

**Consolidated Profit and Loss Account**  
**For the Quarter / year ended March 31, 2007**  
 (All figures in Rs. Million except %age & EPS)

Particulars	JFM'06	JFM'07		FY'06	FY'07
<b>Systemwide Revenue</b>	1,836	3,343		6,749	11,163
Net Revenue	1,149	2,566		4,507	7,951
Other Income	(21)	(8)		36	(55)
<b>Total Income</b>	<b>1,128</b>	<b>2,558</b>		<b>4,543</b>	<b>7,896</b>
Operating Expenses	984	2,363		3,905	7,176
<b>Operating Profit (EBITDA)</b>	<b>165</b>	<b>204</b>		<b>603</b>	<b>774</b>
<i>Operating Margin</i>	<i>14%</i>	<i>8%</i>		<i>13%</i>	<i>10%</i>
Depreciation	102	130		374	473
<b>Profit Before Tax</b>	<b>43</b>	<b>66</b>		<b>265</b>	<b>247</b>
Provision for Taxation - Current & Deferred	7	11		29	4
<b>Net Profit</b>	<b>37</b>	<b>55</b>		<b>236</b>	<b>242</b>
Share of Associates' Net Profit	46	117		165	331
<b>PAT after Associate Profit</b>	<b>83</b>	<b>172</b>		<b>401</b>	<b>573</b>
<b>EPS (Rs.)</b>					
- Basic	5.0	8.9		21.4	29.5

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



NIIT Consolidated - FY'07 Financials

	Individual	Institutional	Corporate	Existing NIIT	New Biz	Organic NIIT	Acquisition related	EK	NIIT
<b>Net Revenues</b>	2,470	847	1,917	5,235	73	5,308		2,643	7,951
<b>YoY%</b>	48%	-28%	15%	<b>16%</b>		18%			76%
<b>Opex</b>	2,037	749	1,634	4,420	164	4,584	22	2,571	7,176
<b>EBITDA</b>	434	99	283	815	(91)	724	(22)	72	774
<b>EBITDA margin</b>	18%	12%	15%	16%	-125%	14%		3%	10%
<b>Net Other income</b>						(10)		(45)	(55)
<b>Depreciation</b>						456		16	473
<b>PBT</b>						258	(22)	10	247
<b>Tax</b>						3		1	4
<b>PAT</b>						255	(22)	9	242
<b>Associate Profit</b>						331	-	-	331
<b>PAT (after associate profit)</b>						585	(22)	9	573



NIIT Consolidated - JFM'07 Financials

	Individual	Insitutional	Corporate	Existing NIIT	New Biz	Organic NIIT	EK	NIIT
<b>Net Revenues</b>	673	228	486	1,387	35	1,421	1,145	2,566
<b>YoY%</b>	52%	-18%	13%	<b>21%</b>		24%		123%
<b>QoQ%</b>	20%	1%	1%	10%	36%	10%	19%	14%
<b>Opex</b>	540	203	417	1,160	61	1,221	1,141	2,363
<b>EBITDA</b>	133	25	68	226	(27)	200	4	204
<b>EBITDA margin</b>	20%	11%	14%	16%	-77%	14%	0%	8%
<b>Other income</b>						(19)	11	(8)
<b>Depreciation</b>						120	9	130
<b>PBT</b>						60	5	66
<b>Tax</b>						12	(1)	11
<b>PAT</b>						48	6	55
<b>Associate Profit</b>						117	-	117
<b>PAT (after associate profit)</b>						165	6	171



**Individual Business**

<b>Rs. Mn</b>	<b>JFM'06</b>	<b>JFM'07</b>		<b>FY'06</b>	<b>FY'07</b>
<b>Systemwide Revenue</b>	1,128	1,591		3,912	5,655
YoY		41%			45%
<b>Net Revenue</b>	442	673		1670	2470
YoY		52%			48%
<b>Operating Expenses</b>	392	540		1542	2037
<b>Operating Profit</b>	50	133		128	434
<b>Operating Margin</b>	11%	20%		8%	18%

<b>Individual - Revenue Mix Portalwise</b>	<b>JFM'06</b>	<b>JFM'07</b>		<b>FY'06</b>	<b>FY'07</b>
Careers	93%	95%		93%	94%
Others	7%	5%		7%	6%
<b>Total</b>	<b>100%</b>	<b>100%</b>		<b>100%</b>	<b>100%</b>

<b>Enrolments</b>	<b>JFM'06</b>	<b>JFM'07</b>		<b>FY'06</b>	<b>FY'07</b>
<b>Total</b>	<b>60,565</b>	<b>80,632</b>		<b>274,873</b>	<b>310,542</b>



**Institutional Business**

Rs. Mn	JFM'06	JFM'07		FY'06	FY'07
Net Revenue	277	228		1175	847
YoY		-18%			-28%
Operating Expenses	230	203		962	749
<b>Operating Profit</b>	47	25		213	98
Operating Margin	17%	11%		18%	12%

Order Position for Institutional (Rs Mn)	JFM'06	JFM'07		FY'06	FY'07
Fresh Order Intake	419	34		1319	157
Pending Order Book				1645	1016
Executable in next 12 months				44%	56%



## Corporate Business

Rs. Mn	JFM'06	JFM'07		FY'06	FY'07
Net Revenue	430	486		1662	1917
		13%			15%
Operating Expenses	361	417		1400	1634
Operating Profit	69	68		262	283
Operating Margin	16%	14%		16%	15%

Order Position for Corporate (USD Mn)	JFM'06	JFM'07		FY'06	FY'07
Fresh Order Intake	14.31	11.41		45.73	50.25
Pending Order Book				29.23	40.94
Executable in next 12 months				66%	62%

NIIT Limited



**Education Centres**

	Mar'06	Mar'07
Total Education Centres	4,632	4,569
incl International	275	314

**People**

	Mar'06	Mar'07
Total People Resource	2,259	3,213

**Shareholding Pattern**

	Mar'06	Mar'07
FII's	30%	39%
Promoters Holding	34%	34%
MFs/ FIs and Banks	7%	5%
Others	29%	22%
	100%	100%