



NIIT Limited

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www.niit.com

January 30, 2026

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 December 31, 2025.

The same shall be available on our website i.e. 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

NIIT

Financial Results Q3 FY26

Jan 30, 2026



Market Signals

Macro Environment

- 1) India GDP growth slowing: 7.3% → 6.4% (FY27)
- 2) US uncertainty: trade tariffs, inflation dampening tech confidence
- 3) China structural weaknesses but "extraordinary efforts" in tech innovation

Emerging Focus Areas

- 1) EV & Green Tech: PM E-DRIVE extended to 2028, 38k+ e-buses
- 2) Cybersecurity: Only 7% orgs at mature readiness, 92% cite talent shortage
- 3) Reskilling Wave: Consolidations & layoffs driving mid-career reskilling demand

Industry Shifts

- 1) IT Services: Single-digit growth expected, muted hiring in H2 FY26
- 2) Manufacturing PMI at 2-year low, expected FY27 rebound
- 3) BFSI hiring muted because of low attrition

Education Evolution

- 1) Hybrid learning gaining traction alongside online growth
- 2) Universities adopting flexible, multidisciplinary programs (NEP 2020)
- 3) Government AI initiatives: National AI Mission, SOAR, ₹500 crore AI CoEs

The Business environment has been volatile, IT and BFSI have significantly reduced hiring

India Opportunity Stack

India Deep-Tech Opportunity

1. Automotive Software: Expected to be \$100B+ in India by 2034
2. Semiconductors: \$1T by 2030; 85,000+ talent gap
3. Agentic AI: \$7B → \$200B by 2034; need 1M developers by 2027

Learning and Talent Trends

1. 90%+ students using GenAI tools
2. Mobile-first, bite-sized learning (3-10 min modules)
3. 1M+ shortage in AI/ML/Data Analytics roles

Banking and Financial Services

1. Private banks: Hiring expected to be muted
2. Wealth management: 12-15% CAGR growth
3. Attrition declining: 18-22% range, expected to stabilize

Regional Dynamics

1. India: Hybrid learning increasingly gaining traction
2. China: 1M+ AI specialist deficit, 30M+ workers training by 2027
3. SEA: \$10Bn EdTech market @ 14% CAGR, acute mid-high skill gaps

New emerging opportunities beyond GSIs and Banks

Financial Performance

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Q3FY26

- Revenue at **INR 1,014 Mn** (up 3% YoY and lower by 3% QoQ);
 - Revenue from Technology programs at **INR 766 Mn; up 20% YoY**
 - Revenue from BFSI & Other programs at **INR 248 Mn; lower 27% YoY**
- **Revenue Mix:** Technology: BFSI & Other Programs at 76:24 versus 65:35 last year
- Revenue from Enterprise GTM at INR 629 Mn, up 8% YoY; contributed 62% to quarter revenue vs 60% last year; Consumer GTM contributed the balance 38%
- **iamneo** scaling well; contributed INR 128 million to Q3 revenue
- Order Intake at INR **822 Mn**; similar to last year
- EBITDA at **INR 10 Mn** vs INR 13 Mn in Q2FY26;
- Treasury Income at INR 101 Mn vs INR 85 Mn in Q2 FY26;
- PAT at INR 39 Mn; EPS at INR 0.29

9MFY26

- Revenue at **INR 2,904 Mn, up 7% YoY**
- Order Intake at **INR 3340 Mn, up 16% YoY**

Reflections

The business was impacted by the volatility in the environment with compression in fresh hire training from banks and IT companies



