

## NIIT Limited announces Q3 FY22 results and initiates reorganization of CLG Business as a separately listed company

- Q3 Revenue at Rs. 383.6 Cr, up 51% YoY
- Records EBITDA at Rs 82.7 Cr, up 75% YoY; EBITDA margin at 21.6%, up 295 bps YoY
- Records Profit After Tax of Rs. 55 Cr; EPS at Rs 4.1
- Corporate Learning Group (CLG) revenue grows 36% YoY; EBITDA grows 47% YoY
- Skills & Careers Group (SNC) revenue grows 144% YoY with EBITDA margin of 11%
- Proposed reorganisation to result in two separately listed companies for CLG and SNC respectively
- Board approves interim dividend of Rs. 3 per share

<b>NIIT Limited</b>			
<b>Consolidated Financials for Quarter ended December 31, 2021</b>			
<b>(in Rs. Crore)</b>	<b>Quarter ended Dec 31, 2021</b>	<b>Quarter ended Dec 31, 2020</b>	<b>YoY change</b>
<b>Net Revenue</b>	383.6	253.4	51%
<b>EBITDA</b>	82.7	47.1	75%
<b>EBITDA %</b>	21.6%	18.6%	295 bps
<b>Profit After Tax</b>	55	41.5	32%

**New Delhi, January 28, 2022: NIIT Limited (NSE: NIITLTD)**, a leading global talent development corporation, today reported its results for the third quarter ending December 31, 2021. During the quarter, the company recorded Net Revenue of Rs. 383.6 Cr, up 51% YoY. EBITDA was Rs. 82.7 Cr, up 75% YoY and the EBITDA margin stood at 21.6%, up 295 bps YoY. Profit After Tax was recorded at Rs. 55 Cr, up 32% YoY.

The results were taken on record at the meeting of the Board of Directors held today. The Board also approved an interim dividend of Rs. 3 per share.

Further the Board of Directors approved the Composite Scheme of Arrangement which would result in CLG Business and SNC Business to be reorganized as separate publicly listed companies. The proposed scheme is subject to necessary statutory and regulatory approvals including the approval of the NCLT, SEBI, Stock Exchanges, shareholders and creditors.

Commenting on the proposed reorganisation, **Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited** said, *“With talent emerging as the top priority for every organisation globally, NIIT with its strong balance sheet and market-leading offerings, is uniquely positioned to take advantage of the current environment. Creating two independently run businesses with significant growth capital will propel both CLG and SNC to realize their true potential and create value for all stakeholders”*.

**Corporate Learning Group (CLG)** recorded net revenue of Rs. 296.1 Cr, up 36% YoY and 9% QoQ. CLG added 4 new MTS contracts during the quarter - one in aerospace sector, one in Information technology consulting space, one in business intelligence space and one in the BFSI sector. Further, CLG did 3 contract expansions and 3 contract renewals during the quarter. The number of MTS customers stands at 65 and revenue visibility for CLG, at the end of the quarter was at \$326 million up from \$294 million last quarter.

**Skills & Careers Group (SNC)** recorded net revenue of Rs. 87.4 Cr during Q3, up 144% YoY and 108% QoQ. The India business is starting to see recovery driven by **StackRoute** and **TPaaS** (Talent Pipeline as a Service) which grew 20% QoQ. SNC has transitioned its customers to the **NIIT Digital** platform. NIIT completed the acquisition of RPS Consulting on October 1, 2021 and integrated its financials in SNC performance.

Commenting on the strong quarter performance, **Sapnesh Lalla, CEO and Executive Director, NIIT Ltd.** said, *“Both the Corporate Learning Group (CLG) and the Skills and Careers Group (SNC) have witnessed robust growth and acceleration in customer addition during Q3. The integration of RPS Consulting into the NIIT family is proceeding as per plan and creating opportunities for expanding share of wallet with our customers”*.

#### Other highlights:

- NIIT was ranked #2 among the prestigious HRO Today Baker’s Dozen for Learning and Development, 2021 and a Top 20 IT Training Company, 2021 by Training Industry, Inc.
- During the quarter, NIIT launched – **“Talent Leadership Boardroom”** initiative to generate leadership conversations on the emerging talent requirements of the industry. The first virtual round table in this series was titled - “The Role of Talent in Enabling Business Transformation, Innovation and Excellence in GCCs”. NIIT launched its thought paper titled *“Learning Reimagined – Catalysing GCC’s Transformation”* on the changing vision of GCCs in India and the talent necessary to meet their transformation agenda.
- The 5<sup>th</sup> edition of **NIIT India Confluence**, a 2-day exclusive, by-invitation only, virtual summit held on Jan 12-13, 2022, saw representation from around 300 companies and 600+ industry participants. Industry mavens, including CEOs, CHROs, and Business Leaders came together to deliberate on the conference’s theme of **‘Accelerated Learning for Achieving Business Outcomes’**. The conference included enriching sessions by 30+ Corporate leaders including Industry Leader address by Amitabh Chaudhry - MD & CEO, Axis Bank and Keshav R Murugesh - Group CEO, WNS Global Services. Adding to the conversations, Gary Kirsten, international cricket coach, shared winning team perspectives from the world of Cricket and Guneet Monga, globally acclaimed Indian film producer, shared insights from her cinematic journey of self-transformation.
- 19 Brandon Hall Group Excellence in Technology Awards, 2021 jointly with MetLife including 13 Gold awards, 5 silver awards, and 1 bronze award.
- 3 Learning Technologies Awards including 2 Gold awards jointly with MetLife and a Silver Award for Learning Organization of the Year.
- NIIT Limited won the ASSOCHAM Award for Building Sales and Service Capability Enabling Business at EduMeet 2021, the flagship event which honours excellence in the education and skills industry.

**About NIIT Limited**

**NIIT Limited** is a leading global talent development corporation that is engaged in building skilled human capital and enhancing workforce talent worldwide. Set up in 1981 to help the nascent IT industry overcome its human resource challenges, NIIT ranks amongst 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 enterprises and individuals through its two businesses– Corporate Learning Group (CLG) and Skills & Careers Group (SNC).

**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 futuristic domains. Further, NIIT also provides a series of aspirational New-age Career Programs in Product & Software Engineering, Data Science, Digital Marketing, Banking, Finance & Accounts, Game Development, 5G certification program, and more. 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. Committed to its mission to deep skill the youth of the country NIIT Digital not just offers new age, online, instructor led tech courses but also follows through with placement assurance to truly transform the lives of the learners.

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](http://www.niit.com)

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