



Financial Results

Quarter ended December 31,2010

January 21,2011

- India GDP growth projected to remain strong (~8.5%); Inflation and volatile capital flows remain key risks
- Employers in India begin New Year (2011) with strongest hiring intentions since Q4 of 2008 with Net Employment Outlook at 42% (up 5 percentage points YoY): Manpower Employment Outlook Survey
- Domestic IT firms announce strong hiring plans based on volume pick up and higher attrition: Fresher recruitment to cross 200,000 next fiscal year, with TCS alone announcing a plan of 37,000.
- Banking Industry continues its hiring spree for operations and sales; uncertainty in the Insurance sector due to regulatory changes persists
- Education and skill development remains a top agenda for governments around the world
- Execution of Government plans has been slow
- Pace of decision making in the corporate sector improving
- US markets showing recovery in terms of training spends

Q3'11 – Financial Highlights

NIIT

- Consolidated System wide revenues ₹ 4,147 million, up 5% YoY
- Net Revenues at ₹ 3,007 million, up 6% YoY
- EBITDA ₹ 370 million; up 19% YoY. EBITDA margin at 12%, up 130 bps.
- Profit before Tax ₹ 65 million, up 120% YoY
- Net Profit ₹ 129 million, up 36% YoY

- Key Drivers
 - Growth in Career IT and Banking enrolments in the Individual business
 - Robust order intake of \$ 33 mn in Corporate Learning Solutions
 - Larger Annuity and IP based revenue

Volume growth Individual and Corporate . Margin improvements with business mix.

Q3'11 – Business Highlights

NIIT

- Individual – Overall System wide revenue up 7% and Net revenue up 14% YoY
 - ❖ IT
 - System wide revenues at ₹ 2,190 million; up 6% YoY
 - Net revenues at ₹ 1,077 million; up 12% YoY
 - EBITDA at ₹ 228 million , margin at 21%, an improvement of 142 bps
 - ❖ New Businesses
 - Net revenues at ₹ 121 million, up 33% YoY
- Schools:
 - ❖ Net revenues at ₹ 363 million and EBITDA at ₹ 46 million
- Corporate:
 - ❖ Net revenues at ₹1,446 million ; up 8% YoY
 - ❖ EBITDA at ₹ 121 million, up 37% YoY. Margin at 8%, an improvement of 177 bps YoY

Q3'11 - Consolidated Financials

NIIT

(Rs. in mn)	Q3'11	Q3'10	YoY (%)
System wide Revenues	4,147	3,965	5%
Net Revenues	3,007	2,836	6%
Operating expenses	2,637	2,524	4%
EBITDA	370	312	19%
EBITDA%	12%	11%	130 bps
Depreciation	222	190	17%
Other Income	-83	-93	10 mn
Profit before Tax	65	29	120%
Tax	41	15	165%
Operational Net Profit	24	14	71%
Share of Profits from Associates	105	81	30%
PAT	129	95	36%
Basic EPS (Rs.)	0.8	0.6	36%

Individual - IT

NIIT

₹ Mn	Q3'11	Q3'10	YoY
System wide Revenues	2,190	2,067	6%
Net Revenues	1,077	964	12%
EBITDA	228	190	20%
EBITDA %	21%	20%	142 bps

Q3'11

- ❖ Enrolments up 8% YoY globally, India up 12% YoY
- ❖ Robust placements growth: Q3'11 up 30%; CYD up 24%
- ❖ Pending Order Book ₹ 1,242 million, 69% executable in next 12 months
- ❖ Seat capacity added: 5% YoY, Capacity utilization up 2% YoY @ 49%
- ❖ The “99 days Diploma” programs grew at 46% signaling strong preference for job oriented programs
- ❖ Edgeineers enrolments grew 24% in keeping with the outlook on technology jobs
- ❖ SAP enrolments pick up momentum

www.niit.com/99days

NIIT

A JOB IN AN I.T. COMPANY IS

99

DAYS AWAY.

THE FASTEST WAY TO BECOME A JOB-READY I.T. PROFESSIONAL.
Believe it or not! Graduates, now you can get placed in a reputed company in just 99 days. NIIT has designed intensive, accelerated, placement-backed Diploma[®] programmes to get you a job, right after you complete the programme.

Join the accelerated Diploma Programmes mapped to Global Certifications:

- Java
- Net
- Software Testing
- Creative Publishing
- Financial Accounting with Tally ERP
- Cisco Career Programme in Routing
- Database Administration using Oracle 11g

THERE'S A PROFESSIONAL IN YOU!

Enroll now and get exclusive benefits: • Special fees for graduates of 2009 and 2010 • Complimentary placement preparation pack • Practice projects from DevSquare, Placement Training Pack and Measure up coupon for international certification

School Learning Solutions

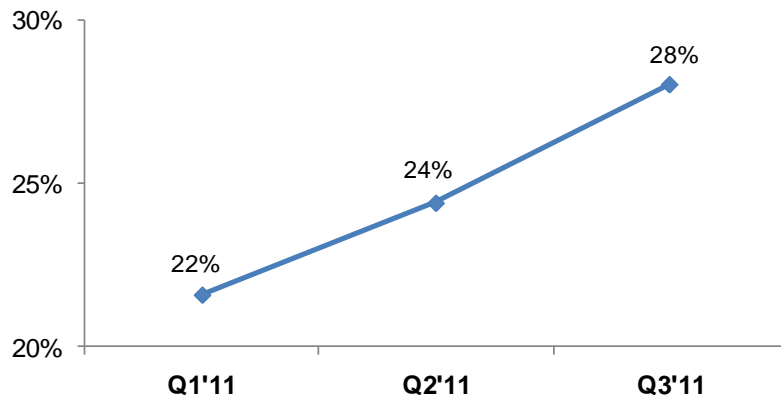
NIIT

₹ Mn	Q3'11	Q3'10	YoY
Net Revenues	363	442	-18%
EBITDA	46	78	-41%
EBITDA %	13%	18%	-501 bps

Q3'11

- ❖ Schools added : Total non Government schools CYD 385 , surpassing full year FY'10 addition of 330
- ❖ Non Govt. revenue contributed 38% of revenue, grew at 28% YoY
- ❖ Order Intake : ₹ 142 million; Pending Order Book ₹ 4,424 million, 30% executable in next 12 months

Non GSA Revenue Growth (YoY)



Carry the **Science Lab** wherever you go.

- Automatic data capture
- Collaborative learning
- Learning can be connected to real life
- Built to handle wear and tear

MOBILE SCIENCE LAB
NIIT

Corporate Learning Solutions

NIIT

₹ Mn	Q3'11	Q3'10	YoY
Net Revenues	1,446	1,339	8%
EBITDA	121	88	37%
EBITDA %	8%	7%	177 bps



Q3'11

- ❖ 13% volume growth , driven by growth in Training Outsourcing and Online Learning Products (up 21% YoY)
- ❖ Adverse YoY Exchange impact : Revenue ₹ 61 million EBITDA ₹ 13 million.
- ❖ Margins at 8%, an improvement of 177 bps YoY despite step increase in people cost and adverse exchange rate impact.
- ❖ Order Intake \$ 33.1 million
- ❖ Pending order book at \$ 92.5 million; 58% executable in next 12 months

Managed Training Services
A Paradigm Shift to Transform Business



New Businesses

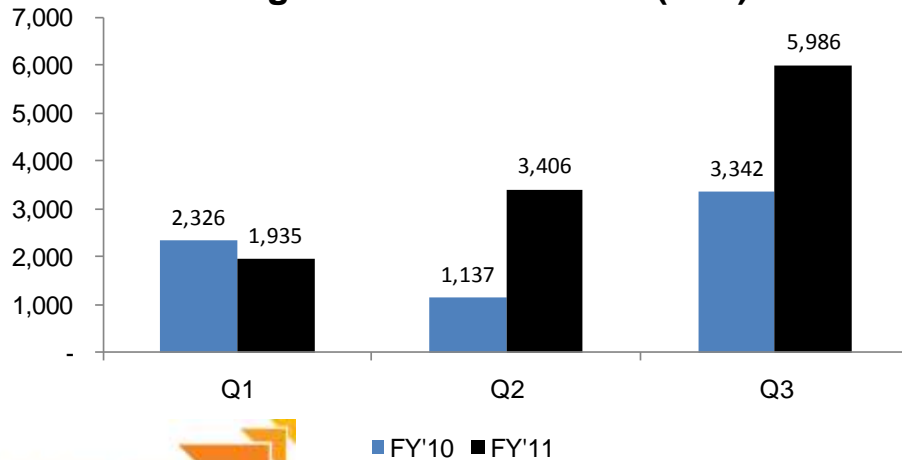


₹ Mn	Q3'11	Q3'10	YoY
System wide Revenues	147	117	26%
Net Revenues	121	91	33%
EBITDA	-25	-45	

Q3'11

- ❖ FMT enrolments grew 57% signaling strong hiring in the Banking sector
- ❖ Added 10 more BFSI clients, taking total to 35
- ❖ 2nd intake of students to IGNOU's Executive MBA program completed
- ❖ Significant Non-Genpact customers added for the BPO training business

Banking Enrolments Growth (YoY)



Indira Gandhi National Open University

NIIT

Get IGNOU-NIIT's
Executive MBA

18-month part-time program
Led by academic and industry experts.

ENROLL NOW

Minimum 3 years experience required



INVITING
GRADUATES
WITH SALES
EXPERIENCE
TO JOIN A
LEADING BANK.

Collect your appointment
letter before training starts*.

Training Highlights

- 1 month fast track programme including 2 weeks internship at ICICI Bank.
- Training by expert Banking professionals.
- On roll confirmed employment with ICICI Bank as Sales Officer

Eligibility

- Graduates with 45% marks and not more than 28 yrs of age.
- 2 yrs experience needed for Sales officer (preferably in BFSI/bank).
- Fresh Graduates can apply for Jr. officer role.



Institute of Finance, Banking & Insurance

*Conditions apply. Subject to admission guidelines & selection process.

Call 9717523821/9717523271

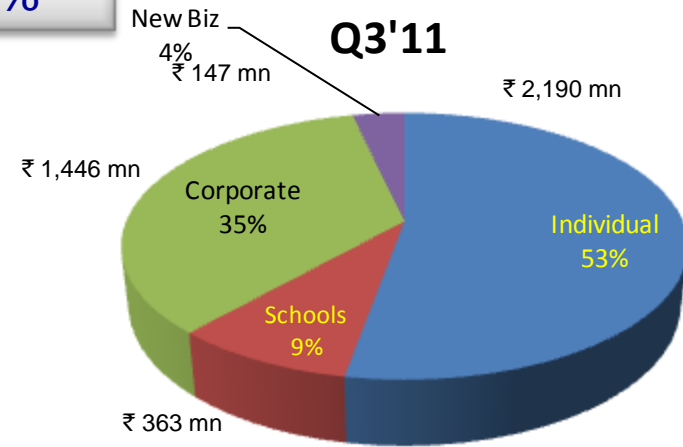
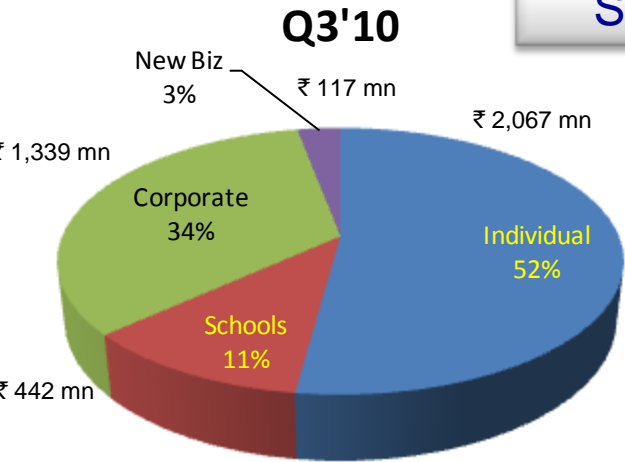
IFBI Centre:
New Delhi - 3rd Floor, 43, Chiranjiv
Towers, Nehru Place.

Q3'11 – Business Mix



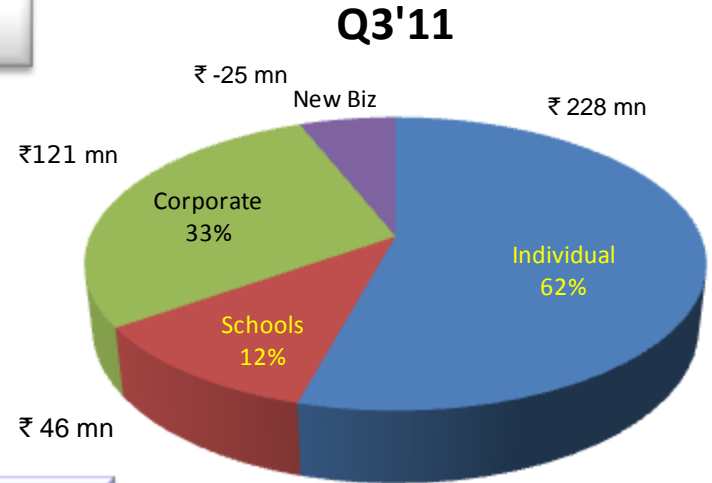
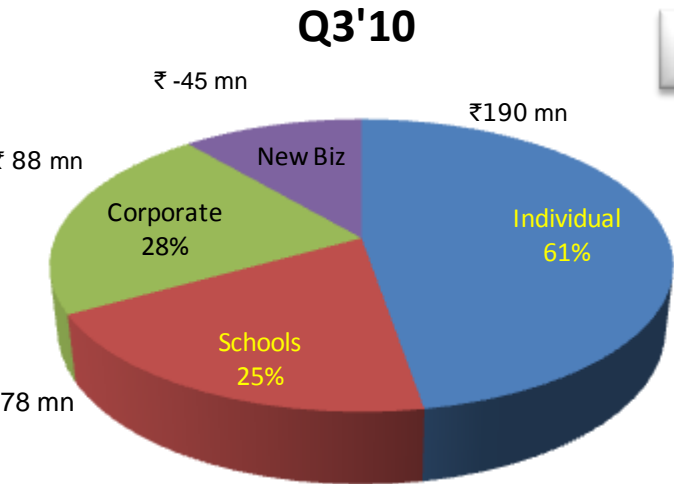
System wide revenues- up 5%

	% Change
Individual	+6%
Schools	-18%
Corporate	+8%
New Biz	+26%



EBITDA – up 19%

	Change
Individual	+20%
Schools	-41%
Corporate	+37%
New Biz	+20 mn



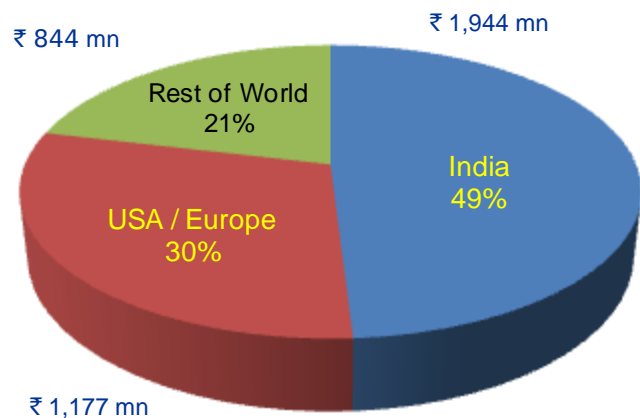
Volume growth and margin improvement help improve share of Corporate business in total EBITDA



