Teknowlogy

A wealth of knowledge and technology

NIIT

www.niit.com

A ANNUAL REPORT 1997-1998

Teknowlgy

THE INDUSTRIAL REVOLUTION GAVE THE WORLD MACHINES
THAT HELPED CREATE TECHNOLOGY.

AS WE STEP INTO THE NEW CENTURY,
WE REALISE THERE'S NO MACHINE LARGER OR MORE EFFICIENT
THAN THE HUMAN MIND.

TODAY WE CREATE TECHNOLOGY USING THE GREAT WEALTH
THAT EXISTS IN OUR MINDS.

KNOWLEDGE.

IT'S THIS CAMARADERIE BETWEEN KNOWLEDGE AND TECHNOLOGY
THAT WE CALL Teknowlgy.

AT NIIT, Teknowlgy EXISTS EVERYWHERE AND IN EVERYONE
WHO ASSOCIATES WITH IT. IT'S A WEALTH
OF KNOWLEDGE THAT HELPS NIIT ACHIEVE ITS GOALS, YEAR AFTER YEAR.

BY MULTIPLYING THE WEALTH OF ITS MANY WORLDS:
OF NIITIANS, BUSINESSES AND GEOGRAPHIES; OF CUSTOMERS, PARTNERS
AND SHAREHOLDERS, EVERY HOUR.

Teknowlgy. IT'S WHAT MAKES NIIT A KNOWLEDGE CORPORATION.

Board of Directors

Rajendra S Pawar
Chairman and Managing Director

Vijay K Thadani
President and Chief Executive Officer

P Rajendran
Chief Operating Officer

Arvind Thakur
Director

Gopal D Chakravarthy
Director

Subroto Bhattacharya
Director

Amit Sharma
Director

Auditors
Price Waterhouse

Financial Institutions/Bankers
ANZ Grindlays Bank
Citibank NA
Export Import Bank of India
Housing Development Finance Corporation
ICICI Banking Corporation
Indian Overseas Bank
ICICI Ltd.
Lloyds Bank
Sakura Bank
Wachovia Bank of Georgia

EVA Consultants
Stern Stewart & Co

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NIIT Websites:
Corporate Website: http://www.niit.com
NIIT OnLine Training:
http://www.niitnetvarsity.com
NIIT Training Store: http://www.eniit.com

**How to get the most out of
this Annual Report:**
In the spirit of connectivity,
we have made this Report
as interactive as possible.
Links have been provided
for more detailed information on
subjects highlighted.
For example, if a section on
NIIT SEI-CMM Level 5 is linked to
http://www.niit.com/tek2.htm,
it means this weblink contains
detailed information on
NIIT SEI-CMM Level 5.

At various places in this Report,
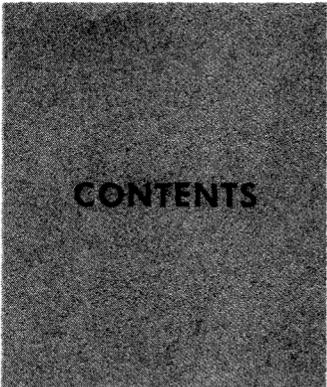we have used terms that we use for
NIIT staff and NIIT students.
Thus, staff members are NIITians,
family members of NIITians
are AffiNIITians and students of NIIT
are Student NIITians.

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ACKNOWLEDGEMENTS

HOW THE WORLD SEES US

THE FEATHERS IN OUR CAP

Your Board of Directors. (Left to right) Rajendra S Pawar, Amit Sharma, Vijay K Thadani, Subroto Bhattacharya, Gopal D Chakravarthy, P Rajendran, Arvind Thakur

"I Lead into the New Millennium"

Dear Shareowner,

Know thyself, says the sage. And right from its inception in 1982, NIIT has known that Knowledge is the one property it can call its very own. It is this Knowledge that NIIT has grown, diversified, cross-fertilised and grown, yet again.

As a Knowledge Corporation by intent and design, NIIT continues to remain at the cutting edge. This at a time when the world is moving up from information to Knowledge, realising that Knowledge alone is, and will be, the forward thrust. NIIT does one better by layering Knowledge with innovation, practice and research, leading back to innovation yet again. And the Internet provides a new foundation for leveraging this Knowledge.

From Knowledge to Teknowlogy

When you adopt a mantra not as a chant but as a practice, you find it pays off in very real terms. Teknowlogy is at NIIT the Mind at work on technology, logically and laterally, to push technology to its utmost. And this has worked at NIIT, for its customers, for its partners, for everyone. In ways that have made immense business sense. By increasing productivity, driving innovation, enhancing value and expanding business arenas thereby providing them profitable solutions.

How does this happen?

This unique business model at NIIT synergises Software Solutions and Learning Technologies creating major and continuous mutual gains. Knowledge created in the labs and acquired through alliances is put to work in the Software Solutions Business to create value for corporate

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customers. The experience gained from these projects is then converted into Knowledge that becomes the basis for creating Learning Solutions for individuals as well as organisations.

And as the Internet becomes pervasive, these two forms of Knowledge – Software Solutions and Learning Solutions start integrating seamlessly.
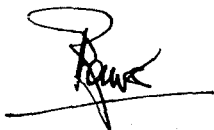
In addition, our research into the emerging field of Cognitive Systems, the domain of creating Knowledge-based interaction between people and computers, keeps us ahead.

The Knowledge Corporation of the 21ˢᵗ Century

The next century will go down in history as the 'Century of the Mind'. In this century, the pride of place will be taken by organisations that can offer and deliver path-breaking and unique Knowledge-based solutions to their customers.

Your NIIT has created a strong foundation of technology, a rich set of alliances with technology leaders from across the world, a global network for reaching and servicing customers, and world-class processes that have been assessed at SEI-Level 5 (NIIT became one of only 12 software companies worldwide to achieve this status). Our rapid transformation into a 'BRICK and PORTAL™' entity is preparing us for the new millennium.
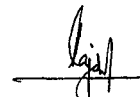
With your continued support, we are determined to build NIIT into a shining example of the Knowledge Corporation of the 21ˢᵗ Century.

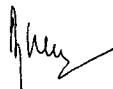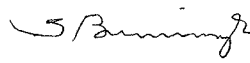Rajendra S Pawar   Vijay K Thadani   P Rajendran

Arvind Thakur   Gopal D Chakravarthy   Subroto Bhattacharya   Amit Sharma

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Our Global Management and Business Team. (Left to right) Dr. Dhruva Nath, Rahul Patwardhan,
Vijay K Thadani, Kyoji Murakami, C N Madhusudan, Gopal D Chakravarthy, Shrikant Inamdar, Dr. Amitava Mitra,
Dr. Sugata Mitra, James G Gionfrido, Arvind Thakur, P Rajendran, Neeraj Agarwal, Rajendra S Pawar.

Our Operations Heads with Rajendra S Pawar and P Rajendran. (Left to right) Abhas Kumar,
Abhirama Krishna, R Sampath, Sudha Raju, L Balasubramanian, Sanjay Saxena, Madhulika Tripathi,
A B R P Reddy, Dr. Smarajit Dey.

*Our Business Heads and the top team (Left to right) Shrikant Inamdar, Rajeev Katyal, Neeraj Agarwal,
Rajesh Mathur, Arvind Thakur, S Sasi Kumar, R Venkatesh Iyer, Suren S Rasaily, B G Purushotham, Sudipto Sinha Roy,
Dr Dhruva Nath, Pradeep Narayanan, P Rajendran, Rajendra S Pawar, Dr Sugata Mitra and Prodeep Ghosh*