

NIIT Technologies Limited



Consolidated Profit and Loss Account

For The Period ended March 31, 2005

(All figures in Rs. Million except %age)

Particulars	JFM'04	OND'04	JFM'05	April '03- March '04	April'04- March'05
Net Revenue	1,349	1,412	1,371	4,845	5,432
Other Income	(18)	(6)	(3)		33
Operating Expenses	1,135	1,161	1,125	4,140	4,463
Operating Profit	214	251	246	705	969
Operating Margin	16%	18%	18%	15%	18%
Depreciation	76	92	87	362	369
Profit Before Tax	120	153	157	343	633
Provision for Taxation - Current & Deferred	23	18	(18)	67	36
Net Profit	96	135	174	276	598
Minority Share of Net Profit		2	5	14	12
PAT attributable to equity shareholders after minority interest		133	169	263	585
EPS (Rs.)		3.43	4.37		15.15

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 %)

For the Quarter	April-June '04			July - September '04			October - December '04			January-March'05		
Particulars	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total
Revenue	1,207	72	1,279	1,290	79	1,370	1,322	90	1,412	1,273	98	1,371
YoY												
QoQ				7%	10%	7%	2%	14%	3%	-4%	8%	-3%
Operating Expenses	969	82	1,051	1,035	91	1,126	1,057	104	1,161	1,024	101	1,125
Operating Profit	238	(10)	228	255	(11)	244	265	(14)	251	250	(3)	246
Operating Margin	20%	-14%	18%	20%	-14%	18%	20%	-15%	18%	20%	-3%	18%

For the Year	April'03- March'04			April'04- March'05		
Particulars	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total
Revenue	4,632	213	4,845	5,093	339	5,432
YoY				10%	59%	12%
Operating Expenses	3,901	239	4,140	4,085	378	4,462
Operating Profit	731	(26)	705	1,008	(38)	969
Operating Margin	16%	-12%	15%	20%	-11%	18%

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Consolidated Revenue Analysis

Revenue Mix Geowise	JFM'04	OND'04	JFM'05	FY04	FY05
Americas	34%	35%	34%	39%	35%
Europe	38%	42%	43%	37%	43%
APGC	10%	10%	13%	12%	12%
India	18%	13%	10%	13%	10%
Total	100%	100%	100%	100%	100%

Revenue Mix Segmentwise	JFM'04	OND'04	JFM'05	FY04	FY05
Software Solutions	94%	94%	93%	96%	94%
BPO Solutions	6%	6%	7%	4%	6%

Revenue Mix Verticalwise	JFM'04	OND'04	JFM'05	FY04	FY05
Finance Insurance & Banking	26%	32%	31%	28%	31%
Transportation	20%	22%	25%	17%	23%
Retail	7%	8%	8%	9%	9%
Manufacturing	9%	6%	5%	15%	7%
Others	38%	32%	31%	32%	31%

Revenue Mix Off:On	JFM'04	OND'04	JFM'05	FY04	FY05
Offshore	38%	44%	45%	34%	43%
Onsite	62%	56%	55%	66%	57%

Revenues from Top Clients	JFM'04	OND'04	JFM'05	FY04	FY05
Top 5	28%	37%	38%	32%	36%
Top 10	41%	53%	51%	47%	50%
Top 20	58%	70%	64%	65%	65%

Significant New Customers	JFM'04	OND'04	JFM'05	FY04	FY05
USA	3	3	3	10	11
Europe	2	1	2	8	6
ROW	0	1	1	4	8
Total	5	5	6	22	25

Fresh Order Intake (US \$ Million)	JFM'04	OND'04	JFM'05	FY04	FY05
USA	17	9	14	56	53
Europe	12	23	7	64	66
ROW	6	4	16	23	31
Total	35	36	37	143	150

Pending Order Book (US \$ Million)	Mar' 04	Dec'04	JFM'05
USA	56	64	67
Europe	53	73	66
ROW	13	9	18
Total	122	145	151

	JFM'04	OND'04	JFM'05
Revenue Capacity Utilisation	70.5%	79.5%	77.6%

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People

	JFM'04	OND'04	JFM'05
Total People Resource	2453	2852	3002
Direct People Mix			
Onsite	25%	20%	20%
Offshore	75%	80%	80%

Shareholding Pattern

	Dec'04	Mar'05
FII's	25%	25%
Promoters Holding	40%	40%
MFs/ FIs and Banks	6%	6%
NRIs/ OCBs	0%	0%
Others	29%	29%