



MANAGED  
TRAINING  
SERVICES

**OUTPACE CHANGE WITH  
LEARNING**

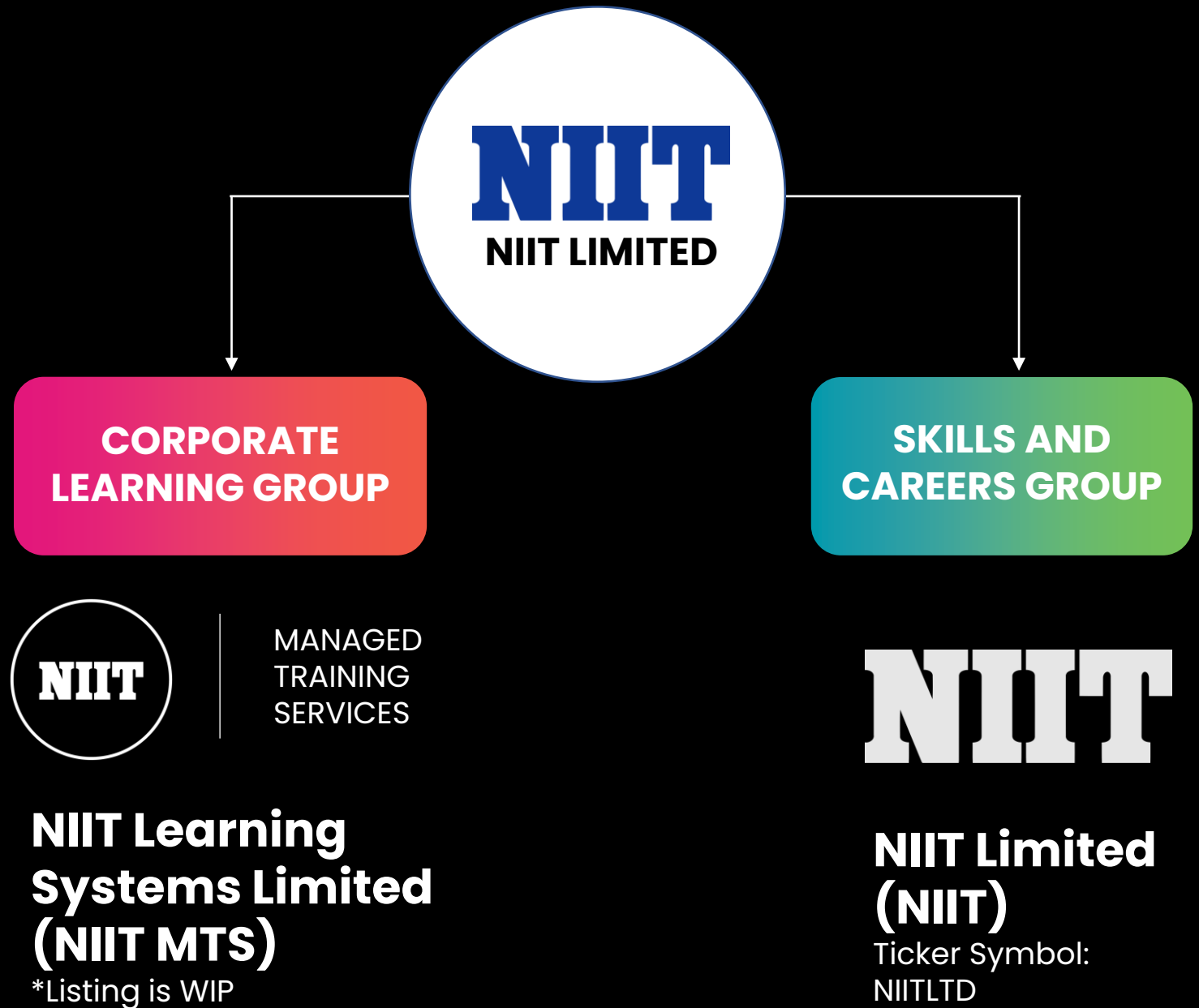


# Investor Presentation

NIIT Learning  
Systems Limited  
May 2023

## 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 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

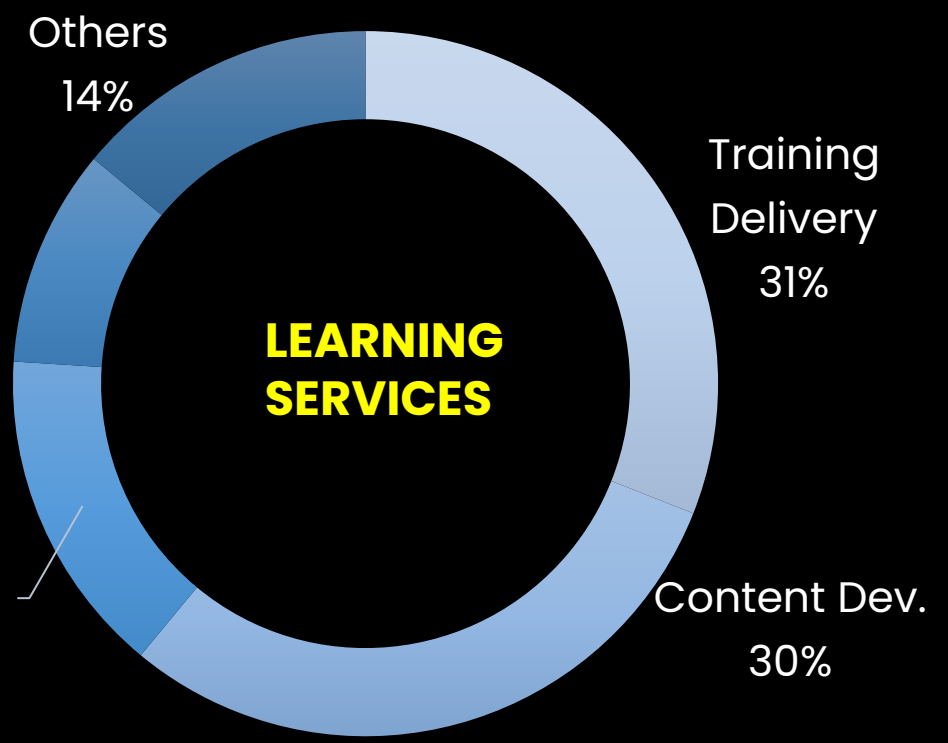
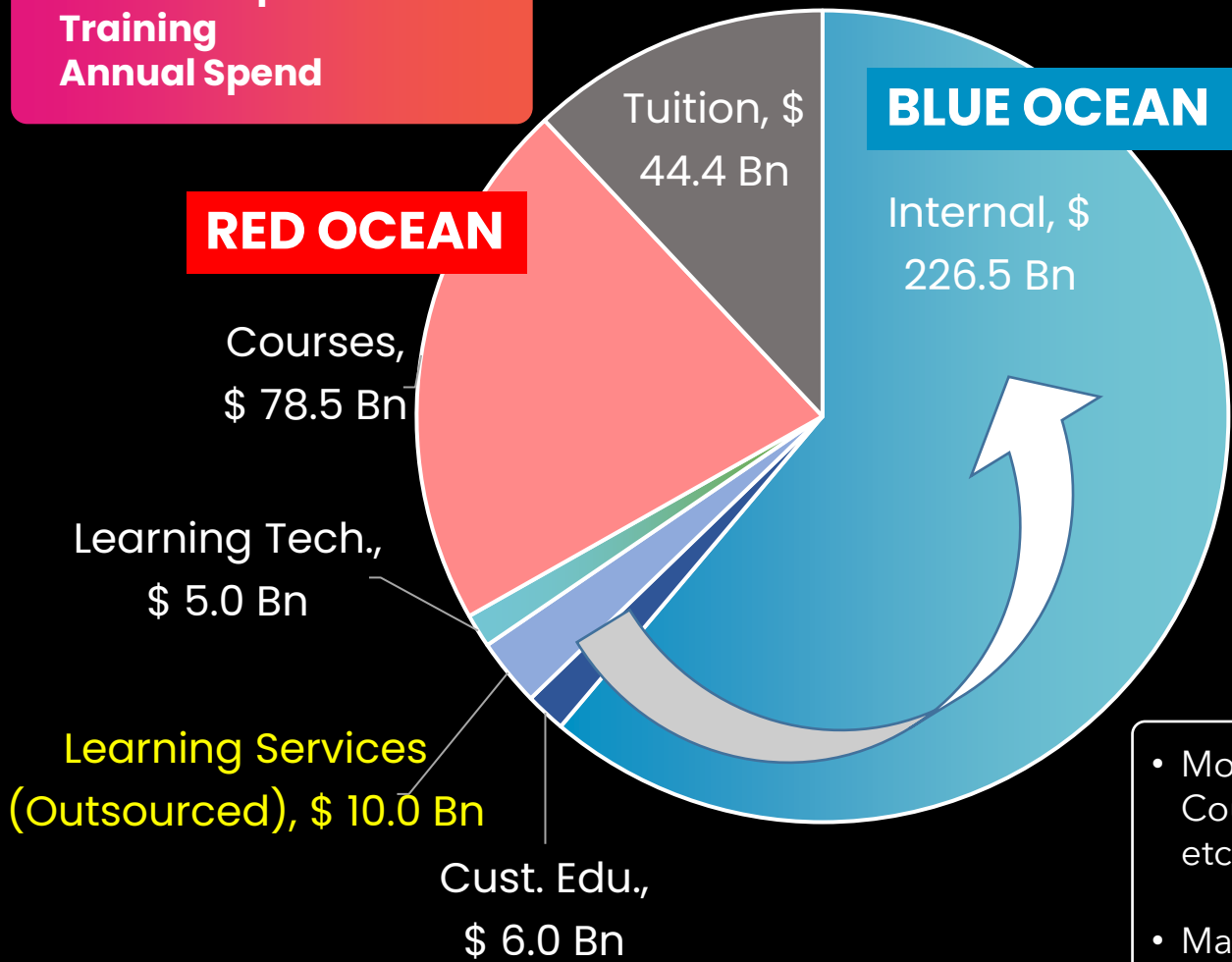
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.



# 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



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**

**HRO 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

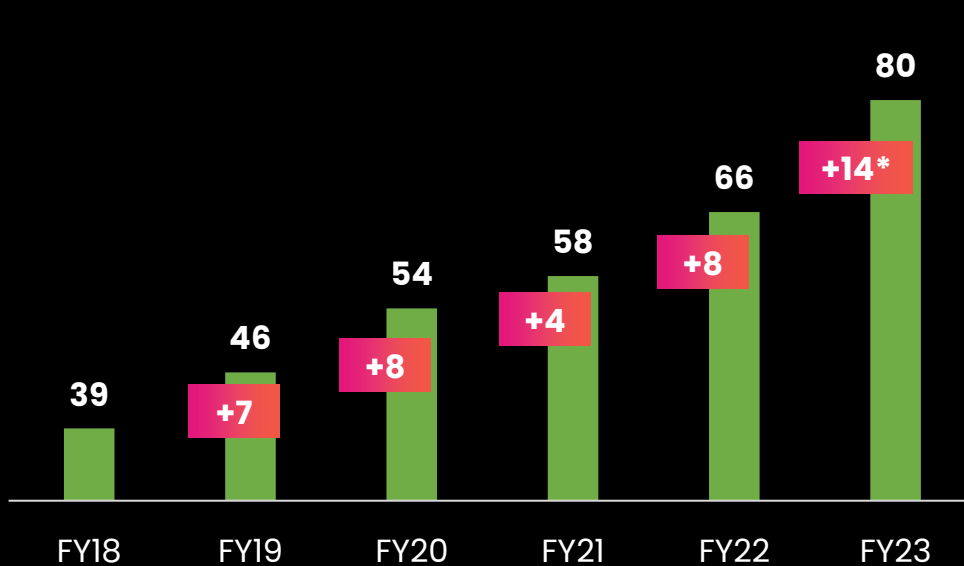
+23%

EBITDA  
Margin

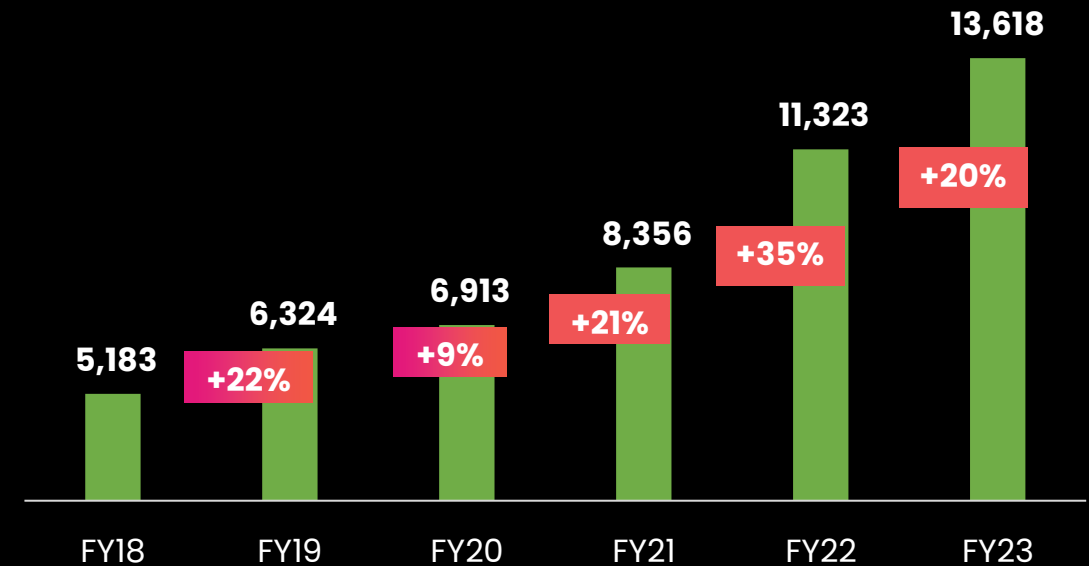
+29%

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

**NIIT MTS  
CUSTOMER  
ADVISORY  
BOARD**



**AIRBUS**

 **NOVARTIS**

pitney bowes 



 **Bristol Myers Squibb™**

**RICOH**

 **AngloAmerican**

**NOKIA**

 **MERCK**



# 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

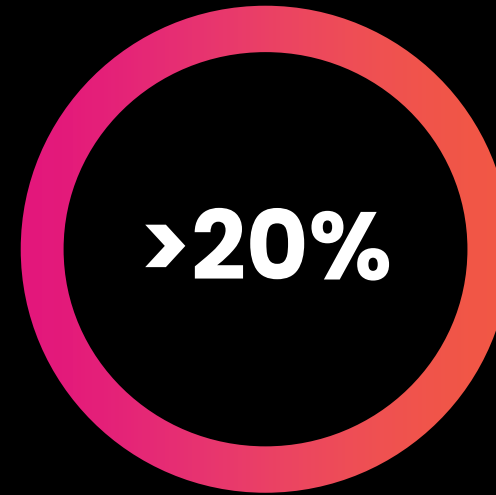
INORGANIC  
EXPANSION



# Growth Aspiration



by FY27



EBITDA  
Margin



A nighttime photograph of the New York City skyline, featuring numerous illuminated skyscrapers and the water of the harbor in the foreground. The lights from the buildings reflect on the water. Overlaid on the image is the NIIT logo, which consists of the letters 'NIIT' in a bold, white, sans-serif font, enclosed within a thin white circle. To the right of the logo, the words 'MANAGED TRAINING SERVICES' are written in a white, sans-serif font, stacked vertically. At the bottom of the image, a dark horizontal bar contains a list of cities in white, uppercase letters, separated by vertical bars.

**NIIT**

MANAGED  
TRAINING  
SERVICES

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