

NIIT Technologies 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
Net Revenue	4,845	1,204	1,279	1,370
Other Income		2	22	20
Operating Expenses	4,140	986	1,051	1,126
Operating Profit	705	218	228	244
Operating Margin	15%	18%	18%	18%
Depreciation	362	95	94	96
Profit Before Tax	343	125	156	168
Provision for Taxation - Current & Deferred	67	24	22	13
Net Profit	276	101	134	155
Minority Share of Net Profit	14		2	3
PAT attributable to equity shareholders after minority interest	262		132	152
EPS (Rs.)			3.4	3.9

Unaudited & provisional figures

Previous period figures have been recast for comparison purposes pursuant to the de-merger

NIIT Technologies Limited



Consolidated Segmentwise Analysis

All figures in Rs. Million (except %)

Particulars	April-June '04			July - September '04		
	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total
Net Revenue	1,207	72	1,279	1,290	79	1,370
QoQ				7%	10%	7%
Operating Expenses	969	82	1,051	1,035	91	1,126
Operating Profit	238	(10)	228	255	(11)	244
Operating Margin	20%	-14%	18%	20%	-14%	18%

Unaudited & provisional figures

Consolidated Revenue Analysis

Revenue Mix Geowise	JAS'03	AMJ'04	JAS'04
Americas	41%	37%	35%
Europe	38%	45%	41%
APGC	12%	12%	11%
India	9%	6%	13%
Total	100%	100%	100%

Revenue Mix Segmentwise	JAS'03	AMJ'04	JAS'04
Software Solutions	97%	94%	94%
BPO Solutions	3%	6%	6%

Revenue Mix Verticalwise	JAS'03	AMJ'04	JAS'04
Finance Insurance & Banking	27%	30%	30%
Transportation	17%	24%	21%
Manufacturing	18%	9%	7%
Retail	11%	9%	9%
Others	27%	28%	33%

Revenue Mix Off:On	JAS'03	AMJ'04	JAS'04
Offshore	32%	42%	42%
Onsite	68%	58%	58%

Revenues from Top Clients	JAS'03	AMJ'04	JAS'04
Top 5	35%	36%	36%
Top 10	51%	53%	51%
Top 20	69%	67%	66%

Significant New Customers	JAS'03	AMJ'04	JAS'04
USA	2	1	4
Europe	4	2	1
ROW	-	5	1
Total	6	8	6

Fresh Order Intake (US \$ Million)	JAS'03	AMJ'04	JAS'04
USA	6	20	11
Europe	30	13	23
ROW	2	6	4
Total	38	39	38

Pending Order Book (US \$ Million)	Sept'03	June'04	Sept'04
USA	41	65	65
Europe	54	53	64
ROW	8	14	12
Total	103	132	141

	AMJ'04	JAS'04
Revenue Capacity Utilisation	77.0%	78.0%

People

	AMJ'04	JAS'04
Total People Resource	2559	2668
Direct Onsite	23%	22%
Direct Offshore	77%	78%

Shareholding Pattern

	30-Sep-04
Promoters	40%
FII's	26%
MFs/ FIs and Banks	6%
NRIs/ OCBs	0%
Others	28%
	100%