Financial Performance– Q4FY20

May 05, 2020

NIIT technologies
Engage With The Emerging

Agenda

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis

Financial Highlights – Q4FY20

Q4 Revenue at INR 11,093 Mn

- Up 14.1% YoY, Up 3.3% QoQ
- Up 19.0% YoY excl GIS business
- Constant currency organic revenue growth is 3.0%

EBITDA at INR 1,971 Mn

- Up 15.5% YoY, Up 1.6% QoQ
- EBITDA Margins at 17.8%, Down 31 bps QoQ and up 22 bps YoY

Net Profits at INR 1,136 Mn

- Up 7.7% YoY, down 7.9% QoQ
- Net Profit excl. GIS business Up 11.4% YoY

Order Intake at $180 Mn

- $468 Mn of firm business executable over next 12 months

Financial Highlights – FY20

FY20 Revenue at INR 41,839 Mn

- Up 13.8% over last year
- Up 18.5% excl GIS business

EBITDA at INR 7,197 Mn

- Up 11.6% over last year
- EBITDA Margins at 17.2%, Down 35 bps
- EBITDA Margins excluding GIS at 17.3%, Down 3 bps over last year

Net Profits at INR 4,440 Mn

- Up 10.1% over last year
- Net Profit excl. GIS business Up 15.8% over last year

Order Intake at $748 Mn

- $468 Mn of firm business executable over next 12 months
- Order executable increased by 20% over last year

Consolidated Income Statement – Continuing Business (Excl. GIS)

INR Mn.

Particulars	Q4FY20	Q3FY20	QoQ%	Q4FY19	YoY%
Gross Revenues	11,093	10,734	3.3%	9,319	19.0%
GM%	**34.3%**	**34.1%**	**15 Bps**	**34.4%**	**-14 Bps**
EBITDA	1,988	1,940	2.5%	1,585	25.5%
EBITDA%	**17.9%**	**18.1%**	**-15 Bps**	**17.0%**	**92 Bps**
Cost of ESOPS	17	0	NA	0	NA
EBITDA (Post RSU)	1,971	1,940	1.6%	1,585	24.4%
EBITDA% (Post RSU)	**17.8%**	**18.1%**	**-31 Bps**	**17.0%**	**76 Bps**
Profit Before Tax (Before exceptional items)	1,718	1,621	6.0%	1,332	29.0%
PBT % (Before exceptional items)	**15.5%**	**15.1%**	**39 Bps**	**14.3%**	**120 Bps**
Exceptional items	128	0	NA	56	128.6%
Profit Before Tax	1,590	1,621	-1.9%	1,276	24.6%
PBT %	**14.3%**	**15.1%**	**-77 Bps**	**13.7%**	**64 Bps**
Profit After Tax (after Minority Int.)	1,136	1,233	-7.9%	1,020	11.4%
PAT%	**10.2%**	**11.5%**	**-125 Bps**	**10.9%**	**-70 Bps**
Basic EPS (INR)	18.2	19.8	-8.0%	16.6	9.8%

- NTL Signed a definitive agreement for the sale of entire 88.99% stake in GIS business on April 6, 2019 and hence from FY20, the business will be monitored excluding GIS.

Consolidated Income Statement – FY20

INR Mn.

