

NIIT Limited: Investor Presentation

September 2024

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NIIT

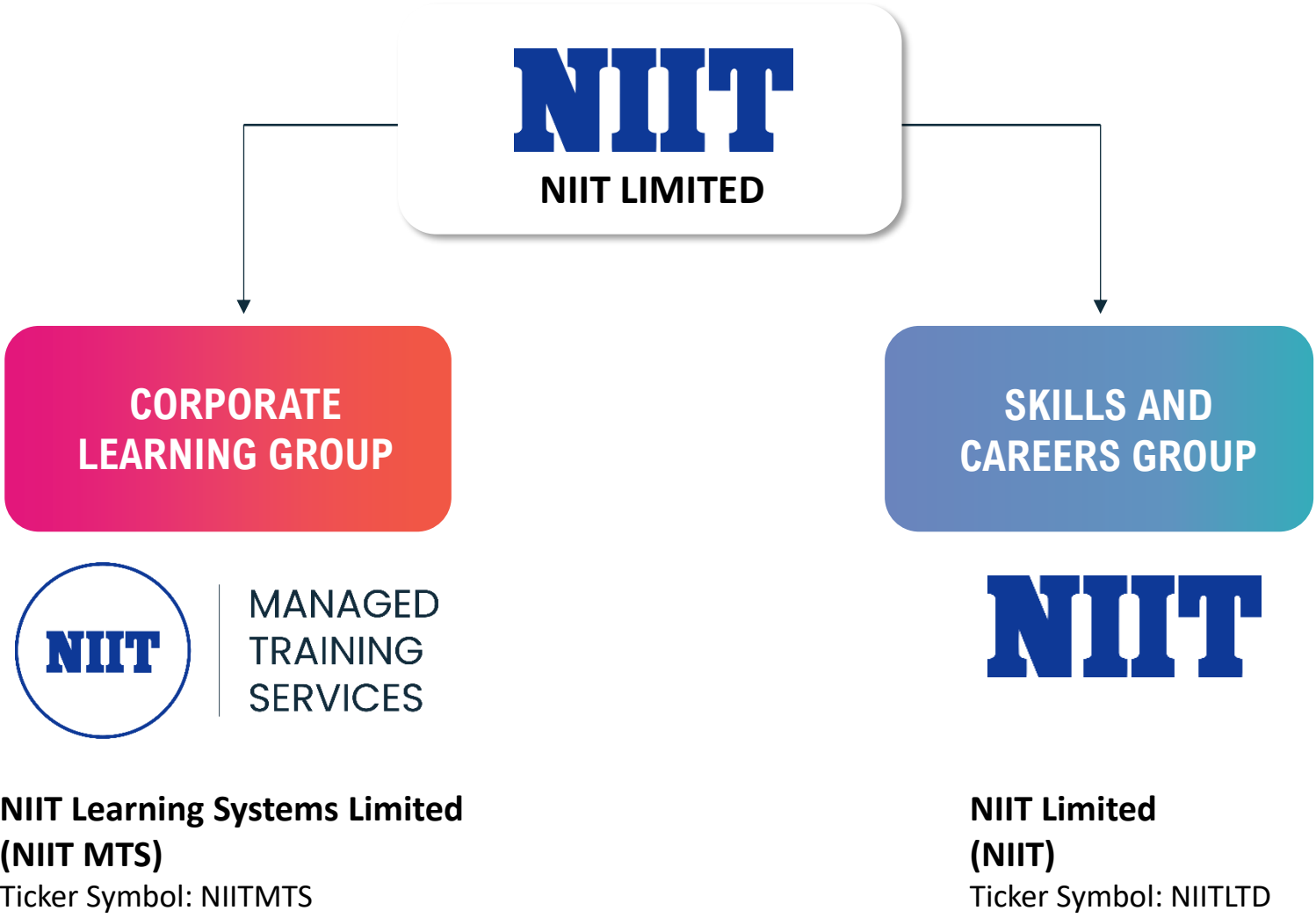
Organizational Announcement



Demerger Completed

The two business groups at NIIT have been reorganized into two separate companies with effect from May 24, 2023.

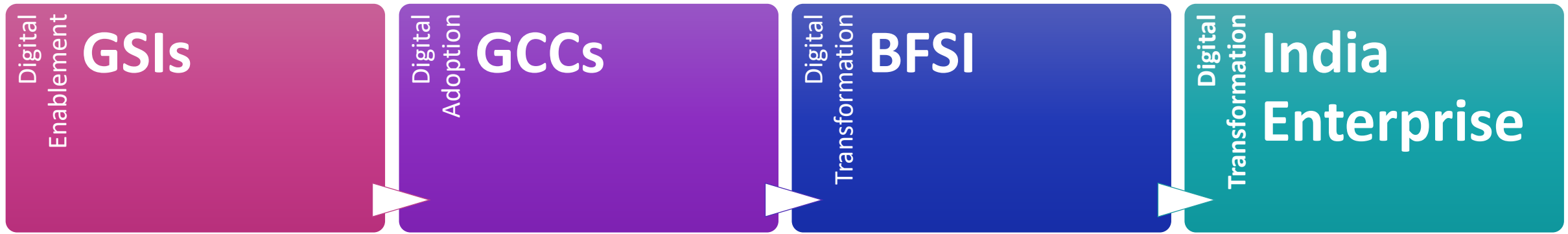
NIIT Learning Systems Limited listed on the stock exchanges (BSE/NSE) on August 8, 2023.



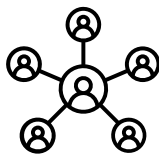
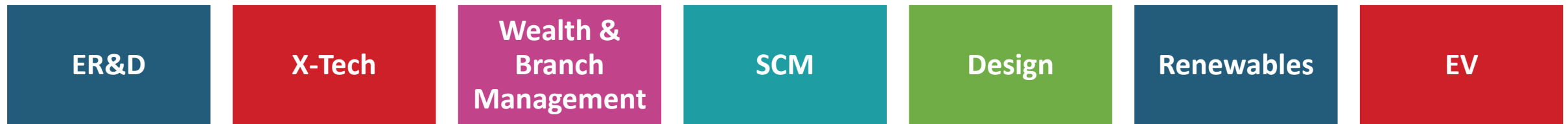
NIIT

A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.



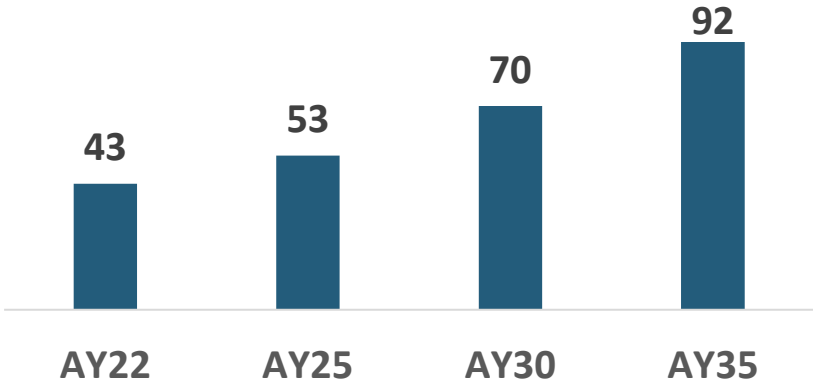


Rapid and significant changes in the skills landscape due to multiple industry transformations, including AI, require continuous upskilling and reskilling.

