


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 bright sunburst effect with rays emanating from a central point, set against a light blue sky with soft, out-of-focus circular bokeh lights.

**Financial Results**  
**Q3 FY15**

**Ride the**  
**Winds** of **change**

Three autumn leaves are placed over the word 'Winds'. From left to right, they are yellow, orange, and green. The leaves are positioned between the 'i' and 'n' of 'Winds' and the 'd' and 's' of 'Winds'. The word 'of' is written in a smaller, black, sans-serif font between 'Winds' and 'change'. The word 'change' is written vertically in a black, sans-serif font to the right of 'Winds'.

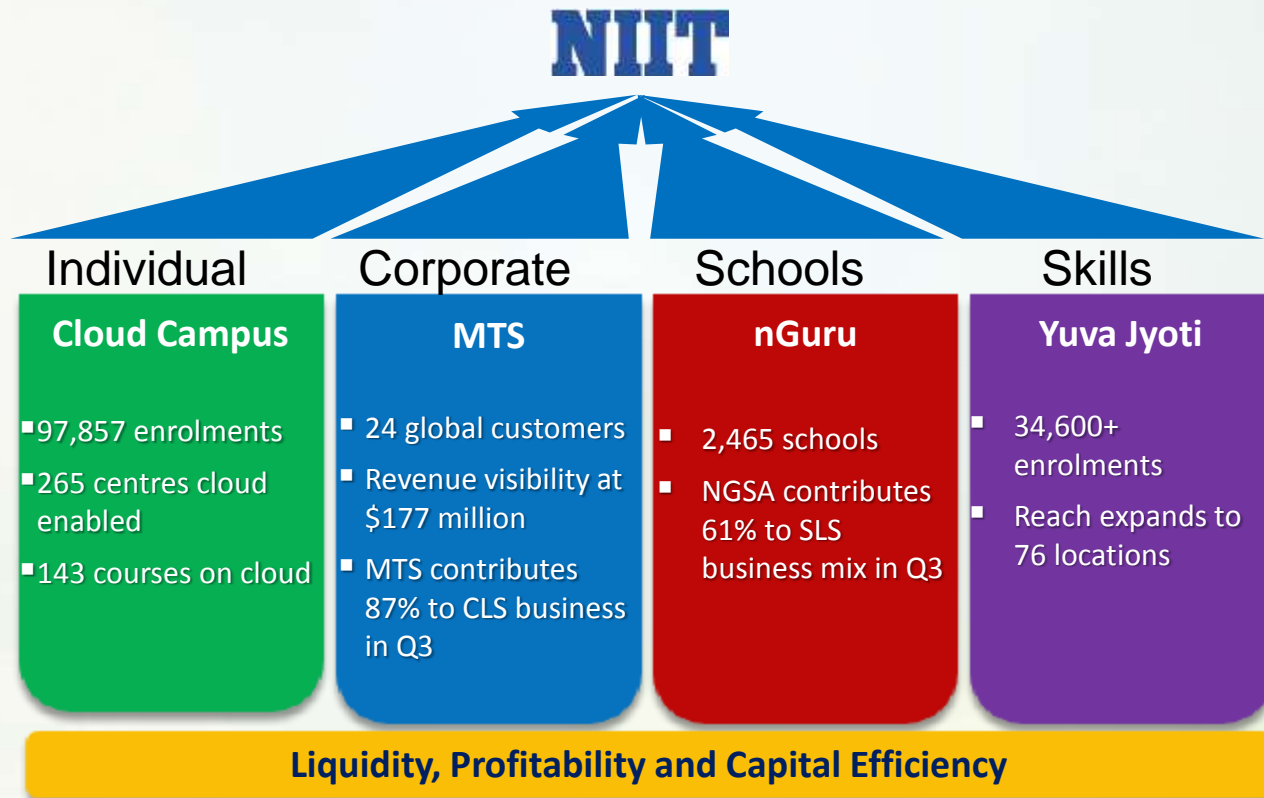
**January 16, 2015**

- Increased global economic uncertainty due to financial and geo-political risks; World Bank reduces outlook on global growth. Sharp decline in commodity prices creates risks and opportunities.
- Corporate training market in US and Europe remains robust; Companies are looking for ways to transform their organization to solve business problems, eliminate waste and drive value
- In India, while expectations of improved business performance have increased, recovery remains fragile; uncertainty persists on structural reforms in the short term
- In India, Government has announced plans to form new skill development policy by March'15
- In IT Sector, increased attrition driving the hiring activity. Student sentiment remains weak
- Growing opportunities in Beyond-IT and New Age IT programs

**Business confidence improved but environment remains weak**

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# Q3'FY15: In Perspective



NIIT wins the 'Best Educational Website' award at the 5th Annual India Digital Awards by Internet and Mobile Association of India

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## Corporate Learning Solutions

