

NIIT Limited: Investor Presentation

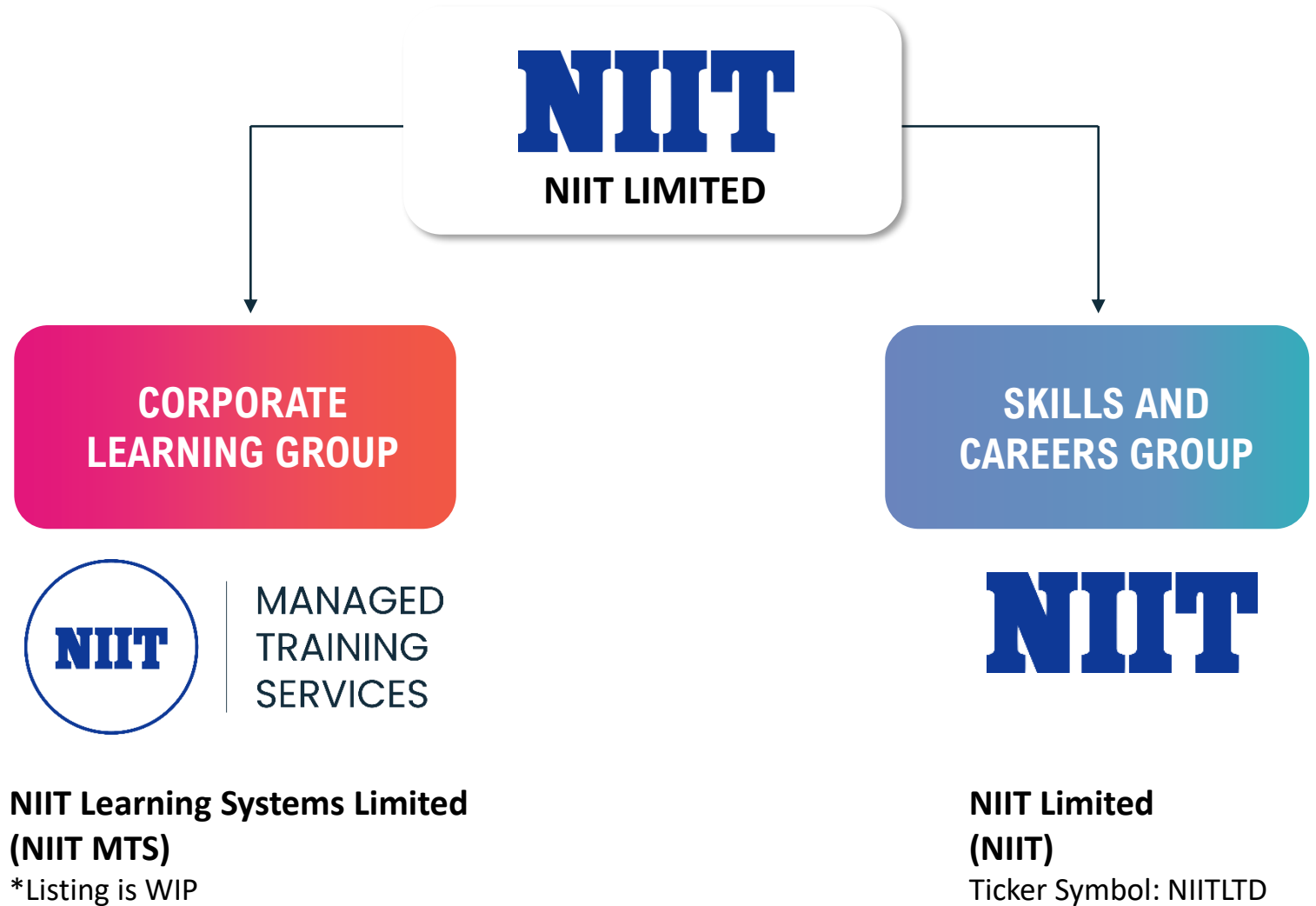
May 2023

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NIIT

Organizational Announcement

We are pleased to announce that the two business groups at NIIT have now officially been reorganized into two separate companies with effect from May 24, 2023.*



NIIT: Rationale for Demerger (January 2022)

NIIT has seen rapid transformation from the pre-covid period

- Pivoted to digital learning delivery in both SNC & CLG businesses
- CLG business has seen substantial growth and improvement in profitability
- SNC business is back to growth driven by StackRoute, TPaaS and increased investments in upskilling/reskilling of working professionals. Early Career segment is in transformation



Massive multi year growth opportunity for both businesses due to rapid transformation



NIIT has the capital to support growth ambitions of both businesses

However, while there are common elements, both businesses are increasingly different: Businesses have different target segments, customers, geo-focus, strategy, growth and profitability trajectory, investment requirements, risk profile and are at different stages of maturity.

To address next phase of growth for both businesses it is imperative that

- Target Customers get undivided attention, differentiated offerings, and clear positioning
- Board and Management get un-encumbered decision-making / capital allocation capability

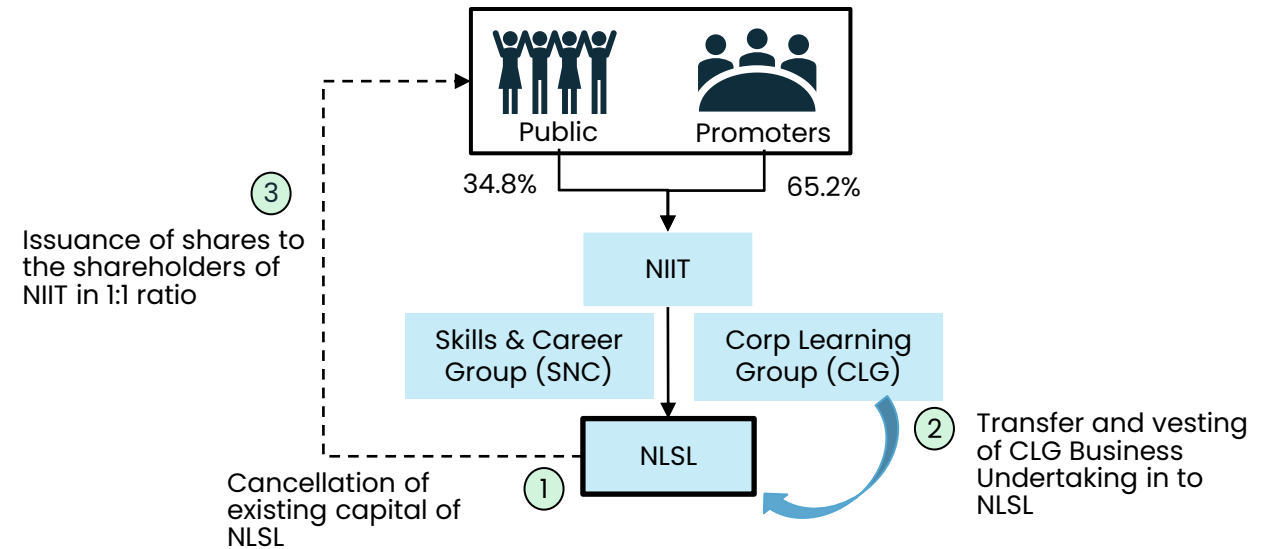
The two businesses, run independently, can realize their true potential

Demerger Completed

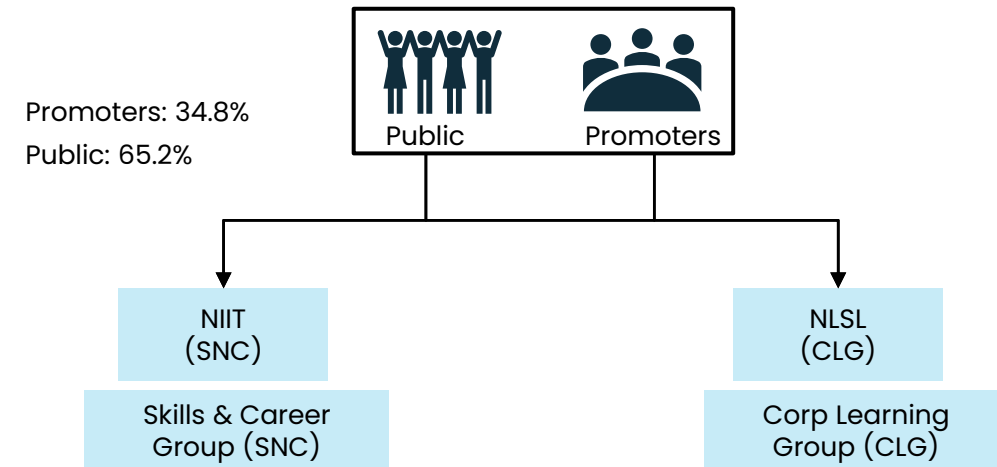
Composite Scheme of Arrangement

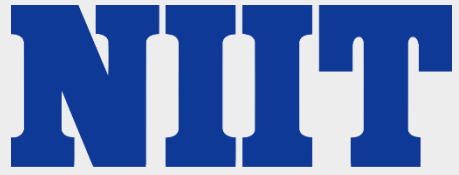
- Appointed Date April 1, 2022
- NCLT order received on May 23, 2023
- Effective Date: May 24, 2023
- Record Date: June 8, 2023
- Allocation of shares of NLSL to holders of NIIT on Record Date (1:1 ratio)
- NLSL shares to be listed on NSE/ BSE – Expected in July 2023

KEY MECHANICS



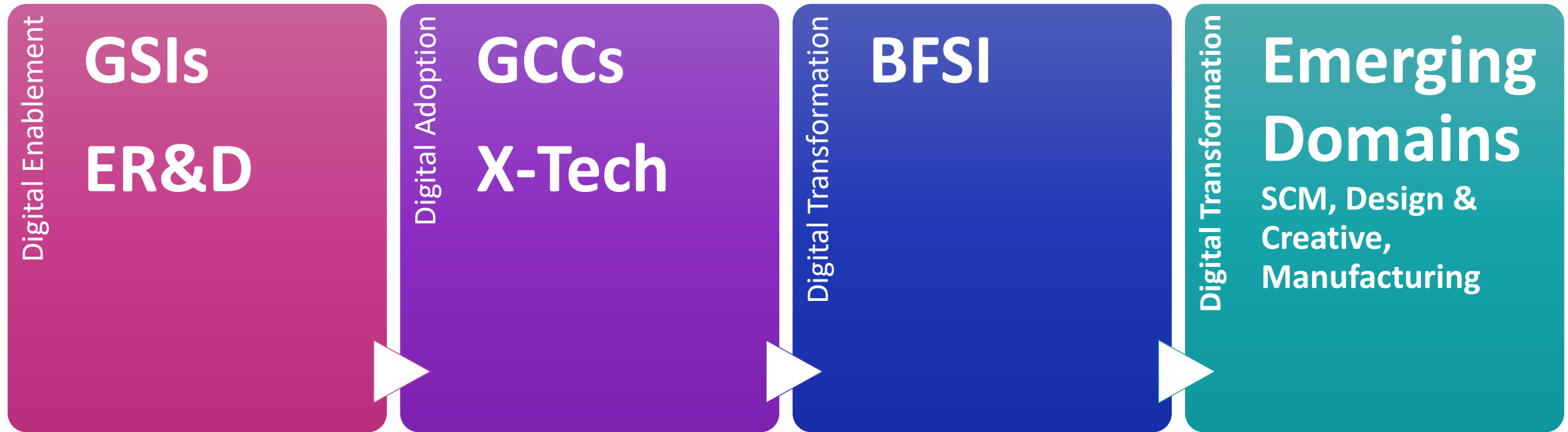
RESULTANT STRUCTURE



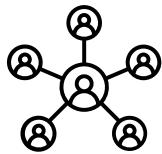


A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.





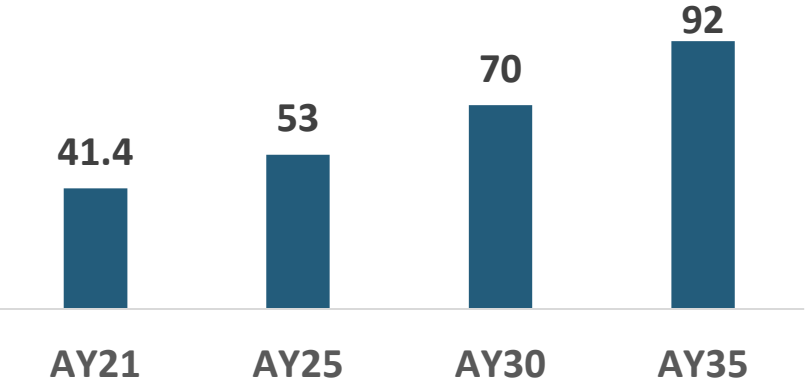
Rapid and significant changes in the skills landscape due to multiple industry transformations require continuous upskilling and reskilling.



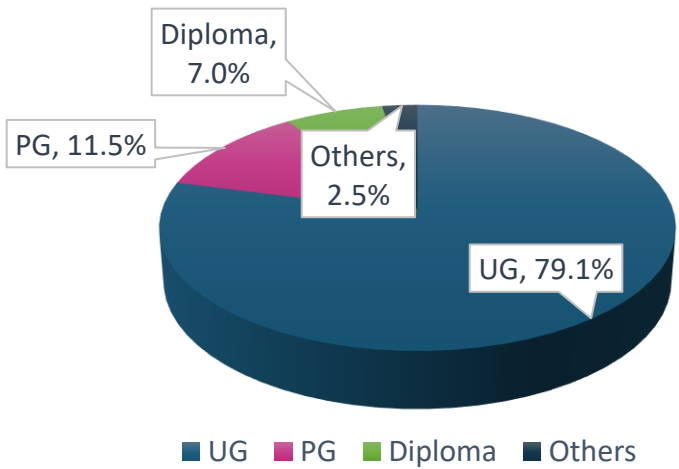
Large talent pool needs lifelong learning.

