

**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](http://www.niit.com)

June 12, 2023

**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: Disclosure / Intimation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015****Scrip Code: BSE – 500304; NSE – NIITLTD**

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Part A of Schedule III, this is to inform you that company representatives shall be meeting investors as per the schedule given below:

Date and Time	Company's Attendees	Investor/ Analyst/ Event	Meeting Type	Mode/ Location
June 13, 2023 8:30 A.M. to 5:00 P.M. (SGT)	1. Mr. Vijay Kumar Thadani, Vice Chairman & Managing Director 2. Mr. Kapil Saurabh – Head M&A & Investor Relations	Non-Deal Road Show (‘NDR’)	One to One	In-Person/ Singapore

Presentation for the above meetings is attached herewith and also available on our website [www.niit.com](http://www.niit.com).

Further, we had earlier intimated financial results of NIIT Learning Systems Limited (‘NLSL’) vide our letter dated May 29, 2023, after the effectiveness of the Scheme, to the shareholders of the Company. In continuation, Mr. Sapnesh Kumar Lalla, Executive Director, and Chief Executive Officer of NLSL shall also join the above NDR to meet with investors.

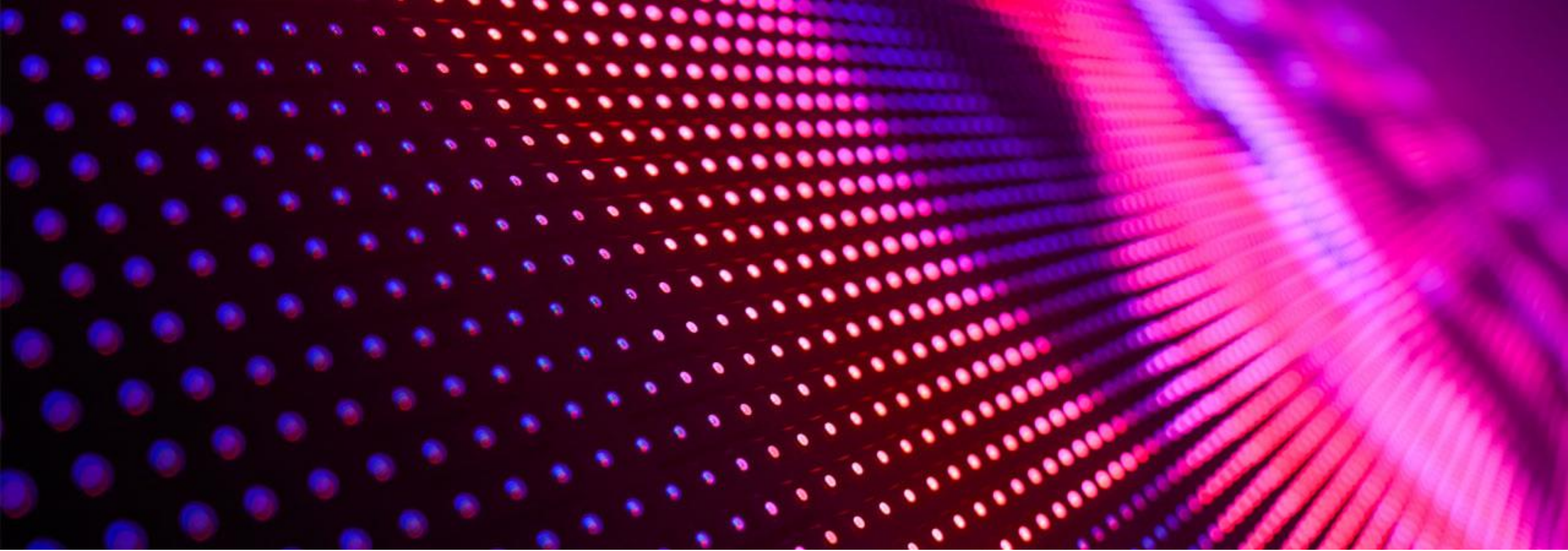
This is for the benefit of the Shareholders who are deemed to be common for both the Companies.

Note:

1. Date of the aforesaid meeting is subject to change due to exigencies on the part of Investors / Company.
2. No Unpublished Price Sensitive Information will be shared during the meeting.

Thanks & Regards  
**For NIIT LIMITED**

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



# NIIT Limited: Investor Presentation

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May 2023

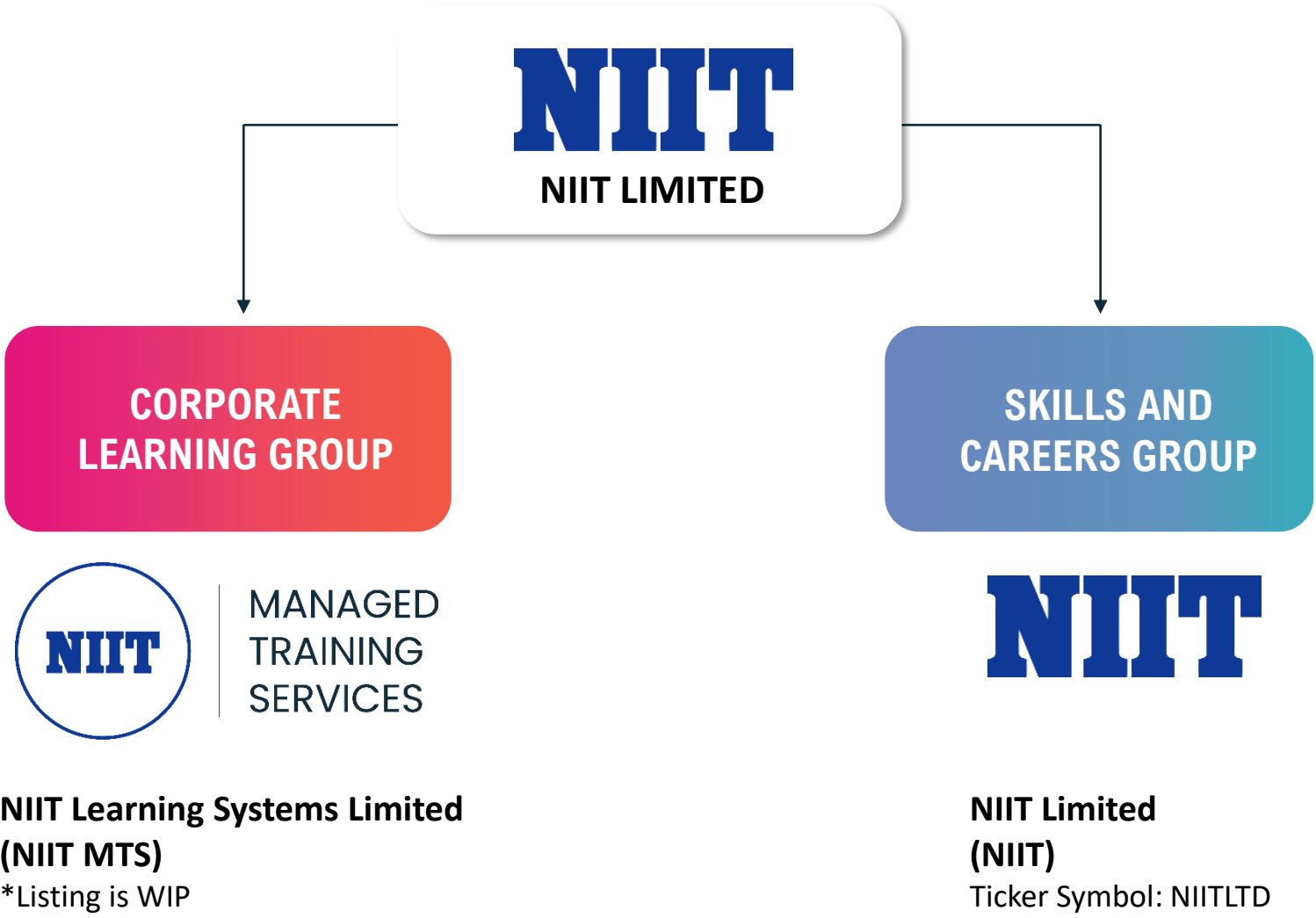
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**NIIT**

# Organizational Announcement



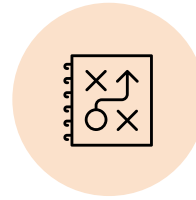
We are pleased to announce that the two business groups at NIIT have now officially been reorganized into two separate companies with effect from May 24, 2023.\*



# NIIT: Rationale for Demerger (January 2022)

## NIIT has seen rapid transformation from the pre-covid period

- Pivoted to digital learning delivery in both SNC & CLG businesses
- CLG business has seen substantial growth and improvement in profitability
- SNC business is back to growth driven by StackRoute, TPaaS and increased investments in upskilling/reskilling of working professionals. Early Career segment is in transformation



**Massive multi year growth opportunity for both businesses due to rapid transformation**



**NIIT has the capital to support growth ambitions of both businesses**

However, while there are common elements, both businesses are increasingly different: Businesses have different target segments, customers, geo-focus, strategy, growth and profitability trajectory, investment requirements, risk profile and are at different stages of maturity.

**To address next phase of growth for both businesses it is imperative that**

- Target Customers get undivided attention, differentiated offerings, and clear positioning
- Board and Management get un-encumbered decision-making / capital allocation capability

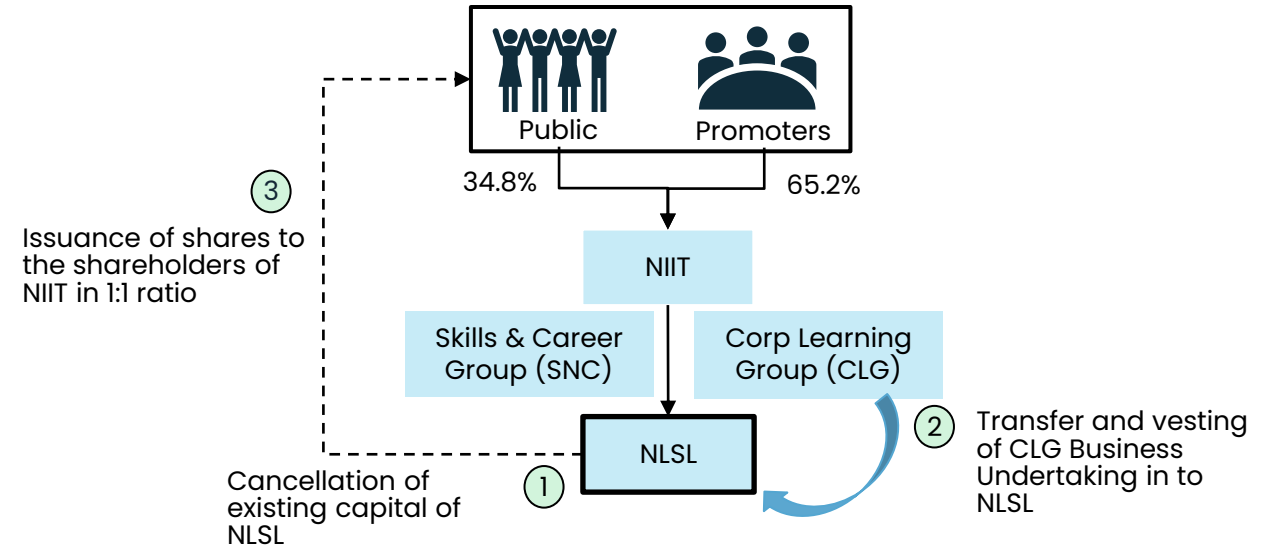
The two businesses, run independently, can realize their true potential

# Demerger Completed

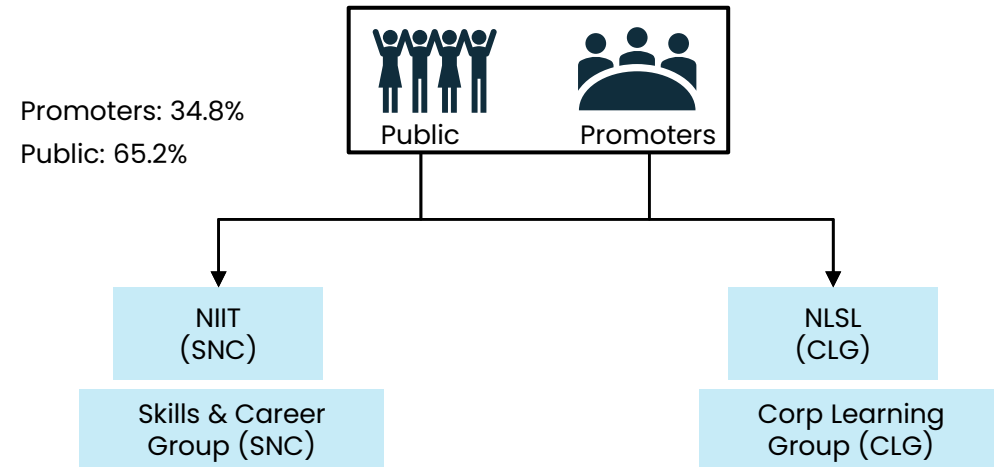
## Composite Scheme of Arrangement

- Appointed Date April 1, 2022
- NCLT order received on May 23, 2023
- Effective Date: May 24, 2023
- Record Date: June 8, 2023
- Allocation of shares of NLSL to holders of NIIT on Record Date (1:1 ratio)
- NLSL shares to be listed on NSE/ BSE – Expected in July 2023

### KEY MECHANICS



### RESULTANT STRUCTURE

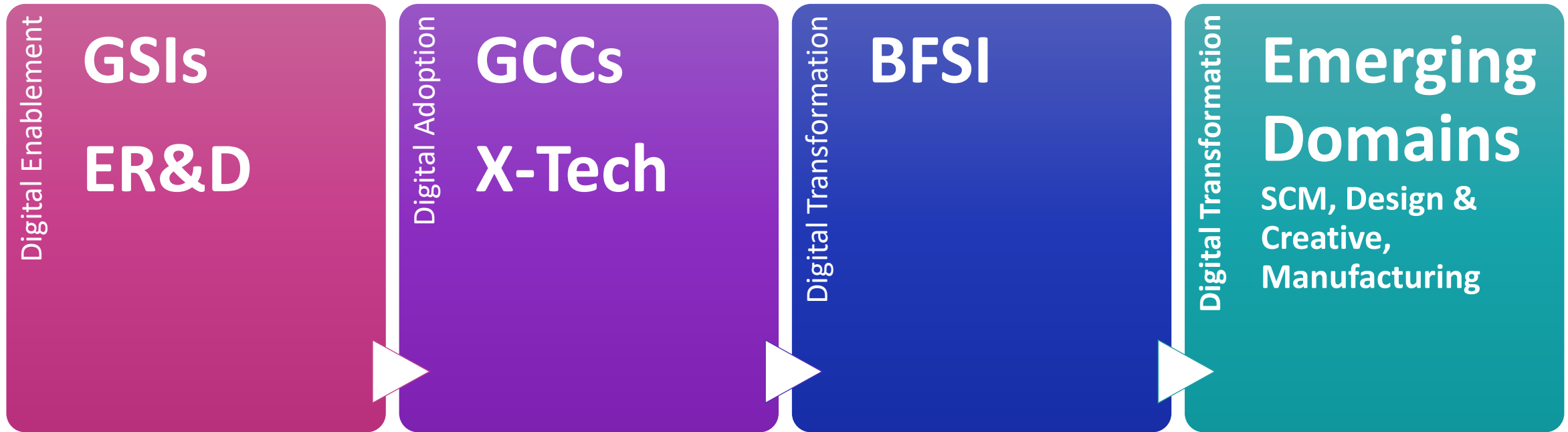




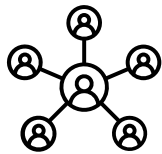
# NIIT

A digital platform offering deep skilling programs across the complete Talent Value Chain from Early Career to Working Professionals to accelerate success in aspirational careers in focus sectors e.g., Technology & BFSI.





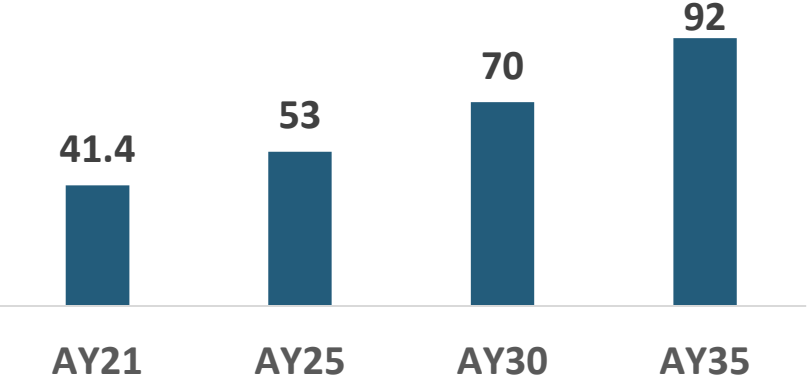
Rapid and significant changes in the skills landscape due to multiple industry transformations require continuous upskilling and reskilling.



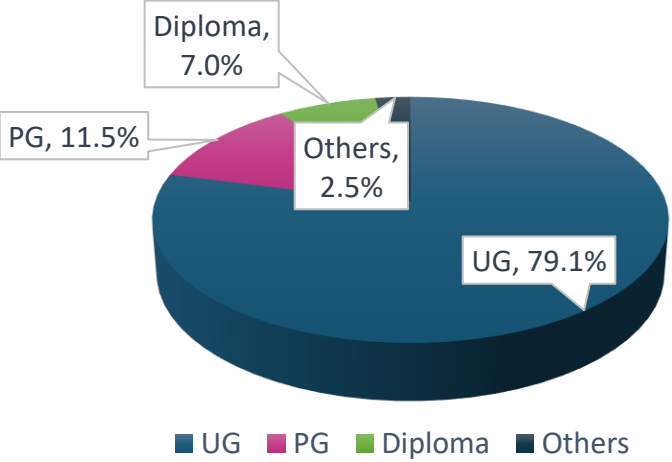
Large talent pool needs lifelong learning.

