

**Consolidated Profit and Loss Account**  
**For the Period ended March 31, 2023**

Particulars (Rs. Mn)	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	
<b>Net Revenue</b>	<b>2,970</b>	<b>11,323</b>	<b>3,119</b>	<b>3,009</b>	<b>3,633</b>	<b>3,857</b>	<b>13,618</b>	
	YoY	24%	36%	18%	10%	22%	30%	20%
	QoQ	0%		5%	-3%	21%	6%	
Operating Expenses	2,241	8,349	2,361	2,427	2,766	2,909	10,463	
<b>Operating Profit (EBITDA)</b>	<b>729</b>	<b>2,974</b>	<b>757</b>	<b>582</b>	<b>867</b>	<b>948</b>	<b>3,154</b>	
<b>EBITDA margin</b>	<b>25%</b>	<b>26%</b>	<b>24%</b>	<b>19%</b>	<b>24%</b>	<b>25%</b>	<b>23%</b>	
Depreciation	99	423	100	108	118	146	471	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	15	71	(21)	(41)	(184)	(153)	(398)	
<b>Profit Before Tax</b>	<b>645</b>	<b>2,622</b>	<b>637</b>	<b>434</b>	<b>566</b>	<b>649</b>	<b>2,285</b>	
Tax	105	601	90	58	105	109	363	
<b>PAT</b>	<b>540</b>	<b>2,021</b>	<b>546</b>	<b>376</b>	<b>460</b>	<b>539</b>	<b>1,922</b>	
EPS (Rs.)	6.5	17.5	4.1	2.8	3.4	4.0	14.3	
<b>EPS (Rs.) Proforma</b>	<b>4.0</b>	<b>15.0</b>	<b>4.1</b>	<b>2.8</b>	<b>3.4</b>	<b>4.0</b>	<b>14.3</b>	

**Note :**

1. Results include impact of transfer of the Corporate Learning Business undertaking to NLSL and may not be comparable to results declared prior to the demerger. EPS for FY22 has been calculated on basis of number of shares of NLSL prior to demerger. Proforma EPS has been provided for like-like analysis
2. Expenses of INR 97 Mn for FY23 attributable to ESOPs of NIIT Limited (Transferor Company) held by employees of NLSL have been regrouped with Other Expenses from the Appointed Date for analysis.



Other details	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
No. of MTS customers*	66	66	68	70	71	80	80
Revenue Visibility (\$ Mn)	328	328	304	305	321	363	363

Customer Contribution (Revenue) %	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Top 5 Customers	46%	39%	43%	40%	38%	45%	40%
Top 10 Customers	61%	56%	59%	57%	56%	60%	58%
Top 20 Customers	79%	75%	77%	75%	75%	77%	77%

Revenue Mix - By Industry	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Technology & Telecom	31%	29%	31%	32%	29%	26%	29%
Energy & Commodities	12%	12%	13%	14%	12%	9%	12%
Life Sciences And Healthcare	11%	12%	13%	13%	11%	10%	11%
BFSI	9%	9%	9%	10%	8%	8%	9%
Aviation & Aerospace	5%	5%	5%	7%	9%	9%	8%
Management Consulting & Professional Services	0%	0%	0%	0%	9%	17%	7%
Others	32%	33%	28%	25%	21%	21%	24%
<b>Total</b>	100%	100%	100%	100%	100%	100%	100%

\*Significant customers of StC have been included from Q4FY23



### Others

	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
DSO days	45	45	48	41	62	52	52
Net Cash (INR Mn)	5,088	5,088	5,261	5,317	4,036	4,563	4,563

### People

	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Headcount*	2080	2080	2,176	2,242	2,277	2335	2335

\* Not including retainers/project resources

### Shareholding Pattern

	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
Promoters	35.0%	35.0%	35.0%	34.9%	34.9%	34.8%	34.8%
FPIs	21.5%	21.5%	21.7%	21.2%	20.5%	20.7%	20.7%
MFs, FIs and Banks	12.1%	12.1%	11.7%	11.9%	12.3%	13.1%	13.1%
Others	31.3%	31.3%	31.6%	32.0%	32.4%	31.3%	31.3%
Total*	100%	100%	100%	100%	100%	100%	100%

\* Share holding of NLSL shall be mirror copy of shareholding of NIIT Limited as on the Record Date of June 8, 2023. Table above represents shareholding movement for NIIT Limited for FY23. Shareholding Percentages may not add to 100% due to rounding