

NIIT

Q2 - FY 12, Consolidated - Financial Highlights

NIIT Cloud Campus
enrolments cross
11,000

Managed Training
Services registers 62%
volume growth YoY

NIIT solutions for
schools surpasses 10
million students mark

Net revenue up 11%
YoY at Rs 383.8 Cr

NIIT Limited

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Unaudited Financial Results (Standalone) for the Quarter Ended 30th September, 2011

(Rs. Lacs)

Particulars	3 months ended September 30, 2011	Corresponding 3 months ended September 30, 2010	Year to date figures for current period ended September 30, 2011	Year to date figures for the corresponding period ended September 30, 2010	Previous accounting year ended March 31, 2011
	Limited Review*	Limited Review	Unaudited	Unaudited	Audited
(1)	(2)	(3)	(4)	(5)	(6)
1 a) Net Sales/Income from Operations	19,632	17,572	35,254	31,756	64,801
b) Other Operating Income	-	-	-	-	-
2 Expenditure					
a) (Increase)/ Decrease in stock	(56)	(171)	(39)	(159)	(350)
b) Purchase of traded goods	2,951	2,761	5,689	5,155	10,422
c) Personnel Cost	4,853	3,832	9,119	7,280	14,267
d) Development, Production & Execution	4,055	3,416	8,002	6,350	14,178
e) Depreciation	1,685	1,460	3,198	2,863	5,770
f) Other expenditure	5,546	5,185	9,778	9,271	16,609
g) Total	19,034	16,483	35,747	30,760	60,896
3 Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	598	1,089	(493)	996	3,905
4 Other Income					
- Interest	68	191	130	370	763
- Others	741	252	1,127	679	2,179
5 Profit before Interest & Exceptional Items (3+4)	1,407	1,532	764	2,045	6,847
6 Interest Expense	657	701	1,244	1,315	2,673
7 Profit (+)/Loss(-) after Interest but before Exceptional Items (5-6)	750	831	(480)	730	4,174
8 Exceptional Items	-	-	-	-	1,361
9 Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)	750	831	(480)	730	5,535
10 Tax expense/ (Credit)	27	310	(203)	112	561
- Current Tax	94	109	94	113	1,082
- Deferred Tax Charge/ (Credit)	(67)	169	(297)	(33)	(284)
- MAT Credit Entitlement	-	-	-	-	(362)
- Tax Charge/ (Credit) relating to earlier years	-	32	-	32	125
11 Net Profit from Ordinary Activities after tax (9-10)	723	521	(277)	618	4,974
12 Extraordinary item	-	-	-	-	-
13 Net Profit for the period (11-12)	723	521	(277)	618	4,974
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
15 Reserve excluding revaluation reserves as per balance sheet of previous accounting year					38,329
16 Earnings Per Share (EPS) (Rs.) (not annualised)					
- Basic	0.44	0.32	(0.17)	0.37	3.01
- Diluted	0.44	0.32	(0.17)	0.37	3.01
17 Debt Service Coverage Ratio			2.52	2.06	3.54
18 Interest Service Coverage Ratio			3.35	3.65	5.02
19 Public shareholding					
- Number of shares	109,022,689	109,022,689	109,022,689	109,022,689	109,022,689
- Percentage of shareholding	66.04%	66.04%	66.04%	66.04%	66.04%
20 Promoters and promoter group Shareholding					
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	56,072,908	56,072,908	56,072,908	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%	33.96%	33.96%	33.96%	33.96%

*** Notes:-**

- 1) Subsequent to the quarter end, the Company has sold the investment in its step down subsidiary, Element K Corporation, based in Rochester, NY, USA, for consideration of \$110Mn in cash, subject to closing adjustments.
- 2) Other expenses includes advertisement expenses amounting to Rs. 2,088 Lacs for the current quarter (corresponding quarter and previous year Rs. 2,010 Lacs and Rs. 5,420 Lacs respectively).
- 3) During the quarter the Company has made long term investments of Rs. 170 Lacs in its subsidiary NIIT Yuva Jyoti Limited.
- 4) Under the Employee Stock Option Plan 2005 (ESOP 2005), approved by the shareholders, during the current quarter 300,135 options have lapsed and 5,714,964 Options remains unexercised under various grants as at the quarter end.
- 5) 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.
- 6) At the beginning of the quarter, there was no investor complaint pending for resolution, 15 complaints were received during the current quarter and all were resolved.
- 7) Formulae used for calculation of Debt Service Coverage ratio and Interest Service Coverage Ratio are as follows:
 - (a) Debt Service Coverage Ratio = Profit after tax but before Interest expense and Depreciation / loan repayments (excluding working capital and other short term loan repayments) and interest expense
 - (b) Interest Service Coverage Ratio = Profit after tax but before Interest expense and Depreciation / interest expense

8) Statement of Assets and Liabilities

(Rs. Lacs)

Particulars	As At September 30, 2011	As At September 30, 2010
	Limited Review	Limited Review
Shareholders' Funds		
Share Capital	3,302	3,302
Reserves And Surplus	38,052	36,716
Loan Funds	27,305	28,337
TOTAL	68,659	68,355
Fixed Assets	23,006	17,985
Investments	19,628	20,342
Deferred Tax Assets (Net)	567	19
Current Assets, Loans And Advances		
a Inventories	1,403	1,172
b Sundry Debtors	26,958	25,032
c Cash And Bank Balances	2,616	2,873
d Other Current Assets	9,471	7,128
e Loans And Advances	12,651	15,924
Less : Current Liabilities And Provisions		
a Current Liabilities	26,702	21,142
b Provisions	939	978
TOTAL	68,659	68,355

- 9) The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification.
- 10) The above results have been reviewed by the Audit Committee and approved and taken on record by the Board of Directors of the Company at its meeting held on October 21, 2011 and have been subjected to a Limited Review by the Statutory Auditors of the Company.

**By order of the Board
For NIIT Limited**

Place : New Delhi
Date : October 21, 2011

Vijay K. Thadani
CEO & Whole time Director