

**NIIT Limited**

Registered Office:  
Plot No 85, Sector 32,  
Institutional Area,  
Gurugram 122 001,  
(Haryana) India  
Tel: +91 (124) 4293000  
Fax: +91 (124) 4293333  
Email: [info@niit.com](mailto:info@niit.com)

CIN: L74899HR1981PLC107123

[www.niit.com](http://www.niit.com)

August 8, 2025

**The Manager  
BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

**The Manager****National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051

**Subject: Presentation made to the Analysts and / or Institutional Investors**

**Scrip Code: BSE - 500304; NSE - NIITLTD**

Dear Sir,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

The same shall be available on our website i.e. [www.niit.com](http://www.niit.com).

This is for your information and records.

Thanking you,

Yours sincerely,

For **NIIT Limited**

**Arpita Bisaria Malhotra**  
**Company Secretary &**  
**Compliance Officer**

**Encls.: a/a**



# Financial Results

## Q1 FY26

Aug 8, 2025



# Environment

India's FY26 growth is projected at **6.3%**, down 0.4 points from January, while a strong **manufacturing PMI of 59.1** signals continued expansion—demanding **B2B solution-selling and industrial product expertise**.

1

Indian EdTech is undergoing changes, **shutting offline sales channels while offering hybrid experiences**; high level of **disillusionment across employee base** of the sector.

2

**IT sector remains weak**: TCS, Infosys, Wipro, and HCL Tech cut 42K+ jobs in two years, including **TCS's 12K layoff**; **WorkPro segment in ITeS hit hardest** as clients stay cautious amid trade tensions and tech spend slowdown.

3

**Banking Q1 was tough** (Axis, Kotak, HDFC, SBI, ICICI) with **margin pressures and muted hiring amid lower attrition**; weakness spilled over to **insurance (slower premium growth) and NBFCs (retail/personal loan moderation)**.

4

Tier-2 GCCs add **82K+ hires** in Coimbatore, Surat, Kochi; ops roles shrink as **AI, cyber, data science, crypto-risk** surge. ER&D shifts to **digital twins**, with Tata, Micron, Foxconn anchoring semiconductor hubs in Gujarat and Assam.

5

## Reflections

The environment has been turbulent across sectors, including Tech and BFSI

# Q1 FY26: In Perspective

NIIT

- Overall Revenue at **INR 841 Mn** (up 2% YoY and down 3% QoQ); organic revenue at **INR 789 Mn** (down 4% YoY and 9% QoQ).
- NIIT acquired 70% stake in **iamneo**, and raised stake in **NIIT Institute of Finance Banking and Insurance Limited (IFBI) to 100%** during the quarter
- Product Mix
  - Revenue from Technology programs at **INR 587 Mn**; up 7% YoY
  - Revenue from BFSI & Other programs at **INR 254 Mn**; down 9% YoY
- Business Mix
  - Enterprise up 7% YoY; contributed 68% to revenue
  - Consumer down 8% YoY; contributed the balance 32%
- Order Intake of **INR 1,065 Mn** in Q1; up 37% YoY and 44% QoQ
- EBITDA at INR (63) Mn vs INR (2) Mn LY
- PAT at **INR 44 Mn** lower from INR 78 Mn last year; EPS at INR 0.3 down from INR 0.6 last year.

## Reflections

Multiple adverse environmental factors led to an un-anticipated impact on quarter for NIIT, OI was robust but delays in decision making and clearance for order execution resulted in lower revenue

# Key Financials

| INR Mn   | Q1 FY26      | Q4 FY25    | QoQ             | Q1 FY25    | YoY             |
|--|--------------|------------|-----------------|------------|-----------------|
| <b>Order Intake</b>  | <b>1,065</b> | <b>742</b> | <b>44%</b>      | <b>778</b> | <b>37%</b>      |
| <b>Net Revenue</b>   | <b>841</b>   | <b>863</b> | <b>-3%</b>      | <b>825</b> | <b>2%</b>       |
| Operating Expenses   | 904          | 859        | 5%              | 827        | 9%              |
| <b>EBITDA*</b>   | <b>(63)</b>  | <b>4</b>   | <b>(-66) mn</b> | <b>(2)</b> | <b>(-61) mn</b> |
| Depreciation   | 67           | 59         | 13%             | 56         | 20%             |
| Net Other Income / (Expense)                                       | 179          | 221        | -19%            | 155        | 16%             |
| <b>Operational PBT</b>   | <b>50</b>    | <b>166</b> | <b>-70%</b>     | <b>98</b>  | <b>-49%</b>     |
| Tax  | 8            | 28         | -73%            | 15         | -49%            |
| Profit/ (loss) from discontinued Operations & Assets held for Sale | (1)          | (1)        | <b>0.2 mn</b>   | (1)        | <b>0.3 mn</b>   |
| Non Controlling Interests  | 2            | (6)        | 7 mn            | (4)        | 6 mn            |
| <b>PAT</b>   | <b>44</b>    | <b>131</b> | <b>-67%</b>     | <b>78</b>  | <b>-44%</b>     |
| <b>EPS (INR)</b>   | <b>0.3</b>   | <b>1.0</b> | <b>-67%</b>     | <b>0.6</b> | <b>-44%</b>     |

