



MANAGED
TRAINING
SERVICES



**OUTPACE CHANGE WITH
LEARNING**

Investor Presentation

NIIT Learning
Systems Limited

Organizational Announcement

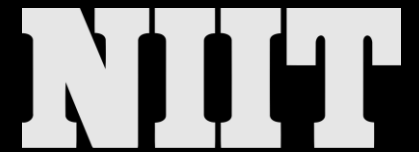
We are pleased to announce that the two business groups at NIIT have now officially been reorganized into two separate companies with effect from May 24, 2023*



MANAGED
TRAINING
SERVICES

**NIIT Learning
Systems Limited
(NIIT MTS)**

*Listing is WIP



**NIIT Limited
(NIIT)**

Ticker Symbol:
NIITLTD

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

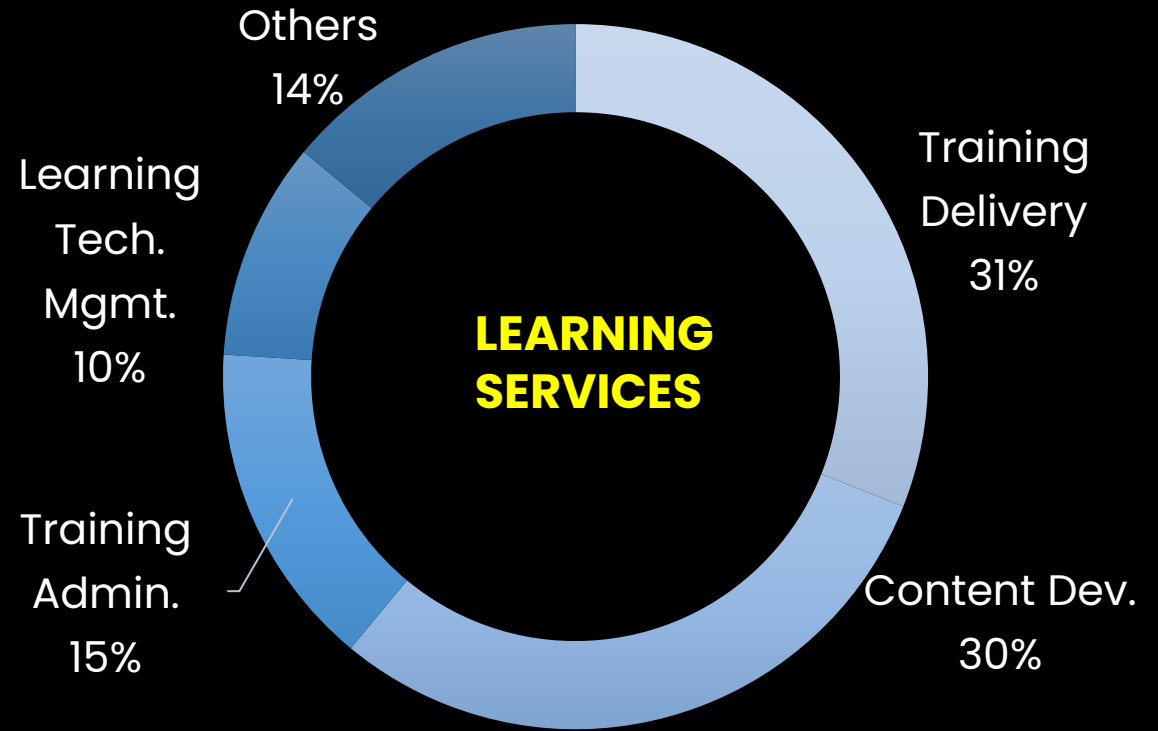
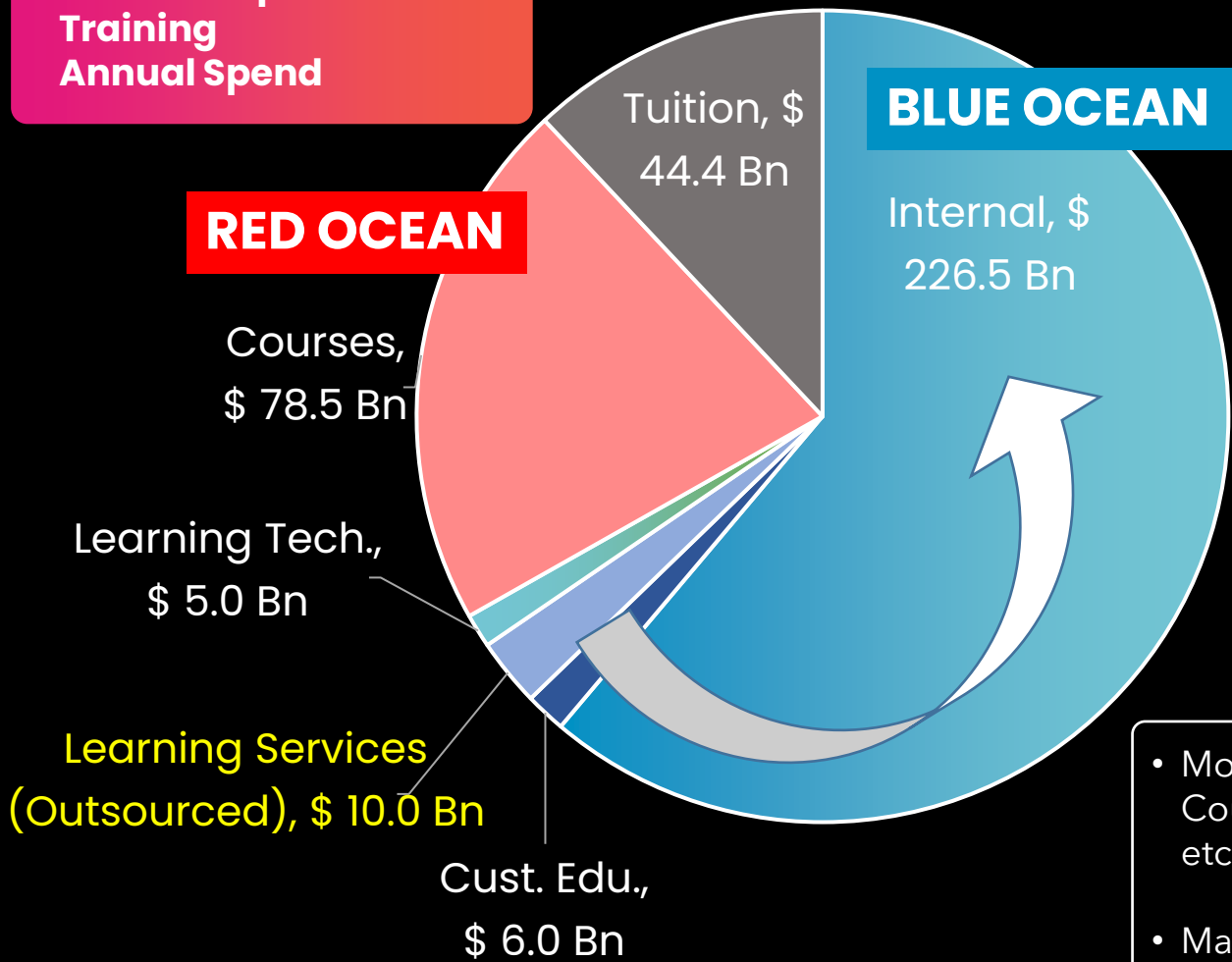
Our comprehensive, high impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce.



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%

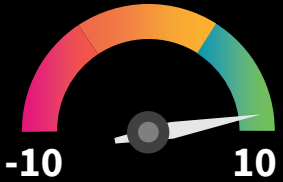
CEOs believe inflation is a key threat in the next 12 months while 28% believe it is a key threat for the next 5 years.

72%

CEOs are investing in upskilling the company's workforce in priority areas.

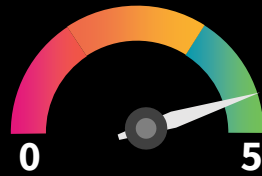
Voice of Customers

NET PROMOTER
SCORE



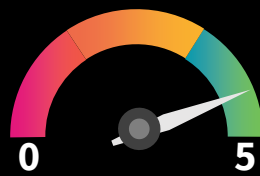
9.03

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 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**

**HIRO 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

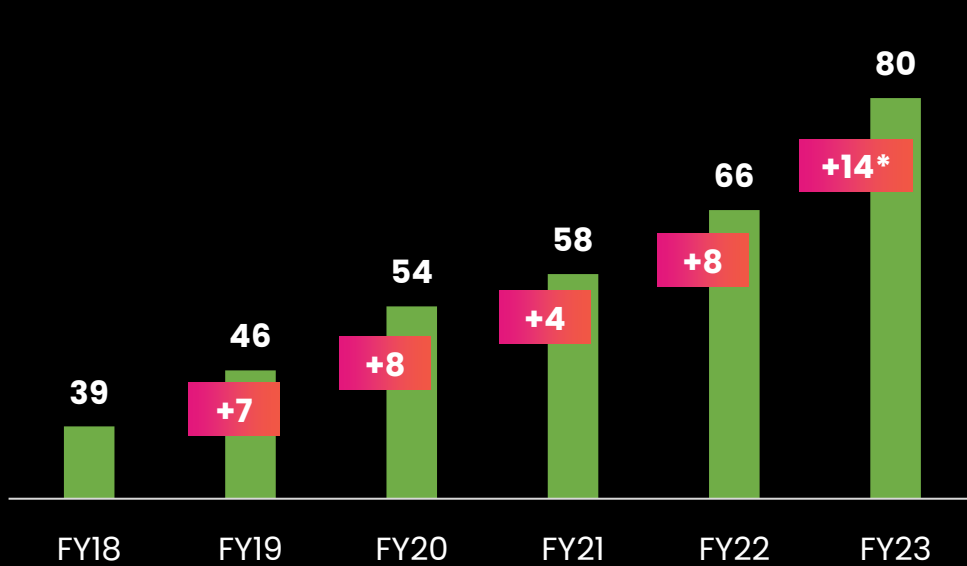
+23%

EBITDA Margin

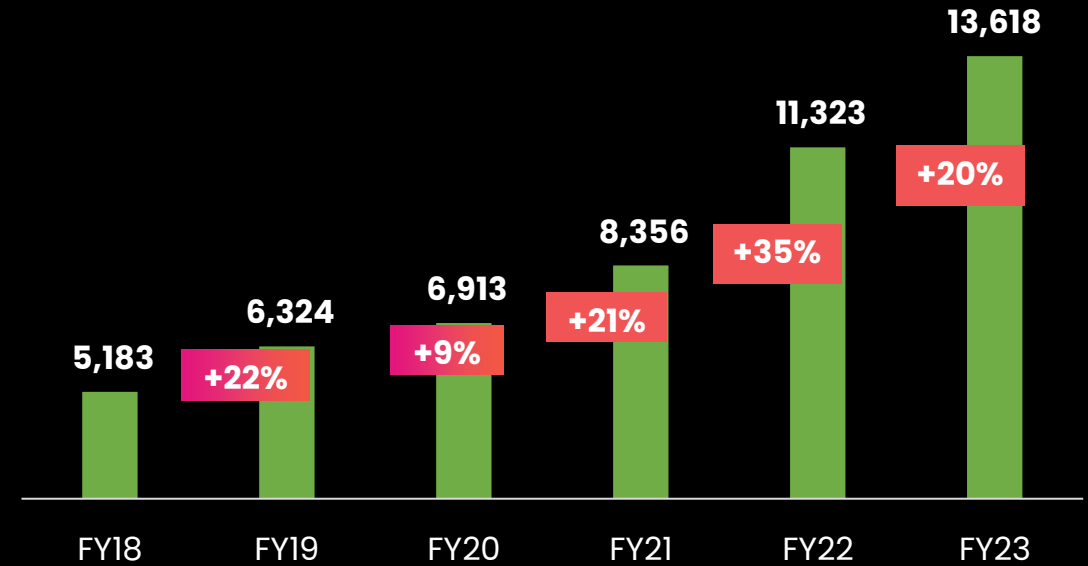
+29%

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

*Includes significant customers of St. Charles Consulting Group

**NIIT MTS
CUSTOMER
ADVISORY
BOARD**



MANAGED
TRAINING
SERVICES



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

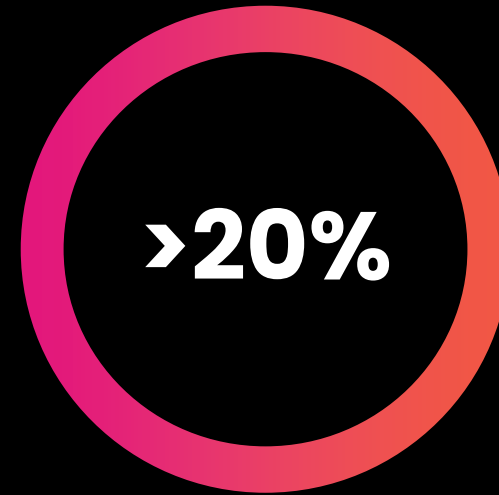
NEW SEGMENTS
RENEWABLE ENERGY

INORGANIC
EXPANSION

Growth Aspiration



by FY27



EBITDA
Margin

A night view of the New York City skyline, featuring numerous illuminated skyscrapers and buildings. The lights from the buildings are reflected in the water in the foreground. The NIIT logo, consisting of the letters 'NIIT' in a bold, white, sans-serif font inside a white circle, is overlaid on the left side of the image. To the right of the logo, the text 'MANAGED TRAINING SERVICES' is written in a white, sans-serif font, stacked in three lines. The overall scene is a vibrant, colorful representation of a major city at night.

NIIT

MANAGED
TRAINING
SERVICES

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