



**SHARPENING
THE EDGE**

Financial Results
Quarter ended June 30, 2011

July 22, 2011

- GDP expected to grow at approx. 8.5%. However, tight monetary policy and sticky inflation dampening growth momentum.
- Employers remain optimistic about hiring plans; Strong hiring by employers across industries in India with Net Employment Outlook at 51% (up 13 percentage points YoY): Manpower Employment Outlook Survey
- Domestic IT firms continue strong hiring outlook based on volume pick up and higher attrition: TCS and Infosys plan to hire over 100,000 in FY12
- Banking Industry continues its hiring spree for operations and sales; PSU banks to hire over 4 lac in the next two years. (Source: Times of India)
- Education and skill development remains a top agenda for governments around the world. However, decision making and execution of government plans has been slow
- Corporate training spends recovering. However, US, Europe sovereign debt concerns weigh on corporate decision making

Q1FY12 – Financial Highlights

- Consolidated System wide revenues ₹ 4,692 million, up 17% YoY.
- Net Revenues at ₹ 3,212 million, up 16% YoY.
- EBITDA ₹ 307 million, up 7% YoY
- Profit before Tax ₹ 16 million, up 69% YoY
- Operational PAT at ₹ 29 million, up 19% YoY

Key Drivers

- Growth in Career IT and Banking enrolments in the Individual business
- Stabilizing execution of multi year Managed Training Services and Online Products

- Individual:
 - Net revenues at Rs.1,178 million; up 16% YoY
 - EBITDA at Rs.113 million
- Schools:
 - Net revenues at Rs. 403 million, up 5% YoY
 - EBITDA at Rs. 49 million
- Corporate:
 - Net revenues at Rs. 1,630 million ; up 18% YoY
 - EBITDA at Rs.145 million, margin at 9%, an improvement of 102 bps YoY

Overall volume & revenue growth

- Individual Learning Solutions : Global enrolments grew 11% . Career IT enrolments grew 16%. Robust ILS IT placements growth at 28%
- School Learning Solutions : Order Intake of Rs. 976 million. Added 173 non Government schools. Non Government schools revenue grew by 24% YoY.
- Corporate Learning Solutions : Strong volume growth of 21% resulted in improved margin by 102 bps YoY. Order Intake of \$ 25.4 million

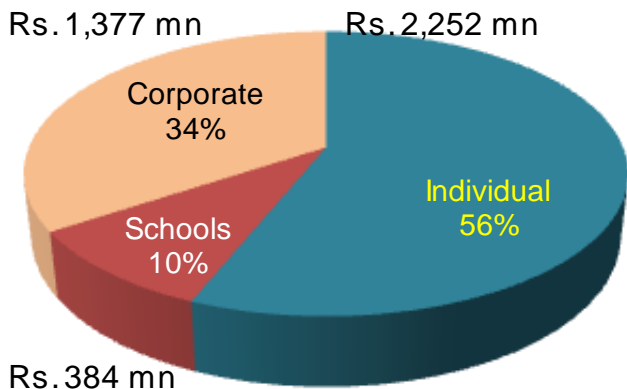
Consolidated Financials



(Rs. in million)	Q1FY12	Q1FY11	YoY (%)
System wide Revenues	4,692	4,013	17%
Net Revenues	3,212	2,780	16%
Operating expenses	2,904	2,493	17%
EBITDA	307	287	7%
EBITDA%	10%	10%	-76 bps
Depreciation	227	203	12%
Net Other Income	-64	-74	10 mn
Profit before Tax	16	10	69%
Tax	-13	-15	-2 mn
Operational Net Profit	29	25	19%
Share of Profits from Associates	102	105	-3%
PAT	131	130	1%
Basic EPS (Rs.)	0.8	0.8	1%

Business Mix

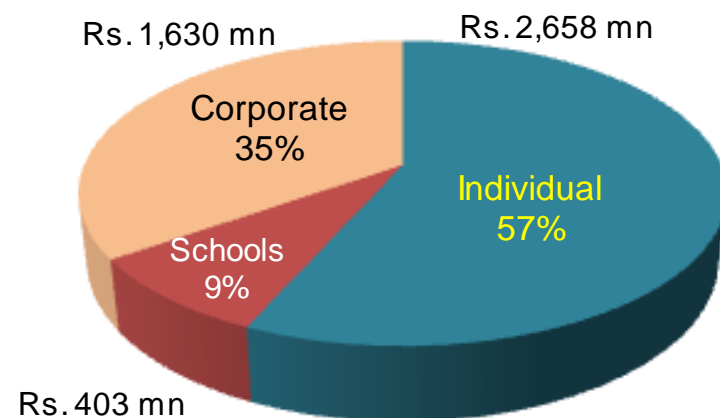
Q1FY11



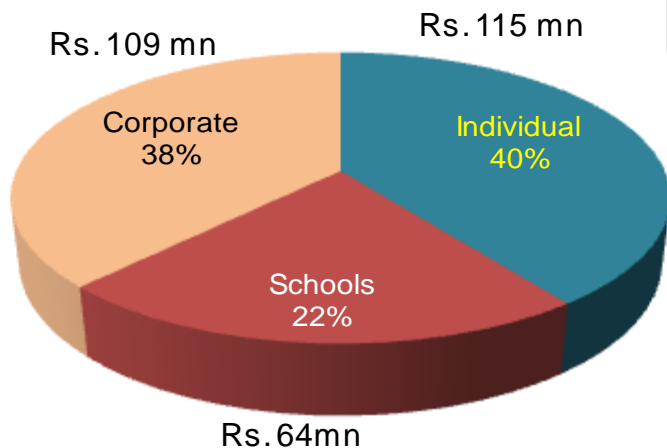
System Wide Revenues

	% Change
Individual	+18%
Schools	+5%
Corporate	+18%

Q1FY12



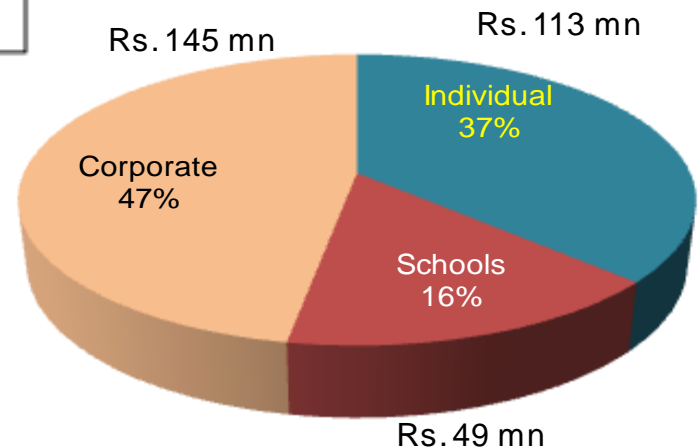
Q1FY11



EBITDA

	Change
Individual	-1%
Schools	-24%
Corporate	+34%

Q1FY12



Volume growth helps improve EBITDA share of Corporate business

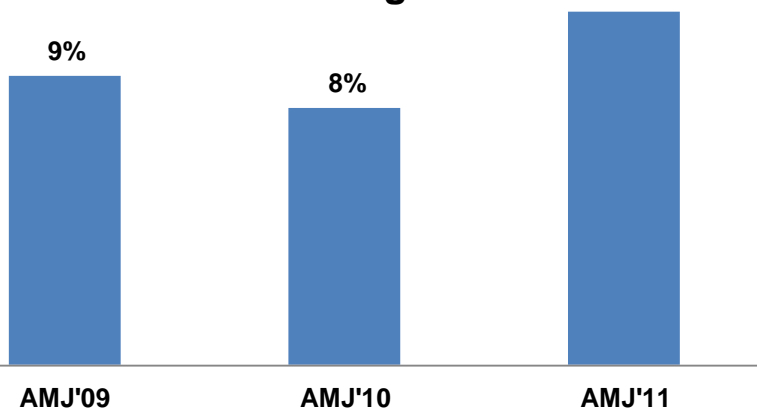
Individual Learning Solutions

₹ Mn	Q1FY12	Q1FY11	YoY
System wide Revenues	2,658	2,252	18%
Net Revenues	1,178	1,019	16%
EBITDA	113	115	-1%
EBITDA %	10%	11%	-162 bps

