

LEADERSHIP

IN GLOBAL TALENT DEVELOPMENT



Financial Results

Quarter ended September 30, 2008

October 21, 2008

Global Economy: In Turmoil

- Buffett's "time bomb" goes off on Wall Street sparking crisis of confidence* *source: Reuters
- Fear of recession looming large on global economies
- Low liquidity and tight credit markets
- Corporate sector operating in a state of uncertainty
- Consumer sentiment affected across sectors

Indian Economy: Also affected, but relatively better off



- GDP growth, while lowered, still estimated at 7%+
- Zinnov study shows that Indian IT spend will grow by 17.6%-24% by 2010 while China would grow 10%-13% and global spend by 3.3%-6.5%.
 - Banking sector under recruitment freeze, and all parts of Financial Services industry showing restricted recruitments – likely to continue for 4 quarters
 - Retail consumer sentiment affected by flow of recent news from BFSI industry and economy, and adopting wait-and-watch approach
- Indian Banking Sector severely affected, but better off vs. its global peers
- Government's focus on education and on improving employability continues; National Skills Development Corporation (NSDC) established



Indian Economy more resilient

JAS'08 – Financial Highlights



NIIT strengthens its leadership position – approx. 4 times the size of the nearest presentation

- SWR up 17% to Rs. 4,680 Mn
- Net revenues up 15% to Rs. 3,095 Mn
- EBITDA up 13% to Rs. 406 Mn; EBITDA% at 13%
- PAT up 41% to Rs. 297 mn
 - Operational PAT up 64% to touch Rs. 208 Mn
- EPS of Rs 1.8 (40% YoY)
- Global enrolments up 22%
- CLS Order intake up at \$39.47 mn
- NIIT Uniqua – JV with Genpact commences operations



Accelerating revenues coupled with profit improvement

JAS'08 Consolidated Financials



(Rs in mn)	JAS'08	JAS'07	YoY (%)
System Wide Revenue	4,680	3,986	17%
Net Revenues	3,095	2,702	15%
Operating Expenses	2,689	2,343	15%
EBITDA	406	358	13%
OM	13%	13%	-16 bps
Depreciation	146	142	3%
Other Income	21	-48	-143%
Profit Before Taxes	281	168	67%
Provision For Tax	73	41	77%
Operational Net Profit	208	127	64%
Share of Profits from Associates	89	84	6%
PAT	297	211	41%
Basic EPS (Rs)	1.8	1.3	40%

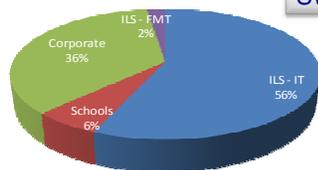


JAS'08 – Revenue Mix

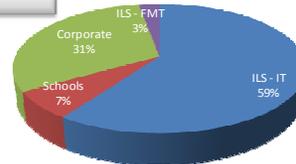


Business wise revenue mix

JAS'07 - System wide revenues

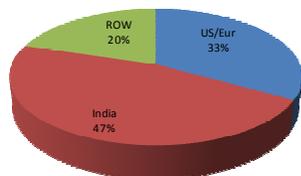


JAS'08 - System wide revenues

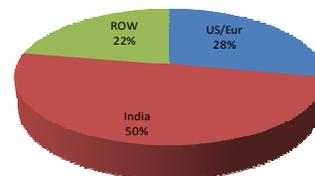


SWR +17%

JAS'07 Geo Mix



JAS'08 Geo Mix



Geowise revenue mix



Individual Learning Solutions



Rs. Mn	JAS'08	%G (YoY)	%G (QoQ)
System wide revenues	2,913	25%	45%
Net Revenues	1,328	26%	41%
EBITDA	319	37%	110%
OM	26%	181 bps	788 bps

- Enrolments +22%
- NIIT Uniqua, Centre for Process Excellence, launched in 3 centres



ILS - IT



Rs. Mn	JAS'08	JAS'07	%G (YoY)
System wide revenues	2,787	2,245	26%
Net Revenues	1,224	975	26%
EBITDA	312	232	35%
OM	26%	24%	170 bps

- SWR Geo Mix: India 64%, China 16%, ROW 20%
- Enrolments:
 - Overall + 21%;
 - India → GNIIT Series +24%, Engineers+25%.
- India Seat Capacity enhanced by 14% YoY (202K Seat Years)
- Revenue Capacity utilization at 67%
- Closing Net OB Rs. 1,902 Mn
- 68% executable in next 12 months
- New courses launched in business intelligence; CISCO
- Sun courses launched in key international geographies – Vietnam & Ghana



