



Financial Results

Quarter ended

December 31, 2007

January 21, 2008

Agenda

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

Environment

- ❖ Low graduate employability triggers a substantial skills shortage
- ❖ Government allocating 5X funds (Rs. 3 trillion) for education & skills development in 11th five year plan
- ❖ IT sector mitigating the currency risk through
 - ❖ improving workforce productivity and
 - ❖ Working on advanced technologies to move up the value chain
- ❖ Technology vendors promoting global mass adoption

OND'07 – Financial Highlights

Despite a seasonally weak quarter and a 15% YoY Rupee appreciation;

- Net Profit up 30% to touch Rs 139 Mn
- Consolidated SW Revenues grow 10% YoY to Rs 3,272 Mn
- Net Revenues grow 6% YoY to reach Rs 2,388 Mn
- EBITDA up 28% to Rs. 228 Mn
- Operating margin improves 164 bps to 10%
- EPS of Rs 0.8 (Rs. 6.3 after bonus/split normalization up 15% YoY)
- System wide order intake of Rs 3.246 Mn (+13%)

CYD financials reflect a 36% net revenue growth, +28% EBITDA & 26% PAT growth

OND'07 – Business Highlights

- ILS clocks revenue growth of 30% YoY with EBITDA margin improvement of 136 bps YoY
- IFBI & Imperia record revenue growth of 199% YoY; Rs. 50 Mn turnaround in profitability
- CLS achieves Revenue of Rs 1,371 Mn and EBITDA of Rs 65 Mn with Order intake of USD 39 Mn (+37% QoQ).
 - Revenues and margin get further impacted by dollar depreciation
- SLS records a order intake of Rs. 283 Mn and adds 79 schools in the quarter

OND'07 Consolidated Financials

(Rs in mn)	OND'07	OND'06	YoY (%)
System Wide Revenue	3,272	2,970	10%
Net Revenues	2,388	2,251	6%
Operating Expenses	2,160	2,073	4%
EBITDA	228	178	28%
EBITDA %	10%	8%	164 bps
Depreciation	127	125	2%
Other Income	(32)	-46	-32%
Profit Before Taxes	69	7	930%
Provision For Tax	15	-9	-265%
Operational Net Profit	54	16	243%
Share of Profits from Associates	85	92	-7%
PAT	139	107	30%
Basic EPS (Rs)	0.8[★]	5.5	-85%

★ *EPS grows 15% YoY on normalized basis*

Forex impact : Revenue Rs. 183 Mn (8% adverse growth impact); EBITDA = Rs. 33 Mn (58 bps)

