

NIIT Limited announces Q2 (July - Sept 2013) Consolidated Results FY 2013-14

Learner-centric Cloud strategy creates momentum

- NIIT records Net Revenue at Rs 262.4 Cr
- Corporate Learning Solutions grows 32% YoY
- Career enrolments for Banking programs up 15% YoY
- Cloud Campus expands to cover 78 courses and 209 centres

NIIT Limited : Consolidated Financials at a Glance (in Rs Cr)		
	Qtr ended Sep 30, 2012	Qtr ended Sep 30, 2013
Net Revenue	279.1	262.4
EBITDA	26.1	24.3
Profit After Tax	11.6	12.0

New Delhi, October 18, 2013: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, today reported its results for the second quarter ending September 30, 2013. In this quarter, the company recorded Net Revenue of Rs. 262.4 Cr and PAT of Rs. 12 Cr.

The results were taken on record at the meeting of the Board of Directors here today.

During the quarter, **Corporate Learning Solutions (CLS)** recorded net revenues of Rs. 99.3 Cr, up 32% YoY. The pending order book was USD 53.1 Mn, 69% of which is executable over the next 12 months.

Reflecting a strong global acceptance of its Corporate Training offerings - led by Managed Training Services - NIIT received the most prestigious recognition in the learning and development industry: The Brandon Hall Awards in USA, this quarter. NIIT won the Brandon Hall Excellence Gold Award in the "Best Training Program for the Extended Enterprise" category, jointly with Allstate. It was also awarded the Brandon Hall Excellence in Learning 2013 Silver Award in the "Best Custom Content" category, jointly with Shell.

Mr Vijay K Thadani, Chief Executive Officer, NIIT Limited said *"Our focus on Managed Training Services as one of the four growth platforms, enabled Corporate Learning Business to achieve a growth of 32%, signalling a strong enterprise demand for the offering."*

Career Building Solutions (CBS) recorded net revenue of Rs. 126.9 Cr backed by Cloud-enabled program enrolments of over 13,800. The pioneering Cloud campus initiative has now expanded to cover 78 courses and 209 centres with a cumulative enrolment of over 47,000 students.

CBS launched new products during the quarter including Mobile Apps, Program on Global Finance and Accounting, and Diploma in Corporate Accounting and Applied Finance.

In Q2, NIIT entered into a partnership with Autodesk to introduce training programs in Design as a learning discipline in India. The objective of the program is to promote design literacy, design skilling and research & innovation in design.

During the quarter, NIIT announced India's most significant IT Scholarship program - '**22nd Bhavishya Jyoti Scholarship**', to reward meritorious students desirous of building successful careers in diverse industries that require Information Technology skills. Bhavishya Jyoti Scholarship is NIIT's initiative to enhance employability of meritorious students and make them job-ready to meet the industry needs.

NIIT Institute of Finance, Banking & Insurance Training Ltd. (IFBI) completed 7 years of successful operations in Q2. During these 7 years, IFBI reached its leadership position in the industry, having trained over 1,00,000 banking professionals for the Banking sector and placed over 25,000 graduates.

During the quarter IFBI placed 3,312 students, up 188% YoY. Fresh enrolments grew by 15% YoY. IFBI organized the 3rd National Banking Career Fair to benefit students aspiring to make a mark in India's fast-evolving banking sector.

According to **Mr Rajendra S Pawar, Chairman, NIIT Limited**, ***"NIIT's portfolio of offerings beyond IT is now taking shape with the Banking domain showing a healthy growth with a surge in placements"***.

Management training enrolments at **NIIT Imperia** grew 18% YoY in Q2

School Learning Solutions (SLS) recorded net revenue of Rs. 35.8 Cr during the quarter.

The recently launched Quick School Cloud – NIIT's Cloud based ERP solutions for schools witnessed widespread interest with 28 schools commissioning this service, spanning 33,000 students in its pilot phase. NIIT also trained 3040 teachers and school principals on CCE (Continuous and Comprehensive Evaluation) and leadership training across the country, as an empanelled member of CBSE (Central Board of Secondary Education).

Commenting on NIIT's emphasis of providing computer education in private schools, **Mr P Rajendran, Chief Operating Officer, NIIT Limited** said, ***"The Nguru platform, together with cloud adaptation is receiving serious market attention as it offers distinctive advantage to schools – both in educational content and for school resource management"***.

NIIT's vocational skills training initiative - **NIIT Yuva Jyoti**, established in partnership with National Skill Development Corporation (NSDC) continued to gain momentum with new centre locations added during Q2, taking the total number of centres locations to 43, with over 10,600 enrolments.

About NIIT

*Established in 1981, **NIIT Limited**, a leading Global Talent Development Corporation and Asia's premier IT trainer, offers learning and knowledge solutions across 40 countries. Leading IT journal Dataquest has conferred upon NIIT the 'Top IT Training Company' award successively for the past 20 years, since the inception of this category.*

NIIT's Individual Learning Business offerings include industry-endorsed programs for students seeking careers in IT – GNIIT and Edgeineers, and GlobalNet+ for IT professionals. The company has introduced "India's first cloud campus", through its new-age GNIIT program. This offers students a higher mobility as they can access courseware using Netbooks to connect seamlessly to NIIT's Cloud Campus network.

NIIT's Corporate Learning Solutions offers Managed Training Services including integrated learning solutions (strategic consulting, learning design, content development, delivery, technology, assessment and learning management) to Fortune 500 companies, Universities, Technology companies, Training corporations and Publishing houses.

NIIT Yuva Jyoti, a joint venture between NIIT and NSDC, offers vocational skills training programs to enhance employability of youth across India.

NIIT has provided computer-based learning to around 15,000 Government and private schools. The futuristic NIIT nGuru range of learning solutions for schools comprises Interactive Classrooms, Math Lab, IT Wizard programs and Quick School (Education Resource Planning software).

NIIT Imperia - Centre for Advanced Learning, offers Executive Learning Programs in association with leading Business schools in India, KPMG, Google India and Internet and Mobile Association of India (IAMAI), using the synchronous learning platform.

NIIT Institute of Finance Banking & Insurance (NIIT IFBI), formed by NIIT with equity participation from ICICI Bank, offers programs for individuals and corporates in Banking, Financial Services and Insurance.

NIIT Institute of Process Excellence Limited, a NIIT-GENPACT venture (NIIT Uniqua), offers complete training outsourcing services to the Business Process, Knowledge and Technology Services industry to create business models that enhance productivity and lower costs.

In recognition of its people centric policies, which foster an environment of growth and career development, NIIT has been ranked as the 4th Best company to work for in India 2013, by Great Place to Work Institute®.

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