

# NIIT

## Q3 Consolidated-Financial Highlights

Consolidated Q3 PAT  
up 36% YoY

Individual Learning Solutions  
Revenue up 22%

Corporate Learning Solutions  
records order intake of  
USD 33.1Mn

New Businesses grow  
33% YoY in Revenue

### NIIT Limited

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#### Unaudited Financial Results (Standalone) for the Quarter Ended 31st December, 2010

(Rs. Lacs)

Particulars	3 months ended (31/12/2010)	Corresponding 3 months ended (31/12/2009)	Year to date figures for current period ended (31/12/2010)	Year to date figures for the corresponding period ended (31/12/2009)	Previous accounting year ended (31/03/2010)
	Limited Review*	Limited Review	Unaudited	Unaudited	Audited
(1)	(2)	(3)	(4)	(5)	(6)
1 a) Net Sales/Income from Operations	16,122	14,587	47,878	47,474	62,517
b) Other Operating Income	-	-	-	-	-
<b>2 Expenditure</b>					
a) (Increase)/ Decrease in stock	100	(40)	(59)	(236)	(89)
b) Purchase of traded goods	2,322	3,341	7,477	12,641	14,440
c) Personnel Cost	3,541	2,855	10,821	8,622	11,742
d) Development, Production & Execution	3,509	3,209	9,859	8,905	11,544
e) Depreciation	1,465	1,336	4,328	4,036	5,418
f) Other expenditure	3,839	3,501	13,110	11,712	15,464
<b>g) Total</b>	<b>14,776</b>	<b>14,202</b>	<b>45,536</b>	<b>45,680</b>	<b>58,519</b>
<b>3 Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>1,346</b>	<b>385</b>	<b>2,342</b>	<b>1,794</b>	<b>3,998</b>
4 Other Income					
- Interest	242	214	612	810	1,108
- Others	304	271	983	785	1,960
<b>5 Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>1,892</b>	<b>870</b>	<b>3,937</b>	<b>3,389</b>	<b>7,066</b>
6 Interest Expense	719	622	2,034	1,907	2,581
<b>7 Profit (+)/Loss(-) after interest but before Exceptional Items (5-6)</b>	<b>1,173</b>	<b>248</b>	<b>1,903</b>	<b>1,482</b>	<b>4,485</b>
8 Exceptional Items	-	-	-	-	-
<b>9 Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)</b>	<b>1,173</b>	<b>248</b>	<b>1,903</b>	<b>1,482</b>	<b>4,485</b>
<b>10 Tax expense</b>	<b>359</b>	<b>133</b>	<b>471</b>	<b>552</b>	<b>1,368</b>
- Current Tax	516	200	629	732	1,021
- Deferred Tax Charge/ (Credit)	(157)	(67)	(190)	(180)	460
- Tax Charge/ (Credit) relating to earlier years	-	-	32	-	(113)
<b>11 Net Profit from Ordinary Activities after tax (9-10)</b>	<b>814</b>	<b>115</b>	<b>1,432</b>	<b>930</b>	<b>3,117</b>
12 Extraordinary item	-	-	-	-	-
<b>13 Net Profit for the period (11-12)</b>	<b>814</b>	<b>115</b>	<b>1,432</b>	<b>930</b>	<b>3,117</b>
14 Paid-up equity share capital	3,302	3,302	3,302	3,302	3,302
Face Value	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each
<b>15 Reserve excluding revaluation reserves as per balance sheet of previous accounting year</b>					<b>36,098</b>
<b>16 Earnings Per Share (EPS) (Rs.) (not annualised)</b>					
- Basic	0.50	0.07	0.87	0.56	1.89
- Diluted	0.50	0.07	0.87	0.56	1.89
<b>17 Public shareholding</b>					
- Number of shares	109,022,689	108,935,230	109,022,689	108,935,230	109,022,689
- Percentage of shareholding	66.04%	65.98%	66.04%	65.98%	66.04%
<b>18 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	56,072,908	56,160,367	56,072,908	56,160,367	56,072,908
- 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)	33.96%	34.02%	33.96%	34.02%	33.96%

#### \* Notes:-

- Development, Production & Execution expenditure includes Course execution charges amounting to Rs. 1,635 Lacs for the current quarter (corresponding quarter and previous year Rs. 1,866 Lacs and Rs. 7,538 Lacs respectively).
- Under the Employee Stock Option Plan 2005 (ESOP 2005), approved by the shareholders, during the current quarter 216,564 options have lapsed and 6,849,613 Options remains unexercised under various grants as at quarter end. Further, the Compensation / Remuneration Committee of the Company at its meeting held on October 22, 2010 has granted 156,060 stock options under Grant VII, out of which 69,000 options have been lapsed during the quarter and 87,060 options remains unvested as on December 31, 2010.
- During the quarter the company has contributed an amount of Rs. 465 Lacs (corresponding quarter and previous year Nil and Rs. 150 Lacs respectively) in the corpus of The NIIT Institute of Information Technology, a society registered under the Societies Registration Act, 1860 which is within the overall limits approved by the shareholders.
- 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.
- At the beginning of the quarter, there were 2 investor complaints pending for resolution, 20 complaints were received during the current quarter, all the complaints were resolved and no complaint was pending for resolution as on December 31, 2010.
- The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification.
- The above results have been approved and taken on record by the Board of Directors of the Company at its meeting held on January 21, 2011.

By order of the Board  
For NIIT Limited

Place : New Delhi  
Date : January 21, 2011

Vijay K. Thadani  
CEO & Whole time Director