

NIIT Limited announces Q1 (April - June 2020) Consolidated Results

- Revenue recorded at Rs. 201.8 Cr, PAT at Rs. 29.0 Cr.
- EBITDA margin recovers to 12.1% after a sharp decline in Q4
- CLG records revenue growth of 17% YoY with EBITDA margin of 17%
- Adds 3 new MTS logos, taking revenue visibility to \$263 Mn

NIIT Limited					
Consolidated Financials for Quarter ended June 30, 2020					
(in Rs. Crore)	Quarter ended June 30, 2020	Quarter ended March 31, 2020	QoQ change	Quarter ended June 30, 2019	YoY change
Net Revenue	201.8	211.2	-4%	201.8	-
EBITDA	24.3	3.1	+21.2 Cr.	24.3	-
EBITDA %	12.1%	1.5%	1059 bps	12.0%	2 bps
Profit After Tax	29.0	0.6	+28.4 Cr.	-1.5*	+30.5 Cr.

*On a like to like basis, after excluding one-time capital gain on divestment in Q1 FY20

New Delhi, July 31, 2020: NIIT Limited (NSE: NIITLTD), a global leader in skills and talent development, today reported its results for the first quarter ending June 30, 2020. During the quarter, the company recorded a Net Revenue of Rs. 201.8 Cr. EBITDA was Rs. 24.3 Cr. and the EBITDA margin stood at 12.1%. Profit After Tax was recorded at Rs. 29 Cr.

The results were taken on record at the meeting of the Board of Directors held today.

Speaking on the occasion, **Mr. Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited** said, *“Agile and decisive actions on strategy and cost control helped the company to garner new revenue opportunities and recover profitability which had declined sharply in the previous quarter.”*

Corporate Learning Group (CLG) recorded net revenue of Rs. 178.5 Cr, up 17% YoY. CLG added 3 new managed training services contracts (Including 2 Lifesciences customers and 1 Global Leader in Social Media) and expanded its relationship with one existing client. The number of MTS customer tally stands at 55 and Revenue Visibility at the end of the quarter was at \$ 263 million.

During the quarter NIIT extended its partnership with a leading global clinical research and Human Data Sciences company for another five years. NIIT will continue to provide a full range of managed learning services, covering training delivery, consultancy, and content design and development.

Commenting on the Quarter, **Sapnesh Lalla, CEO, NIIT Ltd.** said, *“In spite of the pandemic, our customers continue to repose their faith in NIIT, as we continue to see high deal velocity and renewals with a strong and healthy pipeline.”*

During the quarter, NIIT ranked among the Top 20 Training Outsourcing Companies, 2020. NIIT has been ranked amongst Top 20 for thirteen consecutive years.

Skills & Careers Group (SNC) recorded net revenue of Rs. 23.3 Cr during Q1. The India business growth for the quarter was driven by NIIT digital platform and StackRoute business. SNC has transitioned its customers to the **NIIT Digital** platform and through this, learners are able to access their learning plans and all associated content and services digitally.

During the quarter NIIT announced that it has specially designed and launched the NIIT *‘Remote Work Excellence Kit’* course to support India’s fight against COVID-19. **StackRoute™**, an NIIT venture announced the launch of ‘Post Graduate Program in Full Stack Product Engineering’ for fresh engineering graduates and young professionals.

For the quarter, NIIT also announced virtual ‘FutureReady Fest’, an initiative to encourage students to enhance their knowledge on new-age skills through future ready programs, together with their regular studies and academic curriculum.

About NIIT

NIIT is a leading Skills and Talent Development Corporation that is building a manpower pool for global industry requirements. The company, which was set up in 1981 to help the nascent IT industry overcome its human resource challenges, today ranks among the world’s leading training companies owing to its vast and comprehensive array of talent development programs. With a footprint in over 30 countries, NIIT offers training and development solutions to Individuals, Enterprises and Institutions. NIIT has two main lines of business across the globe – Corporate Learning Group and Skills & Careers Business.

NIIT’s Corporate Learning Group (CLG) offers Managed Training Services (MTS) to market-leading companies in North America, Europe, Asia, and Oceania. The **Skills & Careers Business (SNC)** delivers a diverse range of learning and talent development programs to millions of individual and corporate learners in areas including Digital Transformation, Banking, Finance & Insurance, Retail Sales Enablement, Digital Media Marketing, and new-age IT. NIIT has incubated, **StackRoute**, as a digital transformation partner for corporates to build multi-skilled full stack developers at scale. As online and remote learning becomes mainstream, the robust **NIIT Digital** platform connects the corporate and individual learners seamlessly and provides an environment for improving learning effectiveness and efficiency.

NIIT’s learning and talent development solutions, continue to receive widespread recognition globally. NIIT has been named among the Top 20 Training Outsourcing Companies for the past twelve consecutive years by Training Industry, Inc. USA. Further, leading Indian ICT journal Dataquest has conferred upon NIIT the ‘Top Training Company’ award successively for the past 20 years, since the inception of this category.

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