

Consolidated Profit and Loss Account
For the Period ended March 31, 2024

Particulars (INR Mn)	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	
Net Revenue	600	3,413	625	814	852	743	3,035	
	YoY	-26%	36%	-33%	-13%	-9%	24%	-11%
	QoQ	-36%		4%	30%	5%	-13%	
Operating Expenses	696	3,402	690	792	774	730	2,986	
Operating Profit (EBITDA)	(95)	10	(64)	22	78	13	48	
EBITDA margin	-16%	0%	-10%	3%	9%	2%	2%	
Depreciation	41	164	41	45	48	50	184	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	103	313	138	137	154	166	594	
Profit Before Tax	(34)	159	33	114	183	129	459	
Tax	63	48	7	7	32	14	60	
PAT before Non Controlling Interests / Profit/ (loss) from Assets held for Sale and Discontinued Operations	(97)	111	26	107	151	115	399	
(Non Controlling Interests)	1	(52)	(2)	0	(7)	(2)	(11)	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	2	(28)	(1)	(1)	(1)	(1)	(4)	
PAT	(94)	32	22	106	144	112	384	
EPS (INR)	(0.70)	0.24	0.16	0.79	1.07	0.83	2.85	

By Product - Share of Net Revenue

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
<i>Tech</i>	76%	80%	77%	66%	71%	64%	69%
<i>BFSI & Others</i>	24%	20%	23%	34%	29%	36%	31%

By type of Learner - Share of Net Revenue

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
<i>Early Career</i>	51%	54%	53%	49%	52%	48%	50%
<i>Work Pro</i>	49%	46%	47%	51%	48%	52%	50%

StackRoute & TPaaS

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Revenue Contribution %	23%	32%	21%	32%	23%	27%	26%

Total Enrollments

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Numbers	28,289	178,397	28,976	49,043	42,738	46,253	167,009

Enrollment Mix - Product Mix

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
<i>Tech</i>	72%	82%	70%	64%	53%	56%	60%
<i>BFSI & Others</i>	28%	18%	30%	36%	47%	44%	40%

Enrollment Mix - By type of Learner

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
<i>Early Career</i>	29%	37%	24%	43%	28%	31%	33%
<i>Work Pro</i>	71%	63%	76%	57%	72%	69%	67%

Balance Sheet Metrics

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
DSO days	61	61	58	94	94	75	75
Net Cash (INR Mn)	7,157	7,157	7,056	6,974	7,179	7,185	7,185

People

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Headcount*	959	959	906	843	778	753	753

* Not including retainers/ project resources

Shareholding Pattern

Particulars	Q4 FY23	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24
Promoters	34.8%	34.8%	34.8%	34.8%	34.7%	34.7%	34.7%
FPIs	20.7%	20.7%	21.1%	18.8%	18.4%	18.2%	18.2%
MFs, AIFs, FIs and Banks	13.1%	13.1%	12.3%	12.7%	12.7%	12.6%	12.6%
Others	31.3%	31.3%	31.8%	33.7%	34.1%	34.5%	34.5%
Total*	100%	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding