

NIIT Technologies Limited
Consolidated Profit and Loss Statement



September 30, 2018

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%

NIIT Technologies Limited
Consolidated Balance Sheet



September 30, 2018

				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			
				Cash and Cash Equivalent	7,556	6,849	6,463
Borrowings	187	208	232	Debtors	6,526	6,363	5,279
Deferred Tax Liability	470	444	476	Other Current Assets	2,465	2,490	2,418
Minority Interest	193	192	189	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

September 30, 2018

Revenue - Reported

INR Mn	Q2FY19	Q1FY19	Q2FY18
Revenue	9,074	8,249	7,372
Hedge Gain/(Loss)	(84)	(36)	123

Other Income

INR Mn.	Q2FY19	Q1FY19	Q2FY18
Income on mutual Funds / Net Interest Income	96	127	68
Difference in Exchange *	119	83	20
Other Income (net)	215	210	87

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

Vertical Split

%	Q2FY19	Q1FY19	Q2FY18
Banking and Financial Services	16%	17%	17%
Insurance	29%	29%	25%
Transport	27%	27%	27%
Others	28%	28%	31%

Practice Split

%	Q2FY19	Q1FY19	Q2FY18
Application Development & Management	68%	68%	64%
IP Assets	6%	7%	7%
Managed Services	18%	19%	18%
SI & PI **	4%	3%	6%
BPO	4%	3%	4%

Geography

%	Q2FY19	Q1FY19	Q2FY18
Americas	49%	50%	50%
EMEA	34%	32%	29%
ROW	17%	18%	21%

Revenue Mix

%	Q2FY19	Q1FY19	Q2FY18
ONSITE	64%	64%	61%
OFFSHORE	36%	36%	39%
Total	100%	100%	100%

Order Book

\$ Mn	Q2FY19	Q1FY19	Q2FY18
Fresh Order Intake	160	151	122
USA	86	69	64
EMEA	39	56	32
ROW	35	26	26
Executable Order Book over Next 12 Months	363	347	320

Client Data

No.	Q2FY19	Q1FY19	Q2FY18
Repeat Business %	89%	96%	91%
New client Addition:			
USA	5	5	2
EMEA	3	3	2
APAC	2	1	3
India	-	-	-
Total	10	9	7

** System Integration and Package Implementation

September 30, 2018

DAYS	Q2FY19	Q1FY19	Q2FY18
DSO	73	75	66

Revenue Concentration

%	Q2FY19	Q1FY19	Q2FY18
Top 5	28%	27%	31%
Top 10	40%	36%	43%

Client Size

Nos	Q2FY19	Q1FY19	Q2FY18
Between 1 to 5 Million	63	63	55
Between 5 to 10 Million	18	14	13
Above 10 Millin	7	7	6
	88	84	74

People Numbers (By Role)

Nos	Q2FY19	Q1FY19	Q2FY18
Billable Personnel			
Onsite	2,369	2,217	2,040
Offshore	6,815	6,684	6,156
Total	9,184	8,901	8,196
Sales and Marketing (Excl GIS)	123	131	135
Sales and Marketing (GIS)	94	90	85
Others	624	642	606
Grand Total	10,025	9,764	9,022

Utilization/Attrition (Excl BPO)

%	Q2FY19	Q1FY19	Q2FY18
Utilization	80.4%	80.1%	79.5%
Attrition Rate	10.8%	10.1%	11.4%

Rupee Dollar Rate

	Q2FY19	Q1FY19	Q2FY18
Period Closing Rate	72.54	68.47	65.29
Period Average Rate	69.31	66.35	64.24

Hedge Position

	Q2FY19	Q1FY19	Q2FY18
USD	64.23	60.15	65.25
GBP	13.05	13.05	13.05
Euro	4.20	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q2FY19	Q1FY19	Q2FY18
USD	69.49	67.56	69.21
GBP	94.54	92.38	86.86
Euro	84.55	82.51	77.97

Revenue by Project type

%	Q2FY19	Q1FY19	Q2FY18
FPP	45%	47%	48%
T&M	55%	53%	52%

Shareholding Pattern

%	Q2FY19	Q1FY19	Q2FY18
FIs	41%	41%	36%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	14%	14%	18%
NRIs/ OCBs	1%	1%	1%
Others	13%	13%	14%