Consumer: India Talent Pipeline

Growing Higher Education Enrollments (M)



Enrollments by Level



43,796
COLLEGES

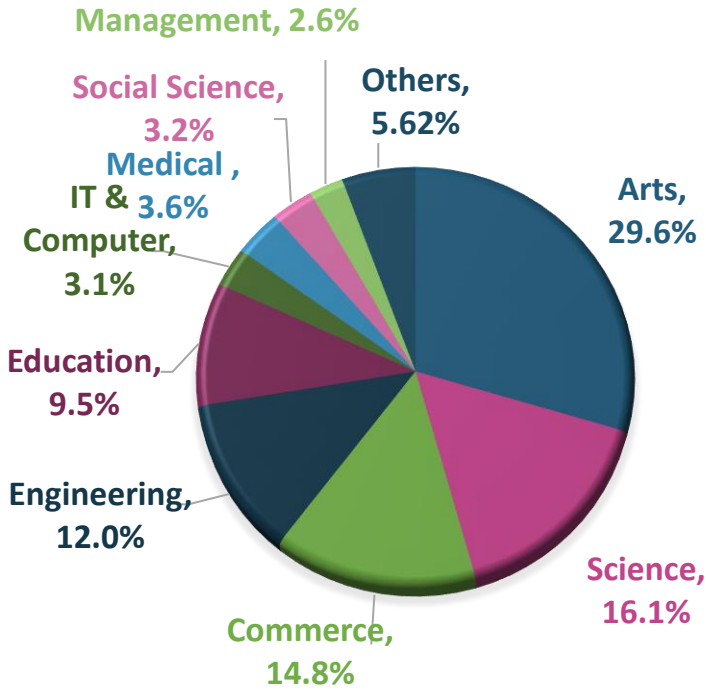
1,113
UNIVERSITIES

27.1%
GER

41.4M
ENROLMENTS

9.5M

CURRENT ANNUAL GRADS
EXPECTED TO BE 2X BY AY35

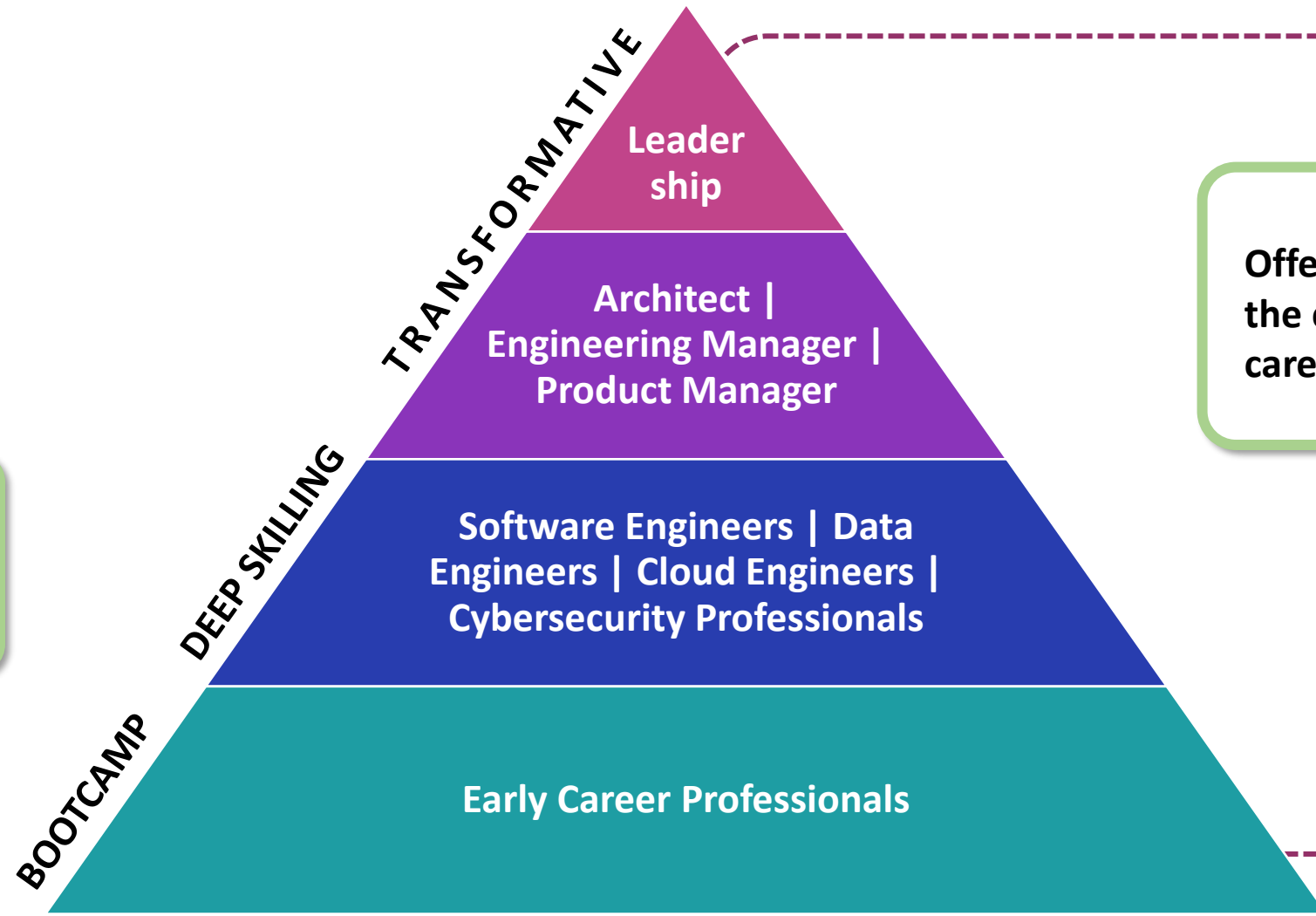


Grads by Area

**STA
CK
ROUTE**

RIPS
learn..evolve

End-End Offerings For
Technology Careers



Offerings span
the complete
