

PRESS RELEASE

NIIT Ltd First Quarter'05 Consolidated Results

- **Consolidated Net Profit from Learning Biz grows 12-fold to Rs 7.5 crores**
- **System-wide Revenues grow to Rs 152 crores; up 10 % YoY**
- **Industry-endorsed GNIIT curriculum drives career enrolments growth**
- **Order intake of Rs 52 crores in International and Institutional segment**

New Delhi, July 27, 2004:

NIIT LIMITED CONSOLIDATED FINANCIALS AT A GLANCE			
	<i>Qtr ended Jun 30, '04</i>	<i>Qtr ended Jun 30, '03</i>	<i>Growth</i>
Global System-wide Revenues—Rs crs	152.0	138.7	10%
Net Revenues—Rs crores	96.8	88.4	10%
Operating Margin %	13	11	126 bps
Profit After Tax—Rs crores	7.5	0.6	12-fold
EPS—Rs	5.6		

For the First quarter ending June 30, 2004, NIIT Limited and its subsidiaries have reported Operating Profit of Rs 12.9 crores leading to an operating profit margin of 13%, an improvement of 126 basis points. Consolidated Net Profit from Learning Business grew 12-fold to Rs 7.5 crores. The Net Profit after accounting for profit share of associates stood at Rs 10.9 crores reflecting an EPS of Rs 5.60.

Global System-wide revenues of Rs 152.0 crores represent a 10% increase over the revenue recorded in the corresponding period last year. The consolidated net revenues of NIIT and its subsidiaries were Rs 96.8 crores, up 10% YoY.

NIIT's overseas operations contributed Rs 81.2 crores representing 53% of the global Systemwide revenues with the remaining 47% coming from its Learning Business in India. Individual Learning segment in India contributed Rs 39.6 crores, while the India Institutional business contributed Rs 31.2 crores.

A fresh order intake of Rs 52 crores took the pending order book of International and Institutional segment for Learning business to Rs 307 crores as on June 30, 2004. Of this, Rs 144 crores is executable over the next 12 months.

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Commenting on NIIT Limited's 1st quarter performance, NIIT Chairman Mr Rajendra S Pawar said, **"The 12-fold growth in net profit to Rs 7.5 crores reflects increased productivity and the increasing confidence of customers in NIIT offerings and service quality."**

The results were taken on record at the meeting of the Board of Directors of NIIT Limited here today.

The wide acceptance of the newly introduced Industry-Endorsed GNIIT curriculum by both students as well as the employers, led to increase in the career enrolments.

Designed with an "outside-in" approach, the GNIIT curriculum offers options in both Engineering and Management streams. The curriculum comes with four-specialisation tracks--Software Engineering; Systems Engineering & Networking; Information Systems Management and BPO Management--built on a common foundation.

The excellent performance of GNIIT students and the facility for customizing the new industry-endorsed program as per the specific technology needs of the employers has prompted a large number of companies to seek special batches of GNIIT students. The first such batch prepared specifically for a leading global IT company was acknowledged at a special Alumni Felicitation event in Delhi last week.

K-12 business enrolls One-millionth student

NIIT@School business that offers computer education in government and private schools recently crossed a new milestone in its initiative of taking computer proficiency to the grass root levels when it enrolled its one-millionth student from Sibsagar in Assam.

Speaking on achieving this landmark, NIIT Chief Operating Officer P Rajendran said, **"Enrolling the One-millionth school student in government schools is a matter of great satisfaction. It places NIIT in a unique position to be able to shape the future of millions of Indian school children in the rural hinterland."**

This achievement makes NIIT@School the single largest computer education and computer aided education integration program in the country.

Knowledge Solutions Business adds prestigious customers

NIIT's Knowledge Solutions Business has added NASD, the world's largest private-sector provider of regulatory services from USA as one of its customers. In addition, the world's leading Telecom Company has chosen NIIT as one of the three global Content Development Partners.

NIIT's cutting edge work for the American Universities, Technology providers and Publishing houses is being taken note of by leading business intelligence firms and independent analysts. NIIT and its division, Cognitive Arts, have featured in the 'Top 9 Custom Content Providers' listing in the Brandon Hall report based on popularity among respondents. NIIT also features among the 'Top 20 Training Outsourcing Providers' listing of trainingoutsourcing.com.

About NIIT Limited

NIIT Limited, an acknowledged leader in IT and IT-assisted training provides Learning and Knowledge Solutions in 33 countries. Training over 500,000 learners annually, NIIT is the

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first and the only Asian Education and Training Organization to feature among the IDC Top 20 Global IT Training market leaders for 3 consecutive years.

NIIT's classroom programs include: GNIIT-An industry endorsed curriculum for IT career seekers; CATS-for training on advanced technologies, Planetworkz-for skills in the BPO industry. NetVarsity-the e-learning portal offers a distinctive blend of content, technology and services, while NIIT@School provides IT education to over one million students in government and private schools.

NIIT's SEI CMM Level 5 assessed Knowledge Solutions business has emerged as a clear leader in the field of Knowledge Management and e-Learning content and services. It offers integrated Learning Solutions that range from strategy and design to development, implementation and administration. Its key customers include four of the top 10 global corporations, seven of the Top 10 technology companies and two of the Top 3 publishing Companies.

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