

NIIT Limited

**Consolidated Profit and Loss Account
For the Quarter ended September 30, 2011
(All figures in Rs. Million except %age & EPS)**

Particulars	JAS'10	JAS'11
Systemwide Revenue	5,744	6,235
Net Revenue	3,458	3,838
Other Income	(99)	(92)
Total Income	3,359	3,746
Operating Expenses	2,926	3,278
Operating Profit (EBITDA)	532	560
<i>Operating Margin</i>	<i>15%</i>	<i>15%</i>
Depreciation	216	250
Profit Before Tax	217	218
Provision for Taxation - Current & Deferred	37	21
Net Profit	180	197
Share of Associates' Net Profit	105	105
PAT after Associate Profit	285	302
EPS (Rs.)		
- Basic	1.7	1.8

Previous period data not regrouped

Individual Learning Solutions

Rs. Mn	JAS'10	JAS'11
Systemwide Revenue	3,897	4,200
YoY		8%
Net Revenue	1611	1802
YoY		12%
Operating Expenses	1232	1427
Operating Profit	379	375
Operating Margin	24%	21%
<i>Previous period data not regrouped</i>		

Individual - Revenue Mix Portalwise	JAS'10	JAS'11
Careers	89%	92%
Others	11%	8%
Total	100%	100%

Enrolments	JAS'10	JAS'11
Total	171,119	178,830

School Learning Solutions

Rs. Mn	JAS'10	JAS'11
Net Revenue	360	405
YoY		12%
Operating Expenses	330	358
Operating Profit	31	47
Operating Margin	9%	12%

Previous period data not regrouped

Order Position for Institutional (Rs Mn)	JAS'11
Fresh Order Intake	148
Pending Order Book	4,718
Executable in next 12 months	31%

Corporate Learning Solutions

Rs. Mn	JAS'10	JAS'11
Net Revenue	1,487	1,630
YoY		10%
Operating Expenses	1,364	1,479
Operating Profit	122	151
Operating Margin	8%	9%

Previous period data not regrouped

Order Position for Corporate (USD Mn)	JAS'11
Fresh Order Intake	27.9
Pending Order Book	77.8
Executable in next 12 months	62%

Skill Building Solutions

Rs. Mn	JAS'10	JAS'11
Net Revenue	0	1
YoY		0%
Operating Expenses	0	14
Operating Profit	0	-13
Operating Margin	0%	0%

Previous period data not regrouped

NIIT Limited

Education Centres

	Jun'11	Sept'11
Total Education Centres incl International	16,101	16,258
	351	351

People

	Jun'11	Sept'11
Total People Resource	4,434	4,567

Shareholding Pattern

	Jun'11	Sept'11
FIIs	28%	28%
Promoters Holding	34%	34%
MFs/ FIs and Banks	10%	10%
Others	27%	27%
	100%	100%