

**NIIT Limited**

Registered Office:
Plot No 85, Sector 32,
Institutional Area,
Gurugram 122 001,
(Haryana) India
Tel: +91 (124) 4293000
Fax: +91 (124) 4293333
Email: info@niit.com

CIN: L74899HR1981PLC107123

www.niit.com

October 27, 2026

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

The Manager
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Subject: Presentation made to the Analysts and / or Institutional Investors

Scrip Code: BSE – 500304; NSE – NIITLTD

Dear Sir,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter ended September 30, 2026.

The same shall be available on our website i.e. www.niit.com.

This is for your information and records.

Thanking you,
Yours sincerely,
For NIIT Limited

ARPITA
BISARIA
MALHOTRA
Arpita B Malhotra
Company Secretary &
Compliance Officer

Digitally signed by ARPITA BISARIA MALHOTRA
DN: cn=ARPITA BISARIA MALHOTRA, o=PERSONAL,
ou=Company, email=arpita@niit.com, c=IN
Reason: I am the author of this document

Encls : a/a

NIIT



Financial Results Q2 FY27

October 27, 2026



Environment | Q2 FY27

1

AI reskilling demand is measurable: 2 Mn+ Indians are already AI-trained, but only 200-300K hold advanced skills. Industry AI revenue is \$10-12 Bn.

Nasscom Annual Strategic Review 2026

2

BFSI hiring is more selective. Operations grew 8-9% YoY while non-banking BPO fell 40-50%; demand is now judgement-led risk and compliance.

Han Digital IT-BPM 2026 (estimate)

3

I T Sector hiring has seen marginal pickup in Q2. The top five India listed IT services firms added ~14K. However, trends remain mixed on demand headwinds.

Company Q2 FY27 results

4

GCCs keep outperforming traditional IT. 2,100+ GCCs employ 2.36 Mn, from 1,900 with 1.9 Mn employees last year. Expected addition of 200K in FY27; Cost pressures remain

Nasscom-Zinnov GCC Value Orbit, Jul 2026

5

Enterprise hiring remains subdued:
1. Companies prioritise redeployment over headcount growth.
2. Learning spend needs measurable outcomes.

Nasscom-Zinnov, Jul 2026

6

AI and workforce: over 1,200 GCCs have embedded AI/ML and 250K AI professionals now sit inside them. Demand is moving to AI engineering and agentic workflows.

Nasscom-Zinnov, Jul 2026

Sources: Nasscom Annual Strategic Review 2026; Nasscom-Zinnov GCC Value Orbit (Jul 2026); company Q2 FY27 results and filings Han Digital IT-BPM 2026.

Q2 FY27 Performance

- Overall Revenue at **INR 982 Mn**; up 3% QoQ and down 6% YoY; **AI revenue at 12.4% in Q2**
- **Product Mix:** BFSI & Other programs at **INR 321 Mn**; up 16% QoQ and 11% YoY; Technology programs at **INR 661 Mn**; lower by 3% QoQ and 13% YoY.
- **GTM Mix:** Enterprise Business at **INR 625 Mn** (up 1% QoQ, down 11% YoY); Consumer Business at **INR 357 Mn** (up 5% QoQ, 3% YoY);
- Order Intake of **INR 1,301 Mn**; up 36% QoQ and lower 11% YoY
- EBITDA at INR **27 Mn** vs INR **13 Mn** in Q2 FY26 and INR (14) Mn in Q1 FY27
- Treasury Income at INR **41 Mn** vs INR **85 Mn** in Q2 FY26, significantly impacted due to market-to-market impact of increase in interest rates during the quarter
- Cash (including fixed income investments) balance at Rs 6,889 million as of Sept 30
- Anish Sarkar joined as CEO and Bimaljeet Singh Bhasin joined as Chief Growth Officer in Q3



Key Financials

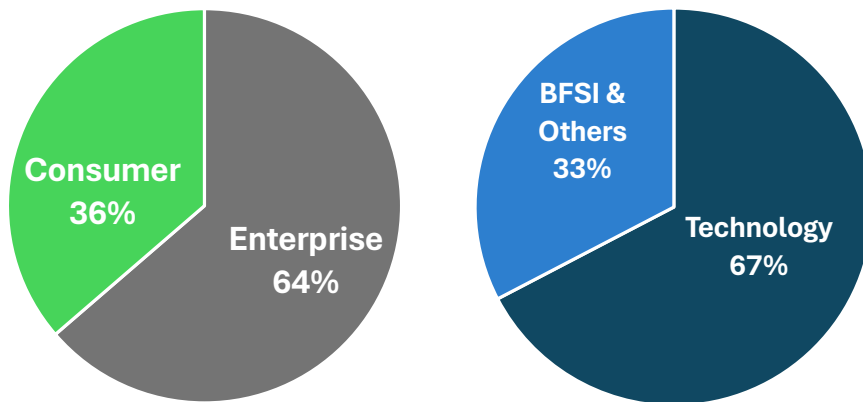


INR Mn	Q2 FY27	Q1 FY27	QoQ	Q2 FY26	YoY
Net Revenue	982	957	3%	1,049	-6%
Operating Expenses	955	971	-2%	1,036	-8%
EBITDA	27	(14)	41 mn	13	14 mn
Depreciation	103	96	8%	73	43%
Net Other Income / (Expense)	65	180	-64%	82	-21%
Operational PBT	(11)	70	-81 mn	23	-35 mn
Tax	6	(6)	197%	16	-63%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	0.1 mn	(1)	-0.4 mn
Non Controlling Interests	(4)	6	-9 mn	7	-11 mn
PAT	(22)	81	-103 mn	14	-36 mn
EPS (INR)	(0.2)	0.6	(0.8)	0.1	(0.3)

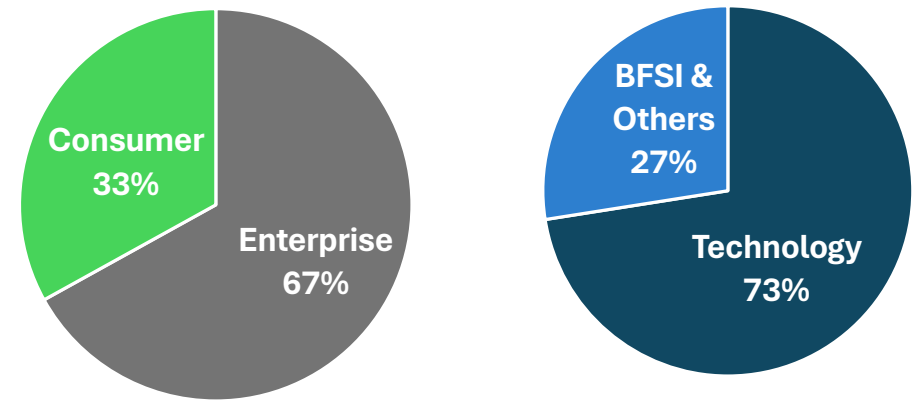
- Net Revenue stood at INR 982 Mn, up 3% QoQ while Operating expenses reduced by 2% QoQ resulting into EBITDA improvement at INR 27 mn
- Net Other Income includes Treasury income INR 41 Mn (INR 175 Mn in Q1 FY27 & INR 85 Mn in Q2 FY26). Treasury income includes market to market impact due to increase in interest rates during the quarter

Revenue Mix – Q2 FY27

Q2 FY27
Current Year



Q2 FY26
Last Year



What we are excited about



AI offerings are scaling

AI contribution grew to 12.4% of revenue in Q2, up from 9% in Q1; AI solutions are finding resonance



GTM expansion

Continue to expand customer base. BFSI and India Enterprises are growing



University segment is growing

Graduates need deep skilling to be competitive in the job market



GSI and GCC talent reset

GSIs and GCCs are transforming and reconfiguring their talent plans



Cost initiatives are delivering

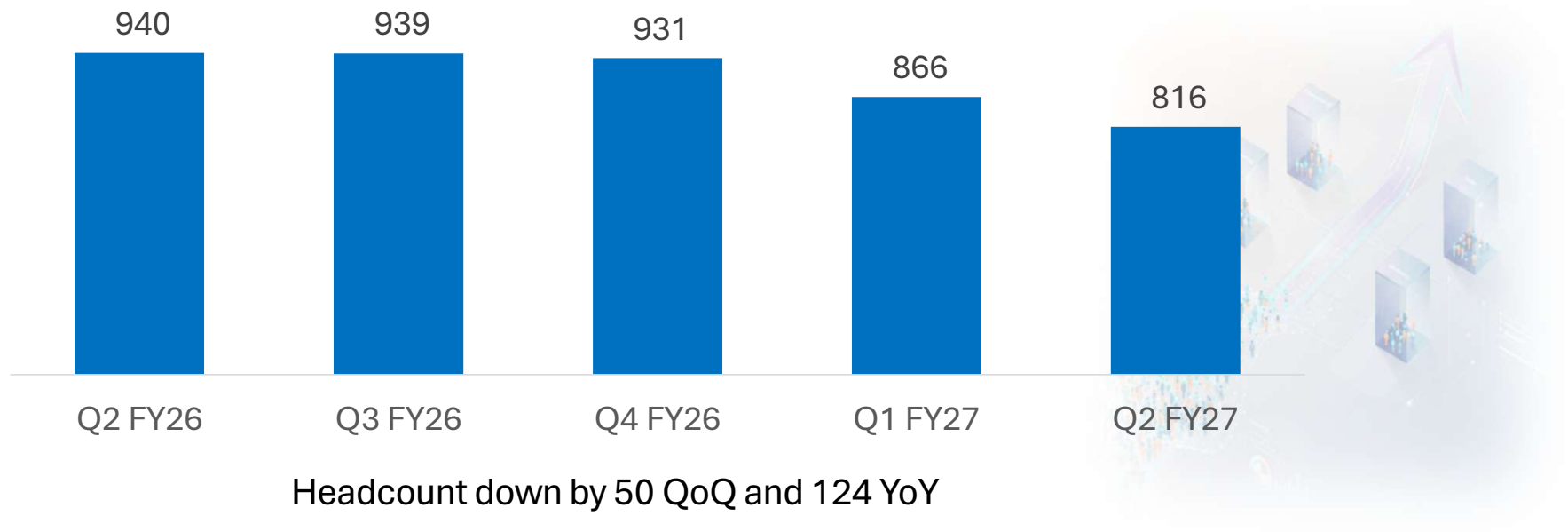
Measures are in place and showing results



Anish Sarkar joined as CEO

Experience across global GSIs, talent transformation consulting and digital services, with deep relationships among HR leaders in India

People



* excludes project retainers - 126

Helping people realize their true potential



Share Holding Pattern

