

NIIT Limited

**Consolidated Profit and Loss Account
For the Quarter ended December 31, 2012
(All figures in Rs. Million except %age & EPS)**

Particulars	On Overall basis		On Continuing Business basis	
	OND'11	OND12	OND'11	OND12
Systemwide Revenue	3,955	3,985	3,844	3,985
Net Revenue	2,501	2,327	2,390	2,327
Other Income	1,652	-41	-379	-41
Total Income	4,153	2,286	2,011	2,286
Operating Expenses	2,250	2,250	2,146	2,250
Operating Profit (EBITDA)	251	77	244	77
<i>Operating Margin</i>	<i>10%</i>	<i>3%</i>	<i>10%</i>	<i>3%</i>
Depreciation	200	215	198	215
Profit Before Tax	1,703	-179	-333	-179
Provision for Taxation - Current & Deferred	1,450	-53	-10	-53
Net Profit	253	-126	-323	-126
Share of Associates' Net Profit	154	131	154	131
PAT after Associate Profit	407	5	-169	5
EPS (Rs.)				
- Basic	2.5	0.0	(1.0)	0.0

Previous period figures may have been recast for comparison purposes

Individual Learning Solutions

Rs. Mn		OND'11	OND12
Systemwide Revenue		2,781	2,201
	YoY		-21%
Net Revenue		1,327	1,034
	YoY		-22%
Operating Expenses		1,154	1,068
Operating Profit		173	-34
Operating Margin		13%	-3%

Individual - Revenue Mix Portalwise	OND'11	OND12
Careers	94%	88%
Others	6%	12%
Total	100%	100%

Enrolments	OND'11	OND12
Total	95,374	75,498

School Learning Solutions

Rs. Mn	OND'11	OND12
Net Revenue	368	498
YoY		35%
Operating Expenses	355	460
Operating Profit	14	38
Operating Margin	4%	8%

Order Position for Institutional (Rs Mn)	OND12
Fresh Order Intake	160
Pending Order Book	5,272
Executable in next 12 months	26%

Corporate Learning Solutions

Rs. Mn	On Overall basis		On Continuing Business basis	
	OND'11	OND12	OND'11	OND12
Net Revenue	805	792	694	792
YoY		-2%		14%
Operating Expenses	728	697	623	697
Operating Profit	77	95	71	95
Operating Margin	10%	12%	10%	12%

Order Position for Corporate (USD Mn)		OND12		OND12
Fresh Order Intake		21.5		21.5
Pending Order Book		53.4		53.4
Executable in next 12 months		61%		61%

NIIT Limited

Education Centres

	Sept'12	Dec'12
Total Education Centres incl International	17,298 273	17,415 266

People

	Sept'12	Dec'12
Total People Resource	3,478	3,427

Shareholding Pattern

	Sept'12	Dec'12
FIIs	22%	20%
Promoters Holding	33%	33%
MFs/ FIs and Banks	15%	14%
Others	30%	32%
	100%	100%