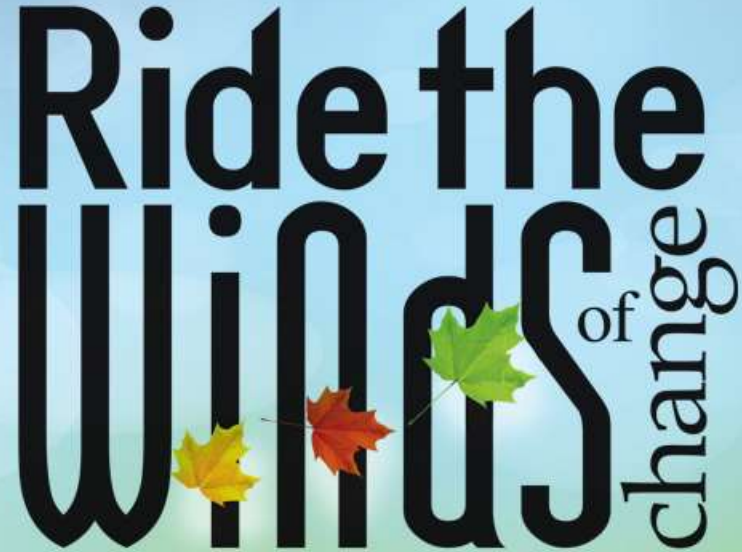


The NIIT logo is displayed in a bold, blue, sans-serif font. It is positioned in the upper left quadrant of the slide. The background behind the logo is a light blue gradient with a sunburst effect emanating from behind the letters.

NIIT

Financial Results
Q1 FY15

The logo for 'Ride the Winds of change' features the words 'Ride the' in a large, black, sans-serif font. Below 'Ride the' is the word 'Winds' in a very large, black, serif font. To the right of 'Winds' is the word 'of' in a small, black, sans-serif font, followed by 'change' in a large, black, sans-serif font. Three autumn leaves (yellow, orange, and green) are scattered across the 'Winds' text.

