NIIT Limited: Company Overview

November 2021

www.niit.com

Agenda

- Company Overview
- Corporate Learning
- Skills & Careers

NIIT: At a Glance

4
DECADES OF EXPERIENCE IN L&D

30+
COUNTRIES WORLDWIDE

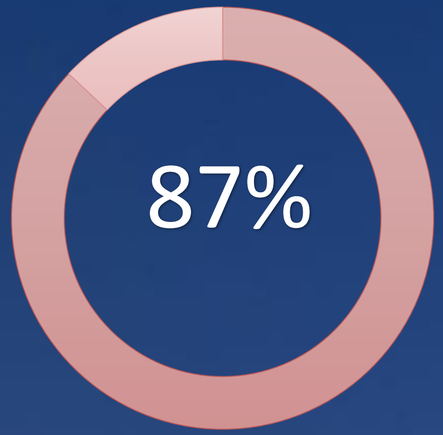
2661
NIITIANS

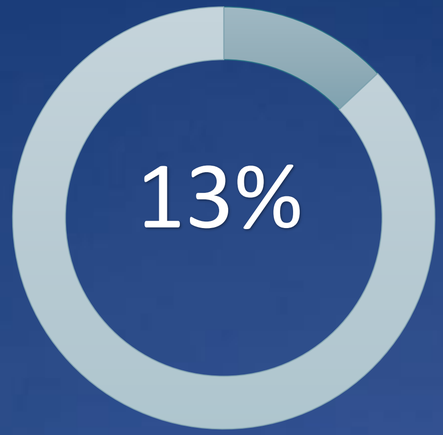
2
KEY LINES OF BUSINESS

38+
MILLION LEARNERS TRAINED

HQ IN GURGAON, INDIA

NIIT: Business Structure



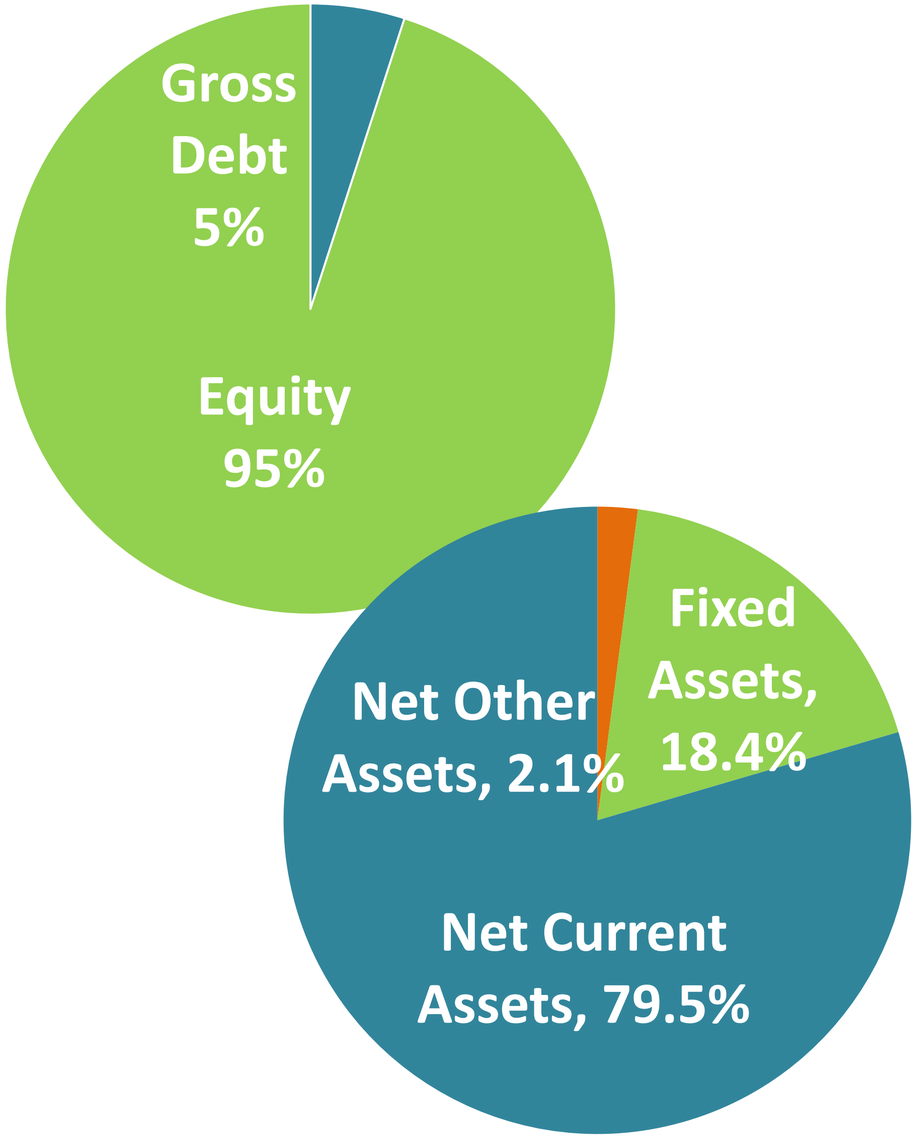


CORPORATE LEARNING GROUP (CLG)	SKILLS & CAREERS GROUP (SNC)
INR 8,254 MILLION	INR 1,241 MILLION
Productivity	Employability
North America, Europe, Oceania	India, China, Africa
Managed Training Services Application Rollout Training Learning Advisory Custom Projects	Deep Skilling in IT, BFSI, and Others Service Sector Skills Talent Pipeline as a Service Professional Life Skills

Total Revenues in FY21 at Rs 9,495 million

NIIT: Strong Balance Sheet & Efficient Capital Deployment

Total Capital : Rs 16,362 million



Strong Balance Sheet and Liquidity

Cash and Bank Balances

Rs 13,894 million

High Capital Efficiency

DSO

54 Days

ROCE*

38.4%

*Excluding Cash

As on March 31, 2021

NIIT: Awards and Recognitions

77 BRANDON HALL AWARDS
28 GOLD | 25 SILVER | 25 BRONZE

8 CHIEF LEARNING OFFICER LEARNING IN PRACTICE AWARDS

3 LEARNING TECHNOLOGIES UK AWARD

2 ATD EXCELLENCE IN PRACTICE AWARDS

LPI ACCREDITED LEARNING PROVIDER GOLD STANDARD - 2016-2018

LEADER IN NELSON HALL LEARNING BPS NEAT EVALUATION

Fosway 9-Grid™ - Digital Learning

FOSWAY 9-GRID DIGITAL LEARNING STRATEGIC CHALLENGER 2019

TOP 20 COMPANIES IN TRAINING OUTSOURCING 2008-2019

TOP 20 COMPANIES IN CONTENT DEVELOPMENT 2011-2018

TOP 20 COMPANIES IN GAMIFICATION 2014-2018

TOP 20 COMPANIES IN IT TRAINING 2008-2010, 2013-2018

CLO LEARNING ELITE 2014-2018

DATAQUEST 'TOP IT TRAINING COMPANY' AWARD FOR THE 20TH CONSECUTIVE YEAR

NIIT NGURU AWARDED AS "BEST INTERACTIVE SOLUTION PROVIDER" BY ASSOCHAM

RANKED 4TH BEST COMPANY TO WORK FOR IN INDIA. NO 1 IN EDUCATION AND TRAINING

HIGHEST RATED TRAINING BRAND IN THE BRAND TRUST REPORT

TIMES ASCENT T&D AWARD FOR THE MOST INNOVATIVE LEARNING PARTNER FOR ENTERPRISES.

