

NIIT Limited: Investor Presentation

March 2024

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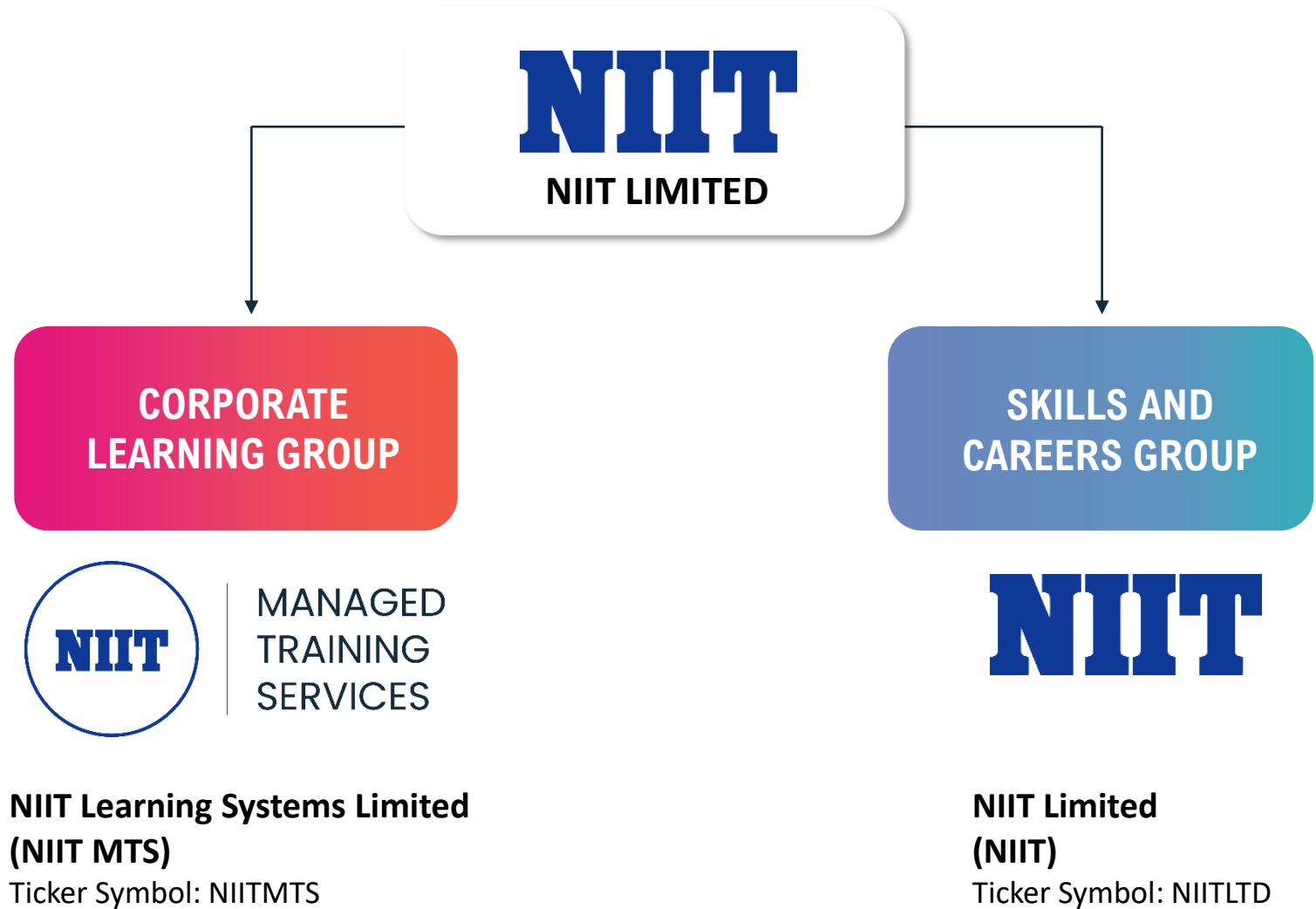
NIIT

Organizational Announcement

Demerger Completed

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

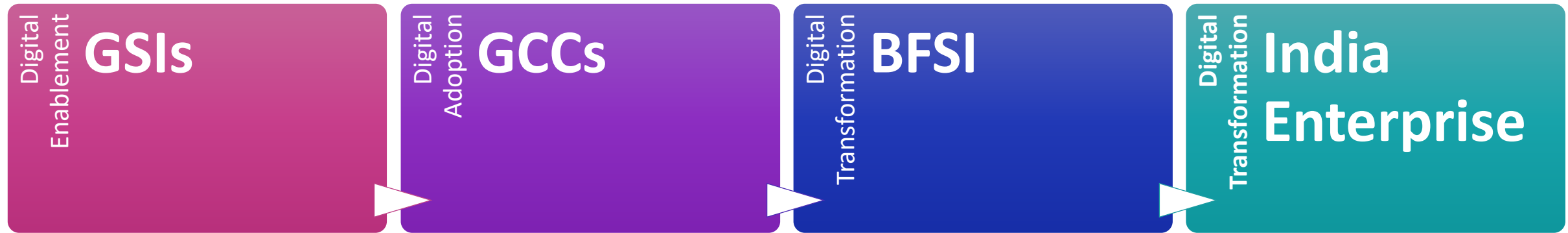
NIIT Learning Systems Limited listed on the stock exchanges (BSE/NSE) on August 8, 2023.



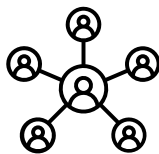
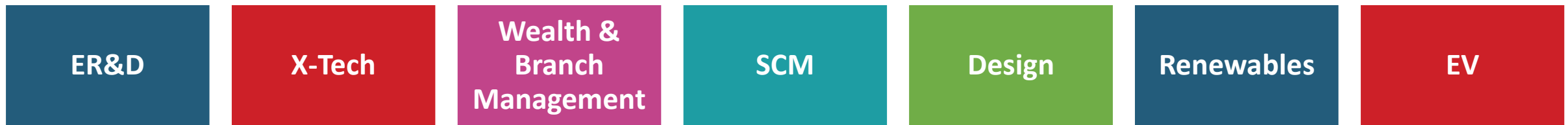


A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.



