



MANAGED
TRAINING
SERVICES

NIIT Learning Systems Limited

Investor Presentation
May 2025



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

93+

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 | 93 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

N



480 BRANDON HALL HCM AND TECH AWARDS



25 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 2011-2025



TOP 20 COMPANIES IN IT & TECH TRAINING 2008-2010, 2013-2024



TOP 20 COMPANIES IN EXPERIENTIAL LEARNING, 2021- 2024



TOP 20 COMPANIES IN ADVANCED LEARNING TECHNOLOGIES 2024



STRATEGIC LEADER IN FOSWAY 9-Grid™ FOR DIGITAL LEARNING 2025
LEADER IN NELSONHALL NEAT LEARNING SERVICES 2025

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

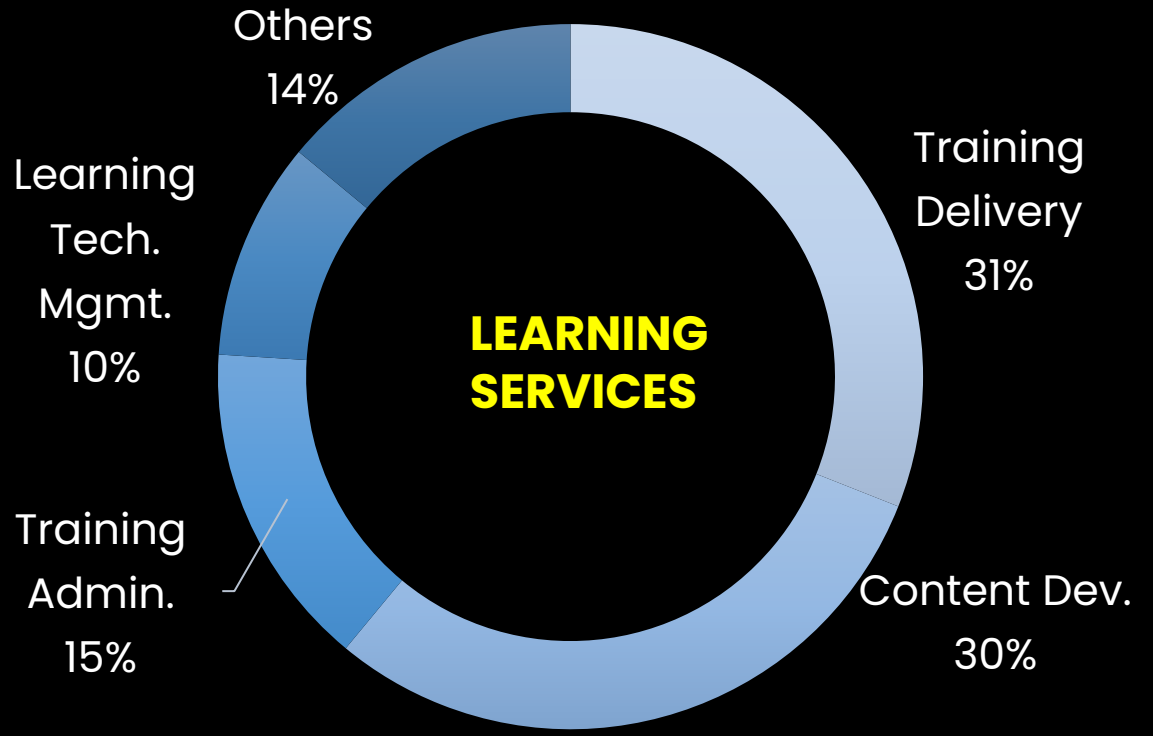
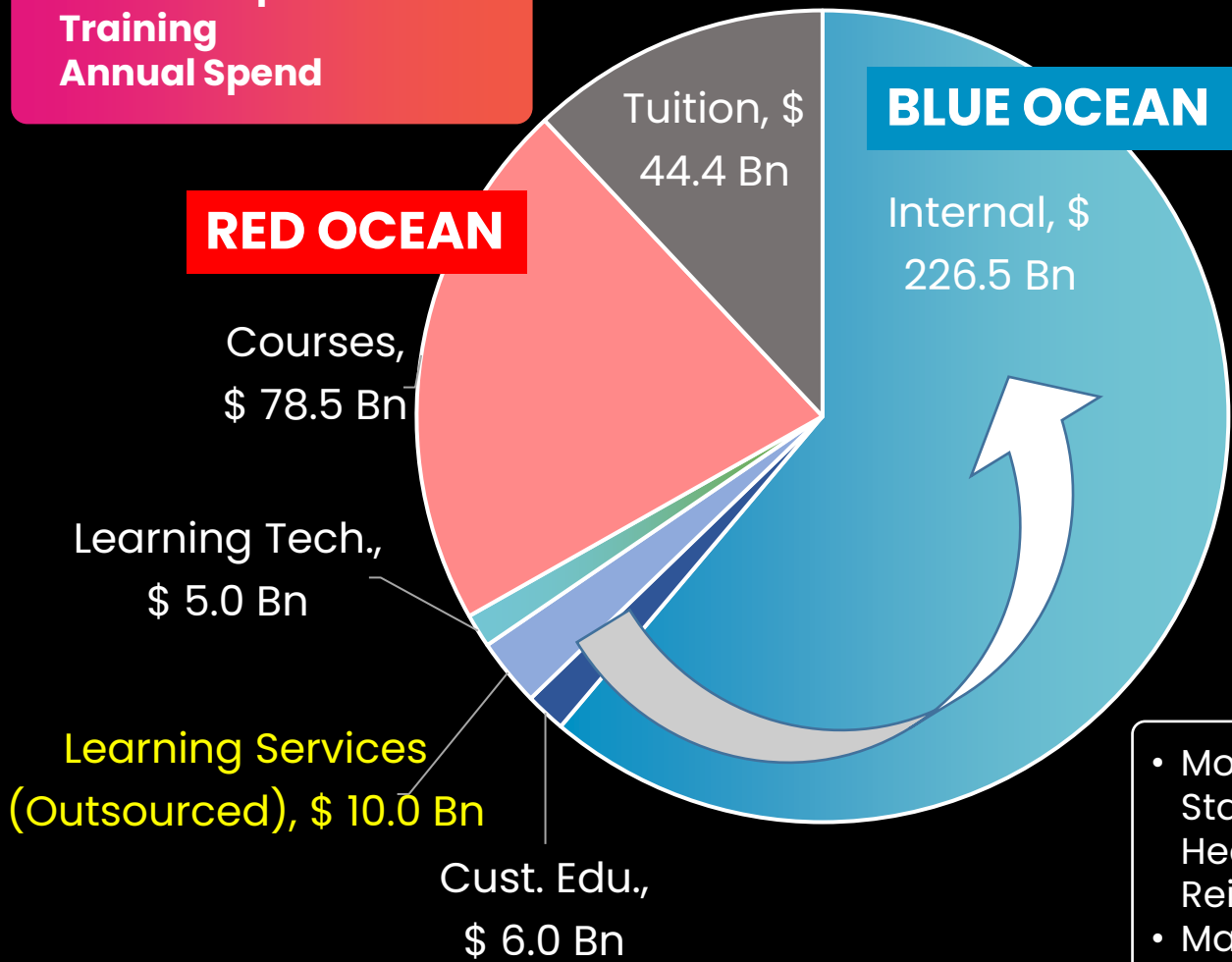
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.



