



Financial Results

FY 2006

June 29, 2006

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

Environment that we faced



- *India*
 - *IT & ITES Industry recorded YoY growth of 32%; Exports grew 33%; employee base expanded to 1.3 mn people*
 - *Training industry growth estimated to be approx 10%*
 - *NIIT strengthened its competitive position*
- *China*
 - *An IDC study shows that the demand for computer talent is expected to increase annually*
 - *Frequent Chinese delegations visit India to explore cooperation*
- *USA / Europe*
 - *IT Education & Training demand tracking to IDC growth forecast of 3.5% CAGR over 2004-09*
 - *Increased interest in training outsourcing by corporates*
 - *Technology companies coming with new product announcements*

Annual Financial Highlights



- **Improved Profits & Profitability**

- *Operating Profit for the year at Rs 603Mn, up 23%*
- *Operating Margin @13%, improvement of 107 basis points*
- *PBT grows 22% to Rs. 266Mn*
- *Basic EPS at Rs.21.4, up 19%*
- *PAT grows 12% to Rs.401Mn*

- **Acceleration in Revenues**

- *Net Revenues at Rs 4,507Mn, up 13% YoY*
- *System wide Revenues for the year at Rs. 7,112Mn, up 12% YoY*

- *Board proposes enhanced dividend of Rs. 6.00 per share*

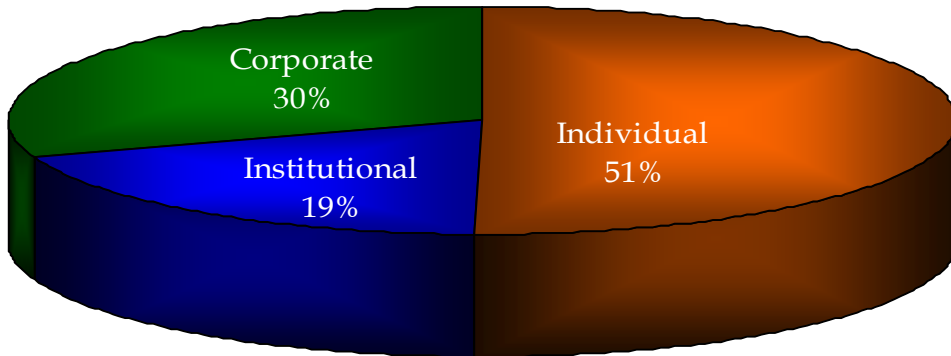
FY'06 Consolidated Financials



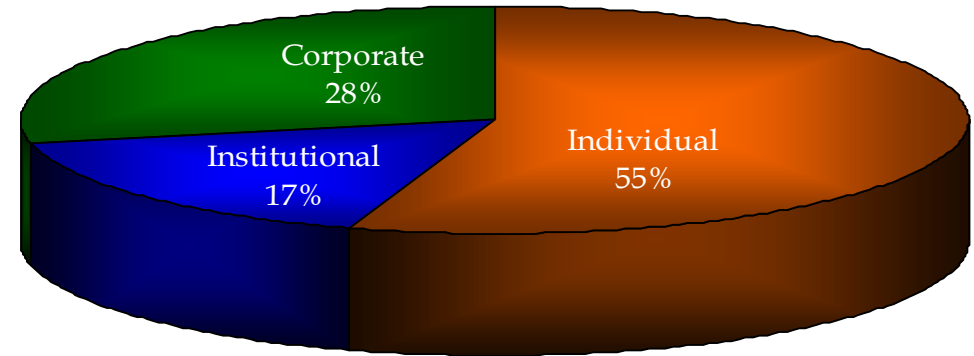
(Rs in mn)	FY'06	FY'05	Growth YoY(%)
System Wide Revenue	7,112	6,363	12%
Net Revenues	4,507	3,984	13%
Operating Expenses	3,904	3,493	12%
Operating Profit	603	490	23%
OPM	13%	12%	107 bps
Depreciation	374	345	8%
Other Income	36	72	-50%
Profit Before Taxes	266	217	22%
Provision For Tax	29	10	193%
Net Profit	236	207	14%
Share of Profits from Associates	164	149	10%
PAT	401	356	12%
Basic EPS (Rs)	21.4	18.0	19%