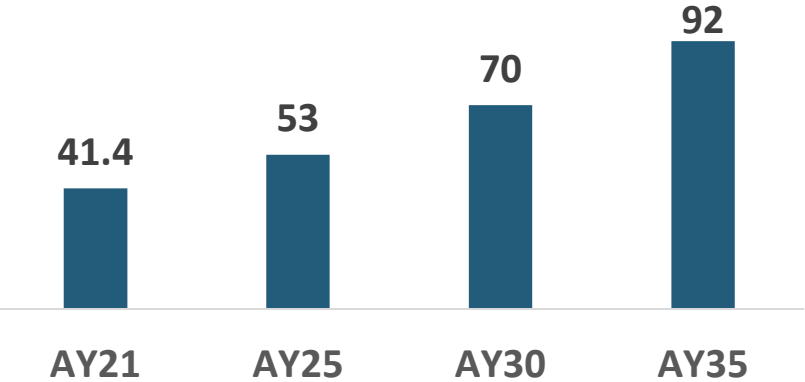


Rapid and significant changes in the skills landscape due to multiple industry transformations require continuous upskilling and reskilling.

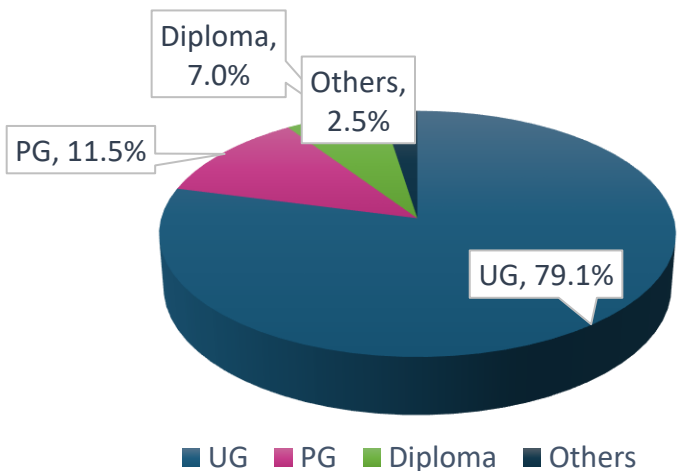


Large talent pool needs lifelong learning.

Growing Higher Education Enrollments (M)



