REIMAGINING
LEARNING

NIIT IN THE NEWS

APR - JUN 2019

NIIT

NU
NIIT UNIVERSITY
THE UNIVERSITY OF THE FUTURE

training.com

STACK ROUTE

ifbi
Institute of Finance, Banking & Insurance

NIIT nguru
Solutions for Schools

NIIT
HELPING COMPANIES RUN
TRAINING LIKE A BUSINESS

NIIT FOUNDATION

NIIT Q4 net profit up 18% to ₹23 crore
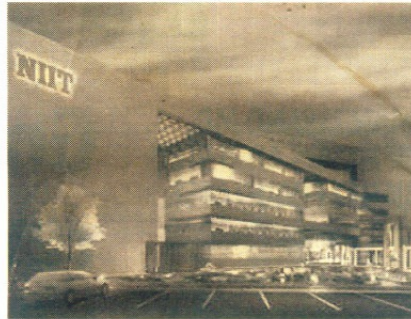
For the full 2018-19 fiscal year, NIIT's net profit climbed 38 per cent to ₹86.4 crore, while revenue grew 7 per cent to ₹910.2 crore from the previous year

PHOTO: COMPANY

PRESS TRUST OF INDIA
New Delhi, 25 May

NIIT on Saturday said its consolidated net profit rose 18 per cent to ₹23.2 crore in the March quarter. The hike was helped by increased productivity and turnaround in its skills and careers (SNC) business.

The skills and talent development firm had posted a net profit of ₹19.7 crore in the year-ago period.

Its revenue grew 8 per cent to ₹239.7 crore in the quarter under review from ₹222.8 crore in the year-ago period, NIIT said in a statement.

NIIT, which had announced selling its shares in NIIT Technologies in April this year, said the company received gross proceeds of ₹2,020.4 crore in cash from the transaction.

"The Board constituted a committee to make recommendations for utilisation of proceeds for rewarding shareholders in the most efficient and judicious manner, subject to statutory limits and necessary approvals, and after providing for transaction related costs, taxes, retirement of debt, growth capital, and a prudent Indemnity reserve.

The committee shall provide its recommendations to the Board prior to the declaration of audited results for Q1," it added.

For the full 2018-19 fiscal, NIIT's net profit climbed 38 per cent to ₹86.4 crore, while revenue grew 7 per cent to ₹910.2 crore from the previous financial year.

NIIT Vice-Chairman and Managing Director Vijay K Thadani said the increase in quarterly profit and revenue was on the back of improved productivity and turnaround in the SNC business.

"The SNC business has seen a break-even and going forward, we expect it to catch growth momentum," he added. NIIT's SNC business recorded net revenue of ₹62.9 crore in the March 2019 quarter, and ₹242.8 crore for 2018-19.

He further said that given the improving performance of the business and liquidity, the Board proposed a "dividend of ₹5 per share which amounts to 250 per cent of face value of each share".

The company's Corporate Learning Group (CLG) recorded revenue of ₹158.8 crore, up 9 per cent year-on-year during the March quarter. It signed five new managed training services (MTS) contracts in the said quarter, taking the total number of MTS customers to 46. CLG revenue for the fiscal was ₹632.4 crore, up 22 per cent from the previous year.

"CLG added nine new logos, expanded its contracts with five customers, and renewed two contracts in FY19. The key initiatives of the India business, StackRoute and TPaaS continued to show momentum," NIIT Chief Executive Officer Sapnesh Lalla said.

MindChampion Learning Systems (MLSL) registered revenue of ₹18 crore during the March 2019 quarter. It added 523 school contracts. For the full-year, revenue from this segment was ₹35 crore and the company added 761 school contracts.

> **"The SNC business has seen a break-even and going forward we expect it to catch growth momentum"**
> **VIJAY K THADANI**
> Vice-Chairman and MD, NIIT

Business Standard, Kolkata, *May 26, 2019*

The Economic Times
Business

NIIT Q4 net profit up 18% to Rs 23 crore

Its revenue grew 8 per cent to Rs 239.7 crore in the quarter under review from Rs 222.8 crore in the year-ago period, NIIT said in a statement.

PTI|May 25, 2019, 03.52 PM IST

NIIT Ltd Saturday said its consolidated net profit rose 18 per cent to Rs 23.2 crore in the March quarter, helped by increased productivity and turnaround in its skills and careers (SNC) business. The skills and talent development firm had posted a net profit of Rs 19.7 crore in the year-ago period.

Its revenue grew 8 per cent to Rs 239.7 crore in the quarter under review from Rs 222.8 crore in the year-ago period, NIIT said in a statement.

NIIT Ltd, which had announced selling its shares in NIIT TechnologiesNSE 1.01 % in April this year, said the company received gross proceeds of Rs 2,020.4 crore in cash from the transaction.

NIIT's SNC business recorded net revenue of Rs 62.9 crore in the March 2019 quarter, and Rs 242.8 crore for 2018-19.

"The Board constituted a committee to make recommendations for utilisation of proceeds for rewarding shareholders in the most efficient and judicious manner, subject to statutory limits and necessary approvals, and after providing for transaction related costs, taxes, retirement of debt, growth capital and a prudent Indemnity reserve. The committee shall provide its recommendations to the Board prior to the declaration of audited results for Q1," it added.

For the full 2018-19 fiscal, NIIT's net profit climbed 38 per cent to Rs 86.4 crore, while revenue grew 7 per cent to Rs 910.2 crore from the previous financial year.

NIIT Vice-Chairman and Managing Director Vijay K Thadani said the increase in quarterly profit and revenue was on the back of improved productivity and turnaround in the SNC business.

"The SNC business has seen a break-even and going forward, we expect it to catch growth momentum," he added.

NIIT's SNC business recorded net revenue of Rs 62.9 crore in the March 2019 quarter, and Rs 242.8 crore for 2018-19.

He further said that given the improving performance of the business and liquidity, the board proposed a "dividend of Rs 5 per share which amounts to 250 per cent of face value of each share".

The company's Corporate Learning Group (CLG) recorded revenue of Rs 158.8 crore, up 9 per cent year-on-year during the March 2019 quarter. It signed five new MTS (Managed Training Services) contracts in the said quarter, taking the total number of MTS customers to 46. CLG revenue for the fiscal was at Rs 632.4 crore, up 22 per cent from the previous year.

"CLG added nine new logos, expanded its contracts with five customers and renewed two contracts in FY19. The key initiatives of the India business, StackRoute and TPaaS continued to show momentum," NIIT CEO Sapnesh Lalla said.

MindChampion Learning Systems Limited (MLSL) registered revenue of Rs 18 crore during the March 2019 quarter. It added 523 school contracts. For the full-year, revenue from this segment was at Rs 35 crore and the company added 761 school contracts.

"Creating transformative, new learning models"

Education is one of those fields where once you enter, you get so engrossed that you just don't feel like leaving it. It is very engaging, very purposeful and very satisfying to work in this space. To me, there is nothing more gratifying than helping people realize their true potential – something that education convincingly achieves. For us, this tryst with learning began with the setting up of NIIT in 1981. We decided to launch the company at a time when there was a growing realization that computers are going to be very important. At that time, while the IT arena was in its nascent stage, there were virtually no places that people could go to for acquiring knowledge in this field.

It was this scenario that led us to conceive a simple mission statement for NIIT—"Bringing people and computers together, successfully". We started out with this mission and have stayed with it. During NIIT's 38-year journey—where we operated in more than 38 countries -- we have impacted around 38 million people!

Our idea was to build talent that could be hired by the fledgling Indian IT sector and leveraged to accelerate its growth. We wanted to catch them young, improve the employability quotient of India's graduates and undergraduates, and enable them to build careers in the sunrise IT industry.

While NIIT has been operating for 38 years, we as founders started another venture 10 years ago in the higher education space by setting up not-for-profit NIIT University (NU).

On one hand, NIIT Ltd symbolizes scale and width, on the other, NU focuses on scope and depth. When we established NU, it was with the purpose of undertaking extensive innovation in the area of higher education. Our aspiration is to build revolutionary, innovative education model that would catalyse reform in the area of formal education in India.

Let me sum up by saying that while the last 38 years of NIIT have helped us build skills at scale globally, the last 10 years of NU are seeing us explore and create new learning models that can help transform higher education in India.

RAJENDRA S PAWAR
Founder, NIIT University, which is also completing ten years of operation

StackRoute recognized as 'Digital Transformation Learning Partner of the Year for Enterprises'

NIIT's StackRoute recognized as 'Digital Transformation Learning Partner of the Year for Enterprises'

ANI | Updated: Jul 01, 2019 14:06 IST

New Delhi [India] July 01 (ANI/BusinessWire India): StackRoute, a digital transformation partner for corporates to build multi-skilled full stack developers at scale, has won the 'Digital Transformation Learning Partner of the Year for Enterprises' award at Digital Transformation Summit and Awards. The award was received by Bimaljeet Singh, President, Skills and Careers Business (India), NIIT Ltd, at a recent ceremony organised at the Hilton, Mumbai.

The Digital Transformation Summit and Awards brings together leaders spearheading digital initiatives in their organisations, helping businesses accelerate their digital capabilities at an astonishing rate to gain a competitive edge. The theme of the conference was to Collaborate: Innovate: Accelerate.

The event was organized by Transformance Business Media that honours the achievements of organizations that have successfully planned and executed the digital transformation of one or multiple areas of their business through the application of digital and disruptive technologies.

StackRoute® is an NIIT incubated venture. Established in August 2015, StackRoute runs programming, quality-engineering, data-science and digital architect series boot camps. StackRoute programs are designed to be outcome-oriented and deliver business-relevant outcomes in consultation with key customer stakeholders.

As the digital skills transformation partner of choice, StackRoute works with large IT services companies and product engineering companies in helping them build a multi-skilled high performing team of full stack developers.

"StackRoute today has created a niche for itself as the product engineering start-up providing disruptive learning solutions. This award is recognition of our efforts and will further encourage us to constantly innovate and create a globally competitive workforce for the emerging economy", said Bimaljeet Singh, President, Skills and Careers Business (India), NIIT Ltd.

StackRoute focuses on full stack technologies (Java Spring, .NET Core, JavaScript - MEAN/MERN), emerging architectures and design trends in the Digital Ecosystem. Its graduates work on complex full-stack web applications built around microservices, stream computing, distributed real-time event processing, machine learning, natural language processing. StackRoute emphasizes the design and development of reactive and performant applications.

This story is provided by BusinessWire India. ANI will not be responsible in any way for the content of this article. (ANI/BusinessWire India)

https://www.aninews.in/news/business/niits-stackroute-recognized-as-digital-transformation-learning-partner-of-the-year-for-enterprises20190701140012/

NIIT Announces 'Future Ready Talent' - an Initiative to Skill Today's Youth for the Jobs of the Future

Wednesday, July 3, 2019 2:56PM IST (9:26AM GMT)

New Delhi, Delhi, India: NIIT Limited, a global leader in Skills and Talent Development, announced **'Future Ready Talent'** an initiative to encourage aspiring professionals to enhance their knowledge through future ready programs, together with their regular academic curriculum. As part of this initiative, NIIT will conduct seminars nationally across 26 centres in India, in the month of July, wherein successful leaders from diverse fields will share their experiences with the youth, making them aware about the importance of new-age future ready careers.

Bimaljeet Singh Bhasin, President, Skills and Career Business, NIIT Ltd., said, *"Having worked with the industry and young aspiring professionals for over three decades, we understand the changing workforce requirements in today's fast-paced business environment. Organizations today seek candidates with complex problem-solving abilities, understanding of data, new-age digital technologies and client facing skills. The ideal candidate today is a lifelong learner who can adapt to the change and value add at work from day one."*

"Future Ready Talent an initiative by NIIT, aims to build awareness in today's aspiring professionals about the new possibilities and provide them with an opportunity to develop and grow in the field of their choice through our industry-leading programs," he added.

According to the Future of Jobs Report (World Economic Forum), jobs in digital technology will grow from 17 % in 2018 to 33 % in 2022. Estimates have indicated that 75 million jobs may be displaced by a shift in the division of labour between humans and machines, while 133 million new roles may emerge that are more adapted to this model. This demonstrates a huge requirement of skilled employees for futuristic industry 4.0 job roles.

Towards this, NIIT offers new age programs in Digital Marketing and Branding, Data Analytics and Predictive Modelling, Full Stack Product Engineering, Banking and Finance and Accounting & Business Analytics.

