



NIIT

Financial Results

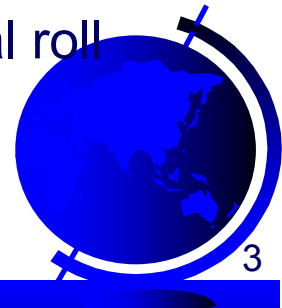
July 2005 – September 2005

October 27, 2005

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



- India
 - Marked improvement in sentiment for IT careers
 - Metros leading the way
 - New courses – Industry endorsed GNIIT, AAE, short term certification courses etc attracting more students
 - Higher placements - pull from employers for quality
- China
 - Focused approach to IT Education as part of mainline University Education
 - High end skills fetch a premium
- Global
 - Potential for Outsourcing driven by cost reduction, global roll outs
 - Corporate spending on e-Learning increasing



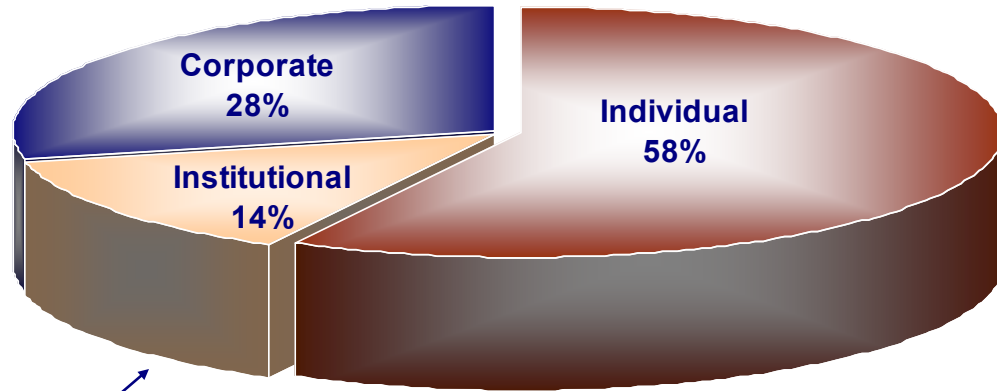
- JAS'05 System wide revenues at Rs. 2,085 Mn up 12% YoY
- Net revenues for the quarter record a 12% YoY at Rs. 1,241 Mn
- Operating profit of Rs. 175 mn grows 25% YoY
- Operating margin for the quarter at 14.1% Vs. 12.6% for JAS'04 – an improvement of 146 bps
- PAT at Rs. 132 mn for the quarter up 12% YoY



(Rs in mn)	JAS'05	JAS'04	AMJ'05	Growth YoY (%)	Growth QoQ (%)
System Wide Revenue	2,085	1,860	1,695	12%	23%
Net Revenues	1,241	1,109	1,064	12%	17%
Operating Expenses	1,066	969	920	10%	16%
Operating Profit	175	140	143	25%	22%
OPM	14%	13%	13%	146 bps	64 bps
Depreciation	90	84	86	7%	6%
Other Income	15	28	46	-46%	-67%
Profit Before Taxes	100	85	103	19%	-3%
Provision For Tax	7	5	7	40%	0%
Operational Net Profit	93	80	96	17%	-3%
Share of Profits from Associates	38	39	35	-1%	10%
PAT	132	118	131	12%	-
Basic EPS (Rs)	6.8	6.1	6.8	12%	-



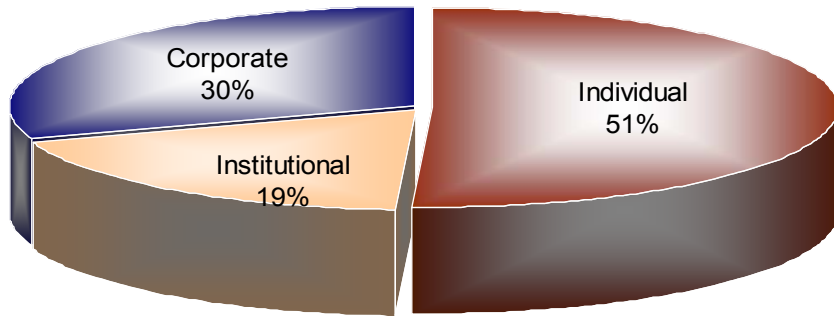
Consolidated Revenue Mix (SWR)



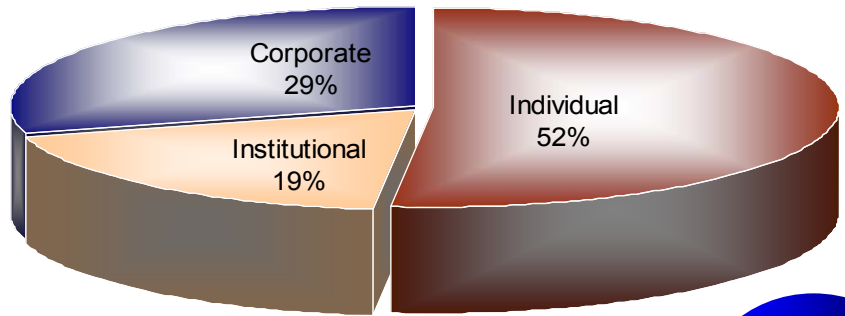
Revenues up 12% YoY

JAS'05

Revenues up 23% QoQ



JAS'04



AMJ'05



Individual records 27% YoY growth

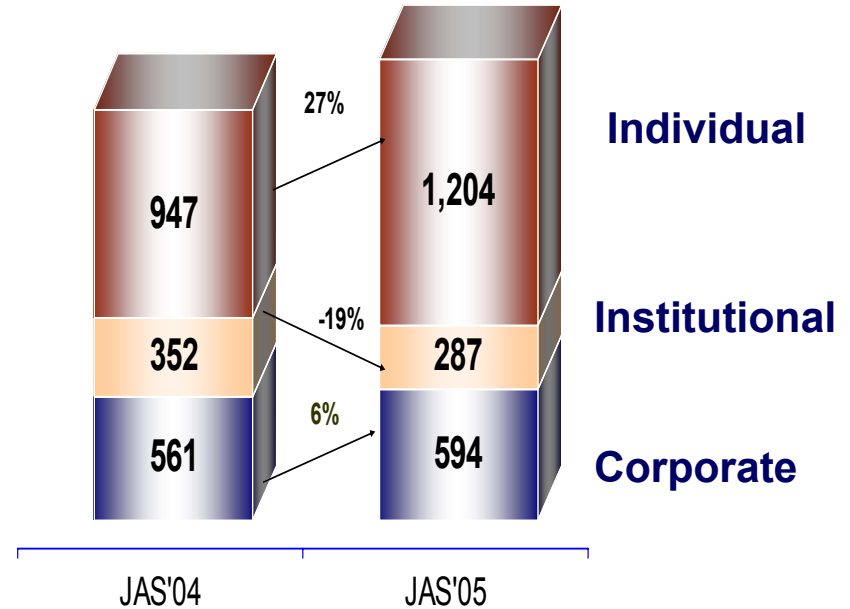
- India contributed 20%
- International contributed 36%

Institutional revenue decrease 19% YoY

- Delays in New orders

Corporate grows 6% YoY

- Major wins in India & Europe



(Rs in mn)	JAS'05	JAS'04	Growth YoY%
System Wide Revenue	1204	947	27%
Net Revenues	505	374	35%
Operating Expenses	438	376	16%
Operating Profit	67	(2)	2790%
OPM	13%	-1%	1393 Bps

“Nothing is more fulfilling than making it on your own.”

The 15th Bhavishya Jyoti Scholarships for College Students and Graduates

Today, the IT industry requires bright students across disciplines. NIIT has always recognized as well as fostered meritorious and deserving candidates to help meet industry demands for trained IT manpower. In the last 15 years, over two lakh students have benefited from these scholarships.

Over the last one year, the IT industry absorbed nearly 2.85 lakh* professionals, 45% of whom were fresh recruits. Last year saw over 2000 companies including HCL, EDG, Wipro, Mastek, Reliance, HSBC, Citibank, and vCustomer recruit from NIIT campuses.

The Bhavishya Jyoti scholarships will encourage promising students from all disciplines to build successful

IT careers. You can look at it as a head start in the pursuit of your dream career, just like lakhs of students over the last 15 years.



SCHOLARSHIP DETAILS

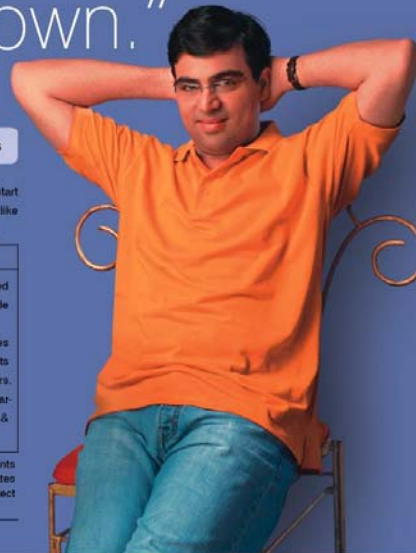
- Merit-based scholarships of up to Rs 25,000 based on Std. XII marks and performance in the Aptitude Test & Interview.
- Scholarships for college students & graduates under GNIIT series. For Engineering and IT students under special technology programs for Engineers.
- NITAT 2005 candidates are eligible for scholarship benefits based on their NITAT scores & Std. XII marks.

Start Date:

Sunday, 18th Sept, 05

Selection Process: Aptitude Test & Personal Interview • **Eligibility:** College Students of B.A./B.Com./B.Sc. • Engineering & Other IT Students • Engineering & Other Graduates
 • Submit 2 passport-size photographs & attested copies of your Std. XII mark sheet to collect Hall Tickets • **Last date to Apply:** 17th Sept. 05 • For details, visit NIIT today

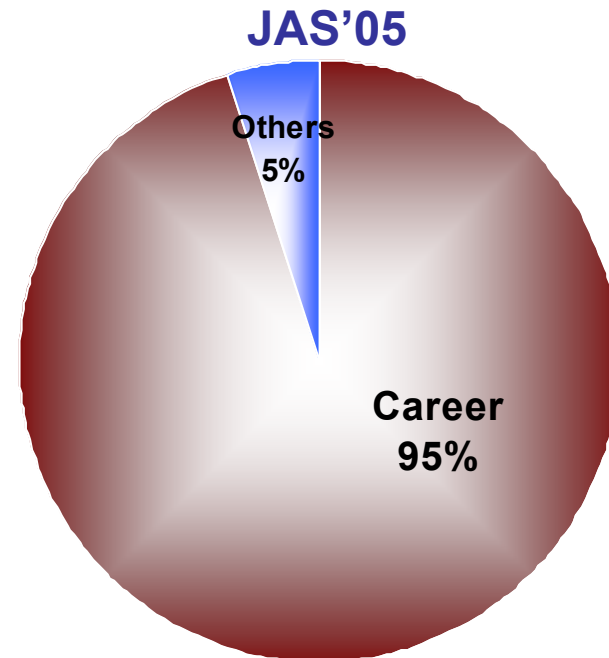
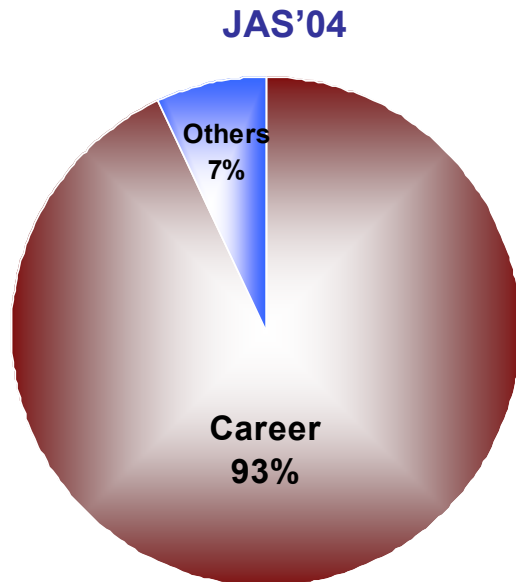
Life begins at
NIIT
www.niit.com



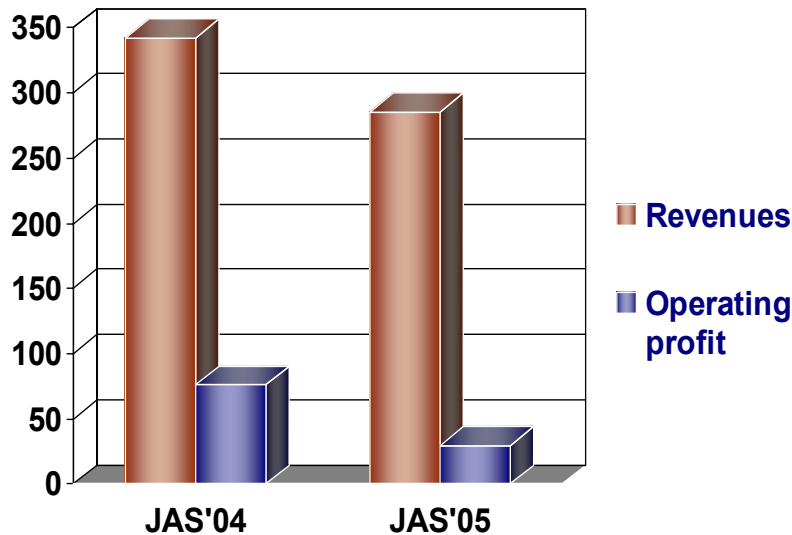
- Record growth for the quarter
- China grows 24% YoY to contribute 13% to total System wide revenues



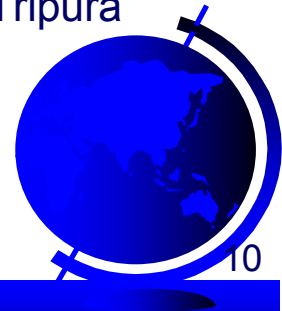
- Overall Enrolments at 76,419 up 13% YoY
- Increased contribution from Career segment in India
 - Revenues up 23%
 - Enrolments up 20% YoY
- Placements in 6 months exceed the total placed last year