Consolidated Revenue Mix

System wide revenues – Up 12%



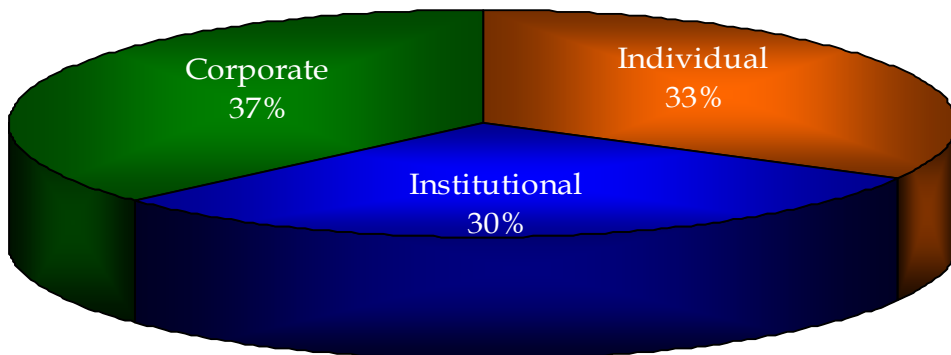
FY'05



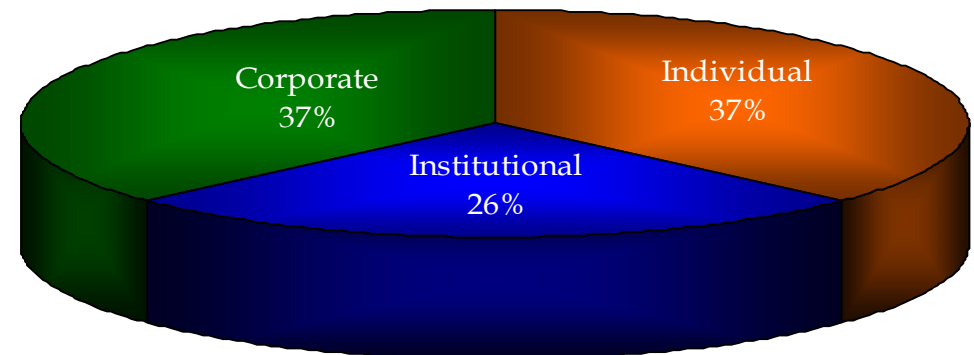
FY'06

**Individual business share increases,
Corporate maintains, Institutional share reduces**

Net Revenues – Up 13%



FY'05



FY'06

Individual Business financials

(Rs in mn)	FY'06	FY'05	Growth YoY%
System Wide Revenue	3,912	3,200	22%
Net Revenues	1,670	1,322	26%
Operating Expenses	1,542	1,325	16%
Operating Profit	128	-3	4316%
OPM	8%	0%	788 bps

Life begins at NIIT

Dad used to be embarrassed refusing me pocket money.

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

Change the way the world sees you

NIIT

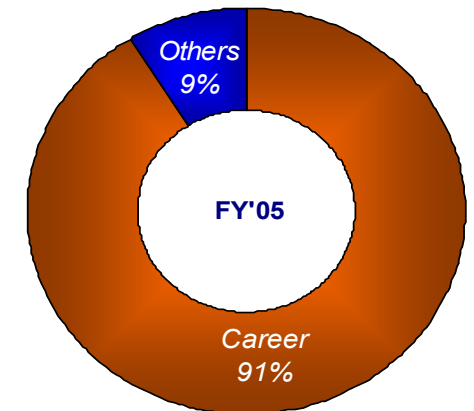
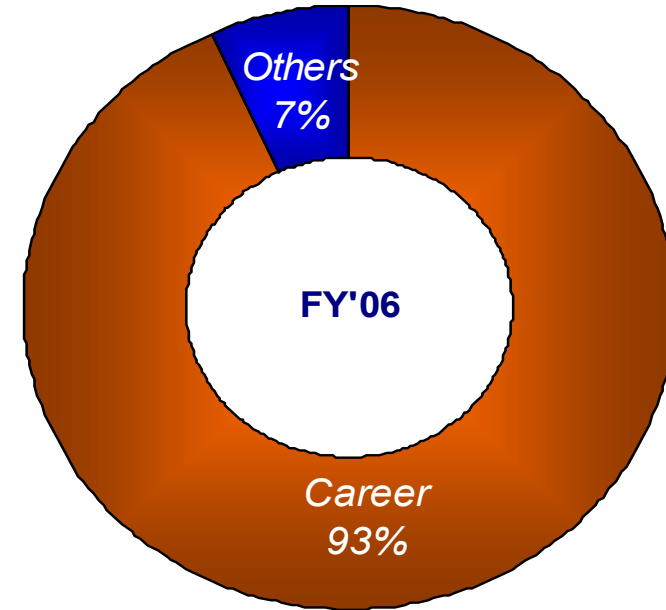
NIIT also has Placement Partnerships with India's leading companies, by retaining portions of the curriculum to match their precise skill requirements, by the time you graduate, you are ready to take on the world.

Admissions open

- India revenues clock a 36% growth – contribute 57% to total Individual biz. SWR
- China grows 26% to contribute 19% to total Individual business System wide revenues fuelled by NIIT Inside
- Improvement in cap utilization to 46% from 38% leads to benefit in operating leverage

Individual Business Metrics

- Overall Enrolments at 274,873 up 13% YoY
- Increased contribution from Career segment in India
 - Revenues up 27%
 - Enrolments up 21% YoY
- Placements grow 124% YoY

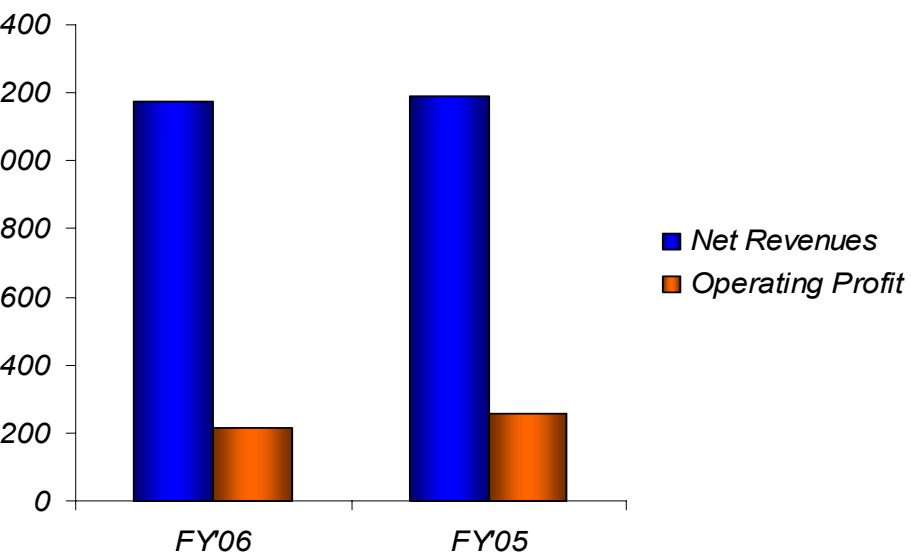


- Academic alliance with UK Open University
- Provincial Govt partnership in China
- Intel strategic alliance
- MS partnership for new product launches

