

NIIT Limited declares Consolidated Results for Q4 and FY 2012-13

NIIT redefines education through Cloud CampusTM

- Records full year Net Revenue of Rs. 960.8 Cr for FY13, with a PAT of Rs 26.3 Cr
- Corporate Learning Solutions grows 19% YoY during FY13 on a continuing business basis ; closes the year with 5 new global MTS (Managed Training Services) client wins
- School Learning Solutions adds 817 Private schools during FY13, a growth of 19% YoY
- Banking course enrolments up 51% YoY for FY13
- Cumulative Cloud Campus enrolments cross 27,000
- Board recommends dividend of 80%

***Quarter 4 highlights (on a continuing business basis):**

NIIT Limited: Q4 (Jan- March, 2013) Consolidated Financials on a Continuing business basis (in Rs. Cr) for Quarter ended March 31, 2013		
	Qtr ended March 31, 2013	Qtr ended March 31, 2012
Net Revenue	221.6	257.0
EBITDA	7.1	35.7

***FY13 highlights (on a continuing business basis):**

NIIT Limited: Consolidated Results for FY 2012-13 Consolidated Financials on a Continuing business basis (in Rs. Cr) for Year ended March 31, 2013		
	Year ended March 31, 2013	Year ended March 31, 2012
Net Revenue	943.3	993.5
EBITDA	52.3	119.8

**(The above tables represent comparison with the previous year on a like-to-like basis for Q4 & FY13, adjusted for divestment in Element K and pass through revenues)*

New Delhi, May 23, 2013: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, today reported its results for the fourth quarter ending March 31, 2013. The company recorded PAT for the year at Rs. 26.3 Cr on annual net revenue of Rs. 960.8 Cr. During the quarter, the company's Net Revenue stood at Rs. 221.6 Cr and the PAT was recorded at Rs. 2.7 Cr. The EBITDA was at Rs. 7.1 Cr for Q4.

The results were taken on record at the meeting of the Board of Directors here today. The Board also proposed a dividend of 80%.

During the financial year 2012-13, NIIT reinforced its vision to usher in a new way of learning by taking its pioneering Cloud based offerings across its four platforms of growth – Managed Training Services, NIIT Nguru, NIIT Yuva Jyoti and Cloud Campus. Through this initiative, NIIT is redefining the education landscape



by making available new-age skills to students and learners across geographies. The extended range of training offerings in IT, Banking, Global Finance, Management, Digital & Social Media Marketing under Cloud Campus™ is aimed at transforming learners into first-day first-hour industry-ready professionals.

Commenting on the company's strategic vision, **Mr Rajendra S Pawar, Chairman, NIIT Limited** said, ***"NIIT Cloud Campus redefines education"***.

In a significant development during the year, NIIT entered into a strategic alliance with Microsoft to create newly-skilled 1,00,000 Microsoft certified Cloud-ready professionals over the next 3 years.

Career Building Solutions (CBS) recorded net revenue of Rs. 98.1 Cr during the quarter, backed by a growth of 48% in enrolments into Banking courses. Cumulative Cloud Campus enrolments crossed 27,000 in Q4.

During the year, NIIT partnered with Digital Marketing Institute (Ireland) to offer globally renowned digital marketing programs to its students in India. NIIT further introduced training programs for additional domains like Applied Financial Management and Online Marketing, over the year.

NIIT strengthened its IT training portfolio during the quarter, by entering into a MoU with NASSCOM to enhance skill development of graduates through in-campus training initiative, across colleges in the country.

NIIT graduates' job-readiness and acceptance by the industry continued to be favourable with over 10,000 students getting placed during Q4, despite a slowdown in hiring by the sector.

During the quarter, NIIT conducted country's largest IT Aptitude Test— the 9th National IT Aptitude Test (NITAT) — to enable students and graduates to ascertain their aptitude for the IT industry. NITAT 2013 saw a record participation, with over 1,52,000 aspirants across 300 cities testing their IT aptitude.

NIIT Institute of Finance and Banking recorded a growth of 17% YoY during the quarter, backed by new client wins including Bank of Baroda.

During Q4 **NIIT Imperia** received the "Best Telecom & Satellite Learning Providers in Education" award at the National Education Excellence Awards 2013 instituted by leading industry body ASSOCHAM, (Associated Chambers of Commerce and Industry of India).

Corporate Learning Solutions (CLS) recorded net revenues of Rs. 76.1 Cr, up 15% YoY during Q4.

Mr Vijay K Thadani, Chief Executive Officer, NIIT Limited said ***"Increased industry adoption of our growth platform – Managed Training Services - drove the robust order intake of Rs 77.8 Cr in Q4 for the CLS business, up 21% YoY."***

During the quarter, NIIT completed the intensive training programs for the second batch of Tax Return Preparers for Department of Income Tax in which 3685 candidates were trained and certified.

School Learning Solutions (SLS) registered net revenue of Rs. 47 Cr during the quarter.

NIIT's Cloud initiative received further industry recognition, with the Cloud enabled NIIT NGuru – ICR@Home, being felicitated at the World Education Summit 2013, for best **"Use of Assistive Technologies in Education"**.



Mr P Rajendran, Chief Operating Officer, NIIT Ltd said: *“Initiation of NGuru solutions in 817 additional non-government schools during FY13 (growth of 19% YoY), has further demonstrated the increasing appreciation and demand for our cutting-edge school learning solutions in the teaching-learning ecosystem.”*

During Q4, NIIT was selected and empanelled by Central Board of Secondary Education (CBSE), as part of its initiative to organize Leadership Training for principals of over 13,500 schools in the country.

NIIT’s vocational skills training initiative - **NIIT Yuva Jyoti**, established in partnership with National Skill Development Corporation (NSDC) continued to gain momentum with new centres added during Q4, taking the total number of centres to 34, with enrolments exceeding 4,800 since commencement.

NIIT MindChampions Academy (MCA) - a joint initiative by NIIT and World Chess Champion Viswanathan Anand completed 10 years of developing young minds through the game of chess. During the financial year 2012-13, NIIT MindChampions Academy (MCA) - crossed an important milestone, by impacting over 1.65 million children across 17,000 schools since inception.

Other acknowledgements and milestones during the year:

- NIIT received ‘Top IT Training Company Award 2012’ for the 20th year in succession by leading IT journal, Dataquest
- NIIT has been ranked among the ‘Top 10 India’s Best Companies to Work for 2012’ by Great Places to Work Institute
- NIIT gets ranked as ‘India’s Most Trusted Education Brand’ in Brand Trust Report, India Study, 2013, undertaken by Trust Research Advisory for the second consecutive year
- NIIT IFBI recognized as ‘Most Innovative Recruitment Management initiative’ at the Talent & HR Leadership Conference Awards by ET Now at World HRD Congress 2013
- NIIT Vietnam was awarded the ICT Gold Medal – 2012, by Ho Chi Minh City Computer Association (HCA) for the seventh consecutive year
- NIIT was adjudged as the ‘Best Result Oriented ICT School’ in Ghana for the second consecutive year
- NIIT USA was ranked among the Top 20 Companies in Training Outsourcing, 2012 by Training Industry, Inc. for the sixth consecutive time since 2008.
- NIIT USA was awarded the Brandon Hall Excellence in Learning 2012. It received Silver Award in the Best in Competencies and Skill Development category jointly with Shell for Shell Standard Primavera Education

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 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 16,500 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.

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