



FINANCIAL RESULTS
Q2 FY16
October 21, 2015

- Increased global economic uncertainty driven by slowdown in emerging markets. IMF cut global growth forecast for CY2015 to 3.1% (vs 3.3% earlier)
- Lower commodity prices and volatility in exchange rates 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 continues to impact investment sentiment
- Government continues to focus on driving skills development to drive sustainable and inclusive growth
- Start-ups disrupting traditional industries and driving demand for new-age skills. India ranks third among global start-up ecosystems with more than 4,200 new-age companies. Create 80,000 jobs in 2015 (NASSCOM)

NIIT

Corporate

MTS

- 26 global MTS customers vs 23 in Q2 FY15
- Revenue visibility at \$191 mn vs 164 mn in Q2 FY15

Skills & Careers

Beyond IT & Cloud Campus

- Beyond IT contributes 40% vs 29% in Q2 FY15
- 59% centres cloud enabled
- 76% portfolio cloud enabled
- Capacity utilization @ 36%

Schools

nGuru

- Signed 65 Schools in Q2. Total 2,803 schools addressed
- Focussed IP led private school business contributes 26%

Liquidity, Profitability and Capital Efficiency

Q2'FY16: In Perspective



Corporate Learning Group (CLG): Continued Strong performance

- Revenue at INR 1,448 Mn up 16% YoY; Constant currency growth @ 12% YoY; EBITDA margin at 12% (rock steady consistency)
- Added 1 new MTS customer; MTS now contributes 91% to CLG revenue
- Revenue Visibility at \$ 191 Mn; Order Intake at \$23.9 Mn up 15% YoY

Skills & Careers Group (SNC): Continued re-energization

- Revenue at INR 1,045 Mn (up 1% YoY; compared to drop of 18% in Q2FY15)
- Revenue from Focus-Business up 13% YoY compared to drop of 20% in Q2FY15
- Q2FY16 EBITDA INR 69 Mn (7% of revenue), due to overall impact of Business transformation
- Beyond-IT contributes 40% to SNC revenue compared to 29% in Q2FY15

School Learning Group (SLG): Subsidiary implementation

- Revenue at INR 232 Mn down 27%; EBITDA margin at 6% (up 379 bps YoY)
- 2 GSA projects closed during the quarter (total 698 schools)
- Focussed IP led private school business contributes 26%

NIIT: Improving Growth & Profitability

- Revenue at INR 2,725 Mn (up 5% YoY); Revenue from Focus-Business up 13% YoY
- EBITDA at INR 252 Mn at 9% of revenue; up 230 bps YoY
- PAT at INR 208 Mn vs INR 103 Mn in Q2FY15 and INR 150 Mn in Q1 FY16

Strong Financial performance resulting from Business transformation

Awards



Gold - Best New Hire Onboarding Program
Zurich NA
Foundational Talent Training Programs



Gold - Best Advance in Custom Content
Shell Vehicle Rollover Protection
Gold - Best Advance in Custom Content
GE Spirit and Letter



Silver Best Use of Video for Learning
Westfield Active Threat eLearning for all employees
Silver - Best Use of Games and Simulations for Learning
Shell Selling Pennzoil Driveline
Silver - Best Use of Video for Learning
GE Spirit and Letter
Silver - Best Results of a Learning Program
MetLife Global Distribution Partner Learning Solutions



Bronze - Best Advance in Custom Content
Shell Safe LPG Operations



Key Financials

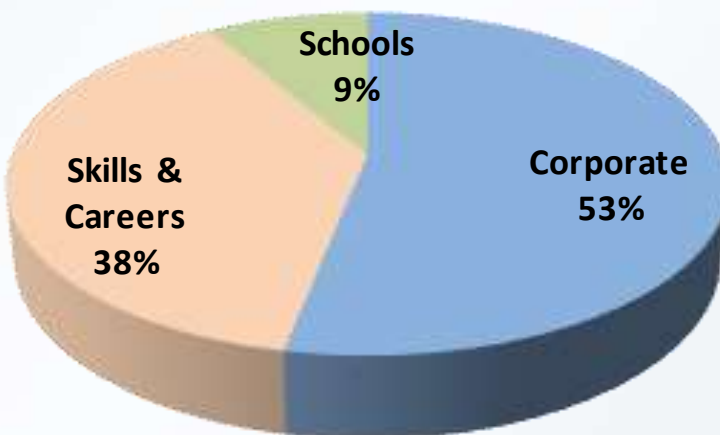
INR Mn	Q2 FY'16	Q2 FY'15	YoY	Q1 FY'16	QoQ
Net Revenue	2,725	2,604	5%	2,332	17%
Operating expenses	2,473	2,423	2%	2,168	14%
EBITDA	252	181	39%	164	54%
EBITDA%	9%	7%	230 bps	7%	224 bps
Depreciation	129	147	-12%	130	0%
Net Other Income	-51	-39	-12 mn	-14	-38 mn
Profit before Tax	72	-5	77 mn	20	52 mn
Tax	11	0	-11 mn	6	-5 mn
Operational Net Profit	61	-5	66 mn	14	46 mn
Share of Profits from Associates	147	108	39 mn	136	12 mn
PAT	208	103	102%	150	39%
Basic EPS (Rs.)	1.3	0.6	0.6	0.9	0.4

- Strong growth in Corporate Learning helps offset planned ramp down of government business
- EBITDA improved by 230 bps YoY on account of Business transformation and business mix
- Depreciation down 12% YoY, reflecting planned reduction in capital intensity

Business Mix

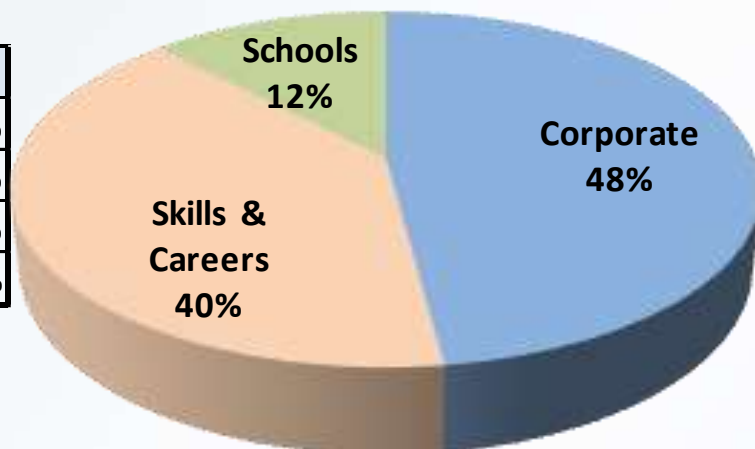
Net Revenue

Q2 FY16



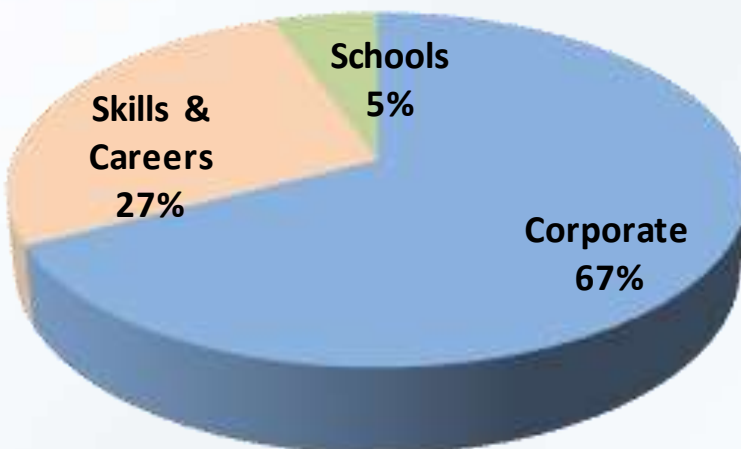
	Growth
Corporate	16%
Skills & Careers	1%
Schools	-27%
NIIT	5%

Q2 FY15



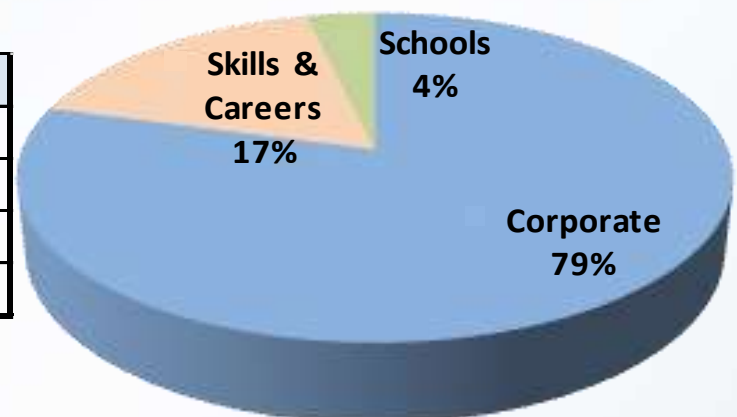
EBITDA

Q2 FY16



	Growth
Corporate	+26 Mn
Skills & Career	+38 Mn
Schools	+7 Mn
NIIT	+71 Mn

Q2 FY15



INR Mn	Q2 FY16	Q2 FY15	YoY	Q1 FY16	QoQ
Net Revenues	1,448	1,248	16%	1,285	13%
EBITDA	170	144	18%	149	14%
EBITDA %	12%	12%	21 bps	12%	12 bps