Enrollments by Level



43,796
COLLEGES

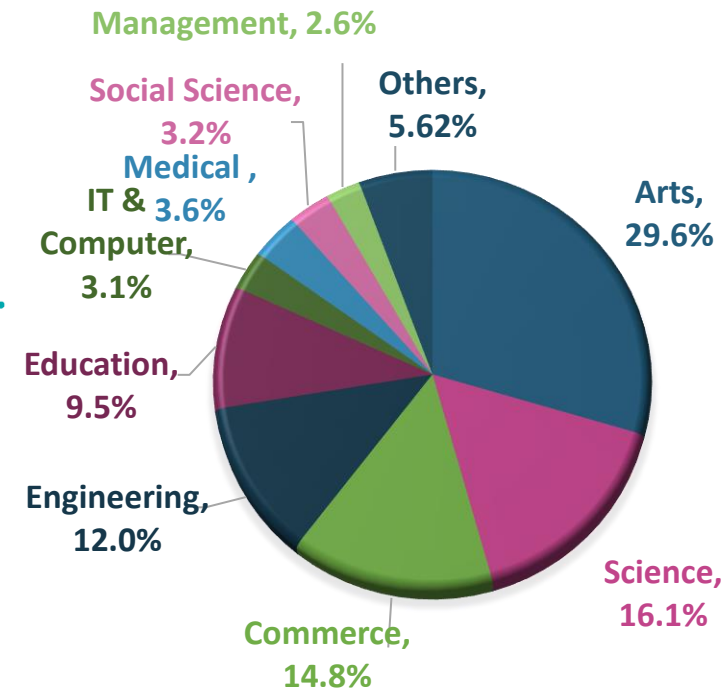
1,113
UNIVERSITIES

27.1%
GER

41.4M
ENROLMENTS

9.5M

CURRENT ANNUAL GRADS
EXPECTED TO BE 2X BY AY35

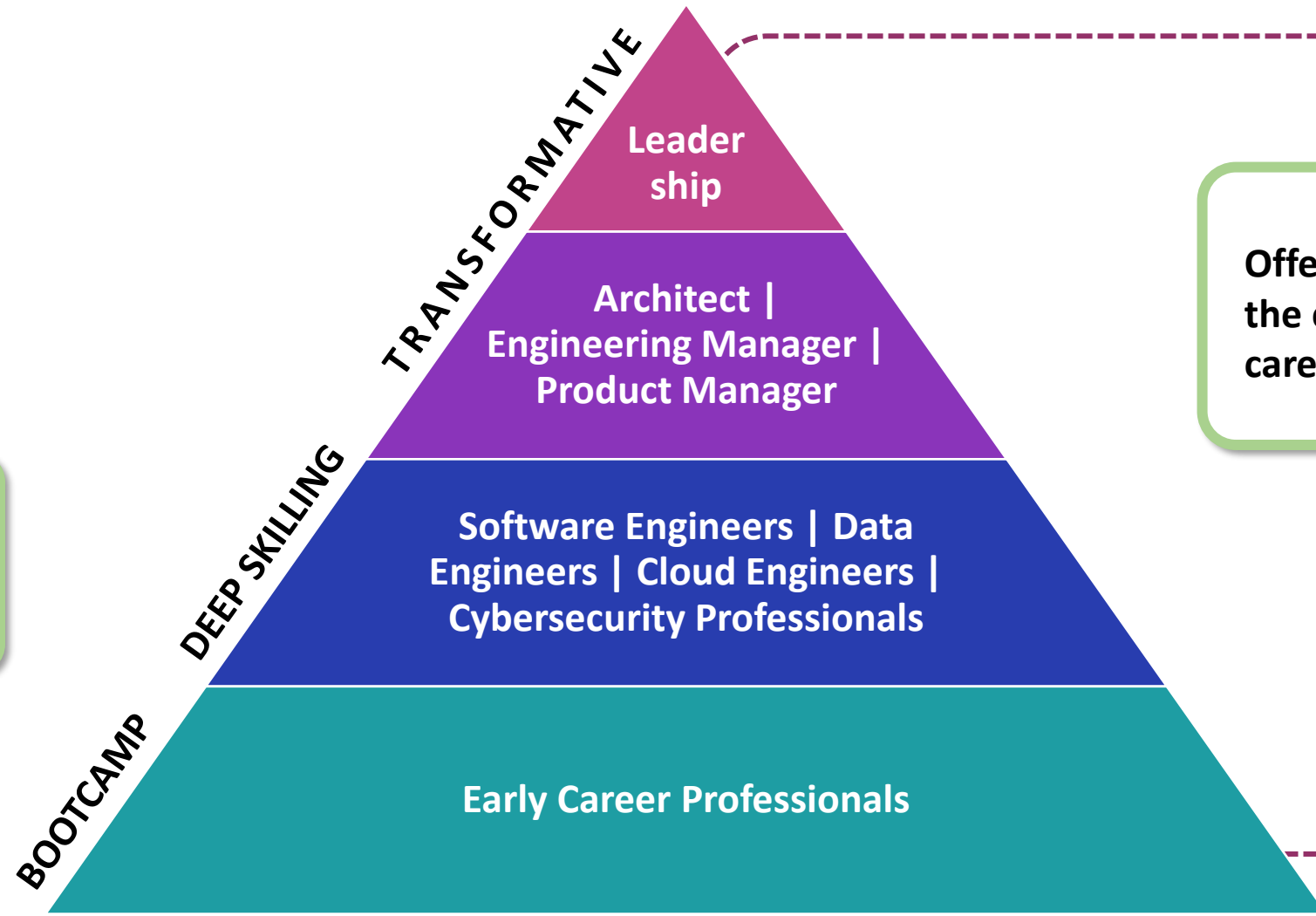


Grads by Area

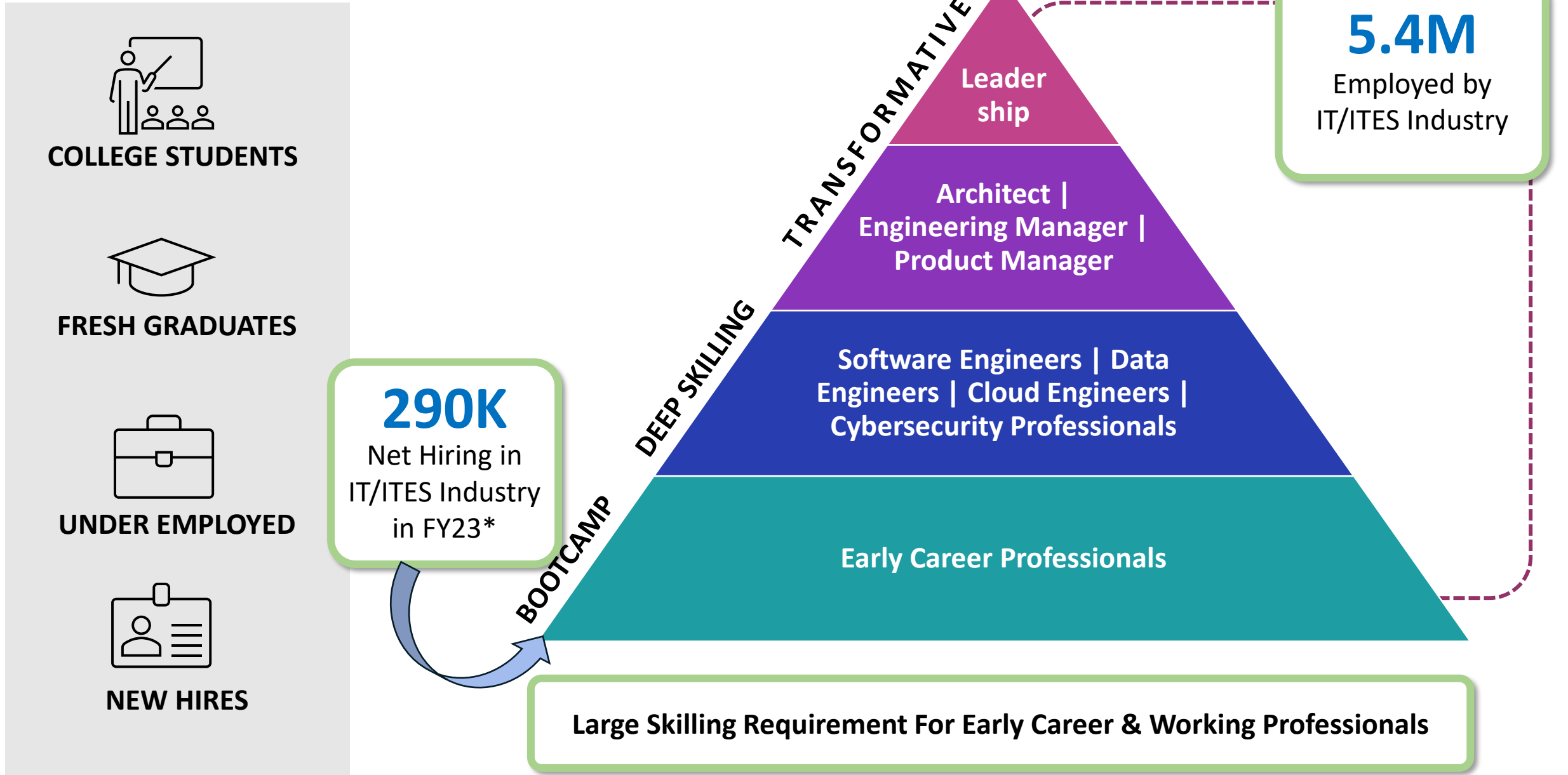
**STA
CK
ROUTE**

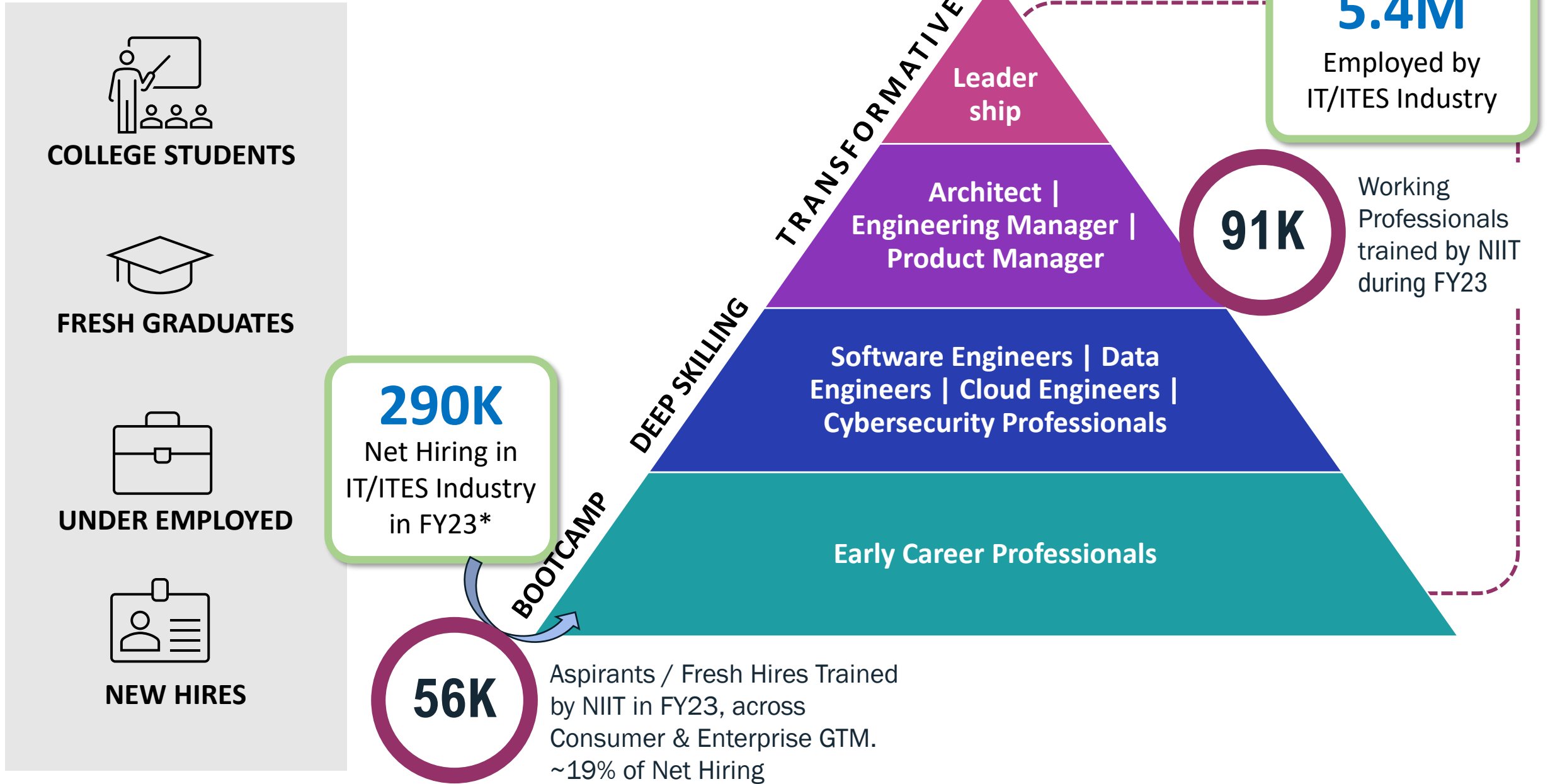
RIPS
learn..evolve

End-End Offerings For
Technology Careers



Offerings span
the complete
career spectrum





Technology: Market Share

NIIT

290K

Net Hiring in IT/ITES
Industry in FY23*

