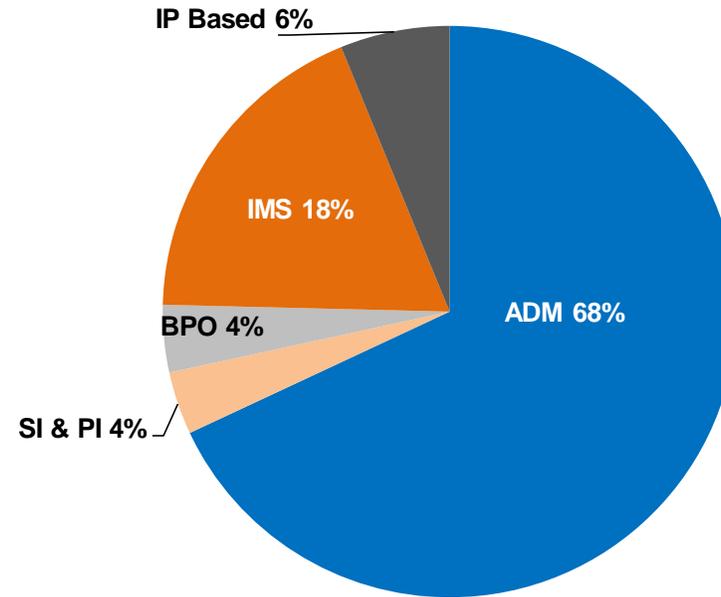
- Growth in TTL due to continued ramp up in top accounts in US and EMEA
- Growth in BFS on account of ramp up in US and EMEA
- Growth in Insurance on account of key accounts across US & Europe and Digital engagements

