

**Consolidated Profit and Loss Account \***  
**For the Period ended March 31, 2015**  
**(All figures in Rs. Million except Percentage & EPS)**

<b>Particulars</b>	<b>JFM'14</b>	<b>JFM'15</b>	<b>FY'14</b>	<b>FY'15</b>
Systemwide Revenue	3,069	2,709	14,065	12,143
Net Revenue	2,329	2,235	9,510	9,574
Operating Expenses *	2,198	2,294	8,890	9,266
<b>Operating Profit (EBITDA)</b>	<b>131</b>	<b>-58</b>	<b>620</b>	<b>308</b>
<i>Operating Margin</i>	<i>6%</i>	<i>-3%</i>	<i>7%</i>	<i>3%</i>
Depreciation*	207	602	779	1,073
Other Income (incl Exceptional Items)*	98	-825	-106	-895
<b>Profit Before Tax</b>	<b>22</b>	<b>-1,485</b>	<b>-264</b>	<b>-1,660</b>
Provision for Taxation - Current & Deferred	29	-12	93	12
<b>Net Profit</b>	<b>-7</b>	<b>-1,474</b>	<b>-357</b>	<b>-1,671</b>
Share of Associates' Net Profit	147	-39	534	286
<b>PAT after Associate Profit</b>	<b>140</b>	<b>-1,512</b>	<b>178</b>	<b>-1,385</b>
<b>EPS (Rs.)</b>				
- Basic	0.8	(9.2)	1.1	(8.4)

\*Financials include one time / business transformation expenses and accounting charge  
 Financials in subsequent tables excludes impact of these for like to like comparison of operating performance  
 Reconciliation of these expenses and the accounting charge is provided on next page

**Consolidated Profit and Loss Account**  
**For the Period ended March 31, 2015**  
**(All figures in Rs. Million)**

Excludes One Time / Biz Transformation expenses for comparison of operational performance

Particulars	JFM'14	JFM'15	FY'14	FY'15
Net Revenue	2,329	2,235	9,510	9,574
*Adjusted Operating Profit (EBITDA)	131	76	620	442
*Adjusted Operating Margin	6%	3%	7%	5%
*Adjusted EBIT	-76	-75	-158	-179
*Adjusted PAT after Associate Profit	140	-149	178	-22

\*Financials exclude one time / business transformation expenses and accounting charge for comparison of operational performance

**Reconciliation on account of impact of Business transformation**

Particulars	JFM'15	FY'15
*Adjusted Operating Profit (EBITDA)	76	442
Less: Operational Business Transformation exp	134	134
<b>EBITDA</b>	<b>(58)</b>	<b>308</b>
Adj. EBIT	(75)	(179)
Less: Additional provision for Dep. & Amort.	452	452
<b>EBIT</b>	<b>(661)</b>	<b>(765)</b>
Adj. PAT	(149)	(22)
Less: Exceptional Business Transformation exp	777	777
<b>PAT</b>	<b>(1512)</b>	<b>(1385)</b>
<b>Total impact of Biz Transformation</b>	<b>1,363</b>	<b>1,363</b>

Corporate Learning Group

Rs. Mn	JFM'14	JFM'15	FY'14	FY'15
Net Revenue	1,076	1,157	3,971	4,878
		8%		23%
Operating Expenses	951	1,022	3,499	4,313
<b>Operating Profit</b>	125	135	472	565
Operating Margin	12%	12%	12%	12%

\* Excludes One Time / Biz Transformation expenses for comparison of operational performance

Other Details		JFM'15		FY'15
Fresh Order Intake (\$ Mn)		20.3		81.3
No. of MTS customers		24		24

## Skills & Careers Group

Rs. Mn	JFM'14	JFM'15	FY'14	FY'15
Net Revenue	836	692	3,985	3,283
YoY		-17%		-18%
Operating Expenses	853	771	3,935	3,462
Operating Profit	-17	-79	50	-178
Operating Margin	-2%	-11%	1%	-5%

\* Excludes One Time / Biz Transformation expenses for comparison of operational performance

Enrolments	JFM'15	FY'14
Total	53,537	2,79,191

## School Learning Group

Rs. Mn	JFM'14	JFM'15	FY'14	FY'15
Net Revenue	417	386	1554	1413
YoY		-7%		-9%
Operating Expenses	394	367	1456	1357
Operating Profit	23	19	99	56
Operating Margin	6%	5%	6%	4%

\* Excludes One Time / Biz Transformation expenses for comparison of operational performance

Other Details		JFM'15		FY'15
Fresh Order Intake		243		622
No. of Schools added		162		455
NGSA Revenue share		65%		62%

## NIIT Limited

### People

	Dec'14	Mar'15
Headcount*	3,028	2,786

\* Net of retainers/ Project resources

### Shareholding Pattern

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