

**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



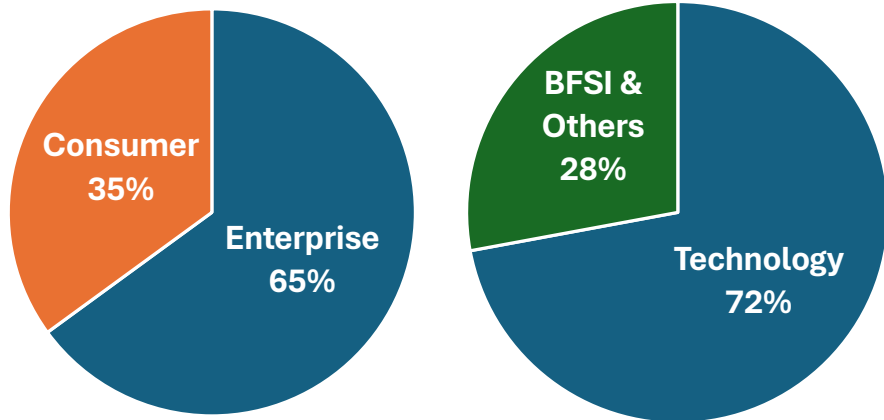
INR Mn	Q4 FY26	Q3FY26	QoQ	Q4 FY25	YoY	FY26	FY25	YoY
Order Intake	869	822	6%	736	18%	4,209	3,608	17%
Net Revenue	997	1,014	-2%	863	16%	3,902	3,576	9%
Operating Expenses	998	1,004	-1%	859	16%	3,941	3,461	14%
EBITDA	(0.2)	10	(-10) mn	4	(-4) mn	(40)	115	(155)
Depreciation	74	76	-3%	59	25%	290	232	25%
Net 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

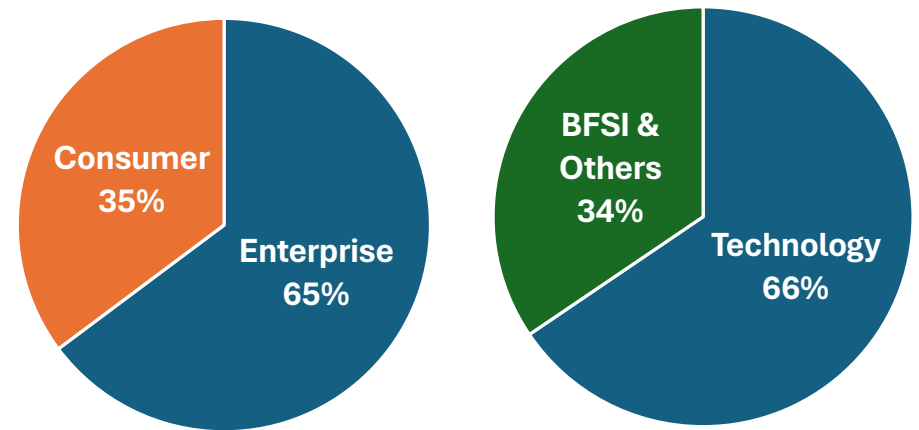
# Revenue Mix – FY26



**FY26**  
Current Year



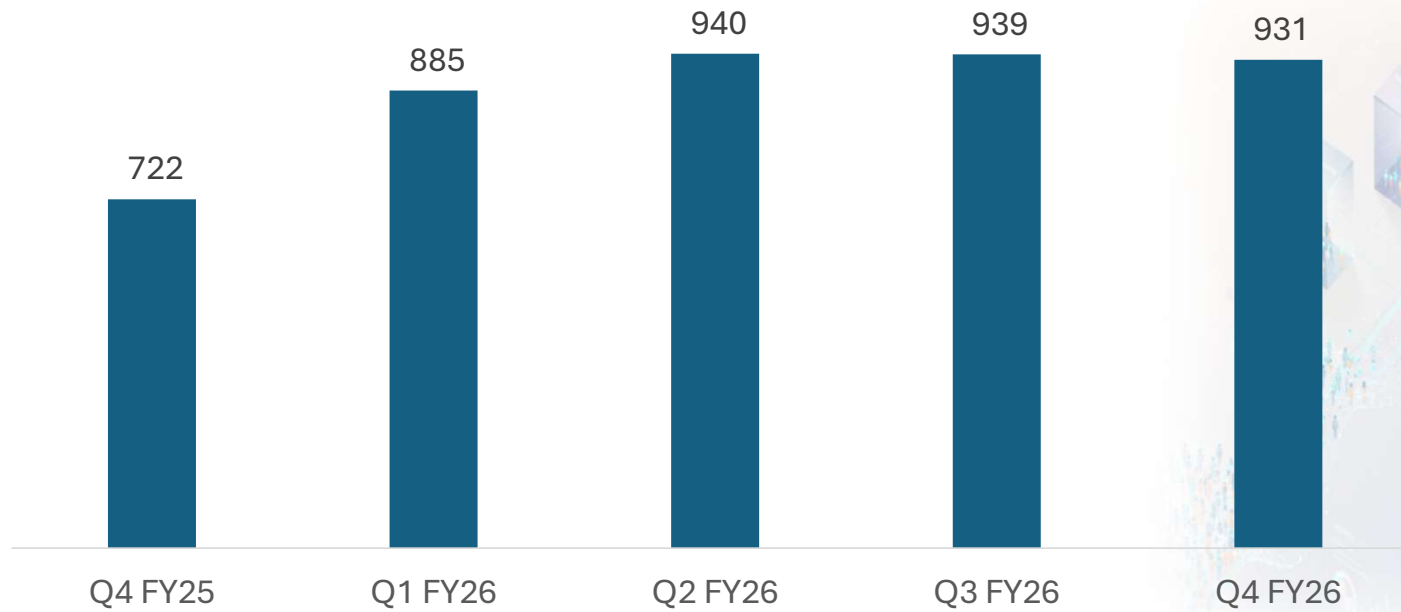
**FY25**  
Last Year



## Reflections

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

# People



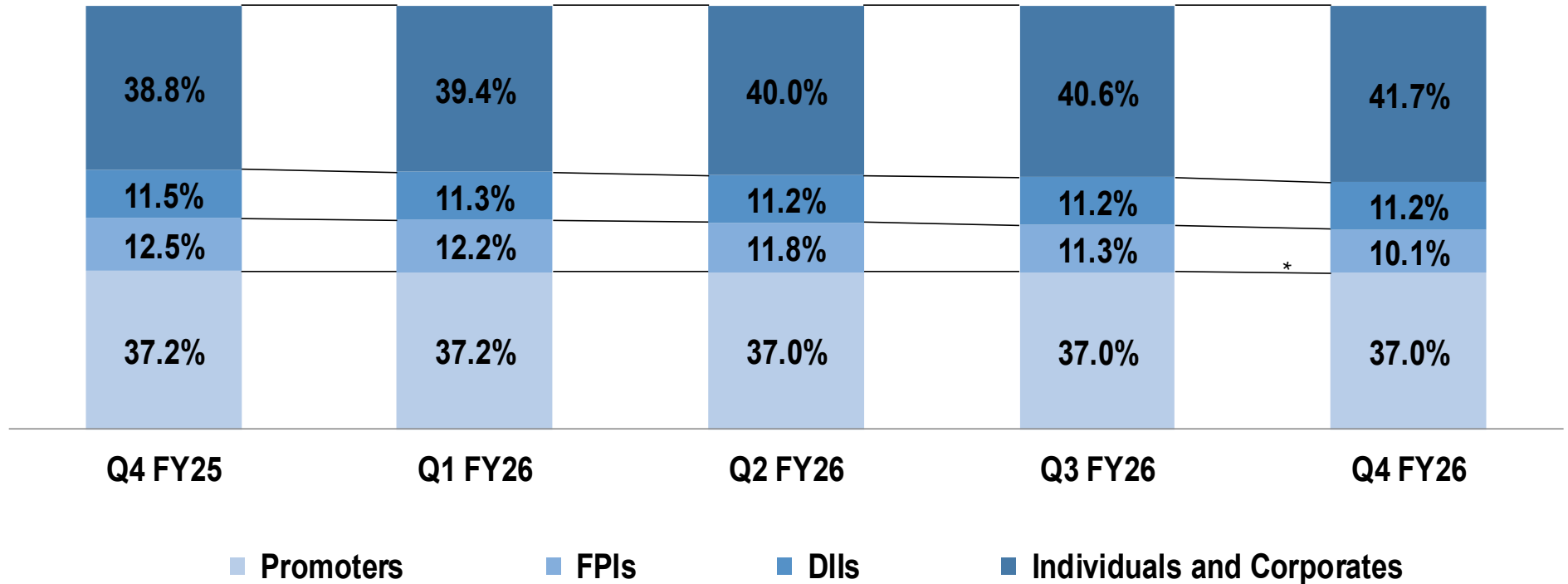
Headcount down 8 QoQ and up 209 YoY

*\* 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