Institutional Business financials

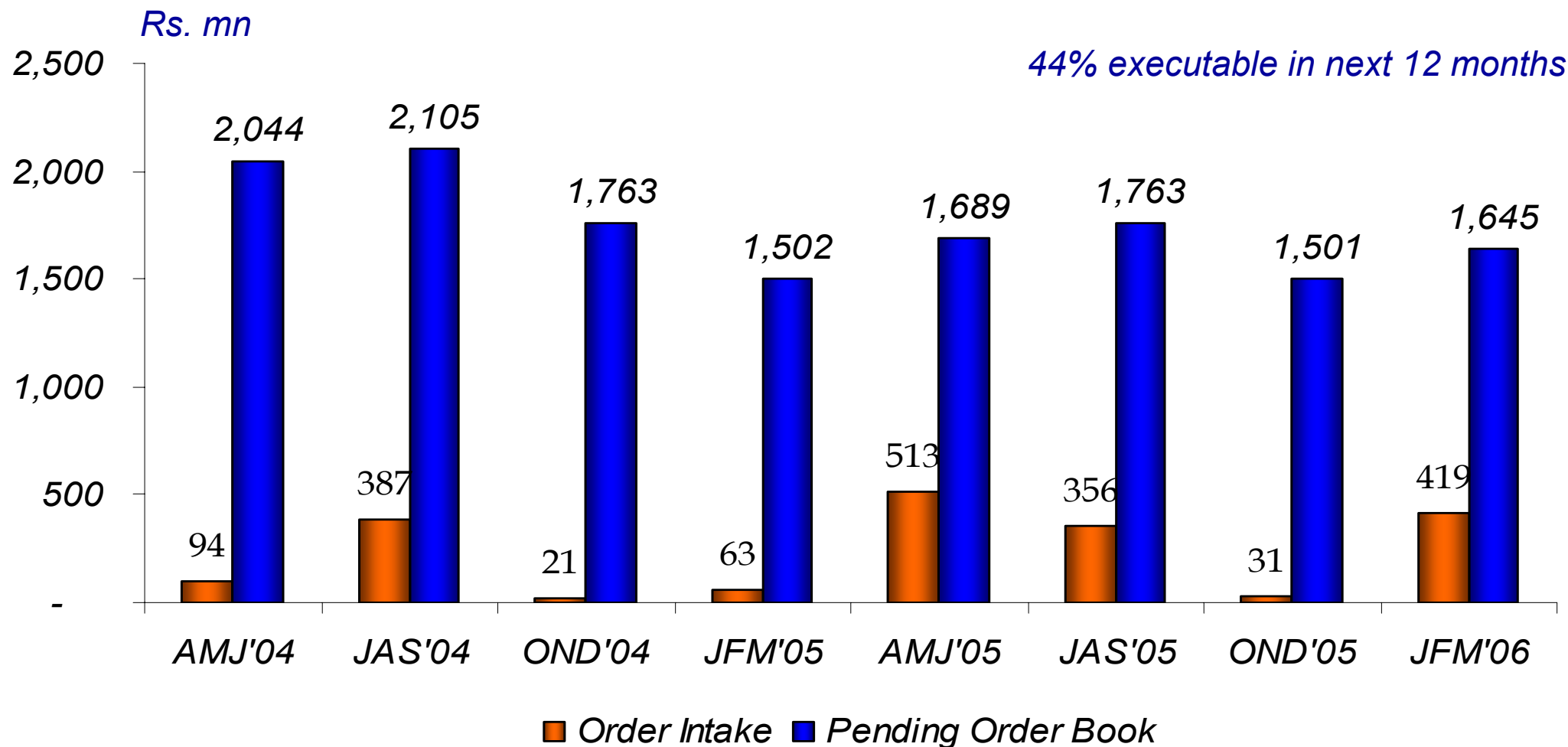


(Rs in mn)	FY'06	FY'05	Growth YoY%
Net Revenues	1,175	1,192	-1%
<i>Operating Expenses</i>	962	936	3%
Operating Profit	213	256	-17%
<i>OPM</i>	18%	22%	(334) bps



- New Contracts from Assam, Himachal P'desh, Chattisgarh & Tripura
- Order Intake Rs. 1,319 Mn
- New product launches eGuru; K-seven
- Intel-SBI partnership

Institutional Business Metrics



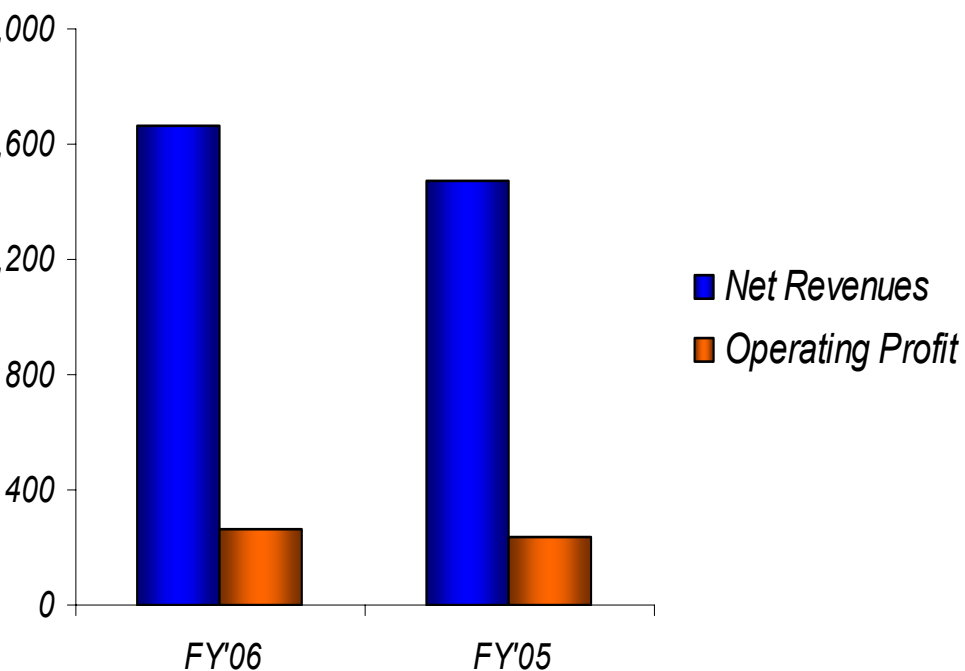
New Orders:

Assam, Chattisgarh Himachal Pradesh & Tripura

Corporate Business financials



(Rs in mn)	FY'06	FY'05	Growth YoY%
Net Revenues	1,662	1,470	13%
<i>Operating Expenses</i>	1,400	1,233	14%
Operating Profit	262	237	10%
<i>OPM</i>	16%	16%	



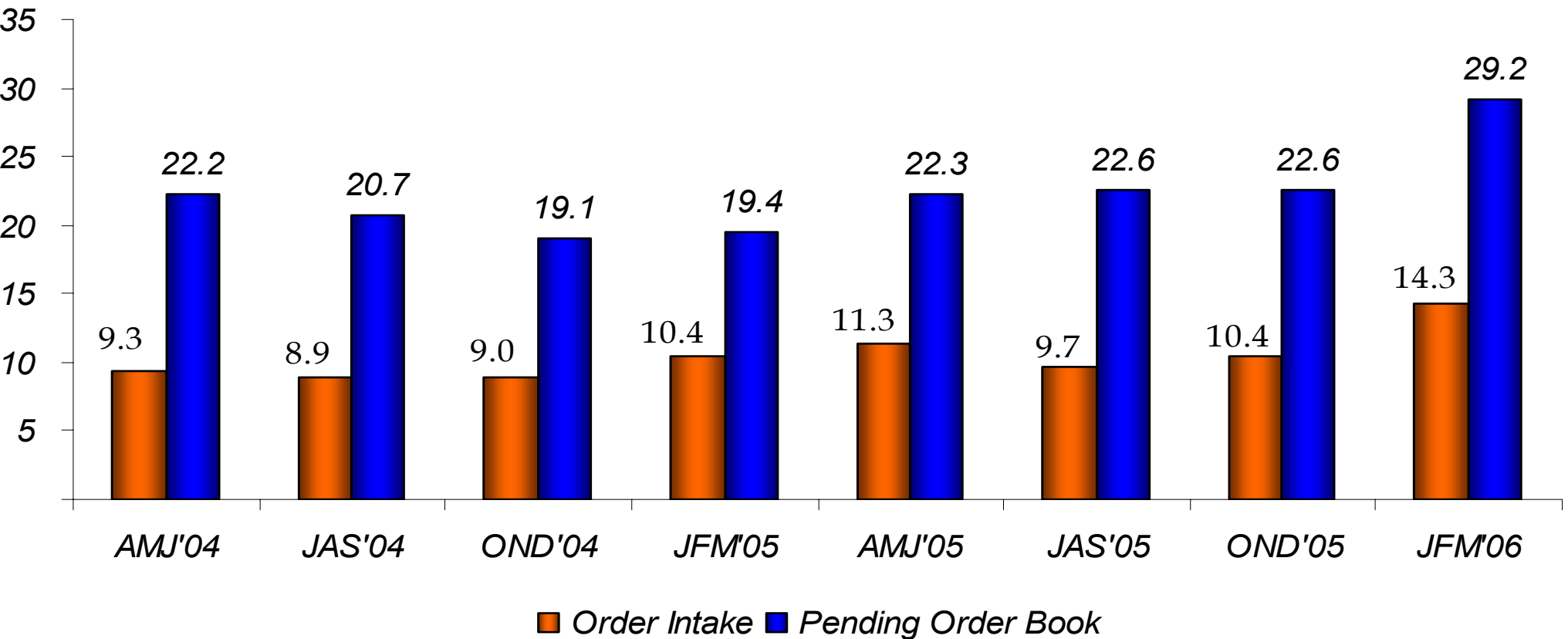
- *New wins in Indian Govt*
- *New Contracts – Multi year hosted e-learning solutions*
- *Technology vertical – new clients*
- *European subsidiary operational*
 - *First Training outsourcing order from European electronics major*

