

NIIT

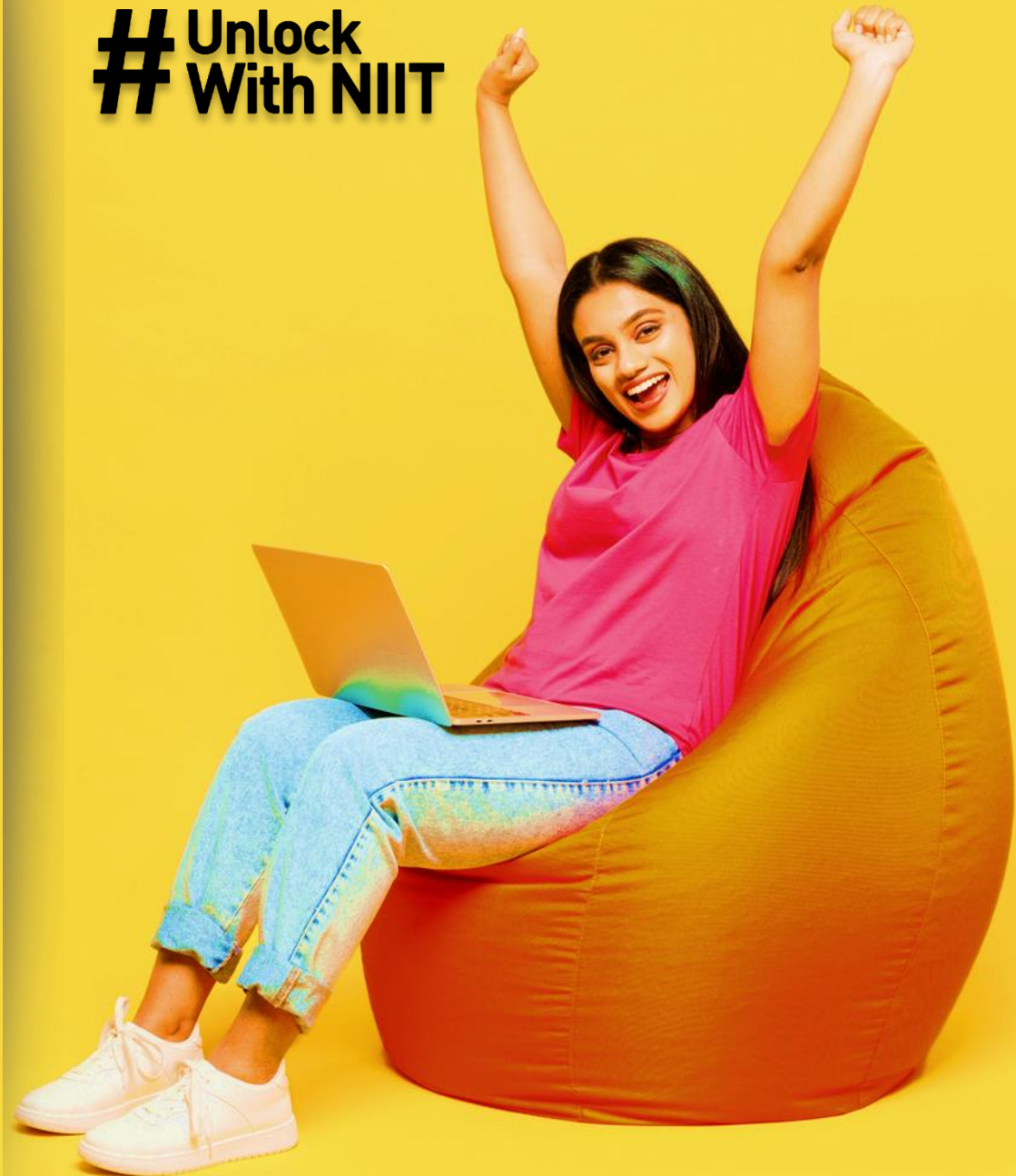
NIIT Limited

FINANCIAL RESULTS

Q2 FY25

October 25, 2024

Unlock
With NIIT



Environment

Early signs of hiring pickup - headcount increased in Q2 QoQ. While overall pace remains moderate, better outlook for H2

1

New GCCs continue to open, with total GCCs at ~1800 employing 1.9 Mn people; ER&D GCCs growing 1.3 times faster than overall GCCs

2

Significant upskilling opportunity, to get fresh graduates' job-ready considering 2024 graduates without job offers [Universe of 2.5 Mn+**]

3

Year 2024 is a transformative year for L&D, with organizations having increased focus on learning initiatives for specific job-role competencies.

[People Matters L&D survey]

4

Private banks continue to focus on expanding footprint to grow retail deposits. Pace of hiring seeing some moderation due to lower attrition rates.

5

** Basis AISHE report 21-22; ~10 Mn graduated; ~80% UG level so ~8 Mn Graduates who look out for Job, higher studies, preparation of exams for Job/studies, do something of own. Referring to International Labour Organization estimates 29 percent of India's young university graduates were unemployed in 2022, which has further worsened, we can surely look at a no. more than 2.5 Mn (~30% of 8 Mn



Q2 FY25: In Perspective

- Revenue at INR 907 Mn; up 11% YoY and up 10% QoQ
- Business continues to see growth with increased penetration in BFSI, GCCs/ GSIs and India Enterprise segment. IT hiring started to see pickup while overall volumes remain low
 - BFSI & Other programs continue to remain robust at INR 327 Mn up 19% YoY & 17% QoQ; contributes 36% vs 34% last year
 - Revenue from Technology programs at INR 580 Mn up 7% YoY & 6% QoQ; contributes 64%
- Early Career learners contribute 48% and Work Pros 52% to revenue, similar to Q2 at 49% and 51% respectively.
- In Technology growth is led by Work Pros, while in Banking growth is driven by Early Careers (TPaaS).
- EBITDA at INR 21 Mn Vs INR (2) Mn LQ & INR 22 Mn LY
- PAT at INR 118 Mn vs INR 78 Mn LQ and INR 106 Mn LY; EPS at INR 0.9 up
- Net Cash at INR 7,201 Mn

Focus on expanding customer base has contributed to QoQ & YoY growth; Expect to see further ramp up in H2.



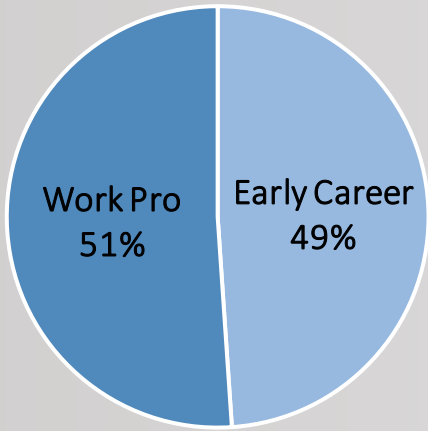
Key Financials

INR Mn	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY
Net Revenue	907	825	10%	814	11%
Operating expenses	886	827	7%	792	12%
EBITDA	21	(2)	23 mn	22	-1 mn
Depreciation	57	56	2%	45	26%
Net Other Income/ (Expense)	188	155	21%	137	37%
Operational PBT	152	98	56%	114	33%
Tax	18	15	23%	7	156%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(12)	(1)	-12 mn	(1)	-11 mn
Non Controlling Interests	(3)	(4)	1 mn	0	-3 mn
PAT	118	78	53%	106	11%
EPS (INR)	0.9	0.6	54%	0.8	11%

