



**NIIT Limited**

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Institutional Area,  
Curugram 122 001,  
(Haryana) India  
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Email: info@niit.com

CIN: L74899HR1981PLC107123

www.niit.com

May 24, 2024

**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 Limited**

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 to be made to the Analysts and/ or Institutional Investors on the Audited Financial Results of the Company for the financial year ended March 31, 2024.

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

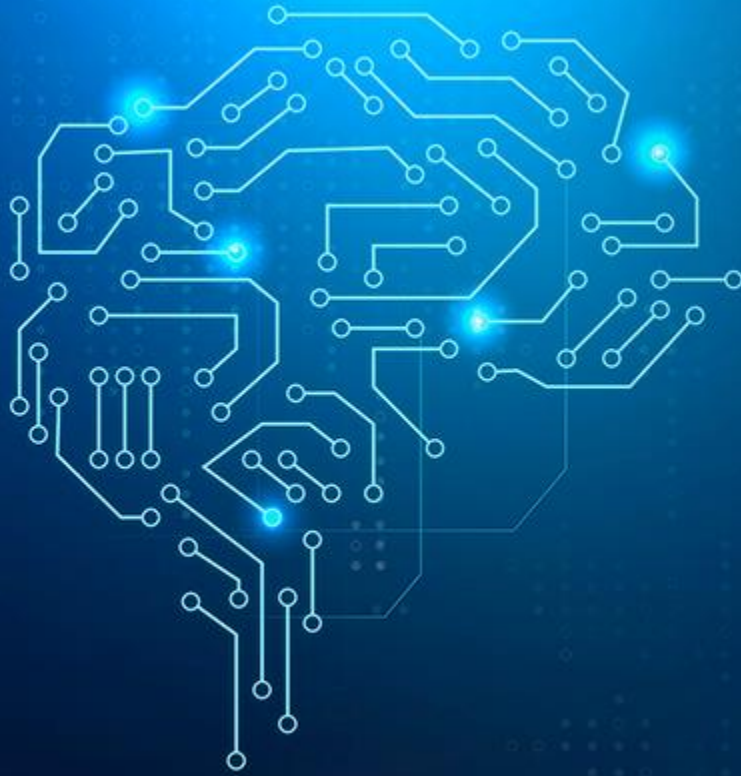
This is for your information and records.

Thanking you,

Yours sincerely,  
For **NIIT Limited**

**Arpita B Malhotra  
Company Secretary &  
Compliance Officer**

Encl.: a/a



**NIIT**

# Financial Results FY24

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May 24, 2024

**# Unlock  
With NIIT**

# Agenda

- ❖ Environment
- ❖ Key Highlights
- ❖ Results
- ❖ Outlook

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

Headcount in GSIs down an unprecedented six consecutive quarters, as companies adjust talent inventory on flattening of growth trajectory. Expectations of recovery pushed out to H2 FY25. Opportunity in reskilling

Most companies interested in understanding and leveraging Generative AI and starting to look at Use Cases to improve business processes.

India continues to attract large number of GCCs. Existing GCCs also expanding

Hiring demand by large private sector banks remains robust contributed by Branch expansion and deeper participation in Wealth Management

# FY24: In Perspective



- Revenue at INR 3,035 Mn; down 11% YoY.
- Business has seen strong recovery during the last four quarters. Despite continuing freeze in IT Sector hiring and compression in spending, the business has exited the year with YoY growth in Q4 after starting Q1 with a steep decline
- Recovery was led by increased penetration in BFSI, GCCs/ Tier II GSIs and India Enterprise segment
  - Revenue from BFSI & Other programs at INR 935 Mn up 39% YoY; contributes 31% vs 20% last year
  - Revenue from Technology programs at INR 2,100 Mn down 23% YoY; contributes 69%
- Change in Business mix has resulted in a more balanced portfolio with contribution from both Early Careers and Work Pros at 50% each
- Despite negative growth in Revenue, EBITDA at INR 48 Mn vs INR 10 Mn in FY23 driven by rationalization of operating expenses
- OM at 2% up 129 bps YoY
- PAT at INR 384 Mn up from INR 32 Mn last year; EPS at INR 2.85 up from INR 0.24 last year
- Net Cash of INR 7,185 Mn

