

NIIT

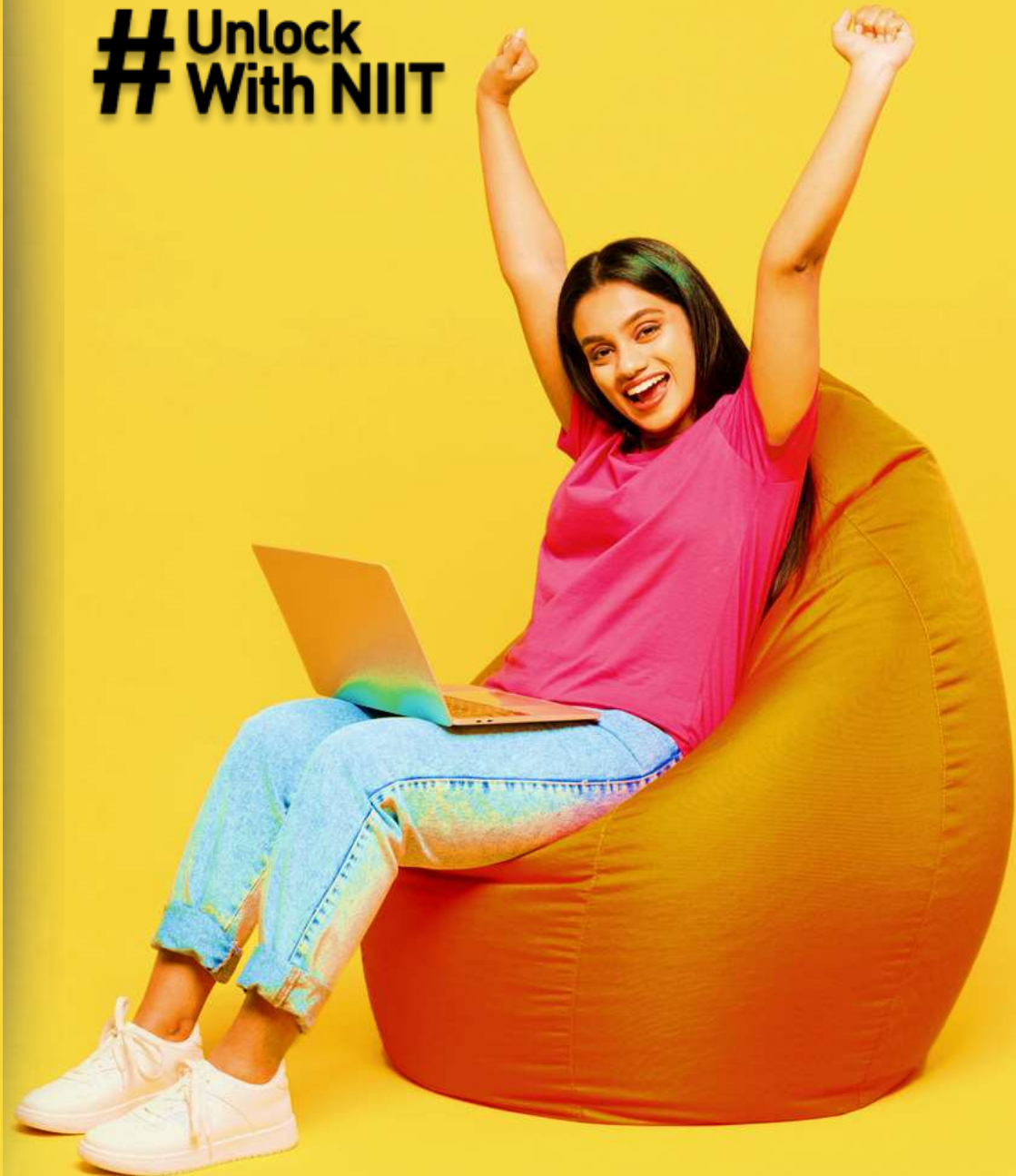
NIIT Limited

FINANCIAL RESULTS

(Q1 FY25)

August 02, 2024

Unlock
With NIIT



Environment

Significant opportunities for growth in the current environment, despite near term uncertainty in the technology sector

Indian economy to grow at 6.5%-7% in FY25, driven by resilience in private consumption, investments, and growth in the domestic services sector ❶

GCC universe to grow from ~1600 to ~1900; Big 4 Professional services expected to see rapid expansion ❷

