

# #Unlock #WithNIIT

## Transforming talent with AI

By Anand Kulkarni



To ensure talent development remains aligned to the constantly changing business landscape, organisations need to use technologies that can best test their 'next' for AI adoption.

This is the technology I would like to see – a technology that seamlessly integrates data across a company's HCM (Human Capital Management) platform with LMS (Learning Management System) and LXP (Learning Experience Platform), and allows them to gain insights into the talent value chain.

This integration of data often using AI can enable corporations to leverage their talent assets and realise them in necessary to achieve significant competitive advantages over those who cannot. We need to be rethinking ourselves that business evolve, adapt and transform, talent is likely to be the key competitive advantage for most organisations. Getting it right is everything about the talent assets a corporation has access to will be critical as they plan their transformation journeys.

The author is CEO of NIIT



NIIT announces 2nd edition of EdTech Growth Summit to Build Next Gen Leaders of India

The 2nd edition of the EdTech Growth Summit to Build Next Gen Leaders of India will be held on 15th December 2022 at the Sheraton Hotel, Mumbai. The summit will focus on the latest trends and innovations in education and upskilling, the EdTech ecosystem and how the ecosystem is set to change through digital transformation. The summit will also feature a panel discussion on the role of EdTech in the future of education and a keynote address by the Minister of Education, Government of India.

NIIT bags Gold for Excellence in Employee Rewards and Recognition Strategy at ET Human Capital Awards Summit 2022

NIIT has been awarded the Gold award for Excellence in Employee Rewards and Recognition Strategy at the ET Human Capital Awards Summit 2022. The award is a testament to NIIT's commitment to its employees and its focus on creating a high-performance culture. The award was presented to NIIT by the ET Human Capital Awards Summit 2022 jury.

NIIT, HDFC Design Program to Skill Virtual Relationship Management Professionals

NIIT and HDFC Bank have launched a new program to skill Virtual Relationship Management (VRM) professionals. The program is a 6-month course that will equip professionals with the skills and knowledge needed to excel in the VRM role. The program will be delivered through a combination of online and offline learning.

NIIT, HDFC Bank launch training program for relationship management roles

NIIT and HDFC Bank have launched a new training program for relationship management roles. The program is a 6-month course that will equip professionals with the skills and knowledge needed to excel in the relationship management role. The program will be delivered through a combination of online and offline learning.

## Bloomberg NIIT Limited Bags 'Best Digital Adoption Partner'

By Anand Kulkarni



NIIT was named the Best Digital Adoption Partner for India's Enterprise Business by Bloomberg Businessweek's 2022 Awards.

NIIT's Enterprise Business helps deliver results with enterprise-wide solutions to help clients build and enhance digital capabilities. It focuses on customer experience, productivity and learning. NIIT's Enterprise Business has helped many organisations build contemporary workforce in technology, digital, business and customer service.

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## moneycontrol Adjacent skills can be a major driver of one's career prospects

By Anand Kulkarni

Adjacent skills can be a major driver of one's career prospects. In a rapidly changing job market, having skills that are related to your current role can give you a competitive edge. These skills can help you move into new roles and industries, and they can also help you advance in your current role.

NIIT offers a variety of courses that can help you develop adjacent skills. These courses are designed to help you gain the skills and knowledge you need to succeed in the job market. NIIT's courses are delivered through a combination of online and offline learning.

## moneycontrol NIIT Consolidated December 2022 Net Sales at Rs 454.65 crore, up 18.53% Yo-Y

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## NIIT Launches 2nd edition of 'EdTech Growth Summit to Build Leaders in India'

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## Best Digital Adoption Partner for India's Enterprise Business

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**2<sup>ND</sup> EDTECH GROWTH SUMMIT**  
— India's future Edtech leaders —  
March 14, 2023 | Virtual  
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**REGISTER NOW**  
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• AceVector Group & Titan Capital

**Ashwin Damera**  
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• Blume Ventures

**KK Natarajan**  
• MindTree & Mela Ventures

**Rajendra Singh Pawar**  
• NIIT

**Rajiv Jayaraman**  
• Knolskape

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ANI | Updated: **Mar 11, 2023 10:36 IST**

New Delhi [India], March 11 (ANI/BusinessWire India): Following on the success of the first edition of its EdTech Growth Summit in 2022, NIIT Ltd, a leading global talent development corporation, has announced the second edition of the EdTech Growth Summit. Aimed at fostering innovation and entrepreneurship in the education ecosystem, the Summit will be organised virtually on March 14, 2023. Selected start-ups from the Growth Summit will get an opportunity to present their business plans to investors and the NIIT Group at the Growthcamp to be organised at the NIIT University in Neemrana from 5th to 7th April 2023.

After the success of the 1st edition, the 2nd edition of the NIIT EdTech Growth Summit will feature keynote speeches, panel discussions and fireside chats besides providing start-up founders with networking opportunities with industry leaders and peers.

The EdTech Growth Summit is a one of its kind event by NIIT, designed to support India's promising EdTech start-ups as they look to scale up and deliver value to their stakeholders. The summit will feature power-packed sessions anchored by India's top EdTech founders, investors, and industry experts, such as Kunal Bahl, Co-founder AceVector Group & Titan Capital, KK Natarajan, Co-founder - MindTree, Mela Ventures, Alakh Pandey, Co-founder - Physicswallah, Shradha Sharma, Founder - YourStory, Ashwin Damera, Founder - Emeritus, Eruditus, Rajiv Jayaraman, Founder - Knolskape, Rajendra Pawar, Chairman & Co-Founder of NIIT Group; and Vijay K Thadani, Co-Founder of NIIT Group.

Contd..

The 1st edition of the Edtech Growth Program, 2022 saw success with founders benefiting from interacting with peers and mentorship from industry veterans as well as start-ups receiving Microsoft Founders' Hub benefits worth up to Rs. 1.6 crore.

Rajendra S Pawar, Chairman & Co-founder, NIIT Group, said, "Driven by our commitment to bridge the skills demand gap and foster a future-ready workforce, we are pleased to announce the second edition of the EdTech Growth Summit. The summit will bring together the brightest minds in the industry and provide a platform to ideate on the role of technology in shaping the future of education and skills. With decades of experience in the learning and skilling space, the NIIT Group is excited to host this event, enabling Edtech leaders, investors, and industry experts to share their insights and exchange ideas on the challenges and opportunities in the sector. We remain dedicated to supporting the education and upskilling ecosystem in the country and are confident that this summit will contribute towards creating a more innovative and entrepreneurial environment in the space."

With a focus on the latest trends and innovations in education and upskilling, the EdTech Growth summit will allow the attendees to get a deep insight into scaling a sustainable EdTech start-up from top investors, and to learn the actionable strategies from founders who have built and exited highly successful start-ups on being a market leader. The NIIT Group has been truly committed to empowering the EdTech ecosystem in the country to help create a talent pool that can implement innovative solutions for the overall development of the country.

With a strong balance sheet, NIIT continues to look for opportunities to invest in innovative companies to build significant value for its customers partners and stakeholders. Over the last 18 months, NIIT has announced three investments including the acquisition of USA-based St. Charles Consulting Group, the acquisition of a 90 per cent stake in India-based RPS Consulting over two tranches, and growth investment in Singapore-based Knolskape Solutions.

Conceptualized as an institution of excellence, NIIT University provides exceptional education based on the Four Core Principles that make learning Industry-linked, Technology-based, Research-driven and Seamless. NU is well poised to meet the emerging needs of the knowledge economy through its focus on building strong industry linkages and a research-oriented approach.

For more information, participation and registration for the 2nd NIIT EdTech Growth Summit 2023, click here: <https://edtechgrowthsummit.niituniversity.in>

This story is provided by BusinessWire India. .

<https://www.aninews.in/news/business/business/niit-announces-2nd-edition-of-edtech-growth-summit-to-build-next-gen-leaders-of-india20230311103646/>

## ThePrint

### NIIT announces 2nd edition of EdTech Growth Summit to Build Next Gen Leaders of India

ANI PR 11 March, 2023 11:14 am IST

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<https://theprint.in/ani-press-releases/niit-announces-2nd-edition-of-edtech-growth-summit-to-build-next-gen-leaders-of-india/1434755/>

## Bloomberg

### NIIT Limited Bags 'Best Digital Adoption Partner for Indian

March 31, 2023 at 5:04 AM PDT

NIIT Limited Bags 'Best Digital Adoption Partner for Indian Enterprises' Award at the 11th Edition Future of L&D Summit and Awards 2023

NIIT won the award for its innovative upskilling and reskilling solutions that help businesses thrive in today's market

*New Delhi, Delhi, India: Business Wire India*

NIIT Limited, a leading global talent development corporation, has been recognized as the 'Best Digital Adoption Partner for Indian Enterprises' at the 11th Edition Future of L&D Summit & Awards 2023 held by UBS Forums. This prestigious recognition has been awarded to NIIT's Enterprise Business India division for its commitment to provide innovative and cutting-edge upskilling and reskilling solutions to help businesses stay competitive in today's ever-changing market. The award was received by Nilanjan Kar, Sr. Vice President, NIIT Ltd. at a recent ceremony held in Mumbai.

NIIT's Enterprise Business India division works with enterprises across sectors to solve complex talent and workforce capability related challenges. Its purpose-built, outcome-driven, and practitioner-led learning interventions have helped many organizations build contemporary workforce in technology, digital, business and customer facing roles.

Speaking on this recognition, Bimaljeet Singh Bhasin, President - Enterprise Business India, NIIT Ltd. said, "NIIT is at the forefront of driving growth and innovation for enterprises across multiple industries, leveraging the power of technology. With a deep focus on engineering, manufacturing, consumer businesses, and healthcare, NIIT is committed to enabling significant performance improvement by enhancing technology capabilities, promoting cognitive thinking, building sustainable talent pipelines, and unlocking the full potential of its people to maximize workplace productivity. We, at NIIT, are delighted to be recognized as a leader in digital adoption at scale and provide comprehensive solutions to businesses seeking to enhance their technology capabilities. Through its cutting-edge programs and training initiatives, NIIT empowers individuals and organizations to stay ahead of the curve in a rapidly evolving digital landscape. By fostering a culture of innovation and continuous learning, NIIT enables businesses to achieve long-term success and sustainable growth."

The award is a testament to NIIT's commitment to narrowing down the skills-demand gap across industries through its talent building and training initiatives. With a deep understanding of the needs of businesses across sectors, NIIT is well-positioned to drive digital transformation for organizations across the country and beyond.

The 11th Edition Future of Learning and Development Summit & Awards 2023 by UBS Forums is a premier event that brings together industry experts and thought leaders to discuss the latest trends, challenges, and opportunities in the field of learning and development. It recognizes outstanding achievements and innovations in the field of learning and development.

About NIIT Limited

NIIT Limited is a leading global talent development corporation that is engaged in building skilled human capital and enhancing workforce talent worldwide. Set up in 1981 to help the nascent IT industry overcome its human resource challenges, NIIT ranks amongst the world's leading training companies owing to its vast and comprehensive array of talent development programs. With a footprint in over 30 countries, NIIT delivers learning

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interventions that create superior outcomes. The company offers training and development solutions to enterprises and individuals through its two businesses— Corporate Learning Group (CLG) and Skills & Careers Group (SNC).

NIIT's Corporate Learning Group (CLG) offers Managed Training Services (MTS) to market-leading companies in North America, Europe, Asia, and Oceania. The Skills & Careers Business (SNC) delivers a diverse range of learning and talent development programs to millions of individual and corporate learners in futuristic domains. NIIT's Talent Pipeline as a Service (TPaaS) helps organizations address the challenge of securing mid to long term talent across Technology, Marketing, and Sales Roles. NIIT has incubated StackRoute, as a digital transformation partner for corporates to build multi-skilled full stack developers at scale.

RPS Consulting is a leading provider of training programs on emerging digital technologies for experienced technology professionals, specifically addressing the needs of Global Systems Integrators and Capability Centres of large multinational companies.

NIIT acquired St. Charles Consulting Group LLC (StC) through its wholly owned subsidiary, NIIT (USA), Inc in November 2022. StC is a leading provider of strategic learning solutions to top tier global professional services & management consulting firms.

As online and remote learning becomes mainstream, the robust NIIT Digital platform connects the corporate and individual learners seamlessly and provides an environment for improving learning effectiveness and efficiency. Committed to its mission to deep skill the youth of the country NIIT Digital not just offers new age, online, instructor led tech courses but also follows through with placement assurance to truly transform the lives of the learners.

The Associated Chambers of Commerce & Industry of India (ASSOCHAM) recognised NIIT Digital as the Best E-Learning Platform 2022. NIIT has been recognized as the 'Transformational platform for professional learning in new-age technologies' 2022 by India's leading IT magazine, Dataquest. An organisation that helps people realise their true potential, NIIT has been featured as the only company in Educational Services Industry, in the Fortune India 500 list 2020. The company was recognised as "Best Education Company to work with" at Indian Education Congress & Awards 2020. NIIT's learning and talent development solutions, continue to receive widespread recognition globally. NIIT has been named among the Top 20 Training Outsourcing Companies globally for the past 15 consecutive years by Training Industry, Inc. USA. Further, leading Indian ICT journal Dataquest has conferred upon NIIT the 'Top Training Company' award successively for the past 20 years, since the inception of this category.

For more information about NIIT visit: [www.niit.com](http://www.niit.com)

<https://www.bloomberg.com/press-releases/2023-03-31/niit-limited-bags-best-digital-adoption-partner-for-indian>

## Indo-Asian News Service

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# NIIT Limited Bags a Best Digital Adoption Partner for Indian Enterprises' Award at the 11th Edition Future of L&D Summit and Awards 2023

NIIT Limited 2023-03-30 4:45PM Hrs. IST

Business Wire IndiaNIIT Limited, a leading global talent development corporation, has been recognized as the 'Best Digital Adoption Partner for Indian Enterprises' at the 11th Edition Future of L&D Summit & Awards 2023 held by UBS Forums. This prestigious recognition has been awarded to NIIT's Enterprise Business India division for its commitment to provide innovative and cutting-edge upskilling and reskilling solutions to help businesses stay competitive in today's ever-changing market. The award was received by Nilanjan Kar, Sr. Vice President, NIIT Ltd. at a recent ceremony held in Mumbai.

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Speaking on this recognition, Bimaljeet Singh Bhasin, President - Enterprise Business India, NIIT Ltd. said, "NIIT is at the forefront of driving growth and innovation for enterprises across multiple industries, leveraging the power of technology. With a deep focus on engineering, manufacturing, consumer businesses, and healthcare, NIIT is committed to enabling significant performance improvement by enhancing technology capabilities, promoting cognitive thinking, building sustainable talent pipelines, and unlocking the full potential of its people to maximize workplace productivity. We, at NIIT, are delighted to be recognized as a leader in digital adoption at scale and provide comprehensive solutions to businesses seeking to enhance their technology capabilities. Through its cutting-edge programs and training initiatives, NIIT empowers individuals and organizations to stay ahead of the curve in a rapidly evolving digital landscape. By fostering a culture of innovation and continuous learning, NIIT enables businesses to achieve long-term success and sustainable growth."

The award is a testament to NIIT's commitment to narrowing down the skills-demand gap across industries through its talent building and training initiatives. With a deep understanding of the needs of businesses across sectors, NIIT is well-positioned to drive digital transformation for organizations across the country and beyond.

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<https://ians.in/prwiredetail/niit-limited-bags-abest-digital-adoption-partner-for-indian-enterprises-award-at-the-11th-edition-fu/B-83835.html>

## United News of India

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Business Wire India

Posted at: Mar 30 2023 4:45PM



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THE TIMES OF INDIA

## Transforming talent with AI

Sapnesh Lalla / Feb 8, 2023, 10:04 IST



To ensure talent development remains aligned to the constantly changing business landscape, organisations need to use technologies that can best tell them 'how' to go about it.

This is the technology I would like to see – a technology that seamlessly integrates data sets from a company's HCM (human capital management) platform with LMS (learning management system) and LXP (learning experience platform), and allows them to gain insights into the talent value stream.

This integration of data often using AI can enable corporations to leverage their talent assets and reskill them as necessary to achieve significant competitive advantage over those who cannot. We need to keep reminding ourselves that as businesses evolve, adapt and transform, talent is likely to be the key competitive advantage for most corporations. Getting to know everything about the talent assets a corporation has access to will be critical as they plan their transformation journeys.

*The author is CEO of NIIT*

<https://timesofindia.indiatimes.com/business/startups/people/transforming-talent-with-ai/articleshow/97715767.cms>

moneycontrol

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## NIIT Consolidated December 2022 Net Sales at Rs 454.65 crore, up 18.53% Y-o-Y

FEBRUARY 01, 2023 / 09:35 AM IST



Reported Consolidated quarterly numbers for NIIT are:

- Net Sales at Rs 454.65 crore in December 2022 up 18.53% from Rs. 383.56 crore in December 2021.
- Quarterly Net Profit at Rs. 55.04 crore in December 2022 up 0.14% from Rs. 54.96 crore in December 2021.
- EBITDA stands at Rs. 102.96 crore in December 2022 up 13.07% from Rs. 91.06 crore in December 2021.
- NIIT EPS has decreased to Rs. 4.09 in December 2022 from Rs. 4.11 in December 2021.
- NIIT shares closed at 326.55 on January 31, 2023 (NSE) and has given -10.67% returns over the last 6 months and -24.02% over the last 12 months.

