



SHARPENING THE EDGE

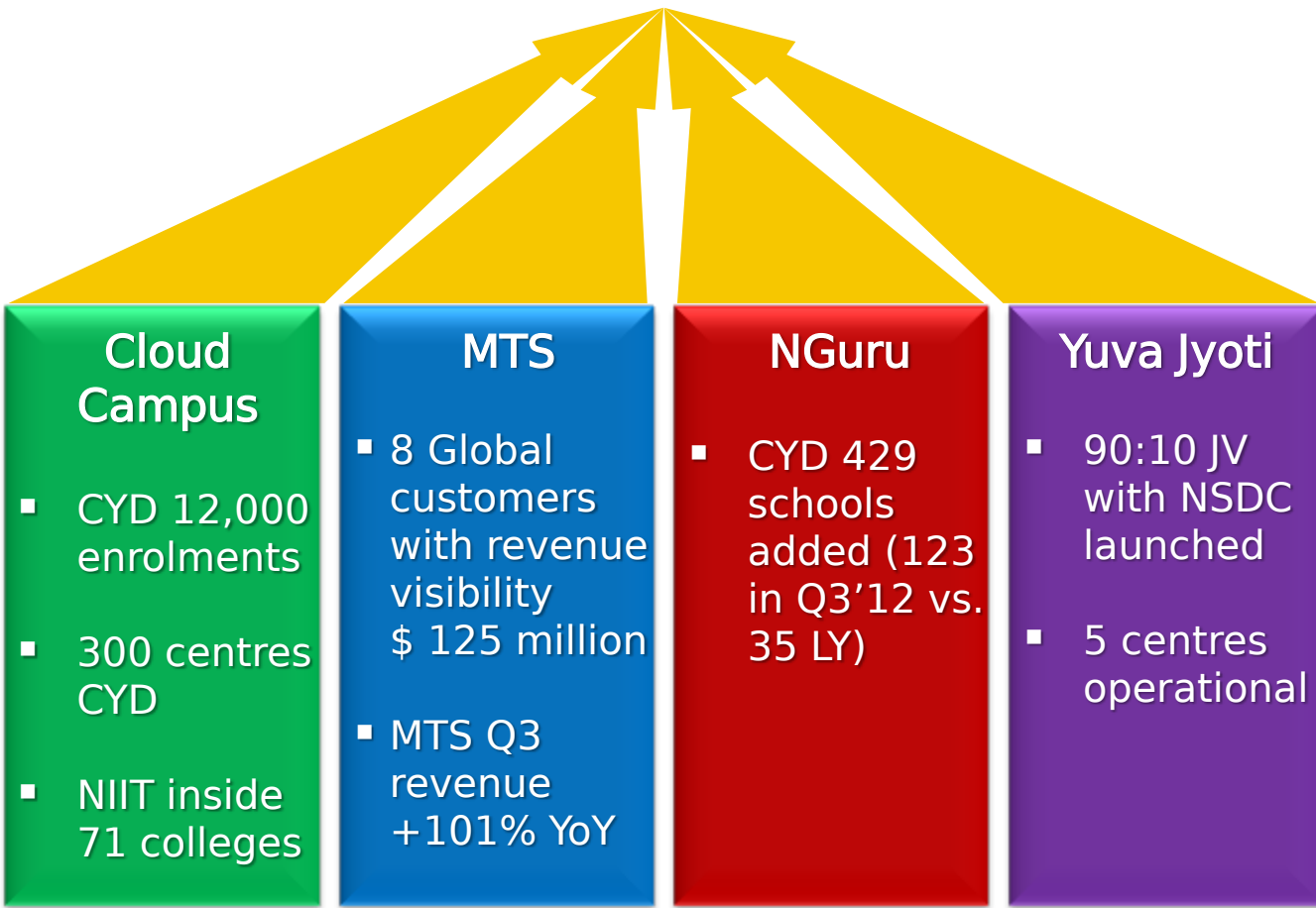
Financial Results
Quarter ended December 31, 2011
January 20, 2012

