

NIIT Limited

Registered Office:
Plot No 85, Sector 32,
Institutional Area,
Gurugram 122 001,
(Haryana) India
Tel:+91 (124) 4293000
Fax:+91 (124) 4293333
Email: info@niit.com

CIN: L74899HR1981PLC107123

www.niit.com

October 25, 2024

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001

The Manager
National Stock Exchange of India Ltd
Exchange Plaza, 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 to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024.

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 B Malhotra
Company Secretary &
Compliance Officer

Encls : a/a

NIIT

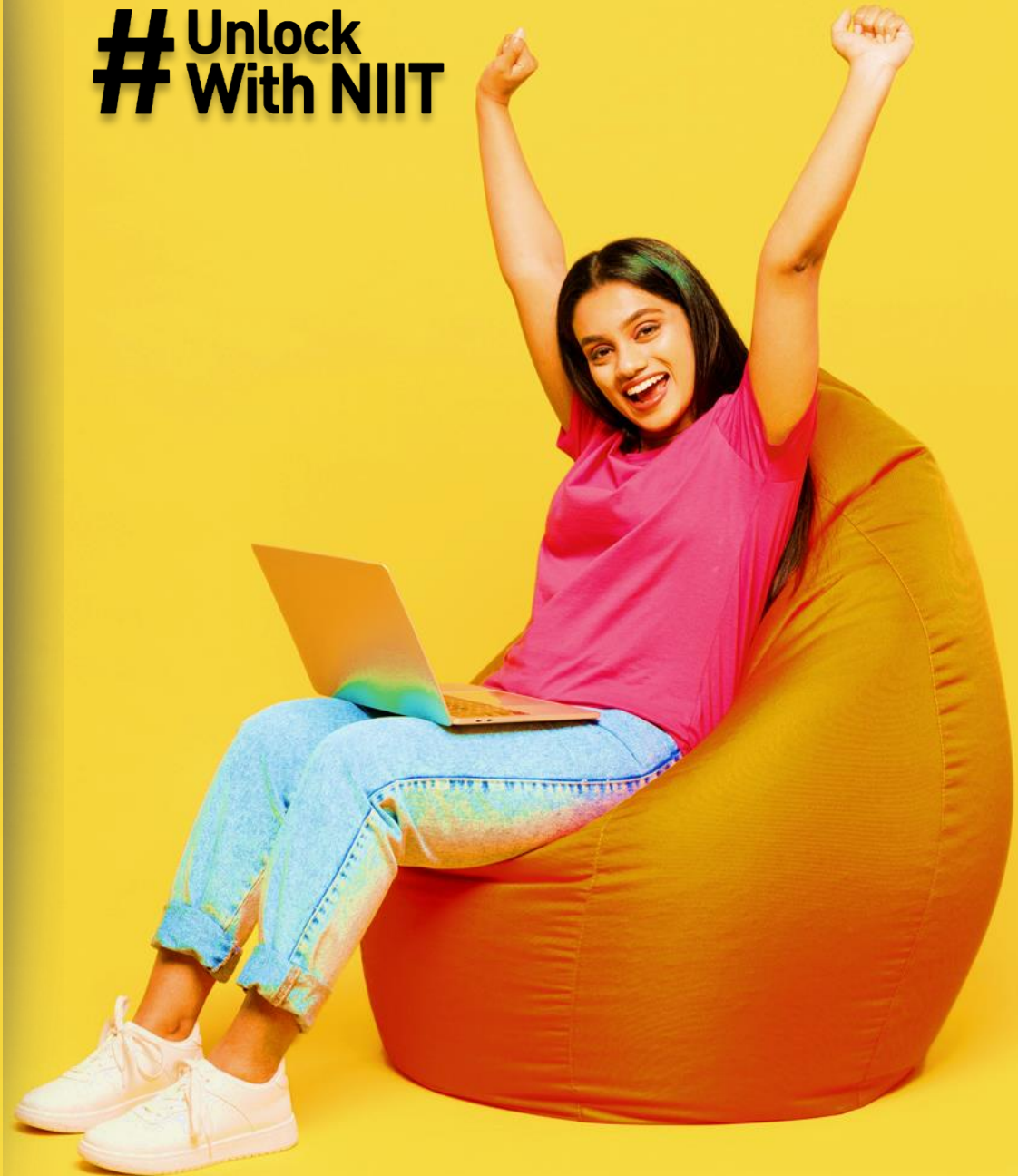
NIIT Limited

FINANCIAL RESULTS

Q2 FY25

October 25, 2024

Unlock
With NIIT



Environment

Early signs of hiring pickup - headcount increased in Q2 QoQ. While overall pace remains moderate, better outlook for H2

