



MANAGED
TRAINING
SERVICES

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October 23, 2024

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

The Manager
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Sub: Press Release for Unaudited Financial Results for the quarter ended September 30, 2024

Scrip Code: BSE - 543952; NSE - NIITMTS

Dear Sir/Madam,

Please find enclosed a copy of the press release for Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024.

This is for your information and records.

Thanking you,

Yours sincerely,

For **NIIT Learning Systems Limited**

Deepak Bansal
Company Secretary
& Compliance Officer

NIIT Learning Systems Limited

(Formerly MindChampion Learning Systems Limited)

Registered Office: Plot No. 85, Sector 32, Institutional Area,
Gurugram 122 001, Haryana, India | Tel: +91 (124) 4293000 | CIN: L72200HR 2001 PLC 099478



NIIT Learning Systems Limited (NIIT MTS) Announces Q2 FY'25 (July-September 2024) Results

NIIT MTS Highlights for Q2, FY'25

- Revenue at Rs. 397.4 Cr, up 4% YoY
- EBITDA at Rs. 93.6 Cr, EBITDA margin at 24%,
- PAT at Rs. 57 Cr, up 22% YoY, EPS at Rs. 4.2
- Two new MTS customers taking tally to 91; Revenue visibility improved to USD 368 million

	Consolidated Financials		
(In Rs. Crores)	Quarter ended September 30, 2024	Quarter ended September 30, 2023	YoY change
Net Revenue	397.4	381.9	4%
EBITDA	93.6	91	3%
EBITDA %	24%	24%	(27) bps
Profit After Tax	57	46.9	22%

New Delhi, October 23, 2024: NIIT Learning Systems Limited (Ticker Symbol: NIITMTS), a global leader in managed learning services, announced the results for the second quarter ended September 30, 2024.

During the July to September 2024 quarter, the company recorded a consolidated Net Revenue of Rs. 397.4 Cr, up 4% YoY with EBITDA at Rs. 93.6 Cr and EBITDA Margin stood at 24%. Profit After Tax was Rs. 57 Cr and the EPS stood at Rs. 4.2.

The results were taken on record at the meeting of the Board of Directors held on October 23, 2024.

NIIT MTS added two new global Managed Training Services (MTS) customers during the quarter, including one of the top FMCG brands globally and a leading energy major. NIIT MTS now partners with four of the top ten companies in the energy sector. Additionally, the company maintained its track record of 100% renewals, with four contract renewals and expanding the scope of one client, bringing revenue visibility to USD 368 million.

Commenting on the results, **Vijay K. Thadani, Vice Chairman & Managing Director, NIIT MTS** stated, "In Q2 FY25, NIIT MTS has continued to showcase its resilience and adaptability, delivering year-on-year growth and robust profitability. We added two marquee MTS clients and maintained a 100% renewal record. Our strategic focus on innovative solutions, including GenAI-powered platforms, have been key drivers of strong customer addition and retention."



Commenting on the results, **Sapnesh Lalla, CEO and Executive Director, NIIT MTS**, said, “Our Q2 FY25 performance reflects strong customer trust and enduring partnerships. Despite tighter industry budgets, we continued with industry-leading growth, customer addition and retention. The positive reception to our AI-driven solutions reinforces our leadership in this space. Our work continues to receive industry recognition such as 63 Brandon Hall awards. These awards are testament to the pioneering work we do for our customers.”

Awards and Accreditations

- NIIT MTS earned 63 Brandon Hall HCM Excellence Awards jointly with customers including 31 gold awards, 16 silver awards and 16 bronze awards across a broad range of categories.
- NIIT MTS was accredited Gold Standard for the ninth consecutive year by the Learning and Performance Institute
- NIIT MTS was named to Training Industry's Top 20 Experiential Learning Companies for the fourth consecutive year

About NIIT Learning Systems Limited (NIIT MTS)

NIIT MTS is the trusted partner and award-winning talent and L&D partner for the world's leading companies in over 30 countries. Established in 1981, NIIT MTS offers managed learning services and strategic consulting services that are designed to solve the most complex challenges in talent, skills, and workforce transformation.

Our high-impact managed learning solutions weave together the best of learning theory, technology, operations, and services to enable a thriving workforce. Our comprehensive suite of Managed Learning Services includes Custom Content and Curriculum Design, Learning Delivery, Learning Administration, Strategic Sourcing, and Learning Technology. We also provide specialized learning solutions including Generative AI-Based Learning, Immersive Learning, Customer Education Services, HCM Technology and Consulting Services, Leadership and Professional Skills Training, Digital and IT Training, and Talent Pipeline as a Service.

NIIT MTS's strategic consulting links organizational strategy with workforce needs, leveraging expertise from the St. Charles Consulting Group. Our consulting services include Learning & Talent transformation Strategic Learning & Career interventions, Talent Technology Advisory, Workforce Skilling, Learner-Centric Experiences, and Learning & Talent Intelligence.

With a Net Promoter Score of 9/10 and a 100% renewal rate, NIIT MTS helps leading companies transform and reimagine their learning ecosystems while increasing the business value and impact of learning.

Visit us at: www.niitmts.com

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