



NIIT

FINANCIAL RESULTS

Q3 FY25

January 24, 2025



**DREAM
DARE
DELIVER**

Environment



Hiring sentiment high but impact not yet visible. In fact, top 5 GSIs see drop in headcount in Q3'FY25

1

GCCs in India expected to raise hiring 20-25% in next 6 months on BFSI & Manufacturing push

2

AI talent demand in India to grow at 15% CAGR from current base of 600-650K (2022) to 1250-1350K (2027)

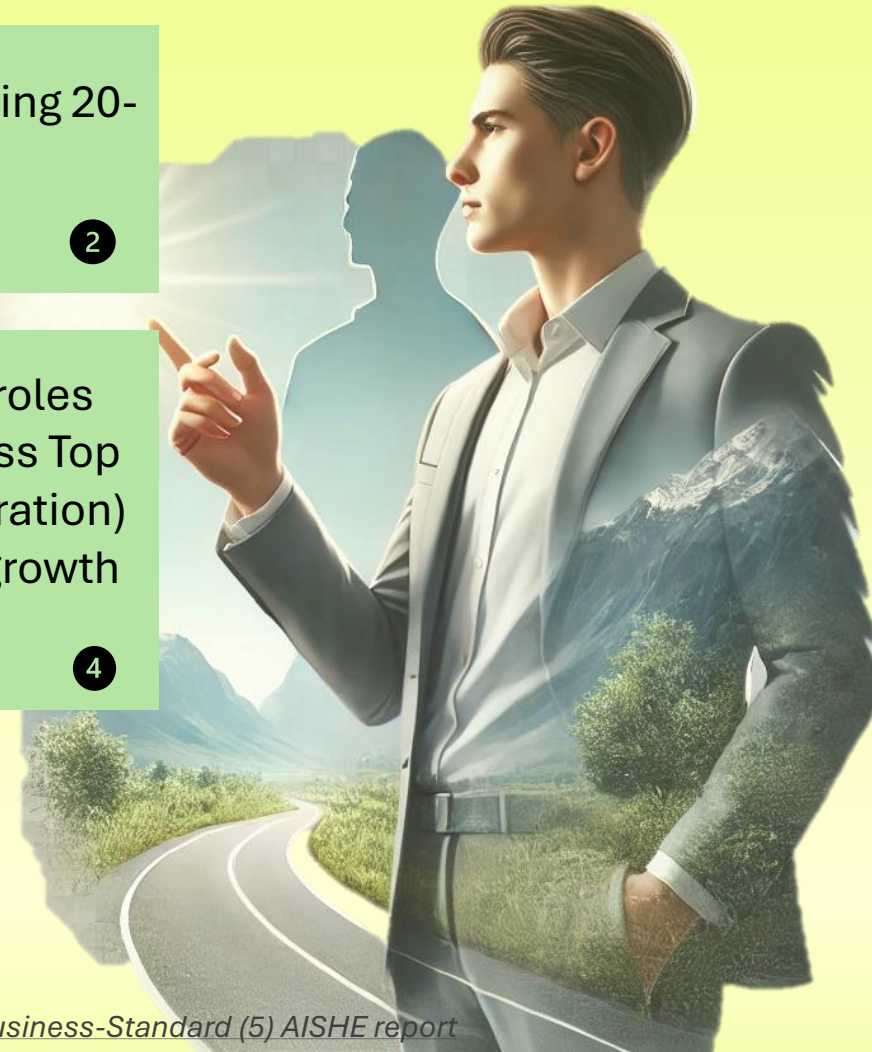
3

In Private banks, Hiring in frontline roles reduced due to lower attrition across Top 4 Banks (YoY impact of 6-7% moderation) | NBFCs outpaced banks in credit growth (CAGR 12.5% vs. 11.7%)

4

Significant upskilling opportunity, to get fresh graduates' job-ready considering 2025 graduates without job offers [Universe of 2.5 Mn+**]

5



Source: (1) HT News & TOI (2) ET News (3) AI powered tech services Report from BCG & NASSCOM (4) Hindu News Business-Standard (5) AISHE report

Q3 FY25: In Perspective



- Revenue at **INR 981 Mn**; up **15%** YoY and up **8%** QoQ; 4th successive quarter of double-digit YoY growth
- BFSI & Other programs at **INR 340 Mn** up 35% YoY & 4% QoQ; Revenue from Technology programs at **INR 641 Mn** up 7% YoY & 10% QoQ
- Sentiment for tech hiring has seen an improvement but hiring has not yet scaled; Some tapering on BFSI hiring seen due to regulatory actions
- EBITDA at **INR 92 Mn** Vs INR 21 Mn LQ & INR 78 Mn LY
- PAT at INR **134 Mn** up from INR 118 Mn LQ. **EPS at INR 1.0**, up from INR 0.9 LQ
- Net Cash of INR 7,395 Mn (+194 Mn QoQ); last quarter INR 7,201 Mn



