

Financial Results

Q2 FY22

November 10, 2021



Environment

Global recovery continues, but the momentum has weakened with increasing inequality among nations. Rapid spread of Delta and the threat of new variants have increased uncertainty about how quickly the pandemic can be overcome. Policy choices have become more difficult, with limited room to maneuver (IMF)

India's GDP growth is expected to rebound to 9.5% in 2021 despite impact of the second wave of the pandemic. Formal and organized parts of economy gaining at expense of unorganized and informal

Trend of outsourcing L&D to training specialists expected to continue as spends recover.
Immersive Digital Technologies continue to see strong adoption across learner categories

North America Real Estate Market seeing some stabilization although sales velocity is down from its high last year. Demand for real estate career remains robust

Net addition in IT companies at multi year high driven by growth in Digital and transformational orders. Banks starting to hire for replacements in demand recovery

Large opportunity in global corporate training and digital learning attracting interest from PE and strategic investors (GPX-LTG, edX - 2U, Simplilearn – Blackstone, Great Learning –Byju's)

Q2 FY22: In Perspective

Corporate Learning Group (CLG)

- Revenue at INR 2,722 Mn up 40% YoY & up 3% QoQ; Growth in constant currency @ 40% YoY & 4% QoQ
- EBITDA at INR 786 Mn; up 97% YoY and up 2% QoQ
- OM at 29%; up 837 bps YoY and down 45 bps QoQ
- Added 6 MTS contracts, which is highest addition in a quarter; MTS customer tally at 63
- Revenue Visibility at \$ 294 Mn; Strong pipeline

Skills & Career Group (SNC)

- Accelerated Digital transformation
- Revenue at INR 420 Mn; up 70% YoY and up 11% QoQ
- EBITDA at INR (47) Mn compared to INR (51) in Q1 FY22

Overall NIIT

- Revenue at INR 3,142 Mn; up 44% YoY and up 4% QoQ
- EBITDA at INR 739 Mn vs INR 721 Mn in Q1 FY22; up 115% YoY and up 3% QoQ
- OM at 24%, up 780 bps YoY and down 42 bps QoQ
- PAT at INR 524 Mn compared to INR 260 Mn in Q2 LY; EPS of INR 3.9 up 114% YoY

Key Financials – Q2 FY22

| INR Mn | Q2 FY22 | Q1 FY22 | QoQ | Q2 FY21 | YoY |
|--|--------------|--------------|----------------|--------------|----------------|
| Net Revenue | 3,142 | 3,010 | 4% | 2,189 | 44% |
| Operating expenses | 2,403 | 2,289 | 5% | 1,844 | 30% |
| EBITDA | 739 | 721 | 3% | 344 | 115% |
| EBITDA% | 24% | 24% | -42 bps | 16% | 780 bps |
| Depreciation | 140 | 143 | -2% | 136 | 3% |
| EBIT | 599 | 578 | 4% | 208 | 188% |
| Net Other Income/ (Expense) | 127 | 125 | 2% | 171 | -26% |
| Operational PBT | 726 | 702 | 3% | 380 | 91% |
| Tax | 205 | 146 | | 79 | |
| Profit/ (loss) from discontinued Operations & Assets held for Sale | 1 | (38) | 39 mn | (41) | 42 mn |
| Associate Profit & Non Controlling Interests | 2 | (4) | 6 mn | 0 | 1 mn |
| PAT | 524 | 514 | 2% | 260 | 101% |

- Sustained margins despite impact of wage hike and continuing investments
- Taxes include withholding tax on dividend received from international subsidiary

Corporate Learning Group

| INR Mn | Q2 FY22 | Q1 FY22 | QoQ | Q2 FY21 | YoY |
|--------------|---------|---------|---------|---------|---------|
| Net Revenues | 2,722 | 2,633 | 3% | 1,941 | 40% |
| EBITDA | 786 | 772 | 2% | 398 | 97% |
| EBITDA % | 29% | 29% | -45 bps | 20% | 837 bps |

- Constant currency growth at 40% YoY & 4% QoQ
- OM at 29%; down 45 bps QoQ
- Added 6 new MTS contracts; highest addition in a quarter. This includes 4 new logos and 2 existing project customers upgraded to MTS; MTS customer tally at 63
- Go to market with revised value Proposition for NIIT Life Sciences
- Revenue Visibility at \$ 294 Mn

Introducing NIIT Life Sciences

NIIT Managed Services + Eagle Life Sciences Expertise = NIIT Life Sciences

NIIT's global presence, scale, and successful managed training services offering.

