



NIIT

July, 2004



- ⊕ Business Environment
- ⊕ Financials
- ⊕ Segmental Analysis
- ⊕ Growth Strategies

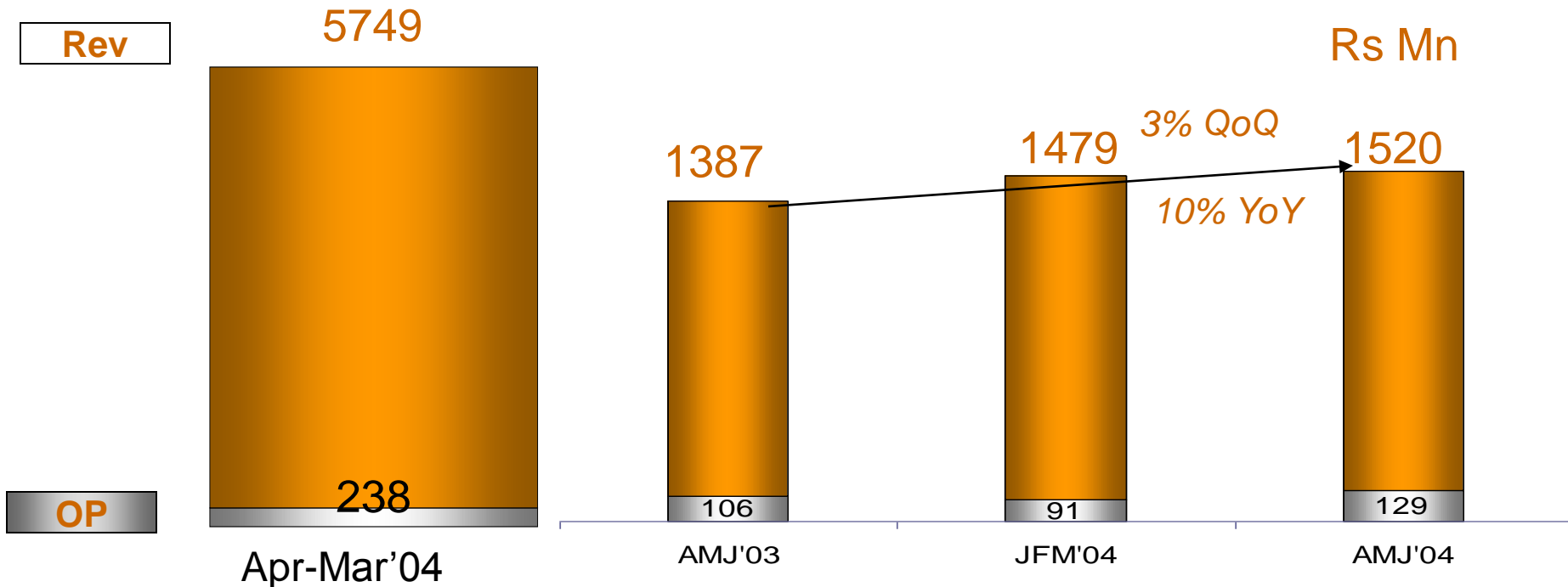
✦ Training Industry

- ✦ IT jobs in India to increase to 2 Mn by 2008, at 40% CAGR
 - Economic Times (July 4, 2004) Headlines
- ✦ IDC projects 2.7% CAGR worldwide & 7.5% in APAC for period up to 2007
- ✦ Training Outsourcing gaining momentum – 15-20% Market penetration expected
- ✦ “2005 to be year of emerging opportunities for Indian IT Training companies”
 - Dataquest July 2004
- ✦ 56% corporate hiring in IT sector through options other than Engineering campuses
 - NASSCOM 2004 Strategic Review

✦ Union Budget

- ✦ Education Cess - an opportunity
- ✦ Education and Training under Service Tax net – 10.2%

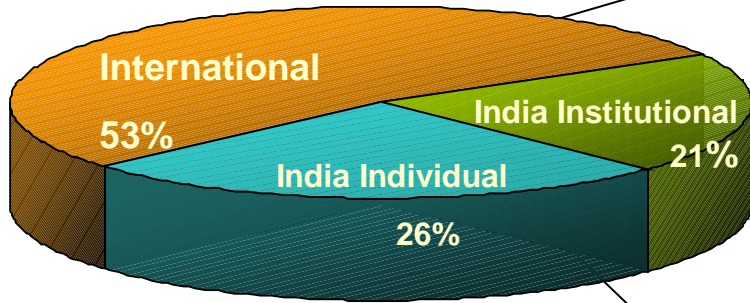
- For FY04, revenues touched Rs. 5749Mn with 7% OPM.
- For the quarter, Earnings Per Share at Rs 5.60 on Consolidated basis
- Net profit from Learning Business grows to Rs75Mn, Net Margin 8%
- System wide Revenues at Rs 1520 Mn grow 10% year on year
- Operating profit at Rs 129Mn, Margins improve 126 basis points YoY at 13%, 365 basis points sequentially



(Rs in mn)	Apr-Mar'04	AMJ'03	JFM'04	AMJ'04	Growth QoQ (%)	Growth YoY (%)
System Wide Revenue	5749	1387	1479	1520	3	10
Net Revenues	3580	884	946	968	2	10
Other Income	144	29	81	31	-61	9
Operating Expenses	3342	778	855	840	-2	8
Operating Profit	238	107	91	129	42	21
OPM	7	12	10	13	365 bps	126 bps
Depreciation	190	129	(196)	82		
Profit Before Taxes	192	6	369	78	-79	1200
Provision For Tax	27	0	27	3		
PAT	165	6	342	75	-78	1092
Share of Profits from Associates	24	-	24	34		
Net Profit	189	6	366	109	-70	1700
EPS (Rs)	-	-		5.60		

- Return On Average Capital Employed at 17.2% annualized
- Cash and Cash equivalents over Rs 800 Mn, Net cash of Rs 31 per equity share
- 1663 people resources

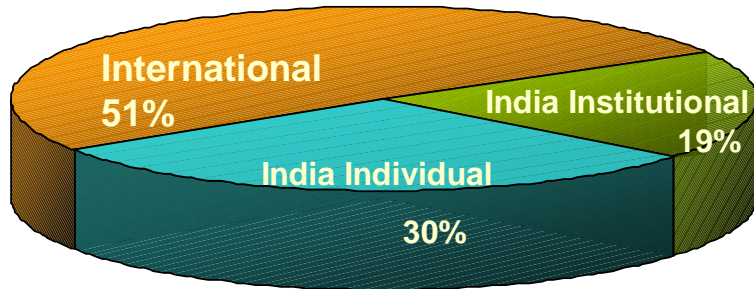
AMJ'04



- Caters to Institutional, Corporate and Individuals
- 3 new clients added in the quarter

- Caters to India Corporate Training & the schools and Colleges segment
- Annuity based revenue stream
- Exceeds one million student mark

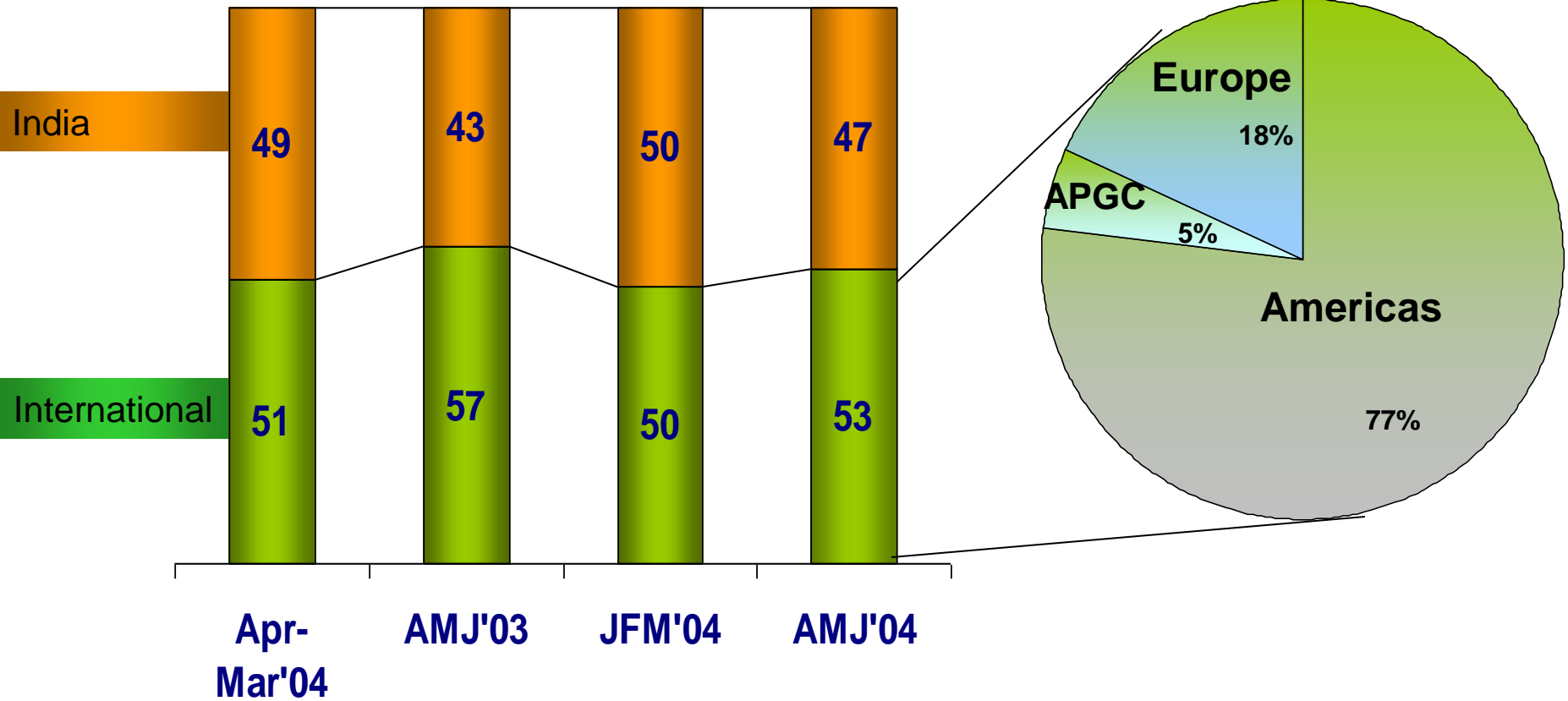
FY04



- Caters to India retail clients
- Enrolments 70,500 for the quarter
- Revenue Mix FUTURZ 67% ;CATS 19%;SWIFT 14%

AMJ04 (Rs in mn)	India Individual	India Institutional	International	Total
System Wide Revenue	396	312	812	1520
YoY Growth (%)	17	25	2	10
QoQ Growth (%)	3	-9	8	3
Net Revenues	208	312	448	968
YoY Growth (%)	8	25	1	10
QoQ Growth (%)	25	-9	2	2
Operating Profit	(17)	89	101	174
OPM (%)	-8	29	23	18
Unallocated Expenses				45
OP for NIIT Consolidated				129
Margins for NIIT Consolidated (%)				13

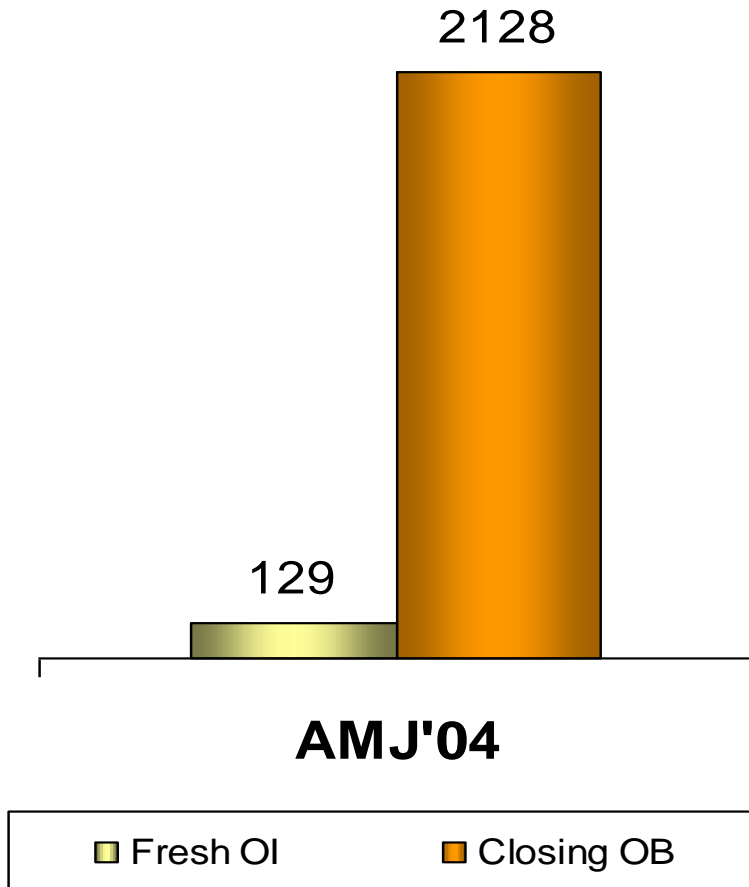
- Americas witnesses growth on YoY basis
- Followed closely by APGC
- China continues to contribute 6% to overall revenues
- Reaches out through 3786 centers of which 280 International





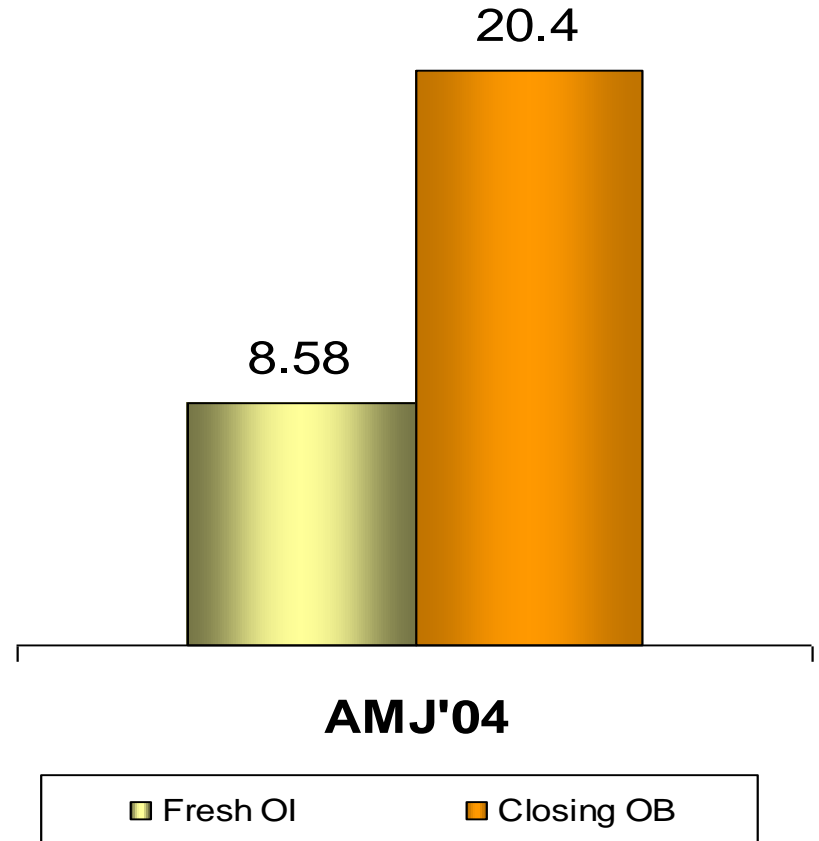
India Institutional (Rs Mn)

