

# NIIT

**NIIT Limited**

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Email: info@niit.com

## Registered Office:

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

www.niit.com

August 10, 2019

**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 Ltd**

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 made to the Analysts and/or Institutional Investors on the Audited Financial Results of the Company for the quarter ended June 30, 2019.

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 truly,  
For NIIT Limited

  
**Deepak Bansal**  
Company Secretary &  
Compliance Officer



 Encls : a/a



**NIIT**

**REIMAGINING  
LEARNING**  
**THE NEXT WOW**

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**Financial Results Q1 FY20**  
**10<sup>th</sup> August 2019**



# Environment

World bank expects growth to slow down to 2.6% in CY2019. This is the weakest growth rate since the global financial crisis.

RBI expects India's GDP growth to be 6.9% versus earlier expectation of 7% on slowing growth, driven by sluggishness in private consumption and investment activity. Liquidity challenges impact several sectors

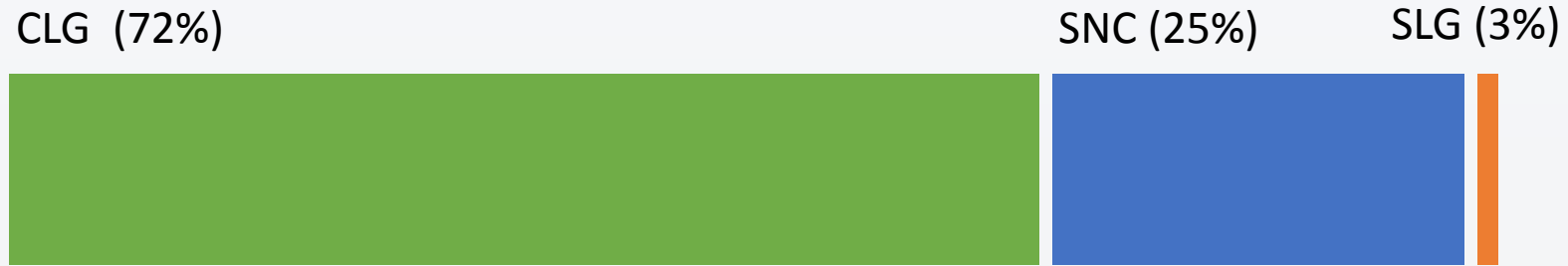
Trade uncertainty and forex volatility continue to impact decision making.

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

Pick up in demand for talent trained in new age skills in IT Companies and Banks continues

Decision making by schools continues to remain impacted due to regulatory uncertainty

# NIIT Q1 FY20 - Highlights

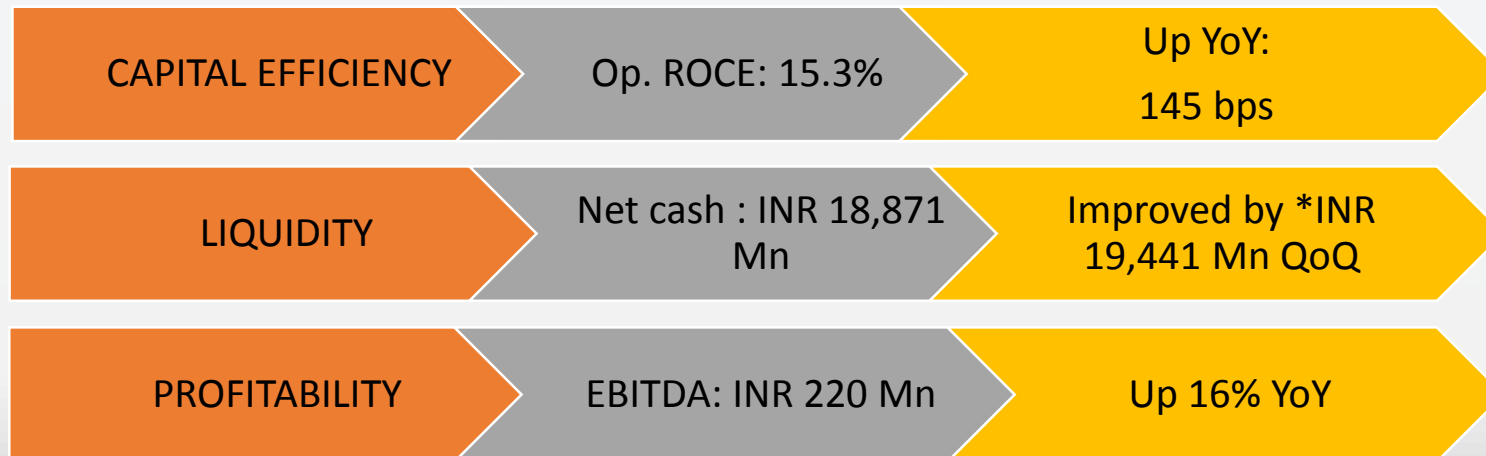


## Corporate:

- MTS customer tally has reached 49
- Revenue visibility at \$ 264 million up 18% YoY

