

# NIIT

Q2 - FY 12, Consolidated - Financial Highlights

NIIT Cloud Campus  
enrollments cross  
11,000

Managed Training  
Services registers 6%  
volume growth YoY

NIIT Solutions for  
Schools sur passes 10  
million students mark

Net revenue up 11%  
YoY at Rs 363.8 Cr

**NIIT Limited**  
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 Email : investors@niit.com  
**Unaudited Financial Results (Standalone) for the Quarter Ended 30th September, 2011**

(Rs. Lacs)

Particulars	3 months ended September 30, 2011	Corresponding 3 months ended September 30, 2010	Year to date figures for current period ended September 30, 2011	Year to date figures for the corresponding period ended September 30, 2010	Previous accounting year ended March 31, 2011
	Limited Review <sup>a</sup>	Limited Review	Unaudited	Unaudited	Audited
(1)	(2)	(3)	(4)	(5)	(6)
1 a) Net Sales/Income from Operations	19,632	17,672	35,254	31,756	64,801
b) Other Operating Income	-	-	-	-	-
<b>2 Expenditure</b>					
a) (Increase)/ Decrease in stock	(50)	(171)	(39)	(159)	(350)
b) Purchase of traded goods	2,951	2,761	5,889	5,155	10,422
c) Personnel Cost	4,853	3,832	9,119	7,280	14,267
d) Development, Production & Execution	4,055	3,416	8,002	6,350	14,119
e) Depreciation	1,685	1,460	3,198	2,863	5,770
f) Other expenditure	5,546	5,185	9,778	9,271	16,609
<b>g) Total</b>	<b>19,034</b>	<b>16,483</b>	<b>36,747</b>	<b>30,760</b>	<b>60,896</b>
<b>3 Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>698</b>	<b>1,089</b>	<b>(493)</b>	<b>996</b>	<b>3,905</b>
4 Other Income					
- Interest	88	191	130	370	163
- Others	741	252	1,127	679	2,179
<b>6 Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>1,407</b>	<b>1,532</b>	<b>764</b>	<b>2,045</b>	<b>6,847</b>
6 Interest Expense	657	701	1,244	1,315	2,673
<b>7 Profit (+)/Loss(-) after Interest but before Exceptional Items (6-6)</b>	<b>750</b>	<b>831</b>	<b>(480)</b>	<b>730</b>	<b>4,174</b>
8 Exceptional Items	-	-	-	-	1,381
<b>9 Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)</b>	<b>750</b>	<b>831</b>	<b>(480)</b>	<b>730</b>	<b>5,555</b>
10 Tax expense/ (Credit)	27	310	(203)	112	661
- Current Tax	94	109	94	112	1,082
- Deferred Tax Charge/ (Credit)	(67)	165	(297)	(33)	(264)
- MAT Credit Entitlement	-	-	-	-	(961)
- Tax Charge/ (Credit) relating to earlier years	-	32	-	32	125
<b>11 Net Profit from Ordinary Activities after tax (9-10)</b>	<b>723</b>	<b>621</b>	<b>(277)</b>	<b>618</b>	<b>4,974</b>
12 Extraordinary item	-	-	-	-	-
<b>13 Net Profit for the period (11-12)</b>	<b>723</b>	<b>621</b>	<b>(277)</b>	<b>618</b>	<b>4,974</b>
14 Paid-up equity share capital	3,302	3,302	3,302	3,302	3,302
Face Value	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each	Rs. 2/- each
15 Reserve excluding revaluation reserves as per balance sheet of previous accounting year					<b>38,329</b>
16 Earnings Per Share (EPS) (Rs.) (not annualised)					
- Basic	0.44	0.32	(0.17)	0.37	3.01
- Diluted	0.44	0.32	(0.17)	0.37	3.01
17 Debt Service Coverage Ratio			<b>2.52</b>	<b>2.06</b>	<b>3.54</b>
18 Interest Service Coverage Ratio			<b>3.36</b>	<b>3.86</b>	<b>5.02</b>
19 Public shareholding					
- Number of shares	109,022,689	109,022,689	109,022,689	109,022,689	109,022,689
- Percentage of shareholding	66.04%	66.04%	66.04%	66.04%	66.04%
20 Promoters and promoter group Shareholding					
a) Pledged/Encumbered					
- Number of shares	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA
- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	NA	NA
b) Non-encumbered					
- Number of shares	56,072,908	56,072,908	56,072,908	56,072,908	56,072,908
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	33.96%	33.96%	33.96%	33.96%	33.96%

*Handwritten Signature*

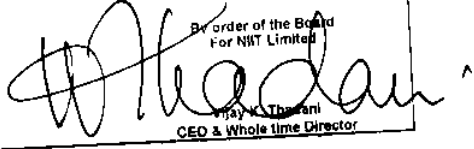
6) At the beginning of the quarter, there was no ... capital and other short term