About NIIT

NIIT is a leading Skills and Talent Development Corporation that is building a manpower pool for global industry requirements. The company, which was set up in 1981 to help the nascent IT industry overcome its human resource challenges, today ranks among 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 offers training and development solutions to Individuals, Enterprises and Institutions. NIIT has three main lines of business across the globe – Corporate Learning Group, Skills & Careers Business and **MindChampion Learning Systems Limited.**

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 areas including **Digital Transformation**, Banking, Finance & Insurance, Soft Skills, Business Process Excellence, Retail Sales Enablement, Management Education, Multi-Sectoral Vocational Skills, Digital Media Marketing, and new-age IT. As NIIT's wholly owned subsidiary for its K-12 school learning initiative - **MindChampion Learning Systems Limited (MLSL)**, provides curriculum based holistic range of education learning solutions to private schools in India under the nGuru brand. The product portfolio includes technology-driven classroom solutions, labs, assessment solutions, career guidance and counselling programs, and courseware solutions for IT, Maths, Science and English. As the Most Trusted Training Brand in India for 5th year in a row (Brand Trust Report, 2017), NIIT's learning and talent development solutions, continue to receive widespread recognition globally. NIIT has been named among the Top 20 Training Outsourcing Companies for the past eleven 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. NIIT has also been featured as the 'Most Respected Education Company'- 2016 by leading financial magazine, Business World.

https://www.businesswireindia.com/niit-announces-future-ready-talent-an-initiative-to-skill-today-youth-for-the-jobs-of-the-future-63989.html

COVER STORY

Industry-academia collaboration is the need of the hour today in order to end the mismatch between what the universities produce and what the industry needs. For seamless transition from the place of study to area of work, what students need is familiarity with the industry, adaptability skills, and multifunctional domain knowledge. Working towards realisation of these goals, NIIT University (NU) has co-created courses with industry players; IBM-Data Science and PwC-Cyber Security courses are key examples. According to V S Rao, President, NU, "We have people from the industry coming over for course delivery. Students get to learn from industry leaders from day one and that helps them pick up skills such as problem solving, critical

FOCUS ON TALENT

NIIT University
Neemrana, Rajasthan
www.niituniversity.in

thinking and teamwork." The 100-acre campus is where learning happens through close interaction between students and faculty. With programmes such as B Tech, BBA, Inte-

grated MBA, M Tech and M Sc, there is individual focus on each student. With a 100 per cent placement record for the 2018 batch, there are 598 companies who regularly visit the campus. Parimal Mandke, Vice-President, NU, says, "We don't treat students as a faceless mask and their voices are never unheard. Our founder is on campus once a month and there are friendly discussions between students, faculty and the founder." The university offers students flexibility if they want to change their minor subjects and take up something else, or if they want to opt for additional minors. The start-up culture is very intense at NU and there is also a lot of emphasis on research and development projects.

—By Shelly Anand

HOME AWAY FROM HOME Students interacting with peers (above); studying in the library (right); cycling to classes (right below)

UNIQUE FEATURE Credits through co-curricular courses such as dancing, music and photography

India Today Aspire, *June 2019*

NIIT Group Chairman Rajinder S Pawar addressing audience in presence of Sudhir S Bloeria, former Chief Secretary J&K and Madhav D Saraswat, Principal of the Scindia School during a panel discussion at Jammu Club on Friday.
— Excelsior/Rakesh

Panel discussion on 'Positive Impact of Technology on Children'

The Scindia School announces special Admission Grant for wards of defence personnel

Excelsior Correspondent

JAMMU, Apr 26: The Scindia School, Gwalior - one of the top three boarding schools in the country, has announced a special Admission Grant to onboard children of defence personnel as a heartfelt gesture to salute the services of defence personnel towards the nation.

The school has created a special fee structure for children hailing from the defence background. The selection will be based not just on academic excellence, but capabilities in different dimensions like sports, oratory, art & culture as well.

Announcement in this regard was made during a panel discussion organized by the school, here today, in the presence of Man Gen Sharad Kapok, General Officer Commanding, 26 Infantry Division, accompanied by Air Cmde A S Pathania, Air Officer Commanding 23 Wing Air Force.

In the panel discussion on 'Positive Impact of Technology on Growing Children', for parents and their children, Dr Madhav D

Saraswat, Principal, The Scindia School; Dr Sudhir S Bloeria, former Chief Secretary of J&K and Rajendra S Pawar, Chairman & Co-Founder, NIIT Group, addressed the audience on the significant subject.

Rajendra S Pawar, Chairman NIIT Group and a distinguished

* Watch video on www.excelsiornews.com

Alumnus of The Scindia School, said, "If computers are used carefully in the classroom, they can accelerate the overall development of children".

The panel discussion threw light on how technology can be effectively incorporated to improve the process of teaching learning in schools. "We are consumed by smartphones, tablets and computers and this is shaping how we communicate, shop, work and study. Technology is the most natural thing to today's children; hence the focus should be on using technology to help students learn new things and enhance their knowledge," said Pawar and added that understanding and

leveraging technology in education is fast becoming an important imperative for progressive academic institutions.

Dr Madhav D Saraswat, Principal, The Scindia School, said, "As a leading public school of India, The Scindia School has pioneered the use of computers in school education. It is our pleasure to share our experience at this seminar."

"We are also proud to have distinguished alumnus and Defence Services veterans like, Lt Gen S P S Dhillion, Lt Gen Moti Dar, Air Marshal Dushyant Singh. Through this Admission Grant, we intend to encourage and continue this tradition", added Dr Saraswat.

The distinguished alumnus of The Scindia School comprise high ranking defence services veterans like Lt Gen Ashok Handoo, Lt Gen Sami Khan, Lt Gen Bharat Sisodia and Rear Admiral Sanjeev Kapoor to name a few.

Dr Sudhir Bloeria, who is also a distinguished alumnus of The Scindia School, said, "Coming from the services background, I found my life at The Scindia School to be extremely enriching. The all-round development opened up possibilities for me in various spheres of life."

Daily Excelsior, *Jammu, April 27, 2019*

'NIIT Tech, Baring cos won't merge for 2 yrs'

PE Has Given A Commitment, Says IT Group's Co-Founder & Chairman Pawar

Shilpa.Phadnis
@timesgroup.com

Bengaluru: A day after Baring Private Equity Asia announced it would acquire 56% in NIIT Technologies for $709 million (Rs 4,890 crore), the latter's co-founder and chairman Rajendra Pawar ruled out any immediate merger with Hexaware Technologies, another Baring company. Pawar said Baring has given a commitment that they would not consolidate NIIT Tech with any of its assets for two years. Excerpts from an interaction with **TOI**:

Baring has been one of the leading investors in mid-tier Indian IT assets. What are the synergies that Baring would explore with its other portfolio company Hexaware Technologies?

