

NIIT Limited

**Consolidated Profit and Loss Account
For the Quarter ended June 30, 2012
(All figures in Rs. Million except %age & EPS)**

| Particulars | On Overall basis | | On Continuing Business basis | |
|---|------------------|--------------|------------------------------|--------------|
| | AMJ'11 | AMJ'12 | AMJ'11 | AMJ'12 |
| Systemwide Revenue | 4,692 | 3,577 | 3,670 | 3,577 |
| Net Revenue | 3,212 | 2,275 | 2,190 | 2,275 |
| Other Income | (64) | (276) | (64) | (276) |
| Total Income | 3,148 | 1,999 | 2,126 | 1,999 |
| Operating Expenses | 2,904 | 2,161 | 2,023 | 2,161 |
| Operating Profit (EBITDA) | 307 | 114 | 167 | 114 |
| <i>Operating Margin</i> | <i>10%</i> | <i>5%</i> | <i>8%</i> | <i>5%</i> |
| Depreciation | 227 | 203 | 164 | 203 |
| Profit Before Tax | 16 | (365) | (60) | (365) |
| Provision for Taxation - Current & Deferred | (13) | (341) | (13) | (341) |
| Net Profit | 29 | (23) | (47) | (23) |
| Share of Associates' Net Profit | 102 | 138 | 102 | 138 |
| PAT after Associate Profit | 131 | 115 | 55 | 115 |
| EPS (Rs.) | | | | |
| - Basic | 0.8 | 0.7 | 0.3 | 0.7 |

Previous period figures may have been recast for comparison purposes

Individual Learning Solutions

| Rs. Mn | | AMJ'11 | AMJ'12 |
|---------------------------|-----|--------|--------|
| Systemwide Revenue | | 2,658 | 2,376 |
| | YoY | | -11% |
| Net Revenue | | 1178 | 1074 |
| | YoY | | -9% |
| Operating Expenses | | 1065 | 1048 |
| Operating Profit | | 113 | 25 |
| Operating Margin | | 10% | 2% |

| Individual - Revenue Mix Portalwise | AMJ'11 | AMJ'12 |
|-------------------------------------|--------|--------|
| Careers | 86% | 83% |
| Others | 14% | 17% |
| Total | 100% | 100% |

| Enrolments | AMJ'11 | AMJ'12 |
|------------|---------|---------|
| Total | 140,455 | 128,785 |

School Learning Solutions

| Rs. Mn | AMJ'11 | AMJ'12 |
|--------------------|--------|--------|
| Net Revenue | 403 | 470 |
| | YoY | 17% |
| Operating Expenses | 354 | 427 |
| Operating Profit | 49 | 43 |
| Operating Margin | 12% | 9% |

| Order Position for Institutional (Rs Mn) | AMJ'12 |
|--|--------|
| Fresh Order Intake | 256 |
| Pending Order Book | 5,907 |
| Executable in next 12 months | 29% |

Corporate Learning Solutions

| Rs. Mn | On Overall basis | | On Continuing Business basis | |
|-------------------------|------------------|--------|------------------------------|--------|
| | AMJ'11 | AMJ'12 | AMJ'11 | AMJ'12 |
| Net Revenue | 1,630 | 730 | 609 | 730 |
| YoY | | -55% | | 20% |
| Operating Expenses | 1,485 | 659 | 604 | 659 |
| Operating Profit | 145 | 71 | 5 | 71 |
| Operating Margin | 9% | 10% | 1% | 10% |

| Order Position for Corporate (USD Mn) | | AMJ'12 | | AMJ'12 |
|---------------------------------------|--|--------|--|--------|
| Fresh Order Intake | | 12.9 | | 12.9 |
| Pending Order Book | | 46.5 | | 46.5 |
| Executable in next 12 months | | 66% | | 66% |

NIIT Limited

Education Centres

| | Mar'12 | Jun'12 |
|--|--------|--------|
| Total Education Centres incl International | 17,298 | 17,126 |
| | 345 | 319 |

People

| | Mar'12 | Jun'12 |
|-----------------------|--------|--------|
| Total People Resource | 3,727 | 3,607 |

Shareholding Pattern

| | Mar'12 | Jun'12 |
|--------------------|--------|--------|
| FIIs | 24% | 24% |
| Promoters Holding | 34% | 34% |
| MFs/ FIs and Banks | 13% | 14% |
| Others | 28% | 27% |
| | 100% | 100% |