

**Consolidated Profit and Loss Account**  
**For the Period ended June 30, 2023**

Particulars (Rs. Mn)	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	
<b>Net Revenue</b>	<b>3,125</b>	<b>3,003</b>	<b>3,633</b>	<b>3,857</b>	<b>13,618</b>	<b>3,823</b>	
	YoY	18%	10%	22%	30%	20%	22%
	QoQ	5%	-4%	21%	6%		-1%
<b>Operating Expenses</b>	<b>2,361</b>	<b>2,427</b>	<b>2,766</b>	<b>2,909</b>	<b>10,463</b>	<b>2,900</b>	
<b>Operating Profit (EBITDA)</b>	<b>764</b>	<b>576</b>	<b>867</b>	<b>948</b>	<b>3,154</b>	<b>924</b>	
<b>EBITDA margin</b>	<b>24%</b>	<b>19%</b>	<b>24%</b>	<b>25%</b>	<b>23%</b>	<b>24%</b>	
<b>Depreciation</b>	<b>100</b>	<b>108</b>	<b>118</b>	<b>146</b>	<b>471</b>	<b>153</b>	
<b>Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income &amp; Exceptional Items)*</b>	<b>(21)</b>	<b>(41)</b>	<b>(184)</b>	<b>(153)</b>	<b>(398)</b>	<b>(88)</b>	
<b>Profit Before Tax</b>	<b>643</b>	<b>428</b>	<b>566</b>	<b>649</b>	<b>2,285</b>	<b>683</b>	
<b>Tax</b>	<b>90</b>	<b>58</b>	<b>105</b>	<b>109</b>	<b>363</b>	<b>131</b>	
<b>PAT</b>	<b>552</b>	<b>370</b>	<b>460</b>	<b>539</b>	<b>1,922</b>	<b>552</b>	
<b>EPS (Rs.)</b>	<b>4.1</b>	<b>2.8</b>	<b>3.4</b>	<b>4.0</b>	<b>14.3</b>	<b>4.1</b>	

Note :

*\*Including expenses Non-Operating/Tranistory expenses related to the Composite Scheme of Arrangement and expenses related to StC Acquisition*



<b>Customer Metrics</b>	<b>Q1 FY23</b>	<b>Q2 FY23</b>	<b>Q3 FY23</b>	<b>Q4 FY23</b>	<b>FY23</b>	<b>Q1 FY24</b>
<b>No. of MTS Customers</b>	68	70	71	80	80	83
<b>Revenue Visibility (\$ Mn)</b>	304	305	321	363	363	360

<b>Customer Contribution (Share of Revenue)</b>	<b>Q1 FY23</b>	<b>Q2 FY23</b>	<b>Q3 FY23</b>	<b>Q4 FY23</b>	<b>FY23</b>	<b>Q1 FY24</b>
<b>Top 5 Customers</b>	43%	40%	38%	45%	40%	44%
<b>Top 10 Customers</b>	59%	57%	56%	60%	58%	59%
<b>Top 20 Customers</b>	77%	75%	75%	77%	77%	77%

<b>Revenue Mix - By Industry</b>	<b>Q1 FY23</b>	<b>Q2 FY23</b>	<b>Q3 FY23</b>	<b>Q4 FY23</b>	<b>FY23</b>	<b>Q1 FY24</b>
<b>Technology &amp; Telecom</b>	31%	32%	29%	25.8%	29.3%	24.8%
<b>Energy &amp; Commodities</b>	13%	14%	12%	9.2%	12.0%	10.2%
<b>Life Sciences And Healthcare</b>	13%	13%	11%	9.6%	11.5%	8.9%
<b>BFSI</b>	9%	10%	8%	7.9%	8.7%	8.0%
<b>Aviation &amp; Aerospace</b>	5%	7%	9%	9.3%	7.7%	9.0%
<b>Management Consulting &amp; Professional Services</b>	0%	0%	9%	17.2%	7.3%	17.2%
<b>Others</b>	28%	25%	21%	21.1%	23.5%	21.9%

**Balance Sheet Metrics**

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
DSO days	48	41	62	52	52	42
Net Cash (INR Mn)	5,261	5,317	4,036	4,563	4,563	5,325

**People**

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Headcount*	2,176	2,321	2,361	2,335	2,335	2,390

\* Not including retainers/project resources

**Shareholding Pattern**

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Promoters	35.0%	34.9%	34.9%	34.8%	34.8%	34.8%
FPIs	21.7%	21.2%	20.5%	20.7%	20.7%	20.8%
MFs, FIs and Banks	11.7%	11.9%	12.3%	13.1%	13.1%	13.3%
Others	31.6%	32.0%	32.4%	31.3%	31.3%	31.0%
Total*	100%	100%	100%	100%	100%	100%

\* Shareholding for end of Q1 FY24 based on Shareholding of NIIT Limited on Record Date (June 8, 2023) of the Composite Scheme of Arrangement. Holding for past quarters is mirror holding for NIIT Limited. Percentage may not add to 100% due to rounding.

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