



Second Quarter Results Jul- Sept 2004

Agenda

- Industry Environment
- Results Highlights
- Consolidated Financials
 - Income Statement
 - Geographic Mix
 - Segmental Break Up
 - Revenues
 - Lead Indicators
- Shareholding Distribution

Industry Environment

- India
 - Sentiment for IT career making a cautious return
 - Metros leading the way
 - NITAT – indicative of interest
 - Definitive pull from employers for quality manpower
 - Increased hirings in last 12 months primarily at entry level
 - Rising attrition rates
 - Higher salary levels in the experienced category (DQ Oct 15, 2004)
- China
 - IT Education becoming part of mainline University Education
 - IDC predicts 19% annual growth
 - High end skills fetch a premium
- Global
 - IDC predicts slow growth in global IT Training
 - Potential for Outsourcing driven by cost reduction, global roll outs
 - Corporate spending on e-Learning increasing

Results Highlights

- Six Month Net profit of Rs 227Mn surpasses last 12 month fiscal profits of Rs 189Mn
- Quarterly Net Profit at Rs 118Mn vs. Rs 67Mn loss last year and Rs 109 Mn last quarter
- Improved Earnings Per share at Rs 6.11(Rs 5.6 last quarter)
- System wide Revenues of Rs 1860Mn grow 10% YoY, 22% QoQ, Net revenues Rs 1109 Mn, up 12% YoY
- Operating profit grows 233% YoY to Rs140Mn, OPM at 13%

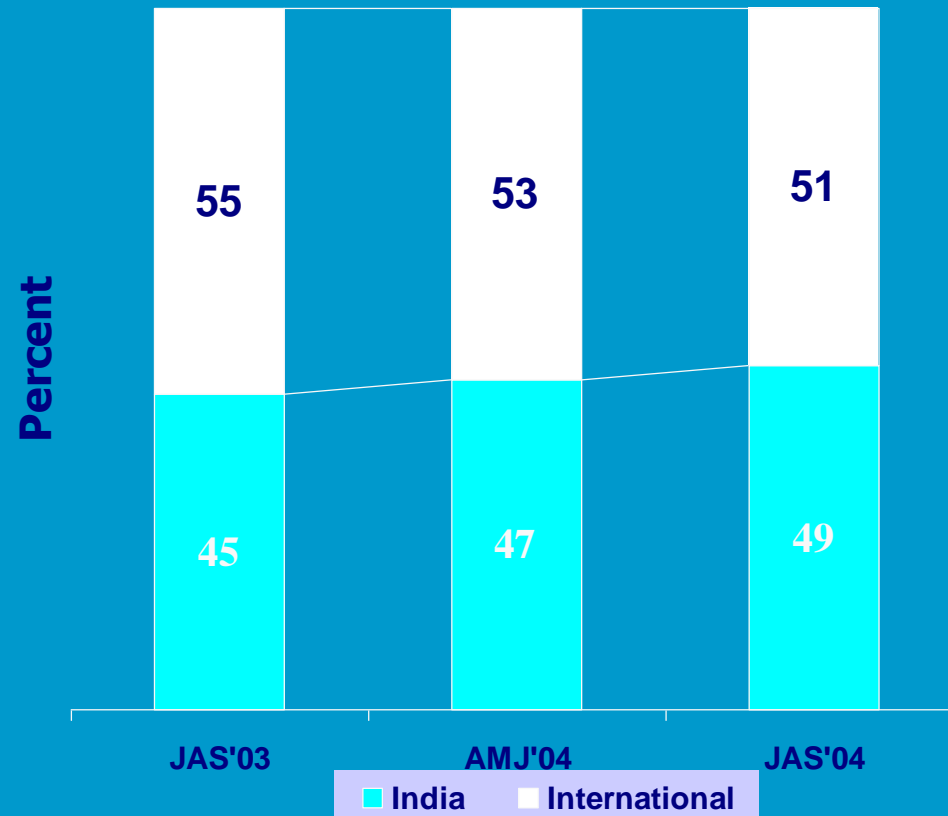
Financials - Consolidated

(Rs in mn)	JAS'03	AMJ'04	JAS'04	Growth QoQ (%)	Growth YoY (%)
System Wide Revenue	1691	1520	1860	22	10
Net Revenues	988	968	1109	15	12
Operating Profit	42	129	140	9	233
OPM	4	13	13	-63 bps	841bps
Depreciation	129	82	84		
Other Income	19	31	28	-10	47
Provision For Tax	-	3	5		
Net Profit	(67)	75	80	7	
Share of Profits from Associates	-	34	39		
PAT	(67)	109	118	8	276
EPS (Rs)		5.6	6.1		

