

Press Release

NIIT Limited announces Q1 (April- June 2012) Consolidated Results FY 2012-13

Quarter 1 highlights on a continuing business basis

- Q1 PAT up 110% YoY at Rs. 11.5 Cr
- Net Revenue up 4% YoY at Rs. 227.5 Cr
- Managed Training Services revenue up by 42% YoY
- 267 Private schools added, up 54% YoY

NIIT Limited: Q1 (Apr-Jun, 2012) Consolidated Financials at a glance for Quarter ended June 30, 2012 <i>(in Rs. Crores)</i>	
Net Revenue	227.5
EBITDA	11.4
EBITDA %	5%
Profit After Tax	11.5

(In view of the divestment in Element K during FY 2011- 12, the following table represents the YoY comparison on a Continuing business basis)

NIIT Limited : Q1 (Apr – Jun 2012) Consolidated Financials on a Continuing business basis for Quarter ended June 30, 2012*			
	Quarter ended June 30, 2011 <i>(in Rs. Cr)</i>	Quarter ended June 30, 2012 <i>(in Rs. Cr)</i>	Growth YoY
Net Revenue	219.0	227.5	4%
EBITDA	16.7	11.4	(32%)
PAT	5.5	11.5	110%

**Excluding financials of Element K*

New Delhi, July 25, 2012: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, today reported its results for the first quarter ending June 30, 2012. In this quarter, the company recorded a PAT of Rs. 11.5 Cr, up 110% YoY and a Net Revenue of Rs. 227.5 representing a 4% YoY growth on a continuing business basis.

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. 73 Cr, up 20% YoY. Order intake for CLS grew 22% YoY. Of the total order book, 66% is executable over the next 12 months.

Mr Vijay K Thadani, Chief Executive Officer, NIIT Limited said ***"The Corporate Training Business recorded growth of 42% in Managed Training Services (MTS), reflecting strong customer confidence."***

Career Building Solutions (CBS) recorded net revenue of Rs. 107.4 Cr during Q1 on the back of a challenging economic and business environment.

During the quarter, NIIT launched the new GNIIT program, an all-new cloud-centric curriculum to develop future-ready professionals. The new GNIIT program is enriched with the insights from the industry and highlights the life-changing experiences of GNIIT alumni. The program maximizes career opportunities by developing skill-sets for job profiles such as Cloud Applications Developer, Enterprise Application Developer, Business Intelligence Solutions Developer, Server Administrator and Network Administrator.

Slower GDP growth impacted market sentiments. Though the level of interest continued to be high for NIIT courses, conversions were subdued and decisions delayed due to market conditions.

Speaking on the company's commitment towards developing talent attuned to the industry need, **Mr. Rajendra S Pawar, Chairman, NIIT Limited** said, ***"Sensing the uncertainty in job markets we are focused on short-term IT and Banking programs, and on enhancing the employability of our students."***

During the quarter, enrolments at **NIIT Institute of Finance, Banking & Insurance Training Ltd. (IFBI)** grew 85% YoY.

NIIT Imperia registered a growth of 26% YoY in enrolments during Q1. It announced the launch of Executive Program in Corporate Regulations: Legal and Business Implications, in collaboration with Indian Institute of Management Calcutta. The program has been designed to offer in-depth understanding of regulatory and legal framework in business transactions to professionals working in this space.

NIIT Imperia courses were acknowledged as the - 'Outstanding Blended Course', at the World Education Congress.

School Learning Solutions (SLS) recorded net revenue of Rs. 47 Cr during the quarter, up 17% YoY.

Referring to NIIT's emphasis on private schools, **Mr P Rajendran, Chief Operating Officer, NIIT Limited** said, ***"Our focus on providing nGuru solution for private schools resulted in addition of 267 new schools during the quarter, with a revenue growth of 22% YoY."***

NIIT's vocational skills training initiative - **NIIT Yuva Jyoti**, established in partnership with National Skill Development Corporation (NSDC) added 2 new centres this quarter, taking the total number of centres to 8, with enrolments exceeding 1600 since commencement.

Recognizing the outstanding people practices at NIIT Ltd, the company has recently been rated as No.1 in the Education and Training category and amongst **'Top 10 India's Best Companies to Work for - 2012'**, by Great Place to Work Institute.

About NIIT

[NIIT Limited](#), a leading Global Talent Development Corporation and Asia's premier IT trainer, offers learning and knowledge solutions across 38 countries. Leading IT journal Dataquest has conferred upon NIIT the 'Top IT Training Company' award successively for the past 19 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 Global Net Plus 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 over 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 (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.

NIIT has been ranked among the 'Top 10 India's Best Companies to Work for- 2012' by Great Places to Work Institute and 'Top 25 Best Employers in India- 2011' by Aon Hewitt. The company has also been voted the second most trusted education brand in India by Brand Equity- Nielsen Survey 2011.

For media queries, please contact:

Prateek Chatterjee

Associate Vice President & Head Corporate Communications, NIIT Limited

Ph: (Cell) +91 9910201085, (Dir) +91 124 4293041

Email: prateek.chatterjee@niit.com



Sumana Bhattacharya/Niharika Sneha
Candour Communications
Ph: (Cell) +91 9810597176/ 8800861353
Email: Sumana@candour.co.in, Niharika@candour.co.in

Investors may contact:

Kapil Saurabh, NIIT Limited, Ph (Cell) +91 9899117793, (Dir) +91 124 4293324
Email: kapil.saurabh@niit.com

Visit us at: www.niit.com ; Follow us on: www.twitter.com/niitltd