## Skills & Careers:

- Go forward SNC business revenue grows @ 15% YoY
- 11 customers for StackRoute



\* Including impact of NTL divestment and payment of transaction related costs & Advance tax

# Q1 FY20: In Perspective

## Overall NIIT

- Completed divestment of NIIT Technologies for a consideration of INR 20,204 Mn
- Revenue at INR 2,103 Mn; down 2% YoY;
- EBITDA at INR 220 Mn (OM of 10%); up 16% YoY; OM% up 159 bps YoY
- PAT at INR 10,904 Mn; EPS at INR 65.1 per share
- Operational ROCE at 15.3%; up 145 bps YoY and up 25 bps QoQ

## Corporate Learning Group (CLG)

- Revenue at INR 1,524 Mn up 1% YoY;
- EBITDA margin at 15%
- Revenue Visibility at \$ 264 Mn (up 18% YoY)
- Added 5 MTS customers; 4 new logos. MTS customer tally has reached 49

## Skills & Careers Group (SNC)

- Revenue at INR 517 Mn down 6% YoY. Go forward SNC business revenue grows @ 15% YoY
- EBITDA at INR 24 Mn compared to INR (9) Mn in Q1 FY19

## School Learning Group (SLG)

- Revenue at INR 62 Mn down 30% YoY
- 156 school contracts signed

# Key Financials

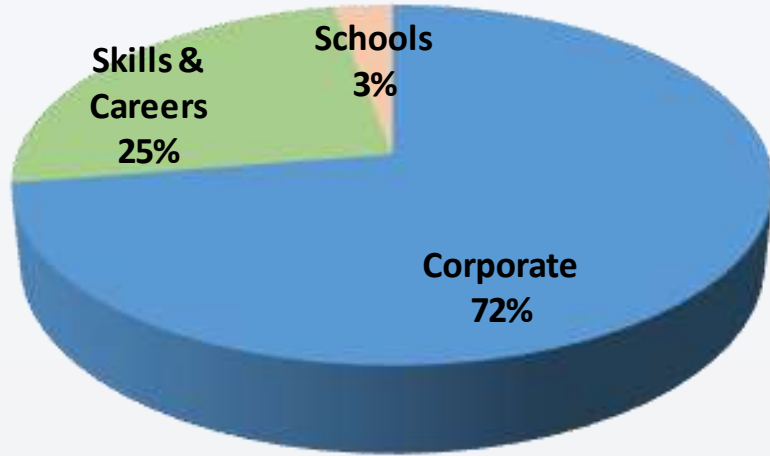
INR Mn	Q1 FY20	Q1 FY19	YoY	Q4 FY19	QoQ
<b>System wide Revenue</b>	3,110	3,363	-8%	2,969	5%
<b>Net Revenue</b>	<b>2,103</b>	<b>2,143</b>	<b>-2%</b>	<b>2,397</b>	<b>-12%</b>
Operating expenses	1,883	1,953	-4%	2,163	-13%
<b>EBITDA</b>	<b>220</b>	<b>190</b>	<b>16%</b>	<b>234</b>	<b>-6%</b>
EBITDA%	10%	9%	159 bps	10%	70 bps
Depreciation	128	93	37%	88	45%
Net Other Income	13,068	-59	-	-91	-
<b>PBT</b>	<b>13,160</b>	<b>38</b>	<b>-</b>	<b>55</b>	<b>-</b>
Tax *	2,252	60	-	70	-
Associate Profit & Minority Share	-4	201	-	246	-
<b>PAT</b>	<b>10,904</b>	<b>179</b>	<b>-</b>	<b>232</b>	<b>-</b>
<b>EPS (INR)</b>	<b>65.1</b>	<b>1.1</b>	<b>-</b>	<b>1.4</b>	<b>-</b>

- INDAS 116 implemented effective 1<sup>st</sup> April 2019. Impact on EBITDA : + INR 51.8 Mn, Depreciation : + INR 47.3 Mn, Interest Costs : + INR 13.2 Mn. Adverse impact on PBT : INR 8.8 Mn
- Net Other Income includes impact on account of NTL divestment

