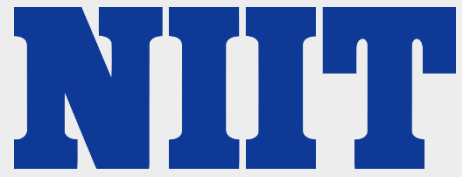


# **NIIT Limited: Investor Presentation**

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November 2025

**NIIT**

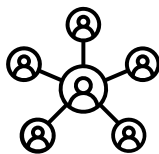
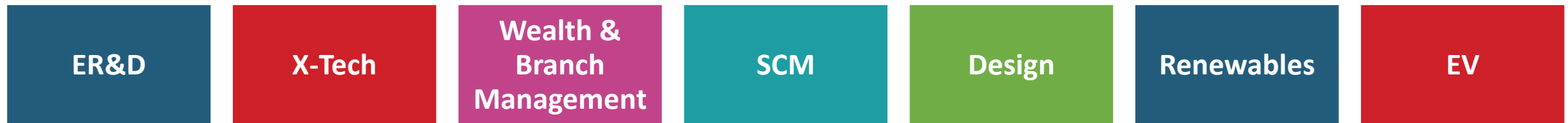


A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.



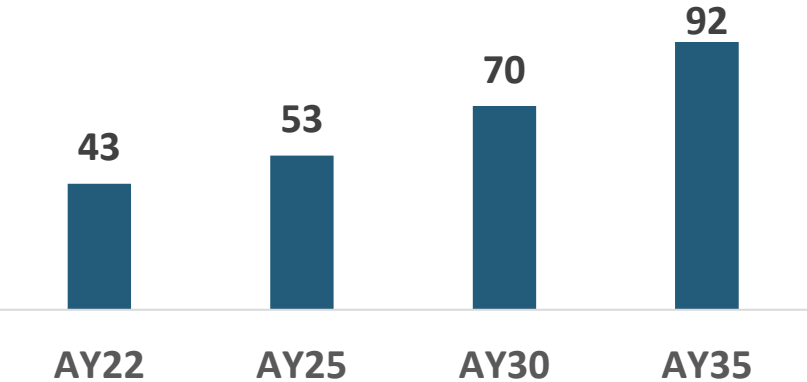


**Rapid and significant changes in the skills landscape due to multiple industry transformations, including AI, require continuous upskilling and reskilling.**

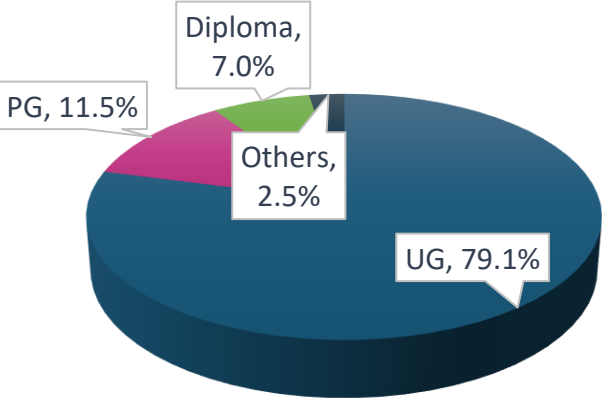


**Large talent pool needs lifelong learning.**

Growing Higher Education Enrollments (M)



Enrollments by Level



45,473  
COLLEGES

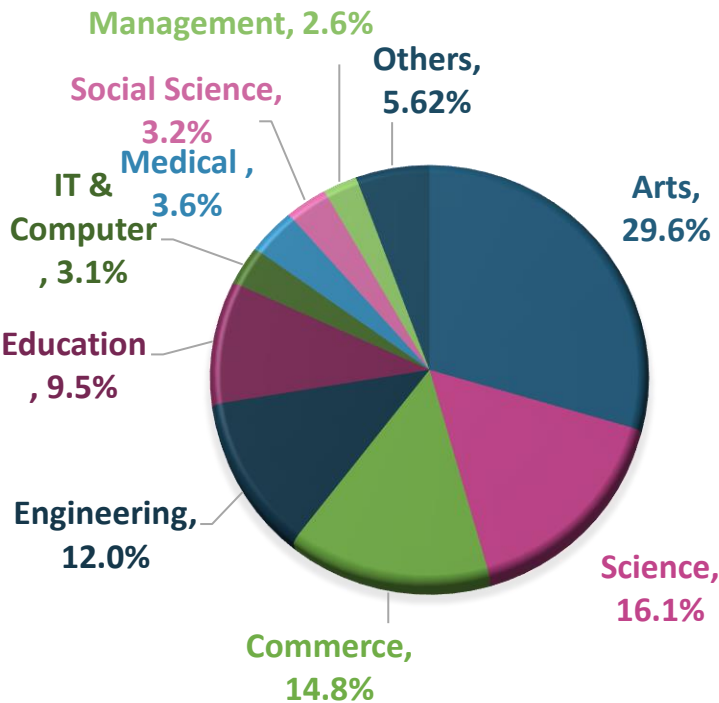
1,168  
UNIVERSITIES

28.4%  
GER

43M  
ENROLMENTS

10.7M

CURRENT ANNUAL GRADS  
EXPECTED TO BE 2X BY AY35



Grads by Area

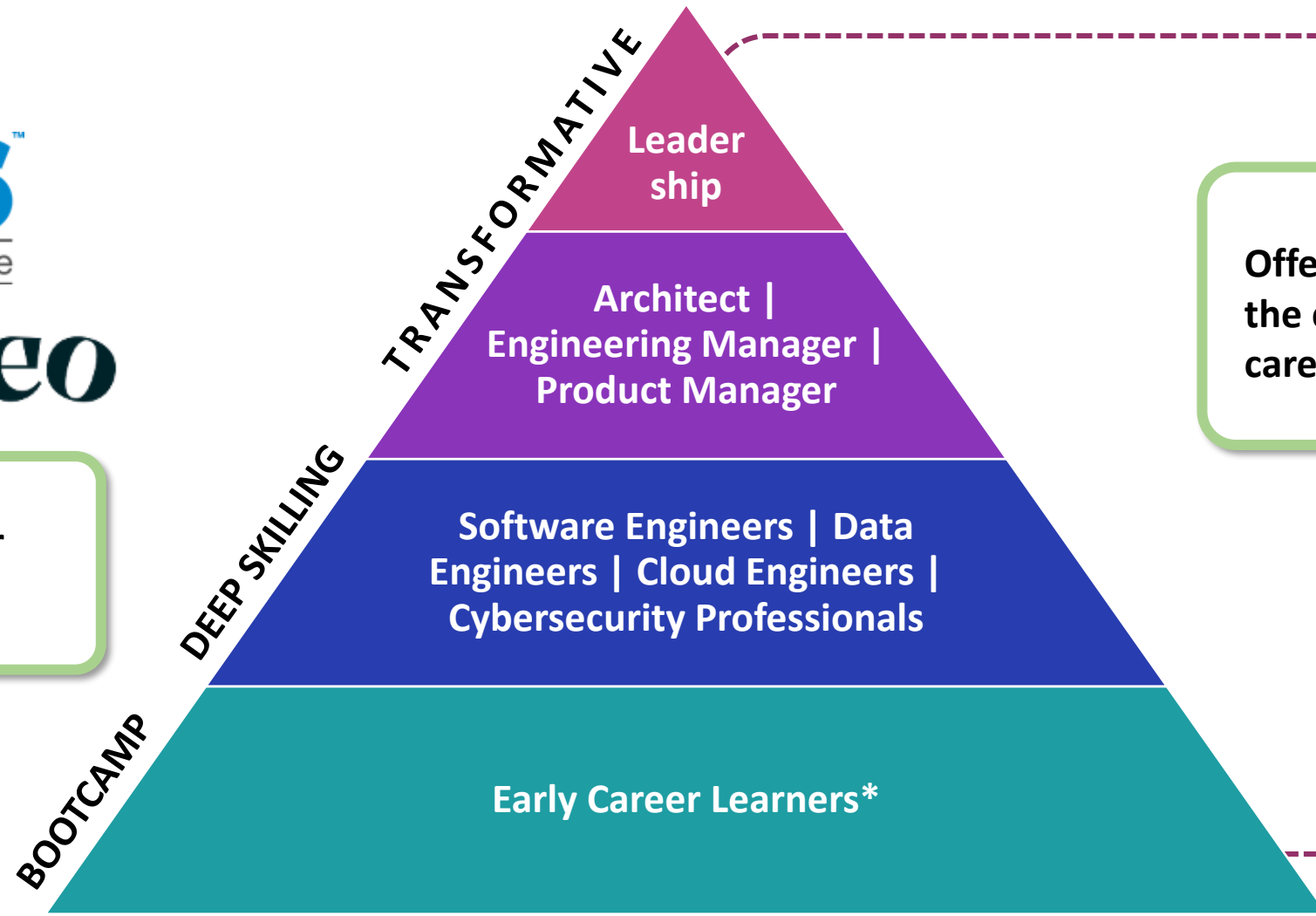


**STA  
CK  
ROUTE**

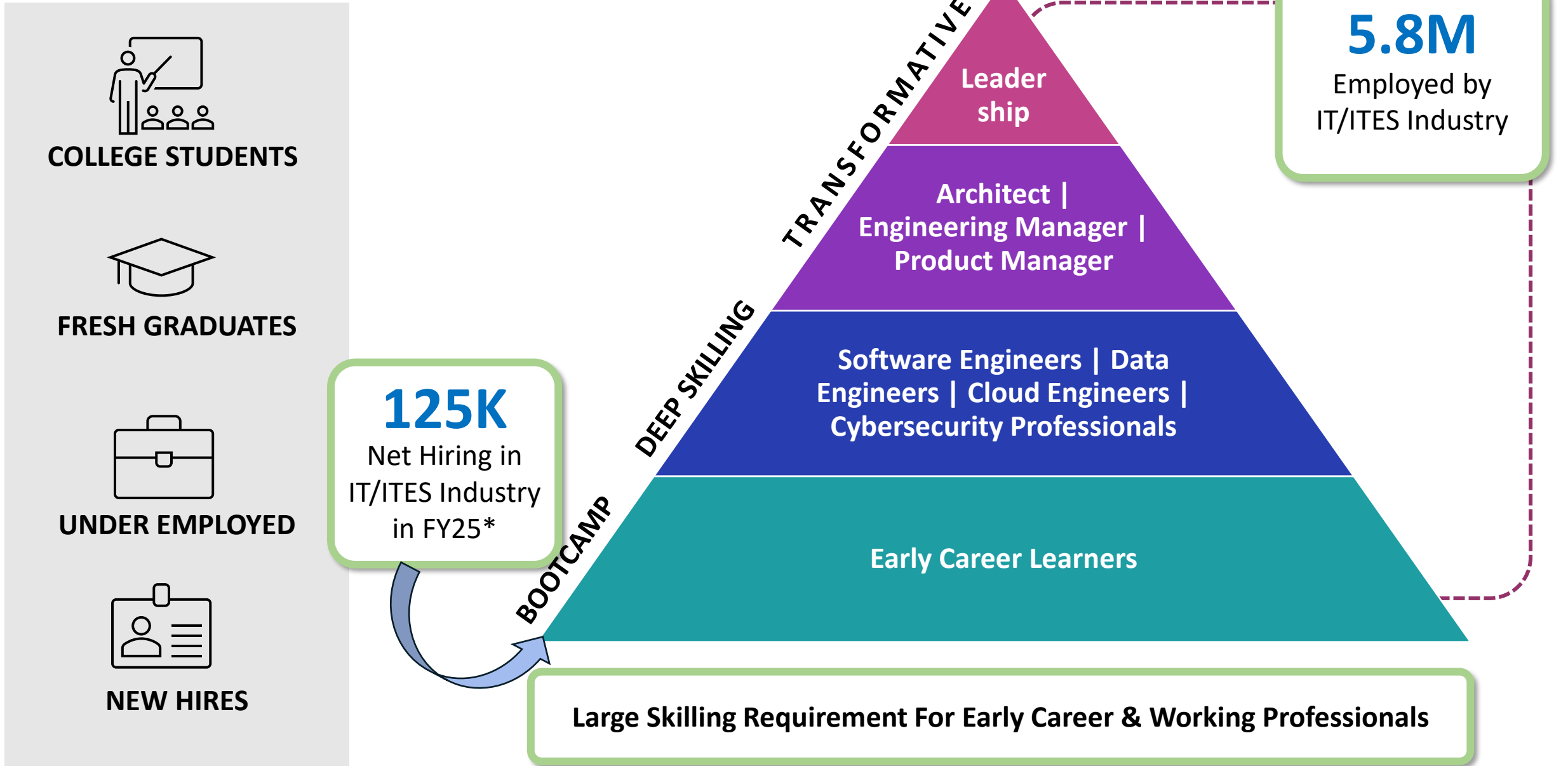
**RPS**  
learn..evolve

**iamneo**

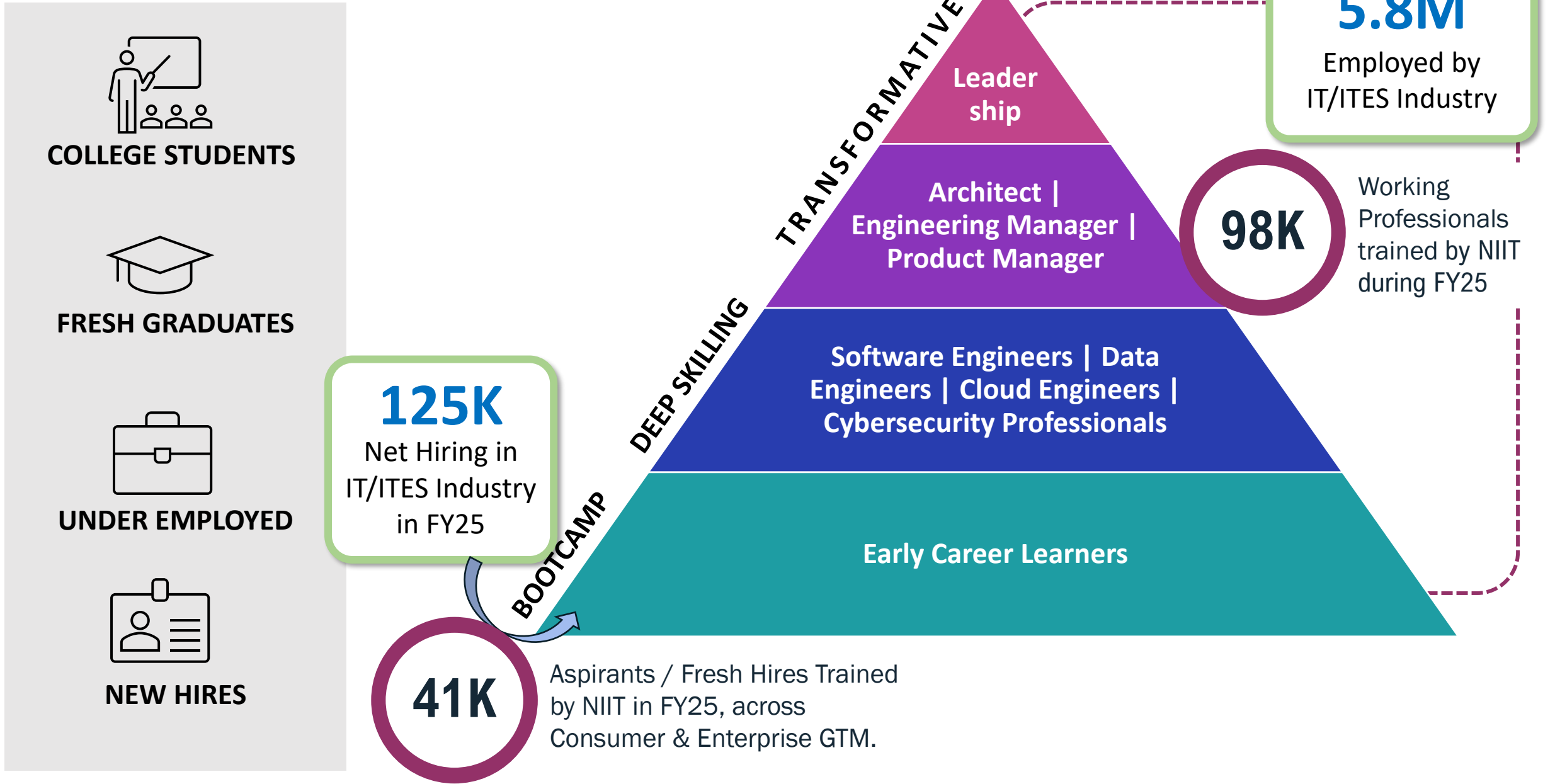
End-End Offerings For  
Technology Careers

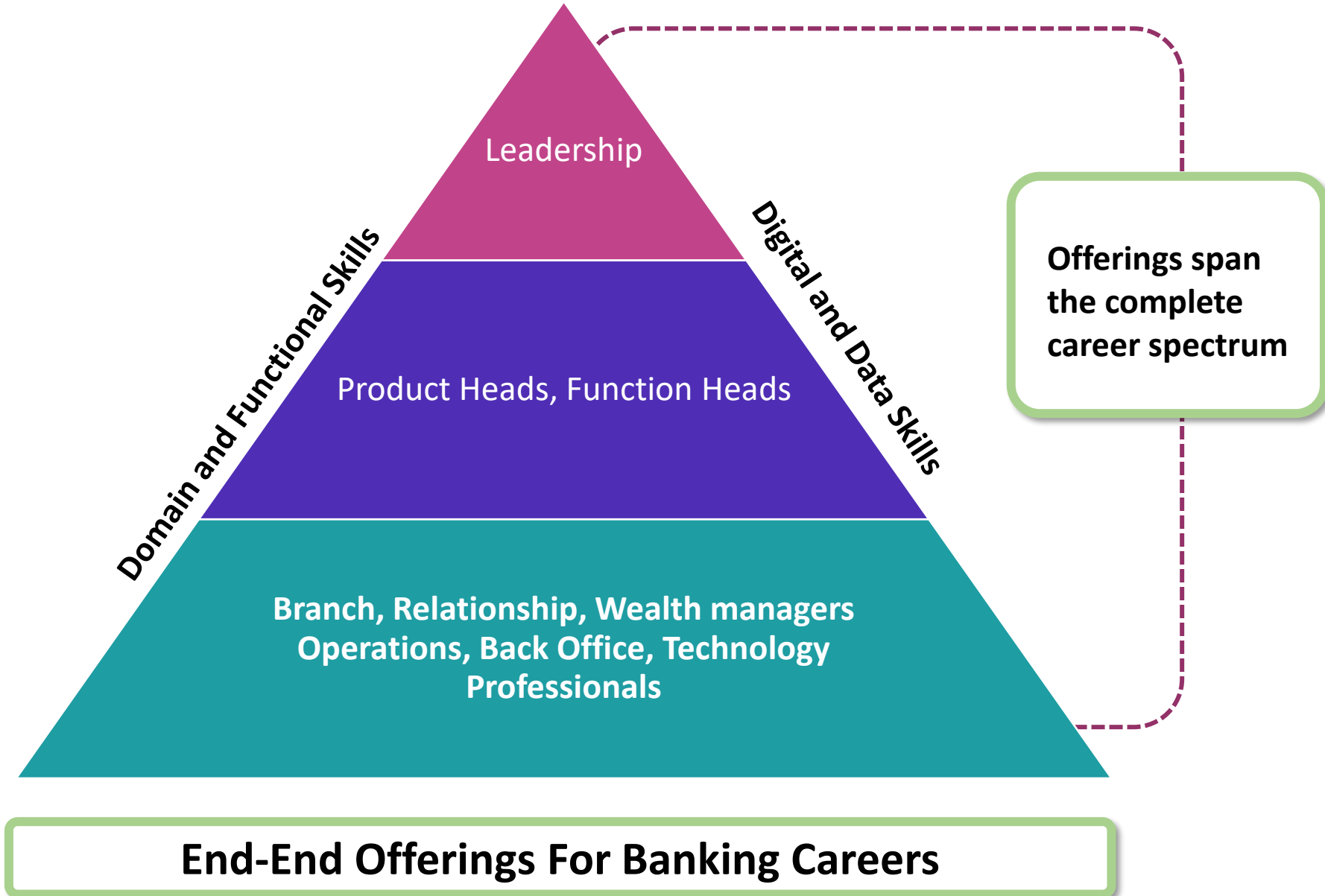


Offerings span  
the complete  
career spectrum



\*Source: NASSCOM









COLLEGE STUDENTS



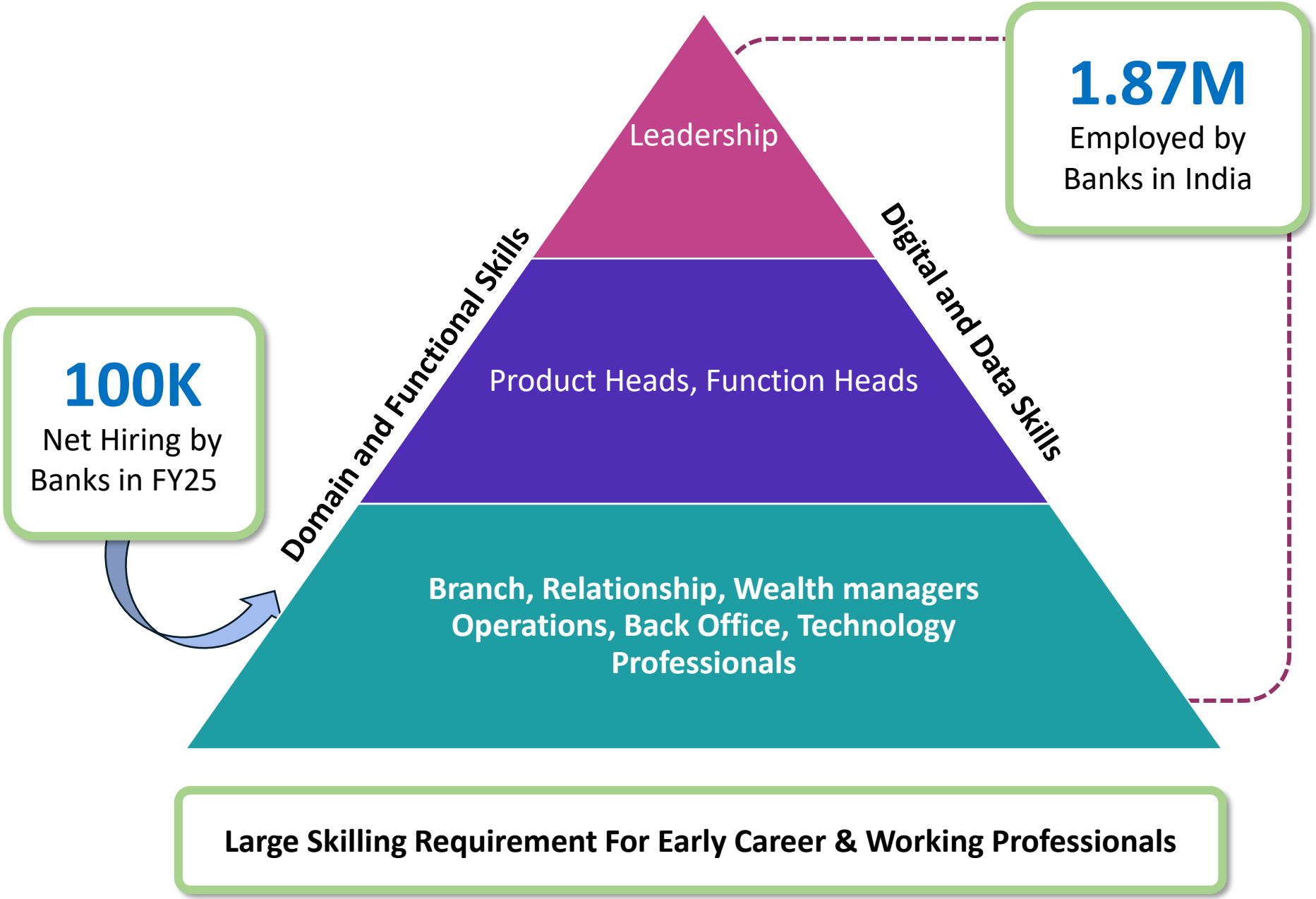
FRESH GRADUATES



UNDER EMPLOYED



NEW HIRES





COLLEGE STUDENTS



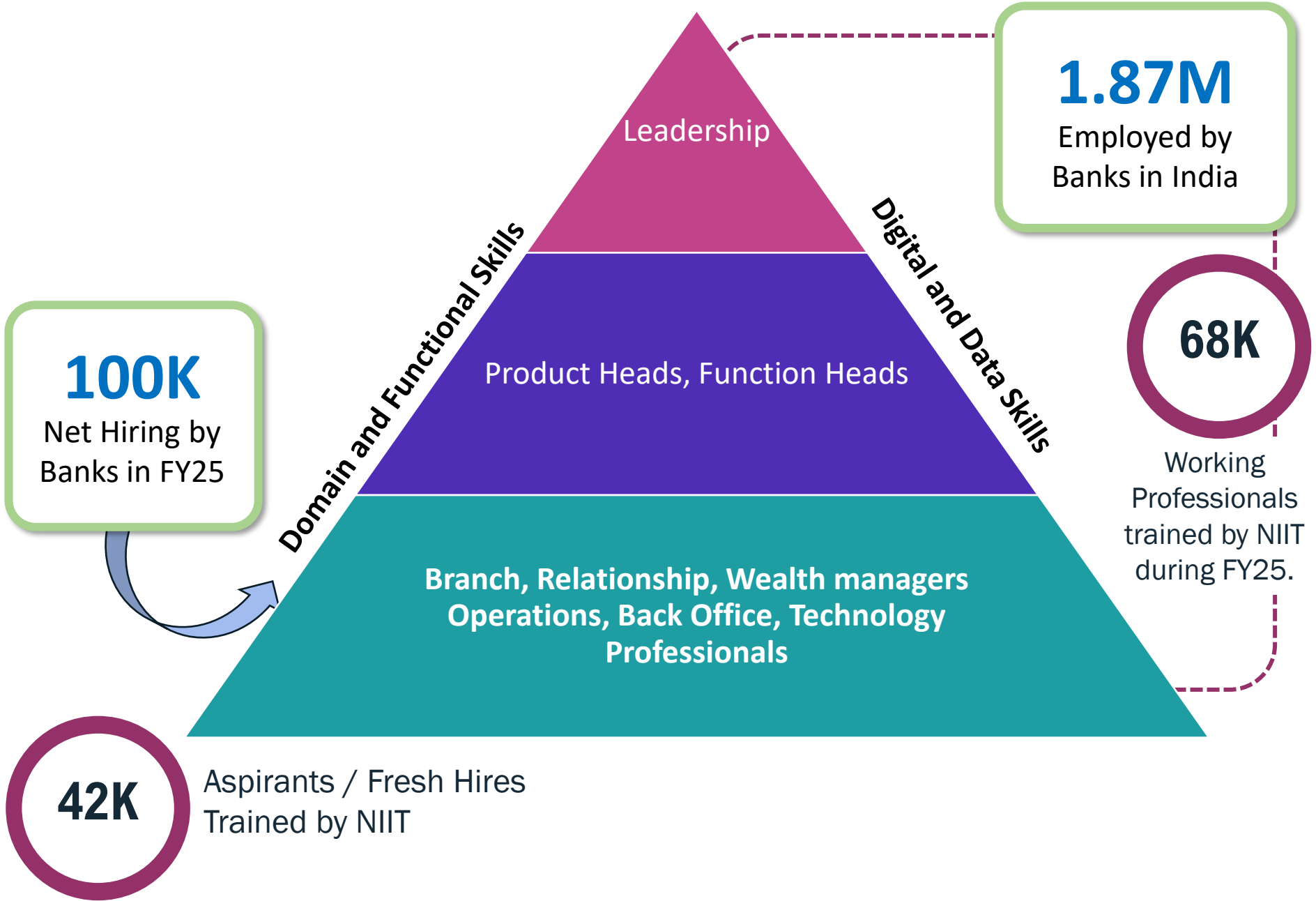
FRESH GRADUATES

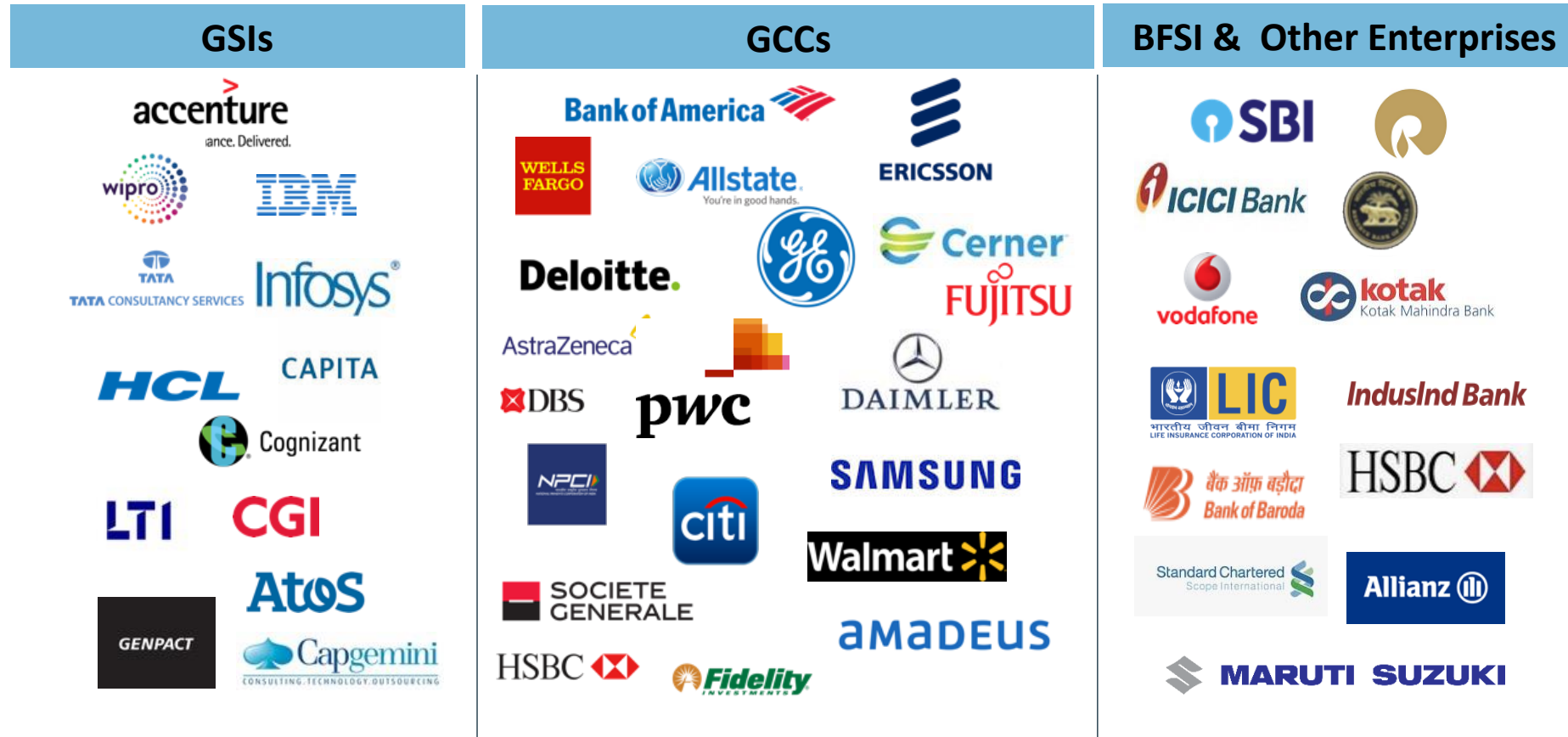


UNDER EMPLOYED



NEW HIRES





Accelerating success for early career and working professionals across key market segments

**200+**  
Marquee  
Enterprises

**Top 40**  
Average Revenue  
~INR 60 M

**>90%**  
REVENUE FROM  
REPEAT CUSTOMERS

# Strong Alliances



Best in Class OEM Partners ensure early access and speed of launch of new offerings

30+ OEM Partners with multi-year growing relationships

## Distinctive Deep Skilling Methodology

Proven learning pedagogy delivered over scalable digital platform

## Serving Complete Talent Value Chain

Entry into Work Pro Segment with acquisition of RPS Consulting

**Demerger Creates Focused Entity for the Business with Strong Balance Sheet for Investments**

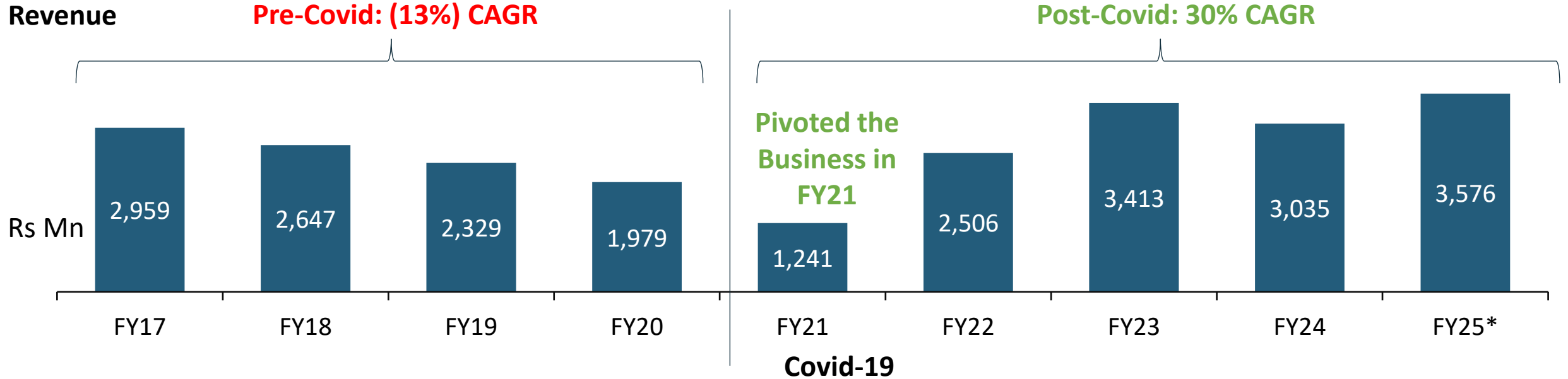
## Strong OEM Partnerships

Best in Class OEM relationships ensure early access to cutting edge technology

## Asset Light Model

Centre Driven Business Model to Digital Learning

# NIIT: Financial Transformation



NIIT pivoted to Digital Learning in FY21

Business has seen strong growth post the pivot - 30% CAGR

Revenues higher vs pre-covid period

\*Business grew by 18% YoY despite a challenging and volatile operating environment

Driven by the transformation, NIIT's SNC business has emerged stronger post the pandemic





**Pankaj Jathar**  
CEO

**Experienced  
Business  
Leadership  
Team  
passionate  
about  
education &  
training**



**Pradeep Narayanan**  
President NIIT Digital &  
Growth Initiatives



**Kamal Dhuper**  
President  
NIIT China



**Prasad Balakrishnan**  
CEO RPS Consulting



**Gaurav Nigam**  
Business Head  
BFSI Training



**Harsh Kundra**  
Head of Technology



**Mita Brahma**  
Head – Human  
Resources



**Sanjeev Bansal**  
CFO



**Yogesh Bhat**  
Business Head  
Enterprise IT Training



**Anshumaan Prasad**  
Head of Marketing



**Vipul Sinha**  
Business Head  
SSE

Board has a strong track record of governance and brings relevant skills from diverse industries



**Avani Davda**  
Former CEO, Tata  
Starbucks Ltd,  
Advisor Bain & Co



**Ravi Garikipati**  
Former CTO Flipkart,  
Founder Davinta



**Srikanth Velamakanni**  
Co-founder, Group Chief  
Executive, and Executive  
Vice Chairman of Fractal AI



**Sanjiv Kumar Chaudhary**  
Former Partner (Taxation & Regulatory  
Practice) KPMG, RSM and PWC, Board  
Member International Ethics Standard  
Board for Accountants



**Sonu Halan Bhasin**  
Former Banker with 30+ years of  
experience including Director ING  
Barings, President Axis Bank, ID Berger  
Paints, Indus Towers, among others

Executive  
Directors have  
40+ Years of  
experience in  
Education &  
Training.



**R S Pawar**  
Executive Chairman



**Vijay K. Thadani**  
Vice Chairman &  
Managing Director



**P Rajendran**  
Joint MD



**Sapnesh Lalla**  
Non-Executive  
Director



**Udai Pawar**  
Non-Executive  
Director



**Trusted & Well  
Recognized Brand**



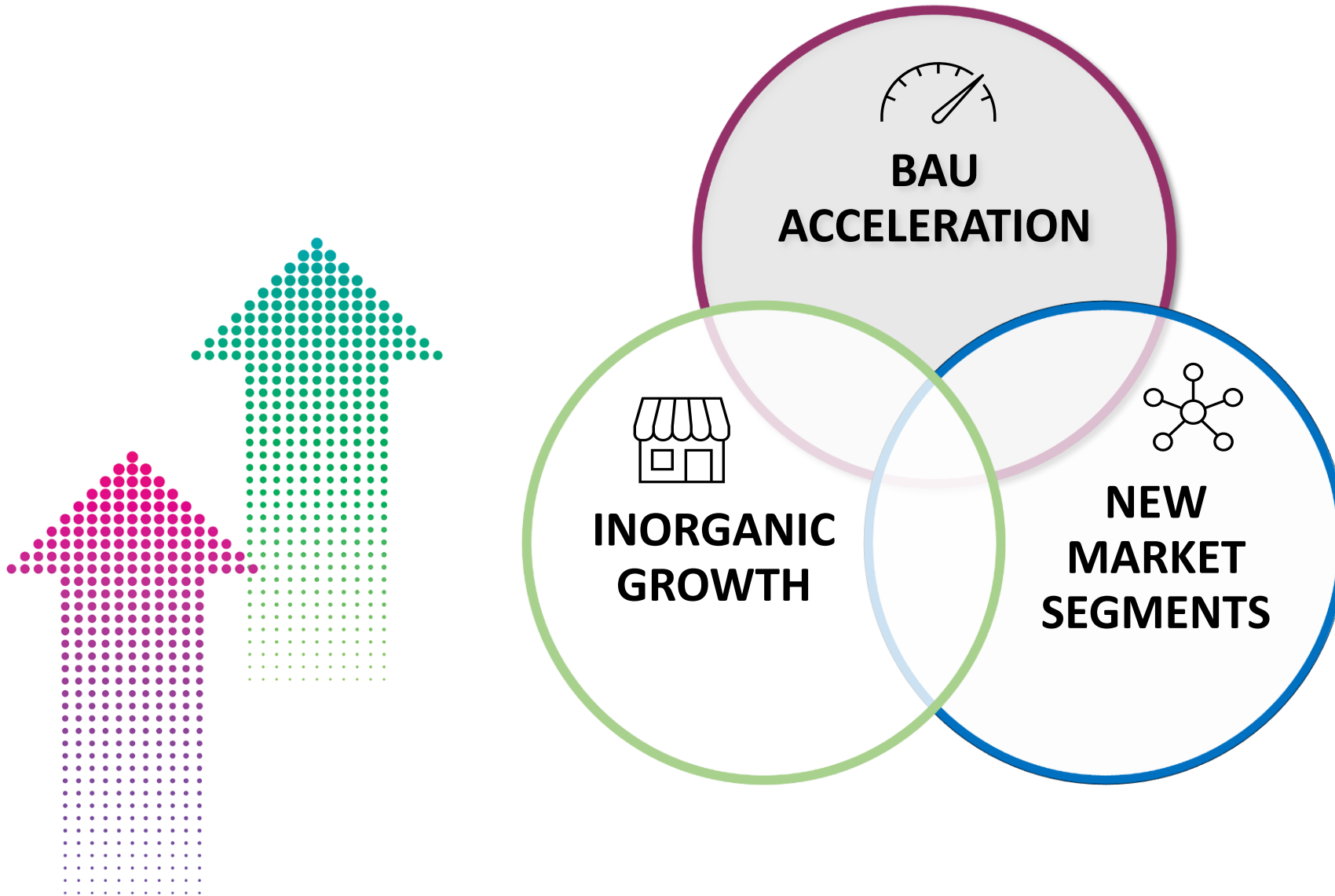
**Differentiated Deep  
Skilling Methodology  
delivered on Scalable  
Digital Platform with  
Proven Outcomes**



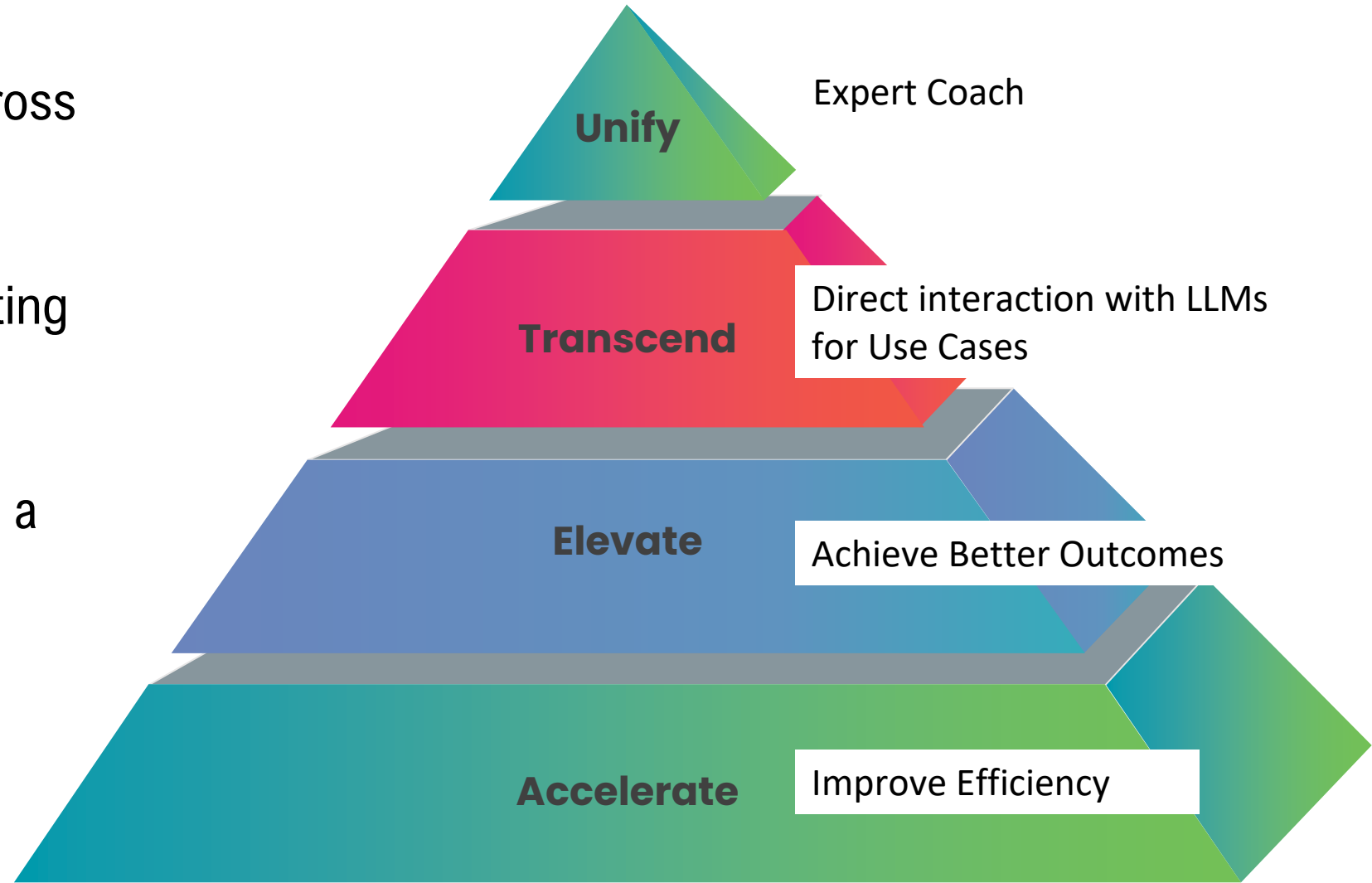
**Strong Alliances with  
30+ Leading Technology  
OEMs that ensure early  
access to cutting edge  
tech**



**Strong Balance Sheet  
for  
investments in  
innovation & growth**



- GenAI is a large opportunity across industries
- NIIT has created solution set to address Indian Enterprises starting with the C-suite
- NIIT has an active pipeline of opportunities using GenAI as a spearhead

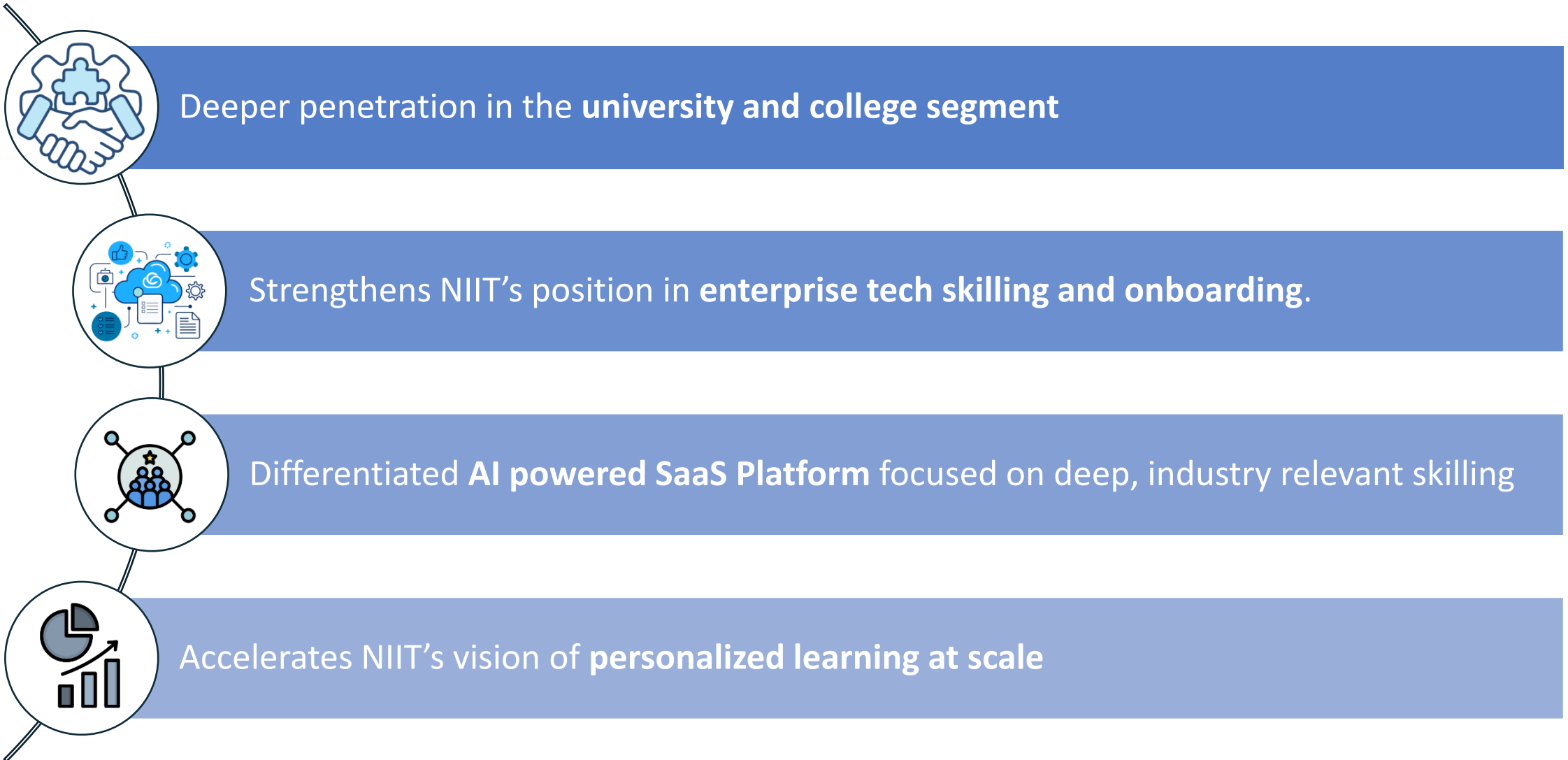




# **iamneo**

Acquisition Update (April 2025)

- **iamneo** is a leading digital technology training company that provides a scalable AI powered deep skilling SaaS platform to undergraduates in universities and early career professionals in Global System Integrators (GSIs) and Global Capability Centers (GCCs)
- The company was founded in 2016 and headquartered in Coimbatore.
- The platform uses immersive, deep skilling methodologies and is uniquely tailored to build technology skills for college students and early career professionals at corporations (GSI's ,GCCs). In FY25, the company served 80+ universities/colleges and 30+ corporate clients.
- The acquisition unlocks substantial growth opportunities, enabling NIIT and iamneo to deliver robust, outcome-driven learning solutions at scale for undergraduates and early career professionals through:
  - Universities: Industry-relevant technology courses including automated technology labs & assessments, student placement preparation and placement process management.
  - Corporates: Platform led-immersive talent onboarding & employee upskilling programs, IT skills assessments and campus recruitment management.
- The company had revenue of INR 273 Mn in FY25. The transaction is expected to be growth, margin and EPS accretive from first year.
- NIIT has acquired 70% equity shareholding of the company, on fully diluted basis, for a total consideration of up to Rs. 609 million, including Primary investment of Rs. 100 million.
- The remaining 30% shareholding will be acquired by NIIT from the promoters of the company in subsequent tranches in next five years (FY 26 to FY 30)



# Improved Reach & Value To Customers



iam**neo**

GTM

Enterprise

Consumer

+

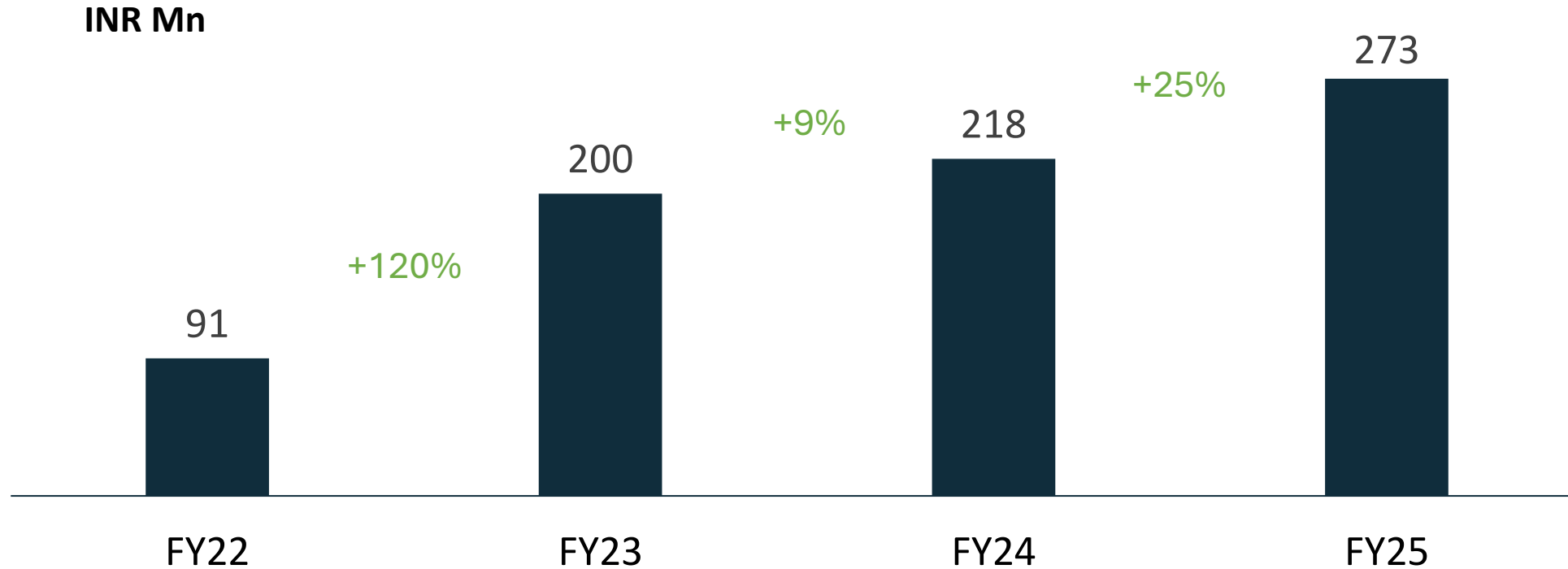
Universities

Key Offerings

NIITs existing offerings for Tech, BFSI & India Enterprises

+

AI powered deep skilling SaaS platform



- Company has strong margins, high ROCE and free cash flows
- Increasing adoption of the AI powered, SaaS platform expected to drive growth across university and corporate customers

# **Q2FY26**

Performance Update



# NIIT: Financial Performance



in INR Mn

■ Revenue

■ Order Intake



Growth expected to sustain, despite the environment

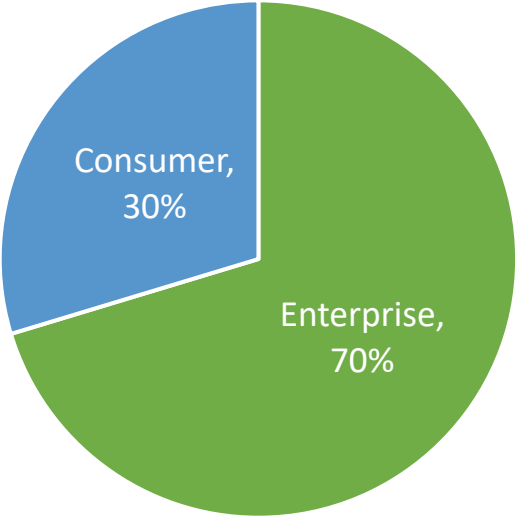
Continue to invest in expanding GTM and offerings portfolio

Further strengthening our capabilities via strategic investments

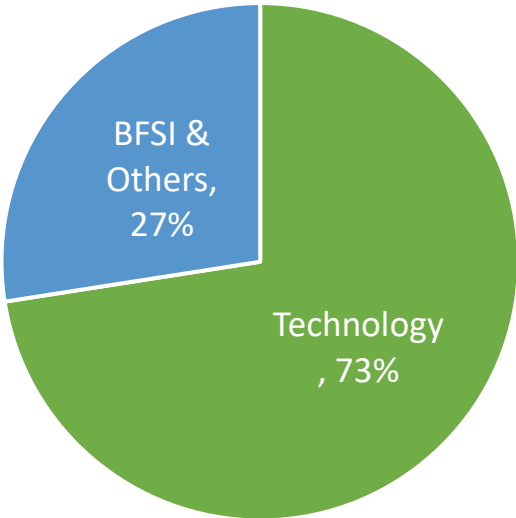
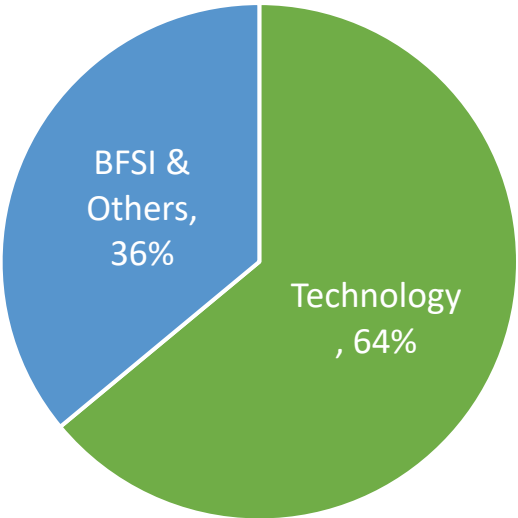
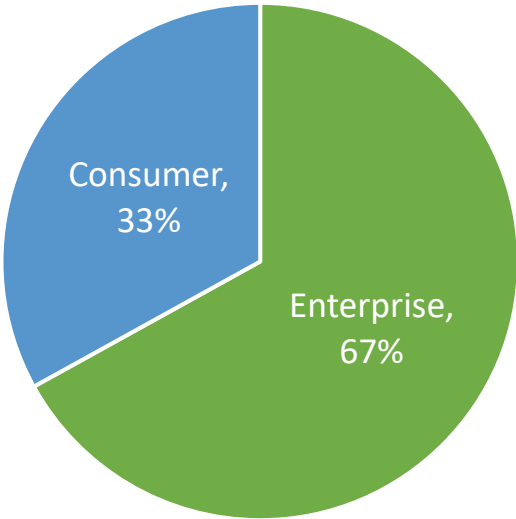
## Q2 Highlights

- Broad-based growth across Enterprise (+10% YoY / +22% QoQ) and Consumer (+29% YoY / +30% QoQ) GTM.
- Order intake momentum intact despite continuing headwinds in the environment. OI up +14% YoY / +37% QoQ; added 18 new logos during the quarter.
- AI-first strategy: Pole position in AI has helped company strengthen position in tech sector as well as gain momentum in large enterprises.
- Board approved merger of two wholly owned subsidiaries (RPS Consulting and IFBI into NIIT Limited. Merger to simplify entity structure, reduce administrative & compliance costs and increase agility & speed to market.

Q2 FY25



Q2 FY26



Application of Funds	
Net Fixed Assets (Including Land & Building)	2,184
Goodwill	1,461
Deferred Tax Assets	143
Cash & Equivalents	6,846
Trade Receivables	582
Other Assets	1,251
Other Liabilities	(1,765)
<b>Total Application of Funds</b>	<b>10,702</b>

**Rs. 6,846 M**

Net Cash available for  
growth investments

Low Capital Intensity in  
operating business with shift  
to digital learning

Strong liquidity available on  
balance sheet

Mandate to invest in  
Innovation & Growth



You can't spell  
TRAINING without  
**NIIT**