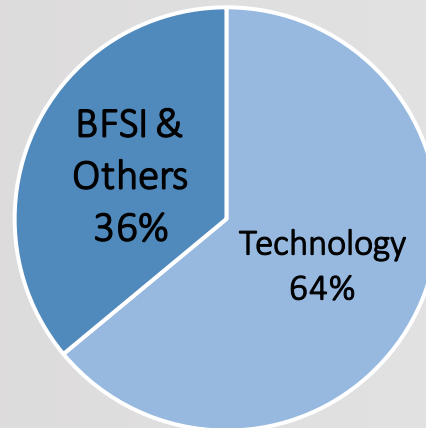
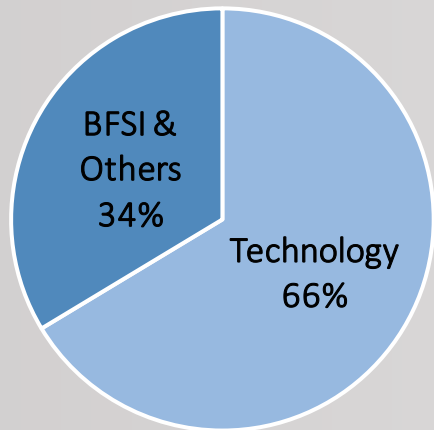
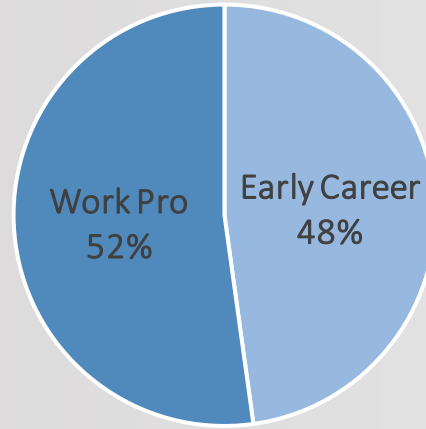
- Revenue up 10% QoQ & 11% YoY
- EBITDA at INR 21 Mn
- Net Other Income includes treasury income of INR 165 Mn
- Loss from discontinued Operations is primarily due to one-time/ notional tax impact on closure of government contract