Key Financials

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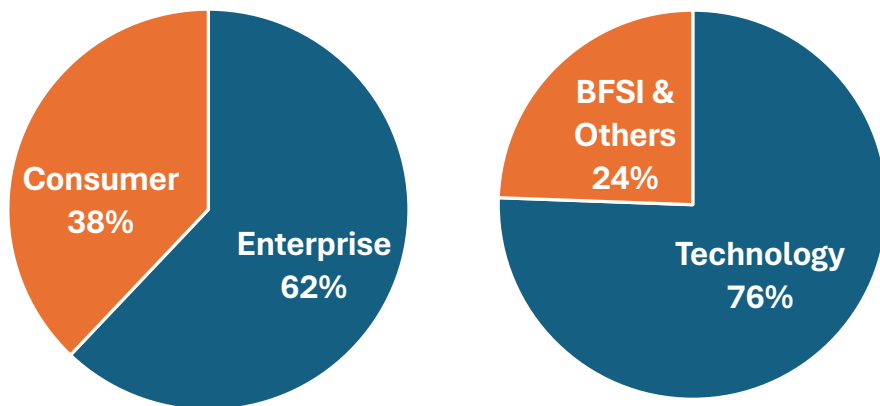
INR Mn	Q3 FY26	Q2FY26	QoQ	Q3 FY25	YoY
Order Intake	822	1,454	-43%	821	0%
Net Revenue	1,014	1,049	-3%	981	3%
Operating Expenses	1,004	1,036	-3%	889	13%
EBITDA	10	13	(-4) mn	92	(-83) mn
Depreciation	76	73	5%	61	25%
Net Other Income / (Expense)	132	82	60%	143	-7%
Operational PBT	66	23	179%	174	-62%
Tax	19	16	16%	33	-42%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	-0.3 mn	(1)	0.2 mn
Non Controlling Interests	(6)	7	-13 mn	(6)	0 mn
PAT	39	14	188%	134	-71%
EPS (INR)	0.3	0.1	190%	1.0	-71%

Net Other Income includes :

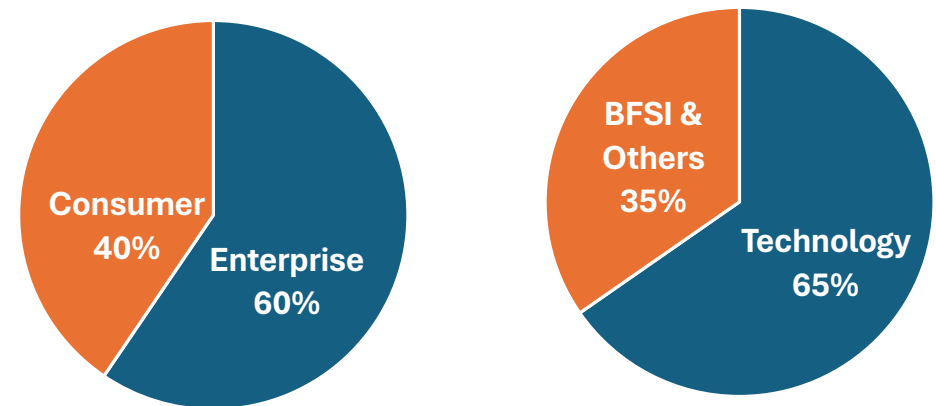
- Treasury income INR 101 Mn (INR 85 Mn in Q2 FY26 & INR 118 Mn in Q3 FY25) ; and
- Exceptional Expenses of INR 54 Mn towards impact of New Wage Code & Strategic action.