Baring had Mphasis for 10 years and Hexaware for seven years, and they didn't consolidate. The view we have of private equity (PE) is influenced by the behaviour they have in the West, where such activity has been dominant. Their economy is growing at 2-3% and the dominant tool that they have in such a low-growth regime is cost-reduction. And therefore, the impression we have of PEs is that they cut, paste and join to create value.

If you look at Baring Private Equity Asia, particularly in the context of mid-tier IT industry growing up-

wards of 10%, they would get more value by driving growth. It's more profitable to accelerate growth and get more margins versus cutting costs that gives them short-term benefits and you extract the cost in a few years. This notion is less valid in higher growth Asian markets. We believe Asia-focused PE firms will be focused on driving growth because the market is supporting growth. We have an agreement that they will not consolidate NIIT Tech with any of their assets for at least two years.

Were you approached by a strategic investor? Market observers say the deal is expensive — it's nearly 17 times earnings per share (P/E ratio) of the 2020 fiscal consensus estimate of NIIT's earnings. It appears more of a strategic multiple than a PE multiple...

Expensive depends on how it

does in the future. Value is in the eyes of the beholder. They understand we have a good strategy and we have seen if for the last seven-eight quarters. Asian PE funds watch our industry very closely and we have been impressed with how much of competitive information they have. We are looking forward to them giving more tailwind to the existing leadership team, which is what they have said.

BFSI contributes 45% to your revenue. How is your strategy different from other mid-tier IT firms?

We have deep vertical knowledge and many customers have stayed with us for more than 20 years. By being in a handful of verticals, we have had the opportunity to go deeper. The depth of understanding, focus on horizontals — and a bridge structure that intersects these — give us headroom for growth, and gives us predictability of business and revenues.

Leadership succession in NIIT Tech preceded change of control...

As founders, we have been responsible enough to look at succession, and succession is happening in two phases — first, we were focused on leadership succession when we appointed Sudhir Singh as CEO (in 2017). He did very well in the first year and we said we have a leader for the future. Now we are looking at ownership succession.

ONE-ON-ONE
Rajendra Pawar
CO-FOUNDER & CHAIRMAN, NIIT GROUP

Times of India, Mumbai, *April 09, 2019*

Baring PE to buy 30% in NIIT Tech for ₹2,627 crore

NEHA ALAWADHI
New Delhi, 7 April

Funds affiliated with Baring Private Equity Asia (BPEA) will acquire a 30 per cent stake in mid-sized information technology services company NIIT Technologies for about ₹2,627 crore, the entities said in a joint statement.

The Asia-focused private equity firm has signed the agreement at a price of ₹1,394 a share. It will also make an open offer to the public shareholders of NIIT Tech to buy up to 26 per cent additional shareholding at the same price per share, taking the deal value to up to ₹4,890 crore or $709 million for about 56 per cent stake.

NIIT Tech was hived off from corporate and vocational training firm NIIT in 2004. NIIT holds about 23.1 per cent in NIIT Tech, while promoters Rajendra Pawar and Vijay Thadani with their families hold 6.94 per cent shares.

This 30.04 per cent share of NIIT Tech includes 14.4 million shares of NIIT and 4.3 million shares held by the promoter group and their families. These will be sold to Hulst BV under a share-purchase agreement, subject to regulatory approvals, NIIT Tech said in a filing to the BSE.

"The involvement of BPEA will provide further impetus to the management team led by CEO, Sudhir Singh to take the company to the next level of growth," said Pawar, chairman, NIIT Tech.

In a separate filing, NIIT Tech said the open offer for up to 1.62 crore fully paid-up equity shares (representing 26 per cent stake) would be made by Hulst BV along with The Baring Asia Private Equity Fund VII, LP, The Baring Asia Private Equity Fund VII, LP1 and The Baring Asia Private Equity Fund VII, SCSp. "We would like to thank everyone who has contributed in building NIIT Tech into a leading global IT solutions compa-

ny. BPEA's association will support the existing management team in capturing the opportunities in an increasingly digital world," said Vijay Thadani, vice-chairman and managing director, NIIT. BPEA also holds a stake in Mumbai-based IT firm Hexaware Technologies, which competes with NIIT Techs in several areas. It wasn't clear if the NIIT Tech deal would complement its holding in Hexware.

"BPEA is pleased to be investing in NIIT Tech. We look forward to partnering with the company's management team to continue to build the business over the coming years," said Jimmy Mahtani, managing director of BPEA. Credit Suisse was the financial advisor to NIIT and other promoter entities. Shardul Amarchand Mangaldas & Co. was the legal advisor to NIIT. J. Sagar Associates and Ropes & Gray acted as legal

advisors to BPEA for the deal.

Improving performance

NIIT Tech had named Sudhir Singh, a former Genpact and Infosys veteran, its CEO last year. The Noida-based NIIT Tech has shown good momentum under Singh, who has focused on automation and managed high deal wins. "With deal wins abnormally high in the previous two quarters, NIIT Tech can do 14-15 per cent growth against 12 per cent base expectations," research analysts Ashish Chopra and Anmol Garg said in a pre-earnings note for the quarter ended March 31.

In the quarter that ended December 31, 2018, NIIT Tech posted a 32.6 per cent annual rise in consolidated net profit to ₹100.2 crore, while the consolidated revenue for the quarter rose 28.5 per cent year-on-year to ₹971.7 crore.

NIIT Tech to acquire WHISHWORKS

NIIT Technologies has said it will sell its entire 88.99 per cent in ESRI India Technologies and buy Hyderabad-based WHISHWORKS IT Consulting, an IT services and consulting company specialising in MuleSoft and Big Data technologies. ESRI is a US-based geographic information system-based company, which makes mapping and location-based software products. NIIT Tech had a distribution deal with the firm, which was expiring on March 31. ESRI will now directly manage the distribution of its products in India. The transaction is expected to close within this month.

In WHISHWORKS, which is an all-cash transaction, funded through internal accruals, NIIT Tech will initially buy a 53 per cent stake, with the remaining equity to be acquired over the next two years through pay-outs linked to financial performance.

This transaction is expected to add to margin and earnings of NIIT Tech. The deal closure is subject to government and regulatory approvals. **BS REPORTER**

Business Standard, New Delhi, *April 08, 2019*

NIIT scholarship in Nigeria

NIIT, a global leader in skills and talent development announced the 20th National Scholarship, to reward and encourage meritorious students in Nigeria desirous of building successful careers in Industry 4.0. This year the annual scholarship test will be held on July 13, 2018, across the country.

Industry 4.0 is the vision of transforming industrial production of the future, which makes it possible to automate, gather, analyse and exchange data across machines,

enabling faster, flexible, and more efficient decisions making process by using IOT, R & ML, Python & ML, AI, BI, Block Chain etc.

NIIT has introduced scholarships for cutting-edge programmes in Industry 4.0 technologies like Internet of Thing (IoT), Machine Learning (ML) with R & Python, Artificial Intelligence (AI), Business Intelligence (BI), Data Analytics, Big Data, diginxt MMS-Full Stack Developer, Digital Marketing etc.

Check out: www.niit.com/nigeria.

The Tribune, New Delhi, *May 15, 2019*

DOCTORAL SYMPOSIUM

The NIIT University (NU), organised a Doctoral Symposium to provide a common platform for doctoral students to share and discuss their doctoral research work with eminent scientists, engineers and technologists from industry, academia and research labs.

At the symposium, PhD students from renowned institutions like IITs, NITs, IIITs, BITS, South Asian University, etc. presented their doctoral research in the niche areas of Artificial Intelligence, Internet of Things, Data Science, Information Security, etc. This is the second edition of Doctoral Symposium at NU and it attracted a large number of researchers. NU organised the first Doctoral Symposium in the area of Computer Science in 2017.

The Pioneer, New Delhi, *April 10, 2019*

The NIIT has announced the 20th National Scholarship, to reward and encourage meritorious students in Nigeria desirous of building successful careers in Industry 4.0. This year the annual scholarship test will be held on Saturday, July 13, 2019, across the country.

Industry 4.0 is the vision of transforming industrial production of the future, which makes it possible to automate, gather, analyse and exchange data across machines, enabling faster, flexible, and more efficient decision-making process by using IOT, R & ML, Python & ML, AI, BI and Block Chain and introduced scholarships for cutting-edge programmes in Industry 4.0 technologies. These programmes have been introduced by NIIT with a profound understanding of the changing job roles which are powering the digital economy.

These scholarships have become one of the most awaited events in the annual events calendar of the country. More than 100,000 students have benefitted from the scholarship so far.

For more information, students can visit *www.niit.com/nigeria*.

The Pioneer, New Delhi, *May 15, 2019*

United News of India
India's Multi Lingual News Agency

NIIT Announces 20th National Scholarship in Nigeria

Business Wire India
Posted at: May 14 2019 2:16PM

NIIT announces 20th National Scholarship in Nigeria

NIIT, a global leader in skills and talent development announced the 20th National Scholarship, to reward and encourage meritorious students in Nigeria desirous of building successful careers in Industry 4.0. This year the annual scholarship test will be held on Saturday, 13th July 2018, across the country.

Industry 4.0 is the vision of transforming industrial production of the future, which makes it possible to automate, gather, analyze and exchange data across machines, enabling faster, flexible, and more efficient decisions making process by using IoT, R & ML, Python & ML, AI, BI, Block Chain etc.

According to the Future of Jobs Report *(World Economic Forum)*, jobs in digital technology will grow from 17 % in 2018 to 33 % in 2022. Estimates have indicated that 75 million jobs may be displaced by a shift in the division of labour between humans and machines, while 133 million new roles may emerge that are more adapted to the new division of labour between humans, machines, and algorithms. This demonstrates a huge requirement of skilled employees for futuristic industry 4.0 job roles.

Aligned to needs of the futuristic industry 4.0 technologies, NIIT has introduced scholarships for cutting-edge programs in Industry 4.0 technologies like Internet of Thing (IoT), Machine Learning (ML) with R & Python, Artificial Intelligence (AI), Business Intelligence (BI), Data Analytics, Big Data, diginxt MMS-Full Stack Developer, Digital Marketing and other programs. These programs have been introduced by NIIT with a profound understanding of the changing job roles which are powering the digital economy.

Speaking on the occasion, **Mr. Sanjay Tickoo, Head, International Education Business – Emerging Markets, NIIT Ltd. said,** *"The major drivers of transformation, currently affecting global industries, are expected to have a significant impact ranging from job creation to job displacement, from heightened labour productivity to widening skills gaps. With new job roles emerging in the country, students trained in futuristic industry 4.0 technologies can meaningfully contribute to the growth of the country and thus carve a successful career for themselves. To accomplish this, we have introduced futuristic cutting-edge programs for Nigerian students to train them for the jobs of future."*

Since the inception in 1999, NIIT Scholarships have become one of the most awaited events in the annual events calendar of the country. More than 100,000 students have benefitted from the scholarship so far.

For more information, students can visit www.niit.com/nigeria.

NIIT in Nigeria

NIIT, a global leader in skills & talent development, established its presence in Nigeria in 1999 and since then affirmed its support to prepare the youth in the country for lucrative IT careers. NIIT has been involved in creation of skilled ICT workforce and has launched several initiatives in the country. Presently NIIT is operating with 20 education centres across various cities in Nigeria.

NIIT Nigeria national scholarship has reached out to over a million students in the past 20 years by offering them with scholarship assistance across various segments - School Leavers, Under Graduates, Graduates [Unemployed, Under-Employed], Individuals desirous of enhancing their technical skill-sets and students in general who aspire to know about IT and career in IT.

NIIT is acknowledged as the undisputed leader in the country's IT training and education segment, offering the latest IT programs mapped to the industry requirement and international vendor certifications.

In Nigeria, NIIT provides IT education to individuals; offers customized training solutions for corporate; and caters to the IT learning needs of University & School students.

DAILY TRUST

Technology: How Nigeria can benefit from Industry 4.0

By Opeyemi Kehinde, Lagos | Published Date Jul 12, 2019 20:48 PM

n this interview with our reporter, Mr. Sanjay Tickoo, the Head of International Education Business (Emerging Markets) at NIIT West Africa explains how Nigeria can benefit from Industry 4.0 to grow its information and communication technology (ICT) sector to attain digital economy.

Q: Across the world, there is a growing buzz about 'Industry 4.0', a trend that is reshaping organizations. What is this trend all about?

A: Following the IT revolution, the world is now in the midst of the 'Digital Transformation' (DT) wave which essentially centres around automation, Cyber Security, Internet of Things, Cloud, R & ML, Python and ML, Artificial Intelligence (AI), Business Intelligence (BI), Block Chain and cognitive computing.

