NIIT Limited
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CIN: L74899DL1981PLC015865

www.niit.com

January 20, 2016

1. **The Manager**
   BSE Limited
   Corporate Relationship Department,
   1st Floor, New Trading Ring,
   Rotunda Building
   Phiroze Jeejeebhoy Towers,
   Dalal Street, Mumbai 400 001
   Fax no : 022 – 22722082, 22723121

2. **The Manager**
   National Stock Exchange of India Ltd
   Listing Department
   Exchange Plaza
   5th Floor, Plot no C/1, G Block
   Bandra Kurla Complex
   Bandra (E),Mumbai – 400 051
   Fax No. : 022-26598237, 26598238

Subject: Presentation made to the Analysts and/or Institutional Investors

Dear Sir,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Analysts and/or Institutional Investors on the financial results of the Company for the quarter ended December 31, 2015.

This is for your information and records.

Thanking you,

Yours truly,
For **NIIT Limited**

Rohit Gupta
Chief Financial Officer

FINANCIAL RESULTS
Q3 FY16
January 20, 2016

Environment

- Global economic uncertainty continues. Slump in commodity prices creating risks and opportunities. Oil prices continue to head downward.
- World Bank lowered its forecast for global growth by 0.4 percentage points to 2.9% on weaker than expected output in most of the world's biggest economies, including the U.S. and China
- Corporate spending on training in US and Europe remains robust; pace of decision making impacted in Q3 by impending rate lift-off in the US
- In India, while GDP growth has remained strong, uncertainty on timing of reforms continues to impact investment sentiment.
- Government continues to focus on skills development to drive sustainable and inclusive growth
- Indian companies remain most optimistic on hiring plans (MEOS)
- Start-ups driving demand for new-age skills. India ranks third among global start-up ecosystems with more than 4,200 new-age companies.

NIIT Growth Platforms

NIIT

Corporate

MTS

- 27 global MTS customers vs 24 in Q3 FY15
- Revenue visibility at $195 mn vs 177 mn in Q3 FY15

Skills & Careers

Beyond IT & Cloud Campus

- Beyond IT contributes 38% vs 36% in Q3 FY15
- 71% centres cloud enabled
- 78% portfolio cloud enabled
- 80 courses QP aligned
- Capacity utilization @ 34% vs 31% end Q4 FY15

Schools

nGuru

- Signed 38 Schools in Q3. Total 2,841 schools addressed
- Focussed IP led private school business contributes 20%

Liquidity, Profitability and Capital Efficiency

Q3'FY16: In Perspective

Corporate Learning Group (CLG): Continued Strong performance

- Revenue at INR 1,586 Mn up 17% YoY; Constant currency growth @ 15% YoY; EBITDA margin at 12% (rock steady consistency)
- Added 1 new MTS customer; MTS now contributes 91% to CLG revenue
- Revenue Visibility at $ 195 Mn; Order Intake at $27 Mn up 12% YoY

Skills & Careers Group (SNC): Continued re-energization

- Revenue at INR 828 Mn (up 3% YoY vs -18% in FY15; uptrend Q1:Q2:Q3 => -3%:1%:3%)
- Q3FY16 EBITDA INR 5 Mn (1% of revenue), due to overall impact of Business transformation
- Beyond-IT contributes 38% to SNC revenue compared to 36% in Q3FY15

School Learning Group (SLG): Subsidiary implementation

- Revenue at INR 209 Mn down 33%
- Order Intake of INR 61 Mn; added 38 schools during the quarter
- Focussed IP led private school business contributes 20%

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

- Revenue at INR 2,623 Mn; YoY Q1:Q2:Q3=>4%:5%:6%; Focus-Business up 9% YoY
- EBITDA at INR 164 Mn at 6% of revenue; up 393 bps YoY
- PAT at INR 137 Mn vs INR 18 Mn in Q3FY15

Strong Financial performance resulting from Business transformation in FY15

Key Financials

INR Mn	Q3 FY'16	Q3 FY'15	YoY	Q2 FY'16	QoQ
Net Revenue	2,623	2,482	6%	2,725	-4%
Operating expenses	2,459	2,424	1%	2,473	-1%
EBITDA	164	57	185%	252	-35%
EBITDA%	6%	2%	393 bps	9%	-302 bps
Depreciation	117	152	-23%	129	-9%
Net Other Income	-67	4	-71 mn	-51	-16 mn
Profit before Tax	**-21**	**-91**	**71 mn**	**72**	**-93 mn**
Tax	5	4	-1 mn	11	6 mn
Operational Net Profit	**-26**	**-95**	**69 mn**	**61**	**-86 mn**
Share of Profits from Associates	163	114	50 mn	147	16 mn
PAT	**137**	**18**	**654%**	**208**	**-34%**
Basic EPS (Rs.)	**0.8**	**0.1**	0.7	**1.3**	-0.4

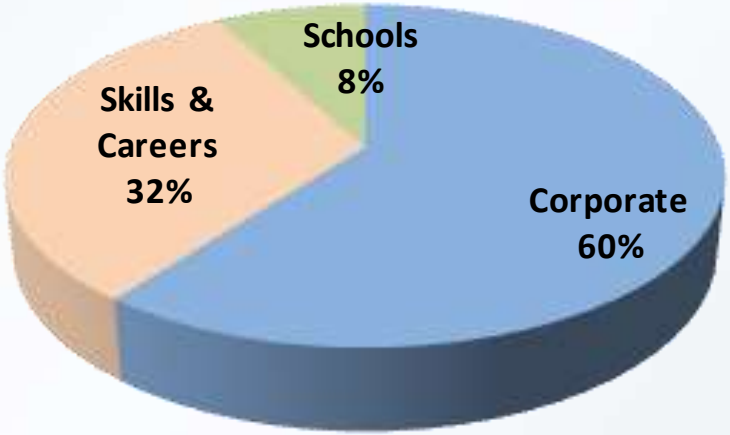
** Sequential numbers (QoQ) are not comparable due to seasonality*

- 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 393 bps YoY on account of Business transformation and business mix
- Depreciation down 23% YoY, reflecting planned reduction in capital intensity

