

NIIT Limited**Consolidated Profit and Loss Account**

For the Period ended March 31,2009

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

| Particulars                                 | JFM'08       | JFM'09       | FY'08        | FY'09         |
|---|--------------|--------------|--------------|---------------|
| Systemwide Revenue                          | 3,823        | 4,652        | 14,016       | 16,893        |
| Net Revenue                                 | 2,724        | 3,008        | 10,068       | 11,486        |
| Other Income                                | 24           | (36)         | (104)        | (45)          |
| <b>Total Income</b>                         | <b>2,748</b> | <b>2,972</b> | <b>9,964</b> | <b>11,441</b> |
| Operating Expenses                          | 2,419        | 2,644        | 9,033        | 10,300        |
| <b>Operating Profit (EBITDA)</b>            | <b>304</b>   | <b>364</b>   | <b>1,036</b> | <b>1,186</b>  |
| <i>Operating Margin</i>                     | <i>11%</i>   | <i>12%</i>   | <i>10%</i>   | <i>10%</i>    |
| Depreciation                                | 127          | 192          | 529          | 647           |
| <b>Profit Before Tax</b>                    | <b>201</b>   | <b>137</b>   | <b>402</b>   | <b>493</b>    |
| Provision for Taxation - Current & Deferred | 24           | 40           | (20)         | 104           |
| <b>Net Profit</b>                           | <b>177</b>   | <b>96</b>    | <b>422</b>   | <b>389</b>    |
| Share of Associates' Net Profit             | 75           | 80           | 334          | 309           |
| <b>PAT after Associate Profit</b>           | <b>252</b>   | <b>177</b>   | <b>756</b>   | <b>698</b>    |
| <b>EPS (Rs.)</b>                            |              |              |              |               |
| - Basic                                     | 1.6          | 1.1          | 4.7          | 4.2           |

*Previous period figures may have been recast for comparison purposes*

## Individual Learning Solutions - IT

| Rs. Mn             | JFM'08 | JFM'09 | FY'08 | FY'09 |
|--------------------|--------|--------|-------|-------|
| Systemwide Revenue | 1,974  | 2,662  | 7,119 | 9,317 |
| YoY                |        | 35%    |       | 31%   |
| Net Revenue        | 900    | 1035   | 3241  | 3982  |
| YoY                |        | 15%    |       | 23%   |
| Operating Expenses | 705    | 797    | 2576  | 3117  |
| Operating Profit   | 195    | 237    | 664   | 865   |
| Operating Margin   | 22%    | 23%    | 21%   | 22%   |

| Individual - Revenue Mix Portalwise | JFM'08 | JFM'09 | FY'08 | FY'09 |
|-------------------------------------|--------|--------|-------|-------|
| Careers                             | 93%    | 93%    | 92%   | 92%   |
| Others                              | 7%     | 7%     | 8%    | 8%    |
| Total                               | 100%   | 100%   | 100%  | 100%  |

| Enrolments | JFM'08  | JFM'09 | FY'08   | FY'09   |
|------------|---------|--------|---------|---------|
| Total      | 104,085 | 96,067 | 389,350 | 438,376 |

## School Learning Solutions

| Rs. Mn             | JFM'08 | JFM'09 | FY'08 | FY'09 |
|--------------------|--------|--------|-------|-------|
| Net Revenue        | 379    | 442    | 1,012 | 1,383 |
| YoY                |        | 16%    |       | 37%   |
| Operating Expenses | 335    | 362    | 881   | 1170  |
| Operating Profit   | 44     | 80     | 131   | 214   |
| Operating Margin   | 12%    | 18%    | 13%   | 15%   |

| Order Position for Institutional (Rs Mn) | JFM'08 | JFM'09 | FY'08 | FY'09 |
|--|--------|--------|-------|-------|
| Fresh Order Intake                       | 839    | 1,008  | 1,314 | 3,320 |
| Pending Order Book                       |        |        | 1,319 | 3,255 |
| Executable in next 12 months             |        |        | 42%   | 32%   |

## Corporate Learning Solutions

| Rs. Mn             | JFM'08 | JFM'09 | FY'08 | FY'09 |
|--------------------|--------|--------|-------|-------|
| Net Revenue        | 1,334  | 1,481  | 5,508 | 5,786 |
| YoY                |        | 11%    |       | 5%    |
| Operating Expenses | 1,274  | 1,386  | 5,242 | 5,603 |
| Operating Profit   | 60     | 95     | 266   | 183   |
| Operating Margin   | 5%     | 6%     | 5%    | 3%    |

| Order Position for Corporate (USD Mn) | JFM'08 | JFM'09 | FY'08 | FY'09 |
|---------------------------------------|--------|--------|-------|-------|
| Fresh Order Intake                    | 45.3   | 30.5   | 151.4 | 139.4 |
| Pending Order Book                    |        |        | 73.5  | 78.1  |
| Executable in next 12 months          |        |        | 62%   | 62%   |

## New Businesses

| Rs. Mn                    | JFM'08 | JFM'09 | FY'08 | FY'09 |
|---------------------------|--------|--------|-------|-------|
| <b>Systemwide Revenue</b> | 136    | 67     | 377   | 406   |
| YoY                       |        | -50%   |       | 8%    |
| <b>Net Revenue</b>        | 112    | 50     | 308   | 334   |
| YoY                       |        | -55%   |       | 9%    |
| Operating Expenses        | 106    | 98     | 334   | 410   |
| <b>Operating Profit</b>   | 7      | -48    | -26   | -75   |
| Operating Margin          | 6%     | -95%   | -8%   | -23%  |

| Order Position for New business (Rs. Mn) | JFM'08 | JFM'09 | FY'08 | FY'09 |
|--|--------|--------|-------|-------|
| Fresh Order Intake                       | 134    | 36     | 341   | 278   |
| Pending Order Book                       |        |        | 78    | 46    |

## NIIT Limited

### Education Centres

|                         | Dec'08 | Mar'09 |
|-------------------------|--------|--------|
| Total Education Centres | 8,703  | 10,758 |
| incl<br>International   | 351    | 351    |

### People

|                       | Dec'08 | Mar'09 |
|-----------------------|--------|--------|
| Total People Resource | 3,850  | 3,641  |

### Shareholding Pattern

|                    | Dec'08 | Mar'09 |
|--------------------|--------|--------|
| FII's              | 35%    | 28%    |
| Promoters Holding  | 32%    | 34%    |
| MFs/ FIs and Banks | 5%     | 4%     |
| Others             | 28%    | 34%    |
|                    | 100%   | 100%   |