



MANAGED  
TRAINING  
SERVICES

**OUTPACE CHANGE WITH  
LEARNING**



# Investor Presentation

NIIT Learning  
Systems Limited  
September 2024

# 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

**2.4K**

World-class learning  
professionals

**89+**

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

**2.5K+**

Strong global trainer  
network

**5.5K+**

Network of L&D suppliers  
worldwide

# We've spread our wings across the globe...



**30 COUNTRIES | 40 MILLION LEARNERS | 89 MTS CUSTOMERS**

# ...to transform learning across a wide range of industries.



Most of our customers are in the Global Top 10 in their respective industries.

# Don't take our word for it. Here's what our customers say...



**100%**

**RENEWAL RATE**

**Dependable and Reliable**

**Responsive and Customer Focused**

**Deep Customer Service Ethos**

**Desire to Exceed Expectations**

**Receptive to Feedback**

**Partnership Mindset**

# And Recognized by Experts



441 BRANDON HALL HCM AND TECH AWARDS



20 CLO LEARNING IN PRACTICE AWARDS



10 LEARNING TECHNOLOGIES AWARDS



2 ATD EXCELLENCE IN PRACTICE AWARDS



ACCREDITED GOLD STANDARD BY LPI, 2 LPI AWARDS



NUMBER ONE IN INNOVATION AND SIZE OF DEAL FOR L&D, 2022



TOP 20 COMPANIES IN LEARNING SERVICES 2008-2024



TOP 20 COMPANIES IN CONTENT DEVELOPMENT 2011-2024



TOP 20 COMPANIES IN IT & TECH TRAINING 2008-2010, 2013-2023



TOP 20 COMPANIES IN EXPERIENTIAL LEARNING, 2021- 2023



TOP 20 COMPANIES IN ADVANCED LEARNING TECHNOLOGIES 2023



STRATEGIC LEADER IN FOSWAY 9-Grid™ FOR DIGITAL LEARNING

# Managed Training Services - Trusted by the World's Best Companies

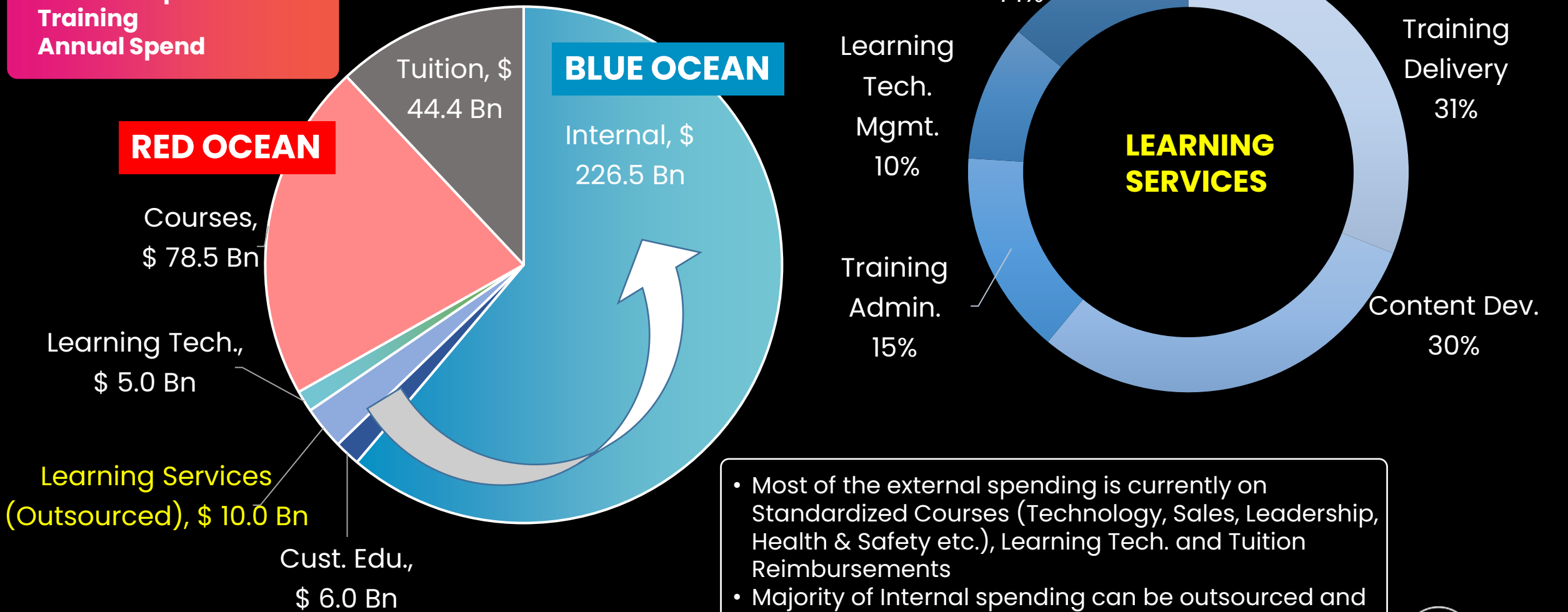
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.



# 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



**70%**

CEOs believe GenAI will significantly change the way their companies create, deliver and capture value in next 3 years



**69%**

CEOs believe GenAI will require most of their workforce to develop new skills



**66%**

CEOs have planned or are planning to include Climate Risks into their financial plans



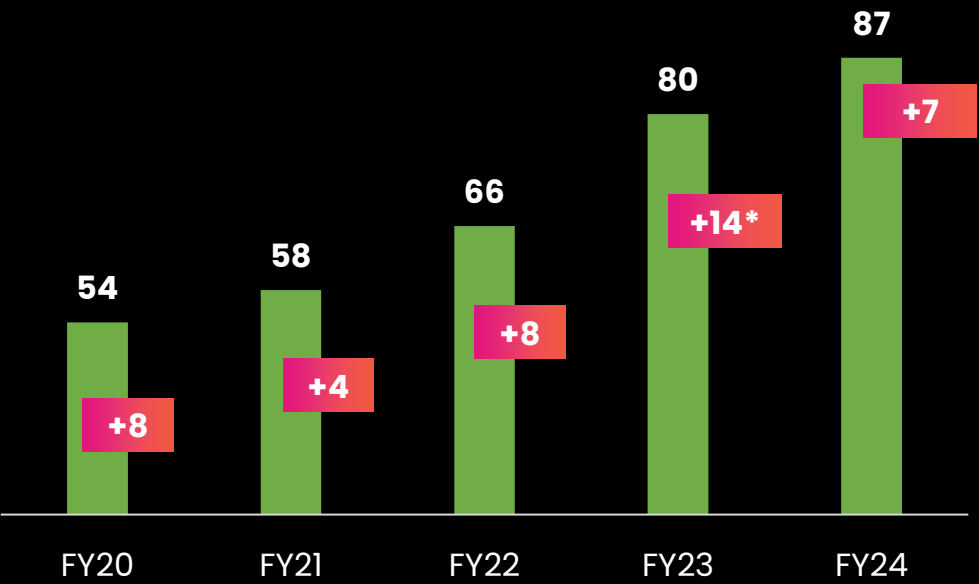
**81%**

CEOs are planning on innovating new, climate friendly products, services or technologies

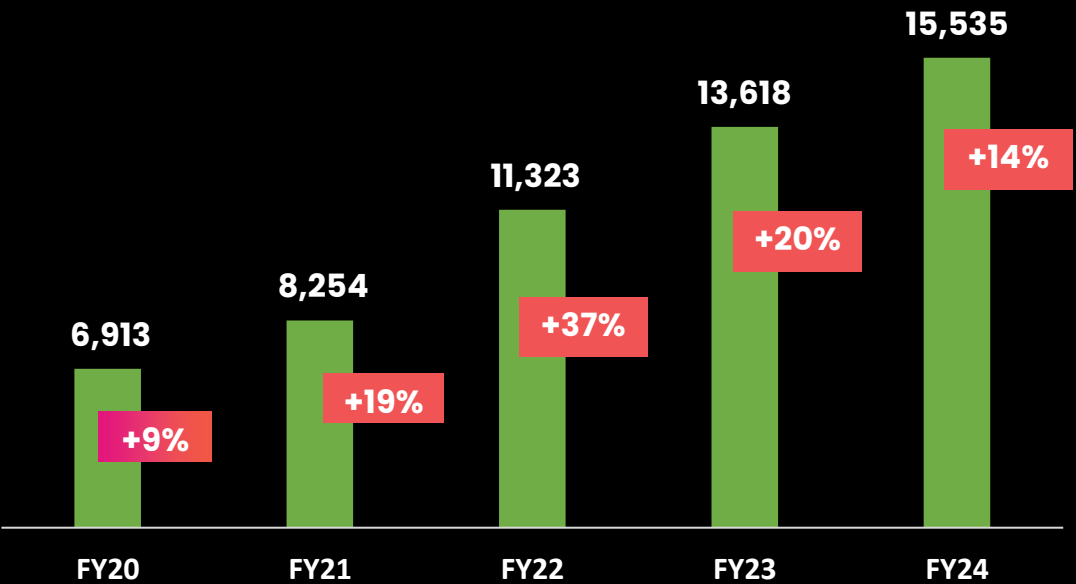
# NIIT MTS: Consistent Growth Track Record



MTS Customers



Revenue in INR Million



**REVENUE VISIBILITY**  
\$350 M from Existing Contracts, 89 MTS Customers#

**STRONG CUSTOMER ADDS**  
11 new MTS Customers added in FY24; 3 new in Q1 FY25

**CAPITAL EFFICIENCY**  
High ROCE, ROE and Free Cash Flow Generation

**UNIQUELY POSITIONED**  
to benefit from increased outsourcing. Growth to accelerate on recovery in spends

\*Added significant customers in Mgmt. Consulting & Prof. Services due to StC Acquisition, #As of Jun 30, 2024



NIIT MTS  
CUSTOMER  
ADVISORY  
BOARD





# 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



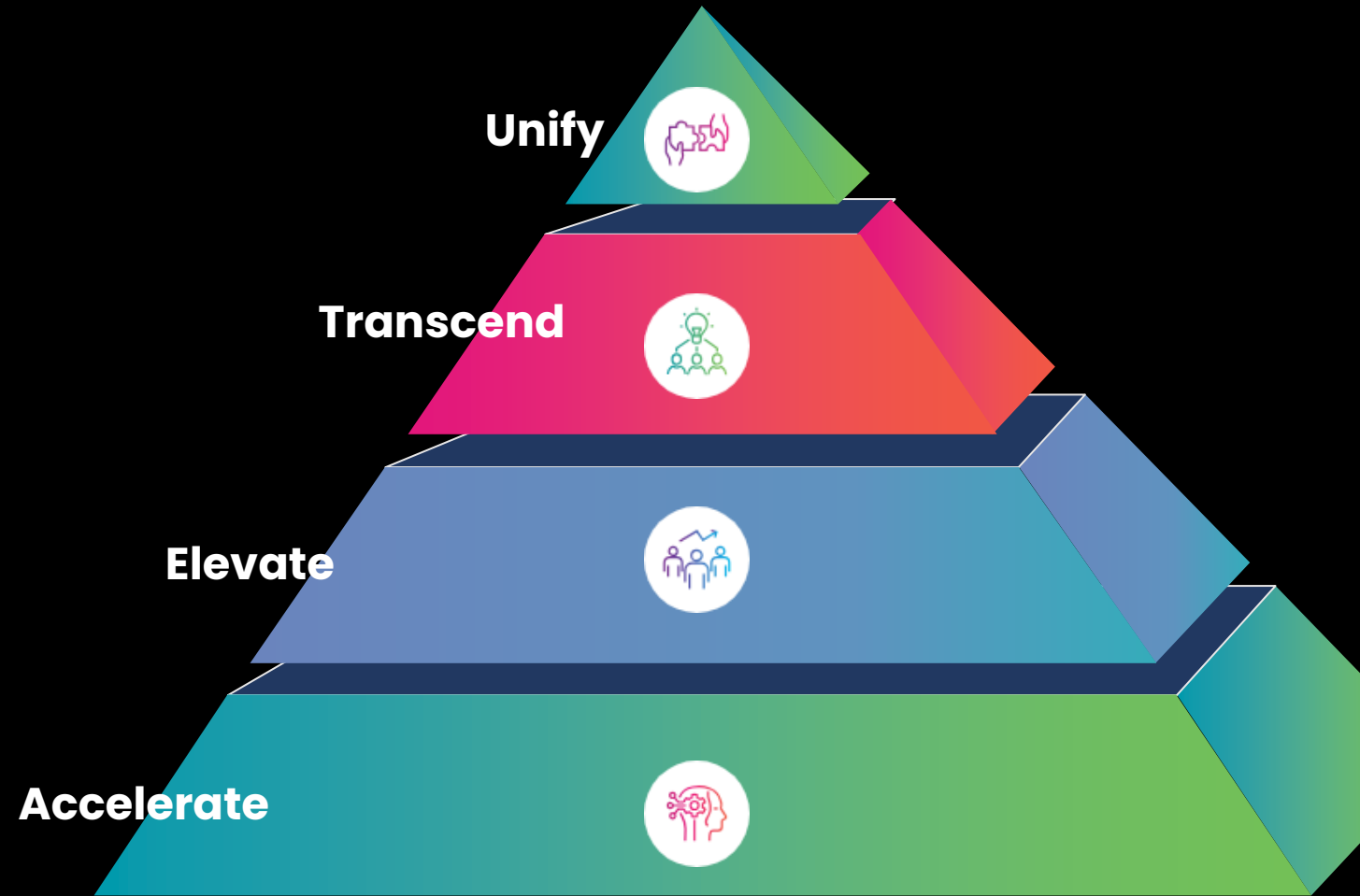
**GABRIELLE WALLACE**  
EXECUTIVE VICE  
PRESIDENT  
STCG



**MATTHEW CELANO**  
BUSINESS HEAD  
STACKROUTE  
LEARNING

# NIIT MTS: The Four Stages of Generative AI for Learning

Rapid Development	Time to Competence
Bridge Strategic Performance Gaps	Learning Portfolio Optimization
Actionable Data Insights	Visibility of Workforce Skills
Plug & Play Learner Access	AI Governance
Secure & Compliant	End to End Support



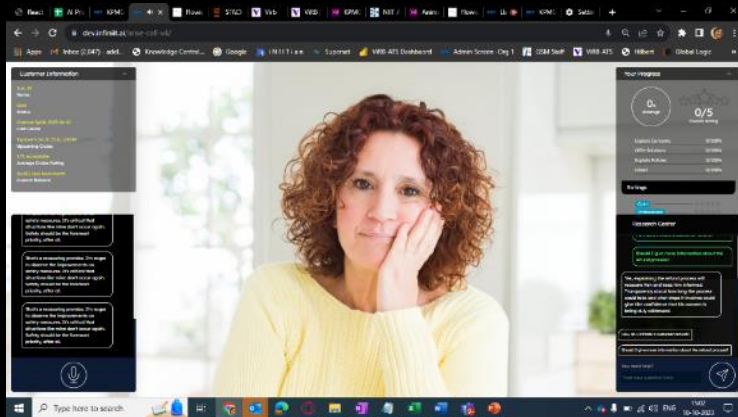
# AI @ NIIT MTS

DEDICATED AI  
RESEARCH TEAM

150+ USE CASES  
(TO DATE)

AI AUTHORIZING  
ENSURING SECURITY  
& PRIVACY

PILOTS WITH SELECT  
CLIENTS



*Simulating Tough Customer Calls*



*Simulating Drug Launch for a Pharma Company*



*Simulating a realistic TAX Audit*

Improved **Efficiency** (Cost to build & Time to Learn), and **Effectiveness** (Outcome)

# 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

INVESTMENTS IN S&M  
AND NEW CAPABILITIES

NEW MARKET  
SEGMENTS AND  
GEOGRAPHIES

INORGANIC  
EXPANSION



A nighttime photograph of the New York City skyline, featuring numerous illuminated skyscrapers and buildings reflected in the water. The Empire State Building is prominent on the right. Overlaid on the image is the NIIT logo, which consists of the letters 'NIIT' in a bold, white, sans-serif font, enclosed within a white circle. To the right of the logo, the words 'MANAGED TRAINING SERVICES' are written in a white, sans-serif font, stacked vertically.

**NIIT**

MANAGED  
TRAINING  
SERVICES

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