



Financial Results

Quarter ended

September 30, 2007

October 25, 2007

Agenda

- Business Environment
- Results Highlights
- Consolidated Financials
- Business Operations Analysis
- Shareholding pattern

Environment

- Increasing spend on higher education through Public Private Partnership
- IT and ITES companies driven to Tier II and III cities to expand the available talent pool
- Indian Corporates using talent development as retention tool
- Outsourcing taking off in non-IT sectors including Financial, HR, Legal outsourcing



JAS'07 – Financial Highlights

- Consolidated SW Revenues grow 24% YoY to Rs 3,986 Mn
- Net Revenues grow 33% YoY to reach Rs 2,702 Mn
- EBITDA up 50% to Rs. 358 Mn
- Operating margin up 152 bps to 13%
- Net Profit up 31% to touch Rs 211 Mn
- EPS of Rs 1.3 (Rs. 9.5, up 16% YoY, on like to like basis)
- System wide intake of Rs 4,357 Mn

JAS'07 – Business Highlights



- ILS clocks revenue growth of 31% with OP growth of 76%, YoY
- New Businesses achieve breakeven (EBITDA) ahead of projections
- The Institutional Learning Solutions Business registers fresh growth
 - Non GSA segment grows 37% growth in revenue, YoY
- The integration of EK with ELS on track. CLS achieves Revenue of Rs 1409 Mn and EBITDA of Rs 90 Mn. Closing OB at Rs 2,477 Mn
 - Revenues and margin get further impacted by dollar depreciation

JAS'07 Consolidated Financials

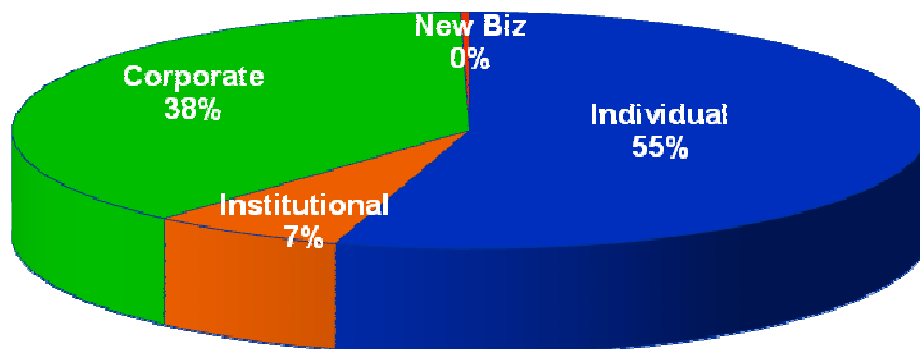
(Rs in mn)	JAS'07	JAS'06	YoY (%)
System Wide Revenue	3,986	3,213	24%
Net Revenues	2,702	2,031	33%
Operating Expenses	2,343	1,792	31%
EBITDA	358	238	50%
EBITDA %	13%	12%	152 bps
Depreciation	142	113	26%
Other Income	(48)	-23	107%
Provision For Tax	41	8	389%
Operational Net Profit	127	94	35%
Share of Profits from Associates	84	67	25%
PAT	211	161	31%
Basic EPS (Rs)	1.3[★]	8.3	-85%

★ EPS before stock split & bonus Rs. 9.5 – up 16% YoY

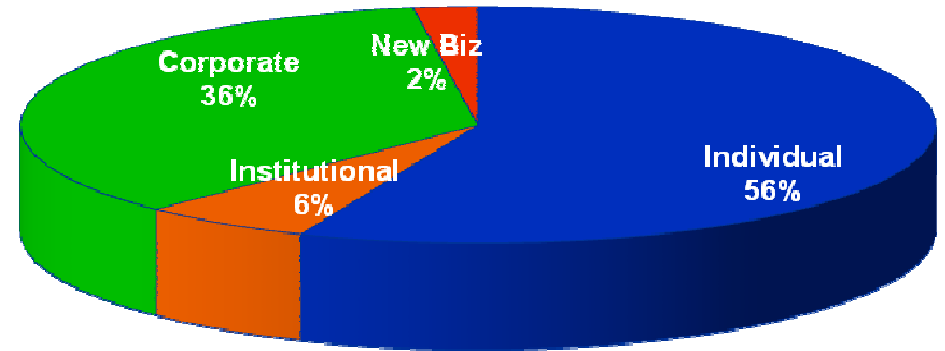
Margin Drivers : Operating leverage & new business break even

JAS'07 - Revenue Mix

System wide revenues – Up 24%

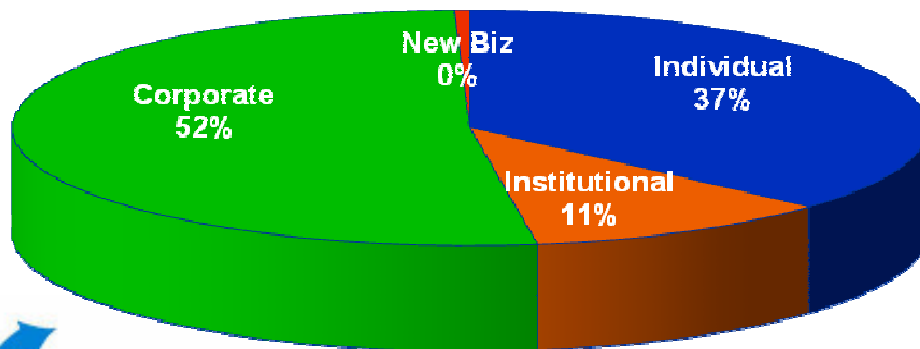


JAS'06

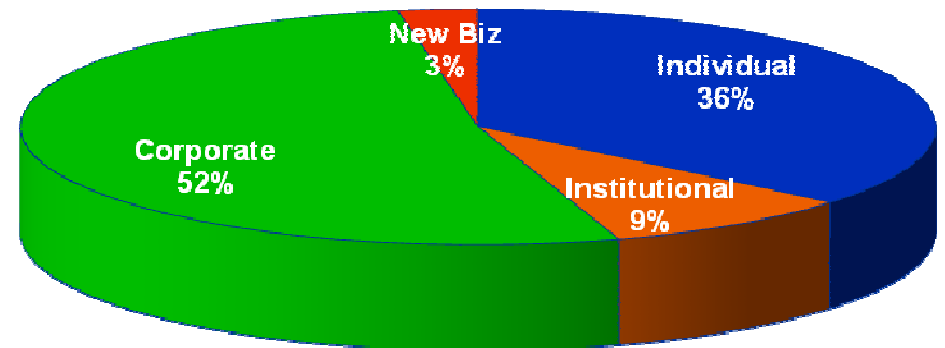


JAS'07

Net Revenues – Up 33%

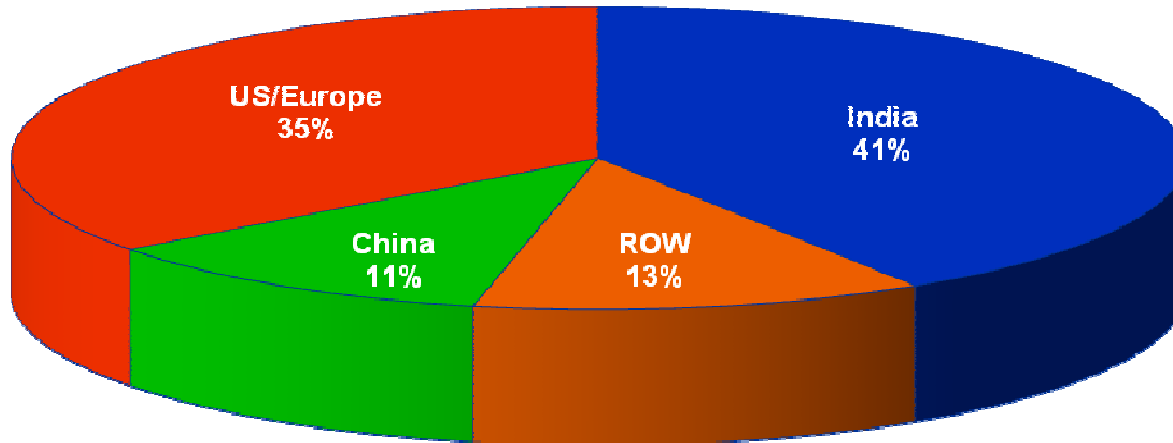


JAS'06



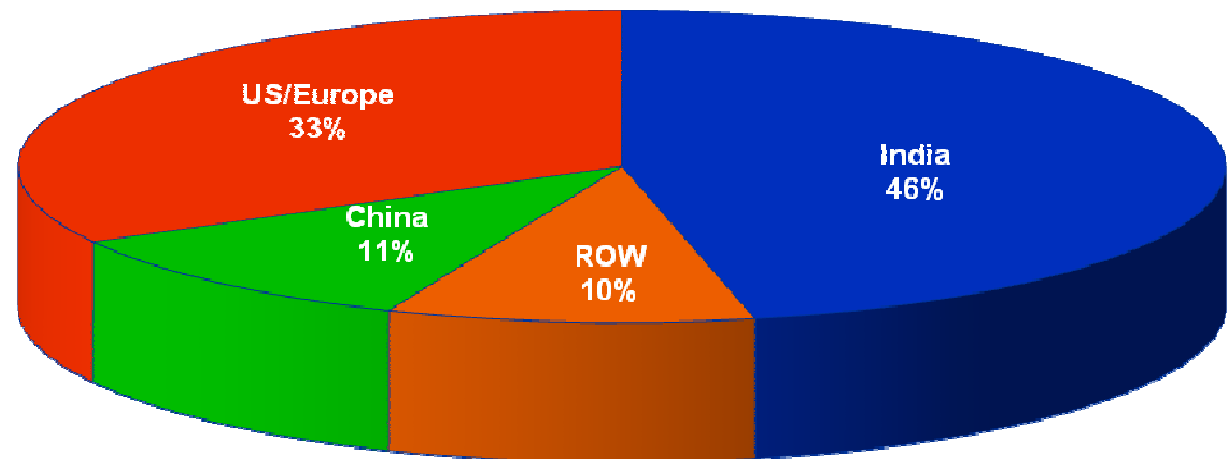
JAS'07

JAS'07 – Geo Revenue Mix



JAS'06

USD depreciation impacts the Geo Mix



JAS'07

Individual Learning Solutions



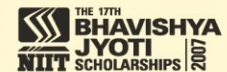
Rs. Mn	JAS'06	AMJ'07	JAS'07	%G (YoY)	%G (QoQ)
System wide revenues	1758	1303	2245	28%	72%
Net Revenues	746	638	975	31%	53%
EBITDA	132	106	232	76%	119%
OM	18%	17%	24%	+614bps	+725 bps

- ❖ SWR Geo Mix: India 64%, China 19%, ROW 17%
- ❖ India Revenues grow 37% YoY
- ❖ Capacity enhancement: 17% YoY
- ❖ 66% utilization of enhanced revenue capacity



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LAST DATE FOR APPLICATION: SEPT 15, 2007 / TEST DATE: SEPT 16, 2007

To apply, visit your nearest NIIT centre today or log on to www.niiteducation.com/bjs2007 or call 1800 180 6448 (BSNL) and 1800 102 6448 (AIRTEL)

ILS– JAS'07 Metrics



- ❖ Career revenues up 37%
- ❖ Career Registrations up 35%
- ❖ Networking and Infrastructure Management programs offered in 176 centers

- ❖ System wide booking Rs. 3,097 Mn
- ❖ Closing Net OB 2,092 Mn
- ❖ 67% executable in next 12 months