Particulars (Amount in INR Mn)	FY 20 (Reported)	FY 20 (Continuing Business)	FY 19 (Reported)	FY 19 (Continuing Business)	YoY% (Reported)	YoY% (Continuing Business)
Gross Revenues	41,839	41,809	36,762	35,297	13.8%	18.5%
GM%	**34.2%**	**34.2%**	**35.0%**	**34.4%**	**-76 Bps**	**-16 Bps**
EBITDA	7,214	7,233	6,452	6,102	11.8%	18.5%
EBITDA%	**17.2%**	**17.3%**	**17.6%**	**17.3%**	**-31 Bps**	**1 Bps**
Cost of ESOPS	17	17	0	0	NA	NA
EBITDA (Post RSU)	7,197	7,216	6,452	6,102	11.6%	18.2%
EBITDA% (Post RSU)	**17.2%**	**17.3%**	**17.6%**	**17.3%**	**-35 Bps**	**-3 Bps**
Profit Before Tax (Before exceptional items)	6,025	6,043	5,680	5,349	6.1%	13.0%
PBT % (Before exceptional items)	**14.4%**	**14.5%**	**15.5%**	**15.2%**	**-105 Bps**	**-70 Bps**
Exceptional items	71	71	56	56	26.8%	26.8%
Profit Before Tax	5,954	5,972	5,624	5,293	5.9%	12.8%
PBT %	**14.2%**	**14.3%**	**15.3%**	**15.0%**	**-107 Bps**	**-71 Bps**
Profit After Tax (after Minority Int.)	4,440	4,456	4,033	3,846	10.1%	15.8%
PAT%	**10.6%**	**10.7%**	**11.0%**	**10.9%**	**-36 Bps**	**-24 Bps**
EPS – INR (Basic)	**71.4**	**71.6**	**65.5**	**62.5**	**9.0%**	**14.7%**

- Continuing Business excludes GIS business

Balance Sheet

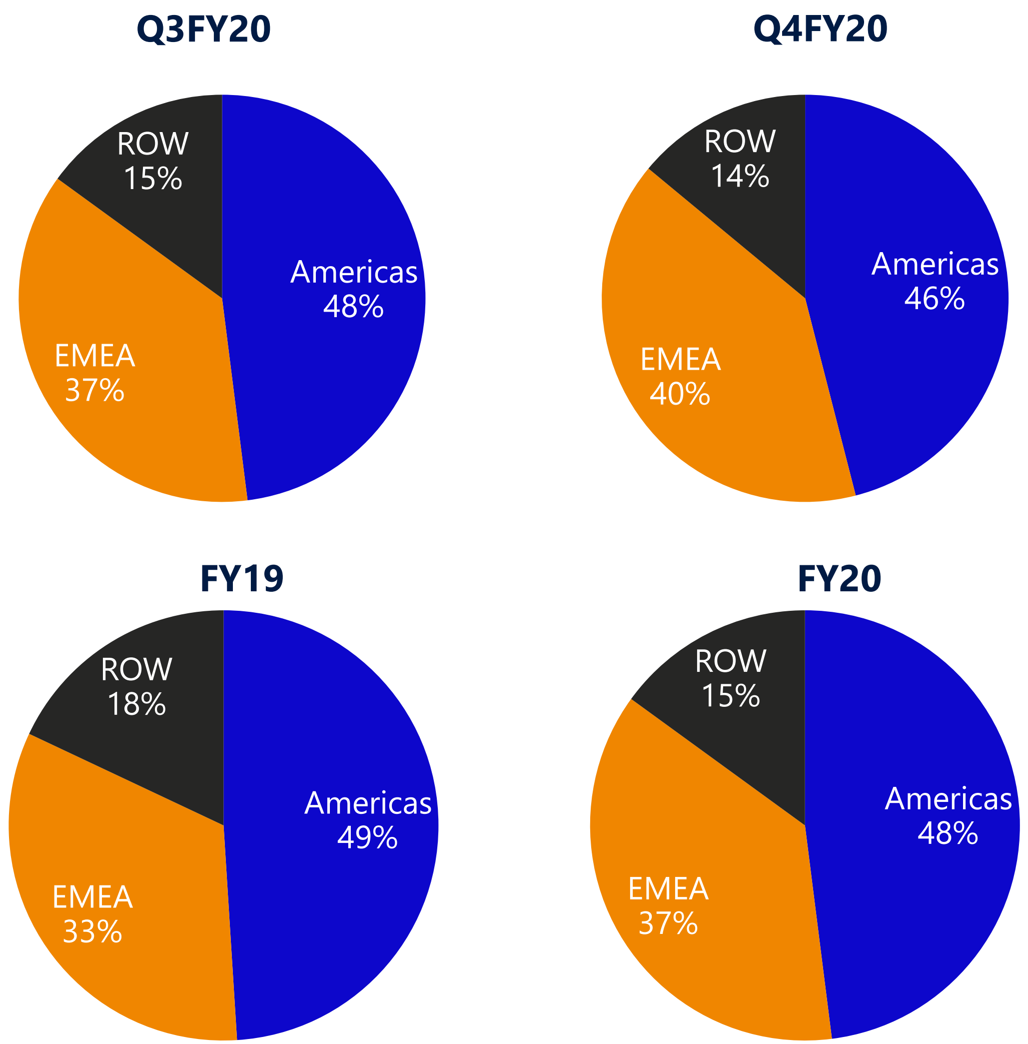
INR Mn.

Particulars	As at Mar 31 2020	As at Dec 31 2019	As at Mar 31 2019	Particulars	As at Mar 31 2020	As at Dec 31 2019	As at Mar 31 2019
Equity	625	625	618	Fixed Assets	4,805	4,867	4,223
Reserves & Surplus	23,340	23,096	20,105	Capital Work in Progress	3	34	14
				Intangible Assets	5,988	6,211	3,996
NET Worth	**23,965**	**23,721**	**20,723**	Current Assets			
				Cash and Cash Equivalent	9,365	9,060	9,758
Bank Borrowings	315	41	71	Debtors	8,565	7,543	6,189
Deferred Payment Liabilities	37	169	63	Other Current Assets	4,369	3,805	3,428
Deferred Tax Liability	397	472	395	Current Liabilities	-7,689	-6,639	-5,453
Minority Interest	0	0	75	Future Acquisition Liability	-1,994	-1,753	-1,954
				Deferred Tax Assets	1,302	1,275	1,126
	24,714	**24,402**	**21,327**		**24,714**	**24,402**	**21,327**

- Reserves and Surplus up INR 244 Mn over LQ.

- Cash and Bank Balances Up by INR 305 Mn over LQ
- DSO – 74 days
- Capex during the Qtr – INR 128 Mn

Geography Mix



Q4FY20:

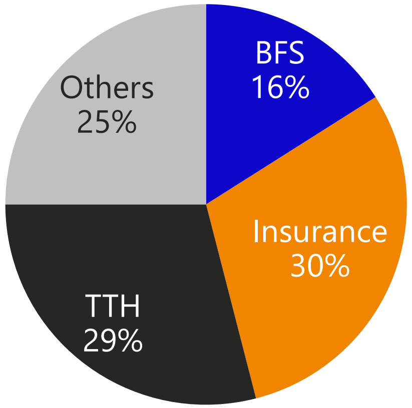
- Growth in EMEA due to higher revenues in key accounts in BFS, NITL and Whishworks
- Decline in Americas due to lower revenue in TTH

FY20:

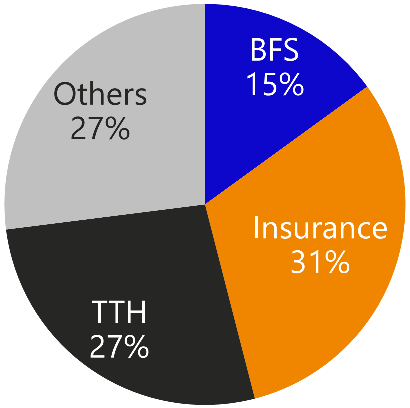
- Significant growth in EMEA due to higher revenues in key accounts in BFS, TTH and growth in NITL Business and Whishworks Business