MOST INNOVATIVE LEARNING PARTNER FOR ENTERPRISES AT "EDUMEET 2018 & EDUCATION EXCELLENCE AWARDS" ASSOCHAM, INDIA

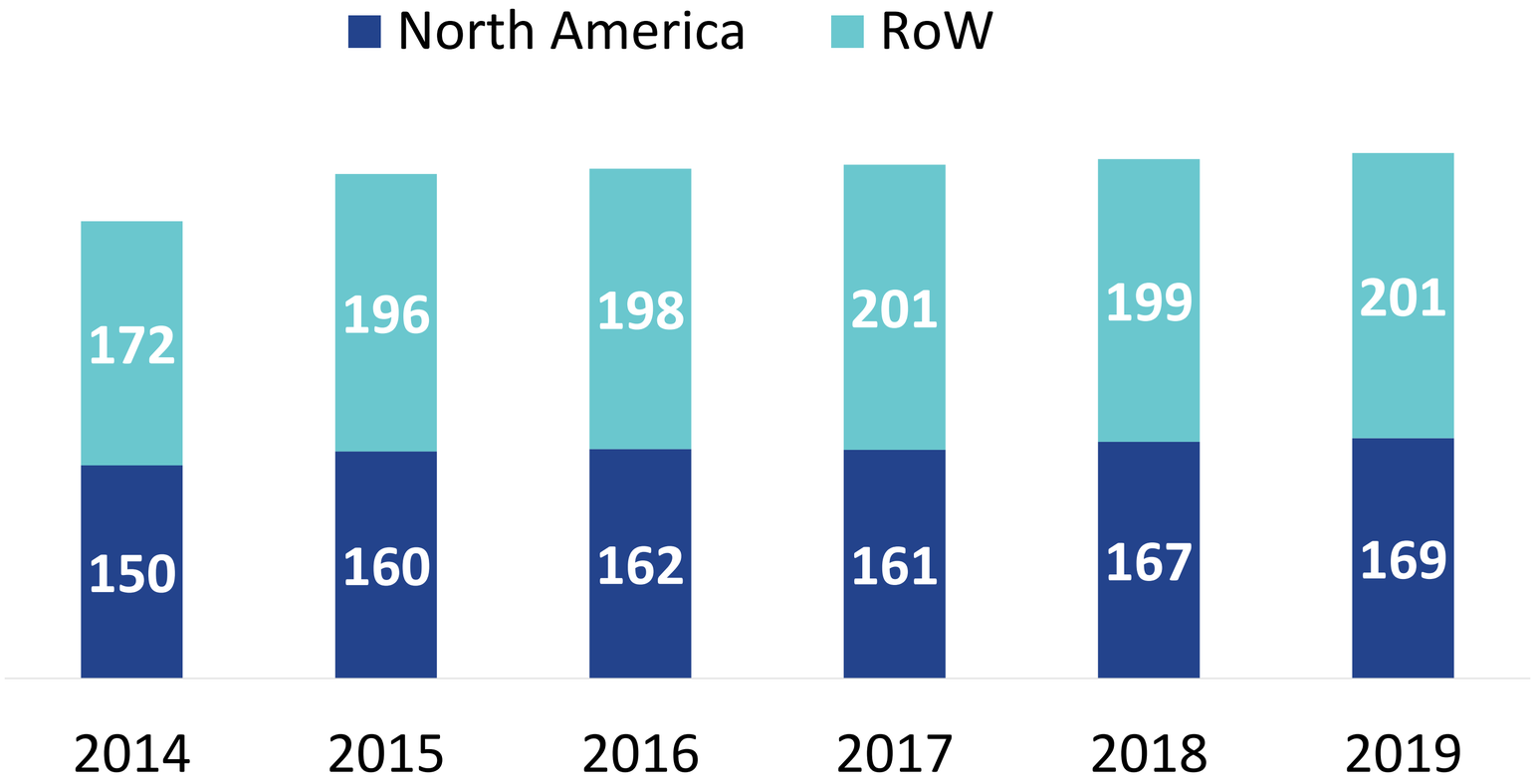
Corporate Learning:

NIIT CORPORATE LEARNING GROUP

We help clients run training like a business.

