

NIIT Limited announces Q3 (Oct - Dec 2013) Consolidated Results FY 2013-14

- NIIT records Net Revenue at Rs 233.6 Cr
- PAT at Rs. 1.2 Cr, up 153% YoY
- Corporate Learning Solutions grows 34% YoY
- Enrolments for Banking programs up by 33% YoY

NIIT Limited Q3 (Oct - Dec 2013) Consolidated Financials at a Glance (in Rs Cr)			
	Qtr ended Dec 31, 2012	Qtr ended Dec 31, 2013	Growth YoY
Net Revenue	232.7	233.6	-
EBITDA	7.7	14.3	84%
EBITDA%	3%	6%	279 bps
Profit After Tax	0.5	1.2	153%

New Delhi, January 17, 2014: NIIT Limited, leading Global Talent Development Corporation, today reported its results for the third quarter ended December 31, 2013. In this quarter, the company recorded Net Revenue of Rs. 233.6 Cr with PAT of Rs 1.2 Cr. EBITDA grew 84% YoY registering a 279 bps YoY growth in Operating margin.

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

Commenting on the company's performance, **Mr Rajendra S Pawar, Chairman, NIIT Limited** said, *"The margin growth of 279 bps, points to the underlying revival in business."*

Corporate Learning Solutions (CLS) recorded net revenues of Rs. 105.9 Cr., up 34% YoY during the quarter. It added 3 new contracts in Q3, taking the Pending Order book for CLS to Rs 257 Cr. executable over the next 12 months.

Mr Vijay K Thadani, Chief Executive Officer, NIIT Limited said *"NIIT has been able to take advantage of the developing opportunities in the US market to record a 31% YoY increase in order intake in its Corporate Learning Business."*

Career Building Solutions (CBS) recorded net revenue of Rs. 91.7 Cr during the quarter. The pioneering Cloud campus initiative has now expanded to cover 92 courses across 210 centres with a cumulative enrolment of over 53,000 students. Placements during the quarter stood at 8,117 students.

Into its fourth decade of leadership in Global Talent Development, NIIT extended its portfolio by introducing a cutting-edge program in **"Business Analytics"** during the quarter. NIIT rolled out the

comprehensive and unique program to develop the next generation of data scientists and business analytics professionals.

NIIT Imperia launched two new management programs during the quarter, in partnership with IIM Trichy: Post Graduate Certificate in Brand & Advertising Management and Essentials for Finance.

NIIT Institute of Finance, Banking & Insurance Training Ltd. (IFBI) strengthened its leadership position in the industry, with fresh banking enrolments registering an increase of 33% YoY.

School Learning Solutions registered net revenue of Rs. 35.5 Cr. during the quarter.

During the quarter, NIIT unveiled ITWizard Plus, a unique end-to-end solution that brings to the school all the key elements required by the teachers and students for learning and managing IT. NIIT also trained 1,899 teachers and school principals on CCE (Continuous and Comprehensive Evaluation) and leadership training across the country, as an empanelled member of CBSE (Central Board of Secondary Education).

Mr P Rajendran, Chief Operating Officer, NIIT Limited said, *“The initial response to IT Wizard’s new avatar launch, has been encouraging. We are confident that this will result in good business from the next quarter onwards.”*

NIIT’s vocational skills training initiative - **NIIT Yuva Jyoti**, established in partnership with National Skill Development Corporation (NSDC) continued to gain momentum, expanding its reach to a total number of 52 locations, with over 13,000 enrolments since commencement.

Other highlights:

- TrainingIndustry.com, a global resource for training and development companies, has recognised NIIT as one of the world’s Top 20 IT training organisations for 2013.
- The quarter saw NIIT reaffirming itself as a **Youth connect brand**, through the hugely successful social media campaign **#Wish4Vishy** www.wish4vishy.com. The campaign became a national movement with wishes pouring in for NIIT MindChampion Viswanathan (Vishy) Anand prior to the World Chess Championship 2013, reaching out to over 60 lakh fans and well wishers of Vishy across the globe.

About NIIT

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 21 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®.

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