



**NIIT Limited**

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New Delhi 110 019, India  
CIN: L74899DL1981PLC015865

[www.niit.com](http://www.niit.com)

May 25, 2019

**The Manager  
BSE Limited**

Corporate Relationship Department,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai 400 001

**The Manager**

**National Stock Exchange of India Ltd**

Listing Department  
Exchange Plaza  
5<sup>th</sup> Floor, Plot no C/1, G Block  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

**Subject: Presentation made to the Analysts and / or Institutional Investors**

**Scrip Code: BSE – 500304; NSE – NIITLTD**

Dear Sir,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Analysts and/or Institutional Investors on the Audited Financial Results of the Company for the financial year ended March 31, 2019.

The same shall be available on our website i.e. [www.niit.com](http://www.niit.com).

This is for your information and records.

Thanking you,

Yours truly,  
For NIIT Limited

**Deepak Bansal**  
Company Secretary &  
Compliance Officer

Encls : a/a



**NIIT**

**REIMAGINING  
LEARNING**  
**THE NEXT WOW**

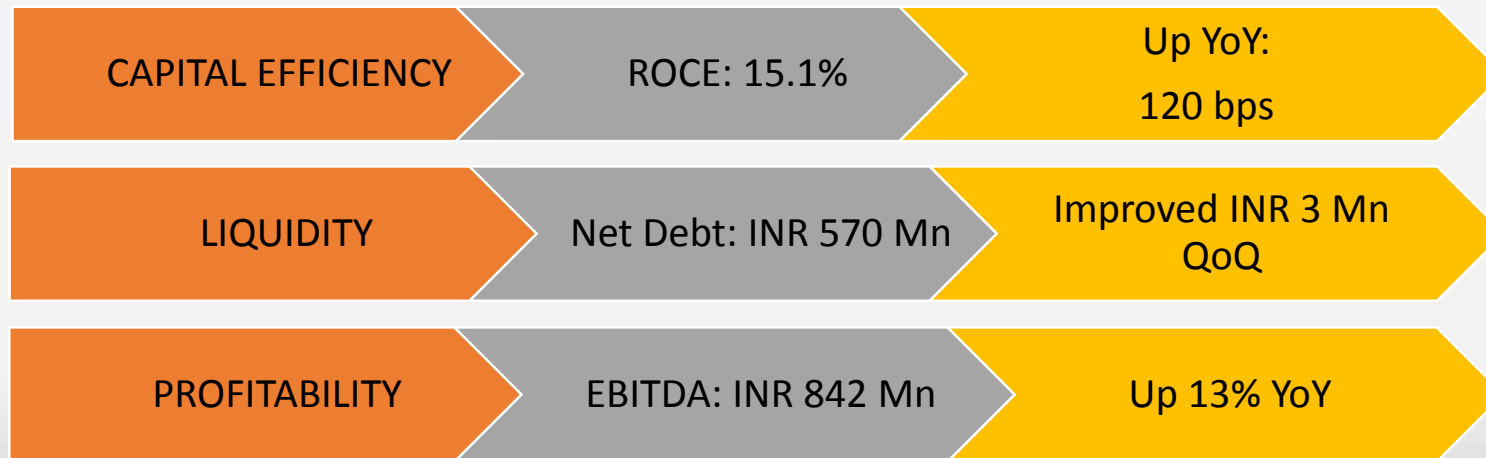
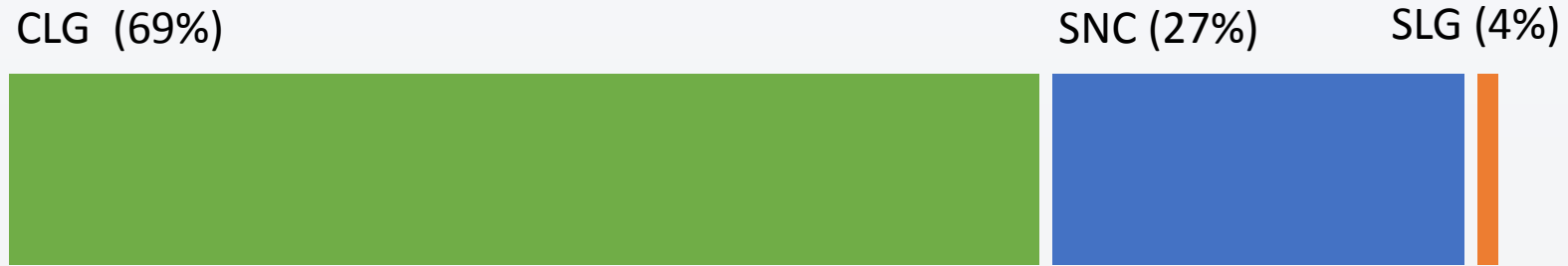
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**Financial Results FY19**  
**25<sup>th</sup> May 2019**



