



NIIT Limited

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Guru Ravi das Marg, Kalkaji
New Delhi 110 019, India
CIN: L74899DL1981PLC015865

www.niit.com

July 30, 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

Scrp 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 ended June 30, 2021.

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**

Deepak Bansal
Company Secretary &
Compliance Officer

Encls : a/a



NIIT

Financial Results Q1 FY22

REIMAGINING
LEARNING
THE NEXT WOW

July 30, 2021



Environment

The world economy is experiencing an exceptionally strong but highly uneven recovery. Expected growth of 5.6% in 2021 highest in 80 years. Growth concentrated in few major economies due to fiscal support and access to vaccinations (WB)

2nd wave of Covid-19 severely impacted businesses across India. However, recent ebbing of new cases and tiered removal of restrictions is expected to lead to recovery

Trend of outsourcing L&D to training specialists expected to pick up pace.
Immersive Digital Technologies continue to see strong adoption across learner categories

North America Real Estate Market seeing some normalization, albeit sales velocity still higher than pre-covid levels

Hiring in IT is recovering driven by growth in Digital and large transformational orders. Banks starting to hire for replacements in demand recovery. Domestic fill rates impacted due to Covid

Large opportunity in global corporate training and digital learning attracting interest from PE and strategic investors

Q1 FY22: In Perspective



Corporate Learning Group (CLG)

- Revenue at INR 2,633 Mn up 47% YoY & up 12% QoQ; Growth in constant currency at 45% YoY
- EBITDA at INR 772 Mn; up 148% YoY and up 14% QoQ
- OM at 29%; up 1,185 bps YoY and up 62 bps QoQ
- Added 3 MTS customers, secured 2 scope expansions; MTS customer tally at 59
- Revenue Visibility at \$ 298 Mn; Strong pipeline

Skills & Career Group (SNC)

- Accelerated Digital transformation
- Revenue at INR 378 Mn; up 62% YoY and down 6% QoQ
- EBITDA at INR (51) Mn

Overall NIIT

- Revenue at INR 3,010 Mn; up 49% YoY and up 9% QoQ
- EBITDA at INR 721 Mn vs INR 694 Mn in Q4 FY21; OM at 24%
- PAT at INR 514 Mn; EPS at INR 3.8
- Operational ROCE at 60%

Sustained deal velocity; Growing contribution of new customers; Opportunity acceleration in India

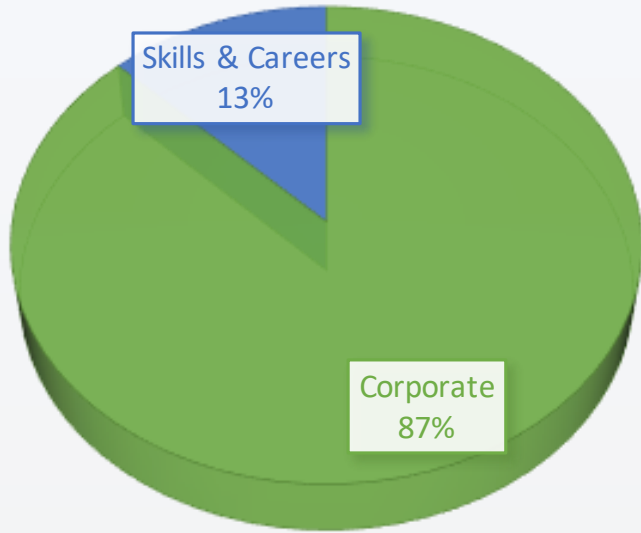
Key Financials – Q1 FY22

| INR Mn | Q1 FY22 | Q4 FY21 | QoQ | Q1 FY21 | YoY |
|--|--------------|--------------|-----------------|--------------|------------------|
| Net Revenue | 3,010 | 2,755 | 9% | 2,018 | 49% |
| Operating expenses | 2,289 | 2,061 | 11% | 1,774 | 29% |
| EBITDA | 721 | 694 | 4% | 243 | 196% |
| EBITDA% | 24% | 25% | -124 bps | 12% | 1,188 bps |
| Depreciation | 143 | 157 | -9% | 161 | -11% |
| Net Other Income/ (Expense) | 125 | 79 | 46 mn | 308 | -60% |
| Operational PBT | 702 | 615 | 87 mn | 390 | 80% |
| Tax | 146 | 103 | 43 mn | 58 | 150% |
| Profit/ (loss) from discontinued Operations & Assets held for Sale | (38) | (43) | 12% | (38) | 0% |
| Non Controlling Interests | (4) | (4) | 7% | (4) | -3% |
| PAT | 514 | 465 | 11% | 290 | 78% |
| EPS (INR) | 3.8 | 3.3 | 15% | 2.1 | 83% |

- Net Other Income includes interest income and mark to market impact on investments

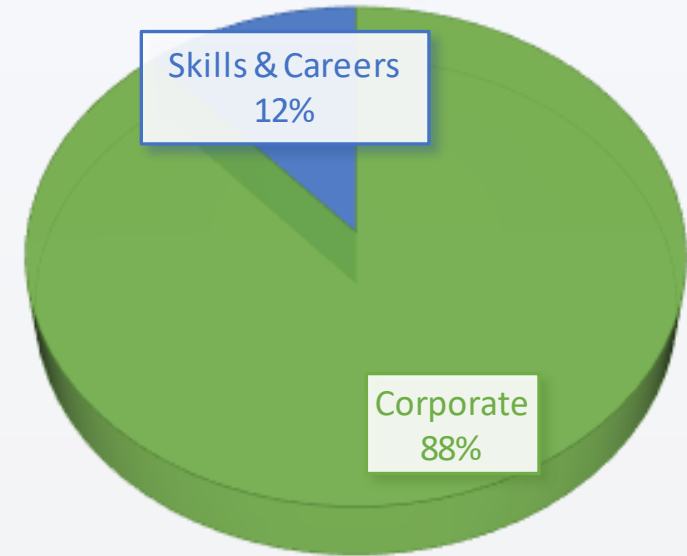
Revenue Mix – Q1 FY22

Q1 FY22

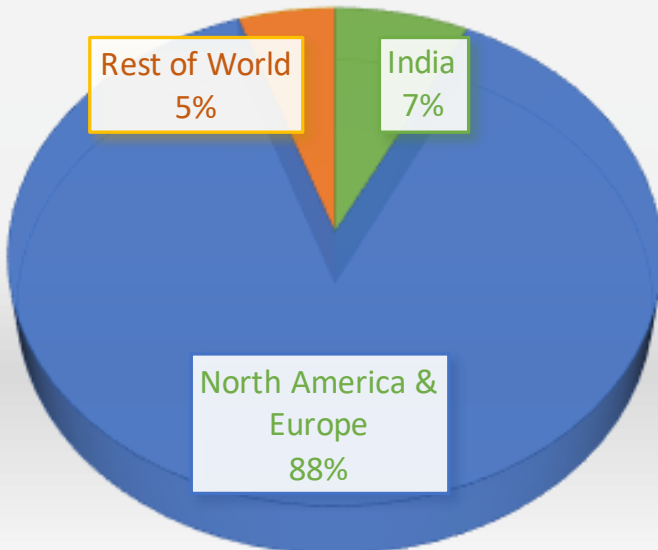


| Business | YoY% |
|------------------|------------|
| Corporate | 47% |
| Skills & Careers | 62% |
| NIIT | 49% |

Q1 FY21

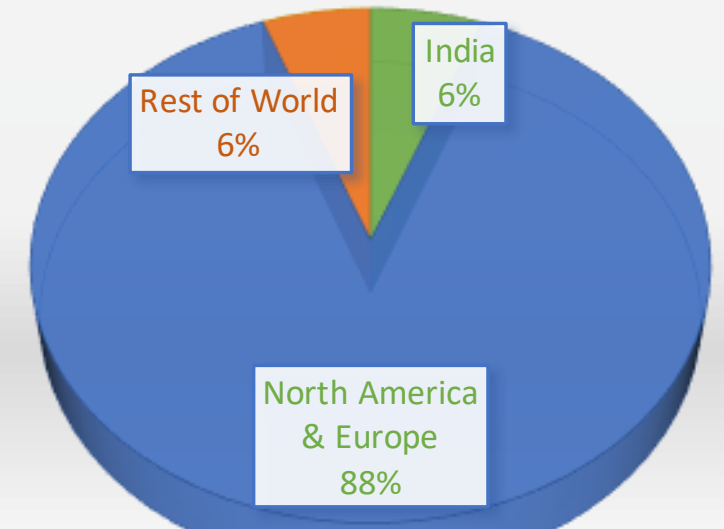


Q1 FY22



| Geo | YoY% |
|------------------------|------------|
| India | 85% |
| North America & Europe | 47% |
| Rest of World | 39% |
| NIIT | 49% |

Q1 FY21



Corporate Learning Group

| INR Mn | Q1 FY22 | Q4 FY21 | QoQ | Q1 FY21 | YoY |
|--------------|---------|---------|--------|---------|----------|
| Net Revenues | 2,633 | 2,353 | 12% | 1,785 | 47% |
| EBITDA | 772 | 675 | 14% | 312 | 148% |
| EBITDA % | 29% | 29% | 62 bps | 17% | 1185 bps |