46% executable over next 12 months

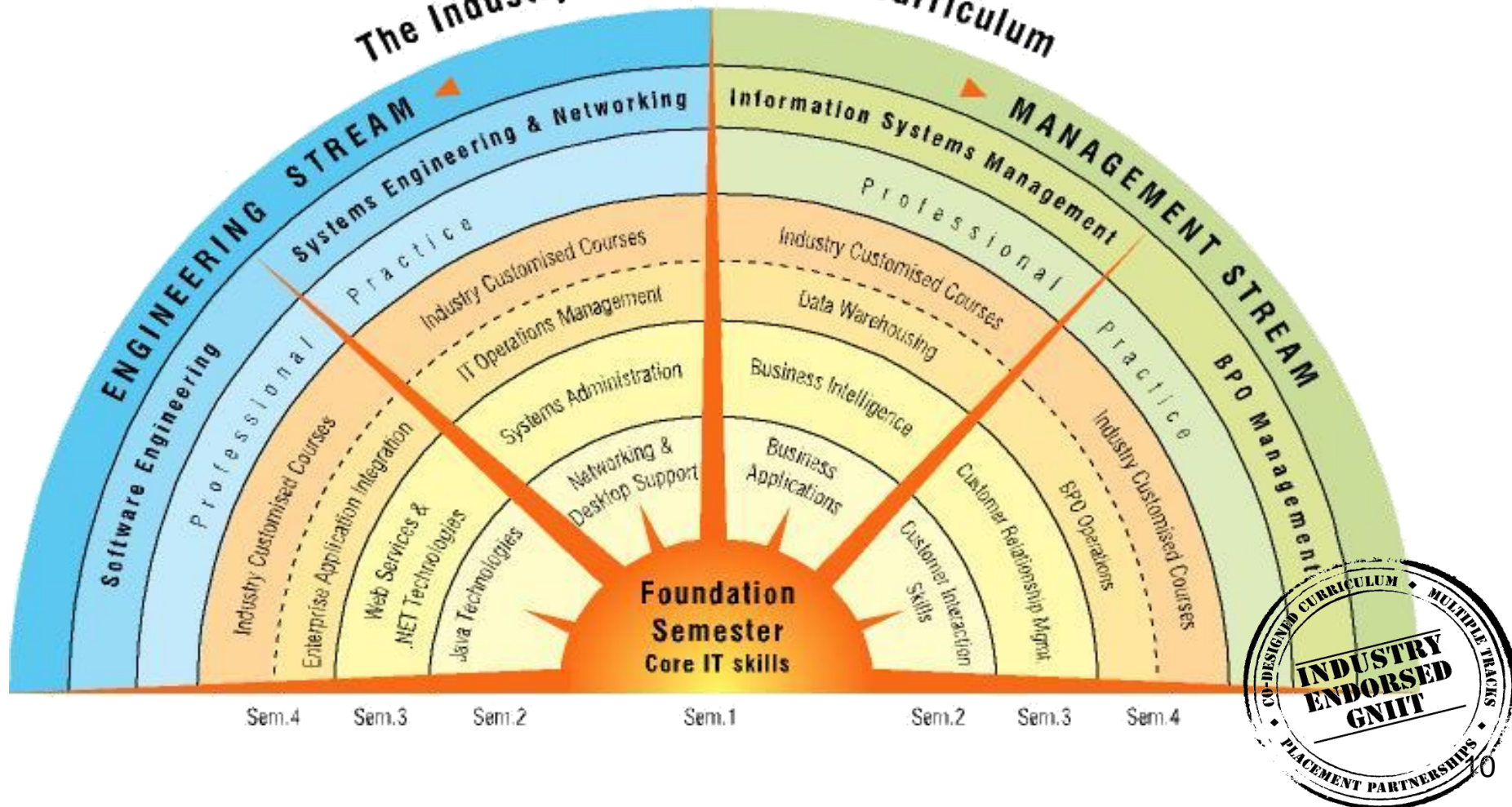


International (US\$ Mn)

48% executable over next 12 months



The Industry Endorsed GNIIIT Curriculum



Introducing a career program co-designed by the very people who'll hire you.

