



Financial Results

Year ended March 31, 2007

June 5, 2007

Agenda

- *Business Review*
 - *Results Highlights*
 - *Consolidated Financials*
 - *Business Operations Analysis*
 - *Capacity & Headcount*
 - *Shareholding pattern*

JFM'07 – Financial Highlights



- **Net Revenue grows 123% YoY to reach Rs. 2,566 mn**
- **Net profit up 107% YoY to touch Rs. 171 mn**
- **Element K clocks revenues of Rs. 1,145 mn & continues to be EPS accretive**
- **China grows 100% YoY**

JFM'07 Consolidated Financials



(Rs in mn)	JFM'07	JFM'06	YoY (%)
System Wide Revenue	3,343	1,836	82%
Net Revenues	2,566	1,149	123%
Operating Expenses	2,363	984	140%
EBITDA	204	165	23%
OM	8%	14%	-646 bps
Depreciation	130	102	28%
Other Income	(8)	-21	-61%
Profit Before Taxes	66	43	52%
Provision For Tax	11	7	70%
Operational Net Profit	55	37	49%
Share of Profits from Associates	117	46	152%
PAT	171	83	107%
Basic EPS (Rs)	8.9	5.0	79%

Financial summary by business line



	Individual	Insitutional	Corporate	Existing NIIT	New Biz	Organic NIIT	EK	NIIT
Net Revenues	673	228	486	1,387	35	1,421	1,145	2,566
YoY%	52%	-18%	13%	21%	0%	24%	0	123%
QoQ%	20%	1%	1%	10%	36%	10%	19%	14%
Opex	540	203	417	1,160	61	1,221	1,141	2,363
EBITDA	133	25	68	226	(27)	200	4	204
EBITDA margin	20%	11%	14%	16%	-77%	14%	0%	8%
Other income						(19)	11	(8)
Depreciation						120	9	130
PBT						60	5	66
Tax						12	(1)	11
PAT						48	6	55
Associate Profit						117	-	117
PAT (after associate profit)						165	6	171

Existing NIIT OM improvement by 195 bps

FY'07 – Financial highlights



- **Global System Wide Revenues grow 65% YoY to Rs. 11,163 mn**
- **Net Revenue grows 76% YoY to reach Rs. 7,951 mn**
- **Net profit up 43% YoY to touch Rs. 573 mn**
- **EBITDA up 28% YoY to reach Rs. 774 mn**
- **Element K clocks revenues of Rs. 2,643 mn, EBITDA of Rs. 72 mn & is EPS accretive**

Individual business clocks 48% YoY growth in net revenues
Corporate business grows 15% YoY

FY'07 Highlights – Value through momentum



- **Acquisition & integration of Element K**
 - Generates income of USD 59.54 mn for FY'07 (8 months) & EBITDA of USD 1.62 mn
 - Continues to be EPS accretive
 - Integration on track
- **System wide order intake – Rs. 12,471 mn up 57%**
- **Closing Order book – Rs. 5,326 mn up 53%**

<i>Rs. Mn</i>	<i>Revenue</i>	<i>% Total</i>	<i>%Growth</i>	<i>OM</i>	<i>Improvement</i>
<i>Current Biz</i>	5235	66%	16% YoY	16%	+220 bps
<i>EK</i>	2643	33%	7% YoY	3%	+1052 bps
<i>New Biz</i>	73	1%		-125%	-

* On like to like basis

FY'07 Consolidated Financials



(Rs in mn)	FY'07	FY'06	YoY (%)
System Wide Revenue	11,163	6,749	65%
Net Revenues	7,951	4,507	76%
Operating Expenses	7,176	3,905	84%
EBITDA	774	603	28%
OM	10%	13%	-363 bps
Depreciation	473	374	27%
Other Income	(55)	36	-252%
Profit Before Taxes	247	265	-7%
Provision For Tax	4	29	-85%
Operational Net Profit	242	236	3%
Share of Profits from Associates	331	165	101%
PAT	573	401	43%
Basic EPS (Rs)	29.5	21.4	38%

