

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER, 2006

(Rs. In Lacs)

PARTICULARS	3 MONTHS ENDED 30TH SEPT. 2006	3 MONTHS ENDED 30TH SEPT. 2005	9 MONTHS ENDED 30TH SEPT. 2006	9 MONTHS ENDED 30TH SEPT. 2005	YEAR ENDED 31ST DEC. 2005 (Audited)
SYSTEMWIDE REVENUE	32,215	16,913	70,093	39,795	49,994
INCOME FROM OPERATIONS	5,472	3,868	13,160	11,501	15,433
OTHER INCOME	20	36	128	171	270
TOTAL REVENUE	5,492	3,904	13,288	11,672	15,703
EMPLOYMENT EXPENSES	1,006	542	2,757	1,812	2,841
TRAINING AND EDUCATION EXPENSES	1,350	1,546	3,400	3,745	5,675
MARKETING AND ADVERTISEMENT EXPENSES	651	133	1,344	374	818
ADMINISTRATION EXPENSES	818	875	2,200	2,150	2,867
TOTAL EXPENSES	3,825	3,096	9,701	8,081	12,201
PROFIT / (LOSS) BEFORE INTEREST, DEPRECIATION AND EXCEPTIONAL ITEMS	1,667	808	3,587	3,591	3,502
INTEREST AND FINANCE CHARGES (NET)	54	163	182	505	616
PROFIT / (LOSS) BEFORE EXCEPTIONAL ITEMS AND DEPRECIATION	1,613	645	3,405	3,086	2,886
DEPRECIATION	429	594	1,247	1,845	2,482
PROFIT/(LOSS) BEFORE EXCEPTIONAL ITEMS AND TAX	1,184	51	2,158	1,241	404
EXCEPTIONAL ITEMS					
FIXED ASSETS WRITTEN OFF	-	-	-	-	127
PROVISION FOR DOUBTFUL DEBTS	-	-	-	-	1,844
PROVISION FOR DOUBTFUL ADVANCES (Net)	-	-	-	-	72
PROVISION FOR DIMINUTION IN INVESTMENT	-	-	-	-	-
IMPAIRMENT OF FIXED ASSETS	-	-	-	-	2,727
PROVISION NO LONGER REQUIRED WRITTEN BACK	-	-	-	-	(145)
TOTAL EXCEPTIONAL EXPENDITURE	-	-	-	-	4,625
PROFIT / (LOSS) BEFORE TAX	1,184	51	2,158	1,241	(4,221)
PROVISION FOR TAXES					
INCOME TAX & WEALTH TAX	99	120	250	302	118
FRINGE BENEFIT TAX	19	16	52	34	43
DEFERRED TAX	-	-	-	-	-
PROFIT / (LOSS) AFTER TAX	1,066	(85)	1,856	905	(4,382)
PAID UP EQUITY SHARE CAPITAL (Rs. 10 each)	3,788.23	3,763.34	3,788.23	3,763.34	3,763.59
RESERVES & SURPLUS					3,259.72
EPS in Rupees (Not annualized)					
BASIC	2.81	(0.24)	4.91	2.70	(12.53)
DILUTED	2.68	(0.24)	4.67	2.68	(12.53)
AGGREGATE OF NON-PROMOTER SHAREHOLDING					
- NUMBER OF SHARES	30927894	35756559	30927894	35756559	30681474
- PERCENTAGE OF SHAREHOLDING	81.64%	95.01%	81.64%	95.01%	81.52%

Notes :
1 The above results have been taken on record at the meeting of the Board of Directors held on 29th October, 2006. The Limited Review of Standalone Financial Results as required under Clause 41 of Listing Agreement has been completed by Statutory Auditors and the related report will be submitted to the concerned stock exchanges.

2 Figures for the previous year/quarters have been regrouped/recast wherever necessary to conform to the current period.

3 Information on Investor Complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended 30th September, 2006 was as follows :

Particulars	Opening Balance	Addition	Disposals	Closing Balance
Complaints	Nil	4	4	Nil

4 The Company has forayed into Training for Cabin Crew & Aviation Ground staff by acquiring the Pune based Avalon Aviation Academy (AAA). To strengthen this Academy's initiative, the Company has formed a subsidiary titled "Avalon Aviation Academy Pvt. Ltd" on July 20, 2006 which has taken over AAA and will be engaged in providing training for the Aviation & Hospitality Industry.

5 On October 12, 2006, the Company has acquired 70% stake in the Mumbai based Synergetics Information Technology Services (India) Pvt. Ltd, which is a leading organization in the high-end IT Training space.

6 The Deferred Tax Asset computed in accordance with Accounting Standard-22 issued by The Institute of Chartered Accountants of India (ICAI), "Accounting for Taxes on Income", has not been recognized in the books in the current year as availability of sufficient future taxable income against which such deferred tax asset can be realized is not "virtually certain".

