

Consolidated Profit and Loss Account
For the Period ended March 31, 2014
(All figures in Rs. Million except Percentage & EPS)

Particulars	On Continuing Business basis			
	JFM'13	JFM'14	FY'13	FY'14
Systemwide Revenue	3,174	3,069	15,260	14,065
Net Revenue	2,216	2,329	9,433	9,510
Operating Expenses	2,145	2,198	8,910	8,890
Operating Profit (EBITDA)	71	131	523	620
<i>Operating Margin</i>	<i>3%</i>	<i>6%</i>	<i>6%</i>	<i>7%</i>
Depreciation	223	207	864	779
Other Income	-10	98	-339	-106
Profit Before Tax	-162	22	-680	-264
Provision for Taxation - Current & Deferred	-49	29	-433	93
Net Profit	-113	-7	-247	-357
Share of Associates' Net Profit	140	147	509	534
PAT after Associate Profit	27	140	263	178
EPS (Rs.)				
- Basic	0.2	0.8	1.6	1.1

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

Corporate Learning Solutions

Rs. Mn	JFM'13	JFM'14	FY'13	FY'14
Net Revenue	761	1,076	3,037	3,971
YoY		41%		31%
Operating Expenses	679	951	2,698	3,499
Operating Profit	82	125	339	472
Operating Margin	11%	12%	11%	12%

Order Position for Corporate (USD Mn)		JFM'14		FY'14
Fresh Order Intake		21.8		76.1
Pending Order Book				64.7
Executable in next 12 months				71%

Individual Learning Solutions

Rs. Mn	JFM'13	JFM'14	FY'13	FY'14
Net Revenue	981	824	4,582	3,957
YoY		-16%		-14%
Operating Expenses	1,005	820	4,463	3,812
Operating Profit	-24	4	119	145
Operating Margin	-2%	1%	3%	4%

Individual - Revenue Mix Portalwise	JFM'13	JFM'14	FY'13	FY'14
Careers	84%	67%	87%	77%
Others	16%	33%	13%	23%
Total	100%	100%	100%	100%

Enrolments		JFM'14		FY'14
Total		67,974		354,874

School Learning Solutions

Rs. Mn	JFM'13	JFM'14	FY'13	FY'14
Net Revenue	470	417	1980	1554
	YoY	-11%		-21%
Operating Expenses	433	394	1823	1456
Operating Profit	37	23	156	99
Operating Margin	8%	6%	8%	6%

On Continuing Business basis				
Rs. Mn	JFM'13	JFM'14	FY'13	FY'14
Net Revenue	470	417	1805	1554
	YoY	-11%		-14%
Operating Expenses	433	394	1648	1456
Operating Profit	37	23	156	99
Operating Margin	8%	6%	9%	6%

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

Order Position for Institutional (Rs Mn)	JFM'14	FY'14
Fresh Order Intake	550	909
Pending Order Book		4,413
Executable in next 12 months		27%

NIIT Limited

People

	Dec'13	Mar'14
Headcount	2,969	2,942

Shareholding Pattern

	Dec'13	Mar'14
FIIs	14%	14%
Promoters Holding	34%	34%
MFs/ FIs and Banks	12%	13%
Others	40%	39%
	100%	100%