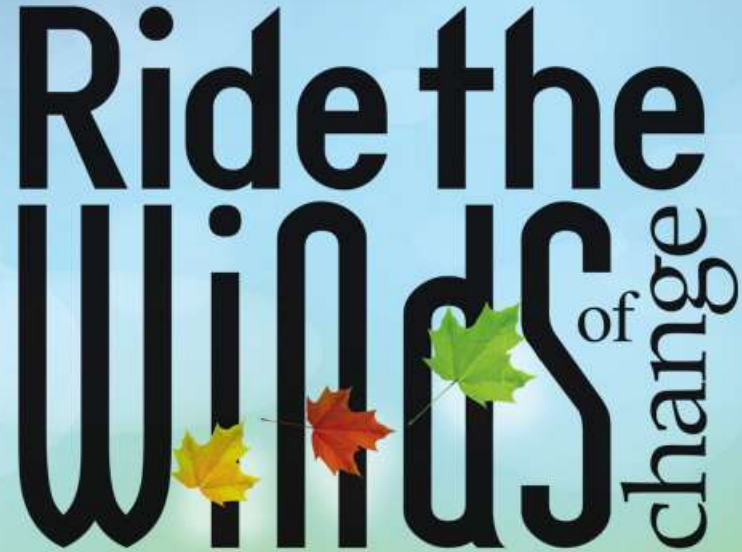


The NIIT logo is displayed in a bold, blue, sans-serif font. It is positioned in the upper left quadrant of the slide. The background behind the logo features a stylized sunburst or wheel-like graphic with radiating lines, set against a light blue and green bokeh background.

Financial Results
Q2 FY15

Ride the
Winds of **change**

The logo for 'Ride the Winds of change' is located on the right side of the slide. The words 'Ride the' are in a large, black, sans-serif font. Below them, the word 'Winds' is written in a very large, black, serif font. Three colorful autumn leaves (yellow, orange, and green) are placed over the letters 'i', 'n', and 'd' of 'Winds'. To the right of 'Winds', the words 'of change' are written in a smaller, black, sans-serif font, with 'of' positioned above 'change'.

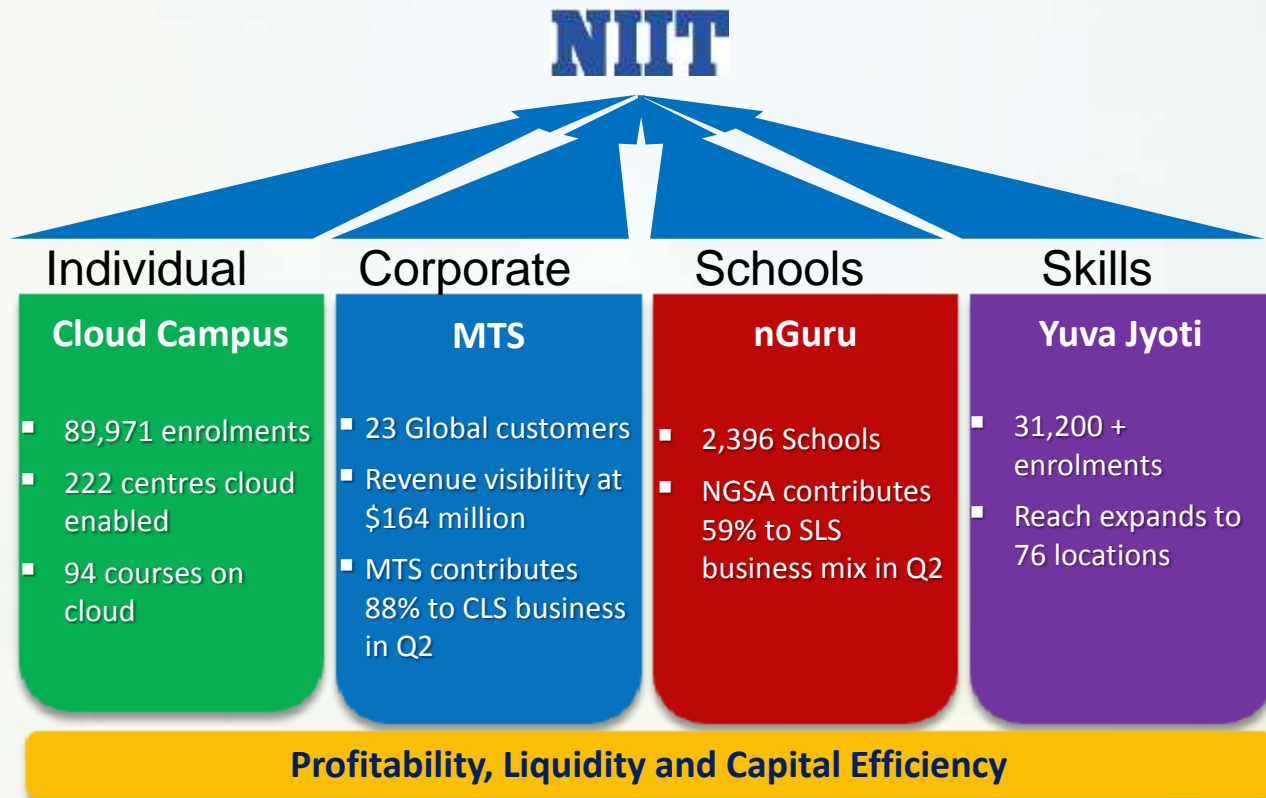
October 17, 2014

- Pace of recovery of global economy uneven and country-specific; increased uncertainty due to financial and geopolitical risks (IMF)
- Corporate training market in US and Europe remains robust; Organizations increasingly relying on specialists companies for their training needs; however sales cycles remain stretched
- In India, while business confidence has picked up on huge expectations, recovery remains fragile and structural reforms are yet to kick in
- A separate Ministry of Skill Development constituted; Government plans to form new policy by year end
- Recruitment activity in IT sector slightly up, driven by increased attrition;
- Hiring of fresh graduates remains weak and continues to impact sentiment towards training;
- Growing opportunities in Beyond-IT programs

**Business confidence improved but environment remains weak.
Expect modest turn around by year end**

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NIIT: Business Transformation and Succession Plan

- Rationalization of Subsidiary Company structure
- Succession: Rahul Patwardhan CEO Designate
- Skills & Careers Group: Shivan Bhargava Group President inducted and Transformation initiated

Corporate Learning Solutions

- Revenue at INR 1,248 Mn up 26%; EBITDA margin at 12%
- Strong QoQ (10%) and YoY (35%) volume growth
- MTS revenue up 59% YoY, contributes 88% to CLS
- 2 new MTS customers added in Q2

Individual Learning Solutions

- Good traction in the new Multi Stream, Modular RevGNiIT program - 25% enrolments for Beyond-IT streams; 25% growth in RevGNiIT enrolments at flagship centers
- Beyond-IT products contribute 27% to revenue mix

School Learning Solutions

- NGSa Revenue at INR 187 Mn; contributes 59% to revenue mix
- Order Intake of INR 88 Mn; added 95 schools during the quarter

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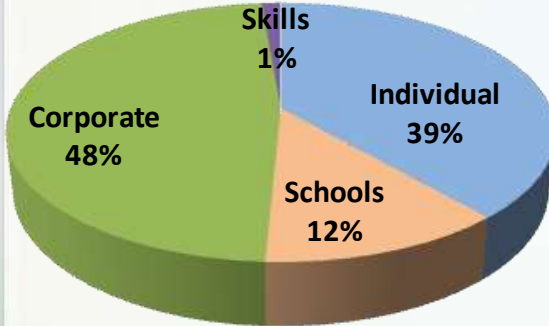
Key Financials