Service Mix

Q1 FY19



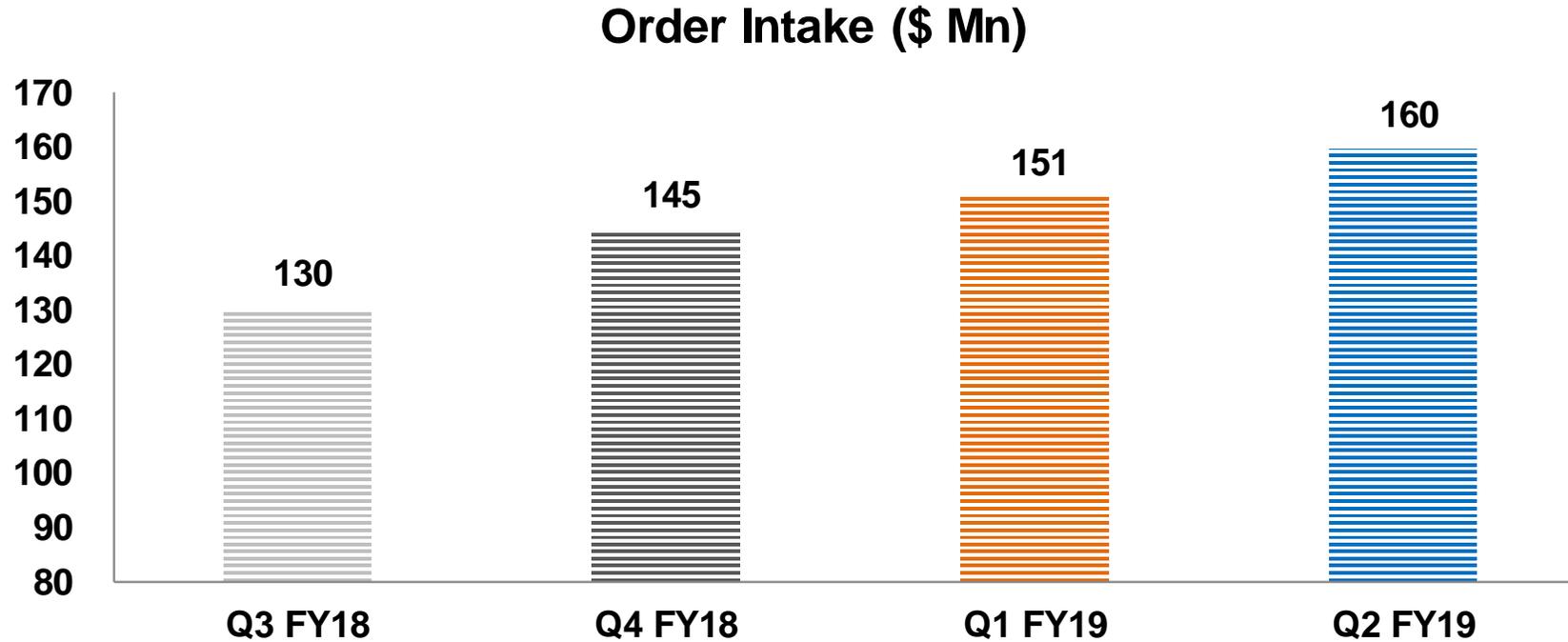
Q2 FY19



Q2FY19:

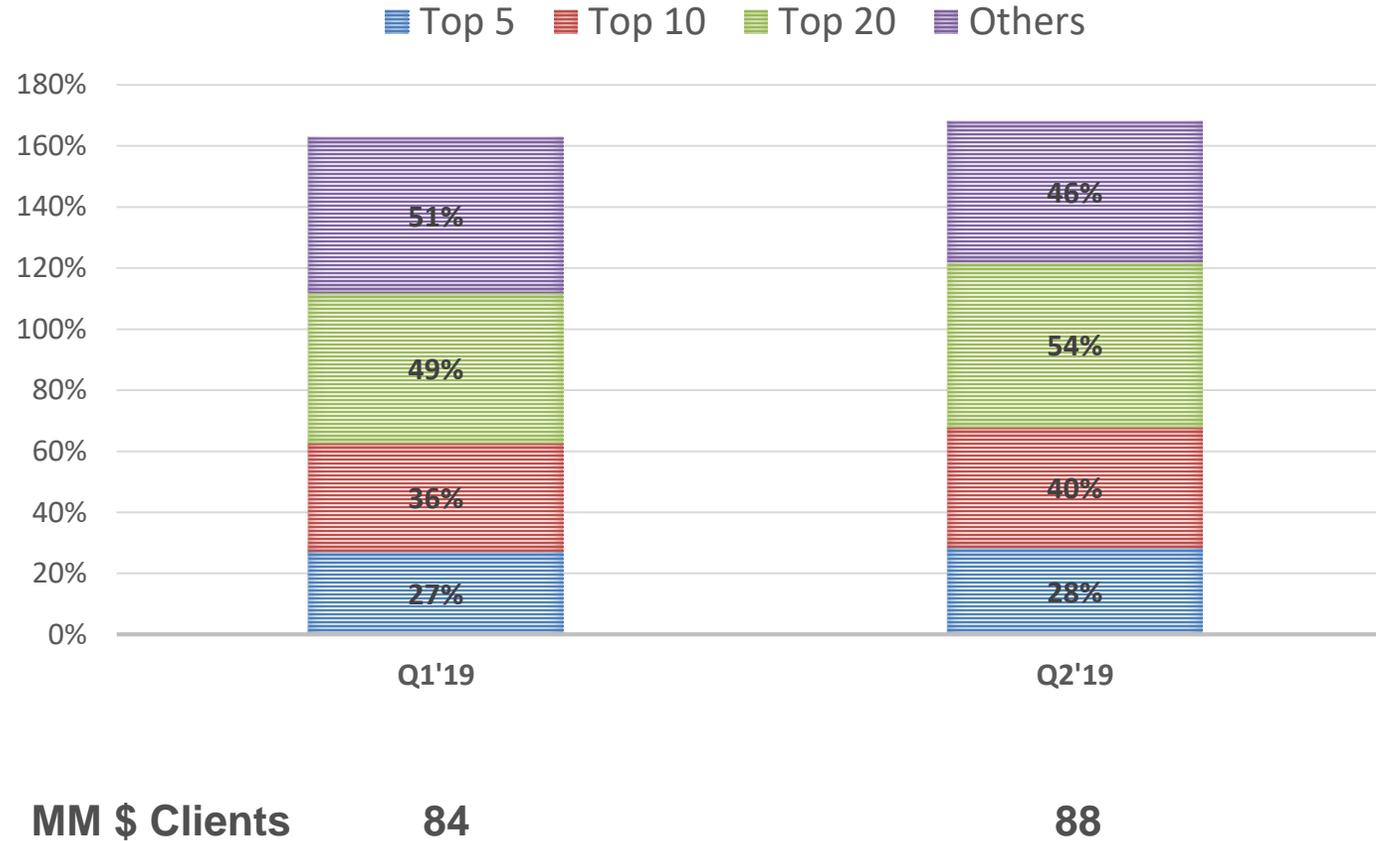
- Digital revenues at 28%, reflecting sequential growth of 11.6% and YoY growth of 38%
- Growth in IMS due to ramp up in recent acquired accounts in EMEA
- Growth in ADM due to all round growth in major verticals (BFS, Insurance & T&T)