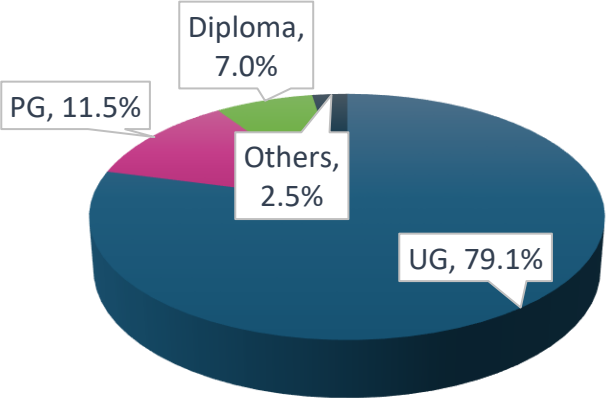


Large talent pool needs lifelong learning.

Growing Higher Education Enrollments (M)



Enrollments by Level



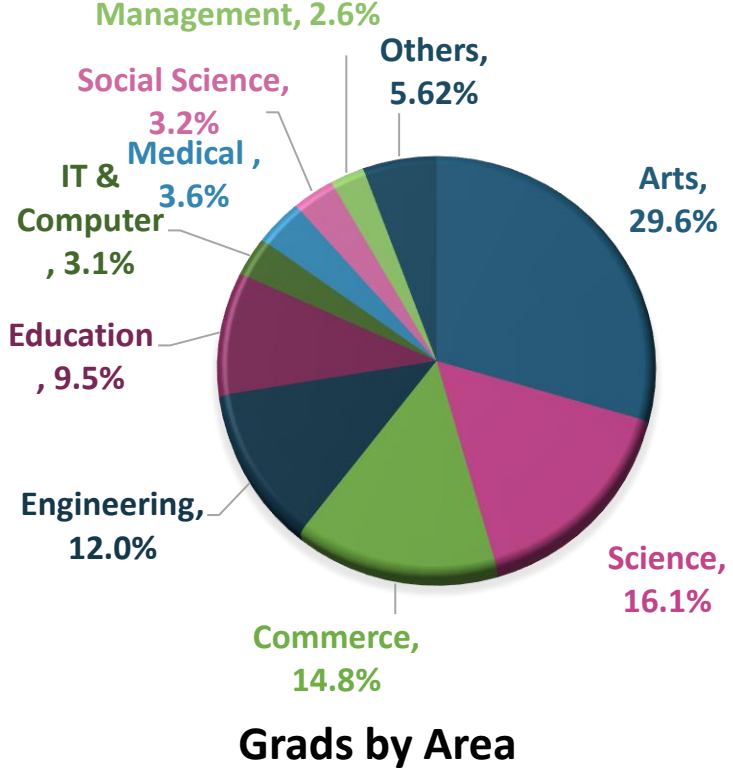
45,473
COLLEGES

1,168
UNIVERSITIES

28.4%
GER

43M
ENROLMENTS

10.7M
CURRENT ANNUAL GRADS
EXPECTED TO BE 2X BY AY35

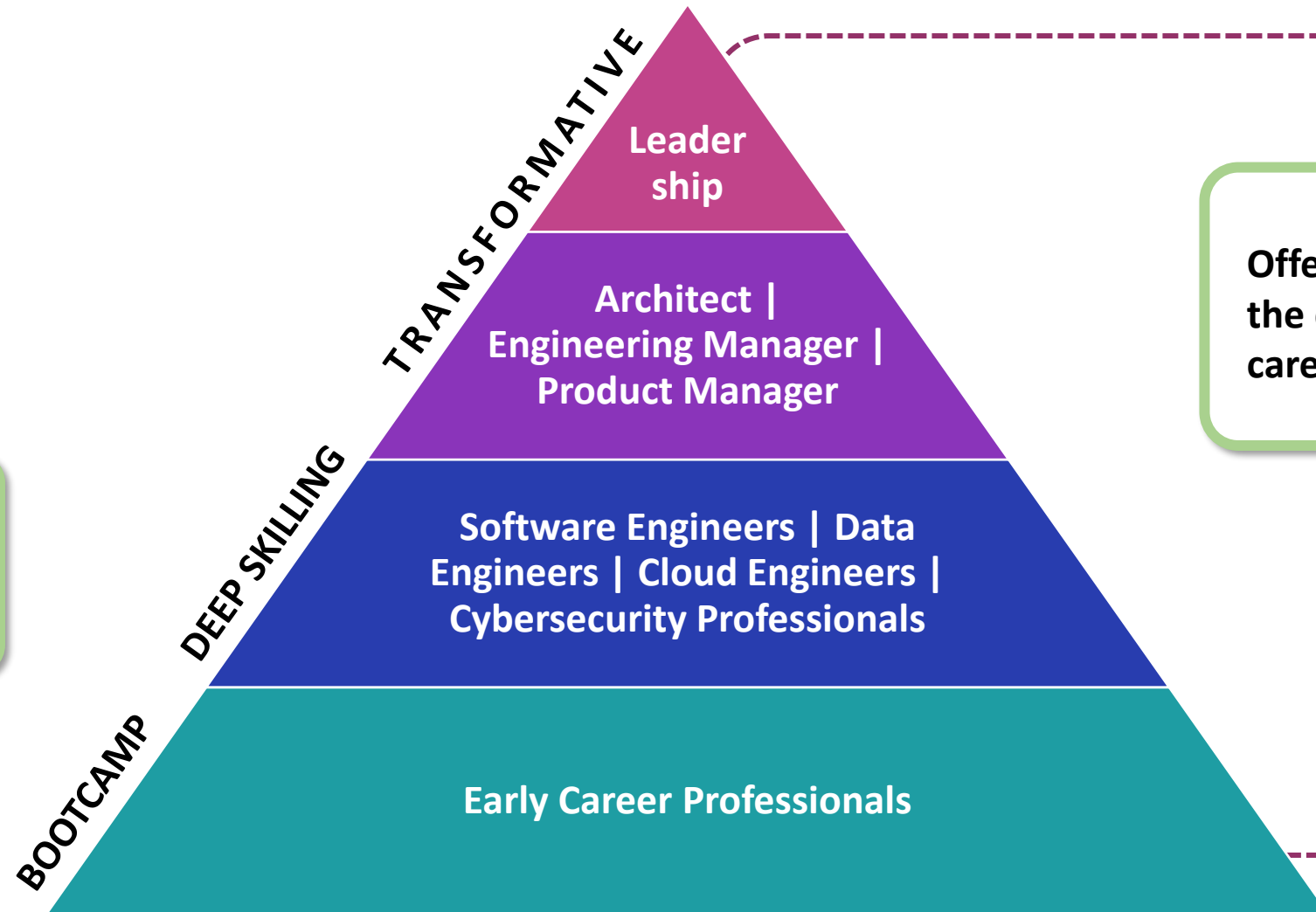


Grads by Area

**STACK
ROUTE**

RPS
learn..evolve

End-End Offerings For
Technology Careers



Offerings span
the complete
career spectrum

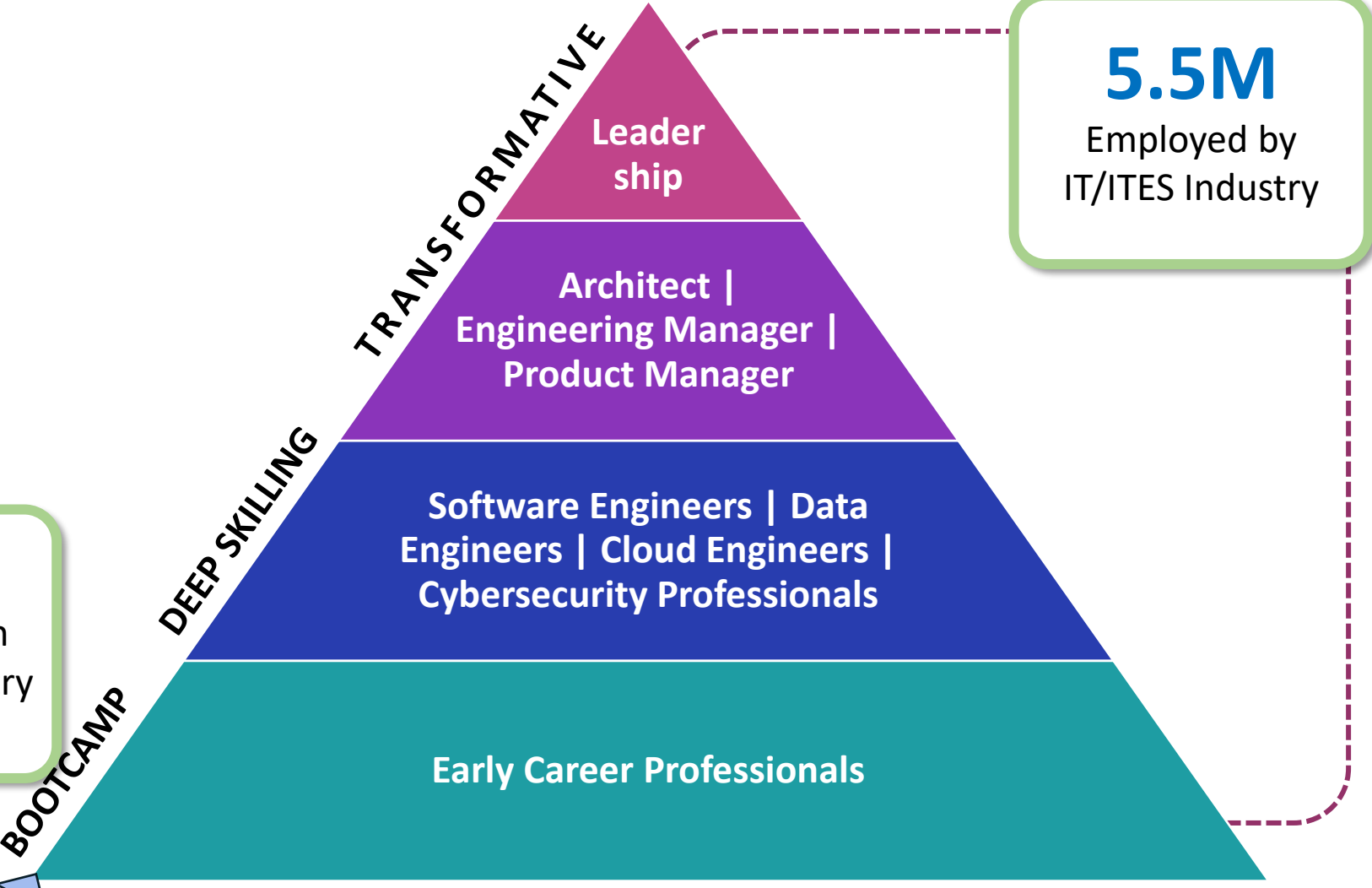
NIIT: Technology Offerings



- 
COLLEGE STUDENTS
- 
FRESH GRADUATES
- 
UNDER EMPLOYED
- 
NEW HIRES

60K
Net Hiring in
IT/ITES Industry
in FY24*

Large Skilling Requirement For Early Career & Working Professionals



*Net Hiring Number for FY24 was exceptionally low given the prevailing demand uncertainty in the IT Industry

NIIT: Technology Offerings



- COLLEGE STUDENTS
- FRESH GRADUATES
- UNDER EMPLOYED
- NEW HIRES

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Net Hiring in
IT/ITES Industry
in FY24

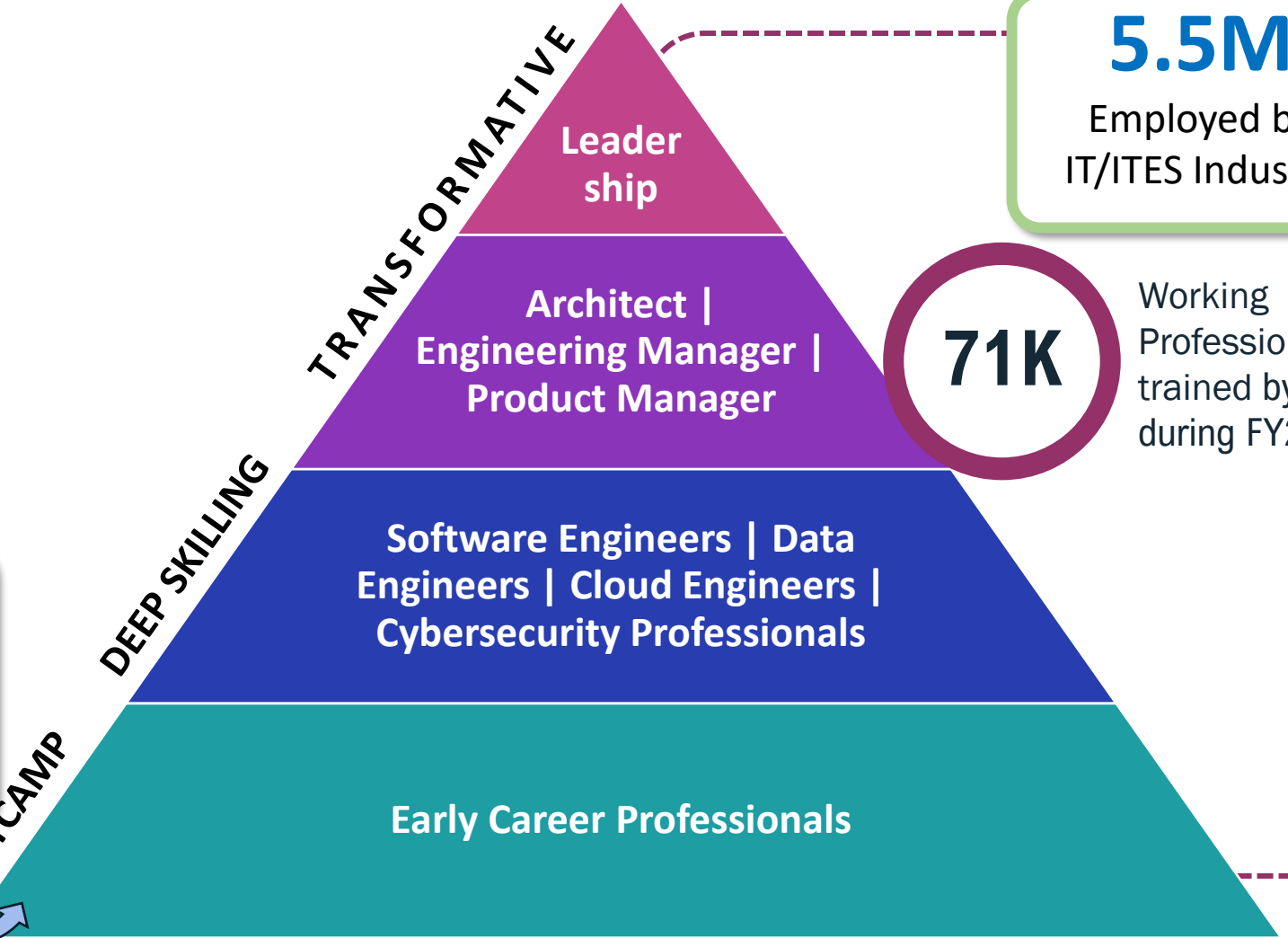
29K

Aspirants / Fresh Hires Trained by NIIT in FY24, across Consumer & Enterprise GTM.

