



NIIT Limited

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

CIN: L74899HR1981PLC107123

www.niit.com

May 24, 2024

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 Limited
Listing Department
Exchange Plaza,
5th Floor, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

**Subject: Press Release for Audited Financial Results for the financial year ended
March 31, 2024**

Scrip Code: BSE – 500304; NSE – NIITLTD

Dear Sir,

Please find enclosed a copy of the press release for Audited Financial Results of the Company for the financial year ended March 31, 2024.

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 Limited Announces Consolidated Results for Q4 and Financial Year 2023-24

Q4 FY24 Highlights

- Q4 Revenue at Rs. 743 million, up 24% YoY
- EBITDA at Rs. 13 million, vs. EBITDA loss of Rs. 95 million LY
- Profit After Tax (PAT) at Rs. 112 million, vs. loss of Rs. 94 million LY

FY23-24 Highlights

- FY24 Revenue at Rs. 3035 million
- EBITDA at Rs. 48 million; EBITDA margin up 129 bps YoY
- Profit After Tax (PAT) at Rs. 384 million, vs. Rs. 32 million LY
- EPS of Rs 2.85 vs. Rs. 0.24 LY

	Q4 FY24			FY24	
(In Rs. Mn)	Quarter Ended March 31, 2024	QoQ change*	YoY change	FY24	YoY change
Net Revenue	743	-13%	24%	3035	-11%
EBITDA	13	-83%	+108 Mn	48	364%
Profit After Tax	112	-22%	+205 Mn	384	1108%

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

New Delhi, May 24, 2024: NIIT Limited (Ticker Symbol: NIITLTD), a leading skills & talent development corporation, announced the annual results for the Financial Year 2024, ending March 31, 2024.

During the quarter, the company recorded Net Revenue of Rs. 743 million, up 24% YoY. EBITDA was recorded at Rs. 13 million, up 114% YoY. Profit after Tax was Rs. 112 million, up 219% YoY.

During the financial year, the company recorded consolidated Net Revenue of Rs. 3035 million. EBITDA was Rs. 48 million, up 364% YoY. Profit After Tax was Rs. 384 million and the EPS stood at Rs. 2.85.

The Board recommended a final dividend of Rs. 0.75 per equity share. This is in addition to an interim dividend of Rs. 0.50 per equity share declared on October 31, 2023.

The results were taken on record at the meeting of the Board of Directors held on May 24, 2024.

In FY24, NIIT Ltd announced the integration of Generative AI in its existing Digital Marketing and Full Stack Software Engineering programs which is aimed at equipping learners with a competitive edge in today's rapidly evolving job market thereby making them industry-ready.

Mr. Vijay K. Thadani, Vice Chairman and Managing Director, said, *"The business has responded with agility to the IT hiring freeze with alternate growth strategies which resulted in getting back on the path of growth in Q4. We have received very encouraging response from our customers for adoption of GenAI*

in improving productivity. We are very excited about the opportunities emerging out of integrating GenAI towards outcome-based learning."

In Q4, revenue from NIIT Ltd.'s early career segment grew 16% YoY, contributing 48% to the total revenue. The working professional segment grew 32% YoY contributing the balance 52%. Additionally, StackRoute and TPaaS experienced a year-over-year growth of 45%.

Mr. Rajendra S Pawar, Chairman and Co-Founder, NIIT Ltd said, *"We remain committed to empowering individuals and building a future-ready workforce. The results showcase the impact of our tailored programs and strategic investments in areas like Generative AI and new-age skills. This empowers individuals at all career stages to thrive."*

In FY24, RPS Consulting, an NIIT subsidiary, made significant strides in the industry, being recognized as the **"2024 Google Training Partner of the Year - Asia Pacific"** for the second consecutive year. Additionally, RPS Consulting has been honored as the **"Veeam Partner of the Year for APAC - 2023"** and the **"EC Council ATC of the Year - 2023"**.

The 7th edition of the annual customer conference **NIIT Confluence 2024**, which has emerged as a pivotal event in the Learning and Development (L&D) landscape, was held in April'24. The event featured a diverse lineup of participants and speakers from prominent companies across various industries. With approximately 10 panel discussions, 5 fireside chats, and 3 keynote sessions over three days, the event provided a robust platform for dialogue and the exchange of ideas.

In a move to redefine education with personalized guidance, NIIT Digital conceptualized the idea of **NIIT Learner Hub** with a vision to bridge the gap in online learning, offering a human touch through face-to-face interaction. NIIT Learner Hub will empower students to explore interests, identify strengths, and build personalized roadmaps to success. This innovative space fosters meaningful conversations and unlocks opportunities, ensuring students thrive in the tech-driven world.

NIIT Ltd organized the third edition of the **EdTech Growth Summit** focusing on capacity building of the Ed-tech sector to help achieve profitable growth. The Summit featured keynote speeches, panel discussions, and fireside chats besides providing a unique platform for Ed-tech founders and start-ups to glean insights from industry experts and collaborate with educators, industry leaders, and tech innovators.

IFBI significantly expanded its offerings in FY24, launching a suite of solutions for diverse roles within the BFSI industry. These solutions include Branch Manager Certification, Digital Sales Coaching for sales professionals, Branch Operations Management programs, and an academy with a long-term learning journey for Relationship Managers. Additionally, programs focused on Bharat Banking, Rural Banking, and Corporate Salary catered to specific segments of the financial sector. Through strategic partnerships with leading banks, IFBI has successfully trained over 32,000 BFSI professionals.

StackRoute achieved significant growth in its Transformative Program series, partnering with five Global System Integrators (GSIs) and one Global Capability Centre (GCC) to upskill senior tech professionals like Architects, Program Managers, and Product Managers. Additionally, StackRoute expanded its offerings by

launching Data Science programs for an Engineering GCC and a GSI, while also creating unique reskilling and deployment programs for software engineers at two GSIs.

Other Highlights

- NIIT Ltd introduced a new set of programs named Career Catalyst Programs which is a Java & Data Science Foundation Program aimed at providing learners with an early head start in career exploration and skill development in their desired fields.
- NIIT Limited has been recognized as **Best Education Brand of 2023** at the 6th Edition of The Economic Times Best Education Brands awards and summit for its commitment and contribution towards strengthening the upskilling and reskilling landscape through its innovative learning solutions.
- NIIT Limited announced the first edition of Digital Architecture Conclave 2023 by StackRoute, an NIIT venture, that provides a unique opportunity for the architectural community to get insights from key industry leaders and professionals on architecture trends and techniques powering future architectural blueprints.

About NIIT Limited

NIIT Ltd. is a leading skills & talent development corporation, set up in 1981 to help the nascent IT industry overcome its human resource challenges. To meet the manpower challenges in BFSI sector, NIIT established Institute for Finance, Banking, and Insurance (IFBI), India's premier banking training institute in 2006. The company today ranks amongst the world's leading training organizations owing to its vast and comprehensive array of talent development programs.

NIIT Ltd. delivers a diverse range of learning and talent development programs to millions of individual and corporate learners in futuristic domains through its various businesses including **NIIT Digital, StackRoute, RPS Consulting, Institute of Finance Banking & Insurance (IFBI), TPaaS and Sales & Service Excellence (SSE)**.

- The robust **NIIT Digital** platform enables distinctive learning experiences for corporate and individual learners.
- **IFBI** is a leading provider of learning services for early career as well as working professionals for the BFSI sector in India.
- **NIIT StackRoute** is a digital transformation partner for corporates to build multi-skilled full stack professionals in advanced technologies at scale.
- **RPS Consulting** is a leading provider of training programs on emerging digital technologies for experienced technology professionals.
- **Talent Pipeline as a Service (TPaaS)** helps organizations address the challenge of securing mid to long term talent across Technology, Marketing, and Sales Roles.
- **NIIT SSE** has deep expertise in empowering businesses in creating an eco-system for talent development to enhance key competencies & elevate performance to achieve higher business outcomes.

For more information about NIIT visit: www.niit.com

<u>For Media queries please contact</u> Abhishek Puri Division Lead, Corporate and Marketing Communications, NIIT Limited Ph: (Cell) + +91 9953300852	<u>Investors may contact:</u> Kapil Saurabh Head of Mergers and Acquisitions and IR, NIIT Limited Ph (Cell) +91 9899117793, (Dir) +91 124 4293324
--	--

Press Release



Email: abhishek.puri@niit.com

Anuradha Chawla

Sr Account Director, AvianWE

Ph: (Cell) +91 9899965560

Email: anuradha@avianwe.com

Email: kapil.saurabh@niit.com

Visit us at: www.niit.com

Follow us on: www.twitter.com/niittd