

NIIT Limited declares Consolidated Results for Q4 and Financial Year 2020-21

Quarter 4 FY21

- Q4 Revenue at Rs. 275.5 Cr, up 30% YoY, 9% QoQ; Q4 EBITDA margin at 25.2%
- Q4 Profit After Tax at Rs. 46.5 Cr; records EPS of Rs 3.3
- Corporate Learning Group (CLG) grows 34% YoY during Q4

FY21

- FY21 Revenue at Rs. 949.5 Cr, up 7% YoY
- FY21 EBITDA recorded at Rs. 175.3 Cr, up 106% YoY; FY21 EBITDA margin at 18.5%, up 888 bps YoY
- FY21 Profit After Tax at Rs. 143 Cr; records EPS of Rs 10.1
- CLG adds 9 Managed Training Services customers In FY21 taking the tally to 58 and revenue visibility to \$ 287 Mn
- Board recommends 125% Dividend at Rs. 2.5 per share

New Delhi, June 4, 2021: NIIT Limited, a global skills and talent development company and leading provider of managed training services, today reported its results for FY21 and fourth quarter ending March 31, 2021.

Quarter 4 FY21 Highlights

NIIT Limited : Consolidated Financials for Quarter ended March 31, 2021			
(in Rs. Crores)	Quarter ended March 31, 2021	Quarter ended March 31, 2020	YoY growth
Net Revenue	275.5	211.2	30%
EBITDA	69.4	3.1	+66.3 Cr
Profit After Tax	46.5	0.6	+45.9 Cr

FY21 Highlights

NIIT Limited : Consolidated Financials for Year ended March 31, 2021			
(in Rs. Crores)	Year ended March 31, 2021	Year ended March 31, 2020	YoY growth
Net Revenue	949.5	889.2	7%
EBITDA	175.3	85.2	106%
Profit After Tax	143.0	1327.5*	(89%)*

**Includes one time gain on divestment of holding in NIIT Technologies. *Up 134% YoY on a like-to-like basis.*

NIIT recorded an exceptionally strong quarter of revenue growth and profitability owing to sustained business development, digital transformation and optimized business operations.

During Quarter 4, the company recorded a Net Revenue of Rs. 275.5 Cr, up 30% YoY and 9% QoQ. EBITDA margin was recorded at 25.2%. Profit After Tax was Rs. 46.5 Cr.

For the full year, the Company's Net Revenue stood at Rs. 949.5 Cr, up 7% YoY. EBITDA margin was recorded at 18.5% and EBITDA at Rs. 175.3 Cr. up 106% YoY. Profit After Tax was Rs. 143 Cr.

The results for FY21 were taken on record at the meeting of the Board of Directors today. The Board recommended 125% Dividend at Rs. 2.5 per share.

Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited said, *“In a challenging year marked by the pandemic, NIIT has shown resilience, decisiveness and agility. The Corporate Business continues to accelerate. The investment in Digital transformation of the business has created new opportunities for growth and improvement in profitability.”*

Earlier in the quarter, the shareholders of the Company approved a proposal for buyback of up to 98.75 Lac equity shares at a price of Rs. 240/- per Equity Share. Post statutory approvals, the buyback offer was successfully completed in May 2021. The shares purchased under the Buyback have been extinguished. Post this buyback the outstanding shares stood at 132.47 million.

While speaking on the accelerating growth of NIIT, **Rajendra S Pawar, Chairman and Co-Founder, NIIT Limited** said: *“To seize global opportunities of Digital Transformation, we are expanding the NIIT Board to enhance capabilities and increase diversity.”*

The Board announced the addition of two Independent Directors : Ms Sangita Singh, who brings three decades of global B2B experience at Wipro, Infosys and IBM, and Ms Avani Davda, with two decades of rich experience in Consumer Retail and business leadership at the TATA group, including in the role of CEO of the Tata-Starbucks JV. They shall join the Company w.e.f June 5, 2021 as Additional Directors till the forthcoming AGM when their appointments shall be taken up for approval by the shareholders.

Mr Sapnesh Lalla, who has been CEO of the company for almost four years now, is being elevated to the Board as Executive Director & CEO on approval by the shareholders in the forthcoming AGM. In

In addition, two Non-Executive Directors Uday S Pawar and Leher V Thadani will also join the Board after approval by the shareholders in the forthcoming AGM.

These important additions to the Board will also significantly enhance Board diversity in terms of competencies, domain experience, geography, gender and age.

Business Highlights:

Corporate Learning Group (CLG) recorded revenues of Rs. 235.3 Cr, up 8% QoQ during Q4. Full year revenue for CLG was recorded at Rs. 825.4 Cr, up 19 % YoY. Revenue visibility stood at \$ 287 Mn.