Vertical Mix

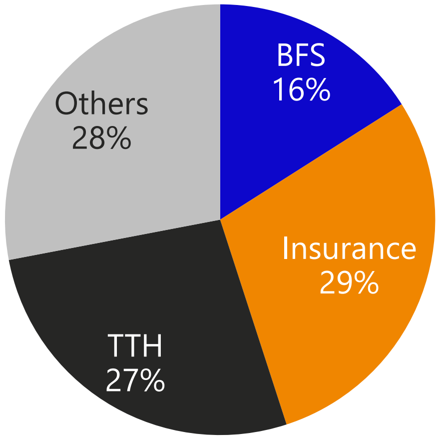
Q3FY20



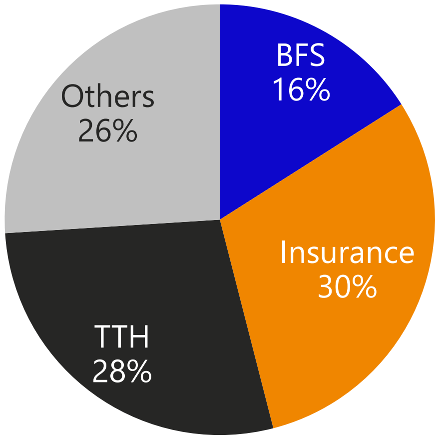
Q4FY20



FY19



FY20



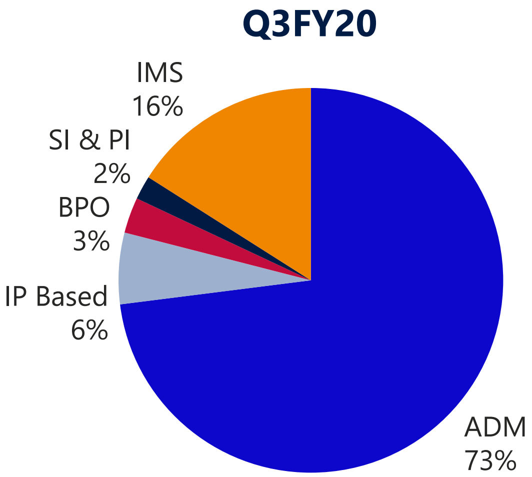
Q4FY20:

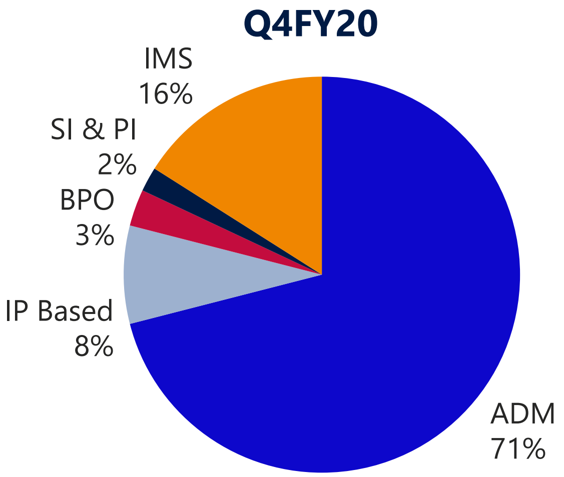
- Insurance vertical grew due to growth in US and EMEA
- Decline in TTH
- Growth in Others vertical due to growth in Whishworks

FY20:

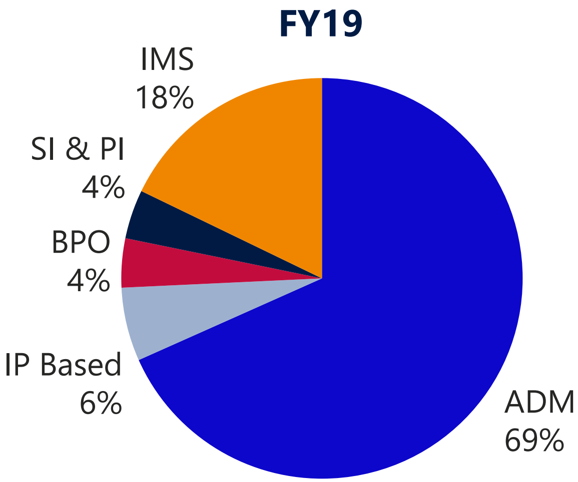
- Growth in TTH on account of growth in top accounts in EMEA and US
- Insurance vertical grew mainly on account of growth top accounts in US and NITL business

