



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

CIN: L74899HR1981PLC107123

www.niit.com

May 14, 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

Script 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 Audited Financial Results of the Company for the financial year ended March 31, 2026.

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 B Malhotra
Company Secretary &
Compliance Officer

Encls : a/a

NIIT



Financial Results Q4 & FY26

May 14, 2026



Environment Overall

01

Macro → tighter enterprise spends

- Growth moderating; enterprise CFO focus sharpening on cost discipline; Training budgets becoming ROI-linked
- FY27 GDP 6.5% (IMF) with manufacturing rebound; risks rising from oil, currency pressure, weak monsoon outlook

03

Global uncertainty delaying decision cycles

- Global uncertainty is dampening decision making across sectors
- Cautious enterprise commitments; pipeline conversion timelines stretching. Deals are getting pushed out.

05

AI & Cybersecurity: High-priority, talent-constrained areas

- Demand growing fast, supply acutely short — structural premium for certified talent.
- Pilot-to-production conversion doubled in 6 months (18% → 31%). 80% of enterprise apps now embed an AI agent.

Sources: National Dailies, Sectoral reports, earnings outlook commentary, targeted AI prompting

02

IT sector in transition, driven by AI

- Hiring is likely to remain muted , with sporadic spikes
- Top 5 net cut 6,981 jobs. FY27 fresher plan slashed to 25K.

04

BFSI: Structural, non-discretionary skilling demand

- Regulatory pressure + digital transformation: all driving mandatory L&D. Banks not adding headcount, while expanding footprint.
- Wealth management + NBFC expansion → strong demand for frontline, advisory & risk talent.

06

EMERGING OPPORTUNITIES

GCC Q4 REBOUND

Hiring +12-14% QoQ; 40% replacement as Gen Z tenure drops <24 months.

DATA CENTRE / CLOUD TAX HOLIDAY

20-yr tax exemption till 2047. Yotta, L&T, NVIDIA building gigawatt AI factories.

ANXIETY HAS BECOME DEMAND

43% of workers fear AI displacement within 2 years. Reskilling is now CXOs' #1 priority — above hiring.

The Three-Part AI Talent Opportunity | GSIs, GCCs and Indian Enterprises



AI-augmented teams are already running **40–70% smaller**. One engagement: 150-person team compressed to 42. >50% of roles face displacement in 36 months.

01 - Reskill

Existing employees whose roles are evolving

AI is driving significant role transitions — employees need new capabilities to stay relevant in AI-augmented workflows

NIIT's response:

- **GenAI + Agentic AI programs;** AI coaching for banks, GCCs & Indian enterprises
- **Outcome-led role redesign:** beyond certifications, built for AI-era job performance

02 - Retool

Staff displaced by AI productivity gains

As AI compresses team sizes, displaced workers need transition into new AI-era roles, not redundancy. In-house L&D needs support to scale and stay on pace with this transformation

NIIT's response:

- **Unified StackRoute + RPS** - deep reskilling at scale, not course catalogues
- **Capability orchestration:** Judgment, AI output verification, agentic workflow design

03 - Onboard

New early-career talent into AI-era roles

Entry level work most displaced by AI. Fresh hires need Simulated Practice with Synthetic Work and AI coaching to accelerate experience.

NIIT's response:

- **Iamneo** adds College to Corporate bridge
- **Synthetic Work platform + Architect on Graduation** product are purpose-built for AI-era onboarding

AI Programs growing rapidly; **~8% of revenue** in Q4FY26

FY27 Priority: Scale AI programmes + expand GCC/Indian enterprise penetration through outcome-led reskilling & role redesign

Q4 FY26 Highlights

- Overall Revenue at **INR 997 Mn** (up 16% YoY and lower by 2% QoQ); Organic, revenue was at **INR 875 Mn** (higher by 1% YoY and lower by 1% QoQ).
 - Revenue from Technology programs at **INR 699 Mn; up 22% YoY.**
 - Revenue from BFSI & Other programs at **INR 298 Mn; up 4% YoY.**
- Revenue from Enterprise Business at **INR 630 Mn** (up 13% YoY) and Consumer Business at **INR 367 Mn** (up 21% YoY);
- Order Intake of **INR 869 Mn; up 18% YoY and 6% QoQ .**
- Launched 4 new AI programs during the quarter
- Launched **Agent Smith**, a unified AI assistant that consolidates intelligence across coding practice, placement automation, and hiring workflows within its edtech and hiring platform
- Released NIIT India Skills Gap Report 2026



Reflections

Business performance shows signs of recovery in Q4 with continued volatility in environment

FY26 Highlights

- Overall Revenue at **INR 3,902 Mn** up 9% YoY; Organic revenue was at **INR 3,489 Mn**. Iamneo contributed 413 Mn to the overall revenue.
 - Revenue from Technology programs at **INR 2,814 Mn**; up 20% YoY
 - Revenue from BFSI & Other programs at **INR 1,088 Mn**; lower 12% YoY.
- Order Intake of **INR 4,209 Mn** up 17% YoY.
- EBITDA at **INR (40) Mn** vs **INR 115 Mn** last year;
- Treasury Income at **INR 399 Mn** vs **INR 568 Mn** last year;
- PAT at **INR 53 Mn** Vs **INR 461 Mn** last year; includes impact of lower treasury income and of exceptional expenses.
- 64 new enterprise logos added during the year, along with 20 new universities and colleges
- Cash & Equivalents at **INR 7,103 Mn**



Reflections

We made structural changes in the year to setup for growth. However, we need to demonstrate more agility in taking cost corrective actions

Key Financials

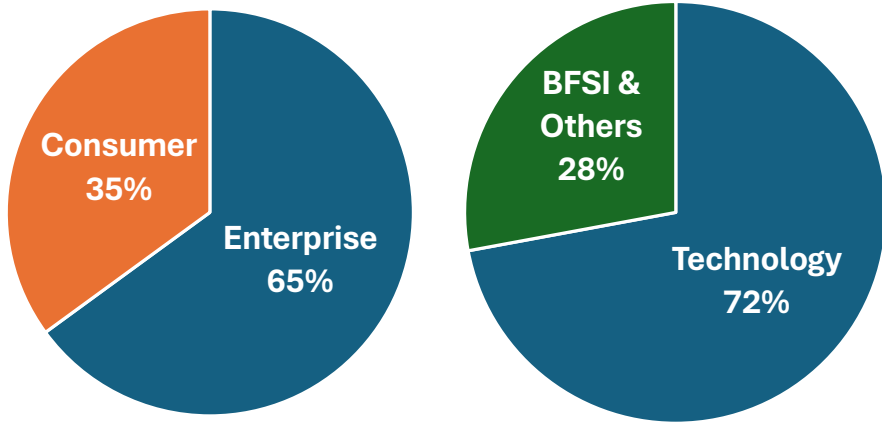


INR Mn	Q4 FY26	Q3FY26	QoQ	Q4 FY25	YoY	FY26	FY25	YoY
Order Intake	869	822	6%	736	18%	4,209	3,608	17%
Net Revenue	997	1,014	-2%	863	16%	3,902	3,576	9%
Operating Expenses	998	1,004	-1%	859	16%	3,941	3,461	14%
EBITDA	(0.2)	10	(-10) mn	4	(-4) mn	(40)	115	(155)
Depreciation	74	76	-3%	59	25%	290	232	25%
Net Other Income / (Expense)	58	132	-56%	221	-74%	452	707	-36%
Operational PBT	(17)	66	-125%	166	-110%	122	589	-26%
Tax	18	19	-6%	28	-36%	61	94	117%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(0)	(1)	0.6 mn	(1)	0.6 mn	(2)	(15)	-1.3 mn
Non Controlling Interests	(9)	(6)	-3 mn	(6)	-4 mn	(6)	(19)	(-1) mn
PAT	(44)	39	-212%	131	-134%	53	461	-60%
EPS (INR)	(0.3)	0.3	-210%	1.0	-133%	0.4	3.4	

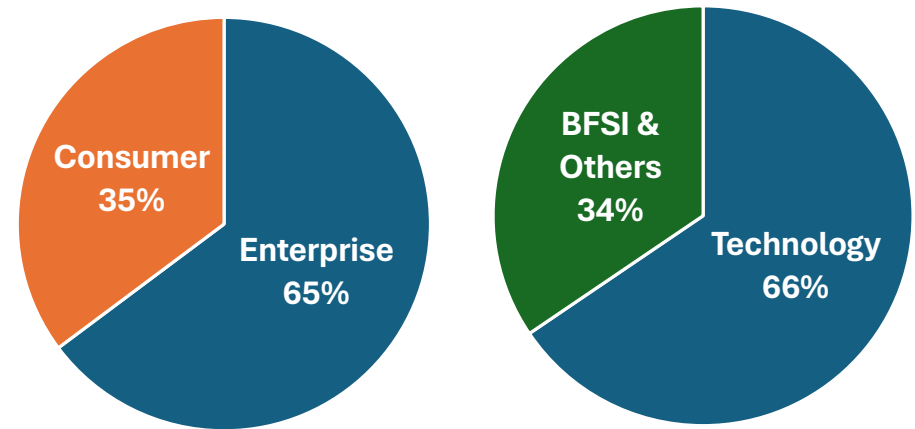
- Net Other Income/(Expenses) includes a) Treasury income of INR 37 Mn b) Foreign exchange gain of INR 2 Mn c) Finance Cost/ Charges of INR 4 Mn d) Other Misc. Income of INR 33 Mn and e) Exceptional expense was Rs. 10 million in Q4, primarily legal & professional expenses
- Treasury income lower vs INR 162 Mn in Q4 last year due to MTM impact of changes in interest rates during the quarter

Revenue Mix – FY26

FY26
Current Year

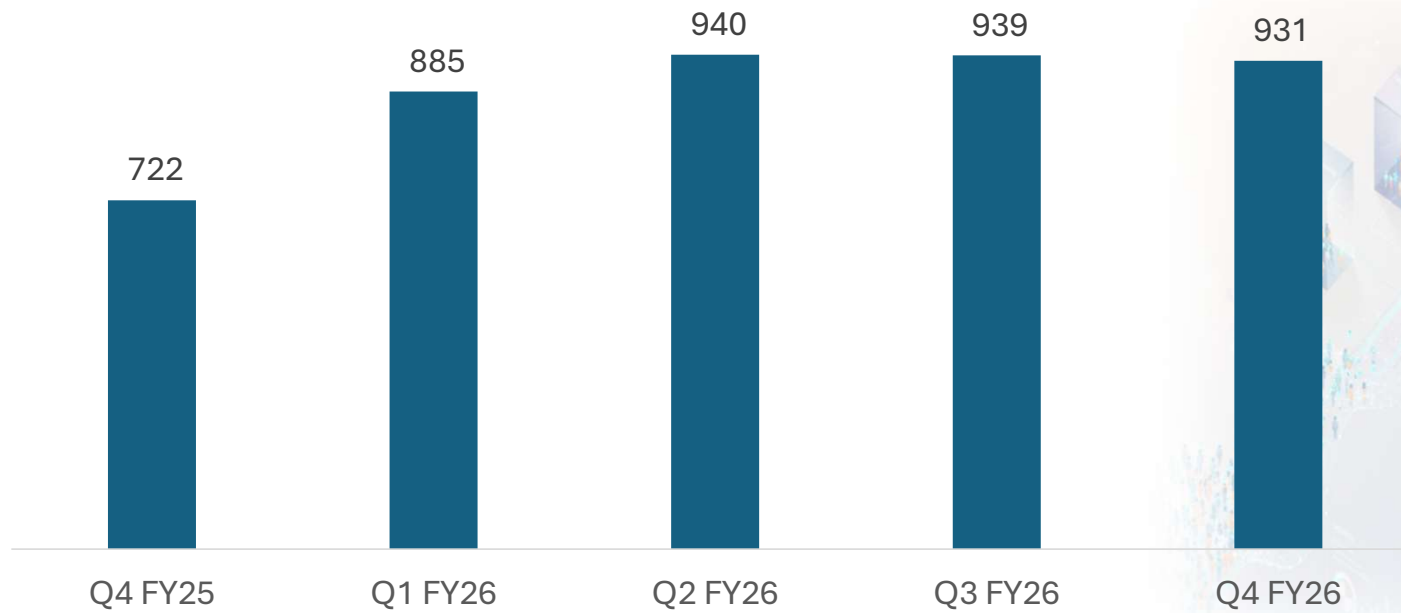


FY25
Last Year



Reflections Tech growth driven by GTM expansion and pivot to work pro. Green shoots in BFSI hiring at year end

People



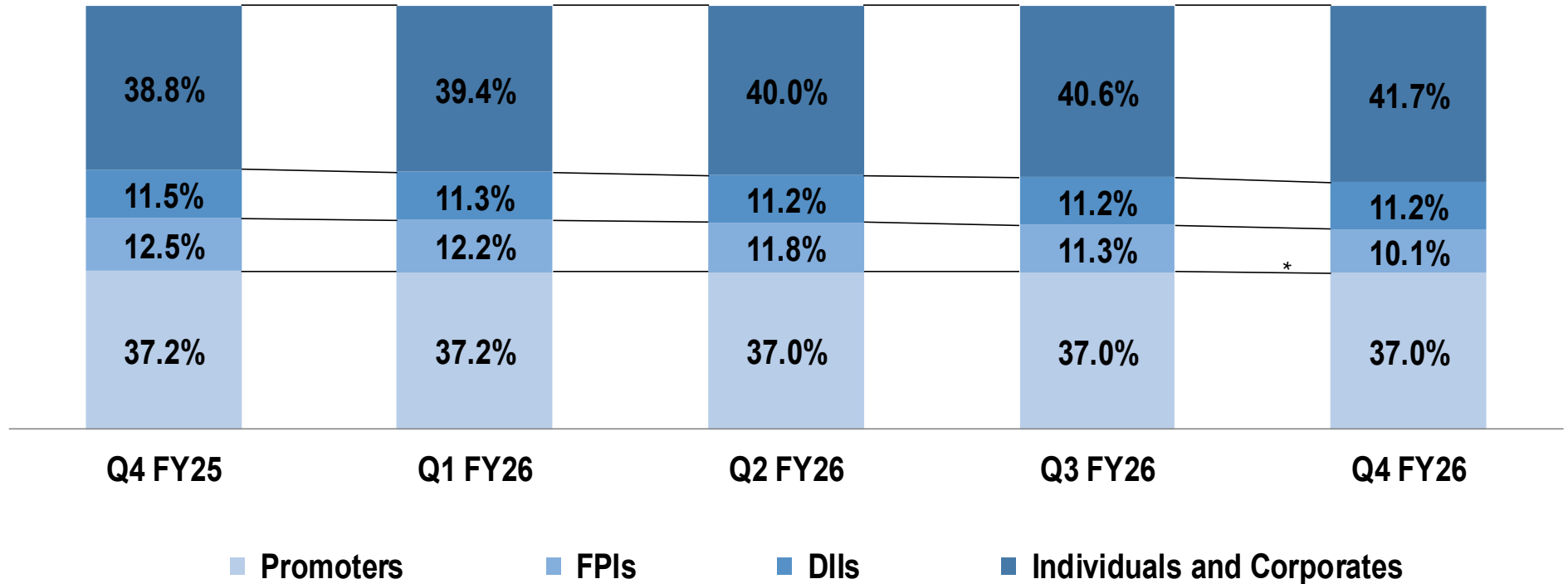
Headcount down 8 QoQ and up 209 YoY

** excludes project retainers; iamneo added to NIIT family from Q1 FY26*

Helping people realize their true potential



Share Holding Pattern



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