Margin Drivers : ILS growth, Element K margins & new business profitability

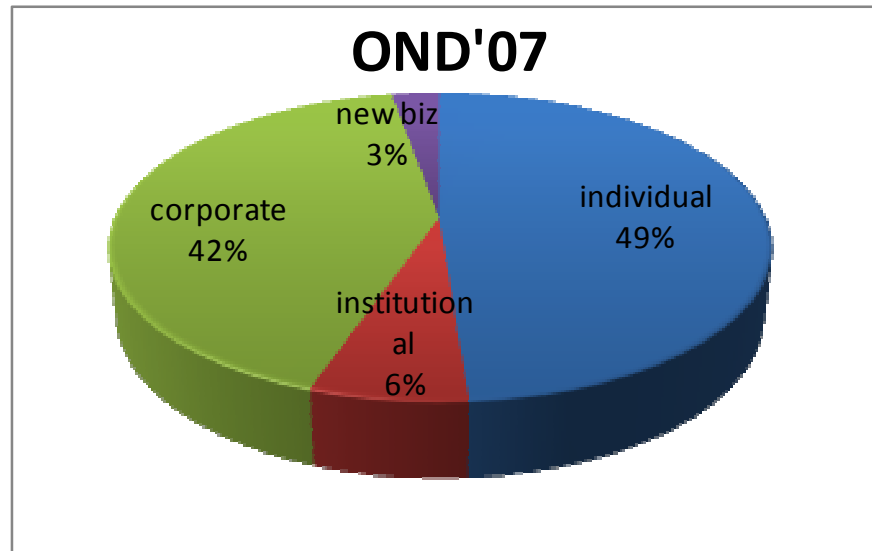
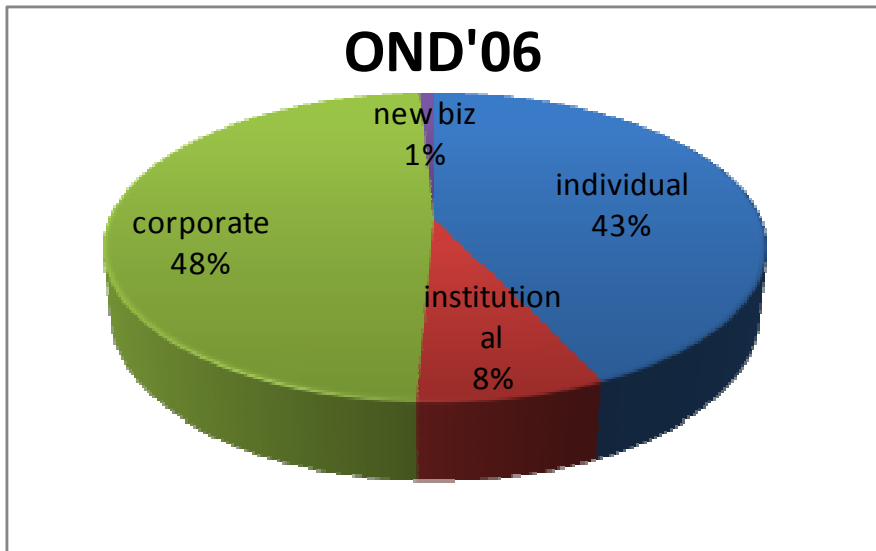
OND'07 - Financial Summary By Business Line

Rs.Mn

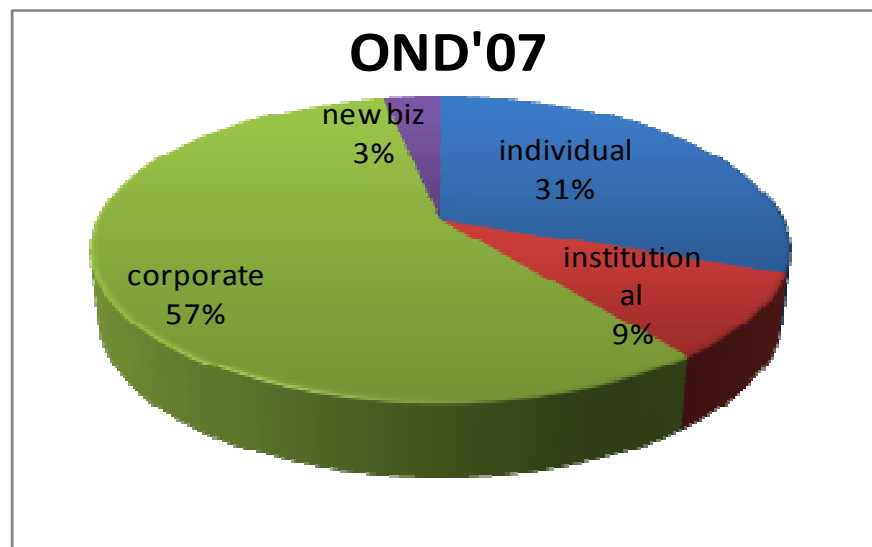
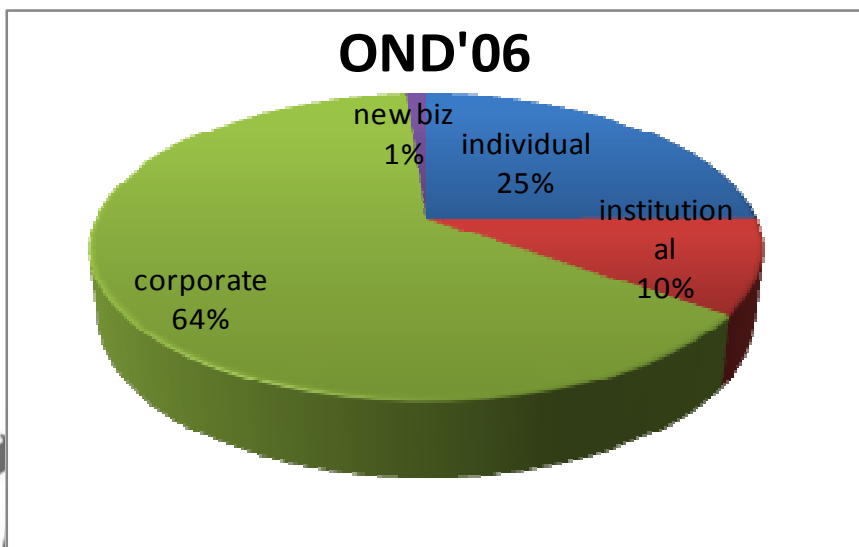
	Individual	Insitutional	Corporate incl EK	New Biz	NIIT
Net Revenues	728	213	1,371	76	2,388
YoY%	30%	-6%	-5%	199%	6%
QoQ%	-25%	-12%	-3%	0%	-12%
Opex	598	183	1,306	74	2,160
EBITDA	130	30	65	2	228
EBITDA margin	18%	14%	5%	3%	10%
Net Other income					(32)
Depreciation					127
PBT					69
Tax					15
PAT					54
Associate Profit					85
PAT (after associate profit)					139
EPS					0.8

OND'07 - Revenue Mix

System wide revenues – Up 10%

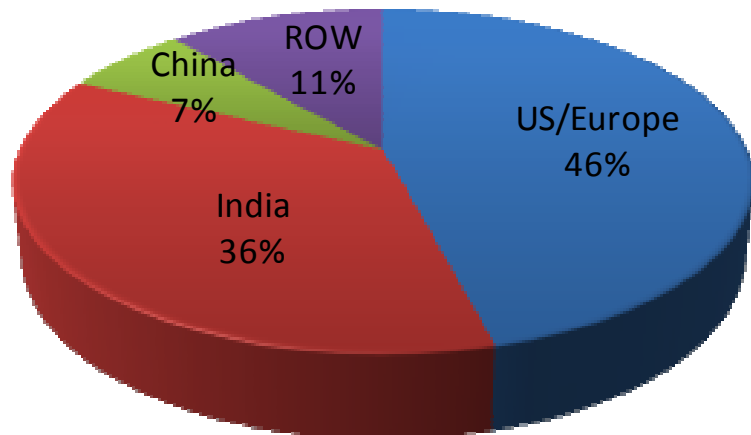


Net Revenues – Up 6%



OND'07 – Geo Revenue Mix

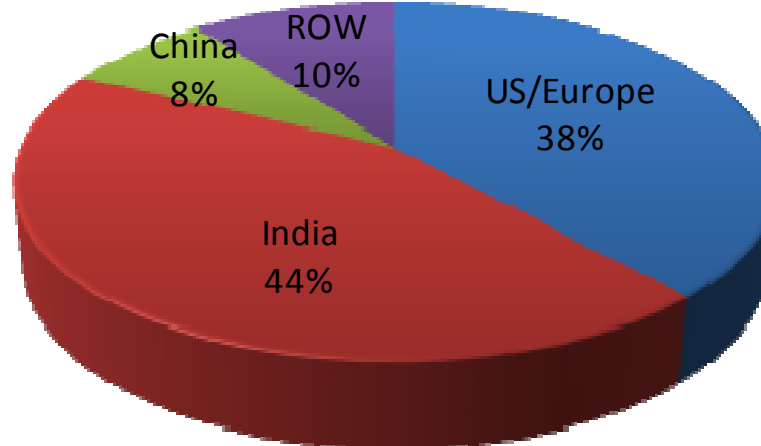
OND'06



USD depreciation impacts the Geo Mix

Geo	Growth
India	+ 34%
ROW	0%
China	+25%
US/Europe	-8% <i>(+5% without \$ impact)</i>

OND'07



Individual Learning Solutions

Rs. Mn	OND'06	OND'07	%G (YoY)
System wide revenues	1279	1597	25%
Net Revenues	560	728	30%
EBITDA	93	130	41%
OM	17%	18%	136 bps

- ❖ SWR Geo Mix: India 65%, China 16%, ROW 19%
- ❖ India Revenues grow 37% YoY; China up 25%
- ❖ Capacity enhancement: 22% YoY
- ❖ Capacity utilization at 46% on enhanced revenue capacity
- ❖ Tech partnership with Adobe – new product in gaming & animation

- ❖ Enrolments
 - ❖ Overall + 28%
 - ❖ India Career +29%
 - ❖ China + 56%
- ❖ 11 New Centres
 - ❖ 4 in India
 - ❖ 7 in China

- ❖ System wide booking Rs. 1,323 Mn
- ❖ Closing Net OB 1,866 Mn
- ❖ 68% executable in next 12 months

School Learning Solutions

Rs. Mn	OND'06	OND'07	%G (YoY)
Net Revenues	226	213	-6%
EBITDA	27	30	12%
OM	12%	14%	230 bps

- ❖ Non-GSA business contributes 28% of revenues for the quarter compared to 21% in JAS'06
- ❖ Non GSA revenues grow 22% YoY
- ❖ Number of school centers serviced increase by 79 to at 4768
- ❖ Govt. school wins in Himachal Pradesh & Tripura
- ❖ Significant wins for e-Guru product line in private schools
- ❖ Product line strengthened with MathLab & NComputing tie up

- ❖ **Order intake – Rs. 283 Mn**
- ❖ **Pending order book at Rs 895 Mn**
- ❖ **60% executable in next 12 months**

Corporate Learning Solutions

Rs. Mn	OND'06	OND'07	%G (YoY)
Net Revenues	1439	1371	-5%
EBITDA	107	65	-39%
OM	7%	5%	(266) Bps

- ❖ Dollar weakening impacts Revenue by Rs 170mn (12%), and EBITDA by Rs 30mn (142 bps)
- ❖ Added 10 new, significant customers (7 USA, 1 Europe, 2 India)
- ❖ Major wins in EK content library
- ❖ India order intake +136% YoY contributed by
 - ❖ High tech training for IT companies
 - ❖ English language and workforce productivity training
- ❖ New alliance with ETS for TOEIC testing
- ❖ Acquisition of Evolv for English language training

- ❖ **Order intake of \$ 39 Mn (+37% QoQ)**
- ❖ **Pending order book at \$ 65 Mn**
- ❖ **66% executable in next 12 months**

New Business Financials

Rs. Mn	OND'06	OND'07
System wide revenues	25	91
Net Revenues	25	76
EBITDA	(48)	2

- Order intake of Rs. 91 Mn, Pending order book Rs. 56 Mn
- Added 1 new center to reach 15 centers in 12 cities

