



**Usha Martin Education & Solutions Limited**  
(Formerly Usha Martin Infotech Limited)

PS Srijan Techpark, 4th Floor  
DN - 52, Sector - V, Salt Lake City  
Kolkata 700091, India  
Tel : +91 33 4013 4700  
Fax : +91 33 4013 4800  
E-mail : [contact@umitl.co.in](mailto:contact@umitl.co.in)  
Website : [www.umesl.co.in](http://www.umesl.co.in)

Dated: January 27, 2011

To,  
The Secretary,  
National Stock Exchange of India Ltd.,  
Exchange Plaza,  
Plot - C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East)  
Mumbai - 400 051  
Fax No.: 022 2659 8237/8238  
Email: [cmlist@nse.co.in](mailto:cmlist@nse.co.in)

The Secretary,  
Bombay Stock Exchange Ltd.,  
Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

Fax No.: 022 2272 3719/3121/2061  
Email: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

Dear Sir/Madam,

**Re: Press Release**

Pursuant to the provisions of the Equity Listing Agreement entered into with the Stock Exchanges, we are pleased to send herewith the Press Release of the Company for the third quarter ended 31<sup>st</sup> December, 2010 for your records and necessary dissemination on your website.

Thanking you,

Yours truly  
**For Usha Martin Education & Solutions Limited**

**(Dr. R. N. Chakraborty)**  
Company Secretary



Encl.: a/a



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**Usha Martin Education & Solutions – 3<sup>rd</sup> quarter performance**

**Kolkata, January 27, 2011:** During the third quarter of financial year 2010-11, Usha Martin Education & Solutions Limited reported revenue of ₹ 109.72 Lakhs and a net loss of ₹ 139.64 lakhs on standalone basis. On consolidated basis, Q3FY11 revenues are at ₹ 169.64 Lakhs and net loss is at ₹ 138.51 Lakhs. During the period Apr-Dec'10, the company reported standalone revenue of ₹ 779.35 Lakhs and a net loss of ₹ 44.76 Lakhs. Year-to-date consolidated revenues and net losses are at ₹ 936.85 Lakhs and ₹ 40.12 Lakhs respectively. The Board of the Company met today to consider, adopt and take on record, the Un-audited Financial Results of the Company for Q3FY11.

The seasonal nature of this business renders quarter to quarter results non-comparable. Moreover, the performance of third quarter of current year is not comparable to the same quarter of previous year due to costs associated with several new initiatives during the quarter.

Towards achieving consolidated growth in the coming quarters, during Q3FY11 the company defrayed substantial costs towards team and infrastructure expansion for people placement and vocational training businesses. Usha Martin Academy's student intake has increased and the effect of this will get reflected in forthcoming quarters. In order to cater to this increased demand, additional faculty members were recruited and infrastructure facilities were augmented in a significant manner in the Academy business. The company's asset-light model of growing Academy business in collaboration with infrastructure partners is yielding positive interest from prospective partners.

**Contact details:**

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