Ride the
Winds of **change**

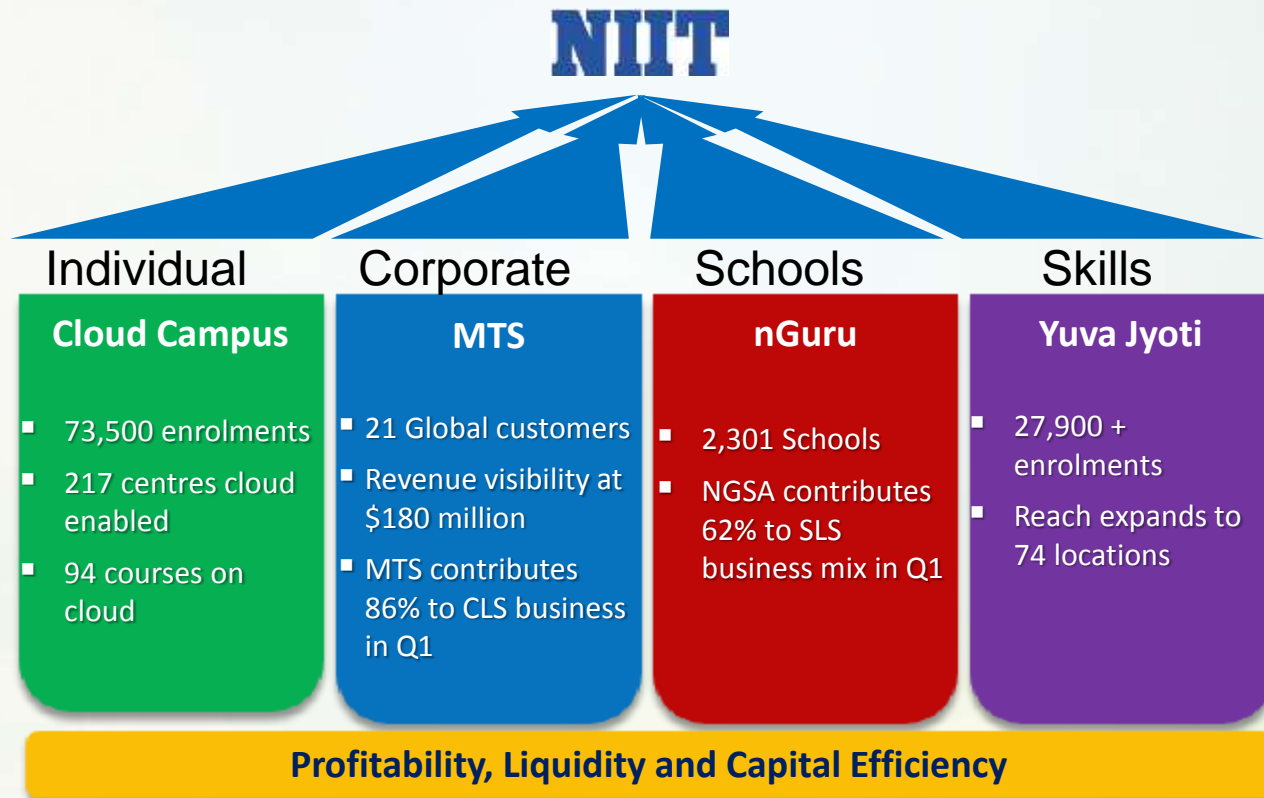
July 23, 2014

- Macro indicators are showing early signs of turn around, after 2 years of sub 5% growth. GDP expected to grow 5.5% in FY15
- However, the improvement has been feeble and clear signs of recovery are yet to emerge; Structural reforms needed to unlock India's growth potential
- High interest rates and geo-political uncertainty continue to impact business confidence. Forex volatility continues
- Sentiment towards IT education training remains weak due to muted on-ground hiring of fresh graduates
- Prolonged College admission cycles and uncertainty over university program structure delays student decision making.
- Changing technology trends and increase in just-in-time hiring of skilled workers creating new opportunities for training sector
- Spending on Corporate Training in USA & Europe remains robust, although sales cycles and transition periods remain stretched

Business environment has been weak. Expect modest turn around during the year

NIIT

Ride the
Winds of
change



NIIT

Ride the
Winds of
change

Q1'FY15 Highlights



www.niit.com recognized as the "Best Educational Website" at the Digital Marketing Conclave 2014, by Think Media Inc.

NIIT

Ride the
Winds of
change

Corporate Learning Solutions

- Strong sequential and YoY growth in CLS
- Revenue up 32% YoY; EBITDA margin at 12% (up 90 bps YoY)
- MTS revenue up 53% YoY; contributes 86% to CLS revenues
- 3 Letters of Award for new orders; Contracts to be signed in Q2
- Revenue visibility at \$ 180 Mn

School Learning Solutions

- NGSAR Revenue up 14% YoY; contributes 62% to revenue mix versus 50% in Q1 LY
- Order Intake of INR 160 Mn; added 129 schools during the quarter

Individual Learning Solutions

- Cloud campus and aggressive cost management counter the adverse impact of operating leverage and cost inflation
- Multi stream, modular Revolution GNIIT launched; 20% enrolments for Beyond-IT Streams
- Revenues from Beyond-IT products contribute 32% to revenue mix

Overall NIIT

- Revenue at INR 2,253 Mn (up 1% YoY); EBITDA at INR 128 Mn (up 23% YoY)
- EBITDA margin improves by 101 bps YoY to 6%; PAT at INR 6 Mn versus Loss of INR 94 Mn
- DSO at 119 days (vs 157 days YoY)

Key Financials

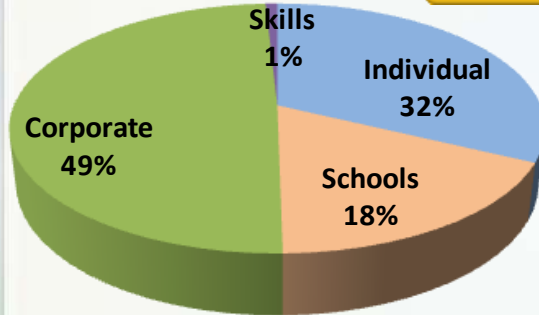
INR Mn	Q1 FY15	Q1 FY14	YoY
Net Revenue	2,253	2,222	1%
Operating expenses	2,125	2,118	0%
EBITDA	128	104	23%
EBITDA%	6%	5%	101 bps
Depreciation	171	210	-19%
Net Other Income	-35	-81	57%
Tax	19	33	-41%
Share of Profits from Associates	103	128	-19%
PAT	6	-94	106%
Basic EPS (Rs.)	0.0	-0.6	106%

NIIT

Ride the
Winds of change

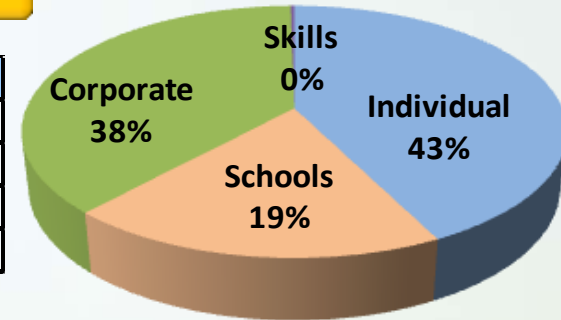
- Strong growth in Corporate Learning helps overcome weakness in IT training and completion of large GSA Contracts during FY14
- Aggressive cost optimization helps offset cost and wage inflation; EBITDA up 23% YoY
- Depreciation down 19% YoY, reflecting reduction in capital intensity

Net Revenue



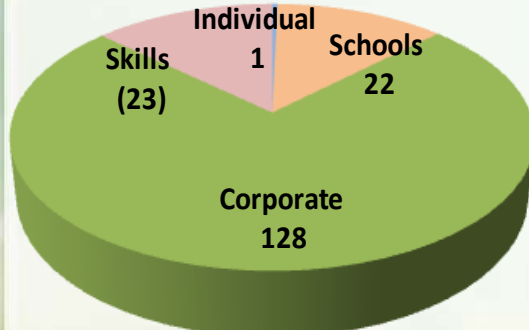
Q1 FY15

	Growth
Individual	-23%
Schools	-7%
Corporate	+32%
Skills	+216%



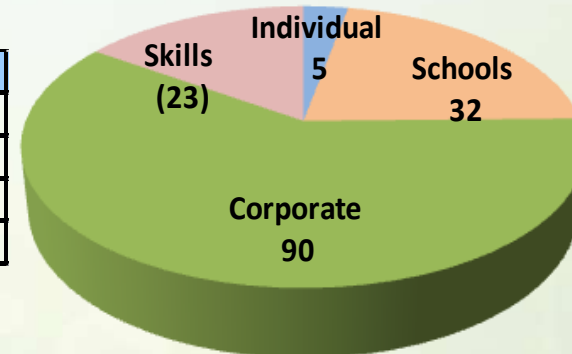
Q1 FY14

EBITDA



Q1 FY15

INR Mn	Change
Individual	-4 Mn
Schools	-11 Mn
Corporate	+39 Mn
Skills	+0 Mn



Q1 FY14

NIIT

Ride the
Winds of change

Corporate Learning Solutions

INR Mn	Q1 FY15	Q1 FY14	YoY
Net Revenues	1,113	844	32%
EBITDA	128	90	43%
EBITDA %	12%	11%	90 bps

- Revenue in USD terms up 8% QoQ, and up 23% YoY
- Strong business momentum, driven by 53% growth in MTS; MTS contributes 86% to CLS revenues vs 74% LY
- Order Intake of \$16.2 Mn; Pending Order Book: \$62.2 Mn; 72% executable over next 12 months
- Revenue Visibility @ \$180 Mn
- 3 Letters of Award received; Contracts to be signed in Q2

8.06% Increase in overall annual performance in terms of Revenue & EBITDA

30% Bookings

Running Training Like Business
It's not about training. It's about results.

\$15M Savings

20% Growth

Copyright ©, a division of NIIT is reserved for its world class, research-based learning technology. All trademarks remain the property of their respective owners. All rights reserved. © 2015 NIIT.

NIIT

NIIT
BUSINESS MIND SOLUTIONS

Are You Running Training Like A Business?

Take the survey to find out now.

Visit niit.com/value

NIIT

Ride the
Winds of
change

Individual Learning Solutions

INR Mn	Q1 FY15	Q1 FY14	YoY
Net Revenues	726	948	-23%
EBITDA	1	5	-4 mn
EBITDA %	0%	0%	-39 bps

- Student sentiment continues to remain weak; limited on-ground hiring activity for college students/ fresh graduates
- Multi-stream, modular Revolution GNIIT launched; 20% enrolments in GNIIT for Beyond-IT Streams
- Beyond-IT products contribute 32% to revenue mix versus 24% in Q1 FY14; Revenue from Beyond-IT up 3% YoY
- Beyond-IT enrolments up 31%
- Overall placements at 6,623



NIIT

Ride the
Winds of
change

INR Mn	Q1 FY15	Q1 FY14	YoY
Net Revenues	394	424	-7%
EBITDA	22	32	-33%
EBITDA %	6%	8%	-214 bps

- NGSAs revenue up 14% YoY; contributes 62% to revenue mix versus 50% in Q1 LY
- Revenue impacted by completion of 4 GSA contracts last year
- 129 new schools added during the quarter; Order intake of INR 160 Mn
- Pending Order Book: INR 4,179 Mn, 26% executable over next 12 months

NIIT

Ride the
Winds of
change

In the recent EducenterWorld India School Rankings 2013, 8 out of the top 10 schools across all categories are NGSAs clients. And while we congratulate the schools, we can't help but feel proud. Because their splendid achievement shows how much they, and we, have in common: a passion to deliver the best education to students. Something that's driven by sheer dedication and a relentless drive for quality. Not by coincidence.

The list of winning schools:

The Heritage School	Kolkata	Sri Aurobindo	Hyderabad
Sri International	Bhubaneswar	Prakash International	Mumbai
Indian World School	Tehriwal	WJ	Bhubaneswar
Sankya School	Bangalore	JKKala	Hyderabad

80 of the top 10 schools in India are our clients. Could it be sheer coincidence?

NIIT
nguru
Education for Growth

For more details visit: <http://www.educationcenterworld.com/india.php?page=article-choice-mere-46-1303>

Net Revenues	Q1 FY15	Q1 FY14	YoY
Net Revenues	19	6	216%
EBITDA	-23	-23	0 mn

- NYJ programs now available at 74 locations
- Over 8,000 enrolments during the quarter; up 320% YoY
- Order Intake of INR 76 million

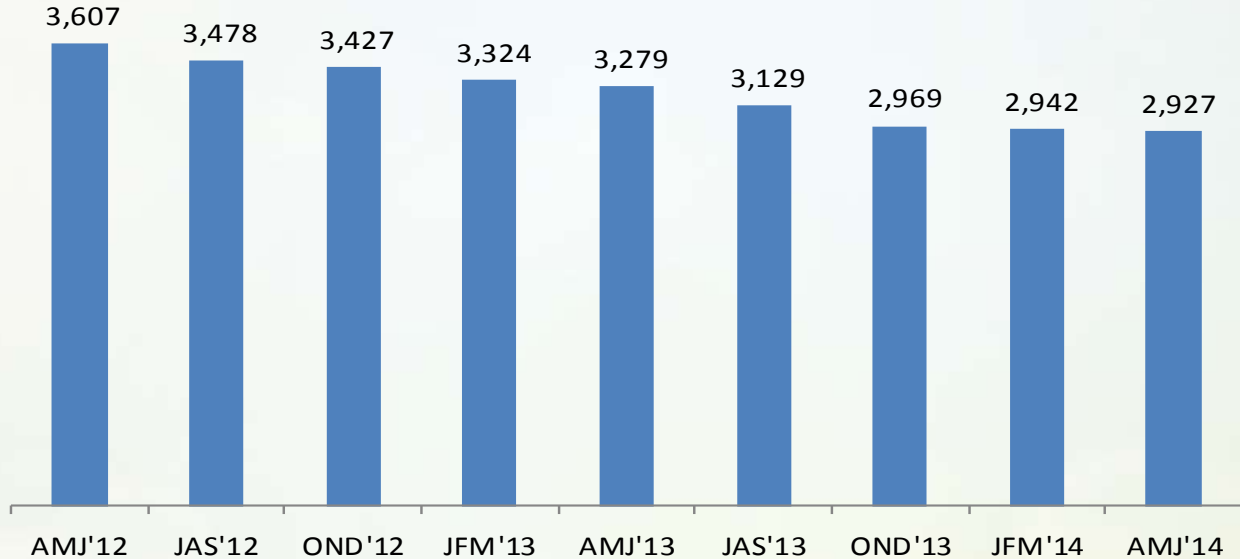
NIIT

Ride the
Winds
of
change

NIIT Yuva Jyoti
ट्रेनिंग के साथ JOB*
 • शोरूम रिटेल • ऑटो रिटेल • फास्ट फूड • वीपीओ • जकाजेंट्स
 100% मौक़ी में सहायता* | 100+ कम्पनियाँ
 NIIT Yuva Jyoti, Dehradun Centre | E-mail : nyj@niit.com

