NIIT Limited
Registered Office:
Plot No 85, Sector 32,
Institutional Area,
Gurugram 122 001,
(Haryana) India
Tel:+91 (124) 4293000
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Email: info@niit.com

CIN: L74899HR1981PLC107123

www.niit.com

February 2, 2024

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 Limited
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 to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter ended December 31, 2023.

The same shall be available on our website i.e. www.niit.com.

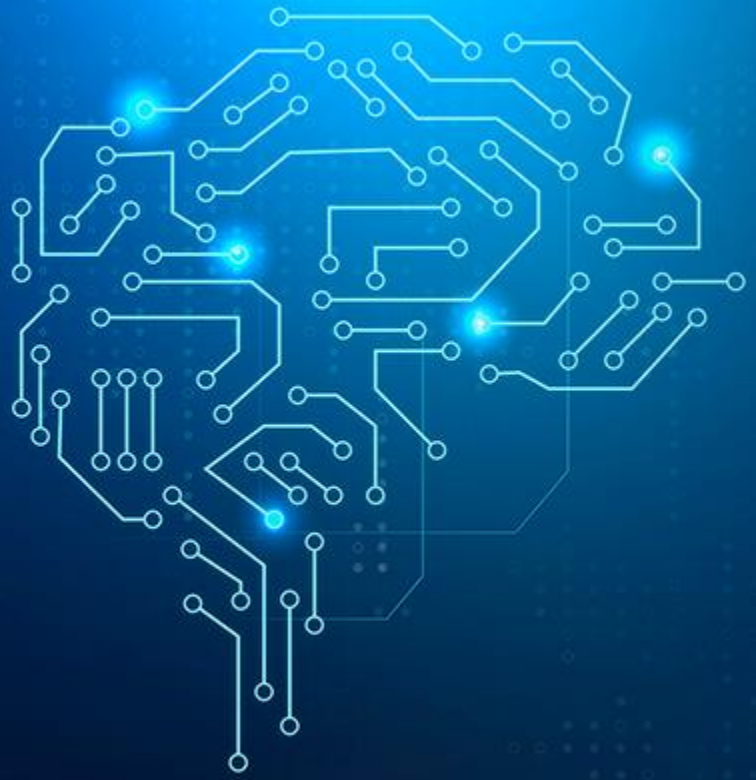
This is for your information and records.

Thanking you,
Yours sincerely,
For **NIIT Limited**

ARPITA BISARIA MALHOTRA
Digitally signed by ARPITA BISARIA MALHOTRA
Date: 2024.02.02 14:56:57 +05'30'

Arpita B Malhotra
Company Secretary &
Compliance Officer

Encls: a/a



NIIT

Financial Results Q3 FY24

#Unlock With NIIT

February 2, 2024

Environment

GDP growth in India expected to remain robust driven by resilience in private consumption and investment, as well as growth in the domestic services sector. IMF expects that India will emerge as the world's third largest economy by 2027

GSIs continue to rationalize spends and curtail discretionary investments. GCCs continue to see growth. Digitalization of economy driving demand for transformative skills across Indian Enterprises for transformative skills

Headcount in IT Services firms continues to see a decline as companies adjust talent inventory on flattening of revenue trajectory. Expectations of recovery pushed out to next financial year. Tier 2 GSIs see some pickup

Hiring demand by large private sector banks and financial services firms remains robust on strong push for low-cost deposits. Financialization of the economy driving demand for trained talent for wealth management and related job roles

Q3 FY24: In Perspective

- Revenue at INR 852 Mn; up 5% QoQ and down 9% YoY
- Continue to see recovery despite freeze in hiring by large GSIs. Increased focus on GCCs and Tier II GSIs. BFSI & India Enterprise Biz scaling up on account of increased demand.
  - Revenue from Tech at INR 601 Mn down 19% YoY; contributes 70% to overall revenue
  - Revenue from BFSI & Others at INR 252 Mn up 34% YoY; contributes 30% vs 20% last year
- EBITDA at INR 78 Mn vs INR 22 Mn in Q2FY24 and INR 80 Mn in Q3FY23
- OM at 9% vs 3% in Q2 FY24 up 646 bps QoQ and up 55 bps YoY
- Net Cash of INR 7,179 Mn up INR 205 Mn QoQ after dividend payout of INR 67 Mn in Q3
- Received strong traction for Advanced Technology programs including AI, Digital Architects, Cyber Security, Data Science, eR&D among others