GSI's will Upskill and Reskill existing talent to find growth avenues and improved margins. ❸

Hiring demand by large private sector banks remains robust on strong push in retail segment ❹

IT services firms starting to hire. Headcount addition after six consecutive declining quarters ❺

Industry 5.0, renewable energy, EVs and other decarbonization initiatives are creating massive new skill requirements ❻

Gen AI is part of C-suite conversations across industries. ❼

Only 51.25% of India's graduates are employable, with significant challenges in vocational training & skilling (Economic Survey 2023-24). Employment & Skilling is one of the 9 key focus areas for the government for 'Viksit Bharat' ❽



Q1 FY25: In Perspective

- Revenue at INR 825 Mn; up 32% YoY and up 11% QoQ
- Business continues to see strong recovery due to increased penetration in BFSI, GCCs/ Tier II GSIs and India Enterprise segment. While IT hiring has seen some resumption, volumes remain low
 - 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
- Continue to invest in fit for growth initiatives. EBITDA at INR (2) Mn Vs INR 13 Mn LQ & INR (64) Mn LY
- Company hosted “Confluence”, its annual customer conference, during the quarter
- PAT at INR 78 Mn up from INR 22 Mn last year; EPS at INR 0.6 up from INR 0.2 last year
- Net Cash of INR 7,185 Mn
- Company appointed Mr. Pankaj Jathar as new CEO effective July 1, 2024

The Company's pivot to pursue additional growth opportunities contributed to QoQ & YoY growth



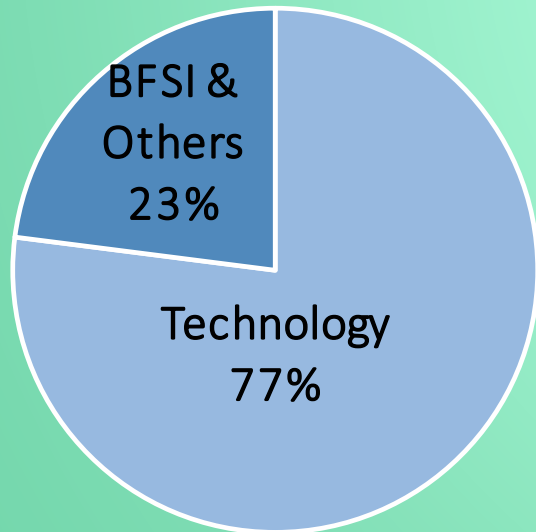
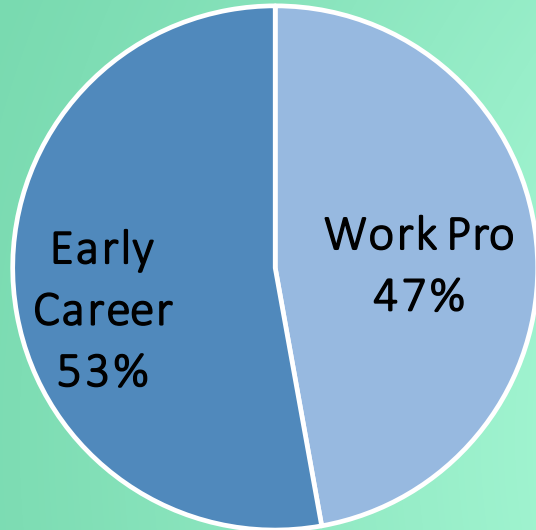
Key Financials

INR Mn	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY
Net Revenue	825	743	11%	625	32%
Operating expenses	827	730	13%	690	20%
EBITDA*	(2)	13	-114%	(64)	97%
Depreciation	56	50	11%	41	37%
Net Other Income/ (Expense)	155	166	-7%	138	13%
Operational PBT	98	129	-24%	33	200%
Tax	(15)	(14)	-5%	(7)	-116%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	0 mn	(1)	1 mn
Non Controlling Interests	(4)	(2)	-2 mn	(2)	-2 mn
PAT	78	112	-31%	22	
EPS (INR)	0.6	0.8	-31%	0.2	256%

