

**Press Release**

**NIIT Limited declares Consolidated Results for Q4 and FY 2011-12**

**EPS up 19% at Rs. 6.7 for FY 2012 on a stronger balance sheet**

- Full Year PAT up 19 % YoY at Rs. 110.2 Cr; Records annual net revenue of Rs. 1260.3 Cr
- Q4 net revenue up 17% YoY and PAT up 31% YoY on a continuing business basis
- Managed Training Services (MTS) closes FY 2012 with 9 global contracts and revenue visibility of USD 120 Million
- NIIT Yuva Jyoti gains momentum; Opens 6 centres
- Board recommends Dividend of 80%

**Quarter 4 highlights:**

<b>Q4 (Jan – March 2012) Consolidated Financials (in Rs. Cr)</b>	
<i>Quarter ended March 31, 2012</i>	
<b>System-wide Revenue</b>	507.9
<b>Net Revenue</b>	305.2
<b>EBITDA</b>	35.7
<b>EBITDA %</b>	11.7%
<b>Profit After Tax</b>	26.2

*(In view of the divestment in Element K during the year, the following table represents the comparison with the previous year on a like-to-like basis for Q4)*

<b>NIIT Limited: Q4 (Jan- March, 2012)</b>			
<b>*Consolidated Financials on a Continuing business basis (in Rs. Cr) for Quarter ended March 31, 2012</b>			
	<b>Qtr ended March 31, 2012</b>	<b>Qtr ended March 31, 2011</b>	<b>Growth YoY</b>
<b>System-wide Revenue</b>	459.7	413.1	11%
<b>Net Revenue</b>	257	220.0	17%
<b>EBITDA</b>	35.7	31.0	15%
<b>PAT</b>	26.1	19.9	31%

*\*Excluding financials of Element K and one time pass through revenue in this quarter*

**New Delhi, May 09, 2012:** NIIT Limited, leading Global Talent Development Corporation and Asia’s largest IT trainer, today declared its consolidated results for the fourth quarter ended March 31, 2012. The company recorded Profit After Tax for the year at Rs. 110.2 Cr representing a 19% growth YoY on annual net revenue of Rs. 1260.3 Cr.



During the quarter the company's Net Revenue stood at Rs. 305.2 Cr and the Profit After Tax was recorded at Rs. 26.2 Cr. The EBITDA was at Rs. 35.7 Cr reflecting a margin of 12%.

NIIT divested its stake in Element K for a cash consideration of USD 110 Million, during the year. The total net debt in balance sheet stands reduced by Rs. 295.5 Cr.

The results were taken on record at the meeting of the Board of Directors here today. The board also proposed a dividend of 80%.

Commenting on the company's performance **Mr. Rajendra S Pawar, Chairman, NIIT Limited** said, *"Our focus on the four growth platforms unveiled at the beginning of the year and capital efficiencies, has led to an improved EPS and a strong balance sheet."*

*"We continue to scale-up our focus on the four platforms- NIIT Cloud Campus, Vocational Skills Training (in association with NSDC), Managed Training Services and Solutions for Schools - to drive the next phase of growth for NIIT",* added **Mr. Vijay Thadani, CEO, NIIT Limited**.

**Individual Learning Solutions** recorded net revenue of Rs. 152.2 Cr, up 14% YoY during Q4, with enrolments growing by 8% YoY. Short term diploma programs registered a growth of 11% during the year.

During the quarter, NIIT conducted country's largest IT Aptitude Test— the 8th National IT Aptitude Test (NITAT) — to enable students and graduates to ascertain their aptitude for the IT industry. NITAT 2012 witnessed record participation this year, with over 1,00,000 IT aspirants across 200 cities applying for the test to gauge their IT aptitude.

**NIIT Institute of Finance, Banking & Insurance Training Ltd. (IFBI)** announced the launch of Post Graduate Diploma in Retail Banking (PGDRB) in association with Axis Bank- an exclusive career program designed for the Bank. During the year, IFBI also launched – "BankVantage"- comprehensive career programs in banking, designed and endorsed by the industry.

**NIIT Imperia** in collaboration with KPMG in India, announced the launch of 3 new Taxation Programs, designed to meet the growing training needs of finance, accounting and taxation professionals. It also launched the Executive Program in Corporate Regulations in association with IIM Calcutta.

