



**NIIT Limited**

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May 17, 2017

**The Manager**  
**BSE Limited**  
Corporate Relationship Department,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building  
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Dalal Street, Mumbai 400 001

**The Manager**  
**National Stock Exchange of India Ltd**  
Listing Department  
Exchange Plaza  
5<sup>th</sup> Floor, Plot no C/1, G Block  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

**Subject: Press Release for Audited Financial Results**

Dear Sir,

Please find enclosed a copy of the press release for Audited Financial Results for the financial year ended March 31, 2017.

This is for your information and records.

Thanking you,

Yours truly,

For NIIT Limited

**Deepak Bansal**  
**Company Secretary &**  
**Compliance Officer**

## NIIT Limited declares Consolidated Results for Q4 and FY 2016-17

- Q4 Revenue at Rs. 361.5 Cr, up 51% YoY; Q4 PAT at Rs. 30.2 Cr, up 70% YoY
- FY17 Revenue Rs. 1187.7Cr, up 18% YoY on a PAT of Rs. 65.1 Cr
- Wins landmark annuity deal with Real Estate Council of Ontario, Canada
- Launches 'India's Nxt Tech Star' movement to build the Next-Gen Digital workforce
- Adds 392 new private school clients in Q4, up 221% YoY
- NIIT ranked as 'India's Most Trusted Training Brand' for 5<sup>th</sup> year in a row

New Delhi, May 17, 2017: NIIT Limited, a global leader in skills and talent development, today reported its results for the fourth quarter ending March 31, 2017.

### Quarter 4 highlights:

| NIIT Limited<br>Consolidated Financials for Quarter ended March 31, 2017 |                                 |                                 |            |
|--|---------------------------------|---------------------------------|------------|
| (in Rs. Crore)   | Quarter ended<br>March 31, 2017 | Quarter ended<br>March 31, 2016 | YoY growth |
| Net Revenue  | 361.5                           | 238.9                           | +51%       |
| EBITDA   | 17.2                            | 13.2                            | +30%       |
| Profit After Tax   | 30.2                            | 17.8                            | +70%       |

### FY 2016- 17 highlights:

| NIIT Limited<br>Consolidated Financials for Year ended March 31, 2017 |                              |                              |            |
|---|------------------------------|------------------------------|------------|
| (in Rs. Crore)  | Year ended<br>March 31, 2017 | Year ended<br>March 31, 2016 | YoY growth |
| Net Revenue   | 1187.7                       | 1006.9                       | +18%       |
| EBITDA  | 76.0                         | 71.2                         | +7%        |
| Forex Gain/ (Loss)  | (7.5)                        | +2.1                         | (9.6 Cr)   |
| Profit After Tax  | 65.1                         | 67.2                         | (3)%       |

During the quarter, the company recorded a Net Revenue of Rs. 361.5Cr, up 51% YoY and a PAT of Rs. 30.2 Cr, up 70% YoY. For the full year, the Company's Net Revenue stood at Rs. 1187.7 Cr, up 18% YoY and PAT was recorded at Rs. 65.1 Cr. Cash Management in Q4 was robust, with Net Debt reducing to Rs. 41.9Cr from Rs. 103.8Cr last quarter; and DSO days reduced to 79 days from 98 days last quarter.



The results were taken on record at the meeting of the Board of Directors here today.

Speaking on the company's performance, **Mr. Rahul Patwardhan, Chief Executive Officer, NIIT Limited** said, *"During FY17, we invested in the Renewal & Growth Phase of our Transformation Strategy, with emphasis on Digital Transformation of NIIT as well as supporting Digital Transformation of our clients. We delivered a strong operational performance for Q4 & FY17, in spite of significant turbulence due to Demonetization and Forex Loss."*

**Mr. Sapnesh Lalla, CEO Designate, NIIT Limited** said, *"NIIT's Corporate Learning Group delivered strong revenue growth of 90% YoY during Q4 on the back of significantly higher strategic sourcing revenue. The overall revenue visibility at Q4 stood at USD 248.7 Mn up 24% YoY. We added 2 new MTS clients this quarter, renewed 1 existing contract; and received letters of intent for 3 more global clients, making Q4 a landmark quarter"*.

**Corporate Learning Group (CLG) recorded revenues of Rs. 257.8Cr, up 90% YoY during Q4.** Full year revenue for CLG was recorded at Rs 766.2 Cr, up 35% YoY. It added 2 new MTS customers in Q4, taking the total number of MTS customers to 34. Managed Training Services (MTS) portfolio contributed 97% to Q4 CLG revenue. Q4 Order intake of FY17 was up 43% YoY.

NIIT Canada led Consortium was selected by Real Estate Council of Ontario as the exclusive provider of mandatory education programs required to trade in Real Estate in Ontario, Canada. During this fiscal year, NIIT's CLG business has added 4 new multi-year contracts and 4 renewals in the Telecom, Oil & Gas, Life Sciences, Technology, Manufacturing, Energy, and Mining sectors.

During the quarter, the B2B India team continued to strengthen its engagements with leading corporate clients like Wipro, ICICI, Reliance, Vodafone, Gionee, Maruti-Suzuki, Deloitte among many other blue-chip Indian & MNC firms in the country.

**StackRoute™**, a pioneering initiative from NIIT successfully created a talent pool of hundreds of Digital innovators for the IT industry in a short span of a year. The initiative has received an overwhelming response from the industry. StackRoute currently services three of the Top Indian IT Services firms in Bangalore, Chennai & Delhi NCR. Based on an immersive product development experience, the path-breaking program focuses on creating elite full-stack programmers who are at the core of Digital Transformation initiatives worldwide.

During the year, NIIT further strengthened its operations for **Training.com** - a multi-modal learning platform, by entering into a partnership with **IIM Calcutta** to launch an exclusive program called LEAD - Learn Enhance Aspire and Deliver. The program is specifically designed for CXOs who seek to renew their business knowledge, managerial capabilities and sharpen their leadership acumen. Further, Training.com in association with IIM Calcutta announced the first batch of Executive Program in Digital and Social Media Marketing Strategy during the quarter.

Within a short span of time, **Training.com** has generated more than 1.2 million visitors with over 2 million page views. Training.com has built a portfolio of 30 advanced courses including 5 marquee programs from IIM Calcutta. The learning platform has seen over 600 paid registrations to date, and generated a revenue visibility of over Rs 50 million. The programs have seen encouraging feedback from users and high course completion at over 90%.



Commenting on Training.com, Rajan Venkataraman, Chief Digital Officer, NIIT Ltd. said, *"Since our inception, NIIT has been innovatively using technology to redefine the education and the training space. Aligning ourselves to the talent requirements of the industry in the wake of digital transformation we have further strengthened our multi-modal platform – Training.com this year. Through this platform, we aim to make high quality education and training available to aspiring professionals and youth across the globe using technology enabled delivery models. In particular, we are focused on partnering with the IT/ITES industry to address the critical need for Digital Skills."*

**Skills & Careers Business (SNC)** recorded Q4 net revenue of Rs. 75.1 Cr, up 3% YoY; and Q4 EBITDA of Rs 3.1 Cr with an EBITDA margin of 4%, up from Rs -1.9 Cr EBITDA on a EBITDA margin of -3% in Q4 FY16, in spite of some residual impact of demonetization.

Speaking on the occasion, Mr. Prakash Menon, President, Global Retail Business, NIIT Limited said, *"Encouraged by the positive response to our digiNxt career programs we are now developing programs to help youth fast track their career in today's hi-tech environment. India's Nxt Tech Star is one such initiative. We are partnering closely with many of India's engineering colleges, to address the urgent critical shortage of Digital skilled fresh IT workforce for the IT/ITES industry."*

Renewing its commitment to building India's Nxt Gen IT workforce, NIIT launched diginxt 'India's Nxt Tech Star' movement, a hunt for the next gen techie who can showcase real App ideas to the world.

During the quarter, NIIT unveiled its **biggest Big Data talent training base** at Guiyang City in China to conduct IT and Big Data training for university graduates, working professionals and government employees in Guizhou province. Further, NIIT launched its first specialized IT center in Hoa Sen, Vietnam to create talent pool for Digitalization of Vietnam, and unveiled its Centre of Excellence in Bangladesh.

**NIIT.tv** entered into a tie-up with Buddy4Study - India's leading scholarship platform during the quarter. Under this tie-up select scholarships from Buddy4Study will be displayed on NIIT.tv, allowing interested users to search and apply for scholarships relevant to their profile. **NIIT.tv** now has over 6,50,000 registered users from 175 Countries.

During the quarter, **NIIT Imperia** - Centre for Advanced Learning Institute along with **IIM Calcutta** announced a fresh batch for Advanced Program for Marketing Professionals (APMP). This is a unique program specially designed to equip managers and practitioners with cutting edge knowledge on both strategic & tactical issues in sales and marketing. NIIT Imperia also announced the sixth batch for Executive Program in Business Management (EPBM) along with **IIM Lucknow**.

NIIT further strengthened its Banking portfolio during the year, by bagging contracts from leading Public Sector Banks namely – **United Bank of India, Bank of Maharashtra and Bank of Baroda**.

**MindChampion Learning Systems Limited (MLSL)** registered net revenue of Rs. 28.2Cr during the quarter; and an EBITDA of Rs 2.9 Cr and EBITDA margin of 10%. In Q4 it added 392 schools to its customer base, up 221% YoY. Go forward revenues from non-asset based private school business, grew 49% YoY in Q4, and 29% in FY17.

Mr. Gavin Dabreo, CEO of MLSL said, *"FY '17 was focused on building stability in operations and increasing efficiency. MLSL is now poised for accelerated growth. We aim to redefine the school learning space by delivering Technology enabled outcome linked products."*



During the quarter, MLSL launched state-of-the-art **NIIT Nguru Practice Plus** - an academically designed online solution for K-12 that enables continuous practice and assessment this quarter. **Nguru MathPlus** – a unique solution designed for fostering mathematical skills using colours, shapes and real-life examples was also unveiled.

### Other Q4 Highlights:

- **NIIT** ranked as 'India's Most Trusted Training Brand' for 5<sup>th</sup> year in a row, by **Brand Trust Report, 2017**.
- **NIIT** named to **TrainingIndustry.com's Top 20 IT Training Companies List** for 10<sup>th</sup> consecutive year.
- **Training.com** won 'eEducation Services of the Year' – Online educational services award 2017 by Franchise India.

### 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 & Careers Group and MindChampion Learning Systems Limited.

**NIIT's Corporate Learning Group (CLG)** offers Managed Training Services (MTS) to market-leading companies in North America, Europe, Asia, and Oceania. The **Skills & 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. The **Training.com** learning platform is an NIIT initiative for advanced career programs, which are delivered live by industry experts in an immersive and interactive online mode, combining instructor-led classrooms with the convenience of accessing the training sessions from anywhere.

As the Most Trusted Training Brand in India for 5th year in a row (Brand Trust Report, 2017), 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 nine 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 has also been featured as the 'Most Respected Education Company'- 2016 by leading financial magazine, Business World. **NIIT.tv** – a disruptive innovation by NIIT, won the prestigious award for 'Educational Technology, at the Indo-American Education Summit 2016.



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