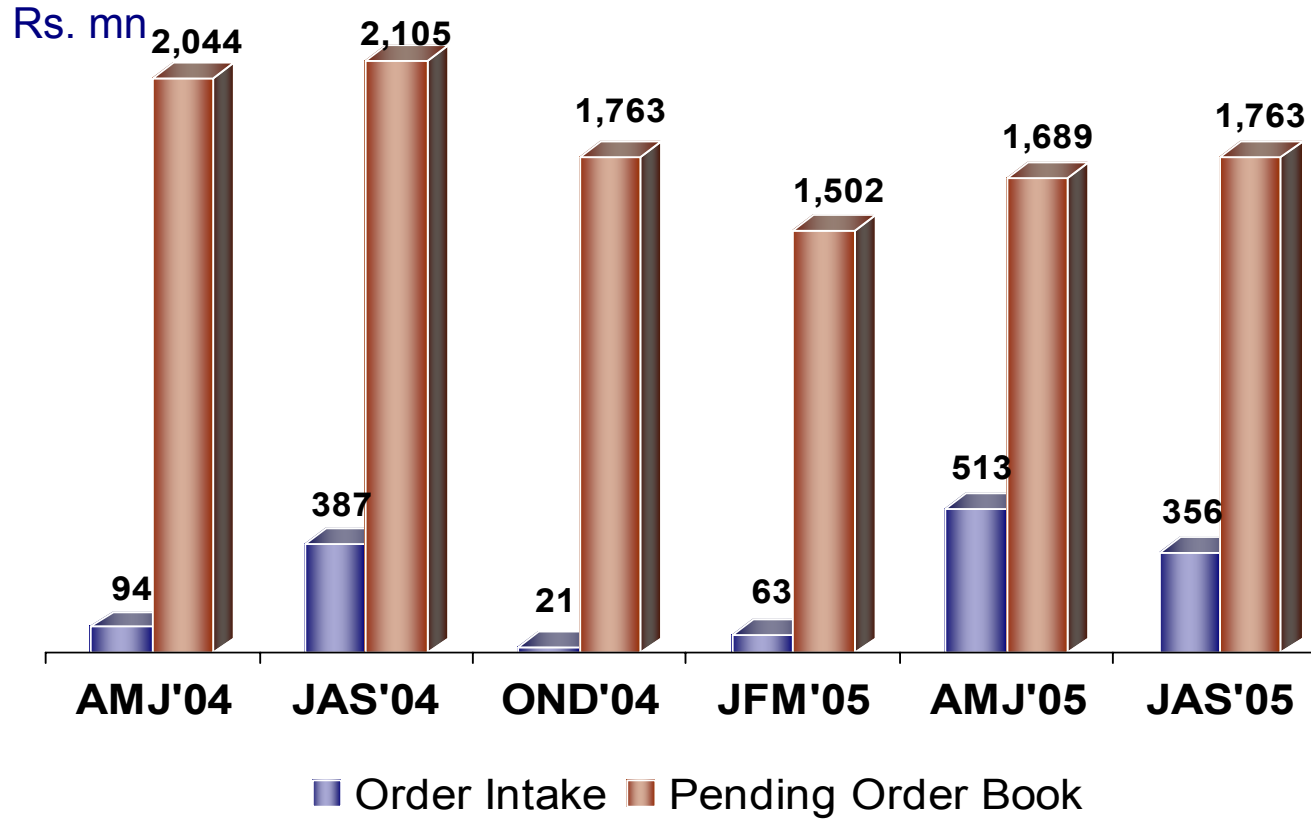


(Rs in mn)	JAS'05	JAS'04	Growth YoY%
System Wide Revenue	287	352	-19%
Net Revenues	285	342	-17%
Operating Expenses	256	267	-4%
Operating Profit	29	76	-62%
OPM	10%	22%	- 1200 bps



- Low order intake coupled with completion of existing projects
- New Contracts from Chattisgarh & Tripura