INR Mn	Q2 FY15	Q2 FY14	YoY	Q1 FY'15	QoQ
System wide Revenue	3,457	4,242	-19%	2,865	21%
Net Revenue	2,604	2,624	-1%	2,253	16%
Operating expenses	2,423	2,381	2%	2,125	14%
EBITDA	181	243	-25%	128	42%
EBITDA%	7%	9%	-231 bps	6%	129 bps
Depreciation	147	177	-17%	171	-14%
Net Other Income	-39	-77	49%	-35	-11%
Tax	0	17	-99%	19	-99%
Operational Net Profit	-5	-28	82%	-97	95%
Share of Profits from Associates	108	147	-27%	103	5%
PAT	103	120	-14%	6	1681%
Basic EPS (Rs.)	0.6	0.7	-14%	0.0	1681%



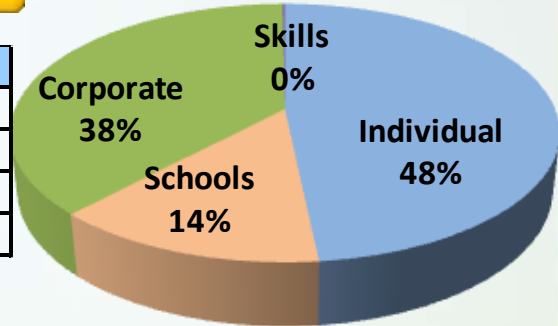
- Strong growth in Corporate Learning helps overcome weakness in Individual Learning and planned ramp down in GSA business
- EBITDA impacted by operating leverage in Individual Learning partially compensated through cost management actions
- Depreciation down 17% YoY, reflecting planned reduction in capital intensity
- Reduction in Net Interest and lower forex loss contribute to Net Other Income

Net Revenue



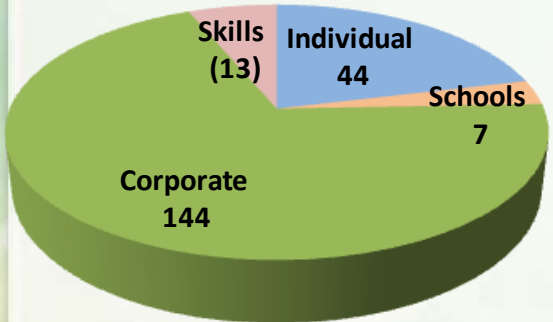
Q2 FY15

	Growth
Individual	-21%
Schools	-11%
Corporate	+26%
Skills	+709%



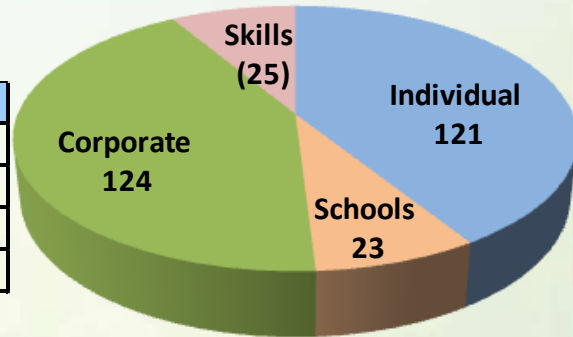
Q2 FY14

EBITDA



Q2 FY15

INR Mn	Change
Individual	-76 Mn
Schools	-17 Mn
Corporate	+19 Mn
Skills	+12 Mn



Q2 FY14

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Corporate Learning Solutions

INR Mn	Q2 FY15	Q2 FY14	YoY	Q1 FY15	QoQ
Net Revenues	1,248	993	26%	1,113	12%
EBITDA	144	124	16%	128	12%
EBITDA %	12%	13%	-101 bps	12%	-2 bps