A Vision for Transforming L&D

Global Spending on Corporate Training: USD 370 Billion Opportunity



Direct Expenditure As Percentage of Revenue

1.16%

Direct Expenditure As Percentage of Payroll

3.3%

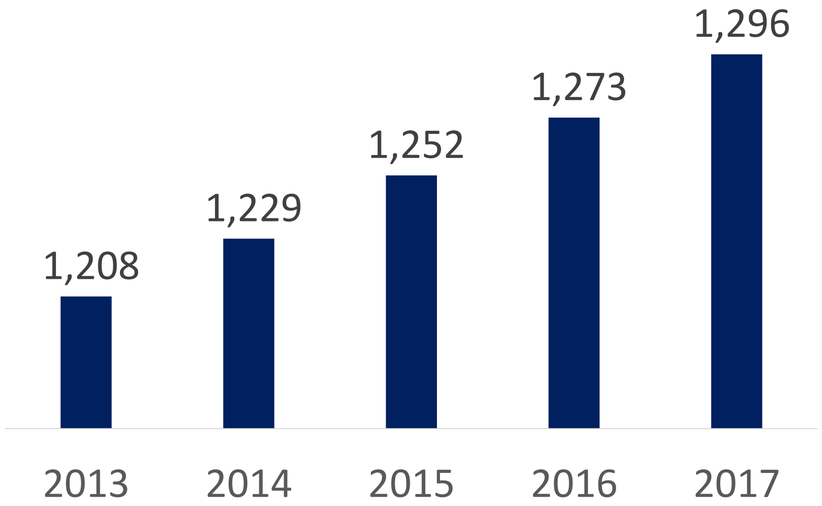
Spend on Customized Training

~70%

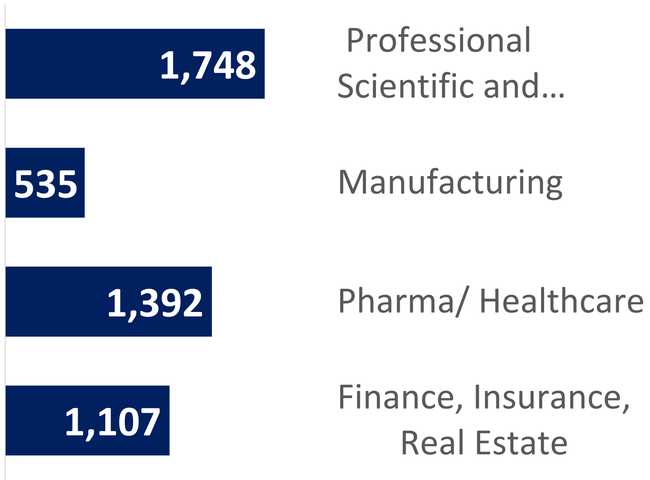
Source: ATD, TrainingIndustry.com

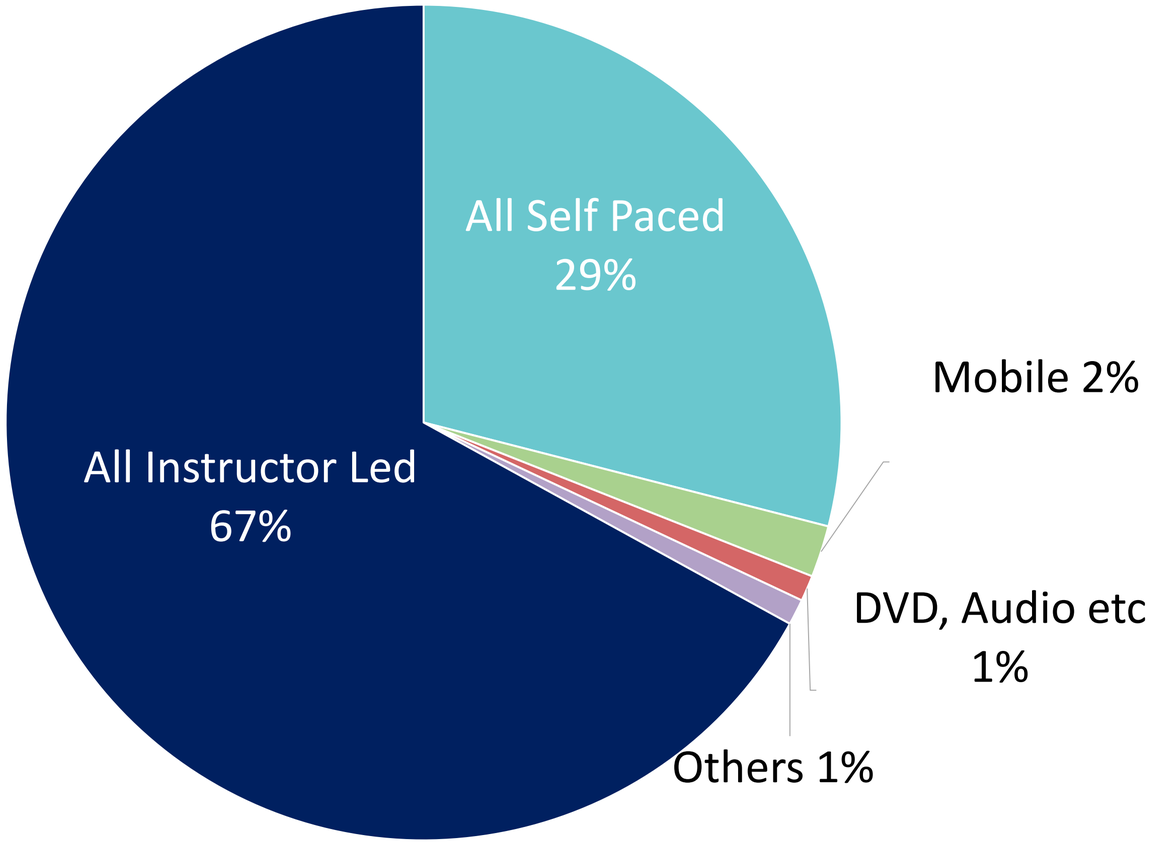
CLG: Corporate Training Metrics

Average Annual Spending Per Employee (USD)



Average Spend Per Employee by Industry (USD)



