

**NIIT Limited**

**Consolidated Profit and Loss Account  
For the Quarter ended September 30, 2010  
(All figures in Rs. Million except %age & EPS)**

<b>Particulars</b>	<b>JAS'09</b>	<b>JAS'10</b>
<b>Systemwide Revenue</b>	<b>5,556</b>	<b>5,744</b>
Net Revenue	3,598	3,458
Other Income	(78)	(99)
<b>Total Income</b>	<b>3,519</b>	<b>3,359</b>
Operating Expenses	3,102	2,926
<b>Operating Profit (EBITDA)</b>	<b>496</b>	<b>532</b>
<i>Operating Margin</i>	<i>14%</i>	<i>15%</i>
Depreciation	198	216
<b>Profit Before Tax</b>	<b>219</b>	<b>217</b>
Provision for Taxation - Current & Deferred	39	37
<b>Net Profit</b>	<b>181</b>	<b>180</b>
Share of Associates' Net Profit	81	105
<b>PAT after Associate Profit</b>	<b>262</b>	<b>285</b>
<b>EPS (Rs.)</b>		
- Basic	<b>1.6</b>	<b>1.7</b>

*Previous period figures may have been recast for comparison purposes*

### Individual Learning Solutions - IT

Rs. Mn	JAS'09	JAS'10
Systemwide Revenue	3,248	3,730
YoY		15%
Net Revenue	1,311	1,475
YoY		12%
Operating Expenses	957	1,069
Operating Profit	354	406
Operating Margin	27%	28%

Individual - Revenue Mix Portalwise	JAS'09	JAS'10
Careers	89%	89%
Others	11%	11%
Total	100%	100%

Enrolments	JAS'09	JAS'10
Total	165,248	166,290

### School Learning Solutions

Rs. Mn	JAS'09	JAS'10
Net Revenue	878	360
YoY		-59%
Operating Expenses	800	330
<b>Operating Profit</b>	78	31
Operating Margin	9%	9%

Order Position for Institutional (Rs Mn)	JAS'10
Fresh Order Intake	487
Pending Order Book	4,645
Executable in next 12 months	30%

### Corporate Learning Solutions

Rs. Mn	JAS'09	JAS'10
Net Revenue	1,345	1,487
YoY		11%
Operating Expenses	1,239	1,364
Operating Profit	106	122
Operating Margin	8%	8%

Order Position for Corporate (USD Mn)	JAS'10
Fresh Order Intake	31.0
Pending Order Book	92.0
Executable in next 12 months	57%

## New Businesses

Rs. Mn	JAS'09	JAS'10
Systemwide Revenue	84	167
YoY		98%
Net Revenue	63	136
YoY		114%
Operating Expenses	106	163
Operating Profit	-43	-27
Operating Margin	-67%	-20%

Order Position for New business (Rs. Mn)	JAS'10
Fresh Order Intake	154
Pending Order Book	116

## NIIT Limited

### Education Centres

	Jun'10	Sept'10
Total Education Centres	14,881	15,026
incl International	351	351

### People

	Jun'10	Sept'10
Total People Resource	3,720	3,874

### Shareholding Pattern

	Jun'10	Sept'10
FII's	28%	29%
Promoters Holding	34%	34%
MFs/ FIs and Banks	9%	10%
Others	29%	27%
	100%	100%