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

NIIT MTS: Consistent Growth Track Record

19%

5 Year
CAGR

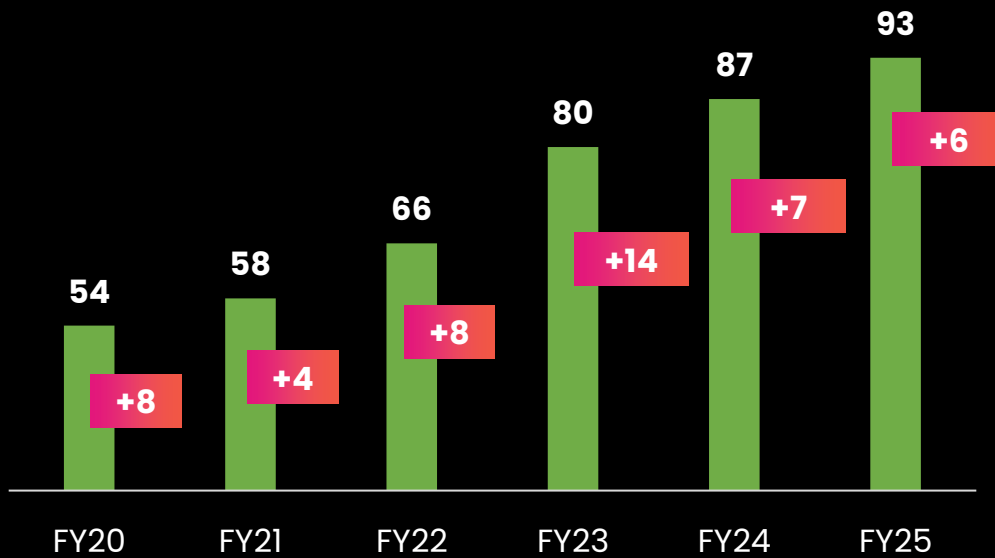
23%

EBITDA
Margin

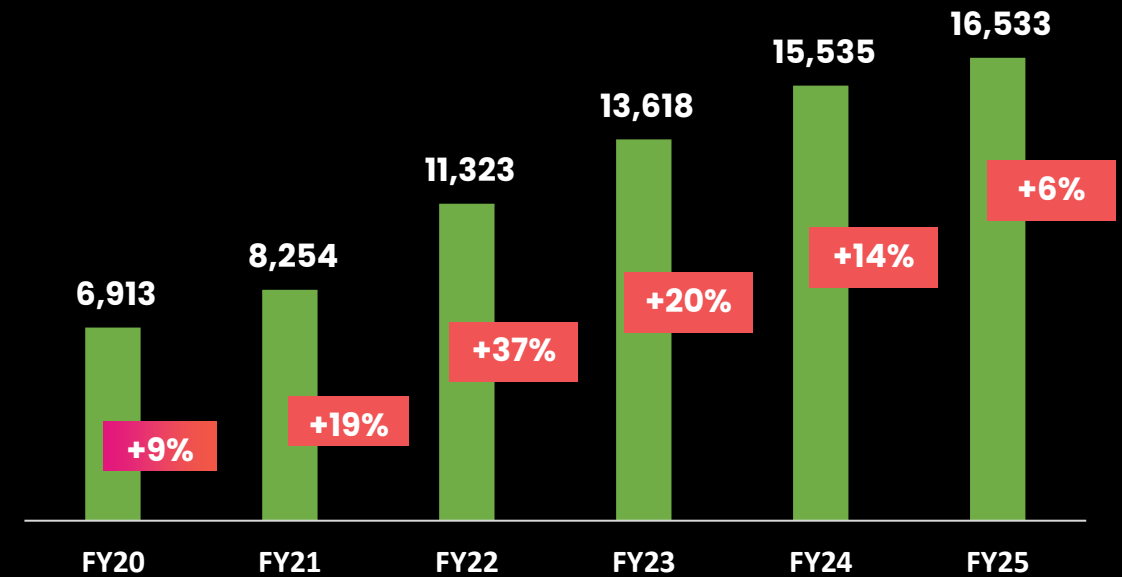
38%

ROCE

MTS Customers



Revenue in Rs. Million



REVENUE VISIBILITY

\$390M from Existing Contracts, 93 MTS Customers#

STRONG CUSTOMER ADDS

11 new MTS Customers added in FY24; 9 new in 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



