

NIIT Technologies Limited



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

Particulars	April '03- March '04	AMJ'03	JFM'04	AMJ'04
Net Revenue	4,845	1,037	1,349	1,279
Other Income		6	(18)	22
Operating Expenses	4,140	921	1,135	1,051
Operating Profit	705	116	214	228
Operating Margin	15%	11%	16%	18%
Depreciation	362	95	76	94
Profit Before Tax	343	28	120	156
Provision for Taxation - Current & Deferred	67	5	23	22
Net Profit	276	22	96	134
Minority Share of Net Profit	14			2
PAT attributable to equity shareholders after minority interest	262			132
EPS (Rs.)				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		
	Software Solutions	BPO Solutions	Total
Net Revenue	1,207	72	1,279
Operating Expenses	969	82	1,051
Operating Profit	238	(10)	228
Operating Margin	20%	-14%	18%

Unaudited & provisional figures

Consolidated Revenue Analysis

Revenue Mix Geowise	AMJ'03	JFM'04	AMJ'04
Americas	43%	34%	37%
Europe	37%	38%	45%
APGC	14%	10%	12%
India	6%	18%	6%
Total	100%	100%	100%

Revenue Mix Segmentwise	AMJ'03	JFM'04	AMJ'04
Software Solutions	98%	94%	94%
BPO Solutions	2%	6%	6%

Revenue Mix Verticalwise	AMJ'03	JFM'04	AMJ'04
Finance Insurance & Banking	32%	26%	30%
Transportation	13%	20%	24%
Manufacturing	22%	9%	9%
Retail	8%	7%	9%
Others	25%	38%	28%

Revenue Mix Off:On	AMJ'03	JFM'04	AMJ'04
Offshore	28%	38%	42%
Onsite	72%	62%	58%

Revenues from Top Clients	AMJ'03	JFM'04	AMJ'04
Top 5	29%	28%	36%
Top 10	44%	41%	53%
Top 20	62%	58%	67%

Significant New Customers	AMJ'03	JFM'04	AMJ'04
USA	2	3	1
Europe	1	2	2
ROW	1	0	5
Total	4	5	8

Fresh Order Intake (US \$ Million)	AMJ'03	JFM'04	AMJ'04
USA	15	17	20
Europe	14	12	13
ROW	2	6	6
Total	32	35	39

Pending Order Book (US \$ Million)	Mar' 03	Mar' 04	June'04
USA	45	56	65
Europe	35	53	53
ROW	11	13	14
Total	91	122	132

	JFM'04	AMJ'04
Revenue Capacity Utilisation	70.5%	77.0%

People

	JFM'04	AMJ'04
Total People Resource	2453	2559
Direct Onsite	25%	23%
Direct Offshore	75%	77%