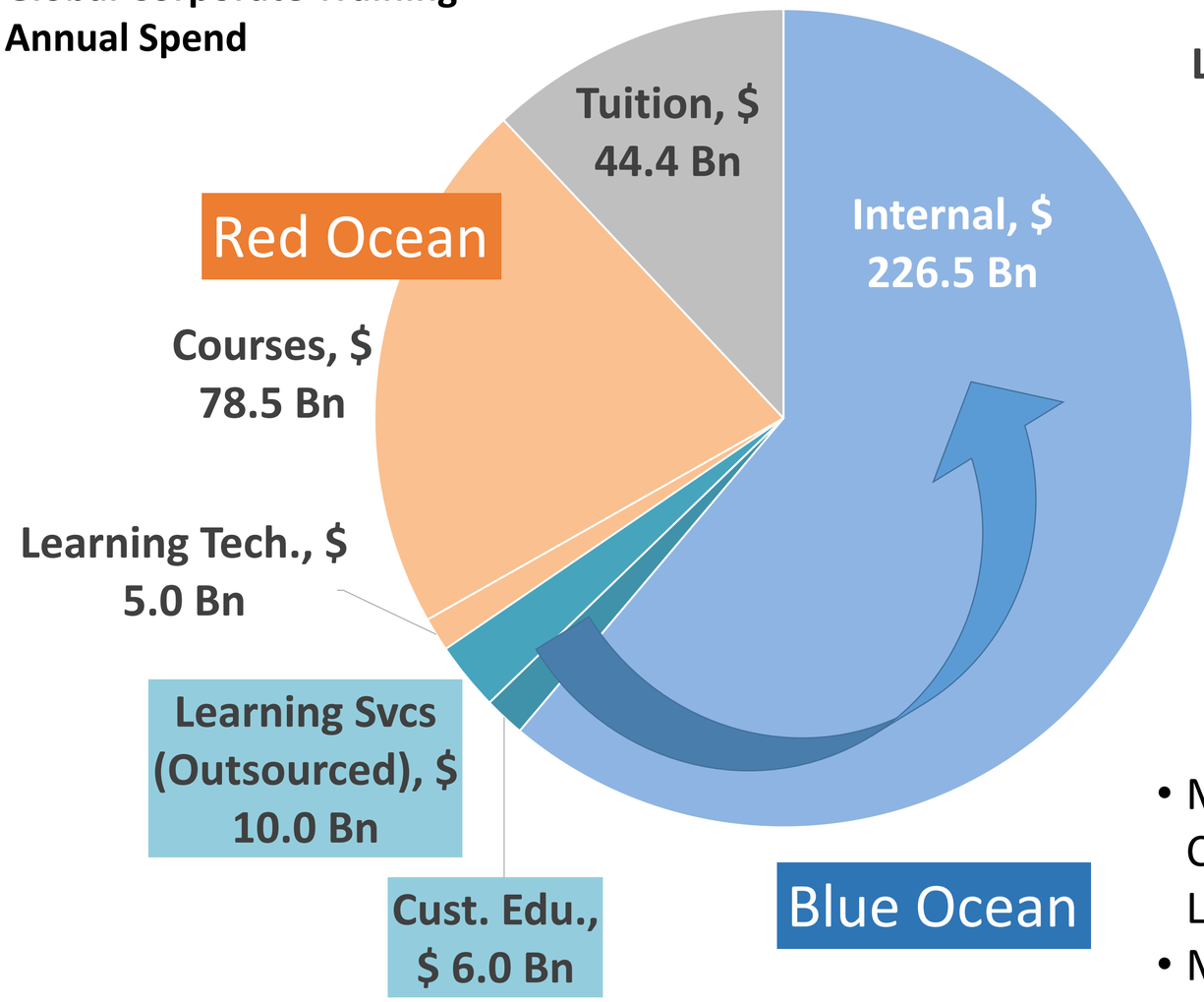


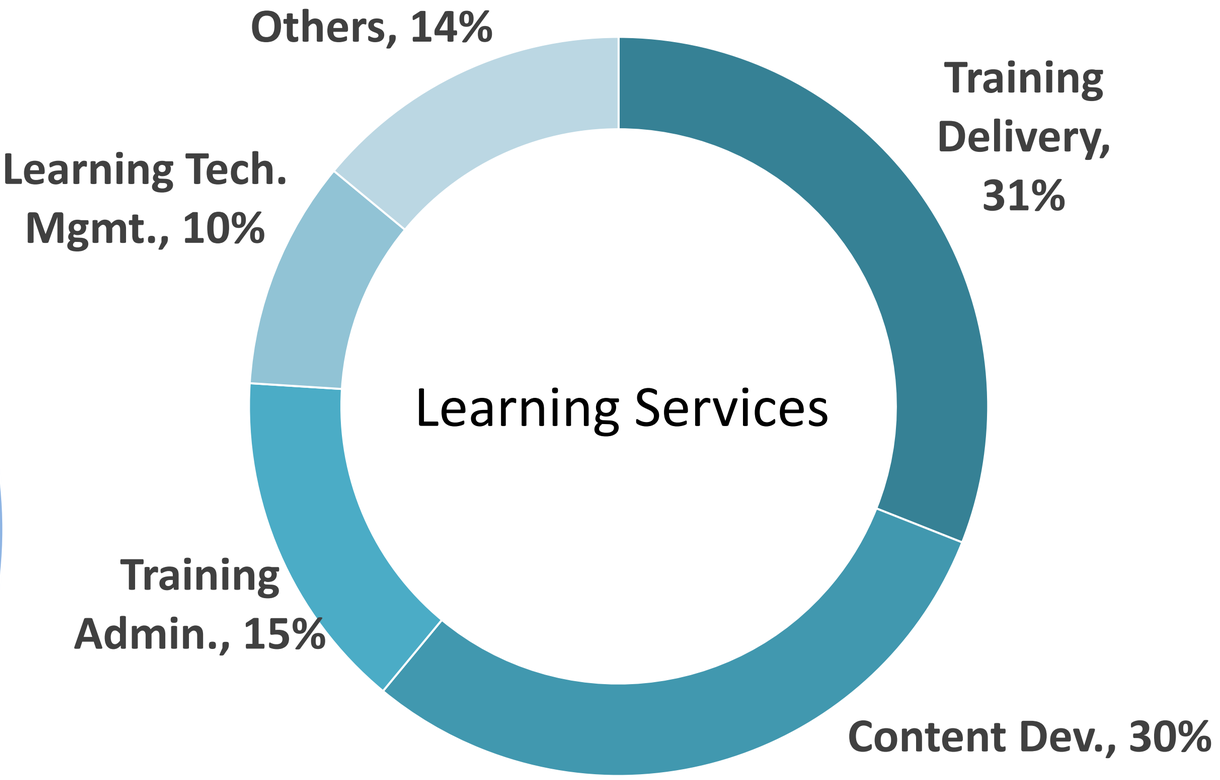
Source: ATD

Training Outsourcing: Poised For Growth

$370.3Bn

Global Corporate Training Annual Spend





- Majority of external spends are currently on standardized Courses (Technology, Sales, Leadership, Health & Safety etc.), Learning Tech. and Tuition Reimbursements
- Majority of Internal spends can be outsourced and present a large opportunity

Source: Nelson Hall, ATD, TrainingIndustry.com

CLG: Managed Training Services with Long Term Annuity Contracts

We help companies run training like a business.

55+ Fortune and Global 500 customers	**200+** Industry awards	**39M** Learners Trained Globally
21K Hours of Custom Content Developed Annually	**150K+** Training Days Annually	**9M+** Learning Transactions processed annually
2500+ Strong global trainer network	**5500** Global L&D suppliers	**100+** Consulting Engagements

The Business Results We Deliver

25-40% reduction in cost

Eliminate dependence on internal headcount

Move most costs to fully variable on demand

Reduce training time by average 25 percent per employee and that time returned to productivity – for 30K employee company = 293K hours of returned productivity

Improve control and provide full visibility

SLA and KPI managed and measured

Dramatically improve the training and the business results realized

Install and run best practice customer proven processes

Reduce cycle time from understanding need to realizing value by 30 percent

Transform the capability to one that consistently delivers value to the business.

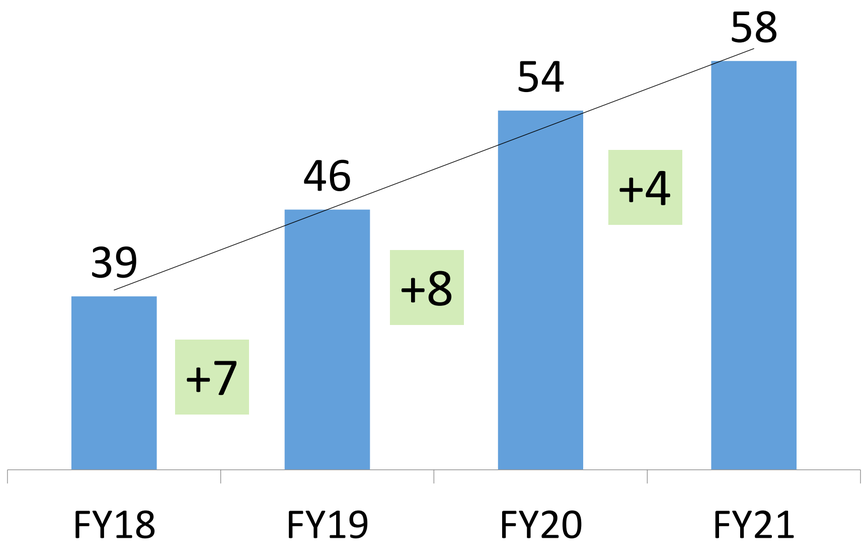
Help companies run training like a business – dramatically improve effectiveness and efficiency

CLG: Marquee Customers

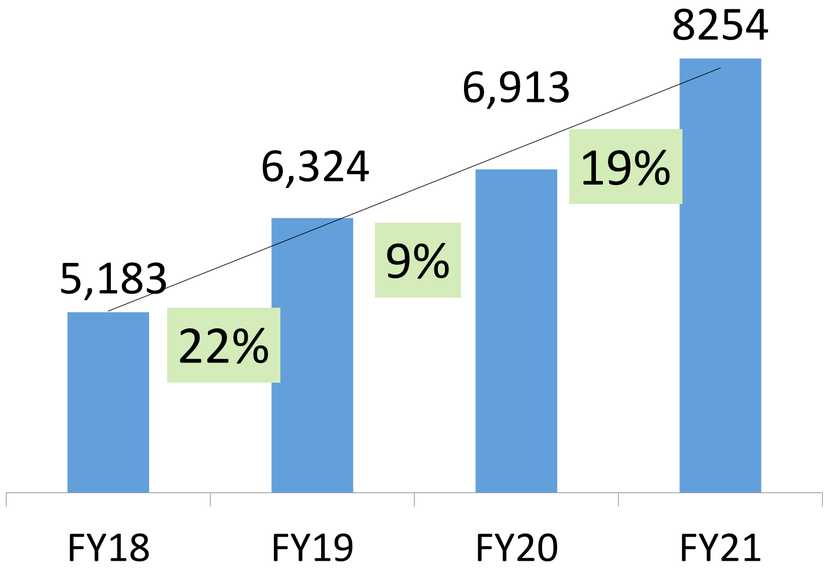
*Selected customers

CLG: Consistent Track Record

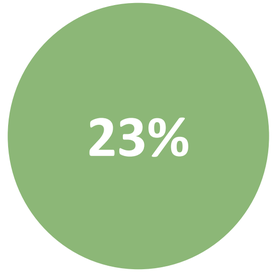
No of MTS Customers



CLG Revenue (Rs Mn)



10 Year CAGR*



EBITDA Margin*

Strong Deal Flow: 14 New Logos FY20, 9 in FY21, 9 in H1FY22	Strong Revenue Visibility: $294 Mn from Existing Contracts	Strong Balance Sheet and High ROCE	Uniquely positioned to benefit from Current Environment

*FY21

NIIT: Proven Learning Outcomes

30%

NIIT's application rollout training for Shell Primavera has helped reduce time to proficiency in application training for planners by 30% in 22 locations worldwide.

MetLife

20%

20% increase in average productivity and ticket size of business sold across 30 countries with 10% higher retention over 1 year for Sales Associates supported by the NIIT enabled Global Partner Learning Solutions program.

USAA®

15M

29.4% reduction in course length with a 16 Day reduction in time to proficiency for NIIT's Auto New-Hire Pipeline Reinvention course. The cost of labor redirected to productivity gains is $4.3 million in total to date with projected savings of $15 million over 12 months.

IQVIA™

24%

24% reduction in time to competency and 48% reduction in the direct cost to company on compensation because of NIIT's onboarding program for IQVIA.

