

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

Particulars (INR Mn)	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
Net Revenue	940	932	600	3,413	625	814
	YoY 120%	5%	-26%	36%	-33%	-13%
	QoQ 0%	-1%	-36%		4%	30%
Operating Expenses	916	852	696	3,402	690	792
Operating Profit (EBITDA)	24	80	(95)	10	-64	22
EBITDA margin	3%	9%	-16%	0%	-10%	3%
Depreciation	42	42	41	164	41	45
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)*	103	108	103	313	138	137
Profit Before Tax	85	146	(34)	159	33	114
Tax	15	(22)	63	48	7	7
PAT before Non Controlling Interests / Profit/ (loss) from Assets held for Sale and Discontinued Operations	70	168	(97)	111	26	107
Profit/ (loss) from Assets held for Sale and Discontinued Operations (Non Controlling Interests)	(3)	(11)	2	(28)	(1)	(1)
PAT	47	143	(94)	32	22	106
EPS (INR)	0.35	1.06	(0.69)	0.24	0.16	0.81

Note :

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

Product Mix - Share of Net Revenue

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
<i>Tech</i>	80%	80%	76%	80%	77%	66%
<i>BFSI & Others</i>	20%	20%	24%	20%	23%	34%

By type of Learner - Share of Net Revenue

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

StackRoute & TPaaS

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

Total Enrollments

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
Numbers	60,965	37,682	28,289	178,397	28,976	49,043

Enrollment Mix - Product Mix

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
<i>Tech</i>	86%	79%	72%	82%	70%	64%
<i>BFSI & Others</i>	14%	21%	28%	18%	30%	36%

Enrollment Mix - By type of Learner

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
<i>Early Career</i>	47%	28%	29%	37%	24%	43%
<i>Work Pro</i>	53%	72%	71%	63%	76%	57%

Balance Sheet Metrics

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
DSO days	63	55	33	33	41	53
Net Cash (INR Mn)	7,286	7,058	7,157	7,157	7,056	6,974

People

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
Headcount*	1058	996	959	959	906	843

* Not including retainers/ project resources

Shareholding Pattern

Particulars	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24
Promoters	34.9%	34.9%	34.8%	34.8%	34.8%	34.8%
FPIs	21.2%	20.5%	20.7%	20.7%	21.1%	18.8%
MFs, AIFs, FIs and Banks	11.9%	12.3%	13.1%	13.1%	12.3%	12.7%
Others	32.0%	32.4%	31.3%	31.3%	31.8%	33.7%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding