



NIIT

Financial Results Q1 FY22

REIMAGINING
LEARNING
THE NEXT WOW

July 30, 2021



Environment

The world economy is experiencing an exceptionally strong but highly uneven recovery. Expected growth of 5.6% in 2021 highest in 80 years. Growth concentrated in few major economies due to fiscal support and access to vaccinations (WB)

2nd wave of Covid-19 severely impacted businesses across India. However, recent ebbing of new cases and tiered removal of restrictions is expected to lead to recovery

Trend of outsourcing L&D to training specialists expected to pick up pace.
Immersive Digital Technologies continue to see strong adoption across learner categories

North America Real Estate Market seeing some normalization, albeit sales velocity still higher than pre-covid levels

Hiring in IT is recovering driven by growth in Digital and large transformational orders. Banks starting to hire for replacements in demand recovery. Domestic fill rates impacted due to Covid

Large opportunity in global corporate training and digital learning attracting interest from PE and strategic investors

Q1 FY22: In Perspective



Corporate Learning Group (CLG)

- Revenue at INR 2,633 Mn up 47% YoY & up 12% QoQ; Growth in constant currency at 45% YoY
- EBITDA at INR 772 Mn; up 148% YoY and up 14% QoQ
- OM at 29%; up 1,185 bps YoY and up 62 bps QoQ
- Added 3 MTS customers, secured 2 scope expansions; MTS customer tally at 59
- Revenue Visibility at \$ 298 Mn; Strong pipeline

Skills & Career Group (SNC)

- Accelerated Digital transformation
- Revenue at INR 378 Mn; up 62% YoY and down 6% QoQ
- EBITDA at INR (51) Mn

Overall NIIT

- Revenue at INR 3,010 Mn; up 49% YoY and up 9% QoQ
- EBITDA at INR 721 Mn vs INR 694 Mn in Q4 FY21; OM at 24%
- PAT at INR 514 Mn; EPS at INR 3.8
- Operational ROCE at 60%

Sustained deal velocity; Growing contribution of new customers; Opportunity acceleration in India

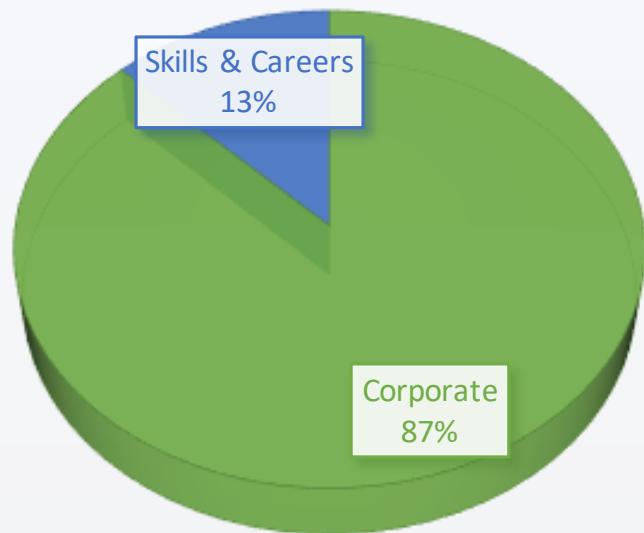
Key Financials – Q1 FY22

INR Mn	Q1 FY22	Q4 FY21	QoQ	Q1 FY21	YoY
Net Revenue	3,010	2,755	9%	2,018	49%
Operating expenses	2,289	2,061	11%	1,774	29%
EBITDA	721	694	4%	243	196%
EBITDA%	24%	25%	-124 bps	12%	1,188 bps
Depreciation	143	157	-9%	161	-11%
Net Other Income/ (Expense)	125	79	46 mn	308	-60%
Operational PBT	702	615	87 mn	390	80%
Tax	146	103	43 mn	58	150%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(38)	(43)	12%	(38)	0%
Non Controlling Interests	(4)	(4)	7%	(4)	-3%
PAT	514	465	11%	290	78%
EPS (INR)	3.8	3.3	15%	2.1	83%