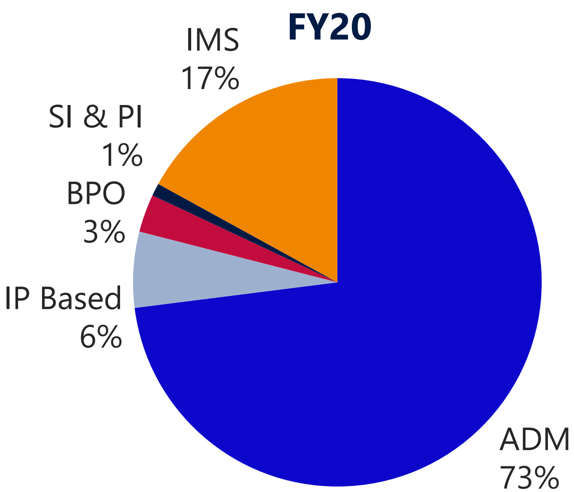
Service Mix





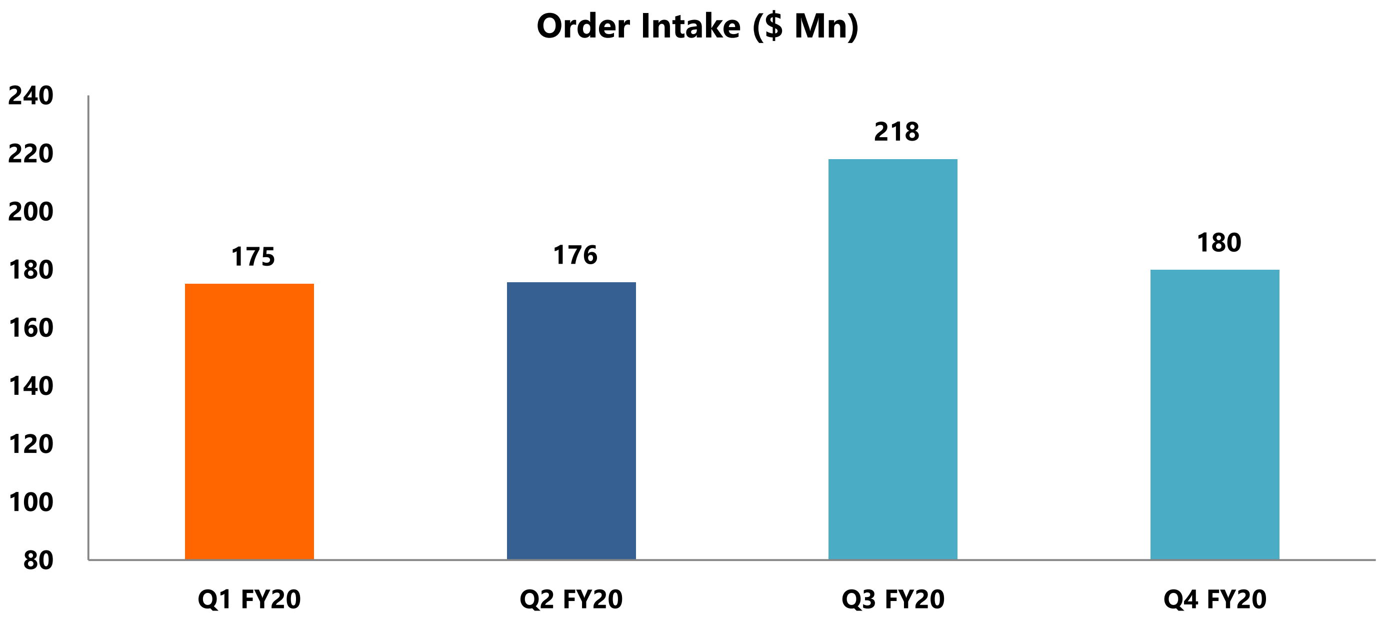
Q4FY20:
- Digital revenue at 38%
- The product and IP based revenue stands at 8%





