



NIIT

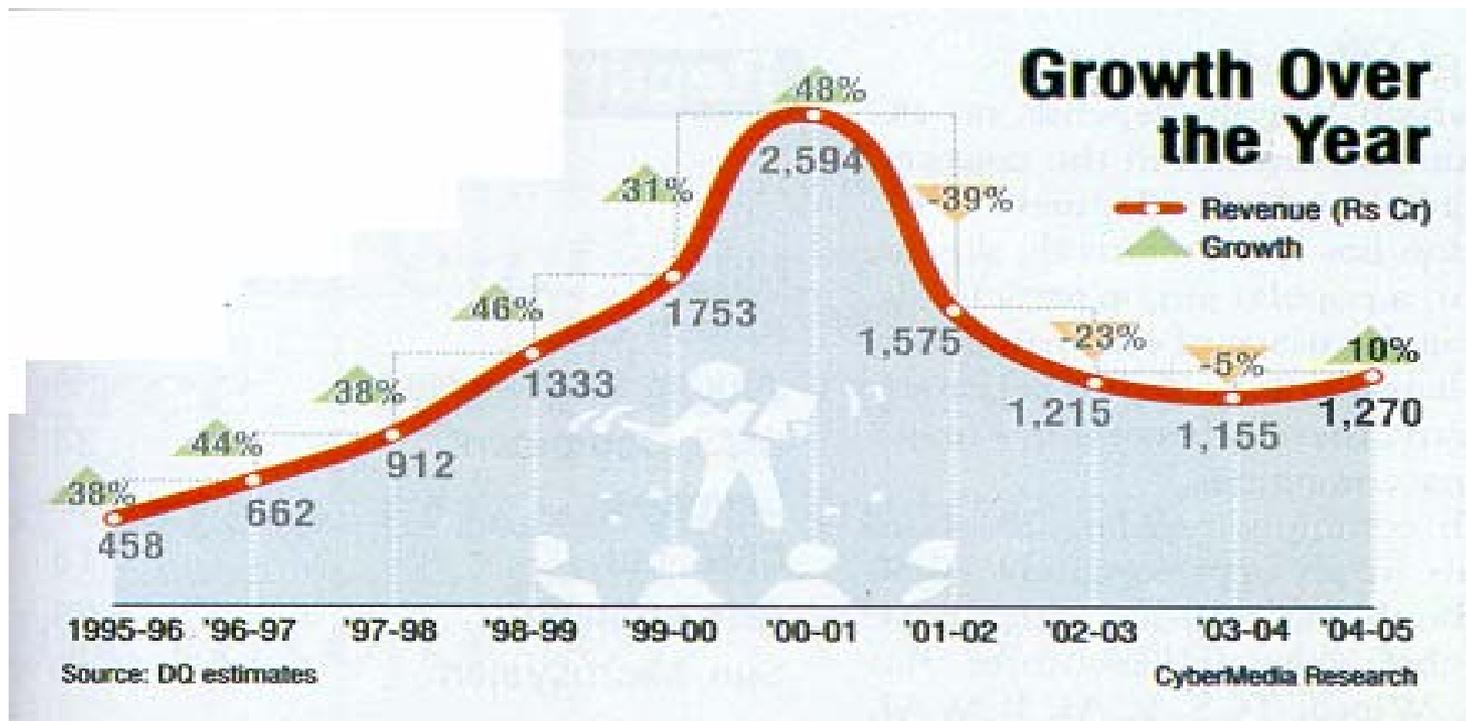
Financial Results

April 2005 – June 2005

July 28, 2005

- Industry Environment
- Results Highlights
- Consolidated Financials
- Segment Operations
- Headcount
- Shareholding pattern

- The latest DQ market survey (DQ Growth 2.0) reports
 - The IT training industry recorded 10 per cent growth to log in revenues of Rs 1,270 crore
 - Growth in e-learning is picking up momentum in the country