During the year, CLG signed 9 new MTS contracts in FY21, expanded contract with 5 customers, and renewed contracts with 12 customers. The total number of MTS customers stand at 58.

NIIT also developed templates and roadmaps to help L&D functions respond to the COVID-19 pandemic. NIIT's Adaptive Learning Research in association with Josh Bersin Academy involved in-depth conversations and surveys with more than 100 large global companies.

Skills & Careers Business (SNC) recorded **Q4 net revenue** of Rs. 40.2 Cr. up 12% YoY. For the full year, SNC recorded net revenue of Rs. 124.1 Cr.

The India business growth for the quarter was driven by NIIT digital platform and StackRoute business. During FY21 SNC has successfully 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.

Sapnesh Lalla, CEO, NIIT Ltd. said, *"Q4 has been an exceptional quarter driven by industry leading performance by Corporate Learning business and transition to digital in Skills & Careers Business. Our investments in sales and marketing and in building digital capabilities have helped the company achieve growth. The momentum is supported by a number of order wins, renewals and scope expansions this year."*

During the Quarter, Nokia and NIIT launched first-of-its-kind 5G certification program over a webinar with COAI to train and certify industry professionals in India, for a career in telecom and IT. To address demand for digital talent, NIIT launched deep-skilling programs in Full Stack Product Engineering, Data Science and Machine Learning, Enterprise Big Data Engineering, Cloud Computing & DevOps, Cybersecurity and Game Development.

During the year, NIIT announced a Post Graduate Diploma in Banking and Relationship Management leading to a career with **Axis Bank** in Relationship Management roles. The program is designed to build high quality talent for Axis Bank and is delivered by Axis Bank – NIIT Academy of Relationship and Wealth Management.

NIIT held the 4th India edition of its global customer conference - **NIIT India Confluence** from January 12-13, 2020. The 2-day exclusive virtual summit saw representation of 30+ speakers, 500+ delegates and 170+ organizations. Confluence India attracted widespread participation from CEOs, CHROs, Business Leaders, along with thought leaders from across the world coming together to deliberate on the conference theme - '**Accelerating Performance through Transformative Learning**'.

During the Financial Year NIIT took effective measures to help preserve and protect the health of NIITians from the pandemic.

Other highlights of FY21:

- NIIT was featured as the only company in Educational Services Industry, in the Fortune India 500 list 2020.
- Rajendra S Pawar, Chairman & Co-Founder, NIIT Group & Founder, NIIT University was felicitated with the 'Lifetime Achievement Award' at Dataquest ICT Awards 2019.
- P. Rajendran, Joint Managing Director & Co-Founder, NIIT Ltd. was felicitated with the prestigious IIT Delhi Alumni Award for Outstanding Contribution to National Development - Corporate Excellence.
- In 2020, NIIT earned 30 coveted Brandon Hall Group HCM Excellence awards jointly with customers and 15 Brandon Hall Excellence in Technology awards jointly with MetLife.
- NIIT was named a leader in NelsonHall's 2021 NEAT evaluation for vendors offering learning services.
- NIIT was ranked among Training Industry's Top 20 companies for Learning Outsourcing, Content Development, and IT Training in 2020 as well as named to the Top 20 companies for Experiential Learning in 2021.
- NIIT was accredited by the Learning and Performance Institute (LPI) for the fifth consecutive year and ranked among the Top 30 Highest Performing Learning providers in 2020 by the LPI.
- NIIT won two coveted 2020 Learning Technologies Awards jointly with MetLife.
- NIIT earned the Learning Impact award at the Learning and Performance Institute's Learning Awards 2021, jointly with MetLife.

About NIIT Limited

NIIT Limited is a global skills and talent development company and a leading provider of managed training services. Set up in 1981 to help the nascent IT industry overcome its human resource challenges, the organisation 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, it 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 has been featured as the only company in Educational Services Industry, in the Fortune India 500 list 2020. The company was recognised as "Best Education Company to work with" at Indian Education Congress & Awards 2020. NIIT's learning and talent development solutions, continue to receive widespread recognition globally. NIIT has been named among the Top 20 Training Outsourcing Companies globally 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.

For more information about NIIT visit: www.niit.com

For Media queries please contact

Prateek Chatterjee
Senior Vice President, Corporate Communications &
Marketing, NIIT Limited
Ph: (Cell) +91 9910201085, (Dir) +91 124 4293041
Email: prateek.chatterjee@niit.com

Swati Sharma
Corporate Communications & Marketing, NIIT Limited
Ph: (Cell) +91 9999601154, (Dir) +91 124 4293042
Email: swati.sharma@niit.com

Investors may contact:

Kapil Saurabh, NIIT Limited,
Ph (Cell) +91 9899117793,
(Dir) +91 124 4293324
Email: kapil.saurabh@niit.com

Visit us at: www.niit.com
Follow us on: www.twitter.com/niittd