



**The World's Leading
Managed Learning
Services Company**

Financial Results

Q1 FY26

August 6, 2025

Environment

Economic uncertainty remains elevated. Inflation stabilizing, but potential tariff escalations pose risks of renewed inflationary pressures, prompting sustained caution among corporate customers.

Clients continue prioritizing cost efficiency and productivity. Ongoing scrutiny of discretionary budgets amid macro uncertainty has resulted in sustained compression of training spends.

Persistent cost pressures accelerating outsourcing trends. Strong opportunities exist for NIIT MTS to consolidate wallet share, deepen customer relationships, and accelerate market share expansion. However, cost pressures are leading to restructuring which are likely to lead to delays

AI adoption accelerating across industry. Growing demand for greater efficiency and effectiveness presents significant opportunities for NIIT to leverage AI-driven solutions, driving technology-enabled differentiation.

In times of uncertainty “Cost is King”

Q1 FY26 : In Perspective

- Revenue at INR 4,514 Mn; up 11% YoY and up 5% QoQ;
- In CC, Revenue up 8% YoY and up 5% QoQ
- EBITDA at INR 951 Mn, down 7% YoY and up 11% QoQ
- OM at 21%, down 408 bps YoY and up 112 bps QoQ
- PAT at INR 493 Mn up 1% QoQ; EPS of INR 3.62 Vs 3.58 last quarter
- Net Cash at INR 7,704 Mn; higher by INR 668 Mn QoQ
- 2 new MTS contracts added during the quarter; 3 contract renewals
- Number of MTS customers at 95; Revenue Visibility at \$ 388 Mn
- Acquired 100% stake in Germany based MST Group in July'25

