

#### **NIIT Limited**

Consolidated Profit and Loss Account For the Quarter ended June 30, 2007 (All figures in Rs. Million except %age & EPS)

Particulars	AMJ'06	AMJ'07
Systemwide Revenue	1,637	2,935
Net Revenue	1,102	2,254
Other Income	23	(49)
Total Income	1,125	2,206
Operating Expenses	948	2,109
Operating Profit (EBITDA)	154	145
Operating Margin	14%	6%
Depreciation	106	133
Profit Before Tax	71	(37)
Provision for Taxation - Current & Deferred	(6)	(101)
Net Profit	78	64
Share of Associates' Net Profit	54	90
PAT after Associate Profit	132	154
EPS (Rs.)		
- Basic	6.8	7.0

Previous period figures may have been recast for comparision purposes





# **Individual Learning Solutions**

Rs. Mn	AMJ'06	AMJ'07
Systemwide Revenue	1,026	1,303 27%
Net Revenue	492	638 30%
Operating Expenses	415	533
Operating Profit	76	106
Operating Margin	16%	17%

Individual - Revenue Mix Portalwise	AMJ'06	AMJ'07
Careers	91%	89%
Others	9%	11%
Total	100%	100%

Enrolments	AMJ'06	AMJ'07
Total	81,776	92,357





## **School Learning Solutions**

Rs. Mn	AMJ'06	AMJ'07
Net Revenue YoY	171	177 4%
Operating Expenses	160	155
Operating Profit	12	23
Operating Margin	7%	13%

Order Position for Institutional (Rs Mn)	AMJ'06	AMJ'07
Fresh Order Intake	13	156
Pending Order Book		995
Executable in next 12 months		57%





## **Corporate Learning Solutions**

Rs. Mn	AMJ'06	AMJ'07
Net Revenue  YoY	438	1394 219%
Operating Expenses	369	1343
Operating Profit	69	51
Operating Margin	16%	4%

Order Position for Corporate (USD Mn)	AMJ'06	AMJ'07
Fresh Order Intake	15.1	38.5
Pending Order Book		71.4
Executable in next 12 months		66%





#### **New Businesses**

Rs. Mn	AMJ'06	AMJ'07
Net Revenue YoY	2	44 2100%
Operating Expenses	4	79
Operating Profit	-2	-35
Operating Margin	-100%	-79%

Order Position for New business (Rs. Mn)	AMJ'06	AMJ'07
Fresh Order Intake		51.7
Pending Order Book		61.2
Executable in next 12 months		100%





#### **Education Centres**

	Mar'07	Jun'07
Total Education Centres	4,569	5,200
incl		
International	314	315

### People

	Mar'07	Jun'07
Total People Resource	3,213	3,443

### **Shareholding Pattern**

	Mar'07	Jun'07
FIIs	39%	41%
Promoters Holding	34%	30%
MFs/ FIs and Banks	5%	7%
Others	22%	22%
	100%	100%

