



Financial Results

Financial Year ended March 31,2011

May 10,2011

- Strong Indian economy. Rising Interest rates aimed at inflation control. Volatile capital flows.
- Strong hiring by employers across industries. Strongest hiring intentions since 2005 with Net Employment Outlook at 51% up 13 percentage points YoY (Manpower Employment Outlook Survey)
- Fresher IT recruitment to cross 200,000 next fiscal year, with TCS alone announcing a plan to hire 60,000 in FY12.
- Banking Industry continues its hiring spree for operations and sales; uncertainty in the Insurance sector due to regulatory changes persists
- Education and skill development remains a top agenda with more private sector participation
- Corporate sector business confidence improving. US markets showing recovery in terms of training spends; Outsourcing activity is growing faster in Europe

Awards & Recognitions-FY'11

NIIT

- ✓ Element K wins the Brandon Hall Silver Excellence Award for blended learning
- ✓ NIIT (US) ranks amongst Top 10 Training & Learning Business Process Outsourcing Vendor in – Black Book of Outsourcing
- ✓ NIIT HiWEL wins the prestigious Mac Arthur Digital Media and Learning Award NIIT USA wins CLO Gold for Virtual World Education
- ✓ Element K ranked among “Top 20 learning portal companies” by Training Industry Inc.
- ✓ Element K named finalist for “Best IT content 2010” by Elearning! Magazine.
- ✓ “Microsoft award for best learning solutions, highest revenue partner for the year 2009-10
- ✓ **“Franchisor of the Year” from Franchise Plus magazine for developing and demonstrating the best business model in the field of IT education.**
- ✓ **‘Best Education Company to Work with’ award at the Indian Education Awards**
- ✓ **Aon Hewitt’s Top 25 ‘Best Employers in India-2011’**



Q4'11 – Financial Highlights



- Consolidated System wide revenues at ₹ 5,168 million, up 9% YoY
- Net Revenues at ₹ 3,237 million, up 10% YoY
- EBITDA of ₹ 405 million. EBITDA margin at 13%.
- Profit before Tax at ₹ 266 million, up 19% YoY
- Net Profit at ₹ 378 million, up 53% YoY

Key Drivers

- Growth in Career IT and Banking enrolments in the Individual business
- Robust order intake in Corporate Learning Solutions
- Larger proportion of Annuity and IP based revenue

Q4'11 – Business Highlights



- Individual – Overall System wide revenue at ₹ 3,268 million, up 7% and Net revenue at ₹ 1,338 million ; up 8% YoY
 - ❖ IT
 - System wide revenues at ₹ 3,118 million, up 6% YoY
 - Net revenues at ₹ 1,221 million; up 7% YoY
 - EBITDA at ₹ 276 million , margin at 23%.
 - ❖ New Businesses
 - Net revenues at ₹ 117 million, up 28% YoY
- Schools:
 - ❖ Net revenues at ₹ 374 million, up 16% YoY
 - ❖ EBITDA at ₹ 28 million; margin at 8%
- Corporate:
 - ❖ Net revenues at ₹1,526 million ; up 9% YoY
 - ❖ EBITDA at ₹ 119 million. Margin at 8%,

Q4'11 – Business Highlights



- Individual Learning Solutions (ILS -IT): India enrolments grew 15% with 33% growth in Edgeineers range of programs. Placements continued to be strong at 43%.
- School Learning Solutions (SLS) : Added 196 non Government schools. Non Government schools revenue grew by 26% YoY
- Corporate Learning Solutions (CLS): Volume growth of 12% led by annuity based revenues –Managed Training Services (+36%) and Learning products (+14%).