Q1 FY22

- Revenue at INR 2,633 Mn up 12% QoQ; Constant currency growth at 45% YoY & 11% QoQ
- OM at 29%; up 62 bps QoQ
- Added 3 MTS customers (in Life Sciences vertical), secured 2 scope expansions (in Tech vertical);
- MTS customer tally at 59
- Revenue Visibility at \$298 Mn



Skills & Careers Group



| INR Mn | Q1 FY22 | Q4 FY21 | QoQ | Q1 FY21 | YoY |
|--------------|---------|---------|-----------|---------|-----------|
| Net Revenues | 378 | 402 | -6% | 233 | 62% |
| EBITDA | -51 | 19 | -70 Mn | -68 | 17 Mn |
| EBITDA % | -14% | 5% | -1819 bps | -29% | 1,592 bps |

Q1 FY22

- Revenue at INR 378 Mn; up 62% YoY
- Seasonality and impact of the pandemic
- EBITDA at INR (51) Mn
- Strong momentum in IT hiring.
- Banks are starting to hire for replacements in demand recovery
- Revenue from Stackroute & TPaaS grew 20% QoQ

Digital Transformation

- Skills & Career Business has become a Digital business
- Significant opportunity due to acceleration in Digital Transformation across IT & BFSI
- Continued investment in creating Digital Capability
- New products released on Software Engineering, Cyber Security, Data Science, Cloud, 5G & Game Development

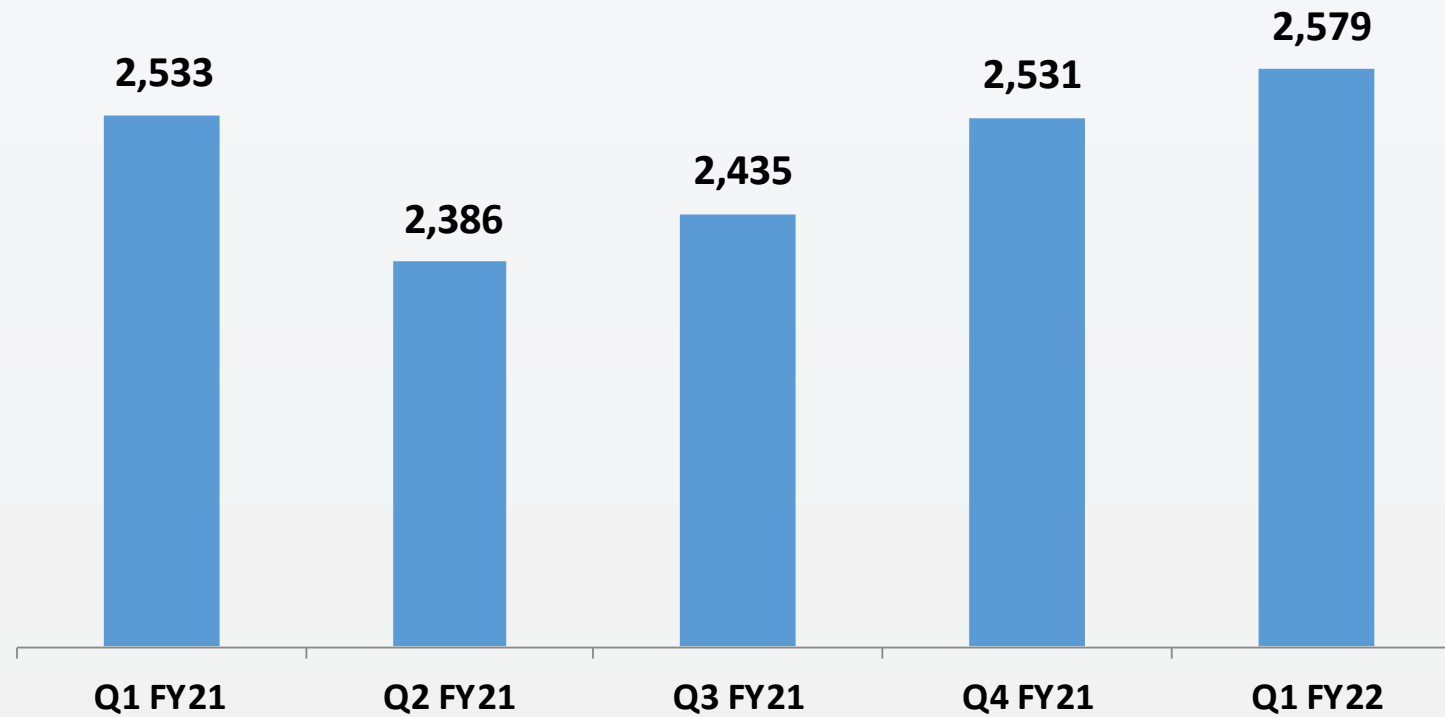
#FutureReady **NIIT**

Kickstart your career as a Data Analyst or Jr. Data Analyst with an immersive program

Advanced **PGP in Data Science and Machine Learning**

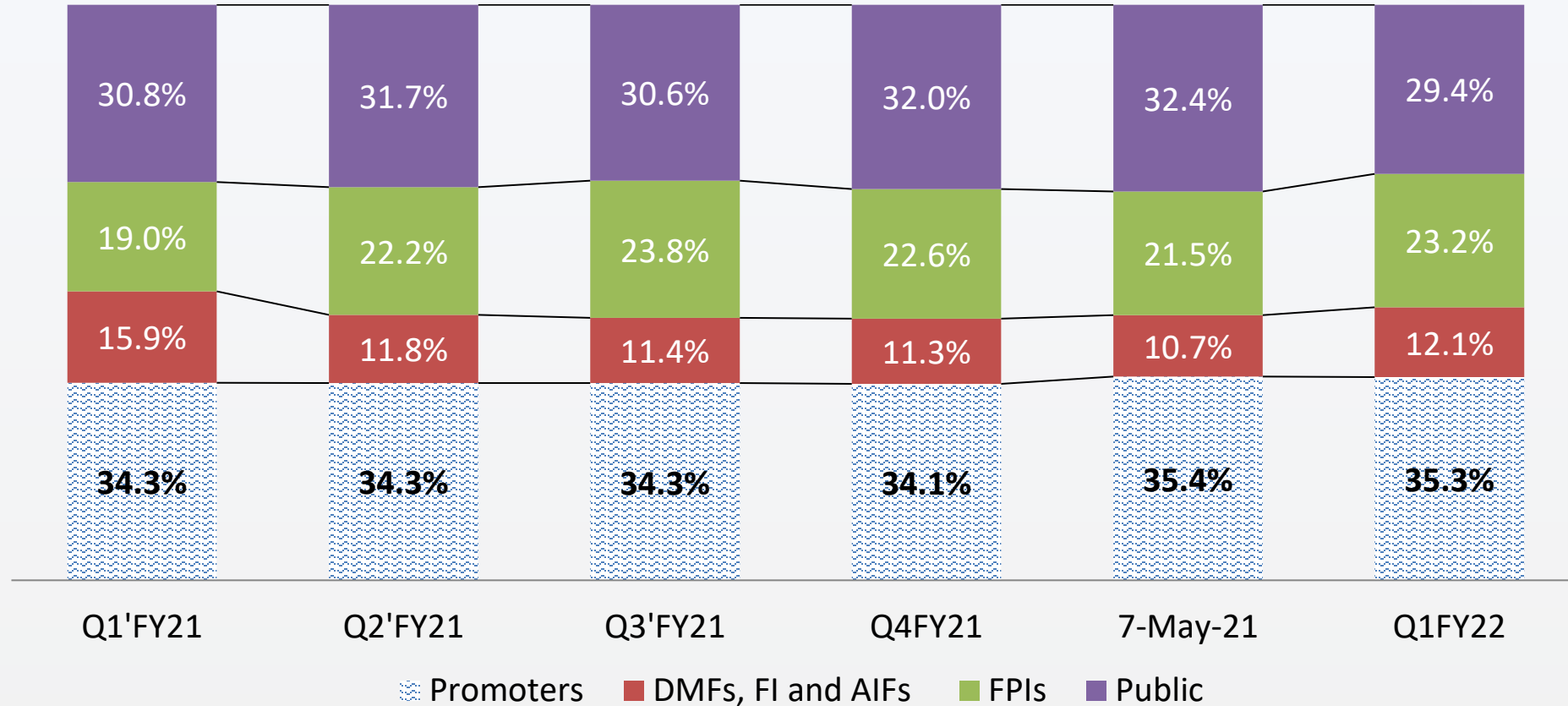
A person in a dark suit and tie is shown from the chest up, pointing their right hand towards a glowing blue bar chart. A white arrow points upwards from the chart, indicating growth. The background is a dark blue gradient.

People



** excludes project retainers*

Share Holding Pattern



- Buyback of 9.875 Mn shares completed in Q1FY22
- Shareholding includes impact of exercise of ESOPs during the quarter

Thank you



NIIT

**REIMAGINING
LEARNING
THE NEXT WOW**

