

NIIT Limited Consolidated Annual Results FY 2008-09

- *Profit Before Tax up 23% YoY ; Profit After Tax at Rs 69.8 Cr*
- *Annual System-wide Revenue up 21% YoY at Rs 1689 Cr*
- *4278 new schools added with Order Intake of Rs 332 Cr, up 153% YoY*
- *Individual Learning Solution-IT revenue up 23% YoY*
- *Board Recommends Dividend of 65%*

New Delhi, May 27, 2009: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, has reported net revenue of Rs 1148 Cr, up 14% YoY for the year ended March 31, 2009. NIIT reported EBITDA of Rs 118.6 Cr, up 15% YoY. After adjusting for depreciation of Rs 64.7 Cr and forex hedging losses, Profit Before Tax is Rs. 49.3 Cr, up 23% over last year. After adjusting for share of profit from associates and taxation, Profit After Tax is Rs 69.8 Cr leading to an EPS of Rs 4.2 per share.

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

The Board has also proposed a dividend of 65%, Rs 1.30 per share

NIIT Limited : Consolidated Financials at a Glance (in Rs Cr)			
	Year ended Mar 31, '08	Year ended Mar 31, '09	Growth YoY
Global System-wide Revenue	1401.6	1689.3	21%
Net Revenues	1006.8	1148.6	14%
EBITDA	103.6	118.6	15%
Profit Before Tax	40.2	49.3	23%
Profit After Tax	75.6	69.8	-8%

Annual Performance Highlights

The company recorded system-wide revenue of Rs. 1689 Cr, a growth of 21% YoY. EBITDA stood at Rs. 118.6 Cr, an increase of 15% over last year.

Commenting on the company's performance, Mr Rajendra S Pawar, Chairman, NIIT Limited said, **"Multiple growth strategies yielded results in a challenging environment."**

The year saw NIIT entering into a JV with Genpact to launch NIIT Uniqua, aimed at creating talent pool for Business & Technology Services industry. Extensive product innovation, with introduction of over 10 new products, improved the competitive position of NIIT.

Individual Learning Solutions (IT) recorded **23%** growth in net revenue at Rs 398.2 Cr supported by 19% growth in Career Revenue. Operating margin grew by 123 basis points to 22% due to improved product mix and growth in international operations.

Responding to the changing market dynamics, NIIT launched "Job-ready" career courses – intensive technology programs to make graduates job-ready in 99 days. This initiative has been acknowledged by the recent Nielsen- Week Survey as being among the best short duration job ready courses in the country.

NIIT is now CISCO's Learning Solution Partner for the Asia Pacific region offering certification programs through its own network and CISCO partner centres. Expanding its portfolio, NIIT with SAS Institute Inc., a global leader in business analytics, introduced first-of-its kind specialized curriculum in Business Intelligence. NIIT together with global technology majors including Pearson VUE, Adobe, Intel and Microsoft added Web 2.0, Multimedia curriculum and testing to its offerings.

NIIT expanded its reach by strengthening its presence in Vietnam, China and in African countries such as Nigeria and Ghana.

School Learning Solutions recorded 37% growth in net revenue at Rs 138.3 Cr. Operating margin improved by 246 basis points to 15% due to operating leverage on higher revenue.

NIIT strengthened its offerings with the launch of NIIT eGuru, a comprehensive school solution with learning tools such as- Interactive Classroom, MathLab, IT Lab and Education Resource Planning Solution. Smart Science Station, a pioneering solution which integrates Science Labs with classrooms and NIIT e-Guru Web & Multimedia Curriculum, based on Adobe Creative Suite of Products were some of the other new product innovations.

"NIIT recorded strong growth with orders from State Governments of Rajasthan, Bihar, Maharashtra and Andhra Pradesh. The NIIT eGURU range now comprises a holistic education package which addresses the needs of all stake holders in school education", said Mr. P Rajendran, COO, NIIT Limited.

NIIT added 4,278 schools during the year taking the cumulative number of schools serviced to 12,159.

The order intake was Rs 332 Cr, up 153% YoY and the Order Book stands at Rs 325.5 Cr, up 147% YoY.

Corporate Learning Solutions recorded net revenue of Rs 578.6 Cr.

During the year, NIIT added new customers for Learning Products and Training Outsourcing in US, UK and India including Genpact and DELL Corporation. In the Government Sector, NIIT's major initiatives include e-learning for the Indian Armed Forces, ICT training programs for the Ministry of Social Justice & Empowerment and the Income Tax Department's Tax Returns Preparers scheme which has been repeated for the second year.

Order intake during the year was Rs 637.4 Cr taking the closing order book to Rs 397.1 Cr, up 22% over last year.

New Business - Finance & Management Training and NIIT Uniqua

NIIT widened its offerings with the launch of Financial Education Program, five Executive Management Programs, and Career Programs for college students. NIIT Imperia further strengthened its offerings by launching courses in association with IIM, Lucknow. NIIT Imperia now has relationships with six premier B- Schools.

NIIT Uniqua commenced operations across 12 centres with programs for Voice & Accent Training, Finance & Accounts and IT services.

January-March 2009 (Q4) Financial Results

NIIT Limited and its subsidiaries reported system-wide revenue of Rs. 465.2 Cr, a growth of 22% YoY, during the quarter. The company reported net revenue of Rs. 300.8 Cr, up 10% YoY and EBITDA of Rs 36.4 Cr, up 20% YoY.

Individual Learning Solutions (IT) grew 15%YoY to a net revenue of Rs. 103.5 Cr while EBITDA grew to Rs 23.7 Cr, up 22% YoY.

School Learning Solutions recorded net revenue of Rs 44.2 Cr, a growth of 16% YoY and EBITDA of Rs 8 Cr, up 83% YoY.

Corporate Learning Solutions recorded net revenue of Rs 148.1 Cr, up 11% YoY and EBITDA of Rs 9.5 Cr, up 59% YoY.

ACKNOWLEDGEMENTS

NIIT and NIITians added several achievements throughout the year.

- To bridge the Education-Employability gap and create talent pool in urban slums, NIIT announced **NIIT Yuva Star**, Career Development Centre. Five such centres were launched this year in New Delhi.
- NIIT's innovative Smart Science Station-Computer Aided eXperience (CAX) kit was awarded 'Letter of Commendation' by **UNESCO** at its Annual Convention on '**Innovative Practices in ICT in Education**'.

- NIIT was conferred the '**Top IT Training Company Award 2008**' by the country's leading publication group Cybermedia, the publisher of Dataquest. (NIIT has been getting this award successively for the past 15 years, since the inception of this category).
- NIIT, USA, was awarded the **Gold for Excellence in E-Learning Award** by Chief Learning Officer magazine as part of its Learning in Practice Awards, one of the industry's highest honors.
- NIIT has been adjudged as **Business Superbrand 2008** for the second time, for commanding respect, loyalty and trust of the consumer by the Superbrands Council, from amongst consumer brands across categories.
- In line with its commitment to harness talent pool from semi-urban India, NIIT laid the foundation of its second District Learning Centre (DLC) at Barkuhi, near Chhindwara, MP. This is NIIT's second DLC in the Chhindwara district.
- India's largest IT scholarship program, **Bhavishya Jyoti Scholarship Program** and largest IT aptitude test, **NITAT**, were conducted in NIIT centres across India.
- Chess Master 2008-09, organized by NIIT MindChampions Academy (A joint venture with World Chess Champion Viswanathan Anand), saw record participation by over 2,00,000 students from over 3400 Government and Private Schools spread across 24 states and Union Territories.
- NIIT HiWEL received prestigious '**Digital Opportunity Award**' at World Congress on IT (WCIT) 2008 for its path-breaking work in spreading computer literacy and improving the quality of education at grass root levels.

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 15 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 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 Ahmedabad, Indore, Kolkata, Lucknow, IMT Ghaziabad and IIFT 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.

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