

NIIT Limited

**Consolidated Profit and Loss Account
For the Quarter ended December 31, 2013
(All figures in Rs. Million except %age & EPS)**

Particulars	OND'12	OND'13
Systemwide Revenue	3,985	3,357
Net Revenue	2,327	2,336
Operating Expenses	2,250	2,193
Operating Profit (EBITDA)	77	143
<i>Operating Margin</i>	3%	6%
Depreciation	215	184
Other Income	(41)	(46)
Provision for Taxation - Current & Deferred	(53)	14
Share of Associates' Net Profit	131	113
PAT after Associate Profit	5	12
EPS (Rs.)		
- Basic	0.0	0.1

Individual Learning Solutions

Rs. Mn		OND'12	OND'13
Systemwide Revenue		2,201	1,939
	YoY		-12%
Net Revenue		1,034	917
	YoY		-11%
Operating Expenses		1,068	902
Operating Profit		-34	15
Operating Margin		-3%	2%

Individual - Product Mix	OND'12	OND'13
IT	82%	72%
Non IT	18%	28%
Total	100%	100%

Enrolments	OND'12	OND'13
Total	75,498	64,576

School Learning Solutions

Rs. Mn	OND'12	OND'13
Net Revenue	498	355
		-29%
Operating Expenses	460	335
Operating Profit	38	20
Operating Margin	8%	6%

Order Position for Institutional (Rs Mn)		OND'13
Fresh Order Intake		92
Pending Order Book		4,281
Executable in next 12 months		27%

Corporate Learning Solutions

Rs. Mn	OND'12	OND'13
Net Revenue	792	1,059
	YoY	34%
Operating Expenses	697	926
Operating Profit	95	133
Operating Margin	12%	13%

Order Position for Corporate (USD Mn)	OND'13
Fresh Order Intake	24.2
Pending Order Book	60.2
Executable in next 12 months	69%

Product Mix	OND'13
MTS	82%
Custom Projects	18%
Total	100%

NIIT Limited

Education Centres

	Sep'13	Dec'13
Total Education Centres	15,302	15,330
incl International	229	210

People

	Sep'13	Dec'13
Total People Resource	3,129	2,969

Shareholding Pattern

	Sep'13	Dec'13
FII's	19%	14%
Promoters Holding	34%	34%
MFs/ FIs and Banks	12%	12%
Others	35%	40%
	100%	100%