

Consolidated Profit and Loss Account
For the Period ended June 2020

Particulars (Rs. Mn)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Net Revenue	2,018	2,323	2,439	2,112	8,892	2,018
YoY	0%	5%	10%	-4%	3%	0%
Operating Expenses	1,775	2,033	2,152	2,081	8,040	1,774
Operating Profit (EBITDA)	243	291	287	31	852	243
Operating Margin	12%	13%	12%	1%	10%	12%
Depreciation	118	128	169	182	598	161
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	13,164	345	259	112	13,879	308
Profit Before Tax	13,289	507	376	-39	14,133	390
Tax	3,162	-1,633	48	-112	1,466	58
PAT before Associate Profit / Non Controlling Interests	10,127	2,140	328	72	12,667	332
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-129	-51	-59	-66	-305	-38
Share of Associate's Profit / (Non Controlling Interests)	-4	5	2	0	3	-4
Tax on Associate's Profit	-910	0	0	0	-910	0
PAT after Associate Profit	10,904	2,093	271	6	13,275	290
PAT after Associate Profit (Excluding One Time Gain)**	-15	349	271	6	611	290
EPS (Rs.)	67.7	13.0	2.2	0.0	82.9	2.1

* Net result (revenue minus expenses) of discontinued operations and assets held for sale reclassified as 'Profit/(Loss) from Discontinued Operations and Assets held for Sale' and reported as separate line below operating results, as per Ind AS 105

** Excluding impact of one time Capital Gain and on divestment of stake in NIIT Technologies and Taxes thereon in Q1 FY20 and Q2 FY20

People

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Headcount*	2,521	2,540	2,575	2,600	2,600	2,533

* Not including retainers/project resources

Shareholding Pattern

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Promoters	31.5%	31.5%	34.4%	34.4%	34.4%	34.3%
FPIs	14.0%	14.7%	17.3%	17.3%	17.3%	19.0%
MFs, FIs and Banks	17.1%	17.9%	14.2%	13.1%	13.1%	12.8%
Others	37.4%	35.9%	34.2%	35.3%	35.3%	33.9%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Net Revenue	1,524	1,740	1,895	1,754	6,913	1,785
YoY	1%	8%	17%	10%	9%	17%
Operating Expenses	1,301	1,470	1,601	1,611	5,983	1,473
Operating Profit	223	271	294	143	931	312
Operating Margin	15%	16%	16%	8%	13%	17%

Other Details	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
No. of MTS customers	49	51	51	54	54	55
Revenue Visibility (\$ Mn)	264	250	265	263	263	263

Skills & Careers Group

Rs. Mn	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Net Revenue	494	583	544	358	1,979	233
YoY	-5%	-2%	-11%	-41%	-15%	-53%
Operating Expenses	468	550	538	457	2,013	301
Operating Profit	26	34	6	-100	-35	-68
Operating Margin	5%	6%	1%	-28%	-2%	-29%

Other Details	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
Enrolments	23,207	25,879	14,483	9,485	73,054	2,317
Share of Revenue from Beyond IT	30%	32%	28%	27%	29%	16%