NIIT Limited
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Guru Ravi Das Marg, Kalkaji
New Delhi 110 019, India
CIN: L74899DL1981PLC015865

www.niit.com

May 10, 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 year ended March 31, 2016.

This is for your information and records.

Thanking you,

Yours truly,

For **NIIT Limited**

Rohit Gupta
Chief Financial Officer

FINANCIAL RESULTS
Q4’16 & FY16
May 10, 2016

Environment

- 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 Growth Platforms

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

FY16: In Perspective

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%

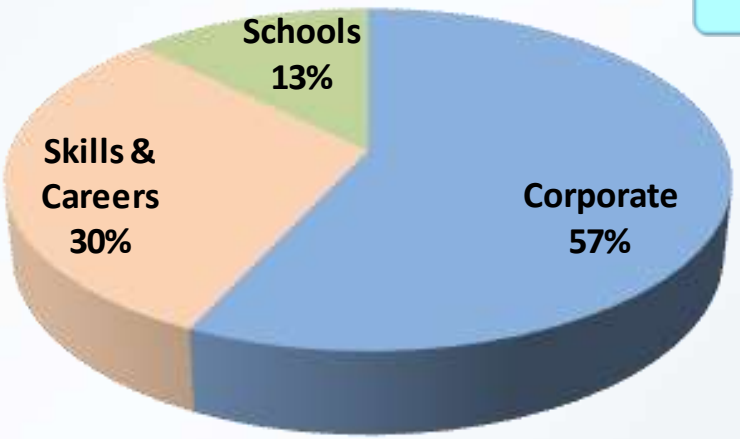
- Strong growth in Corporate Learning and back to growth of Skills & Careers Group helps offset planned ramp down of government schools business
- EBITDA improved by 245 bps YoY for FY16 on account of Business transformation and business mix
- Depreciation down 21% YoY for FY16, reflecting planned reduction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

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

Business Mix

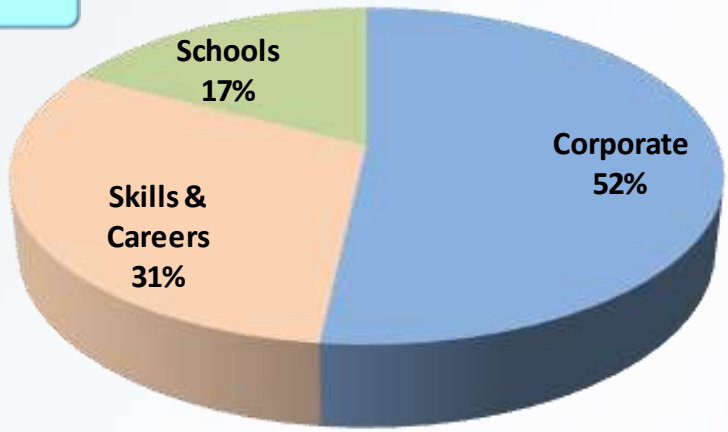
Net Revenue

Q4 FY16

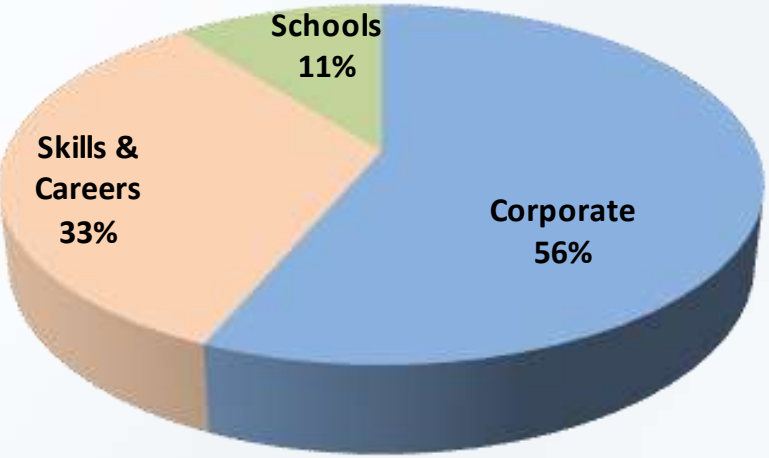


	Growth
Corporate	18%
Skills & Careers	5%
Schools	-22%
NIIT	**7%**

Q4 FY15

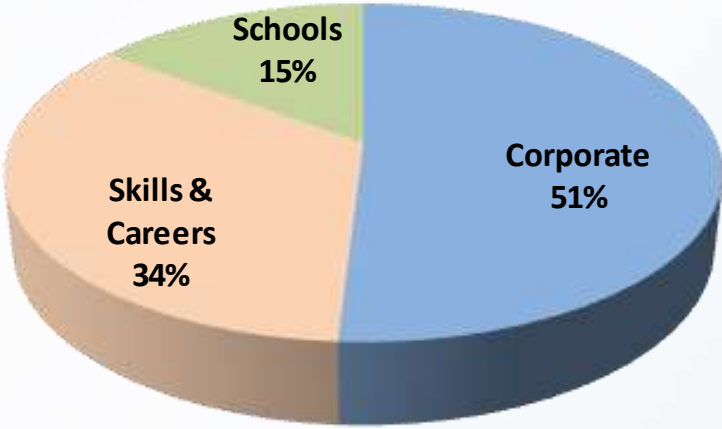


FY16



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

FY15



Corporate Learning Group

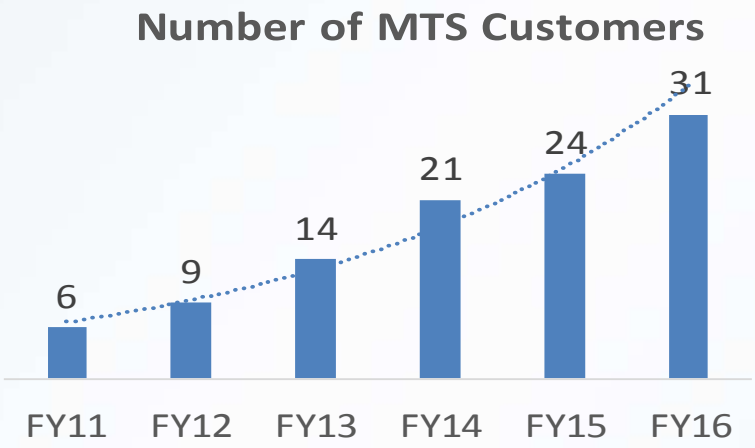
Rs. Mn	Q4 FY16	Q4 FY15	YoY	Q3 FY16	QoQ	FY'16	FY'15	YoY
Net Revenues	1,360	1,157	18%	1,586	-14%	5,679	4,878	16%
EBITDA	158	135	17%	184	-14%	660	565	17%
EBITDA %	12%	12%	-9 bps	12%	2 bps	12%	12%	5 bps

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



Skills & Careers Group

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

Digital Transformation

STACK ROUTE

- M MONGODB
- E EXPRESS
- A ANGULARJS
- N NODE.JS

THE MEAN STACK

NiiT | digiNxt

- 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

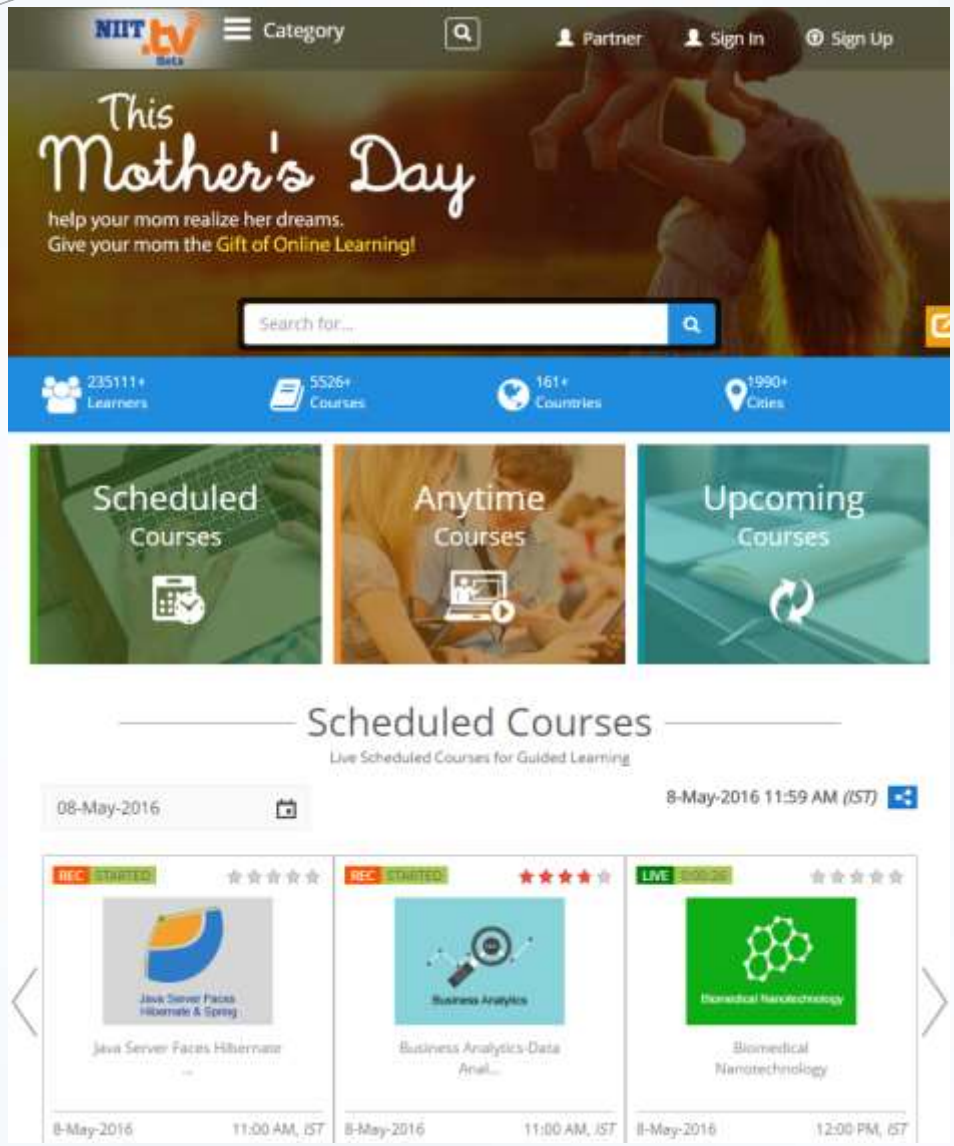
Q4 FY16

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

FY16

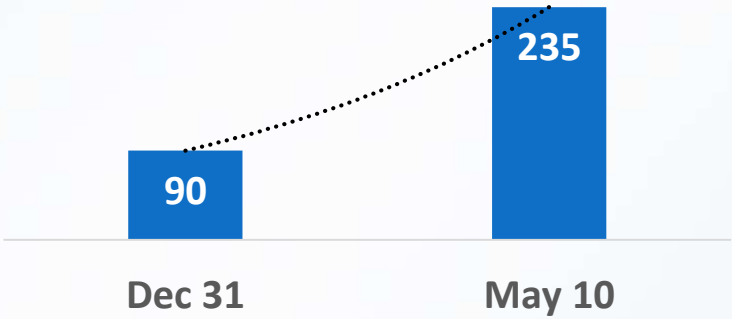
- Overall revenue impacted due to planned ramp down of government school projects
- Revenue from Focussed IP led private school business contributes 28% to SLG revenue
- Added 336 schools, Order intake of INR 439 Mn

Niit.tv Updates

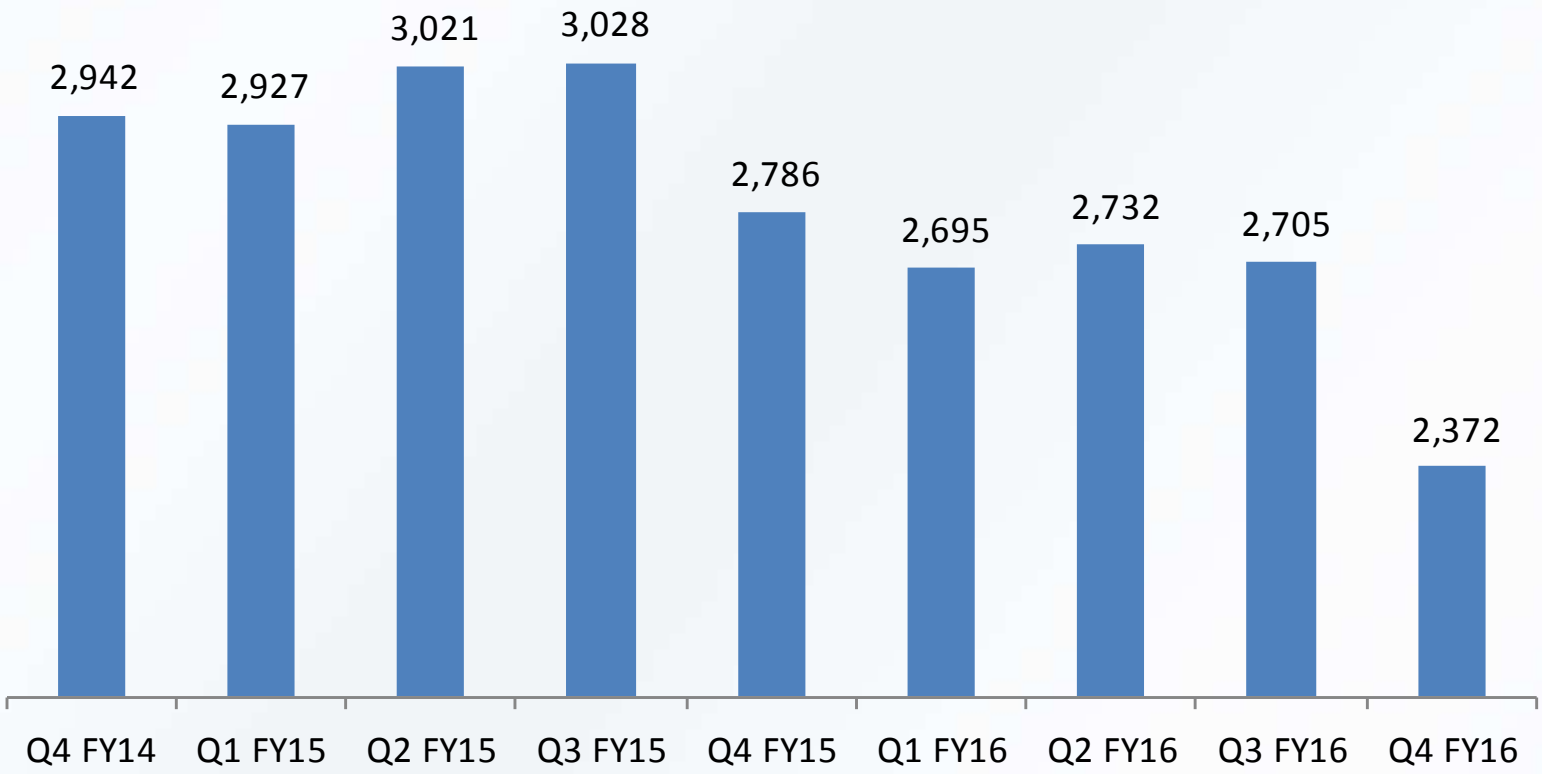


- Registered Users – 235K +
- Demographics
  - Age 18-24: 65%, 24-34: 23%
  - Gender
    Male 61%, Female 39%
- Geo
  - Countries - 161 (India, US, UAE, Nigeria, UK)
  - Cities – 1965 (Delhi, Mum, Hyd, Kol, Bgl)
  - India 76% Users, 35 States/Union Territories, 214 Cities

Registered Users ('000)



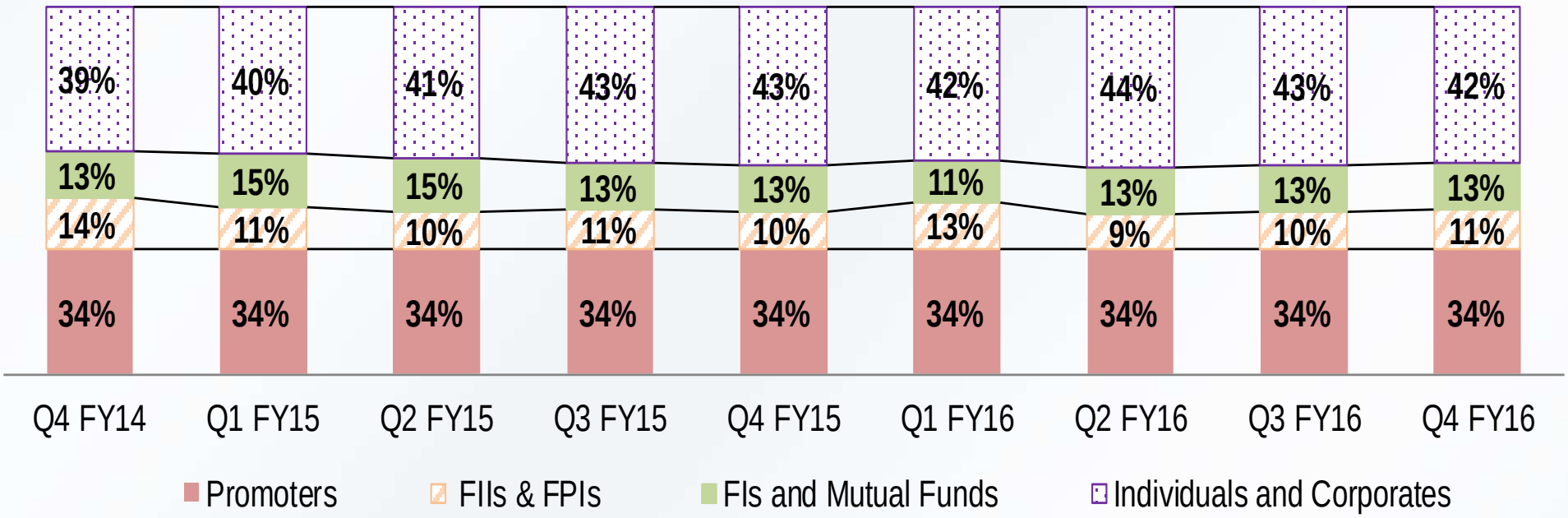
People



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