**The Business has pivoted to pursue growth opportunities and has seen early success**

# Q4 FY24: In Perspective



- Business continues to see recovery in a seasonally weak quarter. Overall Revenue at INR 743 Mn; up 24% YoY and down 13% QoQ
  - Revenue from BFSI & Other programs at INR 265 Mn up 5% QoQ and 83% YoY; contributed 36% (vs 24% LY)
  - Revenue from Technology programs at INR 478 Mn, down 20% QoQ but up 5% YoY; contributed 64% to overall revenue (vs 76% LY)
- Programs for Working Professionals contributed INR 390 Mn, up 32% YoY and contributed 52% to overall revenue (vs 49% LY), while Programs for Early Career Professionals at INR 353 Mn, up 16% YoY and contributed the balance 48% (vs 51% LY)
- EBITDA at INR 13 Mn vs INR (95) Mn in Q4FY23
- OM at 2% vs (16)% in Q4 FY23
- PAT at INR 112 Mn up from INR (94) Mn last year; EPS at INR 0.83 up from INR (0.70) last year

**BFSI & India Consumption is powering growth in a seasonally weak quarter**

# Key Financials

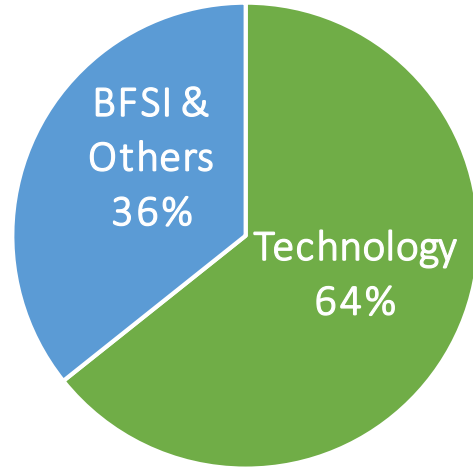
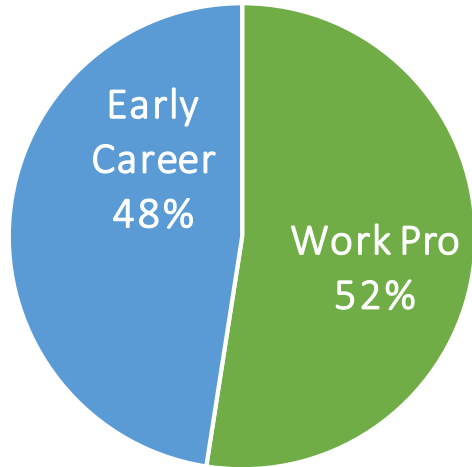
INR Mn	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
<b>Net Revenue</b>	<b>743</b>	<b>600</b>	<b>24%</b>	<b>852</b>	<b>-13%</b>	<b>3,035</b>	<b>3,413</b>	<b>-11%</b>
Operating expenses	730	696	5%	774	-6%	2,986	3,402	-12%
<b>EBITDA</b>	<b>13</b>	<b>(95)</b>	<b>114%</b>	<b>78</b>	<b>-83%</b>	<b>48</b>	<b>10</b>	<b>364%</b>
EBITDA%	<b>2%</b>	<b>-16%</b>	<b>1,764 bps</b>	<b>9%</b>	<b>-740 bps</b>	<b>2%</b>	<b>0%</b>	<b>129 bps</b>
Depreciation	50	41	21%	48	4%	184	164	12%
Net Other Income/ (Expense)	166	103	61%	154	8%	594	313	281 mn
<b>Operational PBT</b>	<b>129</b>	<b>(34)</b>	<b>482%</b>	<b>183</b>	<b>-30%</b>	<b>459</b>	<b>159</b>	<b>188%</b>
Tax	14	63	-78%	32	-56%	60	48	25%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	2	-3 mn	(1)	0 mn	(4)	(28)	85%
Non Controlling Interests	(2)	1	-3 mn	(7)	5 mn	(11)	(52)	78%
<b>PAT</b>	<b>112</b>	<b>(94)</b>	<b>219%</b>	<b>144</b>	<b>-22%</b>	<b>384</b>	<b>32</b>	<b>1108%</b>
<b>EPS (Basic) - INR</b>	<b>0.83</b>	<b>(0.70)</b>	<b>219%</b>	<b>1.07</b>	<b>-22%</b>	<b>2.85</b>	<b>0.24</b>	<b>1088%</b>

