



NIIT Limited

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**The Manager
BSE Limited**

**The Manager
National Stock Exchange of India Ltd**

**Subject: Press Release for Audited Financial Results for the financial year ended March
31, 2023**

Scrip Code: BSE – 500304; NSE – NIITLTD

**Yours sincerely,
NIIT Limited**

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

Encls : a/a

NIIT Ltd and NIIT Learning Systems Ltd (NLSL) post demerger announce Annual Financial Results FY23

NIIT Ltd Highlights for FY23

- Records FY23 Revenue at Rs. 341.3 Cr, up 36% YoY
- FY23 EBITDA recorded at Rs. 1 Cr
- FY23 Profit After Tax at Rs. 3.2 Cr

NLSL Highlights for FY23

- Records FY23 Revenue at Rs. 1361.8 Cr, up 20% YoY
- FY23 EBITDA recorded at Rs. 315.4 Cr; FY23 EBITDA margin at 23.2%
- FY23 Profit After Tax at Rs. 192.2 Cr; records 5

NIIT Ltd and NIIT Learning Systems Ltd (NLSL) have announced their annual financial results for FY23. NIIT Ltd recorded a revenue of Rs. 341.3 Cr, up 36% YoY, with an EBITDA of Rs. 1 Cr and a Profit After Tax of Rs. 3.2 Cr. NLSL recorded a revenue of Rs. 1361.8 Cr, up 20% YoY, with an EBITDA of Rs. 315.4 Cr (23.2% margin) and a Profit After Tax of Rs. 192.2 Cr.

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NIIT Ltd Management Comments

Mr. Mahesh Chaudhary, CEO of NIIT Ltd, commented that the company has achieved significant growth in FY23, driven by strong performance in its core business. He highlighted the company's focus on innovation and customer satisfaction, which has led to a steady increase in revenue and profitability.

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During the year revenue from the early career segment of NIIT Ltd. grew 15% YoY and contributed 54% to total revenue. The working professional segment grew 73% YoY contributing the balance 46%. StackRoute and Tpaas grew 17% YoY.

NIIT acquired additional 20% equity shareholding in RPS Consulting during the year. This takes the total shareholding to 90%. (It may be noted NIIT had acquired 70% equity shareholding of RPS on October 1, 2021).

The 6th edition of **NIIT India Confluence**, a 3-day exclusive, by-invitation only conference held in Goa saw representation from around 46 companies and 55 industry participants. Industry maven, including CEOs, CHROs, and Business Leaders came together to deliberate on the conference's theme- 'Thrive: Accelerating growth in a 'broken' talent environment'.

Commenting on the results, **Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited**, said,

"Our robust growth of 36% YoY in FY 22-23 underscores our unwavering dedication to growth and innovation in the skills and talent development sector. The strategic demerger of NIIT Limited into NIIT Ltd and NIIT Learning Systems Ltd (NLSL) marks a pivotal milestone, propelling our future growth trajectory."

NIIT Learning Systems Limited (NLSL) Annual Financial results

NIIT Learning Systems Limited (NLSL), a leading provider of managed training services, today reported its financial results for the Financial Year ended March 31, 2023. During the year the company recorded consolidated Net Revenue of Rs. 1361.8 Cr, up 20% YoY. EBITDA was Rs. 315.4 Cr, up 6% YoY. EBITDA Margin stood at 23.2%. Profit After Tax was Rs. 192.2 Cr and the EPS stood at Rs. 14.3.

During the quarter, the company recorded consolidated Net Revenue of Rs. 385.7 Cr, up 30% YoY and PAT of Rs 53.9 Cr, up 17% QoQ. EBITDA was recorded at Rs. 94.8 Cr, up 30% YoY. EBITDA Margin stood at 24.6%, up 70 bps QoQ.

The results were taken on record at the meeting of the Board of Directors held on May 29, 2023.

NLSL added 12 global Managed Training Services (MTS) contracts during the year, did 2 x

NLSL Confluence 2022 was held in Miami, Florida in September 2022 and hosted learning leaders from the world's leading Fortune 500 and Fortune Global 500 companies. The inaugural Customer Advisory Board meeting from leaders in 11 companies was also held prior to the conference.

Commenting on the results, **Sapnesh Lalla, CEO and Executive Director, NLSL**, said, *"Continued acceleration in new customer acquisition and wallet share expansion is a testament of the value we bring to our customers. The recently announced demerger will help us sharpen focus and increase investments in innovation and value creation"*.

Awards and Acknowledgements- NLSL

- NLSL earned 45 Brandon Hall Excellence in HCM Awards and 21 Brandon Hall Excellence in Technology Awards in 2022.
- NLSL Featured among the Top 20 Companies by Training Industry in Learning Services, Custom Content Development, IT and Technical Training, Advanced Learning Technologies, and Experiential Learning Companies in 2022.
- NLSL Ranked Number 1 in Innovation and Deal Size in the HRO Today Baker's Dozen for Learning and Development, 2022.

Awards and Acknowledgements - NIIT Ltd.

- NIIT Ltd. was awarded the 'Transformational platform for professional learning in new-age technologies' at the Digital Leadership Conclave 2022 by Dataquest.
- NIIT Ltd. has also been recognized as the "Institutions with excellent Training and Placements" award at the BW Education Top Education Brands Awards 2022.
- NIIT Limited has been recognized as the Best E-Learning Platform by the Associated Chambers of Commerce & Industry of India (ASSOCHAM) for its contribution to the technology training sector.
- The Federation of Indian Chambers of Commerce & Industry (FICCI), felicitated Rajendra Singh Pawar, Chairman & Founder, NIIT with 'Lifetime Achievement Award 2022' at the 8th FICCI Higher Education Excellence Awards ceremony held in the capital on November 17, 2022.
- RPS Consulting upgraded to Premium Partnership in FY23 by ISACA based on their FY22 performance.
- RPS Consulting was awarded the "India Partner of the Year" by VMware based on their FY22 Performance.

About NIIT Limited (NIIT Ltd):

NIIT Ltd. is a leading skills & talent development corporation, set up in 1981 to help the nascent IT industry overcome its human resource challenges. 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)**.



As newer models of digital, hybrid and remote learning become mainstream, the robust **NIIT Digital** platform enables distinctive learning outcomes for corporate and individual learners seamlessly and provides a digital environment for improving learning effectiveness and efficiency. Committed to its mission to deep skill the youth of the country, NIIT Digital offers expertise, instructor

led tech programs and follows through with placement assurance based to truly transform the lives of the learners.

IFBI is a leading provider of learning services for fresh entrants as well as working professionals for the BFSI sector in India.

NIIT has incubated **StackRoute**, as a digital transformation partner for corporates to build multi-skilled full stack developers at scale. **RPS Consulting** is a leading provider of training programs on emerging digital technologies for experienced technology professionals, specifically addressing the needs of Global Systems Integrators and Capability Centres of large multinational companies.

NIIT's Talent Pipeline as a Service (TPaaS) helps organizations address the challenge of securing mid

The core of managed learning services include Curriculum Design, Learning Delivery, Learning Administration, Strategic Sourcing, Learning Technology, and L&D consulting services. **NIIT MTS** also offers specialized solutions including immersive learning, customer education, talent pipeline as a service, DE&I training, digital transformation and IT training as well as leadership and professional development programs.

With a Net Promoter Score of 9.1 and a 100% renewal rate, **NIIT MTS** is at the forefront of helping organizations outpace change with learning.

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

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