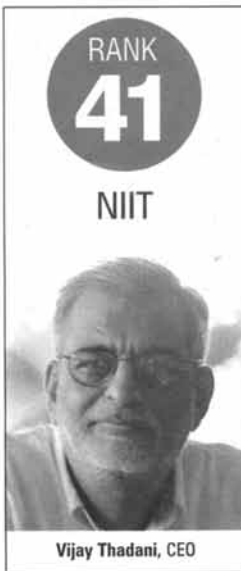
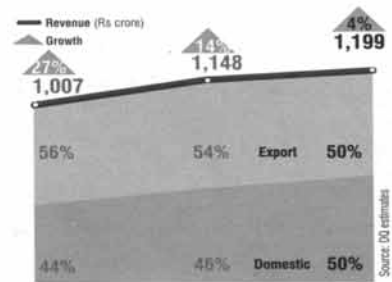


## Back to School



Even though overall growth was marginal, for NIIT the highlight was its school learning business which earned Rs 200 crore in revenue clocking a 45% growth. The company crossed a significant milestone of reaching out to 15,000 schools adding 2,812 schools including repeat orders from Gujarat (added 1,870 schools), Assam and Andhra Pradesh.

It was the individual learning business which was relatively flat (7% growth) at Rs 427 crore. There was, however, a 12% increase in enrollments owing to its tie ups with SAP and IBM for providing training in ERP and IBM technologies. NIIT also entered a global partnership with IGNOU to create talent pool at a global level. Meanwhile, its largest global center was inaugurated in Wuxi, China with a capacity to train over 10,000 students. While the corporate learning solution business contributed Rs 542 crore to overall revenue, the e-learning segment grew by 15% in the JFM. The fresh order intake was \$127 mn. The real growth came from their new business—finance & management training solutions adding new customers—Dhanalakshmi Bank, TATA AIG Life Insurance, Religare Enterprises.



### HIGHLIGHTS

- ▶ Tied up with KPMG for training in IFRS to create skilled finance professionals
- ▶ Launched the GNIIT Infrastructure Management Services program in association with Cisco, CompTIA, EMC, Microsoft and Sun
- ▶ Launched NIIT in Rajasthan University

● CEO: Vijay Thadani ● Start-up Year: 1981  
 ● Products & Services: Knowledge solutions and IT training ● Address: 85 Sector 32 Institutional Area, Gurgaon 122 001 ● Employees: 3,485  
 ● Tel: 0124 429 3000 ● Fax: 0124 429 3333  
 ● Website: www.niit.com