- Economic Outlook affected by global trends
- Economic Uncertainty in India
 - Slower GDP growth, high interest rates, lower investment, currency volatility and Government inaction
- Global volatility affects hiring sentiments across sectors in India; Net employment outlook is lower YoY (in Q3 & for Q4) *(source: Manpower Employment Outlook Survey)*
- Though large IT firms have not announced any slow down in hiring, their cautious future outlook and actual delays in hiring by mid-sized IT / other companies is affecting consumer sentiment
- Education and skill development remains a top agenda for governments around the world. However, decision making and execution of government plans continues to be slow
- In US & Europe, given the challenged economic environment, corporates are exploring new training options with reduced cost structures

Growth Platforms: CYD Q3'12



NIIT



Platforms Of Growth



No. 1 Education Brand

NIIT



- **EK Divestiture**
 - Divested stake in Element K (step down subsidiary in US) for a cash consideration of USD 110 million

- **Net Cash Positive**
 - Total debt on Balance Sheet reduced by Rs. 2,868 million
 - Net Cash as on December 31, 2011 - Rs. 706 million

- **NIIT Yuva Jyoti**
 - 90: 10 JV with NSDC to train 7 million students commenced
 - First tranche of NSDC funding received
 - 5 centres operational

- **Balance Sheet**
 - Balance Sheet size reduced by ~23%

Q3'12: Overall Financials

	Q3FY12	Q3FY11
Net Revenues (Rs. Mn)	2,501	3,007
EBITDA (Rs. Mn)	251	370
EBITDA margin (%)	10%	12%
Profit before Tax (Rs. Mn)	1,703	65
Profit after Tax (Rs. Mn)	407	129
EPS (Rs.)	2.5	0.8

Q3'12 financials not comparable since impacted by EK divestiture

Q3'12: Consolidated Financials



On a continuing business basis

	<u>Q3FY12</u>	<u>Q3FY11</u>	<u>Growth (%)</u>
Systemwide Revenues (Rs. Mn)	3,844	3,218	19%
Net Revenues (Rs. Mn)	2,390	2,079	15%
EBITDA (Rs. Mn)	244	297	-18%
EBITDA margin (%)	10%	14%	-404 bps
EK financials excluded from both periods			

On a continuing business basis

➤ Individual:

- SWR + 19% YoY at Rs. 2,781 million
- Net revenues at Rs.1,327 million (+ 11% YoY)
- EBITDA Rs.173 million; EBITDA margin 13%
- All New Businesses continue to be profitable
- Diploma programs grow 10%

➤ Schools:

- Net revenues at Rs. 368 million; EBITDA at Rs. 14 million
- 123 Non Govt schools added (Vs. 35 LY); contributes 47% of revenue (+24% YoY)

➤ Corporate:

- Net revenues at Rs. 694 million (+34% YoY)
- EBITDA Rs. 71 million; OM 10%; + 100 bps YoY
- Order intake of \$ 19 Mn
- 2 multi year multi million dollar accounts with a Global Oil & Gas major and leading Technology player

➤ Skill Building:

- 90:10 JV with NDSC signed
- 5 centres operational
- First tranche of NDSC funding received

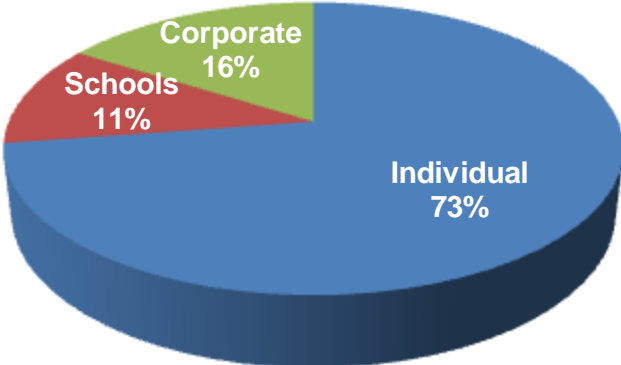
Q3'12: System-wide Revenue mix

On a continuing business basis

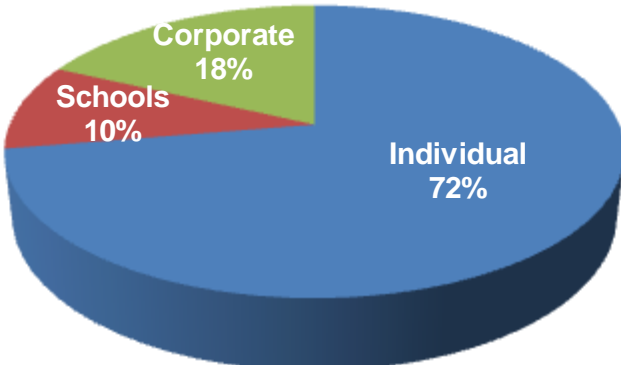
Q3FY11

Business Mix

Q3FY12



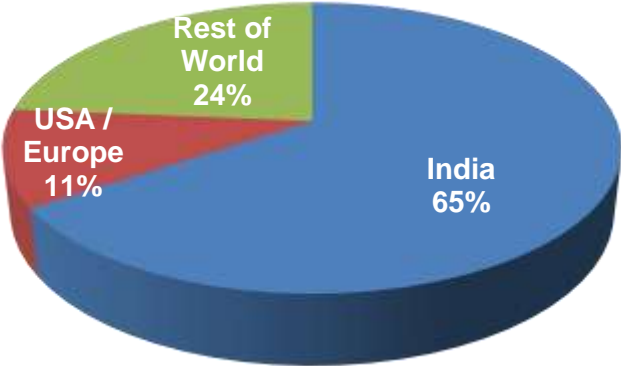
	% Change
Individual	+19%
Schools	+1%
Corporate	34%



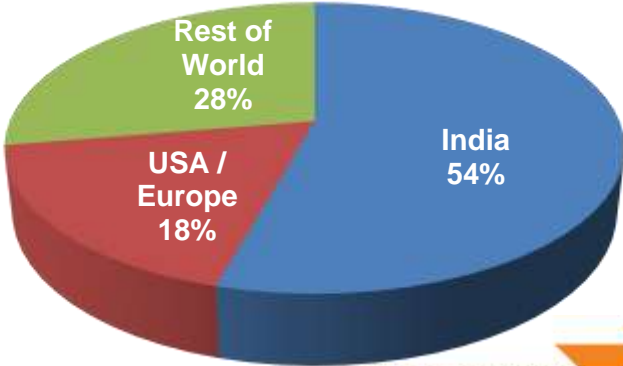
Q3FY11

Geo Mix

Q3FY12



	% Change
India	-1%
US / Europe	101%
Rest of World	+40%



Q3'12: Individual Learning Solutions



₹ Mn	Q3FY12	Q3FY11	YoY
System wide Revenues	2,781	2,337	19%
Net Revenues	1,327	1,198	11%
EBITDA	173	203	-14%
EBITDA %	13%	17%	-385 bps

- ❖ Enrolments: Diploma enrolments grew 10% and Short term modular enrolments up 14% . Banking career enrolments up 20%
- ❖ Pending order book at Rs. 1,774 million, about 65% executable in next 12 months
- ❖ Seats capacity up 6% YoY; utilization 47%

NIIT

"COLLEGE MADE ME A GRADUATE. NIIT'S DIPLOMA IN JAVA MADE ME JOB-READY."

Introducing India's First Cloud Campus for Engineering Graduates

Programme Highlights:

- Intensive, accelerated programme
- Placement Assistance
- Practical training with projects
- Anywhere, anytime learning with Cloud Learning Methodology

Programme Contacts:

Module 1: Programming Logic and Techniques
 Module 2: Oracle 10g - Introduction to SQL Ed 2
 Module 3: Java Fundamentals
 Module 4: Java Programming Language
 Module 5: Object Oriented Analysis and Design using UML
 Module 6: Web Component Development with Servlet and JSP Technologies
 Module 7: Business Component Development with Enterprise JavaBeans Technology
 Module 8: Project
 Module 9: Employability Orientation Programme

PROGRAMMES FROM **99 DAYS** DIPLOMA ONWARDS

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NIIT also offers the following Diploma Programmes: NET, COCO, LAMP (Business Intelligence, Software Testing, Oracle 10g, Web Development using PHP & ASP.NET and Web Component Development using Java Technologies)

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India's Largest Banking Training Institute. Over 13,000 Placements. Over 45,000 Professionals Trained.

School Learning Solutions



₹ Mn	Q3FY12	Q3FY11	YoY
Net Revenues	368	363	1%
EBITDA	14	46	-70%
EBITDA %	4%	13%	-900 bps

- ❖ Order Intake of Rs. 204 million, + 44% YoY
- ❖ 123 Non Govt. schools added Vs. 35 LY; (CYD 429 Vs. 385)
- ❖ Non GSA revenue contributes 47% (CYD 44%), + 24% YoY (CYD 24%)
- ❖ Pending Order book Rs. 4,554 million, 30% executable in next 12 months
- ❖ Muted revenue & margin due to closure of some Govt. contracts and extreme cautiousness towards new contracts

NIIT nguru
Years of Innovation

THE NEW SCHOOL OF LEARNING IS HERE. CALLING ALL SCHOOL PRINCIPALS & SCHOOL ADMINISTRATORS.

NIIT brings to you Nguru which provides a complete range of IT enabled learning & administration solutions for schools.

- Math Lab:** Computerized Maths made practical & more
- Interactive Classroom:** Interactive content, interactive teaching
- IT Wizard:** Computer Lab & state of the art IT curriculum
- Quick School:** Automate your school administration
- Mobile Science Lab:** An innovative Science learning system for the digital age

For more details visit www.niitnguru.com, call 1800 102 3233 (Toll Free) or email at nguru@niit.com

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 correlation of concepts taught to real life since the experiments are done inside the laboratory. Besides, the students cannot carry the lab equipment with them on a field trip.

The current method of noting readings and setting up apparatus leaves the students with little time to think scientifically and analyze data.

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

Call us at: 1800 102 3233 (Toll Free) or visit our website: www.niitnguru.com or write to us at nguru@niit.com

On a continuing business basis

₹ Mn	Q3FY12	Q3FY11	YoY
Net Revenues	694	517	34%
EBITDA	71	48	49%
EBITDA %	10%	9%	100 bps

- ❖ Net Revenue + 34% ; margin at 10%, +100 bps YoY
- ❖ 19% Volume growth , MTS grows 101%
- ❖ Favorable exchange impact in revenue of Rs. 69 million (~13% of revenue YoY)
- ❖ Order Intake of \$ 19.0 million; up 137% .Pending order book at \$ 47.6 million, 50% executable in next 12 months
- ❖ 8 global MTS deals now with \$ 125 million revenue visibility over the contract period



You can't spell training without NIIT.

At NIIT, training is more than what we do. It's who we are. Our Managed Training Services are uniquely designed to maximize business impact and deliver quantifiable results. That's why more than 100 leading technology organizations and Fortune 1000 companies could never imagine training without NIIT.

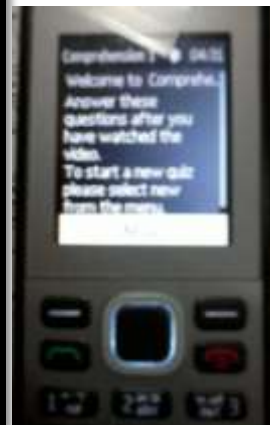
We're a good company. Start now by downloading our free Executive Insight whitepaper series, and let it help Managed Training Services from NIIT help measurably impact your organization.

Visit our NEW website at www.niit.com/insight to download your free copy of our Executive Insight whitepaper series.

Skill Building Solutions

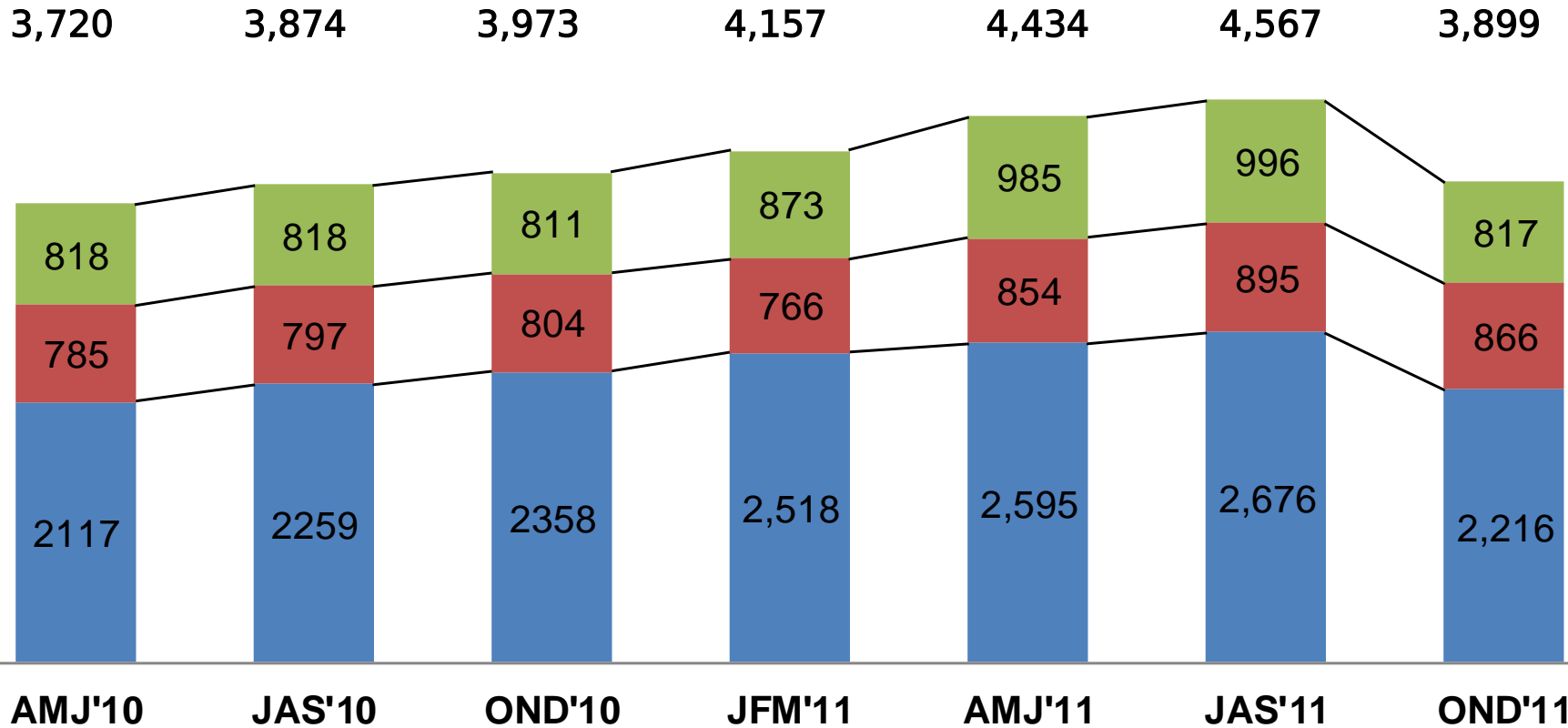
₹ Mn	Q3FY12	Q3FY11	YoY
Net Revenues	0	0	0 mn
EBITDA	-14	0	-14 mn

- ❖ 5 centres operational
- ❖ Innovative mobilization drive covers over 5000 prospects
- ❖ Technology enabled pedagogy & delivery



An advertisement for NIIT Yuva Jyoti. It features three smiling professionals (two men and one woman) in business attire. The NIIT Yuva Jyoti logo is in the top right corner. At the bottom, there is a large blue banner with white text in Hindi: "आपके टैलेंट को हम बनाएंगे आपका करियर।" (We will make your talent your career.)

