

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

NIIT

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

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- 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%

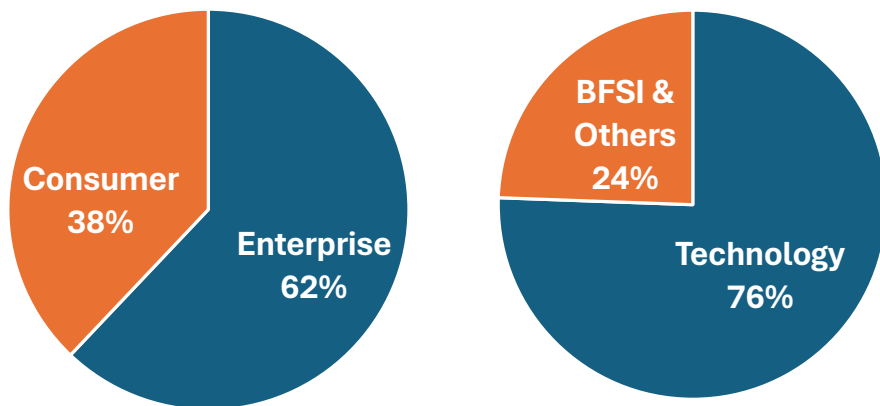
Net Other Income includes :

- 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.

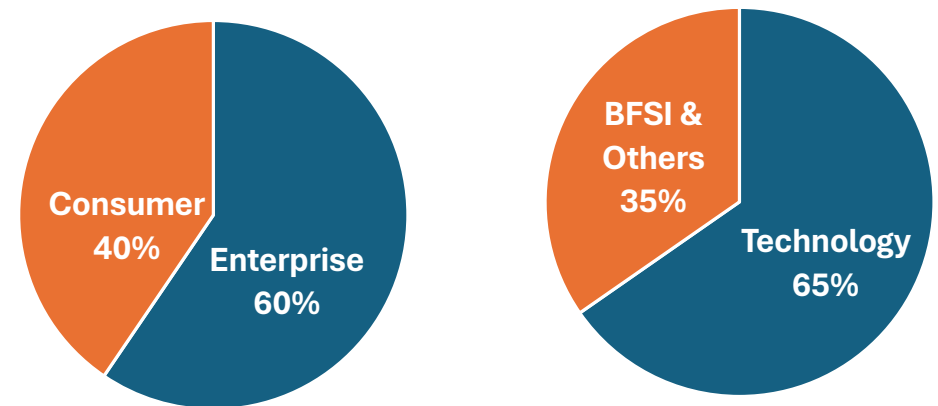


Revenue Mix

Q3 FY26

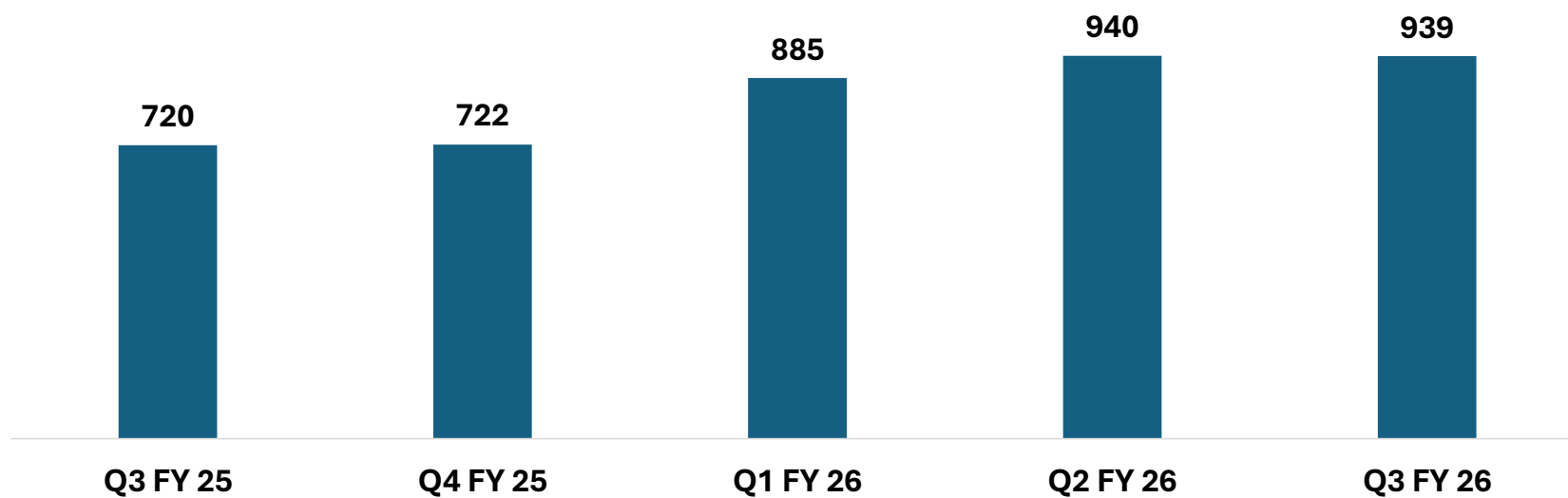


Q3 FY25



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



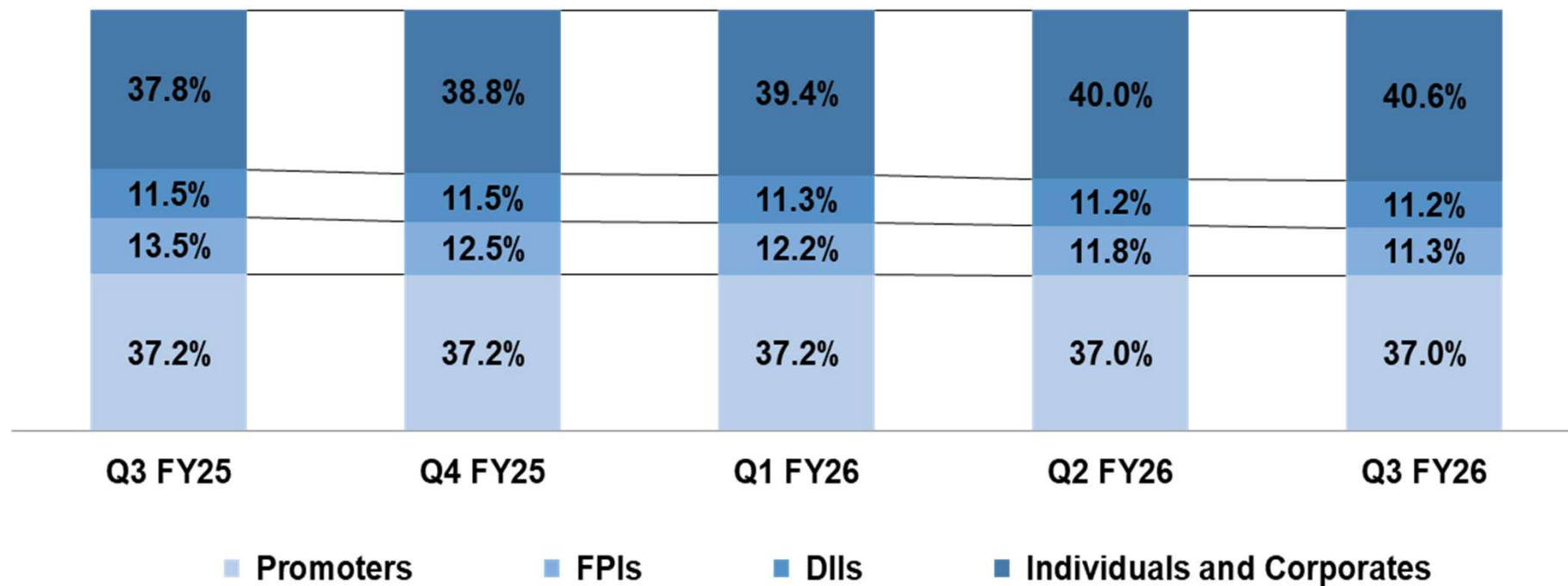
** excludes project retainers*

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