NIIT launched **India's first Cloud Campus** with its flagship GNIIT program based on cloud during the year. One of the most important initiatives of NIIT in recent times, the new-age GNIIT is based on cutting-edge cloud computing technology. Students enjoy higher mobility as they can access educational services using a Netbook or a Mobile device that connects them to **NIIT Cloud Campus™** network.

Besides this, NIIT made operational its Synchronous Learning Technology (SLT) based Institutional Alliance Business - **Careers@Campus** during the year. These programs, mapped to the college calendar, will be delivered through VSAT into SLT classrooms.

During the financial year 2011-12, NIIT strengthened its focus on vocational skills training by entering into one of the largest public-private partnerships with **National Skill Development Corporation (NSDC)** to enhance skills and employability of youth across India through its **NIIT Yuva Jyoti** initiative. Through this partnership, it is estimated that around 7 million youth will be trained by 2022, in multi-skilling mode. Six



NIIT Yuva Jyoti centres were made operational during the year, with a plan to scale up to 1500 centres across 1000 cities over the next 10 years.

**Corporate Learning Solutions (CLS)** recorded net revenues of Rs. 66.4 Cr during Q4, with an order intake of USD 12.78 Mn.

CLS closed FY 2012 with 9 global contracts and revenue visibility of USD 120 Million through multi-year Managed Training Services engagements.

**School Learning Solutions (SLS)** recorded net revenues of Rs. 86.5 Cr, up 131% YoY during Q4.

Referring to the growing acceptability of NIIT NGuru Solutions for Schools, **Mr P Rajendran, COO, NIIT Limited said, "During the year NIIT's school learning solutions business increased its sales reach to serve schools in 90 cities, up from 40 cities a year ago. As a result 687 more schools embraced our NGuru school solutions, thereby registering a growth of 47% YoY in order intake "**.

NIIT's thrust on alignment of people practices with its overall business strategy to create a positive employment experience, continued to get industry accolades. During the year, NIIT was adjudged amongst 'Top 25 India's Best Companies to Work for' and was ranked No.1 in the Training & Education Industry, by The Great Places to Work Institute.

#### **Other acknowledgements and milestones during the year:**

- NIIT received Dataquest Top IT Training Company Award 2011, for the 19<sup>th</sup> successive year
- NIIT received Franchisor of the Year Award at Franchise India Awards 2011 for developing the Best franchise model in the field of education
- NIIT was voted India's second most trusted Education brand by Brand Equity-Nielsen Survey 2011
- NIIT featured as the 'Most Trusted Leader in Education' in Brand Trust Report, India Study, 2012, undertaken by Trust Research Advisory
- NIIT USA received the Gold at the Chief Learning Officer (CLO) magazine's annual "Chief Learning Officer Learning In Practice" awards
- Brandon Hall Group honoured NIIT USA with 'Excellence Awards' for Performance Support, Learning, and Marketing
- NIIT USA earned fifth consecutive appearance in the Top 20 Companies in the Training Outsourcing Industry ranking 2012.
- NIIT organized India's first Cloud Scholarship test across seven metros in India
- NIIT Foundation launched Career Development Centres in Delhi, Mumbai and Orissa to provide job-oriented training to underserved youth of the society
- NIIT Foundation adjudged 'Best Private Sector Skills Provider' at UK India Skills Forum (UKISF) Awards 2011
- NIIT was adjudged the 'Best Result Oriented ICT School' in Ghana for the second consecutive year
- NIIT Vietnam received ICT Gold Medal Award 2011 for the 6th Consecutive Year from the Ho Chi Minh Computer Association



- 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
- 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**'.

### **About NIIT**

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 19 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 Global Net Plus 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 and data cards that 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 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 (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, addresses the increasing demand for skilled workers in the business and technology services industry by providing training programs in relevant areas.

NIIT has provided computer-based learning to over 15,000 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 has been ranked among the 'Top 25 Best Employers in India- 2011' by Aon Hewitt and 'Top 25 India's Best Companies to Work for' by Great Places to Work Institute. The company has also been voted the second most trusted education brand in India by Brand Equity- Nielsen Survey 2011.

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