



**Consolidated Profit and Loss Account**  
**For the Quarter ended December 31, 2014**  
**(All figures in Rs. Million except Percentage & EPS)**

Particulars	Overall	
	OND'13	OND'14
<b>Systemwide Revenue</b>	<b>3,357</b>	<b>3,112</b>
Net Revenue	2,336	2,482
Operating Expenses	2,193	2,424
<b>Operating Profit (EBITDA)</b>	<b>143</b>	<b>57</b>
<i>Operating Margin</i>	<i>6%</i>	<i>2%</i>
Depreciation	184	152
Other Income	-46	4
<b>Profit Before Tax</b>	<b>-87</b>	<b>-91</b>
Provision for Taxation - Current & Deferred	14	4
<b>Net Profit</b>	<b>-101</b>	<b>-95</b>
Share of Associates' Net Profit	113	114
<b>PAT after Associate Profit</b>	<b>12</b>	<b>18</b>
<b>EPS (Rs.)</b>		
- Basic	<b>0.1</b>	<b>0.1</b>

### Corporate Learning Solutions

Rs. Mn		OND'13	OND'14
Net Revenue	YoY	1,059	1,360 28%
Operating Expenses		926	1,202
<b>Operating Profit</b>		133	157
Operating Margin		13%	12%

Order Position for Corporate (USD Mn)		OND'14
Fresh Order Intake		24.1
Pending Order Book		64.5
Executable in next 12 months		73%

## Individual Learning Solutions

Rs. Mn	OND'13	OND'14
Net Revenue	917	769
YoY		-16%
Operating Expenses	902	868
<b>Operating Profit</b>	15	-99
Operating Margin	2%	-13%

Individual - Revenue Mix Portalwise	OND'13	OND'14
Careers	77%	81%
Others	23%	19%
Total	100%	100%

Enrolments		OND'14
Total		56,126

## School Learning Solutions

Rs. Mn	OND'13	OND'14
Net Revenue	355	314
YoY		-11%
Operating Expenses	335	306
Operating Profit	20	8
Operating Margin	6%	3%

Order Position for Institutional (Rs Mn)	OND'14
Fresh Order Intake	130
Pending Order Book	3,766
Executable in next 12 months	27%

## NIIT Limited

### People

	Sep'14	Dec'14
Headcount	3,021	3,028

### Shareholding Pattern

	Sep'14	Dec'14
FIIs	10%	11%
Promoters Holding	34%	34%
MFs/ FIs and Banks	15%	13%
Others	41%	43%
	100%	100%

Percentages may not add to 100% due to rounding