

NIIT Limited: Investor Presentation

November 2024

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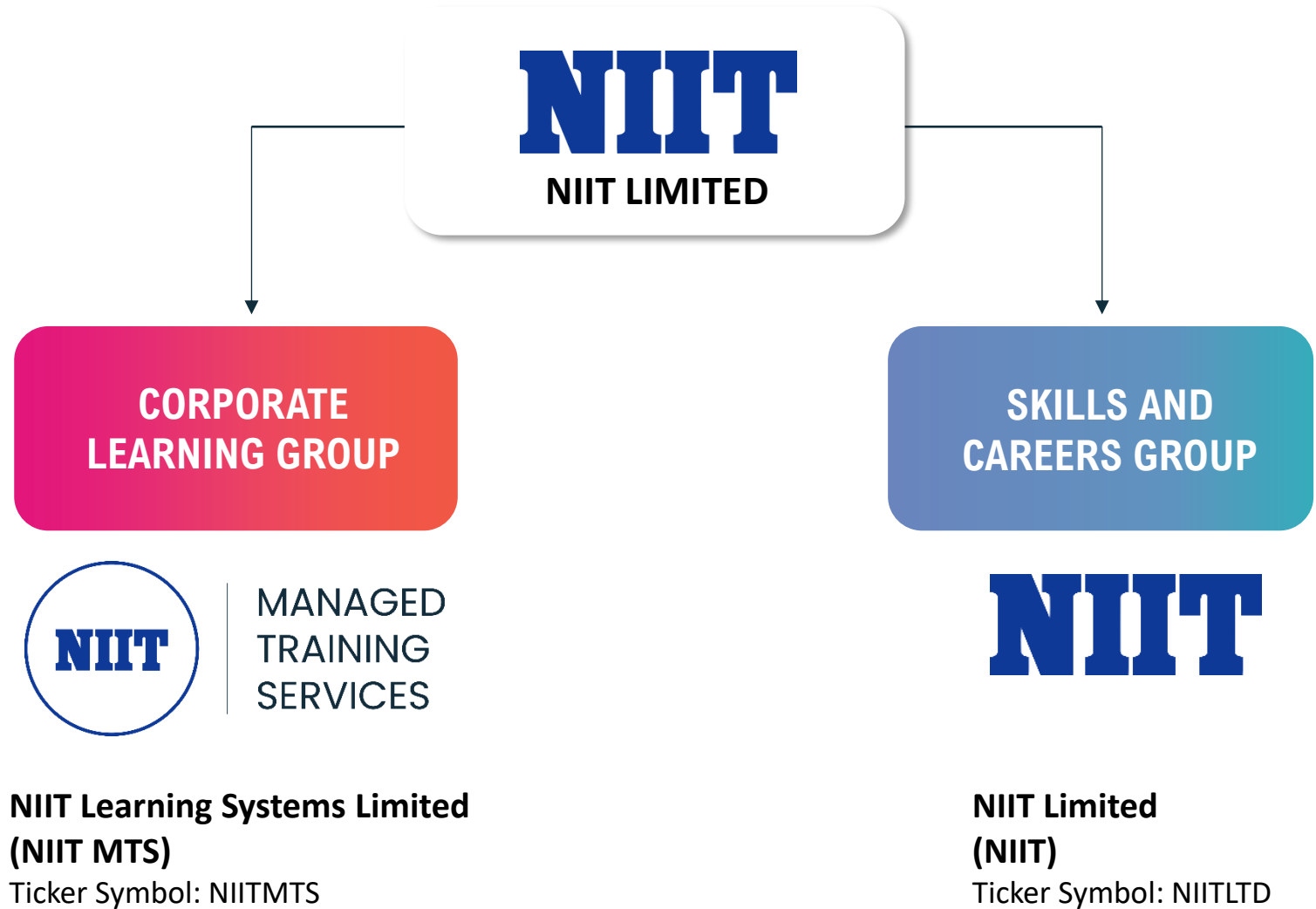
NIIT

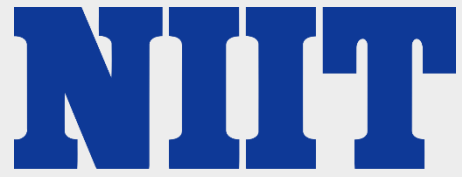
Organizational Announcement

Demerger Completed

The two business groups at NIIT have been reorganized into two separate companies with effect from May 24, 2023.

NIIT Learning Systems Limited listed on the stock exchanges (BSE/NSE) on August 8, 2023.



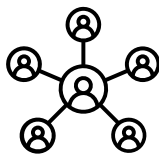
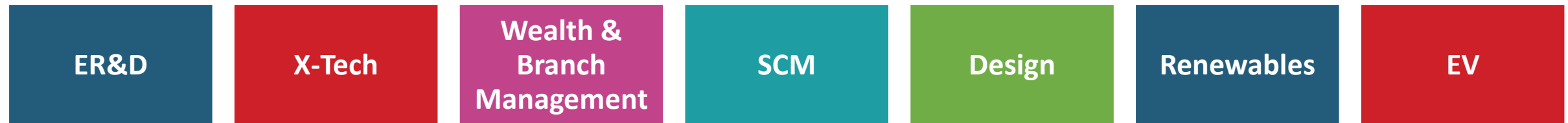


A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.



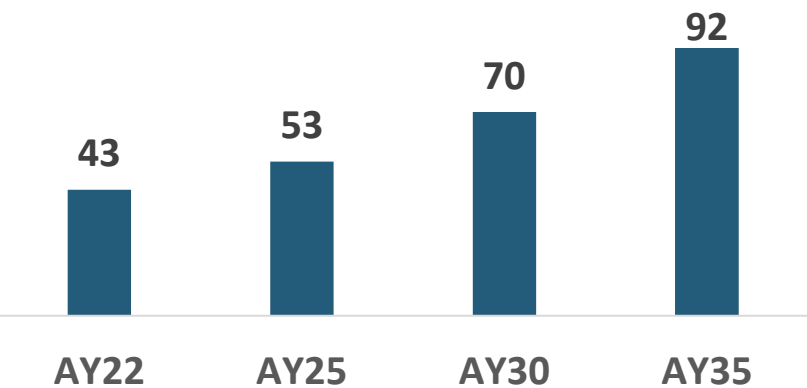


Rapid and significant changes in the skills landscape due to multiple industry transformations, including AI, require continuous upskilling and reskilling.

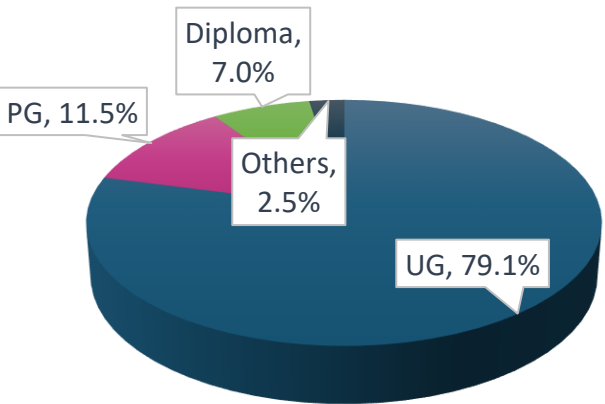


Large talent pool needs lifelong learning.

Growing Higher Education Enrollments (M)



Enrollments by Level



45,473
COLLEGES

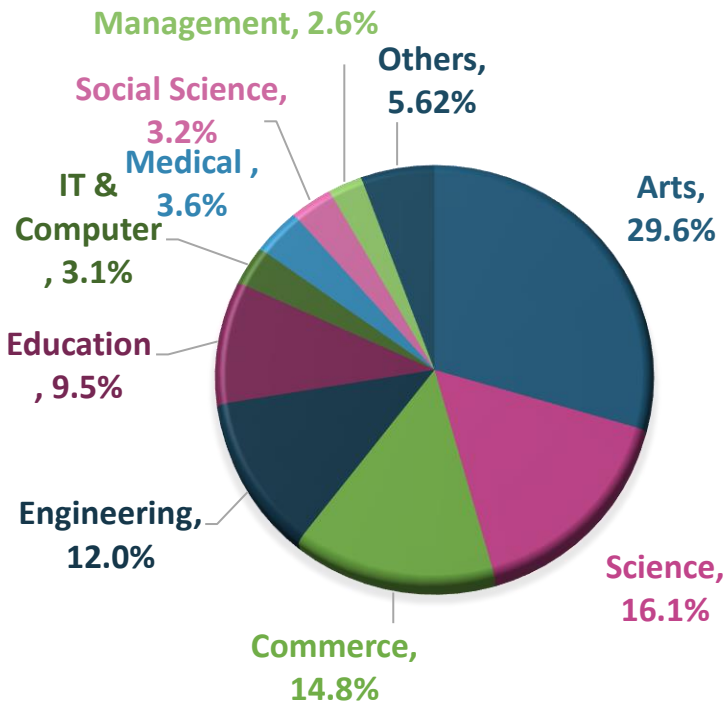
1,168
UNIVERSITIES

28.4%
GER

43M
ENROLMENTS

10.7M

CURRENT ANNUAL GRADS
EXPECTED TO BE 2X BY AY35

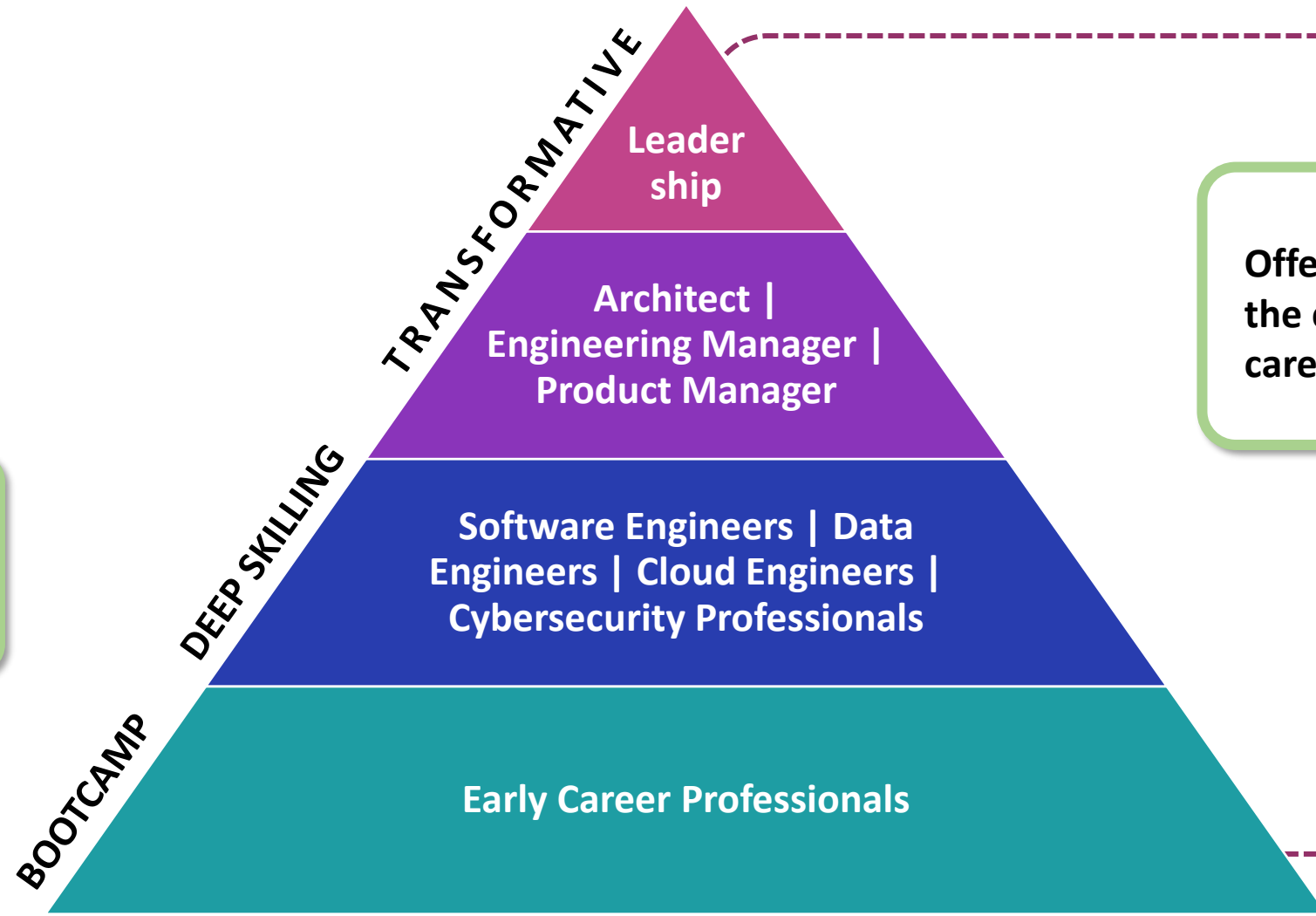


Grads by Area

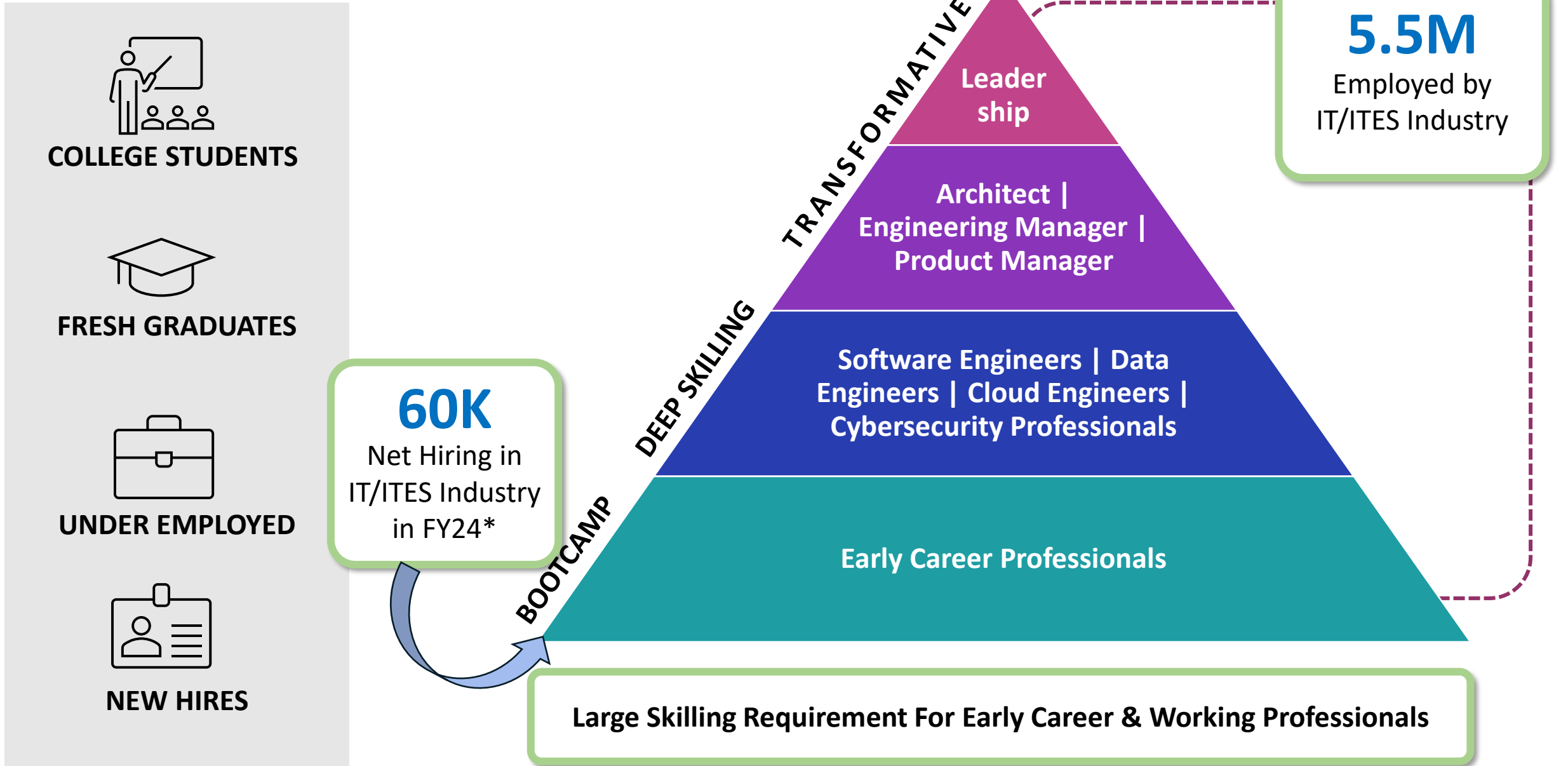
**STACK
ROUTE**

RIPS
learn..evolve

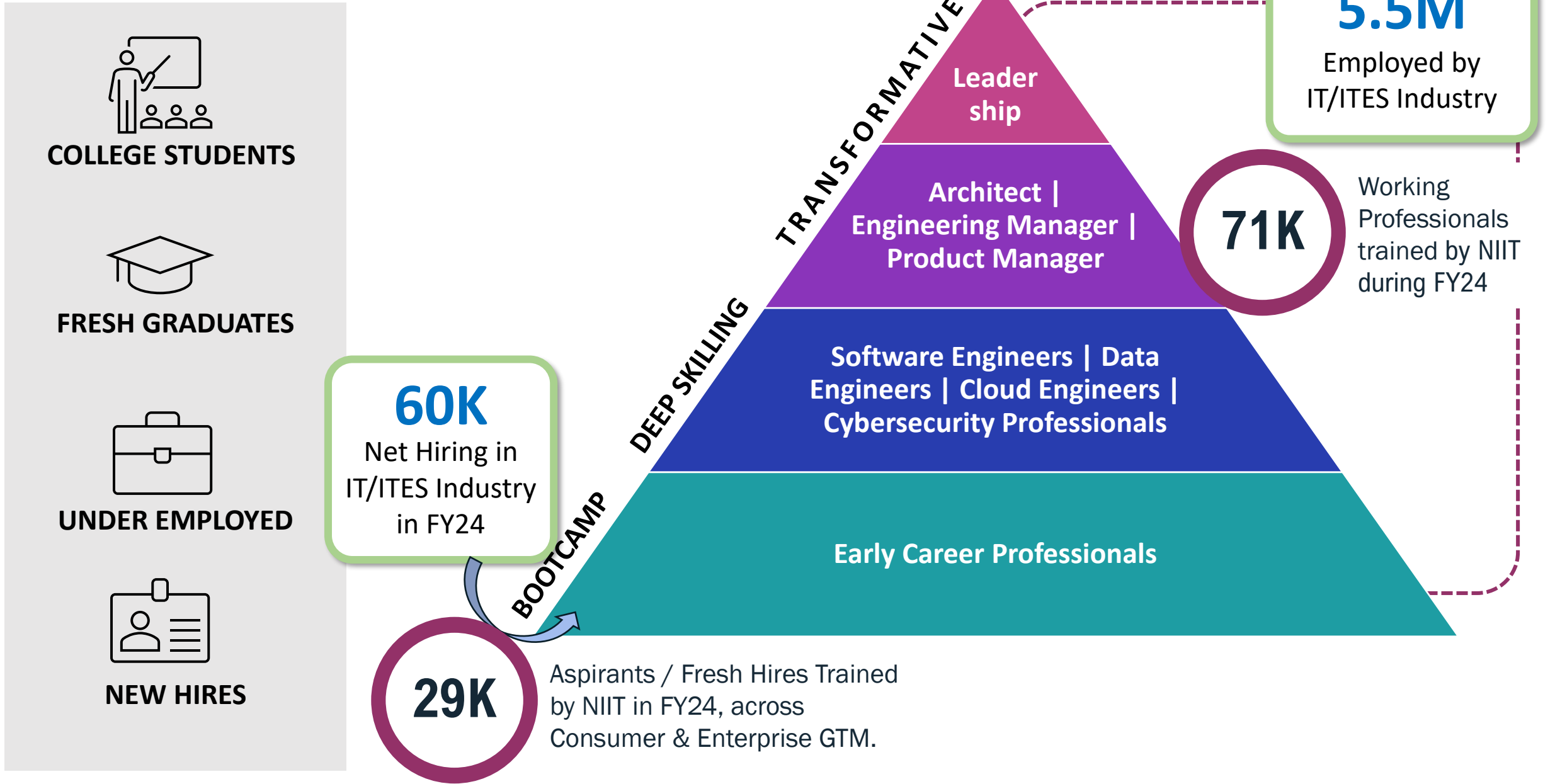
End-End Offerings For
Technology Careers

