

Financial Performance– Q2FY20

Oct 23, 2019



Agenda

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



Financial Highlights – Q2FY20

Q2 Revenue at INR 10,385 Mn

- Up 19.0% YoY, Up 8.2% QoQ
- Constant currency organic revenue growth is 4.1%

Net Profits at INR 1,195 Mn

- Up 12.2% YoY and 17.0% QoQ
- ETR at 18%

Operating profits at INR 1,898 Mn

- Up 22.2% YoY, Up 15.7% QoQ
- Operating Margins at 18.3%, Up 47 bps YoY and 118 bps QoQ

Order Intake at \$176 Mn

- \$405 Mn of firm business executable over next 12 months



The highlights above are for continuing business (Excl GIS)

Business Highlights for Q2FY20



Travel, Transportation & Hospitality(TTH) up 5.8% QoQ, Contributes 27.8% (LQ 28.3%)

- Growth in major accounts in EMEA and US
- 1 New customer added



Insurance up 15.3% QoQ, Contributes 31.1% (LQ 29.1%)

- Growth in Top account in US and EMEA
- 6 New customers added during the quarter



BFS up 9.4% QoQ, Contributes 16.7% (LQ 16.4%)

- Higher revenue in customers in EMEA and APAC



Others Vertical Up 0.8% QoQ, Contribute 24.4% (LQ 26.1%)

- 3 New accounts added

Consolidated Income Statement – Continuing Business (Excl. GIS)

Particulars (INR Mn)	Q2FY20 (Reported)	Q1FY20 (Reported)	Q1FY20 (Adjusted)	QoQ% (Adjusted)	Q2FY19 (Reported)	YoY% (Reported)
Gross Revenues	10,385	9,597	9,597	8.2%	8,723	19.0%
GM%	34.6%	33.9%	33.9%	70 Bps	34.4%	12 Bps
EBITDA	1,898	1,406	1,641	15.7%	1,554	22.2%
EBITDA%	18.3%	14.7%	17.1%	118 Bps	17.8%	47 Bps
Profit Before Tax (Before exceptional items)	1,527	1,176	1,315	16.2%	1,459	4.7%
PBT % (Before exceptional items)	14.7%	12.3%	13.7%	101 Bps	16.7%	-202 Bps
Exceptional items	-	(57)	-	NA	-	NA
Profit Before Tax	1,527	1,233	1,315	16.2%	1,459	4.7%
PBT %	14.7%	12.8%	13.7%	101 Bps	16.7%	-202 Bps
Profit After Tax (after Minority Int.)	1,195	890	1,021	17.0%	1,065	12.2%
PAT%	11.5%	9.3%	10.6%	87 Bps	12.2%	-70 Bps
Basic EPS (INR)	19.3	14.4	16.5	16.5%	17.3	11.2%

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.
Adjusted figures are excluding non-recurring transaction related expenses

Consolidated Income Statement

Particulars (INR Mn)	Q2FY20 (Reported)	Q1FY20 (Reported)	Q1FY20 (Adjusted)	QoQ% (Adjusted)	Q2FY19	YoY% (Reported)
Gross Revenues	10,385	9,627	9,627	7.9%	9,074	14.4%
GM%	34.6%	33.8%	33.8%	77 Bps	35.0%	-45 Bps
EBITDA	1,898	1,388	1,623	16.9%	1,634	16.1%
EBITDA%	18.3%	14.4%	16.9%	141 Bps	18.0%	27 Bps
Profit Before Tax (Before exceptional items)	1,527	1,159	1,298	17.7%	1,530	-0.2%
PBT % (Before exceptional items)	14.7%	12.0%	13.5%	122 Bps	16.9%	-215 Bps
Exceptional items	-	(57)	-	NA	-	NA
Profit Before Tax	1,527	1,216	1,298	17.7%	1,530	-0.2%
PBT %	14.7%	12.6%	13.5%	122 Bps	16.9%	-215 Bps
Profit After Tax (after Minority Int.)	1,195	876	1,006	18.8%	1,118	6.9%
PAT%	11.5%	9.1%	10.5%	105 Bps	12.3%	-81 Bps
Basic EPS (INR)	19.3	14.2	16.3	17.8%	18.2	5.9%

Adjusted figures are excluding non-recurring transaction related expenses

Balance Sheet

INR Mn.