BOOTCAMP

DEEP SKILLING

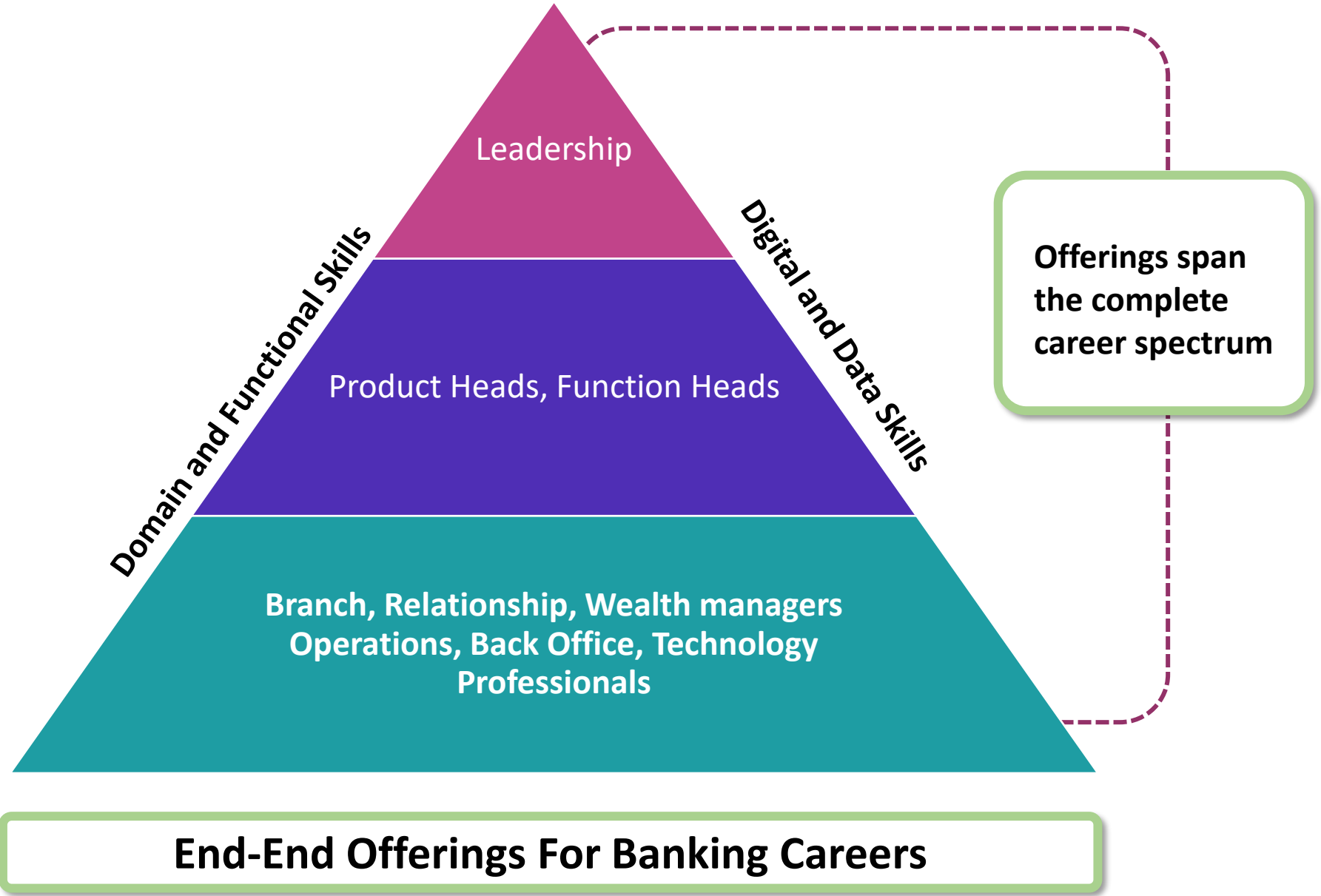
TRANSFORMATIVE



5.5M
Employed by
IT/ITES Industry

71K

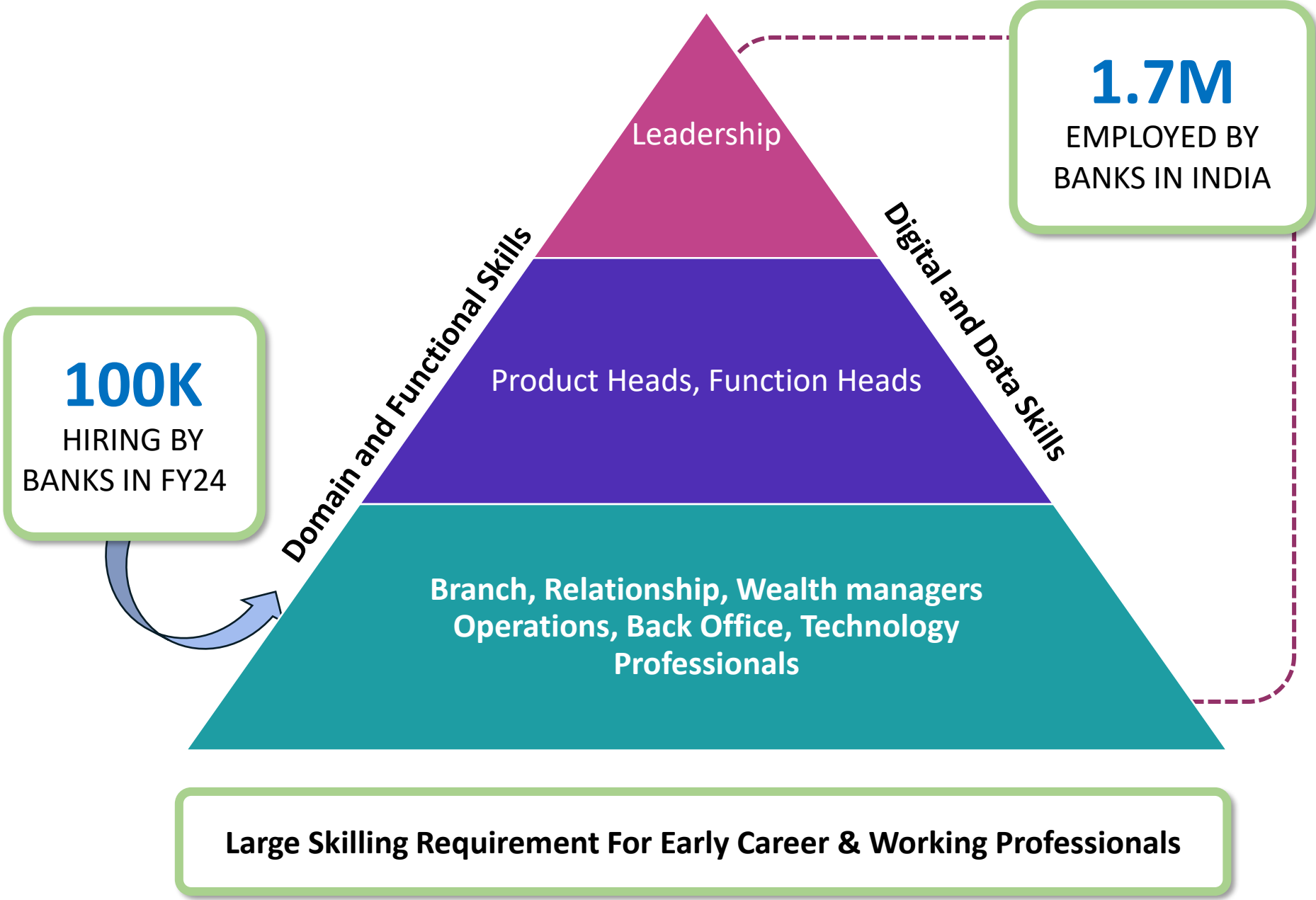
Working Professionals trained by NIIT during FY24



NIIT: Banking Careers



- 
COLLEGE STUDENTS
- 
FRESH GRADUATES
- 
UNDER EMPLOYED
- 
NEW HIRES



NIIT: Banking Careers



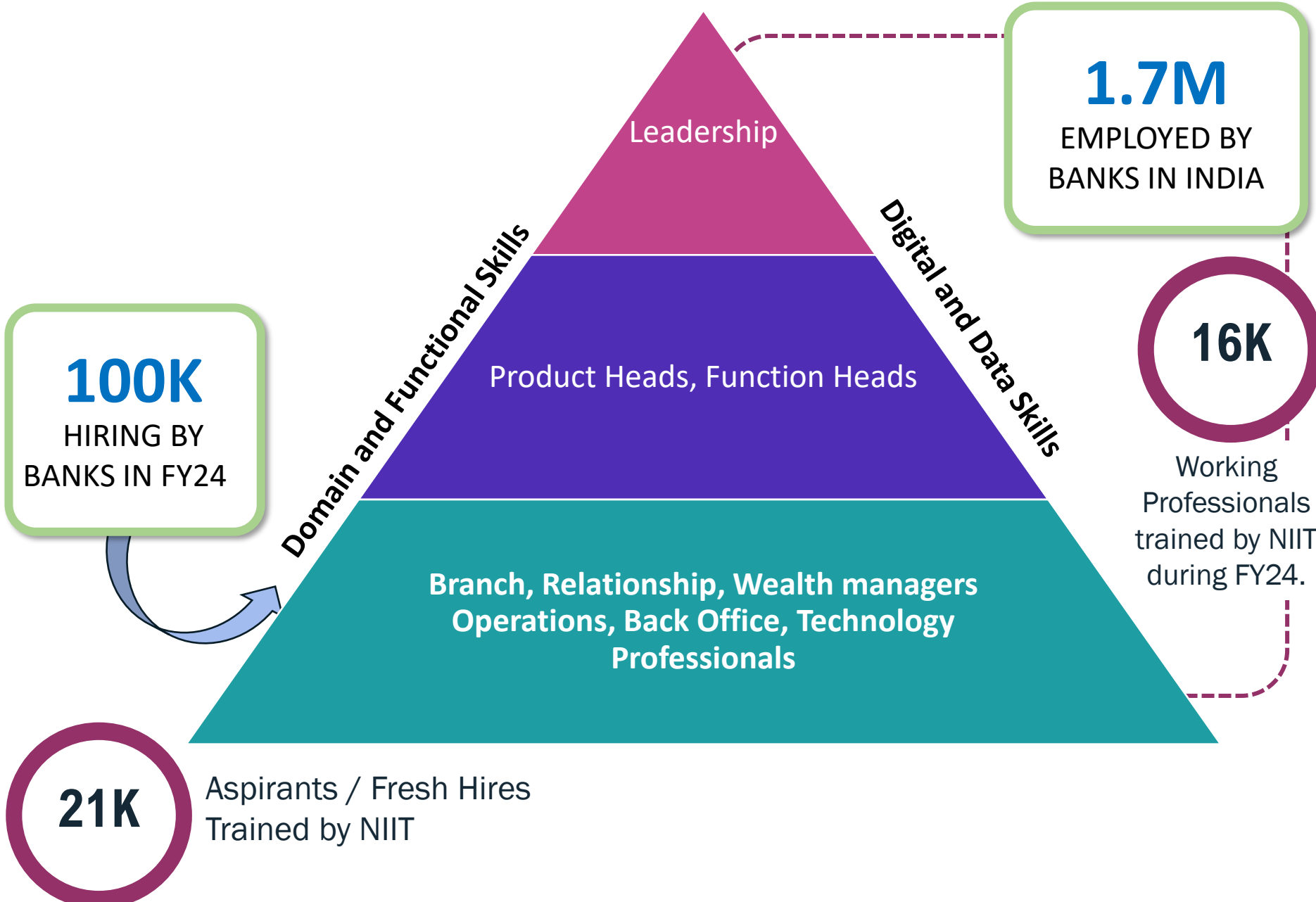
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COLLEGE STUDENTS
- 

FRESH GRADUATES
- 

UNDER EMPLOYED
- 

NEW HIRES



GSIs	GCCs	BFSI & Other Enterprises

Accelerating success for early career and working professionals across key market segments

200+ Marquee Enterprises

Top 40 Average Revenue > INR 45 M

>90% REVENUE FROM REPEAT CUSTOMERS

Strong Alliances



Best in Class OEM Partners ensure early access and speed of launch of new offerings

30+ OEM Partners with multi-year growing relationships

Distinctive Deep Skilling Methodology

Proven learning pedagogy delivered over scalable digital platform

Serving Complete Talent Value Chain

Entry into Work Pro Segment with acquisition of RPS Consulting

Demerger Creates Focused Entity for SNC business with strong Balance Sheet for Investments

Strong OEM Partnerships

Best in Class OEM relationships ensure early access to cutting edge technology

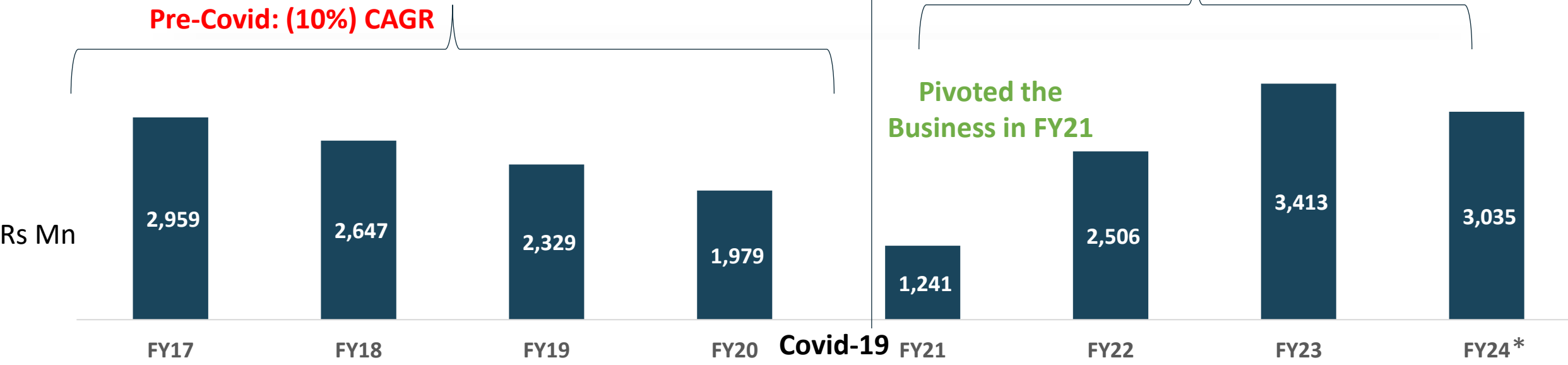
Asset Light Model

Centre Driven Business Model to Digital Learning

NIIT: Financial Transformation



Revenue



NIIT pivoted to Digital Learning in FY21

Business has seen strong growth post the pivot - 25% CAGR

Revenues higher vs pre-covid period

*While volumes were impacted in FY24 due to freeze in IT hiring, Business was back to Y-o-Y growth in Q4 FY24

Driven by the transformation, NIIT's SNC business has emerged stronger post the pandemic

Experienced
Business
Leadership
Team
passionate
about
education &
training



Pankaj Jathar
CEO



Udai Singh
President Global
Products & Learning
Delivery



Pradeep Narayanan
President NIIT Digital &
Growth Initiatives



Kamal Dhuper
President
NIIT China



Prasad Balakrishnan
CEO RPS Consulting

Founders in
Executive
roles to guide
the company
through the
transformation
and transition
phase



Mita Brahma
Head – Human
Resources



Sanjeev Bansal
CFO



Yogesh Bhat
Business Head
Enterprise IT Training



Gaurav Nigam
Business Head
BFSI Training



Vipul Sinha
Business Head
SSE

Board has a strong track record of governance and brings relevant skills from diverse industries



Avani Davda
Former CEO, Tata Starbucks Ltd,
Advisor Bain & Co



Ravi Garikipati
Former CTO Flipkart,
Founder Davinta



Srikanth Velamakanni
Co-founder, Group Chief Executive, and Executive Vice Chairman of Fractal AI



Sanjiv Kumar Chaudhary
Former Partner (Taxation & Regulatory Practice) KPMG, RSM and PWC, Board Member International Ethics Standard Board for Accountants



Sonu Halan Bhasin
Former Banker with 30+ years of experience including Director ING Barings, President Axis Bank, ID Berger Paints, Indus Towers, among others

Executive Directors have 40+ Years of experience in Education & Training.



R S Pawar
Executive Chairman



Vijay K. Thadani
Vice Chairman &
Managing Director



P Rajendran
Joint MD



Sapnesh Lalla
Non-Executive
Director



Udai Pawar
Non-Executive
Director



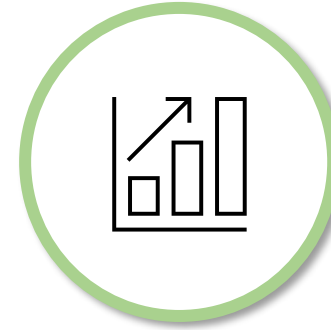
**Trusted & Well
Recognized Brand**



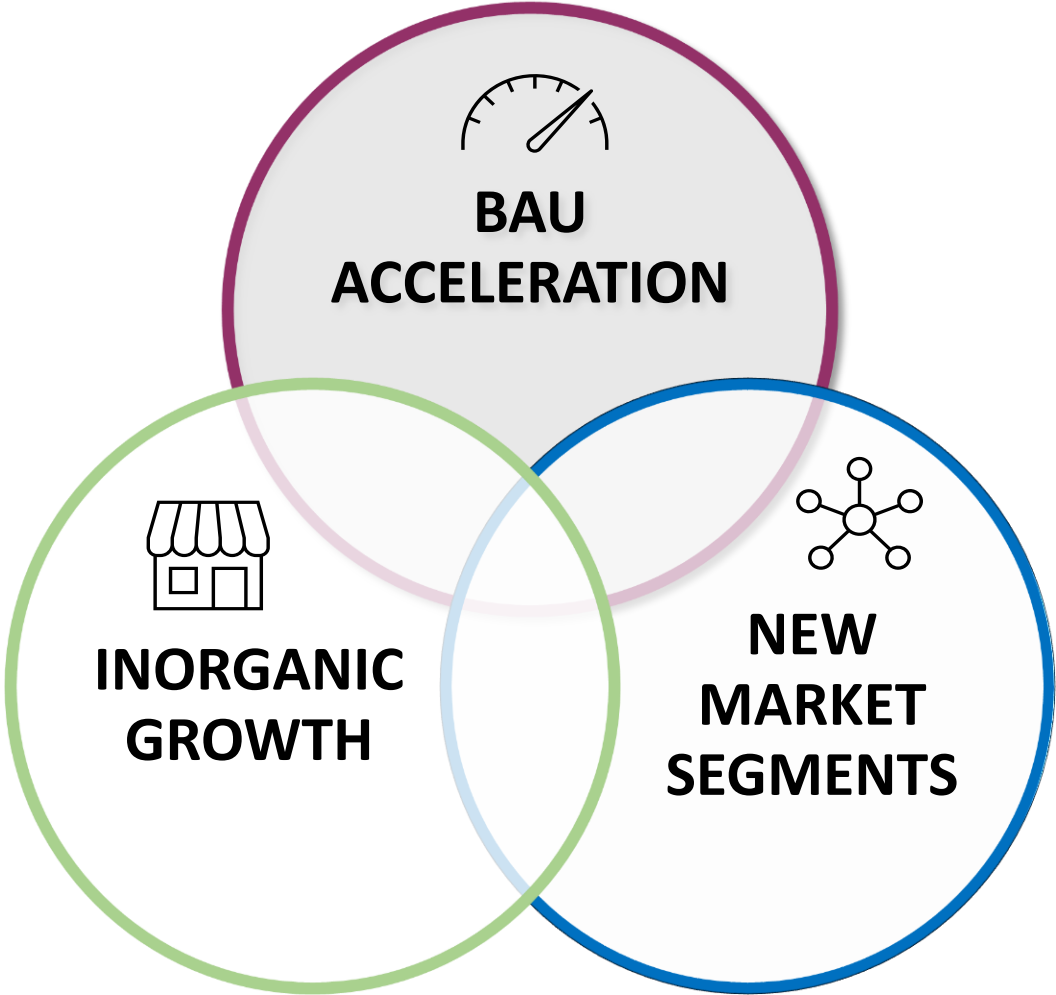
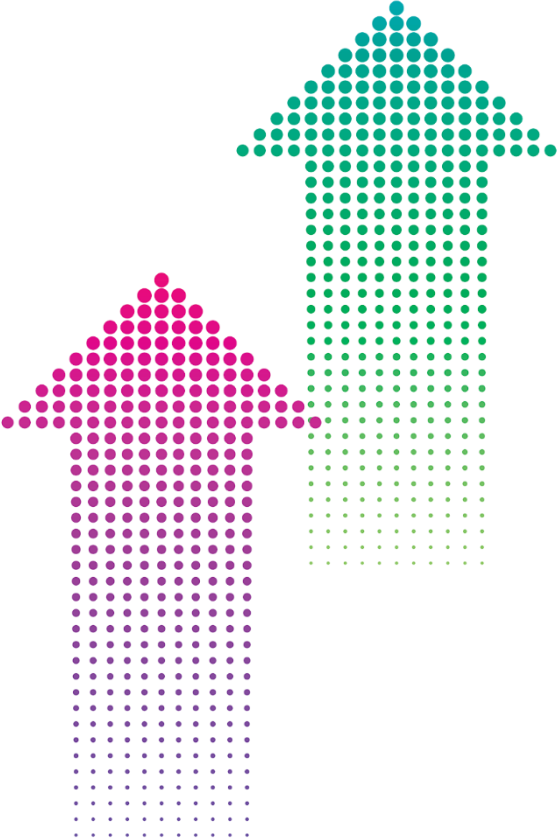
**Differentiated Deep
Skilling Methodology
delivered on Scalable
Digital Platform with
Proven Outcomes**