EBITDA margin affected by EK despite its healthy turnaround

Financial summary by business line

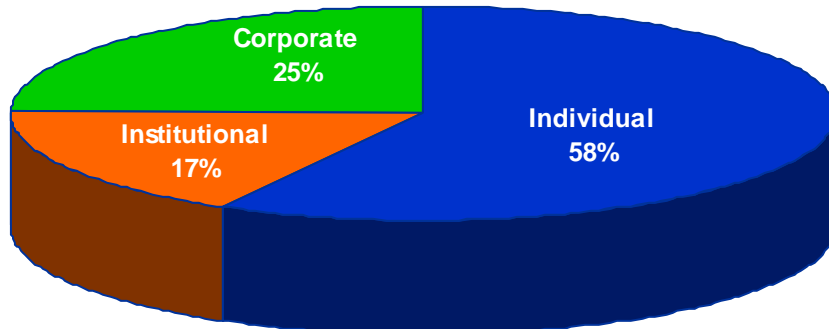


	Individual	Insitutional	Corporate	Existing NIIT	New Biz	Organic NIIT	Acquisiti on related	EK	NIIT
Net Revenues	2,470	847	1,917	5,235	73	5,308		2,643	7,951
YoY%	48%	-28%	15%	16%		18%		0%	76%
Opex	2,037	749	1,634	4,420	164	4,584	22	2,571	7,176
EBITDA	434	99	283	815	(91)	724	(22)	72	774
EBITDA margin	18%	12%	15%	16%	-125%	14%		3%	10%
Net Other income						(10)		(45)	(55)
Depreciation						456		16	473
PBT						258	(22)	10	247
Tax						3		1	4
PAT						255	(22)	9	242
Associate Profit						330	-	-	330
PAT (after associate profit)						585	(22)	9	573

