



Press Release

NIIT to grow Managed Training Services business in the Indian market

Appoints Amit Kaul as Business Development Head, Corporate Learning to drive growth

Industry- aligned, globally benchmarked full-service end-to-end training solutions from NIIT to redefine corporate training in India

New Delhi, December 3, 2015: NIIT Ltd, a global leader in skills and talent development, today announced the appointment of **Mr. Amit Kaul as National Business Development Head, Corporate Learning – India**. Amit will be responsible for taking NIIT's managed training services business to the next level in the Indian markets, in line with the company's global expertise in this field.

Corporate Training Outsourcing is growing steadily as witnessed by NIIT's global customer base revenue growing at a robust 15% per year. The International Corporate Learning Group (CLG) that contributes 62% to the overall revenue of NIIT, offers Managed Training Services (MTS) to market-leading companies in North America, Europe, Asia, India and Oceania. The comprehensive suite of MTS includes Custom Curriculum Design and Content Development, Learning Administration, Learning Delivery, Strategic Sourcing, Learning Technology, Advisory Services, and Source-Train-Hire Services.

The challenging global economic environment has forced companies to focus on areas where costs can be reduced and variable-ised while not compromising on real learning outcomes. One of the last bastions of outsourcing is Training. While NIIT's focus to date has been on US & EU, as the benefits of training outsourcing catch-on in India, the same trends are emerging here. NIIT perceives a huge potential for industry-aligned, globally benchmarked corporate learning solutions in the country.

Corporate Learning in India contributed ~9% of NIIT's global revenues in Q2 FY16. NIIT is already working with leading Indian corporates like Cognizant, ICICI, Genpact, Reliance, Vodafone, Maruti-Suzuki, E&Y among many other blue-chip Indian & MNC firms in the country, offering Technology Training, Sales Enablement Training, Soft Skills Training and Source-Train-Hire services across sectors. With the recent launch of StackRoute, NIIT has also reinforced its leadership position as a pioneer in meeting the future skill needs of the IT sector.

With a proven global track record and strategic partnerships with many Fortune 500 clients in US & EU; with over 600 Global Specialist Training Partners across a wide range of subject domains; with a pool of over 1000 trainers deployable globally; and with the world's largest content development facility, NIIT can bring the best of breed training services to meet the needs of discerning corporate customers in India, across all domains and entire range of training services, with a focus on large local and MNC firms.

The appointment of Mr. Amit Kaul is a strategic move by NIIT to replicate the success of its global experience, garnered with leading Fortune 500 companies, in the Indian market. Built on the sound principles of 'Running Training like a Business', NIIT's Managed Training Services and best-in-class training processes enable customers to align business goals with L&D, reduce costs, realize measurable value, benefit from rock-solid operations, and increase business impact. This will make Corporate Training in India, another significant growth and profitability driver for NIIT.

Welcoming Amit Kaul as National Business Development Head, Corporate Learning – India, NIIT Ltd., **Mr. Rahul Patwardhan, CEO, NIIT Ltd.** said, *"We have been studying the corporate training outsourcing*



market in India very closely. With the prevailing MNC culture and changing demands of the work environment, corporates in India perceive a growing need for outsourcing corporate training to the experts. NIIT has been a key player in corporate training outsourcing in India, and with Amit on board we hope to develop this business manifold in India. I welcome Amit to the NIIT family and wish him success in his endeavours."

Amit Kaul brings with him 18 years of rich industry experience in enterprise & institutional sales, sales management, business development, ecosystem management, strategic planning in IT and executing large deals. In his last assignment, Amit has worked as Director and Business Head, SAP, leading the SAP BFSI line of business across Indian subcontinent. Amit was responsible for revenue achievement, margin profitability, sales management and developing the business, market and ecosystem. Prior to that, Amit worked with large MNC's including Siemens, Intel and Dell.

Speaking on joining NIIT as **National Business Development Head, Corporate Learning – India**, Amit Kaul said, "I am pleased to take on this role, and excited about the possibilities that lie in the future. Bringing my experience of corporate sales on a platform of a trusted brand like NIIT, I look forward to working with the team and creating a truly world class offering in the Corporate Learning Solutions space in India."

About NIIT

Established in 1981, NIIT Limited, a global leader in Skills and Talent Development, offers multi-disciplinary learning management and training delivery solutions to corporations, institutions, and individuals in over 40 countries. NIIT has three main lines of business across the globe- Corporate Learning Group, Skills and Careers Group, and School Learning Group.

NIIT's Corporate Learning Group (CLG) offers Managed Training Services (MTS) to market-leading companies in North America, Europe, Asia, and Oceania. The comprehensive suite of Managed Training Services includes Custom Curriculum Design and Content Development, Learning Administration, Learning Delivery, Strategic Sourcing, Learning Technology, and Advisory Services. With a team of some of the world's finest learning professionals, NIIT is dedicated to helping customers increase the business value of learning and development (L&D). Built on the sound principles of 'Running Training like a Business', NIIT's Managed Training Services and best-in-class training processes enable customers to align business goals with L&D, reduce costs, realise measurable value, benefit from rock-solid operations, and increase business impact.

NIIT's Skills and Careers Group (SNC) delivers a diverse range of learning and talent development programs to millions of individual and corporate learners in areas including Banking, Finance & Insurance, Soft Skills, Business Process Excellence, Retail Sales Enablement, Management Education, Multi-Sectoral Vocational Skills, Digital Media Marketing, and new-age IT. These programs are delivered through a hybrid combination of the 'Cloud Campus' online platform, satellite-based 'Synchronous Learning Technology' and a physical network of hundreds of learning centers in India, China, and select markets in Asia & Africa. The flagship multi-disciplinary course offerings include the industry-endorsed RevGNIIT program and a set of Post Graduate Programs for students from different streams, apart from a wide range of specialist short duration programs.

To further strengthen its SNC portfolio in India, NIIT has tied up with industry majors like ICICI Bank for NIIT Institute of Finance Banking Insurance & Training Limited, IFBI; leading business schools in India for NIIT Imperia; Genpact for NIIT Uniqua; and a joint venture with NSDC for NIIT Yuvalyoti Limited. Besides



this, for the China market, NIIT has tied up with governments and software parks in Guian, Chongqing, Wuxi, Suzhou, Changzhou, Zhangjiagang, Haikou and Dafeng, for state-of-the-art public-private partnership centres.

As NIIT's wholly owned subsidiary for its K-12 school learning initiative - **MindChampion Learning Systems Limited (MLSL)**, is providing technology based learning to around 2,000 private schools across India, reaching out to more than a million students. The futuristic NIIT nGuru range of learning solutions for schools comprises Interactive Classrooms with digital content, technology-driven Math Lab, IT Wizard programs and Quick School - an Education Resource Planning software.

As the Most Trusted Brand in India for 3rd year in a row (Brand Trust Report, 2015), NIIT's learning and talent development solutions, continue to receive widespread recognition globally. NIIT has been named among the Top 20 Training Outsourcing Companies for the past seven consecutive years by Training Industry, Inc. USA. Further, leading Indian ICT journal Dataquest has conferred upon NIIT the 'Top Training Company' award successively for the past 20 years, since the inception of this category. NIIT YuvaJyoti Ltd was recognized as the Best Vocational Education and Skill Development initiative at the World Education Summit, 2014.

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