

NIIT Limited**Consolidated Profit and Loss Account**

For the Period ended March 31, 2011

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

Particulars	JFM'10	JFM'11	FY'10	FY'11
Systemwide Revenue	4,756	5,168	17,964	19,072
Net Revenue	2,950	3,237	11,993	12,483
Net Other Income	(57)	75	(329)	(181)
Total Income	2,893	3,312	11,664	12,301
Operating Expenses	2,474	2,832	10,425	10,889
Operating Profit (EBITDA)	475	405	1,569	1,593
<i>Operating Margin</i>	<i>16%</i>	<i>13%</i>	<i>13%</i>	<i>13%</i>
Depreciation	195	214	751	854
Profit Before Tax	223	266	488	557
Provision for Taxation - Current & Deferred	80	26	108	89
Net Profit	143	240	380	469
Share of Associates' Net Profit	104	138	322	453
PAT after Associate Profit	247	378	702	922
EPS (Rs.)				
- Basic	1.5	2.3	4.3	5.6

Previous period figures not recast

Individual Learning Solutions - IT

Rs. Mn	JFM'10	JFM'11	FY'10	FY'11
Systemwide Revenue	2,929	3,118	10,163	11,153
YoY		6%		10%
Net Revenue	1,144	1,221	4,275	4,681
YoY		7%		10%
Operating Expenses	862	945	3,288	3,620
Operating Profit	282	276	987	1,061
Operating Margin	25%	23%	23%	23%

Individual - Revenue Mix Portalwise	JFM'10	JFM'11	FY'10	FY'11
Careers	91%	89%	91%	89%
Others	9%	11%	9%	11%
Total	100%	100%	100%	100%

Enrolments	JFM'10	JFM'11	FY'10	FY'11
Total	113,064	126,882	491,703	523,374

School Learning Solutions

Rs. Mn	JFM'10	JFM'11	FY'10	FY'11
Net Revenue	321	374	2,000	1,481
YoY		16%		-26%
Operating Expenses	247	346	1,704	1,312
Operating Profit	74	28	296	169
Operating Margin	23%	8%	15%	11%

Order Position for Institutional (Rs Mn)	JFM'10	JFM'11	FY'10	FY'11
Fresh Order Intake	153	352	2,062	2,567
Pending Order Book			3,316	4,402
Executable in next 12 months			31%	30%

Corporate Learning Solutions

Rs. Mn	JFM'10	JFM'11	FY'10	FY'11
Net Revenue	1,393	1,526	5,422	5,835
YoY		9%		8%
Operating Expenses	1,252	1,406	4,985	5,364
Operating Profit	141	119	437	471
Operating Margin	10%	8%	8%	8%

Order Position for Corporate (USD Mn)	JFM'10	JFM'11	FY'10	FY'11
Fresh Order Intake	30.9	39.9	127.5	138.1
Pending Order Book			90.3	98.2
Executable in next 12 months			58%	59%

New Businesses

Rs. Mn	JFM'10	JFM'11	FY'10	FY'11
Systemwide Revenue	112	150	379	602
YoY		34%		59%
Net Revenue	92	117	296	485
YoY		28%		64%
Operating Expenses	114	137	447	594
Operating Profit	-22	-20	-152	-108

Order Position for New business (Rs. Mn)	JFM'10	JFM'11	FY'10	FY'11
Fresh Order Intake	93	116	310	529
Pending Order Book			62	107

Education Centres

	Dec'10	Mar'11
Total Education Centres	15,063	15,267
incl International	351	351

People

	Dec'10	Mar'11
Total People Resource	3,973	4,157

Shareholding Pattern

	Dec'10	Mar'11
FII's	29%	29%
Promoters Holding	34%	34%
MFs/ FIs and Banks	10%	10%
Others	27%	27%
	100%	100%