



MANAGED  
TRAINING  
SERVICES

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August 1, 2024

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

**The Manager**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051

**Sub: Press Release for Unaudited Financial Results for the quarter ended June 30, 2024**

**Script Code: BSE - 543952; NSE - NIITMTS**

Dear Sir,

Please find enclosed a copy of the Press Release for Unaudited Financial Results of the Company for the quarter ended June 30, 2024.

This is for your information and records.

Thanking you,

Yours sincerely,  
For **NIIT Learning Systems Limited**

**Deepak Bansal**  
**Company Secretary**  
**& Compliance Officer**

**Encl.: a/a**

**NIIT Learning Systems Limited**

(Formerly MindChampion Learning Systems Limited)

Registered Office: Plot No. 85, Sector 32, Institutional Area,  
Gurugram 122 001, Haryana, India | Tel: +91 (124) 4293000 | CIN: L72200HR 2001 PLC 099478



## NIIT Learning Systems Limited (NIIT MTS) Announces Q1 FY25 (April-June 2024) Results

### Highlights for Q1, FY25

- Revenue at Rs. 407.2 Cr, up 7% YoY and 2% QoQ
- EBITDA at Rs. 102.4 Cr up 11% YoY and 3% QoQ
- EBITDA margin at 25% up 99 bps YoY and 14 bps QoQ
- PAT at Rs. 60 Cr with EPS at Rs. 4.4
- Added 3 new MTS Customers; MTS customer tally at 89; Revenue Visibility at USD 350 million

	Consolidated Financials for Q1 FY25		
(In Rs. Crores)	Quarter ended June 30, 2024	QoQ change	YoY change
Net Revenue	407.2	2%	7%
EBITDA	102.4	3%	11%
Profit After Tax	60.0	10%	9%

**New Delhi, August 01, 2024:** NIIT Learning Systems Limited (Ticker Symbol: NIITMTS), a global leader in managed learning services announced the results for the first quarter ended June 30, 2024.

During the April to June 2024 quarter, the company recorded a consolidated Net Revenue of Rs. 407.2 Cr, up 7% YoY and up 2% QoQ. EBITDA was Rs. 102.4 Cr, up 11% YoY and 3% QoQ while EBITDA Margin stood at 25%. Profit After Tax was Rs. 60 Cr and the EPS stood at Rs. 4.4.

The results were taken on record at the meeting of the Board of Directors held on August 1, 2024.

NIIT MTS added three new MTS contracts during the quarter. In addition, the company continued to maintain its track record of 100% renewals. The total number of MTS customers at the end of quarter at 89 with revenue visibility at USD 350 Million.

During the quarter, NIIT MTS further enhanced its GenAI offering with ten enterprise-wide use cases for AI-powered L&D transformation. The company also held its flagship Learning Leadership Circle events at client locations across North America and Europe to bring learning leaders together to brainstorm on opportunities to make L&D more strategic and effective for their respective organizations.

Commenting on the results, **Vijay K. Thadani, Vice Chairman & Managing Director, NIIT MTS** stated, "NIIT MTS continues to demonstrate remarkable resilience in a volatile and uncertain environment. The company has taken the pole position in application of GenAI for improving the effectiveness and efficiency of the L&D function of our customers."



**Sapnesh Lalla, CEO and Executive Director, NIIT MTS**, shared his views on the results, *"In Q1 FY25, NIIT MTS continued to see resilient growth. We have accelerated new customer addition and have retained our track record of 100% renewals. We are excited about the immense opportunity that GenAI creates for our customers and are starting to see early results."*

### Awards and Accreditations

- NIIT MTS positioned as Strategic Leader on the Fosway 9-Grid™ for Digital Learning for the second consecutive year in 2024
- NIIT MTS named in Training Industry, Inc.'s 2024 list of Top 20 Learning Services Companies for the sixteenth consecutive year
- NIIT MTS named in Training Industry's Top 20 Custom Content Development Companies for the fourteenth straight year

### About NIIT Learning Systems Limited (NIIT MTS)

NIIT MTS is the trusted partner and award-winning talent and L&D partner for the world's leading companies in over 30 countries. Established in 1981, NIIT MTS offers managed learning services and strategic consulting services that are designed to solve the most complex challenges in talent, skills, and workforce transformation.

Our high-impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce. Our comprehensive suite of Managed Learning Services includes Custom Content and Curriculum Design, Learning Delivery, Learning Administration, Strategic Sourcing, and Learning Technology. We also provide specialized learning solutions including Generative AI-Based Learning, Immersive Learning, Customer Education Services, HCM Technology and Consulting Services, Leadership and Professional Skills Training, Digital and IT Training, and Talent Pipeline as a Service.

NIIT MTS's strategic consulting links organizational strategy with workforce needs, leveraging expertise from the St. Charles Consulting Group. Our consulting services include Learning & Talent transformation Strategic Learning & Career interventions, Talent Technology Advisory, Workforce Skilling, Learner-Centric Experiences, and Learning & Talent Intelligence.

With a Net Promoter Score of 9/10 and a 100% renewal rate, NIIT MTS helps leading companies transform and reimagine their learning ecosystems while increasing the business value and impact of learning.

Visit us at: [www.niitmts.com](http://www.niitmts.com)

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