- Revenue at INR 1,448 Mn up 16% YoY; Constant currency Revenue growth at 12% YoY
- EBITDA at 12%; up 21 bps YoY
- Strong business momentum continuing in FY16, driven by growth in MTS; MTS contributes 91% to CLG revenues
- Revenue Visibility at \$ 191 Mn
- Signed 1 new MTS contract taking the no. of MTS customers to 26
- Order Intake up at \$23.9 Mn up 15%



INR Mn	Q2 FY16	Q2 FY15	YoY	Q1 FY16	QoQ
Net Revenues	1,045	1,039	1%	725	44%
EBITDA	69	31	122%	-3	2095%
EBITDA %	7%	3%	359 bps	0%	704 bps

- Revenue at INR 1,045 Mn up 1% YoY (vs -3% in Q1 FY16, and -18% in Q2 FY15)
- Beyond-IT contributes 40% to SNC revenue vs 29% in Q2 FY15
- Cloud campus implemented in China



STACK
ROUTE



School Learning Group

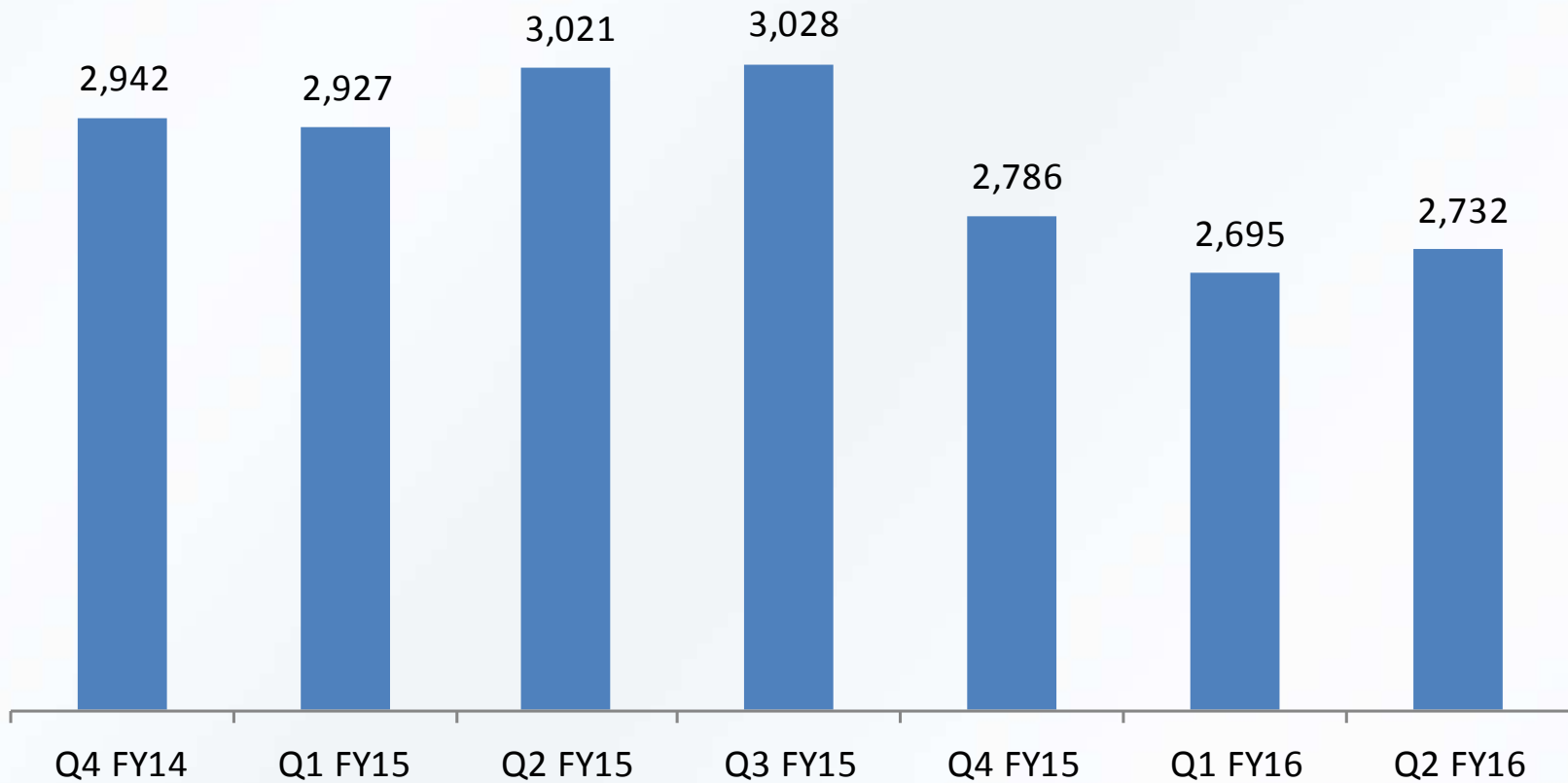
INR Mn	Q2 FY16	Q2 FY15	YoY	Q1 FY16	QoQ
Net Revenues	232	318	-27%	322	-28%
EBITDA	14	7	107%	18	-24%
EBITDA %	6%	2%	379 bps	6%	31 bps

- Overall revenue impacted due to planned ramp down of government school projects
- 2 GSA projects closed during the quarter (total 698 schools)
- Revenue from Focussed IP led private school business contributes 26% to SLG revenue
- Added 65 schools, Order intake of INR 63 Mn

ENGLISH
PLUS



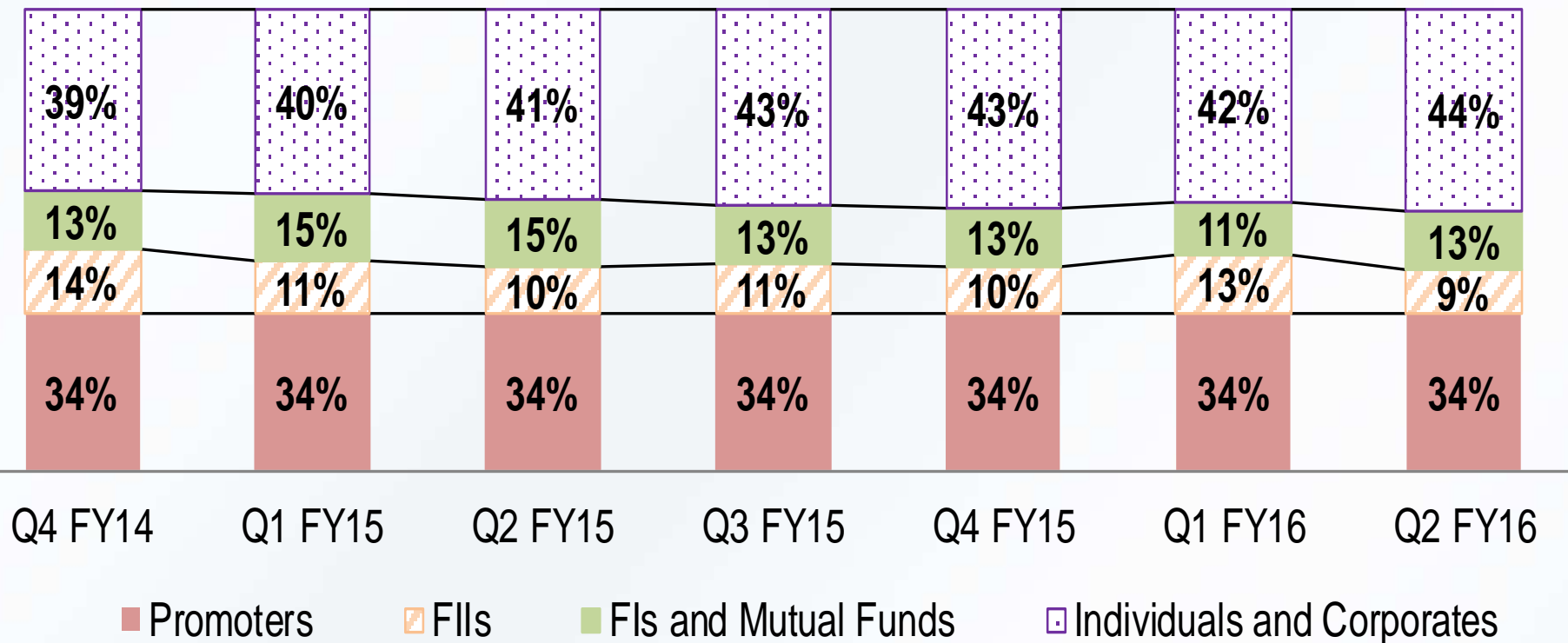
People



Headcount up 37 QoQ and down 289 YoY

** excludes project retainers*

Share Holding Pattern



Percentages may not add to 100% due to rounding



Thank you