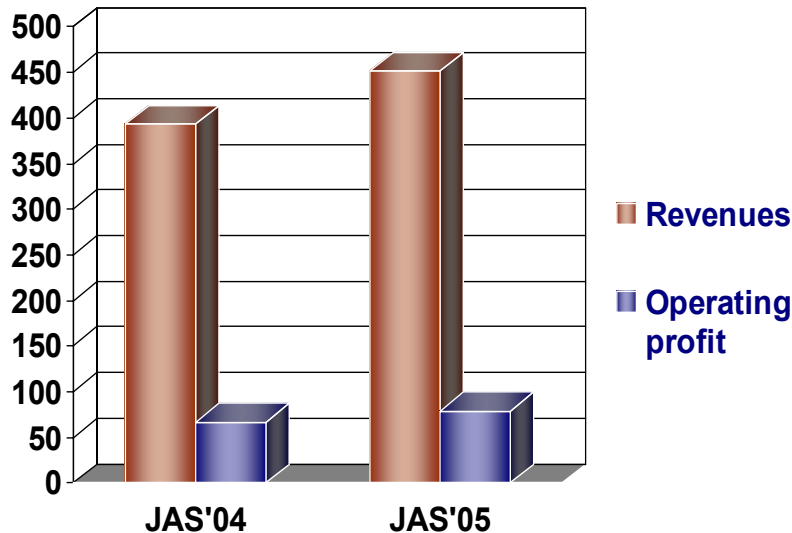


42% executable in next 12 months

New Orders:
Chattisgarh & Tripura

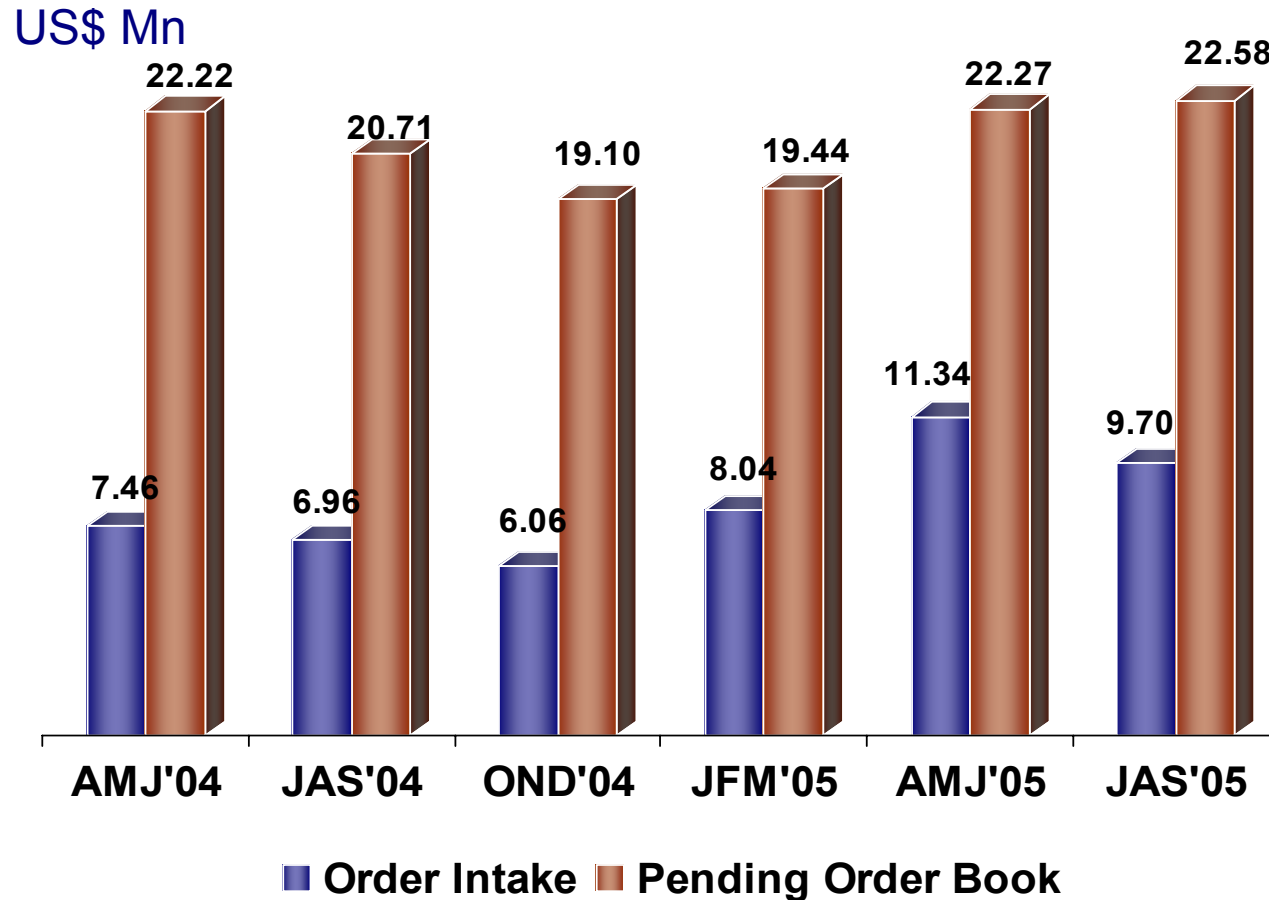


(Rs in mn)	JAS'05	JAS'04	Growth YoY%
System Wide Revenue	594	561	6%
Net Revenues	451	393	15%
Operating Expenses	372	326	14%
Operating Profit	79	67	18%
OPM	18%	17%	47 bps



- New wins in Indian Govt – Smart Governance
- New Contracts – Multi year hosted e-learning solutions





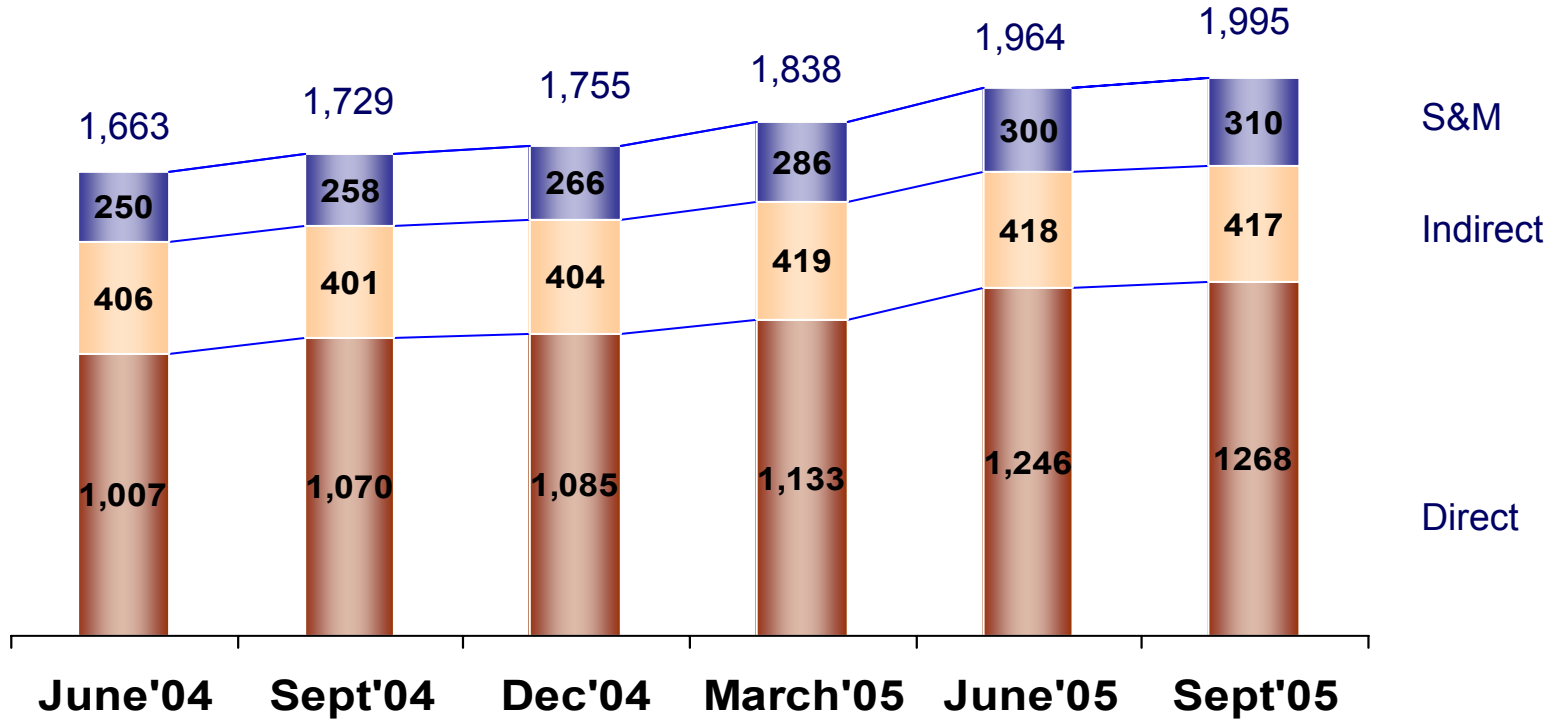
67% executable in next 12 months

