



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

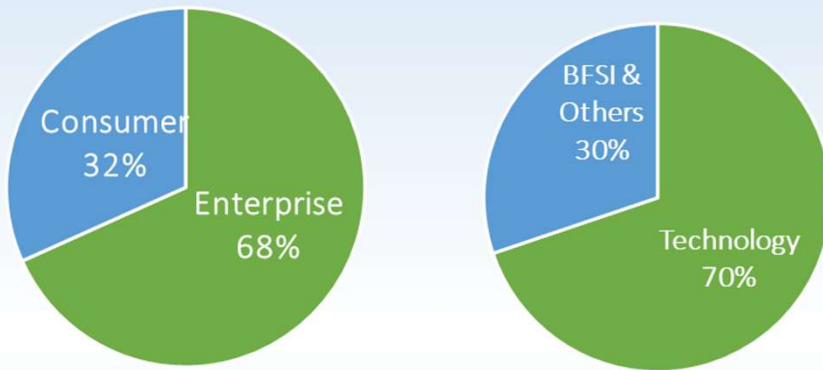
- Net Other Income includes treasury income Rs 176 Mn.
- Includes Exceptional Expenses of INR 19 Mn incurred largely towards Inorganic action.

Reflections

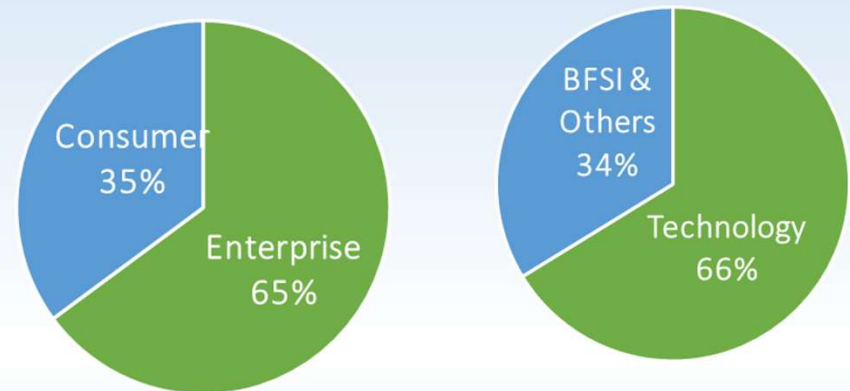
Environment remains challenging with slow down across both our key segments Tech and BFSI

Revenue Mix

Q1 FY26



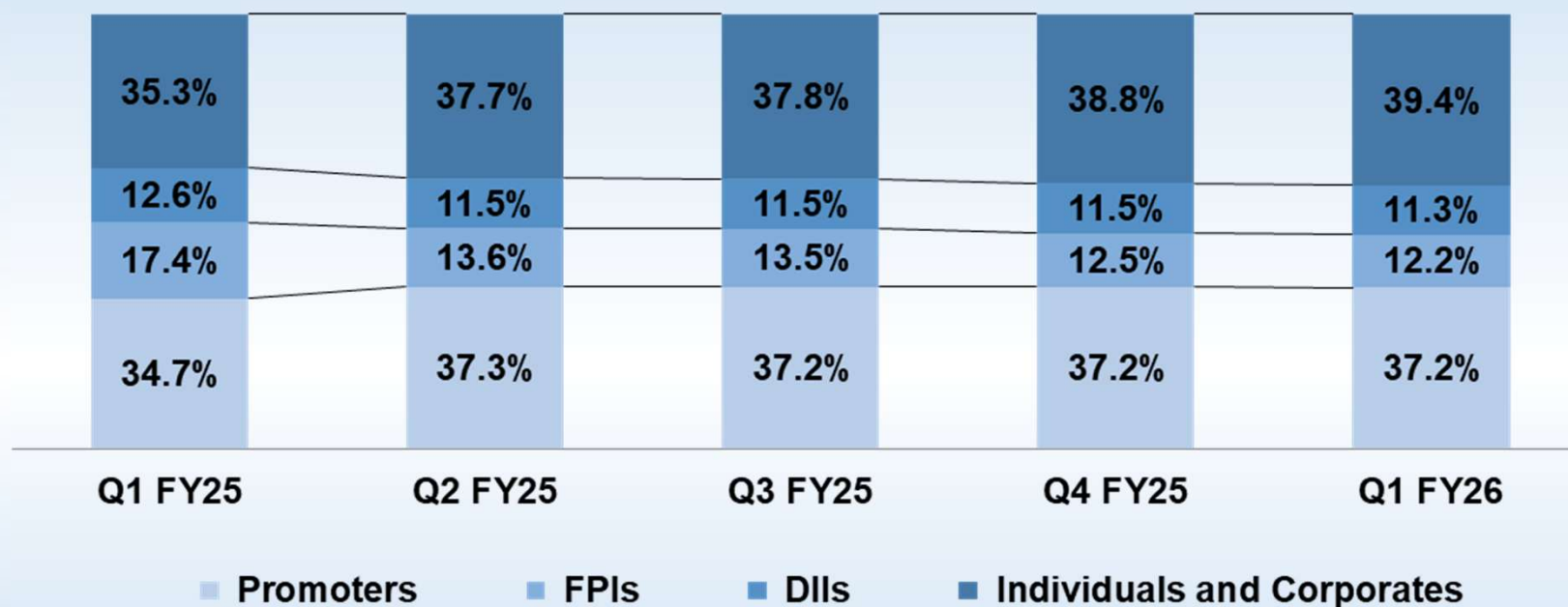
Q1 FY25



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



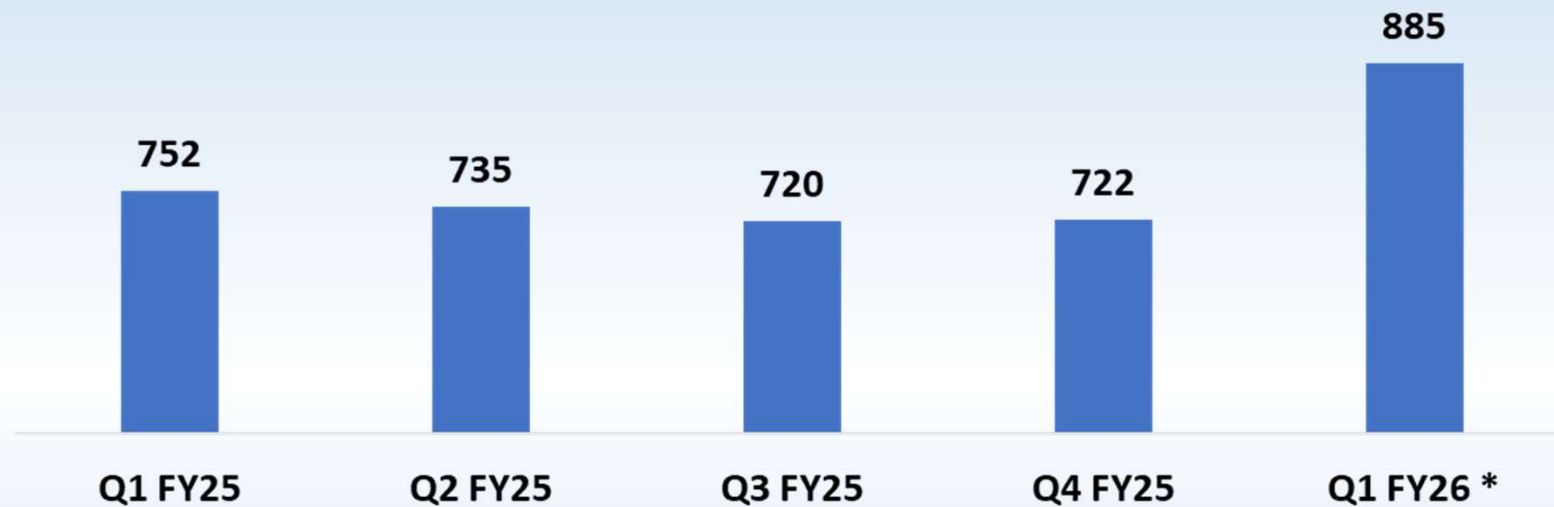
* Includes impact dilution of shareholding percentage due to exercise of ESOPs

Helping people realize their true potential



People

NIIT



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

** excludes project retainers*

Helping people realize their true potential

