

NIIT Limited

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Email: info@niit.com

CIN: L74899HR1981PLC107123

www.niit.com

May 13, 2025

**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 Audited Financial Results of the Company for the financial year ended March 31, 2025.

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
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MALHOTRA
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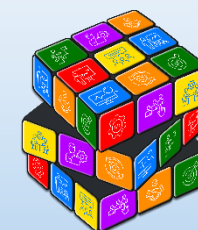
NIIT



Financial Results

Q4-FY25

May 13th, 2025



**DREAM
DARE
DELIVER**

IT services firms seeing near term uncertainty due to pull back in discretionary spending. Demand for specialized roles in AI, data science, and cybersecurity expected to drive growth.

1

Growth in GCCs continues to outpace growth in traditional GSIs, India remains attractive destination for new GCCs. ~1800 GCCs in India employ 1.9 Mn professionals.

2

Financial sector continues to see hiring led by focus on expanding footprint to grow retail deposits and demand for wealth management. Pace of hiring has seen moderation due to lower attrition rates and regulatory actions.

3

India's GDP growth for FY26 expected to remain at around 6.3-6.5%, down 20-50 bps versus earlier forecasts due to impact of global trade uncertainty. Domestic consumption expected to remain key driver of growth (S&P, Deloitte).

4

Significant upskilling opportunity, to get fresh graduates' job-ready considering large number of college students graduate without job offers# [Universe of 2.5 Mn+*]

5

** Basis AISHE report 21-22; ~10 Mn graduated; ~80% UG level so ~8 Mn Graduates who look out for Job, higher studies, preparation of exams for Job/studies, do something of own. Referring to International Labour Organization estimates 29 percent of India's young university graduates were unemployed in 2022, which has further worsened, we can surely look at a no. more than 2.5 Mn (~30% of 8 Mn), # Unstop Report*

Q4 FY25: In Perspective

- Overall Revenue at **INR 863 Mn**; up **16% YoY** and down 12% QoQ in a seasonally weak quarter. 5th successive quarter of double-digit YoY growth
- Revenue from BFSI & Other programs at **INR 288 Mn** up 8% YoY but down 15% QoQ; contributed 33% (vs 36% LY)
- Revenue from Technology programs at **INR 575 Mn**, up 20% YoY but down 10% QoQ; contributed 67% to overall revenue (vs 64% LY)
- Programs for **Early Career** Professionals at **INR 494 Mn**, up 40% YoY and contributed 57% (vs 48% LY) while programs for **Working Professionals** contributed **INR 368 Mn**, down 6% YoY and contributed balance 43% to overall revenue (vs 52% LY)
- EBITDA at **INR 4 Mn** vs INR 13 Mn in Q4FY24
- **PAT at INR 131 Mn** up from INR 112 Mn last year; EPS at INR 0.97 up from INR 0.83 last year

Reflections

Recovery in Technology programs led growth in a seasonally weak quarter

FY25: In Perspective

- Revenue at **INR 3,576 Mn**; up **18% YoY**. Growth driven by continuing expansion of customer base and partial recovery in training consumption.
- During the year:
 - Revenue from BFSI & Other programs at **INR 1,233 Mn up 32% YoY**; contributes 34% vs 31% last year
 - Revenue from Technology programs at **INR 2,343 Mn up 12% YoY**; contributes 66%
- Partial resumption in tech hiring led to increase in contribution from Early Career learners. which contributed 52% to overall revenue for FY25 vs 50% last year. Working Professionals contributed the balance 48%
- **EBITDA at INR 115 Mn** vs INR 48 Mn in FY24. EBITDA margin at 3% up 162 bps YoY
- **PAT at INR 461 Mn** up from INR 384 Mn last year; EPS at INR 3.41 up from INR 2.85 last year
- Net Cash of **INR 7,580 Mn**, up INR 395 Mn YoY

Reflections

Broad basing of customer base has helped business grow in a continuing volatile environment

Key Financials

INR Mn	Q4 FY25	Q3 FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
Net Revenue	863	981	-12%	743	16%	3,576	3,035	18%
Operating expenses	859	889	-3%	730	18%	3,461	2,986	16%
EBITDA	4	92	-96%	13	-71%	115	48	138%
Depreciation	59	61	-3%	50	19%	232	184	27%
Net Other Income / (Expense)	221	143	55%	166	34%	707	594	112 mn
Operational PBT	166	174	-5%	129	29%	589	459	28%
Tax	28	33	-14%	14	101%	94	60	57%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(1)	0 mn	(1)	0 mn	(15)	(4)	-260%
Non Controlling Interests	(6)	(6)	0 mn	(2)	-3 mn	(19)	(11)	-67%
PAT	131	134	-2%	112		461	384	20%
EPS (INR)	1.0	1.0	-2%	0.8	17%	3.4	2.9	20%

- **Q4 FY25**

- Net Other Income includes treasury income of Rs 162 Mn

- **FY25**

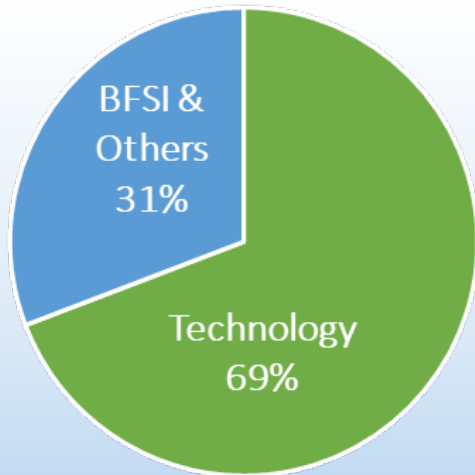
- Net Other Income includes treasury income of Rs 568 Mn (FY24 INR 497 Mn)

Reflections

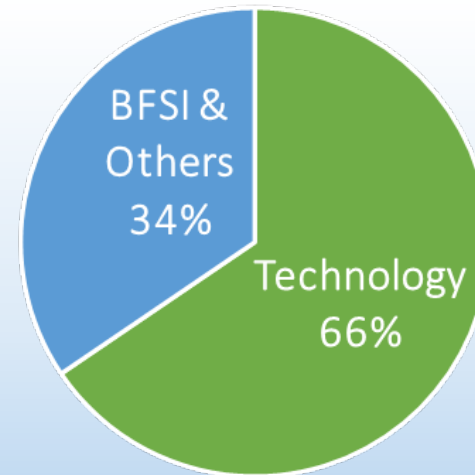
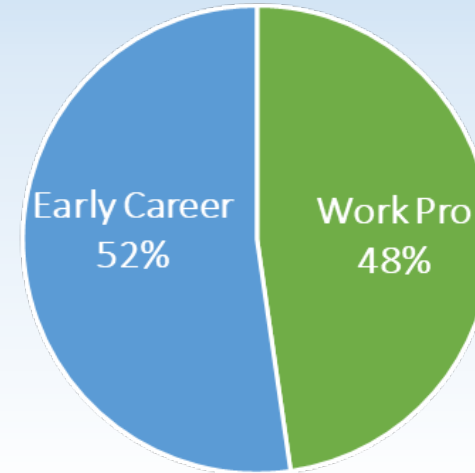
Focused efforts have led to 18% growth in a difficult environment