ILS - FMT



Rs. Mn	JAS'08	JAS'07	YoY
Net Revenues	104	76	37%
EBITDA	6	1	548%
EBITDA %	6%	1%	490bps

- Enrolments grow 89% YoY
- H1'09 → revenue + 62%; enrolments + 56%
- Partnership with Reliance Retail for Certificate Program in Financial Services
- Launched SWIFT Personal Finance, and Business Communication & Personality program for BFSI professionals
- NIIT Imperia launches two programs from IIM Lucknow – Executive General Management Program, and a management program designed for IT/ITeS professionals
- Order intake of Rs. 104 Mn, Pending order book at Rs. 79 Mn



School Learning Solutions



Rs. Mn	JAS'08	JAS'07	YoY
Net Revenues	320	242	32%
EBITDA	44	35	28%
EBITDA %	14%	14%	(51) Bps

- GSA contributed 67% of revenue vs. 68% LY; Non GSA grows 36% YoY
- Pending order book at Rs 2,810 Mn
- 32% executable in next 12 months
- Successful launch of eGuru product range
- Total schools serviced at 7,803 including 1,131 non GSA schools



Corporate Learning Solutions

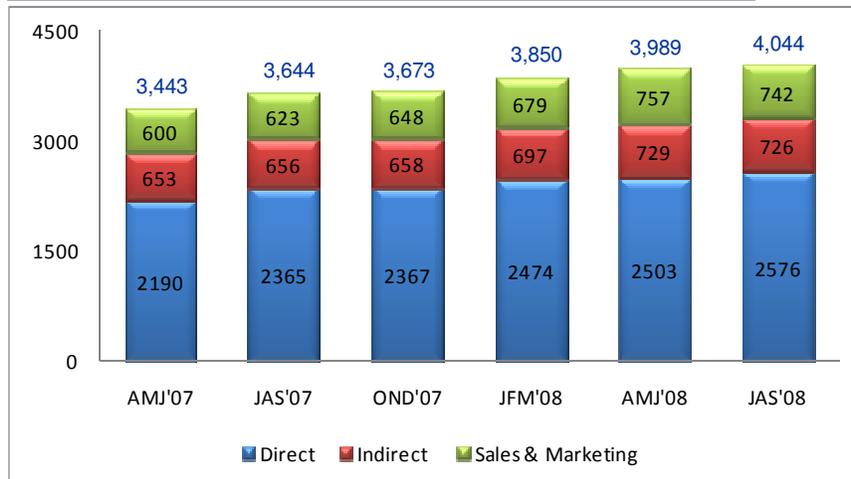


Rs. Mn	JAS'08	JAS'07	YoY
Net Revenues	1447	1409	3%
EBITDA	43	90	(53%)
EBITDA %	3%	6%	(347 bps)

- 15% YoY growth in Training outsourcing & Learning products revenues balances sluggish Custom Content revenues
- India grows at 48%YoY
- QoQ margin expansion of 279 bps; YoY margin contraction due to new products and sales force expansion
- Order intake of \$ 39.47 Mn; Pending order book at \$ 93 Mn; 65% executable in next 12 months



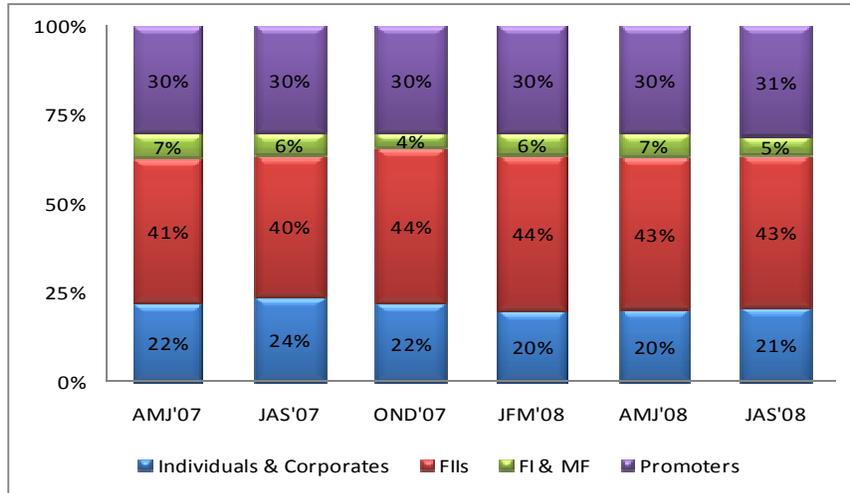
Head Count



55 people added in the quarter



Shareholding Pattern



164.7 Million Equity Shares (post FCCB conversion, bonus & split)
1,451k outstanding ESOPs



Leadership in the Century of the mind