- Volume growth 35% YoY and 10% QoQ
- Strong business momentum, driven by 59% growth in MTS; MTS contributes 88% to CLS revenues vs 74% LY
- Added 2 new MTS customers
- Order Intake of \$ 20.7 Mn; up 50% YoY
- Pending Order Book: \$62.3 Mn up 17% YoY; 73% executable over next 12 months
- Revenue Visibility at \$ 164 Mn

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Individual Learning Solutions

INR Mn	Q2 FY15	Q2 FY14	YoY	Q1 FY15	QoQ
System wide Revenues	1,857	2,887	-36%	1,339	39%
Net Revenues	1,004	1,269	-21%	726	38%
EBITDA	44	121	-63%	1	6519%
EBITDA %	4%	10%	-512 bps	0%	430 bps

- Student sentiment remains weak; limited hiring of fresh graduates in IT and Banking
- 25% growth in RevGNIIT in flagship centers; 25% of enrolments in RevGNIIT for Beyond-IT Streams
- Beyond-IT products contribute 27% to revenue mix versus 24% in Q2 FY14
- Overall Enrolments at 82,571; Beyond-IT enrolments up 23%
- Order Intake of INR 1076 Mn; Pending Order Book of INR 1953 Mn; 72% executable over next 12 months
- Overall placements at 6,821

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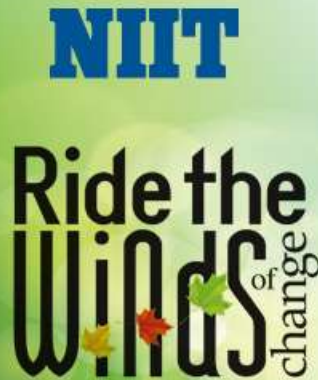
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School Learning Solutions

INR Mn	Q2 FY15	Q2 FY14	YoY	Q1 FY15	QoQ
Net Revenues	318	358	-11%	394	-19%
EBITDA	7	23	-72%	22	-70%
EBITDA %	2%	7%	-446 bps	6%	-344 bps

- NGSAs revenue at INR 187 Mn; contributes 59% to revenue mix
- Revenue partially impacted due to completion of one GSA contract in Q2 covering 1870 Schools
- 95 new NGSAs schools added during the quarter; Order intake of INR 88 Mn
- Pending Order Book: INR 3,950 Mn, 26% executable over next 12 months



INR Mn	Q2 FY15	Q2 FY14	YoY	Q1 FY15	QoQ
System wide Revenues	35	4	709%	19	84%
Net Revenues	35	4	709%	19	84%
EBITDA	-13	-25	12 mn	-23	10 mn

- Revenue @ INR 35 Mn up 84% QoQ
- NYJ programs now available at 76 locations
- Over 3,300 enrolments during the quarter
- Business being integrated into the Skills & Careers Group

