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NIIT in the News
April- June 2022

# THE ECONOMIC TIMES

# NIIT CEO explains the rationale behind the demerger of its two verticals

By Nikhil Agarwal, ETMarkets.comLast Updated: Jun 21, 2022, 09:28 AM IST

Synopsis

"With this reorganization, we would like to enable both these businesses with independence to pursue their individual growth trajectories so that they are unencumbered in their pursuit to create value for their key stakeholders – customers, NIITians and investors. Each business has a remarkable opportunity to grow and be a leader in their space. "

*IT skilling company NIIT NSE 2.91 %, which has announced the demerger of its two business verticals, expects its corporate learning group (CLG) unit to grow by 20% per year and the skills and careers (SNC) business by 50%. In this interview with ETMarkets, Sapnesh Lalla, CEO and Executive Director, NIIT Ltd NSE 2.91 %, explains the rationale behind the demerger plan and how it would benefit all stakeholders. Edited excerpts:*

**NIIT's FY22 revenue zoomed 44% to Rs 1,377.5 crore. What are the key factors driving this growth trajectory?**

The key investments and actions taken by NIIT over the last few years have propelled us to be a leading force in the learning and development space. The company's 40+ year experience and investments in learning science and technologies, combined with its strong execution capability, and global reach have resulted in NIIT becoming a key partner which large global enterprises look at for solving some of their most challenging talent challenges.

The Corporate Learning Group (CLG) has enabled scale and acceleration through investments in digital capabilities, S&M and entry into key verticals such as life sciences and higher education. Taking advantage of these investments, CLG has been able to accelerate new customer growth and scope expansions.

Accelerated investments in the Skills and Career Business (SNC) – specifically on StackRoute and TPaaS as well as the acquisition of RPS Consulting have enabled accelerated growth of our business in India. Some of the largest Global System Integrators and Global Capability Centers of large multi-national corporations partner with NIIT to onboard and train their employees as they accelerate their journey with Digital Transformation.

The company is emerging as a strong digital learning platform across domains for both career seekers and working professionals.

**Can you elaborate on the revenue visibility in the corporate learning group (CLG) segment in FY 22?**

The CLG business recorded a revenue visibility of $328 million at the end of FY22. CLG signed 16 new MTS customers during FY22 and now the total number of MTS customers stands at 66. During the quarter 4 of FY22, CLG added 3 new global MTS contracts, did 2 contract expansions and 1 contract extension.

**Can you explain the rationale behind the split of CLG and SNC businesses? How would shareholders benefit from the reorganization?**

Between our two learning businesses, the CLG business generates 80-85% of the company's revenue and encompasses all of the corporate learning and employee training programmes that we provide to our clients. The SNC business, on the other hand, includes all online skills and development courses for early career aspirants and working professionals.

While the two businesses share the brand and our unique culture and ethos, they are very distinct in the customers they serve, the markets they operate in and the products they bring to market. A number of practices and platforms such as content creation, learning engines, testing engines, and platforms were all common in both businesses. However, these practices and platforms are used quite differently to service our customers across CLG and SNC.

With this reorganization, we would like to enable both these businesses with independence to pursue their individual growth trajectories so that they are unencumbered in their pursuit to create value for their key stakeholders – customers, NIITians and investors. Each business has a remarkable opportunity to grow and be a leader in their space. Each will start out with a strong balance sheet, marquee set of customers and a seasoned management team to give it the best chance of success in their individual persuit.

### What does the outlook look like for this financial year in both the segments?

In recent years, we have seen remarkable growth in terms of both value additions and profits. We grew 44 percent year on year in FY22 and increased profitability by 456 basis points. Our customers continue to entrust us with their most pressing talent transformation challenges at a time when talent is at the top of most CEOs' agendas. We believe that the figures will continue to rise in the coming years.

Both of our businesses, CLG and SNC, have grown at a fast pace. From a growth projection point of view, the CLG group's business has a strong order book which will benefit us in the next quarter. The CLG business has been growing at an average of around 20% per year and it will keep on growing at a similar pace. On the other hand, we expect the SNC business to grow by over 50% in the next year.

### How does the deal pipeline look like in the next 2-3 quarters?

Both CLG and SNC have enormous multi-year growth potential. Our investments in digital capabilities and S&M are allowing the CLG business to scale and accelerate. These have enabled us to outperform our stated guidance as a result of new customer growth and scope expansions.

In addition to this, using the strength of our brand, deep expertise in pedagogy, and use of technology in learning, our SNC business has emerged as a strong Digital Learning platform across domains for both career seekers and working professionals. We have increased our investments in the business, which has helped to increase revenue run-rate, and we see a multi-year cycle of growth in demand for digital talent as businesses increase their use of digital to serve their customers globally.

The CLG group has signed 16 new MTS customers during FY22 during the financial year 2022. It recorded revenues of Rs. 295.7 Cr, up 24% YoY during Q4, and Rs. 1131 Cr, up 35 % YoY during FY 2022. On the other hand, the Skills & Careers Business has recorded net revenue of Rs. 79.3 Cr. up 97% YoY in Q4, while revenue of Rs. 246.5 Cr, up 99% YoY during FY 22. We are expecting this momentum to continue in the upcoming quarters too.

### Do you think that the momentum that you saw in the last two years in particular is here to stay for a long time?

Both our businesses – CLG and SNC – have very strong long term opportunities for sustained high growth. The market for learning outsourcing is underpenetrated and, CLG with its global platform and a marquee list of existing customers who form the top ten of their categories, is positioned well for sustained double digit growth.

The SNC business is a key enabler for GSIs, GCCs and young adults who want to enable and adopt Digital Transformation as a way of achieving growth and value creation. Products such as StackRoute and TPaaS have already started growing at a fast pace. The SNC business with its commitment to use deep learning to create tangible outcomes that matter is also well poised to take advantage of the current environment and achieve accelerated growth.

NIIT's strong balance sheet and proven ability to acquire and integrate companies globally will enable NIIT to further accelerate growth through inorganic activity.

We feel that this growth trend will continue to propel and develop in the coming years as well.

### What are your plans in the higher education vertical in the US?

Higher education as a vertical represents a significant opportunity, as many higher education institutions are considering alternate credentials as a key method of attracting more students. We see enormous opportunity in assisting higher education institutions in capitalizing on this trend with NIIT's platform, pedagogy, and content. In fact, NIIT has signed agreements with two public universities and is currently collaborating with them. As we move forward, we anticipate that this business segment will be significant in the next two years.

**PCQUEST**

# Taking computer education to the masses

by Sunil Rajguru May 17, 2022 0 comments

*Edited excerpts from an exhaustive video interview with Rajendra S Pawar, Chairman & Co-founder, NIIT & Founder, NIIT University.*

*The state of IT education in 1981.*

"At that time, it was non-existent. But the manufacturing industry was already anticipating a problem of talent shortage. This was the number one concern: How will the industry grow? NIIT was born out of that threat. It was a problem and we saw that as an opportunity. At that time there were a handful of people coming out of the IITs, but they were not the ones writing programs. There was nothing significant to build talent for the sector.

### Basic courseware for a brand new era

The first two courses that NIIT announced in 1981 were one, an entry-level BASIC. It was a 4-week program, 5 days a week and 2 hours a day. We had a long-term program: Entry level COBOL, for 12 weeks. The early thrust was on languages. COBOL was at that time state of the art. We also taught FORTRAN to engineers and scientists.

### The continuous evolution of training

Very soon we realized that programming is one part of it. We need to do an analysis. You need to define a problem. Companies wanted to build a strategy. We spent a lot of time doing user education for corporates and ran a program for them called: How to buy a computer. As people came to study, they articulated what more they wanted. We were extremely responsive. We covered the whole gamut of information system management at one level down to entry-level programming. It was languages, structured system analysis, and design, structured methodology, database, database design… all of the "nuts and bolts" issues in the 1980s that were important.

We were trying to track developments in all the places where there was a thought leader. There were a few campuses that were doing path-breaking work and we interacted with them. Edward Yourdon was the father of software engineering. We made an arrangement with his company to teach structured methodology and TCS was a very big participant. We tried to expand to cover all constituencies, but quite clearly the largest need was for people who could write programs.

### NIIT: First of its kind franchise in education

We created the idea of a franchise for education which had never been done before. We found like-minded entrepreneurs in cities and motivated them to go back to their towns and set up an NIIT center. If you walked into any NIIT center at its peak (there were thousands) it would give you the same look and feel. Far Eastern Economic Review talked of it as the McDonald's of education.

### The 1990s: Y2K & the perfect storm

The 1990s was a golden decade. For the IT sector, there were a couple of things happening at the same time. India's Liberalization had happened. We got the STP policy. India needed foreign exchange. We got a lot of push. On the world stage, the Y2K opportunity was becoming large and the West knew that if they didn't fix their problem by the Year 2000 they would have a catastrophe. They were willing to spend a tonne of money. The Internet had arrived. It was a perfect storm. The 1990s was an era where Y2K added fuel to what was already a high growth area.

After the bubble burst, post-Y2K, a few years later we started growing again and went into new technologies. Governments were beginning to invest. The PC was in the home. Everyone was getting on to the Internet. There was growth and a huge amount of tailwind that took us into the future.

### The evolution still continues…

By this time, we were in the face of every consumer in India. We were 90% B2C and had some amount of leadership training. But over a period of time as our international business grew, we found a solid demand coming from corporations. Today that is 80% of our business. That's for the Fortune 100 companies, in all sectors: healthcare, airlines, engineering, oil, etc. For these companies, we do something called Managed Training Services. It's like a learning process being outsourced.

### Future of online education: Who'll get the blend right?

Education is a very engaged and involved process. Every learner learns in a unique way. Trying to put everything into a process has its downsides. Human intervention is a must. What happened during Covid, everybody did online learning but now you are seeing the underbelly. Online learning has a very important role to play, but a very specific role. A proper hybrid blended model is the solution. So, the one thing is who gets the blend right? That will make the difference between making an impact on people's lives or just giving them a piece of paper."

https://www.pcquest.com/taking-computer-education-to-the-masses/



**PCQUEST 35**

## The past, present & future of IT education #RSPawar

Apr 17, 2022

RS Pawar, Chairman and Founder of NIIT, looks at the state of IT education right from the 1970s, the effect of the New Computer Policy in 1984, the Y2K crisis and what the future holds. In conversation with PCQuest Editor Sunil Rajguru. This is part of our PCQuest 35 Years of Technology Series.

https://www.youtube.com/watch?v=vqmA0vN6DJI

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# DATAQUEST
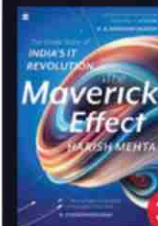
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**Maverick Effect**
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Author **Harish Mehta's** detailed and exclusive interview to DQ.
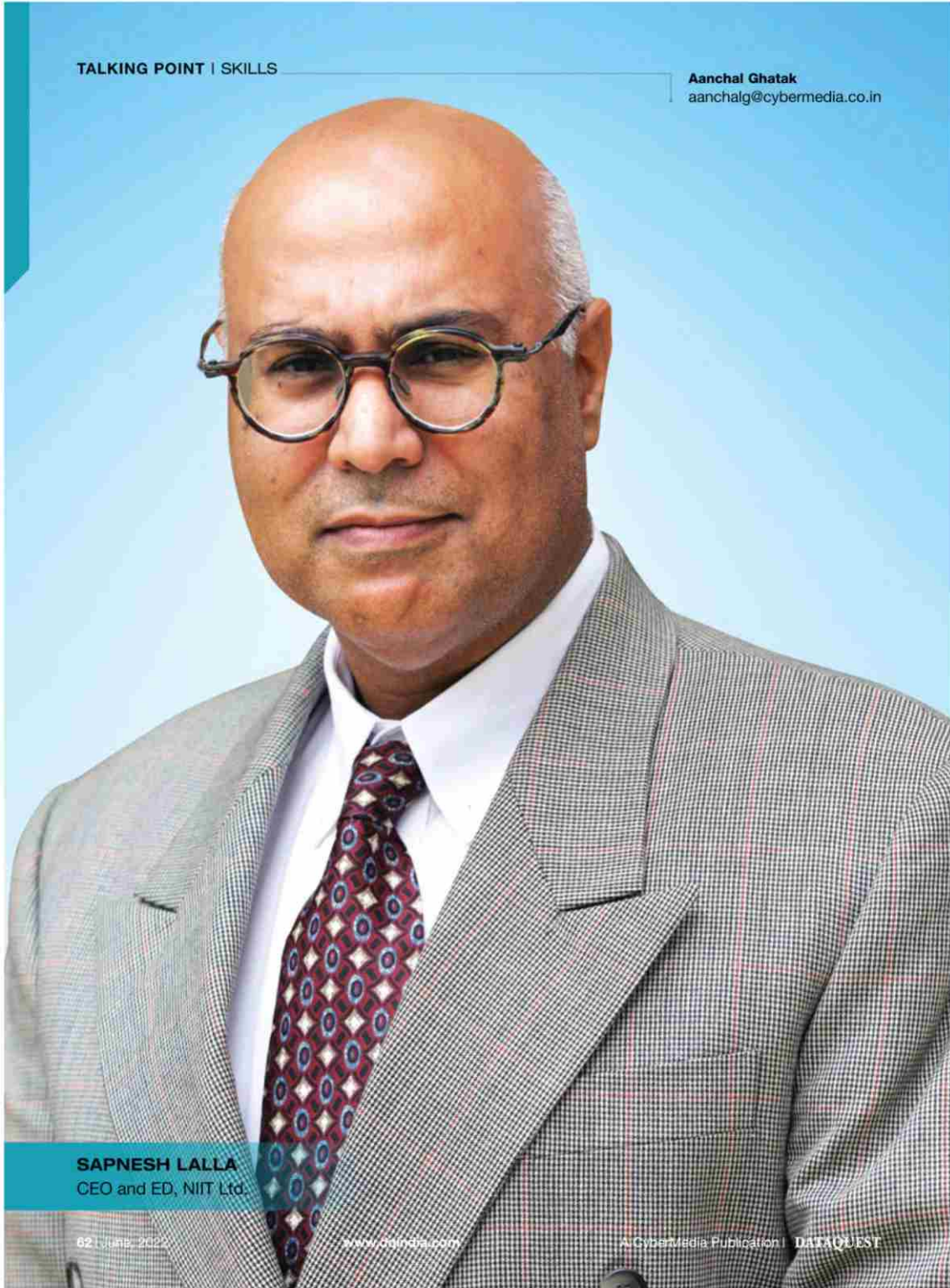
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A CyberMedia Publication | **DATAQUEST**

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# THERE IS A STRONG DEMAND FOR ONGOING SKILL UPGRADES FOR WORKING PROFESSIONALS

*Upskilling of employees is regarded as an integral part of the overall business strategy of many organizations. Most professions are dynamic, constantly evolving and adapting with the industry. In an interview with Dataquest, CEO and ED, Sapnesh Lalla explains more. Excerpts…*

**What is the new skills training started by NIIT this year? How has been the response?**
Using the strength of our brand, deep expertise in pedagogy, and use of technology in learning, NIIT is emerging as a strong Digital Learning platform across domains for both career seekers and working professionals.

We now introduced a variety of digital skill offerings, including 5G, cloud technologies, cybersecurity, game development, data science, and full stack product engineering programmes, as well as digital marketing, business development, and virtual relationship management programmes for the digital enterprise.

The response on these have been extremely positive. As businesses increase their use of digital to serve their customers globally, we anticipate a multi-year cycle of growth in demand for digital talent.

With the acceleration of digital transformation resulting in a war for talent, there is a strong demand for ongoing skill upgrades for working professionals. The same is true for students who want to start their careers in today's job market. Therefore, these skills are only set to get a stronger demand in the coming times.

**Talent development remains key. What is NIIT doing in this area?**
Talent development has long been a priority, but it has become an even more critical component in recent years. The pandemic has altered many aspects of our lives, including how people learn, how they work, and

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what customers expect. The sudden challenges of the pandemic have modified almost everything. These rapid changes altered the workforce's needs and expectations. Taking note of the changing demands and requirements of the world around us, NIIT reinvented and modified its courses to meet the needs of the industry. The company's NIIT Digital is one such platform which offers a plethora of new learning opportunities to students and professionals from the comfort of their own homes. NIIT Digital, with its mission of deepening the skills of the country's youth, not only provides new age, online, instructor-led tech courses, but also provides learners with placement assurance.

### What are the reasons behind NIIT's CLG Business and SNC Business being re-organized as separate publicly listed companies?

NIIT has been involved in two types of learning businesses, Corporate Learning Group (CLG) and Skills and Careers (SNC). The Corporate Learning Group generates 80-85% of the company's revenue and encompasses all of the corporate learning and employee training programmes that we provide to our clients. The Skills and Careers business, on the other hand, includes all online skills and development courses for students and individual professionals.

Although these two businesses are linked, they are also distinct. Content creation, learning engines, testing engines, and platforms were common in both verticals, however, they were used very differently in both the respective verticals. We saw these two trajectories taking shape within the brand NIIT and thus we realised that the two businesses' geographies, business strategies, and customer profiles were all different. As a result, we decided to run the divisions as two separate entities. We believe that this will allow both companies to operate more efficiently and effectively in their respective fields of expertise.

### How are you going about adding clients? CLG has 4 new MTS contracts. Is that enough?

We had a strong last quarter in terms of client additions. The four new contracts signed by the CLG business were diverse and added to our overall business portfolio and offerings. These contracts include one in the aerospace sector, one in information technology consulting, one in business intelligence, and one in the financial services industry.

Apart from that, CLG completed three contract expansions and three contract renewals in the previous quarter. CLG had a revenue visibility of $326 million at the end of the quarter, up from $294 million the previous quarter.

### What have been the overall growth drives for NIIT?

The leadership's agile and decisive outlook and actions have propelled NIIT to be a growing force in the learning and development space. The depth and breadth of the company's 40 plus year experience in learning technologies, combined with its strong execution capability, adds much-needed value to its offerings.

### What are the drivers of growth for specific verticals and specific geographies?

Concerning the specific growth drivers for the verticals, CLG's investments in digital capabilities and S&M has been enabling scale and acceleration. These have helped us outperform our stated guidance, thanks to new customer growth and scope expansions. Additionally, accelerated investments in the Skills and Career Business have contributed to an increase in revenue run-rate.

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NIIT HAS ALSO RECENTLY ANNOUNCED THAT DIPLOMA HOLDERS WILL NOW BE ELIGIBLE FOR NIIT'S CYBERSECURITY AND CLOUD COMPUTING PROGRAMMES. PREVIOUSLY, THESE PROGRAMMES WERE ONLY AVAILABLE TO ENGINEERING GRADUATES.

### What are the emerging digital technologies where NIIT is imparting training?

Every day, the world is becoming more digital. Without a doubt, digital technology-related fields are among the most promising in terms of job opportunities and growth potential. These new jobs, however, necessitate a highly skilled workforce. To assist students and job seekers in meeting the skill requirements of these jobs, NIIT has launched learning programmes in new age fields such as Digital Marketing, Product Engineering, Data Science & Machine Learning, and 5G Certification Program, Game Development, among others.

NIIT has also recently announced that diploma holders will now be eligible for NIIT's Cybersecurity and Cloud Computing programmes. Previously, these programmes were only available to engineering graduates.

### Besides Axis Bank, what other banks are you looking at for partnerships?

This is an unprecedented time when banks are picking up pace of hiring as well as reskilling, therefore the scope is multi-fold. We have established Digital Banking Academy with Axis Bank for developing Full stack developers and Product engineers organically for the bank. In addition, we already have ongoing partnerships with most big private sector banks, such as ICICI Bank, Kotak Mahindra Bank, IDFC First Bank, RBL Bank and more, for their talent programs.

Our programs range from Talent pipeline, Sales and Relationship management programs, Branch manager certification, Wealth management to Digital skills across roles and seniorities. We have seen an increased demand for Digital skills from banks in the last few years, which we are well positioned to address, considering NIIT's deep expertise in Digital talent development.

Beyond banks, we are increasing our footprint in NBFCs and Fintech space with several new partnerships.

### What are you doing for training in Industry 4.0?

With Industry 4.0, there is a general trend toward courses that focus on automation, Internet of Things, and Artificial Intelligence, among other things, and a learner equipped with these in-demand skills has an advantage among recruiters. Apart from providing better job opportunities, they also provide numerous other benefits such as a competitive advantage, knowledge of real-world projects, and so on.

In alignment with this, NIIT also offers new-age online programs which are designed to give learners a boost in their careers. The company has brough forth programs across different new-age fields such as Data Science & Machine Learning, Cybersecurity, Cloud, 5G Certification Program, and Game Development, among others, that provide learners with such industry-specific and hands-on training and further enable them to get assured placements.

### How does NIIT see the growth ahead, till 2025?

We have seen remarkable growth in recent years, both in terms of value additions and profits. In the third quarter, the company's revenues increased by 51% to Rs 383.6 crore, while its net profit increased by 32% to Rs 55 crore. We are confident that the numbers will continue to rise in the coming years.

The rapidly increasing demand for talent development and management, combined with the NIIT's experience and expertise in skill and training development, indicates that we have a promising future. The separation of CGL and SNC will also allow both companies to concentrate on their respective target customers and areas of expertise. The announcement of the merger itself has been warmly received by the market, with stock prices increasing by 50% since the announcement.

# DATAQUEST

## There is a strong demand for ongoing skill upgrades for working professionals: Sapnesh Lalla, NIIT

AUTHOR: AANCHAL GHATAK - MAY 17, 2022

Leading global talent development corporation, NIIT Ltd, is enabling the IT industry to overcome its human resource challenges with its two main lines of business: Corporate Learning Group, and Skills & Careers Group. Upskilling of employees is regarded as an integral part of the overall business strategy of many organizations.

Most professions are dynamic, constantly evolving and adapting with the industry. Learners can access their learning plans, as well as all associated information and services, through the NIIT Digital platform of the company.

In an interview with Dataquest, CEO and ED, Sapnesh Lalla explains more. Excerpts:

**DQ: What are the new skills training started by NIIT this year? How has been the response?**

**Sapnesh Lalla:** Using the strength of our brand, deep expertise in pedagogy, and use of technology in learning, NIIT is emerging as a strong Digital Learning platform across domains for both career seekers and working professionals.

We now introduced a variety of digital skill offerings, including 5G, Cloud Technologies, Cyber Security, Game Development, Data Science, and Full Stack Product Engineering programmes, as well as digital marketing, business development, and virtual relationship management programmes for the digital enterprise.

The response on these have been extremely positive. As businesses increase their use of digital to serve their customers globally, we anticipate a multi-year cycle of growth in demand for digital talent.

With the acceleration of digital transformation resulting in a war for talent, there is a strong demand for ongoing skill upgrades for working professionals. The same is true for students who want to start their careers in today's job market. Therefore, these skills are only set to get a stronger demand in the coming times.

**DQ: Talent development remains key. What is NIIT doing in this area?**

**Sapnesh Lalla:** Talent development has long been a priority, but it has become an even more critical component in recent years. The pandemic has altered many aspects of our lives, including how people learn, how they work, and what customers expect. The sudden challenges of the pandemic have modified almost everything. These rapid changes altered the workforce's needs and expectations. Taking note of the changing demands and requirements of the world around us, NIIT reinvented and modified its courses to meet the needs of the industry. The company's NIIT Digital is one such platform which offers a plethora of new learning opportunities to students and professionals from the comfort of their own homes. NIIT Digital, with its mission of deepening the skills of the country's youth, not only provides new age, online, instructor-led tech courses, but also provides learners with placement assurance.

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**Sapnesh Lalla:** Concerning the specific growth drivers for the verticals, CLG's investments in digital capabilities and S&M has been enabling scale and acceleration. These have helped us outperform our stated guidance, thanks to new customer growth and scope expansions. Additionally, accelerated investments in the Skills and Career Business have contributed to an increase in revenue run-rate.

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**DQ: What are the emerging digital technologies where NIIT is imparting training?**

**Sapnesh Lalla:** Every day, the world is becoming more digital. Without a doubt, digital technology-related fields are among the most promising in terms of job opportunities and growth potential. These new jobs, however, necessitate a highly skilled workforce. To assist students and job seekers in meeting the skill requirements of these jobs, NIIT has launched learning programmes in new age fields such as Digital Marketing, Product Engineering, Data Science & Machine Learning, and 5G Certification Program, Game Development, among others.

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**THE HINDU BusinessLine**

# NIIT: Stepping up on the learning curve

*Chitra Narayanan* | Updated On: May 09, 2022
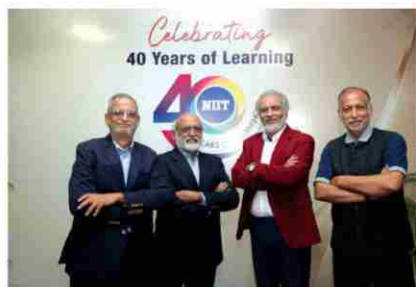


Co-founders all: (From left to right) Vijay Thadani, P Rajendran, Arvind Thakur and Rajendra Pawar

*Why the IT education pioneer in corporate learning and skilling is splitting into two, creating two independent listed companies*

It's déjà vu at training giant NIIT. In 2004, it had restructured and split into two, hiving off its software services business into another entity, which it eventually sold in 2019 to Barings Pvt Equity for Rs. 2,627 crore, returning to focus on its first love, education. NIIT Technologies was the most profitable distraction we had, says the group's Co-Founder and Chairman, Rajendra Pawar, with a pleased smile.

Circa 2022, and the 41-year-old company that pioneered IT education for the masses in India, and reported revenue of ₹949.5 crore in FY21 (PAT 143 crore) has announced that it is splitting into two again. Why the split? Explains Pawar, "We saw ourselves involved in a learning businesss of two types — they are interlinked, but different." One is the Corporate Learning Group (CLG), accounting for 80-85 per cent of the company's revenue, and the other the Skills and Careers business (SNC). "The content creation, learning engine, testing engine, platforms were common, but were being used very differently," says Pawar.

"We felt there were two trajectories and two kinds of things going on with the brand NIIT. We felt the geographies of the two businesses were different, the business strategies different, and the customer profiles different," he adds.

The CLG business is B2B and mostly focussed on North America/EU with Fortune 1000 companies as target customers, while SNC is focussed mainly on India, China and Africa, and has both B2C and B2B customers.

"When we exited the technologies business, we had cash in hand and started thinking about use of capital and how it could be deployed to grow both businesses," says Pawar.

After two years of thinking, he says, they decided to run the divisions as two independently listed entities. "We will have two engines running, two boards, two sets of shareholders, except we give one share of the new company that will be formed to existing shareholders (of NIIT Ltd)."

According to Pawar, the process has just been kicked off and it will take 12 to 18 months — at the end of which there will be two separate companies — NIIT Ltd and NIIT Learning Solutions. "The first will be focussed on the individual to make their career and progress, while the second will help organisations improve business outcomes using learning. We are reworking everything in NIIT Ltd to re-engage at a big scale with a new model and new methods. What helps is the salience of the brand continues to be very high," says Pawar.

It's all about talent

When NIIT launched in 1981 as an IT training firm, founded by professionals Rajendra Pawar, Vijay Thadani, P Rajendran and Arvind Thakur, it was a pioneer in its field. The Aptechs and others launched much later, but NIIT held steady. The proposition it started with was there were lots of young bright graduates but not enough jobs, even as the field of computers and information technology was just beginning to emerge in India which would need the talent. "Therefore, we said if you have a college degree and no job, we could train and connect you with jobs of the future. So we were in a sense, anticipating these jobs to come," explains Pawar.

Of course, NIIT's model and target audience kept evolving — when computers became pervasive, it launched basic courses for housewives and the elderly, started training working professionals in sectors like banking and retail, equipping them with IT skills. It also branched into software services. Pawar explains they did so taking inspiration from medical education, which combines academic knowledge with practical training seamlessly. "NIIT Technologies was very helpful for us because it gave practical knowledge to people we were training."

*Contd..*

Now that the distraction — as he terms the IT services company, which Arvind Thakur oversaw — is out of the way, the focus is on growing the learning solutions business. And it's back again to thinking hard about talent and jobs. Even though NIIT is today run by a professional CEO, Sapnesh Lalla, Pawar and Thadani (both 71 years old) are fairly hands on — though much of their time is also devoted to their passion project, NIIT University in Neemrana, Rajasthan, along with P Rajendran (69).

As Pawar says, there's a huge shortage of talent, both at entry level as well as mid-level due to the transformation the world is undergoing. People in all functions need to be technology savvy. And all companies now require good cyber security, good IT networks and knowledge of digital tools. The opportunity for a training company is immense.

The global corporate training market sees spends of $400 billion every year and is a large market. Pawar says NIIT's corporate business currently ranks in the top five globally and expects to grow at a CAGR of 20 per cent with 20 per cent margins. "We have some very good science which we have created and some of which we have acquired and a good balance sheet." In late 2021, it acquired RPS Consulting, a firm that offers IT training and certification courses. The idea, says Pawar, is to take the CLG business to half-a-billion dollars by which time it expects to be among the top three globally.

It's true that NIIT has evolved in the last 40 years, but as analyst Kashyap Kompella, CEO, RPA2AI points out, despite being a pioneer it did not aggressively go after emerging edtech opportunities, the ones Byjus, Unacademy and Upgrad have done, commanding valuation in billions (Byjus $22 billion, Unacademy $3.4 billion). "It has an enviable brand recognition, scale, infrastructure and trust. But you also wonder if they missed the latest edtech wave and let go of opportunities to create more unicorns from the NIIT family," he says.

Perhaps the demerger will allow NIIT to go after these as well? But Pawar says they are pretty clear where they want to play and where they don't. "We won't get into the tutorials and test prep space, which is where much of the edtech action is," he asserts.

Quarter three of FY2021-22 was a good one for NIIT. CLG business grew at 36 per cent year-on-year, while the SNC group grew 144 per cent y-o-y. While the RPS acquisition contributed to some of the growth, the company in its filing said robust customer expansion too played a part.

The market has rewarded the demerger news — stock price has gone up by 50 per cent since the announcement. "Separating out the corporate learning and skills and careers verticals into independent companies is a good move to unlock value. Corporate learning and B2C-focussed skilling segments march to different drummers — customer needs, capital requirements, marketing strategy, product focus, the whole playbook is different," says Kompella.

However, while he feels Managed Training Services is a stable market opportunity, B2C skills and careers is hyper-competitive and crowded and NIIT would need to bring fresh thinking to the space. "The pandemic has shaken up the corporate L&D space and customers realise the need for greater investments to make employees more productive and engaged. As a leader in the space, NIIT can hope to capitalise on the shifting trends and continue to grow revenue and profits," says Kompella.

On SNC, he says, while NIIT has strengths such as a strong brand name, a good track record of job placements and a strong balance sheet, B2C has both premium and volume segments, and they must create differentiated offerings for both groups. "Digital and AI technologies have enabled several edtech innovations around content customisation, content delivery and significantly enhanced the user experience, and NIIT has some catch-up to do on these fronts," he concludes.

**NEW DIVIDE**

# NIIT: Stepping up on the learning curve

Why the IT education pioneer in corporate learning and skilling is splitting into two, creating two independent listed companies
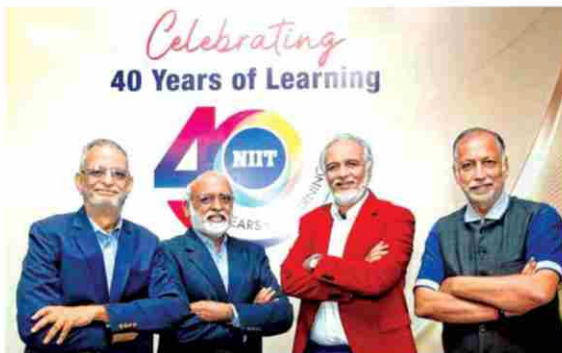
CHITRA NARAYANAN

It's déjà vu at training giant NIIT. In 2004, it had restructured and split into two, hiving off its software services business into another entity, which it eventually sold in 2019 to Barings Pvt Equity for ₹2,627 crore, returning to focus on its first love, education. NIIT Technologies was the most profitable distraction we had, says the group's Co-Founder and Chairman, Rajendra Pawar, with a pleased smile.

Circa 2022, and the 41-year-old company that pioneered IT education for the masses in India, and reported revenue of ₹949.5 crore in FY21 (PAT 143 crore) has announced that it is splitting into two again. Why the split? Explains Pawar, "We saw ourselves involved in a learning businesss of two types — they are interlinked, but different." One is the Corporate Learning Group (CLG), accounting for 80-85 per cent of the company's revenue, and the other the Skills and Careers business (SNC). "The content creation, learning engine, testing engine, platforms were common, but were being used very differently," says Pawar.

"We felt there were two trajectories and two kinds of things going on with the brand NIIT. We felt the geographies of the two businesses were different, the business strategies different, and the customer profiles different," he adds.

The CLG business is B2B and mostly focussed on North America/EU with Fortune 1000 companies as target customers, while SNC is focussed mainly on India, China and Africa, and has both B2C and B2B customers.

"When we exited the technologies business, we had cash in hand and started thinking about use of capital and how it could be deployed to grow both businesses," says Pawar.

After two years of thinking, he says, they decided to run the divisions as two independently listed entities. "We will have two engines running, two boards, two sets of shareholders, except we give one share of the new company that will be formed to existing shareholders (of NIIT Ltd)."

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**Co-founders all** (From left to right) Vijay Thadani, P Rajendran, Arvind Thakur and Rajendra Pawar

**The NIIT Balance Sheet**

| | |
|---|---|
| Founded | 1981 |
| Revenues FY 21 | ₹949.5 cr up 7% YoY |
| EBITDA | ₹175.3 cr up 186% YoY |
| EBITDA margin | 18.5% up 880 bps YoY |
| Profit After Tax | ₹143 cr |
| Market Capitalisation | ₹7898.76 crore |
| CLG Business | Contributes to 80-85 % of revenues, targeting $500 mn in 5 years |
| SNC Business | 15 to 20% of revenues, targeting 5X scale in 5 years |

Source: Company +NSE

**Hindu Business Line**, New Delhi, *May 09, 2022*

# NIIT awarded the Transformational platform for professional learning in new-age technologies at the Digital Leadership Conclave 2022 by Dataquest



**NEW DELHI :** NIIT Limited, a leading global talent development corporation, has been recognised as the 'Transformational platform for professional learning in new-age technologies' by India's leading IT magazines, Dataquest. NIIT won this award under the education category at the 29th edition of the Digital Leadership Conclave 2022 held by the publication. The award was received by Archit Shankar, Head of Marketing, Career Education Business, NIIT Ltd.

Speaking on the achievement, Abhishek Arora, EVP and Business Head, Skills and Careers Business, NIIT Ltd. said, "It is an honor for NIIT Digital to be recognized at Dataquest's 29th Digital Leadership Conclave 2022. This award acknowledges NIIT Digital's impactful work in transforming education through the use of technology. We are constantly working to provide out-come-driven and technology-led learning interventions that are in line with the industry's ever-changing requirements. This award reinforces our vision of enabling learners with live interactive learning and mentoring throughout their learning cycle, from onboarding to placement."

The NIIT Digital platform has been playing an integral role in connecting corporate and individual learners seamlessly. It has been enabling an environment for improving learning, effectiveness, and efficiency. With the aim to provide deep learning, NIIT Digital not only provides new age, online, instructor-led tech programmes but also provides placement assurance to truly transform the lives of the learners. Delivered in an interactive format, the platform assists in bridging the gap between the needs of the tech industry and the job-readiness of learners. NIIT Digital has been providing a series of aspirational New-age Career Programs to supplement and contribute to the digital transformation that is taking place across the country. The company has been providing programs such as Product and Software Engineering, Data Science, Digital Marketing, Cloud computing, cyber security, Game Development, 5G certification program, and more. These online programmes, which are delivered in a live and interactive format, assist in bridging the gap between the needs of the tech industry and the day-1 job readiness of learners.

Congratulating NIIT on the achievement Sunil Rajguru Editor, Dataquest said, "The Digital Leadership Conclave 2022 honoured and recognized people and organizations which have been doing remarkable work in Intelligent Enterprises, Workplace, cloud adoption for business growth, enhancing customer experience etc. These are the places that have been having an extraordinary impact on industries such as education, healthcare, and manufacturing amongst others. We congratulate NIIT Digital for winning The Digital Leader Award 2021 in the "Education Category" for their remarkable role in professional learning in new-age technologies and wish them all the best to curate more such revolutionary learning solutions in the times to come as well."

The Digital Leadership Conclave 2022 by Dataquest is one of the most prestigious events that acknowledges organizations doing remarkable work in various industries. The 29th edition of the Conclave 2022 was focused on Next-Gen Enterprise, workplace, cloud adoption for business growth, enhancing customer experience, enabling modern infrastructure and Future of Workplace and remarkable work in various industries such as Education, Manufacturing, Healthcare etc.

Dataquest Award for NIIT Digital being received by Archit Shankar, Head of Marketing, Career Education Business, NIIT Ltd

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ANI | Updated: Jun 21, 2022 18:31 IST

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https://www.aninews.in/news/business/business/niit-awarded-the-transformational-platform-for-professional-learning-in-new-age-technologies-at-the-digital-leadership-conclave-2022-by-dataquest20220621183146/

## DNA

### Dataquest recognises NIIT Digital as transformational platform for professional learning in technologies



**The award was received by Archit Shankar, Head of Marketing, Career Education Business, NIIT Ltd**

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https://www.dnaindia.com/india/video-dataquest-recognises-niit-digital-as-transformational%03-platform-for-professional-learning-in-technologies-2962759

## Odisha Post

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Thu, Jul 21, 2022 | Updated 04:07 IST



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https://www.odishapost.news/video/dataquest-recognises-niit-digital-transformational-platform-professional-learning-technologies/

# The**Print**

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ANI PR 21 June, 2022 07:15 pm IST



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## Business Standard

# NIIT recognized at Dataquest's 29th Digital Leadership Conclave 2022

Capital Market  Last Updated at June 21, 2022 16:04 IST

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https://www.business-standard.com/article/news-cm/niit-recognized-at-dataquest-s-29th-digital-leadership-conclave-2022-122062100723_1.html



**NIIT Digital recognised as transformational platform for professional learning in technologies**

**DG**

**DigiPlus**

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ANI NEWS

https://www.youtube.com/watch?v=7T1NaHNaF1k

**Indo-Asian News Service**
*IANS* India's Largest Independent Newswire

# NIIT Limited Announces Consolidated Results for Q4 and Financial Year 2021-22

NIIT Limited 2022-05-24 3:53PM Hrs. IST

### FY22 Highlights

- Records FY22 Revenue at Rs. 1377.5 Cr, up 44% YoY

- FY22 EBITDA recorded at Rs. 299.9 Cr, up 82% YoY; FY22 EBITDA margin at 21.8%, up 456 bps YoY

- FY22 Profit After Tax at Rs. 226.2 Cr up 58% YoY; records EPS of Rs 16.8 up 67% YoY

- Corporate Learning Group (CLG) grows 35% YoY in FY22; adds 16 Managed Training Services customers and ends the year with 66 MTS customers and revenue visibility of $ 328 Mn

- Skills & Careers Business (SNC) grows 99% YoY in FY22

### Quarter 4 FY22 Highlights

- Q4 Revenue recorded at Rs. 375 Cr, up 35% YoY

- Profit After Tax at Rs. 67.4 Cr up 45% YoY

- EBITDA at Rs. 73.2 Cr, up 6% YoY

- Corporate Learning Group (CLG) records revenue growth of 24% YoY

- Skills & Careers Business (SNC) grows 97% YoY

- StackRoute & TPaaS grow 97% YoY, contributing 35% to SNC revenues in Q4

- Added 3 MTS customers

New Delhi, May 24, 2022: NIIT Limited (NSE: NIITLTD), a leading global talent development corporation, today reported its results for FY22 and fourth quarter ending March 31, 2022.

FY22 Highlights

| NIIT Limited: Consolidated Financials for Year ended March 31, 2022 | | | |
|---|---|---|---|
| (in Rs. Crore) | Year ended March 31, 2022 | Year ended March 31, 2021 | YoY change |
| Net Revenue | 1377.5 | 959.7 | 44% |
| EBITDA | 299.9 | 165.2 | 82% |
| EBITDA % | 21.8 | 17.2 | 456 bps |
| Profit After Tax | 226.2 | 143 | 58% |
| EPS (in Rs.) | 16.8 | 10.1 | 67% |

### Quarter 4 FY22 Highlights

| NIIT Limited: Consolidated Financials for Quarter ended March 31, 2022 | | | |
|---|---|---|---|
| (in Rs. Crore) | Quarter ended March 31, 2022 | Quarter ended March 31, 2021 | YoY change |
| Net Revenue | 375 | 278.8 | 35% |
| EBITDA | 73.2 | 69 | 6% |
| Profit After Tax | 67.4 | 46.5 | 45% |

The results were taken on record at the meeting of the Board of Directors held today.

Speaking on the company's performance during the quarter and FY22, *Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited said, "FY22 has been a milestone year for NIIT, as we completed 40 years. Both the Corporate Learning Group (CLG) and Skills & Careers (SNC) businesses grew exceptionally well and are poised for their next phase of growth. With a robust balance sheet, differentiated offerings and strong track record of delivering outcomes, NIIT enjoys significant brand trust in the markets it serves."*

During the quarter, the Board of Directors approved the Composite Scheme of Arrangement which would result in CLG Business and SNC Business to be reorganized as separate publicly listed companies. The proposed scheme is subject to necessary statutory and regulatory approvals including the approval of the NCLT, SEBI, Stock Exchanges, shareholders and creditors.

**Business Highlights:**

**Corporate Learning Group (CLG)** recorded revenues of Rs. 295.7 Cr, up 24% YoY during Q4. Full year revenue for CLG was recorded at Rs. 1131 Cr, up 35 % YoY. Revenue visibility stood at $ 328 M.

CLG added 3 new global MTS contracts during the quarter, did 2 contract expansions and 1 contract extension. During FY22, CLG signed 16 new MTS customers. The total number of MTS customers stand at 66.

**Skills & Careers Business (SNC)** recorded Q4 net revenue of Rs. 79.3 Cr. up 97% YoY. For the full year, SNC recorded net revenue of Rs. 246.5 Cr, up 99% YoY. **StackRoute & TPaaS grew 137% YoY in FY22, contributing 41% to SNC revenues.**

*Sapnesh Lalla, CEO & Executive Director, NIIT Ltd. said"FY22 saw NIIT grow 44% YoY and improve its profit-ability by 456 bps YoY. At a time when talent is at the top of most CEOs agenda, NIIT's customers continue to trust us with their most pressing talent transformation challenges."*

During the year, NIIT strengthened its Digital transformation portfolio by adding programs in Data Sciences, AI/ML, Cloud Computing, Cybersecurity and Digital Marketing to meet the accelerating employment growth at GSIs and GCCs, in addition to the digital start-up ecosystem.

During the year NIIT acquired majority stake in RPS Consulting Private Limited, a leading provider of training programs on emerging digital technologies for experienced technology professionals, specifically addressing the needs of Global Systems Integrators and Capability Centers of large multinational companies.

**Other highlights of FY22:**

- NIIT won the 'Best Skill Learning Company' award at the 11th Annual Indian Education Awards 2021.

- NIIT earned 72 Brandon Hall Awards including 51 awards for Excellence in Human Capital Management and 19 Excellence in Technology awards jointly with customers.

- NIIT was ranked #2 overall among the prestigious HRO Today Baker's Dozen for Learning and Development and named a Leader in the Nelson Hall Learning BPS 2021

- The 5th edition of NIIT India Confluence, a 2-day exclusive, by-invitation only, virtual summit held on Jan 12-13, 202, saw representation from around 300 companies and 600+ industry participants. Industry mavens, including CEOs, CHROs, and Business Leaders came together to deliberate on the conference's theme of 'Accelerated Learning for Achieving Business Outcomes'.

- NIIT launched - "Talent Leadership Boardroom" initiative to generate leadership conversations on the emerging talent requirements of the industry.

- NIIT earned 3 Learning Technologies Awards and 2 LPI Learning awards including the Gold Learning Giveback award.

- NIIT was featured as a Training Industry Top 20 Company for Learning Services, Custom Content, IT Training and Experiential Learning in 2021.

- NIIT IFBI won the 'Training & Education Excellence Award' at the Quantic India 3rd Annual BFSI Excellence Awards 2021

- NIIT Limited won the ASSOCHAM Award for Building Sales and Service Capability Enabling Business at EduMeet 2021, the flagship event which honours excellence in the education and skills industry.

## 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, it 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. Further, NIIT also provides a series of aspirational **New-age Career Programs in Product & Software Engineering, Data Science, Digital Marketing, Banking, Finance & Accounts, Game Development, 5G certification program, and more**. NIIT has incubated, StackRoute, as a digital transformation partner for corporates to build multi-skilled full stack developers at scale.

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.

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 twelve 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

## Vijay Thadani of NIIT Speaks On NIIT Q4 Earnings | CNBC Awaaz

https://www.youtube.com/watch?v=2XgsutzqGAM



## Sapnesh Lalla, CEO, NIIT Ltd. speaks to CNBC Bajar on Q4 and FY21 results

https://www.youtube.com/watch?v=Y6mP2Y0r_6E

Sapnesh Lalla, CEO, NIIT Ltd. speaks on NIIT Q4 Results | Well impact on Skill & Career Business | ET Now Swadesh

https://www.youtube.com/watch?v=73EBGZgVe4c



Vijay Thadani Of NIIT Speaks On The Firm's Q4 Results | Midcap Radar | CNBC TV18

https://www.youtube.com/watch?v=pJJMgAkCoa8

# Bloomberg
Asia Edition ⌄

# NIIT Limited Announces Consolidated Results for Q4 and Financial Year 2021-22

May 25, 2022 at 12:52 AM PDT

NIIT Limited Announces Consolidated Results for Q4 and Financial Year 2021-22

**FY22 Highlights**

Records FY22 Revenue at Rs. 1377.5 Cr, up 44% YoY

FY22 EBITDA recorded at Rs. 299.9 Cr, up 82% YoY; FY22 EBITDA margin at 21.8%, up 456 bps YoY

FY22 Profit After Tax at Rs. 226.2 Cr up 58% YoY; records EPS of Rs 16.8 up 67% YoY

Corporate Learning Group (CLG) grows 35% YoY in FY22; adds 16 Managed Training Services customers and ends the year with 66 MTS customers and revenue visibility of $ 328 Mn

Skills & Careers Business (SNC) grows 99% YoY in FY22

**Quarter 4 FY22 Highlights**

Q4 Revenue recorded at Rs. 375 Cr, up 35% YoY

Profit After Tax at Rs. 67.4 Cr up 45% YoY

EBITDA at Rs. 73.2 Cr, up 6% YoY

Corporate Learning Group (CLG) records revenue growth of 24% YoY

Skills & Careers Business (SNC) grows 97% YoY

StackRoute & TPaaS grow 97% YoY, contributing 35% to SNC revenues in Q4

Added 3 MTS customers

NIIT Limited (NSE: NIITLTD), a leading global talent development corporation, today reported its results for FY22 and fourth quarter ending March 31, 2022.

| **FY22 Highlights** | **Quarter 4 FY22 Highlights** |
|---|---|
| **NIIT Limited: Consolidated Financials for Year ended March 31, 2022** | **NIIT Limited: Consolidated Financials for Quarter ended March 31, 2022** |
| (in Rs. Crore) Year ended | (in Rs. Crore) Quarter ended |
| March 31, 2022 Year ended | March 31, 2022 Quarter ended |
| March 31, 2021 YoY change | March 31, 2021 YoY change |
| Net Revenue 1377.5 959.7 44% | Net Revenue 375 278.8 35% |
| EBITDA 299.9 165.2 82% | EBITDA 73.2 69 6% |
| EBITDA % 21.8 17.2 456 bps | Profit After Tax 67.4 46.5 45% |
| Profit After Tax 226.2 143 58% | |
| EPS (in Rs.) 16.8 10.1 67% | |

The results were taken on record at the meeting of the Board of Directors held today.

Speaking on the company's performance during the quarter and FY22, Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited said, "FY22 has been a milestone year for NIIT, as we completed 40 years. Both the Corporate Learning Group (CLG) and Skills & Careers (SNC) businesses grew exceptionally well and are poised for their next phase of growth. With a robust balance sheet, differentiated offerings and strong track record of delivering outcomes, NIIT enjoys significant brand trust in the markets it serves."

During the quarter, the Board of Directors approved the Composite Scheme of Arrangement which would result in CLG Business and SNC Business to be reorganized as separate publicly listed companies. The proposed scheme is subject to necessary statutory and regulatory approvals including the approval of the NCLT, SEBI, Stock Exchanges, shareholders and creditors.

**Business Highlights:**

Corporate Learning Group (CLG) recorded revenues of Rs. 295.7 Cr, up 24% YoY during Q4. Full year revenue for CLG was recorded at Rs. 1131 Cr, up 35 % YoY. Revenue visibility stood at $ 328 Mn.

CLG added 3 new global MTS contracts during the quarter, did 2 contract expansions and 1 contract extension. During FY22, CLG signed 16 new MTS customers. The total number of MTS customers stand at 66.

Skills & Careers Business (SNC) recorded Q4 net revenue of Rs. 79.3 Cr. up 97% YoY. For the full year, SNC recorded net revenue of Rs. 246.5 Cr, up 99% YoY. StackRoute & TPaaS grew 137% YoY in FY22, contributing 41% to SNC revenues.

Sapnesh Lalla, CEO & Executive Director, NIIT Ltd. said "FY22 saw NIIT grow 44% YoY and improve its profitability by 456 bps YoY. At a time when talent is at the top of most CEOs agenda, NIIT's customers continue to trust us with their most pressing talent transformation challenges."

During the year, NIIT strengthened its Digital transformation portfolio by adding programs in Data Sciences, AI/ML, Cloud Computing, Cybersecurity and Digital Marketing to meet the accelerating employment growth at GSIs and GCCs, in addition to the digital start-up ecosystem.

During the year NIIT acquired majority stake in RPS Consulting Private Limited, a leading provider of training programs on emerging digital technologies for experienced technology professionals, specifically addressing the needs of Global Systems Integrators and Capability Centers of large multinational companies.

### Other highlights of FY22:

NIIT won the 'Best Skill Learning Company' award at the 11th Annual Indian Education Awards 2021.

NIIT earned 72 Brandon Hall Awards including 51 awards for Excellence in Human Capital Management and 19 Excellence in Technology awards jointly with customers.

NIIT was ranked #2 overall among the prestigious HRO Today Baker's Dozen for Learning and Development and named a Leader in the Nelson Hall Learning BPS 2021

The 5th edition of NIIT India Confluence, a 2-day exclusive, by-invitation only, virtual summit held on Jan 12-13, 2022, saw representation from around 300 companies and 600+ industry participants. Industry mavens, including CEOs, CHROs, and Business Leaders came together to deliberate on the conference's theme of 'Accelerated Learning for Achieving Business Outcomes'.

NIIT launched – "Talent Leadership Boardroom" initiative to generate leadership conversations on the emerging talent requirements of the industry.

NIIT earned 3 Learning Technologies Awards and 2 LPI Learning awards including the Gold Learning Giveback award.

NIIT was featured as a Training Industry Top 20 Company for Learning Services, Custom Content, IT Training and Experiential Learning in 2021.

NIIT IFBI won the 'Training & Education Excellence Award' at the Quantic India 3rd Annual BFSI Excellence Awards 2021

NIIT Limited won the ASSOCHAM Award for Building Sales and Service Capability Enabling Business at EduMeet 2021, the flagship event which honours excellence in the education and skills industry.

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## Lokmat Times

# NIIT Limited Announces Consolidated Results for Q4 and Financial Year 2021-22

NIIT Limited (NSE: NIITLTD), a leading global talent development corporation, today reported its results for FY22 and fourth quarter ending March 31, 2022.

**FY22 Highlights**

**Quarter 4 FY22 Highlights**

The results were taken on record at the meeting of the Board of Directors held today.

Speaking on the company's performance during the quarter and FY22, Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited said, "FY22 has been a milestone year for NIIT, as we completed 40 years. Both the Corporate Learning Group (CLG) and Skills & Careers (SNC) businesses grew exceptionally well and are poised for their next phase of growth. With a robust balance sheet, differentiated offerings and strong track record of delivering outcomes, NIIT enjoys significant brand trust in the markets it serves."

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**Business Highlights:**

Corporate Learning Group (CLG) recorded revenues of Rs. 295.7 Cr, up 24% YoY during Q4. Full year revenue for CLG was recorded at Rs. 1131 Cr, up 35 % YoY. Revenue visibility stood at $ 328 Mn.

CLG added 3 new global MTS contracts during the quarter, did 2 contract expansions and 1 contract extension. During FY22, CLG signed 16 new MTS customers. The total number of MTS customers stand at 66.

Skills & Careers Business (SNC) recorded Q4 net revenue of Rs. 79.3 Cr. up 97% YoY. For the full year, SNC recorded net revenue of Rs. 246.5 Cr, up 99% YoY. StackRoute & TPaaS grew 137% YoY in FY22, contributing 41% to SNC revenues.

Sapnesh Lalla, CEO & Executive Director, NIIT Ltd. said "FY22 saw NIIT grow 44% YoY and improve its profitability by 456 bps YoY. At a time when talent is at the top of most CEOs agenda, NIIT's customers continue to trust us with their most pressing talent transformation challenges."

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## FREE PRESS JOURNAL

# NIIT Q4 results: Net profit jumps 45% to Rs 67.4 cr

*The company had posted a profit after tax of Rs 46.5 crore in the same period a year ago*

AgenciesUpdated: Tuesday, May 24, 2022, 03:35 PM IST

NIIT on Tuesday reported a 45 percent jump in its consolidated profit after tax to Rs 67.4 crore for the last quarter ended March 2022. The company had posted a profit after tax of Rs 46.5 crore in the same period a year ago.

The consolidated net revenue of NIIT increased by 35 percent to Rs 375 crore during the reported quarter from Rs 278.8 crore in the corresponding quarter of 2020-21.

For the year ended March 2022, NIIT posted a 58 percent rise in its consolidated PAT to Rs 226.2 crore from Rs 143 crore in 2020-21. The annual net revenue of the company increased by 44 percent to Rs 1,377.5 crore in 2021-22 from Rs 959.7 crore a year ago.

'FY22 has been a milestone year for NIIT, as we completed 40 years. Both the CLG and SNC business grew exceptionally well and are poised for their next phase of growth," NIIT vice-chairman and managing director Vijay K Thadani said in a statement.

During the quarter and full fiscal ending March 31, 2022, NIIT's corporate learning group (CLG) recorded revenue growth of 24 percent and 35 percent on a year-on-year (YoY) basis.

The Skills and Careers (SNC) Business grew 97 percent during the reported quarter and 99 percent on a YoY basis.

During the quarter, the company's board approved reorganising CLG and SNC as separate publicly listed companies.

https://www.freepressjournal.in/business/niit-q4-results-net-profit-jumps-45-to-rs-674-cr

## the pioneer

# NIIT Q4 profit rises 45% to Rs 67.4 cr

Wednesday, 25 May 2022 | PTI | New Delhi

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https://www.dailypioneer.com/2022/business/niit-q4-profit-rises-45--to-rs-67-4-cr.html

**Devdiscourse**
Discourse on Development

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The Skills and Careers (SNC) Business grew 97 per cent during the reported quarter and 99 per cent on a YoY basis.

During the quarter, the company's board approved reorganising CLG and SNC as separate publicly listed companies.

https://www.devdiscourse.com/article/business/2048368-more-industrial-clusters-join-wefs-net-zero-transition-initiative

# NIIT Q4 profit rises 45% to ₹67.4 cr

**New Delhi:** Skills and talent development company NIIT on Tuesday reported a 45 per cent jump in its consolidated profit after tax to ₹67.4 crore for the quarter ended in March 2022.

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The annual net revenue of the company increased by 44 per cent to ₹1,377.5 crore in 2021-22 from ₹959.7 crore a year ago. **PTI**

**The Pioneer,** New Delhi, *May 25, 2022*

# NIIT consolidated PAT jumps 45% to ₹67 crore in Q4

SKILLS AND TALENT development company NIIT on Tuesday reported a 45% jump in its consolidated profit after tax to ₹67.4 crore for the quarter ended March 31. The company had posted profit after tax of ₹46.5 crore in the same period a year ago. Consolidated net revenue increased 35% to ₹375 crore from ₹278.8 crore in the corresponding quarter of 2020-21.

**Financial Express,** New Delhi, *May 25, 2022*

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**The Free Press Journal,** Mumbai, *May 25, 2022*

# United News of India
India's Multi Lingual News Agency

# NIIT : announces Consolidated Results for Q4 and Financial Year 2021-22

Business Wire India  Posted at May 24, 2022  3.53 PM

## FY22 Highlights

- Records FY22 Revenue at Rs. 1377.5 Cr, up 44% YoY

- FY22 EBITDA recorded at Rs. 299.9 Cr, up 82% YoY; FY22 EBITDA margin at 21.8%, up 456 bps YoY

- FY22 Profit After Tax at Rs. 226.2 Cr up 58% YoY; records EPS of Rs 16.8 up 67% YoY

- Corporate Learning Group (CLG) grows 35% YoY in FY22; adds 16 Managed Training Services customers and ends the year with 66 MTS customers and revenue visibility of $ 328 Mn

- Skills & Careers Business (SNC) grows 99% YoY in FY22

## Quarter 4 FY22 Highlights

- Q4 Revenue recorded at Rs. 375 Cr, up 35% YoY

- Profit After Tax at Rs. 67.4 Cr up 45% YoY

- EBITDA at Rs. 73.2 Cr, up 6% YoY

- Corporate Learning Group (CLG) records revenue growth of 24% YoY

- Skills & Careers Business (SNC) grows 97% YoY

- StackRoute & TPaaS grow 97% YoY, contributing 35% to SNC revenues in Q4

- Added 3 MTS customers

**New Delhi, May 24, 2022: NIIT Limited (NSE: NIITLTD)**, a leading global talent development corporation, today reported its results for FY22 and fourth quarter ending March 31, 2022.

FY22 Highlights

| NIIT Limited: Consolidated Financials for Year ended March 31, 2022 | | | |
|---|---|---|---|
| (in Rs. Crore) | Year ended March 31, 2022 | Year ended March 31, 2021 | YoY change |
| Net Revenue | 1377.5 | 959.7 | 44% |
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| EBITDA % | 21.8 | 17.2 | 456 bps |
| Profit After Tax | 226.2 | 143 | 58% |
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Quarter 4 FY22 Highlights

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|---|---|---|---|
| (in Rs. Crore) | Quarter ended March 31, 2022 | Quarter ended March 31, 2021 | YoY change |
| Net Revenue | 375 | 278.8 | 35% |
| EBITDA | 73.2 | 69 | 6% |
| Profit After Tax | 67.4 | 46.5 | 45% |

The results were taken on record at the meeting of the Board of Directors held today.

Speaking on the company's performance during the quarter and FY22, *Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited said, "FY22 has been a milestone year for NIIT, as we completed 40 years. Both the Corporate Learning Group (CLG) and Skills & Careers (SNC) businesses grew exceptionally well and are poised for their next phase of growth. With a robust balance sheet, differentiated offerings and strong track record of delivering outcomes, NIIT enjoys significant brand trust in the markets it serves."*

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# Q4 Results 2022: SAIL's net falls 28%, NIIT PAT up 45%; Rupa & Co, Data Patterns also declare March quarter results - key highlights

Business News » Companies News

Q4 Results 2022: State run Steel Authority of India Limited (SAIL) reported a consolidated net profit of Rs 2479 cr, witnessing a 28 per cent fall. Other listed companies including NIIT, Rupa & Company and Data Patterns (India) Ltd also annnounced the March quarter results. Here are key highlights of the Q4 2022 earnings of these companies

## NIIT Q4 results 2022: net profit rises 45% to Rs 67.4 crore

Skills and talent development company NIIT on Tuesday reported a 45 per cent jump in its consolidated profit after tax to Rs 67.4 crore for the last quarter ended March 2022.

The company had posted a profit after tax of Rs 46.5 crore in the same period a year ago.

The consolidated net revenue of NIIT increased by 35 per cent to Rs 375 crore during the reported quarter from Rs 278.8 crore in the corresponding quarter of 2020-21.

For the year ended March 2022, NIIT posted a 58 per cent rise in its consolidated PAT to Rs 226.2 crore from Rs 143 crore in 2020-21.

The annual net revenue of the company increased by 44 per cent to Rs 1,377.5 crore in 2021-22 from Rs 959.7 crore a year ago.

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During the quarter and full fiscal ending March 31, 2022, NIIT's corporate learning group (CLG) recorded revenue growth of 24 per cent and 35 per cent on a year-on-year (YoY) basis.

The Skills and Careers (SNC) Business grew 97 per cent during the reported quarter and 99 per cent on a YoY basis.

During the quarter, the company's board approved reorganising CLG and SNC as separate publicly listed companies.

NIIT shares today ended at Rs 452.40 on the NSE, down by 4 per cent from the Monday closing price.

## SAIL Q4 results 2022: net profit falls 28% to Rs 2,479 crore

Steel giant SAIL has reported a 28 per cent fall in its consolidated net profit to Rs 2,478.82 crore for the fourth quarter ended March 2022, mainly on account of higher expenses.

The company had clocked Rs 3,469.88 crore net profit during the January-March quarter of 2020-21, Steel Authority of India Ltd (SAIL) said in a regulatory filing on Monday.

During the quarter under review, the company's total income rose to Rs 31,175.25 crore from Rs 23,533.19 crore in the year-ago period.

Total expenses were at Rs 28,005.28 crore against Rs 18,829.26 crore a year ago.

The company's board has also recommended a final dividend of Rs 2.25 per share for FY22.

In a separate statement, SAIL said its "borrowings stood below Rs 13,400 crore as on March 31, 2022".

In January-March 2022, the company produced 4.60 million tonnes (MT) steel compared to 4.56 MT in the year-ago quarter.

Its sales in the March 2022 quarter rose to 4.71 MT from 4.34 MT a year ago.

"The fourth quarter could not be fully insulated from the unprecedented rise in input costs, especially the price rise of imported coking coal on account of various reasons," SAIL said.

*Contd..*

Notwithstanding the challenges, the company has taken several proactive steps to contain costs.

Going forward, the company has plans to meet the twin challenges of higher input costs and market price volatility by undertaking various measures for continual improvement in its processes and products basket.

**Rupa & Co Q4 Results 2022: net profit declines for knitwear maker in March quarter of FY22**

Net profit of knitwear manufacturer Rupa & Co declined 25.2 per cent at Rs 49.3 crore in the last quarter of 2021-22 as compared to Rs 65.9 crore in the previous similar period, a company statement said.

Revenues of the company during the fourth quarter of last fiscal increased marginally to Rs 455.5 crore as against Rs 454 crore in the similar previous corresponding period.

Earnings before interest, taxes, and amortization (EBITA) margins during the last quarter of FY22 also declined to 16.3 per cent as compared to 20 per cent in the previous similar period.

Dinesh Lodha, CEO of the company, was quoted as saying that the fourth quarter of last fiscal was challenging as the industry faced headwinds due to the pandemic coupled with rise in raw material prices.

These factors led to pressure on the margins and steps are being taken to calibrate pricing of products.

Rupa & Co shares today ended at Rs on the NSE, down by per cent from the Monday closing price.

**Data Patterns Q4 results 2022: Q4 PAT net at Rs 61.62 cr**

Defence and aerospace electronics solutions provider Data Patterns (India) Ltd has clocked profit after tax for the quarter ending March 31, 2022 at Rs 61.62 crore, the company said on Tuesday.

The city-based company had registered profit after tax at Rs 65.96 crore during corresponding quarter previous year.

For the year ending March 31, 2022 PAT grew to Rs 93.97 crore, from Rs 55.56 crore registered year ago.

Total income during the quarter under review went up to Rs 173.07 crore, from Rs 157.59 crore registered same quarter last fiscal.

For the year ending March 31, 2022 total income surged to Rs 314.81 crore, from Rs 226.55 crore registered year ago.

Commenting on the financial performance, company Chairman and Managing Director, Srinivasagopalan Rangarajan said, "our results are in line with our expectations. Our primary focus now is to create a strong order book and increase operational efficiency".

"We continue to invest heavily in next-gen technology to keep increasing our product portfolio and sustain growth. We have large project orders in the pipeline which allows us to scale up rapidly", he said.

"A large international market exists for design services in electronics and embedded software. Based on our existing competencies, we would like to address these export opportunities for design services and prototype manufacturing in the coming years", he said.

Data Patterns shares today ended at Rs 714.35 on the NSE, down by 5.5 per cent from the Monday closing price.

Input from PTI

https://www.zeebiz.com/companies/news-q4-results-2022-sails-net-falls-28-niit-pat-up-45-rupa-co-data-patterns-also-declare-march-quarter-results-key-highlights-185455

# NIIT Q4 net profit rises 45% to Rs 67.4 crore

*The company had posted a profit after tax of Rs 46.5 crore in the same period a year ago.*
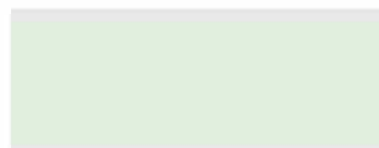
PTI | MAY 24, 2022 / 04:39 PM IST



Skills and talent development company **NIIT** on Tuesday reported a 45 per cent jump in its consolidated profit after tax to Rs 67.4 crore for the last quarter ended March 2022.

The company had posted a profit after tax of Rs 46.5 crore in the same period a year ago.

The consolidated net revenue of NIIT increased by 35 per cent to Rs 375 crore during the reported quarter from Rs 278.8 crore in the corresponding quarter of 2020-21.

For the year ended March 2022, NIIT posted a 58 per cent rise in its consolidated PAT to Rs 226.2 crore from Rs 143 crore in 2020-21.

The annual net revenue of the company increased by 44 per cent to Rs 1,377.5 crore in 2021-22 from Rs 959.7 crore a year ago.

"FY22 has been a milestone year for NIIT, as we completed 40 years. Both the CLG and SNC business grew exceptionally well and are poised for their next phase of growth," NIIT vice-chairman and managing director Vijay K Thadani said in a statement.

During the quarter and full fiscal ending March 31, 2022, NIIT's corporate learning group (CLG) recorded revenue growth of 24 per cent and 35 per cent on a year-on-year (YoY) basis.

The Skills and Careers (SNC) Business grew 97 per cent during the reported quarter and 99 per cent on a YoY basis.

During the quarter, the company's board approved reorganising CLG and SNC as separate publicly listed companies.

https://www.moneycontrol.com/news/business/earnings/niit-q4-net-profit-rises-45-to-rs-67-4-crore-8567241.html

## THE ECONOMIC TIMES | Markets

# NIIT Q4 Results: Net profit rises 45% to Rs 67.4 crore

PTI Last Updated: May 24, 2022, 02:59 PM IST

**Synopsis**

The consolidated net revenue of NIIT increased by 35 per cent to Rs 375 crore during the reported quarter from Rs 278.8 crore in the corresponding quarter of 2020-21.For the year ended March 2022, NIIT posted a 58 per cent rise in its consolidated PAT to Rs 226.2 crore from Rs 143 crore in 2020-21.

Skills and talent development company NIIT **NSE 1.06 %** on Tuesday reported a 45 per cent jump in its consolidated profit after tax to Rs 67.4 crore for the last quarter ended March 2022.

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During the quarter, the company's board approved reorganising CLG and SNC as separate publicly listed companies.

## Business Standard

# NIIT consolidated net profit rises 44.84% in the March 2022 quarter

Capital Market  Last Updated at May 24, 2022 17:50 IST

Sales rise 34.50% to Rs 374.98 crore

Net profit of NIIT rose 44.84% to Rs 67.38 crore in the quarter ended March 2022 as against Rs 46.52 crore during the previous quarter ended March 2021. Sales rose 34.50% to Rs 374.98 crore in the quarter ended March 2022 as against Rs 278.79 crore during the previous quarter ended March 2021.

For the full year,net profit rose 58.16% to Rs 226.20 crore in the year ended March 2022 as against Rs 143.02 crore during the previous year ended March 2021. Sales rose 45.08% to Rs 1377.48 crore in the year ended March 2022 as against Rs 949.49 crore during the previous year ended March 2021.

| Particulars | Quarter Ended | | | Year Ended | | |
|---|---|---|---|---|---|---|
| | Mar. 2022 | Mar. 2021 | % Var. | Mar. 2022 | Mar. 2021 | % Var. |
| Sales | 374.98 | 278.79 | 35 | 1377.48 | 949.49 | 45 |
| OPM % | 19.31 | 23.94 | -21 | 24.16 | 26 | |
| PBDT | 84.17 | 76.40 | 10 | 342.21 | 237.10 | 44 |
| PBT | 68.52 | 60.75 | 13 | 284.55 | 178.16 | 60 |
| NP | 67.38 | 46.52 | 45 | 226.20 | 143.02 | 58 |

Powered by Capital Market - Live News

# mint

## Sensex ends 236 points lower, Nifty below 16,150; IT, metals, pharma slip

23 min read . Updated: 24 May 2022, 03:57 PM IST

Market Closing: Sensex and Nifty made a positive start on Tuesday but later pared gains and fell in the day amid volatile trade. IT, metals, pharma and realty ended in the red. The volatility index jumped nearly 10%.

Indian share indices ended lower on Tuesday in choppy trade. Equities have been volatile globally as investors assess the outlook for monetary policy, inflation and the impact of China's strict covid policies. Most Asian shares declined on Tuesday, as a drop in U.S. stock futures stoked fears about a global economic slowdown.

**24 May 2022, 03:56:58 PM IST**

**Sensex, Nifty end lower in volatile trade**

Benchmark Indian share indices ended lower for the second day in a row on Tuesday in volatile trade. Sensex ended at 54,052.61, down 236 points, after dropping to as low as 53,886.28 points in the day. Nifty ended 89.50 points or 0.55% lower at 16,125.20. Markets are volatile globally as investors assess the outlook for monetary policy, inflation and the impact of China's strict covid policies. Most Asian shares also declined on Tuesday.

Broad market indices were weak with BSE SmallCap and MidCap ending nearly 1% lower each. Fear gauge, Volatility index, jumped nearly 10% today. Among sectors, IT, metals, pharma, FMCG and realty ended in the red, while banks and financials just managed to stay afloat.

On the 30-share Sensex, Dr Reddy's, HDFC and Power Grid were the best gainers among the 10 stocks that ended in the green, while HCL Tech, HUL and Tech Mahindra were the biggest laggards.

**24 May 2022, 03:13:34 PM IST**
Growth was under-estimated in CY21, but reforms will spur strong growth in CY22 and CY23: ICICI Securities

**24 May 2022, 03:04:16 PM IST**
Narayan Gangadhar, CEO, Angel One on Sebi's new margin norm

**24 May 2022, 02:51:17 PM IST**
'Indian investors moving away from plain vanilla market beta strategies'

**24 May 2022, 02:39:42 PM IST**
Asian stocks decline

**24 May 2022, 02:20:50 PM IS**
India could restrict sugar exports to 10 mln tn: Reports

**24 May 2022, 02:14:28 PM IST**
OYO plans IPO after September, may settle for lower valuation: PTI

**24 May 2022, 02:04:07 PM IST**
Oil drops on recession fears, China covid curbs

**24 May 2022, 02:02:09 PM IST**

**NIIT Q4 net profit rises 45% to Rs. 67.4 crore in Q4**

The consolidated net revenue of NIIT increased by 35% to Rs. 375 crore during the reported quarter from Rs. 278.8 crore in the corresponding quarter of 2020-21.

https://www.livemint.com/market/live-blog/share-market-live-updates-sensex-nifty-bse-nse-stock-market-today-24-05-2022-zomato-marico-11653356625682.html

## moneycontrol

# NIIT Standalone March 2022 Net Sales at Rs 118.64 crore, up 8.96% Y-o-Y

MAY 24, 2022 / 05:10 PM IST

### Reported Standalone quarterly numbers for NIIT are:

Net Sales at Rs 118.64 crore in March 2022 up 8.96% from Rs. 108.88 crore in March 2021.

Quarterly Net Profit at Rs. 70.75 crore in March 2022 up 522.54% from Rs. 11.37 crore in March 2021.

EBITDA stands at Rs. 59.39 crore in March 2022 up 132.99% from Rs. 25.49 crore in March 2021.

NIIT EPS has increased to Rs. 5.29 in March 2022 from Rs. 0.80 in March 2021.

NIIT shares closed at 470.85 on May 23, 2022 (BSE) and has given 20.18% returns over the last 6 months and 157.72% over the last 12 months.

**NIIT**

| Trade | + Watchlist | + Portfolio | M Message | Set Alert |

**NSELIVE**
19 Jul. 2022 15:56
Volume **1549562**

**355.15** ▲ 2.45 (0.69%)

Todays L/H 342.10 ▬▬ 359.00

More

| NIIT | | | |
| STANDALONE QUARTERLY RESULTS | | IN RS. CR. | |
| | MAR'22 | DEC'21 | MAR'21 |
| Net Sales/Income from operations | 118.64 | 120.91 | 108.88 |
| Other Operating Income | - | - | - |
| **Total Income From Operations** | **118.64** | **120.91** | **108.88** |
| **EXPENDITURE** | | | |
| Consumption of Raw Materials | - | - | - |
| Purchase of Traded Goods | 0.10 | 0.05 | 0.25 |
| Increase/Decrease in Stocks | - | 0.03 | 0.02 |
| Power & Fuel | - | - | - |
| Employees Cost | 64.10 | 65.93 | 46.54 |
| Depreciation | 6.20 | 4.30 | 6.82 |
| Excise Duty | - | - | - |
| Admin. And Selling Expenses | - | - | - |
| R & D Expenses | - | - | - |
| Provisions And Contingencies | - | - | - |
| Exp. Capitalised | - | - | - |
| Other Expenses | 55.24 | 51.04 | 55.14 |
| P/L Before Other Inc., Int, Excpt. Items & Tax | -7.00 | -0.64 | 0.11 |
| Other Income | 60.19 | 17.14 | 18.56 |
| P/L Before Int, Excpt. Items & Tax | 53.19 | 16.50 | 18.67 |
| Interest | 0.21 | 0.22 | 0.43 |
| P/L Before Exceptional Items & Tax | 52.98 | 16.29 | 18.24 |
| Exceptional Items | -1.49 | -0.57 | -10.11 |
| P/L Before Tax | 51.49 | 15.71 | 8.13 |
| Tax | -19.39 | 3.92 | -4.58 |
| P/L After Tax from Ordinary Activities | 70.88 | 11.79 | 12.71 |
| Prior Year Adjustments | - | - | - |
| Extra Ordinary Items | -0.13 | -0.85 | -1.54 |
| **Net Profit/(Loss) For the Period** | **70.75** | **10.94** | **11.37** |
| Equity Share Capital | 26.77 | 26.73 | 28.47 |
| Reserves Excluding Revaluation Reserves | - | - | - |
| Equity Dividend Rate (%) | - | - | - |
| **EPS Before Extra Ordinary** | | | |
| Basic EPS | 5.29 | 0.82 | 0.80 |
| Diluted EPS | 5.12 | 0.80 | 0.78 |
| **EPS After Extra Ordinary** | | | |
| Basic EPS | 5.29 | 0.82 | 0.80 |
| Diluted EPS | 5.12 | 0.80 | 0.78 |
| **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** | | | |

# The Telegraph *online*

## NIIT to demerge two verticals

Demerger process expected to be complete in next 8-9 months

A Staff Reporter | Calcutta | Published 25.05.22, 03:22 AM

NIIT, the 40-year-old IT skilling company, is set to demerge its two business verticals — corporate learning group (CLG) and skills and careers (SNC) — into two separate units, both of which will be listed on the stock market.

The demerger process of the two business verticals is expected to be complete in the next 8-9 months. "During the quarter, the board of directors approved the composite scheme of arrangement which would result in the CLG and SNC business to be reorganised as separate listed companies.

"The proposed scheme is subject to necessary statutory and regulatory approvals, including the approval of the NCLT, Sebi, stock exchanges, shareholders and creditors," the company said in a statement to the stock exchanges.

CLG constitutes the bulk of NIIT's revenue and offers managed training services for corporate clients in North America, Europe and other geographies.

During 2021-22, the revenue from the CLG vertical was Rs 1,131 crore, up 35 per cent over the previous year and constituting over 80 per cent of the net revenue of Rs 1,377.5 crore of NIIT Limited in FY22. The SNC vertical, which has a focus on individual training, recorded a revenue of Rs 246.5 crore, up 99 per cent year-on-year.

"These two businesses have a different set of customers, different aspirations, and different capital needs and priorities. The company went through an extensive process of building the strategy for the future. The board felt that it would be beneficial for each of the businesses to derive their potential," said Vijay K. Thandani, vice-chairman and managing director, NIIT Limited.

"The composite scheme of arrangement is undergoing a regulatory process. We believe the process will take 8-9 months more," said Thandani at the quarterly earnings call on Tuesday.

NIIT has posted a 45 per cent growth in net profit during the fourth quarter at Rs 67.44 crore and a 58 per cent growth in net profit for the financial year 2021-22 at Rs 226.2 crore.