Note: Q4 is a seasonally weak quarter for the business. Therefore, YoY changes are more appropriate for comparison

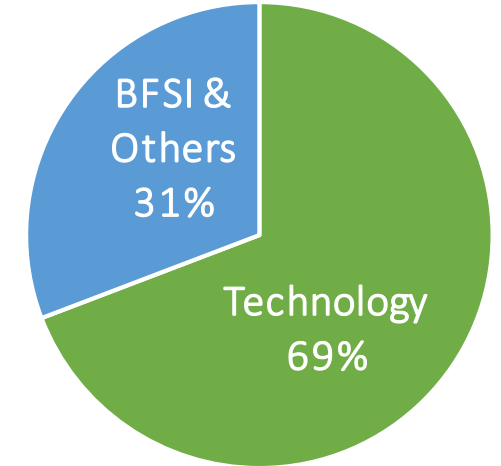
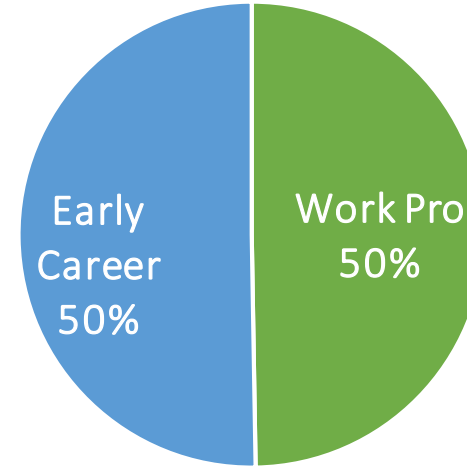
- For Q4: Net Other Income includes treasury income Rs 139 million
- For FY24: Net Other Income includes treasury income Rs 497 million

# Revenue Split

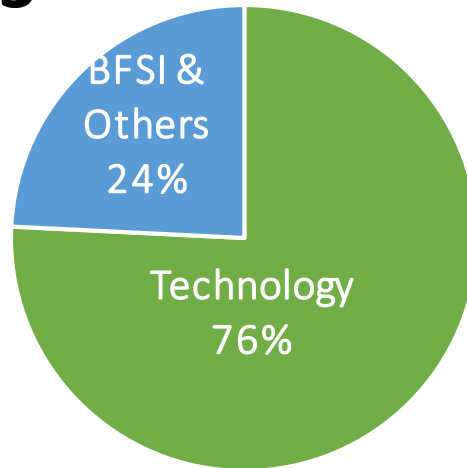
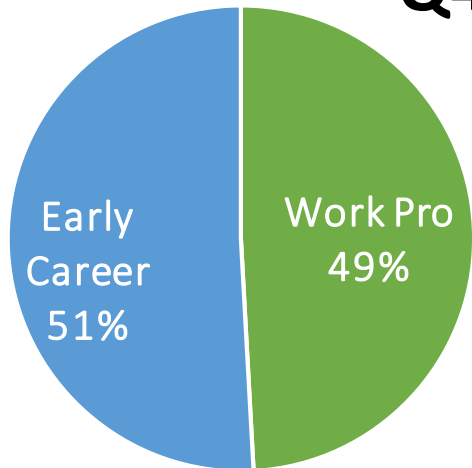
## Q4 FY24



