

**NIIT Limited****Consolidated Profit and Loss Account  
For the Quarter ended June 30, 2013  
(All figures in Rs. Million except %age & EPS)**

| Particulars                                 | Overall      |              | On a Continuing business basis |              |
|---------------------------------------------|--------------|--------------|--------------------------------|--------------|
|                                             | AMJ'12       | AMJ'13       | AMJ'12                         | AMJ'13       |
| Systemwide Revenue                          | 3,577        | 3,398        | 3,540                          | 3,398        |
| Net Revenue                                 | 2,275        | 2,222        | 2,238                          | 2,222        |
| Other Income                                | (276)        | (81)         | (276)                          | (81)         |
| <b>Total Income</b>                         | <b>1,999</b> | <b>2,140</b> | <b>1,962</b>                   | <b>2,140</b> |
| Operating Expenses                          | 2,161        | 2,118        | 2,124                          | 2,118        |
| <b>Operating Profit (EBITDA)</b>            | <b>114</b>   | <b>104</b>   | <b>114</b>                     | <b>104</b>   |
| <i>Operating Margin</i>                     | 5%           | 5%           | 5%                             | 5%           |
| Depreciation                                | 203          | 210          | 203                            | 210          |
| <b>Profit Before Tax</b>                    | <b>(365)</b> | <b>(188)</b> | <b>(365)</b>                   | <b>(188)</b> |
| Provision for Taxation - Current & Deferred | (341)        | 33           | (341)                          | 33           |
| <b>Net Profit</b>                           | <b>(23)</b>  | <b>(221)</b> | <b>(23)</b>                    | <b>(221)</b> |
| Share of Associates' Net Profit             | 138          | 128          | 138                            | 128          |
| <b>PAT after Associate Profit</b>           | <b>115</b>   | <b>(94)</b>  | <b>115</b>                     | <b>(94)</b>  |
| EPS (Rs.)                                   |              |              |                                |              |
| - Basic                                     | 0.7          | (0.6)        | 0.7                            | (0.6)        |

*Previous period figures may have been recast for comparison purposes (adjusted for pass thru revenues)*

## Individual Learning Solutions

| Rs. Mn                    |     | AMJ'12 | AMJ'13 |
|---------------------------|-----|--------|--------|
| <b>Systemwide Revenue</b> |     | 2,376  | 2,124  |
|                           | YoY |        | -11%   |
| <b>Net Revenue</b>        |     | 1,074  | 948    |
|                           | YoY |        | -12%   |
| Operating Expenses        |     | 1,048  | 943    |
| <b>Operating Profit</b>   |     | 25     | 5      |
| <b>Operating Margin</b>   |     | 2%     | 0%     |

| Individual - Revenue Mix Portalwise | AMJ'12      | AMJ'13      |
|-------------------------------------|-------------|-------------|
| Careers                             | 83%         | 83%         |
| Others                              | 17%         | 17%         |
| <b>Total</b>                        | <b>100%</b> | <b>100%</b> |

| Enrolments   | AMJ'12         | AMJ'13         |
|--------------|----------------|----------------|
| <b>Total</b> | <b>128,785</b> | <b>103,179</b> |

## School Learning Solutions

| Rs. Mn                  | AMJ'12 | AMJ'13 |
|-------------------------|--------|--------|
| Net Revenue             | 470    | 424    |
|                         | YoY    | -10%   |
| Operating Expenses      | 427    | 392    |
| <b>Operating Profit</b> | 43     | 32     |
| Operating Margin        | 9%     | 8%     |

### On a Continuing business basis

| Rs. Mn                  | AMJ'12 | AMJ'13 |
|-------------------------|--------|--------|
| Net Revenue             | 433    | 424    |
|                         | YoY    | -2%    |
| Operating Expenses      | 390    | 392    |
| <b>Operating Profit</b> | 43     | 32     |
| Operating Margin        | 10%    | 8%     |

*Previous period figures may have been recast for comparison purposes  
(adjusted for pass thru revenues)*

| Order Position for Institutional (Rs Mn) |  | AMJ'13 |
|------------------------------------------|--|--------|
| Fresh Order Intake                       |  | 165    |
| Pending Order Book                       |  | 4,800  |
| Executable in next 12 months             |  | 26%    |

### Corporate Learning Solutions

| Rs. Mn                  | AMJ'12 | AMJ'13 |
|-------------------------|--------|--------|
| Net Revenue             | 730    | 844    |
| YoY                     |        | 16%    |
| Operating Expenses      | 659    | 754    |
| <b>Operating Profit</b> | 71     | 90     |
| Operating Margin        | 10%    | 11%    |

| Order Position for Corporate (USD Mn) | AMJ'13 |
|---------------------------------------|--------|
| Fresh Order Intake                    | 16.2   |
| Pending Order Book                    | 54.6   |
| Executable in next 12 months          | 68%    |

## NIIT Limited

### Education Centres

|                         | Mar'13 | Jun'13 |
|-------------------------|--------|--------|
| Total Education Centres | 17,612 | 17,712 |
| incl<br>International   | 253    | 233    |

### People

|                       | Mar'13 | Jun'13 |
|-----------------------|--------|--------|
| Total People Resource | 3,324  | 3,279  |

### Shareholding Pattern

|                    | Mar'13 | Jun'13 |
|--------------------|--------|--------|
| FII's              | 20%    | 19%    |
| Promoters Holding  | 33%    | 33%    |
| MFs/ FIs and Banks | 13%    | 12%    |
| Others             | 34%    | 35%    |
|                    | 100%   | 100%   |