

NIIT

NIIT Limited

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New Delhi 110 019, India
CIN: L74899DL1981PLC015865

www.niit.com

February 5, 2020

**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

Scrip Code: BSE – 500304; NSE – NIITLTD

Dear Sir,

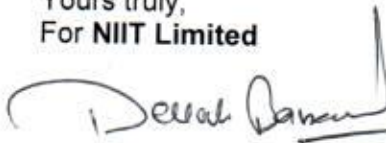
Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company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

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 FY20
February 5, 2020



Environment

Global growth stabilizing but recovery expected to be sluggish. Announcement of Phase 1 US-China Deal and dovish monetary policy support recovery, but new risks including the Coronavirus outbreak lead to continuing uncertainty

IMF expects Global GDP growth to improve to 3.3% in 2020 vs 2.9% in 2019. Projection is lower vs earlier forecast of 3.5% largely due to downward revision for India

India's GDP growth expected drop to 4.8% - 5% in FY20 (vs 6.8% last year), driven by reduction in local demand and stress in NBFC sector

Global Corporations continue to look for specialists companies for Training Outsourcing. M&A activity remains key risk for near term training activity levels

Visible trend of Centralization of L&D (esp in Pharma) to drive outsourcing

Government has asked banks to expand branch network. This will aid Bank hiring. Overall IT hiring remains positive

Q3 FY20: In Perspective



Overall NIIT

- Revenue at INR 2,476 Mn; up 10% YoY; Go forward business revenue grows @ 12% YoY
- EBITDA at INR 246 Mn (OM of 10%); up 10% YoY
- PAT at INR 271 Mn; up 40% YoY, EPS grows 65% YoY to INR 1.9 per share

Corporate Learning Group (CLG)

- Revenue at INR 1,895 Mn up 17% YoY; Constant currency revenue growth @ 18% YoY
- EBITDA at INR 294 Mn up 26% YoY; OM at 16%; up 102 bps YoY
- Added 2 MTS customers; renewed 2 contracts and expanded 2 contracts
- Revenue Visibility at \$ 265 Mn

Skills & Career Group (SNC)

- Revenue at INR 544 Mn
- Targeted growth initiatives (Stackroute and TPaaS) grow at 11% YoY
- EBITDA at INR 6 Mn

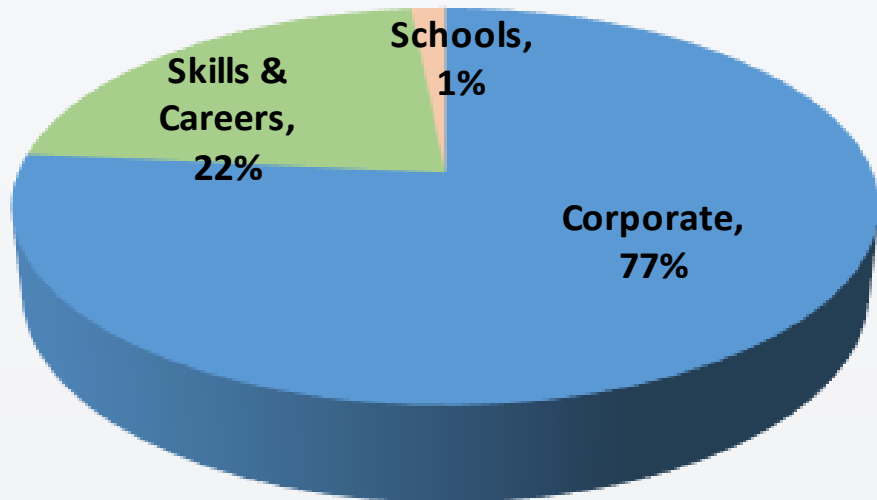
Key Financials

| INR Mn | Q3 FY20 | Q3 FY19 | YoY | Q2 FY20 | QoQ |
|--|--------------|--------------|------------------|--------------|-------------------|
| Net Revenue | 2,476 | 2,255 | 10% | 2,365 | 5% |
| Operating expenses | 2,230 | 2,032 | 10% | 2,112 | 6% |
| EBITDA | 246 | 224 | 10% | 254 | -3% |
| EBITDA% | 10% | 10% | 2 bps | 11% | -79 bps |
| Depreciation | 178 | 95 | 88% | 137 | 30% |
| Net Other Income | 261 | -81 | Rs 342 mn | 345 | Rs -85 mn |
| Operational PBT | 328 | 48 | Rs 280 mn | 462 | Rs -133 mn |
| Tax | 48 | 10 | Rs 38 mn | -1,633 | Rs 1680 mn |
| Profit/ (Loss) from Discontinued Operations | -11 | -25 | Rs 14 mn | -6 | Rs -5 mn |
| Associate Profit & Non Controlling Interests | 2 | 182 | -99% | 5 | -64% |
| PAT | 271 | 194 | 40% | 2,093 | -87% |
| EPS (INR) | 1.9 | 1.2 | 65% | 12.5 | -85% |

Depreciation includes impact of INDAS 116 including new facilities for expansion and amortisation of investments in project intangibles

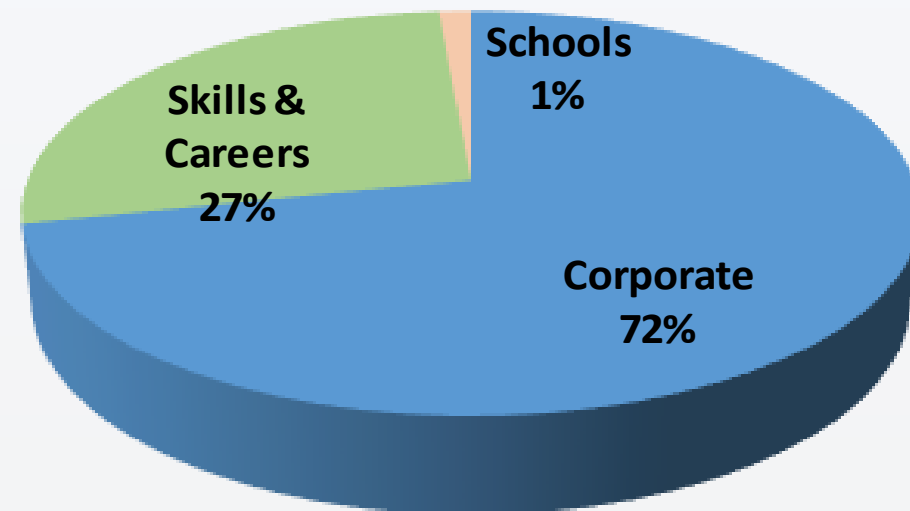
Revenue Mix

Q3 FY20

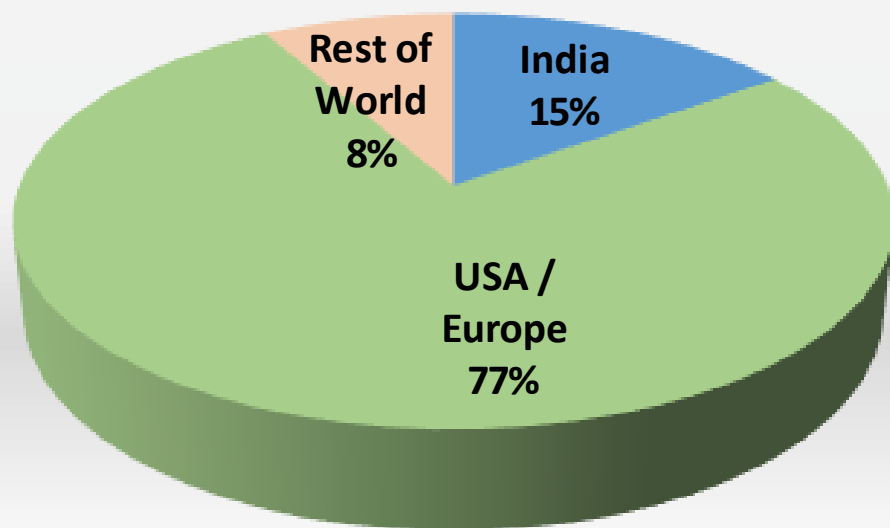


| Business | Growth |
|------------------|------------|
| Corporate | 17% |
| Skills & Careers | -11% |
| Schools | 22% |
| NIIT | 10% |