- Net Other Income includes interest income and mark to market impact on investments

Revenue Mix – Q1 FY22

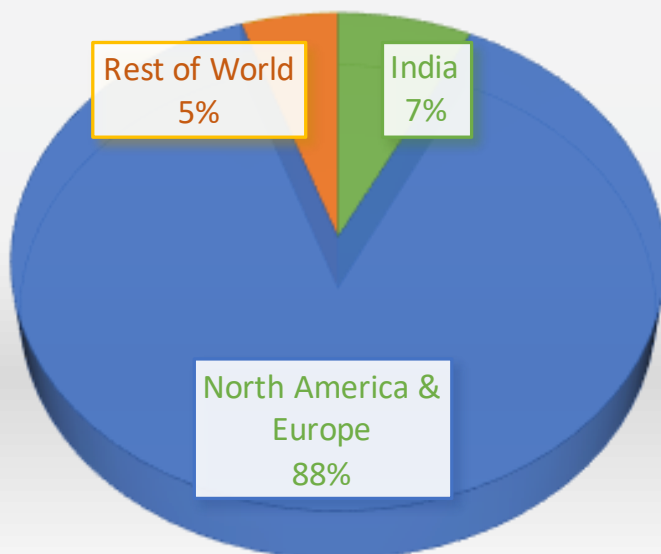
Q1 FY22



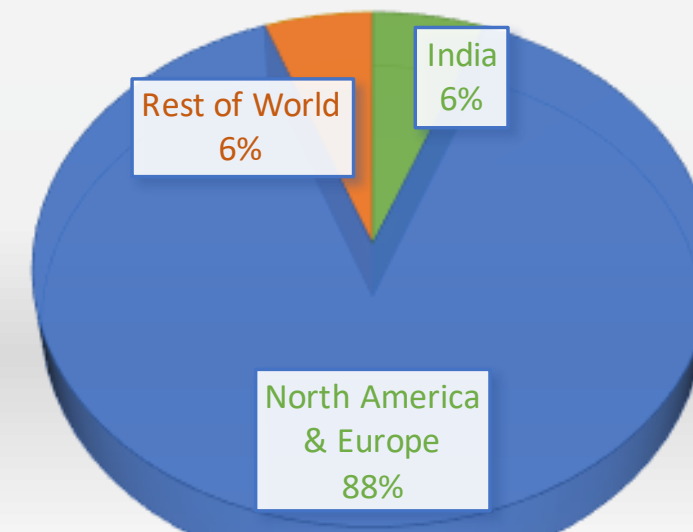
Q1 FY21



Q1 FY22



Q1 FY21



Corporate Learning Group

INR Mn	Q1 FY22	Q4 FY21	QoQ	Q1 FY21	YoY
Net Revenues	2,633	2,353	12%	1,785	47%
EBITDA	772	675	14%	312	148%
EBITDA %	29%	29%	62 bps	17%	1185 bps

Q1 FY22

- Revenue at INR 2,633 Mn up 12% QoQ; Constant currency growth at 45% YoY & 11% QoQ
- OM at 29%; up 62 bps QoQ
- Added 3 MTS customers (in Life Sciences vertical), secured 2 scope expansions (in Tech vertical);
- MTS customer tally at 59
- Revenue Visibility at \$298 Mn



Skills & Careers Group

INR Mn	Q1 FY22	Q4 FY21	QoQ	Q1 FY21	YoY
Net Revenues	378	402	-6%	233	62%
EBITDA	-51	19	-70 Mn	-68	17 Mn
EBITDA %	-14%	5%	-1819 bps	-29%	1,592 bps