\* Tax in Q1 FY20 includes reversal of Deferred tax liability related to NTL Investment

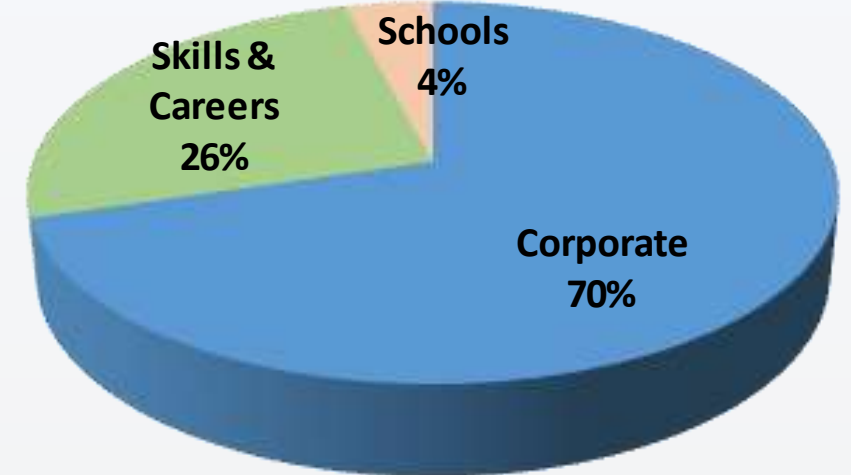
# Revenue Mix

Q1 FY20

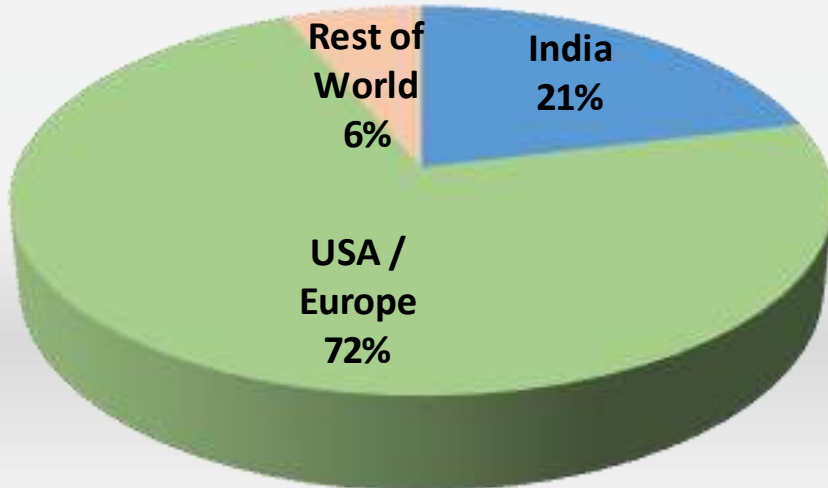


Business	Growth
Corporate	1%
Skills & Careers	-6%
Schools	-30%
NIIT	-2%

Q1 FY19

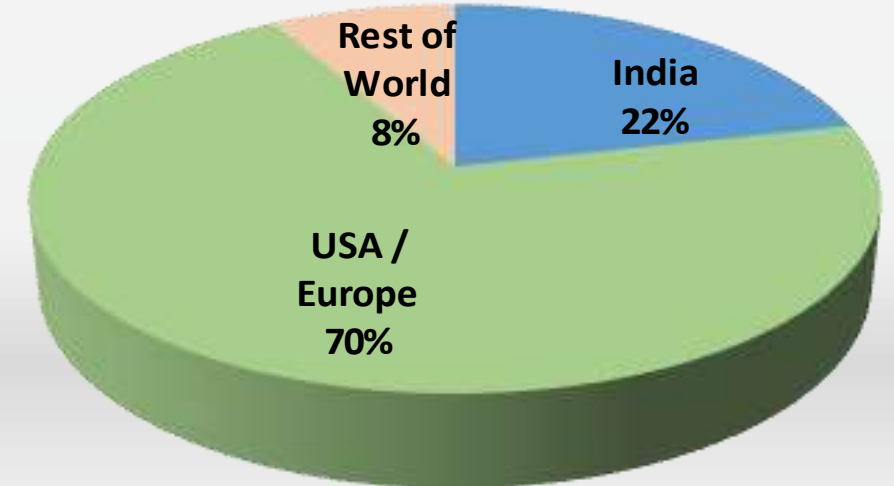


Q1 FY20



Geo	Growth
India	-3%
USA / Europe	1%
Rest of World	-24%
NIIT	-2%

Q1 FY19



# Corporate Learning Group

INR Mn	Q1 FY20	Q1 FY19	YoY	Q4 FY19	QoQ
Net Revenues	1,524	1,506	1%	1,588	-4%
EBITDA	223	219	2%	215	3%
EBITDA %	15%	15%	8 bps	14%	106 bps

- Revenue at INR 1,524 Mn up 1% YoY
- Added 5 MTS customers; 4 new logos. MTS customer tally has reached 49
- Revenue visibility of \$ 264 Mn, up 18% YoY
- RECO Update : Started accepting learners and will be accruing revenue in Q2 FY20



**From Instructional Design to Experience Design**

Merging technology and learning into meaningful learning experiences needs not only the mastery of technology, but also a strong foundation in pedagogy. At NIIT, we blend three decades of learning scholarship with the best game design and development talent in the world to create breakthrough learning experiences. Our advanced project studio utilizes real-time 3D technology to create serious games, simulations, augmented, virtual, and mixed reality experiences. With a combined experience of over 100 years developing titles for the biggest studios in the world, our team of triple A experienced gaming professionals create award-winning learning experiences for the world's leading companies.

Learn more at [www.niit.com/vr/](http://www.niit.com/vr/).

www.niit.com

2018 TOP 20 COMPANY TRAINING OUTSOURCING  
2018 TOP 20 COMPANY CONTENT DEVELOPMENT  
2018 TOP 20 COMPANY SIMULATION  
2018 TOP 20 COMPANY IT TRAINING



# Skills & Careers Group

INR Mn	Q1 FY20	Q1 FY19	YoY	Q4 FY19	QoQ
Net Revenues	517	548	-6%	629	-18%
EBITDA	24	-9	34 Mn	-10	35 Mn
EBITDA %	5%	-2%	641 bps	-2%	633 bps

- Revenue at INR 517 Mn down 6% YoY
- Go forward SNC business revenue grows @ 15% YoY
- SNC India business grew for the 2<sup>nd</sup> successive quarter driven by growth in Stackroute & TPaaS
- OM at 5%. Product mix change and cost rationalization offset impact of operating leverage and cost inflation
- StackRoute continues on strong growth momentum; now training Full Stack Developers for 11 IT majors & GCCs

STACK  
ROUTE

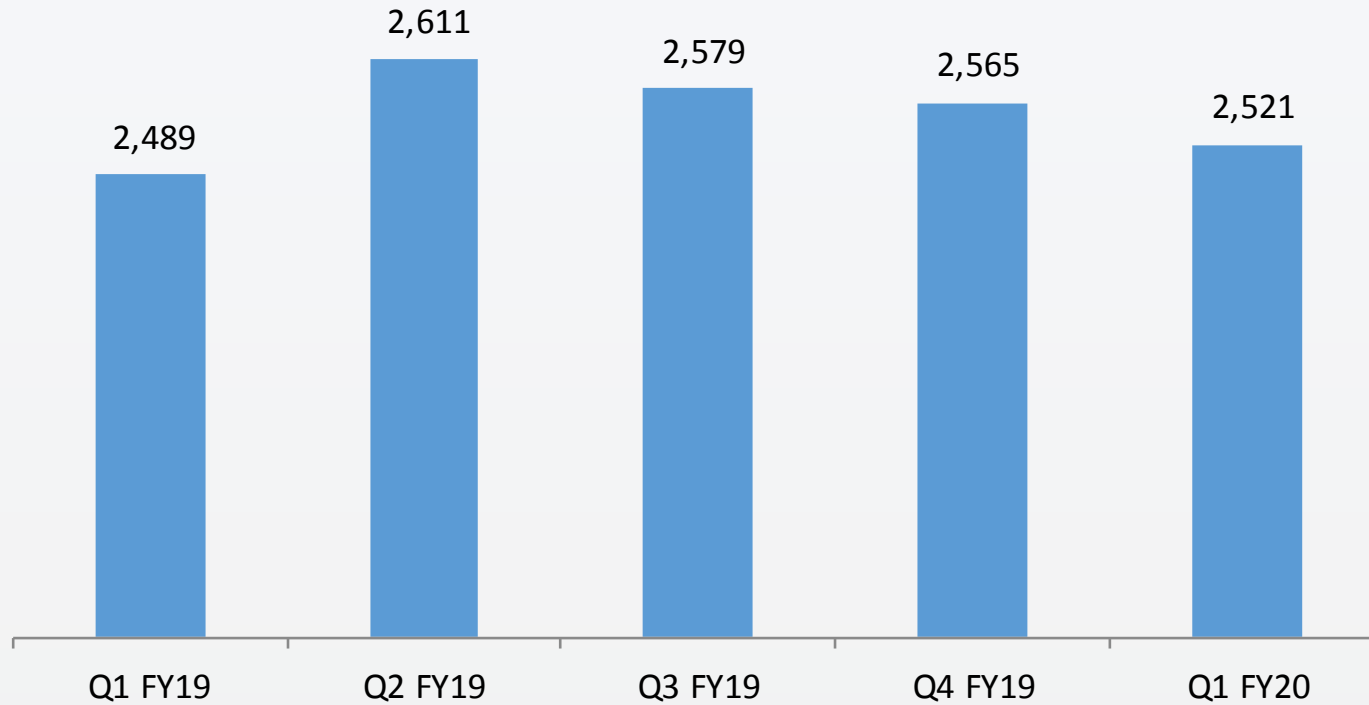


NIIT | AUTOMATION ANYWHERE

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

Source: Information Service Group, Inc.

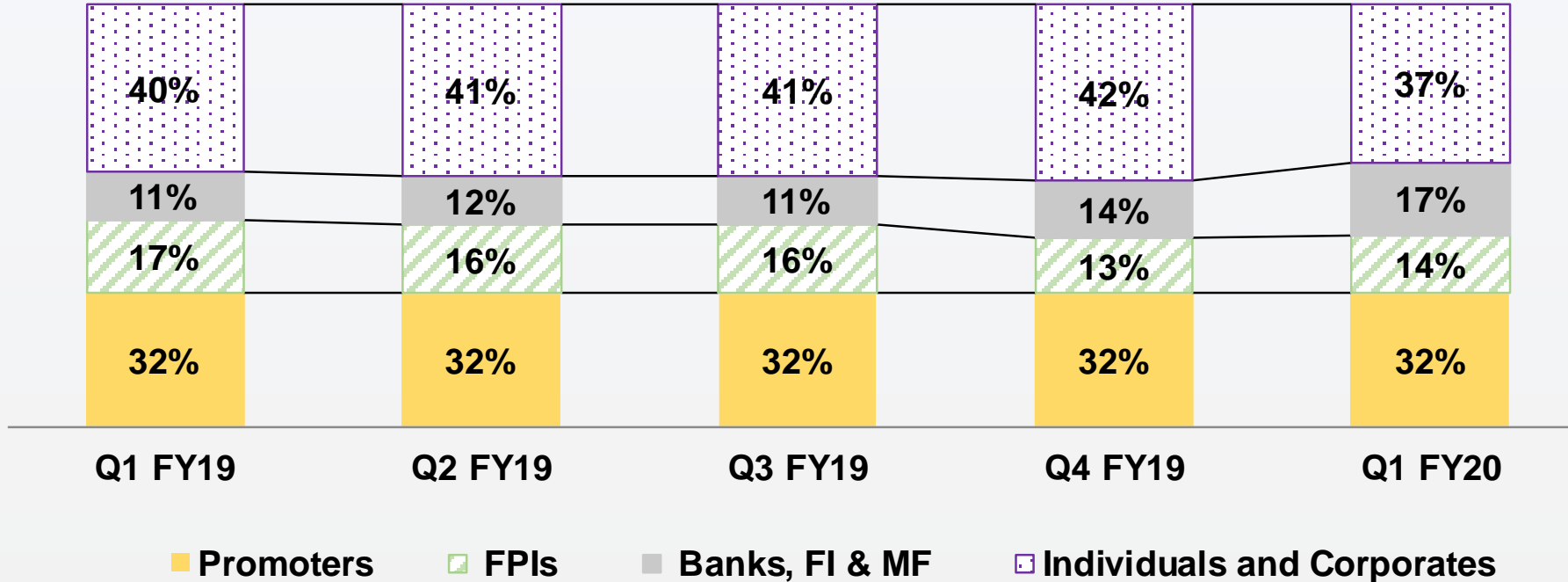
# People



Headcount down 44 QoQ and up 32 YoY

\* excludes project retainers

# Share Holding Pattern



Percentages may not add to 100% due to rounding

**Thank you**



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