Q3 FY19

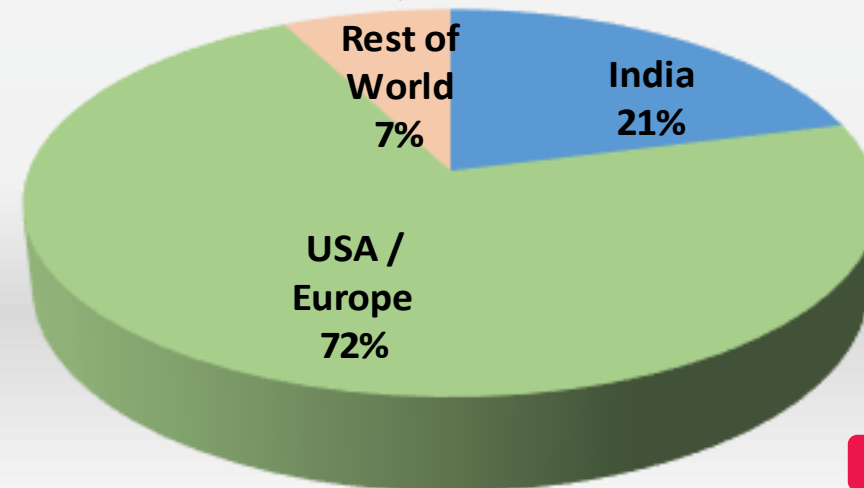


Q3 FY20



| Geo | Growth |
|---------------|------------|
| India | -21% |
| USA / Europe | 17% |
| Rest of World | 22% |
| NIIT | 10% |

Q3 FY19



Corporate Learning Group



| INR Mn | Q3 FY20 | Q3 FY19 | YoY | Q2 FY20 | QoQ |
|--------------|---------|---------|---------|---------|--------|
| Net Revenues | 1,895 | 1,614 | 17% | 1,740 | 9% |
| EBITDA | 294 | 234 | 26% | 271 | 9% |
| EBITDA % | 16% | 15% | 102 bps | 16% | -3 bps |

- Revenue at INR 1,895 Mn up 17% YoY. Constant currency revenue grows @ 18% YoY
- Added 2 new MTS customers, renewed 2 contracts and expanded scope of 2 contracts during Q3
- Revenue Visibility at \$ 265 Mn



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Skills & Careers Group

| INR Mn | Q3 FY20 | Q3 FY19 | YoY | Q2 FY20 | QoQ |
|--------------|---------|---------|----------|---------|----------|
| Net Revenues | 544 | 611 | -11% | 583 | -7% |
| EBITDA | 6 | 40 | -86% | 34 | -83% |
| EBITDA % | 1% | 7% | -547 bps | 6% | -472 bps |

- Revenue at INR 544 Mn down 11% YoY
- Targeted initiatives Stackroute & TPaaS together grow at 11% YoY
- Significant investment in Stackroute Sales & Marketing



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NIIT INSTITUTE OF FINANCE, BANKING AND INSURANCE

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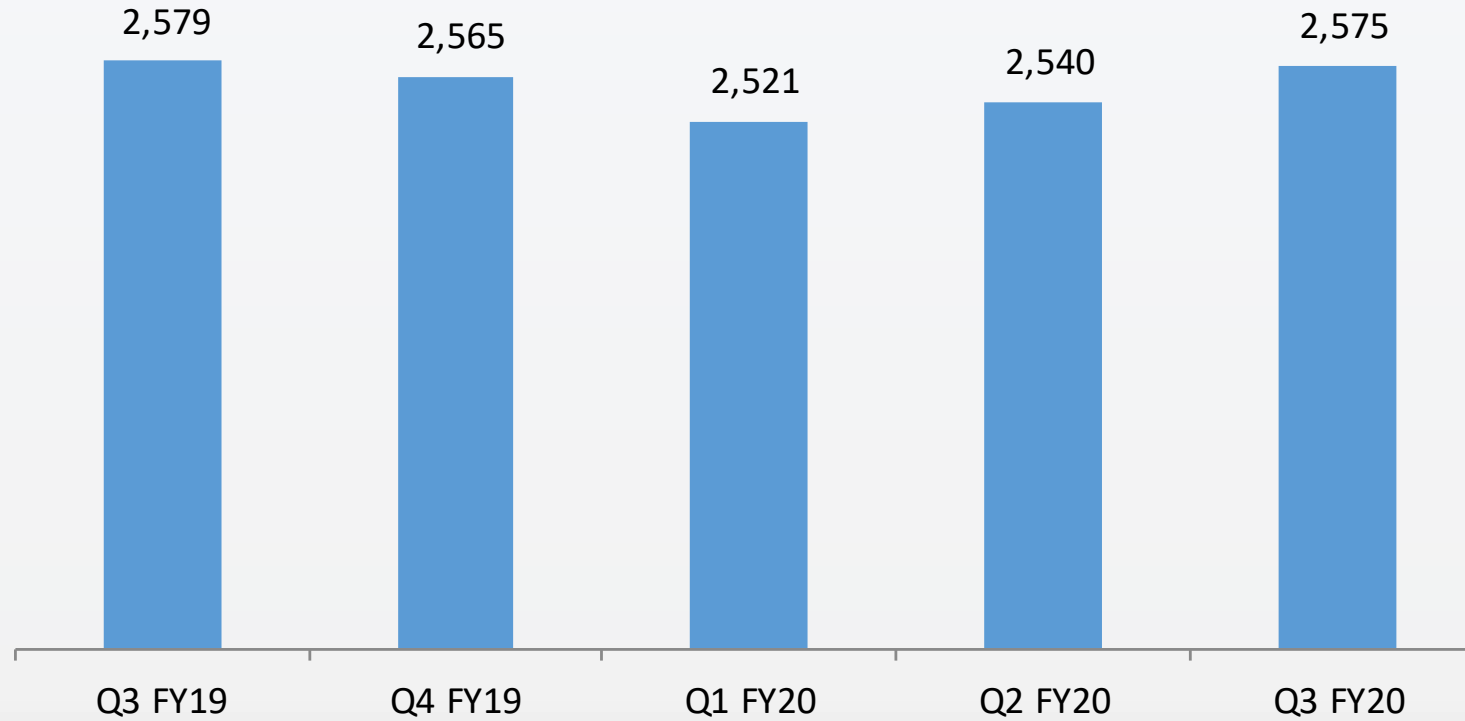
ifbi
Institute of Finance, Banking & Insurance

By 2020, the global market for RPA technologies is expected to grow to **\$5 billion**.

Source: Information Service Group, Inc.

Basis recommendation by Special Committee, Net Profit/ (Loss) i.e. Revenue less Expense of discontinued business has been presented as separate line item with restatement of previous quarters

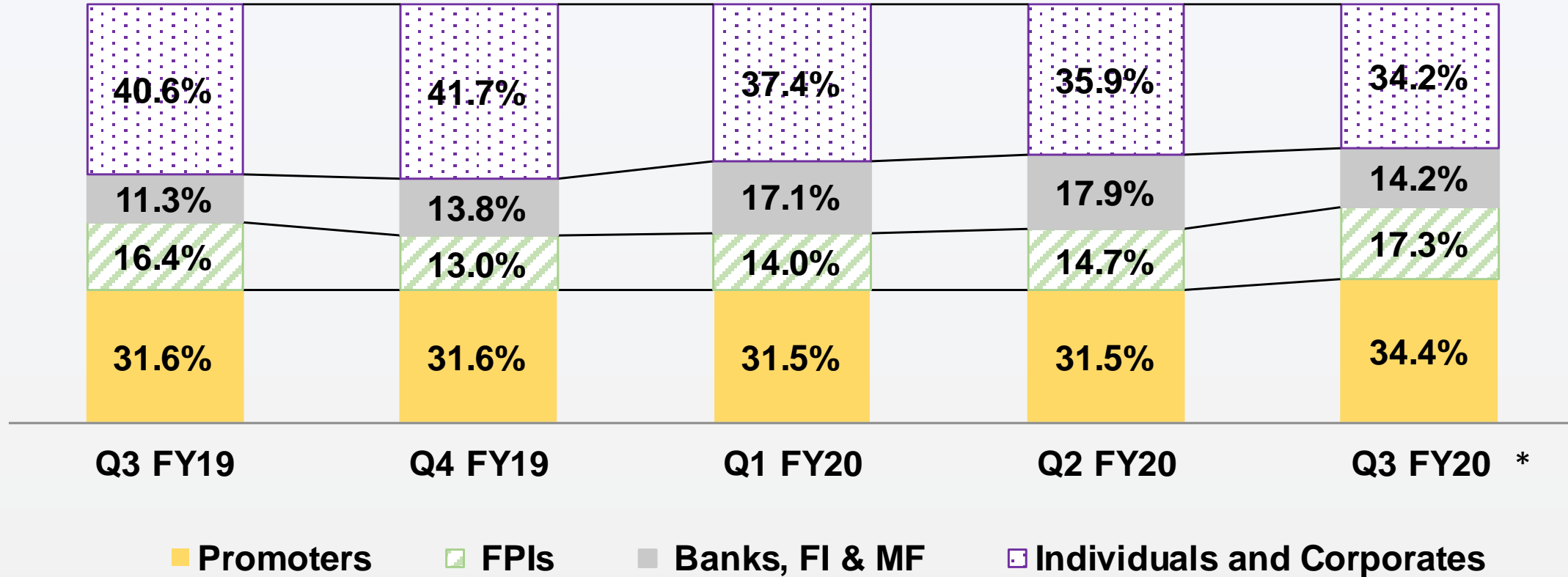
People



Headcount up 35 QoQ and down 4 YoY

* excludes project retainers

Share Holding Pattern



*Completed buyback of 26.8 million shares during Q3 FY20. Total No. of shares outstanding as on Dec 31 at 141.5 Mn

Thank you



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