



FINANCIAL RESULTS

Q4'16 & FY16

May 10, 2016

- Global economic uncertainty continues. Sluggish pace of growth leaves the world economy exposed to risks (IMF). Sharp volatility in commodity prices and forex rates creates risks and opportunities
- Spending on training in US and Europe remains robust. However, pace of corporate decision making impacted due to macroeconomic uncertainty
- In India, while GDP growth has remained strong, uncertainty on timing of reforms continues to impact investment sentiment. New job creation remains weak
- Government continues to focus on skills development to drive sustainable and inclusive growth
- CBSE has issued circular to schools to make sure that the students are not forced to use books other than those prescribed by the NCERT
- NASSCOM expects net hiring in IT sector to decline next year as companies increase focus on automation. Aggressive push for Digitalization across sectors expected to drive demand for Digital Skills
- Hiring by banking sector expected to remain robust driven by network expansion by private banks, set up of new banks and replacement of retiring staff by PSU banks. RBI has released draft guidelines for issuing on-tap universal bank licences

NIIT

Corporate

MTS

- 31 global MTS customers vs 24 in FY15
- Revenue visibility at \$ 200 mn vs \$ 179 mn in FY15

Skills & Careers

Beyond IT & Cloud Campus

- Beyond IT contributes 45% vs 34% in Q4 FY15. 40% for FY16 Vs 33% in FY15
- 70% centres cloud enabled
- 78% portfolio cloud enabled; 80 QP aligned
- Capacity utilization of Own centers in India @ 34% vs 31% end FY15

Schools

nGuru

- Signed 122 Schools in Q4; 336 for FY16. Total 2,963 schools addressed
- Focussed IP led private school business contributed 37% for Q4 FY16 and 29% for FY16

Liquidity, Profitability and Capital Efficiency

Q4'FY16: In Perspective

Corporate Learning Group (CLG): Continued Strong performance

- Revenue at INR 1,360 Mn up 18% YoY; Constant currency growth @ 12% YoY; EBITDA margin at 12%
- Added 4 new MTS customer; MTS now contributes 89% to CLG revenue
- Revenue Visibility at \$ 200 Mn; Order Intake at \$26 Mn up 28% YoY

Skills & Careers Group (SNC): Commenced Renewal phase

- Revenue at INR 728 Mn (up 5% YoY vs -17% in Q4FY15)
- Revenue from Focus-Business up 6% YoY compared to drop of 17% in Q4FY15
- Q4FY16 EBITDA INR (19) Mn (-3% vs -11% in Q4FY15), due to operating leverage
- Beyond-IT contributes 45% to SNC revenue compared to 34% in Q4FY15

School Learning Group (SLG): Move towards IP led asset light business model

- Revenue at INR 301 Mn down 22% YoY. Achieved 5% EBITDA (same as Q4FY15) despite significant drop in revenue
- Order Intake of INR 171 Mn; added 122 schools during the quarter
- Focussed IP led private school business contributes 37%

NIIT: Growth & Profitability continues its march upwards – Firmly & Steadily

- Revenue at INR 2,389 Mn; up 7% YoY; Revenue from Focus-Business up 13% YoY
- EBITDA at INR 132 Mn at 6% of revenue; up 215 bps YoY
- Accelerated investments in new Online business (INR 22 Mn in Q4)
- PAT at INR 178 Mn vs INR (149) Mn in Q4FY15

Continued improvement in performance

Corporate Learning Group (CLG): Continued Strong performance

- Revenue at INR 5,679 Mn up 16% YoY; Constant currency growth @ 14% YoY EBITDA margin at 12% (rock steady consistency)
- Added 7 new MTS customer; MTS now contributes 90% to CLG revenue vs 87% in FY15
- Revenue Visibility at \$ 200 Mn; Order Intake at \$104 Mn up 28% YoY

Skills & Careers Group (SNC): Commenced Renewal phase

- Revenue at INR 3,326 Mn (up 1% YoY vs -18% in FY15; Q1:Q2:Q3:Q4 => -3%:1%:3%:5%)
- Revenue from Focus-Business up 5% YoY compared to drop of 17% in FY15
- FY16 EBITDA INR 51 Mn (2% of revenue), back to profit vs -5% in FY15
- Beyond-IT contributes 40% to SNC revenue compared to 33% in FY15

School Learning Group (SLG): Move towards IP led asset light business model

- Revenue at INR 1,063 Mn down 25%; EBITDA @ 2% for FY16 against 4% in FY15
- Order Intake of INR 439 Mn; added 336 schools
- Focussed IP led private school business contributes 29%

NIIT: Growth & Profitability continues its march upwards – Firmly & Steadily

- Revenue at INR 10,069 Mn; YoY Q1:Q2:Q3:Q4 => 4%:5%:6%:7%; Focus-Business up 11% YoY
- EBITDA at INR 712 Mn at 7% of revenue; up 245 bps YoY
- Accelerated investments in new Online business (INR 22 Mn)
- PAT at INR 672 Mn vs INR (22) Mn in FY15

Strong Financial performance resulting from Business transformation

Key Financials

INR Mn	Q4 FY'16	Q4 FY'15	YoY	Q3 FY'16	QoQ	FY'16	FY'15	YoY
Net Revenue	2,389	2,235	7%	2,623	-9%	10,069	9,574	5%
Operating expenses	2,256	2,159	4%	2,459	-8%	9,357	9,132	2%
EBITDA	132	76	74%	164	-19%	712	442	61%
EBITDA%	6%	3%	215 bps	6%	-69 bps	7%	5%	245 bps
Depreciation	116	151	-23%	117	-2%	492	621	-21%
Net Other Income	-14	-47	71%	-67	79%	-146	-117	-24%
Profit before Tax	3	-122	125 mn	-21	24 mn	74	-296	370 mn
Tax	14	-12	26 mn	5	9 mn	37	12	25 mn
Operational Net Profit	-11	-110	99 mn	-26	14 mn	37	-308	345 mn
Share of Profits from Associates	189	-39	591%	163	16%	635	286	122%
PAT	178	-149	219%	137	29%	672	-22	3156%
Basic EPS (Rs.)	1.1	-0.9	219%	0.8	29%	4.1	-0.1	3150%

- Strong growth in Corporate Learning and back to growth of Skills & Careers Group helps offset planned ramp down of government schools business
- EBITDA improved by 245 bps YoY for FY16 on account of Business transformation and business mix
- Depreciation down 21% YoY for FY16, reflecting planned reduction in capital intensity

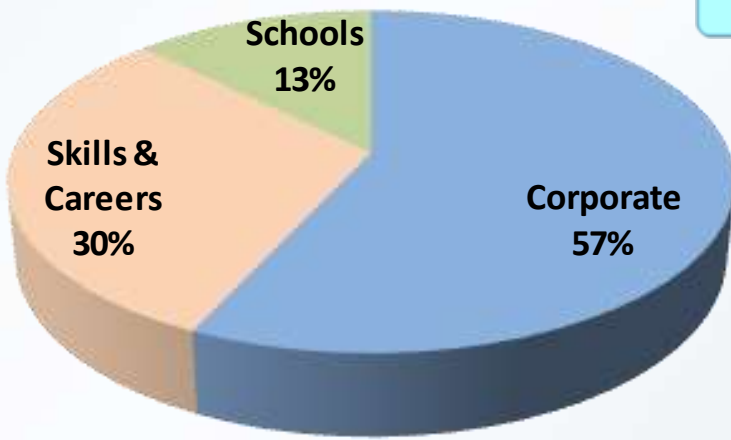
* FY15 excludes One Time / Biz Transformation expenses for comparison of operational performance