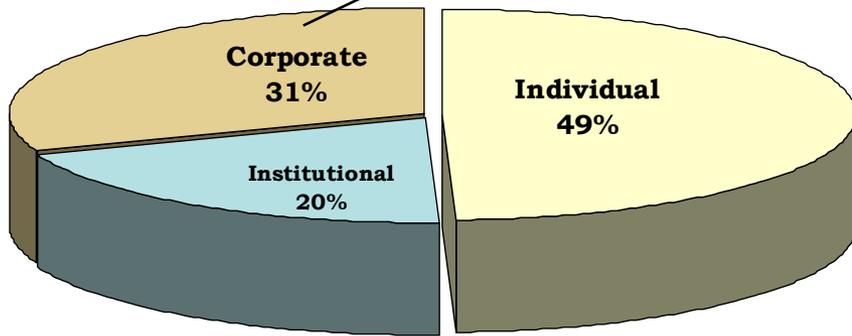
- IT workforce crosses 1 mn mark during FY'05
- 170,000 additional IT professionals to be added next year
- 60% of hires to be fresh recruits
- Newer technology skill requirements on an increase
- Engineering & IT Seats (approx 470k) on an increasing trend
- Domestic IT sector hirings are seeing a shift towards Diploma/PG Diploma

- PAT at Rs. 131 mn for the quarter up 21% YoY
- AMJ'05 System wide revenues at Rs. 1,695Mn up 12% YoY
- Net revenues for the quarter record a 10% YoY growth at Rs. 1,064Mn
- Operating margin for the quarter at 13.4% Vs. 12.3% for FY 2004-05

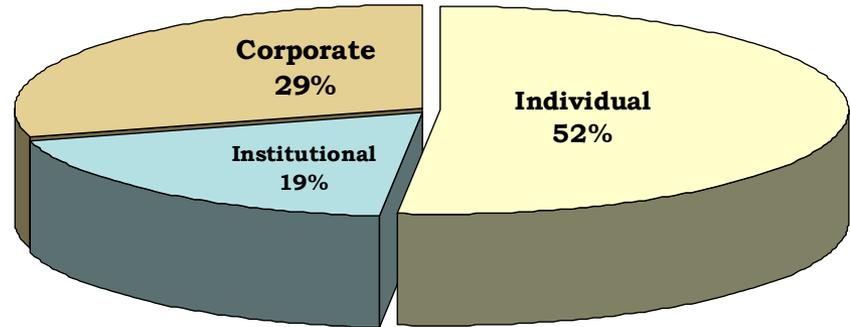
(Rs in mn)	AMJ'05	AMJ'04	Growth YoY (%)
System Wide Revenue	1695	1520	12%
Net Revenues	1064	968	10%
Other Income	46	31	48%
Operating Expenses	920	840	10%
Operating Profit	143	129	11%
OPM	13%	13%	20 bps
Depreciation	86	82	5%
Profit Before Taxes	103	78	32%
Provision For Tax	7	3	133%
Net Profit	96	75	28%
Share of Profits from Associates	35	34	3%
PAT	131	109	21%
Basic EPS (Rs)	6.8	5.6	21%

Consolidated Revenue Mix (SWR)