Company is bottoming out of the negative growth cycle that started in Q4FY23 and improving profitability

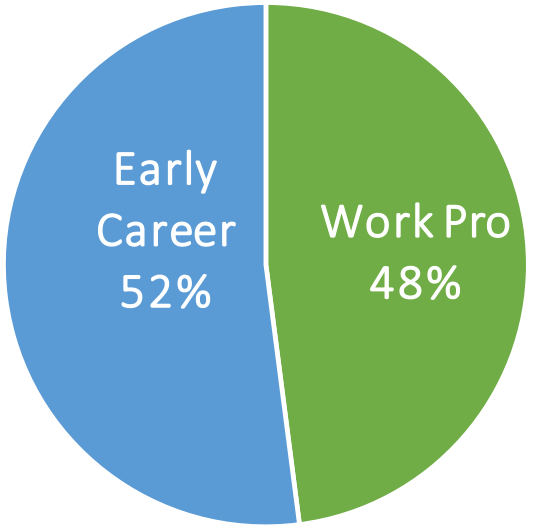
Key Financials

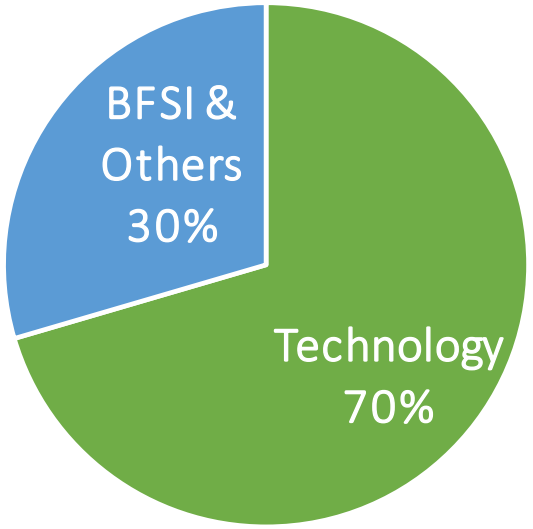
INR Mn	Q3 FY24	Q2 FY24	QoQ	Q3 FY23	YoY
Net Revenue	**852**	**814**	**5%**	**932**	**-9%**
Operating expenses	774	792	-2%	852	-9%
EBITDA*	**78**	**22**	**256%**	**80**	**-3%**
EBITDA%	**9%**	**3%**	**646 bps**	**9%**	**55 bps**
Depreciation	48	45	7%	42	15%
Net Other Income/ (Expense)	154	137	12%	108	42%
Operational PBT	**183**	**114**	**61%**	**146**	**26%**
Tax	32	7	351%	(22)	248%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	**0 mn**	(11)	**10 mn**
Non Controlling Interests	(7)	0	-7 mn	(14)	7 mn
PAT	**144**	**106**	35%	**143**	1%
EPS (Basic) - INR	**1.1**	**0.8**	32%	**1.1**	1%

- Net Other Income includes treasury income Rs 114 million and net other income of Rs. 40 million

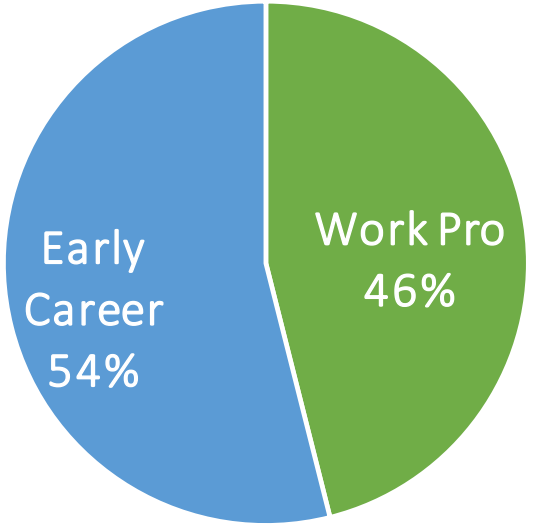
Revenue Mix

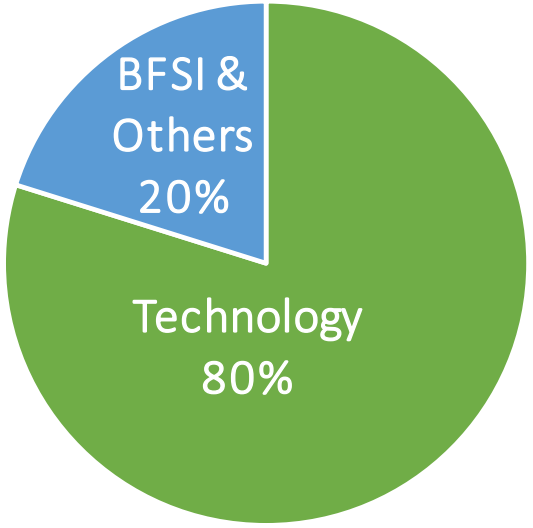
Q3 FY24





Q3 FY23





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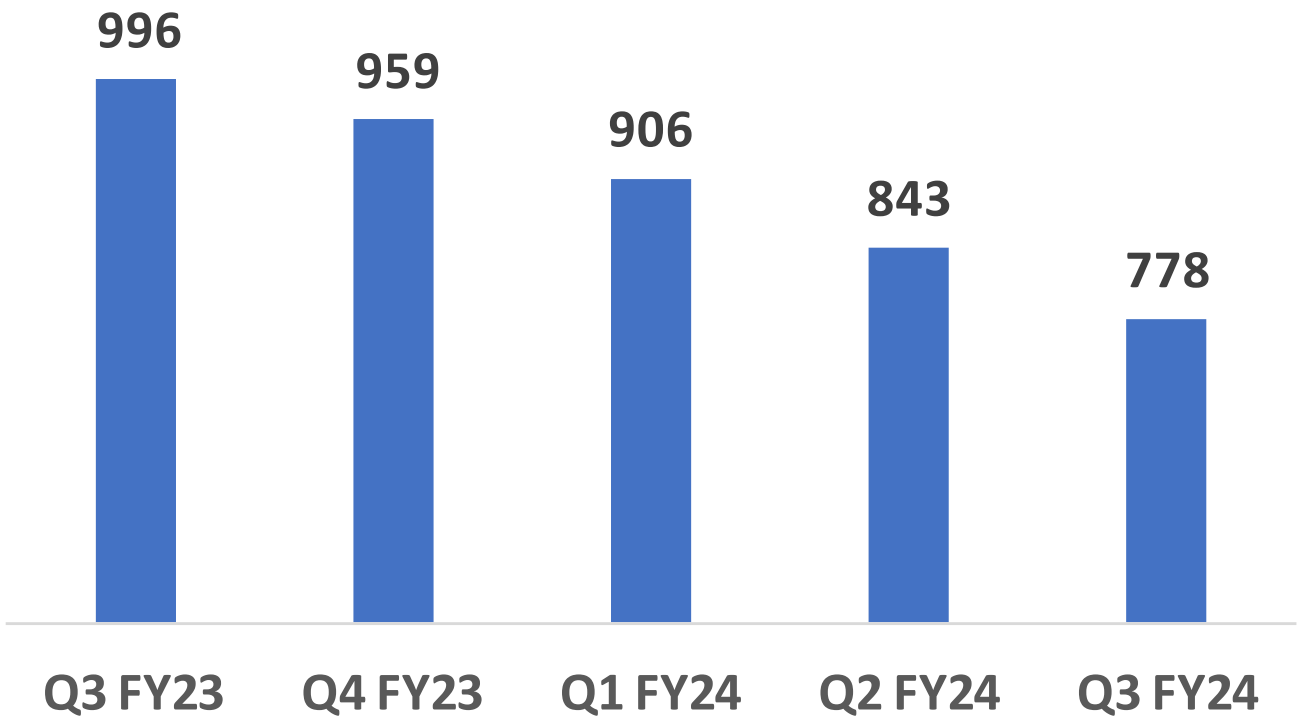
Enrollments in Q3 FY24
Across Early Career &
Working Professionals

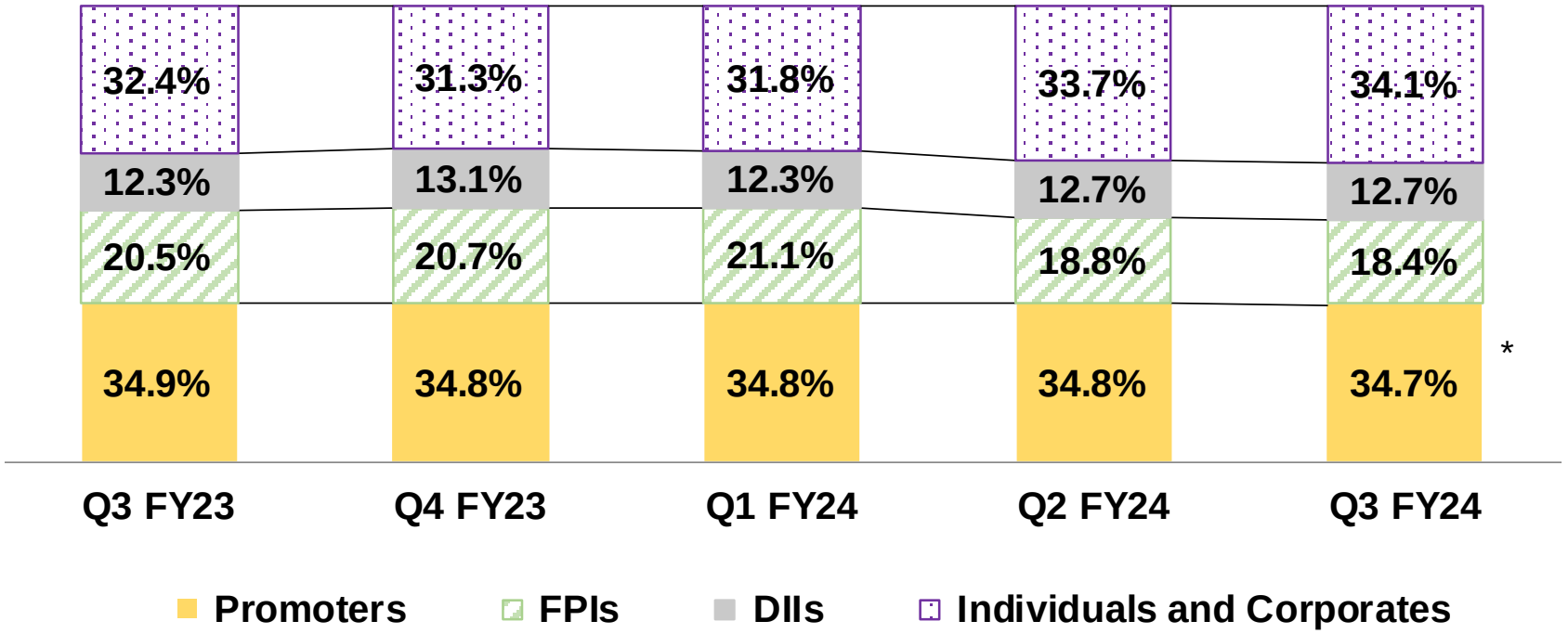
People



- Headcount down 65 QoQ and down 218 YoY

** excludes project retainers*

Share Holding Pattern



** Includes impact dilution of shareholding percentage due to of exercise of ESOPs*

Thank You

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