

**Consolidated Profit and Loss Account**  
For the Period ended June 30, 2019

Particulars (Rs. Mn)	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
Net Revenue	8,505	2,143	2,285	2,278	2,397	9,102	2,103
YoY	1%	2%	10%	9%	8%	7%	-2%
Operating Expenses	7,759	1,953	2,066	2,078	2,163	8,260	1,883
<b>Operating Profit (EBITDA)</b>	<b>746</b>	<b>190</b>	<b>219</b>	<b>200</b>	<b>234</b>	<b>842</b>	<b>220</b>
<i>Operating Margin</i>	<i>9%</i>	<i>9%</i>	<i>10%</i>	<i>9%</i>	<i>10%</i>	<i>9%</i>	<i>10%</i>
Depreciation	401	93	84	95	88	361	128
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-169	-59	-53	-82	-91	-285	13,068
<b>Profit Before Tax</b>	<b>177</b>	<b>38</b>	<b>82</b>	<b>23</b>	<b>55</b>	<b>197</b>	<b>13,160</b>
Tax	66	19	29	10	15	72	3,162
<b>PAT before Associate Profit/ Minority Interest</b>	<b>110</b>	<b>19</b>	<b>53</b>	<b>13</b>	<b>40</b>	<b>125</b>	<b>9,998</b>
Share of Associate's Profit / (Minority Interest)	649	201	261	230	246	939	-4
Tax on Associate Profit	135	41	54	48	55	199	-910
<b>PAT after Associate Profit</b>	<b>625</b>	<b>179</b>	<b>259</b>	<b>194</b>	<b>232</b>	<b>864</b>	<b>10,904</b>
<b>EPS (Rs.)</b>	<b>3.8</b>	<b>1.1</b>	<b>1.6</b>	<b>1.2</b>	<b>1.4</b>	<b>5.2</b>	<b>65.1</b>

**People**

	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
Headcount*	2,475	2,489	2,611	2,579	2,565	2,565	2,521

\* Not including retainers/ project resources

**Shareholding Pattern**

	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
Promoters	32%	32%	32%	32%	32%	32%	32%
FPIs	19%	17%	16%	16%	13%	13%	14%
MFs, FIs and Banks	11%	11%	12%	11%	14%	14%	17%
Others	38%	40%	41%	41%	42%	42%	37%
<b>Total*</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\* Percentages may not add to 100% due to rounding

### Corporate Learning Group

Rs. Mn	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
<b>Net Revenue</b>	5,183	1,506	1,616	1,614	1,588	6,324	1,524
YoY	14%	28%	28%	25%	9%	22%	1%
Operating Expenses	4,422	1,287	1,379	1,380	1,372	5,418	1,301
<b>Operating Profit</b>	761	219	238	234	215	906	223
Operating Margin	15%	15%	15%	15%	14%	14%	15%

Other Details	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
No. of MTS customers	39	39	40	42	46	46	49
Revenue Visibility (\$ Mn)	218	224	226	255	245	245	264

### Skills & Careers Group

Rs. Mn	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
<b>Net Revenue</b>	2,729	548	617	634	629	2,428	517
YoY	-11%	-21%	-15%	-10%	5%	-11%	-6%
Operating Expenses	2,759	557	608	618	639	2,422	493
<b>Operating Profit</b>	-30	-9	10	16	-10	6	24
Operating Margin	-1%	-2%	2%	3%	-2%	0%	5%

Other Details	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
Enrolments	154,466	33,081	33,966	29,277	25,218	121,542	23,207
Share of Revenue from Beyond IT	38%	36%	37%	42%	41%	39%	33%

### School Learning Group

Rs. Mn	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
<b>Net Revenue</b>	593	88	51	30	180	350	62
YoY	-32%	-62%	-45%	-67%	3%	-41%	-30%
Operating Expenses	577	108	79	80	152	420	90
<b>Operating Profit</b>	15	-20	-28	-50	29	-70	-28
Operating Margin	3%	-23%	-55%	-166%	16%	-20%	-44%

Other Details	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20
Fresh Order Intake (Rs Mn)	321	48	28	33	214	323	56
No. of School contracts	668	123	51	64	523	761	156
% share of IP led business	66%	76%	83%	99%	98%	90%	94%