Revenues up 12% YoY



AMJ'04



AMJ'05

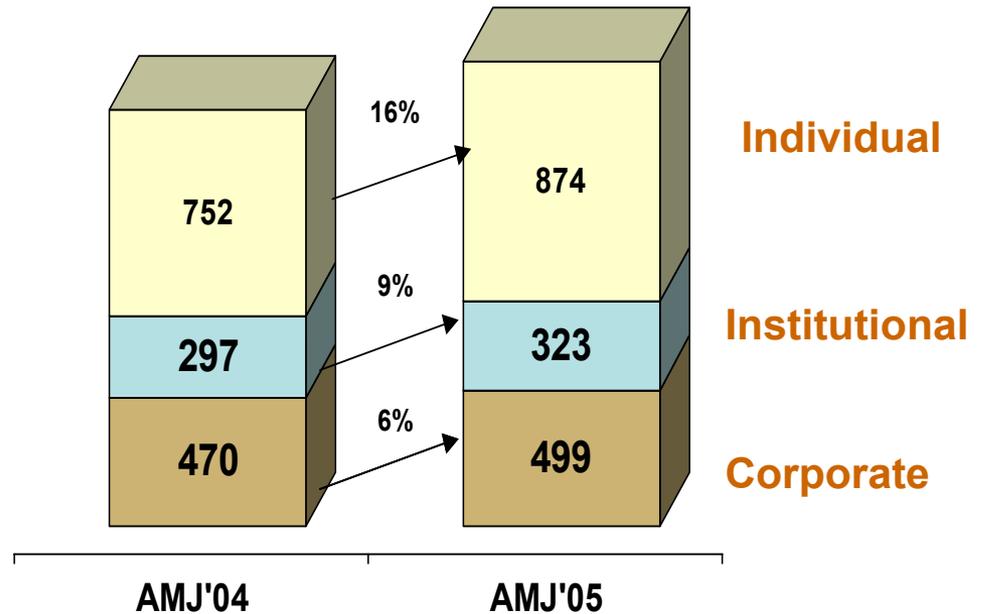
Individual grows 16% YoY

- India & International contribute equally

Institutional revenue increase of 9% YoY

- New contracts from Assam & Himachal

Corporate grows 6% YoY on healthy order intake



(Rs in mn)	AMJ'05	AMJ'04	Growth YoY%
System Wide Revenue	874	752	16%
Net Revenues	371	294	26%
Operating Expenses	359	320	12%
Operating Profit	12	(26)	146%
OPM	3%	-9%	1202 bps

NIIT
www.niit.com

Life begins at NIIT

Dad used to be embarrassed refusing me pocket money.

Now, he's embarrassed when I offer to pay the EMIs.

Placements in 18 of the Top 20 IT companies. More than 5000 job openings at any point in time. Recruitments in over 2000 companies from every industry. For 12,000 GNIITians last year, life changed for the better.

With as many as 2.75,000 jobs emerging in the IT industry over the next one year, this success is only understandable. After all, the industry-endorsed GNIIT Program has been created to help you become a professional whom others will look up to.

Change the way the world sees you

Follower?

Leader!

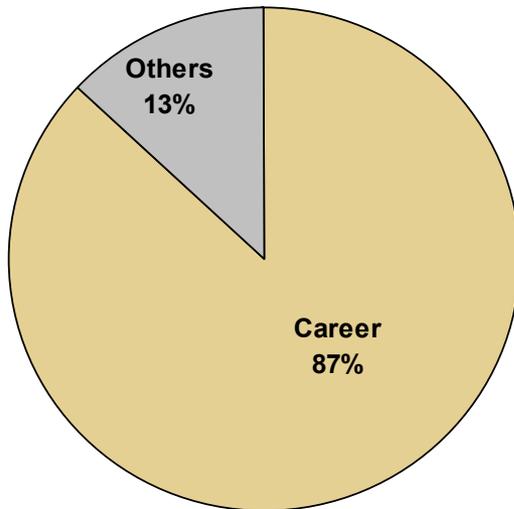
Admissions open
Call: 2224 1882

- Increased acceptance of GNIIT by Employers & Students
- China grows 40% to contribute 7% to total System wide revenues

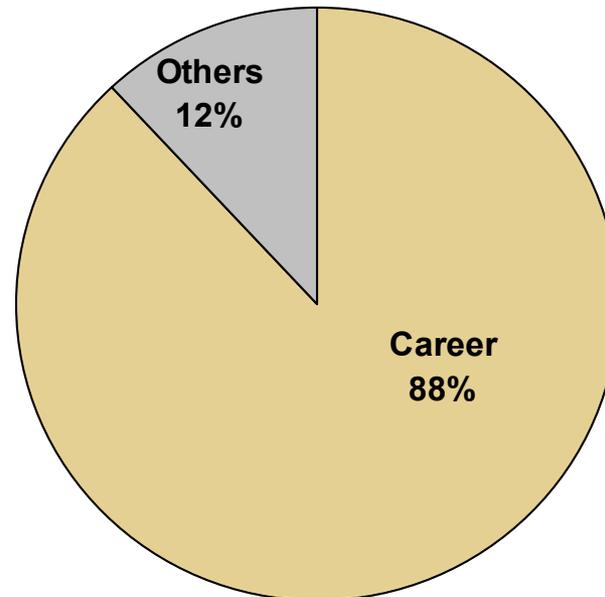
- Increased contribution from FUTURZ and CATS segment
 - Career segment enrolments up 15%
- Overall Enrolments at 76,204 up 8% YoY



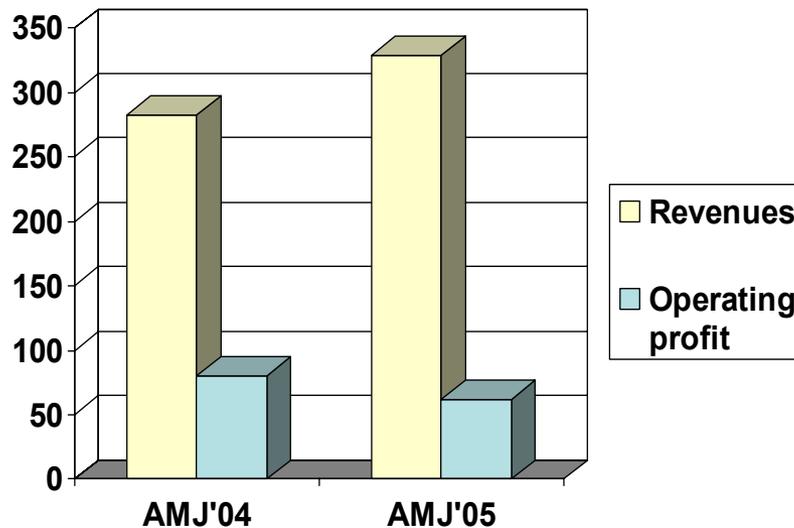
AMJ'04



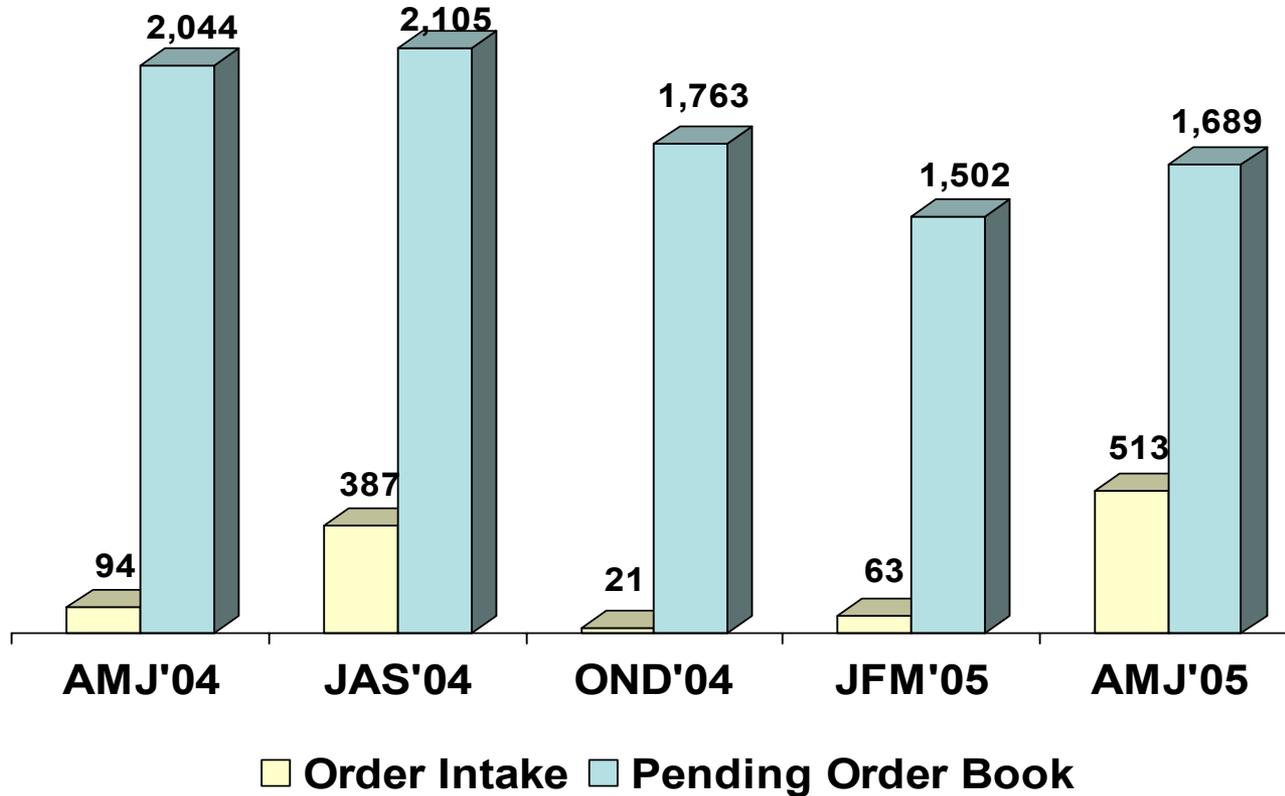
AMJ'05



(Rs in mn)	AMJ'05	AMJ'04	Growth YoY%
System Wide Revenue	323	297	9%
Net Revenues	319	283	13%
Operating Expenses	258	204	26%
Operating Profit	61	80	-24%
OPM	19%	28%	-915 bps



