

Consolidated Profit and Loss Account *

For the Period ended March 31, 2016

(All figures in Rs. Million except Percentage & EPS)

Particulars	JFM'15	JFM'16	FY'15	FY'16
Net Revenue	2,235	2,389	9,574	10,069
	YoY	7%		5%
Operating Expenses *	2,294	2,256	9,266	9,357
Operating Profit (EBITDA)	-58	132	308	712
<i>Operating Margin</i>	<i>-3%</i>	<i>6%</i>	<i>3%</i>	<i>7%</i>
Depreciation*	602	116	1,073	492
Other Income (incl Exceptional Items)*	-825	-14	-895	-146
Profit Before Tax	-1,485	3	-1,660	74
Provision for Taxation - Current & Deferred	-12	14	12	37
Net Profit	-1,474	-11	-1,671	37
Share of Associates' Net Profit	-39	189	286	635
PAT after Associate Profit	-1,512	178	-1,385	672
EPS (Rs.)				
- Basic	(9.2)	1.1	(8.4)	4.1

* FY15 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

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Net Revenue	2,235	2,389	9,574	10,069
YoY		7%		5%
Operating Expenses *	2,159	2,256	9,132	9,357
Operating Profit (EBITDA)	76	132	442	712
<i>Operating Margin</i>	<i>3%</i>	<i>6%</i>	<i>5%</i>	<i>7%</i>
YoY		74%		61%
Depreciation*	151	116	621	492
Other Income (incl Exceptional Items)*	-47	-14	-117	-146
Profit Before Tax	-122	3	-296	74
Provision for Taxation - Current & Deferred	-12	14	12	37
Net Profit	-110	-11	-308	37
Share of Associates' Net Profit	-39	189	286	635
PAT after Associate Profit	-149	178	-22	672
EPS (Rs.)				
- Basic	(0.9)	1.1	(0.1)	4.1

* FY15 excludes One Time / Biz Transformation expenses for comparison of operational performance

Corporate Learning Group

Rs. Mn	JFM'15	JFM'16	FY'15	FY'16
Net Revenue	1,157	1,360	4,878	5,679
YoY		18%		16%
Operating Expenses	1,022	1,202	4,313	5,019
Operating Profit	135	158	565	660
Operating Margin	12%	12%	12%	12%

* FY15 excludes One Time / Biz Transformation expenses for comparison of operational performance

Other Details		JFM'16		FY'16
Fresh Order Intake (\$ Mn)		25.9		103.9
No. of MTS customers		31		31

Skills & Careers Group

Rs. Mn	JFM'15	JFM'16	FY'15	FY'16
Net Revenue	692	728	3,283	3,326
YoY		5%		1%
Operating Expenses	771	747	3,462	3,275
Operating Profit	-79	-19	-178	51
Operating Margin	-11%	-3%	-5%	2%

* FY15 excludes One Time / Biz Transformation expenses for comparison of operational performance

Other Details		JFM'16		FY'16
Enrolments		65,942		246,447
Share of Revenue from Beyond IT		45%		40%

School Learning Group

Rs. Mn	JFM'15	JFM'16	FY'15	FY'16
Net Revenue	386	301	1413	1063
YoY		-22%		-25%
Operating Expenses	367	285	1357	1041
Operating Profit	19	16	56	22
Operating Margin	5%	5%	4%	2%

* FY15 excludes One Time / Biz Transformation expenses for comparison of operational performance

Other Details	JFM'16	FY'16
Fresh Order Intake	171	439
No. of Schools added	122	336
NGSA Revenue share	71%	68%

NIIT Limited

People

	Dec'15	Mar'16
Headcount*	2,705	2,372

* Net of retainers/ Project resources

Shareholding Pattern

	Dec'15	Mar'16
FIIs & FPIs	10%	11%
Promoters Holding	34%	34%
MFs/ FIs and Banks	13%	13%
Others	43%	42%
	100%	100%