540K

IT/ITES Employees
Get External Training

19%

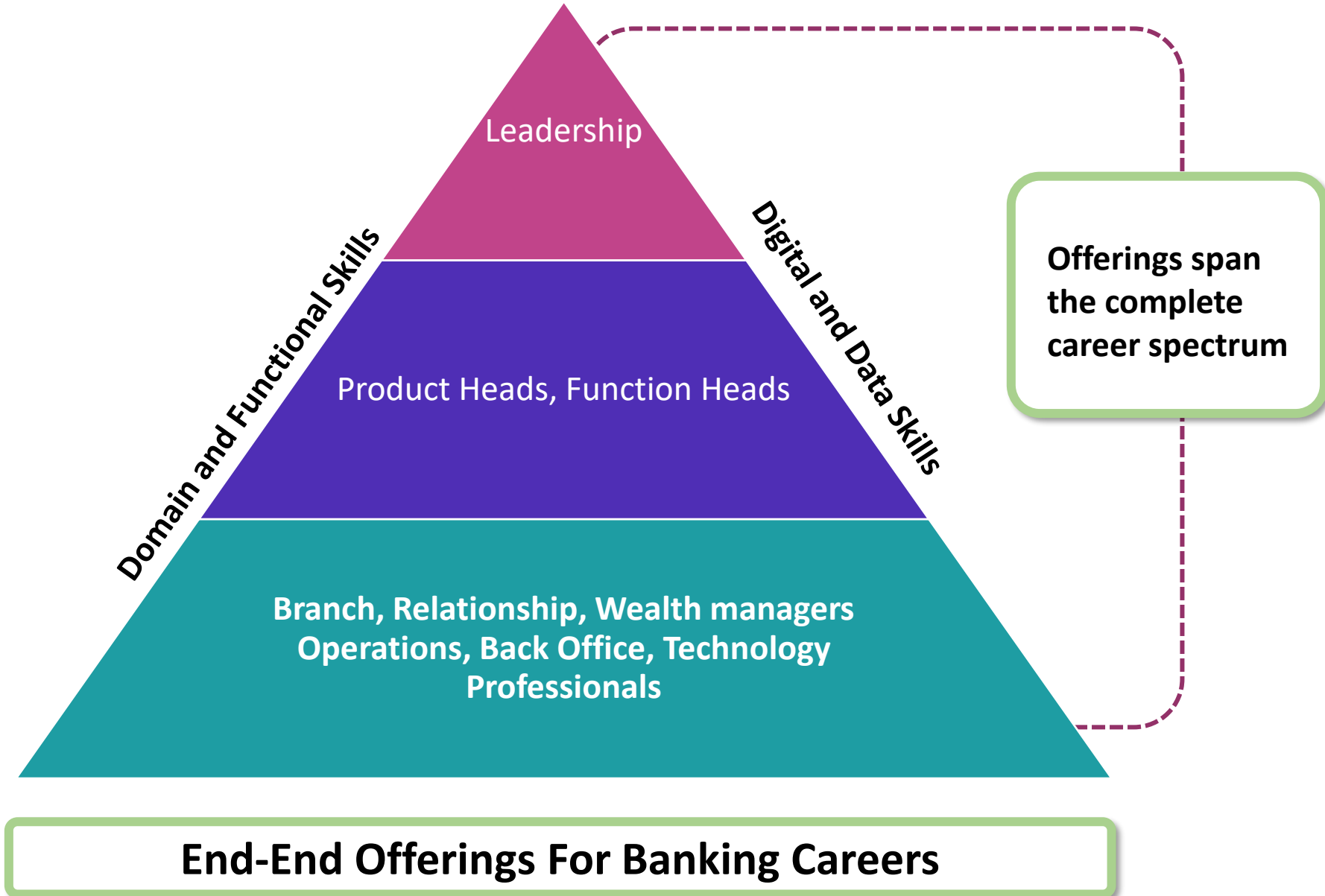
Early Career Training

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



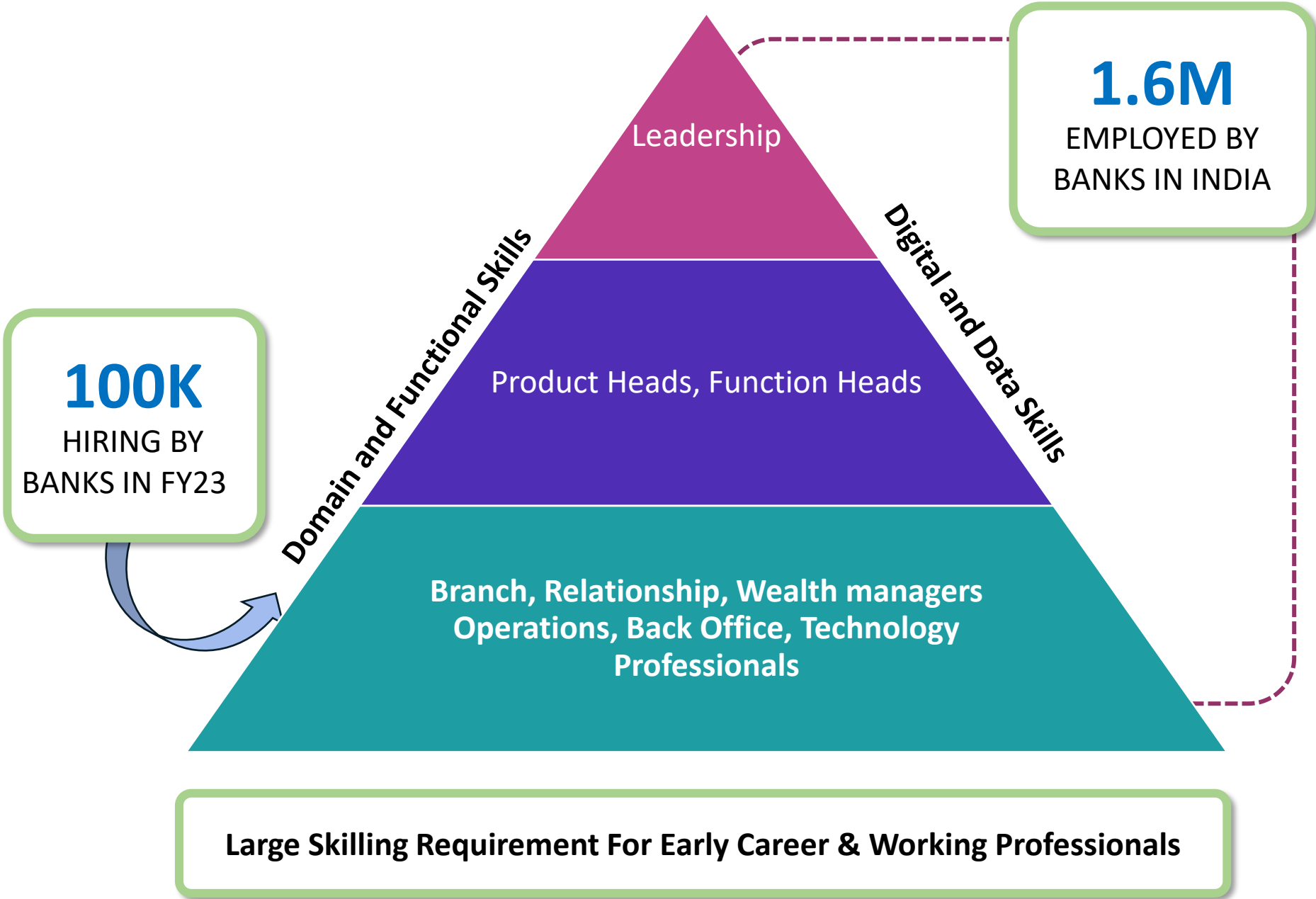
FRESH GRADUATES



UNDER EMPLOYED



NEW HIRES





COLLEGE STUDENTS



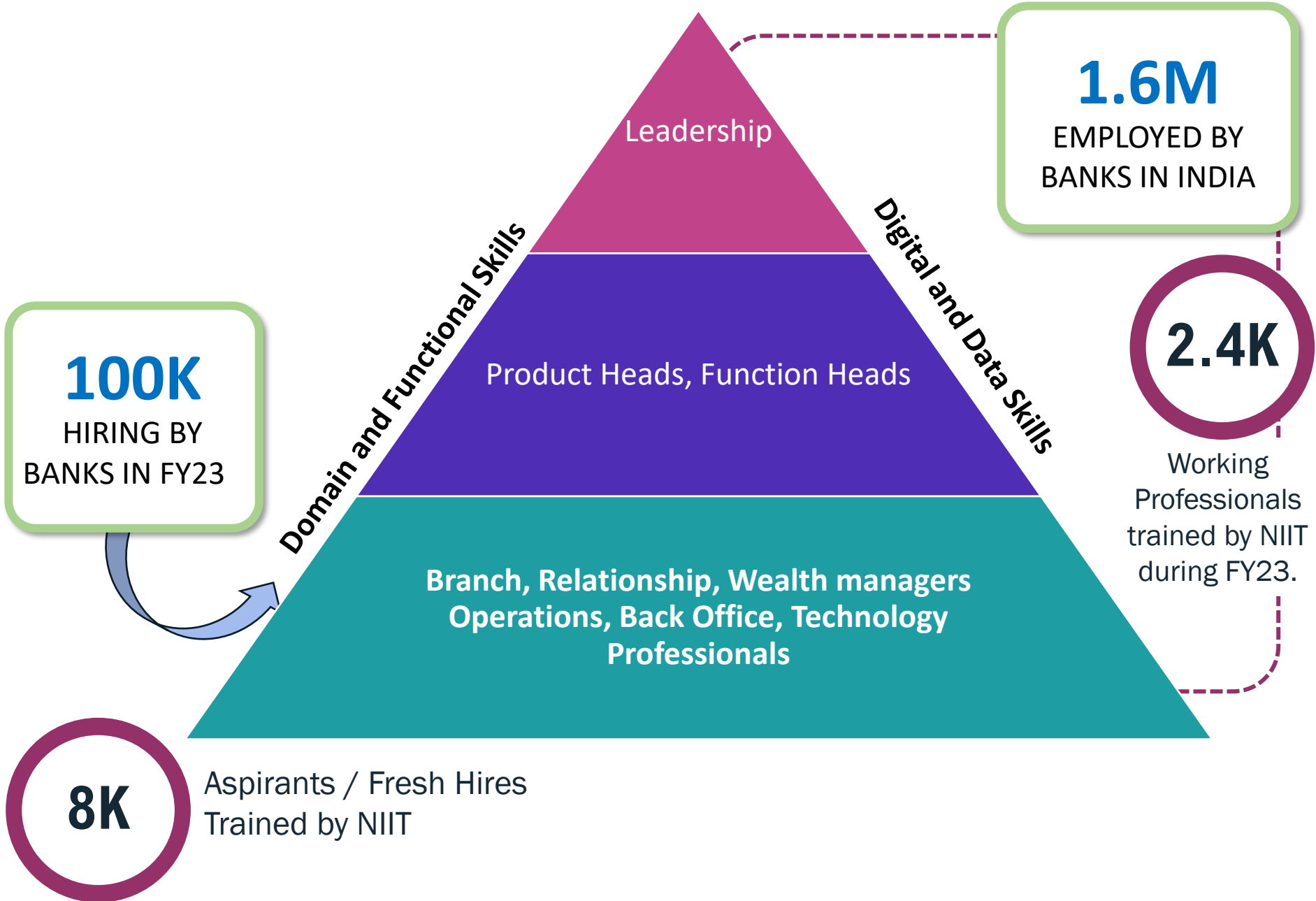
FRESH GRADUATES



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'**



| GSI | GCCs | BFSI & Other Enterprises |
|--------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------|
| | | |