Order Intake

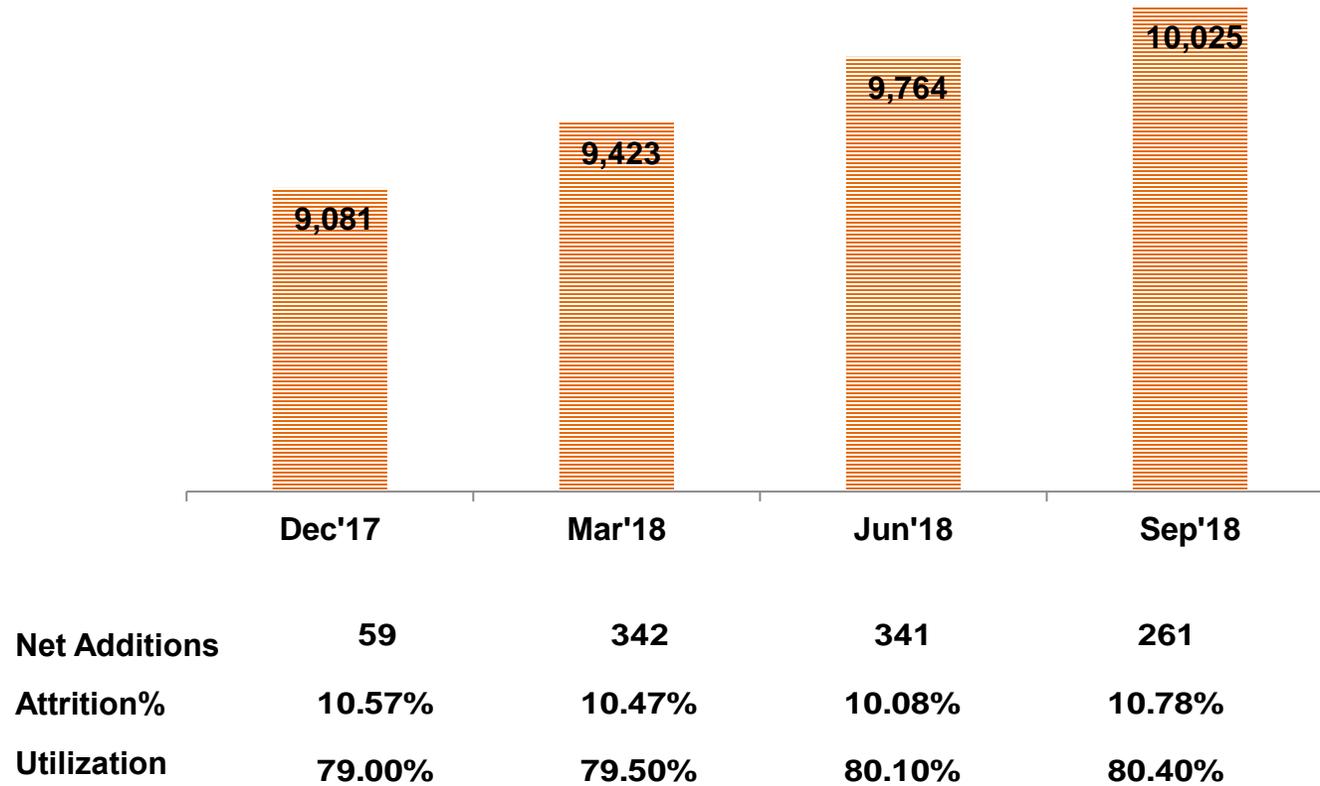


- 10 new customers added: 5 in US, 3 in EMEA and 2 in ROW
- \$160 Mn order intake in the quarter leading to \$ 363 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (86 Mn), EMEA (39 Mn), ROW (35 Mn)

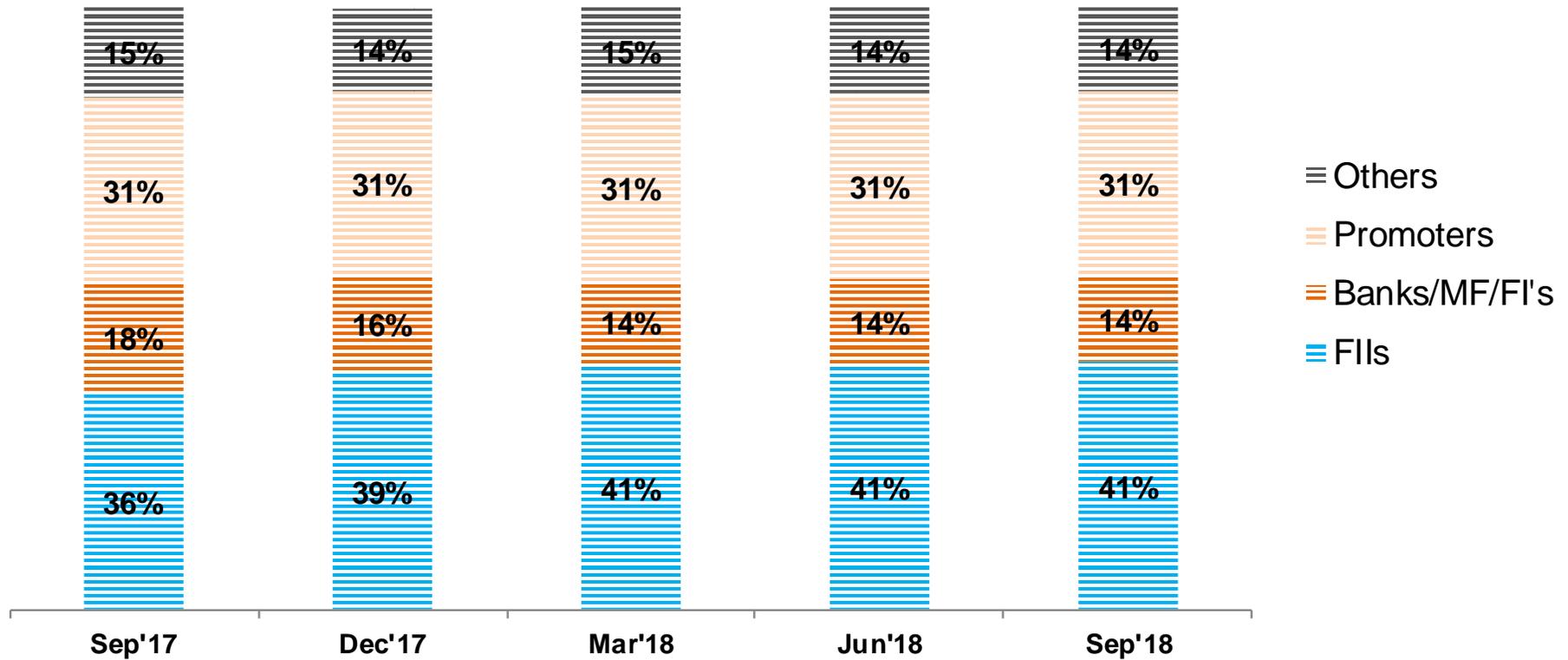
Top Client Mix



People Data



Shareholding Pattern





Thank You