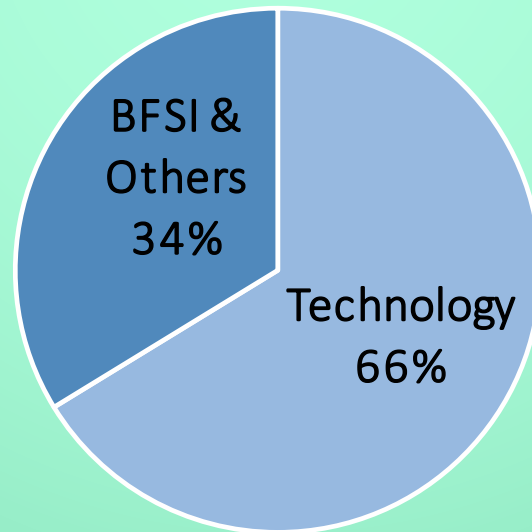
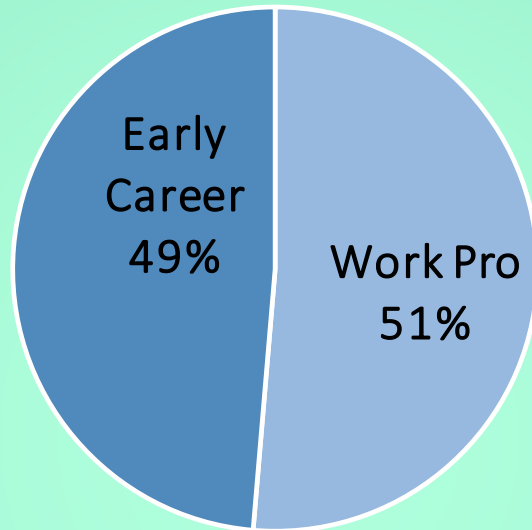
- Revenue up 11% QoQ & 32% YoY
- EBITDA at INR (2) Mn
- Net Other Income includes treasury income of Rs 123 million; Interest on tax refund INR 15 Mn & Other recoveries

Revenue Mix

Q1 FY24

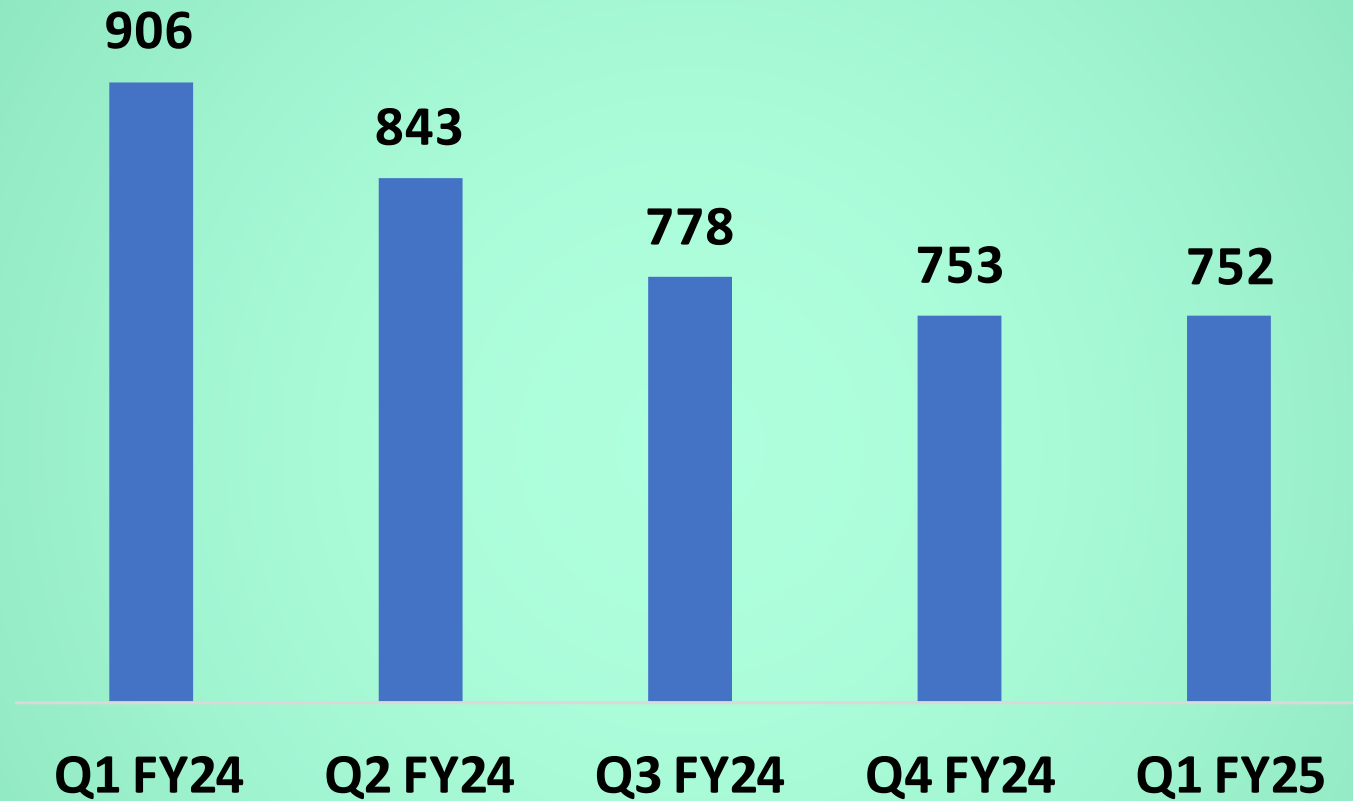


Q1 FY25



- 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

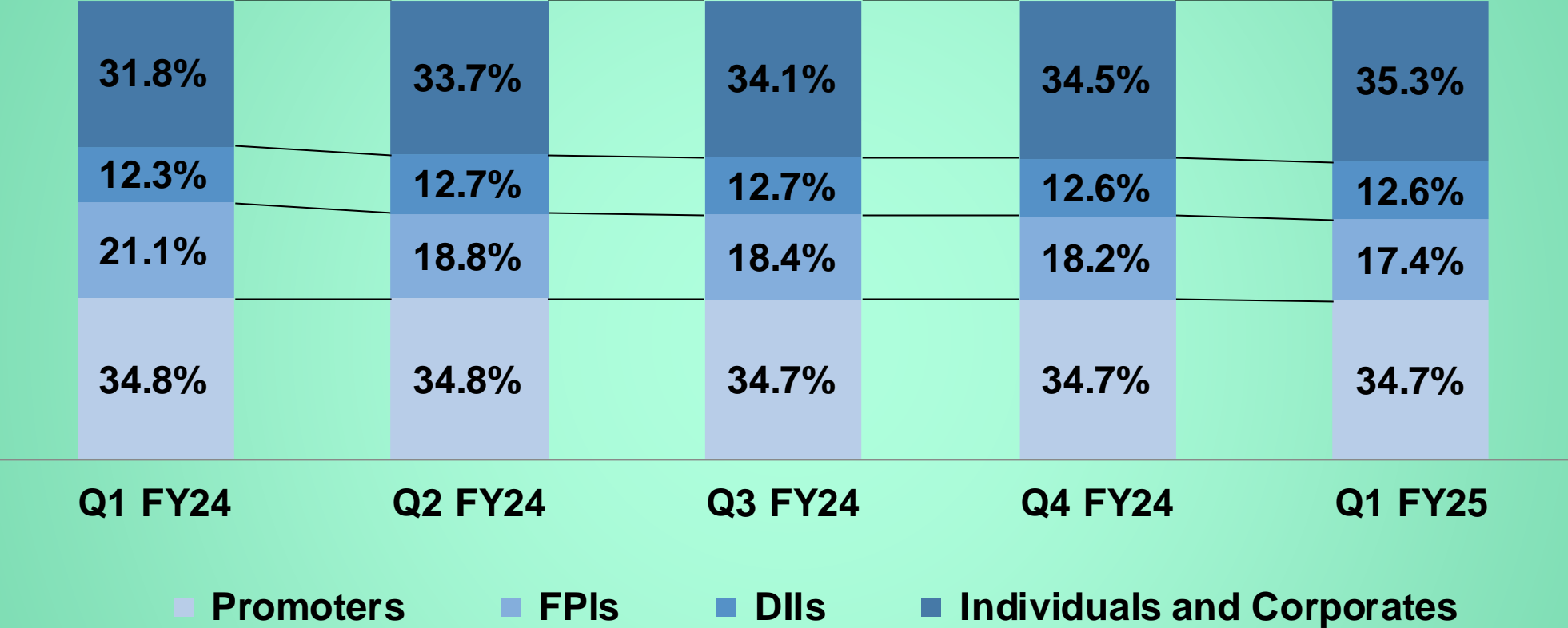
People



- Headcount down 1 QoQ and down 154 YoY

** excludes project retainers*

Shareholding Pattern



** Includes impact dilution of shareholding percentage due to of exercise of ESOPs*