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

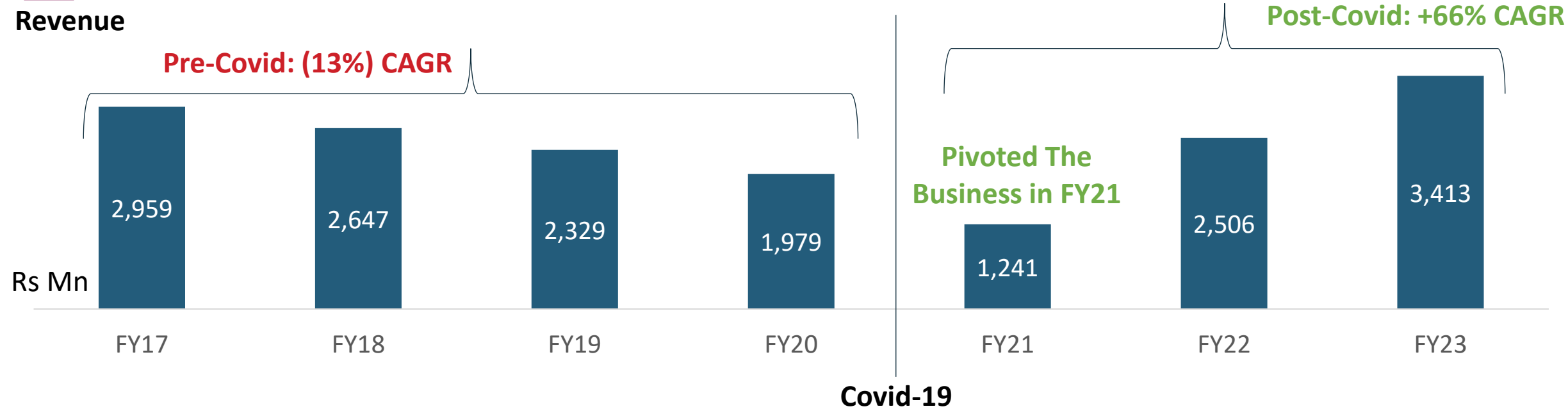
Strong OEM Partnerships

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



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

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**



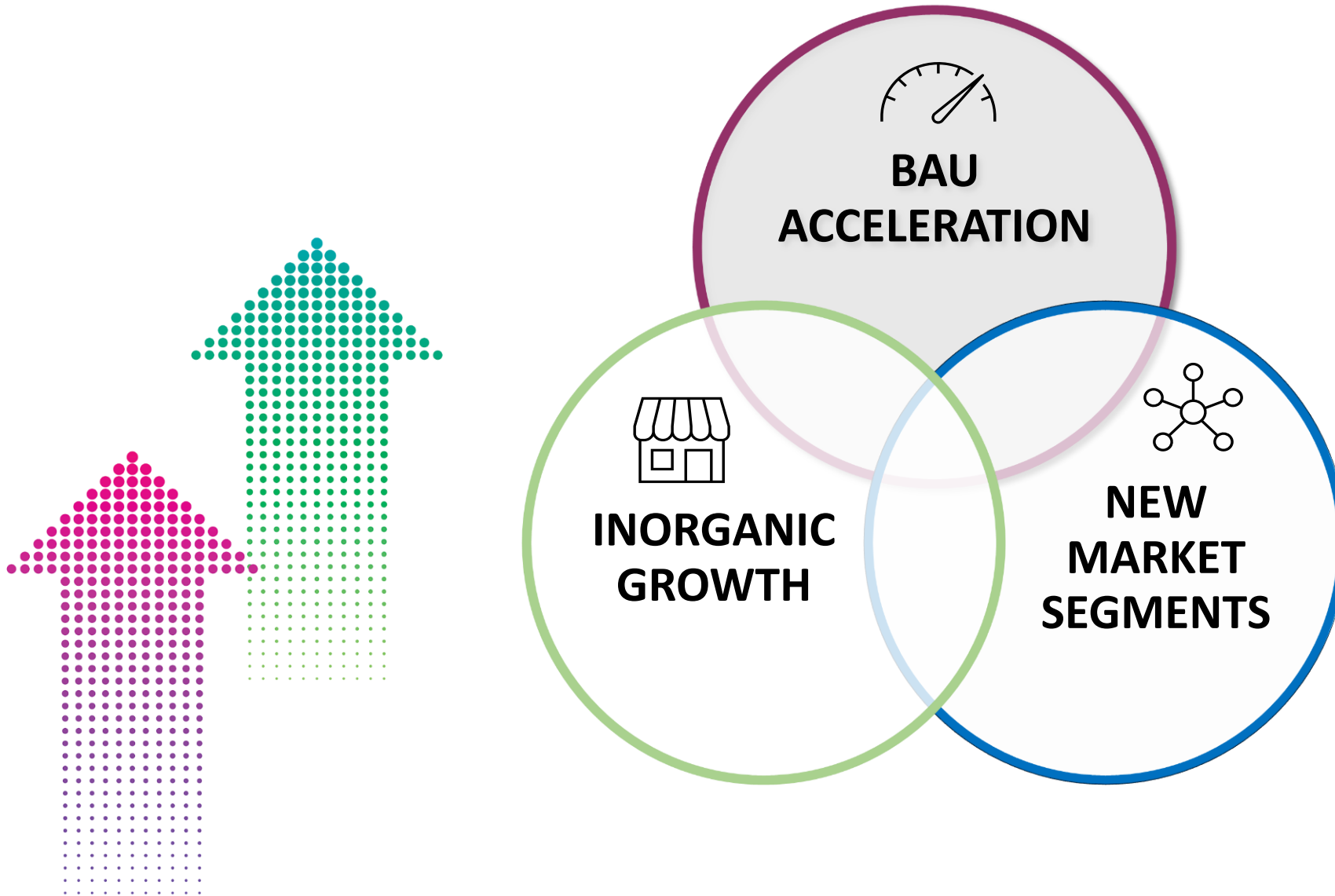
**Differentiated Deep
Skilling Methodology
delivered on Scalable
Digital Platform with
Proven Outcomes**



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



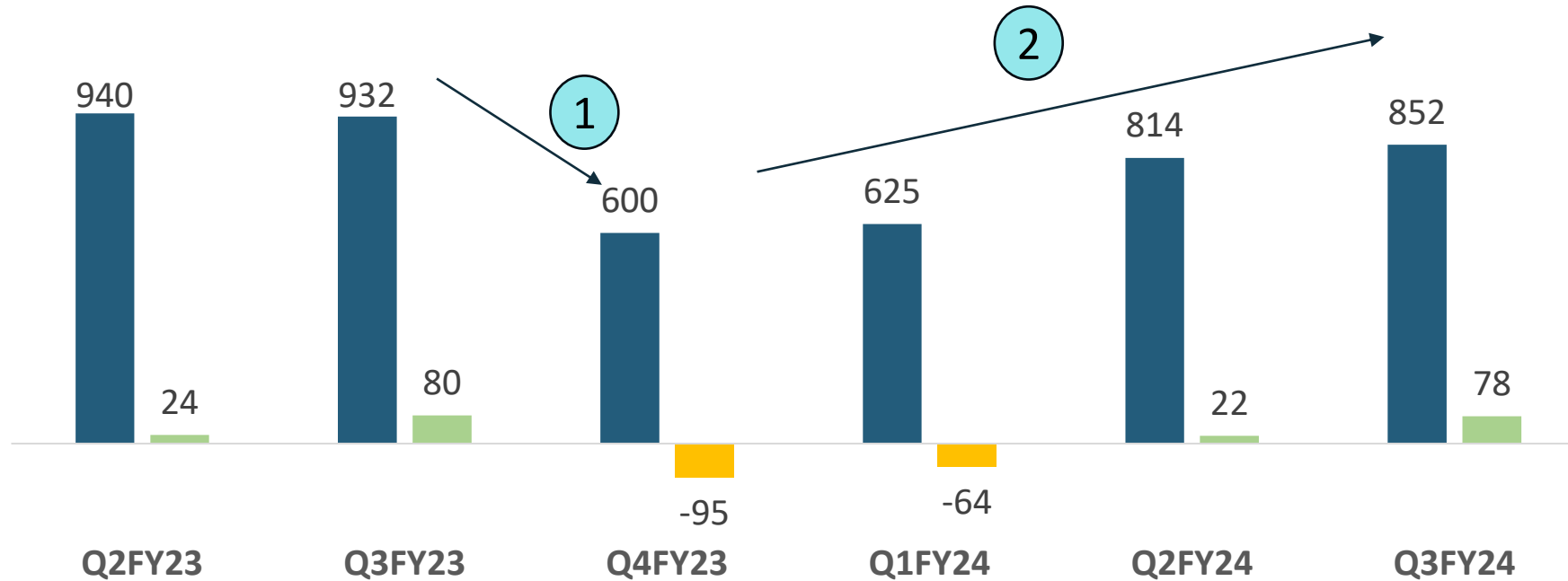
**Strong Balance Sheet
for
investments in
innovation & growth**



