

NIIT Limited

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

Particulars	On Overall basis		On Continuing Business basis	
	JAS'11	JAS12	JAS'11	JAS12
Systemwide Revenue	6,235	4,698	5,182	4,698
Net Revenue	3,838	2,791	2,785	2,791
Other Income	(92)	(13)	(92)	(13)
Total Income	3,746	2,778	2,693	2,778
Operating Expenses	3,278	2,530	2,356	2,530
Operating Profit (EBITDA)	560	261	429	261
<i>Operating Margin</i>	<i>15%</i>	<i>9%</i>	<i>15%</i>	<i>9%</i>
Depreciation	250	222	179	222
Profit Before Tax	218	26	158	26
Provision for Taxation - Current & Deferred	21	10	21	10
Net Profit	197	16	137	16
Share of Associates' Net Profit	105	100	105	100
PAT after Associate Profit	302	116	242	116
EPS (Rs.)				
- Basic	1.8	0.7	1.5	0.7

Previous period figures may have been recast for comparison purposes

Individual Learning Solutions

Rs. Mn	JAS'11	JAS12
Systemwide Revenue	4,200	3,401
YoY		-19%
Net Revenue	1,802	1,494
YoY		-17%
Operating Expenses	1,427	1,342
Operating Profit	375	152
Operating Margin	21%	10%

Individual - Revenue Mix Portalwise	JAS'11	JAS12
Careers	92%	91%
Others	8%	9%
Total	100%	100%

Enrolments	JAS'11	JAS12
Total	178,830	146,939

School Learning Solutions

Rs. Mn	JAS'11	JAS12
Net Revenue	405	541
YoY		34%
Operating Expenses	358	503
Operating Profit	47	38
Operating Margin	12%	7%

Order Position for Institutional (Rs Mn)	JAS12
Fresh Order Intake	245
Pending Order Book	5,642
Executable in next 12 months	27%

Corporate Learning Solutions

Rs. Mn	On Overall basis		On Continuing Business basis	
	JAS'11	JAS12	JAS'11	JAS12
Net Revenue	1,630	754	576	754
YoY		-54%		31%
Operating Expenses	1,479	663	556	663
Operating Profit	151	91	20	91
Operating Margin	9%	12%	3%	12%

Order Position for Corporate (USD Mn)		JAS12		JAS12
Fresh Order Intake		13.8		13.8
Pending Order Book		46.8		46.8
Executable in next 12 months		68%		68%

NIIT Limited

Education Centres

	Jun'12	Sept'12
Total Education Centres	17,126	17,298
incl International	319	273

People

	Jun'12	Sept'12
Total People Resource	3,607	3,478

Shareholding Pattern

	Jun'12	Sept'12
FII's	24%	22%
Promoters Holding	34%	33%
MFs/ FIs and Banks	14%	15%
Others	27%	30%
	100%	100%