

Consolidated Profit and Loss Account
For the Period ended June 30, 2023

Rs. Mn	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	
Net Revenue	940	940	932	600	3,413	625	
	YoY	145%	120%	5%	(26)%	36%	(33)%
	QoQ	16%	0%	(1)%	(36)%		4%
Operating Expenses	938	916	852	696	3,402	690	
Operating Profit (EBITDA)	1	24	80	(95)	10	(64)	
EBITDA margin	0%	3%	9%	(16)%	0%	(10)%	
Depreciation	39	42	42	41	164	41	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)*	(1)	103	108	103	313	138	
Profit Before Tax	(39)	85	146	(34)	159	33	
Tax	(9)	15	(22)	63	48	7	
PAT before Non Controlling Interests / Profit/ (loss) from Assets held for Sale and Discontinued Operations	(30)	70	168	(97)	111	26	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(16)	(3)	(11)	2	(28)	(1)	
(Non Controlling Interests)	(19)	(20)	(14)	1	(52)	(2)	
PAT	(65)	47	143	(94)	32	22	
EPS (Rs.)	(0.48)	0.35	1.06	(0.69)	0.24	0.16	

Note :

*Including Non-Operating/Transitory expenses related to the Composite Scheme of Arrangement



Product Mix - Share of Net Revenue

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
<i>Tech</i>	84%	80%	80%	76%	80%	77%
<i>BFSI & Others</i>	16%	20%	20%	24%	20%	23%

Learner Mix - Share of Net Revenue

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
<i>Early Career</i>	58%	51%	54%	51%	54%	53%
<i>Work Pro</i>	42%	49%	46%	49%	46%	47%

StackRoute & TPaaS

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Revenue Contribution %	36%	36%	29%	23%	32%	21%

Enrollments

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Numbers	51,461	60,965	37,682	28,289	1,78,397	28,976

Share of Enrollments by Product

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
<i>Tech</i>	86%	86%	79%	72%	82%	70%
<i>BFSI & Others</i>	14%	14%	21%	28%	18%	30%

Share of Enrollments by Learner Type

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
<i>Early career</i>	35%	47%	28%	29%	37%	24%
<i>Work Pro</i>	65%	53%	72%	71%	63%	76%

Balance Sheet Metrics

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
DSO days	59	63	55	33	33	41
Net Cash (INR Mn)	7,342	7,286	7,058	7,157	7,157	7,056

People

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Headcount*	1065	1,058	996	959	959	906

* Not including retainers/project resources

Shareholding Pattern

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24
Promoters	35.0%	34.9%	34.9%	34.8%	34.8%	34.8%
FPIs	21.7%	21.2%	20.5%	20.7%	20.7%	21.1%
MFs, AIFs, FIs and Banks	11.7%	11.9%	12.3%	13.1%	13.1%	12.3%
Others	31.6%	32.0%	32.4%	31.3%	31.3%	31.8%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding