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October 17, 2016

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Subject: Press Release dated October 17, 2016

Scrip Code: BSE-500304; NSE- NIITLTD

Dear Sir,

Please find enclosed a copy of the press release titled “NIIT announces strategic initiatives to drive Leadership in Digital Learning.”

This is for your information and records.

Kindly acknowledge the receipt.

Thanking you,

Yours truly,
For NIIT Limited

Deepak Bansal
Company Secretary
& Compliance Officer
Encl: a/a

NIIT announces strategic initiatives to drive Leadership in Digital Learning

- Appoints **Barry Libert**, renowned Digital Board Member, CEO Advisor, Angel Investor & Author, as a Digital Advisor to the NIIT Board
- Enters into an exclusive partnership with the leaders in Business Model Science **OpenMatters** to address the training of top management on Digital Transformation and Digital Leadership

New Delhi, October 17, 2016: NIIT Limited, a global leader in Skills and Talent Development, today announced their intention to be the leader in Digital Training and Development for leaders and their organizations in India, China and Emerging Markets such as Indonesia, Vietnam, and Nigeria, as companies and their leaders struggle to survive and grow in today's network and platform centric world dominated by new-age digital disruptor companies.

With a strong focus on becoming the leader in the Digital Learning World and to further accelerate NIIT's own growth and profitability, the Company has charted a two-pronged business strategy:

- **First an Internal Initiative** addressing the Digital Transformation of its entire business model to drive growth, value and profitability; and
- **Second an External Initiative** focusing on training and consulting of individual and corporate customers to enable them to succeed in the digital world.

To this end, NIIT has entered into an exclusive partnership with US based OpenMatters LLC, the leader in Business Model Science. Under this partnership, NIIT will bring the content and expertise developed by OpenMatters for Wharton's SEI Center, Knowledge@Wharton, and Harvard Business Review (HBR) to the India, China and Emerging Markets to address the leadership and management needs of the CXO/VP/Middle Management community.

In a related move, NIIT has appointed Barry Libert, CEO of OpenMatters as the Digital Advisor to the NIIT Board. Barry Libert, is a Senior Fellow at the Wharton School and an author and columnist at HBR, K@W, Forbes and the WSJ. As an expert in Digital Leadership and Business Model Transformation, Barry has co-authored numerous books, articles, training materials, workbooks and faculty guides. Barry leads a team of experts who are continuously researching digital leadership and business models using machine learning and advanced text mining while exploring the underlying drivers of value and growth in the age of platforms and networks.

NIIT's current digital transformation initiatives StackRoute and DigiNxt focus on Digital Innovator training and Digital Developer training respectively. Now this new relationship with Barry Libert and OpenMatters will expand its digital offerings - **Digital to Leaders**, and allow NIIT to address the end to end needs of organizations and governments seeking to reskill their entire workforce from CXOs to frontline workers to succeed in the digital age.

Speaking on this significant development **Mr. Rahul Patwardhan, CEO NIIT Ltd.**, said, "This two tiered partnership is in line with our strategy to play a leadership role in the Digital Learning World, leveraging the exciting new age Digital Technologies that are impacting every industry and every company and

their business model. First, we are delighted to have Barry Libert as a Digital board Advisor, whose valuable advice will help us build and execute a digital transformation roadmap for companies in India, China and Emerging Markets and our own company; and second, we are going to leverage the training materials developed for Wharton and HBR in the India, China and Emerging Markets”

Speaking on his appointment as a **Digital Transformation Advisor to the NIIT Board**, Barry Libert said, *“This is indeed an exciting role that will allow us to offer our insights and advice to NIIT in order to partner with NIIT to help leaders throughout India, China and Emerging Markets drive their digital transformation agenda starting with leadership transformation and ending with more valuable business models.”*

According to the MIT Centre for Digital Business, 77% of organizations consider missing digital skills as the key hurdle to their transformation strategy. Therefore, Indian & Global IT Companies are investing heavily in building digital transformation skills to enable their clients transform digitally.

About NIIT

NIIT is a leading Skills and Talent Development Corporation that is building a manpower pool for global industry requirements. The company, which was set up in 1981 to help the nascent IT industry overcome its human resource challenges, today ranks among the world’s leading training companies owing to its vast and comprehensive array of talent development programs. With a footprint across 40 nations, NIIT offers training and development solutions to Individuals, Enterprises and Institutions. 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 **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 **Digital Transformation**, Banking, Finance & Insurance, Soft Skills, Business Process Excellence, Retail Sales Enablement, Management Education, Multi-Sectoral Vocational Skills, Digital Media Marketing, and new-age IT. As NIIT’s wholly owned subsidiary for its K-12 school learning initiative - **MindChampion Learning Systems Limited (MLSL)**, provides futuristic NIIT nGuru range of learning solutions for schools comprising, interactive Classrooms with digital content, technology-driven Math Lab, IT Wizard programs and Quick School - an Education Resource Planning software.

About OpenMatters

OpenMatters is the leader in Business Model Science™. It focuses on analysing business models, the missing ingredient in leadership and corporate governance (capital allocation) and the underlying sources of value. The firm harnesses today’s advanced technologies including machine learning and text mining to categorize and measure business model performance and capital allocation (both financial and non-financial) by boards and leaders which it calls The Business Graph™. Further, it has developed three products – Training, Ratings and Rankings, and Investment Indices (ETF’s) – that help leaders and investors make better decisions in order to drive growth, value and profits.

As Senior Fellow at the Wharton SEI Center, Barry Libert, along with Megan Beck (Wharton SEI Research Fellow), leads the dedicated research project called the 21st Century Enterprise. The mission of the 21st Century Enterprise is to examine the emergence of new digital platform and network based

organizational models and their impact on leadership, growth, profits and value. (see below research announcement)

<https://news.wharton.upenn.edu/press-releases/2016/06/networks-and-platform-based-business-models-win-in-the-digital-age-according-to-a-new-study-by-the-wharton-school-of-the-university-of-pennsylvanias-sei-center-for-advanced-studies-in-m/>

The Wharton SEI Center for Advanced Studies in Management is the world's first "think tank" for management education. The Wharton SEI Center ensures the relevance of management research and teaching to the evolving needs of business and society in the 21st century.

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