

NIIT Limited Q3 (Oct-Dec 2009) Consolidated Results 2009-10

- *PAT up 74 % at Rs. 9.5 crores*
- *Individual Learning Solutions Enrolments up 22 %*
- *Corporate and Institutional order intake at Rs. 237 crores, up 31%*
 - *Net Revenue up 2% at Rs. 283.6 crores*

NIIT Limited Consolidated Financials at a Glance (Rs. Cr.)			
	Qtr ended Dec 31, '08	Qtr ended Dec 31, '09	Growth YoY
Global System-wide Revenue	389.8	396.5	2%
Net Revenue	278.9	283.6	2%
EBITDA	22.9	31.2	36%
Profit After Tax	5.5	9.5	74%

New Delhi, January 23, 2010: NIIT Limited, the leading Global Talent Development Corporation has posted consolidated net revenues of Rs. 283.6 Cr, representing a growth of 2% YoY, for the quarter ending December 31, 2009. The company's system-wide revenue stood at Rs. 396.5 Cr, up 2% YoY.

In this quarter, the company recorded Profit After Tax of Rs 9.5 Cr compared to Rs 5.5 Cr for the same period last year, representing 74% growth YoY. The results were taken on record at the meeting of the Board of Directors here today.

Commenting on the company's performance and growth plans, NIIT Chairman Mr. Rajendra S Pawar said, **"An improving market coupled with product innovation contributed to significant improvements in enrolments and order intake."**

Individual Learning Solutions – IT recorded 11% growth in net revenue YoY and 22 % growth in enrolments.

In this quarter, NIIT entered into strategic alliance with SAP to offer training programs to prepare SAP consultants in the world-leading business software, Enterprise Resource Planning and related applications provided by SAP. The company also forged an alliance with IBM to offer cutting edge training programs on IBM technologies.

According to Mr. Vijay K. Thadani, Chief Executive Officer, NIIT Limited, **"Improved IP based product mix enhanced EBITDA by 278 bps."**

Press Release

School Learning Solutions with an order intake of Rs. 73.8 crores grew 197% YoY.

During the quarter NIIT added 641 schools, reflecting repeat orders from the states of Gujarat, Assam and Andhra Pradesh and also a strong response from private schools.

NIIT held multi city seminars on “De-stressing learning environment in Schools: Role of technology”, to emphasise the need for identifying right IT Learning tools for children, to bring back the joy of learning. During the seminars NIIT showcased its flagship NIIT eGuru suite of products which consist of a holistic education package that addresses the needs of all key stakeholders within the education realm—Students, Teachers, School management and Parents, with a single solution.

Mr. P Rajendran, Chief Operating Officer, NIIT said, **“The new eGURU offerings were received well which contributed to the growth in non Government revenues.”**

Finance & Management Training (FMT) Solutions witnessed a decisive upturn in demand through tie-ups with KPMG to offer IFRS program and IAMAI for Advanced program in Digital marketing. During this quarter, NIIT Imperia announced its 7th Academic Partner- IMI Delhi, for delivering management programs.

Corporate Learning Solutions (CLS) recorded a growth of 13 % YoY in order intake.

With fresh order intake during the quarter at USD 34.7 Mn, CLS closed the quarter with a pending order book of USD 89.3 million, up 10% YoY. During the quarter CLS witnessed growth in Learning products and Training Outsourcing segments in the US and in Government and Corporate Training segments in India. The Business Unit also added four significant customers during this period.

Other highlights of Q3 2009:

- Honoured as one of the Top 10 IT education brands in China by Tencent for its influence on the students in the country.
- Partnered with government of Karnataka to bring e-learning to young graduates in the state
- NIIT, USA Announced a new- Managed Training Services offering, that will provide customers with the enhanced impact, reduced costs and sharpened focus that they need to succeed in today’s business climate
- Chess Master 2009, organized by NIIT MindChampions Academy- a joint venture with World Chess Champion Viswanathan Anand- witnessed phenomenal participation by 4.5 lakh students across the country this year.
- NIIT Corporate Chess Championship, Karnataka, saw participation by over 50 corporate teams, thus making a successful debut.
- NIIT, USA received 3 Brandon Hall awards – the unofficial Oscars for Training (2 for innovation in technology and 1 for content creation)
- Best IT content of the year from elearning magazine
- Featured amongst Top 20 training outsourcing – for the 5th year running
- Content creation award from ASTD (American Society for Training and Development)



Press Release

About NIIT

NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, offers learning and knowledge solutions to over 5 million students across 40 countries.

Leading IT magazine Dataquest has conferred upon NIIT, the 'Top IT Training Company' award successively for the past 17 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 - **GNIT**, **Edgeineers** and **Global Net Plus** for IT professionals.

NIIT has provided computer-based learning to over 12,000 government and private schools. The futuristic NIIT eGURU range for schools is a holistic education package that comprises of **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 Indian Institutes of Management (IIMs) at Ahmadabad, Indore, Kolkata, Lucknow, IMT Ghaziabad, IIFT Delhi and IMI Delhi.

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, 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. This makes NIIT the first and the best choice for comprehensive learning solutions, worldwide.

For media queries, please contact:

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

Email: prateek.chatterjee@niit.com

For investor queries, please contact: Kapil Saurabh, NIIT Ltd, Ph: (Dir) +91 124 4293324

Email: investor.relations@niit.com or Visit www.niit.com

Follow us on www.twitter.com/NIITLtd