# Consumer: India Talent Pipeline

## Growing Higher Education Enrollments (M)



## Enrollments by Level



**43,796**  
COLLEGES

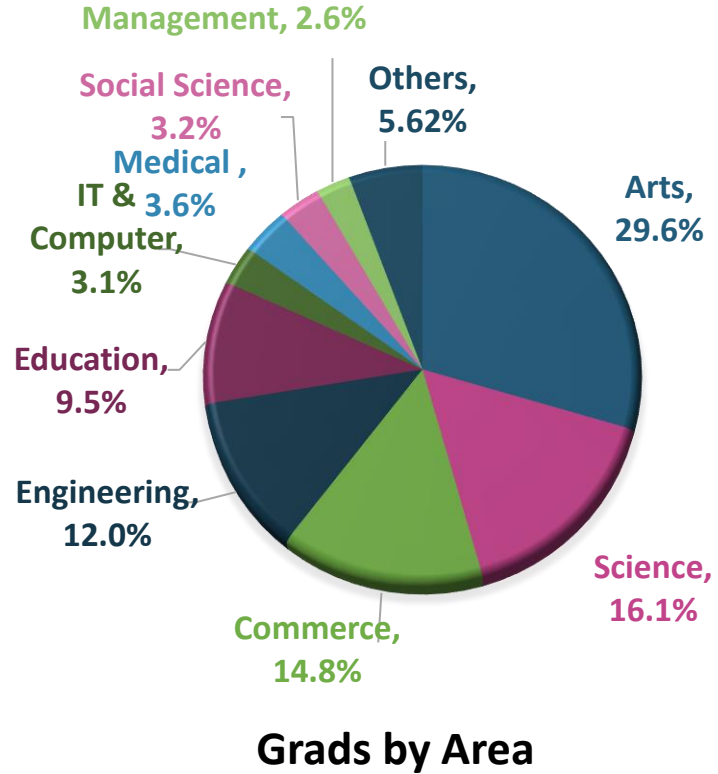
**1,113**  
UNIVERSITIES

**27.1%**  
GER

**41.4M**  
ENROLMENTS

**9.5M**

**CURRENT ANNUAL GRADS  
EXPECTED TO BE 2X BY AY35**



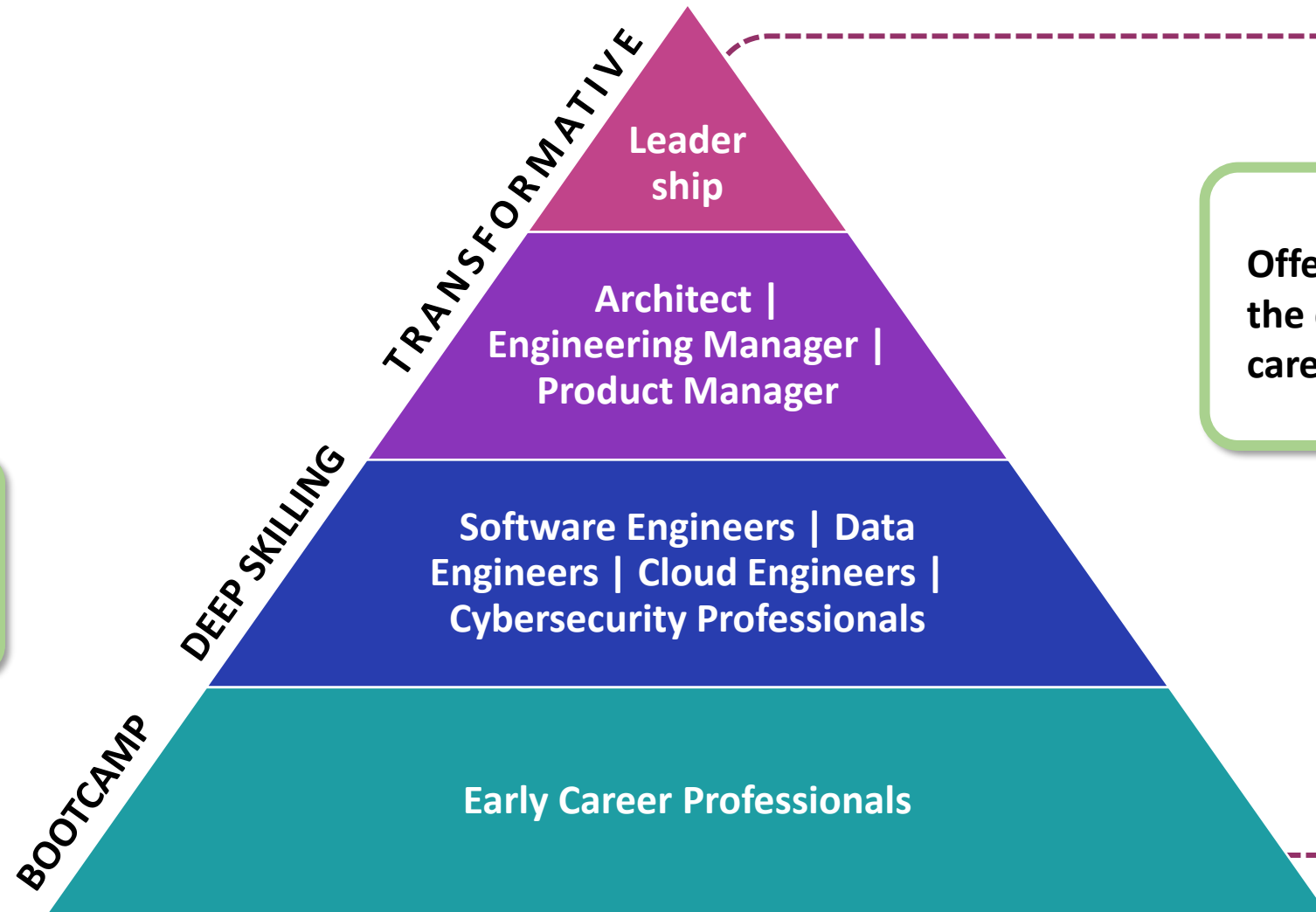
Grads by Area



**STACK  
ROUTE**

**RPS**  
learn..evolve

End-End Offerings For  
Technology Careers



Offerings span  
the complete  
career spectrum

# NIIT: Technology Offerings



-   
**COLLEGE STUDENTS**
-   
**FRESH GRADUATES**
-   
**UNDER EMPLOYED**
-   
**NEW HIRES**

**290K**  
Net Hiring in  
IT/ITES Industry  
in FY23\*

**Large Skilling Requirement For Early Career & Working Professionals**

**BOOTCAMP**

**DEEP SKILLING**

**TRANSFORMATIVE**

**Early Career Professionals**

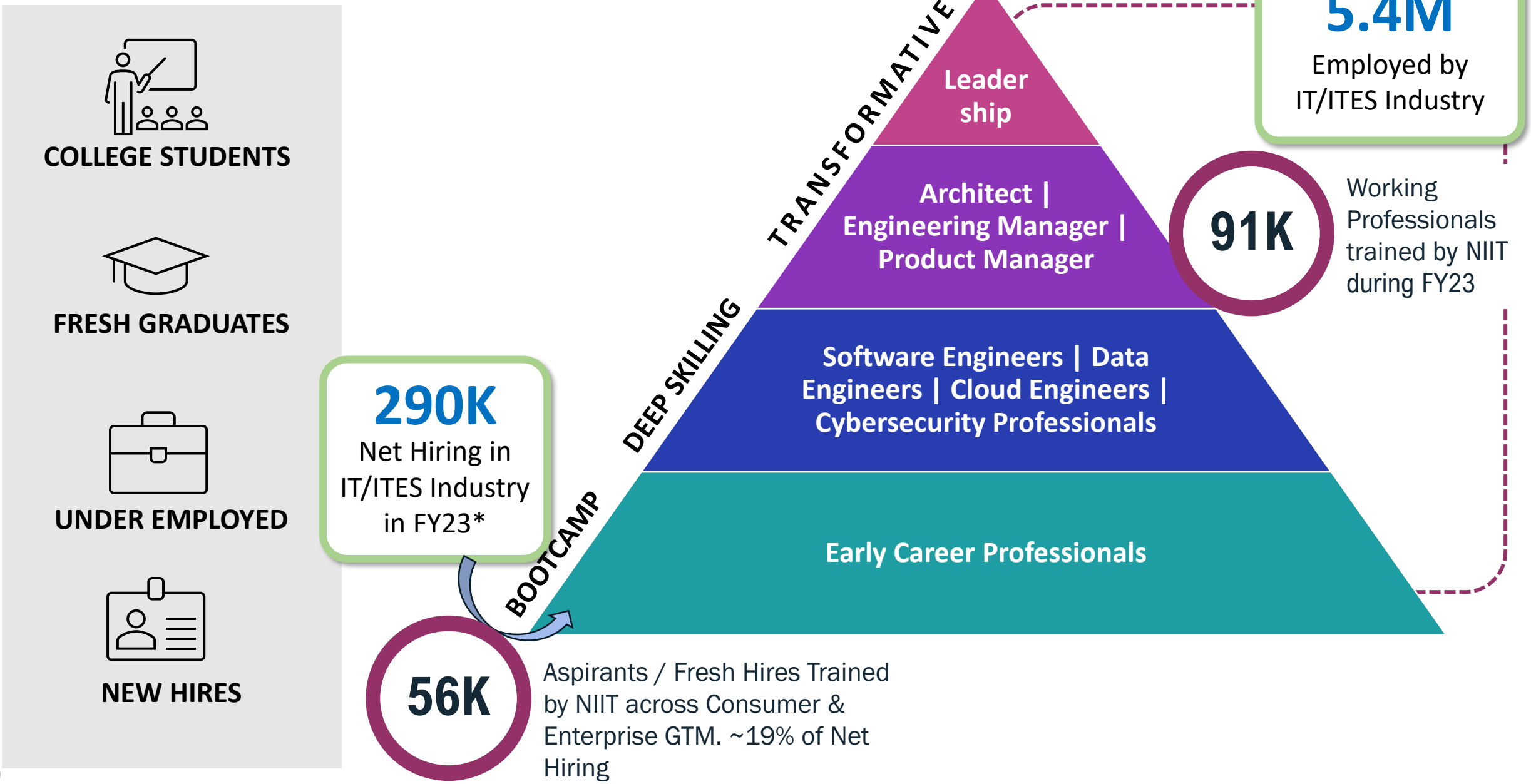
**Software Engineers | Data Engineers | Cloud Engineers | Cybersecurity Professionals**

**Architect | Engineering Manager | Product Manager**

**Leadership**

**5.4M**  
Employed by  
IT/ITES Industry

# NIIT: Technology Offerings



# Technology: Market Share



**290K**

Net Hiring in IT/ITES Industry in FY23\*

**540K**

IT/ITES Employees Get External Training

**19%**

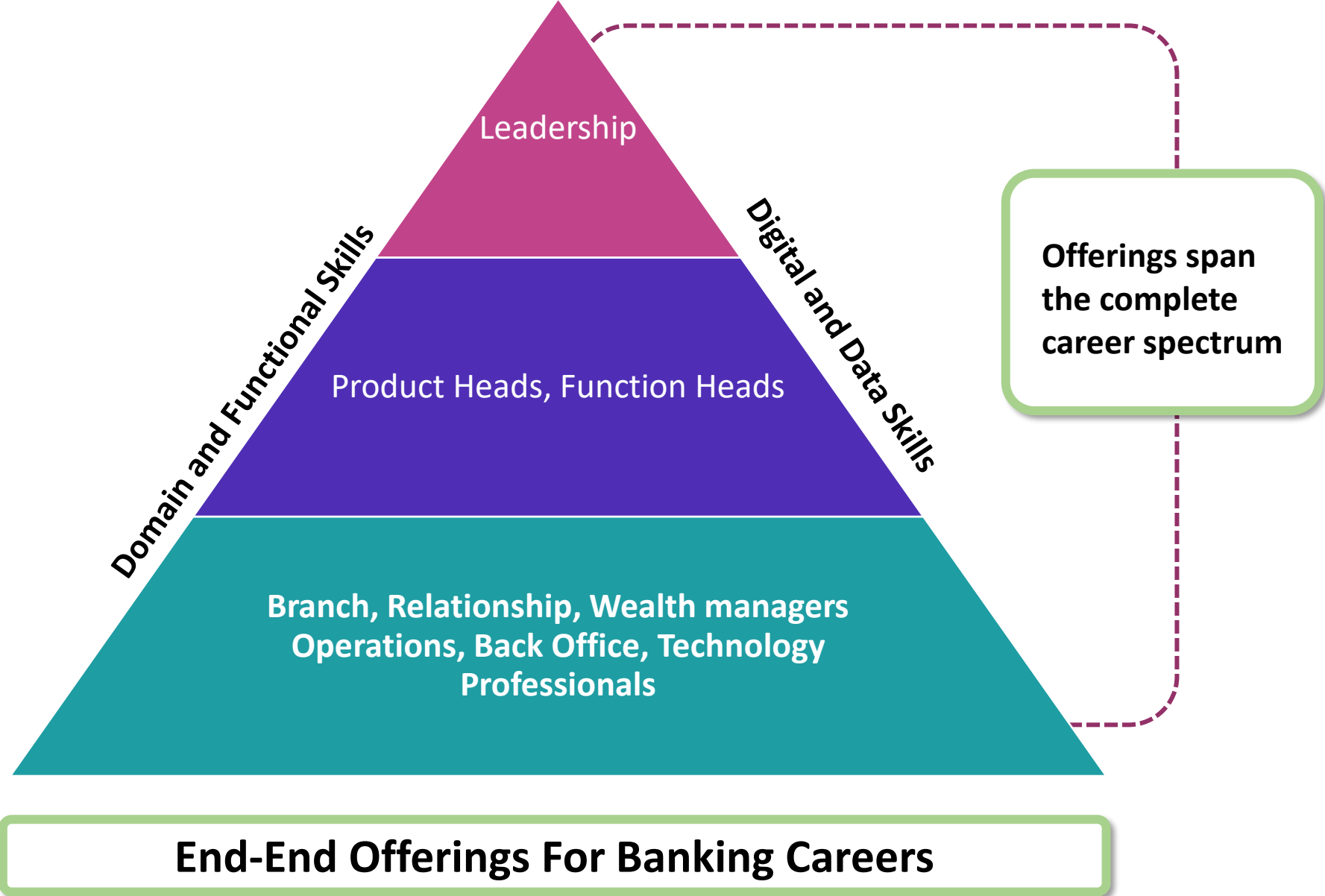
**Early Career Training**

**17%**

**Work Pro Training**

**NIIT is a significant provider of skills across the Technology 'Talent Value Chain.'**

\*Source: NASSCOM, \*\*Assuming ~10% of employees get external training





# NIIT: Banking Careers



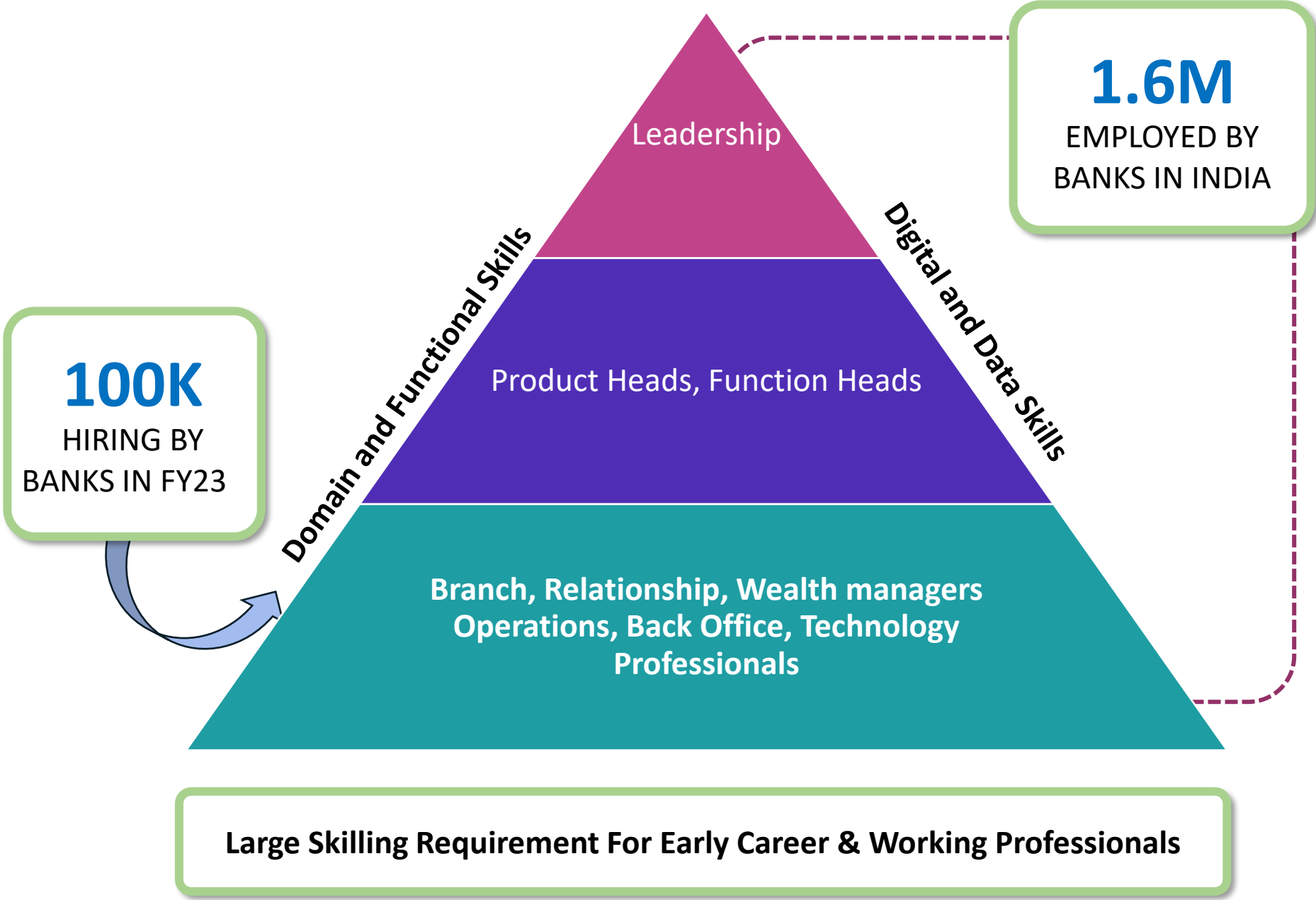
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**COLLEGE STUDENTS**
- 

**FRESH GRADUATES**
- 

**UNDER EMPLOYED**
- 

**NEW HIRES**



# NIIT: Banking Careers



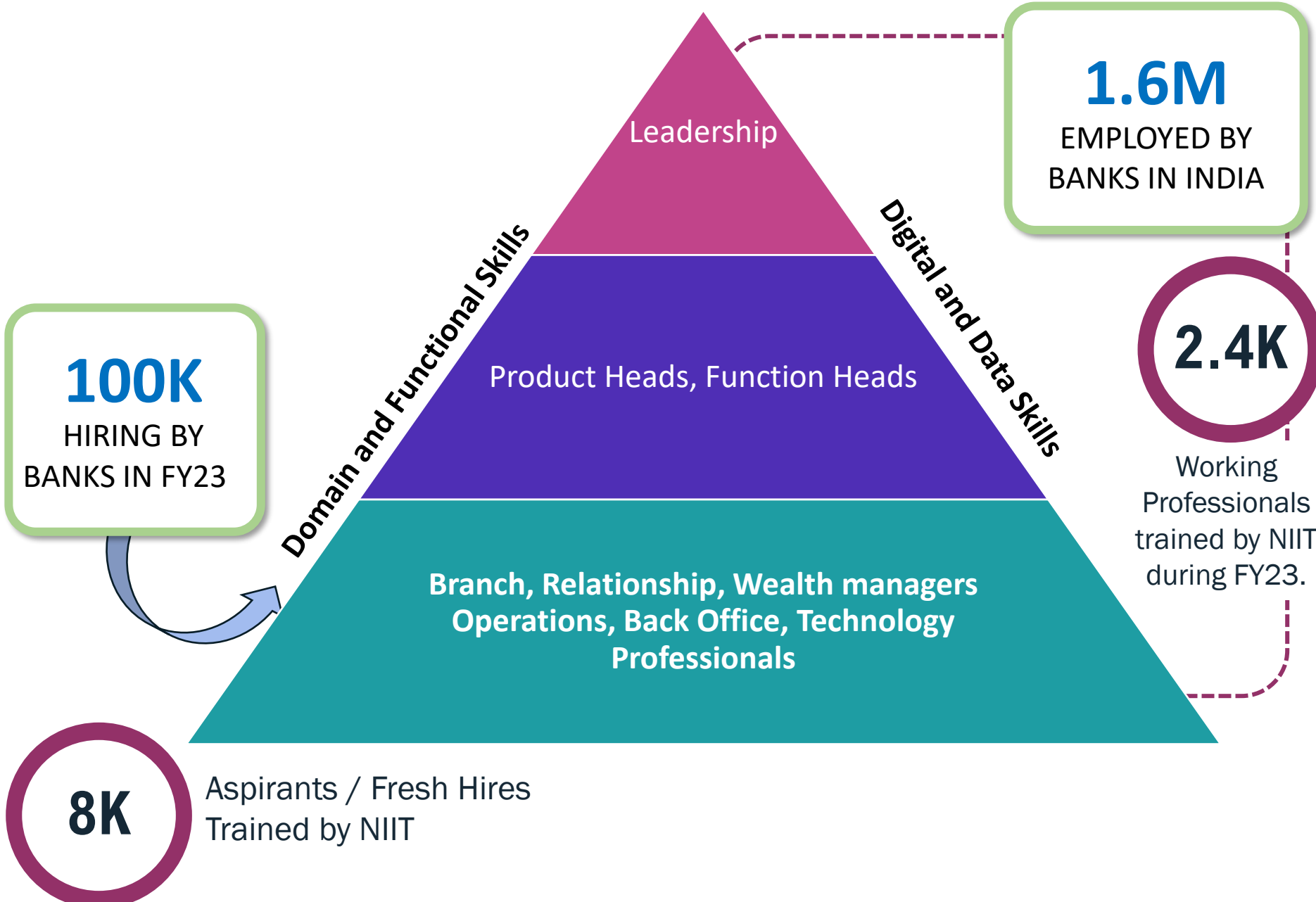
- 

**COLLEGE STUDENTS**
- 

**FRESH GRADUATES**
- 

**UNDER EMPLOYED**
- 

**NEW HIRES**



# Banking: Market Share

**100K**

Net Hiring in Banking Industry in FY23\*

**8%**

Early Career Training

**160K**

Banking Employees Get External Training

**1.5%**

Work Pro Training

NIIT is a significant provider of skills across the Banking 'Talent Value Chain'



\*Source: NSDC, NSDC - KPMG, \*\*Assuming ~10% of employees get external training

GSIs	GCCs	BFSI & Other Enterprises

Accelerating success for early career and working professionals across key market segments

**200+**  
Marquee Enterprises

**Top 40**  
Average Revenue > INR 50 M

**>90%**  
REVENUE FROM REPEAT CUSTOMERS

# Strong Alliances



Best in Class OEM Partners ensure early access and speed of launch of new offerings

30+ OEM Partners with multi-year growing relationships

17 \*Logos represent select partners, logos are trademarks of respective companies



## Distinctive Deep Skilling Methodology

Proven learning pedagogy delivered over scalable digital platform

## Serving Complete Talent Value Chain

Entry into Work Pro Segment with acquisition of RPS Consulting

**Demerger Creates Focused Entity for SNC business with strong Balance Sheet for Investments**

## Strong OEM Partnerships

Best in Class OEM relationships ensure early access to cutting edge technology

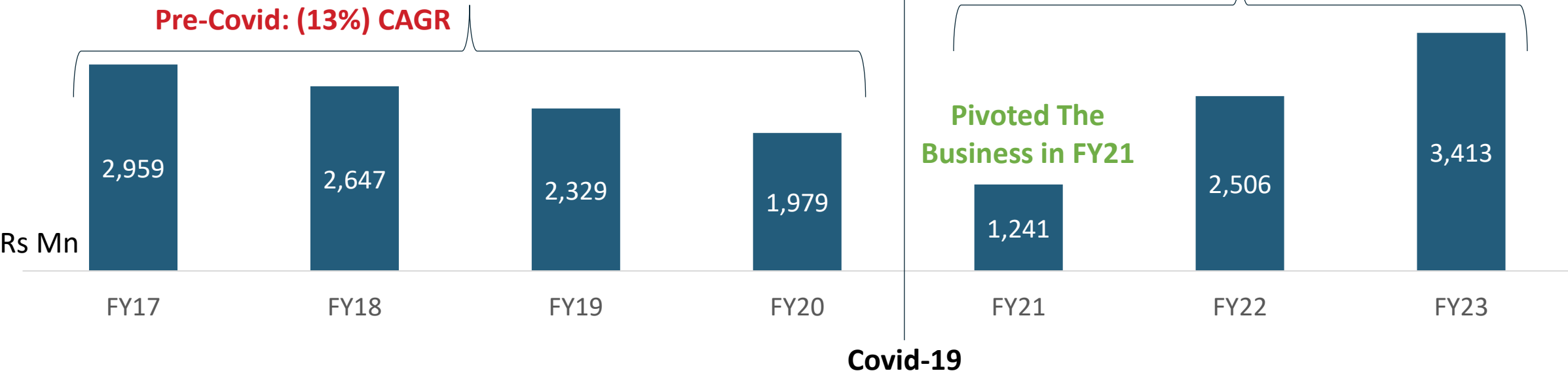
## Asset Light Model

Centre Driven Business Model to Digital Learning

# NIIT: Financial Transformation



Revenue



NIIT pivoted to Digital Learning in FY21

Business has seen strong growth post the pivot - 66% CAGR

Organic growth at 31% CAGR

Revenues higher vs pre-covid period

**Driven by the transformation, NIIT's SNC business has emerged stronger post the pandemic**

Application of Funds	
Fixed Assets (Including Land & Building)	1,669
Goodwill	835
Deferred Tax Assets	175
Other Non Current Assets	531
Cash & Equivalents	7,157
Inventory	7
Trade Receivables	306
Other Current Assets	625
Current Liabilities	(1,304)
<b>Total Application of Funds</b>	<b>10,001</b>

**Rs. 7,157 M**

Net Cash available for growth investments

**NWC Days: (39)**

Negative WC Cycle

Low Capital Intensity in operating business with shift to digital learning

Strong liquidity available on balance sheet

Mandate to invest in Innovation & Growth

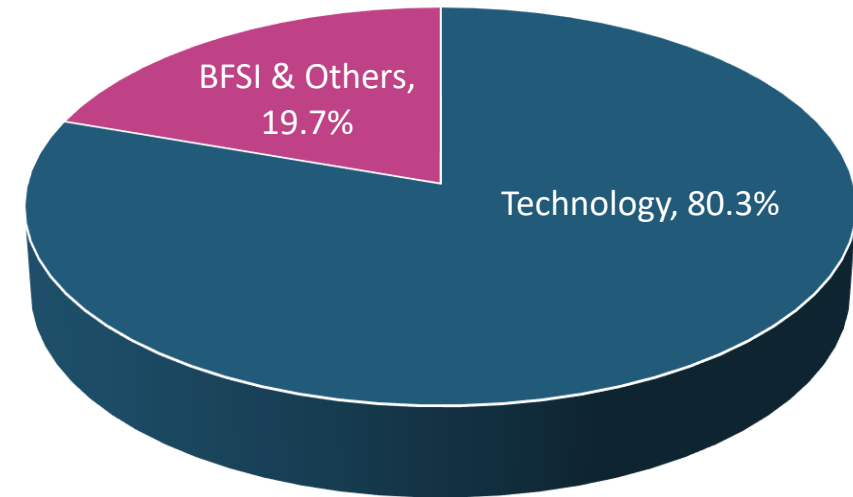
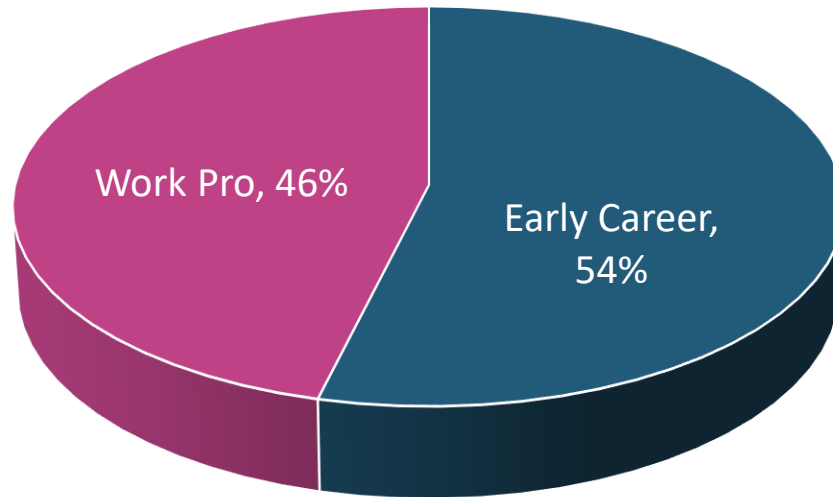
## +178K

Enrollments in  
FY23  
Across Early  
Career &  
Working  
Professionals

## >90%

Revenue from  
Repeat  
Customers for  
Enterprise  
GTM

### REVENUE MIX



Founders in Executive roles to guide the company through the transformation and transition phase



**R S Pawar**  
Executive Chairman



**Vijay K. Thadani**  
Vice Chairman & Managing Director



**P Rajendran**  
Joint MD

Experienced Business Leadership Team passionate about education & training



**Udai Singh**  
President Global Products & Learning Delivery



**Pradeep Narayanan**  
President NIIT Digital & Growth Initiatives



**Bimaljeet Bhasin**  
President, Enterprise Business



**Prasad Balakrishnan**  
CEO RPS Consulting



## INDEPENDENT DIRECTORS

Board has a strong track record of governance and brings relevant skills from diverse industries



**Geeta Mathur**  
Former Banker ICICI Bank, CFO HelpAge India | Board Member Motherson, JTEKT, IIFL



**Anand Sudarshan**  
Former Vice Chairman & MD Manipal Global Education, Co-Founder The Microland Group, Founder Sylvant Advisors,



**Avani Davda**  
Former CEO, Tata Starbucks Ltd, Advisor Bain & Co



**Ravi Garikipati**  
Former CTO Flipkart, Founder Davinta



**Srikanth Velamakanni**  
Co-founder, Group Chief Executive, and Executive Vice Chairman of Fractal AI

## NON-INDEPENDENT DIRECTORS

Executive Directors have 40+ Years of experience in Education & Training



**R S Pawar**  
Executive Chairman



**Vijay K. Thadani**  
Vice Chairman & Managing Director



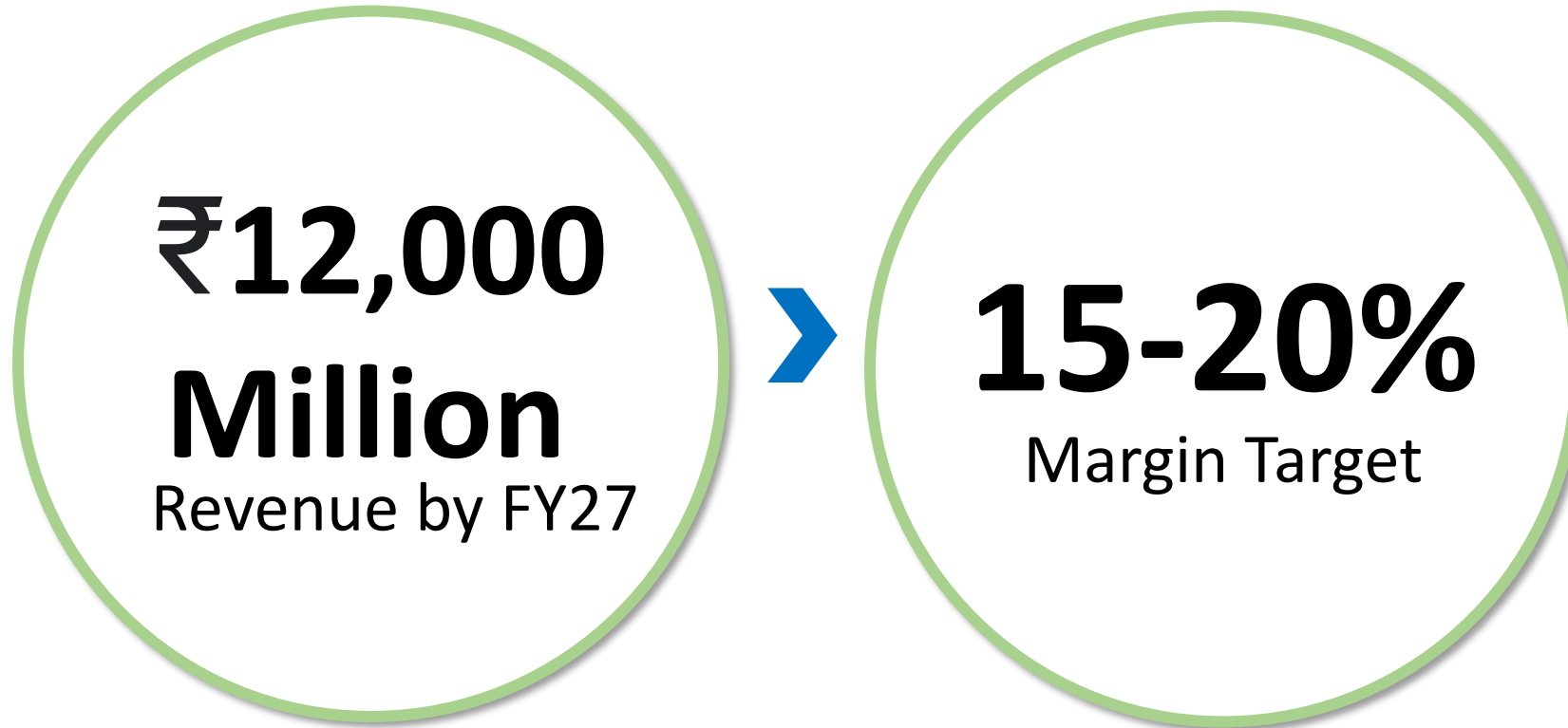
**P Rajendran**  
President Joint MD

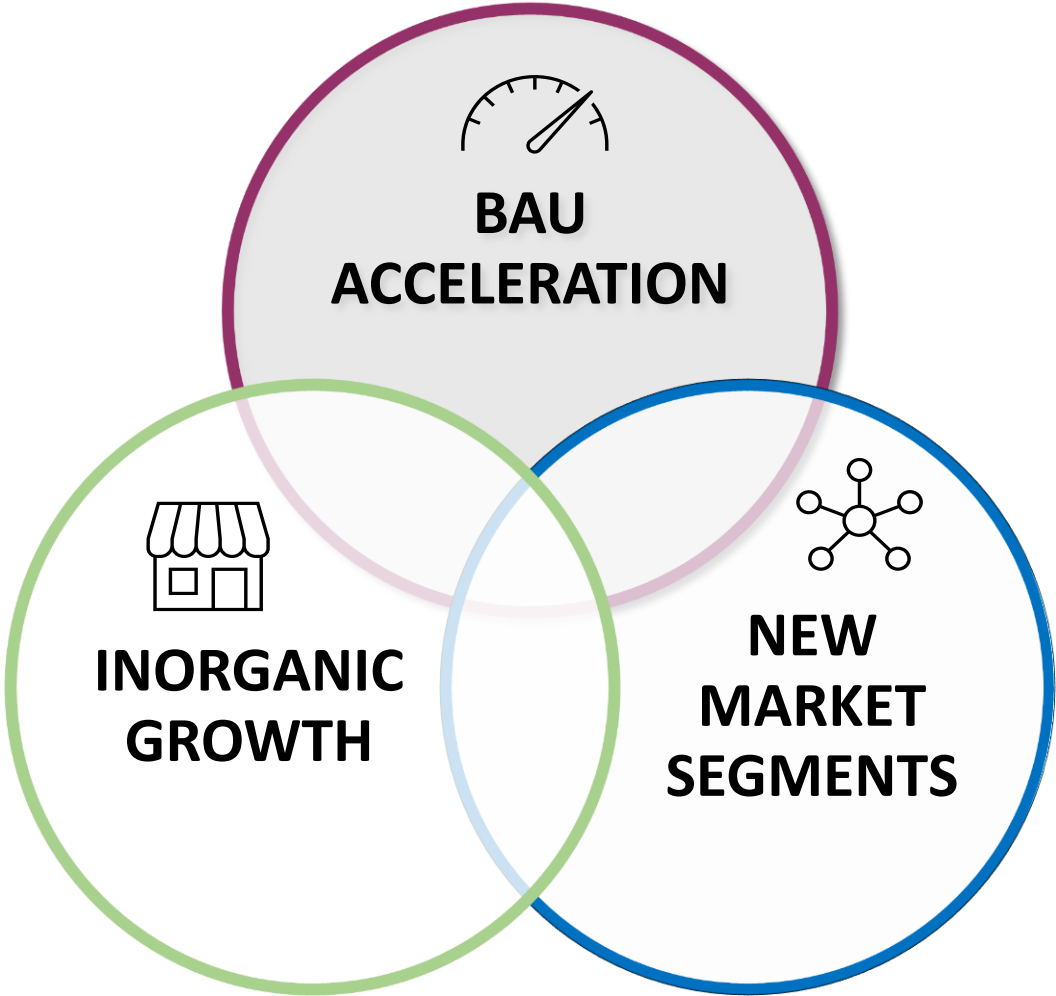
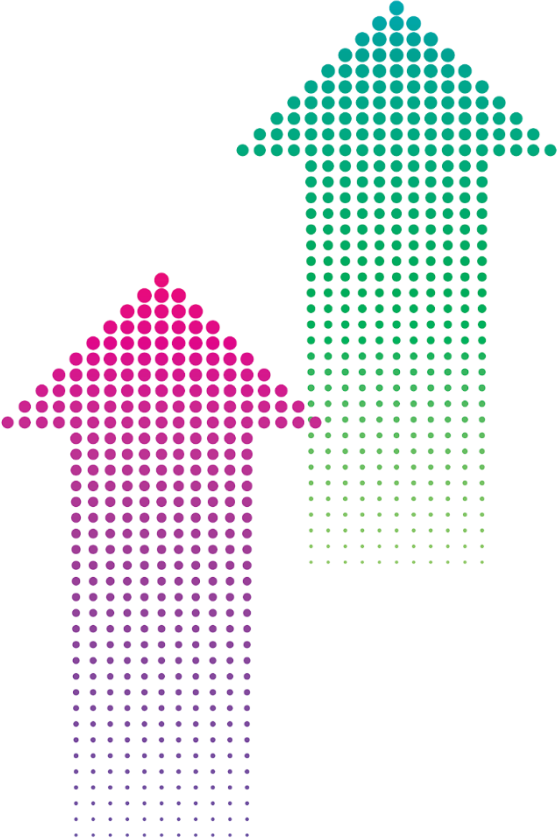


**Sapnesh Lalla**  
Non-Executive Director



**Udai Pawar**  
Non-Executive Director







**Trusted & Well  
Recognized Brand**



**Differentiated Deep  
Skilling Methodology  
delivered on Scalable  
Digital Platform with  
Proven Outcomes**



**Strong Alliances with  
30+ Leading Technology  
OEMs that ensure early  
access to cutting edge  
tech**



**Strong Balance Sheet  
for  
investments in  
innovation & growth**



A cable-stayed bridge at night, illuminated with blue and white lights. The bridge's pylon is a prominent feature, and the water below reflects the lights. The text is overlaid on the left side of the image.

You can't spell  
TRAINING without  
**NIIT**



MANAGED  
TRAINING  
SERVICES



**OUTPACE CHANGE WITH  
LEARNING**

# Investor Presentation

NIIT Learning  
Systems Limited

# Organizational Announcement

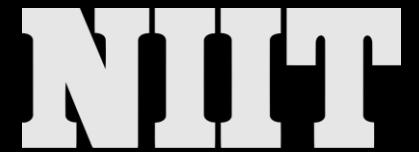
We are pleased to announce that the two business groups at NIIT have now officially been reorganized into two separate companies with effect from May 24, 2023\*



MANAGED  
TRAINING  
SERVICES

**NIIT Learning  
Systems Limited  
(NIIT MTS)**

\*Listing is WIP



**NIIT Limited  
(NIIT)**

Ticker Symbol:  
NIITLTD



# NIIT CLG

is now called

# NIIT MTS



MANAGED  
TRAINING  
SERVICES

# NIIT MTS At A Glance

**40+**

Years of pure play learning experience

**30**

Global presence in 30 countries

**5**

Top 5 Global Learning Outsourcing Company

**2300+**

World-class learning professionals

**80+**

Global Customers

**400+**

Industry Awards for Innovation & Impact

**40M**

Learners touched globally

**21K**

Hours of custom content developed annually

**150K+**

Annual Training Days

**9M+**

Annual learner transactions

**2500+**

Strong global trainer network

**5500+**

Network of L&D suppliers worldwide

# Industries We Serve



Most of our customers are in the Global Top 10 in their respective industries.

# Managed Training Services – Trusted by the World’s Best Companies

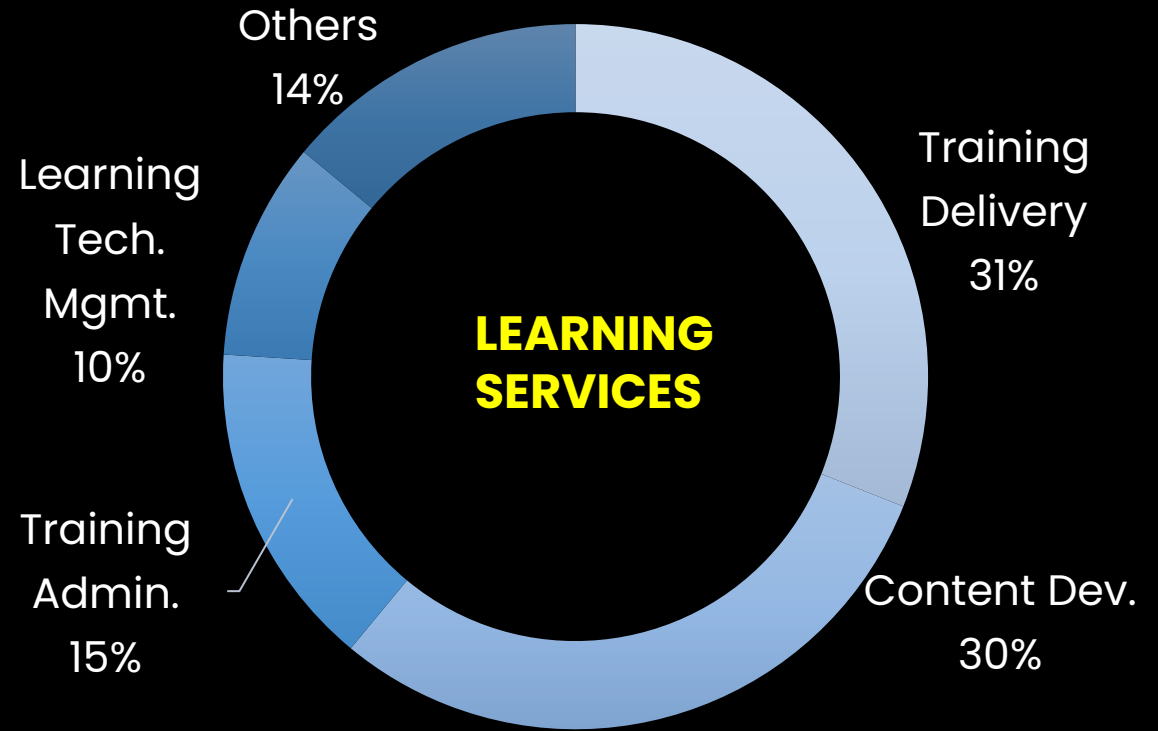
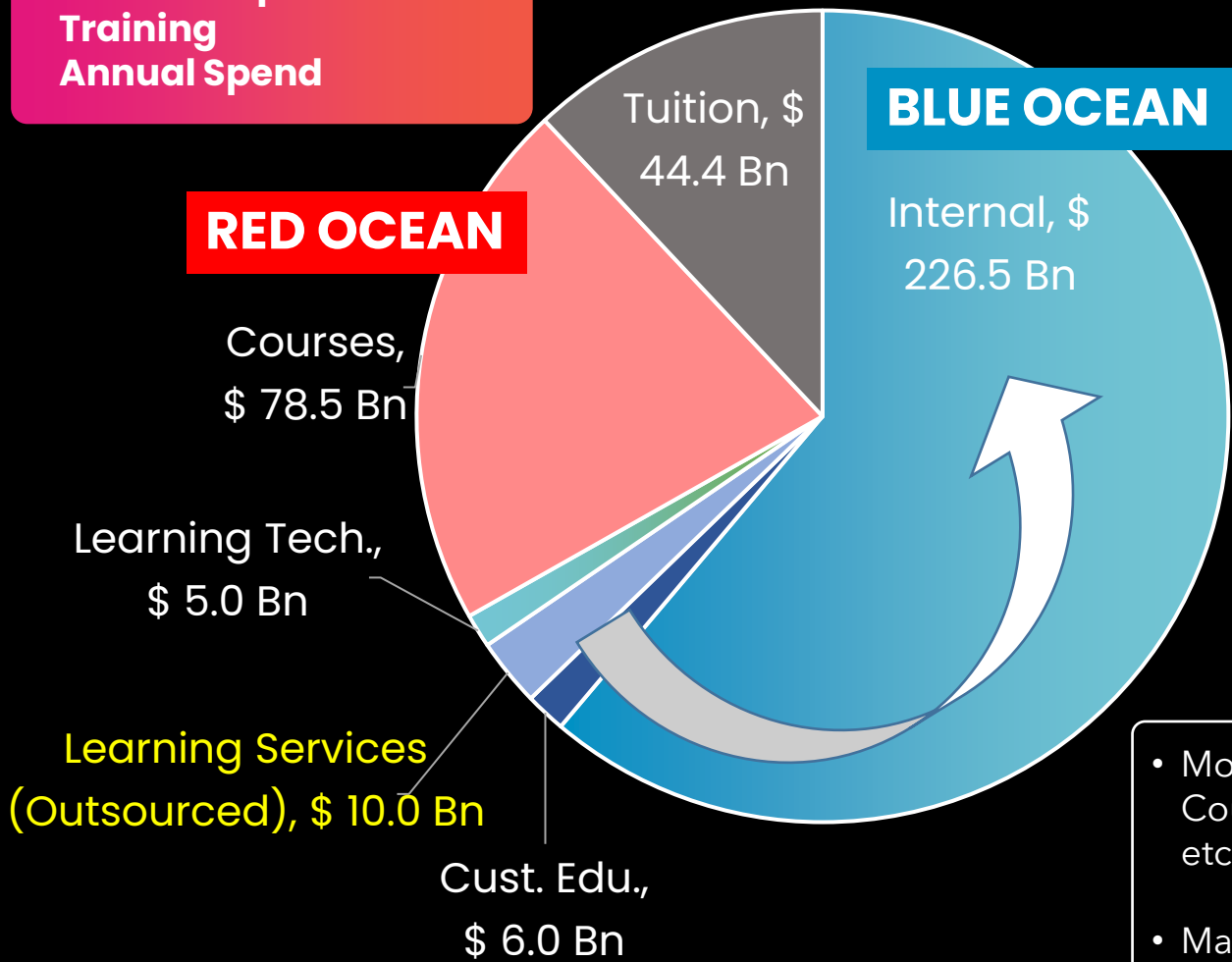
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.



# Corporate Learning Market and Growth Potential

**\$370.3Bn**

Global Corporate Training Annual Spend



- Most of the external spending is currently on Standardized Courses (Technology, Sales, Leadership, Health & Safety etc.), Learning Tech. and Tuition Reimbursements
- Majority of Internal spending can be outsourced and presents a large opportunity

# Industry Outlook

**52%**

CEOs believe labor and skills shortages will impact productivity in their industry in the next 10 years.

**73%**

CEOs believe global economic growth (i.e., gross domestic product) will decline over the next 12 months.

**40%**

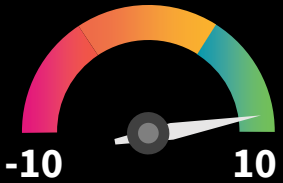
CEOs believe inflation is a key threat in the next 12 months while 28% believe it is a key threat for the next 5 years.

**72%**

CEOs are investing in upskilling the company's workforce in priority areas.

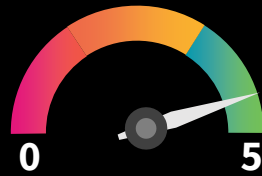
# Voice of Customers

NET PROMOTER  
SCORE



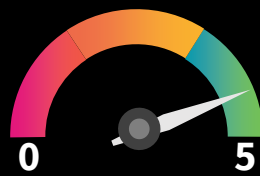
**9.03**

CUSTOMER  
SATISFACTION



**4.39**

VALUE-ADD  
SCORE



**4.13**

NIIT VOICE OF CUSTOMER SURVEY

**100%**

**RENEWAL  
RATE**

**Dependable  
and Reliable**

**Responsive and  
Customer  
Focused**

**Deep Customer  
Service Ethos**

**Desire to Exceed  
Expectations**

**Receptive to  
Feedback**

**Partnership  
Mindset**



# NIIT MTS Credentials



**LEADER IN NELSON HALL  
LEARNING BPS NEAT  
EVALUATION 2022**



**TOP 20 COMPANIES IN  
LEARNING SERVICES  
2008-2022**



**TOP 20 COMPANIES IN  
IT & TECH TRAINING  
2008-2010, 2013-2022**



**TOP 20 COMPANIES IN  
CONTENT DEVELOPMENT  
2011-2023**



**TOP 20 COMPANIES  
EXPERIENTIAL LEARNING,  
2021- 2022**

**HIRO TODAY Baker's Dozen  
Customer Satisfaction Ratings**

**RANKED #1 IN INNOVATION  
AND DEAL SIZE**



**TOP 20 COMPANIES IN  
ADVANCED LEARNING  
TECHNOLOGIES  
2022**



**STRATEGIC LEADER IN  
FOSWAY 9-GRID™ FOR  
DIGITAL LEARNING**

# Global Platform: NIIT MTS



**30 COUNTRIES | 40 MILLION LEARNERS | 80+ CLIENTS**

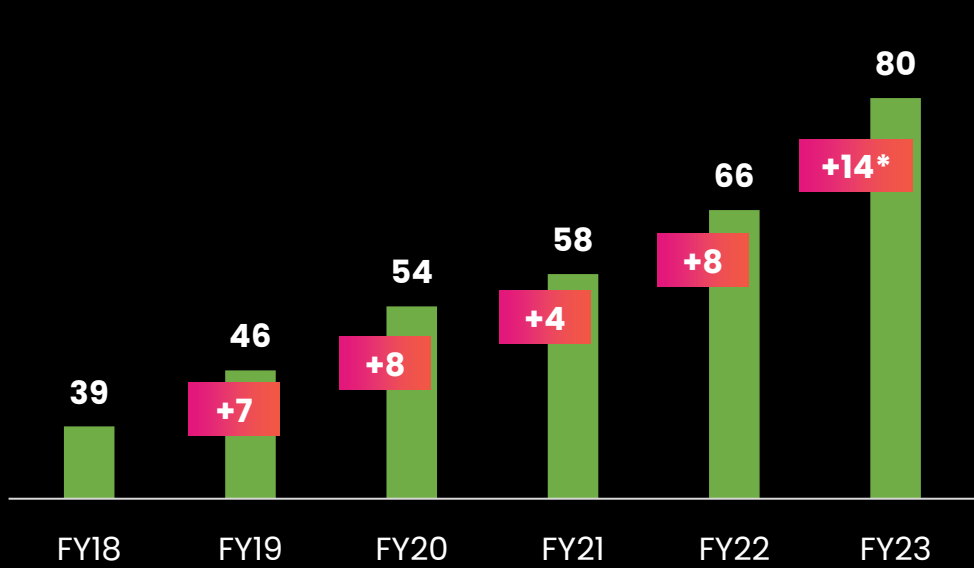
# NIIT MTS: Consistent Growth Track Record

**+20%**  
5 Year CAGR

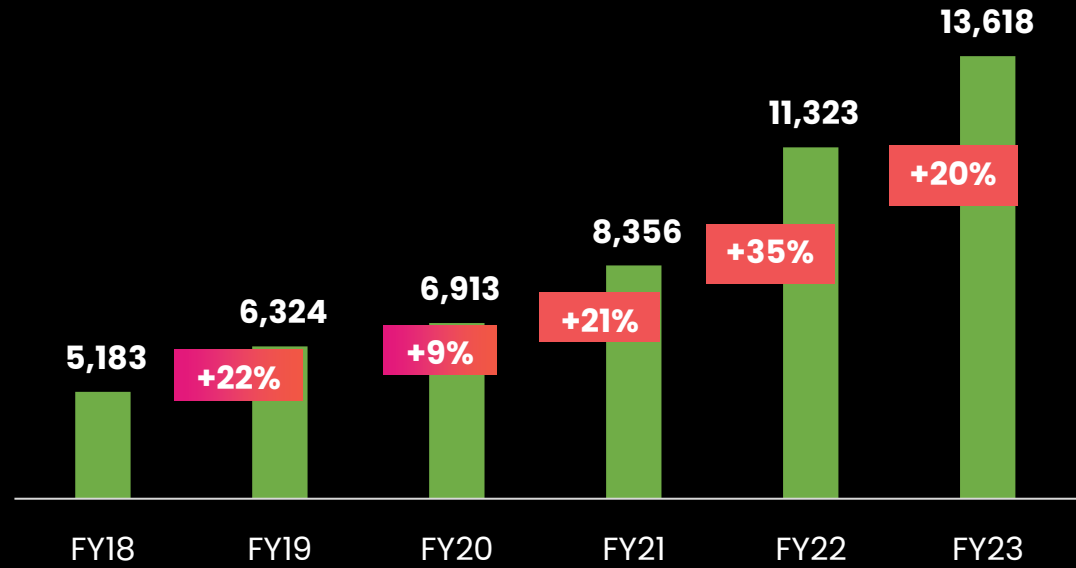
**+23%**  
EBITDA Margin

**+29%**  
Return on Equity

## MTS Customers



## Revenue in INR Million



**REVENUE VISIBILITY**  
\$363 M from Existing Contracts

**STRONG CUSTOMER ADDS**  
9 New Logos in FY21  
16 in FY22, 12 in FY23

**CAPITAL EFFICIENCY**  
High ROCE, ROE and Free Cash Flow Generation

**UNIQUELY POSITIONED**  
to benefit from current environment

\*Includes significant customers of St. Charles Consulting Group

**NIIT MTS  
CUSTOMER  
ADVISORY  
BOARD**



MANAGED  
TRAINING  
SERVICES





# Leadership Team



**SAPNESH LALLA**  
CEO & EXECUTIVE  
DIRECTOR



**SAILESH LALLA**  
CHIEF BUSINESS  
OFFICER



**DJ CHADHA**  
CHIEF CUSTOMER  
OFFICER



**DR. GREGG COLLINS**  
CHIEF LEARNING  
SCIENTIST



**SANJAY MAL**  
CHIEF FINANCE  
OFFICER



**RAJAN  
VENKATRAMAN**  
CHIEF DIGITAL  
OFFICER



**BABITA KARKI**  
CHIEF PEOPLE  
OFFICER



**LARRY DURHAM**  
PRESIDENT  
STCG



**THOMAS KUPETIS**  
EXECUTIVE VICE  
PRESIDENT  
STCG



**GABRIELLE WALLACE**  
EXECUTIVE VICE  
PRESIDENT  
STCG



**JAMES HOMER**  
PRESIDENT  
STACKROUTE  
LEARNING



**MATTHEW CELANO**  
VP MARKETING  
STACKROUTE  
LEARNING

# NIIT MTS: Right to Win

PROPRIETARY LEARNING  
METHODOLOGIES WITH  
PROVEN OUTCOMES

END-END SERVICES  
DELIVERY CAPABILITY

GLOBAL REACH

CUSTOMER CENTRICITY  
RESULTING IN 100%  
RENEWALS

STABLE & TENURED  
LEADERSHIP TEAM

STRONG BALANCE SHEET  
WITH MANDATE TO INVEST  
IN GROWTH

# NIIT MTS: GROWTH VECTORS

CONTINUING  
INVESTMENTS IN S&M

NEW SEGMENTS  
RENEWABLE ENERGY

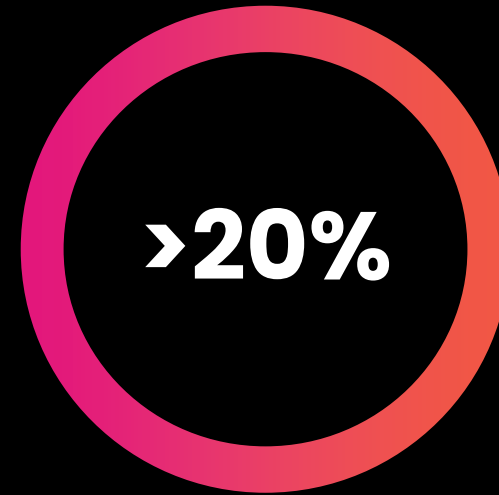
INORGANIC  
EXPANSION



# Growth Aspiration



by FY27



EBITDA  
Margin





**NIIT**

MANAGED  
TRAINING  
SERVICES

ATLANTA | BERGEN | DUBLIN | GURUGRAM | LONDON | ROCHESTER | SHEFFIELD | SHANGHAI | TOULOUSE | VANCOUVER