7 Impairment of Assets as per Accounting Standard-28 issued by the Institute of Chartered Accountants of India, if any, will be assessed at the end of the Financial Year.

8 47,12,500 Convertible warrants were allotted by the Company on October 1, 2006 to certain persons acting in concert with the existing promoter group and to two Independent Directors, on a preferential basis, at an exercise price of Rs.113/- per warrant. These warrants will be convertible at the sole option of the holder, any time before the expiry of 18 months from its date of allotment, into 1 fully paid equity share of the of face value Rs.10/- each. A sum of Rs.13/- per warrant has been received from the allottees at the time of allotment and the balance sum of Rs.100/- per warrant shall be payable by them, at the time of conversion of warrants into equity shares.

9 27,195 Equity Shares of Rs.10/- each fully paid had been allotted to employees under ESOP 2004 Scheme.

10 At the Extraordinary General Meeting (EGM) of the Company held on September 16, 2006 the shareholders have approved the re-appointment of Mr. Pramod Khara as the Managing Director of the Company for a period of 5 years with prospective effect from December 28, 2006 alongwith revision in his remuneration.

11 At the aforesaid EGM, the shareholders have also approved a fresh Employee Stock Options Scheme for eligible employees and Independent Directors of the Company and its subsidiaries, not exceeding 15,00,000 equity shares of face value Rs. 10/- each of the Company at such price, in one or more tranches, as may be determined by the Board Compensation Committee in accordance with the SEBI Guidelines.

12 During the year the Company has reduced the Estimated Useful Lives on Buildings, Computer Hardware, Office Equipments and Furniture & Fixtures acquired on or after January 1, 2006. Depreciation has been worked out at the revised rates for all Assets in the aforesaid categories, whether acquired before or on or after January 1, 2006. Due to the aforesaid, Depreciation has been provided higher on the assets acquired till December 31, 2005 which will be quantified & written back as at the year end.

UNAUDITED STANDALONE FINANCIAL RESULTS (LIMITED REVIEWED) FOR THE QUARTER ENDED 30TH SEPTEMBER, 2006

(Rs. In Lacs)

PARTICULARS	3 MONTHS ENDED 30TH SEPT. 2006	3 MONTHS ENDED 30TH SEPT. 2005	9 MONTHS ENDED 30TH SEPT. 2006	9 MONTHS ENDED 30TH SEPT. 2005	YEAR ENDED 31ST DEC. 2005 (Audited)
INCOME FROM OPERATIONS	2,348	2,313	5,986	7,614	10,028
DIVIDEND FROM OPERATING SUBSIDIARIES / JOINT VENTURES	-	836	267	1,208	1,208
OTHER INCOME	11	29	54	155	209
TOTAL REVENUE	2,359	3,178	6,307	8,977	11,445
EMPLOYMENT EXPENSES	466	313	1,320	954	1,240
TRAINING AND EDUCATION EXPENSES	937	1,079	2,445	2,850	4,341
MARKETING AND ADVERTISEMENT EXPENSES	208	93	521	227	318
ADMINISTRATION EXPENSES	372	325	1,069	994	1,470
TOTAL EXPENSES	1,983	1,810	5,355	5,025	7,369
PROFIT / (LOSS) BEFORE INTEREST, DEPRECIATION AND EXCEPTIONAL ITEMS	376	1,368	952	3,952	4,076
INTEREST AND FINANCE CHARGES (NET)	58	150	167	467	573
PROFIT / (LOSS) BEFORE EXCEPTIONAL ITEMS AND DEPRECIATION	318	1,218	785	3,485	3,503
DEPRECIATION	338	516	1,051	1,460	1,951
PROFIT/(LOSS) BEFORE EXCEPTIONAL ITEMS AND TAX	(20)	702	(266)	2,025	1,552
EXCEPTIONAL ITEMS					
FIXED ASSETS WRITTEN OFF	-	-	-	-	127
PROVISION FOR DOUBTFUL DEBTS	-	-	-	-	1,844
PROVISION FOR DOUBTFUL ADVANCES (Net)	-	-	-	-	1,986
PROVISION FOR DIMINUTION IN INVESTMENT	-	-	-	-	419
IMPAIRMENT OF FIXED ASSETS	-	-	-	-	489
PROVISION NO LONGER REQUIRED WRITTEN BACK	-	-	-	-	(145)
TOTAL EXCEPTIONAL EXPENDITURE	-	-	-	-	4,720
PROFIT / (LOSS) BEFORE TAX	(20)	702	(266)	2,025	(3,168)
PROVISION FOR TAXES					
INCOME TAX & WEALTH TAX	-	59	17	166	16
FRINGE BENEFIT TAX	13	14	42	32	40
DEFERRED TAX	-	-	-	-	-
PROFIT / (LOSS) AFTER TAX	(33)	629	(325)	1,827	(3,224)
PAID UP EQUITY SHARE CAPITAL (Rs. 10 each)	3,788.23	3,763.34	3,788.23	3,763.34	3,763.59
RESERVES & SURPLUS					4,425.35
EPS in Rupees (Not annualized)					
BASIC	(0.09)	1.78	(0.86)	5.36	(9.21)
DILUTED	(0.09)	1.76	(0.86)	5.28	(9.21)
AGGREGATE OF NON-PROMOTER SHAREHOLDING					
- NUMBER OF SHARES	30927894	35756559	30927894	35756559	30681474
- PERCENTAGE OF SHAREHOLDING	81.64%	95.01%	81.64%	95.01%	81.52%

