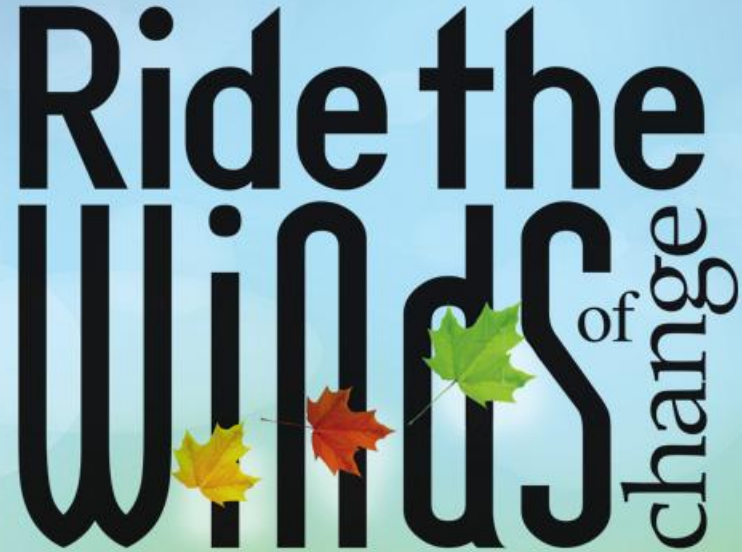


The NIIT logo is displayed in a bold, blue, sans-serif font. It is positioned in the upper left quadrant of the slide. The background behind the logo features a bright sunburst effect with rays emanating from a central point, set against a light blue sky with soft, out-of-focus circular bokeh lights.

Financial Results
Q4 & FY14

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 leaves (yellow, orange, and green) are placed over the 'i' and 'n' 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'. The background for this section is a light blue sky with soft, out-of-focus circular bokeh lights.

