

NIIT Limited announces Q1 (April- June 2013) Consolidated Results FY 2013-14

NIIT rides the Cloud to expand market reach

- Records Net Revenue of Rs. 222.2 Cr in Q1
- Corporate Learning Solutions order intake grows 26% YoY giving revenue visibility of USD 144 Mn
- Banking enrolments grow 41% YoY
- Cumulative Cloud Campus enrolments cross 33,000

NIIT Limited : Consolidated Financials at a Glance (in Rs Cr)		
	Qtr ended Jun 30, 2012	Qtr ended Jun 30, 2013
Net Revenue	227.5	222.2
EBITDA	11.4	10.4
Profit After Tax	11.5	- 9.4

New Delhi, July 19, 2013: NIIT Limited, leading Global Talent Development Corporation and Asia’s largest IT trainer, today reported its results for the first quarter ending June 30, 2013. In this quarter, the company recorded a Net Revenue of Rs. 222.2 Cr on an EBITDA of Rs 10.4 Cr, with an Operating Margin of 5%.

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

During the quarter, **Corporate Learning Solutions (CLS)** recorded net revenues of Rs. 84.4 Cr, up 16% YoY. Order intake for CLS grew 26% YoY giving a revenue visibility of USD 144 Million. Three new international clients were added for Managed Training Services during Q1.

Mr. Vijay K Thadani, Chief Executive Officer, NIIT Limited said, *“Corporate Learning Solutions recorded fresh order intake of USD 16.2 Mn, up 26% reflecting a strong customer confidence.”*

Career Building Solutions (CBS) recorded net revenue of Rs. 94.8 Cr during Q1.

During the quarter GNIIT series enrolments grew 9% YoY and Cumulative Cloud Campus enrolments crossed 33,000. With the long term growth story for the IT sector still holding, NIIT is gearing up for developing talent that will be absorbed as this growth takes place – already visible in the excellent results posted by the IT companies during Q1.

Mr. Rajendra S Pawar, Chairman, NIIT Limited, said, *“NIIT Cloud Campus is the cornerstone of our growth strategy.”*

During the quarter, enrolments for banking courses grew 41% YoY. **NIIT IFBI-** India’s largest Banking training institute- forayed into Nigeria to foster skilled manpower development for the banking sector in

the country. Through its flagship program Post-Graduate Diploma in Banking, NIIT IFBI will provide hands-on experience to Nigerian youth on the latest banking software.

NIIT IFBI announced the launch of its 3rd National Banking Career Fair to benefit students aspiring to make a mark in India's fast-evolving banking sector.

NIIT Imperia registered a growth of 29% YoY in enrolments during Q1, with its cutting-edge programs continuing to be in demand from working professionals.

School Learning Solutions (SLS) recorded net revenue of Rs. 42.4 Cr during the quarter, adding 125 Non Government schools to its portfolio.

Strengthening its focus on the Cloud, SLS launched school ERP and Classroom solution on Cloud delivery model during the quarter. NIIT also trained 3025 teachers and principals on CCE (Continuous and Comprehensive Evaluation) and leadership training across 80 schools.

In recognition of its outstanding people practices, NIIT was ranked as the 4th Best Company to Work for, in a survey among 550 companies across 22 industries in India, by Great Place to Work Institute. Further, the same survey also recognized NIIT as the No. 1 Education and training company to work for, consistently for the third year in a row.

Commenting on the achievement, **Mr. P Rajendran, Chief Operating Officer, NIIT Limited** said, ***"Our core value & belief that NIIT is People, is reflected through our people-centric policies, which fosters career building by creating opportunities that facilitate learning, thinking and innovation."***

NIIT's vocational skills training initiative - **NIIT Yuva Jyoti**, established in partnership with National Skill Development Corporation (NSDC) continued to gain momentum with new centre locations added during Q1, taking the total number of centres locations to 40, with enrolments from over 5600 students.

Other acknowledgements and highlights during Q1:

- NIIT USA was ranked among TrainingIndustry.com's prestigious Top 20 Companies in Training Outsourcing List, 2013 for the seventh consecutive year.
- NIIT China launched a Global Talent Development centre in Haikou city of Hainan province, to train skilled manpower for the growing IT industry in the country.

About NIIT Ltd.

Established in 1981, [NIIT](#) Limited, a leading Global Talent Development Corporation and Asia's premier IT trainer, offers learning and knowledge solutions across 40 countries. Leading IT journal Dataquest has conferred upon NIIT the 'Top IT Training Company' award successively for the past 20 years, since the inception of this category.

NIIT's Individual Learning Business offerings include industry-endorsed programs for students seeking careers in IT – [GNiIT](#) and [Edgeineers](#), and [GlobalNet+](#) for IT professionals. The company has introduced "India's first cloud campus", through its new-age GNiIT program. This offers students a higher mobility as they can access courseware using Netbooks to connect seamlessly to NIIT's [Cloud Campus](#) network.

NIIT's [Corporate Learning Solutions](#) offers Managed Training Services including integrated learning solutions (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 Yuva Jyoti](#), a joint venture between NIIT and NSDC, offers vocational skills training programs to enhance employability of youth across India.

NIIT has provided computer-based learning to around 17,000 Government and private schools. The futuristic [NIIT nGuru](#) range of learning solutions for schools comprises Interactive Classrooms, Math Lab, IT Wizard programs and Quick School (Education Resource Planning software).

[NIIT Imperia](#) - Centre for Advanced Learning, offers Executive Learning Programs in association with leading Business schools in India, KPMG, Google India and Internet and Mobile Association of India (IAMAI), using the synchronous learning platform.

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

NIIT Institute of Process Excellence Limited, a NIIT-GENPACT venture (NIIT Uniqua), offers complete training outsourcing services to the Business Process, Knowledge and Technology Services industry to create business models that enhance productivity and lower costs.

In recognition of its people centric policies, which foster an environment of growth and career development, NIIT has been ranked as the 4th [Best company to work for in India](#) 2013-14, by Great Place to Work Institute®.

For media queries, please contact:

Prateek Chatterjee

Vice President, Corporate Communications & Marketing, NIIT Limited

Ph: (Cell) +91 9910201085, (Dir) +91 124 4293041

Email: prateek.chatterjee@niit.com

Reema Bardhan

Corporate Communications & Marketing, NIIT Limited

Ph: (Cell) +91 9891267470

Email: reema.bardhan@niit.com

Sumana Bhattacharya/Niharika Sneha

Candour Communications

Ph: (Cell) +91 9810597176/ 8800861353

Email: sumana@candour.co.in, niharika@candour.co.in

Investors may contact:

Kapil Saurabh, NIIT Limited, Ph (Cell) +91 9899117793, (Dir) +91 124 4293324

Email: kapil.saurabh@niit.com

Visit us at: www.niit.com ; Follow us on: www.twitter.com/niitltd