RioTinto

4M+

NIIT's Rails blended learning program for mine train drivers in Australia has returned over 4 million dollars in reduced training costs.

NIIT SKILLS AND CAREERS

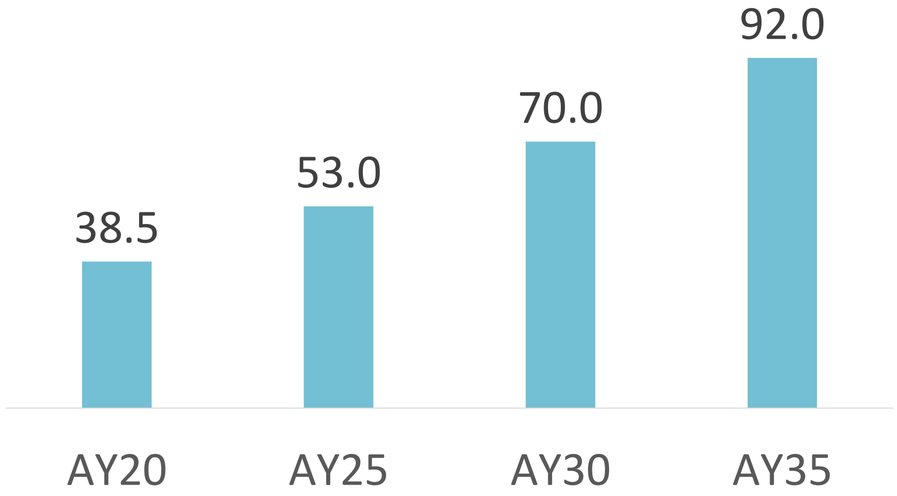
Shaping Future Skills And Careers

Transforming the Workforce of Tomorrow

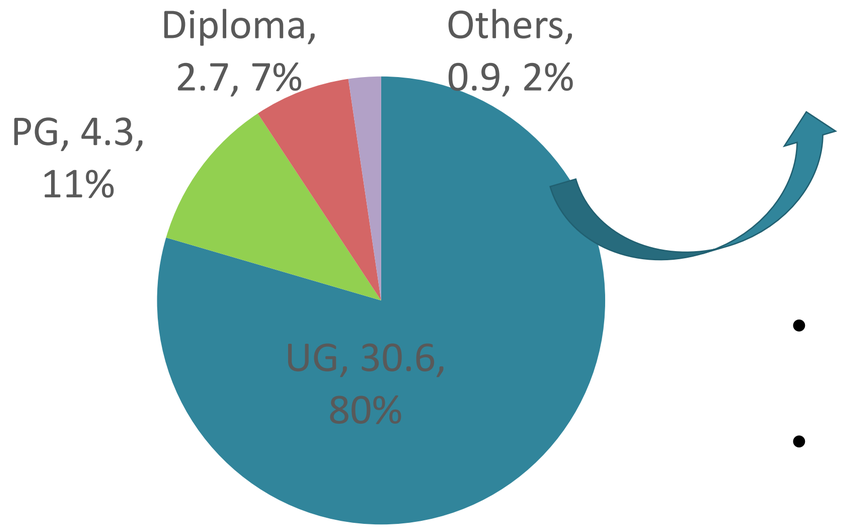
SNC: India Higher Education Landscape

42,343
Colleges
1043
Universities
38.5M
Enrolments
27.1%
GER

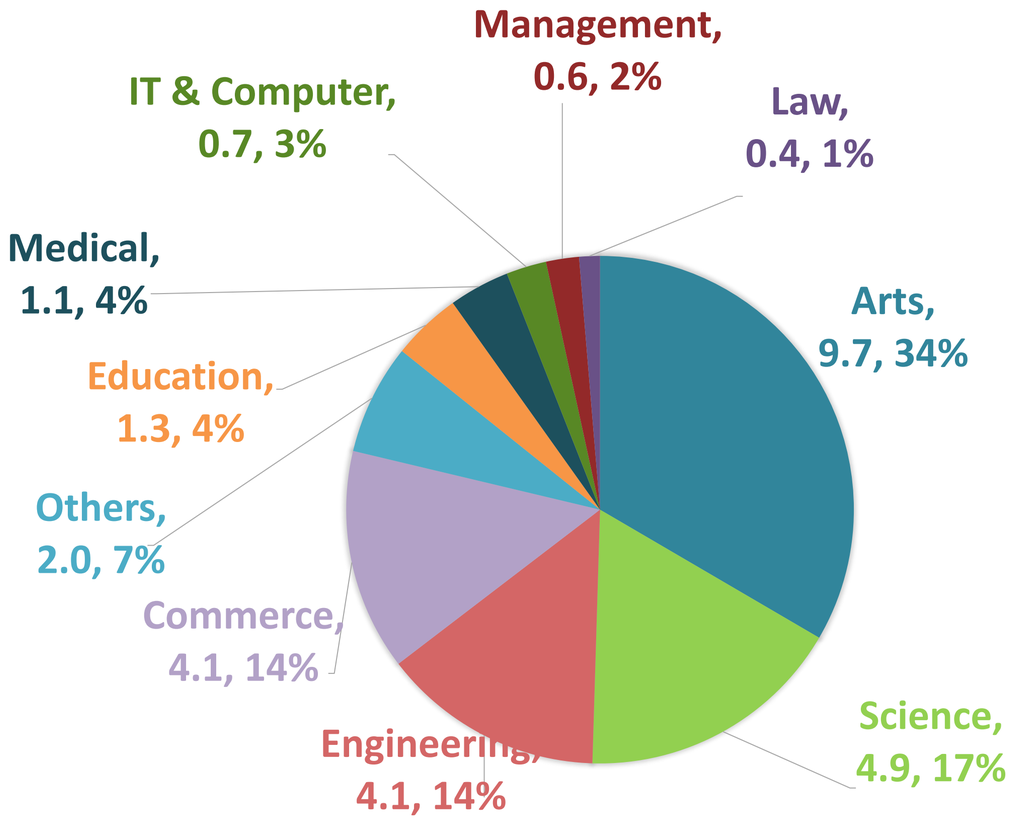
HE Enrollments Growth



Enrollment by Level



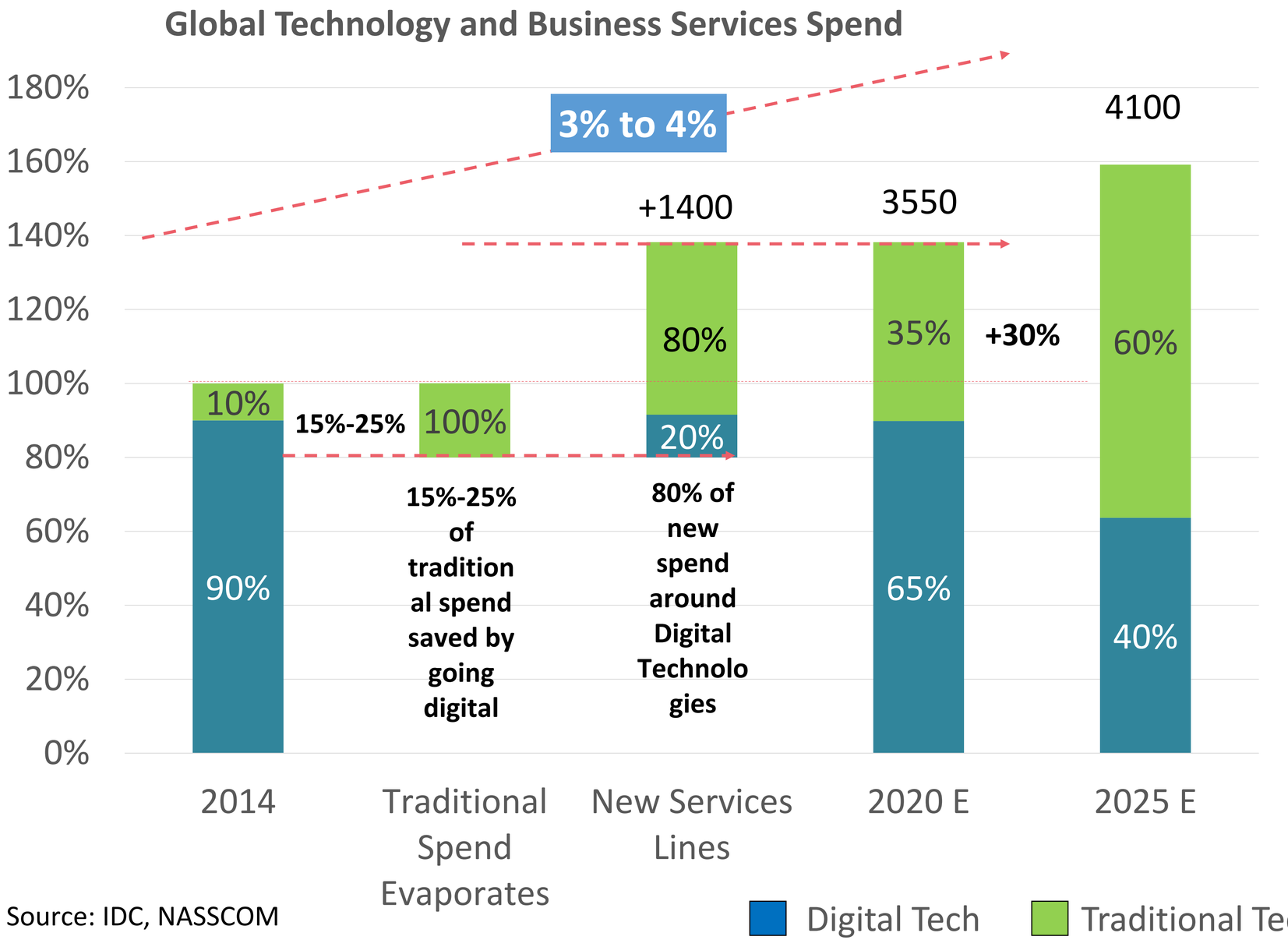
UG Enrollments by Stream



- Increasing talent supply. However formal education unable to keep pace with skills required by industry
- Existing employees need to regularly upgrade skills