Is this the unfair advantage you need in life?



like you, if honed the new GNIIT way.

Interestingly enough, a whole new world of opportunities is opening up in emerging industries. From

Satish Chandra,
GM Strategic Resourcing, Wipro Infotech
"We have selected more than 250 GNIIT students in the last 2 years. With the introduction of the Systems Engineering & Networking track, we expect this trend to continue and intensify. We believe that the Systems Engineering & Networking track matches our needs."

global outsourcing in software development firms to IT applications in multinational banks, from remote management of IT infrastructure to Business Process Outsourcing, your options today are as exciting as they are diverse.

In this context, general-purpose IT training with uniform content for everyone just isn't good enough for you.

NEW AGE, NEW NEEDS

Consider this startling statistic: As many as 4,50,000 IT professionals will be needed in India over the next three years. That's one new job every four minutes! But even as the demand for trained people keeps increasing, there exists a huge shortfall of talent. It's a gap that can be met by someone



As pioneers and global leaders in IT education for over 20 years, NIIT understands this better than anyone else. Precisely why our education programs have always kept pace with changing needs and times.

ONE PROGRAM: MANY CAREER OPTIONS

A case in point is our new industry endorsed GNIIT Program, where active participation from our industry partners has come together with our expertise in IT education.



program along with college, under our dual qualification scheme.

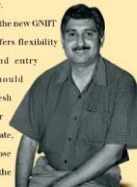
Moreover, while doing the GNIIT Program, you'll be put through 1 year

Rakesh Sharma, Vice President - Strategic Sourcing, Wipro SpectraMind
"We were happy to participate in the design of the New GNIIT Program with Multiple Tracks. We are looking forward to receiving students from the BPO Management track in larger numbers than before."

of Professional Practice - a form of internship at leading IT organisations. At present, over 10,000 GNIIT students continue to benefit by working with more than 2000 reputed organisations every year.

You can also choose to exit as a professional at various levels, since there are defined certification points for those who are not planning to complete the entire curriculum. Even these levels, you'll be glad to note, are fitted to established job profiles required by industry.

Finally, the new GNIIT program offers flexibility of pace and entry points. Should you be a fresh engineer or an IT graduate, you can choose to complete the



Vinay Razdan, General Manager - Human Resources, HCL Technologies
"We have recruited many GNIIT / NIIT students in the last few months for software development roles. We believe that the new GNIIT Program with its emphasis on software engineering matches well with our future requirements and we foresee a higher intake of GNIIT/NIIT students into our organisations."

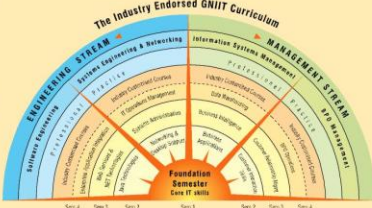
By joining this program, you'll be pursuing a curriculum that's been developed in consultation with senior recruitment and technical managers in the industry to complement their future manpower requirements.

Starting with comprehensive IT foundation skills, the new GNIIT Program goes on to expand your career options. It does this by giving you not just one path to success, but as many as four tracks of specialisation!

As if that wasn't an unfair enough advantage for you, the new GNIIT Program also has Placement Partnerships with India's leading companies, by customising portions of the curriculum to match their precise skill requirements.

MAPPING CAREER NEEDS

If you've just completed Class XII or are currently attending college, the new GNIIT Program is ideal for you. You can even complete a substantial part of the



One GNIIT-ian gets placed every 53 minutes.

Now, isn't that an unfair advantage?



GET STARTED NOW

Contact your nearest NIIT centre to participate in a session titled "Get An Unfair Advantage". Who knows how far your career will go after GNIIT!

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