ifbi

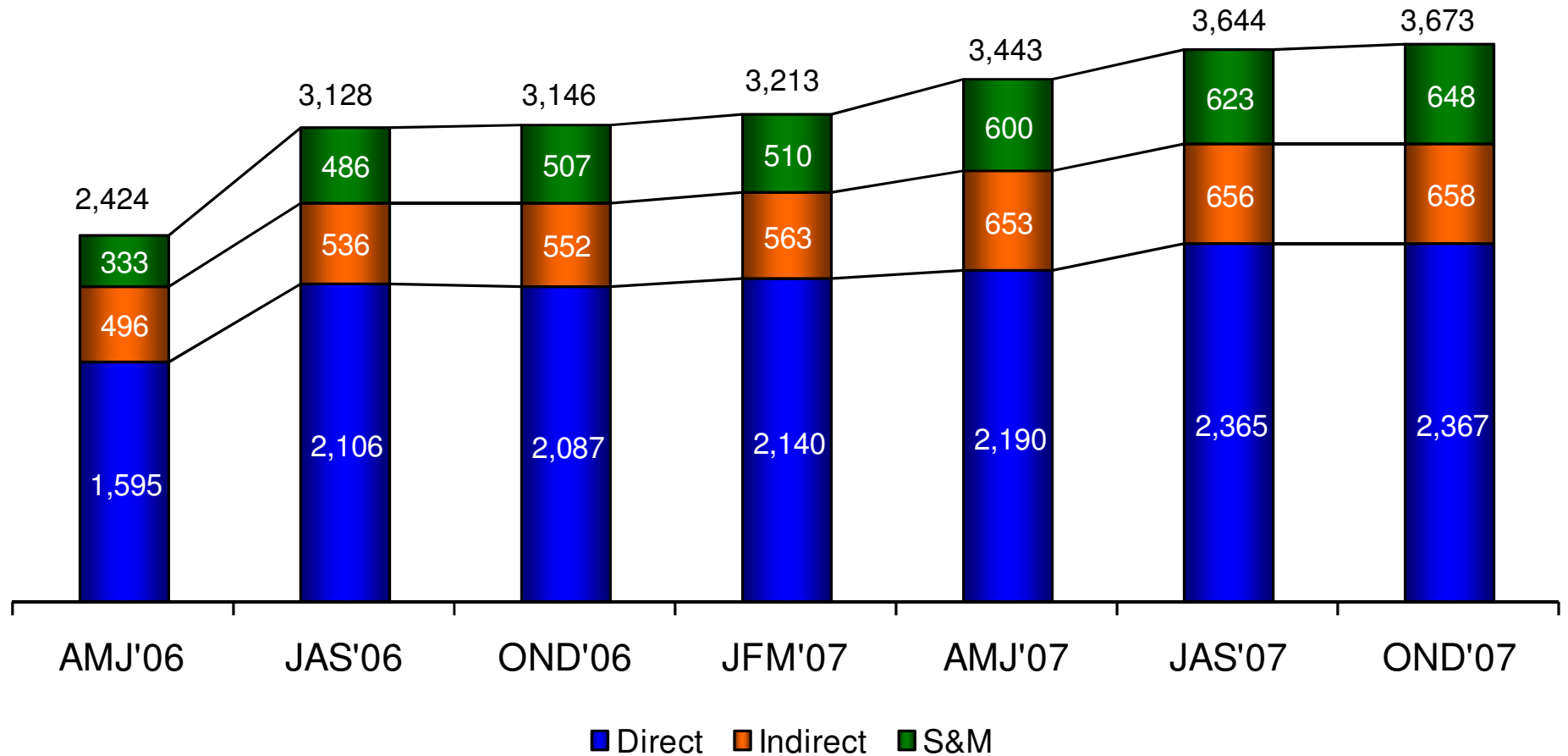
Institute of Finance, Banking & Insurance

- IFBI gains Universal acceptance among banking community – HDFC & YES Bank added
- Financial Planning curriculum gets phenomenal response
- Insurance courses piloted with Pru ICICI
- 2,700 graduate from IFBI & get placed
- Cumulative enrolments cross 7,400