Revenue Mix

Q3 FY26

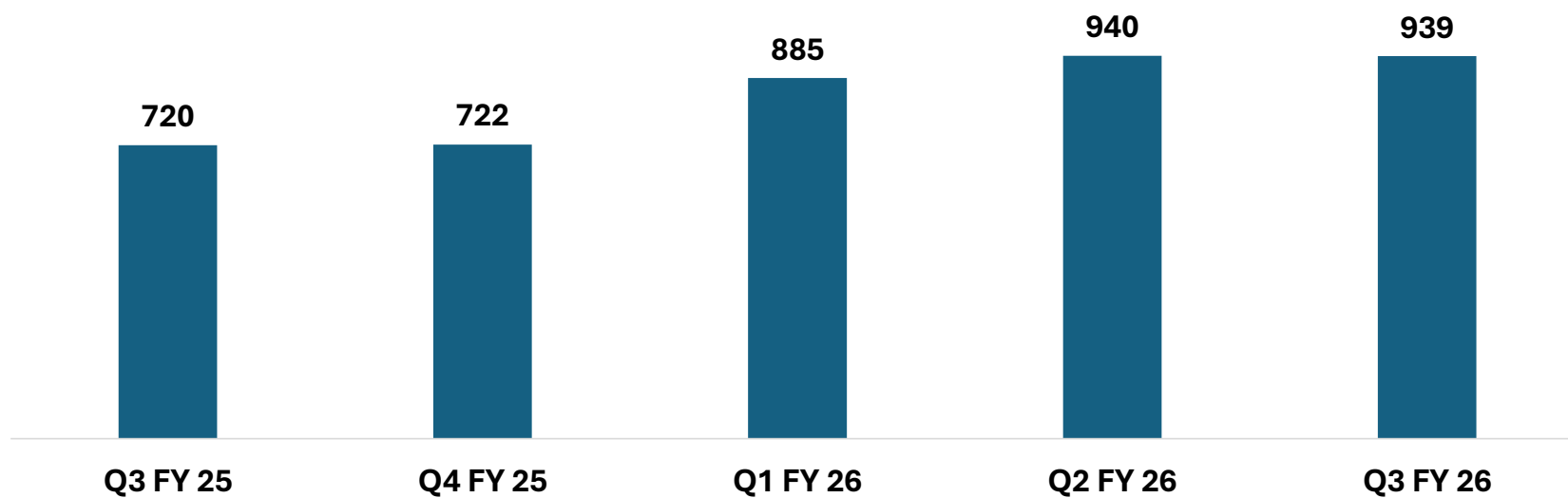


Q3 FY25



Technology programs gained traction aided by pivot towards work-pros, although fresher hiring remained muted. Compression in fresh hire training volume in BFSI this quarter.

People



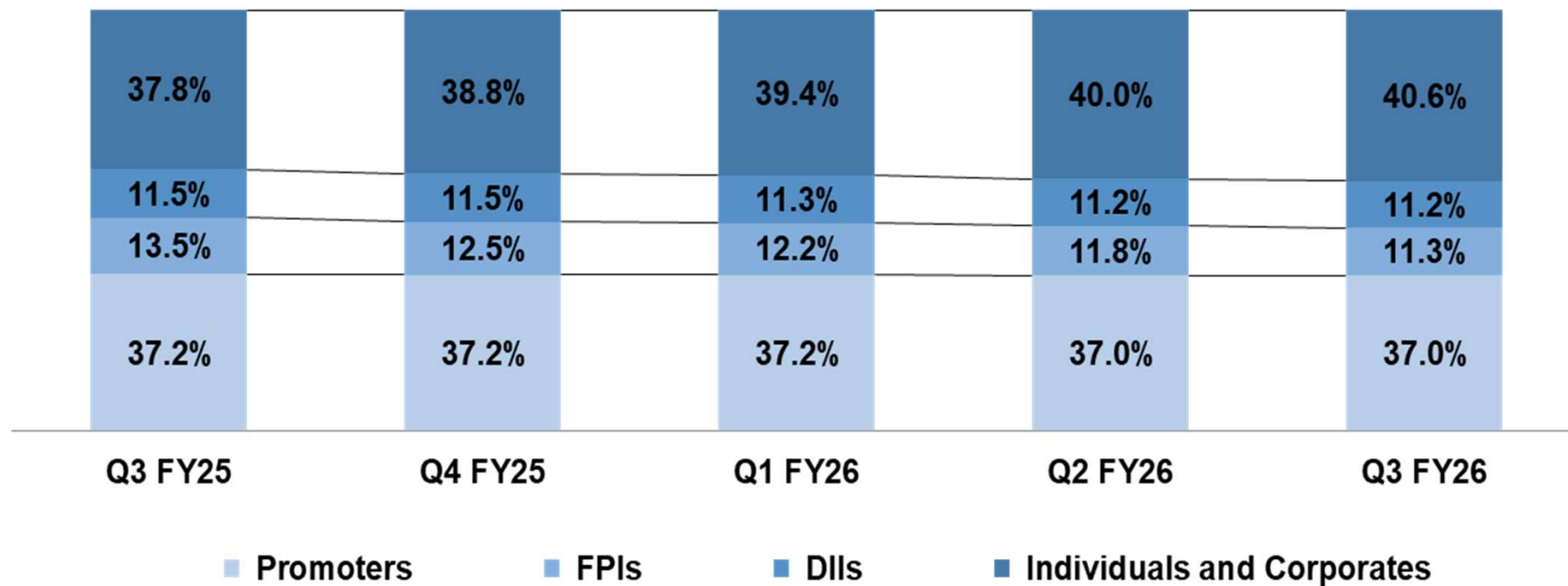
** excludes project retainers*

Helping people realize their true potential



Share Holding Pattern

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

Helping people realize their true potential

