

NIIT Technologies Limited
Consolidated Profit and Loss Statement

December 31, 2018



INR Mn.

Particulars (INR Mn)	Q3FY19	Q2FY19	QoQ%	Q3FY18	YoY%
Gross Revenues	9,717	9,074	7.1%	7,565	28.5%
Direct Cost	6,280	5,897	6.5%	4,811	30.5%
Gross Profit	3,437	3,177	8.2%	2,753	24.8%
GM%	35.4%	35.0%	36 Bps	36.4%	-103 Bps
Selling / General And Administration	1,632	1,543	5.8%	1,458	11.9%
SG&A to Revenue %	16.8%	17.0%	-20 Bps	19.3%	-248 Bps
Operating Profit	1,805	1,634	10.4%	1,295	39.4%
OM%	18.6%	18.0%	56 Bps	17.1%	145 Bps
Depreciation and Amortization	314	319	-1.8%	311	0.6%
Other Income (net)	5	215	-97.8%	5	-6.6%
Profit Before Tax	1,496	1,530	-2.2%	989	51.3%
PBT %	15.4%	16.9%	-146 Bps	13.1%	233 Bps
Provision for Tax	445	363	22.7%	163	173.8%
Minority Interest	49	49	-1.5%	70	-30.4%
Profit After Tax (after Minority Int.)	1,002	1,118	-10.3%	756	32.6%
PAT%	10.3%	12.3%	-200 Bps	10.0%	32 Bps
EPS - INR					
Basic	16.3	18.2	-10.3%	12.3	32.5%

December 31, 2018

INR Mn.

Particulars	As at Dec 31 2018	As at Sep 30 2018	As at Dec 31 2017	Particulars	As at Dec 31 2018	As at Sep 30 2018	As at Dec 31 2017
Equity	616	616	614	Fixed Assets	4,267	4,352	4,471
Reserves & Surplus	18,979	18,080	16,881	Capital Work in Progress	12	11	57
NET Worth	19,596	18,696	17,495	Intangible Assets	4,107	4,353	4,289
Borrowings	155	187	233	Current Assets			
Deferred Tax Liability	448	470	460	Cash and Cash Equivalent	8,260	7,556	6,906
Minority Interest	80	193	197	Debtors	6,628	6,526	5,672
				Other Current Assets	2,866	2,465	2,644
				Current Liabilities	(5,168)	(5,215)	(4,752)
				Future Acquisition Liability	(1,850)	(1,835)	(2,059)
				Deferred Tax Assets	1,157	1,333	1,156
	20,278	19,546	18,385		20,278	19,546	18,385

December 31, 2018



Revenue - Reported

INR Mn	Q3FY19	Q2FY19	Q3FY18
Revenue	9,717	9,074	7,565
Hedge Gain/(Loss)	(62)	(84)	97

Other Income

INR Mn.	Q3FY19	Q2FY19	Q3FY18
Income on mutual Funds / Net Interest Income	108	96	62
Difference in Exchange *	(104)	119	(57)
Other Income (net)	4	215	5

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

Vertical Split

%	Q3FY19	Q2FY19	Q3FY18
Banking and Financial Services	15%	16%	17%
Insurance	30%	29%	26%
Transport	26%	27%	27%
Others	29%	28%	30%

Practice Split

%	Q3FY19	Q2FY19	Q3FY18
Application Development & Management	68%	68%	65%
IP Assets	6%	6%	7%
Managed Services	18%	18%	19%
SI & PI **	4%	4%	5%
BPO	4%	4%	4%

Geography

%	Q3FY19	Q2FY19	Q3FY18
Americas	49%	49%	50%
EMEA	33%	34%	30%
ROW	18%	17%	20%

Revenue Mix

%	Q3FY19	Q2FY19	Q3FY18
ONSITE	65%	64%	61%
OFFSHORE	35%	36%	39%
Total	100%	100%	100%

Order Book

\$ Mn	Q3FY19	Q2FY19	Q3FY18
Fresh Order Intake	165	160	130
USA	96	86	82
EMEA	42	39	25
ROW	27	35	23
Executable Order Book over Next 12 Months	375	363	329

Client Data

No.	Q3FY19	Q2FY19	Q3FY18
Repeat Business %	88%	89%	91%
New client Addition:			
USA	8	5	4
EMEA	-	3	2
APAC	2	2	2
India	-	-	-
Total	10	10	8

** System Integration and Package Implementation

DAYS	Q3FY19	Q2FY19	Q3FY18
DSO	69	73	70

Revenue Concentration

%	Q3FY19	Q2FY19	Q3FY18
Top 5	28%	28%	30%
Top 10	40%	40%	42%

Client Size

Nos	Q3FY19	Q2FY19	Q3FY18
Between 1 to 5 Million	62	63	59
Between 5 to 10 Million	20	18	12
Above 10 Millin	8	7	7
	90	88	78

People Numbers (By Role)

Nos	Q3FY19	Q2FY19	Q3FY18
Billable Personnel			
Onsite	2,408	2,369	2,018
Offshore	6,881	6,815	6,217
Total	9,289	9,184	8,235
Sales and Marketing (Excl GIS)	114	123	147
Sales and Marketing (GIS)	94	94	85
Others	647	624	614
Grand Total	10,144	10,025	9,081

Utilization/Attrition (Excl BPO)

%	Q3FY19	Q2FY19	Q3FY18
Utilization	79.0%	80.4%	79.0%
Attrition Rate	11.7%	10.8%	10.6%

Rupee Dollar Rate

	Q3FY19	Q2FY19	Q3FY18
Period Closing Rate	69.60	72.54	63.85
Period Average Rate	72.06	69.31	64.84

Hedge Position

	Q3FY19	Q2FY19	Q3FY18
USD	66.11	64.23	65.25
GBP	13.05	13.05	13.05
Euro	4.50	4.20	4.50

Average Rates for Outstanding Hedges as on:

	Q3FY19	Q2FY19	Q3FY18
USD	71.56	69.49	67.39
GBP	96.13	94.54	88.18
Euro	86.19	84.55	77.84

Revenue by Project type

%	Q3FY19	Q2FY19	Q3FY18
FPP	47%	45%	46%
T&M	53%	55%	54%

Shareholding Pattern

%	Q3FY19	Q2FY19	Q3FY18
FIIs	38%	41%	39%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	16%	14%	16%
NRIs/ OCBs	1%	1%	1%
Others	14%	13%	13%