Q4'11 - Consolidated Financials



(Rs. in mn)	Q4'11	Q4'10	YoY (%)
System wide Revenues	5,168	4,756	9%
Net Revenues	3,237	2,950	10%
Operating expenses	2,832	2,474	14%
EBITDA	405	475	-15%
EBITDA%	13%	16%	-361 bps
Depreciation	214	195	9%
Net Other Income	75	-57	132 mn
Profit before Tax	266	223	19%
Tax	26	80	-68%
Operational Net Profit	240	143	68%
Share of Profits from Associates	138	104	33%
PAT	378	247	53%
Basic EPS (Rs.)	2.3	1.5	53%

FY'11– Financial Highlights



- Consolidated System wide revenues ₹ 19,072 million ,up 6% YoY. Growth of 10% on a like to like basis*
- Net Revenues at ₹ 12,483 million, up 4% YoY. Growth of 9% on a like to like basis*
- EBITDA ₹ 1,593 million. EBITDA margin at 13%.
- Profit before Tax ₹ 557 million, up 14% YoY
- Net Profit ₹ 922 million, up 31% YoY
- EPS of 5.6 per share; Board recommends dividend of 75%, ₹ 1.50 per share

* *Normalized for one time pass through revenue last year in School Learning Solutions*

➤ Key Drivers

- Growth in Career IT and Banking enrolments in the Individual business
- Ramp up in Non Government schools, added 581 (+76% YoY) Non Government schools
- Robust order intake in Corporate Learning Solutions
- Larger Annuity and IP based revenue

FY'11 – Business Highlights



- Individual – Overall System wide revenue at ₹ 11,755 million, up 12% YoY and Net revenue at ₹ 5,166 million, up 13% YoY
 - ❖ IT
 - System wide revenues at ₹ 11,153 million, up 10% YoY
 - Net revenues up at ₹ 4,681 million; up 10% YoY
 - EBITDA at ₹ 1,061 million , margin at 23%.
 - ❖ New Businesses
 - Net revenues at ₹ 485 million, up 64% YoY
- Schools:
 - ❖ Net revenues at ₹ 1,481 million, down 26% YoY. Growth of 3% on a normalized basis for pass through revenue last year
 - ❖ EBITDA at ₹ 169 million
- Corporate:
 - ❖ Net revenues at ₹5,835 million ; up 8% YoY
 - ❖ EBITDA at ₹ 471 million. Margin at 8%

- Individual Learning Solutions (ILS -IT): India enrolments grew 9% with 66% growth in short duration IT diploma programs and 18% growth in Edgeineers range of programs. Placements continued to be strong at 31%.
- School Learning Solutions (SLS) : Added 581 non Government schools vs. 330 schools added in FY'10. Non Government schools revenue grew by 25% YoY. Order intake of Rs. 2,567 million; Closing Order book Rs. 4402 million with 30% executable in the next 12 months
- Corporate Learning Solutions (CLS): Volume growth of 13%. Learning Product revenue grew by 18% and Managed Training Services grew by 38%. Key customer wins fueled the revenue growth. Robust order intake of \$ 138.1 million; closing order book of \$ 98.2 million with 59% executable in the next 12 months

FY'11 - Consolidated Financials



(Rs. in mn)	FY'11	FY'10	YoY (%)
System wide Revenues	19,072	17,964	6%
Net Revenues	12,483	11,993	4%
Operating expenses	10,889	10,425	4%
EBITDA	1,593	1,569	2%
EBITDA%	13%	13%	-32 bps
Depreciation	854	751	14%
Net Other Income	-181	-329	148 mn
Profit before Tax	557	488	14%
Tax	89	108	-18%
Operational Net Profit	469	380	23%
Share of Profits from Associates	453	322	41%
PAT	922	702	31%
Basic EPS (Rs.)	5.6	4.3	31%

Individual - IT



₹ Mn	Q4'11	Q4'10	YoY	FY'11	YoY
System wide Revenues	3,118	2,929	6%	11,153	10%
Net Revenues	1,221	1,144	7%	4,681	10%
EBITDA	276	282	-2%	1,061	7%
EBITDA %	23%	25%	-207 bps	23%	-43 bps

Q4'11

- ❖ Enrolments: Career enrollments up 19% YoY, Edgeineers up 33%; Overall enrolments up 12%
- ❖ Strong growth in placements; up 43% YoY

FY'11

- ❖ Enrolments : Overall up 6%YoY; 66% growth in short duration IT diploma programs and 18% in Edgeineers programs
- ❖ Partnership with SAP, Zend, (PHP) ,Google (Android) for advanced programs
- ❖ Placements up 31%
- ❖ Seat capacity added : 6% YoY

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School Learning Solutions



₹ Mn	Q4'11	Q4'10	YoY	FY'11	YoY
Net Revenues	374	321	16%	1,481	-26%
EBITDA	28	74	-62%	169	-43%
EBITDA %	8%	23%	-1550 bps	11%	-336 bps

Q4'11

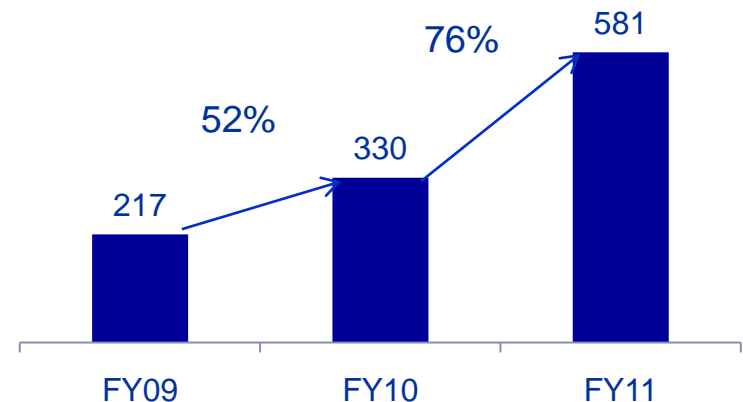
- ❖ 196 Non Government schools added (Signups up 94% YoY)
- ❖ Order intake of Rs. 352 million .
- ❖ Non Government Revenue contributed 44% of revenue, grew at 26% YoY

FY'11

- ❖ Strong addition of non-government schools (581), up 76% YoY; Total schools added at 1,594
- ❖ Improved business mix, with Non-GSA at 40% of SLS revenues (vs 23 % LY); Non-GSA grows at 25%
- ❖ Order Intake at Rs. 2,567 million.
- ❖ Pending Order book at Rs. 4,402 million, up 33%; 30% executable in next 12 months



Non –GSA School Additions



Corporate Learning Solutions

NIIT

₹ Mn	Q4'11	Q4'10	YoY	FY'11	YoY
Net Revenues	1,526	1,393	9%	5,835	8%
EBITDA	119	141	-16%	471	8%
EBITDA %	8%	10%	-233 bps	8%	1 bps

Q4'11

- ❖ 12% volume growth, driven by growth in MTS and Online Learning Products
- ❖ 2 multi million dollar wins for Managed Training Services during the quarter
- ❖ Margins impacted by transition costs and Forex impact
- ❖ Order intake of \$ 39.9 million

FY'11

- ❖ 13% volume growth, driven by strong growth in MTS (up 38% YoY) and Learning products (up 18% YoY)
- ❖ 4 new multi million MTS wins.; 1 existing customer upgraded to MTS
- ❖ Order intake of \$ 138.1 million; Pending Order book at \$ 98.2 million, 59% executable in next 12 months.



New Businesses

₹ Mn	Q4'11	Q4'10	YoY	FY'11	YoY
System wide Revenues	150	112	34%	602	59%
Net Revenues	117	92	28%	485	64%
EBITDA	-20	-22		-108	

Q4'11

- ❖ Order Intake Rs. 116 million. Pending order book at Rs. 107 million
- ❖ FMT enrolments up 177% signaling strong hiring in the Banking sector
- ❖ IFBI crosses the 10,000 placements mark

FY'11

- ❖ Order Intake Rs. 529 million. Pending order book at Rs. 107 million.
- ❖ Overall enrolments up 82%
- ❖ New Corporate clients added in BFSI as well as Uniqua