Business Mix

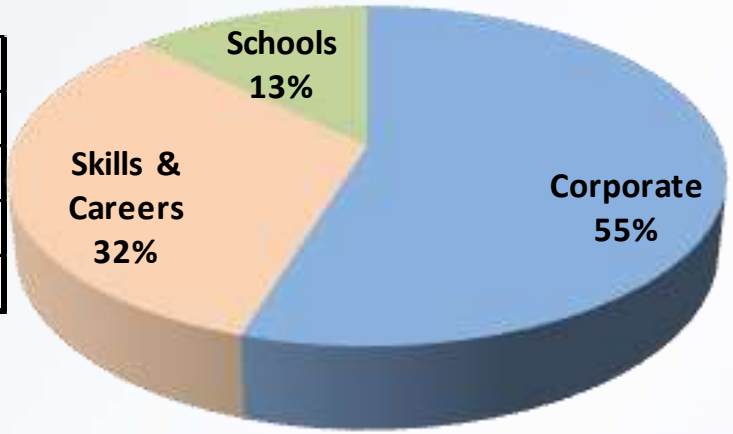
Net Revenue

Q3 FY16



	Growth
Corporate	17%
Skills & Careers	3%
Schools	-33%
NIIT	**6%**

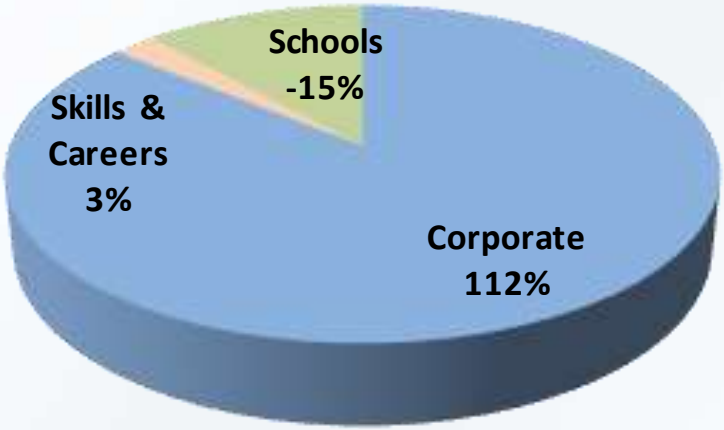
Q3 FY15



EBITDA

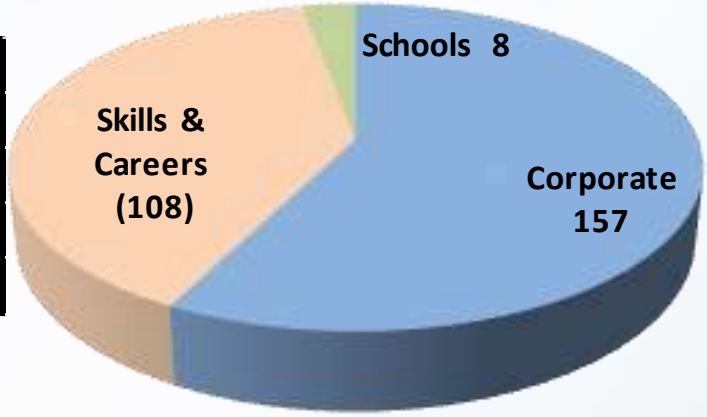
Rs Mn

Q3 FY16



	Growth
Corporate	+26 Mn
Skills & Careers	+113 Mn
Schools	-33 Mn
NIIT	**+106 Mn**

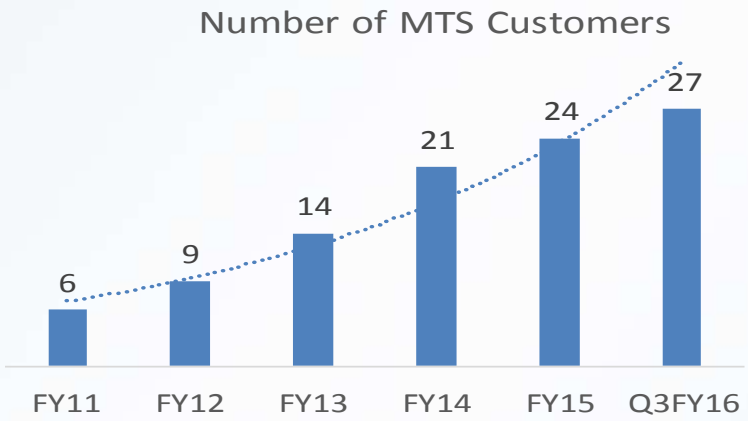
Q3 FY15



Corporate Learning Group

INR Mn	Q3 FY16	Q3 FY15	YoY	Q2 FY16	QoQ
Net Revenues	1,586	1,360	17%	1,448	9%
EBITDA	184	157	17%	170	8%
EBITDA %	12%	12%	2 bps	12%	-14 bps

- Revenue at INR 1,586 Mn up 17% YoY; Constant currency Revenue growth at 15% YoY
- EBITDA consistent at 12%
- Strong business momentum continuing in FY16, driven by growth in MTS; up 23% YoY
- One new MTS customer signed in Q3FY16; MTS contributes 91% to CLG revenues
- Revenue Visibility at $ 195 Mn
- Order Intake up at $27 Mn



Skills & Careers Group

INR Mn	Q3 FY16	Q3 FY15	YoY	Q2 FY16	QoQ
Net Revenues	828	808	3%	1,045	-21%
EBITDA	5	-108	-105%	69	-93%
EBITDA %	1%	-13%	1,396 bps	7%	-597 bps

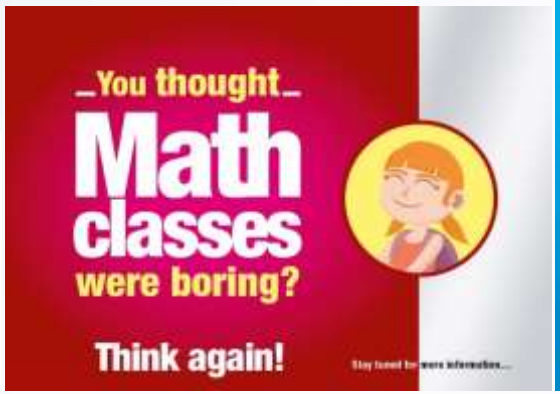
- Revenue at INR 828 Mn up 3% YoY (vs -3% in Q1 & +1% in Q2, and -12% in Q3 FY15);
- Beyond-IT contributes 38% to SNC revenue vs 36% in Q3 FY15
- Successful turnaround on Revenue, EBITDA & Cash by go-forward Emerging Markets Overseas business (China + ROW)

** Sequential numbers (QoQ) are not comparable due to seasonality*

School Learning Group

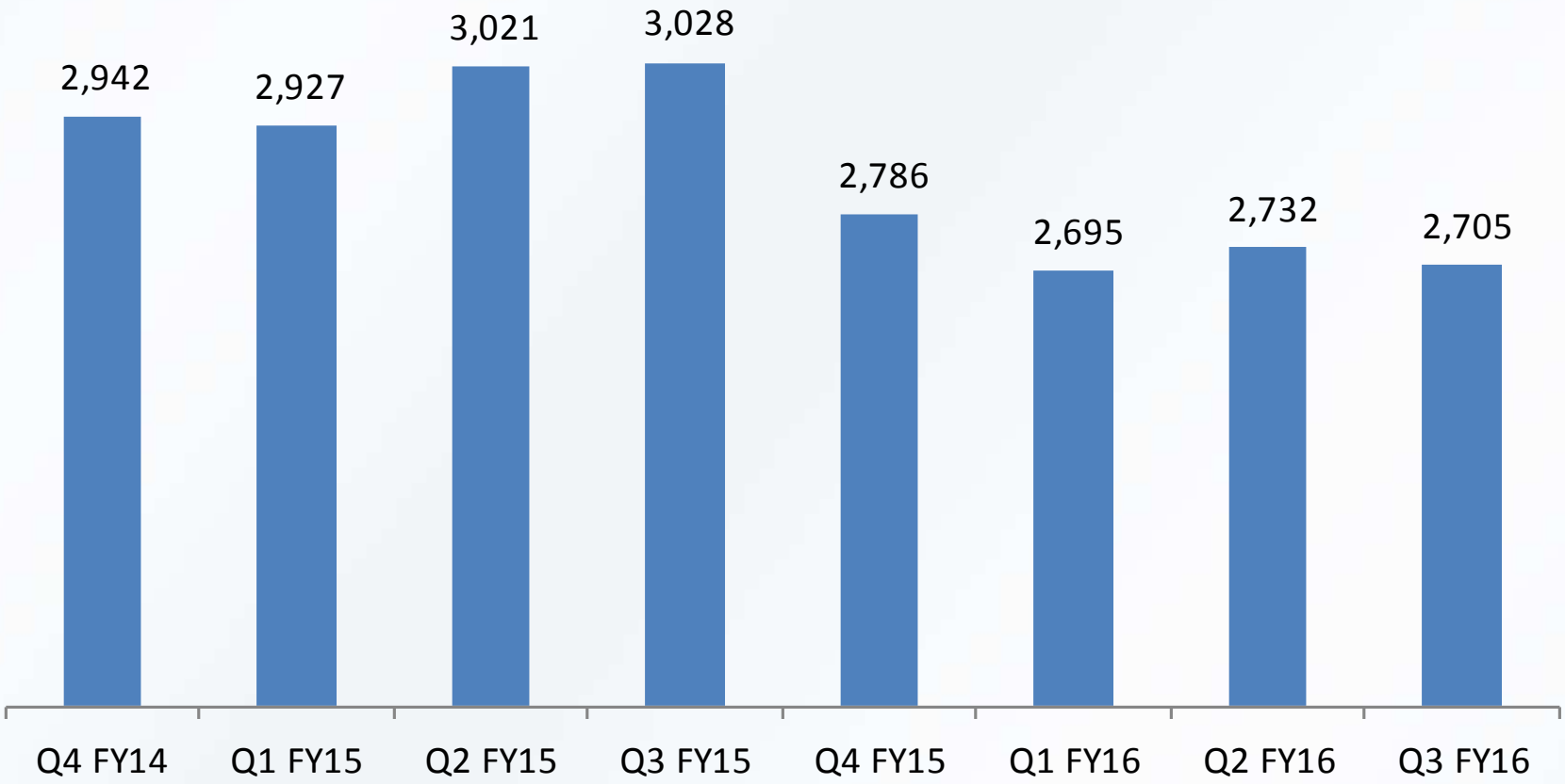
INR Mn	Q3 FY16	Q3 FY15	YoY	Q2 FY16	QoQ
Net Revenues	209	314	-33%	232	-10%
EBITDA	-25	8	-416%	14	-285%
EBITDA %	-12%	3%	-1453 bps	6%	-1786 bps

- Overall revenue impacted due to planned ramp down of government school projects
- Revenue from Focussed IP led private school business contributes 20% to SLG revenue
- Added 38 schools, Order intake of INR 61 Mn



** Sequential numbers (QoQ) are not comparable due to seasonality*

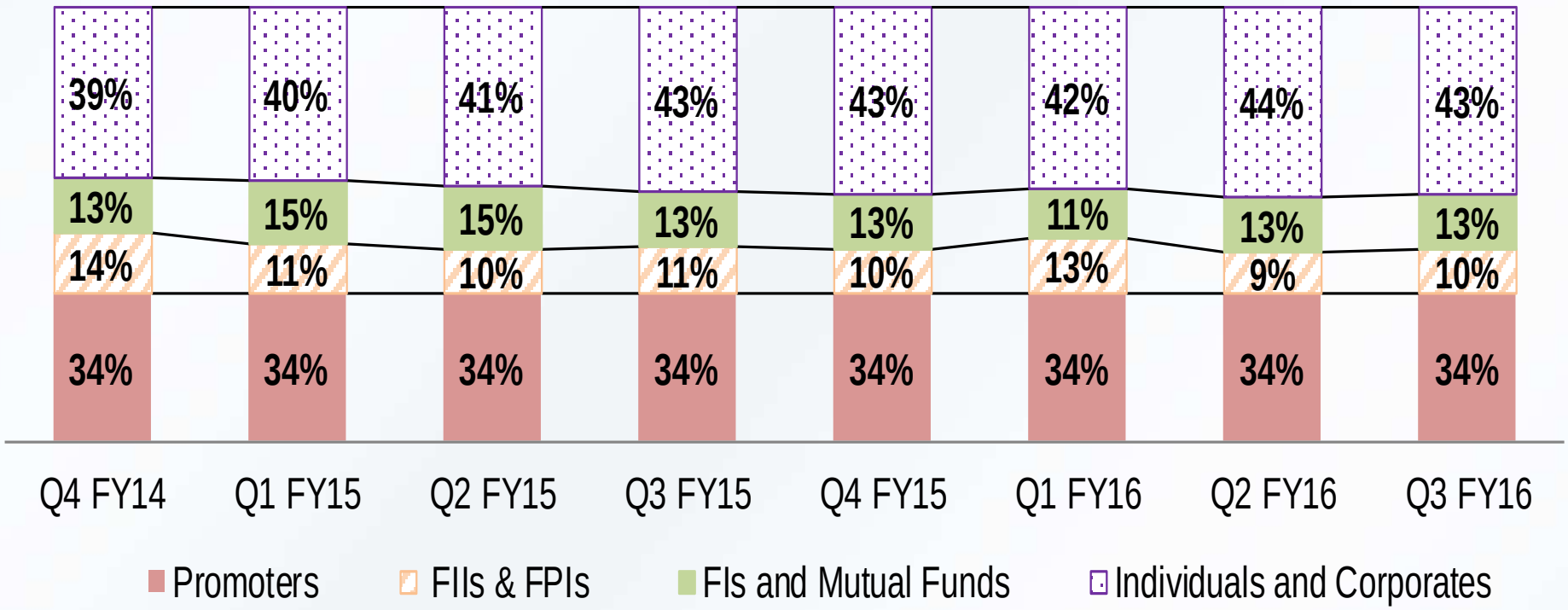
People



Headcount down 27 QoQ and down 323 YoY

** excludes project retainers*

Share Holding Pattern



Percentages may not add to 100% due to rounding

Thank you