NIIT Limited

NIIT

Consolidated Profit and Loss Account
For The Quarter ended June 30, 2005
(All figures in Rs. Million except %age & EPS)

Particulars	AMJ'04	JFM'05	AMJ'05
Systemwide Revenue	**1,520**	**1,656**	**1,695**
Net Revenue	968	1,045	1,064
Other Income	31	6	46
Total Income	**999**	**1,052**	**1,110**
Operating Expenses	840	916	920
Operating Profit (EBITDA)	**129**	**129**	**143**
Operating Margin	*13%*	*12%*	*13%*
Depreciation	82	95	86
Profit Before Tax	**78**	**41**	**103**
Provision for Taxation - Current & Deferred	3	2	7
Net Profit	**75**	**39**	**96**
Share of Associates' Net Profit	34	43	35
PAT after Associate Profit	**109**	**82**	**131**
EPS (Rs.)			
- Basic	**5.6**	**3.8**	**6.8**
- Diluted	**-**	**-**	**6.2**

Unaudited & provisional figures

Individual Business

Rs. Mn	AMJ'04	AMJ'05
Systemwide Revenue	752	874
YoY		16%
Net Revenue	294	371
YoY		26%
Operating Expenses	320	359
Operating Profit	-26	12
Operating Margin	-9%	3%

Individual - Revenue Mix Portalwise	AMJ'04	AMJ'05
Careers	86%	88%
Others	14%	12%
Total	100%	100%

Enrolments	AMJ'04	AMJ'05
Total	70,500	76,204
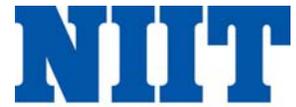
Institutional Business

Rs. Mn	AMJ'04	AMJ'05
Systemwide Revenue	297	323
YoY		9%
Net Revenue	283	319
YoY		13%
Operating Expenses	204	258
Operating Profit	80	61
Operating Margin	28%	19%

Order Position for Institutional (Rs Mn)	AMJ'05
Fresh Order Intake	513
Pending Order Book	1689
Executable in next 12 months	44%

Corporate Business

NIIT

Rs. Mn	AMJ'04	AMJ'05
Systemwide Revenue	470	499
YoY		6%
Net Revenue	391	373
YoY		-5%
Operating Expenses	316	303
Operating Profit	75	71
Operating Margin	19%	19%

Order Position for Corporate (USD Mn)	AMJ'05
Fresh Order Intake	11.34
Pending Order Book	22.27
Executable in next 12 months	59%

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Consolidated Revenue Analysis

Systemwide Revenue Mix	AMJ'04	AMJ'05
Individual	49%	52%
Institutional	20%	19%
Corporate	31%	29%
Total	100%	100%

Education Centres

	June'04	June'05
Total Education Centres incl	3,786	3,780
International	280	215

People

	June'04	June'05
Total People Resource	1,663	1,964

Shareholding Pattern

	June'05
FIIs	18%
Promoters Holding	41%
MFs/ FIs and Banks	11%
Others	30%
	100%