- Revenue at Rs 1,360 Mn (up 28% YoY); EBITDA margin at 12%
- MTS revenue up 35% YoY, contributes 87% to CLS
- 3 MTS contracts signed during Q3; Added 1 new MTS customer

## Individual Learning Solutions

- Revenue at Rs 769 Mn (down 16%)
- Good traction in the new Multi Stream, Modular RevGNIIT program ; 23% growth in RevGNIIT enrolments; Beyond-IT products contribute 33% to revenue mix (vs 28% LY)

## School Learning Solutions

- Order Intake of Rs 130 Mn up 41% YoY; added 69 schools during the quarter
- NGSA Revenue at Rs 193 Mn; contributes 61% to revenue mix

## NIIT: Business Transformation underway

- Rationalization of Subsidiary Company structure – Scheme of arrangement approved by Stock exchanges; Order passed by High Court to convene meeting of Shareholders & Creditors
- Revitalized organization structure for next phase of growth; Initiated refresh of Product portfolio, consolidation including capacity recalibration and cost reduction

**Leveraging seasonally weak quarters to drive business transformation**

# Key Financials

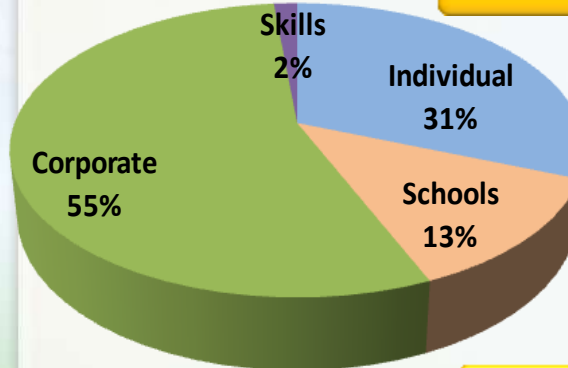
INR Mn	Q3 FY15	Q3 FY14	YoY	Q2 FY'15	QoQ
<b>System wide Revenue</b>	3,112	3,357	-7%	3,457	-10%
<b>Net Revenue</b>	2,482	2,336	6%	2,604	-5%
Operating expenses	2,424	2,193	11%	2,423	0%
<b>EBITDA</b>	57	143	-60%	181	-68%
EBITDA%	2%	6%	-380 bps	7%	-464 bps
Depreciation	152	184	-17%	147	4%
Net Other Income	4	-46	108%	-39	110%
<b>Profit before Tax</b>	<b>-91</b>	<b>-87</b>	<b>-4 mn</b>	<b>-5</b>	<b>-87 mn</b>
Tax	4	14	-10 mn	0	4 mn
<b>Operational Net Profit</b>	<b>-95</b>	<b>-101</b>	<b>6 mn</b>	<b>-5</b>	<b>-90 mn</b>
Share of Profits from Associates	114	113	1%	108	5%
<b>PAT</b>	<b>18</b>	<b>12</b>	<b>55%</b>	<b>103</b>	<b>-82%</b>
<b>Basic EPS (Rs.)</b>	<b>0.1</b>	<b>0.1</b>	<b>55%</b>	<b>0.6</b>	<b>-82%</b>

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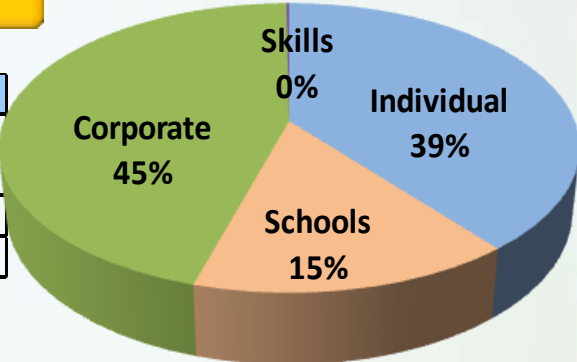
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- Strong growth in Corporate Learning helps overcome weakness in Individual Learning and planned ramp down in GSA business
- EBITDA impacted by Business Transformation initiatives, business mix and operating leverage
- Depreciation down 17% YoY, driven by planned reduction in capital intensity
- Improvement in Net Other Income on account of lower net Interest costs and partial recovery of certain doubtful debt provisions

## Net Revenue



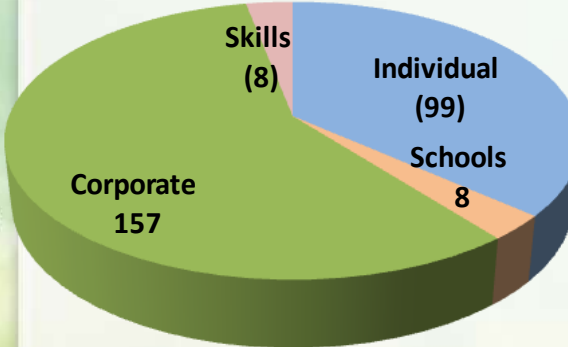
	Growth
Corporate	+28%
Individual	-16%
Skills	+695%
Schools	-11%



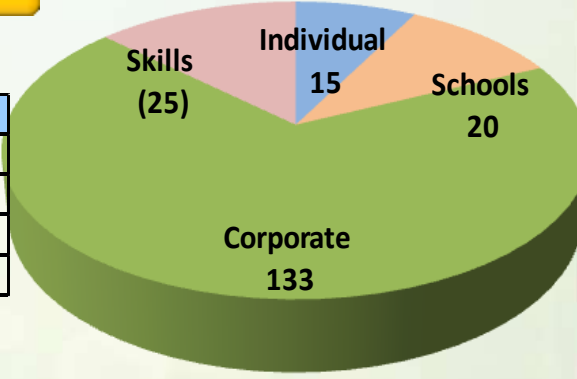
Q3 FY15

Q3 FY14

## EBITDA



Category	Change (INR Mn)
Corporate	+24 Mn
Individual	-115 Mn
Skills	+17 Mn
Schools	-12 Mn



Q3 FY15

Q3 FY14

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# Corporate Learning Solutions

Rs. Mn	Q3 FY15	Q3 FY14	YoY	Q2 FY15	QoQ
Net Revenues	1,360	1,059	28%	1,248	9%
EBITDA	157	133	18%	144	10%
EBITDA %	12%	13%	-99 bps	12%	6 bps

- Revenue Volume growth: 28% YoY and 9% QoQ
- Strong business momentum, driven by 35% growth in MTS; MTS contributes 87% to CLS revenues vs 82% LY
- 3 MTS contracts signed and 1 new MTS customer added. New contract transitions add to the quarter's costs
- Order Intake of \$ 24.1 Mn; Pending Order Book: \$64.5 Mn; 73% executable over next 12 months
- Revenue Visibility at \$ 177 Mn



Ranked amongst Top  
Gamification  
Companies by  
TrainingIndustry.com

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# Individual Learning Solutions

Rs. Mn	Q3 FY15	Q3 FY14	YoY	Q2 FY15	QoQ
System wide Revenues	1,399	1,939	-28%	1,857	-25%
Net Revenues	769	917	-16%	1,004	-23%
EBITDA	-99	15	-756%	44	-326%
EBITDA %	-13%	2%	-1459 bps	4%	-1733 bps

