

NIIT

NIIT Limited

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Registered Office:
8, Balaji Estate, First Floor
Guru Ravi Das Marg, Kalkaji
New Delhi 110 019, India
CIN: L74899DL1981PLC015865

www.niit.com

February 5, 2021

The Manager
BSE Limited
Corporate Relationship Department,
1st 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
5th 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

Script Code: BSE – 500304; NSE – NIITLTD

Dear Sir,

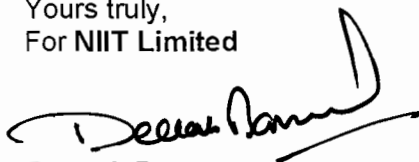
Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2020.

The same shall be available on our website i.e. 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

Financial Results Q3 FY21
February 5, 2021



Environment

Global GDP expected to grow 4% in CY21 post a decline of 4.3% in CY20 (World Bank)

Uncertainty remains high due to the pandemic. While activity picked up as economies reopened, many countries seeing stronger second waves of Covid-19 leading to stalling of recovery or reversals

GDP growth in India is expected to rebound sharply in FY22 on a low base. Covid-19, weak financial sector remain key risks (World Bank)

Corporates adjusting to new normal. Learning has moved to digital as many companies plan to continue remote work

Hiring in IT is recovering driven by growth in Digital and large transformational orders. Banks starting to hire for replacements as demand recovers

Immersive Digital Technologies likely to see strong adoption as learners continue to prefer digital learning modes over in-person learning

Q3 FY21: In Perspective



Corporate Learning Group (CLG)

- Revenue at INR 2,175 Mn up 12% QoQ & up 15% YoY; Constant currency revenue growth @ 9% YoY
- EBITDA at INR 500 Mn; up 26% QoQ and up 70% YoY
- OM at 23%; up 250 bps QoQ and up 747 bps YoY
- Added 3 MTS customers, 4 customer renewals; MTS customer tally at 58
- Revenue Visibility at \$ 270 Mn; Strong pipeline

Skills & Career Group (SNC)

- Accelerated Digital transformation
- Revenue at INR 359 Mn; up 45% QoQ and down 34% YoY
- EBITDA at INR (29) Mn; improved QoQ by INR 25 Mn

Overall NIIT

- Revenue at INR 2,534 Mn; up 16% QoQ and up 4% YoY
- EBITDA at INR 471 Mn vs INR 344 Mn in Q2 FY21; OM at 19%
- PAT at INR 415 Mn
- Operating ROCE at 14.5% on LTM basis (vs 7.2% LQ)

Sustained Deal Velocity; Growing contribution of new customers; Green Shoots in India

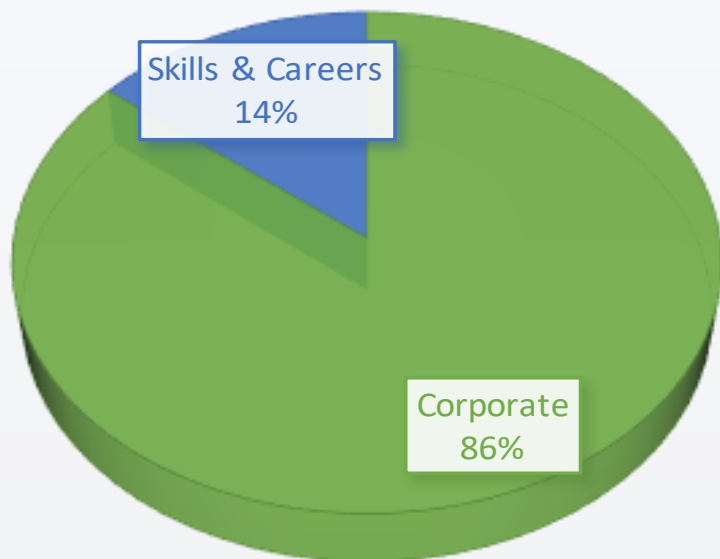
Key Financials

INR Mn	Q3 FY21	Q2 FY21	QoQ	Q3 FY20	YoY
Net Revenue	2,534	2,189	16%	2,439	4%
Operating expenses	2,062	1,844	12%	2,152	-4%
EBITDA	471	344	37%	287	64%
EBITDA%	19%	16%	287 bps	12%	685 bps
Depreciation	135	136	-1%	169	-20%
EBIT	336	208	61%	117	187%
Net Other Income/ (Expense)	220	171	29%	259	-15%
Operational PBT	557	380	47%	376	48%
Tax	96	79		48	
Profit/ (loss) from discontinued Operations & Assets held for Sale	(47)	(41)	-7 mn	(59)	11 mn
Non Controlling Interests	2	0	1 mn	2	0 mn
PAT	415	260	59%	271	
EPS (INR)	2.9	1.8	60%	2.2	36%

- Net Other Income includes Treasury income of INR 215 Mn

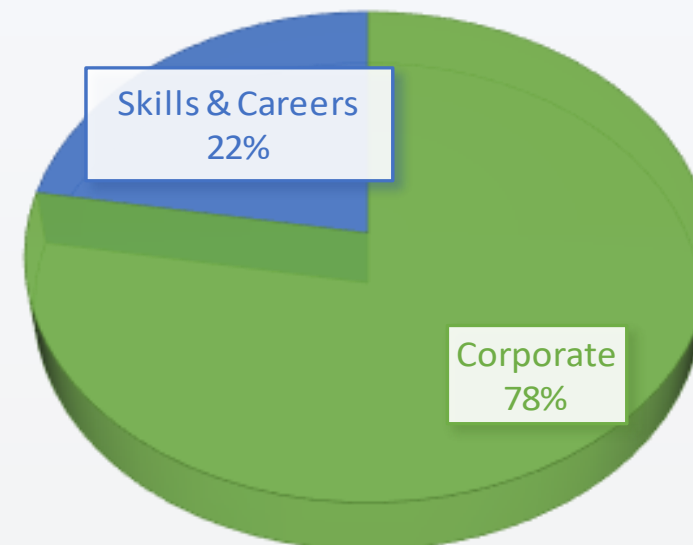
Revenue Mix

Q3 FY21

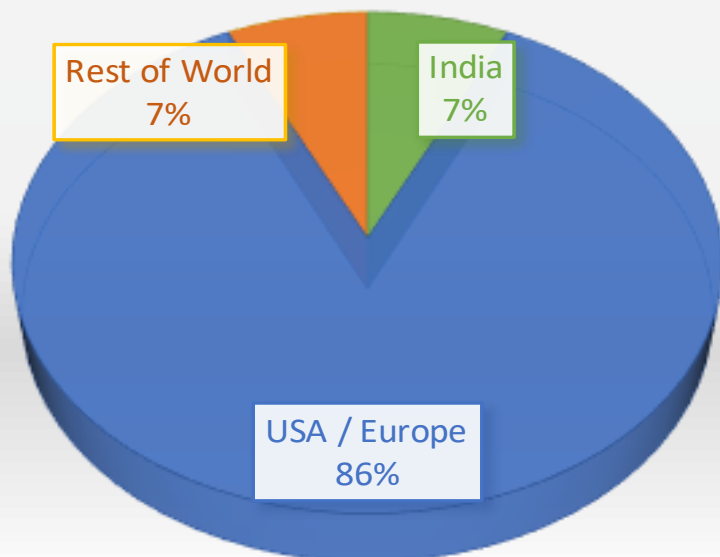


Business	Growth YoY
Corporate	15%
Skills & Careers	-34%
NIIT	4%

Q3 FY20

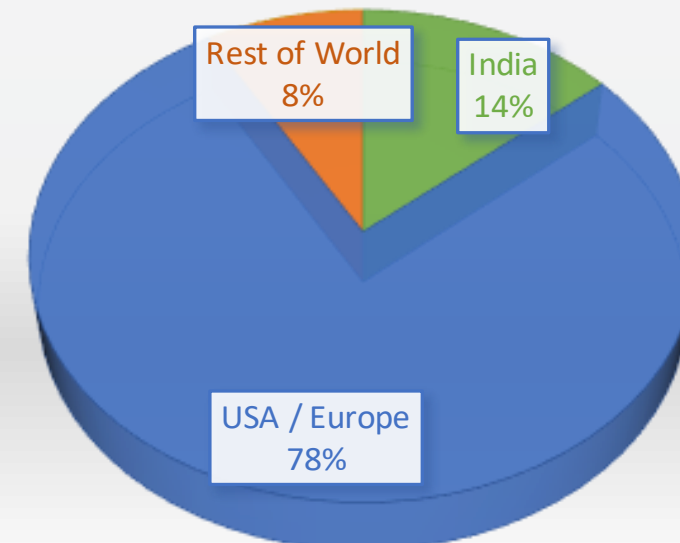


Q3 FY21



Geo	Growth YoY
India	-47%
USA / Europe	15%
Rest of World	-13%
NIIT	4%

Q3 FY20



Corporate Learning Group



INR Mn	Q3 FY21	Q3 FY20	YoY	Q2 FY21	QoQ
Net Revenues	2,175	1,895	15%	1,941	12%
EBITDA	500	294	70%	398	26%
EBITDA %	23%	16%	747 bps	20%	250 bps

- Revenue at INR 2,175 Mn up 15% YoY; Constant currency growth at 9% YoY & 12% QoQ
- OM at 23% remarkable improvement vs last 2-3 Qtrs; up 250 bps QoQ and up 747 bps YoY
- Added 3 MTS customers, 4 customer renewals; MTS customer tally at 58
- Revenue Visibility at \$ 270 Mn



VIEW THE LISTS



Skills & Careers Group

INR Mn	Q3 FY21	Q3 FY20	YoY	Q2 FY21	QoQ
Net Revenues	359	544	-34%	247	45%
EBITDA	-29	6	-614%	-54	46%
EBITDA %	-8%	1%	-908 bps	-22%	1366 bps

- Revenue at INR 359 Mn up 45% QoQ
- EBITDA at INR (29) Mn; improved QoQ by INR 25 Mn
- Delivery started after resumption of operations in universities in our International business for enrolments accumulated during lockdown
- 7 new logos in Q3 in India B2B business
- Hiring in IT is recovering driven by growth in Digital and large transformational orders. Banks starting to hire for replacements as demand recovers
- Investing in scaling programs and learner acquisition for digital learning



**GET SKILLED FOR
YOUR DREAM JOB!**

With **9000+** Students placed in FY'20, you can start your career now with our placement assisted programmes in:

**IT | Banking and Finance
Finance & Accounting | Digital Marketing**

*Subject to completion of programme at NIIT and clearing the assessments and job interviews.
Past Placement record is not indicative of future prospect.

NIIT India Virtual Confluence

India confluence 2021

NIIT

Sapnesh Lalla
CEO, NIIT Ltd.

Sumit Sood
Head - Asia Pacific, GlobalLogic

Kanwaljeet Jawa
MD and CEO, Daikin India

George Mattackal
President, Asia Pacific Global Delivery Centers of Excellence, CGI

Brian Bade
Chief Executive, Reliance Retail Limited

Virat Diwanji
Group President, Retail Liabilities & Branch Banking, Kotak Mahindra Bank

The power panel of CXOs is ready!
Are you?



India confluence 2021

Star Speaker

Brett Lee
International cricketer and one of the fastest bowlers



Devdutt Pattanaik
Indian mythologist, Speaker, and Illustrator

India confluence 2021

NIIT

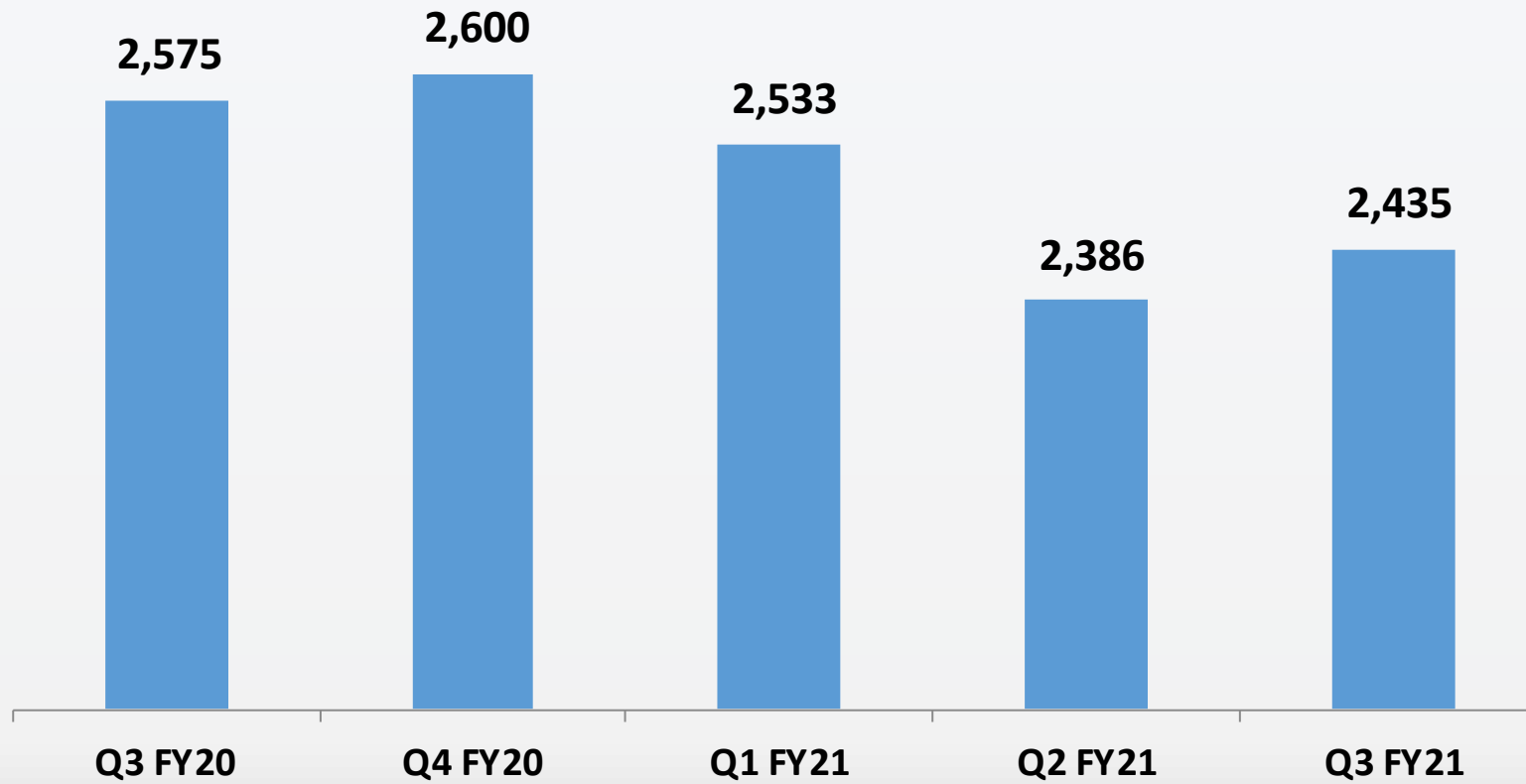
NIIT | confluence 2021
Virtual Summit
January 12-13, 2021

Accelerating Performance through Transformative Learning

An Enlightening Keynote Address
"Performance, Skills & Capabilities: Preparing for a New Paradigm"

Rajesh Nambiar
Chairman & Managing Director, Cognizant India

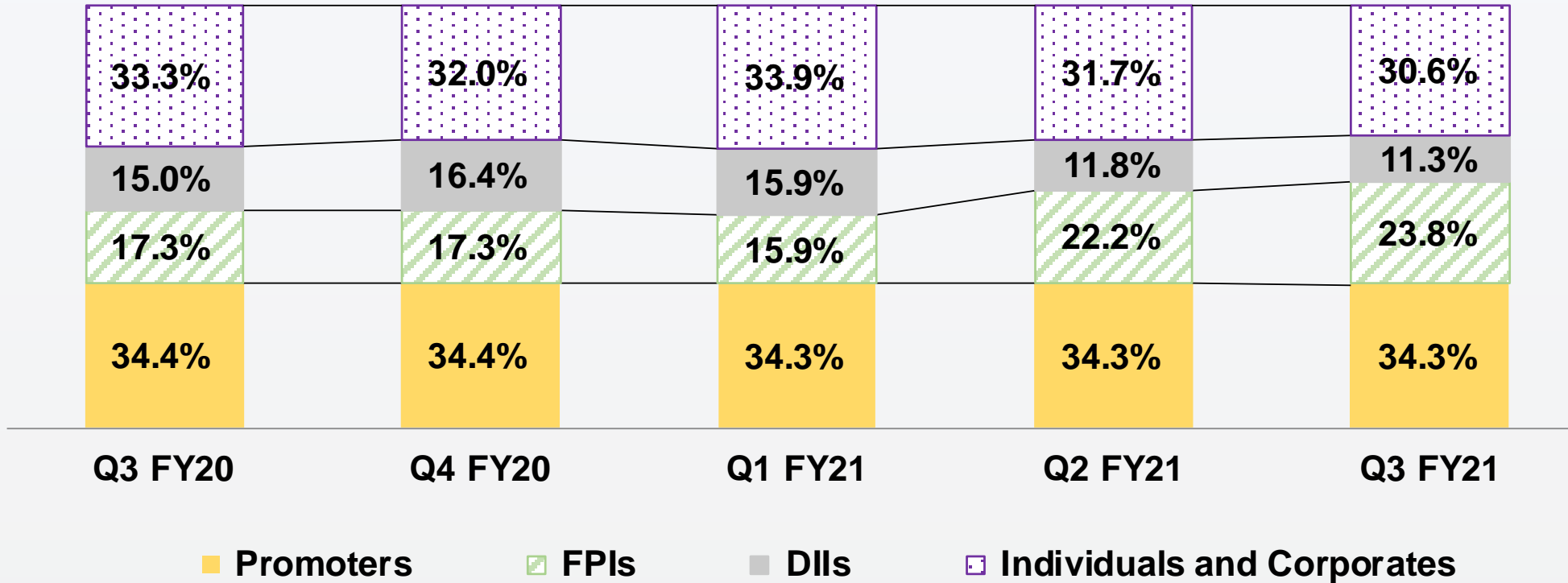
People



Headcount up 49 QoQ and down 140 YoY

* excludes project retainers

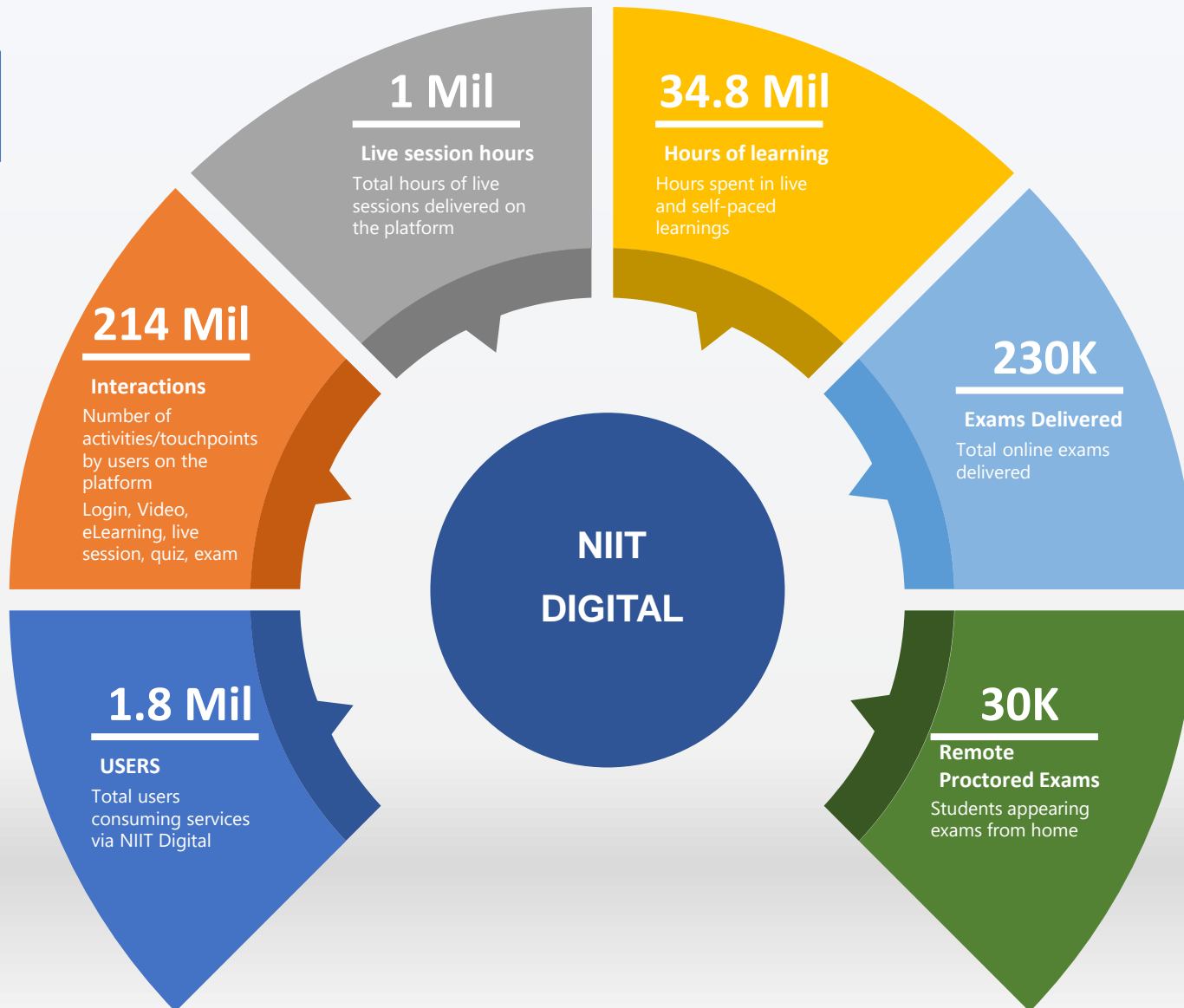
Share Holding Pattern



NIIT Digital – Impact & Results

Customers

- Global Companies
- Indian multinationals
- India B2C learners
- Universities (India/International)



15 Brandon Hall Excellence in Learning Technology Awards!

12 Gold
2 Silver
1 Bronze

learning technologies awards

LEARNING TECHNOLOGIES UK AWARD

1 Gold
1 Silver



CHIEF LEARNING OFFICER LEARNING IN PRACTICE AWARDS

2 Gold

Thank you



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REIMAGINING
LEARNING
THE NEXT WOW