Eagle's expertise and deep knowledge of Life Sciences industry challenges and keys to success.

Strategic and mutually beneficial partnerships with Life Sciences companies

[Explore our new website »](#)

Business Impact of Adaptive Learning Organizations

Adaptive Learning Organizations spend less and drive more value.

- 27% Spend less
- 59% More likely to experience business growth in 2019
- 14% Higher career opportunities
- 13% Higher employee experience (Overall-Glassdoor)
- 15% Higher rated senior leaders

[Download the Research Report](#)



Skills & Careers Group

| INR Mn | Q2 FY22 | Q1 FY22 | QoQ | Q2 FY21 | YoY |
|--------------|---------|---------|---------|---------|----------|
| Net Revenues | 420 | 378 | 11% | 247 | 70% |
| EBITDA | -47 | -51 | 4 Mn | -54 | 7 Mn |
| EBITDA % | -11% | -14% | 242 bps | -22% | 1061 bps |

- Revenue at INR 420 Mn up 11% QoQ; EBITDA at INR (47) Mn
- Strong demand for new talent and reskilling for digital skills in IT sector. Banks are starting to hire for replacements in demand recovery
- Strong traction in StackRoute & TPaaS

Digital Transformation

- Skills & Career Business has transformed to a Digital business
- Significant market opportunity due to acceleration in Digital Transformation across IT & BFSI
- Continued investment in creating Digital Capability

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**WE
CAN**

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India to have **3.5 Million** Vacant Cybersecurity Jobs in 2021