1

New GCCs continue to open, with total GCCs at ~1800 employing 1.9 Mn people; ER&D GCCs growing 1.3 times faster than overall GCCs

2

Significant upskilling opportunity, to get fresh graduates' job-ready considering 2024 graduates without job offers [Universe of 2.5 Mn+**]

3

Year 2024 is a transformative year for L&D, with organizations having increased focus on learning initiatives for specific job-role competencies.

[People Matters L&D survey]

4

Private banks continue to focus on expanding footprint to grow retail deposits. Pace of hiring seeing some moderation due to lower attrition rates.

5

** Basis AISHE report 21-22; ~10 Mn graduated; ~80% UG level so ~8 Mn Graduates who look out for Job, higher studies, preparation of exams for Job/studies, do something of own. Referring to International Labour Organization estimates 29 percent of India's young university graduates were unemployed in 2022, which has further worsened, we can surely look at a no. more than 2.5 Mn (~30% of 8 Mn



Q2 FY25: In Perspective

- Revenue at INR 907 Mn; up 11% YoY and up 10% QoQ
- Business continues to see growth with increased penetration in BFSI, GCCs/ GSIs and India Enterprise segment. IT hiring started to see pickup while overall volumes remain low
 - BFSI & Other programs continue to remain robust at INR 327 Mn up 19% YoY & 17% QoQ; contributes 36% vs 34% last year
 - Revenue from Technology programs at INR 580 Mn up 7% YoY & 6% QoQ; contributes 64%
- Early Career learners contribute 48% and Work Pros 52% to revenue, similar to to Q2 at 49% and 51% respectively.
- In Technology growth is led by Work Pros, while in Banking growth is driven by Early Careers (TPaaS).
- EBITDA at INR 21 Mn Vs INR (2) Mn LQ & INR 22 Mn LY
- PAT at INR 118 Mn vs INR 78 Mn LQ and INR 106 Mn LY; EPS at INR 0.9 up
- Net Cash at INR 7,201 Mn

Focus on expanding customer base has contributed to QoQ & YoY growth; Expect to see further ramp up in H2.



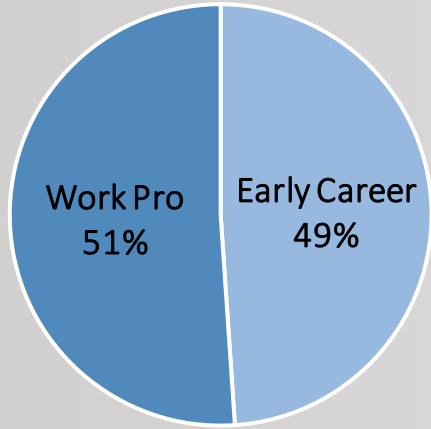
Key Financials

INR Mn	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY
Net Revenue	907	825	10%	814	11%
Operating expenses	886	827	7%	792	12%
EBITDA	21	(2)	23 mn	22	-1 mn
Depreciation	57	56	2%	45	26%
Net Other Income/ (Expense)	188	155	21%	137	37%
Operational PBT	152	98	56%	114	33%
Tax	18	15	23%	7	156%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(12)	(1)	-12 mn	(1)	-11 mn
Non Controlling Interests	(3)	(4)	1 mn	0	-3 mn
PAT	118	78	53%	106	11%
EPS (INR)	0.9	0.6	54%	0.8	11%

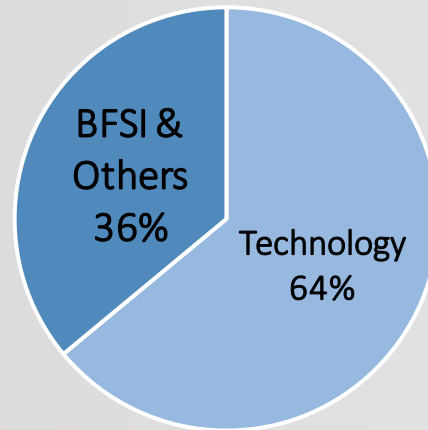
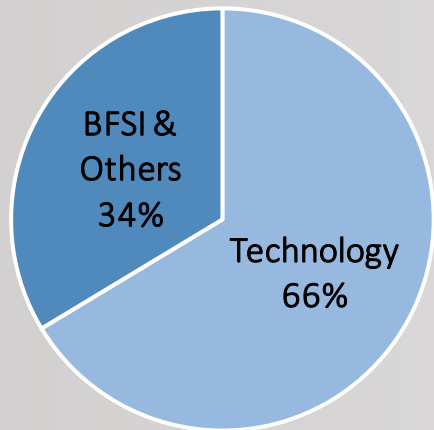
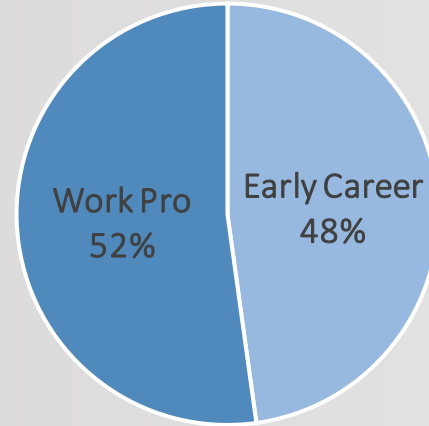
- Revenue up 10% QoQ & 11% YoY
- EBITDA at INR 21 Mn
- Net Other Income includes treasury income of INR 165 Mn
- Loss from discontinued Operations is primarily due to one-time/ notional tax impact on closure of government contract

Revenue Mix

Q2 FY24

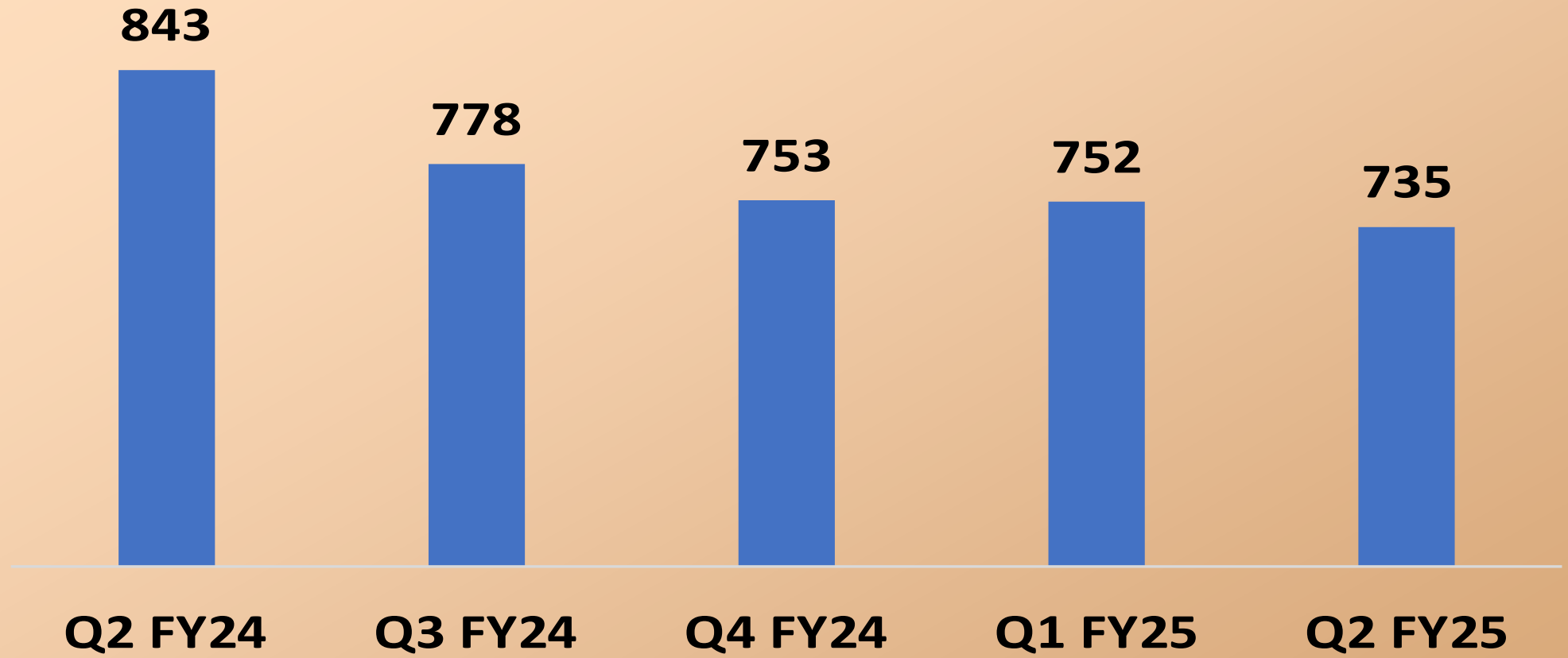


Q2 FY25



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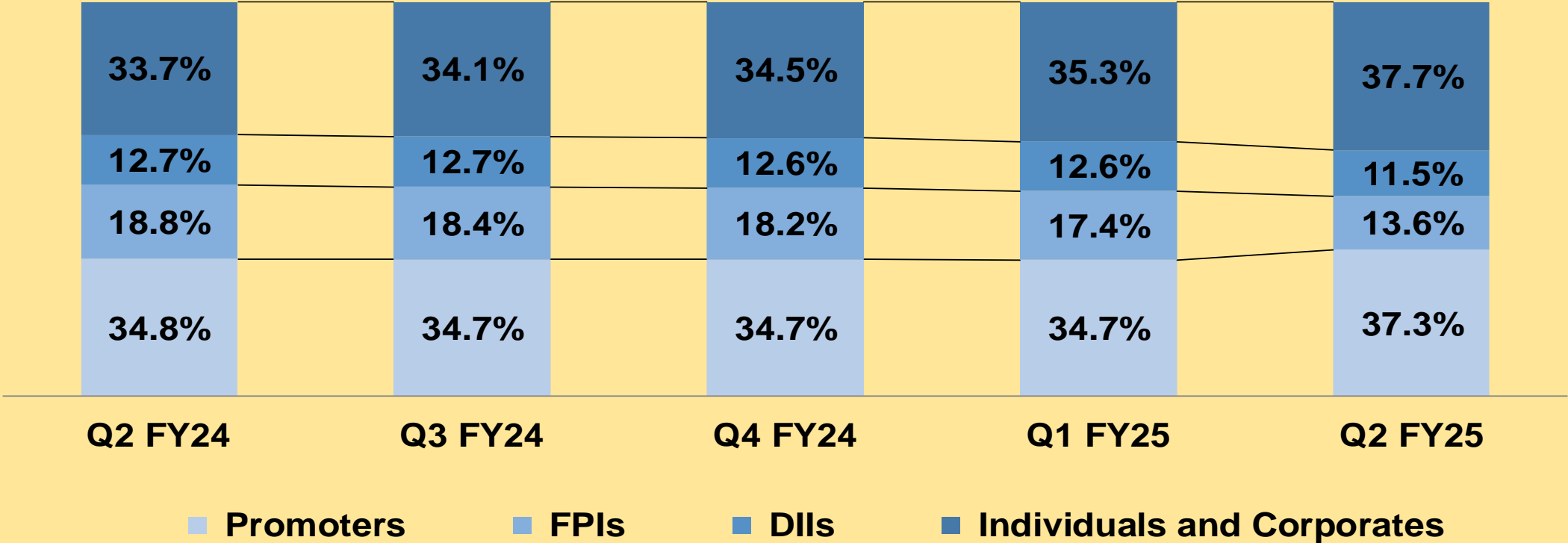
People



- Headcount down 17 QoQ and 108 YoY

** excludes project retainers*

Shareholding Pattern



* Includes impact of exercise of ESOPs



Thank
you