Q1 FY22

- Revenue at INR 378 Mn; up 62% YoY
- Seasonality and impact of the pandemic
- EBITDA at INR (51) Mn
- Strong momentum in IT hiring.
- Banks are starting to hire for replacements in demand recovery
- Revenue from Stackroute & TPaaS grew 20% QoQ

Digital Transformation


- Skills & Career Business has become a Digital business
- Significant opportunity due to acceleration in Digital Transformation across IT & BFSI
- Continued investment in creating Digital Capability
- New products released on Software Engineering, Cyber Security, Data Science, Cloud, 5G & Game Development

#FutureReady

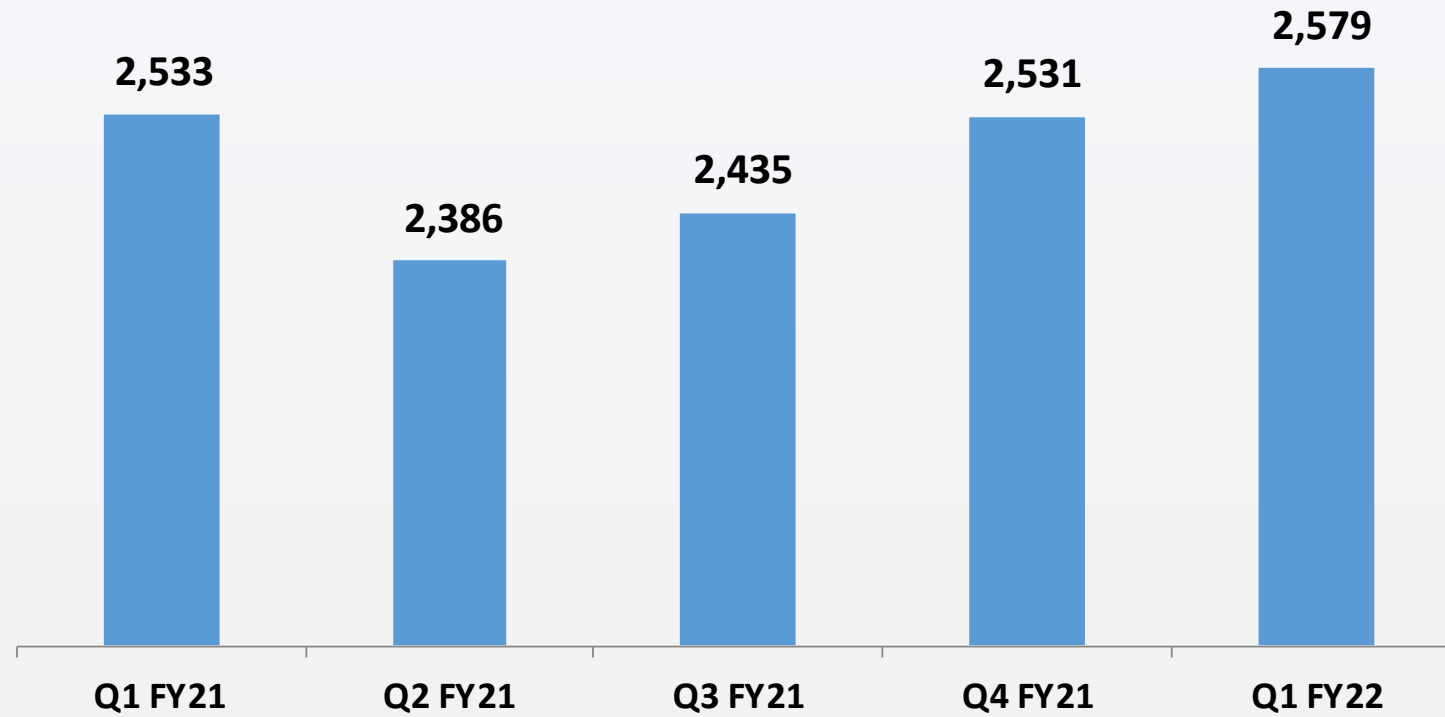
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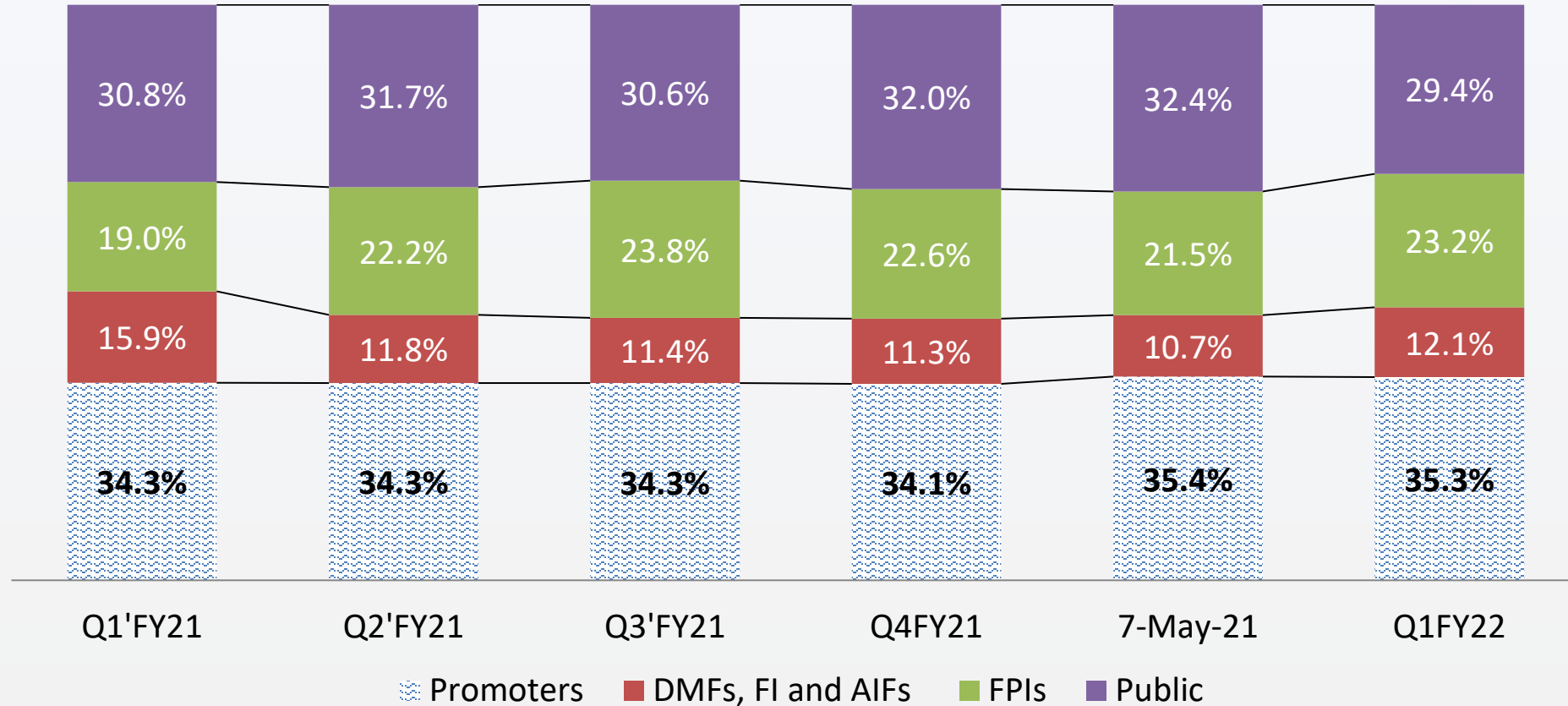


People



** excludes project retainers*

Share Holding Pattern



- Buyback of 9.875 Mn shares completed in Q1FY22
- Shareholding includes impact of exercise of ESOPs during the quarter

Thank you



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