

**Consolidated Profit and Loss Account
For the Period ended March 31, 2024**

Particulars (INR Mn)	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	
Net Revenue	3,857	13,618	3,823	3,819	3,913	3,979	15,535	
	YoY	30%	20%	22%	27%	8%	3%	14%
	QoQ	6%		-1%	0%	2%	2%	
Operating Expenses	2,909	10,463	2,900	2,910	2,979	2,984	11,773	
Operating Profit (EBITDA)	948	3,154	924	910	934	995	3,762	
EBITDA margin	25%	23%	24%	24%	24%	25%	24%	
Depreciation	146	471	153	170	143	127	592	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)*	(153)	(398)	(88)	(66)	(16)	(29)	(200)	
Profit Before Tax	649	2,285	683	674	776	839	2,971	
Tax	109	363	131	205	208	294	839	
PAT	539	1,922	552	469	568	544	2,132	
EPS (INR)	4.01	14.31	4.10	3.48	4.21	4.02	15.82	

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



Customer Metrics	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
No. of MTS Customers	80	80	83	85	86	87	87
Revenue Visibility (USD Mn)	363	363	360	350	348	335	335

Customer Contribution (Share of Revenue)	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Top 5 Customers	45%	40%	44%	41%	39%	39%	41%
Top 10 Customers	60%	58%	59%	58%	56%	58%	58%
Top 20 Customers	77%	77%	77%	76%	75%	76%	76%

Revenue Mix - By Industry	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Technology & Telecom	26%	29%	25%	24%	24%	21%	23%
Management Consulting & Professional Services	17%	7%	17%	15%	13%	15%	15%
Energy & Commodities	9%	12%	10%	12%	12%	12%	11%
Aviation & Aerospace	9%	8%	9%	10%	10%	10%	10%
Life Sciences And Healthcare	10%	11%	9%	9%	11%	14%	11%
BFSI	8%	9%	8%	8%	9%	9%	9%
Others	21%	24%	22%	22%	20%	19%	21%

**Balance Sheet Metrics**

	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
DSO days	52	52	42	46	59	53	53
Net Cash (INR Mn)	4,563	4,563	5,325	4,809	5,599	5,659	5,659

People

	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Headcount*	2,335	2,335	2,390	2,468	2,417	2,396	2,396

* Not including retainers/project resources

Shareholding Pattern

	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Promoters	34.8%	34.8%	34.8%	34.8%	34.7%	34.6%	34.6%
FPIs	20.7%	20.7%	20.8%	18.9%	17.8%	18.2%	18.2%
MFs, FIs and Banks	13.1%	13.1%	13.3%	15.8%	16.4%	17.8%	17.8%
Others	31.3%	31.3%	31.0%	30.4%	31.2%	29.4%	29.4%
Total*	100%	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.