

NIIT Limited showcases platforms for next phase of growth

- Launches NIIT Cloud Campus in Q1
- Multi-year Managed Training Services contracts contribute annuity based revenue;
 Corporate Solutions grow 18% YoY
- Individual Learning Solutions grows 16% YoY; Enrolments up 11% YoY

NIIT Limited Consolidated Q1 (April- June, 2011) Net Revenue at ₹ 321.2 Cr, up 16% YoY; PAT at ₹ 13.1 Cr

New Delhi, July 22, 2011: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, today reported its results for the first quarter ending June 30, 2011. In this quarter, the company recorded Net Revenue of ₹321.2 Cr representing a 16% growth YoY. System Wide Revenue grew by 17% YoY to ₹469.2 Cr.

The Company's PAT for the quarter stood at $\sqrt[3]{13.1}$ Cr. The EBITDA was at $\sqrt[3]{30.7}$ Cr reflecting a margin of 10%.

The results were taken on record at the meeting of the Board of Directors of NIIT Limited here today.

NIIT Limited : Consolidated Financials at a Glance (in ₹ Cr)			
	Quarter ended June 30,'10	Quarter ended June 30,'11	Growth YoY
Global System-wide Revenue	401.3	469.2	17%
Net Revenue	278.0	321.2	16%
EBITDA	28.7	30.7	7%
Profit After Tax	13.0	13.1	1%

Commenting on the company's Q1 activities, Mr Rajendra S Pawar, Chairman NIIT Limited said, "The NIIT Cloud Campus platform launched in Q1 will transform the way in which we teach and learn."

During the quarter NIIT launched **India's first Cloud Campus** with its flagship GNIIT program based on cloud. Students joining this program will have an unparalleled experience of learning off the cloud. They will have digital courseware and necessary applications on their netbook devices, thus enjoying 24x7 availability of hands-on lab and other learning resources. This enables their anytime-anywhere learning leading to comprehensive mastery of their subjects. Students enjoy higher mobility as they can easily access educational services using their Netbook and data card that connects them to NIIT's Cloud CampusTM network. These services will be managed by NIIT centrally using the power of Cloud Computing.

Individual Learning Solution (IT) recorded net revenue of ₹117.8 Cr, up 16% YoY. This was supported by 11% increase in global enrolments, with career enrolments growing at 16%. Placements grew at 28% YoY on the back of continued acceptance of NIIT graduates.

During the quarter, NIIT launched its first **NIIT One World Centre** in Coimbatore. This is the first-of-its-kind training centre by NIIT that will serve as a one-stop destination for providing quality training



to students and professionals across multiple domains, such as Information Technology, Banking and Finance, Management and Business Process Outsourcing.

NIIT made operational its Synchronous Learning Technology (SLT) based Institutional Alliance Business - Careers@Campus, with college sign-ups covering nearly 13,000 students. These programs, mapped to the college calendar, will be delivered through VSAT into SLT classrooms.

Institute of Finance, Banking and Insurance (IFBI) launched preparatory programs for probationary officers and clerical recruitment exams for public sector banks. IFBI also signed an MOU with National Stock exchange (NSE) for launching NSE Certified Capital Markets Professional program.

Corporate Learning Solutions (CLS) recorded net revenue of ₹ 163 Cr, up 18% YoY. During the quarter the Company accelerated the execution of 6 Managed Training Services (MTS) deals worth USD 110 Mn in potential revenue over the next 5 years. The Element K learning products library posted substantial gains in market share and recorded a volume growth of 22% YoY.

Mr Vijay K Thadani, Chief Executive Officer, NIIT Limited, said "Volume growth of 56% in Managed Training Services (MTS) and 22% in online products provides a new platform for growth in the Corporate segment."

School Learning Solutions (SLS) recorded net revenue of $\overline{\$}$ 40.3 Cr and added 826 schools during the quarter.

During the quarter, SLS increased its Pan-India sales reach to over 65 cities, to cater to the increasing demands for quality learning products. NIIT further consolidated its position through the NIIT NGuru platform, which offers an integrated learning solution for schools.

According to Mr P Rajendran, Chief Operating Officer, NIIT Limited, "The NIIT NGuru solution goes beyond smart classrooms to provide an integrated learner centric environment."

Other Highlights of Q1:

- NIIT announced its 12th IT Scholarship in Nigeria
- The annual Chess Master competition held under the aegis of NIIT MindChampions' Academy (MCA) and guidance of World Chess Champion Viswanathan Anand culminated successfully in Patna this Quarter. Established in 2002, MCA has fostered over 11,000 Chess clubs with more than 1 million students as its members, in schools across India.
- NIIT was adjudged amongst 'Top 25 India's Best Companies to Work for' and the First among the Training & Education Industry by The Great Places to Work Institute
- NIIT received three accolades at the World Education Awards, 2011. NIIT's Skill development project in the Republic of South Africa was felicitated with, 'Best Vocational and Skills Initiative of the year' award; NIIT Imperia was recognized as 'Best Training to Working Professionals' and NIIT's Mobile Science Lab was acknowledged as the 'Best Innovation in Science Education'.
- NIIT Vietnam received the ICT Gold Medal Award 2011 for the 6th Consecutive Year from the Ho Chi Minh Computer Association.
- NIIT USA earned fifth consecutive appearance amongst Top 20 Companies in the Training Outsourcing Industry rankings.



About NIIT

NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, offers learning and knowledge solutions across 40 countries.

Leading IT magazine Dataquest has conferred upon NIIT, the 'Top IT Training Company' award successively for the past 18 years, since the inception of this category. Rated among India's Business Superbrands 2008, NIIT's Individual Learning Business offerings include industry-endorsed programs for students seeking careers in IT - GNIIT, Edgeineers and Global Net Plus for IT professionals.

NIIT has provided computer-based learning to over 15,000 government and private schools. The futuristic NIIT NGuru range for schools is a holistic education package that comprises Interactive Classrooms (an embedded Teaching Learning Material, that uses elements of interactivity, automation and web links library); Math lab (technology tools that enable school students to learn and explore mathematical concepts); IT Wizard (equips the students with core computer knowledge and IT skills); and Quick School (an Education Resource Planning solution for school management).

For working professionals, NIIT Imperia, Centre for Advanced Learning, offers Executive Management Education Programs in association with IIM Ahmadabad, IIM Kolkata, IIM Lucknow, IMT Ghaziabad and IIFT Delhi. NIIT Imperia also offers specialized courses in Finance in association with KPMG and on Digital Marketing with Google India and Internet and Mobile Association of India (IAMAI).

NIIT Institute of Finance Banking & Insurance (IFBI), formed by NIIT with equity participation from ICICI Bank, offers programs for individuals and corporates in Banking, Financial Services and Insurance.

NIIT Uniqua, Centre for Process Excellence, addresses the increasing demand for skilled workers in the business and technology services industry by providing training programs in relevant areas. This is a part of NIIT Institute of Process Excellence Limited, a NIIT-Genpact venture.

NIIT's Corporate Learning Solutions, offers integrated learning solutions (including strategic consulting, learning design, content development, delivery, technology, assessment and learning management) to Fortune 500 companies, Universities, Technology companies, Training corporations and Publishing houses.

NIIT delivers a tailored combination of catalog learning products, technology and services through Element K offerings. These include: vLab®: hands-on labs, instructor-led courseware, comprehensive e-reference libraries, technical journals, and KnowledgeHub™: hosted learning management platform.

NIIT's innovative HR practices have been felicitated by **Aon Hewitt** as amongst 'Top 25 Best Employers in India- 2011'; **Indian Education Awards 2011** as 'Best Education Company to Work with'; by **Great Places to Work Institute** as amongst 'Top 25 India's Best Companies to Work for' and First in Training & Education Industry, 2011.



Prateek Chatterjee, NIIT Ltd, Ph: (Cell) +91 9910201085, (Dir) +91 124 4293041

Email: prateek.chatterjee@niit.com

Reema Bardhan, NIIT Ltd, Ph: +91 9891267470

Email: reema.bardhan@niit.com

Sumana Bhattacharya/ Meenakshi Arora, Candour Communications

Ph: (Cell) + 9810597176/ 9911639410

Email id: <a href="mailto:Sumana@candour.co.in/meenakshi@candour.co.in/meenaks

Visit us at: www.niit.com

Follow us on: www.twitter.com/niitltd

Investors may contact:

Kapil Saurabh, NIIT Ltd, Ph: +91 124 4293324; Fax: +91 124 4293333;

Email: kapil.saurabh@niit.com