



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

Particulars	Overall	
	JAS'13	JAS'14
Systemwide Revenue	4,242	3,457
Net Revenue	2,624	2,604
Operating Expenses	2,381	2,423
Operating Profit (EBITDA)	243	181
<i>Operating Margin</i>	<i>9%</i>	<i>7%</i>
Depreciation	177	147
Other Income	-77	-39
Profit Before Tax	-11	-5
Provision for Taxation - Current & Deferred	17	0
Net Profit	-28	-5
Share of Associates' Net Profit	147	108
PAT after Associate Profit	120	103
EPS (Rs.)		
- Basic	0.7	0.6

Corporate Learning Solutions

Rs. Mn	JAS'13	JAS'14
Net Revenue	993	1,248
YoY		26%
Operating Expenses	868	1,104
Operating Profit	124	144
Operating Margin	13%	12%

Order Position for Corporate (USD Mn)	JAS'14
Fresh Order Intake	20.7
Pending Order Book	62.3
Executable in next 12 months	73%

Individual Learning Solutions

Rs. Mn	JAS'13	JAS'14
Net Revenue	1,269	1,004
YoY		-21%
Operating Expenses	1,148	960
Operating Profit	121	44
Operating Margin	10%	4%

Individual - Revenue Mix Portalwise	JAS'13	JAS'14
Careers	83%	87%
Others	17%	13%
Total	100%	100%

Enrolments	JAS'14
Total	82,571

School Learning Solutions

Rs. Mn	JAS'13	JAS'14
Net Revenue	358	318
YoY		-11%
Operating Expenses	335	311
Operating Profit	23	7
Operating Margin	7%	2%

Order Position for Institutional (Rs Mn)	JAS'14
Fresh Order Intake	88
Pending Order Book	3,950
Executable in next 12 months	26%

NIIT Limited

People

	Jun'14	Sep'14
Headcount	2,927	3,021

Shareholding Pattern

	Jun'14	Sep'14
FIIs	11%	10%
Promoters Holding	34%	34%
MFs/ FIs and Banks	15%	15%
Others	40%	41%
	100%	100%