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WEEKLY SURVEY

BIG JOBS FOR 2007

...WHEN IN GOOD COMPANY

NIIT has been deemed the most preferred software engineering institution by The Week. Congratulations! Let's make it a habit.

Source: The Week (11th October 2007)

Preferred institutions

Software engineering	Call centre
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NIIT	NIIT
NIIT	NIIT

10 HOT SECTORS COMPANIES, SALARIES EMPLOYERS WANT



School Learning Solutions

Rs. Mn	JAS'06	AMJ'07	JAS'07	%G (YoY)	%G (QoQ)
Net Revenues	221	177	242	9%	36%%
EBITDA	35	23	35	-	52%
OM	16%	13%	14%	(147) bps	145 bps

- ❖ Non-GSA business contributes 32% of revenues for the quarter compared to 25% in JAS'06
- ❖ Non GSA revenues grow 37% YoY
- ❖ Number of school centers grows to 4689

- ❖ Pending order book at Rs 825 Mn
- ❖ 44% executable in next 12 months



K-Seven
for Primary



eguru



Exelerate
for Secondary



Corporate Learning Solutions

Rs. Mn	JAS'06 *	AMJ'07	JAS'07	%G (YoY)	%G (QoQ)
Net Revenues	1052	1394	1,409	34%	1%
EBITDA	107	51	90	(16%)	77%
OM	10%	4%	6%	(380) Bps	275Bps

** Previous period figures not comparable due to inorganic initiatives*



- ❖ Added 10 new, significant customers (6 USA, 1 Europe, 3 India)
- ❖ Content library enhanced
- ❖ Added 3 Technology partnerships and 3 Reseller arrangements
- ❖ India Induction training grows 40% YoY