**Strong Alliances with
30+ Leading Technology
OEMs that ensure early
access to cutting edge
tech**



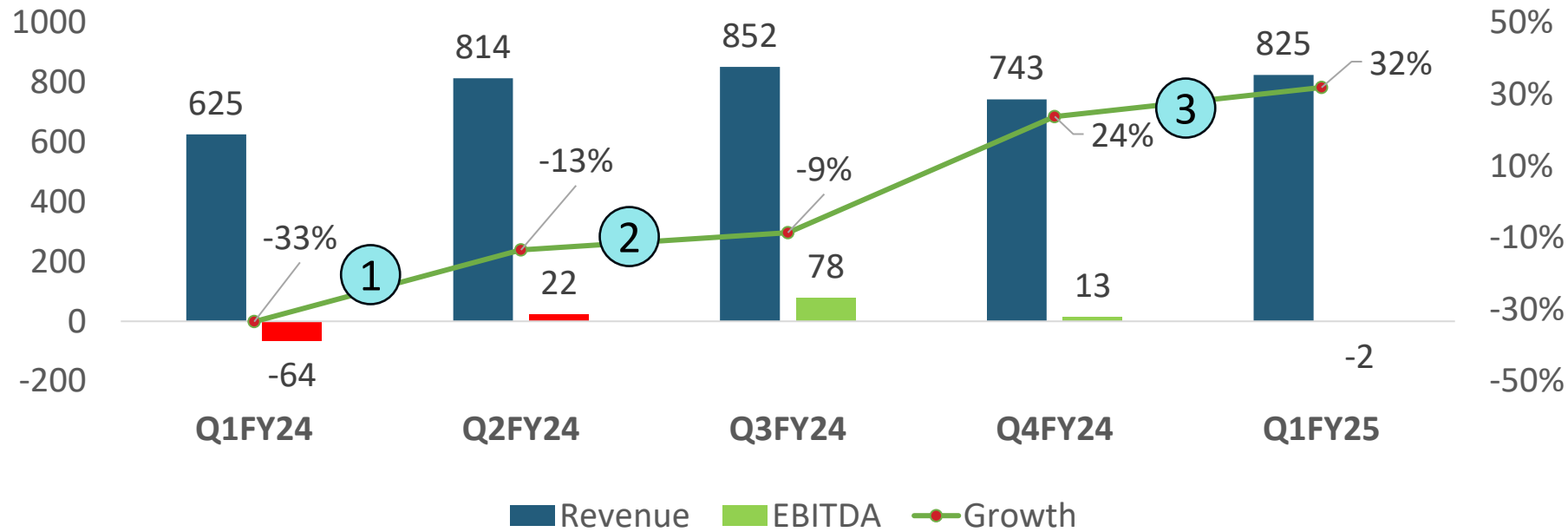
**Strong Balance Sheet
for
investments in
innovation & growth**



Q1 FY25

Performance Update

NIIT: Quarterly Revenue, EBITDA and Growth Trend



Sequential growth expected to sustain, barring seasonality impact

Hiring resumption by Tier 1 GSIs likely to result in step increase in revenue run rate

New products, new initiatives expected to lead to acceleration

- 1 • Continuing freeze in hiring by technology firms and compression in training spends driven by macro uncertainty impacted growth
- 2 • While Tier 1 GSIs have not resumed hiring, business recovered during the year. This was driven by
 - Success with Tier 2 GSIs,
 - Increased penetration in GCCs
 - Expansion in BFSI and Large Indian Enterprise
- 3 • As a result, business is back to YoY growth from Q4 FY24

Amounts in Rs. million

Application of Funds	
Fixed Assets (Including Land & Building)	1,901
Goodwill	835
Deferred Tax Assets	167
Cash & Equivalents	7,185
Trade Receivables	480
Other Assets	1,156
Current Liabilities	(1,237)
Total Application of Funds	10,487

Rs. 7,185 M

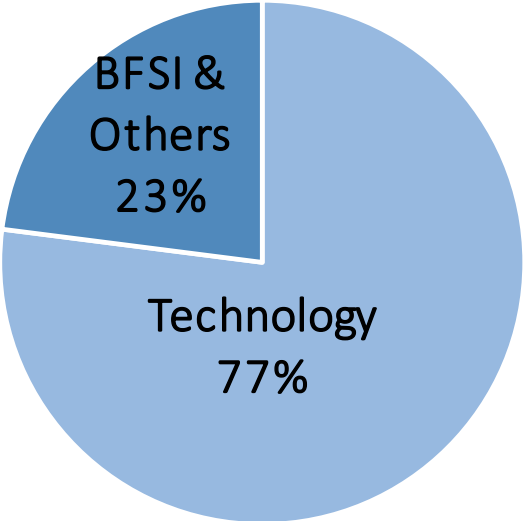
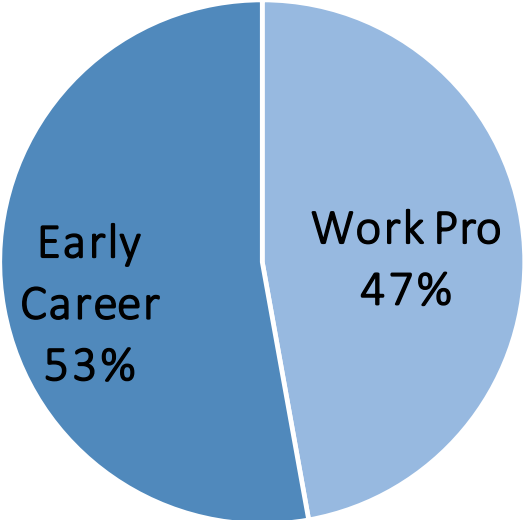
Net Cash available for growth investments

