



**NIIT Limited**

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[www.niit.com](http://www.niit.com)

January 24, 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

**Sub: Presentation made to the Analysts and / or Institutional Investors**

**Scrip Code: BSE – 500304; NSE – NIITLTD**

Dear Sir/Madam,

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 and nine months ended December 31, 2024.

The same shall be available on our website i.e. [www.niit.com](http://www.niit.com).

This is for your information and records.

Thanking You

Yours truly,  
For **NIIT Limited**

**Arpita Bisaria Malhotra**  
**Company Secretary**  
**& Compliance Officer**



**NIIT**

# FINANCIAL RESULTS

## Q3 FY25

January 24, 2025



**DREAM  
DARE  
DELIVER**

# Environment



Hiring sentiment high but impact not yet visible. In fact, top 5 GSIs see drop in headcount in Q3'FY25

1

GCCs in India expected to raise hiring 20-25% in next 6 months on BFSI & Manufacturing push

2

AI talent demand in India to grow at 15% CAGR from current base of 600-650K (2022) to 1250-1350K (2027)

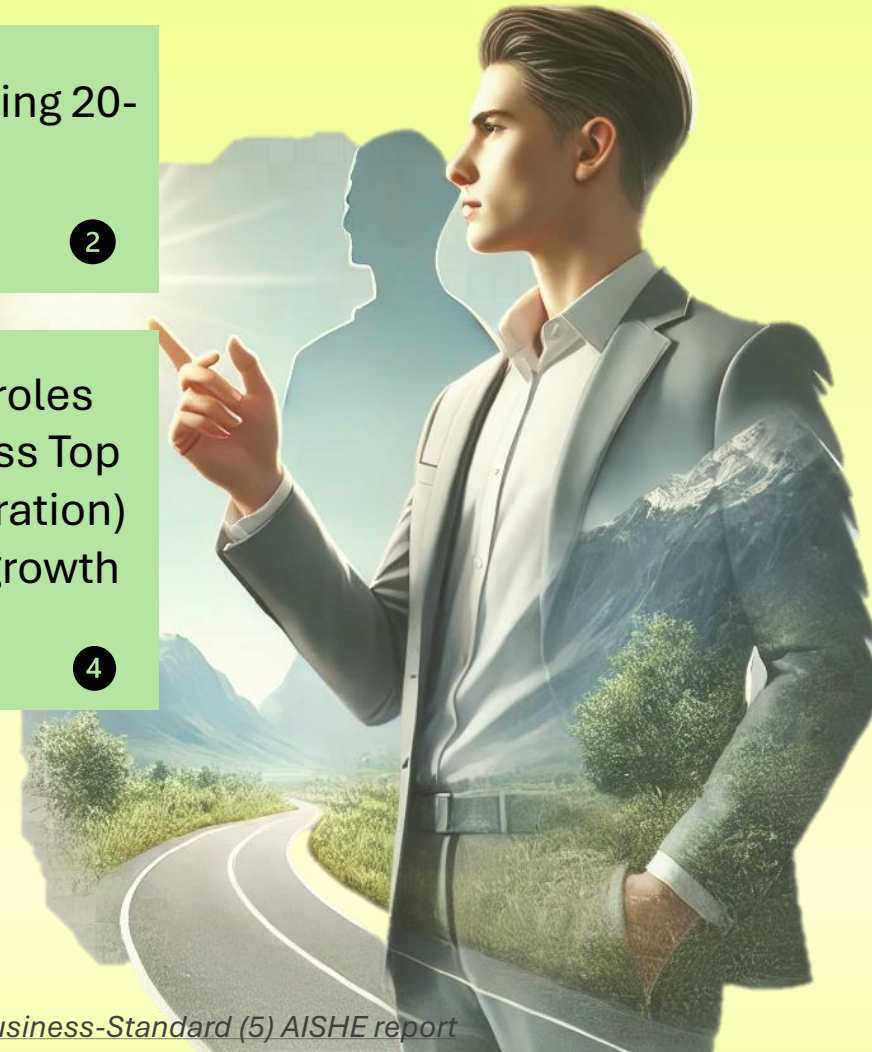
3

In Private banks, Hiring in frontline roles reduced due to lower attrition across Top 4 Banks (YoY impact of 6-7% moderation) | NBFCs outpaced banks in credit growth (CAGR 12.5% vs. 11.7%)

4

Significant upskilling opportunity, to get fresh graduates' job-ready considering 2025 graduates without job offers [Universe of 2.5 Mn+\*\*]

5



Source: (1) HT News & TOI (2) ET News (3) AI powered tech services Report from BCG & NASSCOM (4) Hindu News Business-Standard (5) AISHE report



# Q3 FY25: In Perspective



- Revenue at **INR 981 Mn**; up **15%** YoY and up **8%** QoQ; 4th successive quarter of double-digit YoY growth
- BFSI & Other programs at **INR 340 Mn** up 35% YoY & 4% QoQ; Revenue from Technology programs at **INR 641 Mn** up 7% YoY & 10% QoQ
- Sentiment for tech hiring has seen an improvement but hiring has not yet scaled; Some tapering on BFSI hiring seen due to regulatory actions
- EBITDA at **INR 92 Mn** Vs INR 21 Mn LQ & INR 78 Mn LY
- PAT at INR **134 Mn** up from INR 118 Mn LQ. **EPS at INR 1.0**, up from INR 0.9 LQ
- Net Cash of INR 7,395 Mn (+194 Mn QoQ); last quarter INR 7,201 Mn



# Key Financials



INR Mn	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY
<b>Net Revenue</b>	<b>981</b>	<b>907</b>	<b>8%</b>	<b>852</b>	<b>15%</b>
Operating expenses	889	886	0%	774	15%
<b>EBITDA</b>	<b>92</b>	<b>21</b>	<b>344%</b>	<b>78</b>	<b>18%</b>
Depreciation	61	57	8%	48	27%
Net Other Income/ (Expense)	143	188	-24%	154	-7%
<b>Operational PBT</b>	<b>174</b>	<b>152</b>	<b>14%</b>	<b>183</b>	<b>-5%</b>
Tax	33	18	81%	32	3%
Profit/ (loss) from discontinued Operations & Assets held for Sale	(1)	(12)	<b>11 mn</b>	(1)	<b>0 mn</b>
Non Controlling Interests	(6)	(3)	-3 mn	(7)	1 mn
<b>PAT</b>	<b>134</b>	<b>118</b>	<b>13%</b>	<b>144</b>	
<b>EPS (INR)</b>	<b>1.0</b>	<b>0.9</b>	<b>13%</b>	<b>1.1</b>	<b>-7%</b>

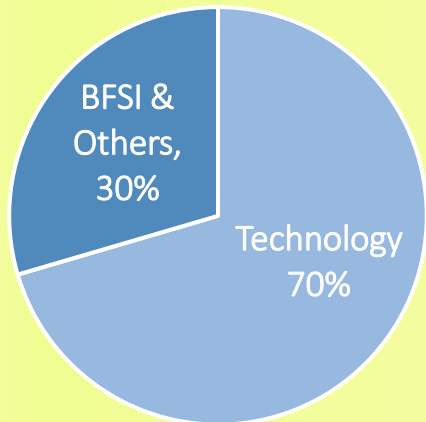
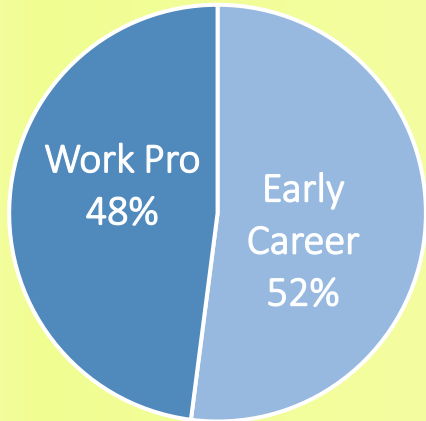
- Revenue up 15% YoY & 8% QoQ
- EBITDA at INR 92 Mn
- Net Other Income includes treasury income of INR 118 Mn and other income of INR 25 Mn

