

NIIT Technologies Limited



Consolidated Profit and Loss Account
For The Period ended December 31, 2004
(All figures in Rs. Million except %age)

Particulars	April '03- March '04	OND'03	JAS'04	OND'04
Net Revenue	4,845	1,256	1,370	1,412
Other Income		10	20	-6
Operating Expenses	4,140	1,099	1,126	1,161
Operating Profit	705	157	244	251
Operating Margin	15%	13%	18%	18%
Depreciation	362	97	96	92
Profit Before Tax	343	71	168	153
Provision for Taxation - Current & Deferred	67	14	13	18
Net Profit	276	57	155	135
Minority Share of Net Profit	14		3	2
PAT attributable to equity shareholders after minority interest	262		152	133
EPS (Rs.)			3.9	3.4

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			October - December '04		
	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total	Software Solutions	BPO Solutions	Total
Net Revenue	1,207	72	1,279	1,290	79	1,370	1,322	90	1,412
QoQ				7%	10%	7%	2%	14%	3%
Operating Expenses	969	82	1,051	1,035	91	1,126	1,057	104	1,161
Operating Profit	238	(10)	228	255	(11)	244	265	(14)	251
Operating Margin	20%	-14%	18%	20%	-14%	18%	20%	-15%	18%

Unaudited & provisional figures

Consolidated Revenue Analysis

Revenue Mix Geowise	OND'03	JAS'04	OND'04
Americas	40%	35%	35%
Europe	33%	41%	42%
APGC	11%	11%	10%
India	16%	13%	13%
Total	100%	100%	100%

Revenue Mix Segmentwise	OND'03	JAS'04	OND'04
Software Solutions	95%	94%	94%
BPO Solutions	5%	6%	6%

Revenue Mix Verticalwise	OND'03	JAS'04	OND'04
Finance Insurance & Banking	30%	30%	32%
Transportation	16%	21%	22%
Manufacturing	11%	7%	6%
Retail	8%	9%	8%
Others	35%	33%	32%

Revenue Mix Off:On	OND'03	JAS'04	OND'04
Offshore	39%	42%	44%
Onsite	61%	58%	56%

Revenues from Top Clients	OND'03	JAS'04	OND'04
Top 5	36%	36%	37%
Top 10	52%	51%	53%
Top 20	71%	66%	70%

Significant New Customers	OND'03	JAS'04	OND'04
USA	3	4	3
Europe	1	1	1
ROW	3	1	1
Total	7	6	5

Fresh Order Intake (US \$ Million)	OND'03	JAS'04	OND'04
USA	18	11	9
Europe	8	23	23
ROW	12	4	4
Total	38	38	36

Pending Order Book (US \$ Million)	Dec'03	Sept'04	Dec'04
USA	48	65	64
Europe	52	64	73
ROW	14	12	9
Total	114	141	145

	JAS'04	OND'04
Revenue Capacity Utilisation	78.0%	79.5%

People

	JFM'04	JAS'04	OND'04
Total People Resource	2453	2668	2852
Direct People Mix			
Onsite	25%	22%	20%
Offshore	75%	78%	80%

Shareholding Pattern

	March'04	Sept'04	Dec'04
FII's	38.0%	25.7%	24.8%
Promoters Holding	32.7%	39.9%	39.9%
MFs/ FIs and Banks	9.6%	6.1%	6.0%
NRIs/ OCBs	0.3%	0.2%	0.2%
Others	19.4%	28.1%	29.1%