career spectrum



COLLEGE STUDENTS



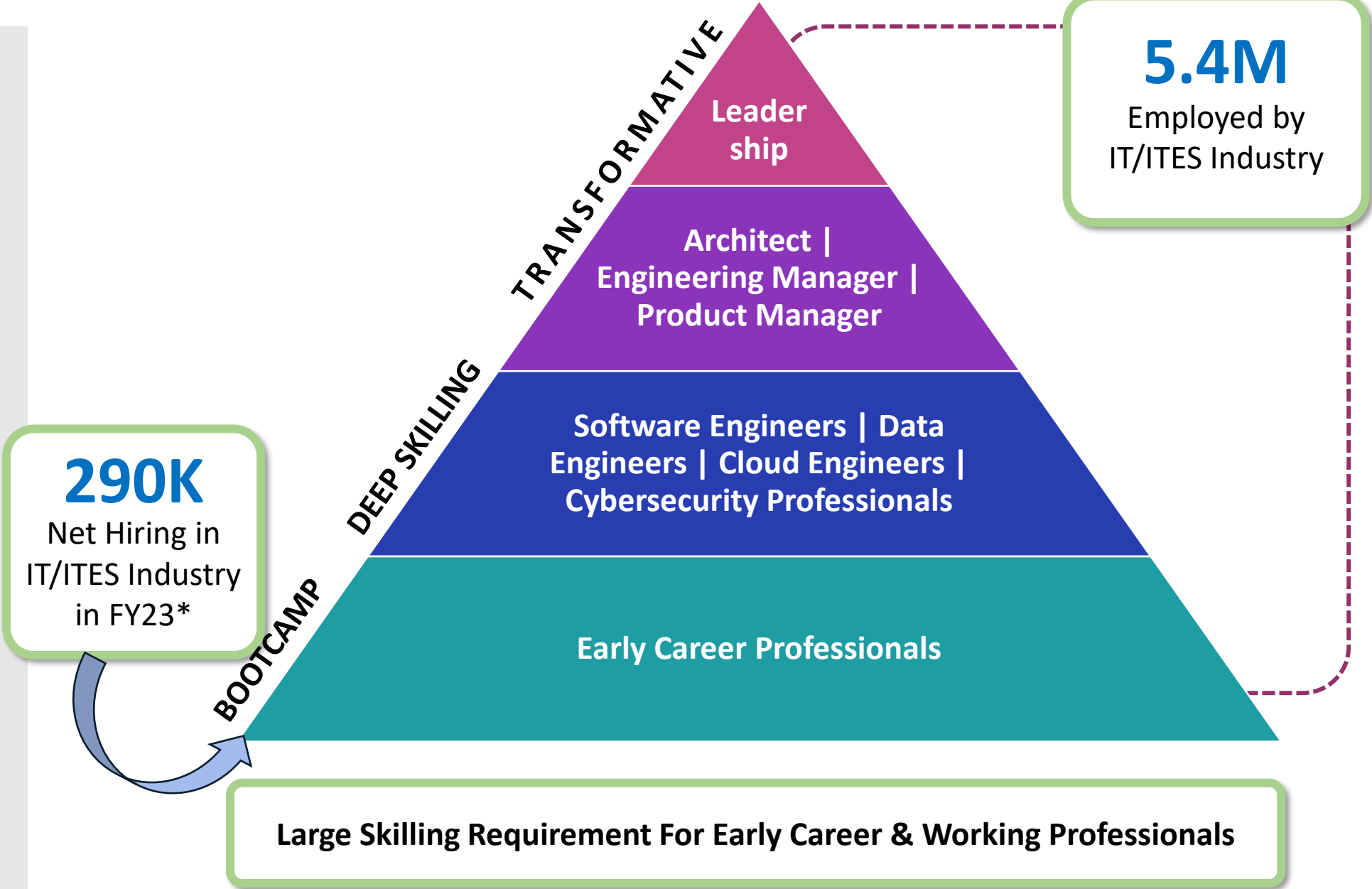
FRESH GRADUATES

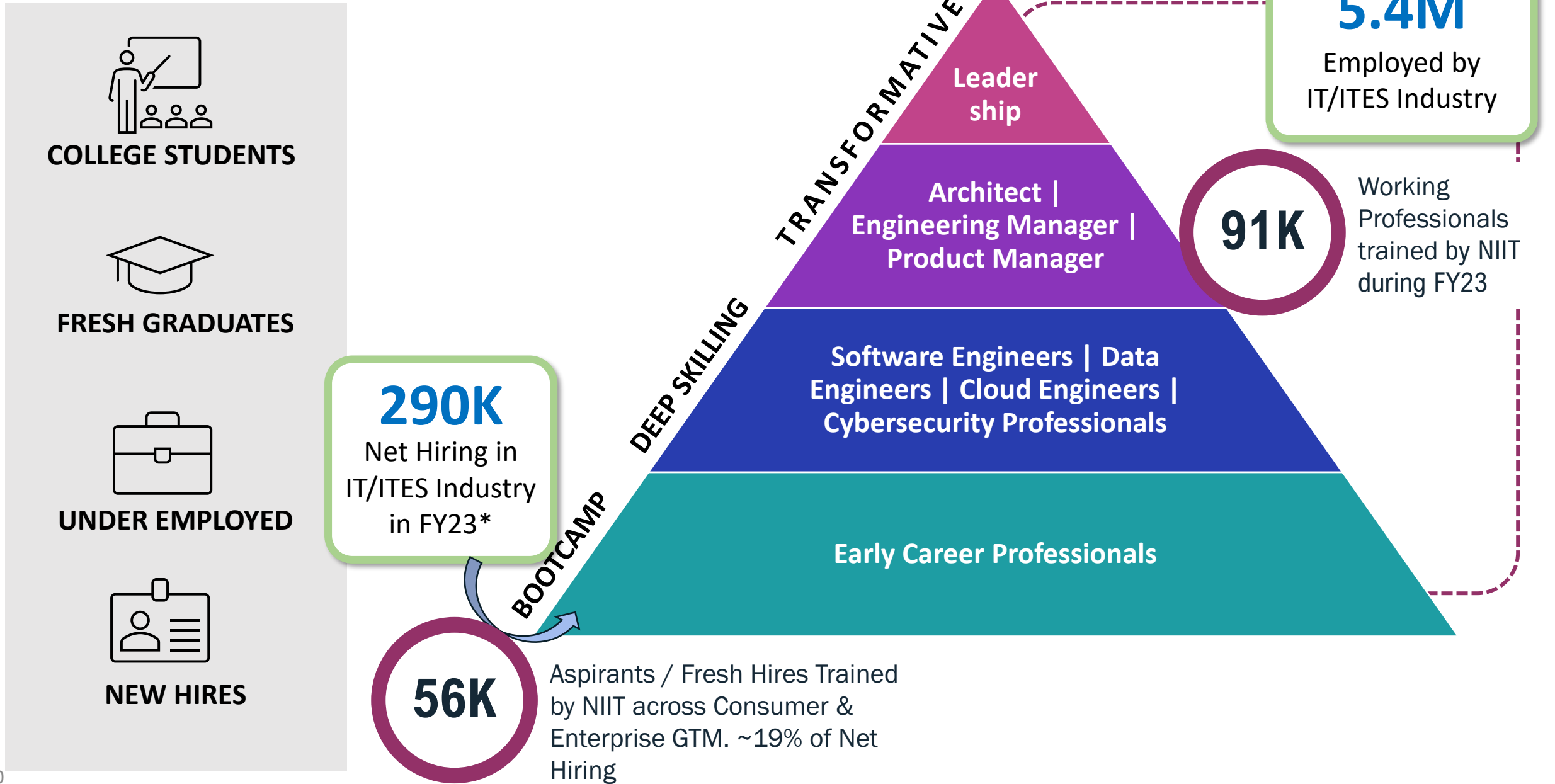


UNDER EMPLOYED



NEW HIRES





Technology: Market Share

NIIT

290K

Net Hiring in IT/ITES
Industry in FY23*

540K

IT/ITES Employees
Get External Training

19%

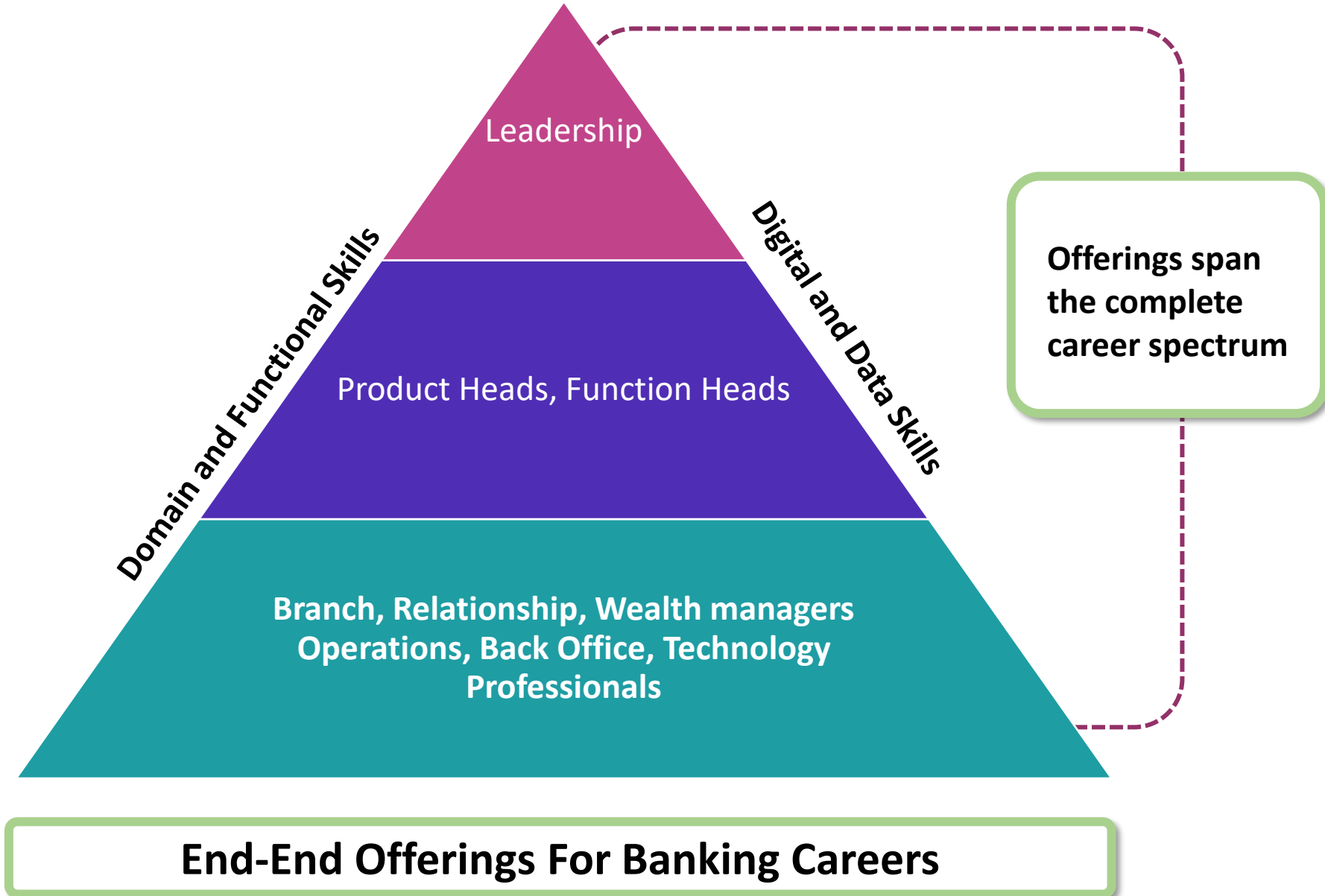
Early Career Training

17%

Work Pro Training

**NIIT is a significant provider of skills across the
Technology 'Talent Value Chain.'**

*Source: NASSCOM, **Assuming ~10% of employees get external training





COLLEGE STUDENTS



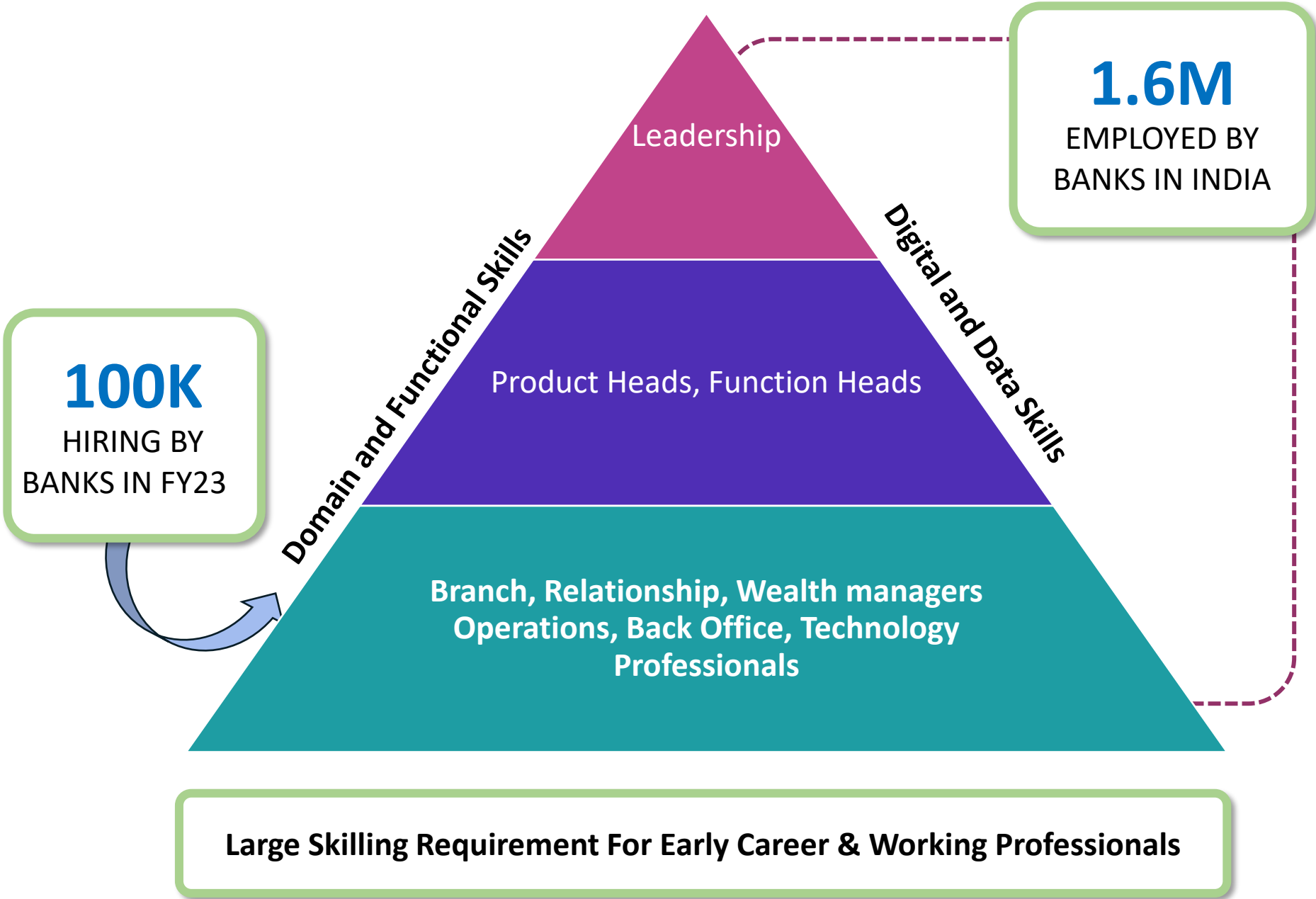
FRESH GRADUATES



UNDER EMPLOYED



NEW HIRES





COLLEGE STUDENTS



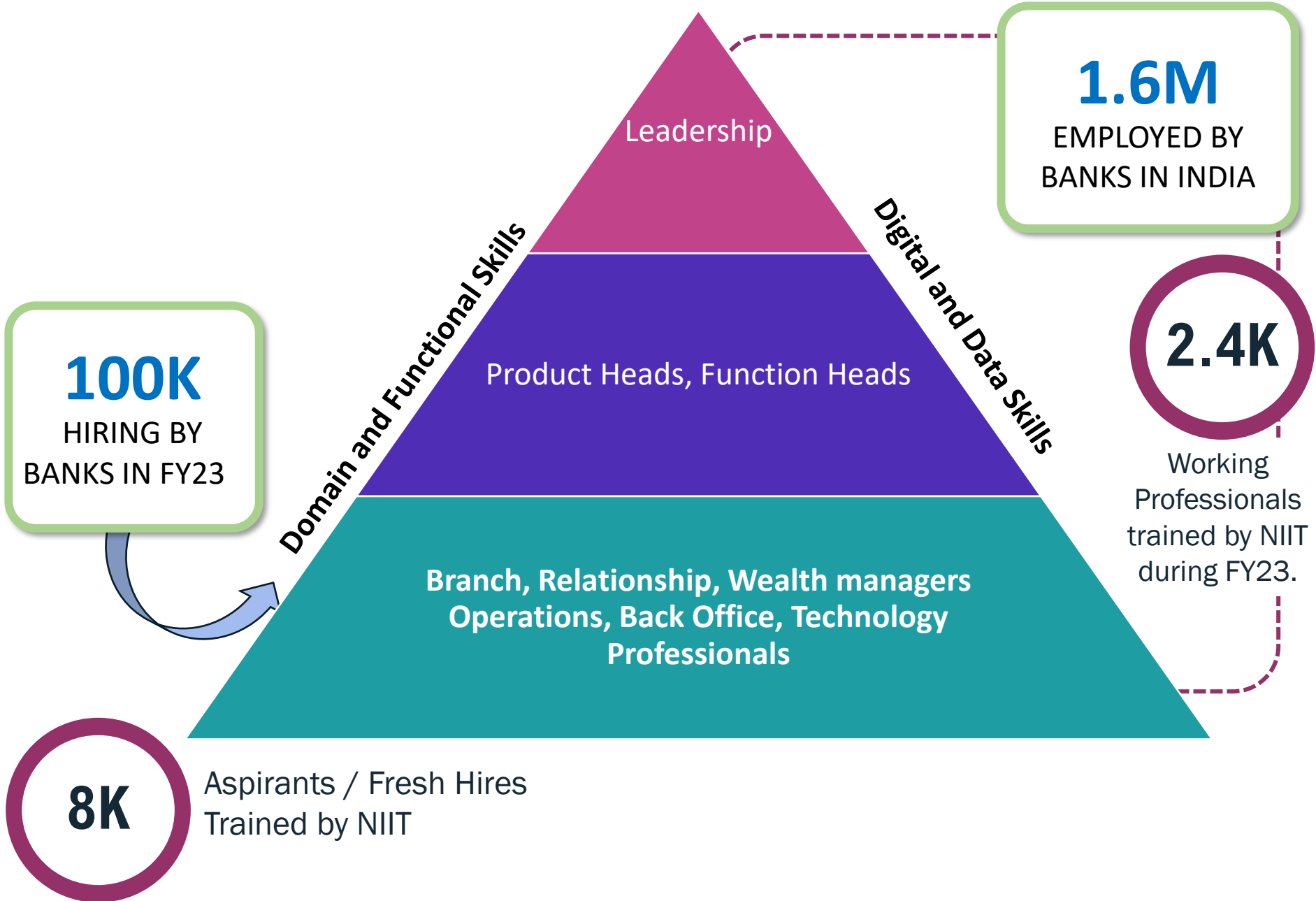
FRESH GRADUATES



UNDER EMPLOYED



NEW HIRES



Banking: Market Share

100K

Net Hiring in Banking
Industry in FY23*

8%

Early Career Training

160K

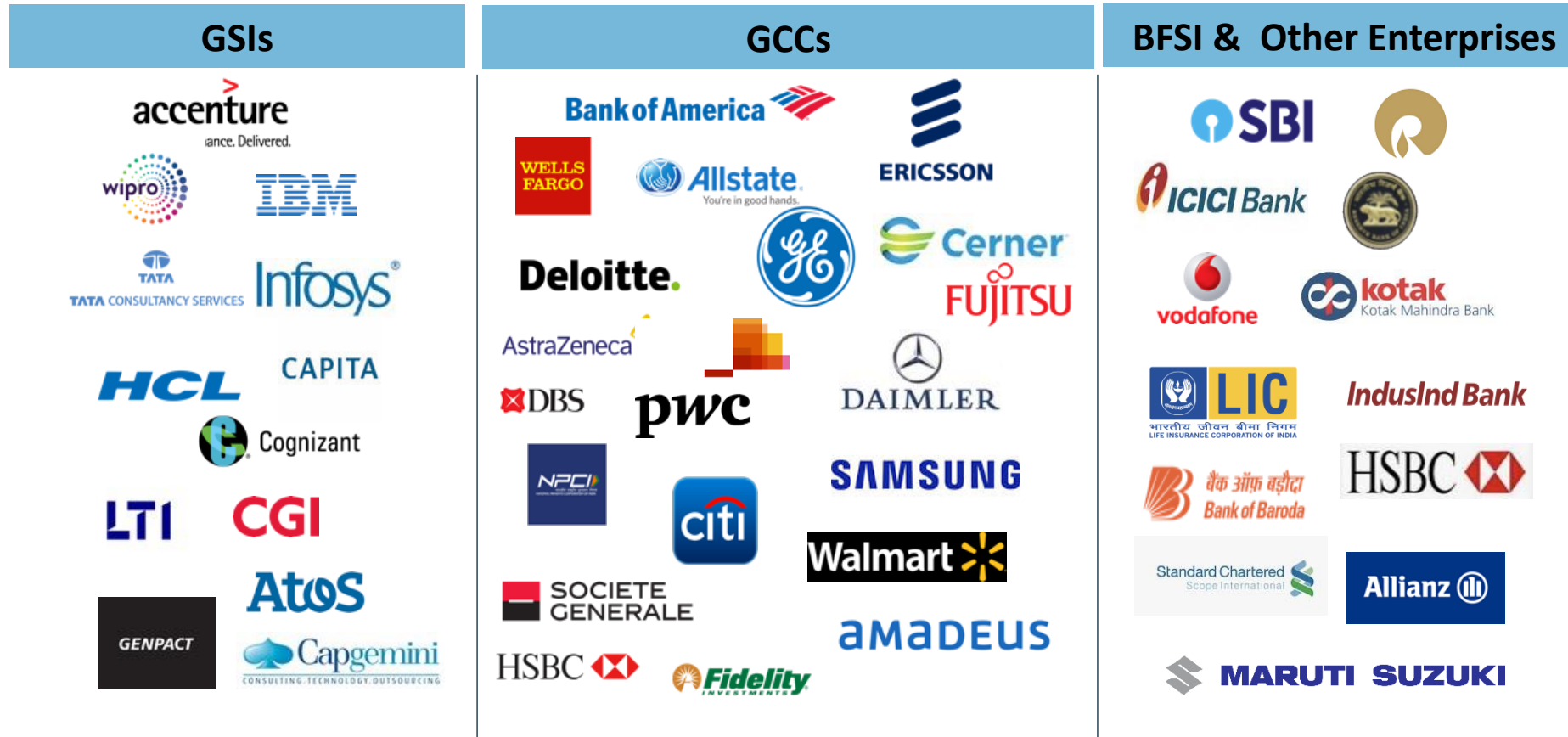
Banking Employees
Get External Training

1.5%

Work Pro Training

**NIIT is a significant provider of skills across the Banking
'Talent Value Chain'**





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

200+
Marquee
Enterprises

Top 40
Average Revenue >
INR 50 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 SNC business with strong Balance Sheet for Investments

Strong OEM Partnerships

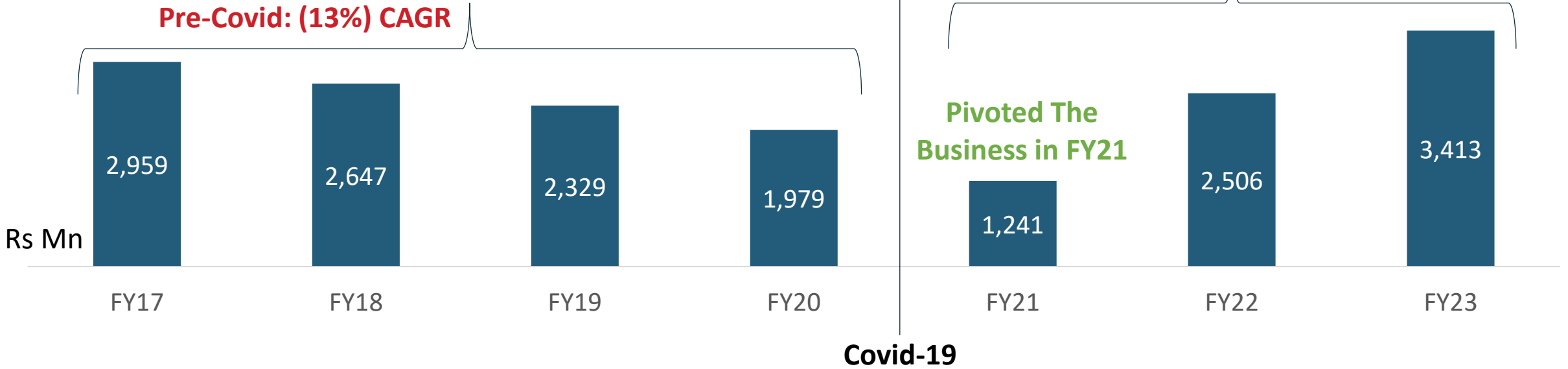
Best in Class OEM relationships ensure early access to cutting edge technology

Asset Light Model

Centre Driven Business Model to Digital Learning

NIIT: Financial Transformation

Revenue



NIIT pivoted to Digital Learning in FY21

Business has seen strong growth post the pivot - 66% CAGR

Organic growth at 31% CAGR

Revenues higher vs pre-covid period

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

Application of Funds	
Fixed Assets (Including Land & Building)	1,669
Goodwill	835
Deferred Tax Assets	175
Other Non Current Assets	531
Cash & Equivalents	7,157
Inventory	7
Trade Receivables	306
Other Current Assets	625
Current Liabilities	(1,304)
Total Application of Funds	10,001

Rs. 7,157 M

Net Cash available for growth
investments

NWC Days: (39)

Negative WC Cycle

Low Capital Intensity in
operating business with shift
to digital learning

Strong liquidity available on
balance sheet

Mandate to invest in
Innovation & Growth

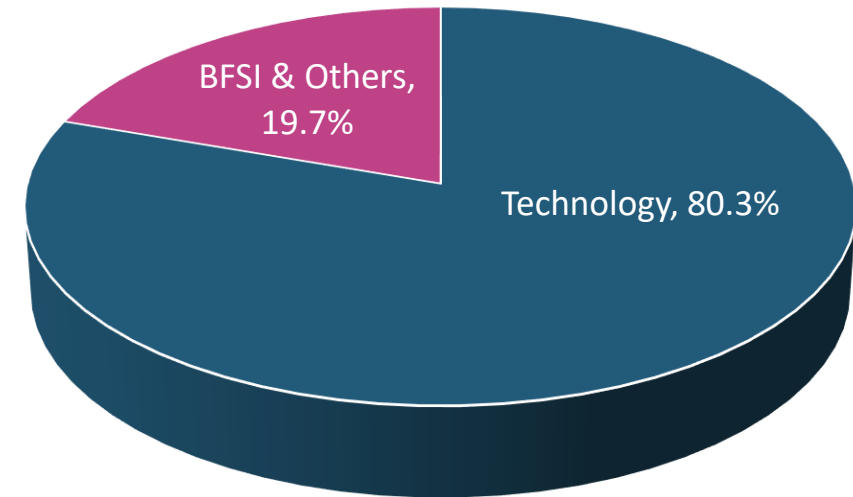
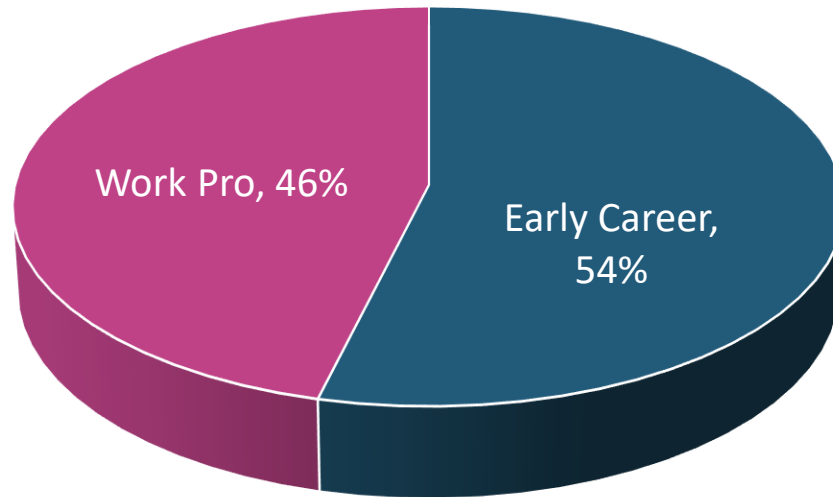
+178K

Enrollments in
FY23
Across Early
Career &
Working
Professionals

>90%

Revenue from
Repeat
Customers for
Enterprise
GTM

REVENUE MIX



Founders in Executive roles to guide the company through the transformation and transition phase



R S Pawar
Executive Chairman



Vijay K. Thadani
Vice Chairman &
Managing Director



P Rajendran
Joint MD



Udai Singh
President Global
Products & Learning
Delivery



Pradeep Narayanan
President NIIT Digital &
Growth Initiatives



Bimaljeet Bhasin
President, Enterprise
Business



Prasad Balakrishnan
CEO RPS Consulting

Experienced Business Leadership Team passionate about education & training

INDEPENDENT DIRECTORS

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



Geeta Mathur
Former Banker ICICI Bank, CFO HelpAge India | Board Member Motherson, JTEKT, IIFL



Anand Sudarshan
Former Vice Chairman & MD Manipal Global Education, Co-Founder The Microland Group, Founder Sylvant Advisors,



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

NON-INDEPENDENT DIRECTORS

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



R S Pawar
Executive Chairman



Vijay K. Thadani
Vice Chairman & Managing Director



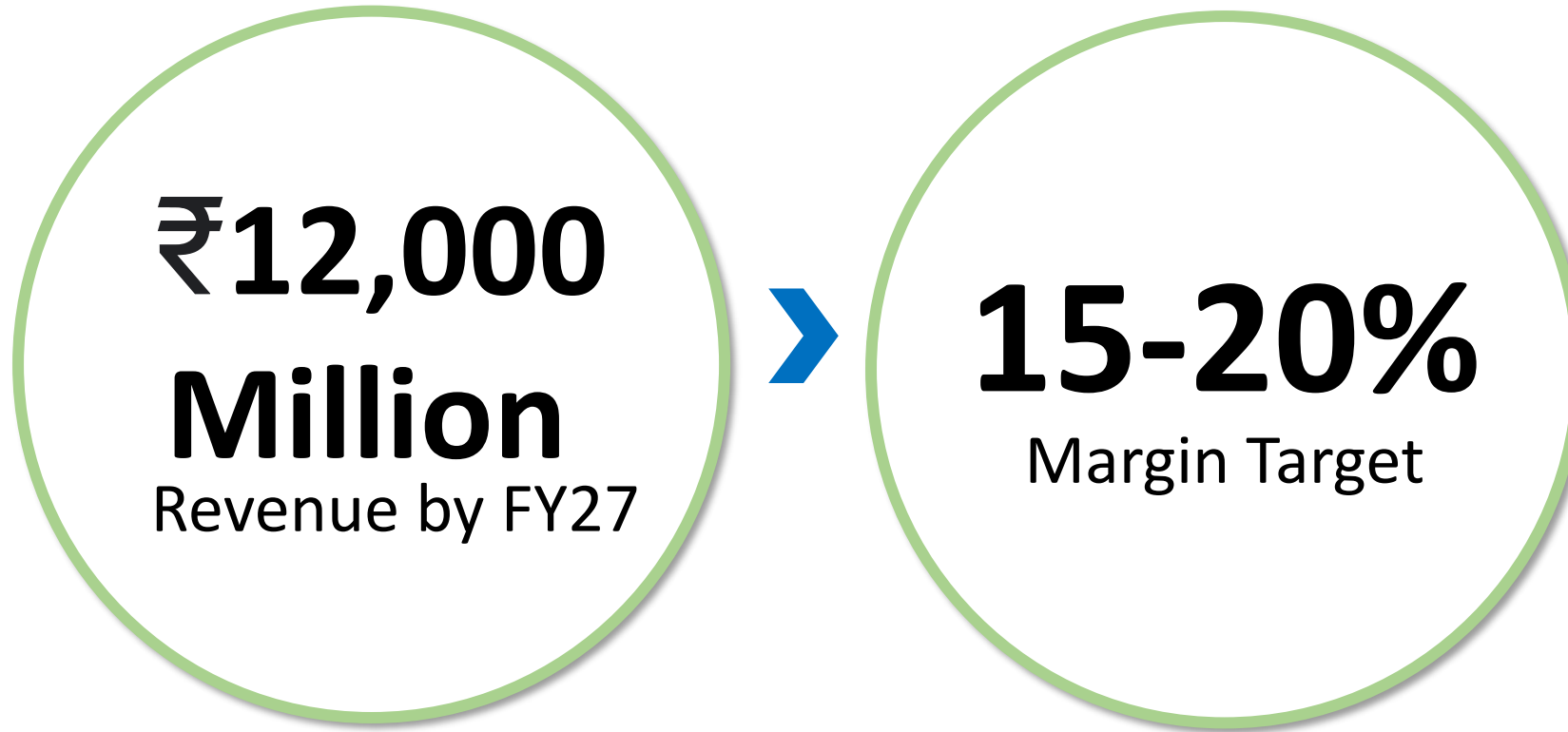
P Rajendran
President Joint MD

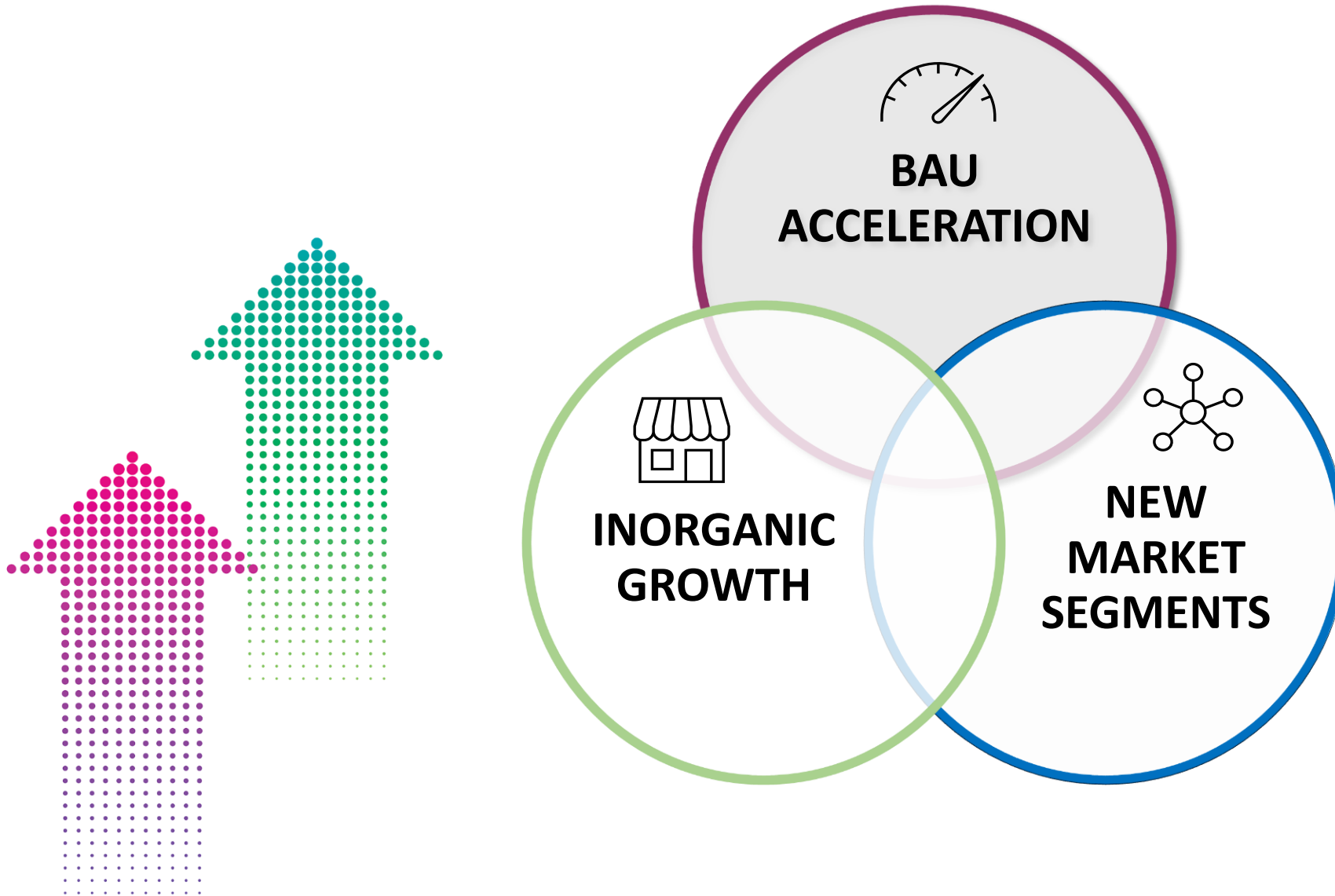


Sapnesh Lalla
Non-Executive Director



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**



You can't spell
TRAINING without
NIIT