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www.niit.com

July 21, 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 to be 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, 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 BISARIA MALHOTRA

Digitally signed by ARPITA BISARIA MALHOTRA
DN: C=IN, CN=ARPITA BISARIA MALHOTRA, O=PERSONAL, ST=Haryana, postalCode=122018, serialNumber=5c26c699cfa559245cd198e257744f354cc92228dbf96e2754cd60b70de7ba02, telephoneNumber=756c3ebcea2550900cb0c4364883d517db8b90dac60baacc87698ebb21ea3980, title=2318
Reason: I am the author of this document
Location:
Date: 2026.07.21 16:24:21+05'30'
Foxit PDF Editor Version: 2026.1.2

Arpita B Malhotra
Company Secretary &
Compliance Officer

Encls : a/a

NIIT

Financial Results Q1 FY27

July 21, 2026

DREAM
DARE
DELIVER

Environment Overall

NIIT

1

AI Anxiety has become Demand: 40% of workers now fear AI could replace their job, up from 28% in 2024. Reskilling is now a bigger priority than hiring.

2

BFSI hiring has become more selective
Overall hiring moderated despite business growth. Hiring shifting from volume to specialist roles (AI, cyber, compliance and wealth management).

3

IT freshers hiring under strain
Top-5 IT firms cut 7,389 jobs in FY26. FY27 freshers hiring outlook cut to 25K.

4

GCCs continue to outperform traditional IT hiring
Demand is concentrated around AI, Data, Product Engineering and Digital capabilities.

5

Enterprise hiring remains subdued:
1. Productivity gains continue to take precedence over headcount expansion.
2. Learning investments increasingly expected to demonstrate measurable business ROI.

6

Growth in edtech remains muted; consolidation wave continues: Sector is starting to see active consolidation.

7

AI and Workforce:
Demand is shifting towards AI-enabled workforce transformation, AI engineering and agentic workflows.

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

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

NIIT

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; **~9% of revenue** in Q1FY27	**FY27 Priority:** Scale AI programs + expand GCC/Indian enterprise penetration through outcome-led reskilling & role redesign.

Q1 FY27: Financial Performance

NIIT

- Revenue at **INR 957 Mn,** up 14% YoY.
- Product Mix
  - Revenue from Technology programs at **INR 680 Mn,** up 16% YoY.
  - Revenue from BFSI & Other programs at **INR 277 Mn,** up 9% YoY.
- GTM Mix
  - Revenue from Enterprise GTM at **INR 618 Mn**, up 8% YoY.
  - Revenue from Consumer GTM at **INR 339 Mn**, up 27% YoY.
- EBITDA at INR (14) Mn vs INR (63) Mn in Q1 FY26.
- Treasury Income at INR 175 Mn vs INR 176 Mn in Q1 FY26.
- PAT at INR 81 Mn vs INR 44 Mn in Q1 FY26, up 85% YoY.
- EPS at INR 0.6, higher from INR 0.3 in Q1 FY26.
- Order Intake at **INR 953 Mn.**

Reflections **Investments in Go-To-Market and AI portfolio continue to drive growth**

Q1 FY27: Business Highlights

NIIT

- New AI offerings launched including Forward Deployed Engineers (FDEs), Site Reliability Engineers (SREs) and AI Auditors. Along with programs for AI Engineering, Agentic AI and AI Fluency, portfolio now address the full lifecycle of enterprise AI adoption - building, deploying, operating, and governing AI solutions at scale.
- RPS Consulting named Google Partner of the Year for the fourth consecutive year for the Asia Pacific Region.
- Completed merger of RPS Consulting and IFBI with NIIT Limited in Q1; strengthens NIIT's Enterprise and Consumer portfolios.
- Hosted the fourth edition of the World Digital Architect Conclave (WDAC) 2026, themed 'Architecting for Tomorrow's Experiences in an AI-First World,' with 177 external attendees from 57 companies.
- Strengthened customer engagement through BAL&NCE 4.0 in Chennai (31 leaders, 22 organisations) and enterprise AI webinars drawing 821 attendees from 74 organisations.
- Unveiled the India Skills Gap Report 2026 with YouGov, based on 3,500+ respondents, highlighting rising demand for AI, data and cybersecurity skills and a shift to skills-first hiring.