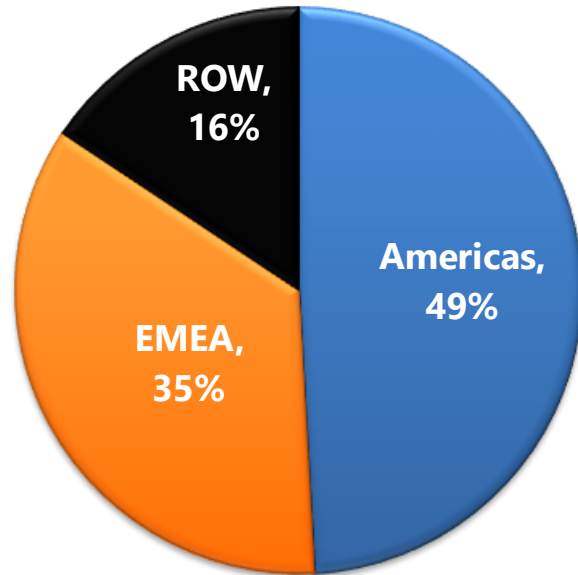
Particulars	As at Sept 30 2019	As at June 30 2019	As at Sept 30 2018	Particulars	As at Sept 30 2019	As at June 30 2019	As at Sept 30 2018
Equity	624	618	616	Fixed Assets	4,955	5,088	4,352
Reserves & Surplus	22,401	20,897	18,080	Capital Work in Progress	82	50	11
NET Worth	23,025	21,515	18,696	Intangible Assets	6,669	6,863	4,353
Borrowings	99	123	187	Current Assets			
Deferred Tax Liability	567	679	470	Cash and Cash Equivalent	7,659	7,296	7,556
Minority Interest	-	-	193	Debtors	7,971	7,041	6,526
				Other Current Assets	3,293	3,131	2,465
				Current Liabilities	(6,187)	(6,456)	(5,215)
				Future Acquisition Liability	(1,916)	(1,902)	(1,835)
				Deferred Tax Assets	1,165	1,206	1,333
	23,691	22,317	19,546		23,691	22,317	19,546

- Reserves and Surplus up INR 1,504 Mn over LQ.

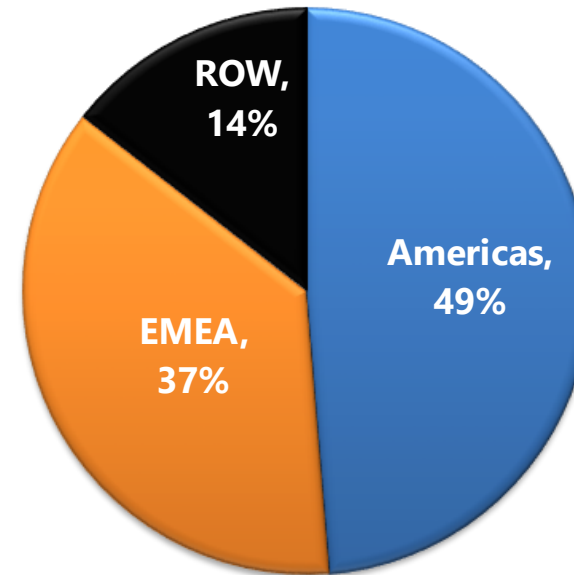
- Cash and Bank Balances Up by INR 363 Mn over LQ
- DSO – 73 days
- Capex during the Qtr – INR 146 Mn

Geography Mix

Q1 FY20



Q2 FY20

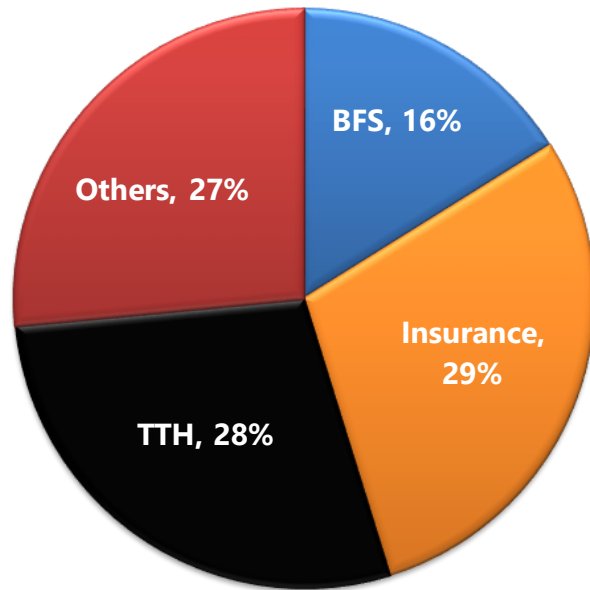


Q2FY20:

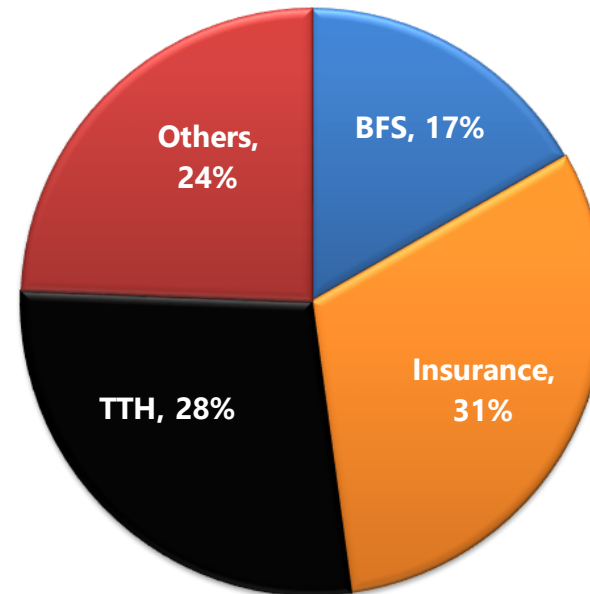
- Growth in EMEA due to higher revenues in key accounts in TTH and BFS and acquisition of Wishworks
- Growth in Americas due to growth in TTH and Insurance verticals
- ROW decline due to divestment of ESRI business

Vertical Mix

Q1 FY20



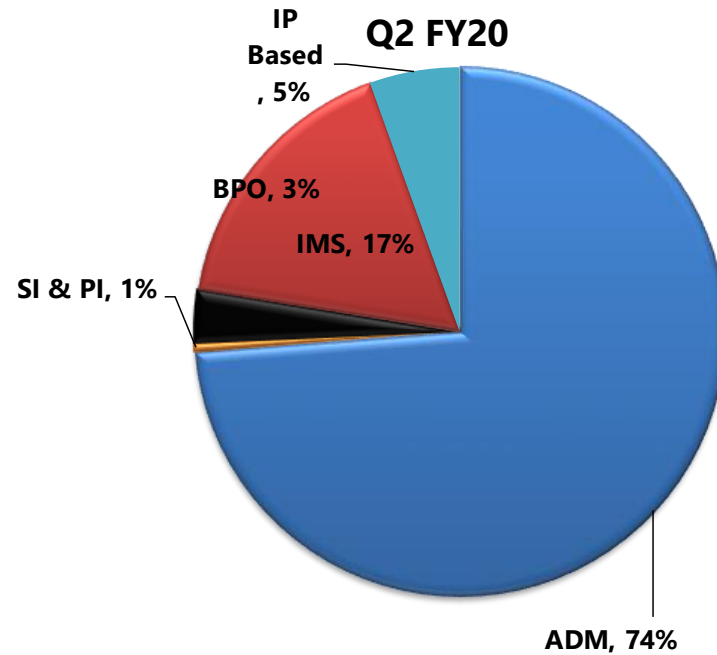
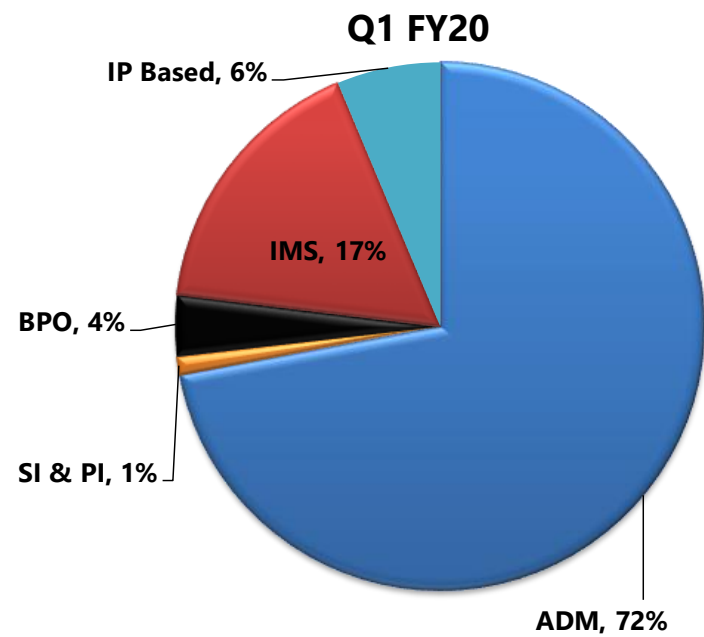
Q2 FY20



Q2FY20:

- Growth in TTH due to continued ramp up in top accounts in US and EMEA
- Growth in Insurance on account of higher revenue in US and NITL
- Growth in BFS on account of higher revenue in EMEA and APAC

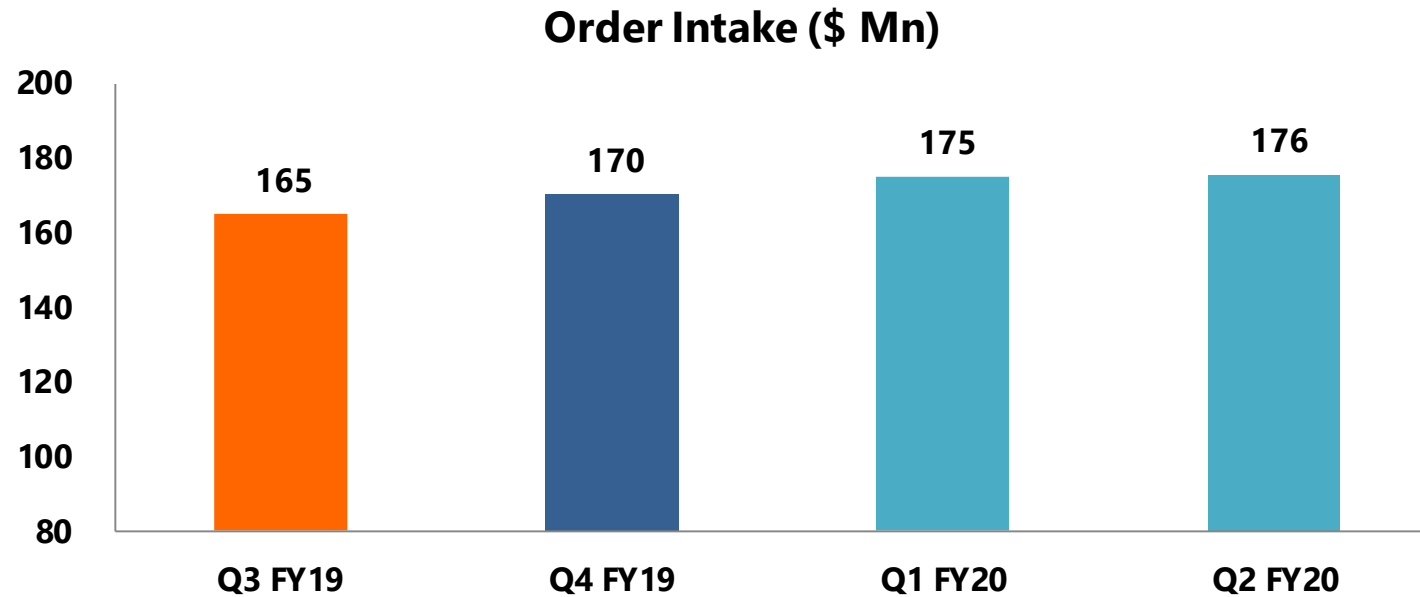
Service Mix



Q2FY20:

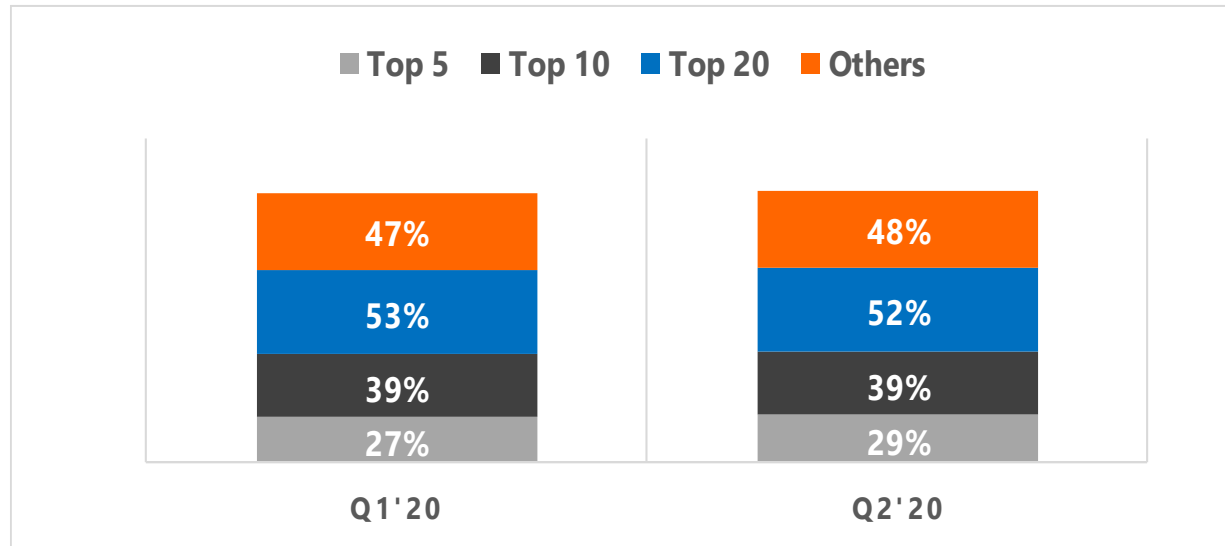
- Digital revenues at 38%, reflecting sequential growth of 18% and YoY growth of 56%
- Growth in ADM due to growth in major verticals (Insurance & T&T)
- Product and IP based revenues stands at 6%

Order Intake



- 10 new customers added: 7 in US, 1 in EMEA and 2 in ROW
- \$176 Mn order intake in the quarter leading to \$ 405 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (65 Mn), EMEA (41 Mn), ROW (70 Mn)

Top Client Mix



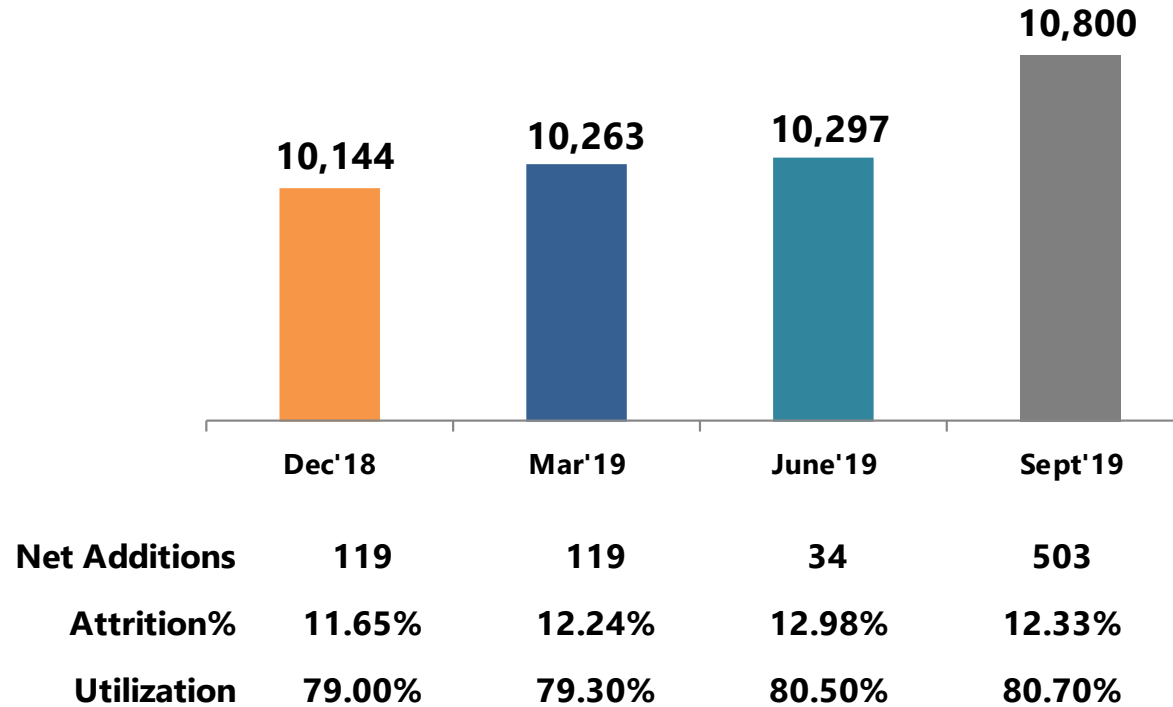
MM \$ Clients

91

95

People Resources

People Data



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