NIIT MTS
CUSTOMER
ADVISORY
BOARD

AIRBUS

NOVARTIS

kyndryl



BOEING

Bristol Myers Squibb

MERCK

NOKIA

BANK OF AMERICA

Unilever

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



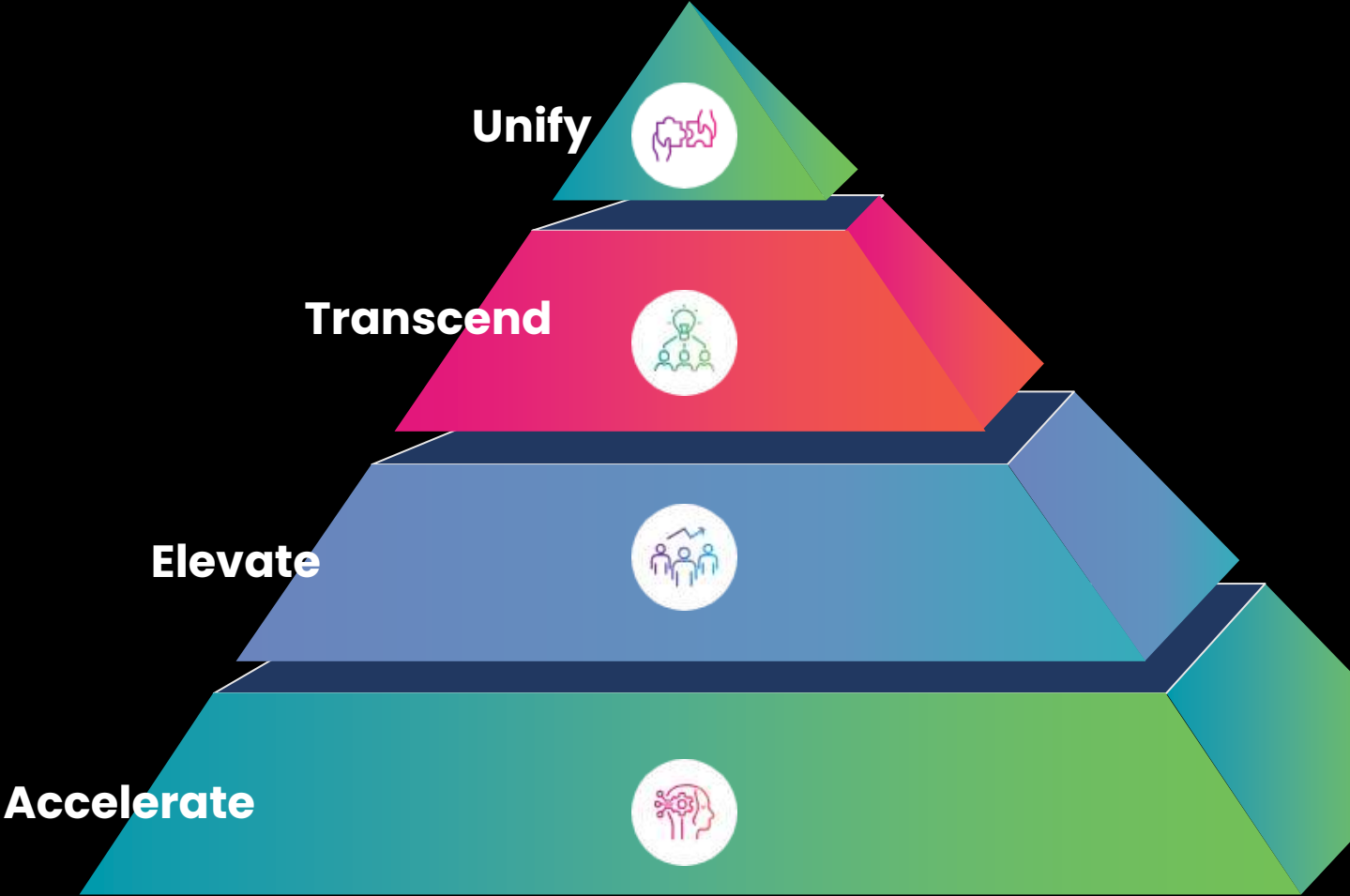
GABRIELLE WALLACE
EXECUTIVE VICE
PRESIDENT
STCG



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



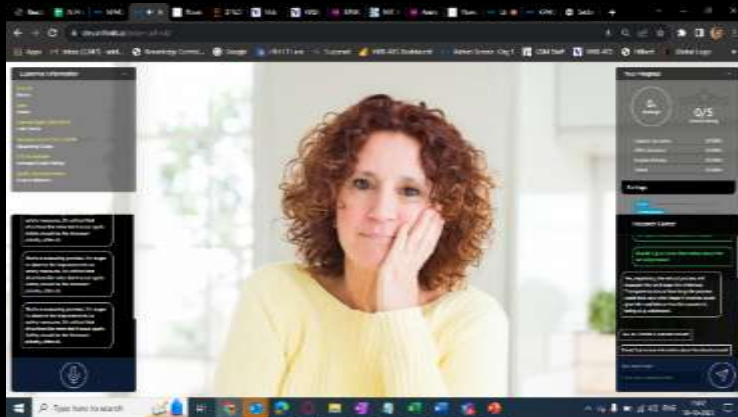
AI @ NIIT MTS

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



NIIT

MANAGED
TRAINING
SERVICES

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