- After strong growth in last couple of years, global economic activity slowed notably in FY19, reflecting a confluence of factors affecting major economies including regulatory tightening, geo politics and trade tensions. While there is some stabilization & expectation of recovery, downside risks persists (IMF)
- Spending on corporate L&D in advanced economies continues to be robust driven by higher employment, increased pace of technological change and increasing regulatory intensity. Industry consolidation continues to drive uncertainty in the near term
- India GDP is expected to have grown at 7% in FY19 (CSO), representing a sharp slowdown in second half of FY19. Volatility in crude prices and currency, and tightening in global and local liquidity create near term uncertainty
- Hiring by IT sector has seen a robust pick up led by digital technologies. Graduates with digital skills are able to command a material premium versus grads with traditional IT skills
- NBFCs remain cautious on hiring. However pick up seen in Banks driven by demand for Advisory, Sales and Customer relationship roles
- Decision making by schools continues to remain impacted due to regulatory uncertainty

# NIIT FY19 - Highlights



## Corporate:

- 46 global MTS customers
- Revenue visibility at \$ 245 million

## Skills & Careers:

- 2400+ enrolments for New Career programs
- 11 customers for StackRoute

## Schools:

- 761 School contracts in FY19
- Practice Plus platform : 6.7 lac users

# Q4 FY19: In Perspective



## Overall NIIT

- Revenue at INR 2,397 Mn; up 8% YoY; Revenue from Go forward Business up 9% YoY
- EBITDA at INR 234 Mn (OM of 10%)
- PAT at INR 232 Mn; up 18% YoY
- Net debt at INR 570 Mn Vs INR 573 Mn in Q3 FY19; DSO at 66 days Vs 77 days LQ
- Operational ROCE at 15.1%; up 120 bps YoY

## Corporate Learning Group (CLG): Continued strong performance

- Revenue at INR 1,588 Mn up 9% YoY
- EBITDA margin at 14%
- Revenue Visibility at \$ 245 Mn (up 12% YoY)
- Added 5 new logos and 1 contract expansion during Q4 FY19. 46 MTS customers at end of FY19

## Skills & Careers Group (SNC): Rebuild phase

- Revenue at INR 629 Mn up 5% YoY
- EBITDA at INR (10) Mn compared to INR (14) Mn in Q4 FY18

## School Learning Group (SLG): Move towards IP led asset light business model

- Revenue at INR 180 Mn up 3% YoY
- 523 school contracts signed; Order Intake of INR 214 Mn up 70% YoY

# FY19: In Perspective



## Overall NIIT

- Revenue at INR 9,102 Mn; up 7% YoY; Revenue from Go forward Business up 9% YoY
- EBITDA at INR 842 Mn; up 13% YoY (OM of 9%; up 48 bps YoY)
- PAT at INR 864 Mn; up 38% YoY
- Operational ROCE at 15.1%; up 120 bps YoY

## Corporate Learning Group (CLG): Continued strong performance

- Revenue at INR 6,324 Mn up 22% YoY; Constant currency Revenue grows at 14% YoY
- EBITDA margin at 14%
- Revenue Visibility at \$ 245 Mn (up 12% YoY)
- Added 9 new logos; 5 contract expansions and 2 renewals including one of the largest customer. Overall 46 MTS customers at end of FY19

## Skills & Careers Group (SNC): Rebuild phase

- Revenue at INR 2,428 Mn down 11% YoY
- EBITDA at INR 6 Mn compared to INR (30) Mn in FY18

## School Learning Group (SLG): Move towards IP led asset light business model

- We have now completed all government projects; expect to collect balance receivables in FY20
- Revenue at INR 350 Mn

# Key Financials

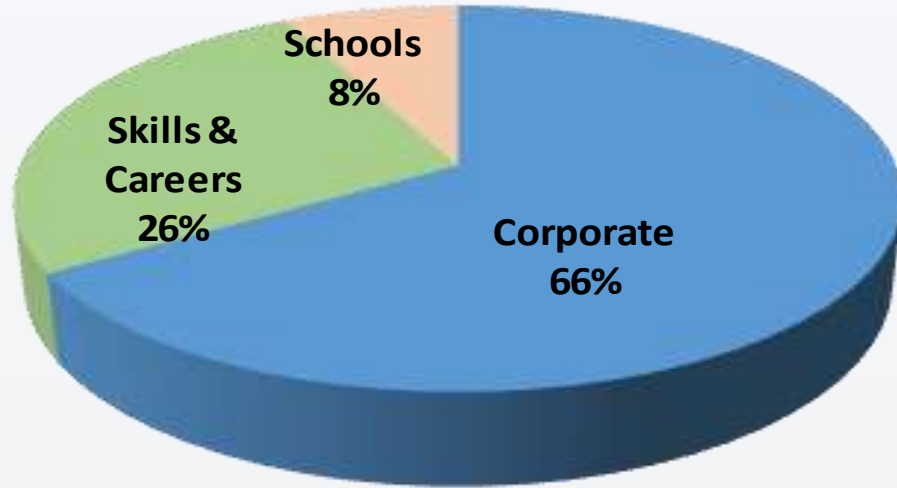
INR Mn	Q4 FY19	Q4 FY18	YoY	Q3 FY19	QoQ	FY'19	FY'18	YoY
<b>System wide Revenue</b>	2,969	3,151	-6%	2,923	2%	12,102	13,511	-10%
<b>Net Revenue</b>	<b>2,397</b>	<b>2,228</b>	<b>8%</b>	<b>2,278</b>	<b>5%</b>	<b>9,102</b>	<b>8,505</b>	<b>7%</b>
Operating expenses	2,163	2,007	8%	2,078	4%	8,260	7,759	6%
<b>EBITDA</b>	<b>234</b>	<b>221</b>	<b>6%</b>	<b>200</b>	<b>17%</b>	<b>842</b>	<b>746</b>	<b>13%</b>
<b>EBITDA%</b>	<b>10%</b>	<b>10%</b>	<b>-18 bps</b>	<b>9%</b>	<b>98 bps</b>	<b>9%</b>	<b>9%</b>	<b>48 bps</b>
Depreciation	88	92	-4%	95	-7%	361	401	-10%
<b>EBIT</b>	<b>145</b>	<b>129</b>	<b>12%</b>	<b>105</b>	<b>39%</b>	<b>482</b>	<b>345</b>	<b>40%</b>
Net Other Income/ (Expense)	-91	-63	-27 mn	-82	-9 mn	-285	-169	-116 mn
<b>Operational PBT</b>	<b>55</b>	<b>66</b>	<b>-11 mn</b>	<b>23</b>	<b>32 mn</b>	<b>197</b>	<b>177</b>	<b>20 mn</b>
Operational Tax	15	28	-48%	10	44%	72	66	10%
Associate Profit & Minority Share	246	200	23%	230	7%	939	649	45%
Tax on Associate Profit & Minority	55	41	35%	48	14%	199	135	48%
<b>PAT</b>	<b>232</b>	<b>197</b>	<b>18%</b>	<b>194</b>	<b>19%</b>	<b>864</b>	<b>625</b>	<b>38%</b>
<b>Basic EPS (INR)</b>	<b>1.4</b>	<b>1.2</b>	<b>17%</b>	<b>1.2</b>	<b>19%</b>	<b>5.2</b>	<b>3.8</b>	<b>38%</b>

- Growth in Corporate Learning helps to offset planned ramp down of government schools business and transition in SNC business
- Adverse forex impact of INR 103 mn, primarily on account of re-statement of receivables due to currency volatility, and Net Interest Expense of INR 205 mn included in Net Other Income
- EBITDA margin @ 9% for FY19



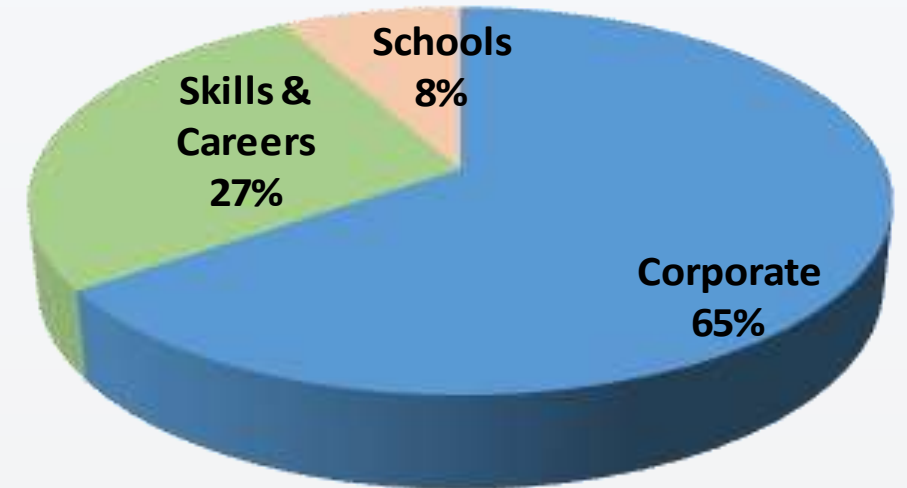
# Revenue Mix

## Q4 FY19



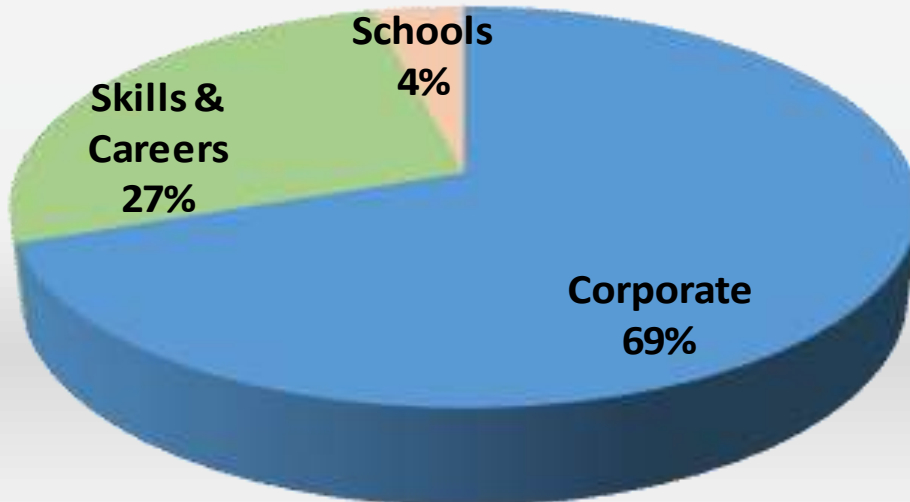
Business	Growth
Corporate	9%
Skills & Careers	5%
Schools	3%
NIIT	8%

## Q4 FY18

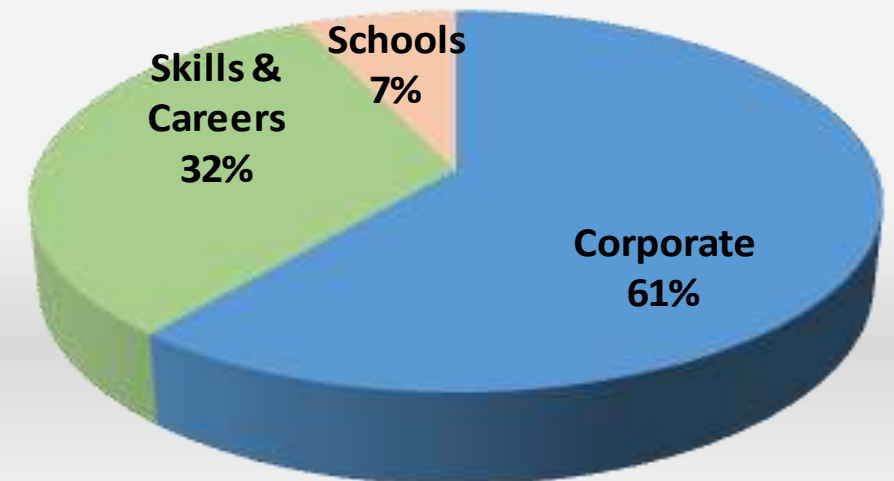


Business	Growth
Corporate	22%
Skills & Careers	-11%
Schools	-41%
NIIT	7%

## FY19



## FY18





# Corporate Learning Group



INR Mn	Q4 FY19	Q4 FY18	YoY	Q3 FY19	QoQ	FY'19	FY'18	YoY
Net Revenue	1,588	1,451	9%	1,614	-2%	6,324	5,183	22%
EBITDA	215	196	10%	234	-8%	906	761	19%
OM%	14%	14%	5 bps	15%	-94 bps	14%	15%	-36 bps

## Q4FY19

- Revenue at INR 1,588 Mn up 9% YoY
- 5 new MTS customers & 1 contract expansion during the Qtr

## FY19

- Revenue at INR 6,324 Mn up 22% YoY. Up 14% in Constant Currency
- 9 new MTS customers, 5 expansions & 2 renewals. Overall 46 MTS customers at end of FY19
- Revenue visibility of \$ 245 Mn, up 12% YoY
- Focus on Life Sciences industry resulted in two additional multi-year MTS customers in the sector



**From Instructional Design to Experience Design**

Merging technology and learning into meaningful learning experiences needs not only the mastery of technology, but also a strong foundation in pedagogy. At NIIT, we blend three decades of learning scholarship with the best game design and development talent in the world to create breakthrough learning experiences. Our advanced project studio utilizes real-time 3D technology to create serious games, simulations, augmented, virtual, and mixed reality experiences. With a combined experience of over 100 years developing titles for the biggest studios in the world, our team of triple A experienced gaming professionals create award-winning learning experiences for the world's leading companies.

Learn more at [www.niit.com/vr/](http://www.niit.com/vr/).

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# Skills & Careers Group

INR Mn	Q4 FY19	Q4 FY18	YoY	Q3 FY19	QoQ	FY'19	FY'18	YoY
Net Revenue	629	602	5%	634	-1%	2,428	2,729	-11%
EBITDA	-10	-14	4 mn	16	-26 mn	6	-30	120%
OM%	-2%	-2%	76 bps	3%	-415 bps	0%	-1%	136 bps

## Q4 FY19

- Revenue at INR 629 Mn up 5% YoY
- On boarded 2500+ employees for a large PSU bank

## FY19

- Revenue at INR 2,428 Mn down 11% YoY
- EBITDA back in black. Product mix change and cost rationalization offset impact of operating leverage and cost inflation
- StackRoute continues on strong growth momentum; now training Full Stack Developers for 11 companies
- Acquired a large PSU bank & Global system integrator as large customers

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# School Learning Group

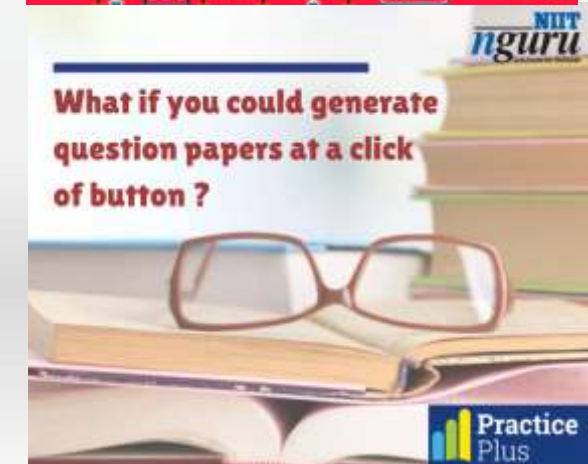
INR Mn	Q4 FY19	Q4 FY18	YoY	Q3 FY19	QoQ	FY'19	FY'18	YoY
Net Revenue	180	176	3%	30	497%	350	593	-41%
EBITDA	29	40	-28%	-50	79 mn	-70	15	-561%
OM%	16%	23%			NA	-20%	3%	NA

## Q4 FY19

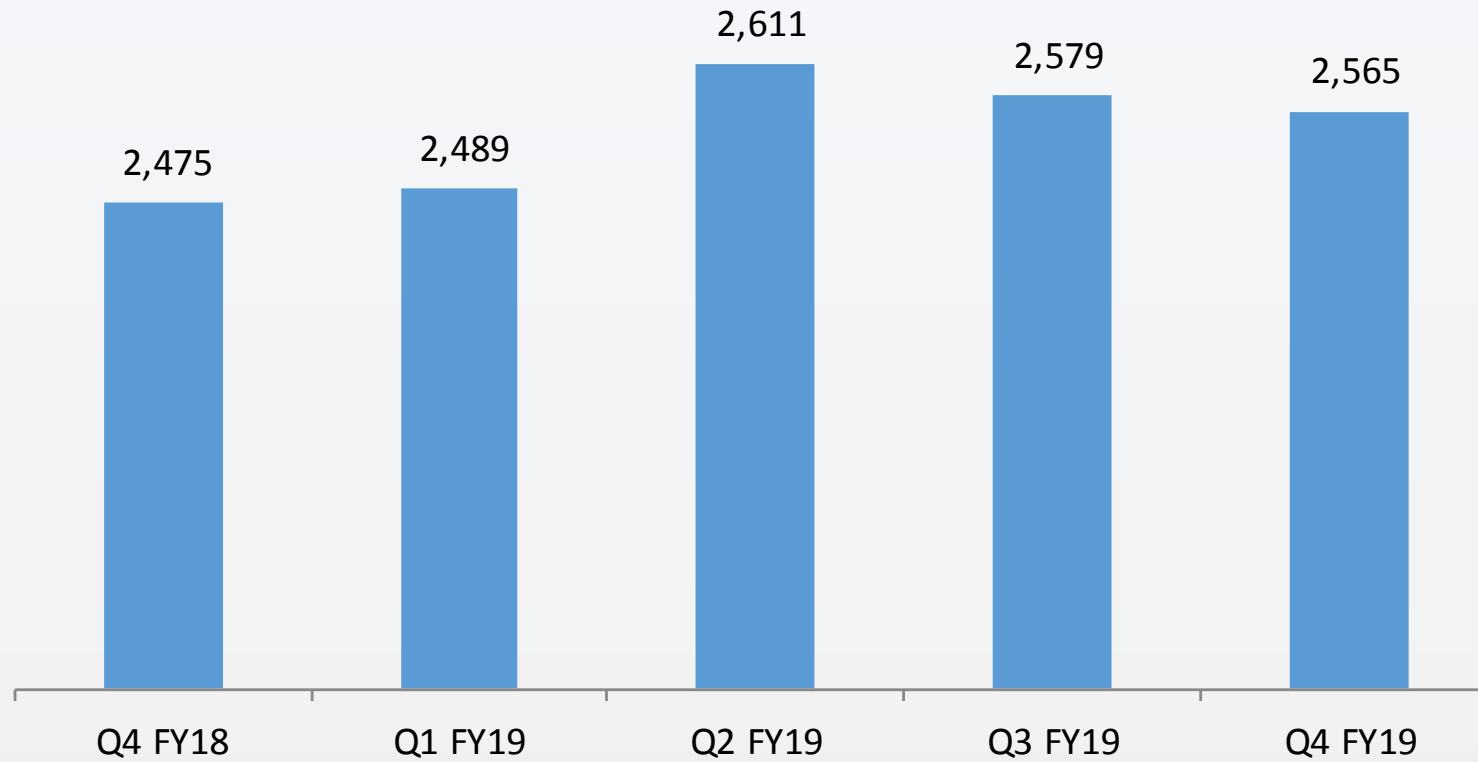
- Revenue at INR 180 mn
- Revenue from go forward private school business up 18%

## FY19

- Overall revenue impacted due to planned ramp down of government school projects
- Completed execution & transition on government school contracts during the year. Balance receivables to be collected in FY20
- Launched Marshall Cavendish Math program
- 6.7 lacs users on Practice plus platform (including students and parents)



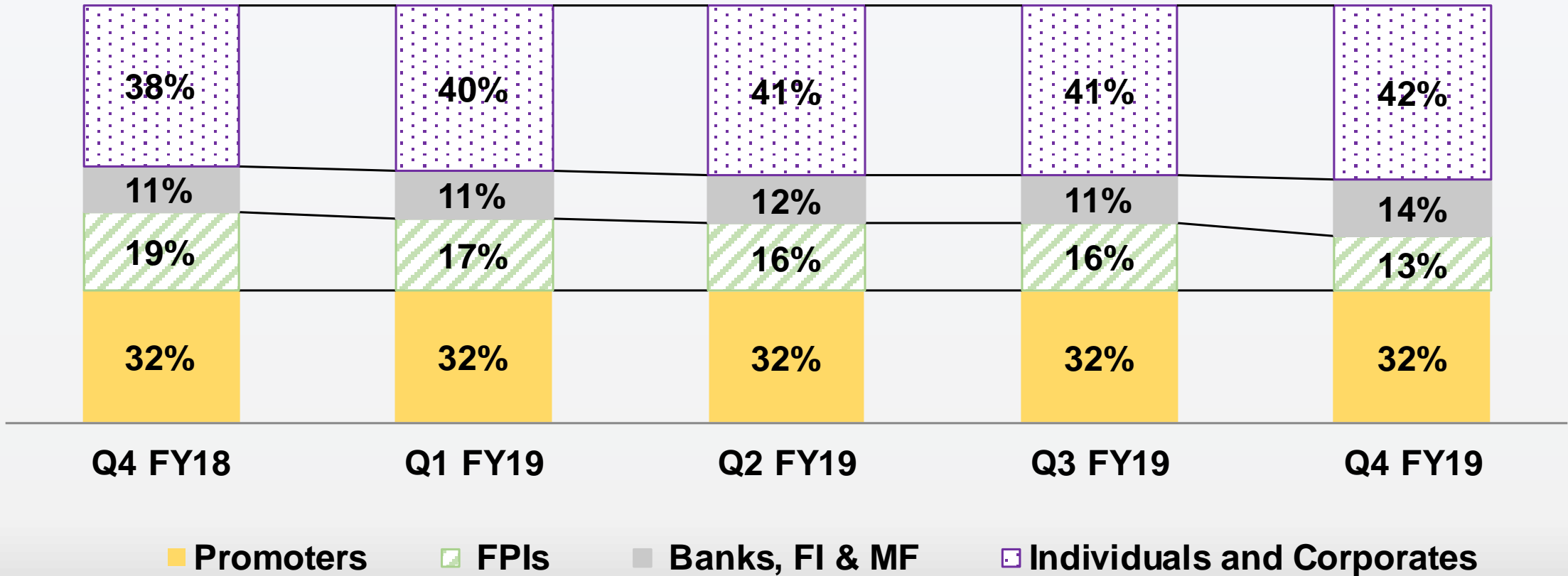
# People



Headcount down 14 QoQ and up 90 YoY

\* excludes project retainers

# Share Holding Pattern



Percentages may not add to 100% due to rounding

**Thank you**



**NIIT**

**REIMAGINING  
LEARNING  
THE NEXT WOW**

