NIIT MANAGED TRAINING SERVICES

Investor Presentation

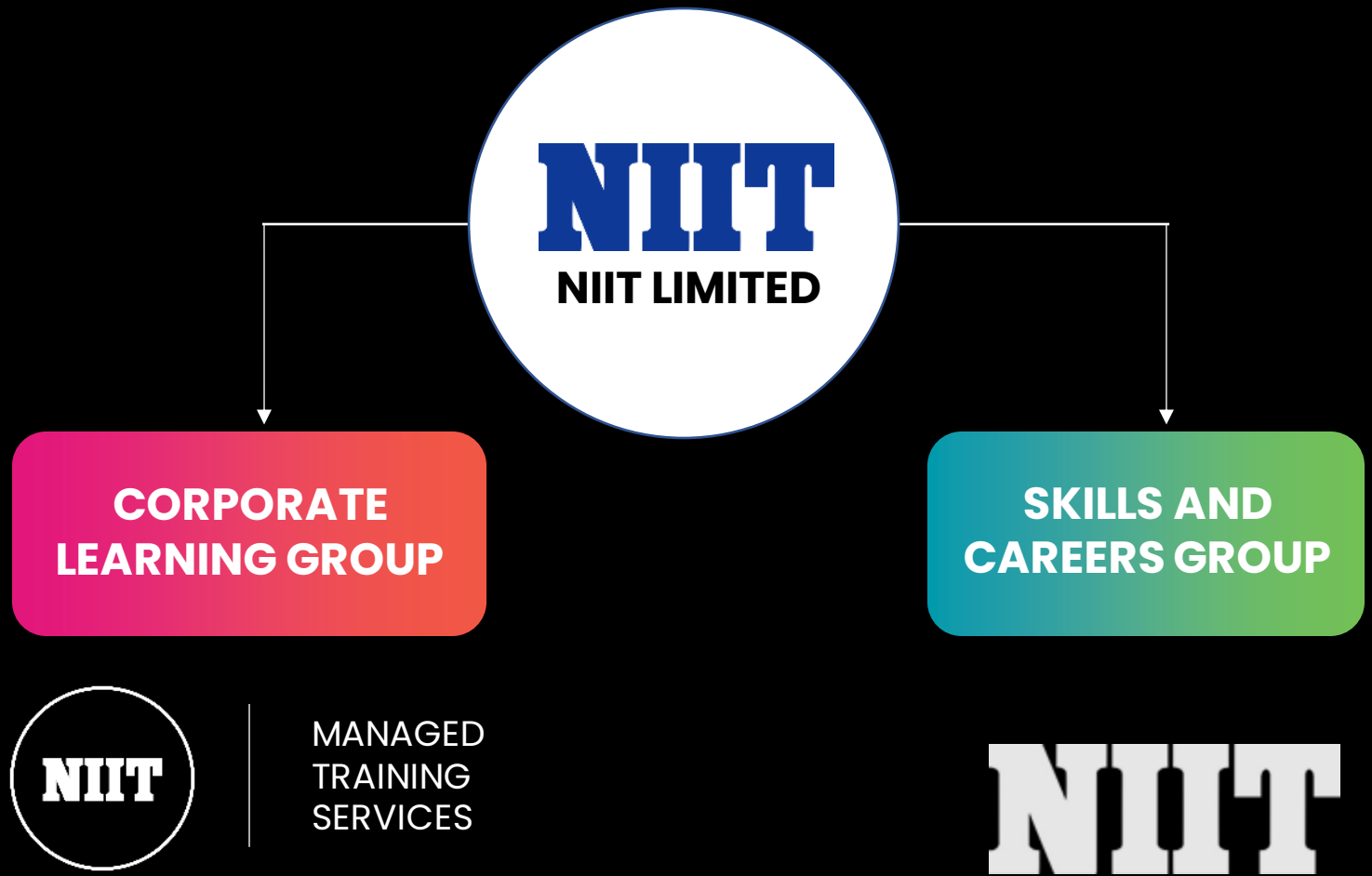
NIIT Learning Systems Limited

May 2024

Demerger Completed

The two business groups at NIIT have officially been reorganized into two separate companies with effect from May 24, 2023.

Subsequently, NIIT Learning Systems Limited listed on the stock exchanges (BSE/NSE) on August 8, 2023.



NIIT CLG

is now called

NIIT MTS

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

30 COUNTRIES | 40 MILLION LEARNERS | 85+ CLIENTS

NIIT MANAGED TRAINING SERVICES

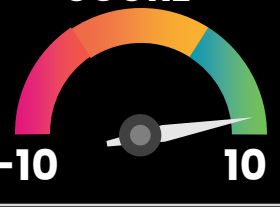
...to transform learning across a wide range of industries.

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

NIIT MANAGED TRAINING SERVICES

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

NET PROMOTER SCORE

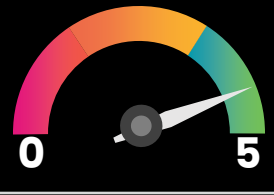


9.03

CUSTOMER SATISFACTION

4.39

VALUE-ADD SCORE



4.13

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 MANAGED TRAINING SERVICES

And Recognized by Experts

302 BRANDON HALL HCM AND TECH AWARDS

17 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 2008-2022

TOP 20 COMPANIES IN CONTENT DEVELOPMENT 2011-2023

TOP 20 COMPANIES IN IT & TECH TRAINING 2008-2010, 2013-2022

TOP 20 COMPANIES EXPERIENTIAL LEARNING, 2021- 2022

TOP 20 COMPANIES IN ADVANCED LEARNING TECHNOLOGIES 2022

LEADER IN NELSON HALL LEARNING BPS NEAT EVALUATION 2022

FOSWAY STRATEGIC LEADER DIGITAL LEARNING 2023

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

85+
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

NIIT MANAGED TRAINING SERVICES

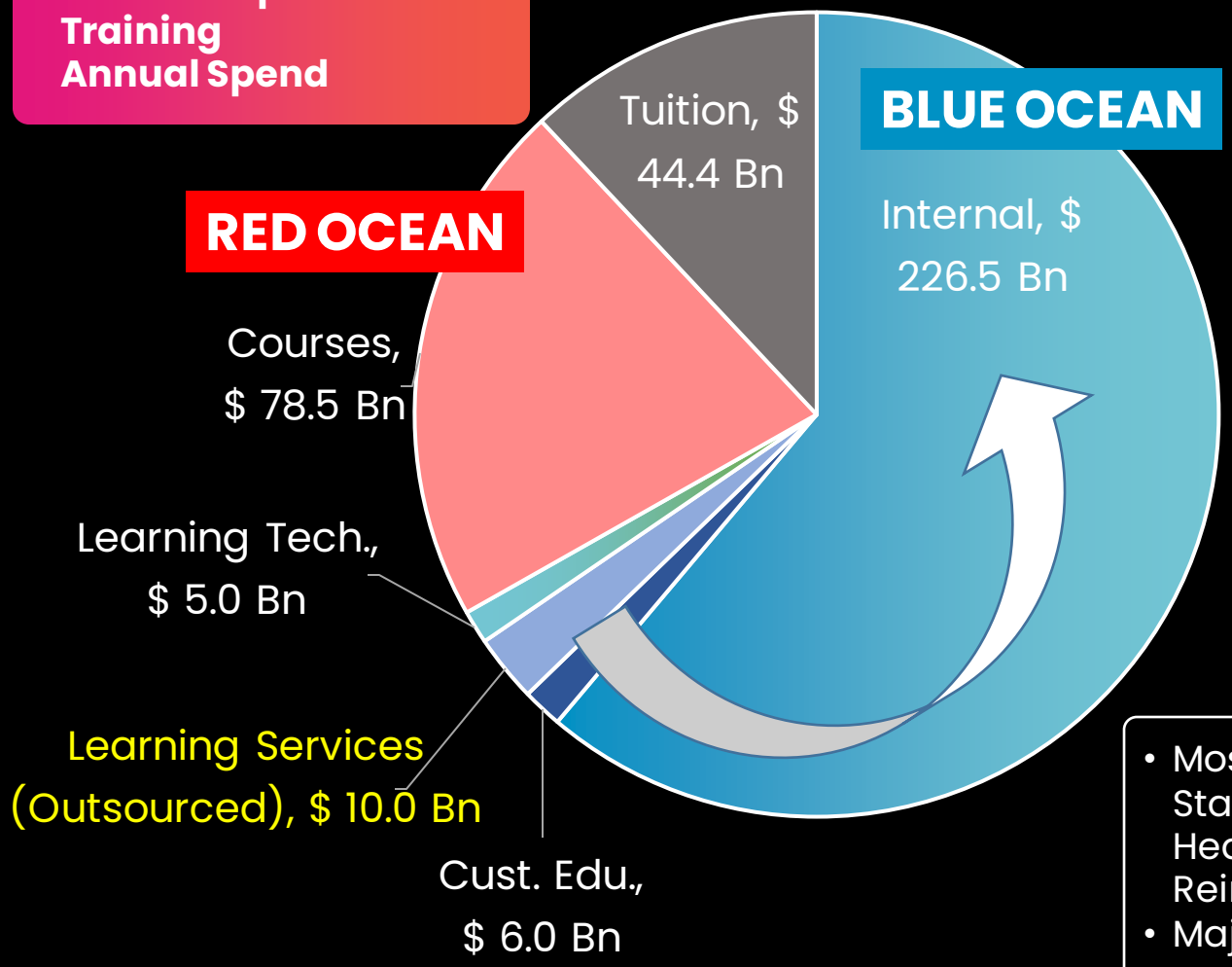
Managed Training Services - Trusted by the World's Best Companies

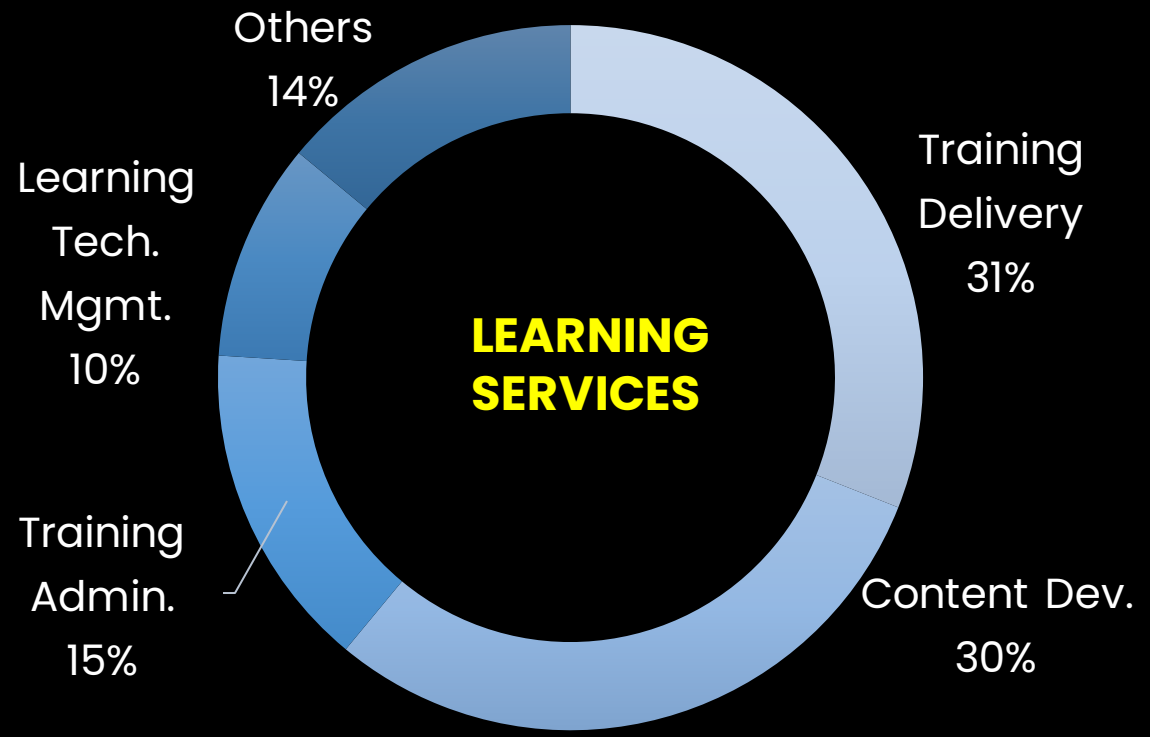
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.

NIIT MANAGED TRAINING SERVICES

Corporate Learning Market and Growth Potential

$370.3Bn
Global Corporate Training Annual Spend



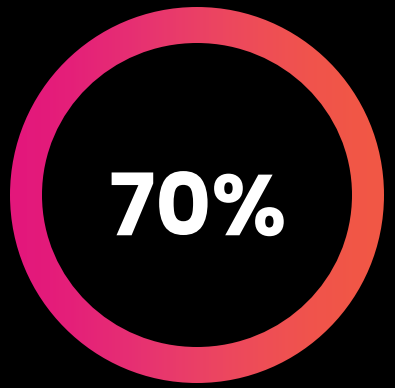


- Most of the external spending is currently on Standardized Courses (Technology, Sales, Leadership, Health & Safety etc.), Learning Tech. and Tuition Reimbursements
- Majority of Internal spending can be outsourced and presents a large opportunity

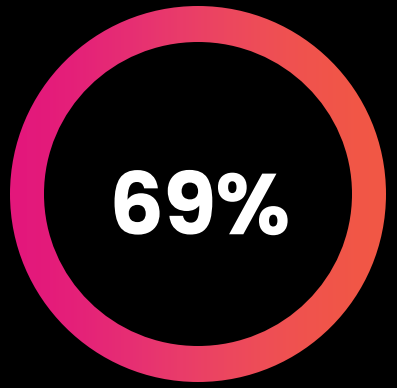
Source: Trainingindustry.com

NIIT MANAGED TRAINING SERVICES

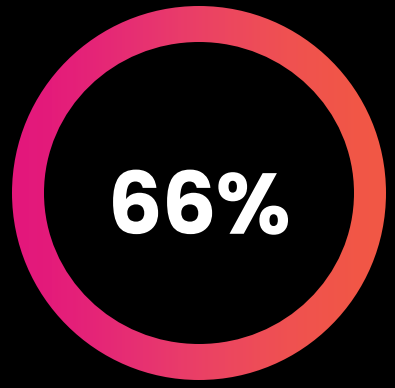
Industry Outlook



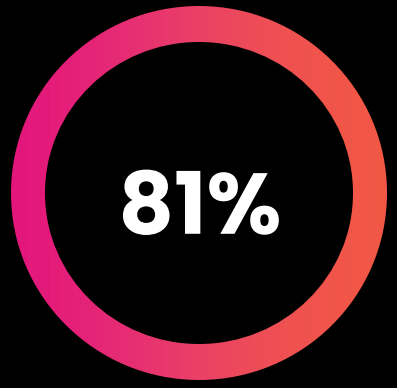
CEOs believe GenAI will significantly change the way their companies create, deliver and capture value in next 3 years



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



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



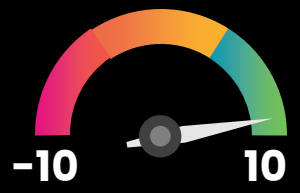
CEOs are planning on innovating new, climate friendly products, services or technologies

Source: PwC CEO Survey 2024

NIIT MANAGED TRAINING SERVICES

Voice of Customers

NET PROMOTER SCORE



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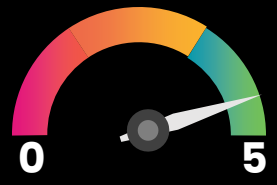

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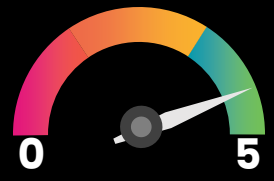

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NIIT VOICE OF CUSTOMER SURVEY

100%

RENEWAL RATE

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NIIT MANAGED TRAINING SERVICES

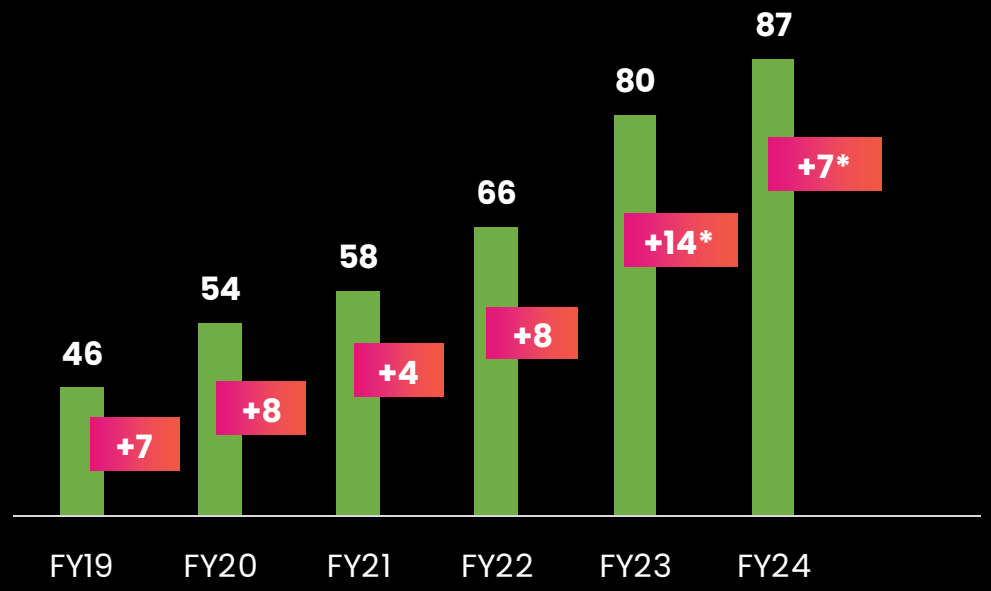
NIIT MTS: Consistent Growth Track Record

20% 5 Year CAGR

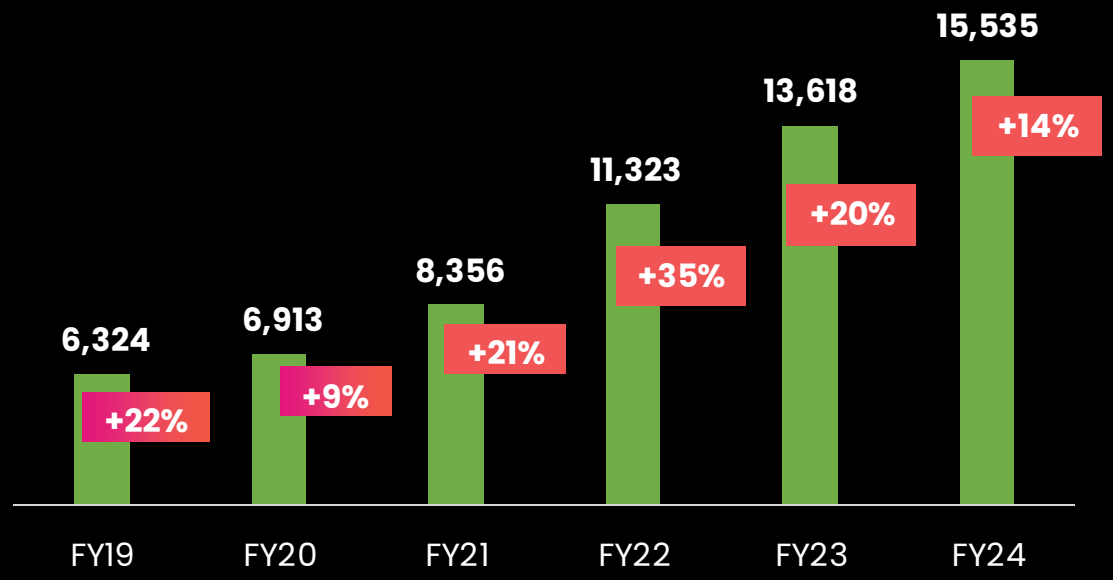
24% EBITDA Margin

24% Return on Equity

MTS Customers



Revenue in INR Million



REVENUE VISIBILITY
$335 M from Existing Contracts, 87 MTS Customers#

STRONG CUSTOMER ADDS
11 New MTS Customers added in FY24

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 March 31, 2024

NIIT MANAGED TRAINING SERVICES

NIIT MTS CUSTOMER ADVISORY BOARD

AIRBUS
NOVARTIS
pitney bowes
redhat
BANK OF AMERICA
BOEING
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

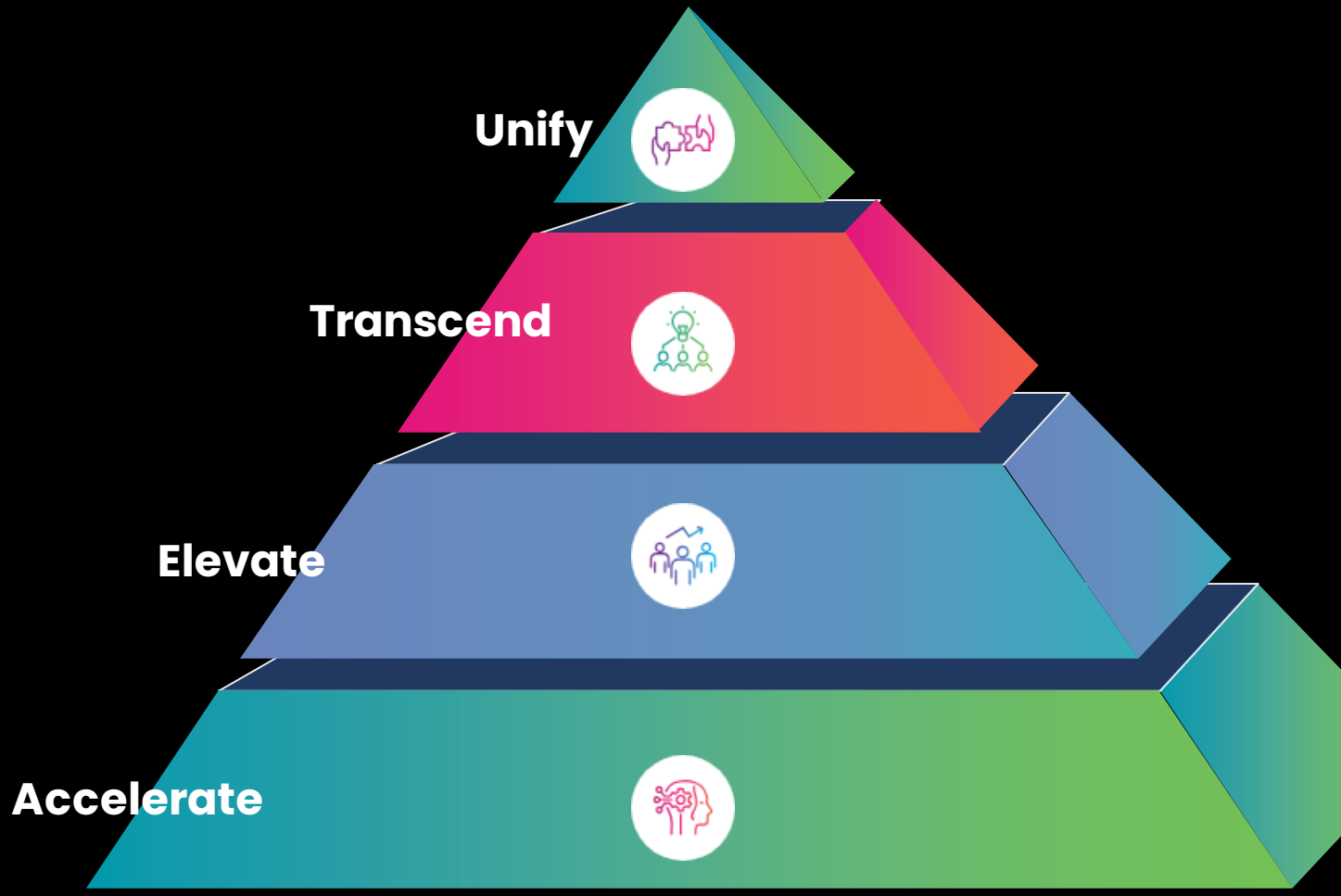
GABRIELLE WALLACE
EXECUTIVE VICE PRESIDENT
STCG