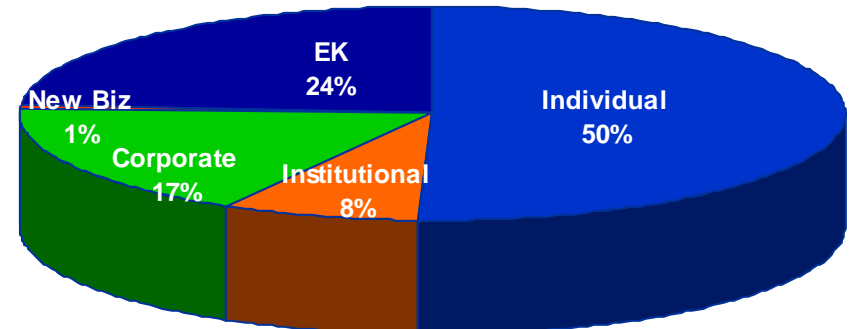
Existing NIIT OM improvement by 220 bps

FY'07 - Revenue Mix

System wide revenues – Up 65%



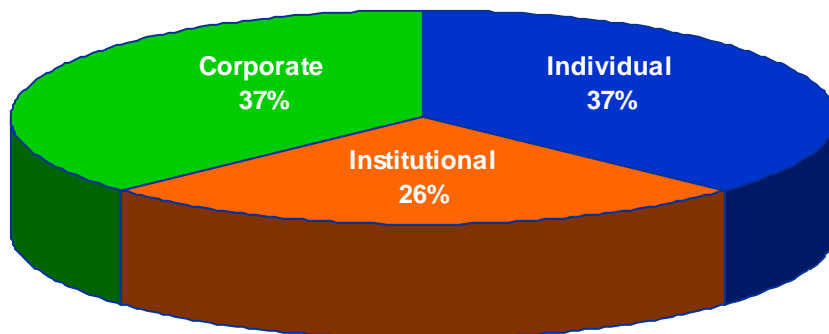
FY'06



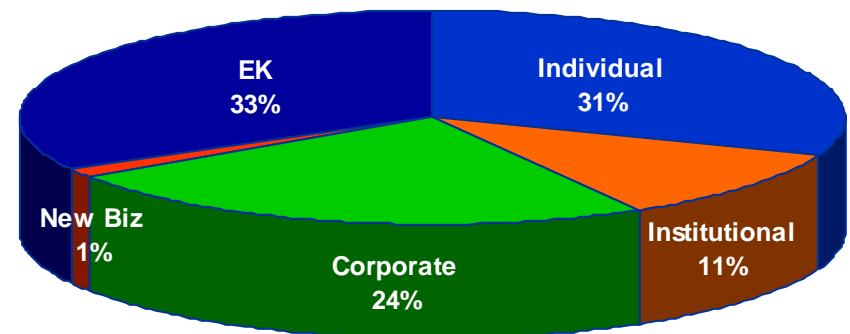
FY'07

EK substantial part of the revenue mix

Net Revenues – Up 76%



FY'06



FY'07

Individual Business financials

Rs. Mn	JFM'07	%G (YoY)	FY'07	%G
System wide revenues	1,591	41%	5,655	45%
Net Revenues	673	52%	2,470	48%
EBITDA	133	166%	434	238%
OM	20%	+845bps	18%	+988bps

JFM'07

- India SW revenues contributes 55% to total Individual biz. SWR
- China grows 100% to contribute 25% of System wide revenues
- Improvement in cap utilization to 52% from 51% in JFM'07 leads to improved EBITDA margins



FY'07

- India revenues clock a record 48% growth – contribute 59% to total Individual biz. SWR
- China grows 52% to contribute 20% of System wide revenues
- Improvement in cap utilization to 54% from 46% in FY'06 leads to improved EBITDA margins

Individual Business Annual Metrics



The partnership that helps you learn better.



GNiIT & Edgeineers programs fuel growth in India

- Career Revenues up 62%
- Career registrations up 23%
- Engineering & comp science students enrollments up 32% YoY to 93,989
- Over 67,000 aspirants take the NIIT IT Aptitude Test (NITAT)

System wide booking Rs. 4,589 mn

Closing Net OB 1,311 Mn

67% executable in next 12 months

Institutional Business financials



Rs. Mn	JFM'07	%G (YoY)	FY'07	%G
Net Revenues	228	-18%	847	-28%
EBITDA	25	-46%	99	-54%
OM	11%	(593) Bps	12%	(650) Bps

JFM'07

➤ Non Govt. business contributes 38% of revenues for the quarter compared to 29% in JFM'06



K-Seven
for Primary



eguru

FY'07

➤ Non Govt. business grows 20% YoY & contributes 29% of revenues for the year compared to 17% in FY'06



Exelerate
for Secondary

Microsoft Project Shiksha
intel. Teach to the Future



Closing order Book Rs. 1016 mn – 56% executable in 12 months

Corporate Business financials



<i>Rs. Mn</i>	<i>JFM'07</i>	<i>%G (YoY)</i>	<i>FY'07</i>	<i>%G</i>
<i>Net Revenues</i>	<i>486</i>	<i>13%</i>	<i>1917</i>	<i>15%</i>
<i>EBITDA</i>	<i>68</i>	<i>-1%</i>	<i>283</i>	<i>8%</i>
<i>OM</i>	<i>14%</i>	<i>(197) Bps</i>	<i>15%</i>	<i>(102)Bps</i>

- Revenue Product mix improves for the year with Content 48%; LD 33%, LT 18% & Litmus 1%
- Litmus tests over 47,000 people for the I. Tax dept (TRP)
- Technology vertical added 9 new customers
- Business actively engaged in Element K integration

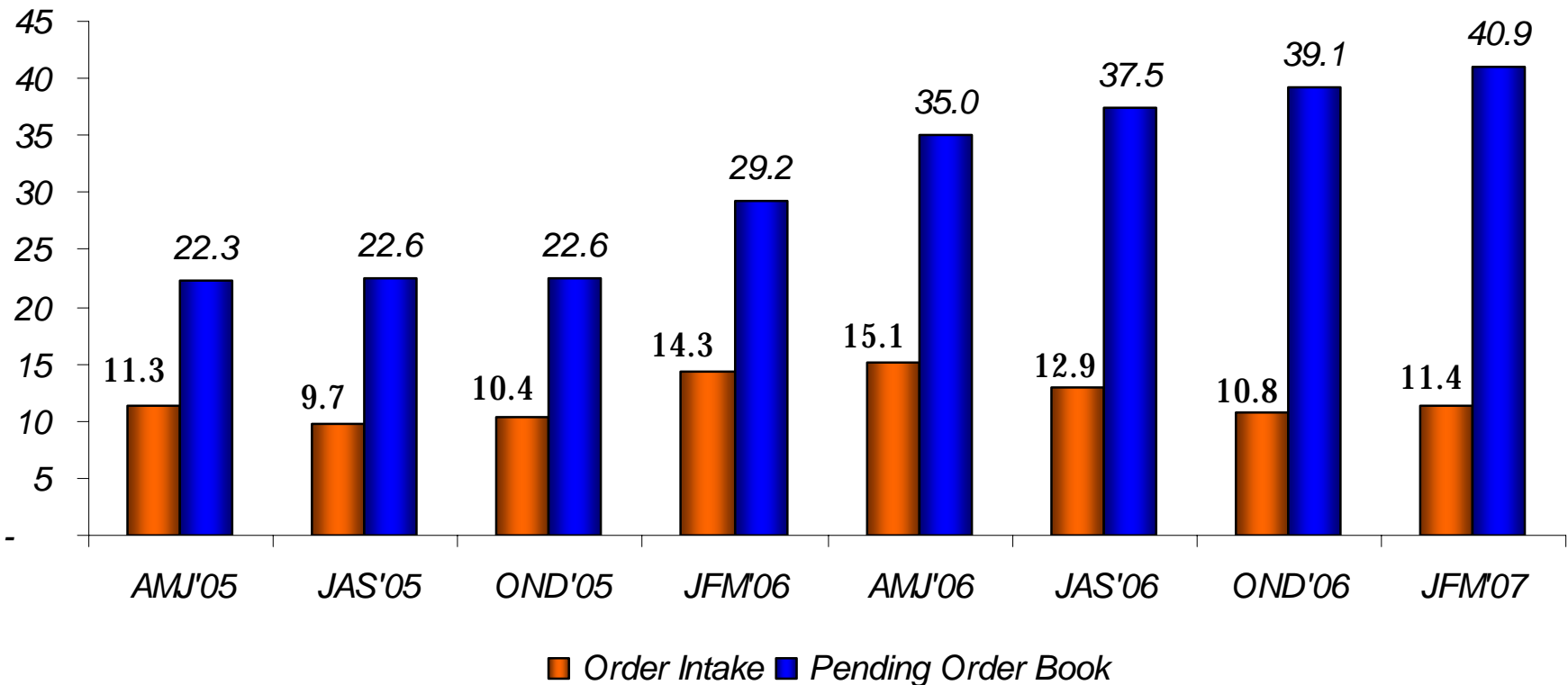


Corporate Business Metrics



US\$ Mn

62% executable in next 12 months



Order intake of \$ 11.4 mn

Pending order book at \$ 40.9 mn

New Business financials



ifbi

Institute of Finance, Banking & Insurance

NIIT
IMPERIA
CENTRE FOR ADVANCED LEARNING

<i>Rs. Mn</i>	<i>JFM'07</i>	<i>FY'07</i>
<i>System wide revenues</i>	63	101
<i>Net Revenues</i>	35	73
<i>EBITDA</i>	(27)	(91)
<i>OM</i>	-77%	-125%

- *Order intake of Rs. 114 mn*
- *Pending order book Rs. 42 mn*

- *Over 2500 people trained in IFBI*
- *Over 700 people enrolled over 2 admission cycles in Imperia*

Element K financials



<i>Rs. Mn</i>	<i>JFM'07</i>	<i>%G (YoY)</i>	<i>FY'07</i>	<i>%G</i>
<i>Net Revenues*</i>	<i>1,145</i>	<i>4%</i>	<i>2,643</i>	<i>+7%</i>
<i>EBITDA</i>	<i>4</i>		<i>72</i>	
<i>OM</i>	<i>0%</i>	<i>+680 bps</i>	<i>3%</i>	<i>+1052 bps</i>

** On a like to like basis, regrouped for comparative purposes*

Becomes 2nd largest content library provider

Skillsoft acquires NETg [(\$140M) for \$285M]