Grab the Opportunity

Advanced PGP in Cybersecurity & SecOps

Apply Now

18-Weeks | Placement Backed | 5 LPA CTC*

*T&C Applied



#FutureReady

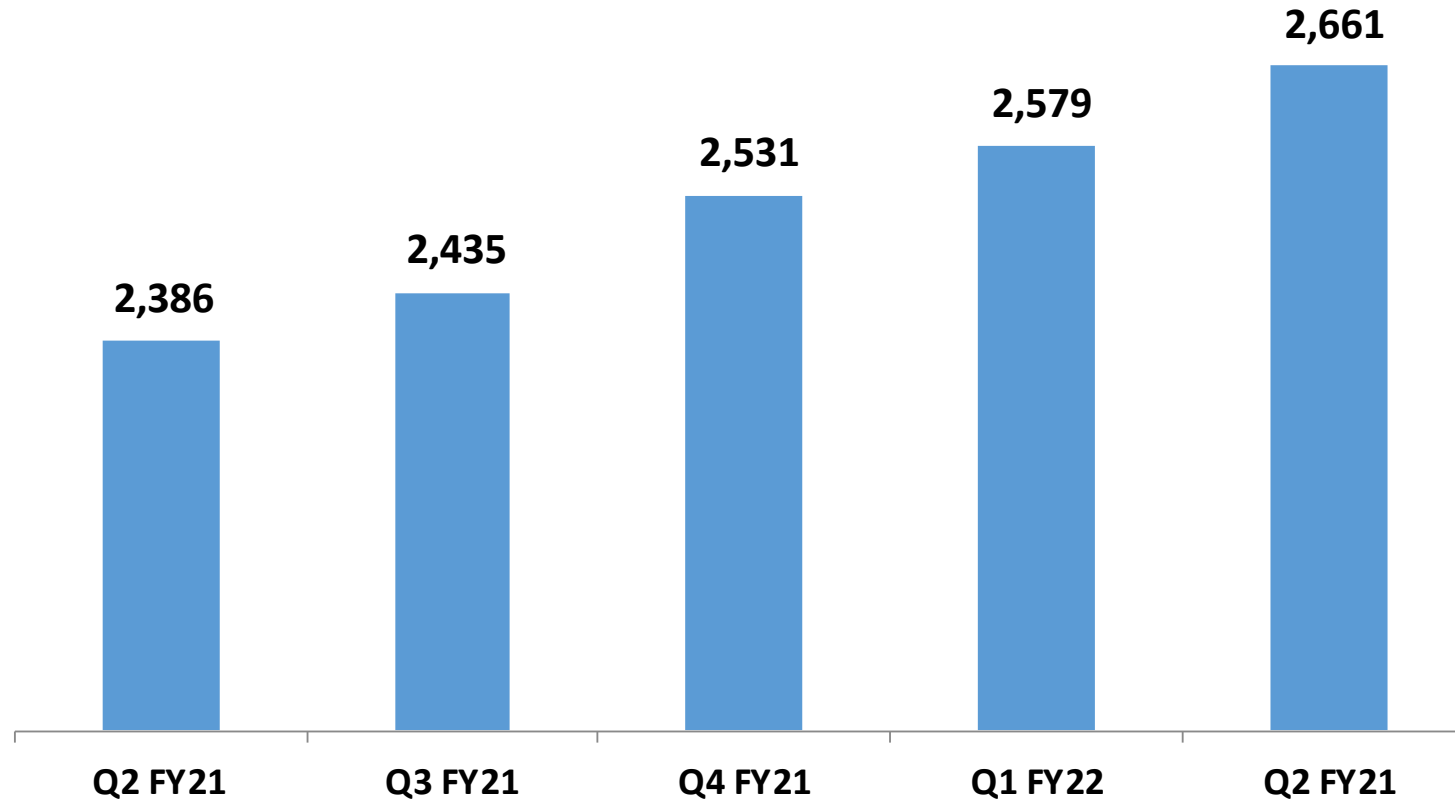
NIIT

Invest in Yourself & become a **Cloud IT Administrator in 12 Weeks** with NIIT's PGP in **Cloud Computing and SysOps**

- Placement linked
- Delivered online
- Batch begins 13th September 2021



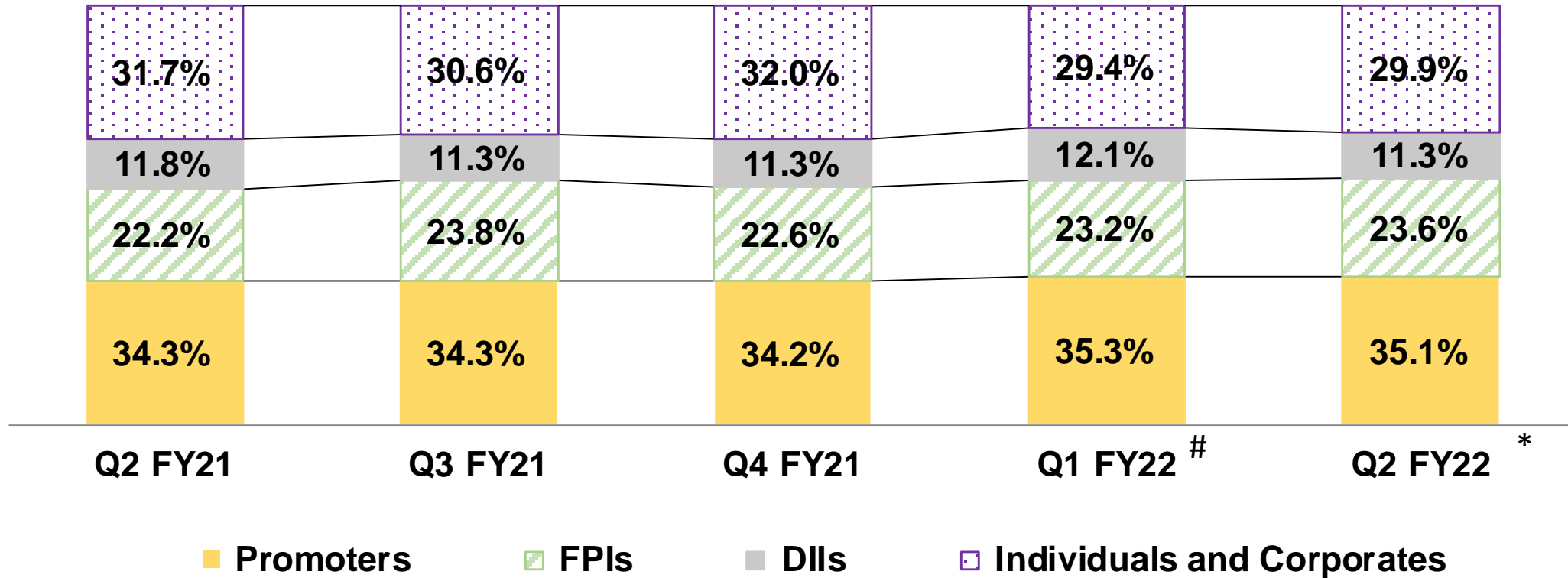
People



Headcount up 275 YoY and 82 QoQ

** excludes project retainers*

Share Holding Pattern



* impact of grant of shares on exercise of ESOPs, # Buyback of 9.87 Mn shares completed in Q1FY22

Thank you