Q3'11– System wide revenue-Geo Mix

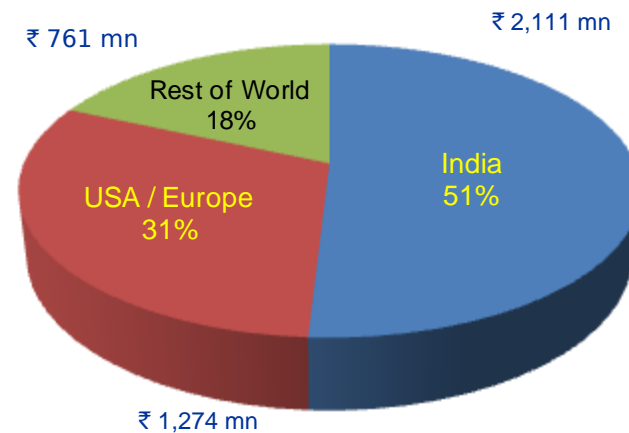


Q3'10



	% Change
India	+9%
USA / Europe	+8%
ROW	-10%

Q3'11

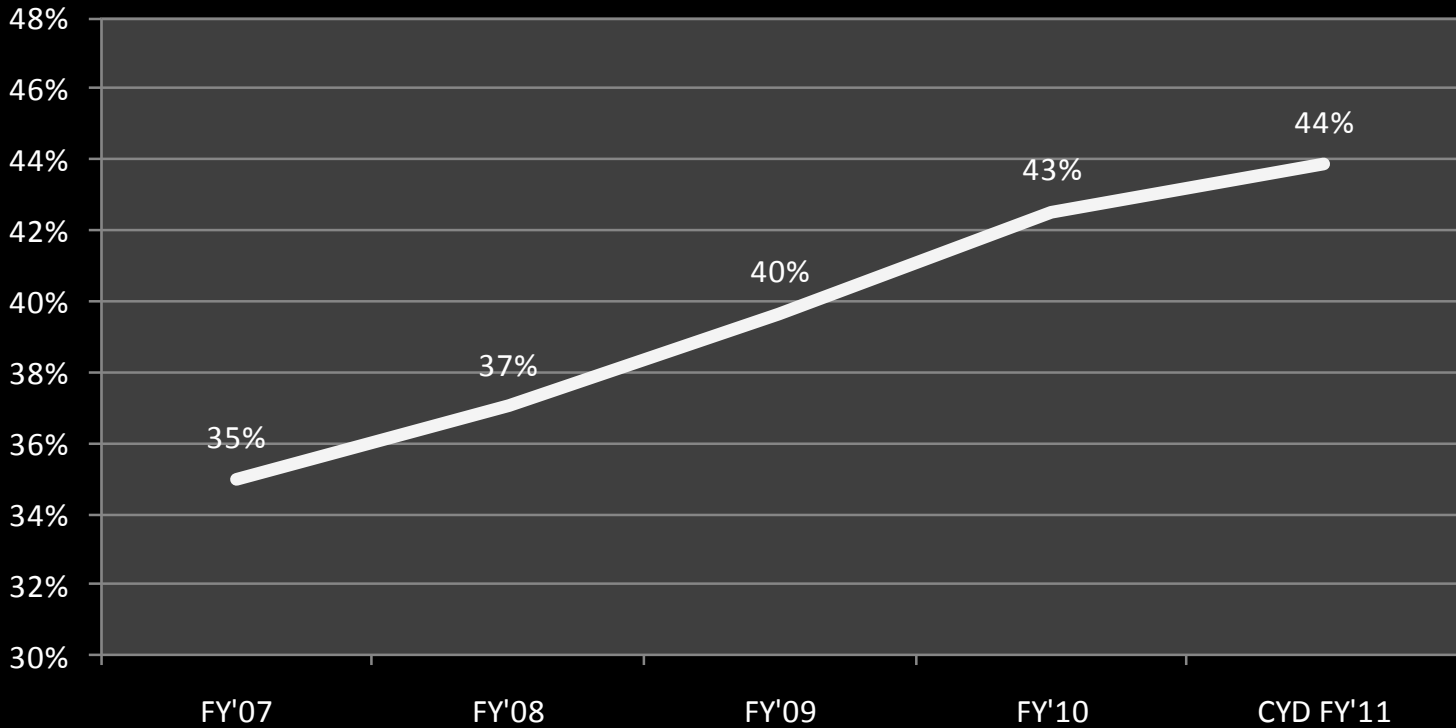


Growth in India, healthy recovery in USA

IP for

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IP led Revenue as % of NIIT Revenue



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liqua

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Tec

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1991

96

2000

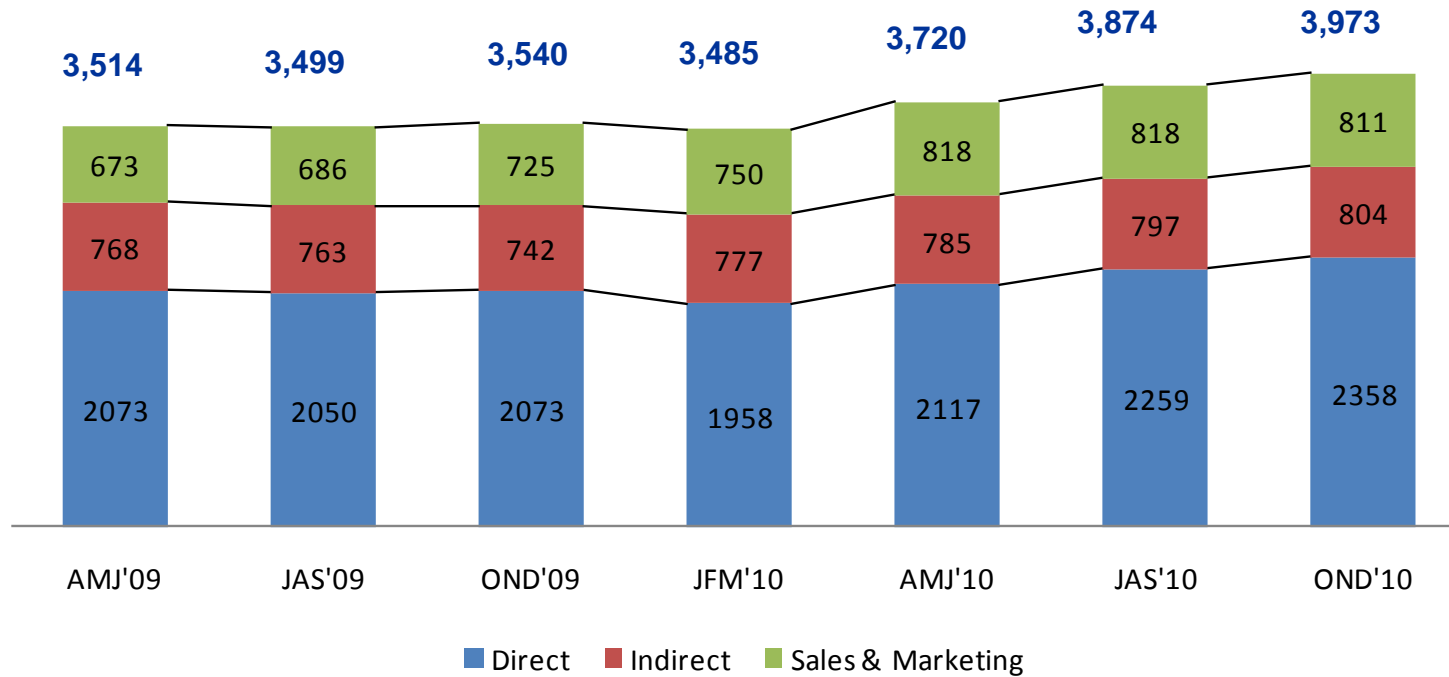
2004

2006