CONSOLIDATED QUARTERLY RESULTS (NIIT)	IN RS. CR.		
Net Sales/Income from operations	454.65	392.22	383.56
Other Operating Income	--	--	--
Total Income From Operations	454.65	392.22	383.56
<b>EXPENDITURE</b>			
Consumption of Raw Materials	--	--	--
Purchase of Traded Goods	3.34	2.36	4.49
Increase/Decrease in Stocks	-0.35	0.66	-1.04
Power & Fuel	--	--	--
Employees Cost	220.27	208.13	183.97
Depreciation	15.97	15.01	13.61
Excise Duty	--	--	--
Admin. And Selling Expenses	--	--	--
R & D Expenses	--	--	--
Provisions And Contingencies	--	--	--
Exp. Capitalised	--	--	--
Other Expenses	143.74	124.92	114.44
P/L Before Other Inc., Int., Excpt. Items & Tax	71.69	41.15	68.11
Other Income	15.30	14.70	9.34
P/L Before Int., Excpt. Items & Tax	86.99	55.85	77.45
Interest	4.88	0.46	0.48
P/L Before Exceptional Items & Tax	82.11	55.39	76.97
Exceptional Items	-10.96	-4.08	-0.57
P/L Before Tax	71.15	51.31	76.40
Tax	14.49	9.64	18.05
P/L After Tax from Ordinary Activities	56.67	41.67	58.35
Prior Year Adjustments	--	--	--
Extra Ordinary Items	-0.23	-0.16	-0.99
Net Profit/(Loss) For the Period	56.44	41.51	57.35
Minority Interest	-1.40	-1.96	-2.39
Share Of P/L Of Associates	--	--	--
Net P/L After M.I & Associates	55.04	39.56	54.96
Equity Share Capital	26.91	26.89	26.73
Reserves Excluding Revaluation Reserves	--	--	--
Equity Dividend Rate (%)	--	--	--
EPS Before Extra Ordinary			
Basic EPS	4.09	2.94	4.11
Diluted EPS	4.02	2.88	4.00
EPS After Extra Ordinary			
Basic EPS	4.09	3.09	4.11
Diluted EPS	4.02	2.88	4.00
Public Share Holding			
No Of Shares (Crores)	--	--	--
Share Holding (%)	--	--	--
Promoters and Promoter Group Shareholding			
a) Pledged/Encumbered			
- Number of shares (Crores)	--	--	--
- Per. of shares (as a % of the total sh. of prom. and promoter group)	--	--	--
- Per. of shares (as a % of the total Share Cap. of the company)	--	--	--
b) Non-encumbered			
- Number of shares (Crores)	--	--	--
- Per. of shares (as a % of the total sh. of prom. and promoter group)	--	--	--
- Per. of shares (as a % of the total Share Cap. of the company)	--	--	--

Source : Dion Global Solutions Limited

<https://www.moneycontrol.com/news/business/earnings/niit-consolidated-december-2022-net-sales-at-rs-454-65-crore-up-18-53-y-o-y-9977731.html>



## NIIT Q3 net profit remains flat at Rs 55 crore due to St Charles acquisition

Jan 31, 2023 7:31 PM IST (Published)

Talent development corporation NIIT Ltd on Tuesday posted almost flat consolidated net profit at Rs 55 crore for the third quarter ended December 31, 2022 mainly on account of acquisitions that the company made in the US. The company had posted a net profit of Rs 54.9 crore in the same period a year ago.

The consolidated revenue from operations of NIIT Ltd grew by 18.2 percent to Rs 454.6 crore during the reported quarter, from Rs 394.3 crore in the December 2021 quarter.

"In the midst of an uncertain macroeconomic environment, NIIT further strengthened its market position by recording a revenue growth of 16 percent quarter-over-quarter and 18 percent YoY," NIIT Ltd, Vice Chairman & Managing Director, Vijay K Thadani said.

He attributed flat net profit during the quarter to acquisitions that the company made in the US. "During the quarter, we acquired St Charles Consulting Group and we could only get two months of their revenue."

"The acquisition of St Charles Consulting Group is aligned with NIIT's stated strategy to deploy its growth capital for the purpose of expanding its capability set and accessing new market segments," Thadani said.

The company through its US-based subsidiary acquired 100 percent stake in St Charles on November 4 for about USD 65 million.

The deal comprises fixed consideration of USD 23.43 million subject to certain adjustments as per the agreement and USD 41.66 million based on annual performance over the next four years.

NIIT's Corporate Learning Group (CLG) reported a growth of 22 percent in net revenue to Rs 363.6 crore on YoY basis and renewed contract with all the existing customers and closed the quarter with 71 MTS customers with a revenue visibility of USD 321 million.

Thadani in an interview to CNBC-TV18 said that the company's CLG business margins are seen to be around 20 percent on an organic basis. The St Charles acquisition is expected to aid the CLG business margins by 50-100 basis points. However, there was a weakness in tech hiring in Q4 which impacted the company's skill and careers revenue.

The Skills and careers group (SNC) division of the company grew by 4 percent to Rs 91 crore during the reported quarter.

Despite this setback, Thadani remains optimistic about the future of the company's skills & careers segment. He expects the segment to see a growth of 40-45 percent with maintained margins.

"As industries are going through multiple transformations and disruptions, skilled talent continues to be a top priority for CEOs. We see significant and robust opportunities for growth in both the CLG and SNC businesses," NIIT, CEO and Executive Director, Sapnesh Lalla said.

He said that the economic uncertainty will remain for next few quarters and the company will leverage its CLG division and expansion of business in new geographies to mitigate the impact.

<https://www.cnbctv18.com/earnings/niit-q3-net-profit-remains-flat-at-rs-55-crore-due-to-st-charles-acquisition-15813091.htm>

NIIT's Margin Slips In Q3, Revenue Up By 18%:  
Vijay K. Thadani Exclusive | Midcap Radar | CNBC-TV18

**NIIT: Q3 MARGIN SLIPS**

DRIVEN BY ALL-ELECTRIC C-SUV XLIV 300

**Adani Ent**  
3033.60  
4.87%

**Adani Ent FPO Update**  
Total: 0.8x, QIBs: 1.75x, NIIs: 1.16x,  
Retail: 0.1x, Employees: 0.4x As Of 1:45 pm

**TV 18**

<https://www.youtube.com/watch?v=kK7O7QftrEc>

Sapnesh Lalla in conversation with ET Now on NIIT Q3 results

**EARNINGS ET NOW**

**GOOD Q3 FOR NIIT**

**ET NOW ALERT**  
Rupee Weakens Past 82/\$ Intraday  
\$ Vs ₹ 82.0200 ▲ 0.6400%

**SHANGHAI**  
3255.81  
13.51 0.41%

13840.00 ▼ 94.50 P&G Health <sup>10</sup> 4099.85 ▼ 78.55 Page <sup>10</sup> 10  
Labs <sup>10</sup> 2082.00 ▼ 23.70 LICHsg <sup>2</sup> 1.0m 400.40 ▼ 11

**ET LIVE NOW** 2:01 PM

<https://www.youtube.com/watch?v=VAs5VQGkUZU>

ET Now Swadesh in conversation with Sapnesh Lalla, on NIIT Q3 results

**ET स्वदेश EXCLUSIVE** NIIT Ltd के टॉप मैनेजमेंट से चर्चा

MOIL: 164.40 (1.29%)  
 MOIL Q3: आय ₹363 Cr से घटकर ₹302 Cr (YoY)  
 NIFTY 50: 17648.25 (0.70, 0.00%)

Hindalco<sup>1</sup> 4.0m 470.10 ▼ 2.25    HPCL<sup>10</sup> 3.6m 237.30 ▲ 2.95    HU  
 I<sup>1</sup> 0.5m 8908.45 ▲ 91.45    MaxFin<sup>2</sup> 0.0m 831.40 ▼ 3.15

ET NOW LIVE 2:52 PM

<https://www.youtube.com/watch?v=9Gf2JlcEBio&t=2s>

CNBC Bajar in conversation with Vijay Thadani on NIIT Q3 results

NIITना परिषाम पर मेन्जमेन्ट साथे जास चर्चा

**NIIT -Q3 (YoY)**

कंसो नक्षी (₹Cr)	कंसो आयक (₹Cr)
55	455
▲	▲
54.9	385
NIIT	330.15 ▲ 26.70

**MARKETNA HAIL**

Nifty FMCG: 44275.45 ▲ 55

IOC<sup>10</sup> 12.21 m 82.2 ▲ 0.45    ITC<sup>1</sup> 8.43 m 3

EID<sup>1</sup> 130.22 k 525.75 ▲ 41.05    EIH<sup>2</sup> 156.56 k 161.

**BUDGET STAR PANEL**

महेन्द्र पटेल

सोन्सेकस: 59505.51  
 Silver Mini MCX: 68118.00

91-31-2623 14:05:04

<https://www.youtube.com/watch?v=QUvc98hBBfA>

## TECHCIRCLE

### NIIT, HDFC Bank launch training program for relationship management roles

Team TC2 Feb, 2023



Private bank HDFC has partnered with talent development company NIIT to train students for a virtual relationship management role in the banking sector. This four-week program seeks to build advanced sales skills among the students for acquiring new customers for multiple products and services.

Any graduate or postgraduate with up to two years of professional experience is eligible to apply for the virtual relationship management program. The students for this program will be selected from a two-round assessment process. The chosen candidates will then go through further upskilling and training rounds throughout the course. Upon successful completion of the postgraduate program, students will be hired by HDFC bank.

Speaking about the partnership, Ranga Subramanian, senior vice president (human resource) at HDFC Bank said that the program offers a thorough training module that emphasises on skills required for virtual relationship management roles. "With this partnership, we are confident of creating the perfect launch pad for those wishing to pursue a career in Banking and relationship management," he said.

"We are delighted to partner with HDFC Bank towards building highly skilled and contemporary talent for the Bank. Learners who complete the program will be well-positioned to pursue rewarding careers at HDFC Bank," said Bimaljeet Singh Bhasin, president of Enterprise Business India, NIIT Ltd.

In July 2022, NIIT and HDFC Bank partnered to release a postgraduate program in data engineering with a special focus on the Banking, financial services and insurance (BFSI) industry. This 12-week program with live and instructor-led sessions, along with guest lectures from senior executives of HDFC Bank, assured a job opportunity with the bank for at least 100 top-performing candidates.

<https://www.techcircle.in/2023/02/02/niit-hdfc-bank-launch-training-program-for-relationship-management-roles>



## BW EDUCATION

### NIIT, HDFC Design Program To Skill Virtual Relationship Management Professionals

HDFC Bank partners with NIIT to launch a four-week program to skill professionals in 'Virtual Relationship Management' for the banking industry

February, 2023 by BW Online Bureau



HDFC Bank, one of the leading private sector banks of India, has partnered with NIIT Limited, a global talent development corporation, to build a large pool of skilled Virtual Relationship Management professionals for the banking industry.

Spanning over a period of four weeks, the program is designed to build in-demand and advanced sales skills among the learners which will enable them to acquire new customers for multiple services and products. The immersive program is designed to develop a ready-to-deploy pool of skilled Virtual Relationship Managers.

Any Graduate / Postgraduate with 0-2 years of experience will be eligible for the program. The training will take place virtually using various online collaborative platforms.

The program contains a two-rounds assessment process to filter the most deserving candidates, who will go through further upskilling and training rounds throughout the course.

<https://bweduction.businessworld.in/article/NIIT-HDFC-Design-Program-To-Skill-Virtual-Relationship-Management-Professionals/03-02-2023-464235/>

## ThePrint

### HDFC Bank partners with NIIT for building pipeline of high-quality Virtual Relationship Management Professionals

ANI PR 2 February, 2023 07:14 pm IST

New Delhi [India], February 2 (ANI/BusinessWire India): HDFC Bank, one of the leading private sector banks of India, has partnered with NIIT Limited, a global talent development corporation, to build a large pool of skilled Virtual Relationship Management professionals for the banking industry.

Spanning over a period of four weeks, the program is designed to build in-demand and advanced sales skills among the learners which will enable them to acquire new customers for multiple services and products. The immersive program is designed to develop a ready-to-deploy pool of skilled Virtual Relationship Managers. The extensive practice on real-life scenarios will equip the new professionals with the advanced sales skills and the confidence required for their job roles in the banking sector.

Any Graduate/Postgraduate with 0-2 years of experience will be eligible for the program. The training will take place virtually using various online collaborative platforms. The Post Graduate Program in Virtual Relationship Management will empower learners to start an assured banking career with HDFC Bank and have an opportunity for consistent career growth.

Commenting on the partnership, Ranga Subramanian, Senior Vice President, Human Resources, HDFC Bank, said, "We are extremely delighted to announce this partnership with NIIT to build a robust talent pipeline for HDFC Bank. This program has been carefully crafted to produce a thorough training module that emphasizes important skills required for Virtual Relationship Management roles. With this partnership, we are confident of creating the perfect launch pad for those wishing to pursue a career in Banking and relationship management."

Speaking on the launch of the program, Bimaljeet Singh Bhasin, President, Enterprise Business India, NIIT Ltd. said, "We are delighted to partner with HDFC Bank towards building highly skilled and contemporary talent for the Bank. Learners who complete the program will be well-positioned to pursue rewarding careers at HDFC Bank. We are committed to constantly work towards our shared goal with leading enterprises of building a talented force in line with organizations business and people goals through NIIT's outcome-driven and technology-led learning interventions."

The program contains a two-rounds assessment process to filter the most deserving candidates, who will go through further upskilling and training rounds throughout the course. This way, the learners will be developed into a pool of up-to-date skilled Virtual Relationship Management professionals for HDFC Bank.

To know more about the program and enroll, please click: <https://learnforjobs.niit.com/india/graduates/banking-finance-careers/certification-virtual-relationship-management>

This story is provided by BusinessWire India.

<https://theprint.in/ani-press-releases/hdfc-bank-partners-with-niit-for-building-pipeline-of-high-quality-virtual-relationship-management-professionals/1350388/>

## BWEDUCATION

### We Ensure People Are Job-ready Day One

27 March, 2023 by Yukta Raj

*Abhishek Arora, who has an overall 20+ years of diverse experience, started his career in international trade and then moved into banking and e-commerce space. He has been associated with the online education space for about four years now, which he calls a 'tremendous and exciting journey'. Excerpts:*

#### **What made you join NIIT?**

NIIT has been pioneering in supplemental education. When the pandemic struck the entire world, the plan of the organisation was to transform the education methodology to more digitised and online.

And I found this opportunity to be very exciting, because somewhere I also felt that I need to start a new business unit, which is going to transform millions of youths in this country. And that is where I took it up.

#### **Tell us something about the initiatives and programmes that NIIT is coming up with.**

If you look at the overall Indian ecosystem, it has been transforming very fast. In the last couple of decades, things have been moving in an agile way.

Once out of school, a student goes through college education and postgraduate education. But when an individual comes out of college, they have a certain requirement of skill. As they move forward and try to get into the corporate world, there is a distance to cover.

It is like there is a bridge from a college to the corporate world and NIIT has been acting as a bridge, where we are able to enable an individual and transform them into new-age technology programmes and skills.

In the last two years, all the individuals who have graduated have been super successful in their domains. And all the programmes which we have launched in last couple of years have been in the new technology space, be it data science, machine learning, cloud computing, cybersecurity-based software engineering or digital marketing.

#### **What is your personal philosophy on education?**

I think education at every stage has a different purpose. What we are doing is ensuring that we transform individuals. So, we do not teach somebody to work on the job or learn things on the job, we ensure that people are day one job ready and we prepare them for a job that can make them super successful.

<https://bweducation.businessworld.in/article/We-Ensure-People-Are-Job-ready-Day-One/27-03-2023-470659/>

 **FINANCIAL EXPRESS**  
Read to Lead

## NIIT launches 2nd edition of 'EdTech Growth Summit' to build leaders in India

*The aim of the EdTech Growth Summit is to provide assistance to India's promising EdTech start-ups in scaling up and creating value for their stakeholders, as per the release.*

Written by FE Education March 11, 2023 17:00 IST



*The Summit aims to promote creativity and business development within the education sector.*

The National Institute of Information Technology (NIIT) has announced the second edition of the EdTech Growth Summit, the Summit aims to promote creativity and business development within the education sector and will be held virtually on March 14, 2023, according to an official release. Participating start-ups will have the chance to showcase their business plans to the NIIT Group and investors during the Growthcamp event, which will take place at the NIIT University in Neemrana from April 5th to 7th, 2023, the release mentioned.

The aim of the EdTech Growth Summit is to provide assistance to India's promising EdTech start-ups in scaling up and creating value for their stakeholders, as per the release. The summit is designed to showcase sessions led by top EdTech founders, investors, and industry experts in India, it added. Furthermore, the inaugural edition of the Edtech Growth Programme in 2022 was successful, with founders benefiting from peer interactions and mentorship from industry veterans, as well as start-ups receiving Microsoft Founders' Hub benefits worth up to Rs. 1.6 crore, the release said.

Additionally, NIIT has made three investment announcements in the past 18 months, which include the acquisition of St. Charles Consulting Group based in the USA, the acquisition of a 90% stake in RPS Consulting based in India through two tranches, and a growth investment in Knolskape Solutions based in Singapore, the release noted.

"The summit aims to bring together the brightest minds in the industry and provide a platform to ideate on the role of technology in shaping the future of education and skills. We remain dedicated to supporting the education and upskilling ecosystem in the country and are confident that this summit will contribute towards creating a more innovative environment in the space," Rajendra S Pawar, chairman, co-founder, NIIT Group, said.

<https://www.financialexpress.com/education-2/niit-launches-2nd-edition-of-edtech-growth-summit-to-build-leaders-in-india/3005762/>

**ANI**  
South Asia's Leading Multimedia News Agency



*NIIT Bags Gold for Excellence in Employee Rewards and Recognition Strategy at ET Human Capital Awards 2023*

## **NIIT bags Gold for Excellence in Employee Rewards and Recognition Strategy at ET Human Capital Awards 2023**

ANI | Updated: **Feb 08, 2023 18:18 IST**

New Delhi [India], February 8 (ANI/BusinessWire India): NIIT Limited, a leading global talent development corporation, has been awarded with the Gold award at the Economic Times Human Capital Awards summit 2023 under the "Excellence in Rewards & Recognition Strategy" category. The medal has been awarded to NIIT for its exceptional people policies including its employee Rewards & Recognition Strategies.

This prestigious award acknowledges the company's dedication to fostering a culture of employee engagement and motivation through innovative rewards programs.

Speaking on this recognition, Babita Karki, Chief People Officer at NIIT Limited, said, "We are honored to receive this recognition from The Economic Times Human Capital Awards. This recognition is a testament to our industry-leading innovative practices in rewards & recognition in various segments. At NIIT Limited, we believe that our people are our greatest asset, and we strive to create a supportive and inclusive workplace that values and recognizes their contributions."

*Contd..*

NIIT's Rewards & Recognition Program includes various awards to celebrate performance, well-being, learning, demonstration of values and much more. The Exemplary Performance Bonus and Star Performance Awards recognize superlative performance of the employees. These awards are provided to the employees in the form of trophies, Hats off Points (HOPs), and sponsored vacations.

On the occasion, Aditya Chopra, Head Communities, ETHRworld commented, "The ET Human Capital Awards recognizes organizations for their exceptional Human Resource management performance. We congratulate NIIT on receiving the gold medal for its industry-leading Rewards & Recognition strategies. The company's commitment to its employees and its innovative approach to rewards and recognition make it a deserving recipient of this year's gold medal."