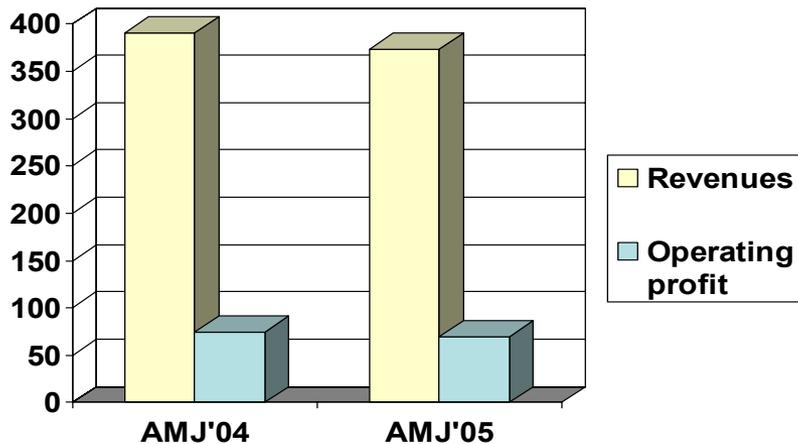
Institutional Segment Metrics



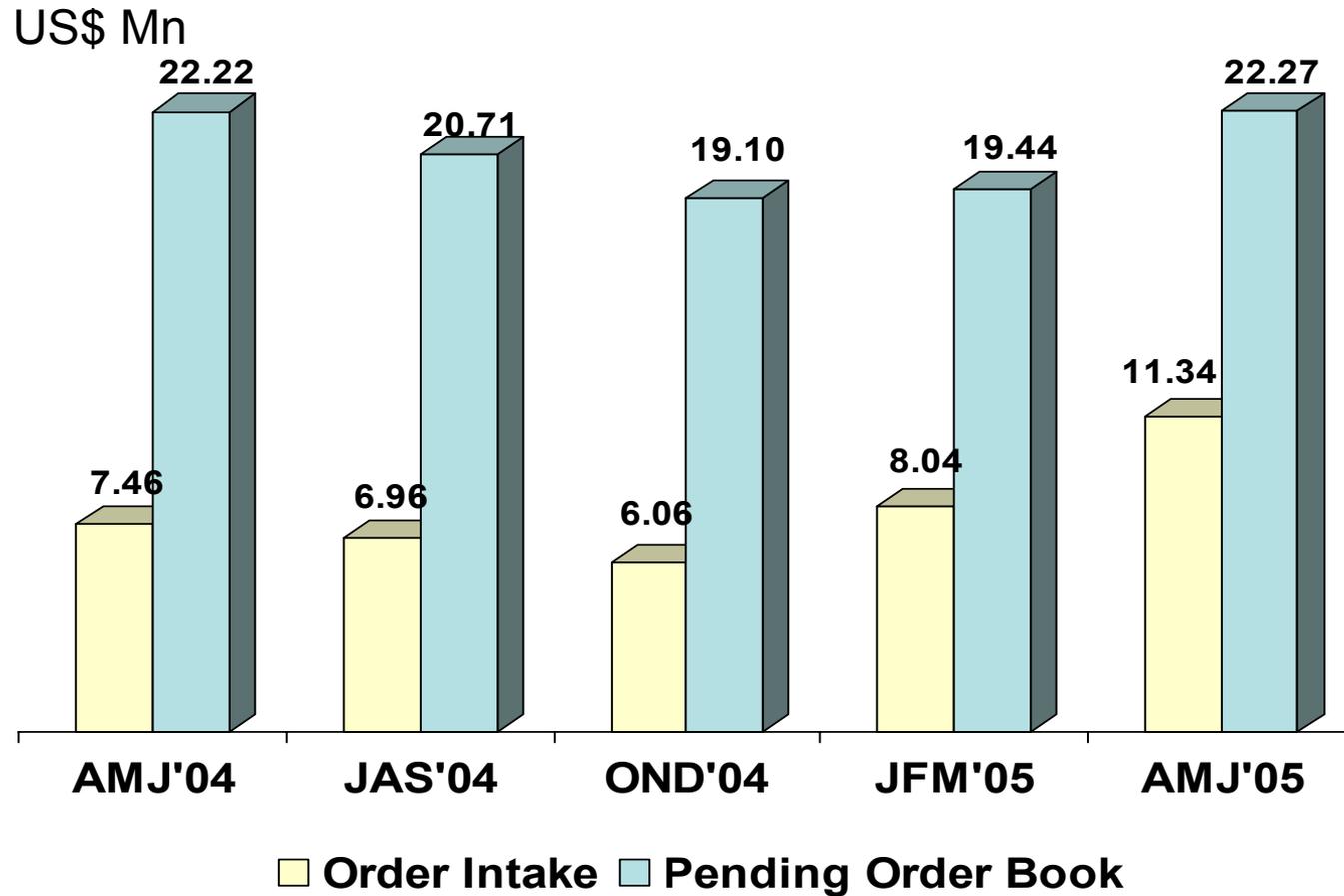
New Orders: Assam & Himachal Pradesh

44% executable in next 12 months

(Rs in mn)	AMJ'05	AMJ'04	Growth YoY%
Corporate Segment			
System Wide Revenue	499	470	6%
Net Revenues	373	391	-5%
Operating Expenses	303	316	-4%
Operating Profit	71	75	-5%
OPM	19%	19%	-15 bps



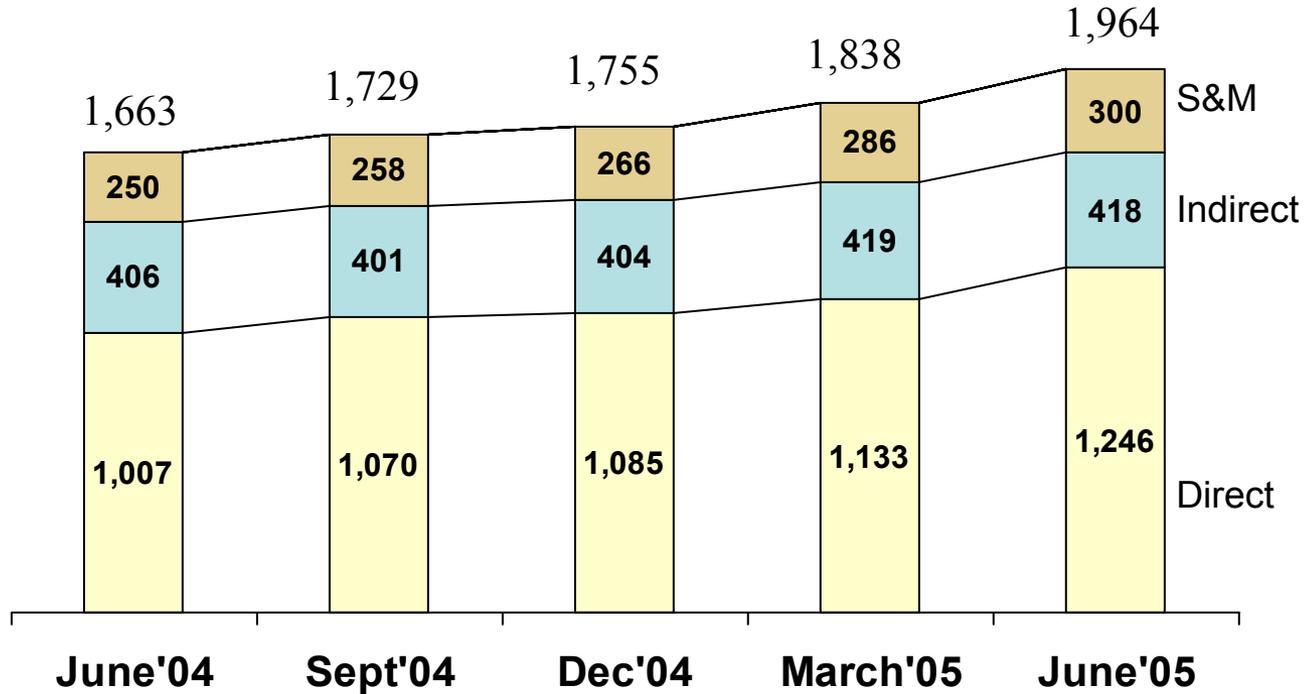
Corporate Segment Metrics



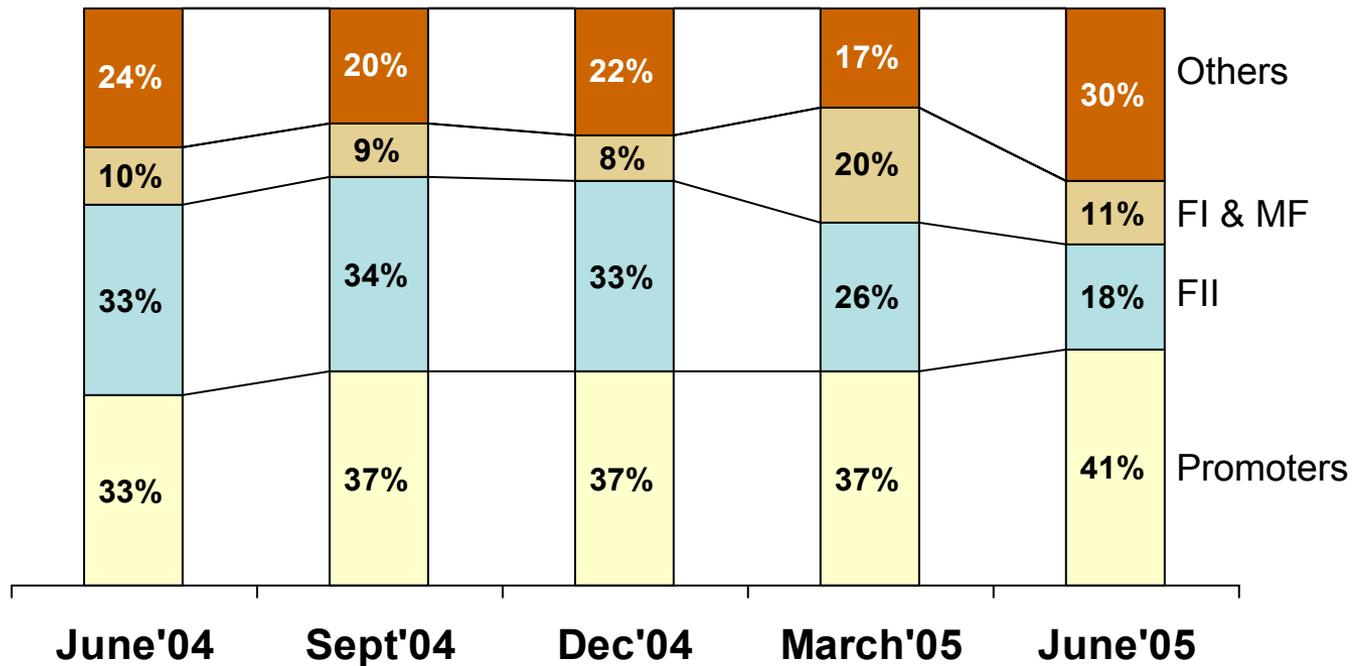
High visibility given 59% executable with the next 12 months

AMJ'05 Capacity & Head Count

Head count: Net increase 126



Shareholding Pattern



19.3 Million Equity Shares, no outstanding ESOPs