Low Capital Intensity in operating business with shift to digital learning

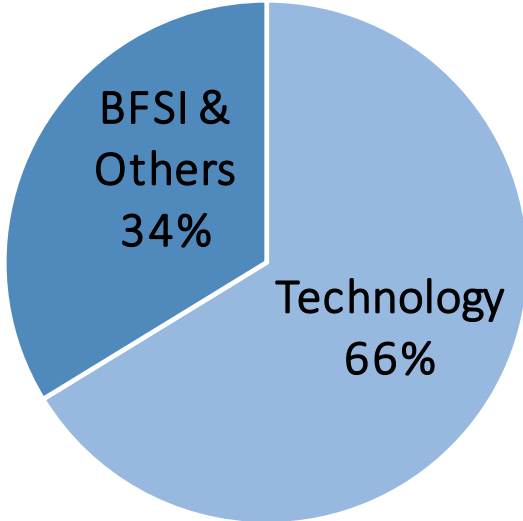
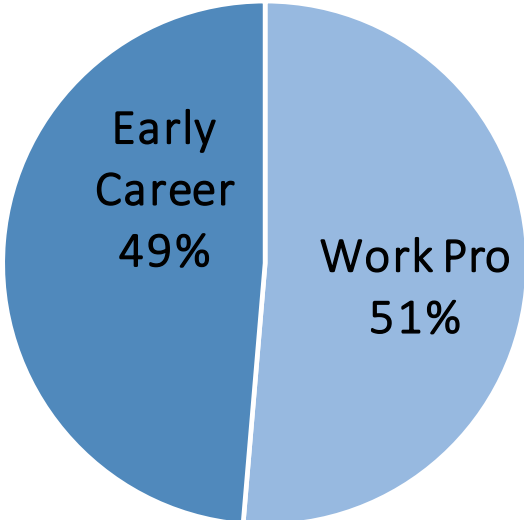
Strong liquidity available on balance sheet

Mandate to invest in Innovation & Growth

Q1 FY24

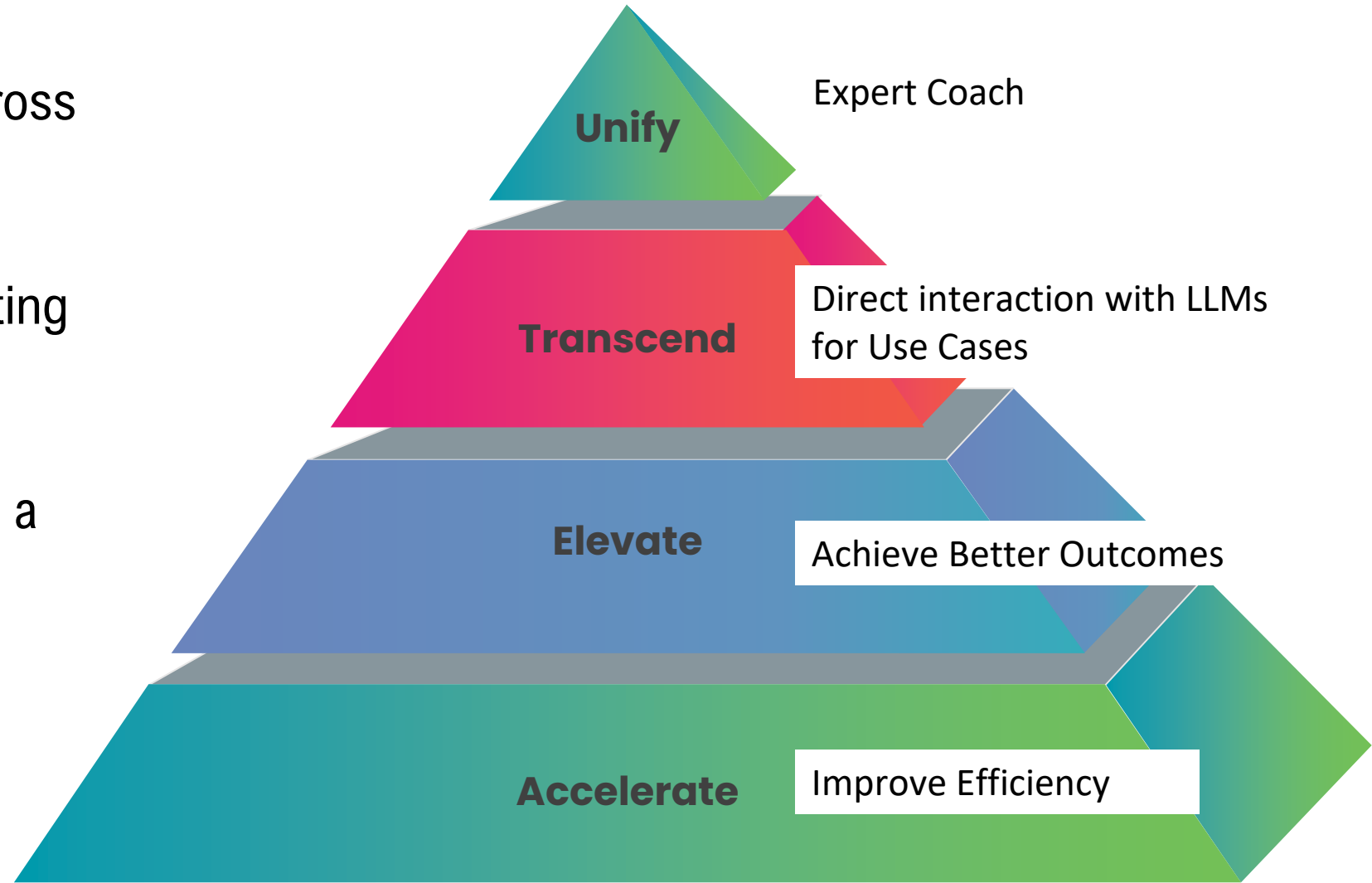


Q1 FY25



- Revenue from Technology programs at INR 547 Mn up 13% YoY & 14% QoQ; contributes 66%
- BFSI & Other program continues to remain robust at INR 278 Mn up 94% YoY & 5% QoQ; contributes 34% vs 23% last year

- GenAI is a large opportunity across industries
- NIIT has created solution set to address Indian Enterprises starting with the C-suite
- NIIT has an active pipeline of opportunities using GenAI as a spearhead



A cable-stayed bridge at night, illuminated with blue and white lights. The bridge's pylon is a prominent feature, and the water below reflects the lights. The text is overlaid on the left side of the image.

You can't spell
TRAINING without
NIIT