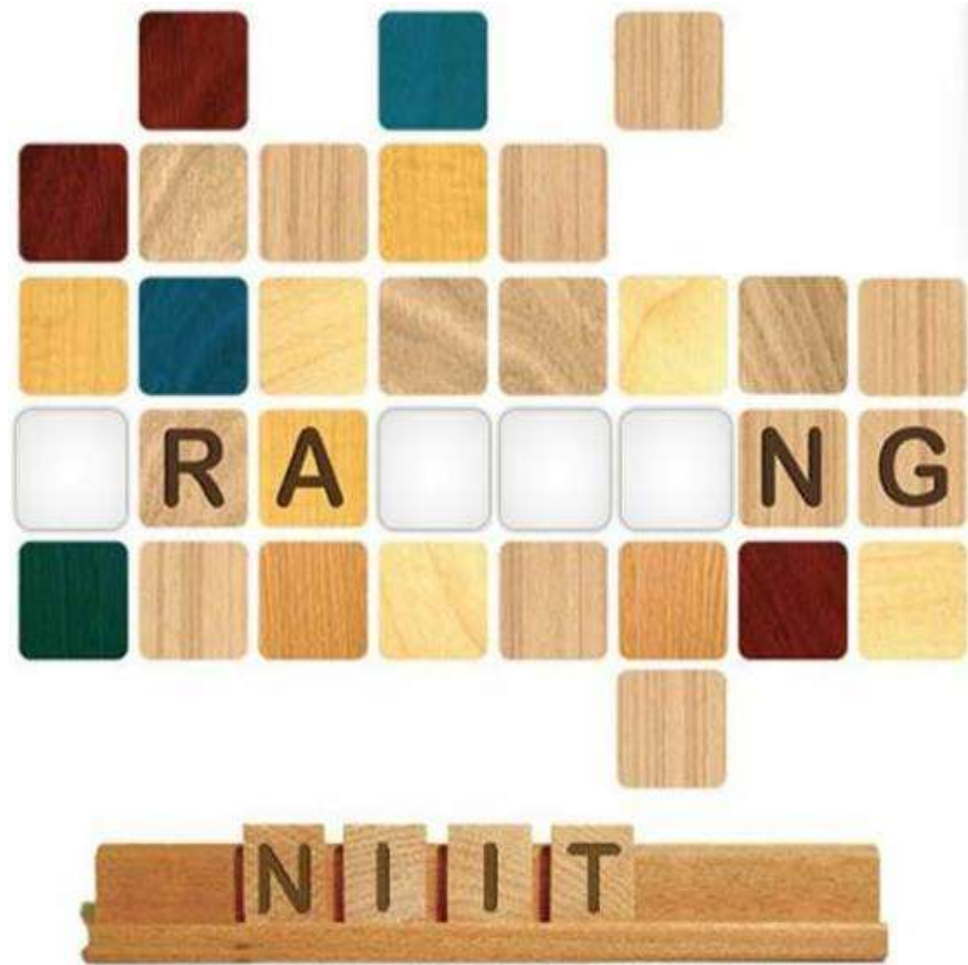


NIIT Limited

Financial Results Q1FY'13

July 25, 2012

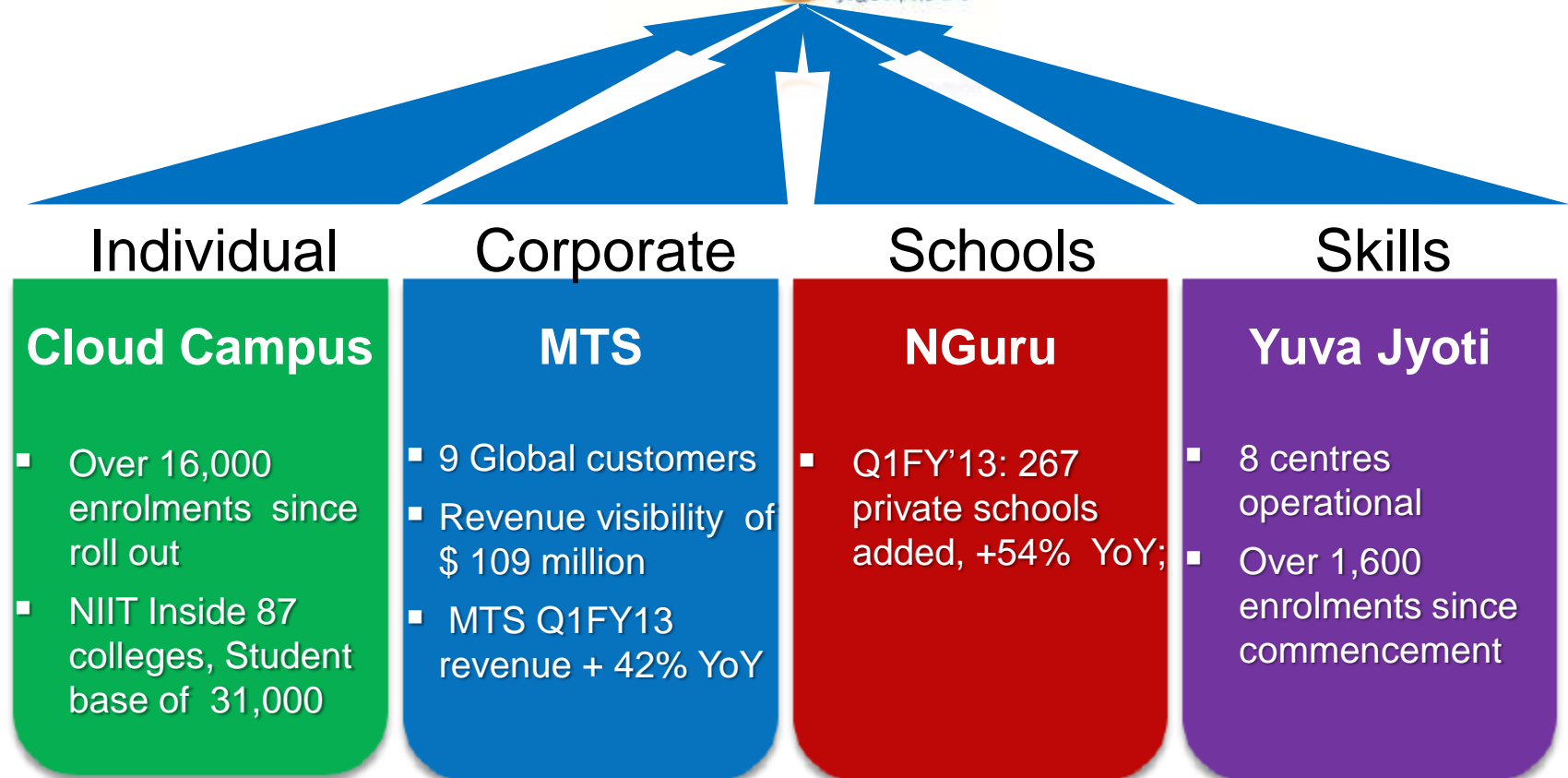


You can't spell TRAINING without NIIT

Environment

- Global economies under continued stress
- Indian economy continues to be weighed down by both global and local headwinds; Consensus GDP growth projections for India lowered to around ~6%
- Lack of reforms, political and policy uncertainty, forex volatility and high interest rates hurting corporates
- Student sentiment hit by slow hiring, deferring of joining dates and moderation of salary growth across IT sector, as companies plan for low volume growth and try to deal with bench size; Lower, year over year, hiring plans announced by IT majors
- Increase in demand for managed training services evidenced by substantial increase in RFPs issued by large corporates. However, pace of decision making slow.

Challenging business environment



Platforms Of Growth

Q1 FY13 – In perspective

❑ ILS

- India based IT training enrolments contracted 13% due to adverse sentiments and job uncertainties for freshers ; Non India non-IT enrolments grew 17% YoY arresting overall enrolments decline to 8%

❑ CLS:

- High growth in Managed Training Services (MTS) continued, with volume up 42% YoY. (10% QoQ). MTS now contributes 72% of CLS business.
- Overall growth in CLS at 20% YoY. EBITDA margin improved to 10% (vs 1% in Q1 FY12, on continuing business basis)

❑ SLS

- Non GSA business grew 22% YoY with addition of 267 schools during the quarter (up 54% YoY).
- Overall growth in SLS at 17% YoY

❑ SBS

- 8 Centers operational with addition of 2 centers. Enrolments ramping up with over 600 registrations in Q1.

NIIT ranked 10th amongst Top 50 companies, by Great Places to work

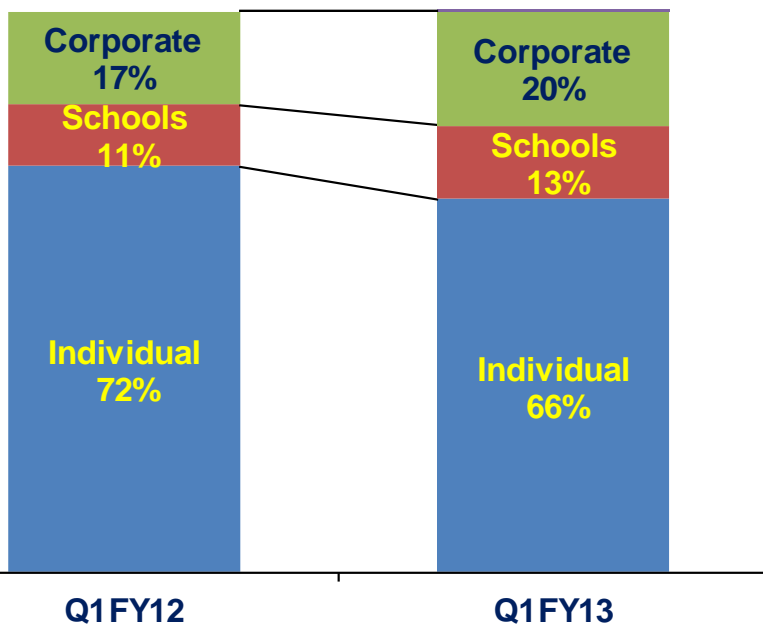
Key Financials-on continuing business basis

(Rs. in mn)	Q1FY13	Q1FY12	YoY (%)
System wide Revenues	3,577	3,670	-3%
Net Revenues	2,275	2,190	4%
Operating expenses	2,161	2,023	7%
EBITDA	114	167	-32%
EBITDA%	5%	8%	-265 bps
Depreciation	203	164	24%
Net Other Income	-276	-64	-212 mn
Tax	-341	-13	328 mn
Share of Profits from Associates	138	102	36%
PAT	115	55	110%
Basic EPS (Rs.)	0.7	0.3	110%

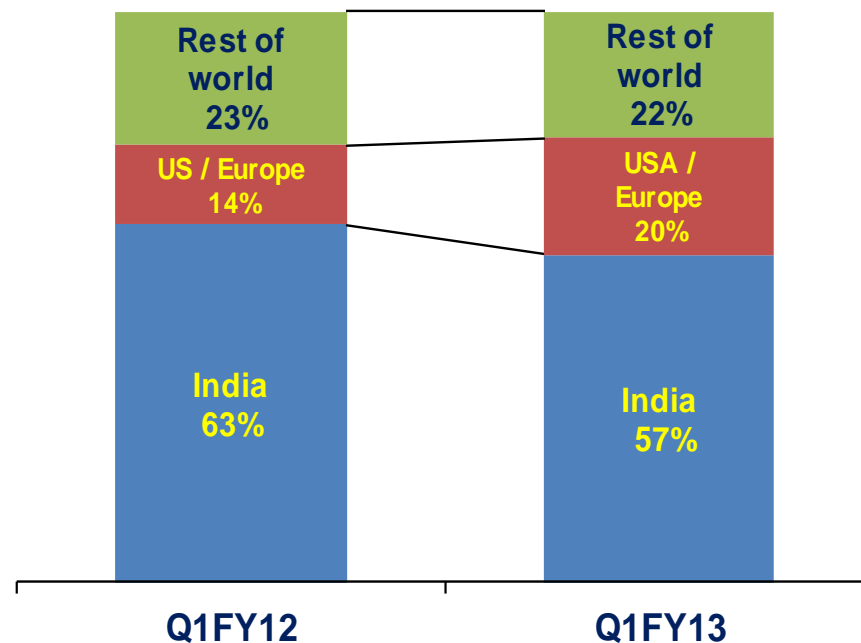
Business Mix

System-wide Revenue - On a continuing business basis

Business Mix



Geo Mix



	Growth
Individual Learning	-11%
Schools Learning	+17%
Corporate Learning	+20%

	Growth
India	-11%
US / Europe	+43%
Rest of World	-8%

Individual Learning Solutions

Rs. Mn	Q1'13	Q1'12	YoY	QoQ
System wide Revenues	2,376	2,658	-11%	-33%
Net Revenues	1,074	1,178	-9%	-29%
EBITDA	25	113	-78%	-91%
EBITDA %	2%	10%	-727 bps	-1562 bps

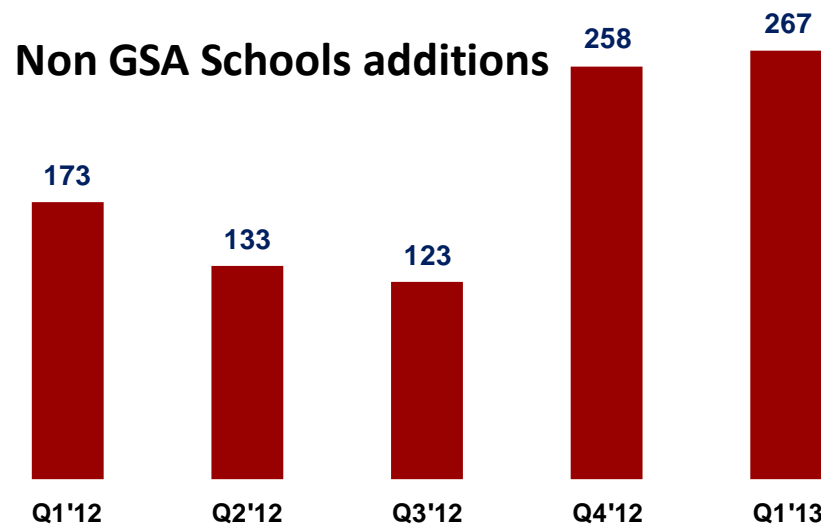
- ❑ Overall enrolments 129 k. India based IT training enrolments contracted 13% due to adverse sentiments and job uncertainties for freshers ; Non India non-IT enrolments grew 17% YoY arresting overall enrolments decline to 8%
- ❑ NIIT Inside: Signed 7 new colleges during Q1 covering 6000 students, total colleges at 87
- ❑ Career enrolments in the Finance and Management Training business grew 28%.
- ❑ Attractive student loan scheme launched
- ❑ New GNIIT product launched. Cumulative enrolments on Cloud campus cross 16,000 ; launched PGPIT on cloud.
- ❑ Margin impacted due to operating leverage Rs. 66 million, adverse revenue mix Rs. 10 mn, and cost inflations Rs. 51 million partly offset by cost management initiatives in expenses of Rs. 39 mn
- ❑ Pending order book at Rs. 1,731 million, 71% executable in next 12 months



Schools Learning Solutions

Rs. Mn	Q1'13	Q1'12	YoY	QoQ
Net Revenues	470	403	17%	-46%
EBITDA	43	49	-11%	17%
EBITDA %	9%	12%	-291 bps	490 bps

- ❑ Non Govt. revenue up 22% YoY , contributes 42% to SLS business mix
- ❑ 267 Non Govt. Schools added, up 54% YoY
- ❑ Number of government schools down 400 to 13,115 on completion of a project term in Assam
- ❑ Order Intake of Rs. 256 million
- ❑ Pending Order book Rs. 5,907 million, 29% executable in next 12 months