The Economic Times Human Capital Awards aims to inspire leaders to grow their human capital by investing in their people, processes & culture. It is a platform that brings together the best minds in the HR world to spark conversations around the challenges, ideas, and solutions to grow overall human capital. The platform also honors the organizations with the best people strategies. The winners of the ET Human Capital Awards were shortlisted through a three-staged jury process, where 800 entries were examined across 26 categories.

**\*Please note: The Economic Times Human Capital Awards is an event by Economic Times which aims to inspire leaders to grow their human capital by investing in their people, processes & culture and in no manner is related to NIIT Ltd.**

**This story is provided by BusinessWire India.**

<https://www.aninews.in/news/business/business/niit-bags-gold-for-excellence-in-employee-rewards-and-recognition-strategy-at-et-human-capital-awards-202320230208181823/>

**LOKMAT**  **TIMES** The Truth In Print

## **NIIT bags Gold for Excellence in Employee Rewards and Recognition Strategy at ET Human Capital Awards 2023**

By ANI | Published: February 8, 2023 06:18 PM

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<https://www.lokmatimes.com/business/niit-bags-gold-for-excellence-in-employee-rewards-and-recognition-strategy-at-et-human-capital/>



## ThePrint

### NIIT awarded as Institutions with Excellent Training and Placements at BW Education Top Education Brand Awards 2022

ANI PR 28 January, 2023 01:13 pm IST



NIIT awarded as Institutions with Excellent Training and Placements at BW Education Top Education Brand Awards 2022

New Delhi [India], January 28 (ANI/BusinessWire India): NIIT Limited, a leading global talent development corporation has bagged the “Institutions with excellent Training and Placements” award at the BW Education- Top Education Brand Awards 2022. NIIT Digital was awarded for its innovative training methodologies and contribution to the new age technology training sector.

NIIT Digital is a Learner Experience Platform by NIIT Ltd, which has played a significant role in connecting corporate and individual learners seamlessly. With the aim to provide deep learning and deep skilling to transfer, NIIT Digital has successfully enabled an environment for improving learning, effectiveness, and efficiency through live interactive learning and mentoring sessions. Along with providing new age, online, instructor-led

tech programs, the NIIT Digital platform also provides placement assurance to truly assist the career transformation journey of the learners.

Speaking on the recognition, Abhishek Arora, EVP and Business Head at NIIT Digital, said, “It is an honour for NIIT Digital to be acknowledged with this prestigious award which recognizes our continuous efforts in transforming upskilling and reskilling through technology. We are consistently working to develop outcome-driven and technology-led programs to fulfil industry’s ever-changing needs.”

For more than four decades, NIIT has been playing a key role in defining the expansion of the Indian IT sector by developing a skilled labour pool in line with global market demands.

The BW Education Top Education Brand Awards 2022 is an annual event by BW Education which focuses on recognizing applauding the quality of education in India. The summit provides a platform to institution leaders and regulators where they can unite and explore how they can leverage technologies, strategies, and management tools with each other to help create a world class Institution.

This story is provided by BusinessWire India.

<https://theprint.in/ani-press-releases/niit-awarded-as-institutions-with-excellent-training-and-placements-at-bw-education-top-education-brand-awards-2022/1339817/>



*NIIT awarded as Institutions with Excellent Training and Placements at BW Education Top Education Brand Awards 2022*

## **NIIT awarded as Institutions with Excellent Training and Placements at BW Education Top Education Brand Awards 2022**

ANI | Updated: **Jan 28, 2023 12:49 IST**

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<https://www.aninews.in/news/business/business/niit-awarded-as-institutions-with-excellent-training-and-placements-at-bw-education-top-education-brand-awards-202220230128124953/>

moneycontrol

Be a PRO

## Adjacent skills can be a major driver of one's career prospects

*Talent experts say that adjacent skills are most in demand in high-productivity roles. For instance, IT major Infosys, apart from hiring for specific skills, also focuses on adjacent skills.*

ABHISHEK SAHU JANUARY 06, 2023 / 02:29 PM IST



Experts say that developing adjacent skills also leads to other benefits such as increased empathy for teammates, better communication, improved motivation, developing a distinctive viewpoint, etc. (Representative image)

In today's employment landscape, roles and requirements have undergone a massive overhaul. Recruiters don't just look for a specific skill and hire candidates. They focus on candidates who have multiple skills relevant in this rapidly changing world.

Nowadays, candidates need to have comb-shaped skillsets (|\_|\_|\_|\_|), which means that one has to be good in one primary skill and have more than one secondary skill related to one's current job.

Talent experts say the importance of adjacent skills is most often seen in high-productivity roles.

IT major Infosys, apart from hiring for specific skills, also focuses on adjacent skills. "If someone has to be hired for AI, we look for someone who already has big data and related skills," said Thirumala Arohi Mamunooru, SVP and Head of Education, Training, and Assessments (ETA) at Infosys.

Experts say that developing adjacent skills also leads to other benefits such as increased empathy for teammates, better communication, improved motivation, developing a distinctive viewpoint, etc.

Besides, adjacent skills can increase a candidate's employability and help command a premium in the job market. For instance, in the ESG (environmental, social and governance) function, besides qualifications, adjacent skills and experience related to health and safety, environment, compliance, and sustainability are highly relevant, according to a report by Xpheno, a staffing solutions firm.

"People who add on to their skills and evolve with changing trends tend to grow more in terms of roles and salaries," said Anil Agarwal, CEO & Co-Founder of interview-as-a-service) platform InCruiter.

### Managing and visualising data

Digital skills provide workers with a foundation of transferable skills that are in demand across industries, said Raghav Gupta, MD, India and APAC, Coursera, an edtech platform.

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Coursera's Fastest Growing Job Skills of 2022 report showed that managing and visualising data is a skillset that's now required across industries.

"As automation leads to increased volumes of workplace data, how that data is shared, presented, and analysed is of growing importance to all businesses, functions, and levels," Gupta said.

Gupta added that data is no longer the preserve of data scientists and techies. "Whether a marketer or a product manager, building data-centric skills can be invaluable to further one's career."

### Not just MBA, it's MBA+

Employers will continue to focus on upskilling their workforce for enhanced productivity and business outcomes, edtech experts pointed out.