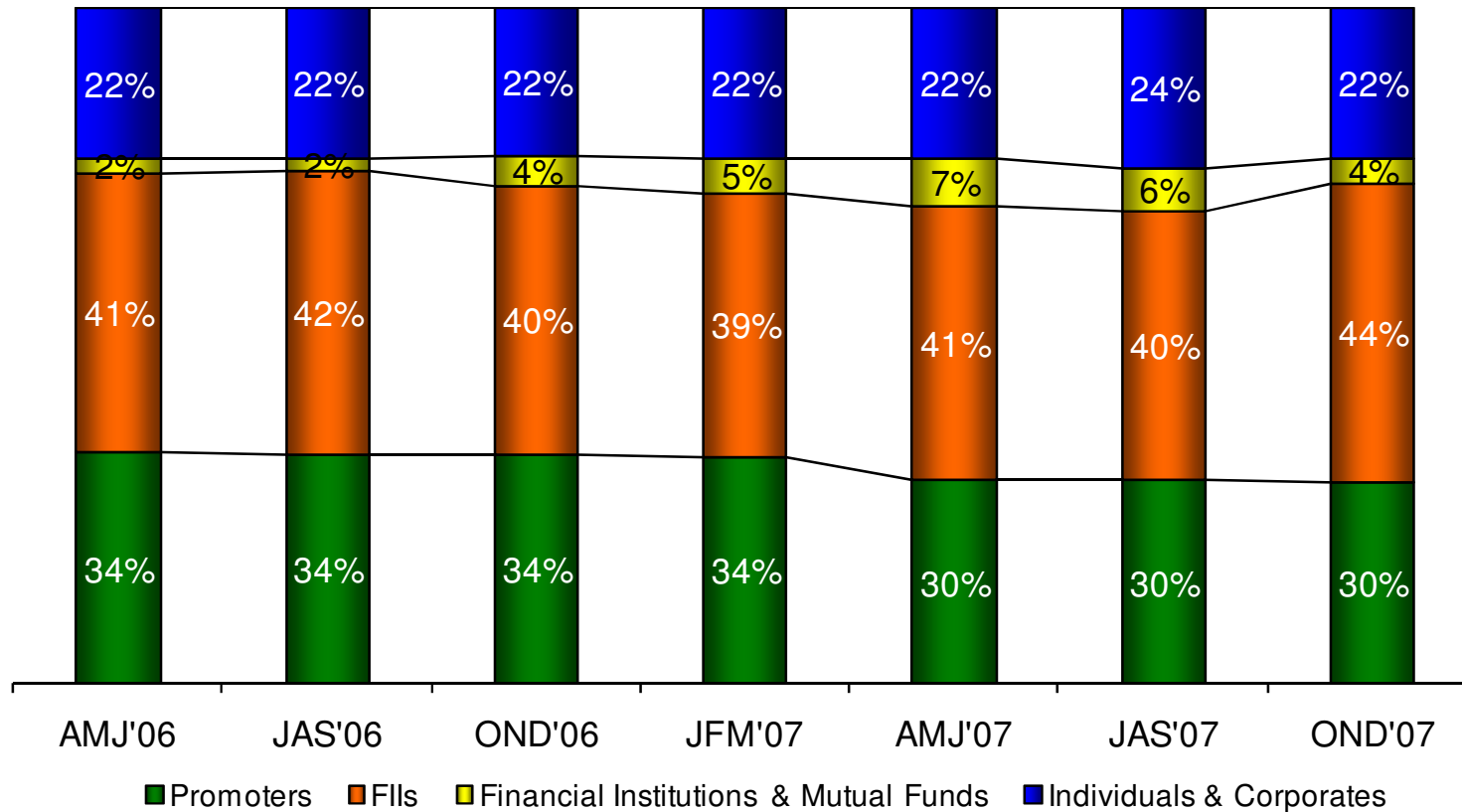
NIIT
IMPERIA
CENTRE FOR ADVANCED LEARNING

- NIIT Imperia ties up with Indian Institute of Foreign Trade
- Imperia Leadership Series – invited lectures by global leaders on the Imperia platform
- Cumulative enrolments cross 1,200

Head Count



Shareholding Pattern



164.6 Million Equity Shares (post FCCB conversion, bonus & split)
1,637k outstanding ESOPs

Leadership in the Century of the mind