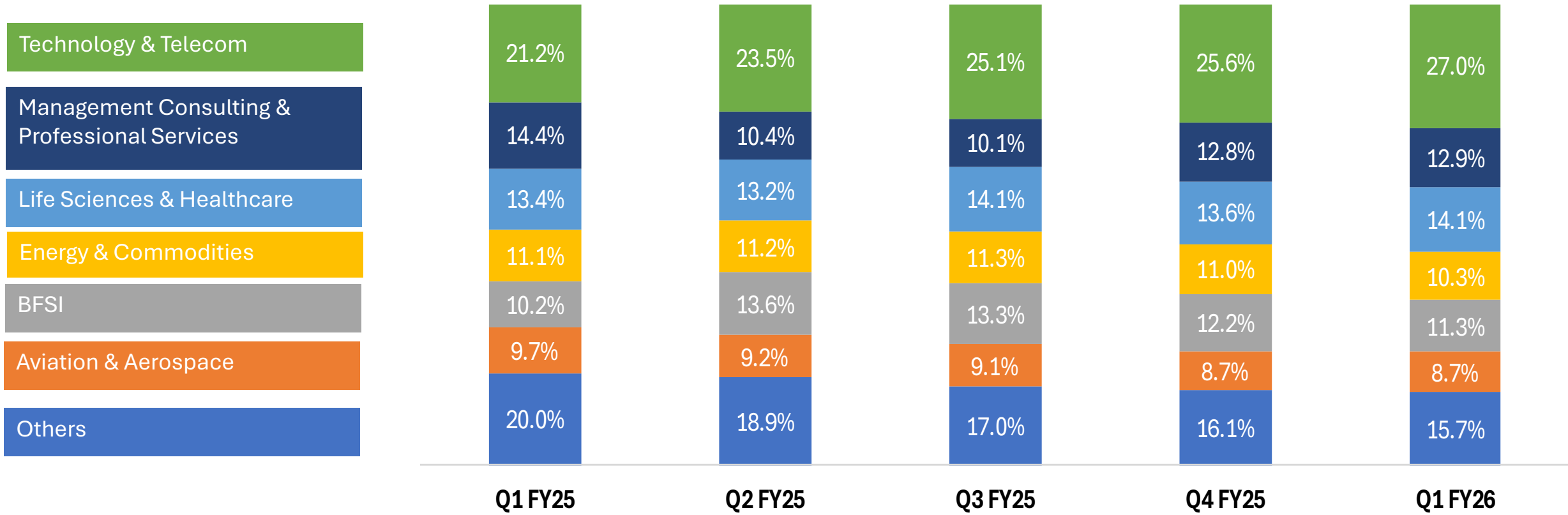
Sequential improvement in key metrics

Key Financials

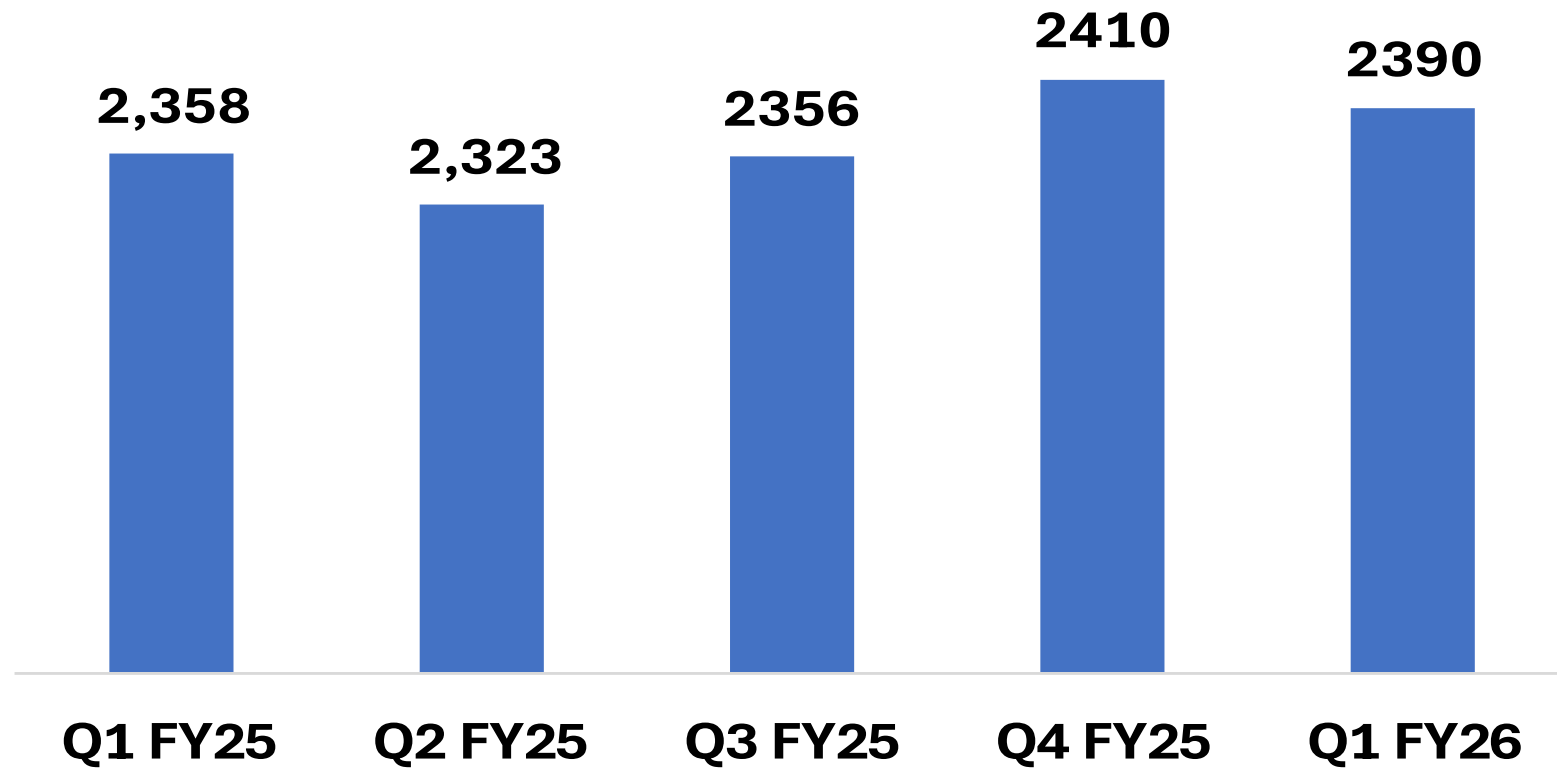
| INR Mn | Q1 FY26 | Q4 FY25 | QoQ | Q1 FY25 | YoY |
|-----------------------------|--------------|--------------|----------------|--------------|-----------------|
| Net Revenue | 4,514 | 4,297 | 5% | 4,072 | 11% |
| Operating expenses | 3,562 | 3,440 | 4% | 3,048 | 17% |
| EBITDA | 951 | 857 | 11% | 1,024 | -7% |
| EBITDA% | 21% | 20% | 112 bps | 25% | -408 bps |
| Depreciation & Amortisation | 181 | 167 | 8% | 140 | 29% |
| Net Other Income/ (Expense) | (40) | 3 | -1671% | (72) | 44% |
| Operational PBT | 730 | 693 | 5% | 812 | -10% |
| Tax | 237 | 206 | 15% | 212 | 12% |
| PAT | 493 | 487 | 1% | 600 | -18% |
| EPS (INR) | 3.6 | 3.6 | 1% | 4.4 | -18% |