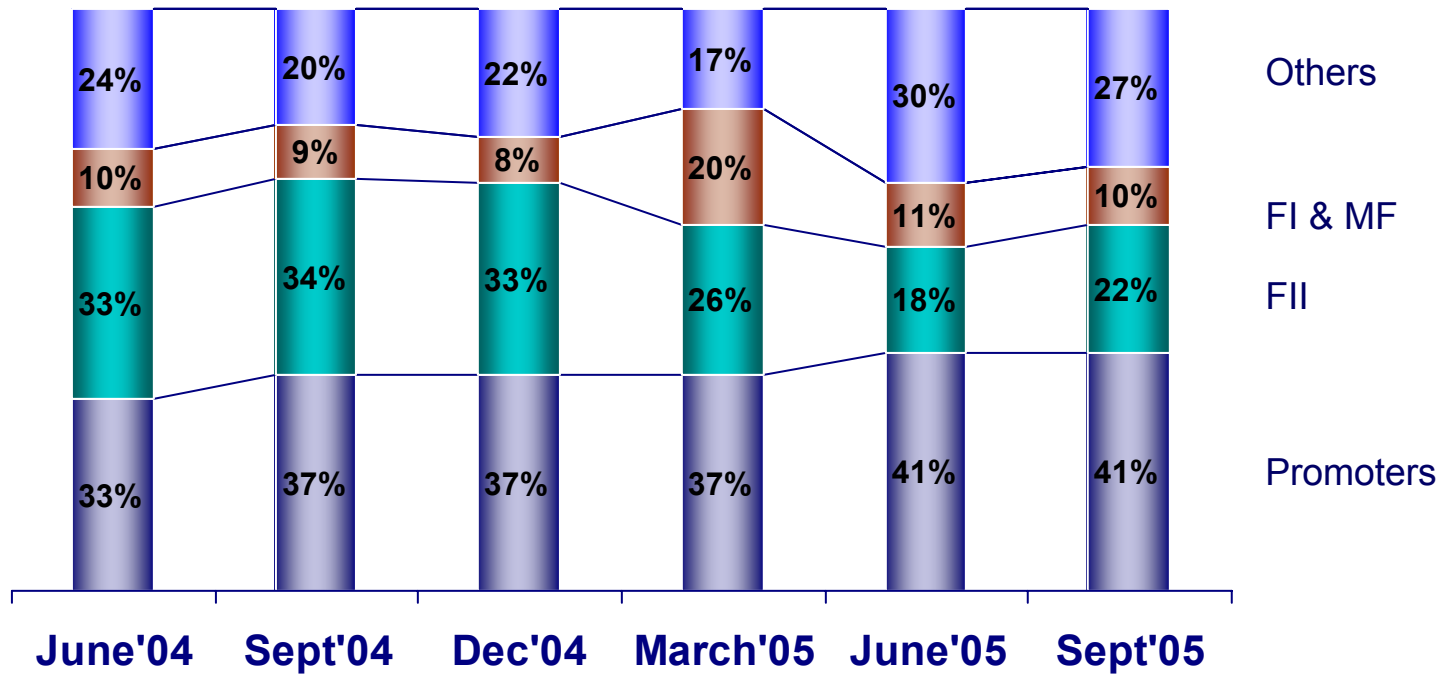
Order intake of USD 9.7 mn

Pending order book at \$ 22.58 mn

67% executable with the next 12 months







19.3 Mn Equity Shares
 555k ESOP outstanding
 \$10 Mn FCCB