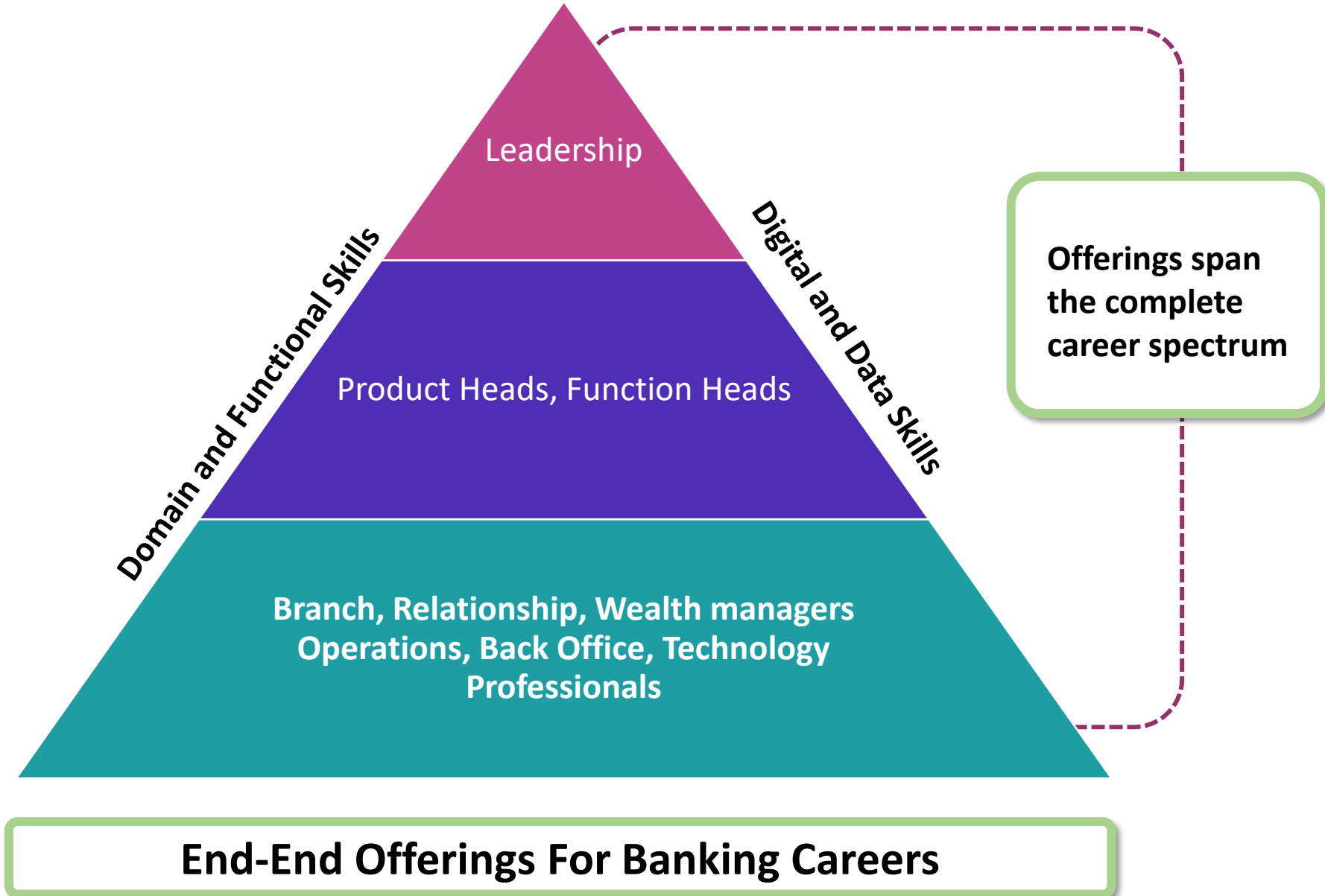


Offerings span
the complete
career spectrum



*Net Hiring Number for FY24 was exceptionally low given the prevailing demand uncertainty in the IT Industry