**YoY and QoQ growth despite challenging and volatile environment**

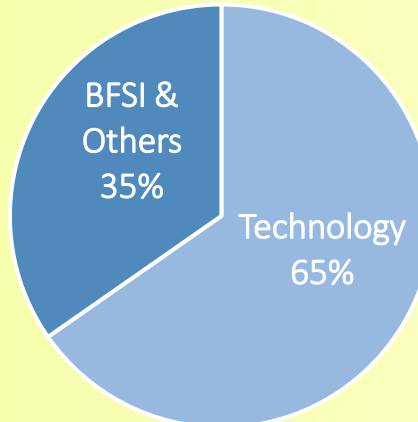
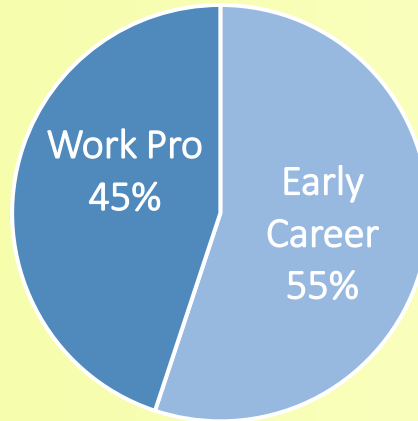
# Revenue Mix



