

**Consolidated Profit and Loss Account**  
**For The Quarter ended December 31, 2005**  
**(All figures in Rs. Million except %age & EPS)**

Particulars	OND'04	JAS'05	OND'05
<b>Systemwide Revenue</b>	<b>1,327</b>	<b>2,085</b>	<b>1,494</b>
Net Revenue	861	1,241	1,052
Other Income	7	15	(5)
<b>Total Income</b>	<b>868</b>	<b>1,256</b>	<b>1,047</b>
Operating Expenses	769	1,066	933
<b>Operating Profit (EBITDA)</b>	<b>92</b>	<b>175</b>	<b>119</b>
<i>Operating Margin</i>	<i>11%</i>	<i>14%</i>	<i>11%</i>
Depreciation	84	90	96
<b>Profit Before Tax</b>	<b>14</b>	<b>100</b>	<b>19</b>
Provision for Taxation - Current & Deferred	0	7	9
<b>Net Profit</b>	<b>14</b>	<b>93</b>	<b>10</b>
Share of Associates' Net Profit	34	38	45
<b>PAT after Associate Profit</b>	<b>48</b>	<b>132</b>	<b>55</b>
<b>EPS (Rs.)</b>			
- Basic	2.5	6.8	2.8
- Diluted		6.2	2.7

Unaudited & provisional figures



## Individual Business

Rs. Mn	OND'04	OND'05
Systemwide Revenue	578	707
YoY		22%
Net Revenue	271	352
YoY		30%
Operating Expenses	267	353
Operating Profit	4	-1
Operating Margin	2%	0%

Individual - Revenue Mix Portalwise	OND'04	OND'05
Careers	93%	95%
Others	7%	5%
Total	100%	100%

Enrolments	OND'04	OND'05
Total	42,347	61,685



## Institutional Business

Rs. Mn	OND'04	OND'05
<b>Systemwide Revenue</b>	249	296
YoY		19%
<b>Net Revenue</b>	243	294
YoY		21%
Operating Expenses	202	216
<b>Operating Profit</b>	41	77
<b>Operating Margin</b>	17%	26%

Order Position for Institutional (Rs Mn)	OND'05
Fresh Order Intake	31
Pending Order Book	1501
Executable in next 12 months	42%



## Corporate Business

Rs. Mn	OND'04	OND'05
Systemwide Revenue	500	491
YoY		-2%
Net Revenue	347	407
YoY		17%
Operating Expenses	301	364
Operating Profit	47	43
Operating Margin	13%	10%

Order Position for Corporate (USD Mn)	OND'05
Fresh Order Intake	10.38
Pending Order Book	22.59
Executable in next 12 months	70%



**Consolidated Revenue Analysis**

Systemwide Revenue Mix	OND'04	OND'05
Individual	43%	47%
Institutional	19%	20%
Corporate	38%	33%
Total	100%	100%

**Education Centres**

	Dec'04	Dec'05
Total Education Centres	3,528	5,034
incl International	280	235

**People**

	Dec'04	Dec'05
Total People Resource	1,755	2,103

**Shareholding Pattern**

	Dec'05
FII's	22%
Promoters Holding	41%
MFs/ FIs and Banks	8%
Others	29%
	100%