COLLEGE STUDENTS



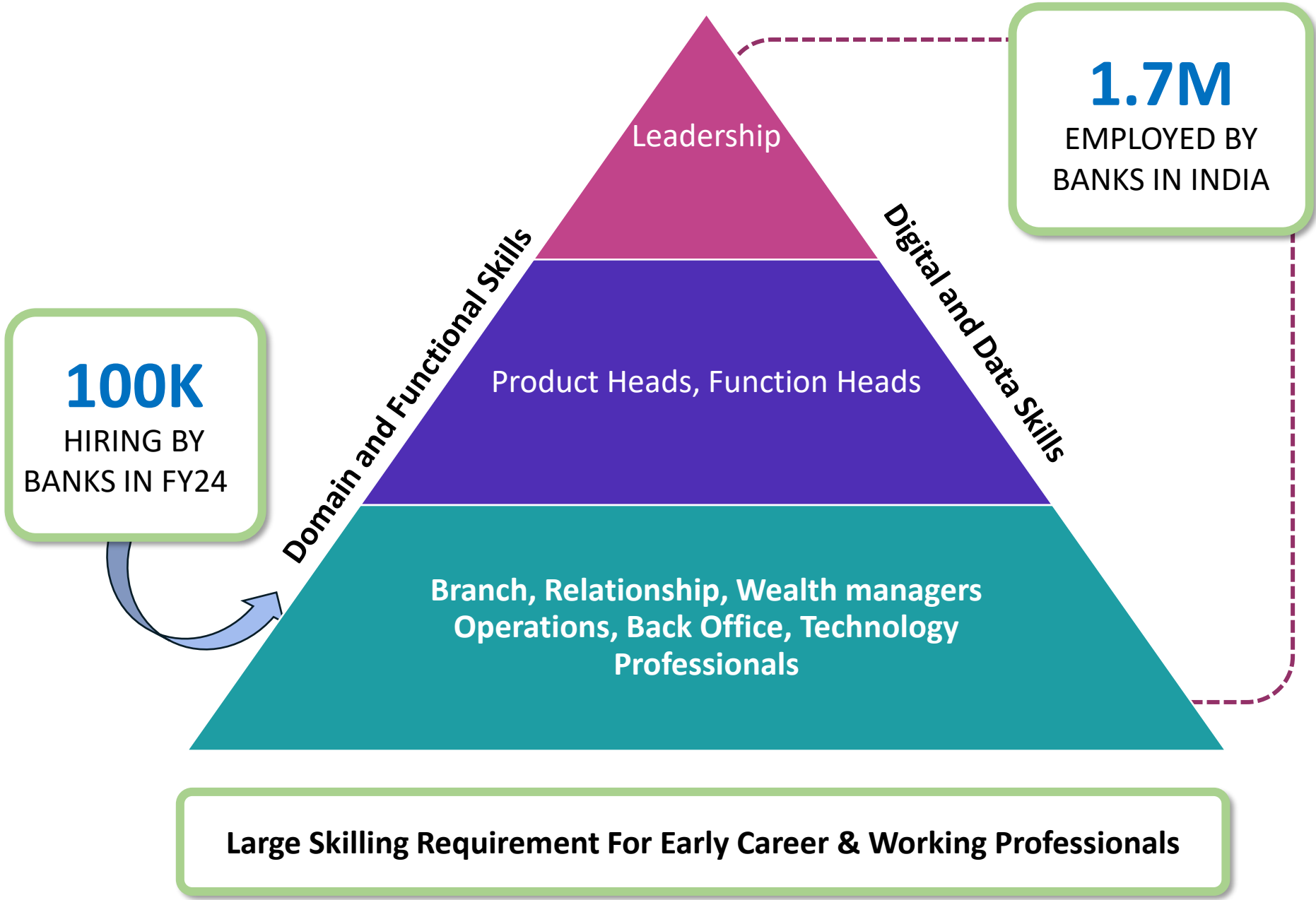
FRESH GRADUATES



UNDER EMPLOYED



NEW HIRES





COLLEGE STUDENTS



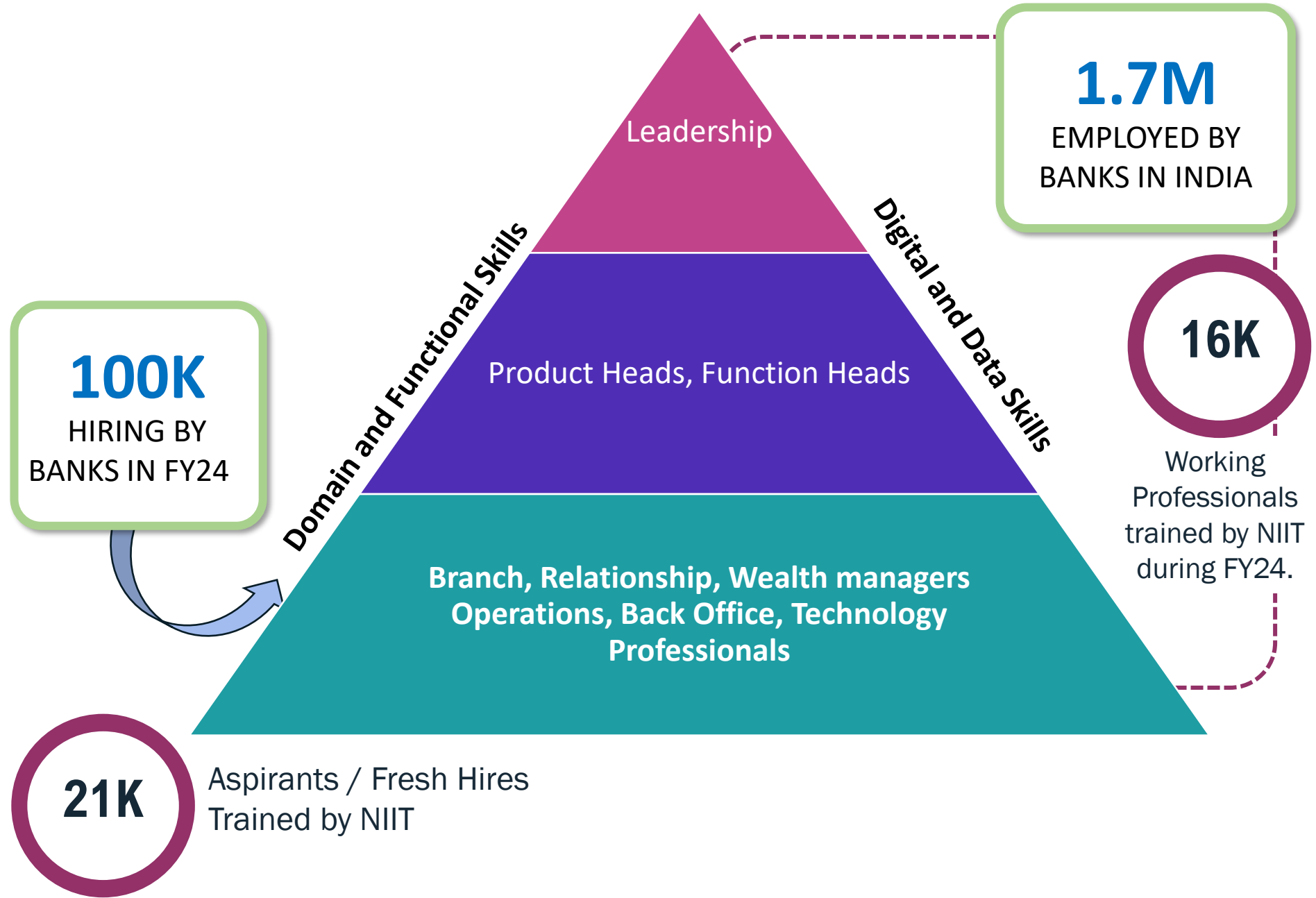
FRESH GRADUATES

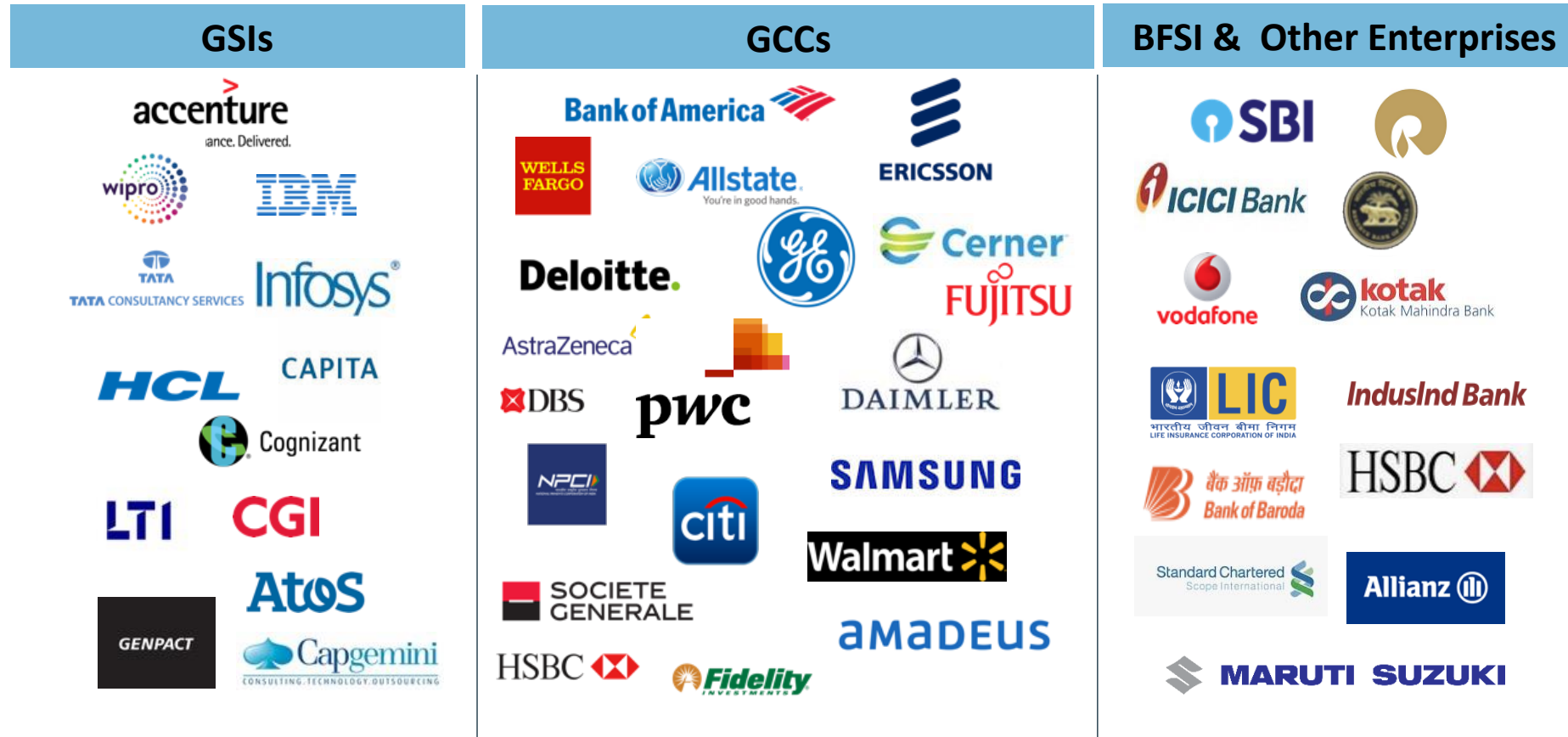


UNDER EMPLOYED



NEW HIRES





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

200+
Marquee
Enterprises

Top 40
Average Revenue >
INR 45 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

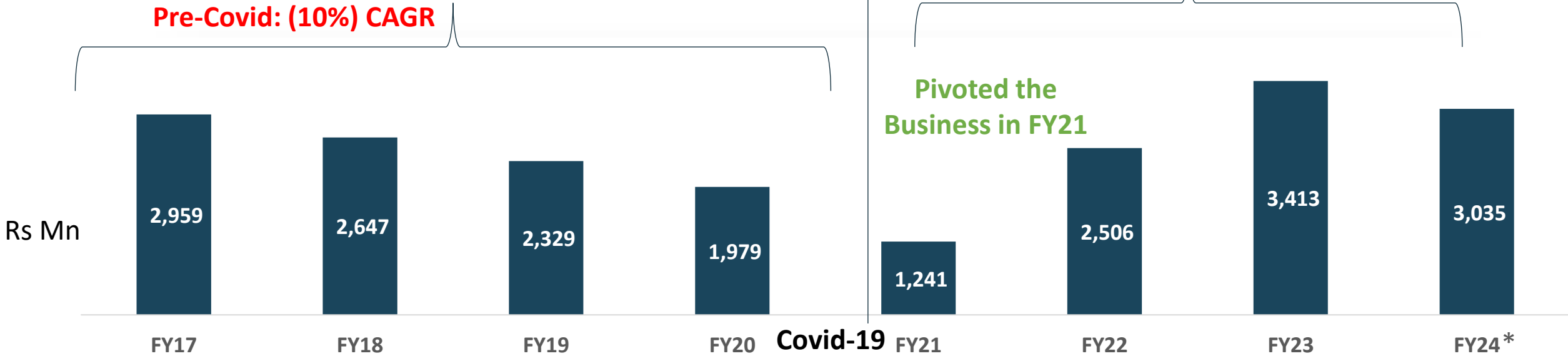
Best in Class OEM relationships ensure early access to cutting edge technology

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 - 25% CAGR

Revenues higher vs pre-covid period

*While volumes were impacted in FY24 due to freeze in IT hiring, Business was back to Y-o-Y growth in Q4 FY24

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

Experienced
Business
Leadership
Team
passionate
about
education &
training



Pankaj Jathar
CEO



Udai Singh
President Global
Products & Learning
Delivery



Pradeep Narayanan
President NIIT Digital &
Growth Initiatives



Kamal Dhuper
President
NIIT China



Prasad Balakrishnan
CEO RPS Consulting



Mita Brahma
Head – Human
Resources



Sanjeev Bansal
CFO



Yogesh Bhat
Business Head
Enterprise IT Training



Gaurav Nigam
Business Head
BFSI Training



Vipul Sinha
Business Head
SSE

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

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**



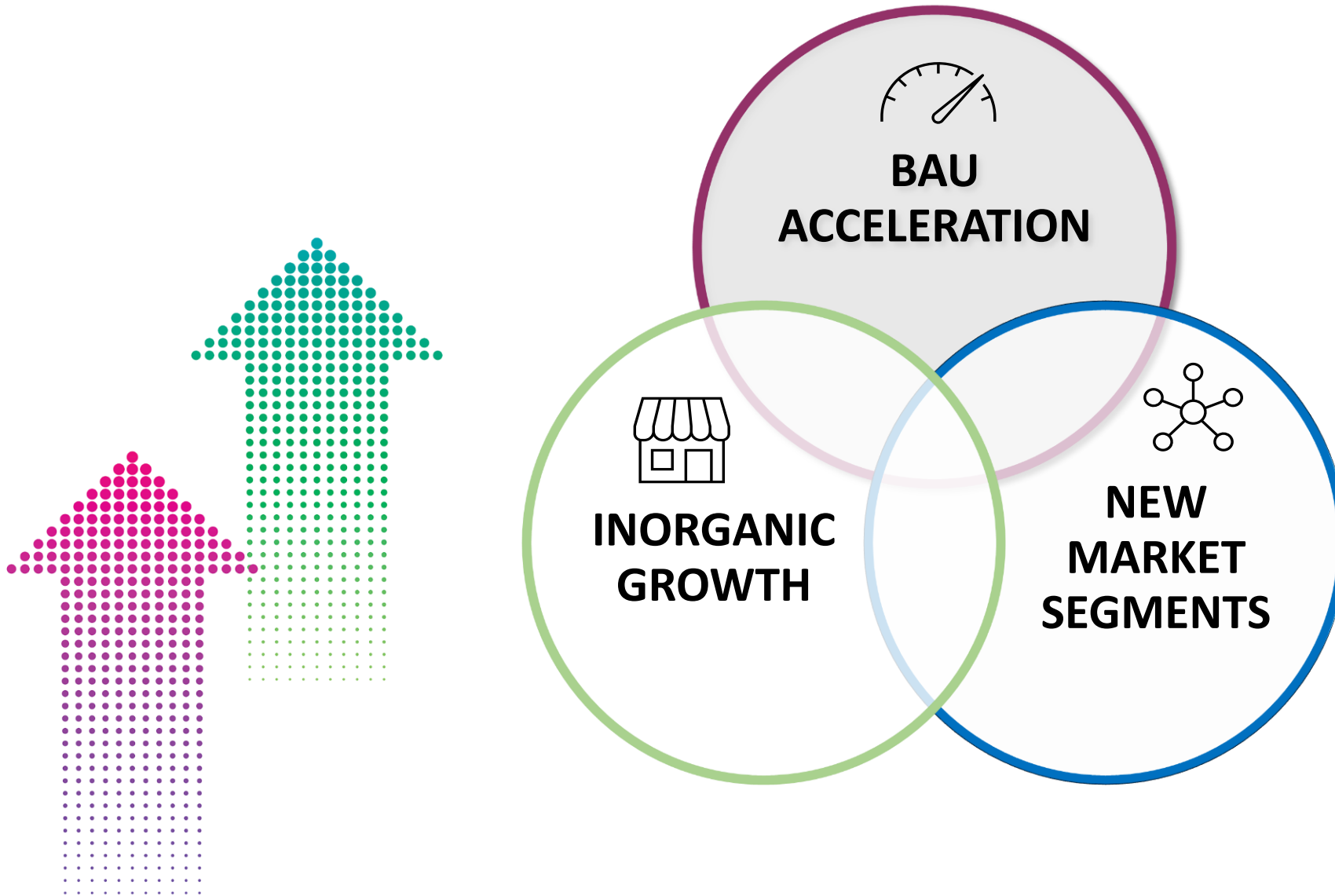
**Differentiated Deep
Skilling Methodology
delivered on Scalable
Digital Platform with
Proven Outcomes**



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



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

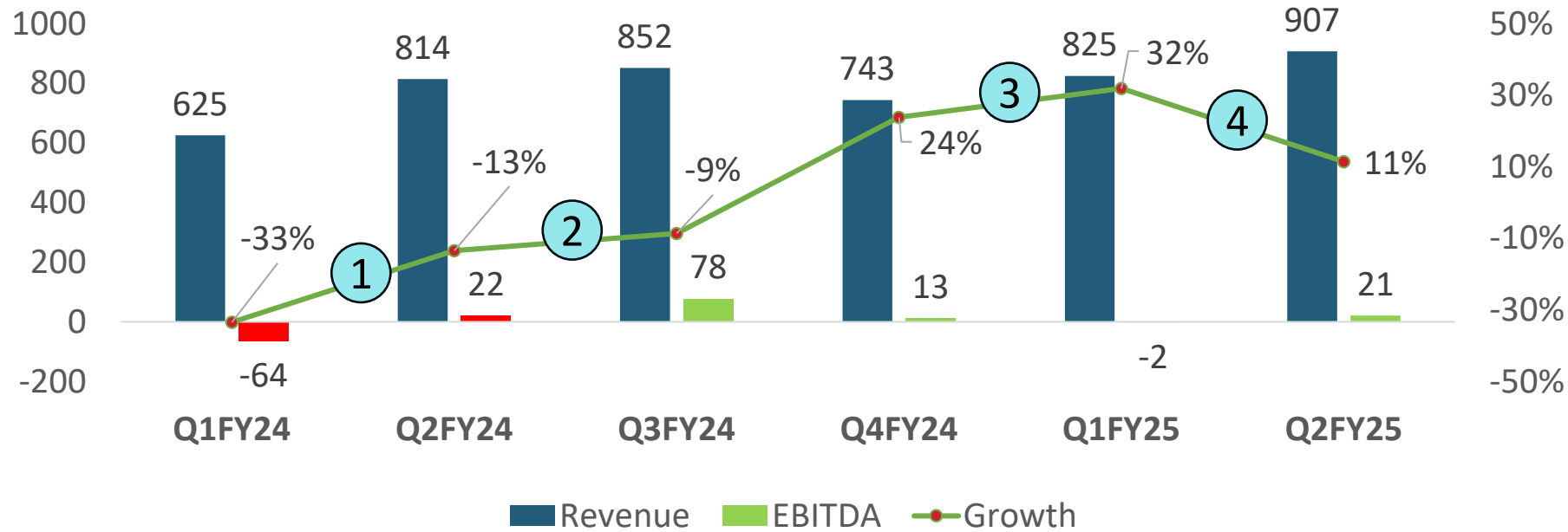


Q2 FY25

Performance Update

NIIT: Quarterly Revenue, EBITDA and Growth Trend

Amounts in Rs. million



- ① Continuing freeze in hiring by technology firms and compression in training spends driven by macro uncertainty impacted growth
- ② While hiring by Tier 1 GSIs remained low, business recovered during the year. This was driven by
 - Success with Tier 2 GSIs,
 - Increased penetration in GCCs
 - Expansion in BFSI and Large Indian Enterprise
- ③ As a result, business is back to YoY growth from Q4 FY24
- ④ Business continues to experience growth with increased penetration in the BFSI, GCCs/GSIs, and India Enterprise segments. IT hiring has started to pick up, though overall volumes remain low.

Sequential growth expected to sustain, barring seasonality impact

Hiring resumption by Tier 1 GSIs likely to result in step increase in revenue run rate

New products, new initiatives expected to lead to acceleration

Application of Funds	
Fixed Assets (Including Land & Building)	1,948
Goodwill	835
Deferred Tax Assets	165
Cash & Equivalents	7,201
Trade Receivables	511
Other Assets	1,168
Current Liabilities	(1,286)
Total Application of Funds	10,541

Rs. 7,201 M

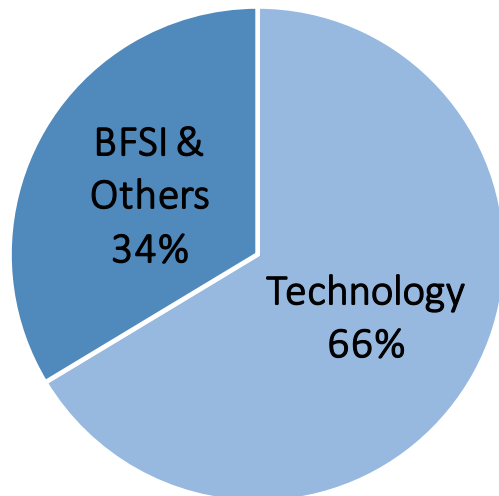
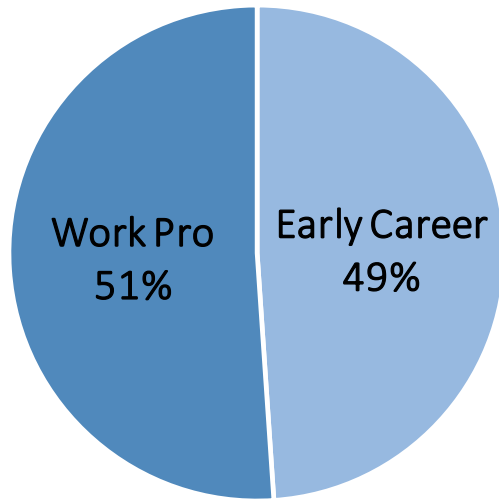
Net Cash available for
growth investments

Low Capital Intensity in
operating business with shift
to digital learning

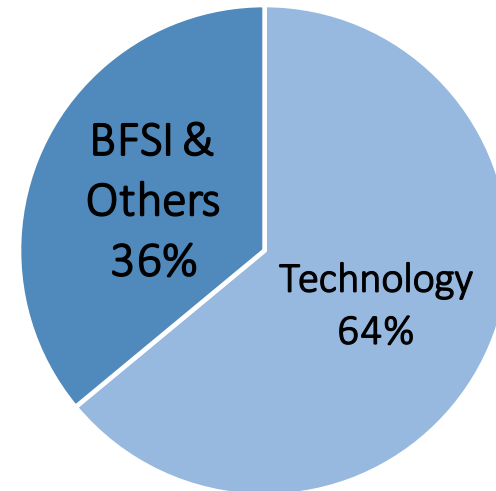
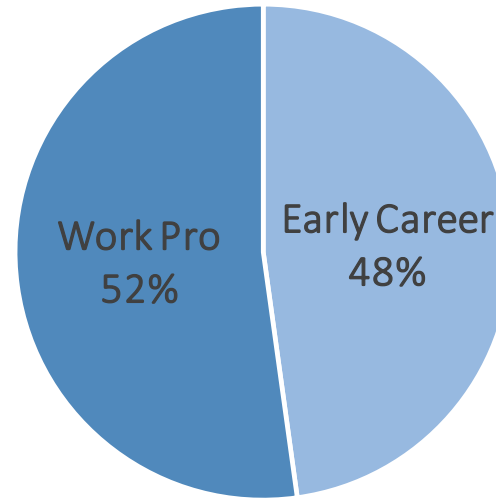
Strong liquidity available on
balance sheet

Mandate to invest in
Innovation & Growth

Q2 FY24

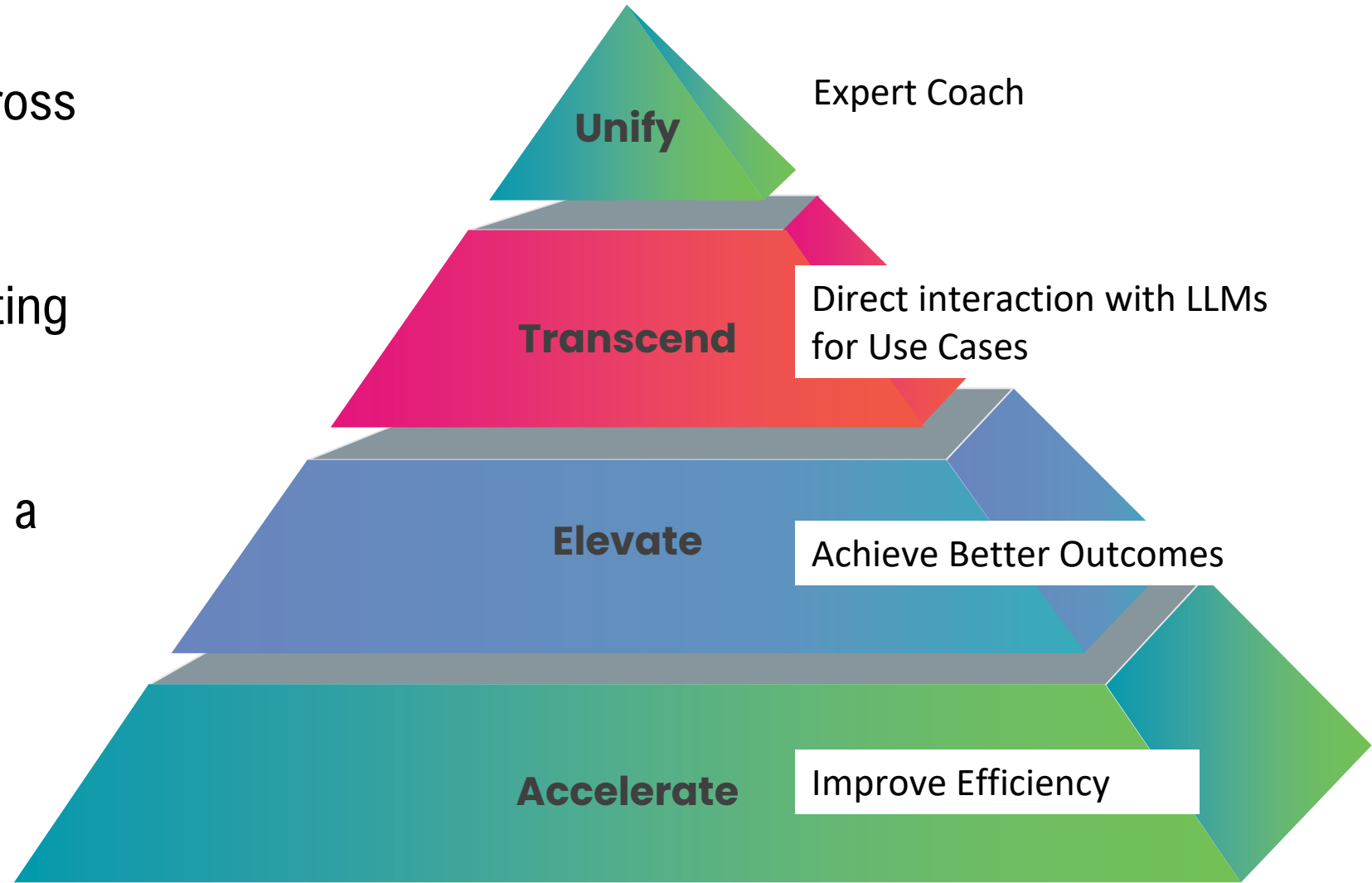


Q2 FY25



- Revenue from Technology programs at INR 580 Mn up 7% YoY & 6% QoQ; contributes 64%
- BFSI & Other program continues to remain robust at INR 327 Mn up 19% YoY & 17% QoQ; contributes 36% vs 34% last year

- 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





You can't spell
TRAINING without
NIIT