MATTHEW CELANO
VP MARKETING
STACKROUTE LEARNING

NIIT | MANAGED TRAINING SERVICES

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



NIIT MANAGED TRAINING SERVICES

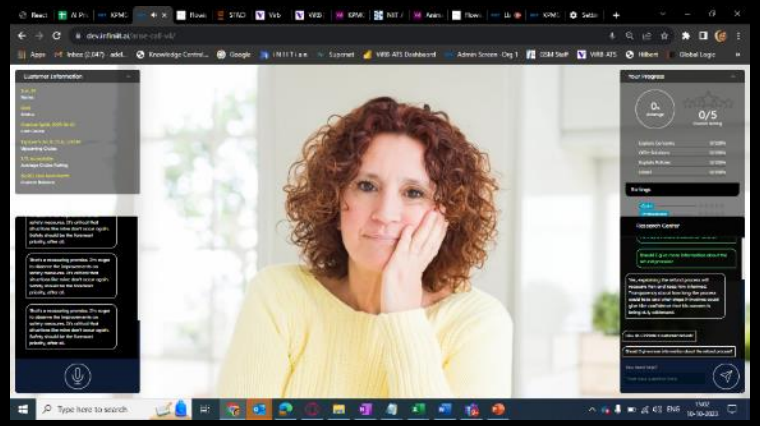
AI @ NIIT MTS

DEDICATED AI RESEARCH TEAM

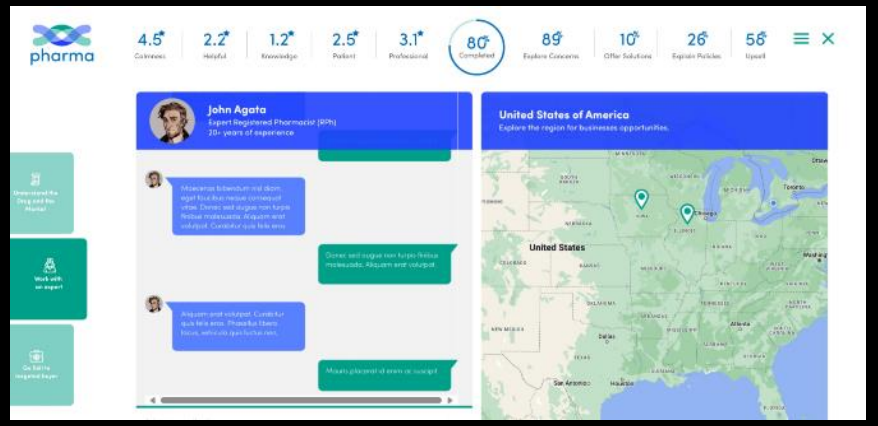
150+ USE CASES (TO DATE)

AI AUTHORING ENSURING SECURITY & PRIVACY

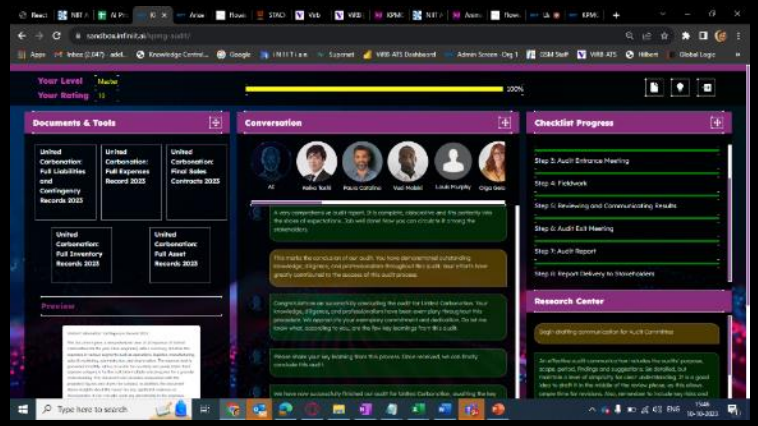
PILOTS WITH SELECT CLIENTS



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 MANAGED TRAINING SERVICES

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

NIIT
MANAGED
TRAINING
SERVICES
ATLANTA | BERGEN | DUBLIN | GURUGRAM | LONDON | ROCHESTER | SHEFFIELD | SHANGHAI | TOULOUSE | VANCOUVER