Source: AISHE 2019-20

SNC: Digital Transformation – IT Sector



Source: IDC, NASSCOM

Digital growing at 30% (1.5x faster than global digital growth rates) and now ~20% of Industry Exports.

Global Technology and Business Services to Touch USD 4 Trillion by 2025

Share of Digital Technologies to increase to 60%

50% - 60% of today's workforce needs to be reskilled to be relevant by 2020

SNC: Digital Opportunity Landscape

Future is "Digital@Scale

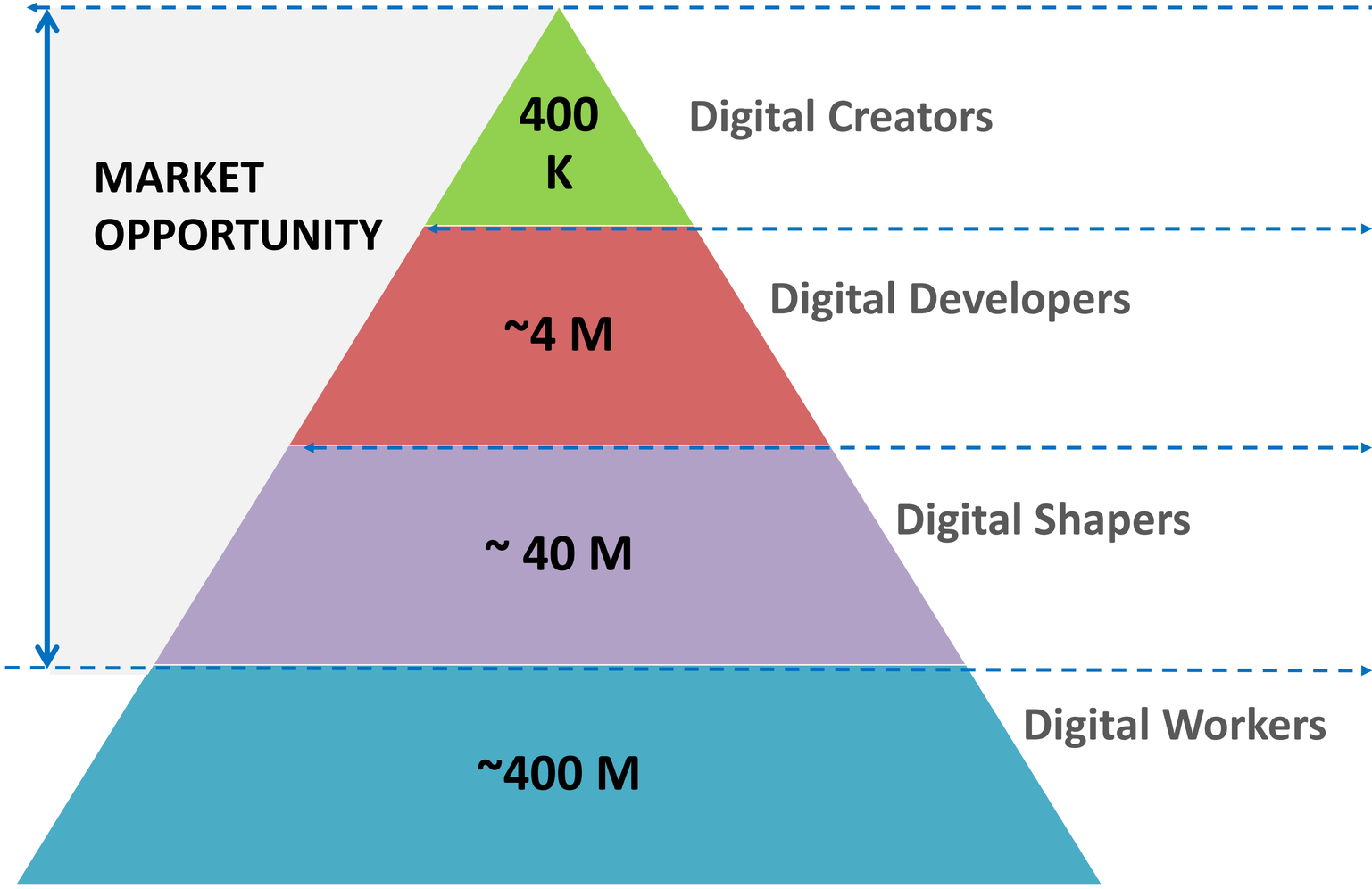
Digital becoming all pervasive, blurring IT industry sector boundaries

Digital projects more skill intensive than people intensive

People need continuous reskilling with consulting and design capabilities

Accelerating influx of new GICs; 1140+ nos.

