



**OUTPACE CHANGE WITH  
LEARNING**

# Financial Results Q1 FY25

August 1, 2024



MANAGED  
TRAINING  
SERVICES

# Environment

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The IMF expects global GDP to grow by 3.2% in 2024 - third consecutive year of deceleration in growth rates. Uncertainty remains high due to persistent inflation, high interest rates, elevated debt levels, continuing conflicts, upcoming elections, and their implications for geopolitics, policy, and growth rates.

Macro uncertainty continues to weigh on business sentiment, volume of training consumption remains impacted by cuts in discretionary spending.

While decision making remains slow, outsourcing conversations seeing an increase driven by transformation and cost pressures. Rapid transformation including GenAI driving increasing gap in internal capability versus specialist providers.

Use of AI expected to create opportunities to drive greater efficiency and effectiveness in training. Companies open to consolidation of spends especially in Transversal Skills for cost rationalization.

# Q1 FY25: In Perspective

- Revenue at INR 4,072 Mn; up 7% YoY and up 2% QoQ
- In CC, Revenue up 5% YoY and up 2% QoQ
- EBITDA at INR 1,024 Mn, up 11% YoY and up 3% QoQ
- OM at 25%, up 99 bps YoY and up 14 bps QoQ
- PAT at INR 600 Mn up 9% YoY; EPS of INR. 4.4
- Net Cash at Rs 6,489 Mn; higher by INR 830 Mn QoQ
- During the quarter, company added 3 new MTS customers, expanded scope with 3 customers and renewed 1 contract.
- Number of MTS customers at 89; Revenue Visibility at \$ 350 Mn vs \$ 335 Mn last qtr
- Net Cash INR Rs 6,489 Mn, up INR 830 Mn vs QoQ

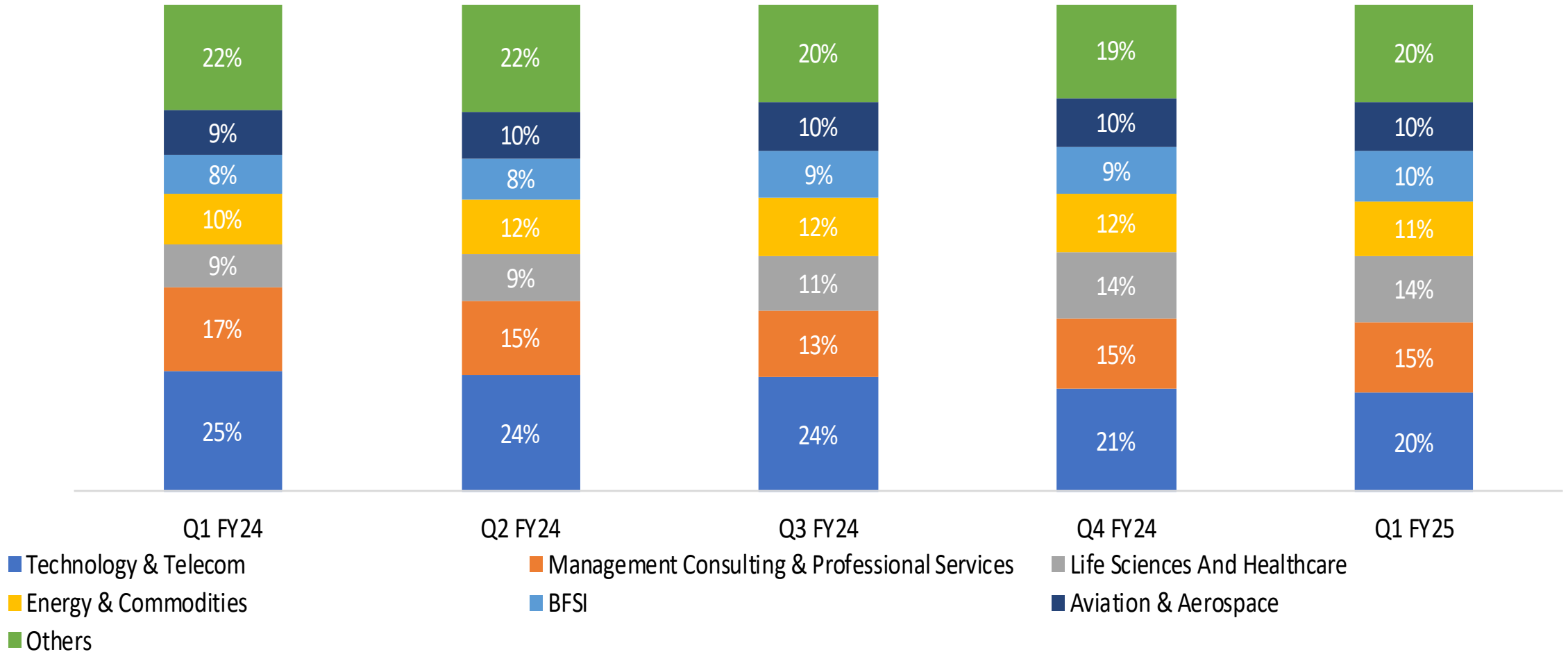
**Resilient sequential growth driven by ramp up of new customers and scope expansions.  
Green shoots in training consumption across a subset of customers**

# Key Financials

INR Mn	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY
<b>Net Revenue</b>	<b>4,072</b>	<b>3,979</b>	<b>2%</b>	<b>3,823</b>	<b>7%</b>
Operating expenses	3,048	2,984	2%	2,900	5%
<b>EBITDA</b>	<b>1,024</b>	<b>995</b>	<b>3%</b>	<b>924</b>	<b>11%</b>
EBITDA%	<b>25%</b>	<b>25%</b>	<b>14 bps</b>	<b>24%</b>	<b>99 bps</b>
Depreciation & Amortisation	140	127	10%	153	-8%
Net Other Income/ (Expense)	(72)	(29)	-144%	(88)	19%
<b>Operational PBT</b>	<b>812</b>	<b>839</b>	<b>-3%</b>	<b>683</b>	<b>19%</b>
Tax	212	294	-28%	131	62%
<b>PAT</b>	<b>600</b>	<b>544</b>	<b>10%</b>	<b>552</b>	<b>9%</b>
<b>EPS (INR)</b>	<b>4.4</b>	<b>4.0</b>	<b>10%</b>	<b>4.1</b>	<b>8%</b>

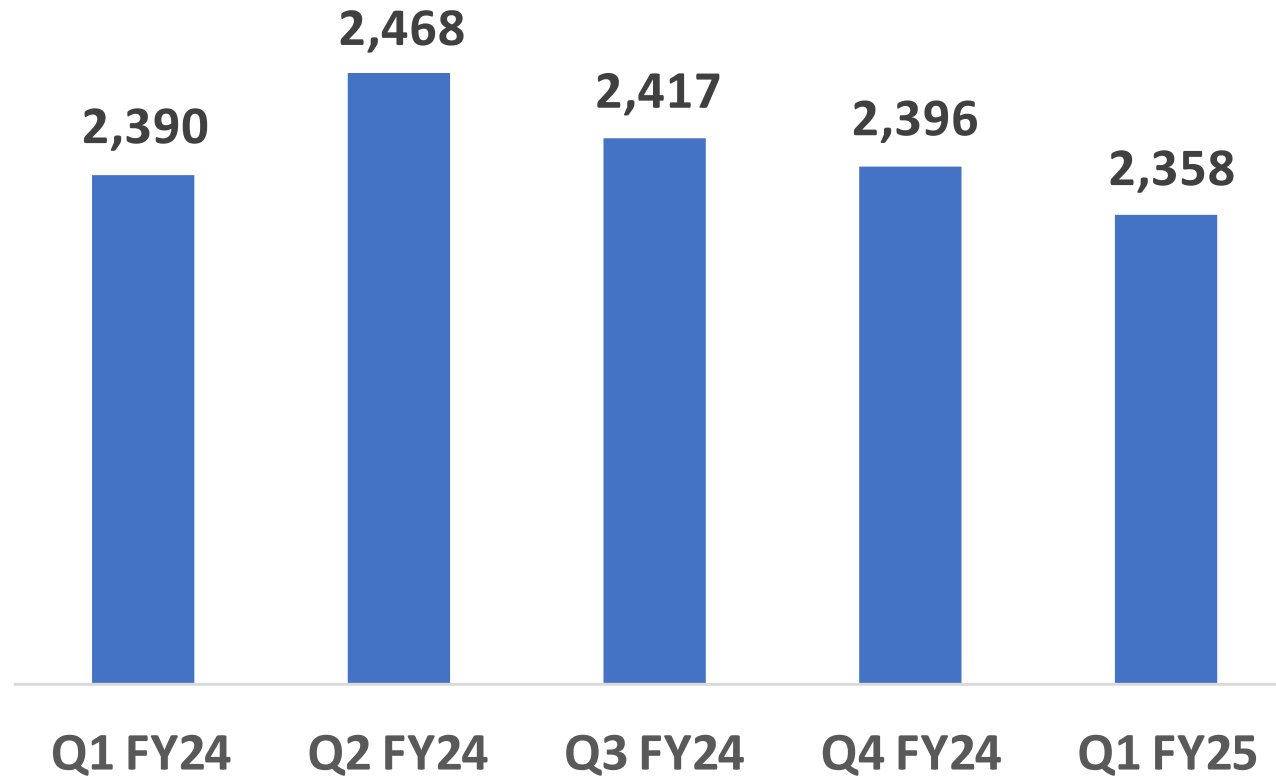
\*Net Other Income / (Expenses) includes a) treasury income of INR 82 million, b) scheme related transitory expenses of INR 12 Mn pertaining to ESOPs of NIIT Limited held by employees of NLSL at the time of demerger c) acquisition related expenses of INR 59 million including notional charge of INR 42 Mn due to fair value adjustments for future earnout liability and INR 17 Mn towards Interest expense on loan related to the acquisition, and d) Other expenses of INR 82 million including forex loss of INR 27 million and exceptional expenses of INR 29 million related to inorganic growth initiatives and net other expenses of INR 26 million