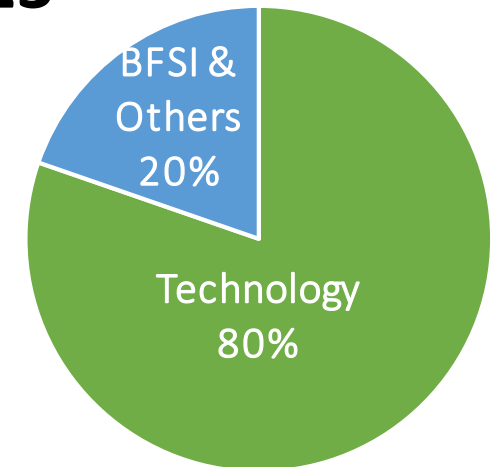
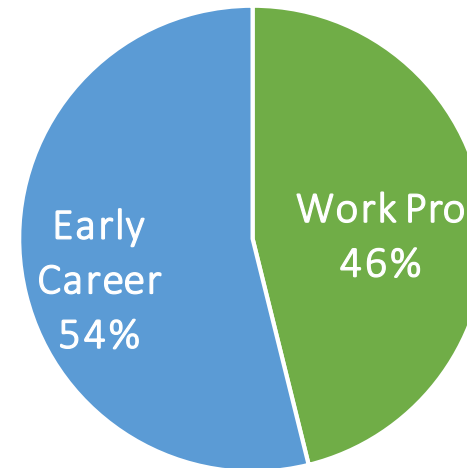
## FY24



## Q4 FY23

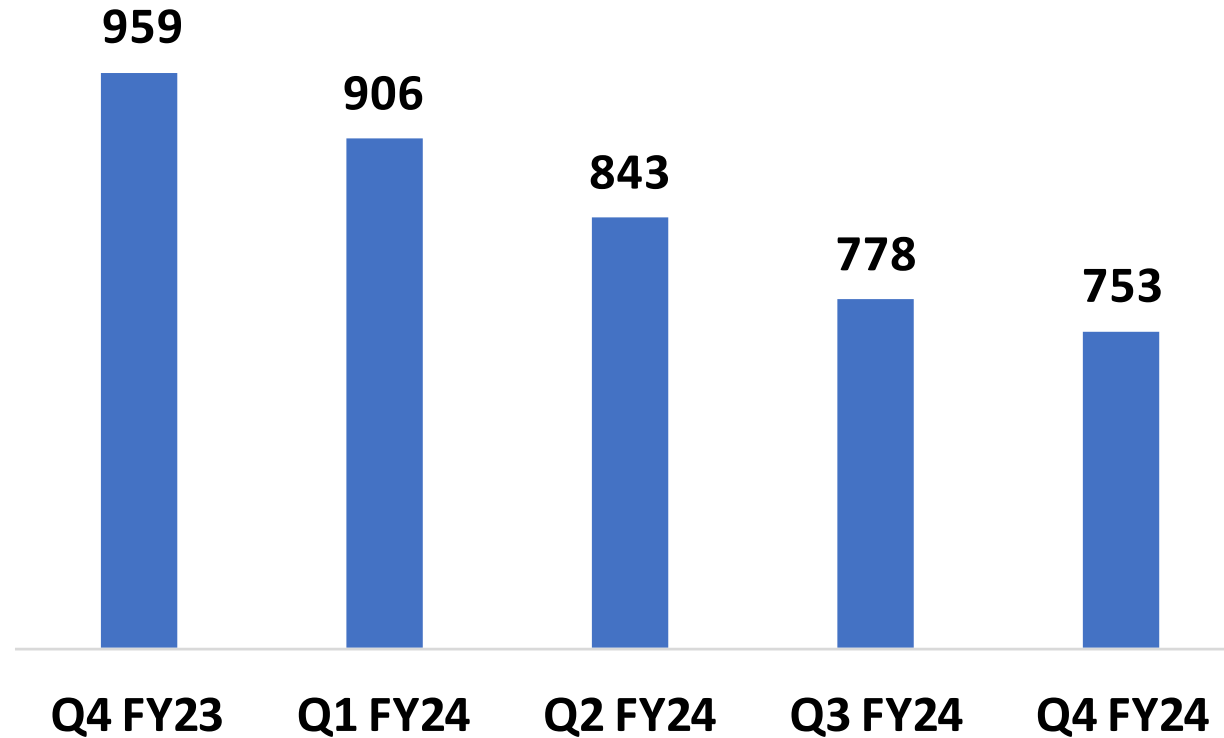


## FY23





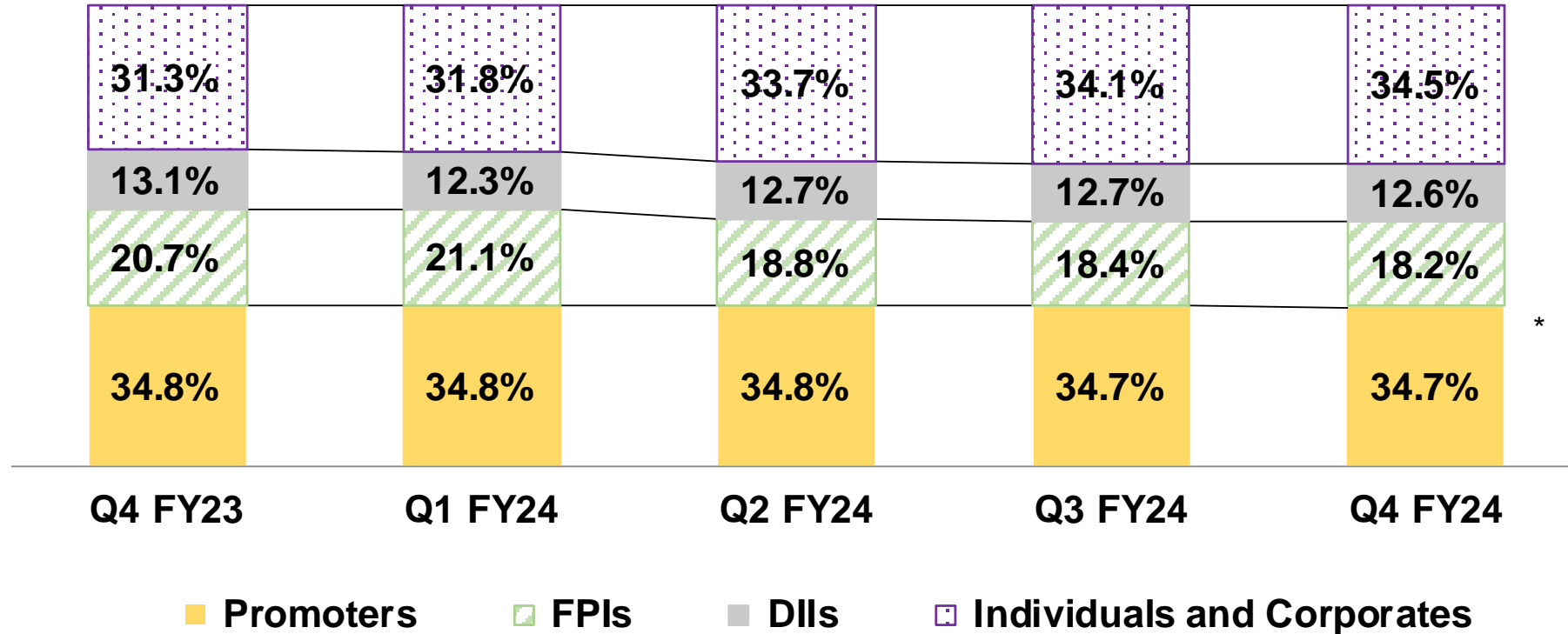
# People



- Headcount down 25 QoQ and down 206 YoY

*\* excludes project retainers*

# Share Holding Pattern



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**now**



**Thank You**

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