## Q3 FY24

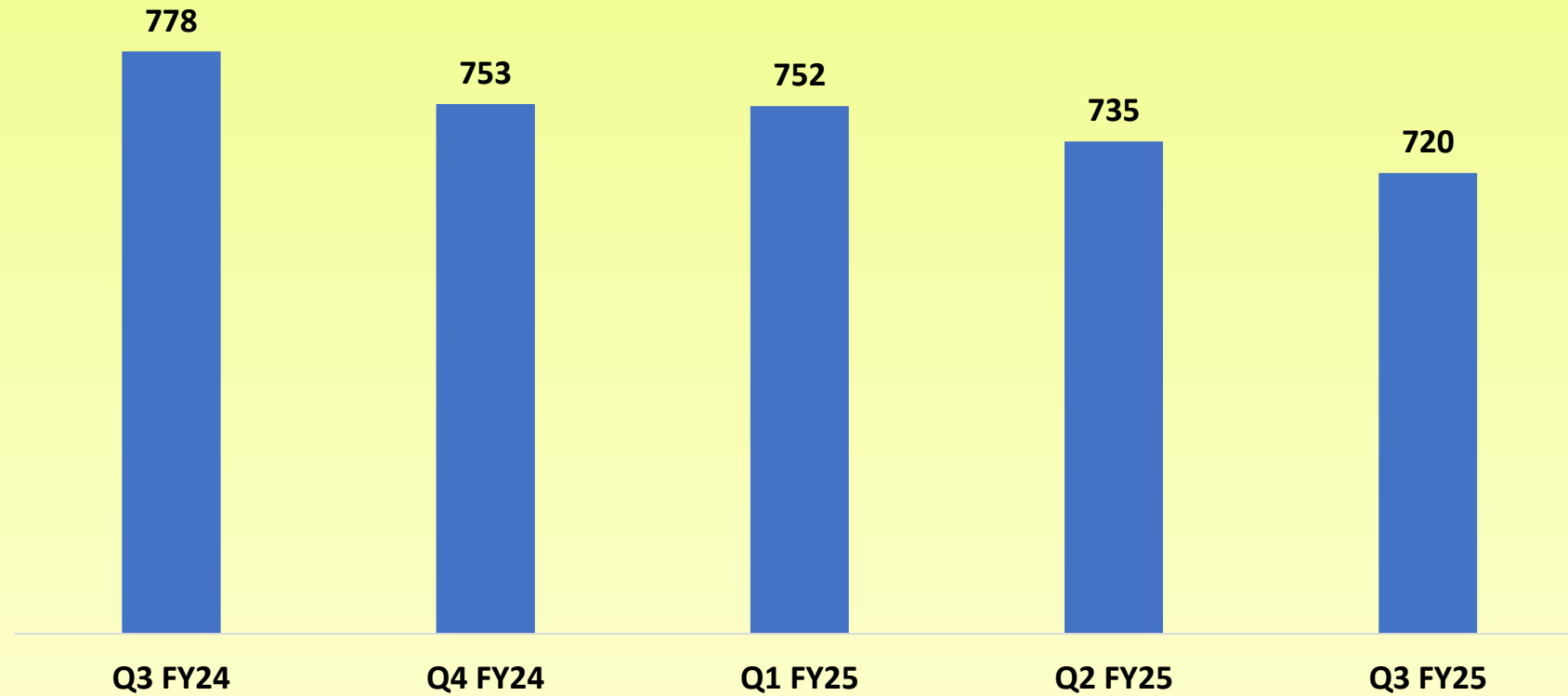


## Q3 FY25



- BFSI & Other programs at INR 340 Mn up 35% YoY & 4% QoQ; Contribute 35% vs 30% in Q3 LY
- Revenue from Technology programs at INR 641 Mn up 7% YoY & 10% QoQ; Contribute 65% vs 70% in Q3 LY

# People

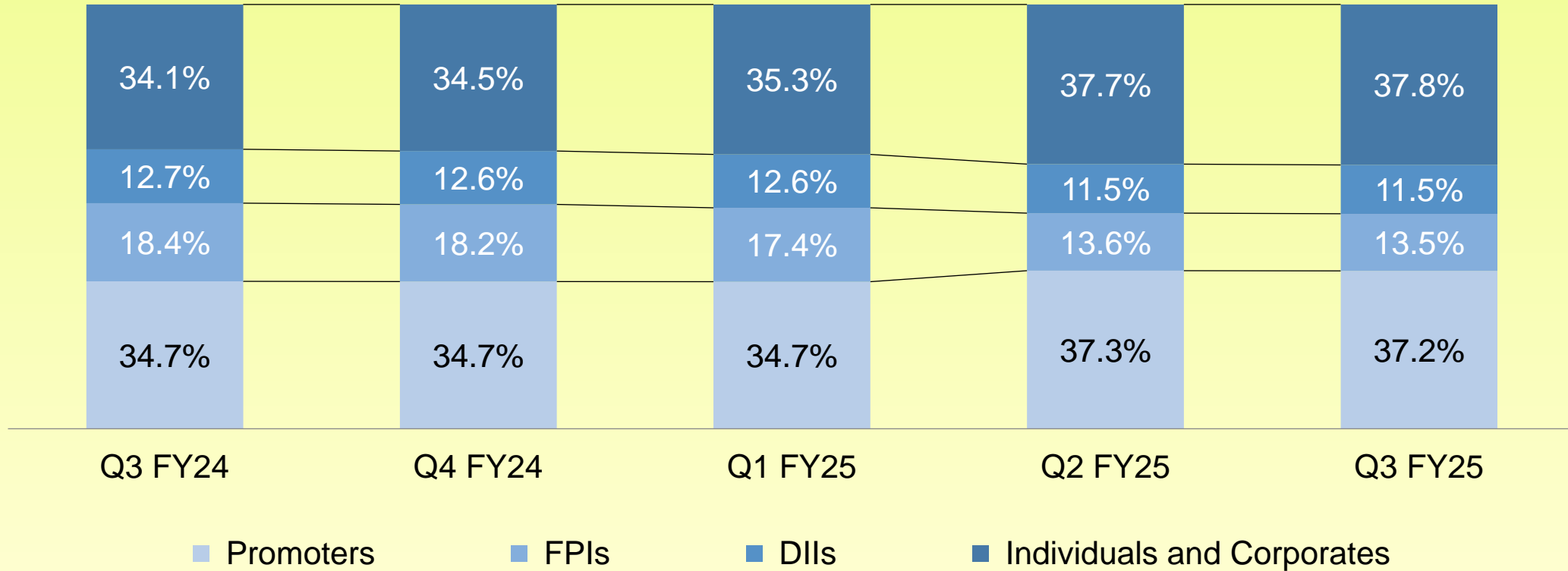


Headcount  
down 15 QoQ  
and 58 YoY

**Continue to transform cost structure from fixed to variable**

*\* excludes project retainers*

# Shareholding Pattern



\* Holding % Includes impact of exercise of ESOPs





Thank  
you

Meta AI