Notes :
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UNAUDITED CONSOLIDATED SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs. In Lacs)

PARTICULARS	3 MONTHS ENDED 30TH SEPT. 2006	3 MONTHS ENDED 30TH SEPT. 2005	9 MONTHS ENDED 30TH SEPT. 2006	9 MONTHS ENDED 30TH SEPT. 2005	YEAR ENDED 31ST DEC. 2005 (Audited)
1) SEGMENT REVENUE					
A. RETAIL	4,043	2,589	9,274	6,931	9,643
B. INSTITUTIONAL	1,439	1,297	3,997	4,622	5,957
TOTAL	5,482	3,886	13,271	11,553	15,600
2) SEGMENT RESULTS (BEFORE EXCEPTIONAL ITEMS)					
A. RETAIL	1,940	1,329	4,240	3,689	4,633
B. INSTITUTIONAL	(172)	(841)	(287)	(1,023)	(1,285)
TOTAL	1,768	488	3,953	2,666	3,348
3) EXCEPTIONAL ITEMS					
A. RETAIL	-	-	-	-	2,014
B. INSTITUTIONAL	-	-	-	-	2,514
TOTAL	-	-	-	-	4,555
4) SEGMENT RESULTS (AFTER EXCEPTIONAL ITEMS)					
A. RETAIL	1,940	1,329	4,240	3,689	2,592
B. INSTITUTIONAL	(172)	(841)	(287)	(1,023)	(3,799)
TOTAL	1,768	488	3,953	2,666	(1,207)
LES:					
I. INTEREST	58	150	167	467	616
II. OTHER UN-ALLOCABLE EXPENDITURE NET OFF UNALLOCABLE INCOME	526	287	1,628	958	2,398
III. UN-ALLOCABLE EXCEPTIONAL ITEM	-	-	-	-	-
TOTAL PROFIT BEFORE TAX	1,184	51	2,158	1,241	(4,221)
5) CAPITAL EMPLOYED					
(SEGMENT ASSETS - SEGMENT LIABILITIES)					
A. RETAIL	4,615	4,026	4,615	4,026	2,927
B. INSTITUTIONAL	(1,809)	1,692	(1,809)	1,692	(2,122)
C. UNALLOCABLE ASSETS- LIABILITIES	7,247	8,340	7,247	8,340	6,420
TOTAL	10,053	14,058	10,053	14,058	7,225

Notes :
1) The Company has identified Business Segments as the primary segment. Segments have been identified taking into account the nature of services, the differing risks & returns, the organizational structure & the internal reporting system.

2) Except for Institutional segment, Fixed Assets are not identified, segment wise as these are used interchangeably between segments. The management believes that meaningful segregation of Assets & Liabilities on segment basis is currently not practicable.

STANDALONE (LIMITED REVIEWED) SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs. In Lacs)

PARTICULARS	3 MONTHS ENDED 30TH SEPT. 2006	3 MONTHS ENDED 30TH SEPT. 2005	9 MONTHS ENDED 30TH SEPT. 2006	9 MONTHS ENDED 30TH SEPT. 2005	YEAR ENDED 31ST DEC. 2005 (Audited)
1) SEGMENT REVENUE					
A. RETAIL	1,483	1,347	3,464	3,726	5,227
B. INSTITUTIONAL	866	977	2,559	3,924	4,960
TOTAL	2,349	2,324	6,023	7,650	10,187
2) SEGMENT RESULTS (BEFORE EXCEPTIONAL ITEMS)					
A. RETAIL	665	845	1,375	2,258	3,093
B. INSTITUTIONAL	(150)	(427)	(258)	99	(326)
TOTAL	515	418	1,117	2,357	2,767
3) EXCEPTIONAL ITEMS					
A. RETAIL	-	-	-	-	2,010
B. INSTITUTIONAL	-	-	-	-	721
TOTAL	-	-	-	-	2,731
4) SEGMENT RESULTS (AFTER EXCEPTIONAL ITEMS)					
A. RETAIL	665	845	1,375	2,258	1,083
B. INSTITUTIONAL	(150)	(427)	(258)	99	(1,047)
TOTAL	515	418	1,117	2,357	36
LES:					
I. INTEREST	58	150	167	467	573
II. OTHER UN-ALLOCABLE EXPENDITURE NET OFF UNALLOCABLE INCOME	477	(434)	1,216	(135)	496