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Higher education platform upGrad's online MBA programs are meant to develop adjacent abilities like communication skills, strategic thinking and planning, an analytical mindset, leadership skills, and critical thinking.

Adjacent skills continue to develop with experience, which eventually allows professionals to drive growth through unconventional business solutions, said Phalgun Kompalli, Co-Founder, upGrad.

"With the combination of an MBA along with adjacent skills, candidates can stand out in the job market," he added.

### **ALSO READ | With ESG gaining focus, professionals can command a premium**

Other popular adjacent skills within the MBA domain include data analysis, digital marketing, financial modelling, explained Kompalli.

#### **Coding**

In software, the adjacent skills in demand are fluency in languages such as Java, .NET, and Python, being able to work on artificial intelligence, data analytics, etc., as per talent development company NIIT Digital.

Abhishek Arora, EVP and Business Head, NIIT, said that during the interview process, candidates with a well-rounded set of skills will easily shine through.

"This is one of the key benefits of a well-rounded set of skills and will make you stand out from others who do not possess similar skills," he added.

However, candidates should not mislead interviewers about capabilities they do not possess, Arora warned. Also, he said adjacent skills should not take away focus from the core skills. "The skill sets should be presented in a way to showcase that you are a master of one and jack of other relevant skills."

#### **Adjacent skills in product management**

Manikanth Challa, Founder and CEO of recruitment platform Workrui, says that product management is one role that requires multiple skills. As product manager, not only is one expected to know the lifecycle of one's product, for example, but also possess adjacent skills, like an understanding of UI and UX design, being able to prepare quick wireframes, and low and high-fidelity app prototype design using certain tools.

"This won't take away your eye from your key role as product manager, but may help you understand and direct your vision as better," he said.

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In digital marketing, some of the popular adjacent skills Workrui sees are in the fields of content writing, design and illustration, project management, etc.

"It is important for one to know also how these skills can be utilised to increase productivity and efficiency and achieve milestones faster," Challa added.

#### **Soft skills**

KAAlagarsamy, Director, Consortium for Technical Education (CTE), said that companies often seek out candidates with transferable skills like people management, problem-solving, mathematical aptitude, attention to detail, and the ability to build relationships with team members.

He added that the key performance areas (KPA) or key result areas (KRAs) for the job can help determine whether a candidate should focus on primary skills or adjacent skills.

"Generally, interviewers tend to prioritise primary skills and view adjacent skills as secondary. However, this can vary depending on the specific needs of the company and the role," Alagarsamy explained.

<https://www.moneycontrol.com/news/business/adjacent-skills-can-be-a-major-driver-of-ones-career-prospects-9821591.html>

**NIIT** Wins  
Gold for Excellence in Employee Rewards & Recognition Strategy at the  
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The award acknowledges NIIT's dedication to fostering a culture of employee engagement and motivation through innovative rewards programs.



HCA

We are honored to receive this recognition from The Economic Times Human Capital Awards. This recognition is a testament to our industry-leading innovative practices in rewards & recognition in various segments. At NIIT Limited, we believe that our people are our greatest asset, and we strive to create a supportive and inclusive workplace that values and recognizes their contributions.



**Babita Karki**  
Chief People Officer at NIIT Limited.

The ET Human Capital Awards recognizes organizations for their exceptional Human Resource management performance. We congratulate NIIT on receiving the gold medal for its industry-leading Rewards & Recognition strategies. The company's commitment to its employees and its innovative approach to rewards and recognition make it a deserving recipient of this year's gold medal.



**Aditya Chopra**  
Head- Communities, ETHRWorld

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In the midst of an uncertain macroeconomic environment, NIIT further strengthened its market position by recording revenue growth of 16% QoQ and 18% YoY.

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**Vijay K Thadani**  
Vice Chairman & Managing Director, NIIT Ltd.

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As industries are going through multiple transformations and disruptions, skilled talent continues to be a top priority for CEOs. We see significant and robust opportunities for growth in both the CLG and SNC businesses.



**Sapnesh Lalla**  
CEO and Executive Director, NIIT Ltd.

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We are delighted to partner with HDFC Bank towards building highly skilled and contemporary talent for the Bank. Learners who complete the program will be well-positioned to pursue rewarding careers at HDFC Bank. We are committed to constantly working towards our shared goal with leading enterprises of building a talented force in line with the organization's business and people goals through NIIT's outcome-driven and technology-led learning interventions.

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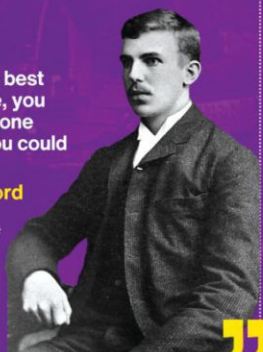
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"If you don't do the best with what you have, you could never have done better with what you could have had."

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Chief Financial Officer, NIIT Limited

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We are honored to receive the Wellness at Workplace Award. At NIIT, we firmly believe that our people are our greatest asset. We recognize that a healthy and happy workplace is critical to our success, and this award validates our efforts in this area. This recognition motivates us to continue to invest in the wellness of NIITians and make a positive impact in their lives and families.

**Babita Karki**  
Chief People Officer at NIIT Limited

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**Bimaljeet Singh Bhasin**  
President - Enterprise Business India, NIIT Limited

Organizations would benefit immensely in building a culture of learning if organizations are very intentional and sharp about communicating that the learning interventions have been purpose-built for the growth of the organization and the individual, not for providing access to learning platforms or great content or as an employee engagement initiative. Learning and reskilling initiatives must be tightly coupled with business outcomes, organization growth, and to the growth of the individual.

'Skill focused approach' to learning has become critical given that the new-age jobs demand employees to "demonstrate" their skills - be it client interactions, building digital applications, managing customer journeys, or leading people. Jobs are becoming specialized and demand measurable demonstration of skills and expertise - just like it does in case of a cricketer, a doctor, a chef, and many other professions.

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by NIIT

**Three phase model for fresh hires to succeed**

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Post Onboarding Program

Acquire the Experience & Readiness - and Specialize

Capstone Project

Demonstrate skills & Get Certified

Day 1 Project Ready

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Realize  
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Secure Your Data  
**Data Privacy Day**

# **NIIT**

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