

**NIIT Limited****Consolidated Profit and Loss Account**

For the Period ended March 31,2012

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

Particulars	JFM'11	JFM'12	FY'11	FY'12
<b>Systemwide Revenue</b>	<b>5,168</b>	<b>5,079</b>	<b>19,072</b>	<b>19,960</b>
Net Revenue	3,237	3,052	12,483	12,603
Other Income	75	(67)	(181)	1,429
<b>Total Income</b>	<b>3,312</b>	<b>2,985</b>	<b>12,301</b>	<b>14,032</b>
Operating Expenses	2,832	2,695	10,889	11,128
<b>Operating Profit (EBITDA)</b>	<b>405</b>	<b>357</b>	<b>1,593</b>	<b>1,475</b>
<i>Operating Margin</i>	<i>13%</i>	<i>12%</i>	<i>13%</i>	<i>12%</i>
Depreciation	214	197	854	874
<b>Profit Before Tax</b>	<b>266</b>	<b>93</b>	<b>557</b>	<b>2,030</b>
Provision for Taxation - Current & Deferred	26	(49)	89	1,409
<b>Net Profit</b>	<b>240</b>	<b>142</b>	<b>469</b>	<b>621</b>
Share of Associates' Net Profit	138	120	453	481
<b>PAT after Associate Profit</b>	<b>378</b>	<b>262</b>	<b>922</b>	<b>1,102</b>
<b>EPS (Rs.)</b>				
- Basic	2.3	1.6	5.6	6.7

*Previous period data not regrouped*

## Individual Learning Solutions

Rs. Mn	JFM'11	JFM'12	FY'11	FY'12
Systemwide Revenue	3,268	3,549	11,755	13,187
YoY		9%		12%
Net Revenue	1,338	1,522	5,166	5,829
YoY		14%		13%
Operating Expenses	1,082	1,248	4,214	4,894
Operating Profit	256	274	953	936
Operating Margin	19%	18%	18%	16%

*Previous period data not regrouped*

Individual - Revenue Mix Portalwise	JFM'11	JFM'12	FY'11	FY'12
Careers	89%	83%	89%	89%
Others	11%	17%	11%	11%
Total	100%	100%	100%	100%

Enrolments	JFM'11	JFM'12	FY'11	FY'12
Total	137,023	147,760	548,515	562,419

## School Learning Solutions

Rs. Mn	JFM'11	JFM'12	FY'11	FY'12
Net Revenue	374	865	1,481	2,042
YoY		131%		38%
Operating Expenses	346	828	1,312	1,895
Operating Profit	28	37	169	146
Operating Margin	8%	4%	11%	7%

*Previous period data not regrouped*

Order Position for Institutional (Rs Mn)	JFM'12	FY'12
Fresh Order Intake	2,433	3,762
Pending Order Book		6,122
Executable in next 12 months		30%

## Corporate Learning Solutions

Rs. Mn		JFM'11	JFM'12	FY'11	FY'12
Net Revenue	YoY	1,526	664 -56%	5,835	4,729 -19%
Operating Expenses		1,406	600	5,364	4,291
Operating Profit		119	64	471	438
Operating Margin		8%	10%	8%	9%

*Previous period data not regrouped*

Order Position for Corporate (USD Mn)		JFM'12		FY'12
Fresh Order Intake		12.8		87.3
Pending Order Book				47.1
Executable in next 12 months				62%

## Skill Building Solutions

Rs. Mn	JFM'11	JFM'12	FY'11	FY'12
Net Revenue	0	1	0	2
YoY		0%		0%
Operating Expenses	0	18	0	47
<b>Operating Profit</b>	0	-17	0	-45
<b>Operating Margin</b>	0%	0%	0%	0%

*Previous period data not regrouped*

## NIIT Limited

### Education Centres

	Dec'11	Mar'12
Total Education Centres	16,380	17,298
incl International	351	345

### People

	Dec'11	Mar'12
Total People Resource	3,899	3,727

### Shareholding Pattern

	Dec'11	Mar'12
FIIs	27%	24%
Promoters Holding	34%	34%
MFs/ FIs and Banks	11%	13%
Others	29%	28%
	100%	100%