

**NIIT Limited**



**Consolidated Profit and Loss Account**

For the quarter & financial year ended March 31, 2006

(All figures in Rs. Million except %age & EPS)

Particulars	JFM'05	OND'05	JFM'06
Systemwide Revenue	1,656	1,494	1,838
Net Revenue	1,045	1,052	1,149
Other Income	6	(5)	(21)
<b>Total Income</b>	<b>1,052</b>	<b>1,047</b>	<b>1,129</b>
Operating Expenses	916	933	984
<b>Operating Profit (EBITDA)</b>	<b>129</b>	<b>119</b>	<b>165</b>
<i>Operating Margin</i>	<i>12%</i>	<i>11%</i>	<i>14%</i>
Depreciation	95	96	102
<b>Profit Before Tax</b>	<b>41</b>	<b>19</b>	<b>43</b>
Provision for Taxation - Current & Deferred	2	9	7
<b>Net Profit</b>	<b>39</b>	<b>10</b>	<b>37</b>
Share of Associates' Net Profit	43	45	46
<b>PAT after Associate Profit</b>	<b>82</b>	<b>55</b>	<b>83</b>
<b>EPS (Rs.)</b>			
- Basic	3.8	2.8	5.0
- Diluted			

FY'05	FY'06
6,363	7,112
3,984	4,507
72	36
<b>4,056</b>	<b>4,543</b>
3,494	3,904
<b>490</b>	<b>603</b>
<i>12%</i>	<i>13%</i>
345	374
<b>217</b>	<b>266</b>
10	29
<b>207</b>	<b>236</b>
149	164
<b>356</b>	<b>401</b>
<b>18.0</b>	<b>21.4</b>
	<b>21.0</b>

*Previous period figures may have been recast for comparison purposes*



**Individual Business**

Rs. Mn	JFM'05	JFM'06
<b>Systemwide Revenue</b>	923	1,128
YoY		22%
<b>Net Revenue</b>	383	442
YoY		15%
<b>Operating Expenses</b>	362	392
<b>Operating Profit</b>	21	50
<b>Operating Margin</b>	6%	11%

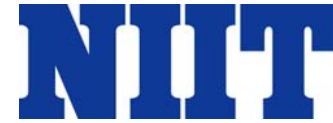
FY'05	FY'06
3,200	3,912
	22%
1,322	1,670
	26%
1,325	1,542
-3	128
0%	8%

Individual - Revenue Mix Portalwise	JFM'05	JFM'06
Careers	92%	93%
Others	8%	7%
<b>Total</b>	<b>100%</b>	<b>100%</b>

FY'05	FY'06
91%	93%
9%	7%
<b>100%</b>	<b>100%</b>

Enrolments	JFM'05	JFM'06
<b>Total</b>	<b>61,812</b>	<b>60,565</b>

FY'05	FY'06
242,492	274,873



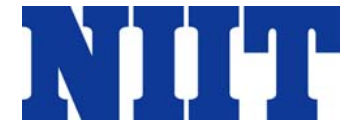
**Institutional Business**

Rs. Mn	JFM'05	JFM'06
Net Revenue	324	277
YoY		-14%
Operating Expenses	264	231
<b>Operating Profit</b>	60	47
<b>Operating Margin</b>	19%	17%

FY'05	FY'06
1,192	1,175
	-1%
936	962
256	213
22%	18%

Order Position for Institutional (Rs Mn)	JFM'06
Fresh Order Intake	419
Pending Order Book	
Executable in next 12 months	

	FY'06
	1,319
	1,645
	44%



Corporate Business

Rs. Mn	JFM'05	JFM'06
Net Revenue	339	430
YoY		27%
Operating Expenses	291	362
Operating Profit	48	69
Operating Margin	14%	16%

FY'05	FY'06
1,470	1,662
	13%
1,233	1,400
237	262
16%	16%

Order Position for Corporate (USD Mn)	JFM'06
Fresh Order Intake	14.3
Pending Order Book	
Executable in next 12 months	

	FY'06
	45.7
	29.2
	66%

**Consolidated Revenue Analysis**

	<b>JFM'05</b>	<b>JFM'06</b>
Systemwide Revenue Mix		
Individual	56%	61%
Institutional	21%	15%
Corporate	24%	23%
Total	100%	100%

	<b>FY'05</b>	<b>FY'06</b>
	50%	55%
	19%	17%
	30%	28%
	100%	100%

**Education Centres**

	<b>Mar'05</b>	<b>Mar'06</b>
Total Education Centres	3,369	4,632
incl International	214	275

**People**

	<b>Mar'05</b>	<b>Mar'06</b>
Total People Resource	1,838	2,259

**Shareholding Pattern**

	<b>Mar'05</b>	<b>Mar'06</b>
FII's	26%	30%
Promoters Holding	37%	34%
MFs/ FIs and Banks	20%	7%
Others	17%	29%
	100%	100%