NIIT nguru

NIIT

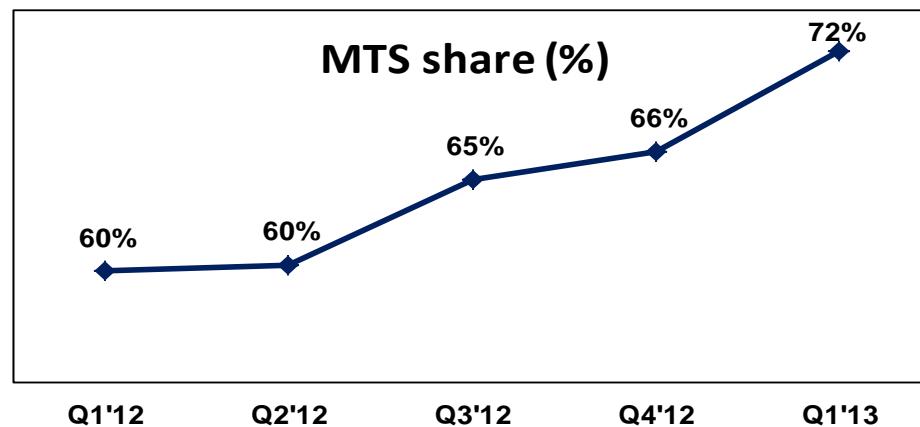
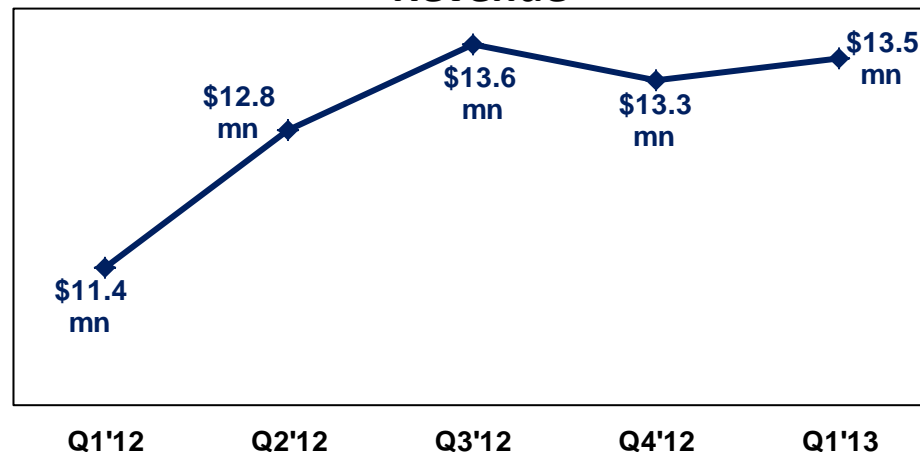
COMPLETE EDUCATION AND TECHNOLOGY SOLUTIONS FOR NEXT GENERATION SCHOOLS.

Corporate Learning Solutions

On a continuing business basis

Rs. Mn	Q1'13	Q1'12	YoY	QoQ
Net Revenues	730	609	20%	10%
EBITDA	71	5	1252%	11%
EBITDA %	10%	1%	887 bps	6 bps

Revenue



- ❑ MTS revenues grow 72% YoY (42% YoY and 10% QoQ in USD)
- ❑ Sequential growth in revenues of 2% QoQ, in USD
- ❑ Order Intake of \$ 12.9 million, up 22% YoY
- ❑ Pending order Book \$ 46.5 million, over 60% executable in next 12 months
- ❑ Total contract visibility of \$125 mn over next 5 years

Skill Building Solutions

Rs. Mn	Q1'13	Q1'12	YoY	QoQ
System wide Revenues	1	0	1 mn	18%
Net Revenues	1	0	1 mn	7%
EBITDA	-26	0	-26 mn	-8 mn

- ❑ Added 2 centers during the quarter, taking total number of operational centers to 8
- ❑ 600+ enrolments during Q1FY13
- ❑ Technology enabled pedagogy & delivery

**पहले नौकरी पक्की
फिर ट्रेनिंग की तैयारी**

अपना 'offer letter' पाने के लिए
NIIT Yuva Jyoti centre आएँ

इसारी 5 हफ्तों की सरकल ट्रेनिंग से बाप जाग पा सकते हैं,
एक बेरोजगार नौकरी आपसे अपने क्षेत्र में। तो फिर देर किस बात की?

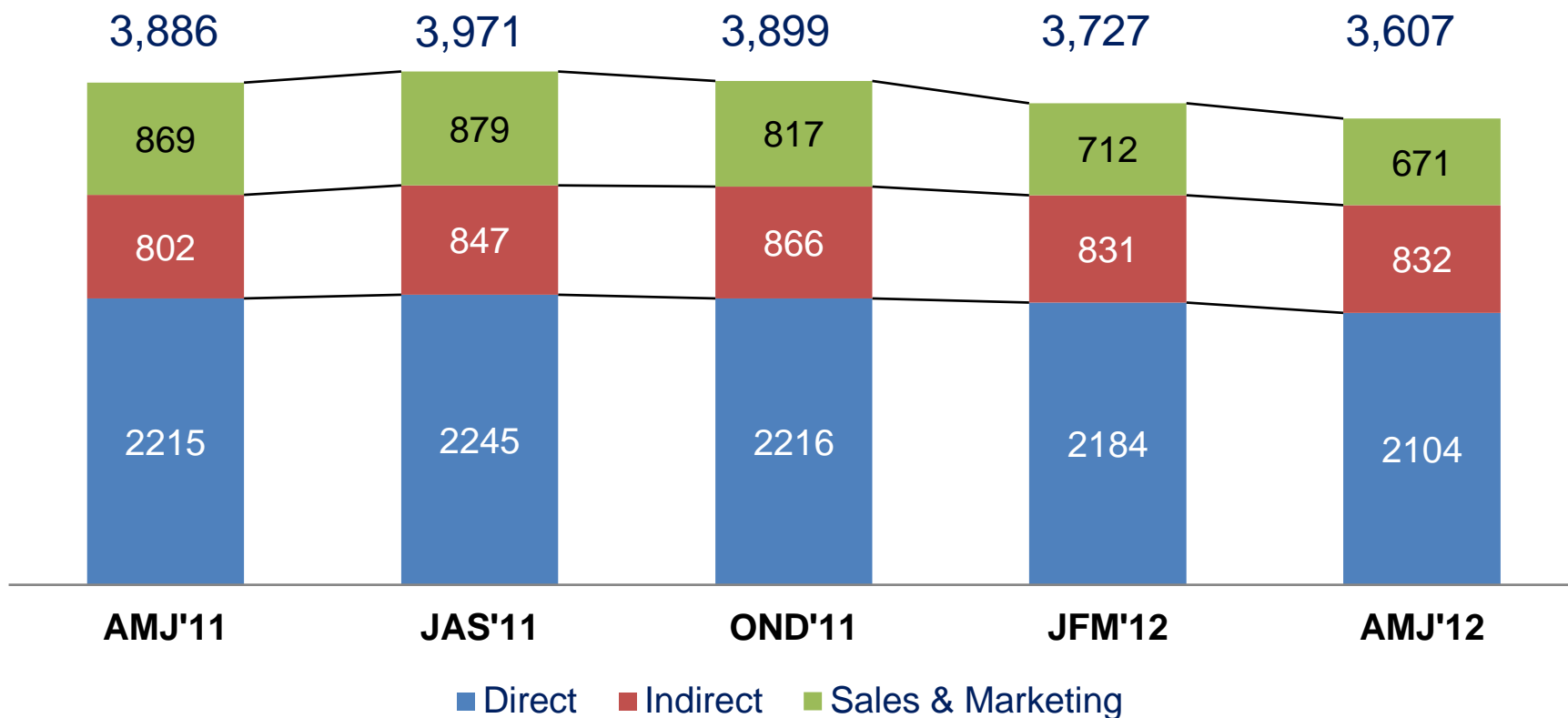
• 5 हफ्तों की ट्रेनिंग • आयु 18-29 वर्ष • 12वीं पास होना जरूरी

सुरन्त सम्पर्क करें 1800 103 2020 (हेलप लाइन)

NIIT Yuva Jyoti Ltd. is a JV of NIIT & NSDC (a PPP initiative of Govt. of India),
Karnal Centre: SCO 111, 1st Floor,
Old Tehsil Complex, Opp. Haryana Photostat, Ph.: 0184-2272170