- Sequential growth of 5%. EBITDA improvement by 112 bps QoQ; Revenue up 11% YoY
- Net Other Income / (Expense) includes
 - Treasury Income of Rs 125 million Higher QoQ because of MTM gains on fixed income investments
 - Strategic growth & Acquisition expenses of INR 112 Mn, including
 - ✓ Exceptional expenses of Rs 63 Mn related to acquisition of MST Group
 - ✓ StC related - notional charge in consolidated accounts of Rs. 38 Mn due to fair value adjustments for Future Earnout liability and Rs. 11 Mn towards Interest expense on Loan related to the acquisition
 - Other Expense of Rs 47 Mn include CSR expenses of Rs 22 Mn, forex loss of Rs 8 Mn, Interest on Lease Liabilities Rs 8 Mn, Bank Charges of Rs 9 Mn and Misc Income of Rs 2 Mn
 - Scheme related expense of Rs 5 Mn pertaining to ESOPs of NIIT Limited held by employees of NLSL at the time of demerger
- Effective Tax Rate (ETR) at 32.5%. Includes impact of in withholding tax (Rs 30 million) on intercompany movement of cash for the acquisition of MST Group and certain notional expenses in consolidated accounts not eligible for tax deduction

Revenue Mix: By Sector



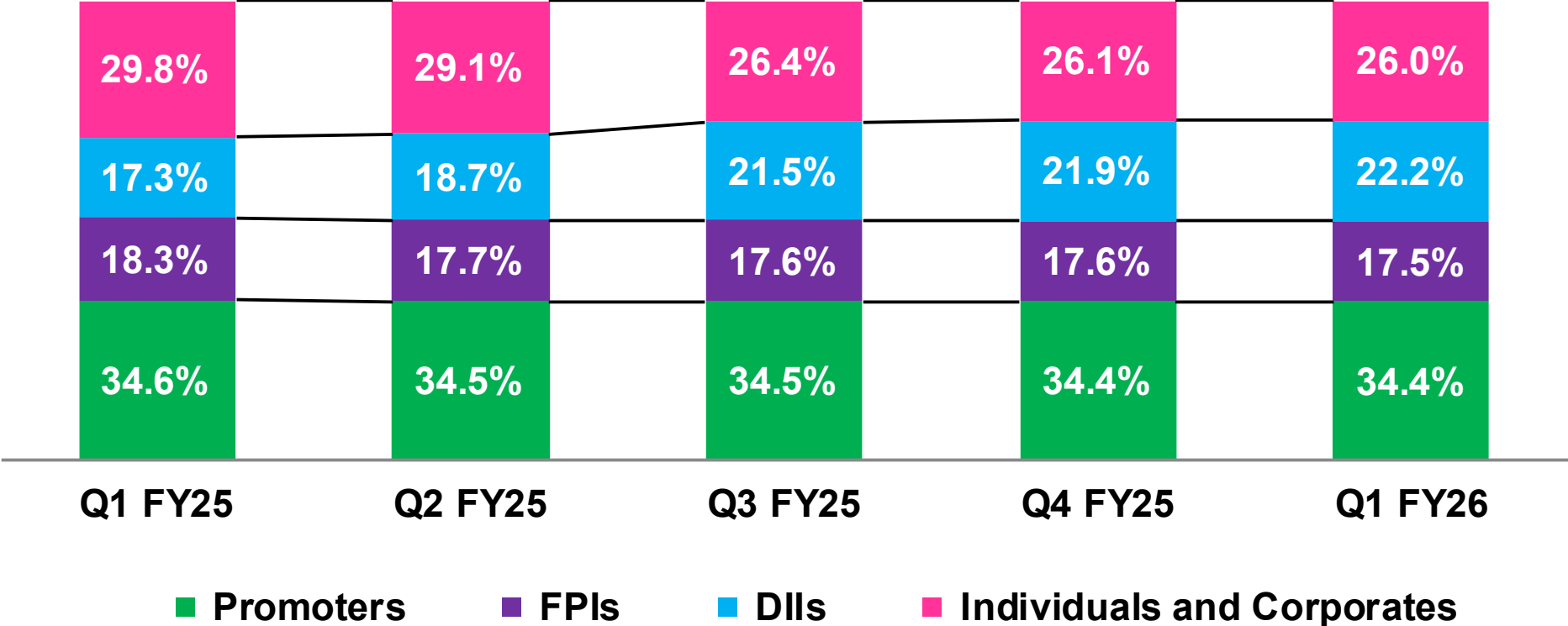
People



Headcount down 20 QoQ and up 32 YoY

** excludes project retainers*

Shareholding Pattern



*Includes impact of exercise of ESOPs on holding percentages

