

Consolidated Profit and Loss Account
For the Period ended Sep 30, 2024

Particulars (INR Mn)	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
Net Revenue	814	852	743	3,035	825	907
	YoY	-13%	-9%	24%	-11%	32%
	QoQ	30%	5%	-13%	11%	10%
Operating Expenses	792	774	730	2,986	827	886
Operating Profit (EBITDA)	22	78	13	48	(2)	21
<i>EBITDA margin</i>	<i>3%</i>	<i>9%</i>	<i>2%</i>	<i>2%</i>	<i>0%</i>	<i>2%</i>
Depreciation	45	48	50	184	56	57
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	137	154	166	594	155	188
Profit Before Tax	114	183	129	459	98	152
Tax	7	32	14	60	15	18
PAT before Non Controlling Interests / Profit/ (Loss) from Assets held for Sale and Discontinued Operations	107	151	115	399	83	134
Non Controlling Interests	0	(7)	(2)	(11)	(4)	(3)
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(1)	(1)	(1)	(4)	(1)	(12)
PAT	106	144	112	384	78	118
EPS (INR)	0.79	1.07	0.83	2.85	0.57	0.88

By Product - Share of Net Revenue

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
<i>Tech</i>	66%	71%	64%	69%	66%	64%
<i>BFSI & Others</i>	34%	29%	36%	31%	34%	36%

By type of Learner - Share of Net Revenue

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
<i>Early Career</i>	49%	52%	48%	50%	49%	48%
<i>Work Pro</i>	51%	48%	52%	50%	51%	52%

StackRoute & TPaaS

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
Revenue Contribution %	32%	23%	27%	26%	26%	30%

Total Enrollments

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
Numbers	49,043	42738	46253	167009	52630	78,879

Enrollment Mix - Product Mix

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
<i>Tech</i>	64%	53%	56%	60%	58%	61%
<i>BFSI & Others</i>	36%	47%	44%	40%	42%	39%

Enrollment Mix - By type of Learner

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
<i>Early Career</i>	43%	28%	31%	33%	33%	35%
<i>Work Pro</i>	57%	72%	69%	67%	67%	65%

Balance Sheet Metrics

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
DSO days	53	59	46	46	54	56
Net Cash (INR Mn)	6,974	7,179	7,185	7,185	7,185	7,201

People

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
Headcount*	843	778	753	753	752	735

* Not including retainers/ project resources

Shareholding Pattern

Particulars	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25
Promoters	34.8%	34.7%	34.7%	34.7%	34.7%	37.3%
FPIs	18.8%	18.4%	18.2%	18.2%	17.4%	13.6%
MFs, AIFs, FIs and Banks	12.7%	12.7%	12.6%	12.6%	12.6%	11.5%
Others	33.7%	34.1%	34.5%	34.5%	35.3%	37.7%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding