

Consolidated Profit and Loss Account

For the quarter ended June 30, 2006

(All figures in Rs. Million except %age & EPS)

Particulars	AMJ'05	JFM'06	AMJ'06
Systemwide Revenue	1,566	1,836	1,637
Net Revenue	1,064	1,149	1,102
Other Income	46	(21)	23
Total Income	1,110	1,129	1,125
Operating Expenses	920	984	948
Operating Profit (EBITDA)	143	165	154
<i>Operating Margin</i>	<i>13%</i>	<i>14%</i>	<i>14%</i>
Depreciation	86	102	106
Profit Before Tax	103	43	71
Provision for Taxation - Current & Deferred	7	7	(6)
Net Profit	96	37	77
Share of Associates' Net Profit	35	46	54
PAT after Associate Profit	131	83	132
EPS (Rs.)			
- Basic	6.8	5.0	6.8

Previous period figures may have been recast for comparison purposes



Individual Business

Rs. Mn	AMJ'05	AMJ'06
Systemwide Revenue	874	1,028
YoY		18%
Net Revenue	371	494
YoY		33%
Operating Expenses	359	420
Operating Profit	12	74
Operating Margin	3%	15%

Individual - Revenue Mix Portalwise	AMJ'05	AMJ'06
Careers	88%	91%
Others	12%	9%
Total	100%	100%

Enrolments	AMJ'05	AMJ'06
Total	76,204	81,776



Institutional Business

Rs. Mn	AMJ'05	AMJ'06
Net Revenue	319	171
YoY		-46%
Operating Expenses	259	160
Operating Profit	61	12
Operating Margin	19%	7%

Order Position for Institutional (Rs Mn)	AMJ'06
Fresh Order Intake	13
Pending Order Book	1487
Executable in next 12 months	44%



Corporate Business

Rs. Mn	AMJ'05	AMJ'06
Net Revenue	373	438
YoY		17%
Operating Expenses	301	369
Operating Profit	71	69
Operating Margin	19%	16%

Order Position for Corporate (USD Mn)	AMJ'06
Fresh Order Intake	15.1
Pending Order Book	34.97
Executable in next 12 months	61%



Consolidated Revenue Analysis

Systemwide Revenue Mix	AMJ'05	AMJ'06
Individual	56%	63%
Institutional	20%	10%
Corporate	24%	27%
Total	100%	100%

Education Centres

	Mar'06	June'06
Total Education Centres	4,632	4,606
incl International	275	279

People

	Mar'06	June'06
Total People Resource	2,259	2,424

Shareholding Pattern

	Mar'06	June'06
FII's	30%	41%
Promoters Holding	34%	34%
MFs/ FIs and Banks	7%	2%
Others	29%	22%
	100%	100%