CognitiveArts®

- ❖ **Order intake of \$ 28.5 Mn**
 - ❖ **Pending order book at \$ 61.7 Mn**
 - ❖ **65% executable in next 12 months**



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New Business Financials

Rs. Mn	JAS'06	AMJ'07	JAS'07
System wide revenues	11	60	90
Net Revenues	11	44	76
EBITDA	(14)	(35)	1

- Order intake of Rs. 65 Mn, Pending order book Rs. 43 Mn
- Added 4 new centers to reach 14 centers in 11 cities

ifbi

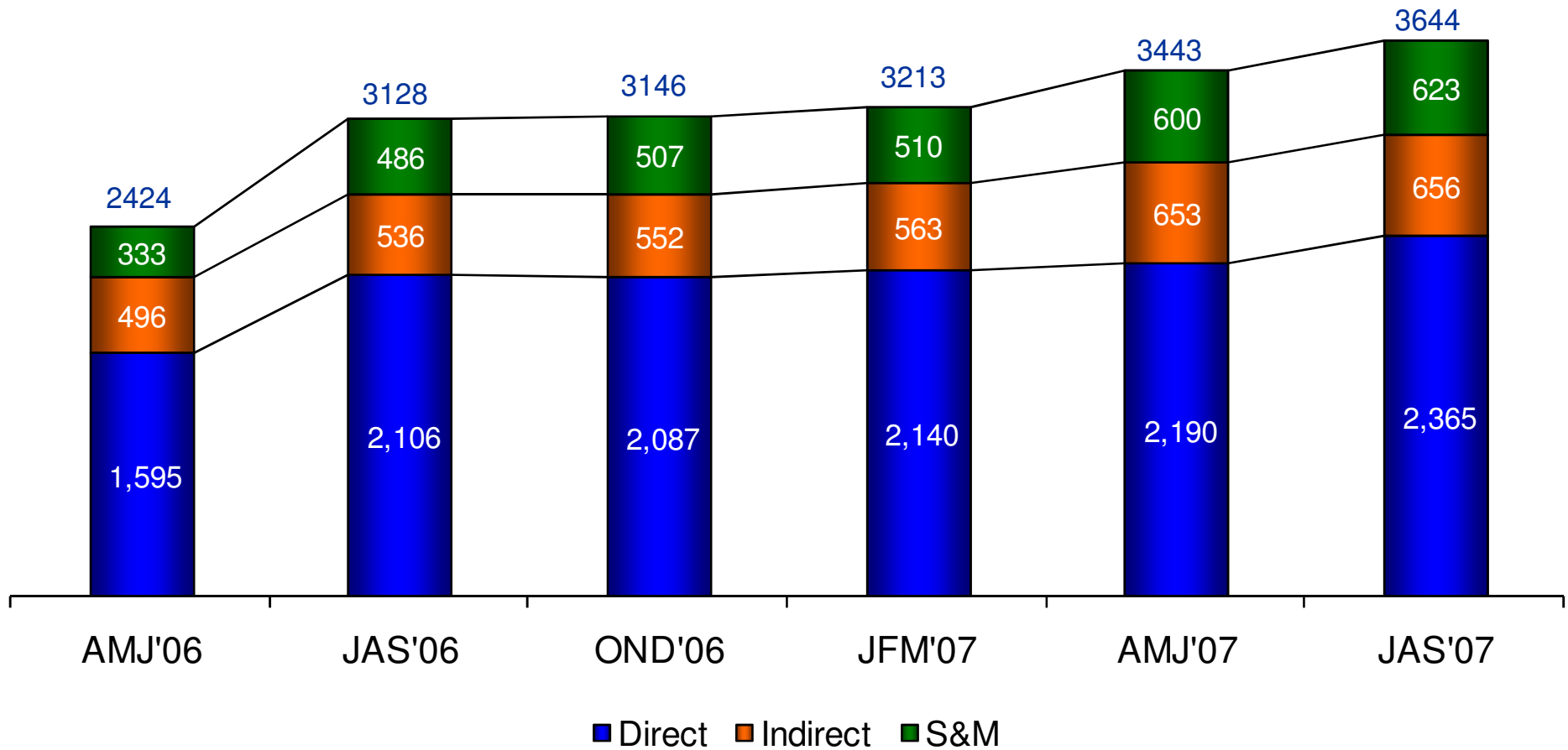
Institute of Finance, Banking & Insurance