"FY22 saw NIIT grow 44 percent year on year (net revenue) and improve profitability by 456 bps. At a time when talent is at the top of most CEOs' agenda, NIIT's customers continue to trust us with their most pressing talent transformation challenges," said Sapnesh Lalla, CEO and executive director, NIIT.

https://www.telegraphindia.com/business/niit-to-demerge-two-verticals/cid/1866778

# NIIT to demerge two verticals

**A STAFF REPORTER**

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**The Telegraph,** Kolkata, *May 25, 2022*

**Press Releases »**

**Business Wire India**

Posted at: Jun 20 2022 4:23PM

# NIIT Announces Multi-Year Training Contract With Multinational Pioneer in Healthcare for Streamlining Regulatory Operations With Veeva Vault RIM

**Business Wire India**

NIIT Limited, a global talent development corporation and leading provider of managed training services, announced today that its life sciences division, NIIT Life Sciences has entered into a multi-year learning services agreement with a Swiss multinational leader in healthcare.

Under the agreement, NIIT will provide a full range of learning services to our client to help streamline their regulatory operations using Veeva Vault RIM. NIIT Life Sciences will support our client's Vault RIM initiative end-to-end through global training services that will be delivered in multiple phases until 2024. The learning services that NIIT will provide are designed to integrate seamlessly with the company's current Vault RIM implementation roadmap.

NIIT will enable flexible and agile working practices to shape and respond to the challenges inherent in a multi-phased Veeva implementation. This will dovetail with the company's agile working methodology and support the planning required to overcome the challenges inherent within each release. NIIT will also provide scale and deep subject matter expertise to the client's training program so that their teams can focus on 'making the change happen'.

"We are honored to have been selected as the learning partner for a Veeva Vault RIM initiative with one of the world's largest biotech companies. With our deep expertise in training on Veeva technologies, coupled with our business-outcome focused approach to learning, we are excited about playing a key role in enabling highly efficient and streamlined regulatory operations for our client," said Sailesh Lalla, Executive Vice President at NIIT Limited.

http://www.uniindia.com/niit-announces-multi-year-training-contract-with-multinational-pioneer-in-healthcare-for-streamlining-regulatory-operations-with-veeva-vault-rim/business-wire-india/news/2761989.html

# NIIT Announces Multi-Year Training Contract With Multinational Pioneer in Healthcare for Streamlining Regulatory Operations With Veeva Vault RIM

NIIT Limited  2022-06-20  4:23PM Hrs. IST
Business Wire India

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## About NIIT

NIIT Limited is a global talent development corporation and a leading provider of managed training services that is engaged in building skilled human capital and enhancing workforce talent worldwide. The world's best run L&D and talent functions across 30 countries trust NIIT. Since 1981, we have helped leading companies transform learning and talent development with demonstrable business impact. With a passionate team of L&D and talent experts, we are dedicated to helping our clients transform complex human capital ecosystems. Our business aligned services and solutions are designed to build and enable a competitively differentiated and thriving workforce.

https://ians.in/prwiredetail/niit-announces-multi-year-training-contract-with-multinational-pioneer-in-healthcare-for-streamlinin/B-79407.html

# Business Standard

## NIIT gets selected as learning partner for Veeva Vault RIM initiative

For a Swiss multinational leader in healthcare

NIIT announced today that its life sciences division, NIIT Life Sciences has entered into a multi-year learning services agreement with a Swiss multinational leader in healthcare.

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https://www.business-standard.com/article/news-cm/niit-gets-selected-as-learning-partner-for-veeva-vault-rim-initiative-122062000568_1.html

**ET HR World**
From The Economic Times

# Happy Nappy Day: How NIIT intertwines employee benefits with personal landmarks

*The idea was an outcome of a chain of benefits that aimed at participating in the precious moments of each employee's life.*

**Abhishek Sahu** • ETHRWorld • April 14, 2022, 15:23 IST

*Babita Karki, HR Head, NIIT*

Leaders at NIIT primarily draw their philosophy for the experience and management journey of their employees from the vision statement, which is a "living document, gospel, lighthouse and guiding principle".

Having a positive regard for each other, a tenet of the vision document forms the cornerstone of all the interactions, dealings and communication, and is visible in all the spheres of the professional lives, formal or informal.

But why are we discussing this? It's because the company has three innovative HR policies that are directly pivoted with the employees at its centre stage.

## Special Dating Allowance

Over 2,800 employees-strong talent development company participates in celebrating the special days with its employees. Every married employee gets reward points on each birthday which can then be redeemed for an array of products.

The idea was an outcome of a chain of benefits that aimed at participating in the precious moments of each employee's life. In the mid-90s – initial days of the policy – while the single workers received the cheque which reached them a couple of days before their birthday, for the married ones, the cheque was being issued in the name of the spouse of the employees.

*Contd..*

"It was a matter of great pride for the spouse who felt truly honoured," Babita Karki, HR Head, NIIT, says.

The allowance is a specific sum for all, irrespective of the grade or any other consideration. However, the practice of cheques in the name of the spouse was subsequently discontinued as for some it meant an added income for the already tax-paying spouse.

"But this warm gesture generated a lot of happiness amongst NIITians (NIIT employees) and adoration for the benefit," Karki reveals, adding, "NIITians were truly excited and looked forward to it, each year."

In the following decade, as NIIT transitioned to salaries getting directly credited to the bank accounts, the allowance was also auto-credited with all due diligence along with the salary of the preceding month so that the same is available well before the actual event.

In recent times, the amount is being credited as "Hats-off" points to the employees which can be redeemed for an assortment of products. Lately, to respect the privacy of the marital status of the individual, NIIT, now shares the allowance with all the employees on their birthdays, irrespective of their marital status.

"The idea was to add to the NIITians' joy and enable them to make the occasion more memorable by funding a part of their celebrations on their special days," Karki asserts.

### Happy Nappy Day

At 40 years old NIIT, birthdays are a compulsory day-off from work globally, so that it can be an extra memorable one.

This was also envisaged way back in the early 90s. Christened as the 'Happy Nappy Day', the HR Head says it is meant to be a compulsory time out for the employees to celebrate with friends and family in their unique ways or nap away if that is more preferred by the concerned employee.

The respective day for each NIITian is marked as a day off in the attendance system so no leave needs to be applied. Further, a birthday greeting is triggered off in advance to the employees which is also copied to the immediate reporting manager and co-workers.

"This email serves as a reminder to all concerned to wish the NIITian on this special day, and to expect the absence from work and not reach out to the NIITian on that day with work-related transactions," Karki says.

### Wedding allowance and interest-free Loan

The Wedding Allowance or gift also finds its way into the list of benefits that

*Contd..*

are available to the employees – they are eligible for a "sizable" wedding allowance on their wedding, which is a gift from NIIT on their special day.

And this is not the whole story! Soon to be married employees can avail of an interest-free wedding loan repayable – adjusted from the salary – in easy instalments across a period of 24 months, Karki explains.

The detailed policy is available on the staff self-help portal. Each time an employee applies for a wedding leave, the respective HR reminds him/her of the wedding benefits that the person is entitled to.

"Whereas the wedding allowance or gift – used interchangeably to refer to the sum been credited to the NIITian by NIIT on account of the wedding – is a default entitlement, [whereas] the wedding loan is optional and the NIITian indicates his/her desire to avail it," Karki says.

### The impact

Rolling out the initiatives is just one part, gauging its impacts is another. For the latter, NIIT has been capturing the voice of its employees through multifarious forums, including both formal and informal ones.

Karki believes that while the customised merchandise that the company shares with the employees has a shelf life and can be forgotten over time, however, the benefits which are intertwined with "key personal landmarks have an indelible" impact.

For instance, the annual Employee Satisfaction Survey gauges the sentiments, both qualitative and quantitative, across the organisation, on various parameters, each year. The company found that employees have been appreciative of the benefits, and they are being availed by all.

"The Global eNPS (employer Net Promoter Score) of the company on overall 'Happiness' and 'Pride' has been increasing year on year, and it is something we are extremely proud of, as this is our compass on being in the right direction with respect to the success of our employee experience initiatives," Karki says.

She further highlights that the analysis of the surveys shows that the employees who are in the age group of less than 35 years are the happiest. Talking numbers, Karki reveals that the stay index (employees who want to stay) of NIIT has been high with 4 per cent of the total strength consisting of people who have been with the company for more than 20 years at a stretch. Besides, "we also have in our fold several NIITians who join us for their second stint in the company, and we fondly call them home-coming NIITians," Karki says, concluding, "One can thus say with great conviction that the string of benefits builds an emotional bond binding the NIITians. It speaks of a culture that values the NIITian."

**ET CIO**.com
From The Economic Times

# GCCs: Bridging the capability gap

Driven by innovation and digital transformation, India rises as a hub for Global Capability Centers (GCCs). Here's what it means for future of work.

ETCIO  Updated: April 18, 2022 15:39 IST

*By Dr. Yogesh K Bhatt*

What do some of the best - small and large - companies from the US, EU, UK, South America, Chile, Indonesia, Australia, New Zealand, and the Middle East have in common? They all have their Global Capability Centres (GCCs) in India, building a strong offshore capability to support the functioning of their enterprise. Currently, the country accounts for close to half of the GCCs in the world, with organizations wanting to take advantage of India's large talent pool, strong policy support, and robust infrastructure. These include companies from the banking, financial services and insurance (BFSI), retail/consumer packaged goods (CPG), research and consulting, telecom and networking, aviation, automotive, healthcare, diversified industrial, electrical and electronics, and energy sectors.

What started as back-office operations providing low-end transactional services is now an integral part of global business operations to provide applications of artificial intelligence (AI), machine learning (ML), Internet of Things (IoT), analytics, and cloud computing to help solve business problems. GCCs are now Centre of Excellence (CoEs) driving transformation and innovation for their parent organizations

GCCs are poised for greater impactful growth in the coming years, thanks to enablers such as an abundance of talent, a vibrant ecosystem, and a hybrid working model, among others. According to a 2021 NASSCOM report, GCCs are on the rise, and their market size in India is expected to reach close to USD 60 billion by 2025 and the number of GCCs in the country is expected to exceed 1900 by 2025. Furthermore, the workforce under the auspices of the GCC is expected to number more than 2 million by 2025.

### The Pandemic Effect: Optimising Costs, Maximising Impact

Like in every sector, the disruption caused by the pandemic has irrevocably changed GCC operations too. Most companies have navigated five to ten years' worth of change in a span of few months. A survey conducted by McKinsey states

that several of these GCCs are turning these short-term fixes into long-term opportunities and have identified three key performance markers of success including resilience (capacity and workforce availability), continuity (including client and customer experience), and efficiency (measured by productivity).

On those lines, as the focus of GCC operations shifted toward recovery, new work schedules were created that didn't conform to the traditional nine-hour shift. A hybrid model of staggered office hours and work flexibility allowed to manage peaks while giving workers breaks to manage their obligations at home. Besides, as highlighted in the Mckinsey report, shifting to a remote workforce has led to a reduction on the need for real estate and related facilities. This has created an opportunity to free up and reallocate around five percent of total operating costs - if it can be released from current leases. On the other hand, GCCs have now begun to invest significantly in cloud-based infrastructure, collaborative tools, information-security technologies, and above all, in upskilling their employees through effective training.

## Way of The Future

Working in the new normal will require a sea change in both Human Resource practices and on the operations. Majority of HR professionals are already showcasing growing integration of online tools for recruitment with policies such as healthcare, flexible working hours, and other perks being used to attract and retain talent. Tools such as AI-based communication and pre-recorded videos are becoming instrumental in creating a strong remote working culture.

On the operations front, leadership is now cognizant of the shifting roles of the work, the workforce, and the workplace. As building deep skills becomes the need of the hour, there is a renewed focus on upskilling and cross skilling employees by providing learning opportunities and content to help them expand their skillsets. This would enable them to contribute more effectively to the larger organisational transformation.

StackRoute, an NIIT venture offers multiple deep skilling and transformative programs for building future ready digital workforce, such as Full Stack Development, Data Engineering and Analytics, Site Reliability Engineering and Architect Competency Development. These programs are designed by Solution Architects with huge experience in digital practices, delivered by our expert mentors, and supported by StackRoute Digital Learning Platform.

In the long run, only those GCCs that have geared up for the change by creating agile capabilities and skilled digital workforce are poised to ride the winds of change. Those that haven't will need to streamline their operations and invest in training their workforce to reap the benefits.

*The author is the EVP and Business Head of StackRoute, an NIIT venture*

**EW** EducationWorld

# Learning and training for tomorrow's digital India

*By Abhishek Arora, EVP and Business Head, Skills and Careers Business, NIIT Ltd.*

April 6, 2022

As the old saying goes, change is often the most permanent thing; at no time has this been truer than today. All around us we see continuous change – from the way we shop or sell, access services, participate in governance or indulge in entertainment. Indeed, we are seeing massive shifts in key sectors like healthcare, agriculture, education, retail, and others. Almost every aspect of life is changing as technology becomes more ubiquitous and innovation disrupts the 'status quo'.

This technology driven change opens new pathways and employment opportunities for skilled workers as India looks to achieve the goal of becoming a five trillion-dollar economy by 2025. As different sectors of the economy embrace technology, the availability of skilled workers will be the necessary condition to fuel this digital transformation.

### An early lesson in change management

If the last decade is an indicator, the future will be drastically different. Whether it is drones delivering groceries and medicines or the profusion of blockchain technologies, we must prepare for a very different tomorrow – one in which new age concepts from 3D printing to robot assisted surgeries become the norm as technology gets weaved into the social and economic fabric of the country.

The pace at which change is happening is breath-taking! The pandemic has already given us a sneak peek into how difficult situations can drive change rapidly. As the world struggled against a microscopic yet potent enemy, millions of students and teachers retreated fromphysical learning institutions to log in to classrooms from home. Following a period of experimentation, new forms of pedagogy emerged. Students now have easier access to course materials, live teaching, and recorded sessions along with more personalized attention. Learning didn't stop; it just reinvented itself. The change in learning that was much needed over the decades happened in less than two years! It is now time to assess how much we have learned and what are the learning needs of tomorrow.

### Time for a reboot

As we look to prepare workforces for tomorrow's economy where AI, Big Data, connected devices and 5G, to name a few, reign supreme, we have to relook at existing methods of learning and training. In other words, as we propel ourselves at light speed towards a knowledge-oriented economy, we must have flexible, agile, and relevant methods of learning to ensure that workforces are skilled, reskilled, and upskilled.

Earlier and more formal methods of learning will need to be augmented with skills training that will enable workforces to negotiate ever changing requirements. As technology disrupts the education sector, methods of pedagogy and its delivery will change. Already, virtual classrooms have taken lessons beyond the walls of classrooms. Tomorrow, students and workers may have more choice and assistance in adopting more personalized and AI driven learning programsthat will help them make the most of the opportunities that a technology driven economy provides.At NIIT too, we have the NIIT Digital platform, which has provided students and professionals with a plethora of new learning opportunities delivered over the online medium. Committed to its mission of deepening the skills of the country's youth, NIIT Digital not only provides new age, online, instructor-led tech courses, but also provides placement assurance to truly transform the lives of thelearners.

Indeed, the "Future of Jobs Report 2020" by the World Economic Forum postulates that automation and the pandemic will create a double disruption for workers. As technology adoption transformstasks, jobs, and skills by 2025, skills gaps will persist as in-demand skills across jobs change in the next five years. The report mentions that around 40% of workers will require reskilling of six months or less and 94% of business leaders report that they expect employees to pick up new skills on the job, a sharp uptake from 65% in 2018.

As of now, only 10% of the Indian workforce received formal skills training; according to Aspiring Minds, "a mere 26% of engineers and fresh engineering graduates are employable, and our students are not ready for the next decade". To add to this, as per a 2020 survey by OECD, 30% of Indians aged 15-29 are neither enrolled in online education nor in skill training.

At the same time, all news isn't bad. While the WEF estimates that by 2025, 85 million jobs may be displaced by a shift in the division of labour between humans and machines, it states that even more jobs – 97 million – may emerge that are more adapted to the new division of labour between humans, machines, and algorithms. It is these opportunities that must be made the most of with the most effective and adaptive learning and training programs. An NIIT – Josh Bersin Academy research report from November 2020 pointed out that adaptive learning is the way forward as Adaptive Learning Organisationscan sense and forecast future needs and adopt a proactive stance even as they evolve for a sustainable future.

This also calls for fresh approaches and deeper collaborations between the industryand edtech firms to build greater and more extensive acceptance of digital learning certifications.Edtech firms can play a solid role in providing supplemental education that augments graduate courses and provides the skills needed for a productive first day in office. Flexible collaborations can not only strengthen learning programmes but also extend their scope beyond the metros by developing tailored programmesfor different regions of the country and the opportunities they provide.

If we are to make the most of the opportunities that will be provided by a technology driven economy in the coming days, we must ensure that we are ready with learning capabilities which will be a must have resource for new age workers. It's about time we invested in skilling our workers and augmenting their formal education with the skills needed for a productive first day in office.
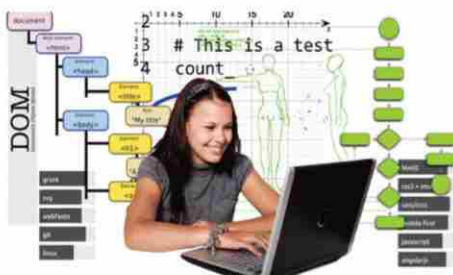
https://www.educationworld.in/learning-and-training-for-tomorrows-digital-india/

## TECHCIRCLE

# Salesforce teams up with NIIT to upskill workforce

Team TC27 Apr, 2022



Cloud computing firm Salesforce has joined hands with the National Institute of Information Technology (NIIT) to impart technical training to its professionals.

The collaboration will address the surging demand for skilled talent, driven by the rapid adoption of cloud computing, the companies said in a joint statement.

The new announcement expands the collaboration of NIIT and Salesforce, wherein the Gurgaon-based institute started offering training programmes on the latter's Customer Relationship Management (CRM) and Force.com.

NIIT will offer programmes on Salesforce to fresh graduates and working professionals, to build a pan-India talent pool of Salesforce Certified Professionals. Learners who graduate from these programmes will receive increased networking opportunities with some of the prominent firms operating in the country, as revealed by the institute.

"Certified experienced faculties will teach all programmes offered through this collaboration," the statement read.

Arundhati Bhattacharya, Chairperson& CEO, Salesforce India, said, "As technology adoption continues to grow, we are committed to addressing the training and re-skilling imperative - equipping people with the tools and skills that they need to build dynamic careers in Salesforce technologies and thrive in a digital-first world."

A research by International Data Corporation (IDC) figures that Salesforce and its ecosystem of partners in India will create 1,328,200 jobs in the country by 2026. These will include 569,800 direct and 758,400 indirect jobs.

Sapnesh Lalla, CEO & Executive Director, NIIT Ltd., said, "With this collaboration, we hope to bridge the skill gap that the industry is currently faced with."

According to research by Fortune Business insights, the global CRM market is expected to reach $ 128.97 billion by 2028.

https://www.techcircle.in/2022/04/27/salesforce-teams-up-with-niit-to-upskill-workforce

# THE ECONOMIC TIMES

# Talent, offers an edge to national development : ETILC and NIIT

**Nikita Rana, Editor, ETILC**

Over the last two years, the language that permeates business and HR has changed and attributes like empathy, purpose, and diversity have become critical. For large organizations, the change is bigger because they have to manage it at scale. By 2030, India will see 60 million new workers who will enter the workforce. Combining this with the fact that less than 50% of Indian graduates are employable, skilling and training will play a big role in India achieving its $5 Trillion goal by 2025.

In order to discuss talent development and its strategic advantage, Rajendra S Pawar, Chairman & Co-founder, NIIT Group; CP Gurnani, MD & CEO, Tech Mahindra, and Gautam Kumra, Asia Chairman, McKinsey & Company came together to interact with business leaders in Delhi for the NIIT Talent Leadership Boardroom Series. Opening comments were made by **Bimaljeet Singh Bhasin, President, Skills and Careers Business-India, NIIT Limited** who highlighted how talent was the only roadblock to growth.

"The pandemic has been a huge shock and eye-opener and every business is dealing with a unique disruption. However, in addition to focusing on technology and AI, we have to focus on the power of the mind and innovation. The opportunity in this area is humungous, but it is difficult to crack. You have to customize your skilling and training for each individual and still make it scalable," **Rajendra S Pawar, Chairman & Co-founder, NIIT Group**.

### Attrition Trends

In 2021, attrition rates in India were at 21%, up from 12.8% in 2020 according to a report by Aon. In the United States, close to 47 million people quit their jobs last year. According to a McKinsey survey conducted across five countries, employees cite - not feeling valued by their organization, by their manager, and a lack of a sense of belonging as their top reasons for leaving.

"What organizations need to do now, is to ensure that they really connect with their employees and help them find a sense of meaning in their work. They want to work in environments where projects are being driven by empowered self-forming teams," says **Gautam Kumra, Asia Chairman, McKinsey & Company**.

### The Role of Skill and Talent Development

As per the World Economic Forum, nearly 100 million new roles are likely to emerge in the next five years and 50% of all employees will require some level of reskilling to be effective in their jobs.

As per a 2021 McKinsey research report, there are 56 foundational skills across four categories - cognitive, interpersonal, self-leadership, and digital that will help individuals thrive in the future of work. These are skills like critical thinking, planning, communication, digital fluency, software use and development, and understanding digital systems. The research indicated that respondents' proficiency was lowest in 'software use and development' and 'understanding digital systems'.

"We have hyper-personalized talent development for our executives taking into account that all solutions are connected solutions. Business and digital are two sides of the same coin. It is not about a Java Developer becoming a full-stack developer, it is about helping commerce, helping customers and employees," says CP Gurnani, MD & CEO, Tech Mahindra.

"All the challenges around talent development, attrition, cost of talent, and burnout can be turned into opportunities if we change our mindset and look at these as areas that can give us a strategic advantage. At NIIT, we're building on our 40-year legacy by working with clients to give them this edge. The highest demand today is in two areas - technology and customer-facing roles, and we're building top-quality talent in both these segments," says Bimaljeet Singh Bhasin, President, Skills and Careers Business-India, NIIT Limited.

**Managing The Workforce**

Millennials and Gen Z are the generations that are most vocal about social change and accountability. According to a Deloitte report, companies need to develop strong training and leadership programs for them with a special focus on diversity. They do well with latticed career paths, multiple work formats, and mentors.

"Talent acquisition is a real concern and so is getting the right training. Engaging with the educational institutes helps, however, we are trying to develop our own in-house processes of training people," says Manu Bajaj, Director & CEO, NuTaste Food & Drinks Lab.

"We are in an industry that is into comprehensive risk management and you don't have many courses and institutes that are teaching it. We are trying to tie up with some governments so that we can have some talent pipeline built-in," Rohit Karnatak, MD, Pinkerton India.

In conclusion, apart from the college system, there is a space for more players like NIIT, because the former cannot cater to the dynamic needs of the market. And in addition to investing in training, companies need to rethink and communicate their purpose.

https://economictimes.indiatimes.com/news/company/corporate-trends/talent-offers-an-edge-to-national-development-etilc-and-niit/articleshow/90842254.cms

**ANI**

South Asia's Leading Multimedia News Agency

## NIIT collaborates with Salesforce to bridge the skills gap

ANI | Updated: Apr 27, 2022 18:20 IST

New Delhi [India], April 27 (ANI/BusinessWire India): NIIT Limited, a leading global talent development corporation, today announced its appointment as an Authorized Training Partner of Salesforce, the global CRM (Customer Relationship Management) leader.

The collaboration will address the exponentially growing demand in the Salesforce Ecosystem for Salesforce-skilled talent, driven by the rapid adoption of Salesforce technologies. Experienced faculties who have been certified by Salesforce will teach all programs offered through this collaboration.

NIIT will offer programs on Salesforce to fresh graduates and working professionals, to build a pan-India talent pool of Salesforce Certified Professionals.

Learners who graduate from these programs will receive increased networking opportunities with some of the largest companies operating in the country, including GSIs, GCCs and India Enterprises.

According to research by Fortune Business insights, the global CRM market is expected to reach USD $ 128.97 billion by 2028 from USD $ 58.04 billion in 2021, while exhibiting a CAGR of 12.1% between 2021 and 2028.

Separately, research by IDC (International Data Corporation) has found that Salesforce and its ecosystem of partners in India will create 1,328,200 jobs among Salesforce customers in the country, including 569,800 direct jobs and 758,400 indirect jobs by 2026. NIIT is committed to work with Salesforce to help minimize this emerging talent skill gap.

Arundhati Bhattacharya, Chairperson & CEO, Salesforce India, said, "The world is witnessing huge growth in the Salesforce economy, and India is expected to play a pivotal role in this growth. As technology adoption continues to grow, we are committed to addressing the training and re-skilling imperative - equipping people with the tools and skills that they need to build dynamic careers in Salesforce technologies and thrive in a digital-first world. We are delighted to be collaborating with NIIT in our mission to democratise digital skills, nurturing future-ready individuals and bridging the skills gap."

Sapnesh Lalla, CEO & Executive Director, NIIT Ltd., said, "At NIIT, we have been working with the industry and the student community for over four decades and have a deep understanding of the talent and skills requirements brought in by Digital Transformation. We are delighted to collaborate with Salesforce, the leading provider of CRM, to offer programs in Salesforce technologies to fresh graduates and working professionals. By bringing together NIIT's proven ability in delivering learning outcomes at scale and Salesforce's technical expertise, we hope to bridge the skill gap that the industry is currently faced with."

This story is provided by BusinessWire India.

https://www.aninews.in/news/business/business/niit-collaborates-with-salesforce-to-bridge-the-skills-gap20220427182004/

# Indo-Asian News Service
**IANS** India's Largest Independent Newswire

# NIIT Collaborates with Salesforce to Bridge the Skills Gap

Business Wire India  2022-04-27  3:00PM Hrs. IST

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About Salesforce

Salesforce, the global CRM leader, empowers companies of every size and industry to digitally transform and create a 360° view of their customers. For more information about Salesforce (NYSE: CRM), visit: www.salesforce.com.

About NIIT

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, it offers training and development solutions to enterprises and individuals through its two businesses– Corporate Learning Group (CLG) and Skills & Careers Group (SNC).

Visit us at: www.niit.com

https://ians.in/prwiredetail/niit-collaborates-with-salesforce-to-bridge-the-skills-gap/B-78548.html

**BW People.in**

# NIIT Collaborates With Salesforce To Bridge The Skills Gap

**The collaboration will enable graduates and working professionals to skill up for jobs in the Salesforce partner ecosystem**

29 April, 2022 by BW Online Bureau

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# CRN India

## NIIT collaborates with Salesforce to bridge the skills gap

By CRN Team -April 27, 2022
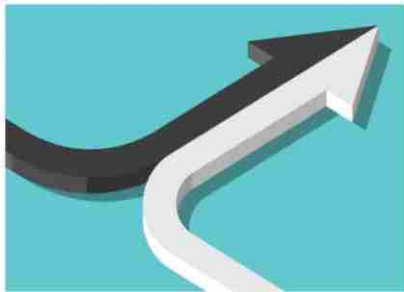


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https://www.crn.in/news/niit-collaborates-with-salesforce-to-bridge-the-skills-gap/

**IIFL SECURITIES**

# NIIT collaborates with Salesforce to bridge the skills gap; Stock up 1%

The collaboration will enable graduates and working professionals to skill up for jobs in the Salesforce partner ecosystem.

*April 28, 2022 11:35 IST | India Infoline News Service*

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On Thursday at around 11:39 AM, NIIT was trading at Rs571.60 apiece up by Rs6 or 1.06% on the BSE.

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https://www.indiainfoline.com/article/news-top-story/niit-collaborates-with-salesforce-to-bridge-the-skills-gap-stock-up-1-122042800178_1.html

**35 YEARS** 1987 - 2022

# Taking computer education to the masses

*Edited excerpts from an exhaustive video interview...*

in conversation with
**RAJENDRA S PAWAR**

### The state of IT education in 1981

"At that time, it was non-existent. But the manufacturing industry was already anticipating a problem of talent shortage. This was the number one concern: How will the industry grow? NIIT was born out of that threat. It was a problem and we saw that as an opportunity. At that time there were a handful of people coming out of the IITs, but they were not the ones writing programs. There was nothing significant to build talent for the sector.

### Basic courseware for a brand new era

The first two courses that NIIT announced in 1981 were one, an entry level BASIC. It was a 4-week programme, 5 days a week and 2 hours a day. We had a long-term programme: Entry level COBOL, for 12 weeks. The early thrust was on languages. COBOL was at that time state of the art. We also taught FORTRAN to engineers and scientists.



### The continuous evolution of training

Very soon we realized that programming is one part of it. We need to do analysis. You need to define a problem. Companies wanted to build a strategy. We spent a lot of time doing user education for corporates and ran a programme for them called: How to buy a computer. As people came to study, they articulated what more they wanted. We were extremely responsive. We covered the whole gamut of information system management at one level down to entry-level programming. It was languages, structured system analysis and design, structured methodology, database, database design... all of the "nuts and bolts" issues in the 1980s that were important.

We were trying to track developments in all the places where there was a thought leadership. There were a few campuses which were doing path breaking work and we interacted with them. Edward Yourdon was the father of software engineering. We made an arrangement with his company to teach structured methodology and TCS was a very big participant. We tried to expand to cover all constituencies, but quite clearly the largest need was for people who could write programs.

### NIIT: First of its kind franchise in education

We created the idea of a franchise for education which had never been done before. We found like-minded entrepreneurs in cities and motivated them to go back to their towns and set up an NIIT centre. If you walked into

# RAJENDRA S PAWAR

**Chairman & Co-founder, NIIT**
**Founder, NIIT University**

any NIIT centre at its peak (there were thousands) it would give you the same look and feel. *Far Eastern Economic Review* talked of it as the McDonald's of education.

## 1990s: Y2K & the perfect storm

1990s was a golden decade. For the IT sector there were a couple of things happening at the same time. India's Liberalization had happened. We got the STP policy. India needed foreign exchange. We got a lot of push. At the world stage, the Y2K opportunity was becoming large and the West knew that if they didn't fix their problem by the Year 2000 they would have a catastrophe. They were willing to spend a tonne of money. The Internet had arrived. It was a perfect storm. 1990s was an era where Y2K added fuel to what was already a high growth area.

After the bubble burst, post-Y2K, a few years later we started growing again and went into new technologies. Governments were beginning to invest. The PC was in the home. Everyone was getting on to the Internet. There was growth and a huge amount of tailwind that took us into the future.

## The evolution still continues...

By this time, we were in the face of every consumer in India. We were 90% B2C and had some amount of leadership training. But over a period of time as our international business grew, we found a solid demand coming from corporations. Today that is 80% of our business. That's for the Fortune 100 companies, in all sectors: healthcare, airlines, engineering, oil etc. For these companies we do something called Managed Training Services. It's like a learning process being outsourced.

## Future of online education: Who'll get the blend right?

Education is a very engaged and involved process. Every learner learns in a unique way. Trying to put everything into a process has its downsides. Human intervention is a must. What happened during Covid, everybody did online learning but now you are seeing the underbelly. Online learning has a very important role to play, but a very specific role. A proper hybrid blended model is the solution. So, the one thing is who gets the blend right? That will make the difference between making an impact on people's lives or just giving them a piece of paper."

*(These are excerpts from a video chat with Sunil Rajguru. Catch the complete interview on the PCQuest YouTube channel.)*

**EXPRESS COMPUTER**

# GCCs: Leading the tech game in India

**By Dr. Vishnupriya Raghavan, Head, Products and Solutions, StackRoute, An NIIT venture**

Around two decades after the first captive centre was set up in Bengaluru, India is now home to more than 1500 GCCs. Most of these are headquartered in the US but there are quite a few GCCs of companies from the EU, UK, South America, Chile, Indonesia, Australia, New Zealand, and the Middle East as well. With an adaptable talent pool, strong IT infrastructure, a conducive business ecosystem and exciting tax breaks – as is the case with the Software Technology Parks of India (STPI) – it is no doubt that India has become a preferred destination for GCCs.

However, as GCCs move up the value chain within their organisations, they are also looked at globally to source quality talent, drive innovation and ensure great delivery and profitability. To achieve this, GCCs in India have developed a comprehensive digital strategy and are leading their way towards practical implementation of the same.

## Reinventing the driving models

This digital penetration across verticals has also led corporations to rethink and reduce their footprint by converting working spaces into collaboration hubs, shrinking floors through hot-desking, and adapting to other modern practices of efficiency. In the recent virtually held fourth edition of NIIT's India Confluence, an esteemed panel discussed at length how transformation and organizational capability plays a major role in boosting the growth of the Global Capability Centres. The discussion had several takeaways for those wanting to understand how to leverage digital innovation and transformation and most importantly, on skilling the workforce for the present and the future.

## Training for the next

As GCCs continue to build and shape the services economy and turn into Technology Centers of Excellence (CoE), the need for hiring fresh talent as well as skilling the existing ones has only increased manifold. Meanwhile, as the pace of change keeps overriding the pace of learning, it is important to bear in mind that the shelf-life of technical skills is only fast depleting. Besides, new-age skills are not only limited to the technical domain but also expand into creativity, analytical and critical thinking and problem solving. That's why most GCCs have shifted their focus to hiring as well as building hybrid skills capabilities into their workforces and are creating a culture of continuous learning to remaining competitive.

Over the years, there has been a spotlight on the importance of organisations to invest in career path design and learning and development. With a constantly evolving ecosystem , it is the collective duty of stakeholders across levels to ensure the enabling of an ecosystem which re-imagines future jobs and skills. Organisations need to work on consistently fostering relationships with key universities as well as build capabilities that feed into an environment of high-performing talent. As strategic learning solution providers, NIIT provides custom designed interventions for various roles including data scientists, architects, program managers, engineering managers, and full stack engineers to fill the talent gaps at GCCs. With our services like Talent Pipeline as a Service (TPaaS), we help build a pool of ready-to-deploy talent that organisations can bank on and gain a competitive advantage. In addition to this, at NIIT, we begin the transformation process by performing an in-depth analysis of business needs, and then tailor a learning intervention that meet the needs (IMPACT). At the same time, it also provides the flexibility to architect the learning intervention based on the gap analysis already identified and tracked through to program completion (ACT).

One of the primary goals of strategic learning solution providers like NIIT should be to not limit the goal of any learning design to simply developing the necessary "skills" and "competencies." Programs must be designed to develop capabilities for a specific role, such as the ability to collaborate, face opposing arguments, learn, develop perspectives, reconcile conflicts, take a stand, adapt to change, nurture excellence, create value, and drive change. These characteristics are known as Transformative Competencies, and without them, talent cannot be transformed.

Every change and disruption serves as a wake-up call to each of us about our ability to learn and adapt to new trends in the environment. Building learning designs that focus on building capabilities and foster innovative thinking must be the key for organizations, regardless of the nature of approaches or the types of interventions (reskilling, upskilling, or competence building initiatives).

Talent is a distinctive differentiator for the GCCs, and nurturing talent is and will continue to be one of the most difficult challenges the GCCs face. There is no doubt that the future of the GCCs is bright; but only if we are willing to learn new technologies with an open mind.

**OUR TIME IS now**
NIIT ANNUAL DAY 2022
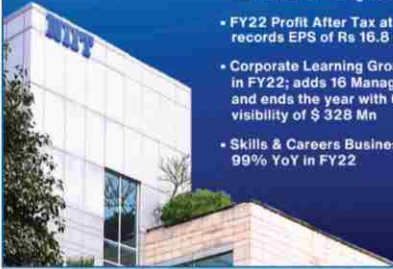
**40 YEARS OF LEARNING**

**NIIT LIMITED** announces Consolidated Results for **Q4 and Financial Year 2021-22**

**FY22 Highlights**
- Records FY22 Revenue at Rs. 1377.5 Cr, up 44% YoY
- FY22 EBITDA recorded at Rs. 299.9 Cr, up 82% YoY; FY22 EBITDA margin at 21.8%, up 456 bps YoY
- FY22 Profit After Tax at Rs. 226.2 Cr up 58% YoY; records EPS of Rs 16.8 up 67% YoY
- Corporate Learning Group (CLG) grows 35% YoY in FY22; adds 16 Managed Training Services customers and ends the year with 66 MTS customers and revenue visibility of $ 328 Mn
- Skills & Careers Business (SNC) grows 99% YoY in FY22

"FY22 has been a milestone year for NIIT, as we completed 40 years. Both the Corporate Learning Group (CLG) and Skills & Careers (SNC) businesses grew exceptionally well and are poised for their next phase of growth. With a robust balance sheet, differentiated offerings and strong track record of delivering outcomes, NIIT enjoys significant brand trust in the markets it serves."

**Vijay K Thadani**
Vice Chairman & Managing Director, NIIT Ltd.
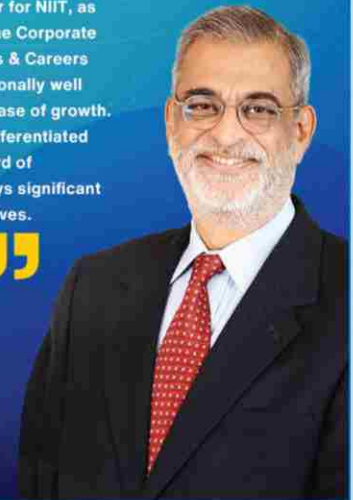
"FY22 saw NIIT grow 44% YoY and improve its profitability by 456 bps YoY. At a time when talent is at the top of most CEOs agenda, NIIT's customers continue to trust us with their most pressing talent transformation challenges."

**Sapnesh Lalla**
CEO & Executive Director, NIIT Ltd.
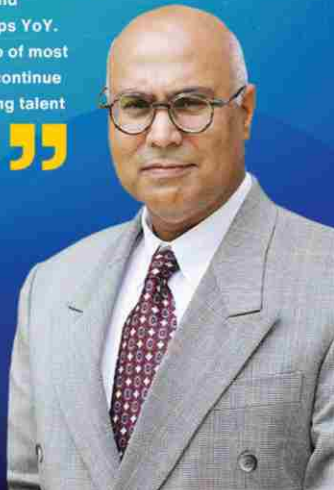
**BAJAJ FINSERV**

### Bajaj Finserv and NIIT

announce partnership to create large-scale, job- ready pool of freshers for BFSI industry



Bajaj Finserv – NIIT Academy of Banking, Finance and Insurance
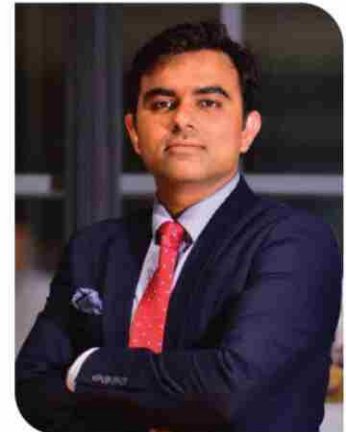
**BAJAJ FINSERV**

"At NIIT, we have been working with the industry and the student community for over four decades and have a deep understanding of the talent and skills requirements brought in by Digital Transformation. Within this fast-changing ecosystem, there is a dire need to have the right talent that is ready to be absorbed in the banking market. Our strategic collaboration with a leading organization such as Bajaj Finserv will further contribute towards the training of young and talented youth in the banking space. Through this collaborative partnership, we will enable the creation of job ready skills in the banking sector and help learners realise their true potential."

**Gaurav Nigam**

SVP and Business Head, NIIT Ltd

**BAJAJ FINSERV**

"CPBFI, our flagship certificate programme under BEYOND, is perhaps the only comprehensive employability training programme that trains students on all the three aspects of employability viz., attitude, skills and knowledge. NIIT is a leading name in the Banking & Financial training space and an ideal partner in our mission of enabling today's aspiring graduate candidates to become successful professionals working in companies across banking, finance and insurance sectors. With NIIT's national presence, quality training standards and technology as an enabler, we are confident of making our training programme widely available across the country. We will be working closely with NIIT to bring various employment opportunities to those who successfully complete the programme."

**Ajay Sathe**

Group Head - CSR, Bajaj Finserv Limited

40 NIIT
YEARS OF LEARNING

### collaborates with

salesforce authorised training provider

to enable graduates and working professionals to skill up for jobs in the Salesforce partner ecosystem.

salesforce authorised training provider

40 NIIT
YEARS OF LEARNING

"The world is witnessing huge growth in the Salesforce economy, and India is expected to play a pivotal role in this growth. As technology adoption continue to grow, we are committed to addressing the training and re-skilling imperative – equipping people with the tools and skills that they need to build dynamic careers in Salesforce technologies and thrive in a digital-first world. We are delighted to be collaborating with NIIT in our mission to democratise digital skills, nurturing future-ready individuals and bridging the skills gap."

**Arundhati Bhattacharya**
Chairperson & CEO, Salesforce India
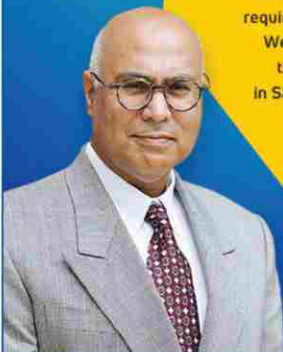
salesforce authorised training provider

40 NIIT
YEARS OF LEARNING

"At NIIT, we have been working with the industry and the student community for over four decades and have a deep understanding of the talent and skills requirements brought in by Digital Transformation. We are delighted to collaborate with Salesforce, the leading provider of CRM, to offer programs in Salesforce technologies to fresh graduates and working professionals. By bringing together NIIT's proven ability in delivering learning outcomes at scale and Salesforce's technical expertise, we hope to bridge the skill gap that the industry is currently faced with."

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

**Bimaljeet Singh Bhasin**

President, Skills and Careers Business (SNC) India, NIIT Ltd.

has authored an article titled

**"Managing attrition in the new age economy: A business imperative"**

in

**THE FINANCIAL EXPRESS**

THE FINANCIAL EXPRESS

**Bimaljeet Singh Bhasin**

President, Skills and Careers Business (SNC) India, NIIT Ltd.

It is critical that businesses implement multifaceted approaches and concrete steps towards managing talent, especially in a high growth environment where the opportunity cost of losing on talent is extremely high.

Celebrating 40 Years of Learning
NIIT: Stepping up on the learning curve
thehindubusinessline.com · 6 min read


NIIT shines at the 29th edition of DATAQUEST DIGITAL LEADERSHIP CONCLAVE 2022


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The Key to Revival from Survival in These Times of Crisis.


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NIIT SALES & SERVICE EXCELLENCE
One of the top global automobile major partnered with NIIT Sales & Service excellence to train their dealer staff and create positive impact in their Business KPIs.


It is our choices, that show what we truly are, far more than our abilities.
- J. K Rowling
#MondayMotivation


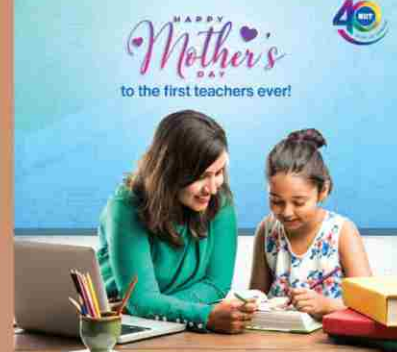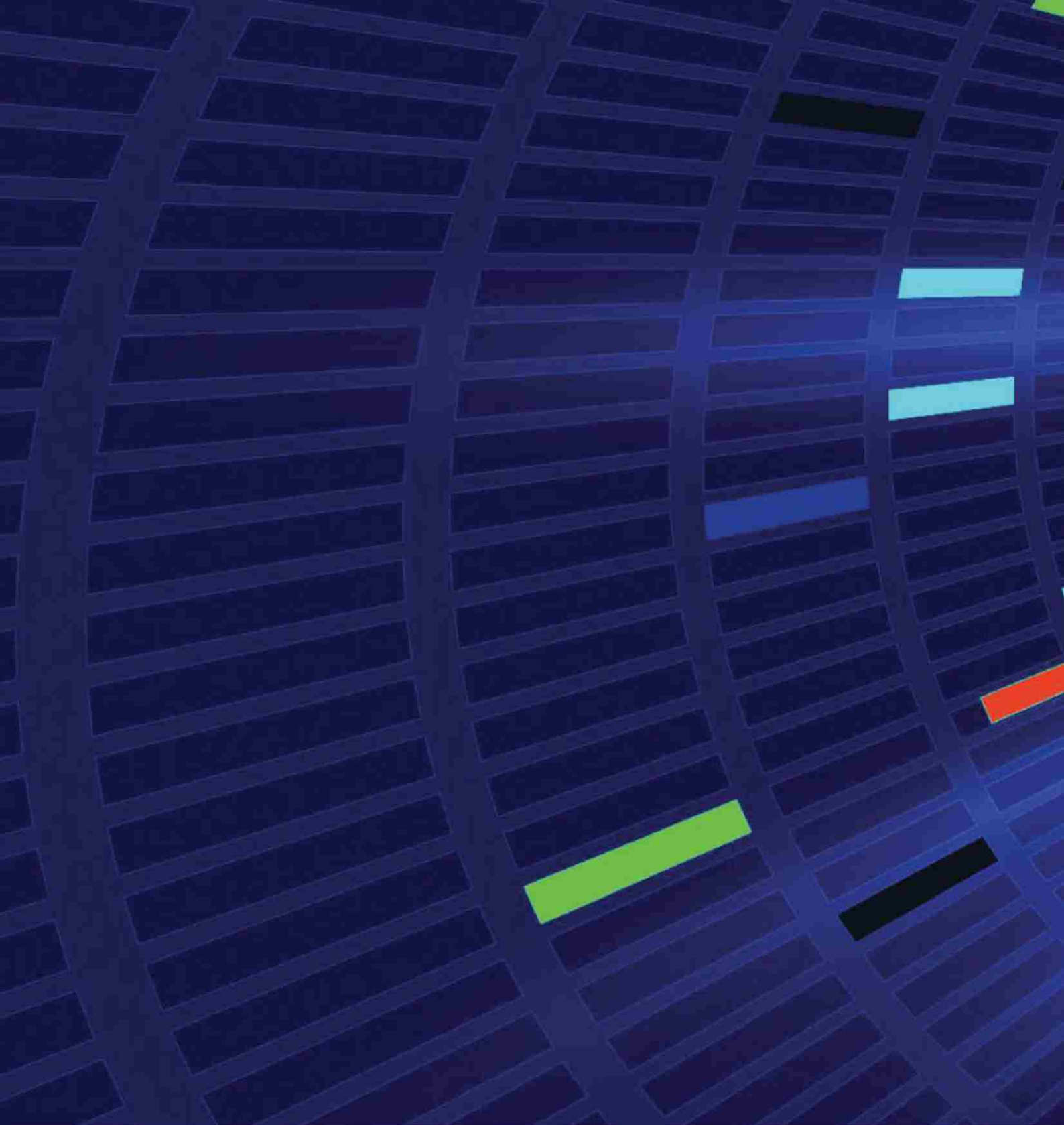Nature can be the best teacher only if you are willing to learn!


OUR TIME IS now


Happy Father's Day
to the first guides in life!


Happy Mother's Day
to the first teachers ever!

# NIIT