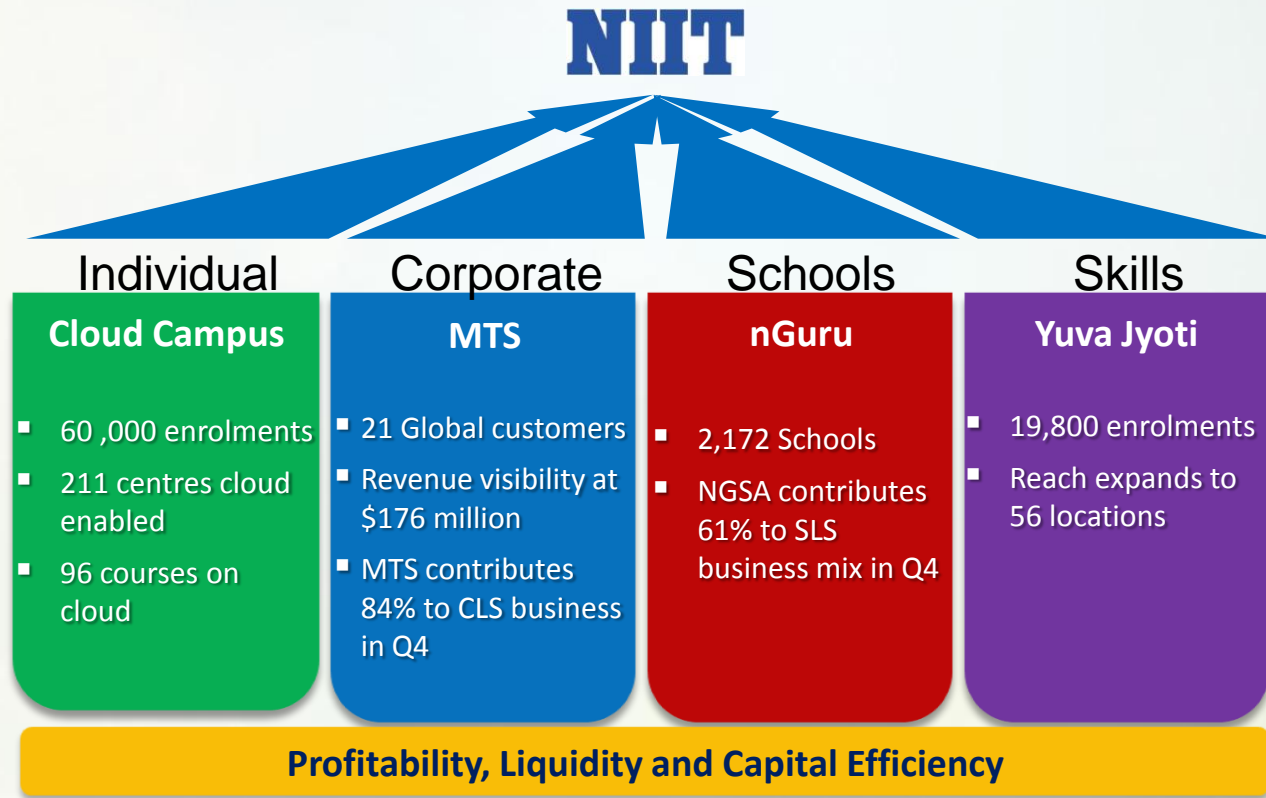
May 21, 2014

- India's economic growth remains tepid with a successive year of sub 5% growth. Economy constrained by high interest rates and sticky inflation.
- Volume growth in IT sector expected to improve on recovery in developed markets, and lead to increased hiring. However, sentiment towards IT Training remained weak as on-ground hiring activity remains muted.
- Uncertainty caused by General elections in India further impacted customer decision making.
- Roller coaster ride in forex rates contributed to enhanced operational risks.
- Changing technology trends and increase in just-in-time hiring of skilled workers creating new opportunities for training sector.
- Spending on Corporate Training in USA & Europe remains robust, although sales cycles and transition periods remain stretched.

Environment remained weak for 2nd successive year. Expectations of turnaround in FY15 after elections

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Corporate Learning Solutions

- Revenue up 41% YoY; EBITDA margin at 12% (+85 bps YoY)
- MTS revenue up 62% YoY; contributes 84% to CLS revenues;
- Order Intake at \$21.8 million, up 52% YoY; Added 3 new MTS customers

School Learning Solutions

- NGSa contributes 61% to SLS revenues compared to 54% in Q4 FY13
- Order Intake of INR 550 Mn up 115% YoY
- 371 schools added compared to 208 in Q4 FY14

Individual Learning Solutions

- Revenues from Non IT products up 16% YoY, contribute 28% to revenue mix
- Cloud campus and aggressive cost management counter the adverse impact of operating leverage and cost inflation, resulting in 294 bps margin improvement YoY

Overall NIIT

- EBITDA margin improves by 244 bps YoY to 6%
- Revenue grew 5% YoY to Rs 2329 Mn
- PAT at INR 140 Mn up 415%
- DSO improves to 114 days (vs 155 YoY)

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Corporate Learning Solutions

- Overall revenues up 31% YoY; EBITDA margin at 12% (+73 bps YoY)
- MTS revenue up 45% YoY; contributes 79% to CLS revenues
- Order Intake of \$ 76.1 Mn (up 22% YoY); Revenue Visibility rises to \$176 Mn
- Servicing 21 MTS customers (added 7 new customers)

School Learning Solutions

- NGSAs contribute 57% to SLS revenues compared to 47% in FY13
- 668 schools added with Order Intake of Rs 909 million
- 4 Government projects completed during the year

Individual Learning Solutions

- Revenues from Non IT products up 34% YoY, contribute 26% to revenue mix
- Margin improvement by 106 bps

Overall

- Revenue at Rs 9510 Mn (+1%) with EBITDA 620 Mn (+19%)
- Strong focus on collections leads to overdue BR reduction by INR 1,092 Mn;
- Board recommends dividend of 80%

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Key Financials*

(Rs. mn)	Q4 FY14	Q4 FY13	YoY (%)	FY14	FY13	YoY (%)
System wide Revenues	3,069	3,174	-3%	14,065	15,260	-8%
Net Revenues	2,329	2,216	5%	9,510	9,433	1%
Operating expenses	2,198	2,145	2%	8,890	8,910	0%
EBITDA	131	71	85%	620	523	19%
EBITDA%	6%	3%	244 bps	7%	6%	98 bps
PBT	22	-162	184 mn	-264	-680	416 mn
PAT	140	27	415%	178	263	-32%
Basic EPS (Rs.)	0.8	0.2	415%	1.1	1.6	-32%

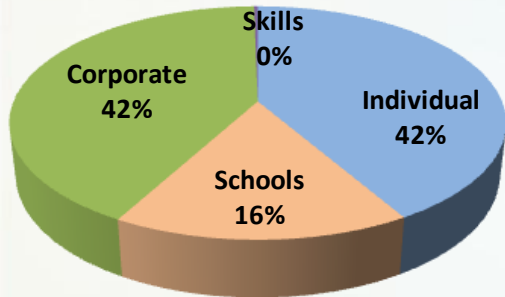
- Revenues up marginally during the year. Strong growth in Corporate Learning and Non-IT help overcome weakness in IT training and completion of large Government Schools Contracts
- Aggressive cost optimization and strong USD offset cost and wage inflation

