

NIIT Limited**Consolidated Profit and Loss Account**

For the Quarter ended September 30, 2013

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

| Particulars | Overall | | On a Continuing business basis* | |
|---|---------|--------|---------------------------------|--------|
| | JAS'12 | JAS'13 | JAS'12 | JAS'13 |
| Systemwide Revenue | 4,698 | 4,242 | 4,560 | 4,242 |
| Net Revenue | 2,791 | 2,624 | 2,653 | 2,624 |
| Operating Expenses | 2,530 | 2,381 | 2,392 | 2,381 |
| Operating Profit (EBITDA) | 261 | 243 | 261 | 243 |
| Operating Margin | 9% | 9% | 10% | 9% |
| Depreciation | 222 | 177 | 222 | 177 |
| EBIT | 39 | 66 | 39 | 66 |
| Other Income | -13 | -77 | -13 | -77 |
| Provision for Taxation - Current & Deferred | 10 | 17 | 10 | 17 |
| Share of Associates' Net Profit | 100 | 147 | 100 | 147 |
| PAT after Associate Profit | 116 | 120 | 116 | 120 |
| EPS (Rs.) | | | | |
| - Basic | 0.7 | 0.7 | 0.7 | 0.7 |

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

Individual Learning Solutions

| Rs. Mn | JAS'12 | JAS'13 |
|---------------------------|--------|--------|
| Systemwide Revenue | 3,401 | 2,887 |
| YoY | | -15% |
| Net Revenue | 1,494 | 1,269 |
| YoY | | -15% |
| Operating Expenses | 1,342 | 1,148 |
| Operating Profit | 152 | 121 |
| Operating Margin | 10% | 10% |

| Individual - Revenue Mix Portalwise | JAS'12 | JAS'13 |
|-------------------------------------|--------|--------|
| Careers | 91% | 83% |
| Others | 9% | 17% |
| Total | 100% | 100% |

| Enrolments | JAS'12 | JAS'13 |
|------------|----------|----------|
| Total | 1,46,939 | 1,19,145 |

School Learning Solutions

| Rs. Mn | Overall | | On a Continuing business basis* | |
|--------------------|---------|--------|---------------------------------|--------|
| | JAS'12 | JAS'13 | JAS'12 | JAS'13 |
| Net Revenue | 541 | 358 | 403 | 358 |
| YoY | | -34% | | -11% |
| Operating Expenses | 503 | 335 | 365 | 335 |
| Operating Profit | 38 | 23 | 38 | 23 |
| Operating Margin | 7% | 7% | 9% | 7% |

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

| Order Position for Institutional (Rs Mn) | JAS'13 |
|--|--------|
| Fresh Order Intake | 102 |
| Pending Order Book | 4,543 |
| Executable in next 12 months | 26% |

Corporate Learning Solutions

| Rs. Mn | JAS'12 | JAS'13 |
|-------------------------|--------|--------|
| Net Revenue | 754 | 993 |
| | YoY | 32% |
| Operating Expenses | 663 | 868 |
| Operating Profit | 91 | 124 |
| Operating Margin | 12% | 13% |

| Order Position for Corporate (USD Mn) | JAS'13 |
|---------------------------------------|--------|
| Fresh Order Intake | 13.9 |
| Pending Order Book | 53.1 |
| Executable in next 12 months | 69% |

NIIT Limited

Education Centres

| | Jun'13 | Sep'13 |
|--|---------------|---------------|
| Total Education Centres incl International | 17,712 233 | 15,302 229 |

People

| | Jun'13 | Sep'13 |
|-----------------------|--------|--------|
| Total People Resource | 3,279 | 3,129 |

Shareholding Pattern

| | Jun'13 | Sep'13 |
|--------------------|--------|--------|
| FIIs | 19% | 19% |
| Promoters Holding | 33% | 34% |
| MFs/ FIs and Banks | 12% | 12% |
| Others | 35% | 35% |
| | 100% | 100% |