- Net Other Income includes treasury income Rs 176 Mn.
- Includes Exceptional Expenses of INR 19 Mn incurred largely towards Inorganic action.

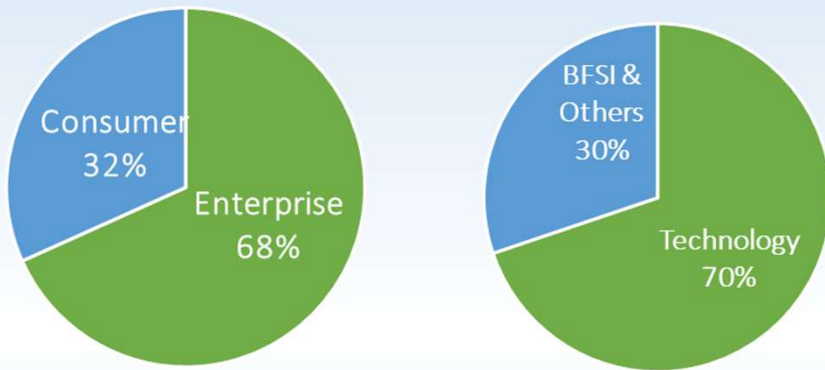
## Reflections

Environment remains challenging with slow down across both our key segments Tech and BFSI

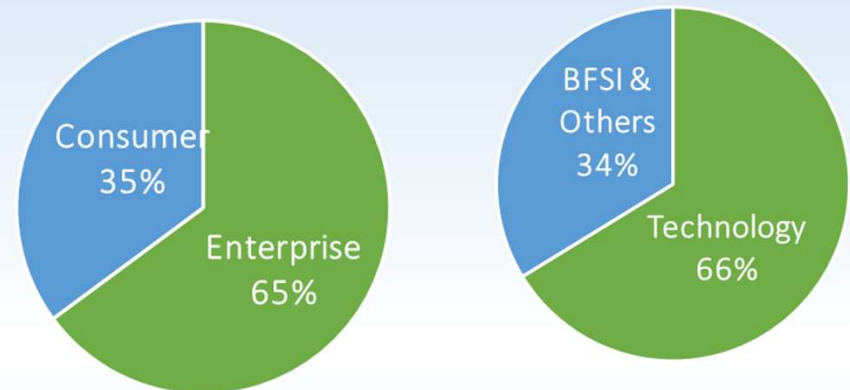
# Revenue Mix

NIIT

Q1 FY26



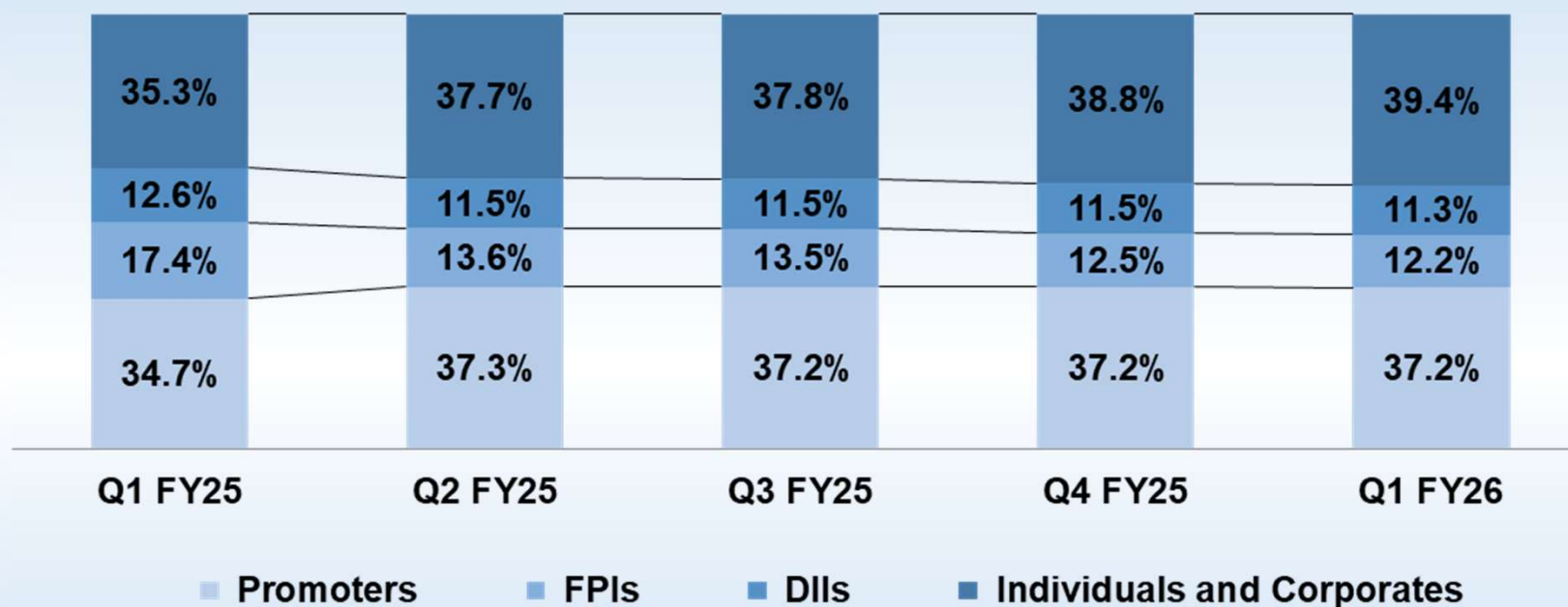
Q1 FY25



Sharp decline in BFSI hiring reflected in decline in share of BFSI & Other programs and also contributed to decline in share of Consumer business

# Share Holding Pattern

**NIIT**

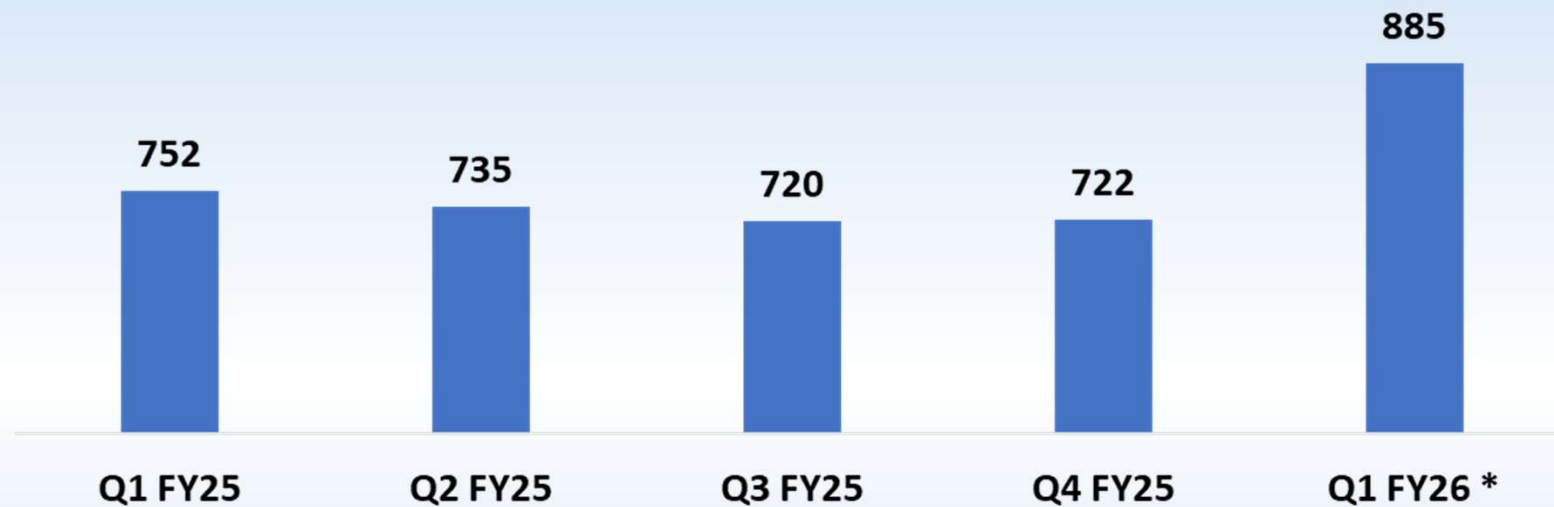


*\* Includes impact dilution of shareholding percentage due to exercise of ESOPs*

Helping people realize their true potential



# People



Headcount up 163 QoQ and 133 YoY, including 151 employees of iamneo

*\* excludes project retainers*

Helping people realize their true potential