Reflections | **Continuing investments in Go-to-Market and in AI portfolio**

Key Financials

NIIT

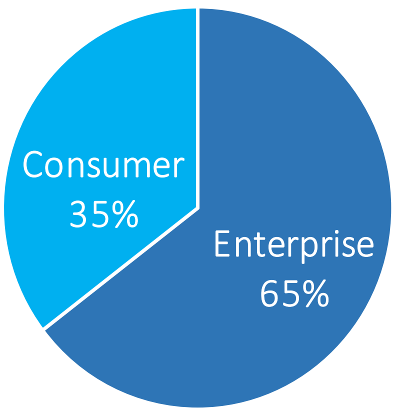
INR Mn	Q1 FY27	Q4 FY26	QoQ	Q1 FY26	YoY
Net Revenue	**957**	**997**	**-4%**	**841**	**14%**
Operating Expenses	971	998	-3%	904	7%
EBITDA	**(14)**	**(0.2)**	**(14) mn**	**(63)**	**48 mn**
Depreciation	96	74	29%	67	44%
Net Other Income / (Expense)	180	58	212%	179	1%
Operational PBT	**70**	**(17)**	**520%**	**50**	**40%**
Tax	(6)	18	-135%	8	-182%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(0)	**(0.9) mn**	(1)	**(0.5) mn**
Non Controlling Interests	6	(9)	15 mn	2	4 mn
PAT	**81**	**(44)**	283%	**44**	85%
EPS (INR)	**0.6**	**(0.3)**	**284%**	**0.3**	**84%**

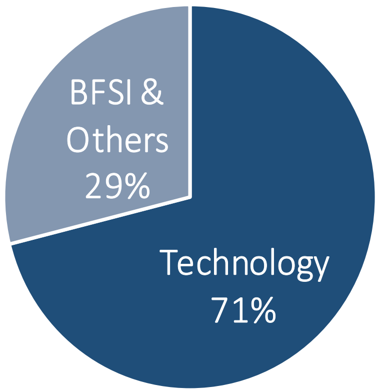
- Cost rationalization and operating leverage led to improvement in margin.
- Net Other Income/ (Expense) includes Treasury income of INR 175 Mn and other miscellaneous income of INR 24 Mn, offset by Exceptional expense of INR 15 Mn, Net Finance Cost and Charges of INR 3 Mn and forex loss of INR 0.3 Mn.

Revenue Mix

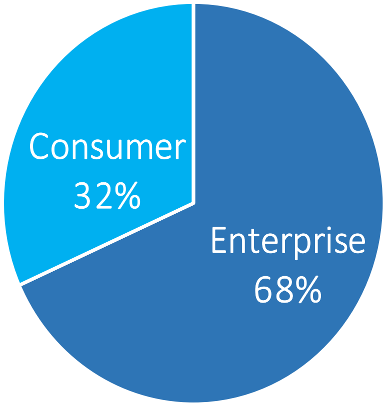
NIIT

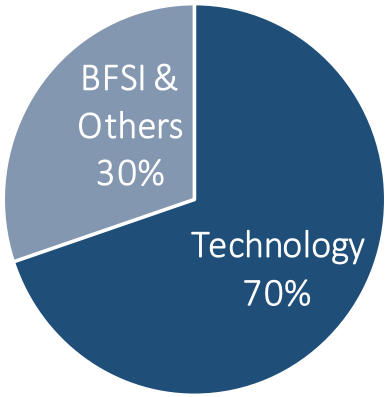
Q1 FY27
Current Year





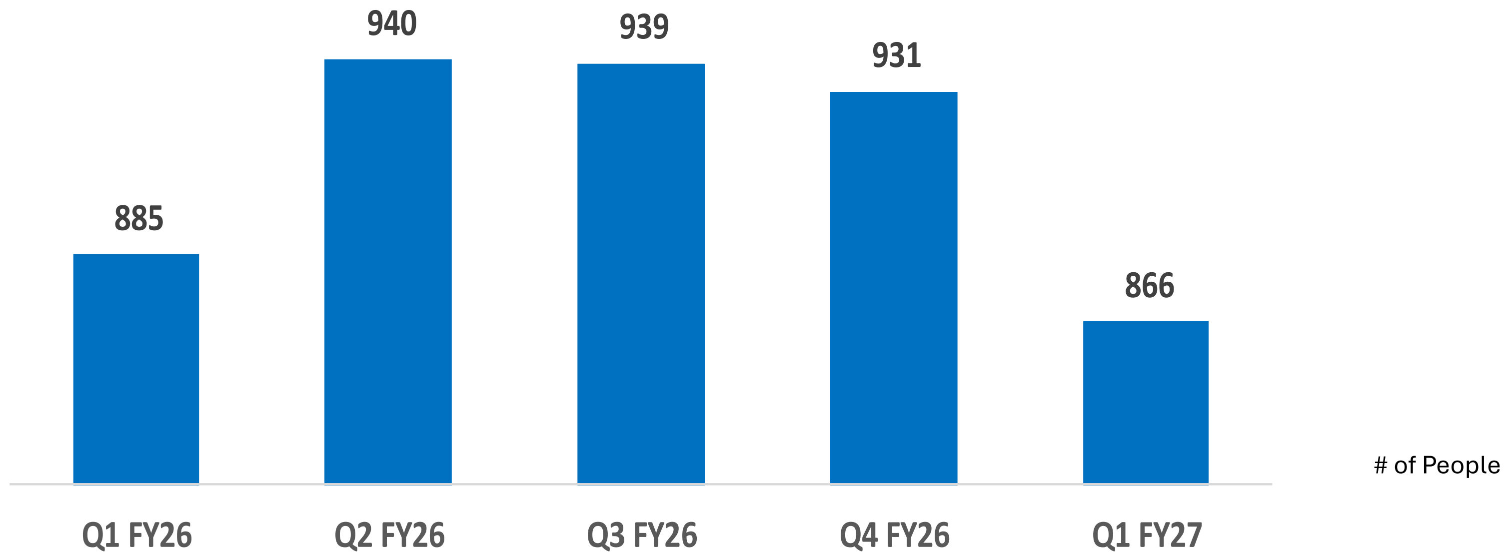
Q1 FY26
Last Year





Technology programs saw overall growth across Enterprise and Consumer GTMs. Growth in BFSI & Other programs driven by partial recovery in Consumer GTM.

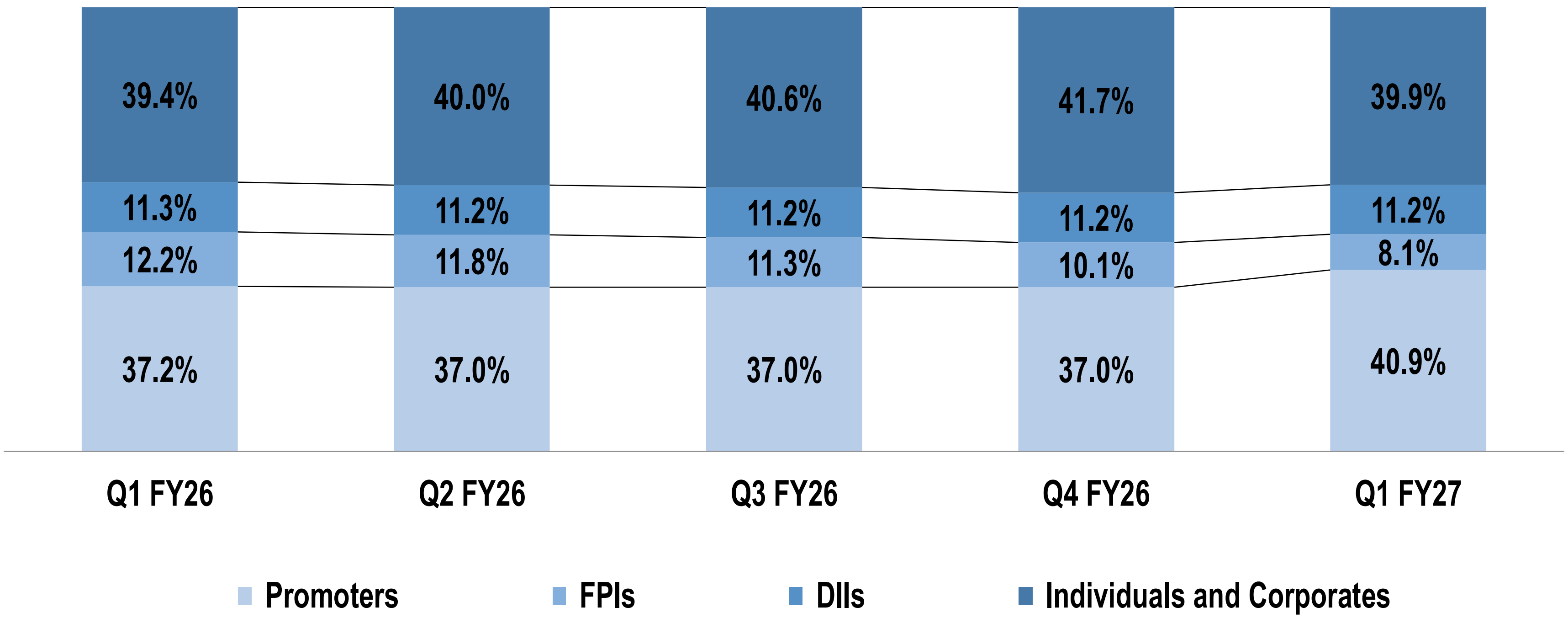
People



Headcount down 65 QoQ and down 19 YoY

** excludes project retainers*

Shareholding Pattern



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

Thank You