

Consolidated Profit and Loss Account
For the quarter ended September 30, 2006
(All figures in Rs. Million except %age & EPS)

| Particulars | JAS'05 | AMJ'06 | JAS'06 |
|---|--------------|--------------|--------------|
| Systemwide Revenue | 2,085 | 1,637 | 3,213 |
| Net Revenue | 1,241 | 1,102 | 2,031 |
| Other Income | 15 | 23 | (23) |
| Total Income | 1,256 | 1,125 | 2,008 |
| Operating Expenses | 1,066 | 948 | 1,792 |
| Operating Profit (EBITDA) | 175 | 154 | 238 |
| <i>Operating Margin</i> | <i>14%</i> | <i>14%</i> | <i>12%</i> |
| Depreciation | 90 | 106 | 113 |
| Profit Before Tax | 100 | 71 | 103 |
| Provision for Taxation - Current & Deferred | 7 | (6) | 8 |
| Net Profit | 93 | 77 | 94 |
| Share of Associates' Net Profit | 38 | 54 | 67 |
| PAT after Associate Profit | 132 | 132 | 161 |
| EPS (Rs.) | | | |
| - Basic | 6.8 | 6.8 | 8.3 |

Previous period figures may have been recast for comparison purposes

NIIT Consolidated - JAS'06 Financials

| | Individual | Insitutional | Corporate | Existing NIIT | New Biz & Acquisition related | Organic NIIT | EK | NIIT |
|------------------------------|------------|--------------|-----------|------------------|-------------------------------------|-----------------|------|-------|
| Net Revenues | 746 | 221 | 515 | 1,483 | 11 | 1,493 | 537 | 2,031 |
| YoY% | 48% | -22% | 14% | 19% | 0% | 20% | 0% | 64% |
| QoQ% | 52% | 29% | 18% | 35% | 488% | 36% | 0% | 84% |
| Opex | 614 | 186 | 434 | 1,235 | 47 | 1,282 | 510 | 1,792 |
| EBITDA | 132 | 35 | 80 | 247 | (36) | 211 | 27 | 238 |
| EBITDA margin | 18% | 16% | 16% | 17% | -331% | 14% | 5% | 12% |
| Net Other Income | | | | | | (2) | (21) | (23) |
| Depreciation | | | | | | 110 | 3 | 113 |
| PBT | | | | | | 99 | 3 | 103 |
| Tax | | | | | | 7 | 1 | 8 |
| PAT | | | | | | 92 | 2 | 94 |
| Associate Profit | | | | | | 67 | - | 67 |
| PAT (after associate profit) | | | | | | 160 | 2 | 161 |
| EPS | | | | | | 8.2 | | 8.3 |



Individual Business

| Rs. Mn | JAS'05 | AMJ'06 | JAS'06 |
|---------------------------|---------------|---------------|---------------|
| Systemwide Revenue | 1204 | 1,026 | 1,758 |
| YoY | | | 46% |
| QoQ | | | 71% |
| Net Revenue | 505 | 492 | 746 |
| YoY | | | 48% |
| QoQ | | | 52% |
| Operating Expenses | 438 | 415 | 614 |
| Operating Profit | 67 | 76 | 132 |
| Operating Margin | 13% | 16% | 18% |

| Individual - Revenue Mix Portalwise | JAS'05 | AMJ'06 | JAS'06 |
|--|---------------|---------------|---------------|
| Careers | 95% | 91% | 95% |
| Others | 5% | 9% | 5% |
| Total | 100% | 100% | 100% |

| Enrolments | JAS'05 | AMJ'06 | JAS'06 |
|-------------------|---------------|---------------|---------------|
| Total | 76,419 | 81,776 | 96,284 |



Institutional Business

| Rs. Mn | JAS'05 | AMJ'06 | JAS'06 |
|--------------------|--------|--------|--------|
| Net Revenue | 285 | 171 | 221 |
| | | | -22% |
| | | | 29% |
| Operating Expenses | 256 | 160 | 186 |
| Operating Profit | 29 | 12 | 35 |
| Operating Margin | 10% | 7% | 16% |

| Order Position for Institutional (Rs Mn) | AMJ'06 | JAS'06 |
|--|--------|--------|
| Fresh Order Intake | 13 | 24 |
| Pending Order Book | 1487 | 1355 |
| Executable in next 12 months | 44% | 49% |



Corporate Business

| Rs. Mn | JAS'05 | AMJ'06 | JAS'06 |
|--------------------|--------|--------|--------|
| Net Revenue | 451 | 438 | 515 |
| | YoY | | 14% |
| | QoQ | | 18% |
| Operating Expenses | 372 | 369 | 434 |
| Operating Profit | 79 | 69 | 80 |
| Operating Margin | 17% | 16% | 16% |

| Order Position for Corporate (USD Mn) | AMJ'06 | JAS'06 |
|---------------------------------------|--------|--------|
| Fresh Order Intake | 15.1 | 12.9 |
| Pending Order Book | 34.97 | 37.53 |
| Executable in next 12 months | 61% | 63% |



Consolidated Revenue Analysis

| Systemwide Revenue Mix | JAS'05 | JAS'06 |
|------------------------|-------------|-------------|
| Individual | 62% | 55% |
| Institutional | 15% | 7% |
| Corporate | 23% | 16% |
| New Businesses | | 0% |
| Element K | | 22% |
| Total | 100% | 100% |

Education Centres

| | June'06 | Sept'06 |
|-------------------------|---------|---------|
| Total Education Centres | 4,606 | 4,614 |
| incl International | 279 | 296 |

People

| | June'06 | Sept'06 |
|-----------------------|---------|---------|
| Total People Resource | 2,424 | 3,128 |

Shareholding Pattern

| | June'06 | Sept'06 |
|--------------------|---------|---------|
| FII's | 41% | 42% |
| Promoters Holding | 34% | 34% |
| MFs/ FIs and Banks | 2% | 2% |
| Others | 22% | 22% |
| | 100% | 100% |