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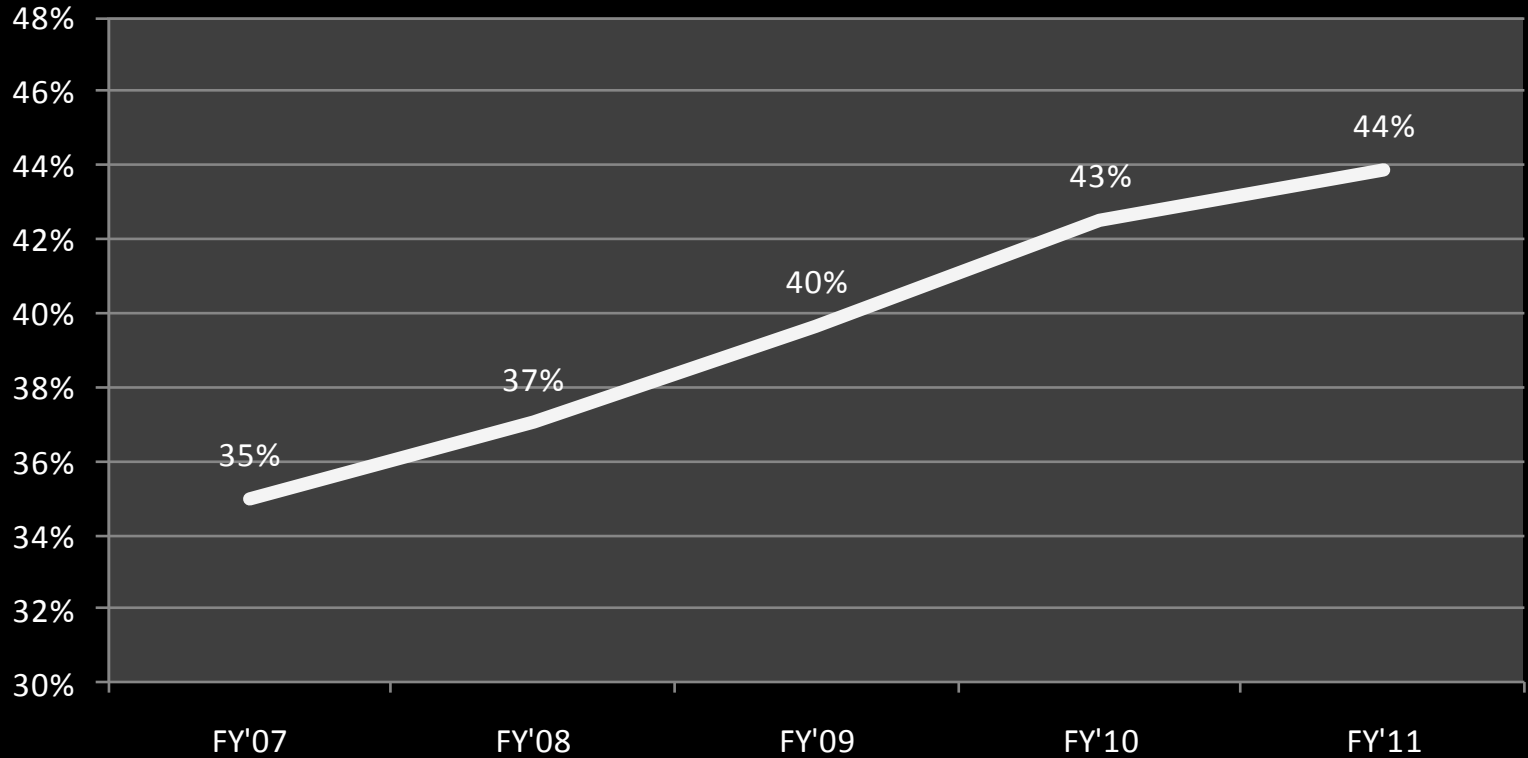
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