- **DSOs** down from 122 to **97 days on higher revenues**, 82% is less than 180 days
- **Net cash Rs 428Mn**, over Rs 22 per equity share
- **Return On Average Capital Employed** improves to **17.8%** annualized

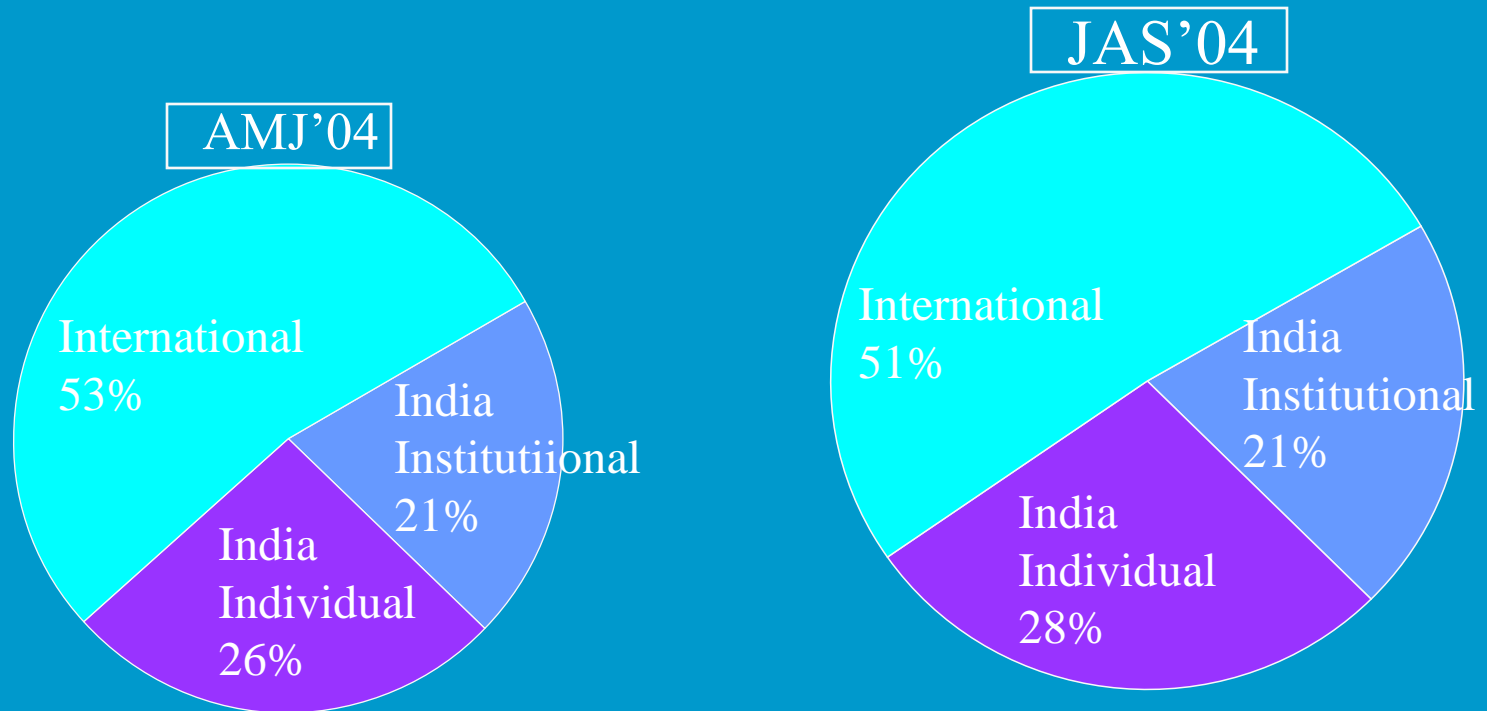
Geography wise Revenue Mix

- India exhibits 23% YoY revenue growth in the quarter
- Network reach through 3783 education Centres
 - Including 280 in International geography
- Total human resource strength at quarter end 1729



Segmental Analysis

- India Individual segment depicts growth of 31% QoQ
- Institutional segment grows 24% QoQ
 - Fresh Order intake at Rs 428Mn, up 232% QoQ
- International segment witnesses 18% QoQ
 - addition of 4 New clients including 1 from Higher Education Segment
 - End of quarter Order book at \$ 18.96Mn



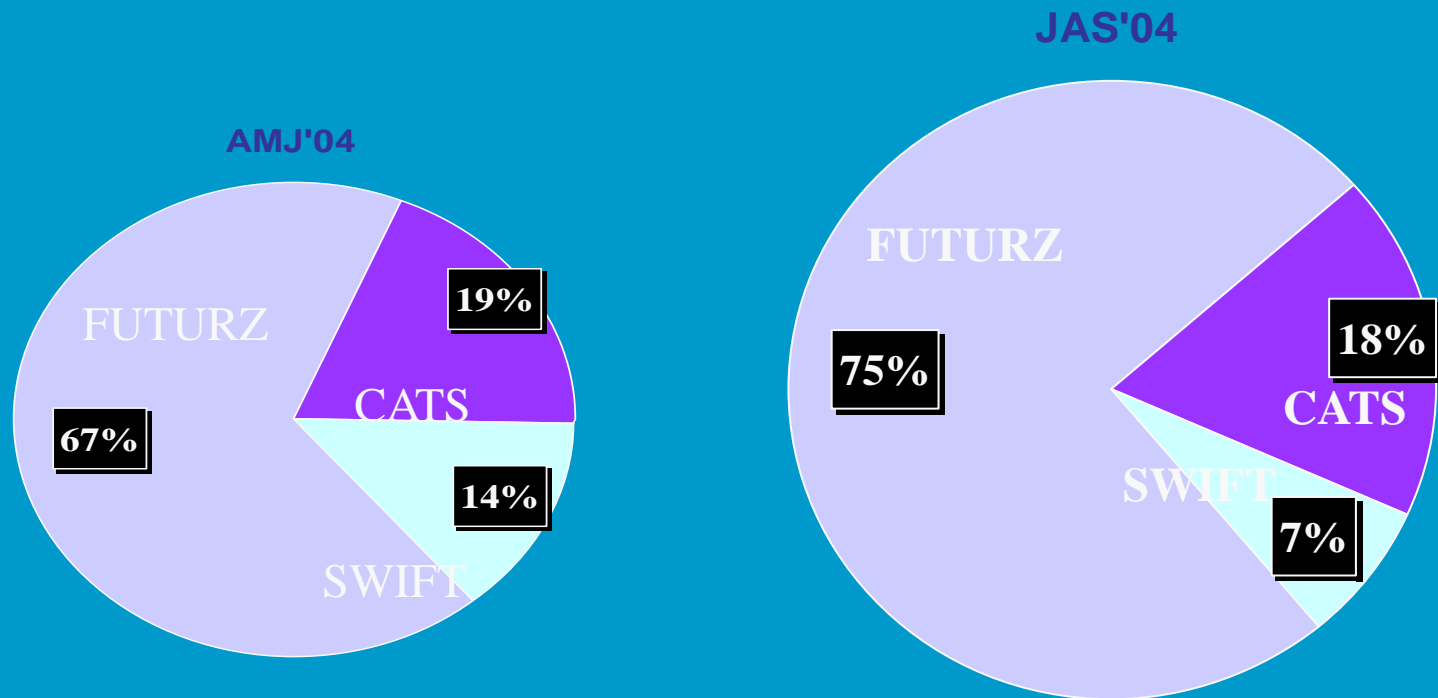
Segmental Profitability

(Rs in mn)

	India Individual	India Institutional	International	Total
System Wide Revenue (Previous quarter)	516 (396)	387 (312)	957 (813)	1860 (1520)
<i>QoQ Growth (%)</i>	<i>31</i>	<i>24</i>	<i>18</i>	<i>22</i>
Net Revenues (Previous quarter)	284 (208)	377 (312)	448 (448)	1109 (968)
<i>QoQ Growth (%)</i>	<i>37</i>	<i>21</i>	<i>0</i>	<i>15</i>
Operating Profit (Previous quarter)	-9 (-26)	76 (77)	73 (78)	140 (129)
OPM (%)	-3	20	16	13

India Individual-Portal Revenue Mix

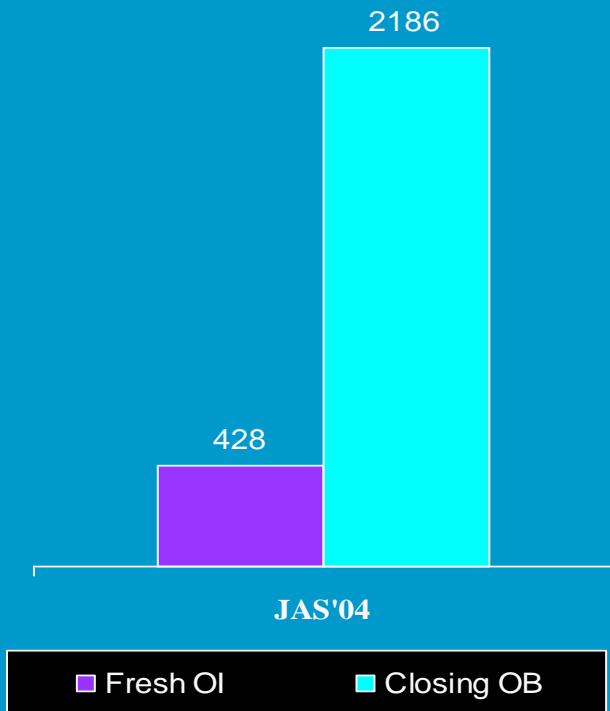
- Overall enrolments at 67,833
- Revenue Mix reflects increase in contribution from FUTURZ segment
- FUTURZ
 - Registrations and revenue contribution improves QoQ
- CATS
 - Witnesses growth in revenue terms as well as registrations over last quarter
- Average Realization improves



Order Book- Total fresh order intake Rs 797MN, up 52%QoQ

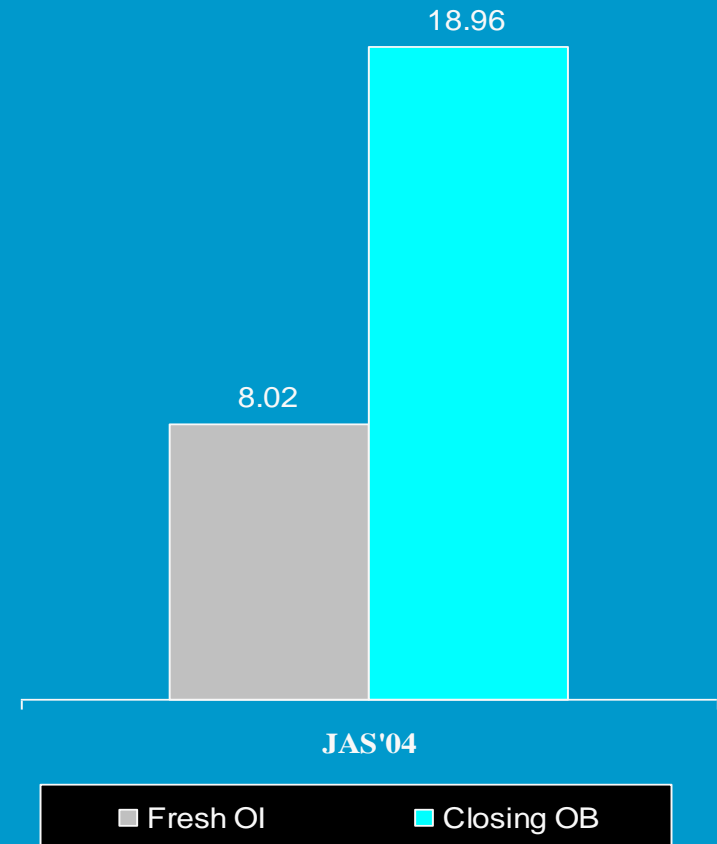
India Institutional (Rs Mn)

- Order Intake grows 232% QoQ from 129Mn



International (US\$ Mn)

- Americas contributes bulk of the Order Book



Shareholding Distribution