Corporate Business Metrics



US\$ Mn

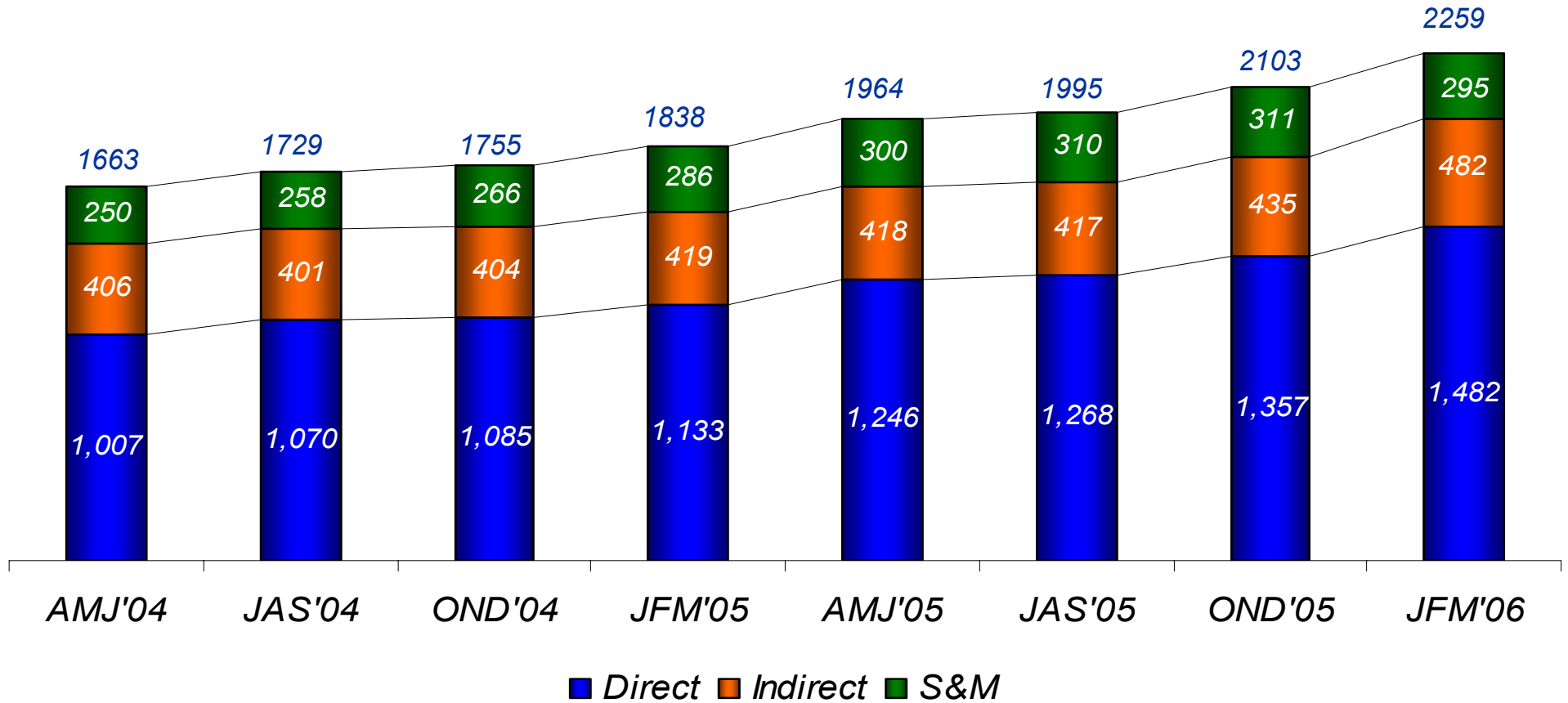
66% executable in next 12 months



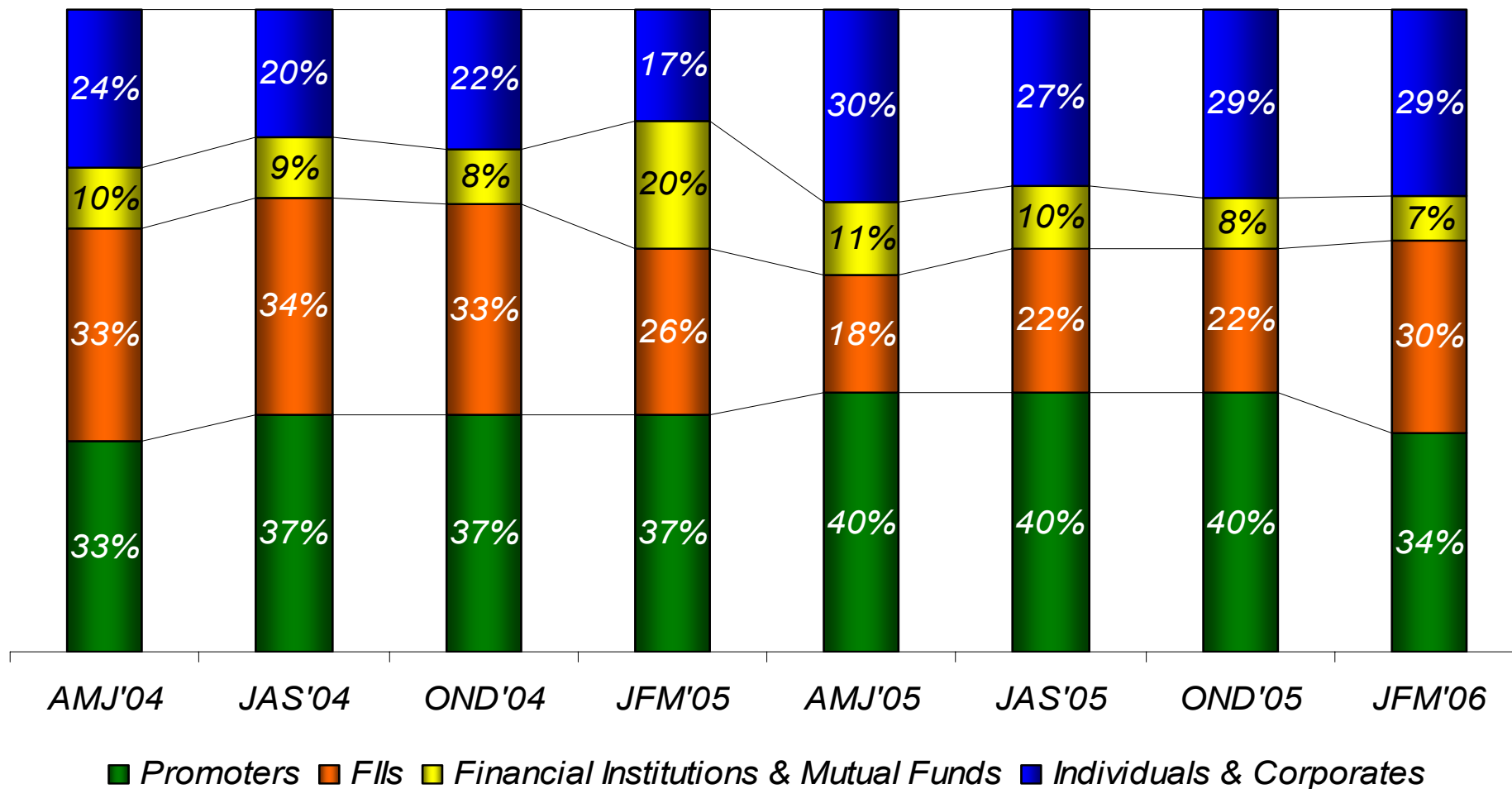
Order intake of \$ 45.7 mn

Pending order book at \$ 29.2 mn

Head Count



Shareholding Pattern



19.3 Million Equity Shares
577k outstanding ESOPs
\$ 10 mn FCCB