- Beyond-IT products contribute 33% to revenue mix versus 28% in Q3 FY14
- Initiated Industry sector demand led Product portfolio expansion
- Revitalized organization structure for next phase of growth
- On- ground consolidation including capacity recalibration and cost reduction.
- MoU with Guian New Area, China to support Big Data industry
- Overall Enrolments at 56,126; Order Intake of Rs 621 Mn;
- Overall placements at 6,028

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Rs. Mn	Q3 FY15	Q3 FY14	YoY	Q2 FY15	QoQ
System wide Revenues	39	5	695%	35	11%
Net Revenues	39	5	695%	35	11%
EBITDA	-8	-25	17 mn	-13	5 mn

- Revenue @ Rs 39 Mn up 695% YoY
- New hub and spoke model initiated to accelerate presence across the country
- Over 3,400 enrolments during the quarter
- Business consolidation into the Skills & Careers Group

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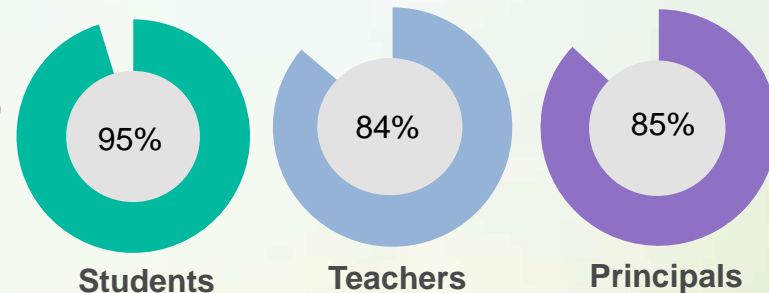
www.niitgroup.com

Rs. Mn	Q3 FY15	Q3 FY14	YoY	Q2 FY15	QoQ
Net Revenues	314	355	-11%	318	-1%
EBITDA	8	20	-60%	7	21%
EBITDA %	3%	6%	-304 bps	2%	46 bps

- NGSAs revenue at Rs 193 Mn; contributes 61% to revenue mix
- Revenue & EBITDA impacted by GSA contract completion due to planned ramp down of government business
- Order intake of Rs 130 Mn up 41% YoY fuelled by 69 new private schools