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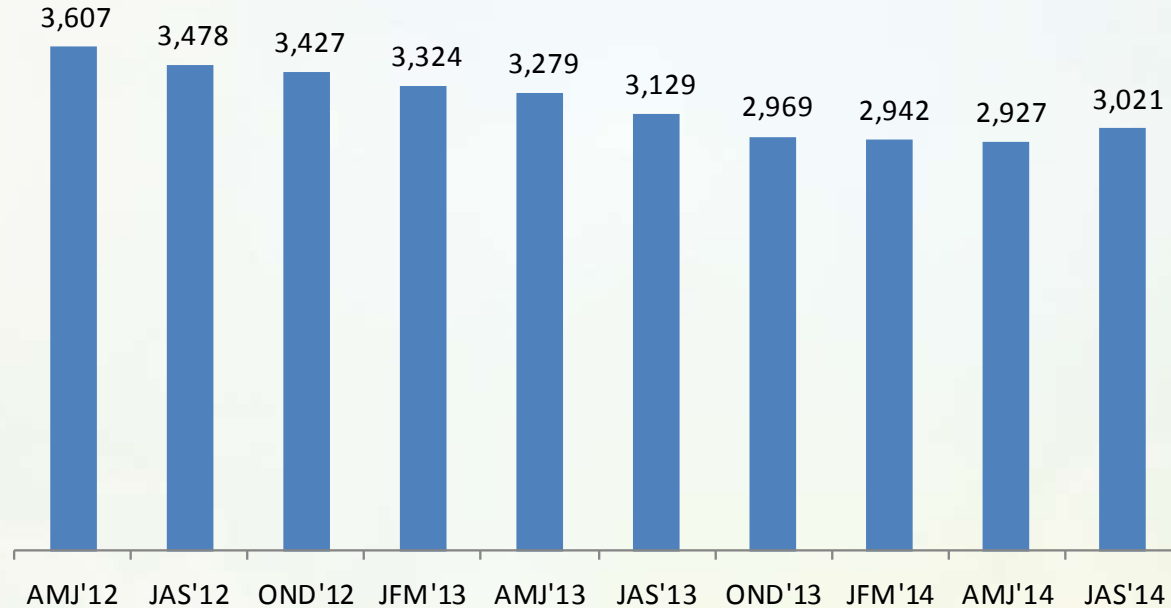
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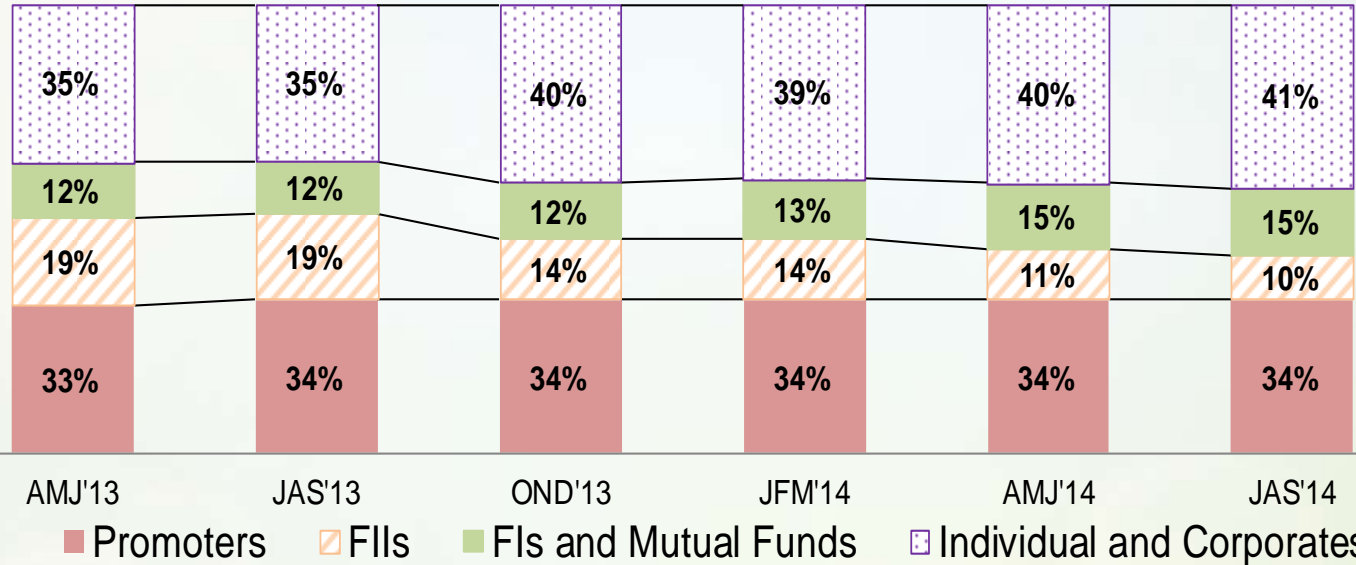


Headcount up 94 QoQ and down 108 YoY

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Share Holding Pattern



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