- Strategic tie-up with HDFC Bank
- Post Graduate Diploma in Financial Planning (PGDFP) launched, in strategic tie-up with ICICI Securities Ltd
- Insurance training commences with ICICI Prudential
- Cumulatively,
 - 1000 students placed in banking industry,
 - 1000 more in last phase of internship
 - 4000 professionals undergo Corporate training

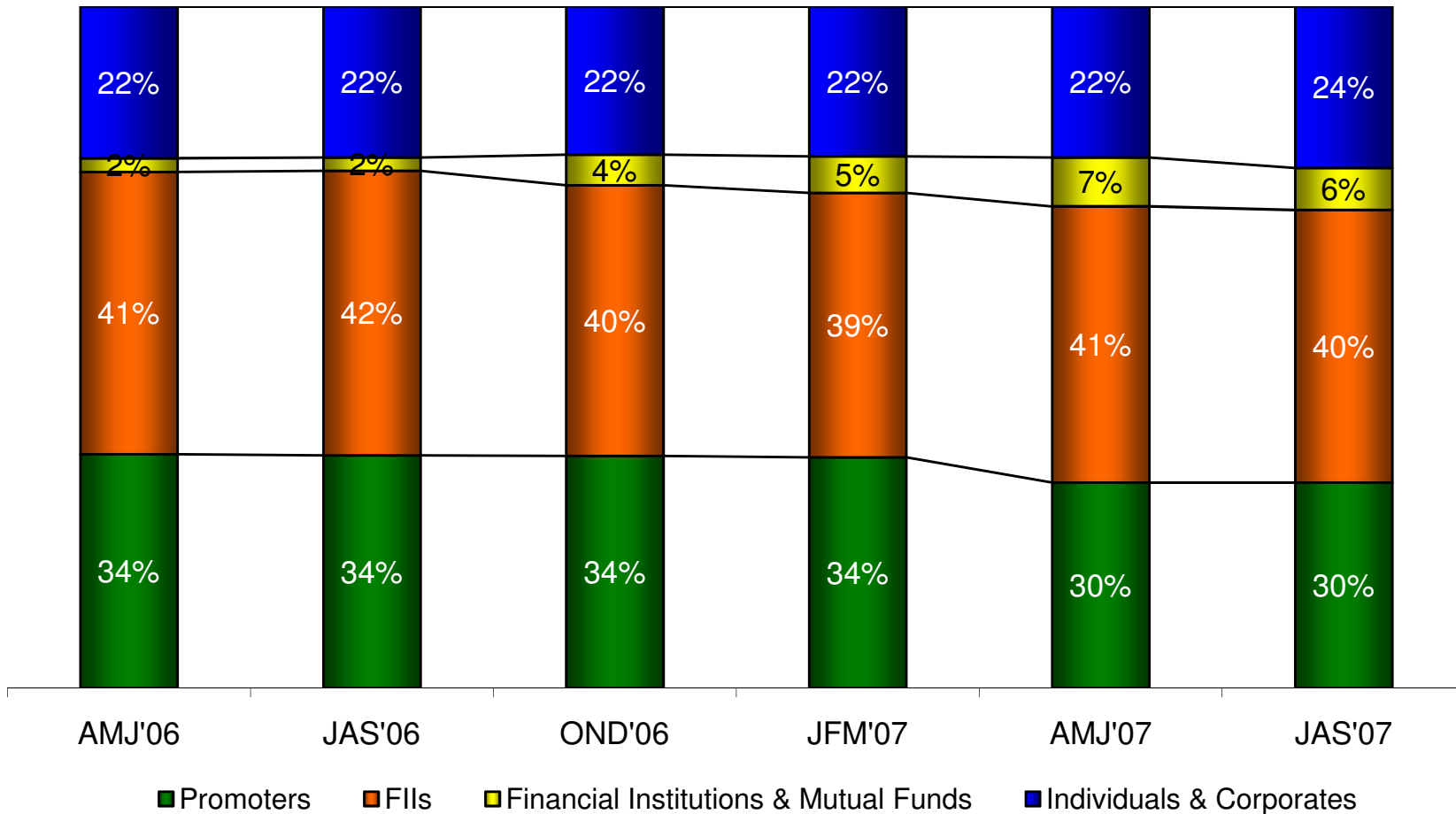
NIIT
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- Tie-up with Institute of Management Technology (IMT), Ghaziabad
- Portfolio of programs enhanced to 12 with programs on
 - Supply Chain Management
 - Applied Strategic Management
 - General Management program for young executives
 - Retail Management
 - HR Management

Head Count



Shareholding Pattern



164.6 Million Equity Shares (post FCCB conversion, bonus & split)

1,637k outstanding ESOPs

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