These cutting-edge Digital technologies are disrupting the global environment and altering the way we live and work. In the future, they are expected to transform industrial production, making it possible to automate, gather, analyze and exchange data across machines, enabling faster, flexible and more efficient decision-making processes. Industry 4.0 is in fact the new way to go and global organizations and individuals are embracing this trend to remain competitive and gain an edge.

Mr. Sanjay Tickoo, the Head of International Education Business (Emerging Markets) at NIIT West Africa

Q: What is the role that 'people power' will play in this Industry 4.0 environment?

A: The importance of 'people power'—basically skills that were critical to industry development—had become apparent during the ICT revolution. The IT industry's growth globally was fuelled by skilled human resources, who became differentiators for nations. In the current Industry 4.0 landscape, human resources will once again be crucial. Young people in particular, who are equipped with digital technology skills that are aligned to what corporations need, will be a sought after resource. Trained manpower will prove to be a driver for nations, contributing to their future growth.

Q: What will be the impact of Industry 4.0 on the future of jobs?

A: According to the World Economic Forum's 'Future of Jobs Report', jobs in digital technology will grow from 17% in 2018 to 33% in 2022. Estimates have indicated that 75 million jobs may be displaced by a shift in the division of labour between humans and machines, while 133 million new roles may emerge that are more adapted to the new division of labour between humans, machines and algorithms. This demonstrates a huge requirement of skilled employees for futuristic industry 4.0 job roles. This report also indicates that 54% of all employees will require significant re-skilling and up-skilling by 2022. Of these, 35% shall require additional training for 6 months, 9% for 12 months and 10% for 1 year.

Q: How have technology firms in Nigeria including NIIT geared up to address this growing Industry 4.0 opportunity? What are some of the steps taken to meet the needs of this transformation?

A: Having established itself as a leader in the IT training and talent development space over the past 38 years, NIIT has been quick to anticipate the futuristic digital skills requirements of human resources for Industry 4.0. Since its entry into Nigeria, NIIT has played a huge role in spurring the growth of the country's burgeoning tech sector by building industry-ready professionals. As early as 2016, and in keeping with the changes across the world, NIIT had launched state-of-the-art programmes in Digital Transformation under the umbrella of its digiNxt series for young people and professionals everywhere. These include its digiNxt MMS, Big Data, Java Enterprises Apps with DevOps, Digital Marketing, and MMS. Today, NIIT has added to this portfolio of Digital Transformation programmes, catering to the emerging and more advanced and sophisticated needs of Industry 4.0. These include Internet of Things (IoT), Machine Learning (ML) with R & Python, Artificial Intelligence (AI), Business Intelligence (BI), and Data Analytics. These programmes have been introduced by NIIT with a profound understanding of the changing job roles which are powering the digital economy. Operating through 20 education centres, NIIT has emerged as a leader and pioneer in Nigeria's IT training and education market. NIIT has trained over a million students in Nigeria, over the last two decades. The company has become a reputed name for quality training and its latest IT programmes that are mapped to industry requirements and international vendor certifications. NIIT has also enabled Nigeria to create a talent pool armed with futuristic skill sets and will continue to keep the country on the tech training treadmill.

Q: What would you say has been the impact of NIIT's National Scholarship programme in Nigeria?

A: Since its inception in 1999, NIIT's National Scholarship has become one of the most awaited and prestigious annual events across Nigeria. More than 100,000 students have benefitted from the scholarship so far. The forthcoming 20th NIIT National Scholarship event in Nigeria which is scheduled to be held on July 13, 2019 will cover futuristic programmes like Python, Power Business Intelligence (BI), Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning with R, DigiNxt-MMS Software Engineering, Full Stack Developer (Python, REST, Angular JS, REACT), Data Analytics, Digital Marketing (SEO, SEM, Mobile and E-mail Marketing, ORM), Big Data, and Java Enterprise Apps with Dev Ops. In May, 2019, NIIT organized technology conclaves on Industry 4.0 and reached out to over 6,500 students across 12 Universities/Colleges in Nigeria. Some of the universities included the University of Port Harcourt, University of Benin, Rivers State University, Ignatius Ajuru University, Yaba College of Technology, University of Abuja, Lagos State Polytechnic, Crawford University, Wellspring University, Nnamdi Azikiwe University, and the Nigerian Turkish Nile University. The students were appraised about Industry 4.0, its impact on their careers and the Digital skills required for them to be relevant.

Q: What are its key benefits for ICT learners?

A: The NIIT National Scholarship programme rewards and encourages meritorious and deserving students who are eager to build successful careers in the global IT industry. This time around, the initiative will help students acquire digital skills to enhance their employability and relevance in the digital age. It will be targeted at School-leavers, Under-grads and Graduates. The idea is to enable them to realize their dreams of a successful career in Information Technology and related industries. On the occasion of the 20th Scholarship this year, NIIT is offering 100% Free Scholarships to 20 'Digital Stars of Nigeria'!

Q: Why do average Nigerians need to undertake training in Industry 4.0?

A: The phenomenon of Digital Transformation is beginning to touch Nigerian shores and is already impacting the workspaces. Organizations in the country are aligning themselves with the digital transformation and deploying cutting-edge disruptive technologies to uplift their customer service and deliver a higher client experience. They clearly require people who are well versed with these technologies. Some of these technologies are also invading homes, making it imperative for individuals as well to acquire digital skills in order to ably engage with them in their everyday lives.

https://www.dailytrust.com.ng/technology-how-nigeria-can-benefit-from-industry-4-0.html

---

BARING TO ALSO MAKE AN OPEN OFFER

# Baring PE to Buy Out NIIT Tech Founder Promoters for ₹2,627 cr

Co valued at $1.26 b; successful open offer to take PE shareholding to 56%

THE ECONOMIC TIMES

Baring on Prowl for NIIT Tech

ET was the first to report on February 4 that Baring Private Equity Asia was closing in on the stakes of founder promoters of NIIT Tech.

Our Bureau

Mumbai/Bangalore: Baring Private Equity (Asia) has agreed to buy out the founder promoters of mid seized IT services firm NIIT Technologies for ₹2,627 crore. The Hong Kong-based private equity group signed a definitive agreement to purchase 18.85 million NIIT Technologies Ltd shares from NIIT Ltd and other promoter entities, representing 30.6% of the company at ₹1,394 per share, it said on a late night announcement on Saturday, cementing a larger consolidation in the mid-tier IT services space.

This includes about 14.4 million shares of NIIT Ltd, the listed parent that owned 23.5% of NIIT Technologies and about 4.3 million shares (7.1%) held by members of families of NIIT founders Rajendra Pawar and Vijay Thadani, the statement said.