# Revenue Mix: By Sector



**Revenue from BFSI and Lifesciences continues to see growth. Volumes in Technology and Management Consulting (although up QoQ on seasonality) have been impacted due to the environment**

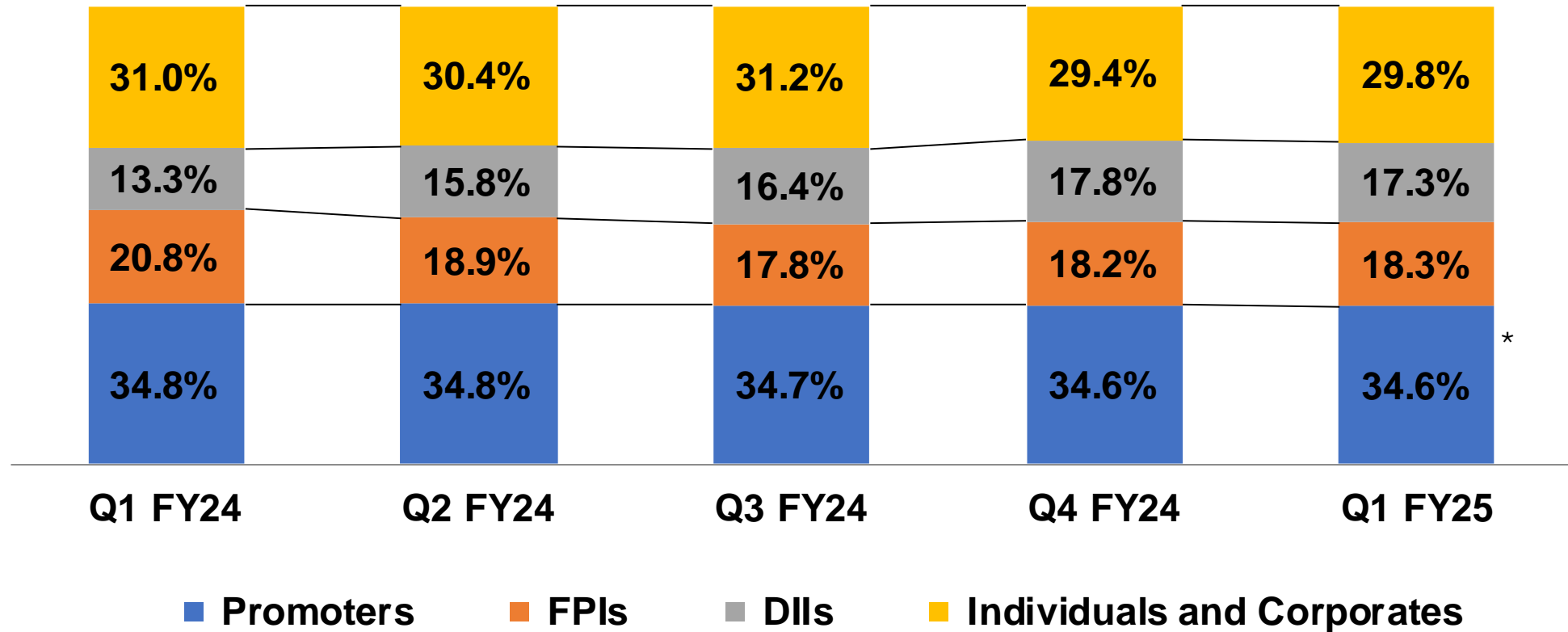
# People



Headcount down 38 QoQ and down 32 YoY

\* excludes project retainers

# Share Holding Pattern



\* Includes impact dilution of shareholding percentage due to of exercise of ESOPs





**NIIT**