* All comparisons on a like to like basis excluding pass thru revenues

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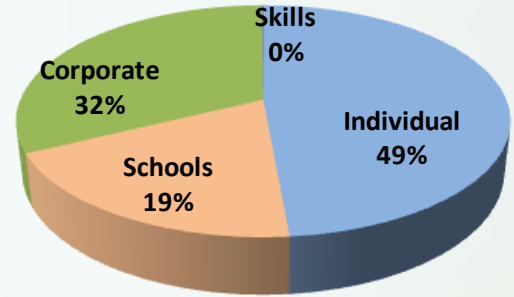
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Net Revenue



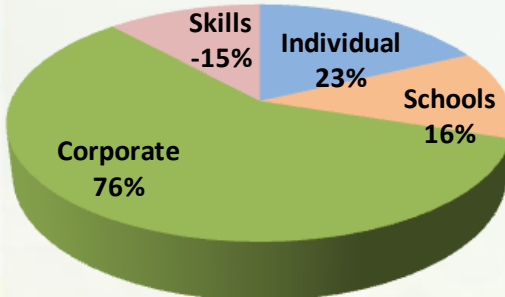
FY14

	Growth
Individual	-14%
Schools	-14%
Corporate	+31%



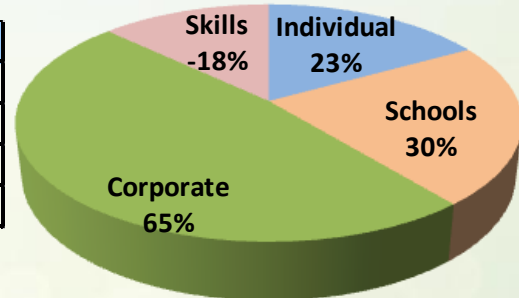
FY13

EBITDA



FY14

	Change
Individual	+26 mn
Schools	-58 mn
Corporate	+133 mn
Skills	-4 mn



FY13

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Rs. Mn	Q4 FY14	Q4 FY13	YoY	FY14	FY13	YoY
Net Revenues	1,076	761	41%	3,971	3,037	31%
EBITDA	125	82	53%	472	339	39%
EBITDA %	12%	11%	85 bps	12%	11%	73 bps

Q4

- Strong momentum driven by 62% growth in MTS; MTS contribution increased to 84% to CLS revenues
- Order Intake of \$21.8 Mn up 52% YoY

FY 14

- MTS up 45% YoY; contributes 79% to CLS revenues
- Order Intake of \$76.1 Mn up 22% YoY
- Pending Order Book: \$64.7 Mn; 71% executable over next 12 months
- Revenue Visibility @ \$176 Mn



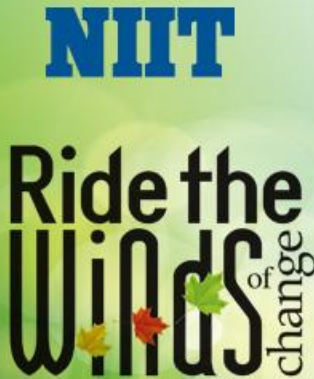
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Individual Learning Solutions

Rs. Mn	Q4 FY14	Q4 FY13	YoY	FY14	FY13	YoY
System wide Revenues	1,564	1,940	-19%	8,513	9,918	-14%
Net Revenues	824	981	-16%	3,957	4,582	-14%
EBITDA	4	-24	-118%	145	119	21%
EBITDA %	1%	-2%	294 bps	4%	3%	106 bps

Q4

- Contribution from Non-IT products improves from 20% LY to 28% TY driven by robust growth in banking products
- Overall placements at 8,155

FY14

- Non IT revenues up 34%, driven by sharp growth in Banking products
- Non-IT products contribute 26% to net revenues vs 17% LY

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Rs. Mn	Q4 FY14	Q4 FY13	YoY	FY14	FY13	YoY
Net Revenues	417	470	-11%	1,554	1,805	-14%
EBITDA	23	37	-37%	99	156	-37%
EBITDA %	6%	8%	-227 bps	6%	9%	-232 bps

* All comparisons on a like to like basis excluding pass thru revenues

Q4

- NGSA contribution to SLS revenue improves to 61%
- 2 GSA contracts completed during the quarter
- Strong order Intake of INR 550 Mn; up 115% YoY

FY 14

- NGSA contribution to SLS revenue improves to 57%
- Revenues impacted by completion of 4 GSA contracts
- Pending Order Book: INR 4,413 Mn, 27% executable over next 12 months

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Rs. Mn	Q4 FY14	Q4 FY13	YoY	FY14	FY13	YoY
System wide Revenues	12	4	215%	27	10	18 mn
Net Revenues	12	4	215%	27	10	18 mn
EBITDA	-21	-24	3 mn	-95	-92	-4 mn

Q4

- Over 6500 enrolments during the quarter; up 332% YoY
- NYJ programs now available at 56 locations

FY14

- 13,455 enrolments during the year; up 176% YoY
- Order Intake of INR 183 million

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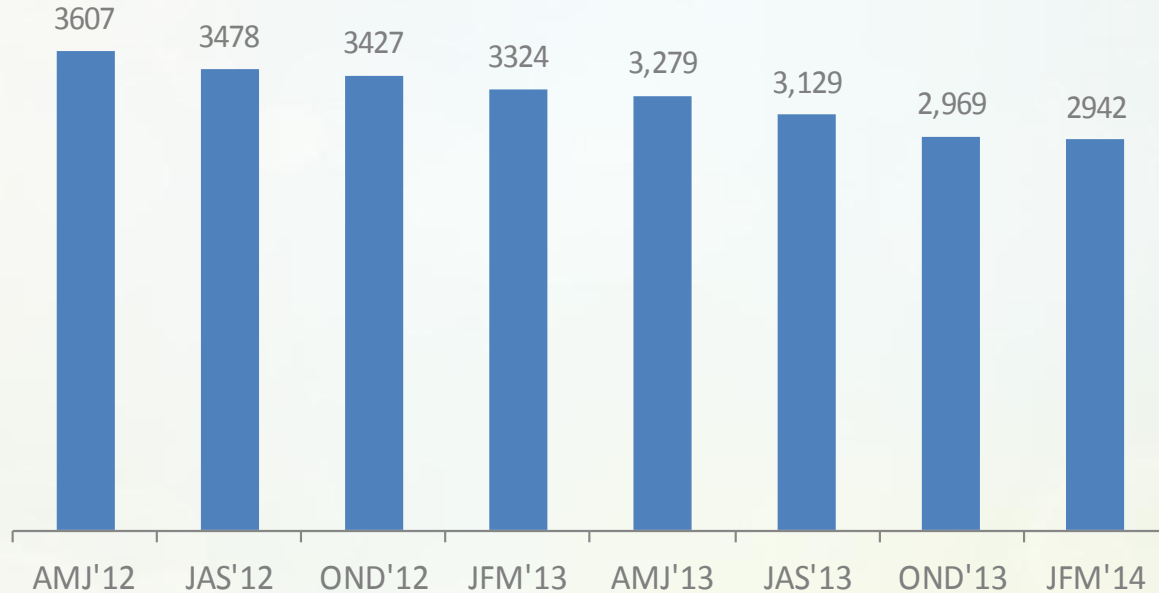
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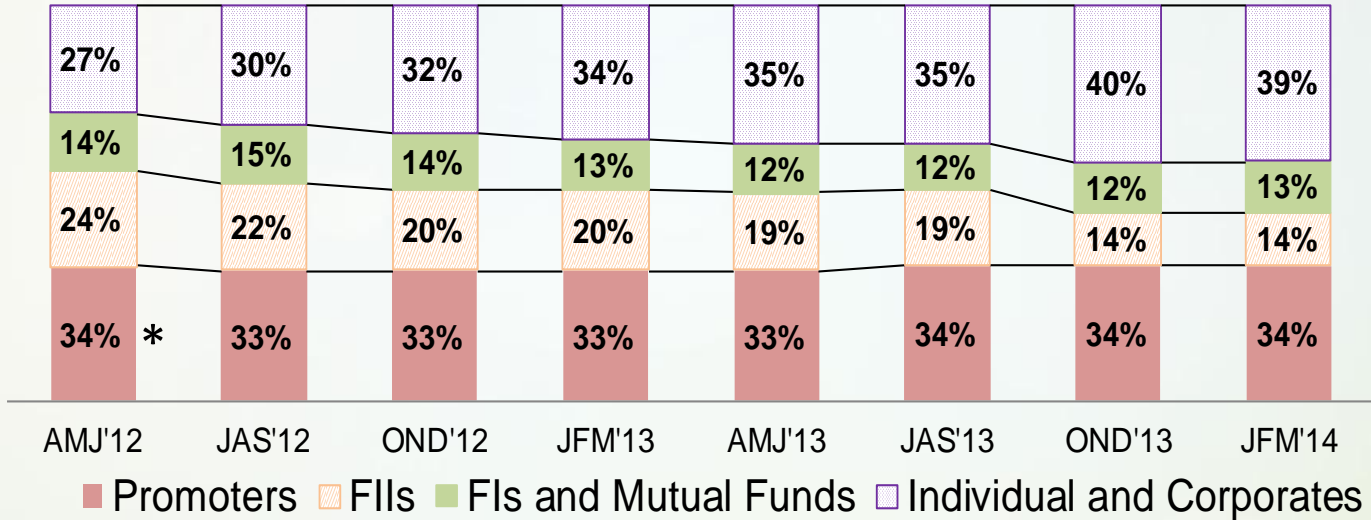


Headcount down 27 QoQ and 382 YoY

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Share Holding Pattern



* Due to technical reclassification

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