Head Count

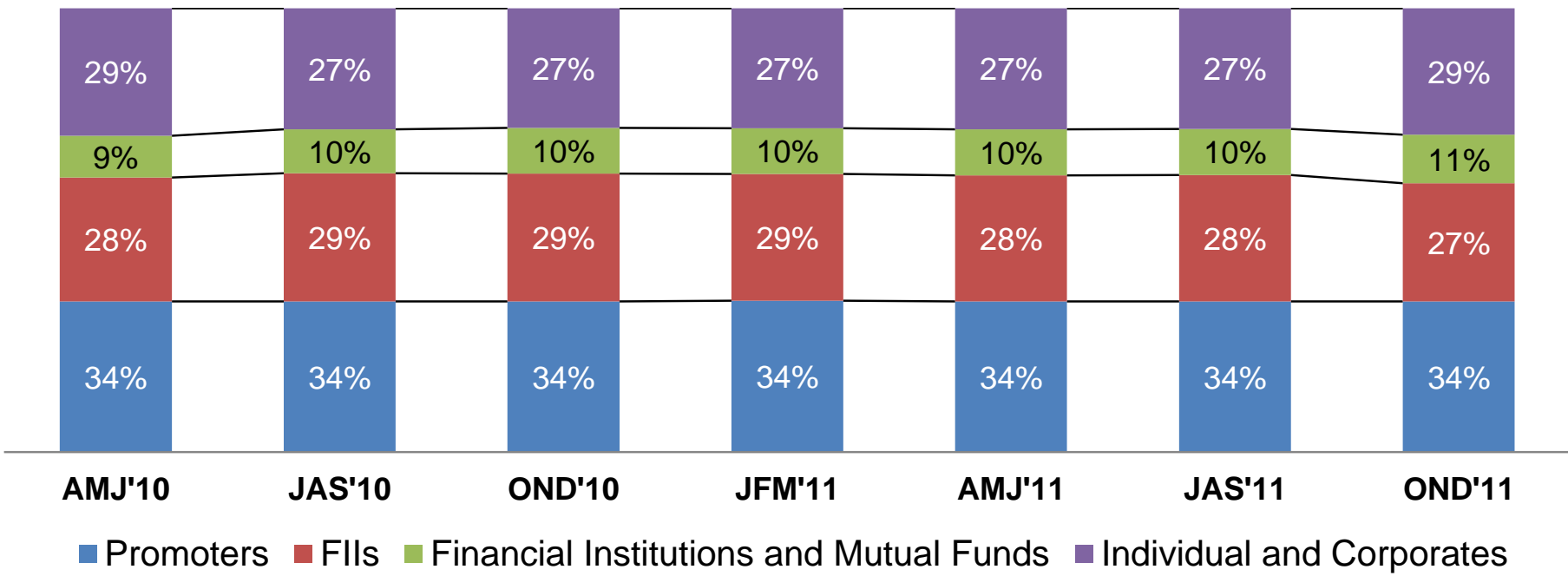


■ Direct ■ Indirect ■ Sales & Marketing

- Net reduction of 668 people in the Quarter, taking total headcount to 3,899
- Net reduction of 72 people in the quarter on a Continuing Business basis



Shareholding Pattern



Individual: Thrust on “Cloud Campus”, focus on job-oriented programs for IT and BFSI, “NIIT Inside College” model for college-reach and & “One NIIT” format for presenting employability options will drive the new mix and growth of enrolments over the medium term.

Schools: continuing momentum in IP based orders , growth in order intake and pending order book should support business growth.

Selectivity in participation in Government schools and IP led orders will help margin expansion

Corporate: growth expected to continue on strength of significant order book and growth in Managed Training Services businesses. Forex volatility expected to continue.

Improved product mix in Corporate business should contribute to margin expansion.

Creating platforms for growth to the next level:

Individual: Cloud Campus & NIIT One World

Corporate: Managed Training Services

Schools: NGuru for Integrated offering

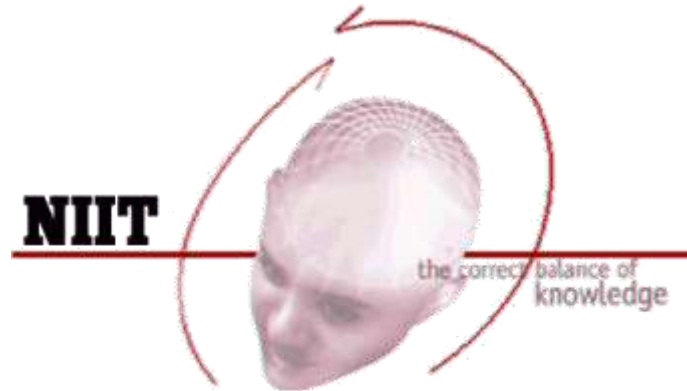
Skills: NSDC JV

Q3'12- Awards & Recognitions

- NIIT won the Gold at Chief Learning Officer magazine's annual "Chief Learning Officer Learning In Practice" awards
- NIIT received Dataquest 'Top IT Training Company' Award in 2011 for the 19th consecutive year
- NIIT won coveted "Franchisor of the year" award at Franchise Awards 2011
- NIIT USA honoured with the 3 Brandon Hall 'Excellence Awards' for Performance Support, Learning, and Marketing
- NIIT NGuru received eIndia Award 2011 for Math Lab and Mobile Science Lab
- NIIT features as the 'Most Trusted Leader in Education' in Brand Trust Report 2012, undertaken by Trust Research Advisory
- NIIT has been voted as the second most trusted education brand in India by Brand Equity-Nielsen Survey 2011



NIIT



Leadership in the Century of the Mind