



**NIIT Limited**

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Institutional Area,  
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CIN: L74899HR1981PLC107123

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

**August 2, 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: 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 to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter ended June 30, 2024.

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 sincerely,  
For **NIIT Limited**

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

**Encl: a/a**

# NIIT

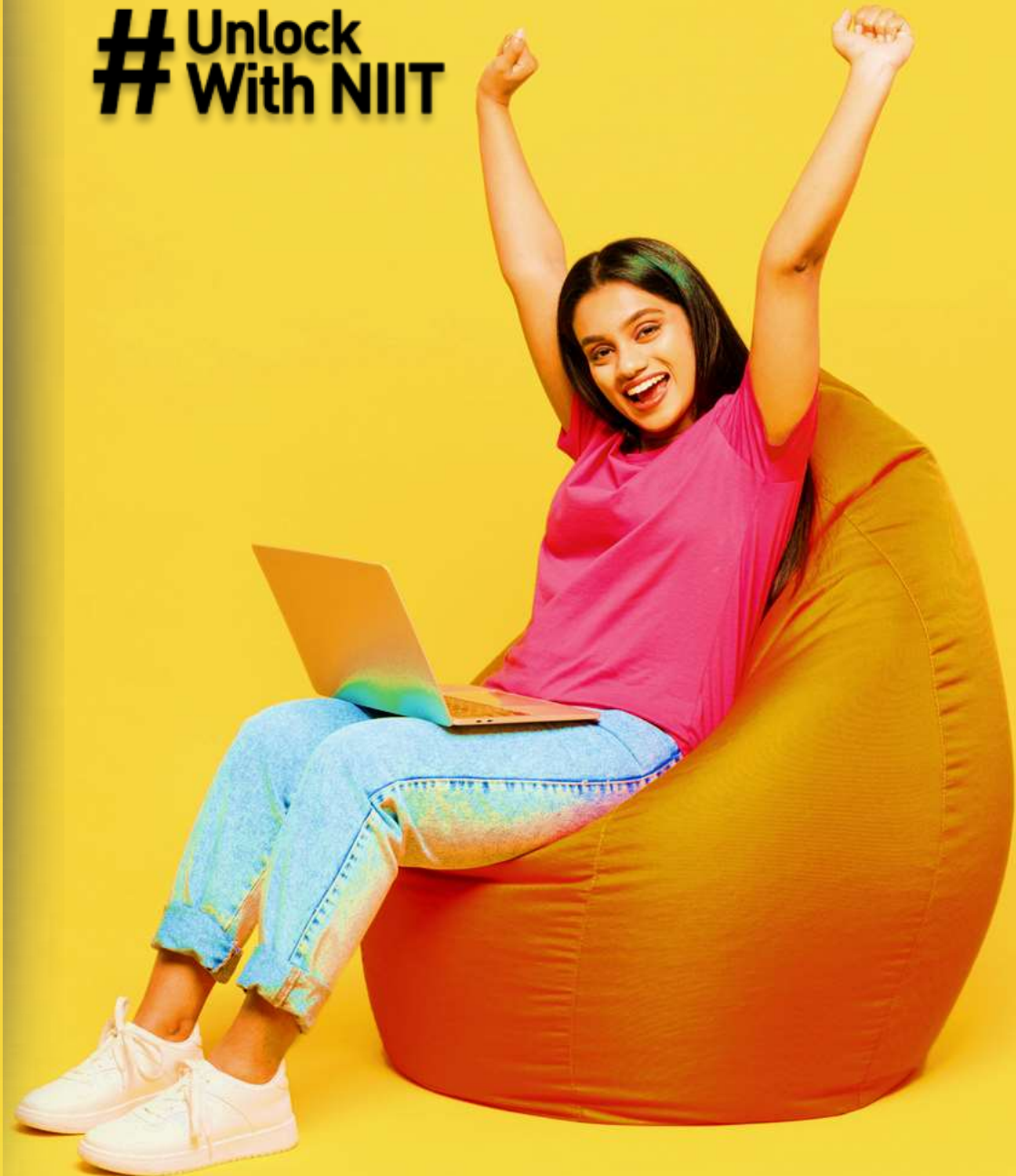
NIIT Limited

## FINANCIAL RESULTS

(Q1 FY25)

August 02, 2024

# Unlock  
With NIIT



# Environment

Significant opportunities for growth in the current environment, despite near term uncertainty in the technology sector

Indian economy to grow at 6.5%-7% in FY25, driven by resilience in private consumption, investments, and growth in the domestic services sector **1**

GCC universe to grow from ~1600 to ~1900; Big 4 Professional services expected to see rapid expansion **2**

GSI's will Upskill and Reskill existing talent to find growth avenues and improved margins. **3**

Hiring demand by large private sector banks remains robust on strong push in retail segment **4**

IT services firms starting to hire. Headcount addition after six consecutive declining quarters **5**

Industry 5.0, renewable energy, EVs and other decarbonization initiatives are creating massive new skill requirements **6**

Gen AI is part of C-suite conversations across industries. **7**

Only 51.25% of India's graduates are employable, with significant challenges in vocational training & skilling (Economic Survey 2023-24). Employment & Skilling is one of the 9 key focus areas for the government for 'Viksit Bharat' **8**



# Q1 FY25: In Perspective

- Revenue at INR 825 Mn; up 32% YoY and up 11% QoQ
- Business continues to see strong recovery due to increased penetration in BFSI, GCCs/ Tier II GSIs and India Enterprise segment. While IT hiring has seen some resumption, volumes remain low
  - Revenue from Technology programs at INR 547 Mn up 13% YoY & 14% QoQ; contributes 66%
  - BFSI & Other program continues to remain robust at INR 278 Mn up 94% YoY & 5% QoQ; contributes 34% vs 23% last year
- Continue to invest in fit for growth initiatives. EBITDA at INR (2) Mn Vs INR 13 Mn LQ & INR (64) Mn LY
- Company hosted “Confluence”, its annual customer conference, during the quarter
- PAT at INR 78 Mn up from INR 22 Mn last year; EPS at INR 0.6 up from INR 0.2 last year
- Net Cash of INR 7,185 Mn
- Company appointed Mr. Pankaj Jathar as new CEO effective July 1, 2024

The Company's pivot to pursue additional growth opportunities contributed to QoQ & YoY growth



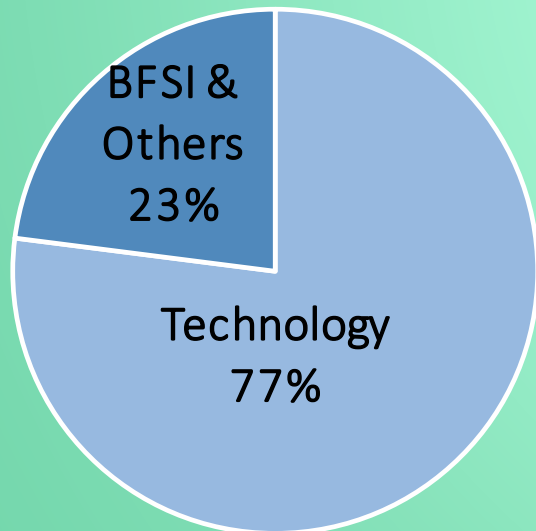
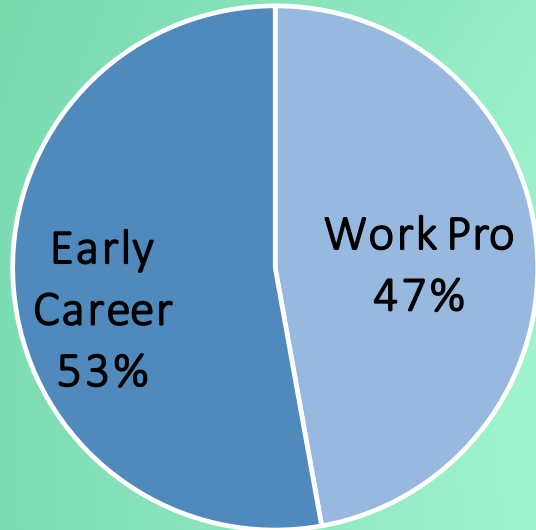
# Key Financials

INR Mn	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY
<b>Net Revenue</b>	<b>825</b>	<b>743</b>	<b>11%</b>	<b>625</b>	<b>32%</b>
Operating expenses	827	730	13%	690	20%
<b>EBITDA*</b>	<b>(2)</b>	<b>13</b>	<b>-114%</b>	<b>(64)</b>	<b>97%</b>
Depreciation	56	50	11%	41	37%
Net Other Income/ (Expense)	155	166	-7%	138	13%
<b>Operational PBT</b>	<b>98</b>	<b>129</b>	<b>-24%</b>	<b>33</b>	<b>200%</b>
Tax	(15)	(14)	-5%	(7)	-116%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	<b>0 mn</b>	(1)	<b>1 mn</b>
Non Controlling Interests	(4)	(2)	-2 mn	(2)	-2 mn
<b>PAT</b>	<b>78</b>	<b>112</b>	<b>-31%</b>	<b>22</b>	
<b>EPS (INR)</b>	<b>0.6</b>	<b>0.8</b>	<b>-31%</b>	<b>0.2</b>	<b>256%</b>

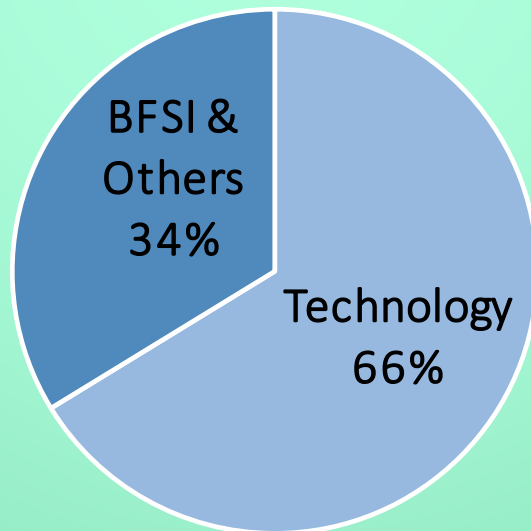
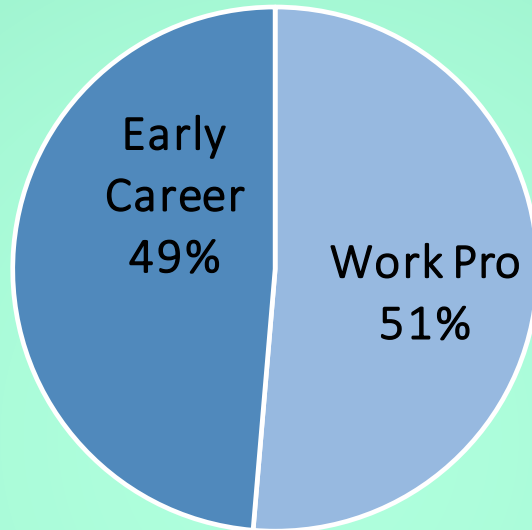
- Revenue up 11% QoQ & 32% YoY
- EBITDA at INR (2) Mn
- Net Other Income includes treasury income of Rs 123 million; Interest on tax refund INR 15 Mn & Other recoveries

# Revenue Mix

## Q1 FY24

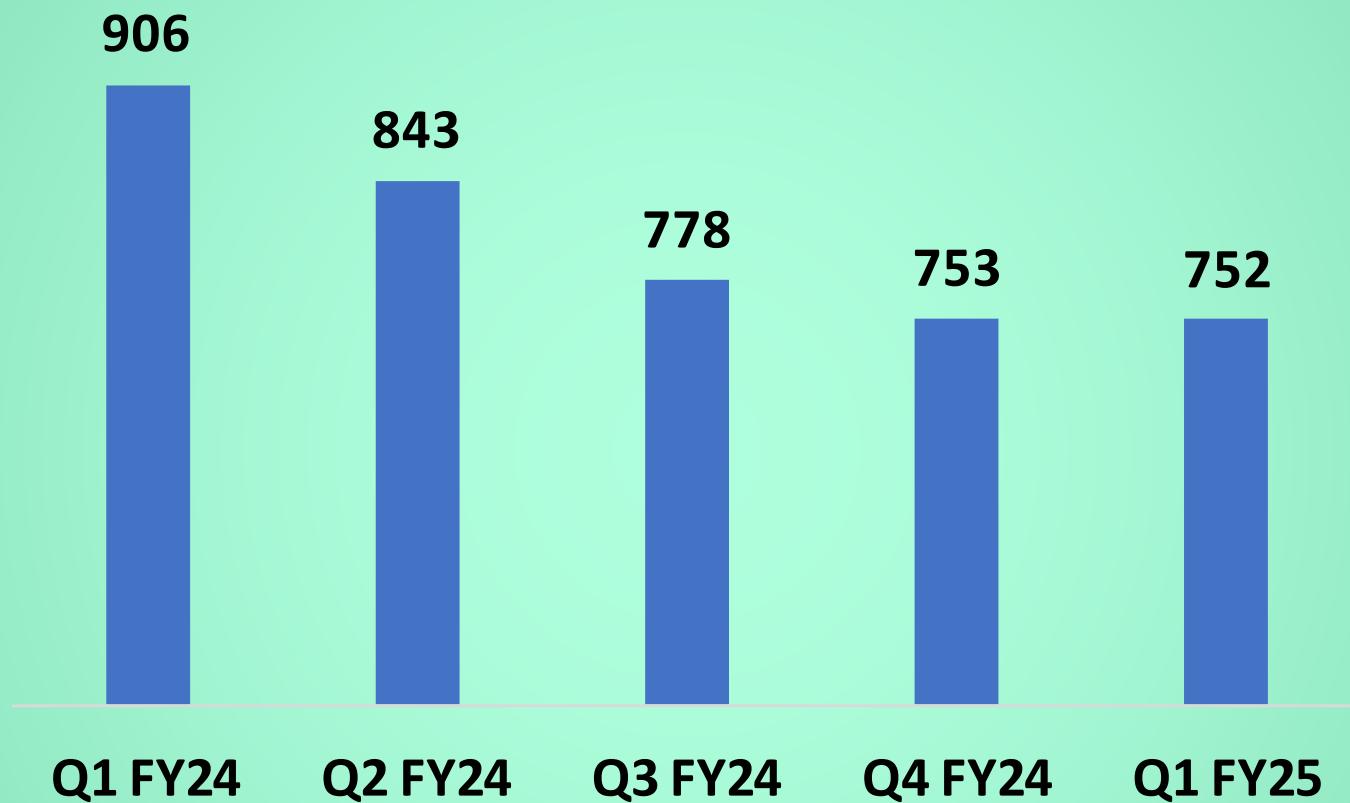


## Q1 FY25



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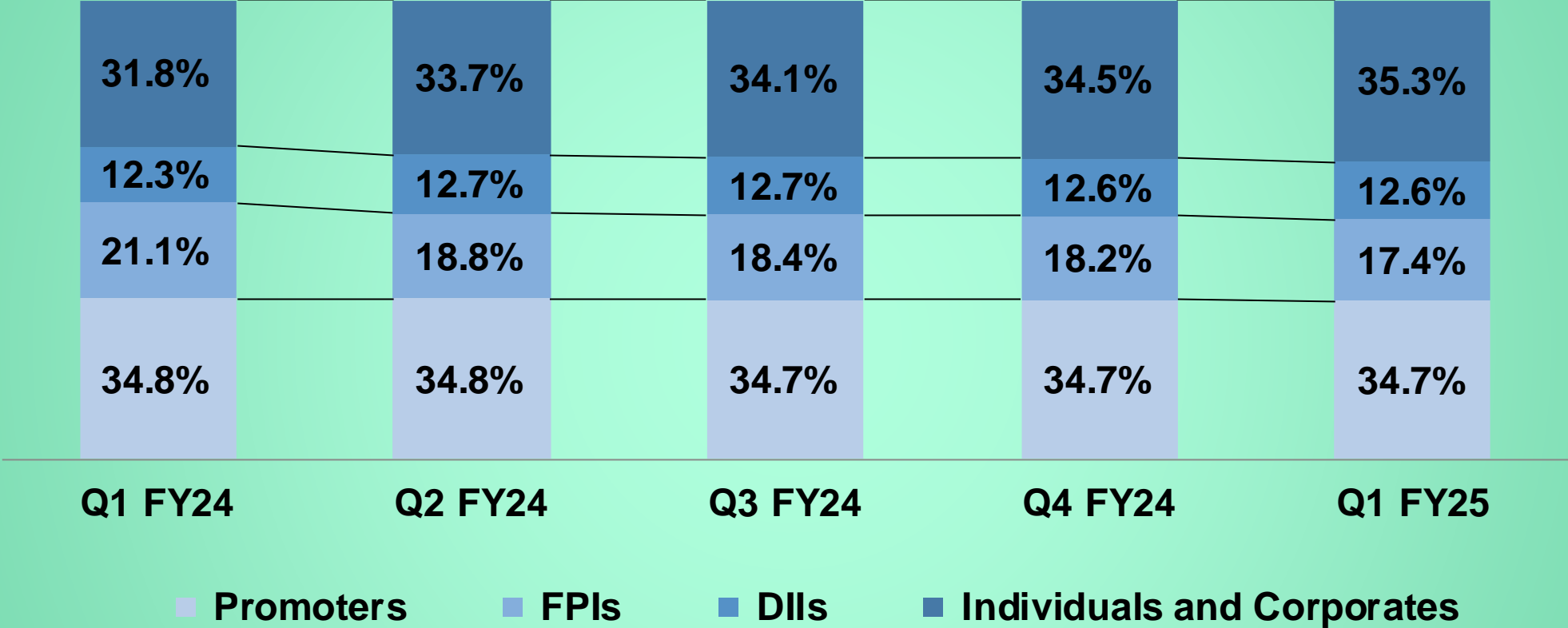
# People



- Headcount down 1 QoQ and down 154 YoY

*\* excludes project retainers*

# Shareholding Pattern



\* Includes impact dilution of shareholding percentage due to of exercise of ESOPs