



Consolidated Profit and Loss Account
For the Quarter ended September 30, 2017
(All figures in Rs. Million except Percentages & EPS)

Particulars	JAS'16	JAS'17
System Wide Revenue	3,594	3,367
	YoY	-6%
Net Revenue	2,238	2,084
	YoY	-7%
Operating Expenses	2,038	1,906
Operating Profit (EBITDA)	200	178
<i>Operating Margin</i>	<i>9%</i>	<i>9%</i>
Depreciation	119	104
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-49	-55
Profit Before Tax	32	18
Provision for Taxation - Current & Deferred	51	47
Share of Associates' Net Profit	128	155
PAT after Associate Profit	108	127
EPS (Rs.)	0.7	0.8

Corporate Learning Group

Rs. Mn	JAS'16	JAS'17
Net Revenue	1,145	1,263
	YoY	10%
Operating Expenses	968	1,067
Operating Profit	177	196
Operating Margin	15%	16%

Other Details	JAS'17
Fresh Order Intake (\$ Mn)	32.9
No. of MTS customers	38

Skills & Careers Group

Rs. Mn	JAS'16	JAS'17
Net Revenue	909	714
YoY		-22%
Operating Expenses	880	695
Operating Profit	29	19
Operating Margin	3%	3%

Other Details		JAS'17
Enrolments		43,086
Share of Revenue from Beyond IT		35%

School Learning Group

Rs. Mn	JAS'16	JAS'17
Net Revenue	183	93
YoY		-49%
Operating Expenses	178	114
Operating Profit	5	-21
Operating Margin	3%	-23%

Other Details	JAS'17
Fresh Order Intake (Rs Mn)	57
No. of School contracts	109
% share of IP led business	73%

NIIT Limited

People

	Jun'17	Sept'17
Headcount*	2,262	2,425

* Net of retainers/ Project resources

Shareholding Pattern

	Jun'17	Sept'17
FIIs & FPIs	17%	17%
Promoters Holding	34%	34%
MFs/ FIs and Banks	10%	10%
Others	39%	38%
	100%	100%