Q1FY12

- ❖ Enrolments: Global enrolment up 11%, Career IT enrolments up 16%; strong surge in banking enrolments
- ❖ Strong growth in placements; up 28% YoY
- ❖ Pending order book at Rs. 1,384 million, over 70% executable in next 12 months
- ❖ Seats capacity added 6% YoY, 8 centres added
- ❖ Cloud Campus implementation covers 50 centres

Enrolment growth %



School Learning Solutions

₹ Mn	Q1FY12	Q1FY11	YoY
Net Revenues	403	384	5%
EBITDA	49	64	-24%
EBITDA %	12%	17%	-472 bps

Q1FY12

- ❖ Non Government revenue contributed 41%, up 24% YoY
- ❖ 173 Non Government schools added
- ❖ Total Order Intake of Rs. 976 million
- ❖ Pending Order book at Rs. 4,975 million, up 10%; 30% executable in next 12 months

Why Mobile Science Lab?

The conventional methods of teaching and learning Science pose challenges for teachers and students alike.

For instance, there is a large time gap between theory and practicals, reducing the impact of what has been learnt inside the classroom.

There is very little assimilation of concepts taught to real life since the experiments are done inside the laboratory. Besides, the students cannot carry the lab equipment with them as a field trip.

The current method of reading, watching and setting up apparatus leaves the students with little time to think, identify and analyse data.

In the entire process, the joy of learning Science is completely lost.

Call us at 1800 122 3228 (toll free) or visit our website www.riguguru.com or write to us at ops@nit.com

Learning science needn't be rocket science

Mobile Science Lab

guru
Solutions for Schools

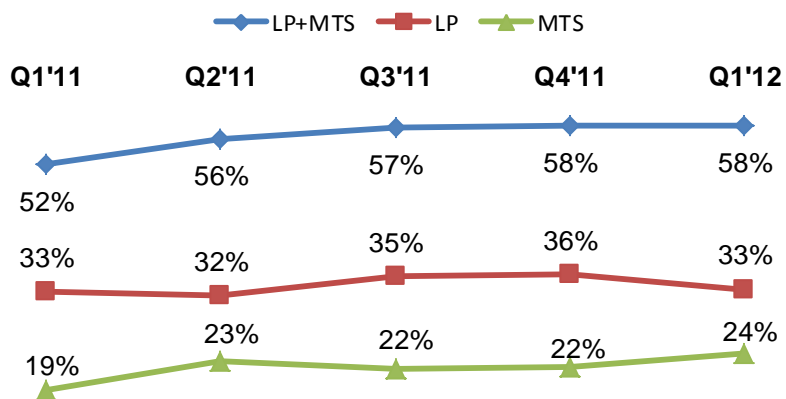
Corporate Learning Solutions

₹ Mn	Q1FY12	Q1FY11	YoY
Net Revenues	1,630	1,377	18%
EBITDA	145	109	34%
EBITDA %	9%	8%	102 bps

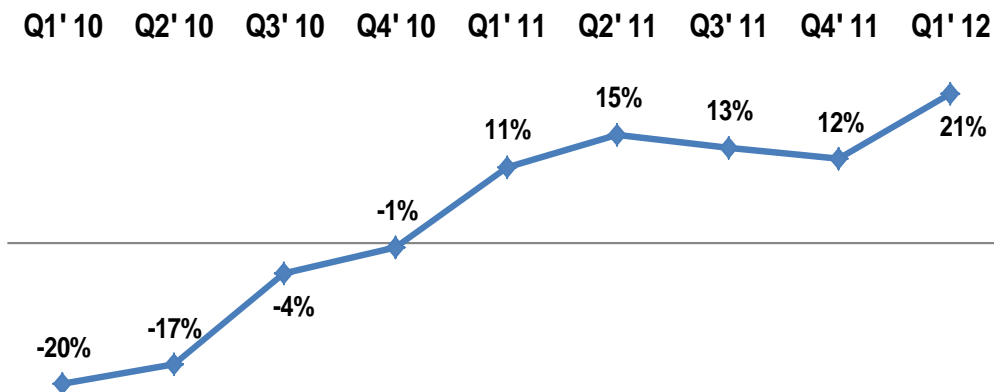
Q1FY12

- ❖ 21% Volume growth, driven by strong growth in MTS (up 56%) and Learning Products (up 22%)
- ❖ Order Intake of \$ 25.4 million; Pending order book at \$ 87.0 million, 61% executable in next 12 months

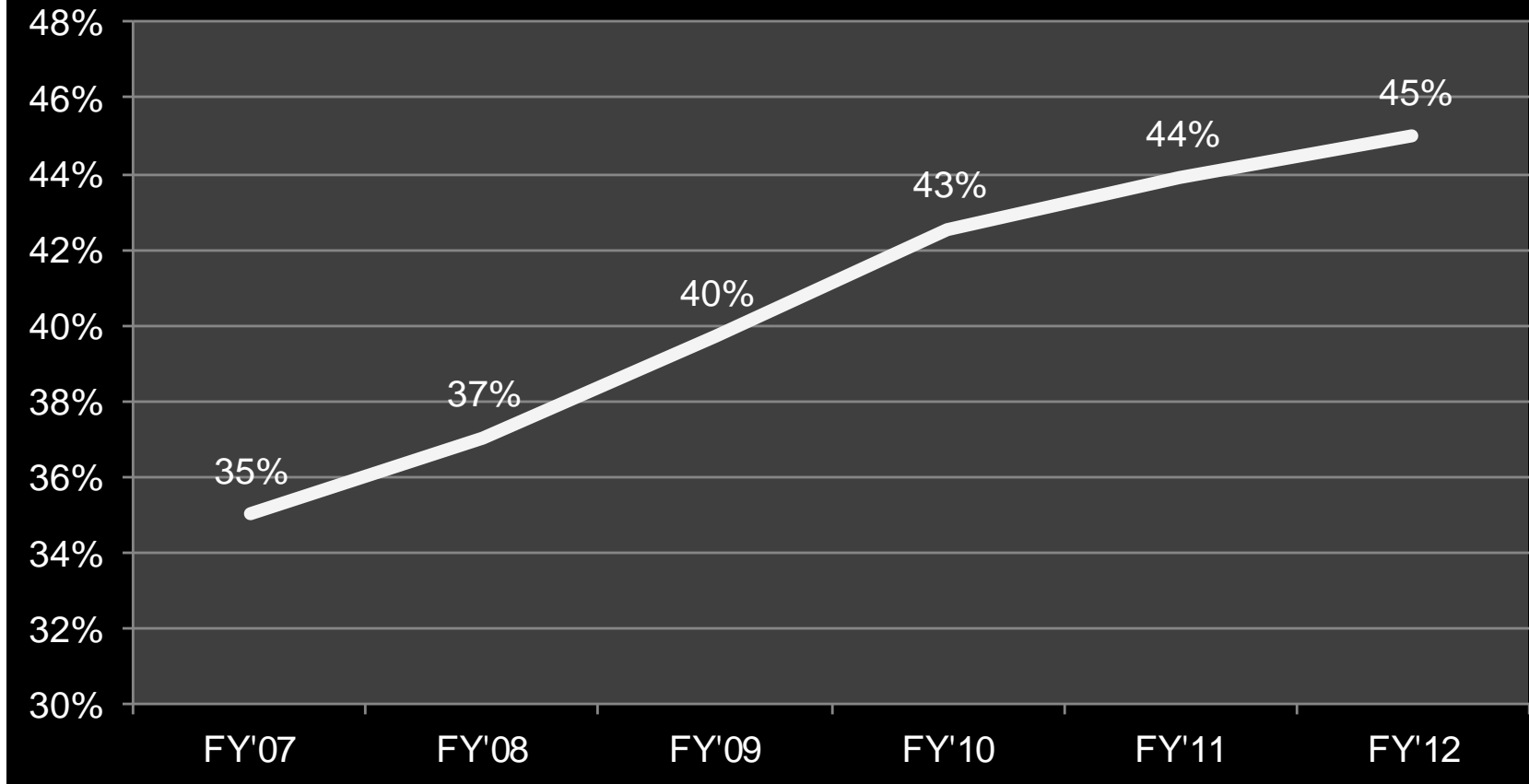
Revenue Contribution- LP+MTS



CLS Volume Growth % YoY

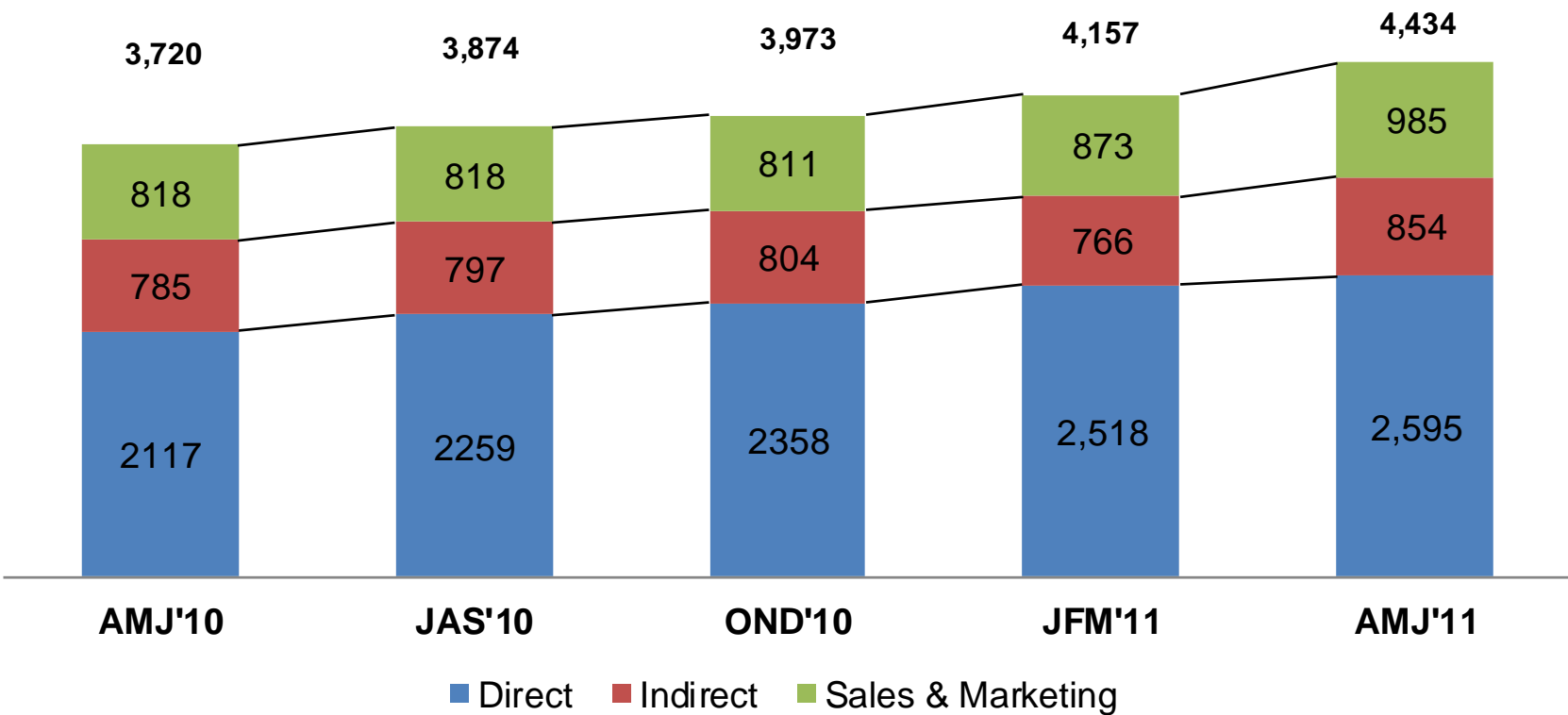


IP led Revenue as % of NIIT Revenue



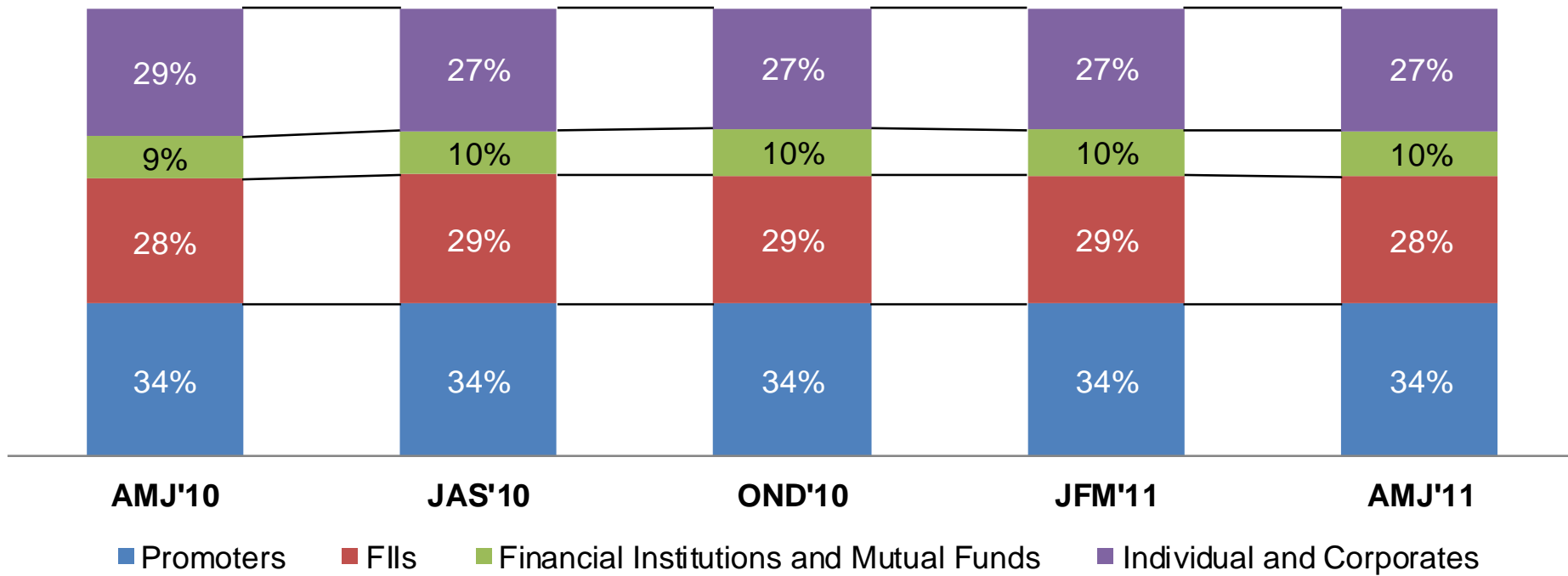
Growing contribution of IP led revenue growth

Head Count



➤ Net addition of 277 people in the Quarter, taking total headcount to 4,434

Shareholding Pattern



Creating platforms for growth to the next level:

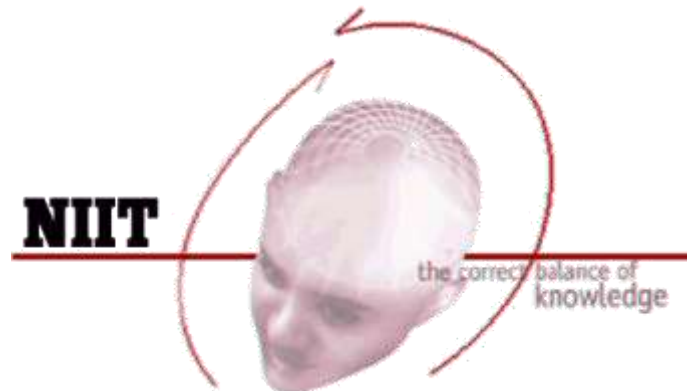


Q1FY12- Awards & Recognitions

- NIIT ranked among Top 25 “ India’s best company to work for” and ranked 1st in Training and Education Industry
- NIIT’s Skill development project in Republic of South Africa felicitated with “Best Vocational and Skills Initiative of the year Award”
- NIIT Imperia recognized as ‘Best Training to Working Professionals’
- NIIT’s Mobile Science Lab wins ‘Best Innovation in Science Education of the Year Award’



NIIT



Leadership in the Century of the Mind