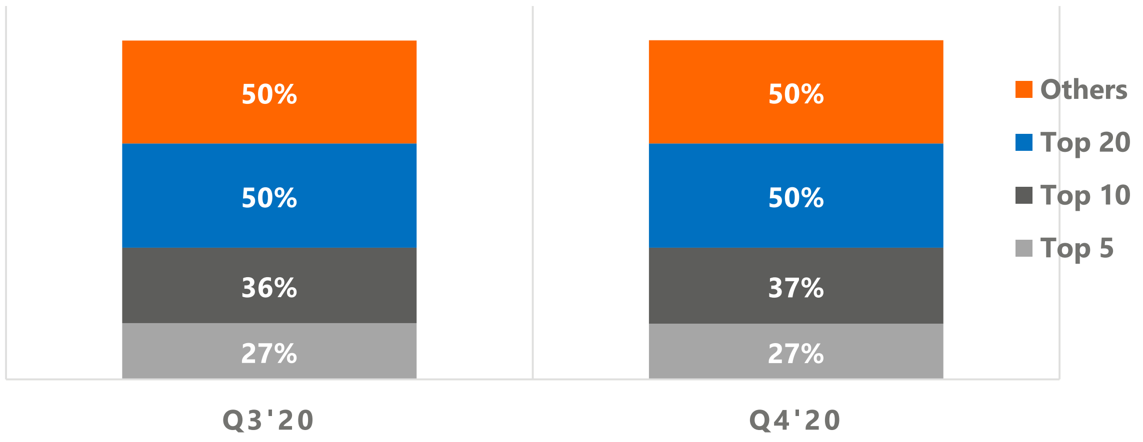
FY20:
- Digital revenue at 37%
- The product and IP based revenue stands at 6%

Order Intake



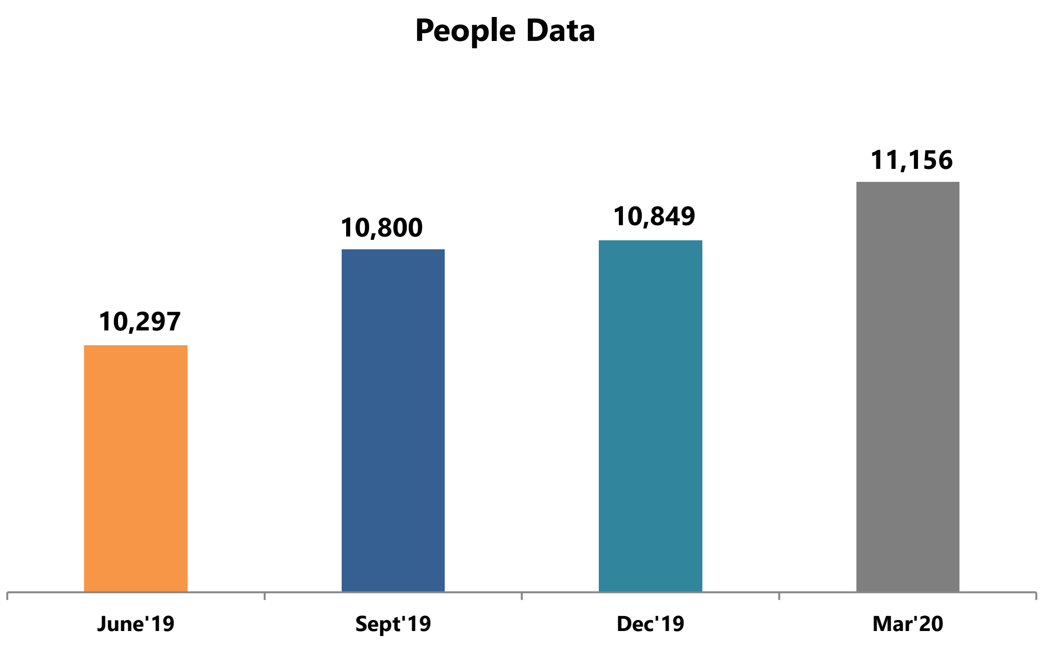
- 10 new customers added: 3 in US, 6 in EMEA and 1 in ROW
- $180 Mn order intake in the quarter leading to $ 468 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (81 Mn), EMEA (52 Mn), ROW (47 Mn)

Top Client Mix



MM $ Clients	**100**	**106**

People Resources



	June'19	Sept'19	Dec'19	Mar'20
Net Additions	34	503	49	307
Attrition%	12.98%	12.33%	11.93%	11.75%
Utilization	80.5%	80.7%	79.3%	78.1%

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