NIIT Ltd has been a pioneer of IT training and computer coaching since early 2000. Its listed subsidiary NIIT Technologies is a tech services firm. On Friday, the NIIT Tech stock closed at ₹1349.50 apiece. Its six-month weighted average price of ₹1,200 a share. Baring will also make an offer to the public shareholders of
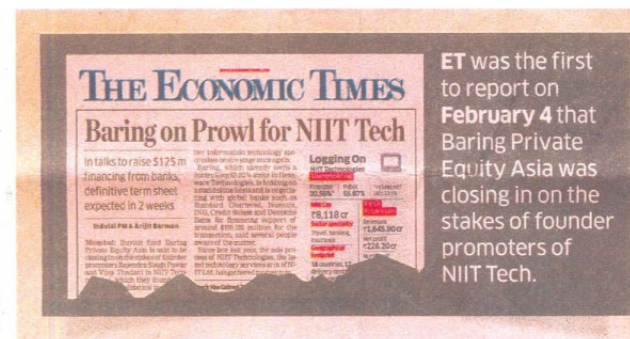
NIIT Tech for purchasing up to 26% additional shareholding to comply with Sebi takeover regulations. If fully subscribed, Baring could end up spending up to Rs 4,890 crore in the transaction for a 56 percent controlling interest in the Delhi headquartered company. This would value the company at Rs 8732 crore.

ET was the first to report on this impending transaction in its February 4th edition.

"We look forward to partnering with the company's management team to continue to build the business in the coming years," said Jimmy Mathani, MD, Baring Private Equity Asia. Baring, which already owns a controlling 63.22 per cent stake in Hexaware Technologies is also finalising the buyout of healthcare focussed BPO AGS for Rs 2230 crore.

Standard Chartered, Nomura, ING, Credit Suisse and Deutsche Bank are believed to be lending financing support of around $100-125 million for the transaction.

The NIIT transaction is also coming at a time when L&T has bo-

ught into Mindtree and is poised to launch an open offer to take control of the company. Last year Baring had engaged with the Mindtree founders for being a white knight against L&T's move.

Credit Suisse had launched a formal sale process in the second half of 2018 that saw interest from PE buyout funds like Apax, Bain Capital and Blackstone. Shares in NIIT Tech climbed nearly 90% over the last one year. The founders who did not have successors in the family to continue the business wanted to focus on their foundations and retire, said people in the know.

NIIT Technologies chairman Rajendra Pawar said the Baring partnership will help take the company to the next level of growth. "The long-standing relationships with marque customers, many spanning over two decades, are a consequence of a sharp focus on identified verticals including, travel, banking and insurance and distinctive capabilities developed," he said.

CEO Sudhir Singh would conti-

nue to lead the company post the Baring takeover, he said.

Meanwhile, NIIT Technologies also announced the acquisition of a 53% stake in WHISHWORKS IT consulting with the remaining equity to be acquired over two years through pay-outs linked to financial performance. It is also selling its 88.99% stake in Esri India Technologies to other existing equity shareholder Environmental Systems Research Institute, Inc (Esri, Inc).

NIIT Tech recently scaled up its digital business by hiring around 450 people. Since a leadership change in December 2017, the company has adopted a vertical-based business model. Banking and financial services contribute 16.2% to the overall revenue of the group while insurance accounts for 28.8% and travel and transportation 26.9%. The order book has been growing for six consecutive quarters with at least two large deals every quarter.

Mid-tier IT firms, with their focus on domains and platform-led capabilities, have generally outperformed their larger peers. In the December quarter, these firms clocked 15.2% y-o-y growth compared to 7.8% by larger peers.

There has been a wave of consolidations and acquisitions in this space, with many mid-size IT firms ceding control to PE funds or large companies. KPIT Technologies and Birlasoft announced last year that they would merge and then split into two companies, one specialising in automotive engineering and the other in enterprise digital IT services.

Economic Times, Kolkata, *April 08, 2019*

LEARNING GAMES:
WHY INSTRUCTIONAL DESIGN NEEDS TO BE MORE LIKE GAME DESIGN

By Gregg Collins, Ph.D. Chief Learning Scientist, NIIT Ltd.

Seymour Papert—the brilliant polymath who co-founded the MIT Media Lab—predicted twenty-five years ago that the future of learning would lie in the development of learning games. It has taken a while for the world to catch up to his visionary insight, but over the last five years the idea of "serious games" has become one of the hottest areas in education and training. The improvement in internet bandwidth and the development of so-called "game engines" like Unity and Unreal that allow for the creation of interactive 3D worlds like those in "AAA" video games at relatively low (and rapidly decreasing) cost have made it possible for almost any organization to create complex, game-like experiences that can rival what is available in the commercial game market.

The appeal of learning games is that they offer a possible answer to what has long seemed like an impossible dream: creating educational content that learners actually want to interact with. Learning designers, as Papert noted, have long been"green with envy when they see the energy [people] pour into computer games."

The marriage of games and learning may at first seem incongruous, but, in fact, learning design and game design are more alike than one might think. In a manner of speaking, game design is learning design. A game doesn't work unless its audience can learn to play it. Moreover, it is actually the learning that makes the game fun. Most games become boring once they are mastered. Games are already effective learning experiences—they just don't, for the most part, teach skills that are applicable to the real world. That's where learning designers come in—if we can combine the best of what learning designers do with what the best of what game designers do, we may be able to revolutionize learning.

But what if we can't? Papert highlighted the risk with a reference to an old anecdote, according to which a famous beauty not noted for her intellect once suggested to George Bernard Shaw, a brilliant playwright not noted for his handsomeness, that they could have an amazing child together, "with my looks and your brains." "But Madame," Shaw is supposed to have responded, "what if the child had my looks and your brains?" In our case, the worry is that educational games may turn out combine all the fun of traditional education with the intellectual content of most games.

Unfortunately, that has often been exactly what happens when learning designers try to create games. Many of the games they produce involve a game-like quest—getting to Mars, say, or killing zombies—but make the learner answer multiple-choice trivia questions to get ahead in the game. Learners are not fooled—they can tell they are getting a quiz disguised as a game. Efforts along these lines tend to confirm one's worst fears about what could happen to games in the hands of educators.

To do better, we have to acknowledge an awkward fact: Instructional designers have spent too long focusing on the demands of the institutions for whom we work to "deliver content," while game designers have had to sink or swim in a marketplace in which their games will fail if they are not highly effective learning experiences. The end result, as Papert observed, is that "game designers have a better take on the nature of learning than curriculum designers." To make a great educational game, we need to think not about how a learning designer would design a game, but rather about how a game designer would design a learning experience.