Revenue Mix

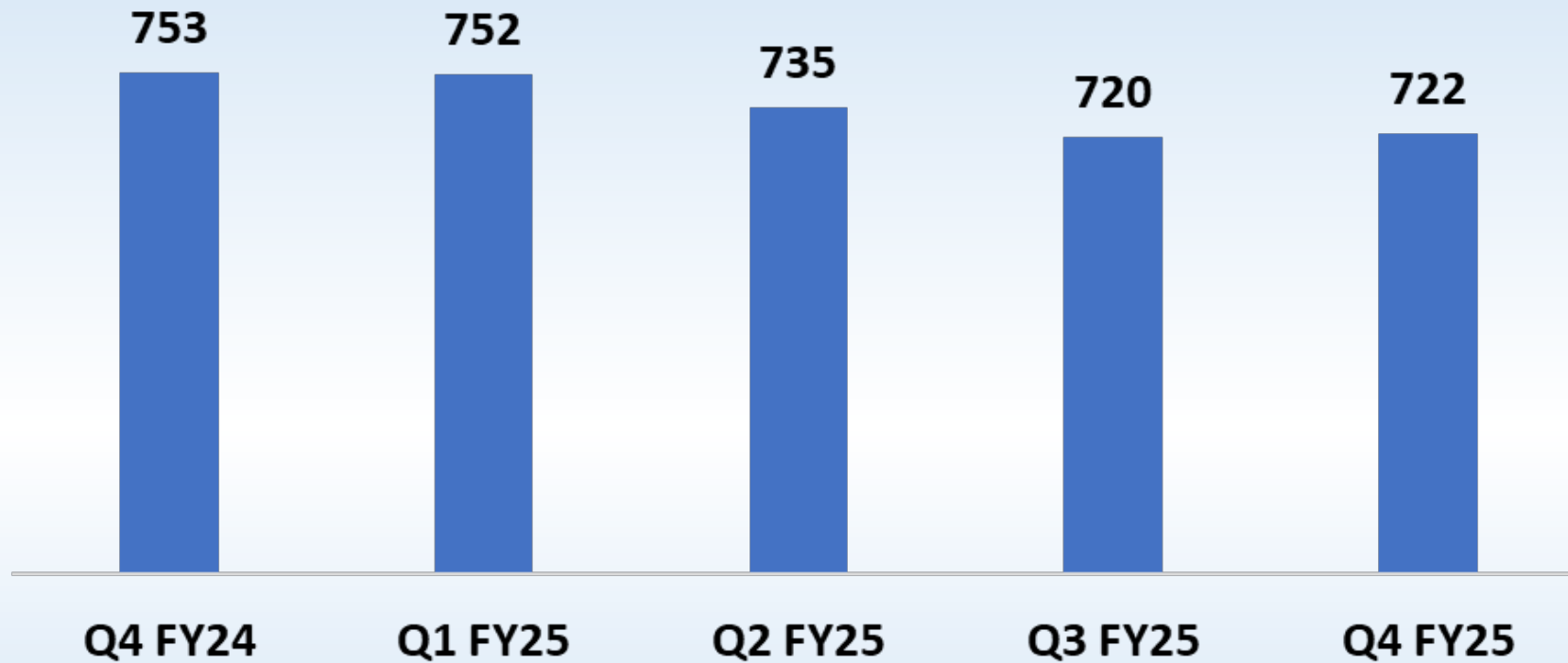
FY24



FY25



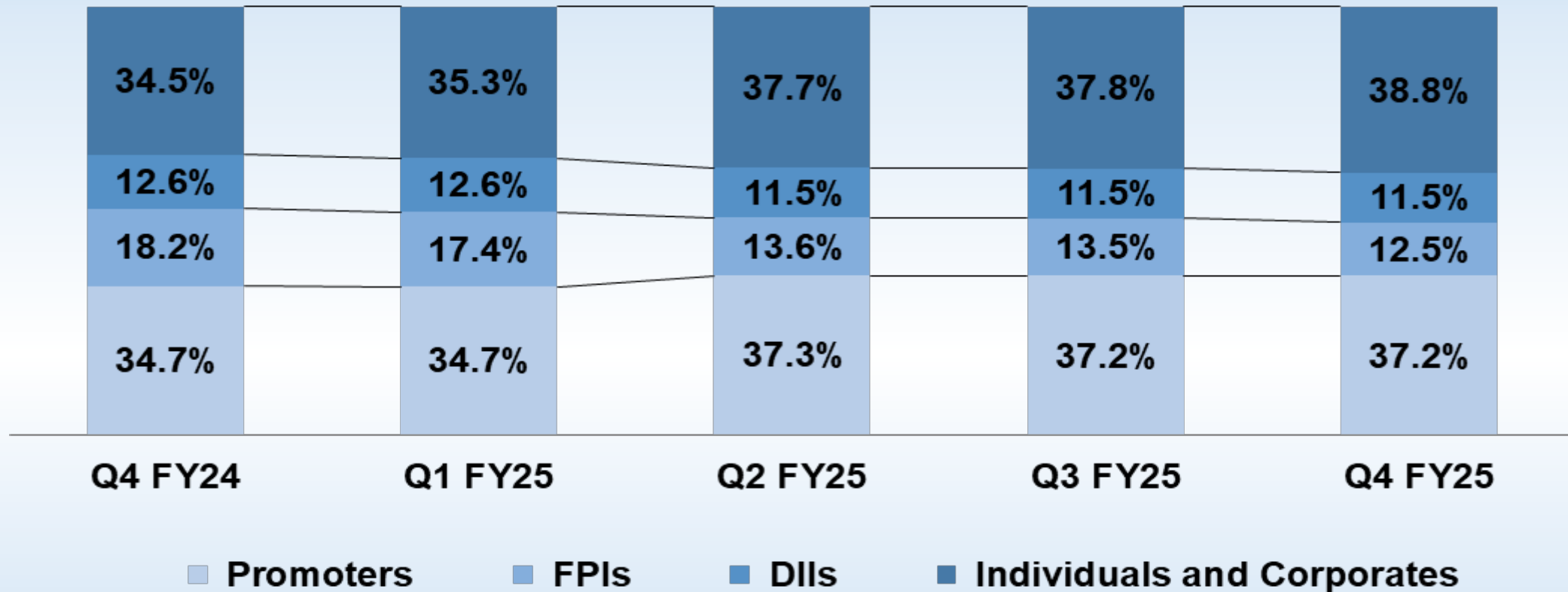
People



Headcount up 2 QoQ and down 31 YoY

** excludes project retainers*

Share Holding Pattern



** Includes impact dilution of shareholding percentage due to exercise of ESOPs*