Business Mix



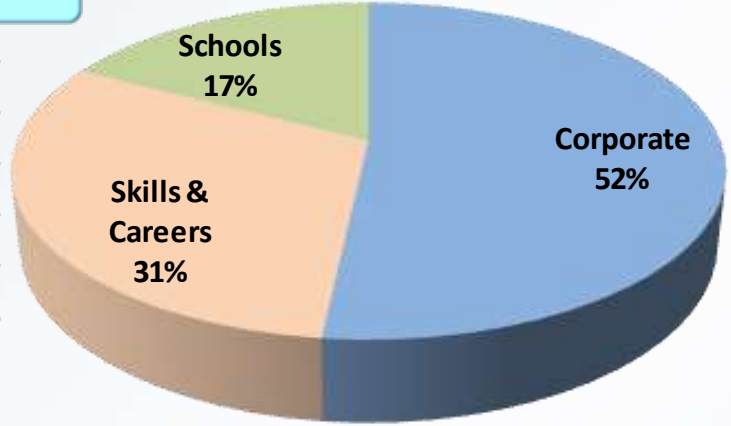
Net Revenue

Q4 FY16

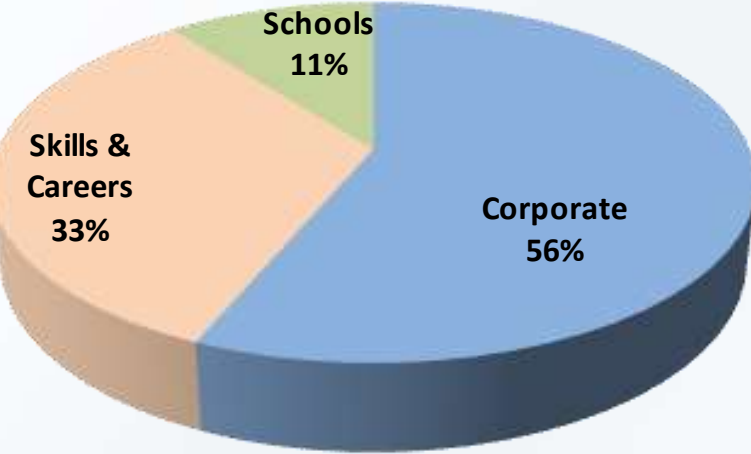


	Growth
Corporate	18%
Skills & Careers	5%
Schools	-22%
NIIT	7%

Q4 FY15

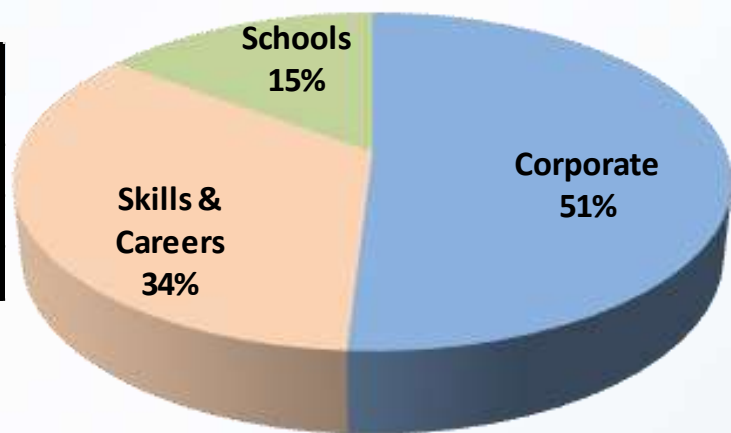


FY16



	Growth
Corporate	16%
Skills & Careers	1%
Schools	-25%
NIIT	5%

FY15



Rs. Mn	Q4 FY16	Q4 FY15	YoY	Q3 FY16	QoQ	FY'16	FY'15	YoY
Net Revenues	1,360	1,157	18%	1,586	-14%	5,679	4,878	16%
EBITDA	158	135	17%	184	-14%	660	565	17%
EBITDA %	12%	12%	-9 bps	12%	2 bps	12%	12%	5 bps