NSDC National Skill Development Corporation
Yuva Jyoti
NIIT Yuva Jyoti का वादा पक्का. फायदे तीन.
100% फ़ीस वापिस.
Govt. सर्टिफिकेट भी.
Job तो मिलेगा ही..**
 NIIT Yuva Jyoti में training में बंद भी 100% वापिस और 100% Government certificate, साथ ही पूरी और सही 100% सर गैरर्स की भी सहायता वाली भी NIIT Yuva Jyoti में सहायता
ADMISSIONS OPEN
 (18-12/20)Graduates, apply form.
Call: 1800 103 2020 (Toll Free)
 NIIT Yuva Jyoti is a Joint Venture of NIIT and NSDC in PPP initiative of Govt. of India

On a continuing business basis

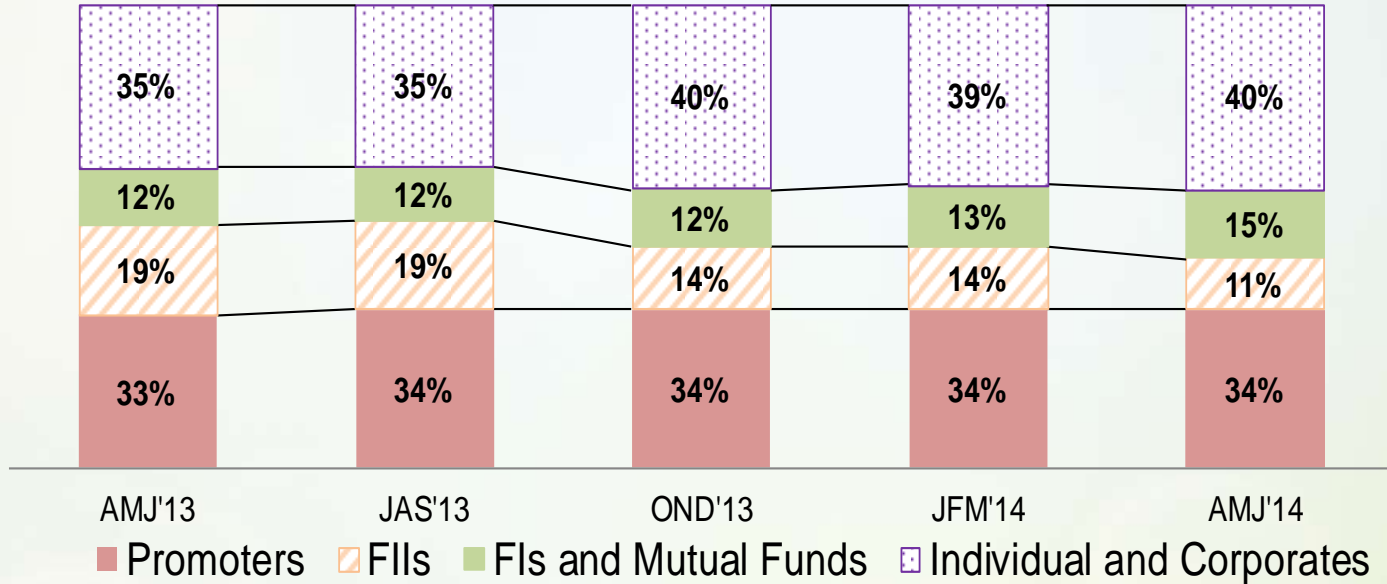


Headcount down 15 QoQ and 352 YoY

NIIT

Ride the
Winds of
change

Share Holding Pattern



NIIT

Ride the
Winds of
change

Thank You!



Revolution NIIT

**THE POWER TO
CREATE YOUR
OWN FUTURE.**

NIIT

Ride the
Winds of
change