Revenue Mix

Q2 FY24

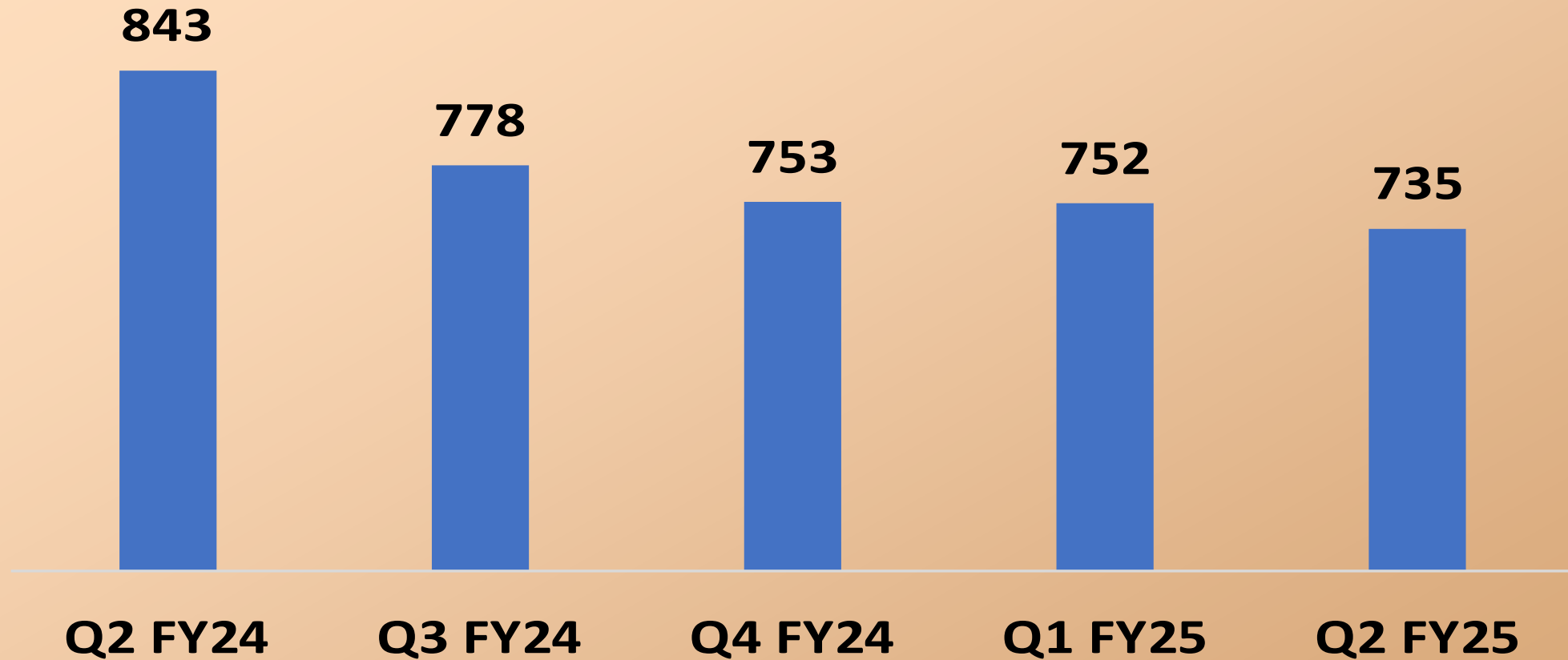


Q2 FY25



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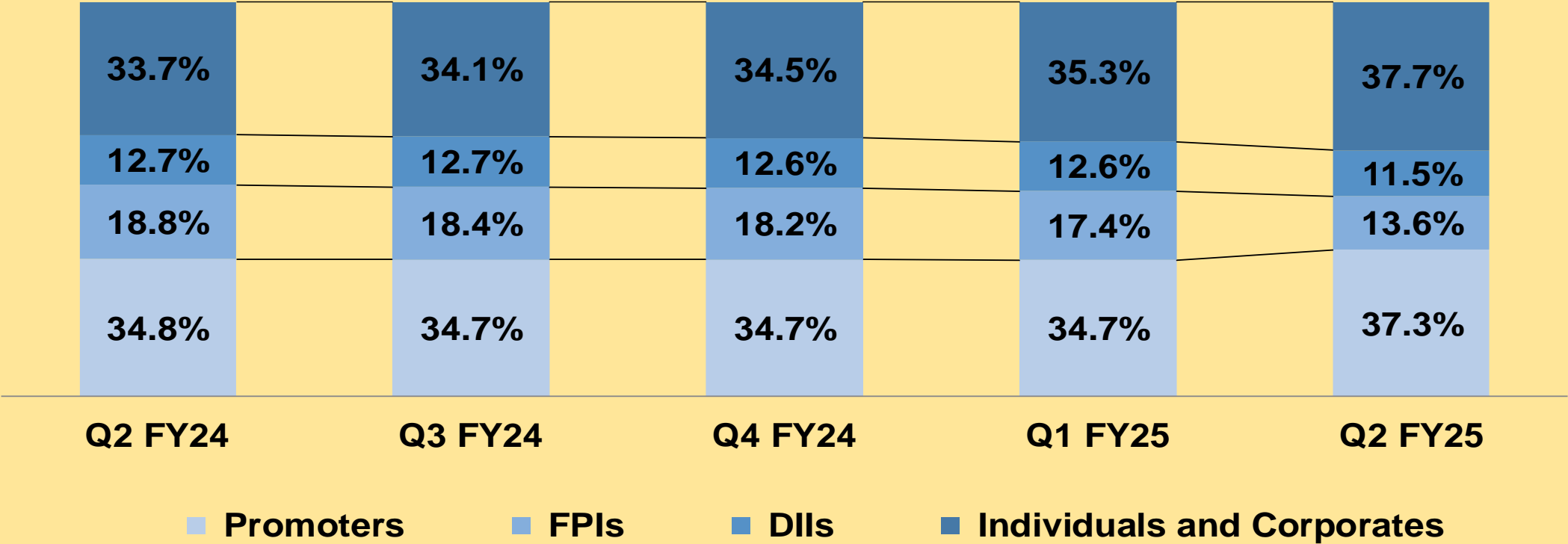
People



- Headcount down 17 QoQ and 108 YoY

** excludes project retainers*

Shareholding Pattern



** Includes impact of exercise of ESOPs*



Thank
you