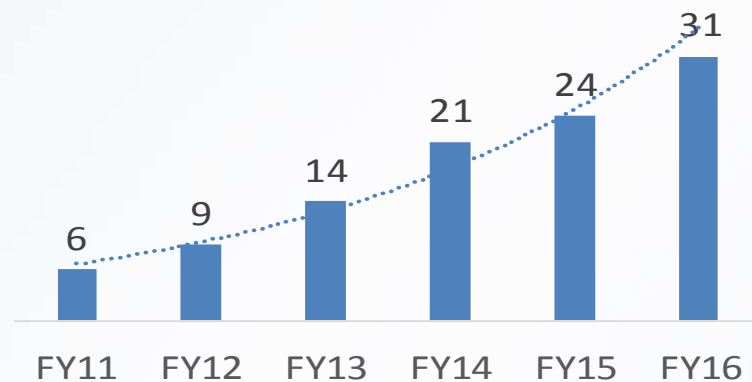
Q4FY16

- Revenue at INR 1,360 Mn up 18% YoY; Constant currency Revenue growth at 12% YoY; EBITDA consistent at 12%
- Added 4 new MTS customers
- Order Intake at \$26 mn up 28% YoY

FY16

- Revenue at INR 5,679 Mn up 16% YoY; Constant currency Revenue growth at 14%
- Strong business momentum continuing in FY16, driven by growth in MTS;
- 7 new MTS customers signed in FY16; MTS contributes 90% to CLG revenues
- Revenue Visibility at \$ 200 Mn
- Order Intake at \$104 Mn up 28% YoY

Number of MTS Customers



Rs. Mn	Q4 FY16	Q4 FY15	YoY	Q3 FY16	QoQ	FY'16	FY'15	YoY
Net Revenues	728	692	5%	828	-12%	3,326	3,283	1%
EBITDA	-19	-79	76%	5	-479%	51	-178	129%
EBITDA %	-3%	-11%	882 bps	1%	-317 bps	2%	-5%	698 bps

Q4FY16

- Revenue at INR 728 Mn up 5% YoY
- Revenue from Focus-Business up 6% YoY
- Beyond-IT contributes 45% to SNC revenue vs 34% in Q4 FY15

FY16

- Revenue at INR 3,326 Mn up 1% YoY
- Revenue from Focus-Business up 5% YoY
- Beyond-IT contributes 40% to SNC revenue vs 33% in FY15



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THE MEAN STACK

M MONGODB

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A ANGULARJS

N NODE.JS

NIIT | digiNext

JAVA ENTERPRISE WITH DEVOPS

BIG DATA AND DATA SCIENCES

MEAN STACK

CLOUD STACK

INTERNET OF THINGS (IOT)

ROBOTICS

VIRTUAL REALITY

School Learning Group

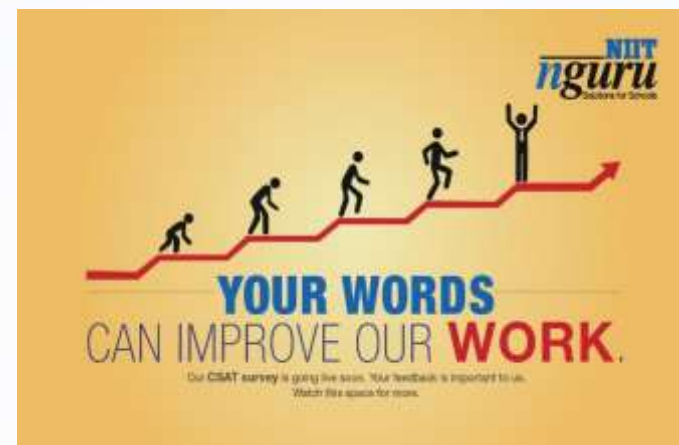
Rs. Mn	Q4 FY16	Q4 FY15	YoY	Q3 FY16	QoQ	FY'16	FY'15	YoY
Net Revenues	301	386	-22%	209	44%	1,063	1,413	-25%
EBITDA	16	19	-20%	-25	162%	22	56	-61%
EBITDA %	5%	5%	14 bps	-12%	1718 bps	2%	4%	-189 bps

Q4 FY16

- Revenue from Focussed IP led private school business contributes 36% to SLG revenue
- Added 122 schools, Order intake of INR 171 Mn

FY16

- Overall revenue impacted due to planned ramp down of government school projects
- Revenue from Focussed IP led private school business contributes 28% to SLG revenue
- Added 336 schools, Order intake of INR 439 Mn





Scheduled Courses

Live Scheduled Courses for Guided Learning

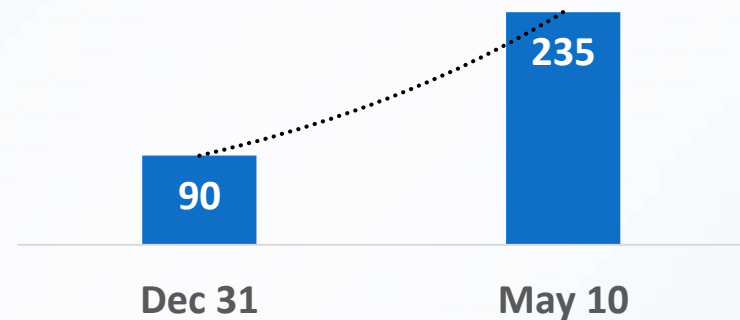
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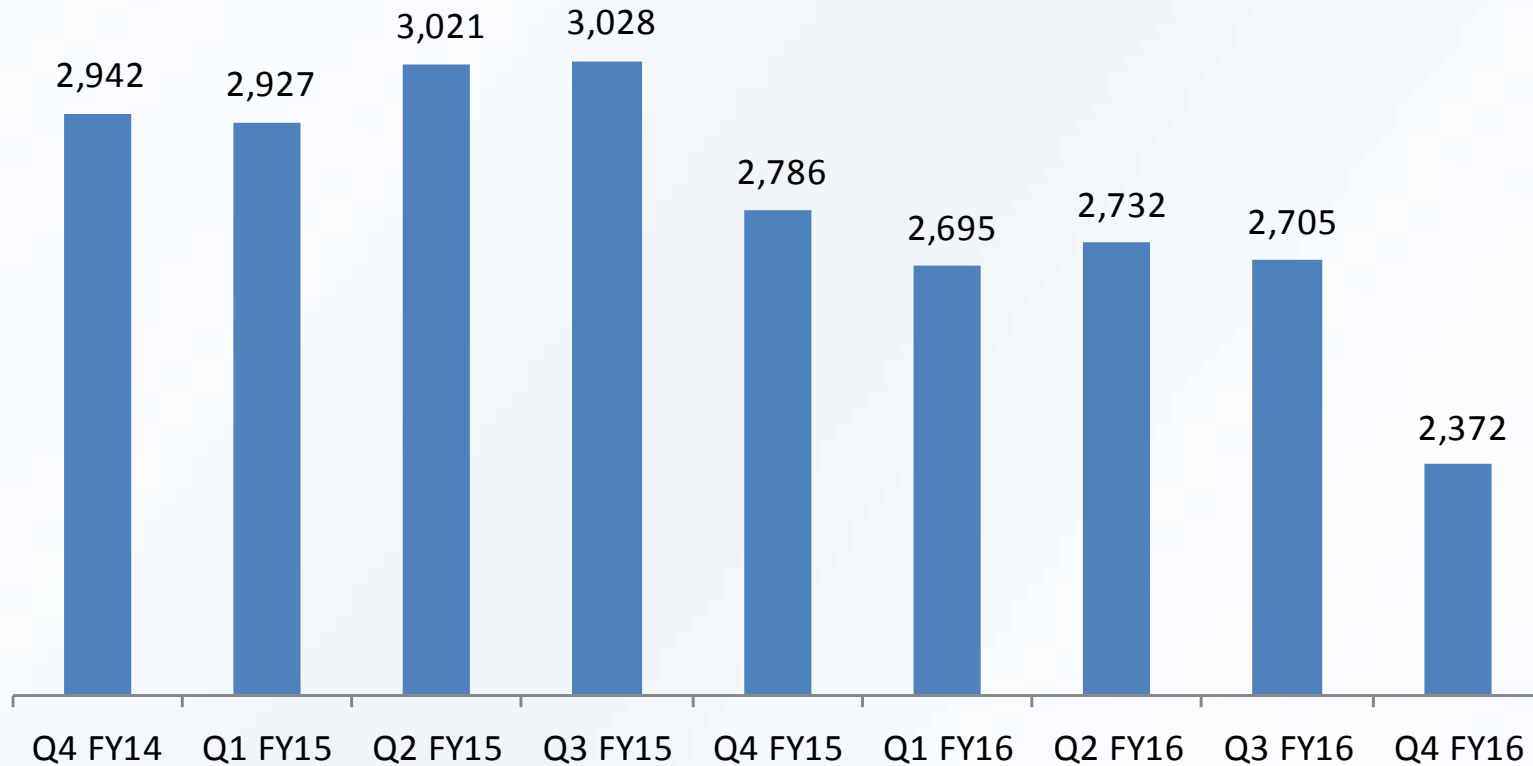


- Registered Users – 235K +
- Demographics
 - Age 18-24: 65%, 24-34: 23%
 - Gender
 - Male 61%, Female 39%
- Geo
 - Countries - 161 (India, US, UAE, Nigeria, UK)
 - Cities – 1965 (Delhi, Mum, Hyd, Kol, Bgl)
 - India 76% Users, 35 States/Union Territories, 214 Cities

Registered Users ('000)



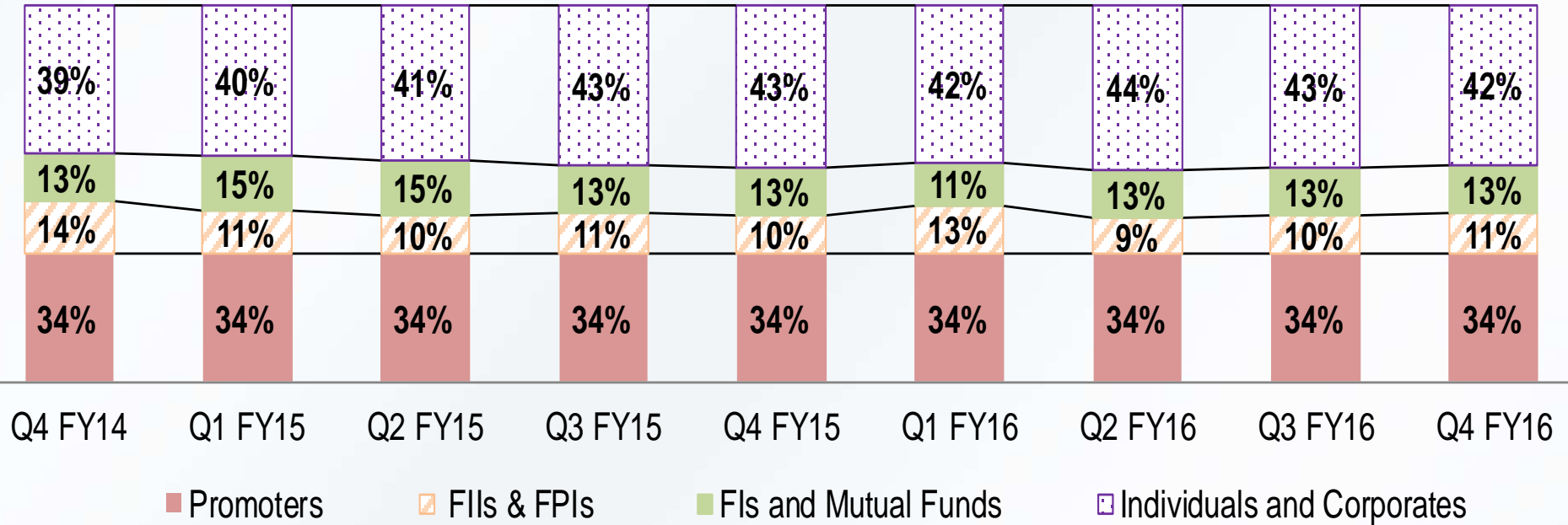
People



Headcount down 333 QoQ and down 414 YoY

** excludes project retainers*

Share Holding Pattern



Percentages may not add to 100% due to rounding



Thank you