

Consolidated Profit and Loss Account
For the Period ended December 31, 2023

Particulars (INR Mn)	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	
Net Revenue	932	600	3,413	625	814	852	
	YoY	5%	-26%	36%	-33%	-13%	-9%
	QoQ	-1%	-36%		4%	30%	5%
Operating Expenses	852	696	3,402	690	792	774	
Operating Profit (EBITDA)	80	(95)	10	(64)	22	78	
EBITDA margin	9%	-16%	0%	-10%	3%	9%	
Depreciation	42	41	164	41	45	48	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)*	108	103	313	138	137	154	
Profit Before Tax	146	(34)	159	33	114	183	
Tax	(22)	63	48	7	7	32	
PAT before Non Controlling Interests / Profit/ (loss) from Assets held for Sale and Discontinued Operations	168	(97)	111	26	107	151	
(Non Controlling Interests)	(14)	1	(52)	(2)	0	(7)	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(11)	2	(28)	(1)	(1)	(1)	
PAT	143	(94)	32	22	106	144	
EPS (INR)	1.06	(0.69)	0.24	0.16	0.81	1.07	

Note :

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

For the Period ended December 31, 2023

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
<i>Tech</i>	80%	76%	80%	77%	66%	71%
<i>BFSI & Others</i>	20%	24%	20%	23%	34%	29%

By type of Learner - Share of Net Revenue

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
<i>Early Career</i>	54%	51%	54%	53%	49%	52%
<i>Work Pro</i>	46%	49%	46%	47%	51%	48%

StackRoute & TPaaS

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
Revenue Contribution %	29%	23%	32%	21%	32%	22%

Total Enrollments

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
Numbers	37,682	28,289	178,397	28,976	49,043	42,738

Enrollment Mix - Product Mix

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
<i>Tech</i>	79%	72%	82%	70%	64%	53%
<i>BFSI & Others</i>	21%	28%	18%	30%	36%	47%

Enrollment Mix - By type of Learner

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

Balance Sheet Metrics

For the Period ended December 31, 2023	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
DSO days	55	33	33	41	53	59
Net Cash (INR Mn)	7,058	7,157	7,157	7,056	6,974	7,179

People

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
Headcount*	1169	959	959	906	843	778

* Not including retainers/ project resources

Shareholding Pattern

Particulars	Q3 FY23	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24
Promoters	34.9%	34.8%	34.8%	34.8%	34.8%	34.7%
FPIs	20.5%	20.7%	20.7%	21.1%	18.8%	18.4%
MFs, AIFs, FIs and Banks	12.3%	13.1%	13.1%	12.3%	12.7%	12.7%
Others	32.4%	31.3%	31.3%	31.8%	33.7%	34.1%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding