



FINANCIAL RESULTS

Q1 FY16

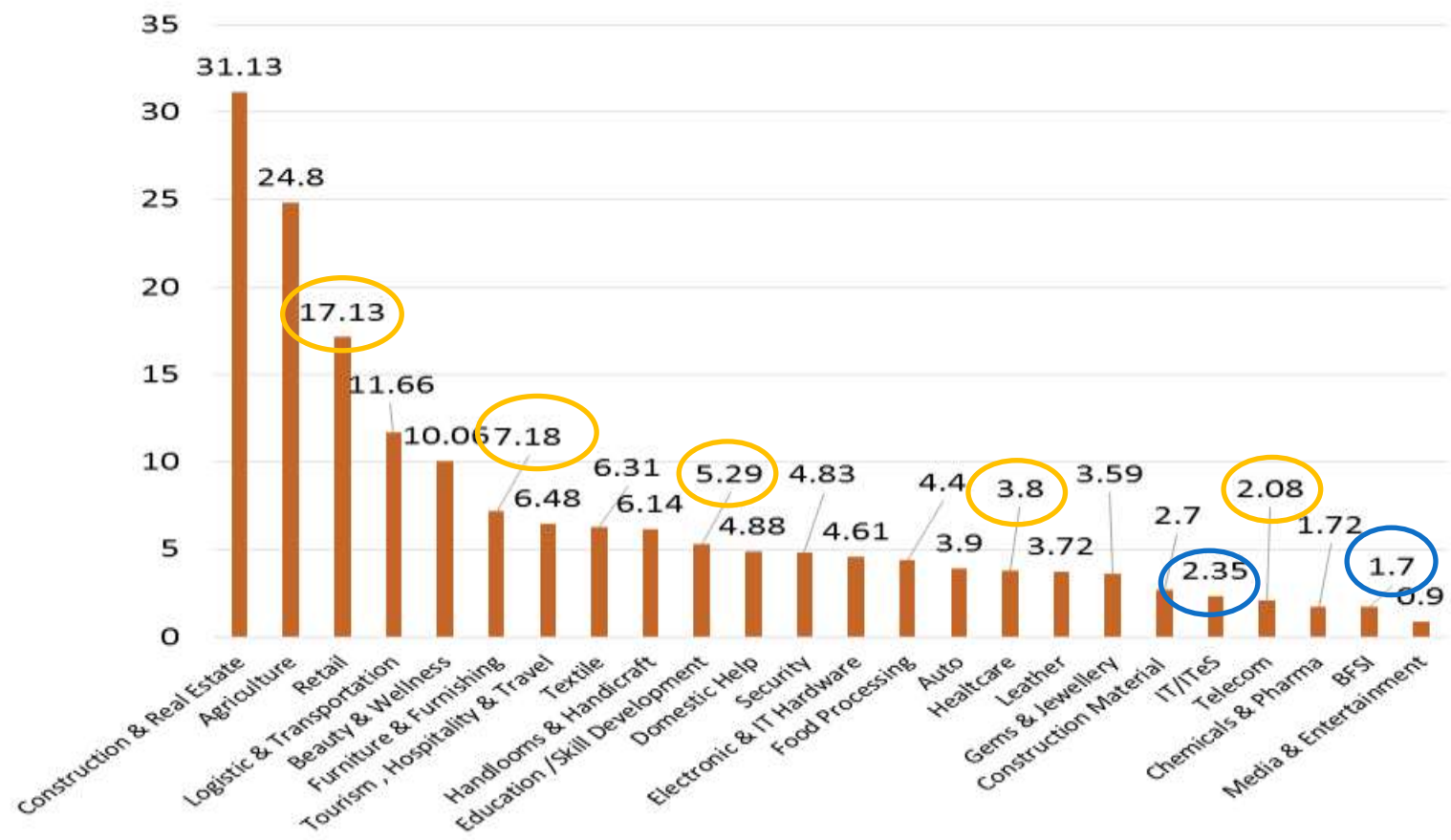
July 17, 2015

Environment

- Global economy in transition. The widely expected tightening of monetary conditions in the United States is exerting pressure on capital flows to developing countries (World Bank)
- Geo-political risks and sharp volatility in exchange rates and commodity prices creates risks and opportunities
- Corporate spending on training in US and Europe remains robust; Companies are looking for ways to drive efficiency and effectiveness in training to improve business performance
- GOI planning structural reforms to improve business environment. However uncertainty on timing impacts investment sentiment
- Digital India mission & Skill India mission launched. PMKVY (Star Scheme-II) rolled out on July 15 (World Skills Day), to provide impetus to skills development
- Increasing pace of technology transformation and disruption of traditional industries by start-ups, driving demand for niche skills across sectors

Skill Gaps: Sectorial employment & growth opportunities

Incremental Human Resource Requirement (in mn) (2013-2022)



NIIT Growth Platforms

NIIT

Corporate

MTS

- 25 global MTS customers vs 21 in Q1 FY15
- Revenue visibility at \$201 million vs 180 mn in Q1 FY15

Skills & Careers

Beyond IT & Cloud Campus

- Beyond IT contributes 39% vs 34% in Q1 FY15
- 58% centres cloud enabled
- 75% portfolio cloud enabled
- Capacity utilization @ 38% vs 31% end Q4 FY15

Schools

nGuru

- Signed 111 Schools in Q1. Total 2,738 schools addressed
- Focussed IP led private school business contributes 30%

Liquidity, Profitability and Capital Efficiency

Q1'FY16: In Perspective

Corporate Learning Group (CLG): Consistent performance

- Revenue at Rs 1,285 Mn up 15% YoY; Constant currency growth @ 17% YoY; EBITDA margin at 12%
- Signed 5 contracts including 1 renewal with scope expansion; Added 1 new MTS customer
- Revenue Visibility at \$ 201 mn; Order Intake at \$27.1 mn up 67% YoY

Skills & Careers Group (SNC): Significant turnaround

- Revenue at Rs 725 Mn (down 3% YoY; compared to drop of 18% in FY15)
- Beyond-IT contributes 39% to SNC revenue compared to 34% in Q4FY15

School Learning Group (SLG): Subsidiary implementation

- Revenue at Rs 322 mn down 18%; EBITDA margin at 6% (up 4 bps YoY)
- Order Intake of Rs 143 Mn; added 111 schools during the quarter

NIIT: Back to profit

- Revenue at Rs 2,332 Mn (up 4% YoY);
- EBITDA at Rs 164 million at 7% of revenue; up 135 bps YoY
- PAT at Rs 150 mn vs Rs 6 mn in Q1FY15

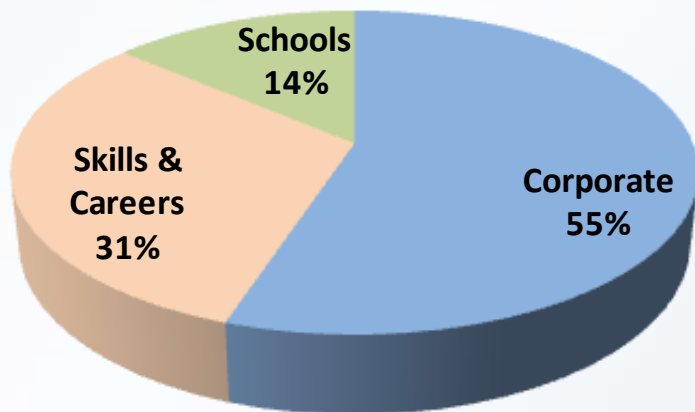
Key Financials

INR Mn	Q1 FY16	Q1 FY15	YoY
Net Revenue	2,332	2,253	4%
Operating expenses	2,168	2,125	2%
EBITDA	164	128	28%
EBITDA%	7%	6%	135 bps
Depreciation	130	171	-24%
Net Other Income	-14	-35	21 mn
Profit before Tax	20	-78	98 mn
Tax	6	19	13 mn
Operational Net Profit	14	-97	112 mn
Share of Profits from Associates	136	103	32 mn
PAT	150	6	144 mn
Basic EPS (Rs.)	0.9	0.0	0.9

- Strong growth in Corporate Learning helps offset planned ramp down of government schools business
- EBITDA improved by 135 bps YoY on account of Business transformation and business mix
- Depreciation down 24% YoY, reflecting planned reduction in capital intensity

Business Mix

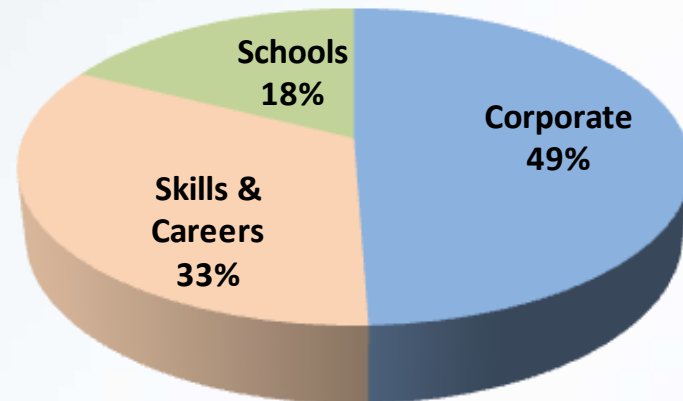
Q1 FY16



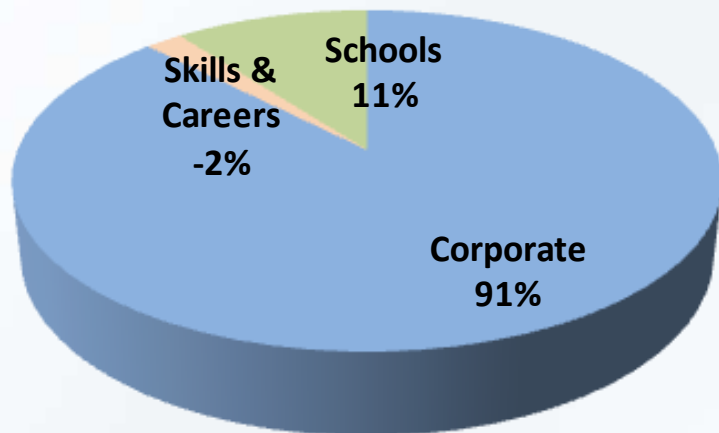
Net Revenue

	Growth
Corporate	15%
Skills & Careers	-3%
Schools	-18%
NIIT	4%

Q1 FY15



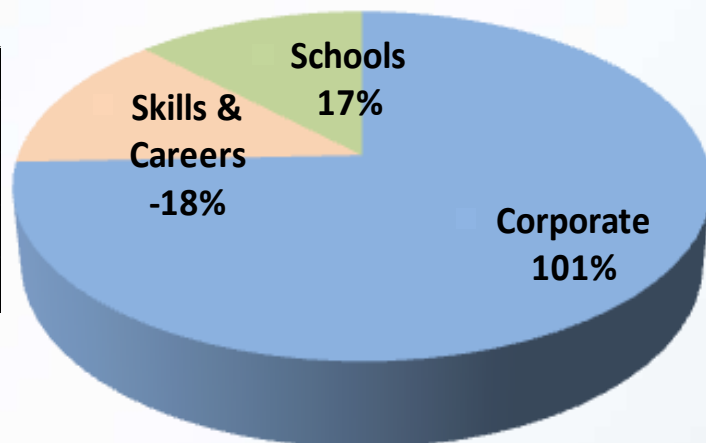
Q1 FY16



EBITDA

	Growth
Corporate	+21 Mn
Skills & Careers	+19 Mn
Schools	-4 Mn
NIIT	+36 Mn

Q1 FY15



Corporate Learning Group

INR Mn	Q1 FY16	Q1 FY15	YoY	Q4 FY15	QoQ
Net Revenues	1,285	1,113	15%	1,157	11%
EBITDA	149	128	16%	135	10%
EBITDA %	12%	12%	7 bps	12%	-9 bps

- Constant currency Revenue growth at 17% YoY
- Strong business momentum continuing in FY16, driven by growth in MTS; MTS contributes 89% to CLG revenues
- Revenue Visibility at \$ 201 Mn
- Signed 5 new contracts which included 1 renewal alongwith scope expansion; added 1 new MTS customers
- Order Intake up at \$27.1 mn up 67%

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Skills & Careers Group

INR Mn	Q1 FY16	Q1 FY15	YoY	Q4 FY15	QoQ
Net Revenues	725	745	-3%	692	5%
EBITDA	-3	-23	19 mn	-79	75 mn
EBITDA %	0%	-3%	255 bps	-11%	1091 bps

- Beyond-IT contributes 39% to SNC revenue vs 34% in Q4 FY15
- Capacity utilization at 38%
- Cloud campus implementation in China



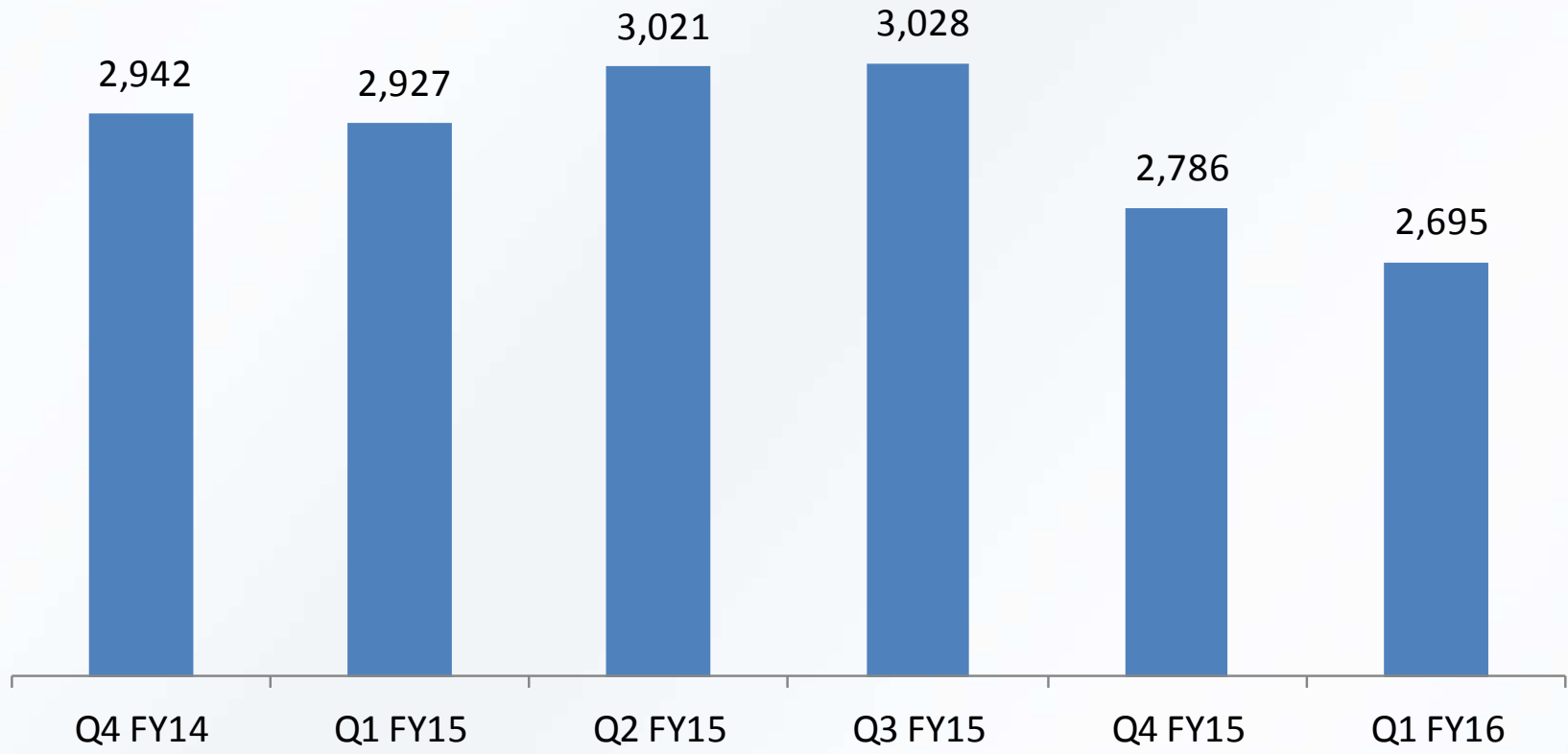
School Learning Group

INR Mn	Q1 FY16	Q1 FY15	YoY	Q4 FY15	QoQ
Net Revenues	322	394	-18%	386	-17%
EBITDA	18	22	-18%	19	-8%
EBITDA %	6%	6%	4 bps	5%	50 bps

- Overall revenue impacted due to planned ramp down of government school projects
- Revenue from Focussed IP led private school business contributes 30% to SLG revenue
- Added 111 schools, Order intake of Rs 143 Mn



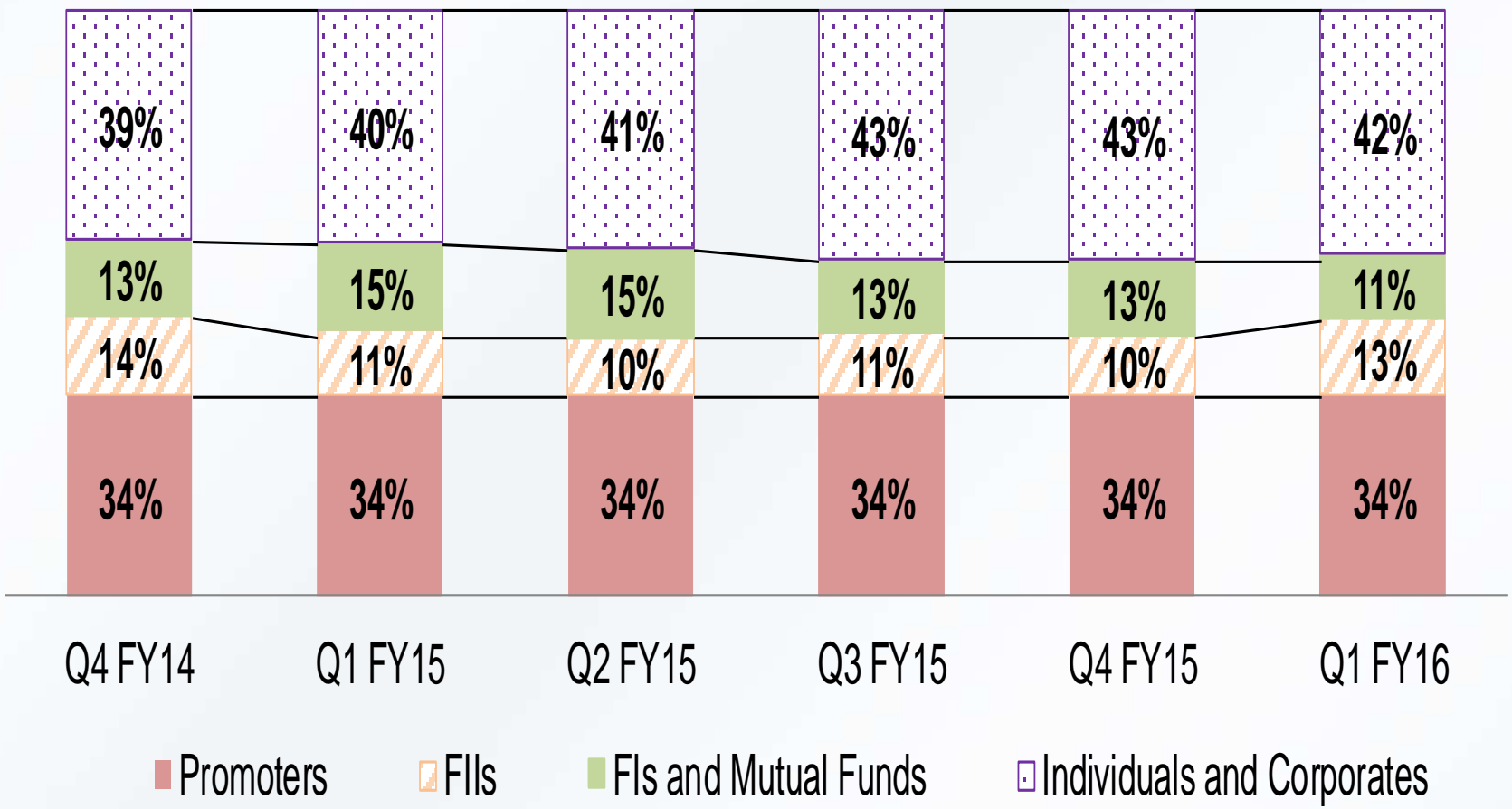
People



Headcount down 91 QoQ and down 232 YoY

** excludes project retainers*

Share Holding Pattern



Percentages may not add to 100% due to rounding



Thank you