

## NIIT Limited



**Consolidated Profit and Loss Account**  
**For The Period ended September 30, 2004**  
**(All figures in Rs. Million except %age)**

Particulars	April '03- March '04	JAS'03	AMJ'04	JAS'04
Systemwide Revenue	5,749	1,691	1,520	1,860
<b>Net Revenue</b>	<b>3,580</b>	<b>988</b>	<b>968</b>	<b>1,109</b>
<b>Other Income</b>	144	19	31	28
Operating Expenses	3,342	946	840	969
<b>Operating Profit</b>	<b>238</b>	<b>42</b>	<b>129</b>	<b>140</b>
<b>Operating Margin</b>	<b>7%</b>	<b>4%</b>	<b>13%</b>	<b>13%</b>
Depreciation	190	129	82	84
<b>Profit Before Tax</b>	<b>192</b>	<b>(67)</b>	<b>78</b>	<b>85</b>
Provision for Taxation - Current & Deferred	27		3	5
<b>Net Profit</b>	<b>165</b>	<b>(67)</b>	<b>75</b>	<b>80</b>
Share of Associates' Net Profit	24		34	39
<b>PAT after Associate Profit</b>	<b>189</b>	<b>(67)</b>	<b>109</b>	<b>118</b>
<b>EPS (Rs.)</b>			<b>5.6</b>	<b>6.1</b>

Unaudited & provisional figures

Previous period figures have been recast pursuant to realignment of businesses due to de-merger and are provided for comparison purposes.

**NIIT Limited****Consolidated Segmentwise Analysis**

All figures in Rs. Million (except %)

Particulars	April - June '04				July - September '04			
	India Individual	India Institutional	International	Total	India Individual	India Institutional	International	Total
<b>Systemwide Revenue</b>	396	312	813	1,520	516	387	957	1,860
QoQ growth					31%	24%	18%	22%
<b>Net Revenue</b>	208	312	448	968	284	377	448	1,109
QoQ growth					37%	21%	0%	15%
Operating Expenses	234	235	371	840	293	301	375	969
<b>Operating Profit</b>	(26)	77	78	129	(9)	76	73	140
<b>Operating Margin</b>	-12%	25%	17%	13%	-3%	20%	16%	13%

Unaudited &amp; provisional figures

Corporate Expenses have been aligned with the respective segments and accordingly, the previous quarter expenses have been realigned

## NIIT Limited



### Consolidated Revenue Analysis

Systemwide Revenue Mix Segmentwise	JAS'03	AMJ'04	JAS'04
India Individual	27%	26%	28%
India Institutional	18%	21%	21%
International	55%	53%	51%
Total	100%	100%	100%

India Individual - Revenue Mix Portalwise	JAS'03	AMJ'04	JAS'04
Futurz	79%	67%	75%
Cats	14%	19%	18%
Swift	7%	14%	7%
Total	100%	100%	100%

Enrolments	JAS'03	AMJ'04	JAS'04
Total	114,303	70,500	67,833

Order Position for India Institutional (Rs Mn)	AMJ'04	JAS'04
Fresh Order Intake	129	428
Pending Order Book	2,128	2,186

Order Position for International (\$ Mn)	AMJ'04	JAS'04
Fresh Order Intake	8.58	8.02
Pending Order Book	20.40	18.96

### Education Centers

	June'04	Sept'04
Total Centers	3,786	3,783
including International Centers	280	280

### People

	June'04	Sept'04
Total People Resource	1,663	1,729

### Shareholding Pattern

	June'04	Sept'04
FII's	33%	34%
Promoters Holding	33%	37%
MFs/ FIs and Banks	10%	9%
NRIs/ OCBs	0%	0%
Others	24%	20%
	100%	100%