India emerging as key hub for Digital@scale



Source: NASSCOM

SNC: Programs

IT

- Data Science Programs
- Cloud Computing Programs
- Cybersecurity Programs

Banking & Finance

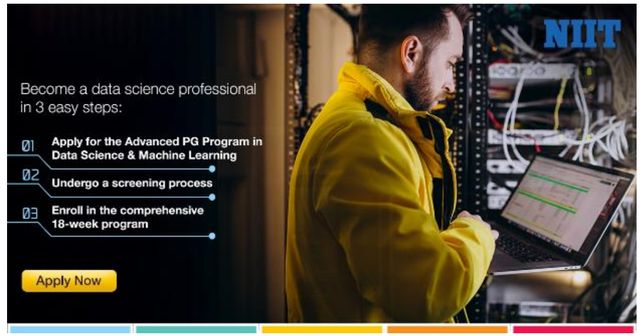
- Post Graduate Diploma in Sales & Relationship Banking (ICICI Bank)
- Post Graduate Programme in Banking & Finance – Sales & Relationship Management
- Post Graduate Program in Applied Finance & Accounts with GST

Full Stack

- PGP Full Stack Java Foundation, PGP Full Stack Software Engineering, PGP Full Stack Product Engineering

Novelty Programs

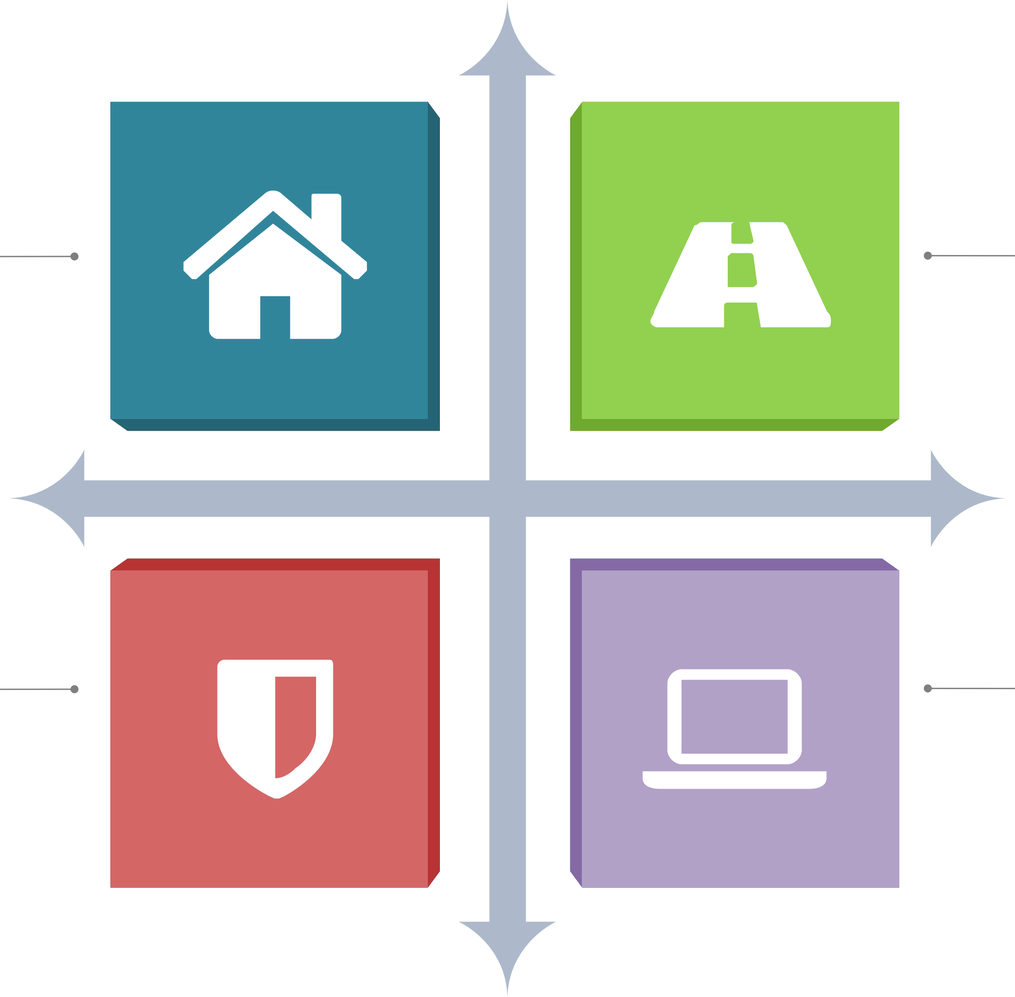
- 5G Certification Program by Nokia Bell Labs & NIIT
- Game Development Course



SNC: Program Design

Project Based Learning for Immediate Practice

Guided Practice, Business simulations for knowledge retention and decision making



VILT, Centralized mentoring by experts

Perpetual Beta & plug-play components

STACKROUTE: Solutions Portfolio

Tech Leadership

Digital Transformation | Consulting Mindset
Cognitive Enterprise | Build for Capabilities

StackRoute Remote Programs

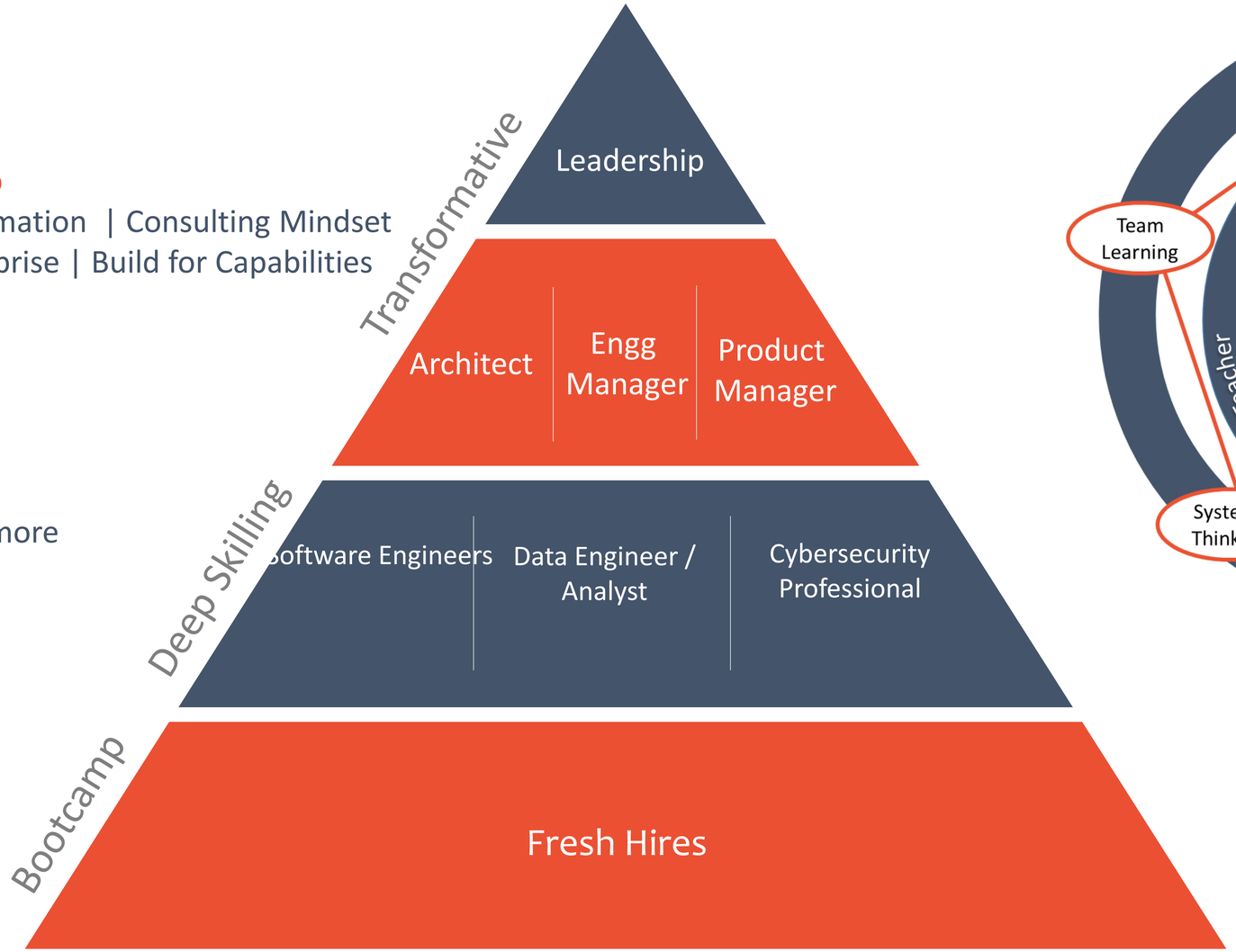
Use case could be to transform experienced developers into FSD / transforms QA into QE and many more

StackRoute Unique Multi-stage Assessment

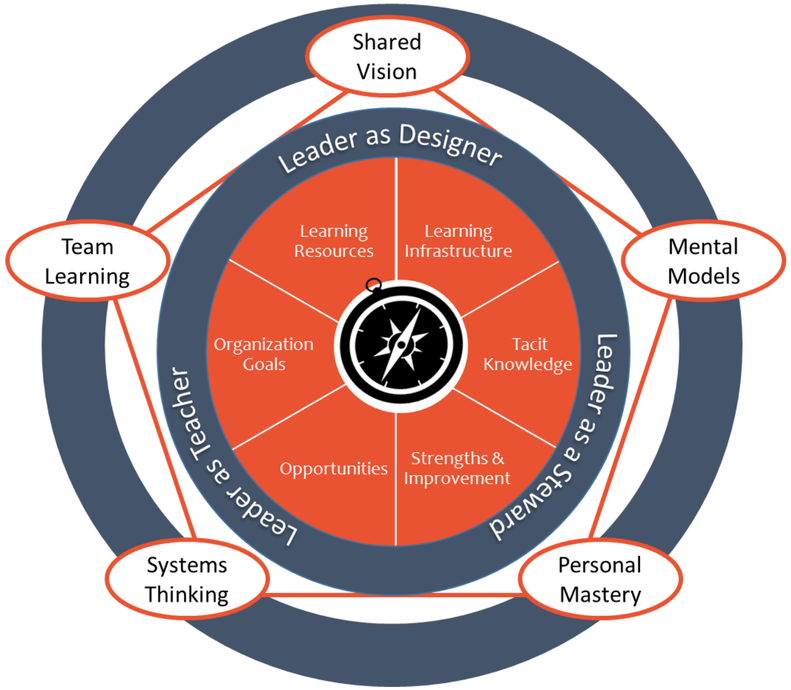
Calibrates candidate's tech competence quotient

StackRoute Immersive Programs

Transforms fresh hires into multi-skilled Product Engineers / Software Engineers



StackRoute Learning Compass



Key BFSI Engagements

Induction Programs

State Bank of India
Axis Bank
IndusInd Bank
City Union Bank
Karur Vysya Bank
Renewbuy.com

Talent Pipeline Programs

Axis Bank
ICICI Bank
Bank of Maharashtra
United Bank of India
Federal Bank

Domain, Sales, Customer Service for existing workforce

Kotak Mahindra
Yes Bank
RBL Bank
Gramin Banks
IDBI Bank
LIC
Bajaj Allianz

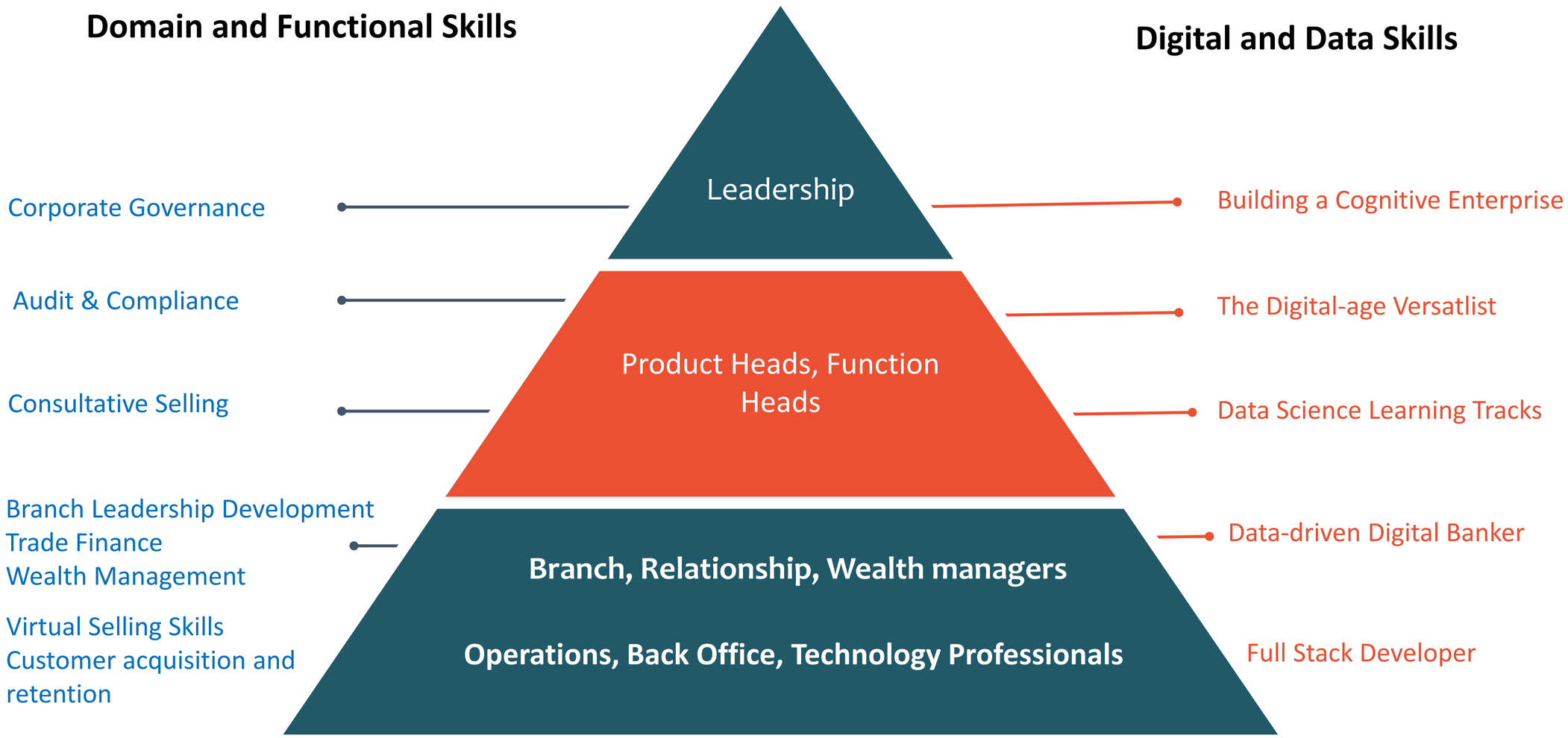
Strategic Training Assessment

Bank of Baroda,
Stan Chartered
Scope
Bank of America

Digital Workforce

Bank of Baroda
Karnataka Bank
Corporation Bank
Saraswat Bank
UCO Bank

Accelerating Workforce Transformation for Banks



SNC: Talent Pipeline as a Service

- Customer Acquisition
- Relationship Management

B2B

TPaaS Mandates

IT Program Analysts for
a top 3 Indian IT Services company

Full Stack Developers for
a Global Aerospace company

Banking Officers for
a leading Indian Private Bank

Wealth Advisors for
a leading Indian Financial Services company

Sales Officers for a leading Indian Private Bank

Sales Officers for a leading Indian Insurance company

Voice Training for a Global IT/ITES company

B2C

- Sourcing
- Training
- Placement

NIIT
You can’t spell TRAINING without NIIT.