Q3 FY24

Performance Update

NIIT: Quarterly Revenue & EBITDA Trend



1 Temporary freeze in hiring by technology firms and compression in training spends driven by macro uncertainty

- 2 While Tier 1 GSIs have not resumed hiring, recovery driven by
- Success with Tier 2 GSIs, increased penetration in GCCs, and expansion in BFSI leads to strong recovery in H1
 - Cost optimization & efficiency gains lead to positive EBITDA at lower revenue run rate

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) | 1,793 |
| Goodwill | 835 |
| Deferred Tax Assets | 174 |
| Cash & Equivalents | 7,179 |
| Trade Receivables | 467 |
| Other Assets | 1,231 |
| Current Liabilities | (1,425) |
| Total Application of Funds | 10,254 |

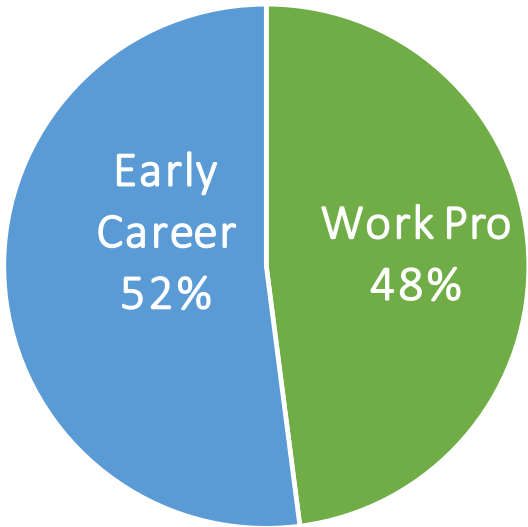
Rs. 7,179 M

Net Cash available for
growth investments

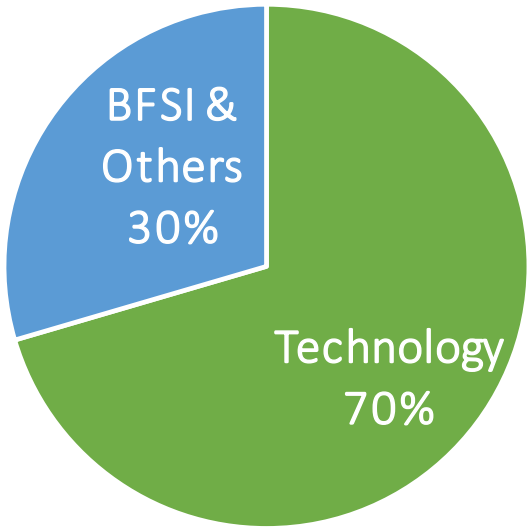
Low Capital Intensity in
operating business with shift
to digital learning

Strong liquidity available on
balance sheet

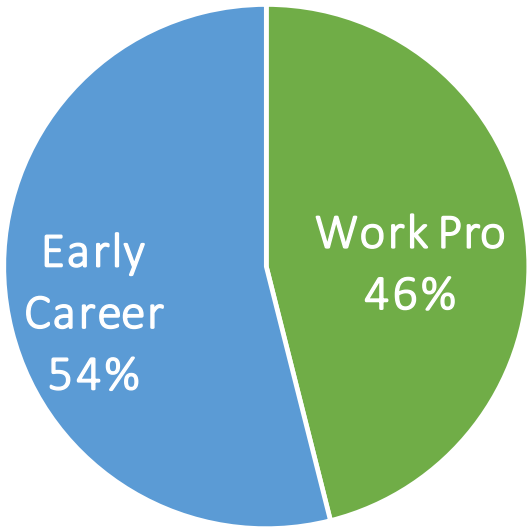
Mandate to invest in
Innovation & Growth



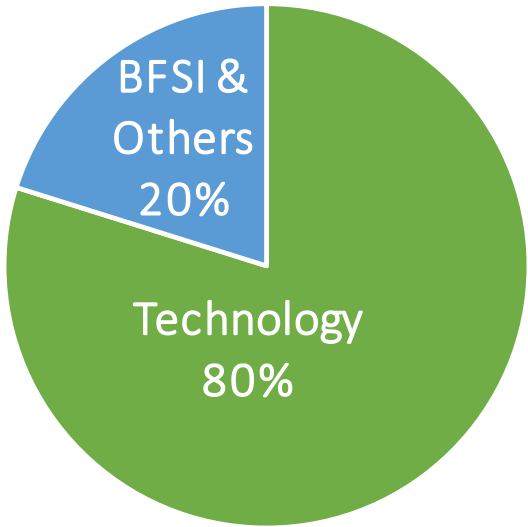
Q3 FY24



Revenue Mix



Q3 FY23



>42 K
Enrollments in Q3 FY24
Across Early Career &
Working Professionals



You can't spell
TRAINING without
NIIT