



**Consolidated Profit and Loss Account**  
**For the Quarter ended June 30, 2014**  
**(All figures in Rs. Million except Percentage & EPS)**

Particulars	Overall	
	AMJ'13	AMJ'14
<b>Systemwide Revenue</b>	3,398	2,865
Net Revenue	2,222	2,253
Operating Expenses	2,118	2,125
<b>Operating Profit (EBITDA)</b>	<b>104</b>	<b>128</b>
<i>Operating Margin</i>	<i>5%</i>	<i>6%</i>
Depreciation	210	171
Other Income	-81	-35
<b>Profit Before Tax</b>	<b>-188</b>	<b>-78</b>
Provision for Taxation - Current & Deferred	33	19
<b>Net Profit</b>	<b>-221</b>	<b>-97</b>
Share of Associates' Net Profit	128	103
<b>PAT after Associate Profit</b>	<b>-94</b>	<b>6</b>
<b>EPS (Rs.)</b>		
- Basic	(0.6)	0.0

### Corporate Learning Solutions

Rs. Mn		AMJ'13	AMJ'14
Net Revenue	YoY	844	1,113 32%
Operating Expenses		754	985
Operating Profit		90	128
Operating Margin		11%	12%

Order Position for Corporate (USD Mn)		AMJ'14
Fresh Order Intake		16.2
Pending Order Book		62.2
Executable in next 12 months		72%

## Individual Learning Solutions

Rs. Mn	AMJ'13	AMJ'14
Net Revenue	948	726
YoY		-23%
Operating Expenses	943	725
<b>Operating Profit</b>	5	1
Operating Margin	0%	0%

Individual - Revenue Mix Portalwise	AMJ'13	AMJ'14
Careers	83%	79%
Others	17%	21%
Total	100%	100%

Enrolments		AMJ'14
Total		72,071

## School Learning Solutions

Rs. Mn	AMJ'13	AMJ'14
Net Revenue	424	394
YoY		-7%
Operating Expenses	392	373
Operating Profit	32	22
Operating Margin	8%	6%

Order Position for Institutional (Rs Mn)	AMJ'14
Fresh Order Intake	160
Pending Order Book	4,179
Executable in next 12 months	26%

## NIIT Limited

### People

	Mar'14	Jun'14
Headcount	2,942	2,927

### Shareholding Pattern

	Mar'14	Jun'14
FIIs	14%	11%
Promoters Holding	34%	34%
MFs/ FIs and Banks	13%	15%
Others	39%	40%
	100%	100%