Here, in particular, are five critical things that designers know, and learning designers need to learn:

1. It's good for an educational experience to be difficult.
As Papert said, "Learning is essentially hard; it happens best when one is engaged in difficult and challenging activities." Game designers understand this instinctively--challenge is what makes games fun. The learning community—corporate training especially--has largely embraced the opposite concept—the idea that learning should be easy.
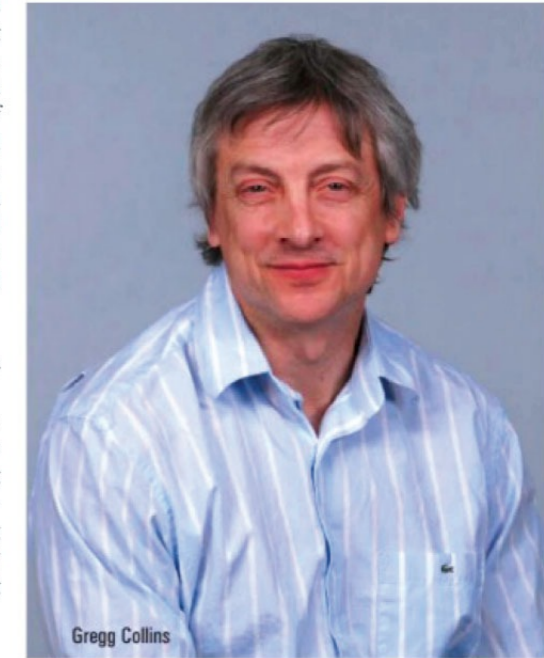
2. It's okay for learners to fail.
The first time playing any new game is usually a series of spectacular failures. In instructional design, it is axiomatic that you do not want your learners to fail, and if they do you want to treat them gently. Game designers know failures are all part of the excitement, and they dramatize rather than down playing them.

3. Emotions drive engagement.
Games are full of high-stakes situations and dramatic consequences, often wrapped in a compelling, detailed backstory. In education we tend to downplay emotional responses and edit out gritty, realistic details. Game designers, in contrast, embrace and put to good use what three millennia of accumulated wisdom about storytelling have taught us how to grab and hold an audience.

4. Showing is better than telling.
Doing is better than being shown. Game designers know that no game player ever wants to read instructions. If something can be learned by experience in a game, it will be, even though it may take considerable cleverness to engineer this. If there is no way for the user to get the knowledge they need from their own experience, they will be shown it—often in cinematic "cut scenes" that are more like watching a movie than like receiving instruction. In traditional learning design, again, this formula is almost inverted. The main event in learning has historically been the lecture, while letting the learners try things out for themselves has happened only they've been told everything there is to say about the subject—if it happens at all.

5. You only learn what you can remember.
In the end this basic truth about learning has been fully grasped by game designers, and largely missed by learning designers. Instructional design tends to focus on delivering the maximum amount of "content" possible, despite research that shows the learners generally retain only a small fraction of this material. Game designers know how to make things memorable, and they know that what isn't remembered doesn't help their users play the game.

It will change the culture of learning almost entirely if learning designers start thinking like game designers. But it will change it for the better, and the result will be games that teach real-world skills rapidly and effectively, yet have learners begging to play them. **CR**
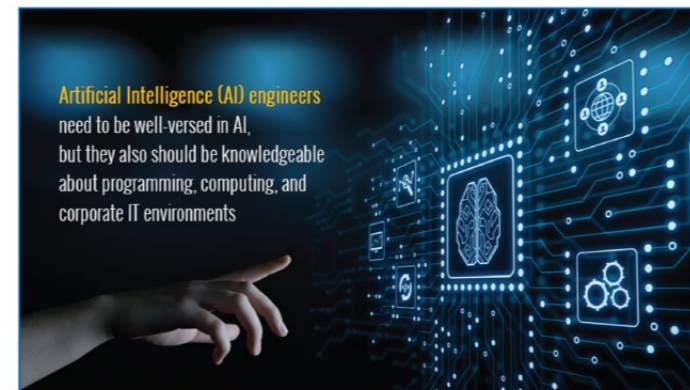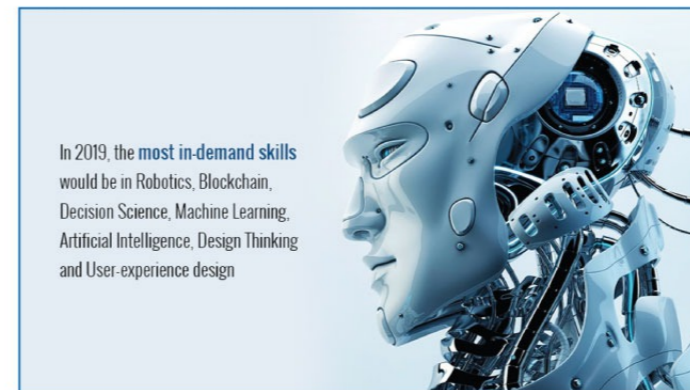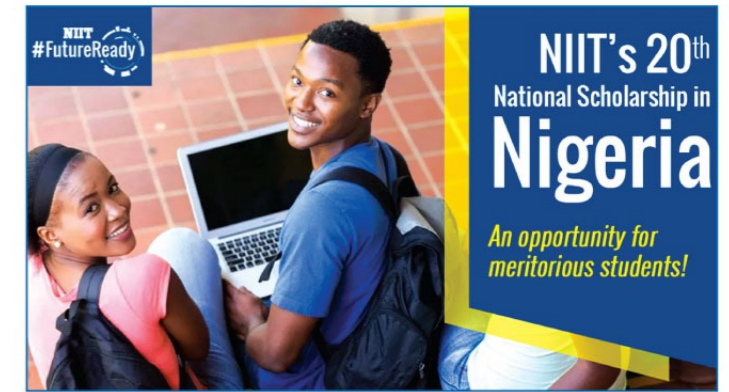
Gregg Collins

https://www.youtube.com/watch?v=ZTntbopjxnl&t=20s

https://www.youtube.com/watch?v=fGiunkzggv0

https://www.youtube.com/watch?v=83V5znSxivY

https://www.youtube.com/watch?v=W-EjcppFiYl&t=148s

https://www.youtube.com/watch?v=UZILo5rBEsk

https://twitter.com/NIITLtd