

Consolidated Profit and Loss Account
For the Period ended June 30, 2018

Particulars (Rs. Mn)	AMJ'18	AMJ'19
System Wide Revenue	3,587	3,363
YoY		-6%
Net Revenue	2,099	2,143
YoY		2%
Operating Expenses	1,936	1,953
Operating Profit (EBITDA)	163	190
Operating Margin	8%	9%
Depreciation	102	93
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-44	-59
Profit Before Tax	17	38
Provision for Taxation - Current & Deferred	33	60
Share of Associates' Net Profit	120	201
PAT after Associate Profit	104	179
EPS (Rs.)	0.6	1.1

People

	Mar'18	Jun'18
Headcount*	2,475	2,489

* Net of retainers/ project resources

Shareholding Pattern

	Mar'18	Jun'18
FII's & FPIs	19%	17%
Promoters	32%	32%
MFs/ FIs and Banks	11%	11%
Others	38%	40%
	100%	100%

Corporate Learning Group

Rs. Mn	AMJ'18	AMJ'19
Net Revenue	1,175	1,506
	YoY	28%
Operating Expenses	1,004	1,287
Operating Profit	172	219
Operating Margin	15%	15%

Other Details	AMJ'18	AMJ'19
Fresh Order Intake (\$ Mn)	20.6	25.7
No. of MTS customers	36	39
Revenue Visibility (\$ Mn)	191.3	223.6

Skills & Careers Group *

Rs. Mn	AMJ'18	AMJ'19
Net Revenue	692	548
	YoY	-21%
Operating Expenses	718	557
Operating Profit	-26	-9
Operating Margin	-4%	-2%

Other Details	AMJ'18	AMJ'19
Enrolments	40,309	33,081
Share of Revenue from Beyond IT	38%	36%

School Learning Group

Rs. Mn	AMJ'18	AMJ'19
Net Revenue	232	88
	YoY	-62%
Operating Expenses	214	108
Operating Profit	18	-20
Operating Margin	8%	-23%

Other Details	AMJ'18	AMJ'19
Fresh Order Intake (Rs Mn)	87	48
No. of School contracts	157	123
% share of IP led business	45%	76%

* Includes Online Learning