7) Formulae used for calculation of Debt Service Coverage Ratio = Profit after tax but before Interest expense and Depreciation / (Interest expense + loan repayments) and Interest expense  
 (b) Interest Service Coverage Ratio = Profit after tax but before Interest expense and Depreciation / Interest expense

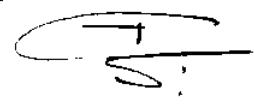
(Rs. Lacs)

Particulars	As At	As At
	September 30, 2011	September 30, 2010
	Limited Review	Limited Review
Shareholders' Funds	3,302	3,302
Share Capital	38,052	36,716
Reserves And Surplus	27,305	28,337
Loan Funds		
<b>TOTAL</b>	<b>68,659</b>	<b>68,355</b>
Fixed Assets	23,006	17,985
Investments	19,628	20,342
Deferred Tax Assets (Net)	567	19
Current Assets, Loans And Advances		
a Inventories	1,403	1,172
b Sundry Debtors	26,956	25,032
c Cash And Bank Balances	2,016	2,873
d Other Current Assets	9,471	7,128
e Loans And Advances	12,651	15,924
Less : Current Liabilities And Provisions		
a Current Liabilities	26,702	21,142
b Provisions	939	978
<b>TOTAL</b>	<b>68,659</b>	<b>68,355</b>

9) The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification  
 10) The above results have been reviewed by the Audit Committee and approved and taken on record by the Board of Directors of the Company at its meeting held on October 21, 2011 and have been subjected to a Limited Review by the Statutory Auditors of the Company

By order of the Board  
 For NMT Limited  
  
 Vijay K. Thakrani  
 CEO & Whole time Director

Place : New Delhi  
 Date : October 21, 2011



**Notes:-**

- 1) Subsequent to the quarter end, the Company has sold the investment in its step down subsidiary, Element K Corporation based in Rochester, NY, USA, for consideration of \$110Mn in cash, subject to closing adjustments.
- 2) Other expenses includes advertisement expenses amounting to Rs. 2,088 Lacs for the current quarter (corresponding quarter and previous year Rs. 2,010 Lacs and Rs. 5,420 Lacs respectively).
- 3) During the quarter the Company has made long term investments of Rs. 170 Lacs in its subsidiary NIIT Yuva Jyoti Limited.
- 4) Under the Employee Stock Option Plan 2005 (ESOP 2005), approved by the shareholders, during the current quarter 300,135 options have lapsed and 5,714,964 Options remains unexercised under various grants as at the quarter end.
- 5) The sub businesses are fully aligned to global learning business of the Company and the same are being viewed by the management as a single primary segment, i.e. Learning Business
- 6) At the beginning of the quarter, there was no investor complaint pending for resolution. 15 complaints were received during the current quarter and all were resolved.
- 7) Formulae used for calculation of Debt Service Coverage ratio and Interest Service Coverage Ratio are as follows.
  - (a) Debt Service Coverage Ratio = Profit after tax but before Interest expense and Depreciation / loan repayments (excluding working capital and other short term loan repayments) and interest expense
  - (b) Interest Service Coverage Ratio = Profit after tax but before interest expense and Depreciation / interest expense

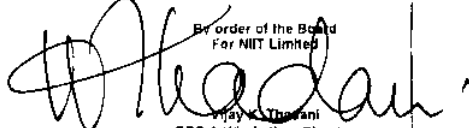
**8) Statement of Assets and Liabilities**

(Rs. Lacs)

Particulars	As At	As At
	September 30, 2011	September 30, 2010
	Limited Review	Limited Review
<b>Shareholders' Funds</b>		
Share Capital	3,302	3,302
Reserves And Surplus	38,057	36,716
Loan Funds	27,305	28,337
<b>TOTAL</b>	<b>68,669</b>	<b>68,355</b>
<b>Fixed Assets</b>	<b>23,006</b>	<b>17,985</b>
Investments	19,628	20,342
Deferred Tax Assets (Net)	567	19
<b>Current Assets, Loans And Advances</b>		
a Inventories	1,400	1,172
b Sundry Debtors	26,968	25,032
c Cash And Bank Balances	2,016	2,873
d Other Current Assets	9,471	7,128
e Loans And Advances	12,651	19,924
<b>Less : Current Liabilities And Provisions</b>		
a Current Liabilities	26,702	21,142
b Provisions	939	978
<b>TOTAL</b>	<b>68,669</b>	<b>68,355</b>

- 9) The figures of the previous quarter/ year, to the extent feasible, have been regrouped/ reclassified to conform to the current quarter classification.
- 10) The above results have been reviewed by the Audit Committee and approved and taken on record by the Board of Directors of the Company at its meeting held on October 21, 2011 and have been subjected to a Limited Review by the Statutory Auditors of the Company.

Place : New Delhi  
Date : October 21, 2011

  
 By order of the Board  
 For NIIT Limited  
 Anjay K. Tharant  
 CEO & Whole time Director