Key Financials



| INR Mn | Q3 FY25 | Q2 FY25 | QoQ | Q3 FY24 | YoY |
|--|------------|------------|--------------|------------|-------------|
| Net Revenue | 981 | 907 | 8% | 852 | 15% |
| Operating expenses | 889 | 886 | 0% | 774 | 15% |
| EBITDA | 92 | 21 | 344% | 78 | 18% |
| Depreciation | 61 | 57 | 8% | 48 | 27% |
| Net Other Income/ (Expense) | 143 | 188 | -24% | 154 | -7% |
| Operational PBT | 174 | 152 | 14% | 183 | -5% |
| Tax | 33 | 18 | 81% | 32 | 3% |
| Profit/ (loss) from discontinued Operations & Assets held for Sale | (1) | (12) | 11 mn | (1) | 0 mn |
| Non Controlling Interests | (6) | (3) | -3 mn | (7) | 1 mn |
| PAT | 134 | 118 | 13% | 144 | |
| EPS (INR) | 1.0 | 0.9 | 13% | 1.1 | -7% |

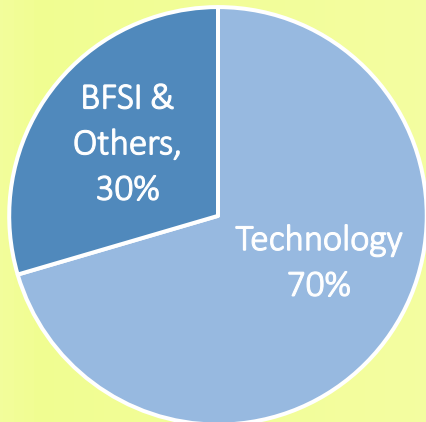
- Revenue up 15% YoY & 8% QoQ
- EBITDA at INR 92 Mn
- Net Other Income includes treasury income of INR 118 Mn and other income of INR 25 Mn

YoY and QoQ growth despite challenging and volatile environment

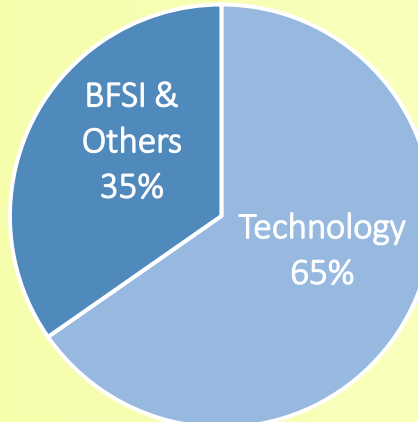
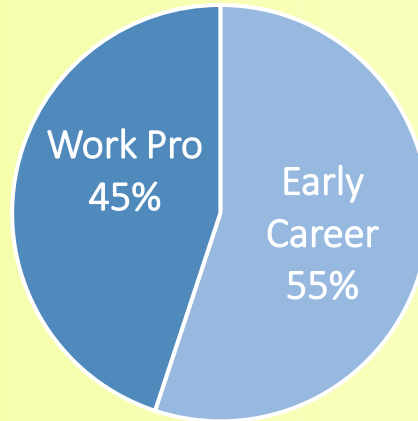
Revenue Mix



Q3 FY24

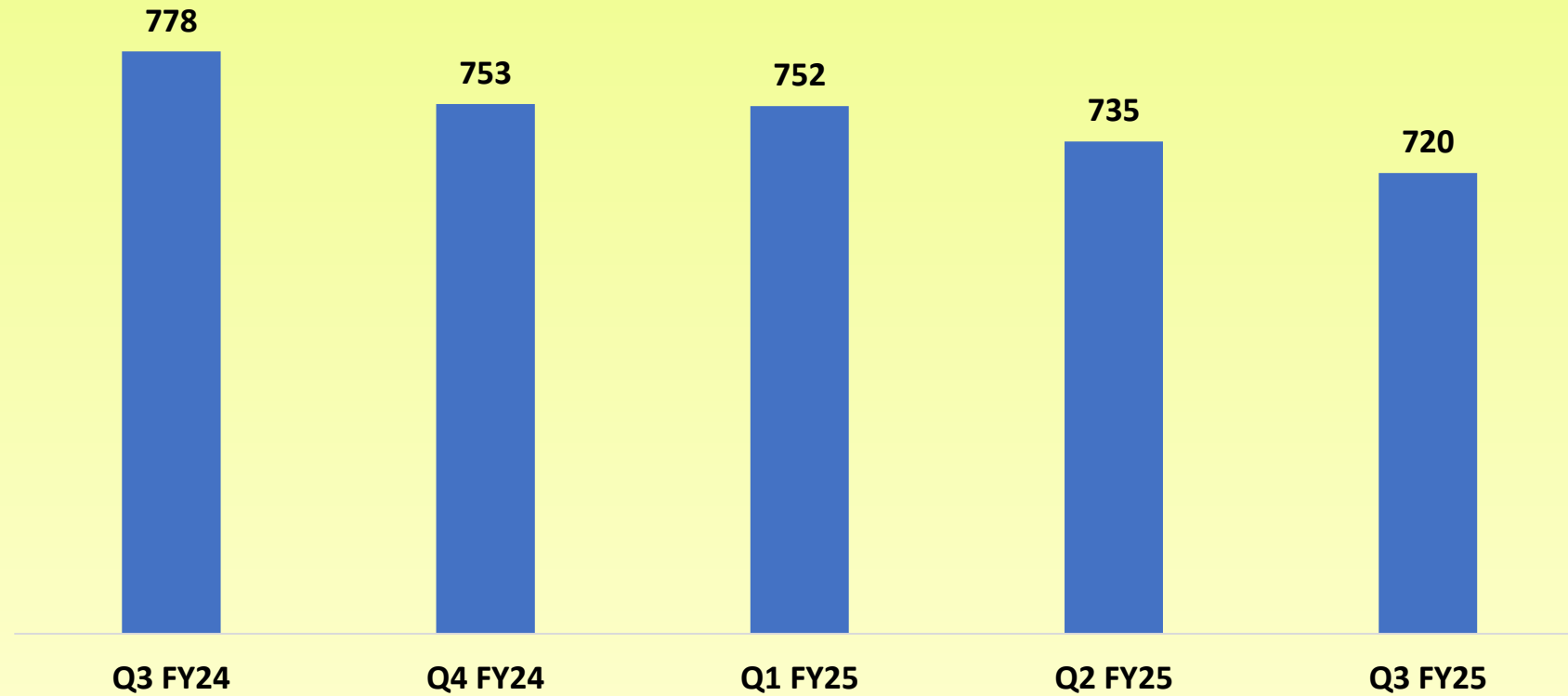


Q3 FY25



- BFSI & Other programs at INR 340 Mn up 35% YoY & 4% QoQ; Contribute 35% vs 30% in Q3 LY
- Revenue from Technology programs at INR 641 Mn up 7% YoY & 10% QoQ; Contribute 65% vs 70% in Q3 LY

People

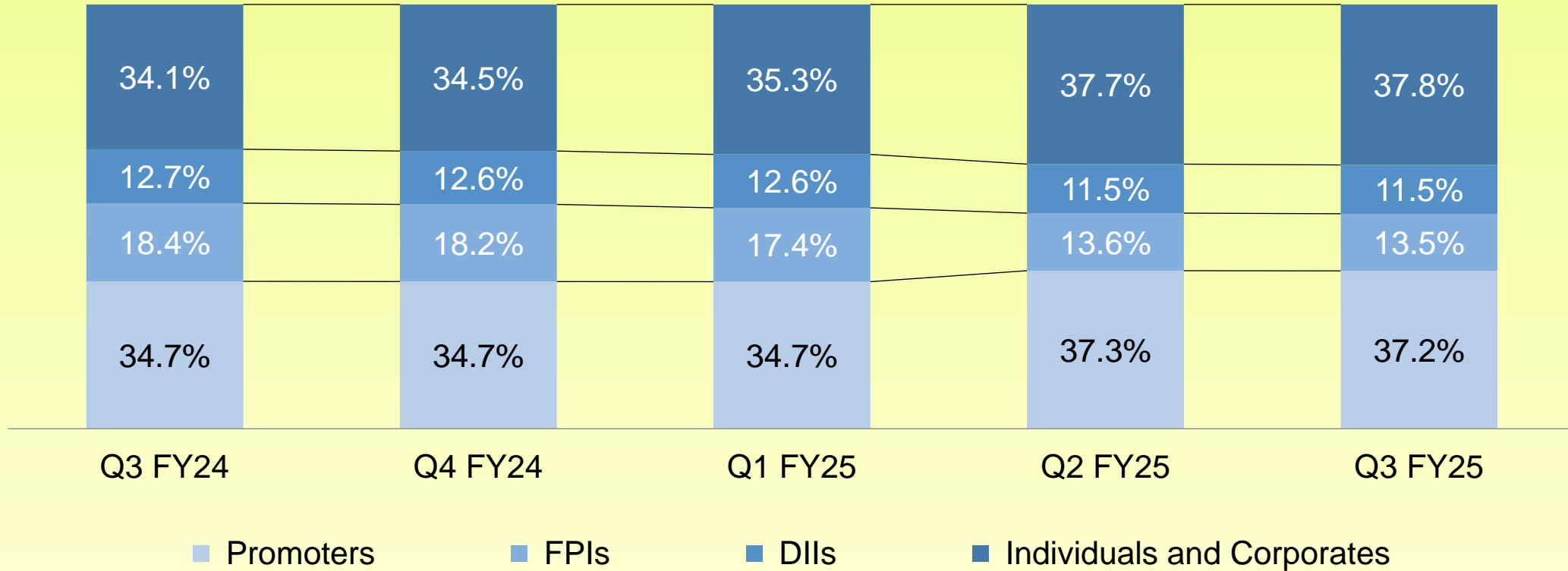


Headcount
down 15 QoQ
and 58 YoY

Continue to transform cost structure from fixed to variable

** excludes project retainers*

Shareholding Pattern



* Holding % Includes impact of exercise of ESOPs



Thank
you

Meta AI