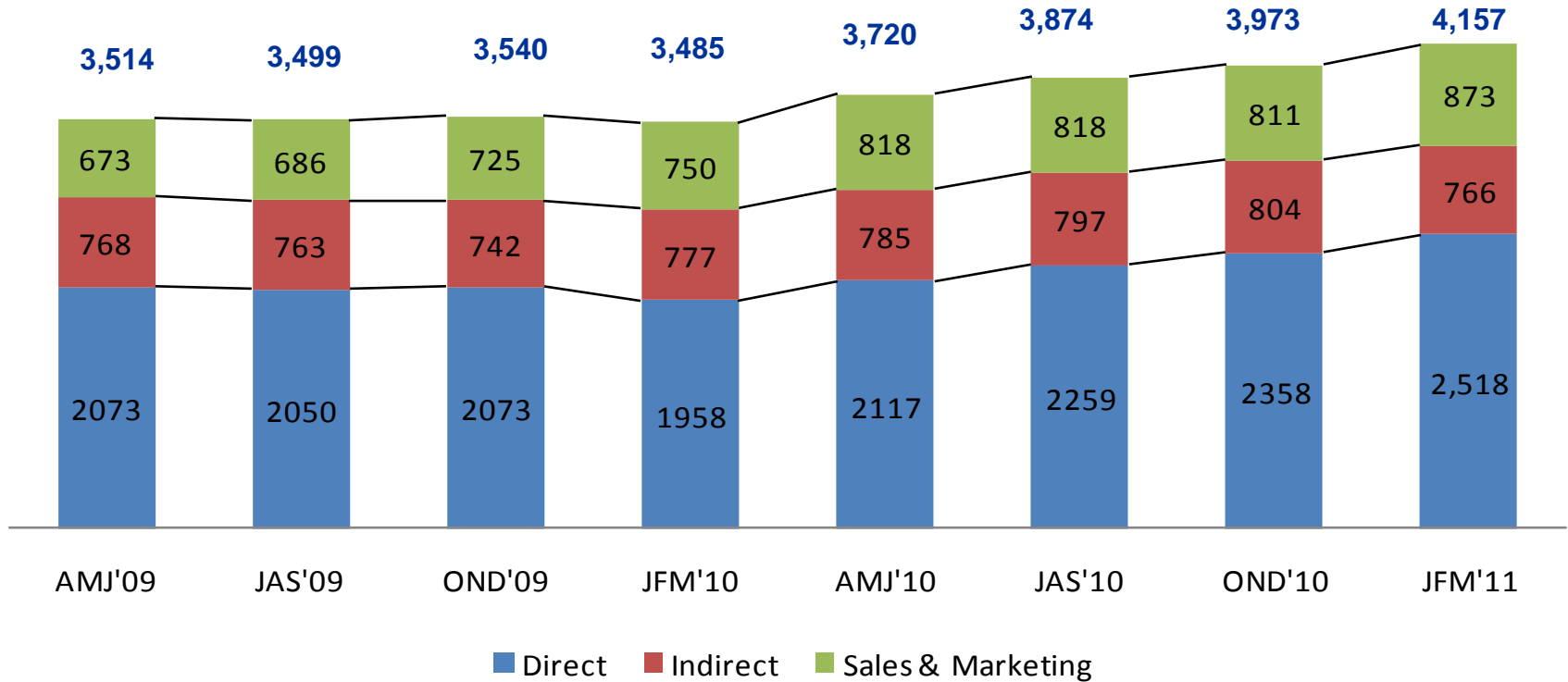
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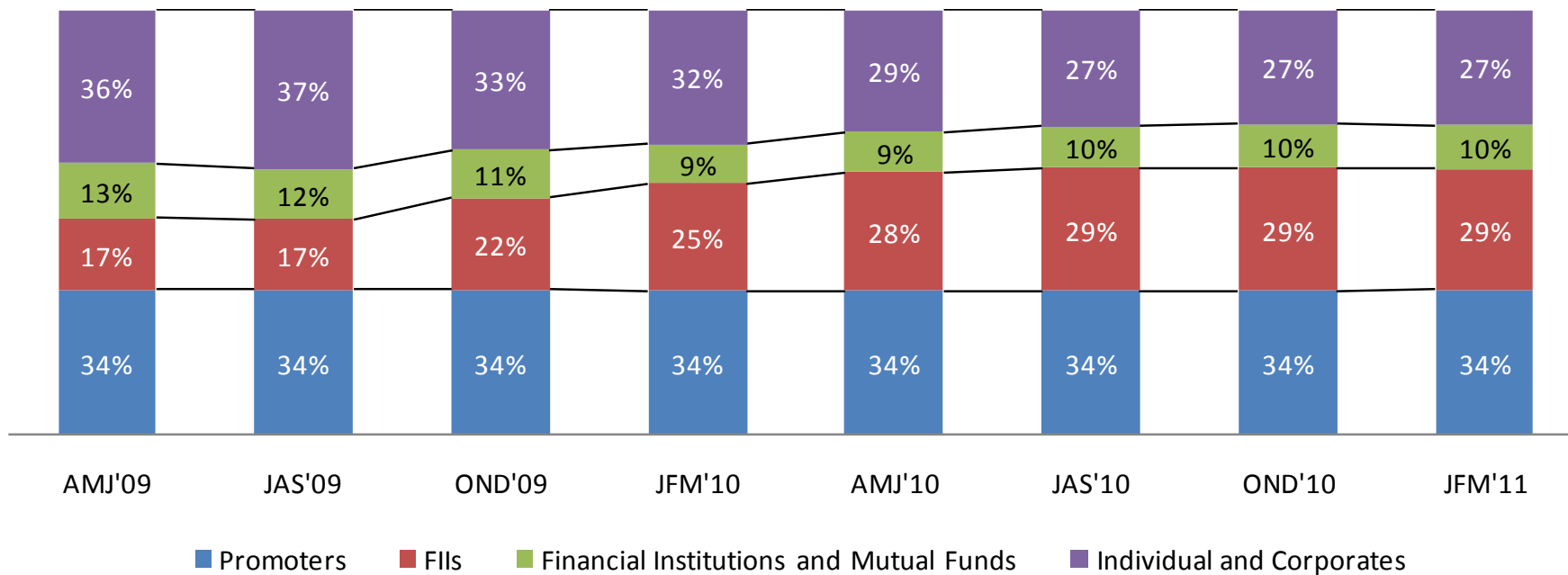
2010

