

# NIIT

Consolidated  
PAT up 74% YoY

Individual Learning  
Solutions Enrollments  
up 22%

Corporate and  
Institutional Order  
intake up 31%

## NIIT Limited

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### Unaudited Financial Results (Standalone) for the Quarter Ended 31st December, 2009

(Rs. Lacs)

Particulars	3 months ended (31/12/2009)	Corresponding 3 months ended (31/12/2008)	Year to date figures for current period ended (31/12/2009)	Year to date figures for the corresponding period ended (31/12/2008)	Previous accounting year ended (31/03/2009)
	Limited Review*	Limited Review	Unaudited	Unaudited	Audited
(1)	(2)	(3)	(4)	(5)	(6)
1 a) Net Sales/Income from Operations	14,687	12,336	47,474	39,675	54,562
b) Other Operating Income	-	-	-	-	-
<b>2 Expenditure</b>					
a) (Increase)/ Decrease in stock	(40)	4	(236)	(426)	188
b) Purchase of traded goods	3,341	1,787	12,641	5,750	7,690
c) Personnel Cost	2,855	3,246	8,622	10,200	13,114
d) Development, Production & Execution	3,209	2,959	8,905	7,901	11,072
e) Depreciation	1,336	1,151	4,036	2,850	4,024
f) Other expenditure	3,501	3,160	11,712	11,647	14,672
<b>g) Total</b>	<b>14,202</b>	<b>12,307</b>	<b>45,680</b>	<b>37,922</b>	<b>50,760</b>
<b>3 Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>385</b>	<b>29</b>	<b>1,794</b>	<b>1,753</b>	<b>3,802</b>
4 Other Income					
- Interest	214	192	810	396	776
- Others	271	203	785	2,120	3,391
<b>5 Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>870</b>	<b>424</b>	<b>3,389</b>	<b>4,269</b>	<b>7,969</b>
6 Interest Expense	622	496	1,907	1,025	1,617
<b>7 Profit after Interest but before Exceptional Items (5-6)</b>	<b>248</b>	<b>(72)</b>	<b>1,482</b>	<b>3,244</b>	<b>6,352</b>
8 Exceptional Items	-	-	-	-	-
<b>9 Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)</b>	<b>248</b>	<b>(72)</b>	<b>1,482</b>	<b>3,244</b>	<b>6,352</b>
<b>10 Tax expense</b>	<b>133</b>	<b>(38)</b>	<b>552</b>	<b>837</b>	<b>1,631</b>
- Current Tax	200	(309)	732	350	907
- Deferred Tax Charge/ (Credit)	(67)	207	(180)	297	480
- Fringe Benefit Tax	-	64	-	190	244
<b>11 Net Profit (+)/Loss(-) after tax (9-10)</b>	<b>115</b>	<b>(34)</b>	<b>930</b>	<b>2,407</b>	<b>4,721</b>
12 Paid-up equity share capital	3,302	3,300	3,302	3,300	3,300
Face Value	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each
<b>13 Reserve excluding revaluation reserves as per balance sheet of previous accounting year</b>					<b>35,174</b>
<b>14 Earnings Per Share (EPS) (Rs.) (not annualised)</b>					
- Basic	<b>0.07</b>	<b>(0.02)</b>	<b>0.56</b>	<b>1.46</b>	<b>2.86</b>
- Diluted	<b>0.07</b>	<b>(0.02)</b>	<b>0.56</b>	<b>1.46</b>	<b>2.86</b>
<b>15 Public shareholding</b>					
- Number of shares	108,935,230	111,962,356	108,935,230	111,962,356	108,821,619
- Percentage of shareholding	65.98%	67.86%	65.98%	67.86%	65.96%
<b>16 Promoters and promoter group Shareholding</b>					
a) Pledged/Encumbered					
- Number of shares	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA
- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	NA	NA
b) Non-encumbered					
- Number of shares	56,160,367	56,160,367	56,160,367	56,160,367	56,161,367
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	34.02%	34.02%	34.02%	34.02%	34.04%

**\* Notes:-**

- 1) Under the Employee Stock Option Plan 2005 (ESOP 2005), approved by the shareholders, 5,625 options have lapsed during the quarter and 1,670,602 Options remains unexercised under Grant III and Grant IV as at quarter end. Further, the Compensation / Remuneration Committee of the Company at its meeting held on October 26, 2009 has granted 5,597,410 stock options under Grant V, out of which 53,055 options have been lapsed during the quarter and 5,544,355 options remains unvested as on December 31, 2009.
- 2) During the quarter the Company has made further long term investment in the following subsidiaries:
  - i) NIIT Institute of Finance Banking and Insurance Training Limited Rs. 105 Lacs.
  - ii) NIIT Multimedia Limited Rs. 235 Lacs
  - iii) Purchase of shares in Hole in the Wall Education Limited Rs. 15 Lacs
- 3) Development, Production and Execution expenses include course execution charges for the current quarter amounting to Rs. 1,866 Lacs (corresponding previous quarter and previous year Rs. 2,015 Lacs and Rs. 7,454 Lacs respectively).
- 4) 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.
- 5) At the beginning of the quarter, there was no investor complaint pending for resolution, 30 complaints were received during the current quarter and all were resolved.
- 6) The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification.
- 7) The above results have been approved and taken on record by the Board of Directors of the Company at its meeting held on January 23, 2010.

By order of the Board  
For NIIT Limited

Place: New Delhi  
Dated: January 23, 2010

Vijay K. Thadani  
CEO & Whole time Director