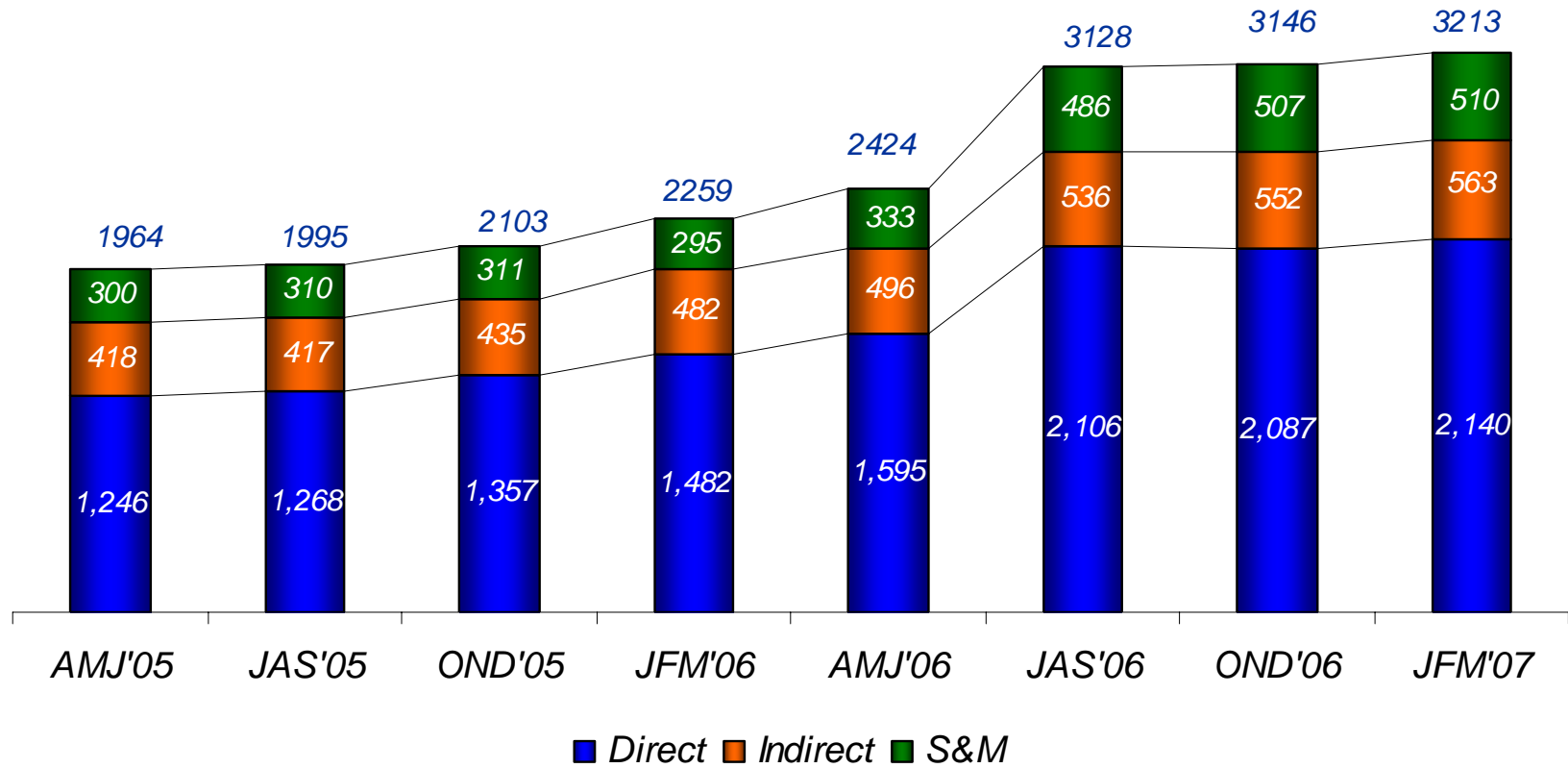
Invited to participate in large tenders

Investment plans for technology and content library

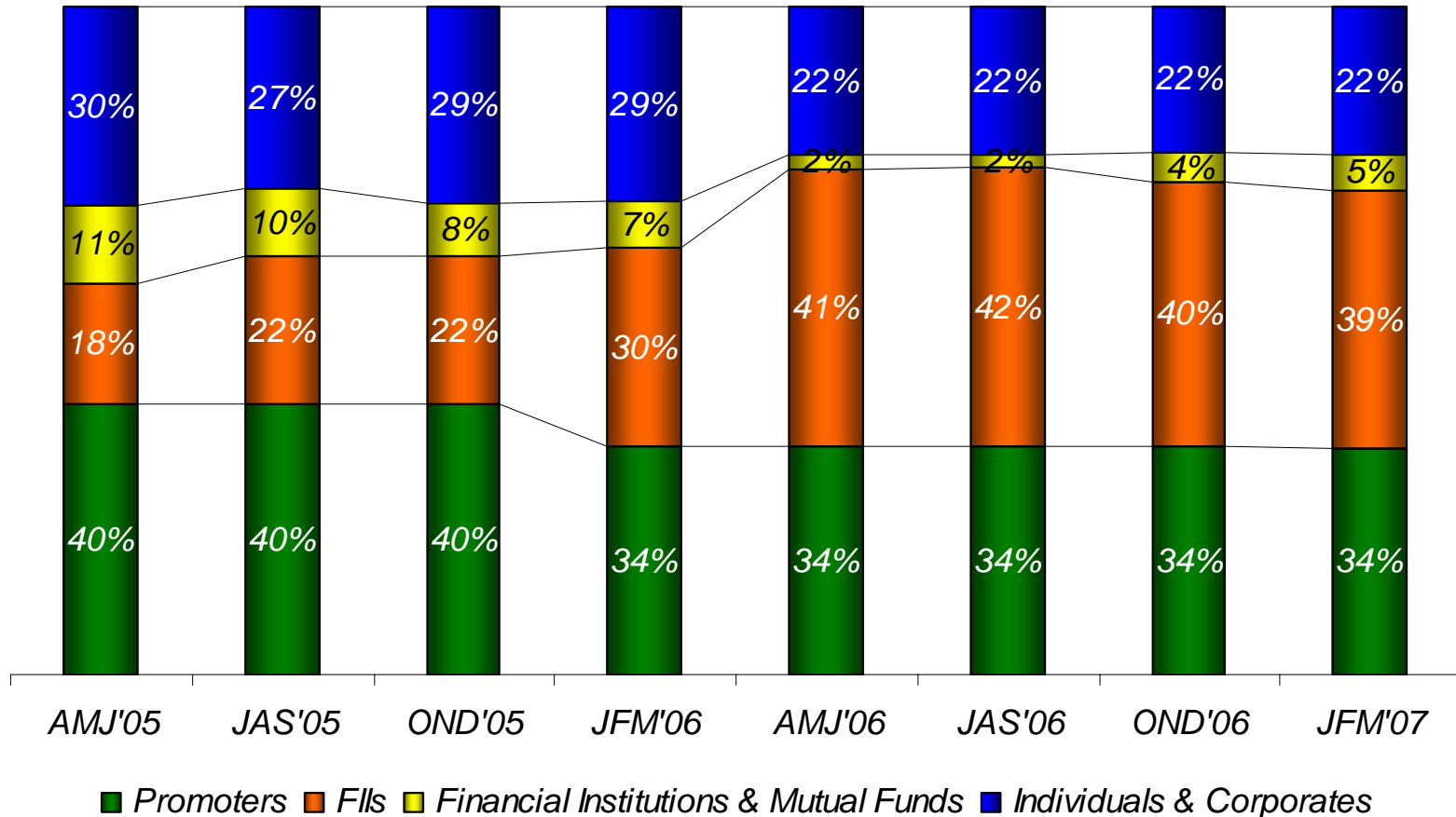
Cost Savings

Annualised cost savings achieved

Head Count



Shareholding Pattern



19.8 Million Equity Shares including 431k ESOPs converted

146k outstanding ESOPs

\$ 10 mn FCCB (converted in end May 2007 – not reflected in above pattern)

Leadership in the Century of the mind

NIIT



the correct balance of
knowledge