Head Count

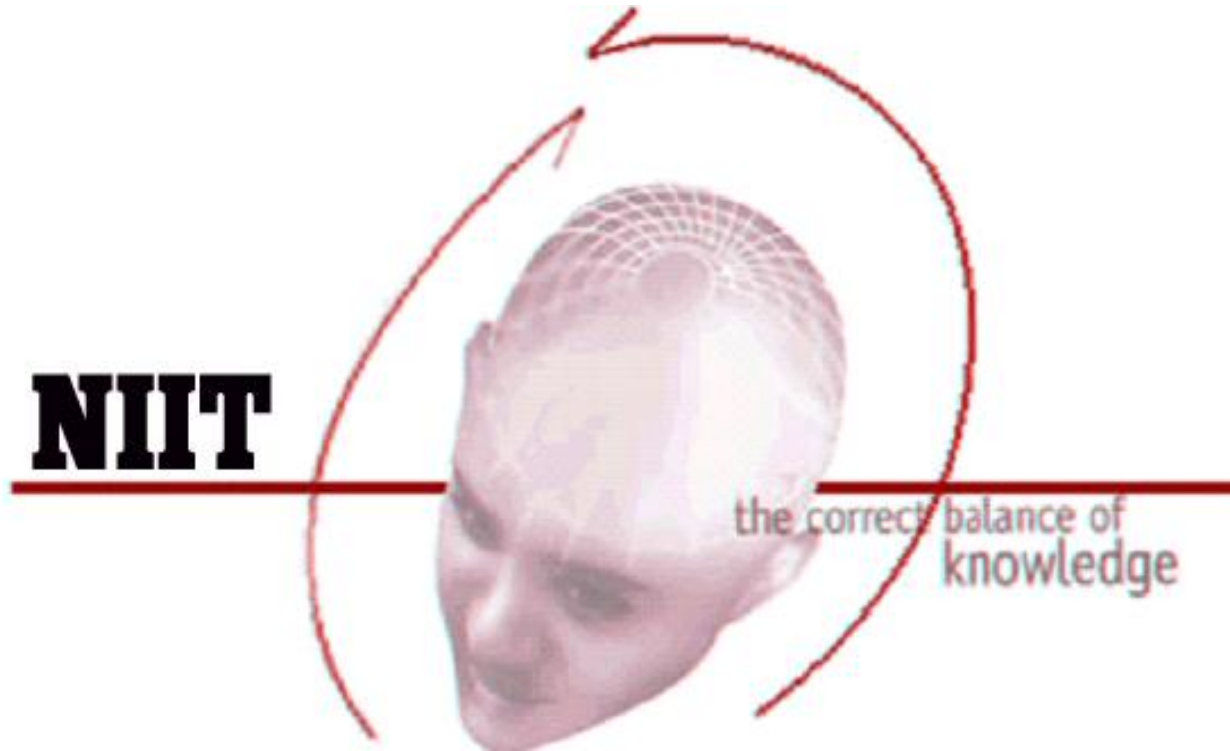


➤ Net addition of 184 people in the Quarter, taking total headcount to 4,157

Shareholding Pattern



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