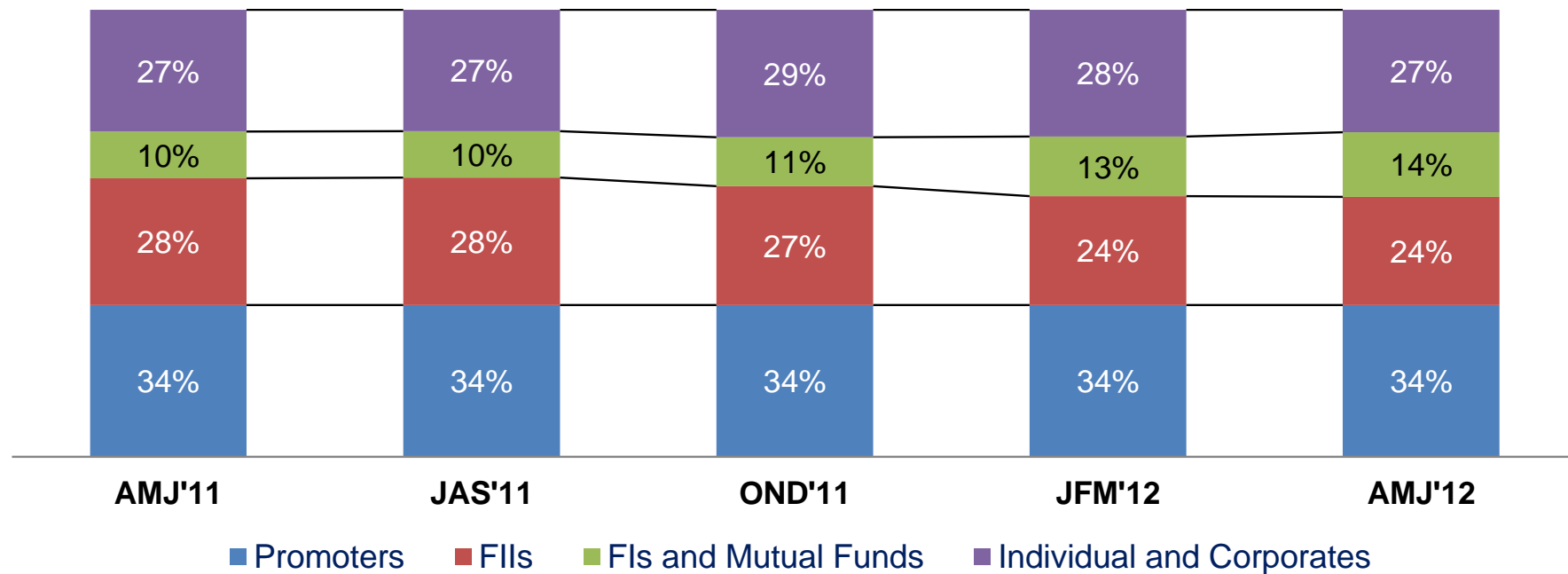
People

On a continuing business basis



- 3,607 People as at June'12 versus 3,727 as at Mar'12
- Net People reduction 120

Share Holding Pattern



Future Direction

- **Individual:** Taking steps to align to changed outlook. Plan to recover growth through
 - Focus on Non – IT segment; Plan to accelerate roll out of new products and leverage One NIIT to recover growth
 - For IT, shift portfolio focus to ramping up advanced hi-tech training programs
 - Increased signup of engineering colleges with “NIIT Inside”
 - Add more products to Cloud Campus delivery platform
- **Corporate :** Growth expected to continue on strength of significant order book and strong growth in Managed Training Services businesses. Forex volatility expected to continue. Improved product mix in Corporate business should contribute to margin expansion.
- **Schools:** Continuing momentum in non-GSA school addition, IP based orders and pending order book expected to support business growth. Selectivity in participation in Government schools and IP led orders will help margin expansion and Cash release
- **Skill Building:** Continued ramp up of centers during the year coupled with aggressive mobilization efforts
- **Overall :** Coupled with business initiatives as above, strong cost and liquidity management

Thank You