

**Consolidated Profit and Loss Account**  
**For the Period ended June 30, 2024**

Particulars (INR Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	
<b>Net Revenue</b>	<b>3,823</b>	<b>3,819</b>	<b>3,913</b>	<b>3,979</b>	<b>15,535</b>	<b>4,072</b>	
	YoY	22%	27%	8%	3%	14%	7%
	QoQ	-1%	0%	2%	2%	0%	2%
<b>Operating Expenses</b>	<b>2,900</b>	<b>2,910</b>	<b>2,979</b>	<b>2,984</b>	<b>11,773</b>	<b>3,048</b>	
<b>Operating Profit (EBITDA)</b>	<b>924</b>	<b>910</b>	<b>934</b>	<b>995</b>	<b>3,762</b>	<b>1,024</b>	
<b>EBITDA margin</b>	<b>24%</b>	<b>24%</b>	<b>24%</b>	<b>25%</b>	<b>24%</b>	<b>25%</b>	
Depreciation	153	170	143	127	592	140	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)*	(88)	(66)	(16)	(29)	(200)	(72)	
<b>Profit Before Tax</b>	<b>683</b>	<b>674</b>	<b>776</b>	<b>839</b>	<b>2,971</b>	<b>812</b>	
Tax	131	205	208	294	839	212	
<b>PAT</b>	<b>552</b>	<b>469</b>	<b>568</b>	<b>544</b>	<b>2,132</b>	<b>600</b>	
EPS (INR)	4.10	3.49	4.21	4.02	15.82	4.43	

Note : \*Including Non-Operating/Tranistory expenses related to Demerger and notional expenses/charges related to StC Acquisition



Customer Metrics	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
No. of MTS Customers	83	85	86	87	87	89
Revenue Visibility (USD Mn)	360	350	348	335	335	350

Customer Contribution (Share of Revenue)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Top 5 Customers	44%	41%	39%	39%	39%	37%
Top 10 Customers	59%	58%	56%	58%	58%	56%
Top 20 Customers	77%	76%	75%	76%	76%	76%

Revenue Mix - By Industry	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Technology & Telecom	25%	24%	24%	21%	21%	20%
Management Consulting & Professional Services	17%	15%	13%	15%	15%	15%
Energy & Commodities	10%	12%	12%	12%	12%	11%
Aviation & Aerospace	9%	10%	10%	10%	10%	10%
Life Sciences And Healthcare	9%	9%	11%	14%	14%	14%
BFSI	8%	8%	9%	9%	9%	10%
Others	22%	22%	20%	19%	19%	20%



### Balance Sheet Metrics

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
DSO days	42	46	59	53	53	55
Net Cash (INR Mn)	5,325	4,809	5,599	5,659	5,659	6,489

### People

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Headcount*	2,390	2,468	2,417	2,396	2,396	2,358

\* Not including retainers/project resources

### Shareholding Pattern

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Promoters	34.8%	34.8%	34.7%	34.6%	34.6%	34.6%
FPIs	20.8%	18.9%	17.8%	18.2%	18.2%	18.3%
MFs, FIs and Banks	13.3%	15.8%	16.4%	17.8%	17.8%	17.3%
Others	31.0%	30.4%	31.2%	29.4%	29.4%	29.8%
Total*	100%	100%	100%	100%	100%	100%

Company listed on BSE and NSE on August 8, 2023 (Trading Symbol: NIITMTS).

Shareholding for past quarters is mirror holding for NIIT Limited.

\*Percentage may not add to 100% due to rounding.