



## NIIT Limited

Regd Office : NIIT House, C-125 Okhla Ph-1, New Delhi-110020  
Ph : 91 (11) 41407000 Fax : 91 (11) 26817344 Website : <http://www.niit.com>  
Email : [investors@niit.com](mailto:investors@niit.com)

### Unaudited Financial Results for the Quarter Ended 31st December 2007

(Rs. Lacs)

Particulars	Quarter Ended 31st Dec, 2007 (Limited Review)*	Corresponding Quarter Ended 31st Dec, 2006 (Limited Review)	Nine months Period ended 31st Dec, 2007 (Unaudited)	Corresponding Nine months Period ended 31st Dec, 2006 (Unaudited)	Previous Year Ended 31st March, 2007 (Audited)
(1)	(2)	(3)	(4)	(5)	(6)
<b>1. Income from Operations</b>	<b>10,251</b>	<b>9,353</b>	<b>32,342</b>	<b>28,272</b>	<b>39,027</b>
<b>2. Other Income</b>					
- Interest	106	109	318	322	434
- Others	408	424	949	595	914
<b>3. Total Income (1+2)</b>	<b>10,765</b>	<b>9,886</b>	<b>33,609</b>	<b>29,189</b>	<b>40,375</b>
<b>4. Expenditure</b>					
a) (Increase)/Decrease in stock	141	(131)	84	(387)	(315)
b) Purchase of traded goods	1,133	1,177	4,123	3,250	4,374
c) Personnel Cost	3,236	2,723	9,560	7,870	10,879
d) Development, Production & Execution	1,696	1,756	4,769	4,915	6,536
e) Depreciation	838	827	2,727	2,275	3,140
f) Other Expenditure	3,288	2,644	10,709	8,638	11,725
<b>g) Total</b>	<b>10,332</b>	<b>8,996</b>	<b>31,972</b>	<b>26,561</b>	<b>36,339</b>
5. Interest Expenses	244	246	750	591	843
<b>6. Profit (+) / Loss (-) before tax</b>	<b>189</b>	<b>644</b>	<b>887</b>	<b>2,037</b>	<b>3,193</b>
<b>7. Tax Expense</b>	<b>113</b>	<b>(169)</b>	<b>424</b>	<b>(55)</b>	<b>31</b>
- Current Tax	196	61	758	203	320
- Deferred Tax Charge/ (Credit)	(143)	(280)	(217)	(393)	(345)
- Fringe Benefit Tax	60	50	170	135	193
- MAT Credit entitlement	-	-	(287)	-	(137)
8. Provision/ (Write back) of tax relating to earlier years	-	-	-	(132)	(132)
<b>9. Net Profit (+)/ Loss(-)</b>	<b>76</b>	<b>813</b>	<b>463</b>	<b>2,224</b>	<b>3,294</b>
10. Paid up Equity Share Capital	3,293	1,945	3,293	1,945	1,976
Face Value (Refer notes 2 and 3 below)	Rs. 2/- each	Rs. 10/- each	Rs. 2/- each	Rs. 10/- each	Rs. 10/- each
<b>11. Reserves excluding Revaluation Reserves (as per balance sheet) of previous accounting year</b>					<b>28,902</b>
<b>12. Earnings Per Share (Rs.) - (not annualised) (Refer note 2 below)</b>					
- Basic	<b>0.05</b>	<b>0.56</b>	<b>0.29</b>	<b>1.53</b>	<b>2.26</b>
- Diluted	<b>0.05</b>	<b>0.54</b>	<b>0.29</b>	<b>1.49</b>	<b>2.18</b>
<b>13. Aggregate of Public Shareholding (Refer note 3 below)</b>					
- Number of Shares	115,014,628	12,774,323	115,014,628	12,774,323	13,070,569
- Percentage of Shareholding	69.86%	66.00%	69.86%	66.00%	66.16%

**\* Notes :-**

- 1) Subsequent to this quarter end the Company has signed the Share Purchase - Cum - Share Subscription Agreement to acquire 47.87% of share capital in Evolv Management Services Private Limited ("Evolv"). Also Evolv has become a subsidiary of the Company due to control of its composition of Board of Directors.
- 2) Basic and Diluted Earnings Per Share (EPS) has been restated for all the corresponding periods to give effect of issue of bonus shares and sub-division of shares in accordance with Accounting Standard 20 "Earnings Per Share". Therefore Earnings Per Share of corresponding previous quarter/ period is not comparable with the face value of shares.
- 3) Paid-up equity share capital and aggregate number of public shareholding for the current quarter and current nine months period represents shares at face value of Rs. 2 each (post sub-division of shares) as against face value of Rs. 10 each for the previous periods.
- 4) Pursuant to Employee Stock Option Plan 2005 "ESOP 2005", out of the option vested in the previous year under Grant I and II, 34,500 options (4,600 options before bonus and sub-division) have been exercised during the quarter. Further out of the total options granted during the year under Grant III, 22,500 options (3,000 options before bonus and sub-division) have lapsed during the quarter.
- 5) During the quarter, the Company has further disposed off part of its holding in Mindshaper Technologies Pvt. Limited for a consideration of Rs. 20 lacs, with this disposal Mindshaper Technologies Pvt. Limited ceases to be an associate of the Company.
- 6) Pursuant to the implementation of Accounting Standard 11 "The Effects of changes in Foreign Exchange Rates", as prescribed by Companies (Accounting Standard) Rules 2006, in relation to foreign currency liabilities attributable to acquisition of fixed assets, the Company has recognised an exchange gain of Rs. 4 Lacs for the current quarter (Rs. 118.37 Lacs for period ended December 31, 2007) with corresponding impact on the profit before taxes.
- 7) Development, Production and Execution expenses include course execution charges for the quarter ended December 31, 2007 amounting to Rs. 817 Lacs (corresponding previous quarter and year Rs. 893 Lacs and Rs. 3,067 Lacs respectively). Other expenses includes advertisement expenses amounting to Rs. 736 Lacs for the current quarter (corresponding previous quarter and year, Rs. 580 Lacs and Rs. 3,460 Lacs respectively)
- 8) The sub businesses are fully aligned to global learning business of the Company and the same are being viewed by the management as a single primary segment, i.e. Learning Business.
- 9) At the beginning of the quarter, 2 investor complaints were pending for resolution, 28 complaints were received during the current quarter, 30 complaints were disposed off and no complaint was pending for resolution as on December 31, 2007.
- 10) The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification.
- 11) The above results of the Company prepared on a standalone basis have been approved and taken on record by the Board of Directors of the Company at its meeting held on January 21, 2008.

**By order of the Board**

**Place: New Delhi**  
**Dated: January 21, 2008**

**Vijay K. Thadani**  
**CEO & Whole time Director**