2008

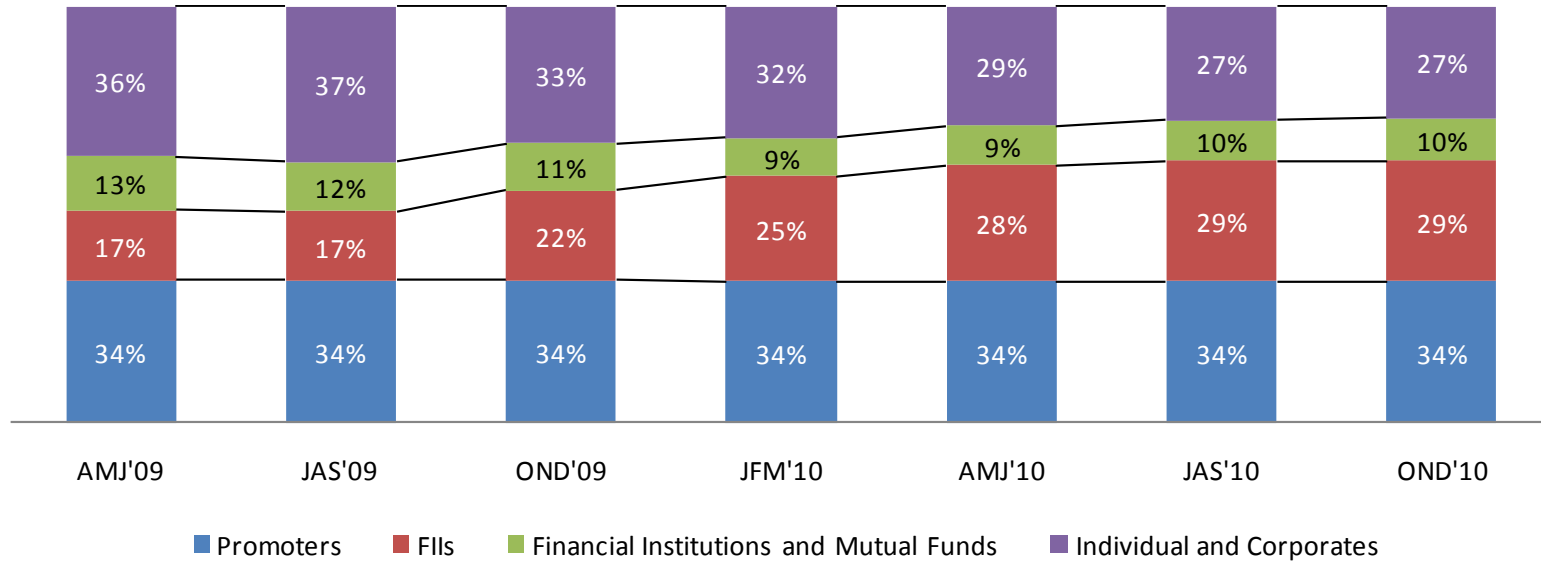
2010

Head Count

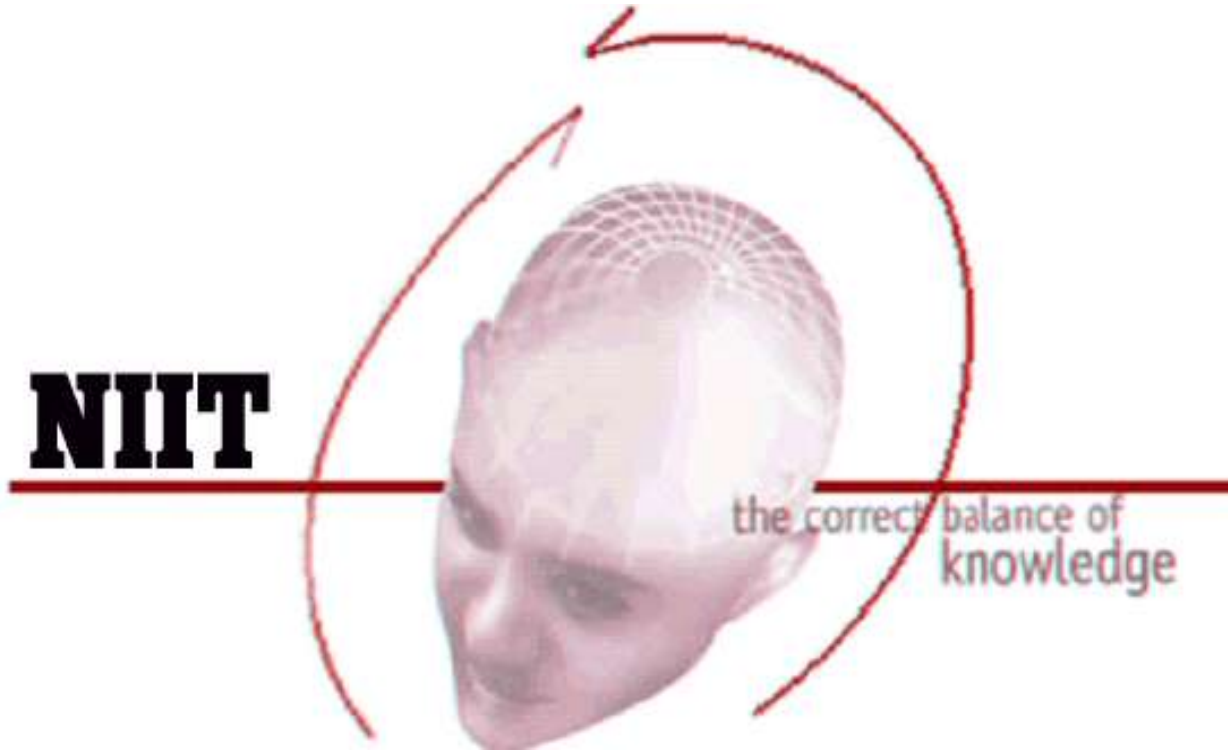


➤ Added 99 people in the Quarter, taking total headcount to 3,973

Shareholding Pattern



NIIT



Leadership In The Century Of The Mind