



**Consolidated Profit and Loss Account**  
**For the Quarter ended December 31, 2016**  
**(All figures in Rs. Million except Percentages & EPS)**

| <b>Particulars</b>  | <b>OND'15</b> | <b>OND'16</b> |
|---|---------------|---------------|
|   |               |               |
| Net Revenue   | 2,623         | 2,673         |
|   | YoY           | 2%            |
|   |               |               |
| Operating Expenses  | 2,459         | 2,594         |
|   |               |               |
| <b>Operating Profit (EBITDA)</b>  | <b>164</b>    | <b>80</b>     |
| <i>Operating Margin</i>   | <i>6%</i>     | <i>3%</i>     |
|   |               |               |
| Depreciation  | 117           | 109           |
|   |               |               |
| Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items) | -67           | -41           |
|   |               |               |
| <b>Profit Before Tax</b>  | <b>-21</b>    | <b>-70</b>    |
|   |               |               |
| Provision for Taxation - Current & Deferred   | 5             | 22            |
|   |               |               |
| <b>Net Profit</b>   | <b>-26</b>    | <b>-93</b>    |
|   |               |               |
| Share of Associates' Net Profit   | 163           | 152           |
|   |               |               |
| <b>PAT after Associate Profit</b>   | <b>137</b>    | <b>60</b>     |
|   |               |               |
| <b>EPS (Rs.)</b>  | <b>0.8</b>    | <b>0.4</b>    |

**Corporate Learning Group**

| <b>Rs. Mn</b>           | <b>OND'15</b> | <b>OND'16</b> |
|-------------------------|---------------|---------------|
| <b>Net Revenue</b>      | 1,586         | 1,774         |
| YoY                     |               | 12%           |
| Operating Expenses      | 1,402         | 1,604         |
| <b>Operating Profit</b> | 184           | 170           |
| Operating Margin        | 12%           | 10%           |

| <b>Other Details</b>       |  | <b>OND'16</b> |
|----------------------------|--|---------------|
| Fresh Order Intake (\$ Mn) |  | 26.4          |
| No. of MTS customers       |  | 32            |

## Skills & Careers Group

| Rs. Mn                  | OND'15 | OND'16 |
|-------------------------|--------|--------|
| Net Revenue             | 828    | 724    |
| YoY                     |        | -13%   |
| Operating Expenses      | 823    | 783    |
| <b>Operating Profit</b> | 5      | -59    |
| Operating Margin        | 1%     | -8%    |

| Other Details                   |  | OND'16 |
|---------------------------------|--|--------|
| Enrolments                      |  | 39,582 |
| Share of Revenue from Beyond IT |  | 37%    |

### School Learning Group

| Rs. Mn             | OND'15 | OND'16 |
|--------------------|--------|--------|
| Net Revenue        | 209    | 174    |
| YoY                |        | -17%   |
| Operating Expenses | 234    | 182    |
| Operating Profit   | -25    | -9     |
| Operating Margin   | -12%   | -5%    |

| Other Details              | OND'16 |
|----------------------------|--------|
| Fresh Order Intake         | 35     |
| No. of Schools added       | 51     |
| % share of IP led business | 36%    |

## NIIT Limited

### People

|            | Sept'16 | Dec'16 |
|------------|---------|--------|
| Headcount* | 2,533   | 2,443  |

\* Net of retainers/ Project resources

### Shareholding Pattern

|                    | Sept'16 | Dec'16 |
|--------------------|---------|--------|
| FII's & FPIs       | 12%     | 13%    |
| Promoters Holding  | 34%     | 34%    |
| MFs/ FIs and Banks | 14%     | 13%    |
| Others             | 40%     | 40%    |
|                    | 100%    | 100%   |