

**NIIT Limited****Consolidated Profit and Loss Account**

For the Period ended March 31,2010

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

| Particulars                                 | JFM'09       | JFM'10       | FY'09         | FY'10         |
|---|--------------|--------------|---------------|---------------|
| <b>Systemwide Revenue</b>                   | <b>4,652</b> | <b>4,756</b> | <b>16,893</b> | <b>17,964</b> |
|   |              |              |               |               |
| Net Revenue                                 | 3,008        | 2,950        | 11,486        | 11,993        |
| Other Income                                | (36)         | (57)         | (45)          | (329)         |
| <b>Total Income</b>                         | <b>2,972</b> | <b>2,893</b> | <b>11,441</b> | <b>11,664</b> |
|   |              |              |               |               |
| Operating Expenses                          | 2,644        | 2,474        | 10,300        | 10,425        |
|   |              |              |               |               |
| <b>Operating Profit (EBITDA)</b>            | <b>364</b>   | <b>475</b>   | <b>1,186</b>  | <b>1,569</b>  |
| <i>Operating Margin</i>                     | <i>12%</i>   | <i>16%</i>   | <i>10%</i>    | <i>13%</i>    |
|   |              |              |               |               |
| Depreciation                                | 192          | 195          | 647           | 751           |
|   |              |              |               |               |
| <b>Profit Before Tax</b>                    | <b>137</b>   | <b>223</b>   | <b>493</b>    | <b>488</b>    |
| Provision for Taxation - Current & Deferred | 40           | 80           | 104           | 108           |
|   |              |              |               |               |
| <b>Net Profit</b>                           | <b>96</b>    | <b>143</b>   | <b>389</b>    | <b>380</b>    |
|   |              |              |               |               |
| Share of Associates' Net Profit             | 80           | 104          | 309           | 322           |
|   |              |              |               |               |
| <b>PAT after Associate Profit</b>           | <b>177</b>   | <b>247</b>   | <b>698</b>    | <b>702</b>    |
|   |              |              |               |               |
| <b>EPS (Rs.)</b>                            |              |              |               |               |
| - Basic                                     | 1.1          | 1.5          | 4.2           | 4.3           |

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

## Individual Learning Solutions - IT

| Rs. Mn                    | JFM'09 | JFM'10 | FY'09 | FY'10  |
|---------------------------|--------|--------|-------|--------|
| <b>Systemwide Revenue</b> | 2,662  | 2,929  | 9,317 | 10,163 |
| YoY                       |        | 10%    |       | 9%     |
| <b>Net Revenue</b>        | 1,035  | 1,144  | 3,982 | 4,275  |
| YoY                       |        | 11%    |       | 7%     |
| <b>Operating Expenses</b> | 797    | 862    | 3,117 | 3,288  |
| <b>Operating Profit</b>   | 237    | 282    | 865   | 987    |
| <b>Operating Margin</b>   | 23%    | 25%    | 22%   | 23%    |

| <b>Individual - Revenue Mix Portalwise</b> | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--|--------|--------|-------|-------|
| Careers                                    | 93%    | 91%    | 92%   | 91%   |
| Others                                     | 7%     | 9%     | 8%    | 9%    |
| <b>Total</b>                               | 100%   | 100%   | 100%  | 100%  |

| <b>Enrolments</b> | JFM'09 | JFM'10  | FY'09   | FY'10   |
|-------------------|--------|---------|---------|---------|
| <b>Total</b>      | 96,067 | 113,064 | 438,376 | 491,703 |

## School Learning Solutions

| Rs. Mn             | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--------------------|--------|--------|-------|-------|
| Net Revenue        | 442    | 321    | 1,383 | 2,000 |
| YoY                |        | -27%   |       | 45%   |
| Operating Expenses | 362    | 247    | 1,170 | 1,704 |
| Operating Profit   | 80     | 74     | 214   | 296   |
| Operating Margin   | 18%    | 23%    | 15%   | 15%   |

| Order Position for Institutional (Rs Mn) | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--|--------|--------|-------|-------|
| Fresh Order Intake                       | 1,008  | 153    | 3,320 | 2,062 |
| Pending Order Book                       |        |        | 3,255 | 3,316 |
| Executable in next 12 months             |        |        | 32%   | 31%   |

## Corporate Learning Solutions

| Rs. Mn             | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--------------------|--------|--------|-------|-------|
| Net Revenue        | 1,481  | 1,393  | 5,786 | 5,422 |
| YoY                |        | -6%    |       | -6%   |
| Operating Expenses | 1,386  | 1,252  | 5,603 | 4,985 |
| Operating Profit   | 95     | 141    | 183   | 437   |
| Operating Margin   | 6%     | 10%    | 3%    | 8%    |

| Order Position for Corporate (USD Mn) | JFM'09 | JFM'10 | FY'09 | FY'10 |
|---------------------------------------|--------|--------|-------|-------|
| Fresh Order Intake                    | 30.5   | 30.9   | 139.4 | 127.5 |
| Pending Order Book                    |        |        | 78.1  | 90.3  |
| Executable in next 12 months          |        |        | 62%   | 58%   |

## New Businesses

| Rs. Mn             | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--------------------|--------|--------|-------|-------|
| Systemwide Revenue | 67     | 112    | 406   | 379   |
| YoY                |        | 66%    |       | -7%   |
| Net Revenue        | 50     | 92     | 334   | 296   |
| YoY                |        | 82%    |       | -11%  |
| Operating Expenses | 98     | 114    | 409   | 447   |
| Operating Profit   | -48    | -22    | -75   | -152  |

| Order Position for New business (Rs. Mn) | JFM'09 | JFM'10 | FY'09 | FY'10 |
|--|--------|--------|-------|-------|
| Fresh Order Intake                       | 36     | 93     | 278   | 310   |
| Pending Order Book                       |        |        | 46    | 62    |

**Education Centres**

|                         | <b>Dec'09</b> | <b>Mar'10</b> |
|-------------------------|---------------|---------------|
| Total Education Centres | 13,511        | 13,632        |
| incl<br>International   | 351           | 351           |

**People**

|                       | <b>Dec'09</b> | <b>Mar'10</b> |
|-----------------------|---------------|---------------|
| Total People Resource | 3,540         | 3,485         |

**Shareholding Pattern**

|                    | <b>Dec'09</b> | <b>Mar'10</b> |
|--------------------|---------------|---------------|
| FIIs               | 22%           | 25%           |
| Promoters Holding  | 34%           | 34%           |
| MFs/ FIs and Banks | 11%           | 9%            |
| Others             | 33%           | 32%           |
|                    | 100%          | 100%          |