## MathLab Impact Study\*

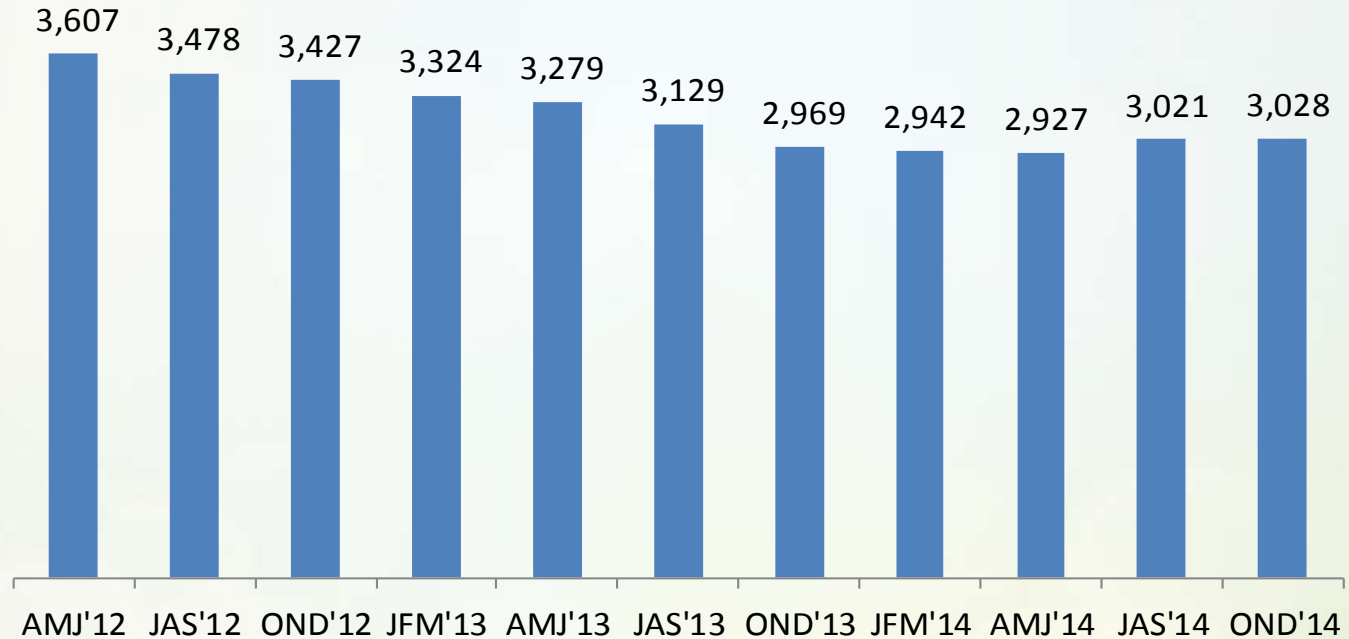
Positive experience with MathLab



\*Conducted by a Big 4 firm

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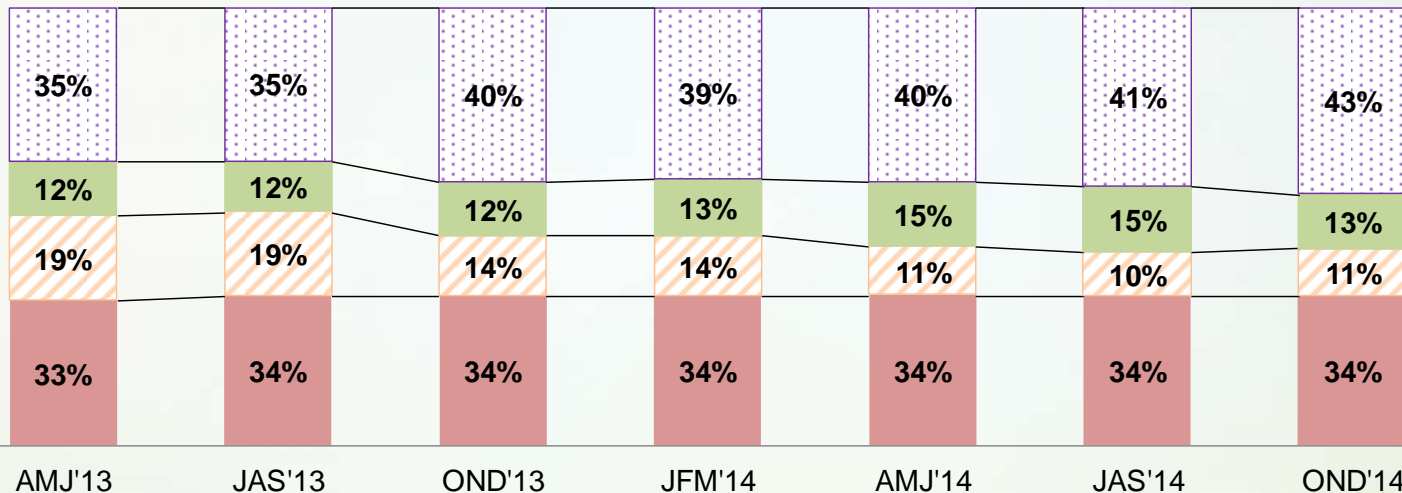
Headcount up 7 QoQ and up 59 YoY

\* excluding project retainers

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# Share Holding Pattern



■ Promoters   ■ FII   ■ FI and Mutual Funds   ■ Individual and Corporates

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# Thank You!



**Re**volution NIIT

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CREATE YOUR  
OWN FUTURE.**

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