

Consolidated Profit and Loss Account
For the Period ended June 30, 2022

Particulars (Rs. Mn)	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	
Net Revenue	3,023	3,156	3,847	3,750	13,775	4,048	
	YoY	47%	43%	51%	35%	44%	34%
	QoQ	8%	4%	22%	-3%		8%
Operating Expenses	2,316	2,418	3,024	3,018	10,775	3,308	
Operating Profit (EBITDA)	707	738	823	732	2,999	740	
EBITDA margin	23%	23%	21%	20%	22%	18%	
Depreciation	144	140	136	157	577	139	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	129	131	76	96	433	3	
Profit Before Tax	692	729	763	671	2,855	604	
Tax	146	205	181	-14	518	127	
PAT before Associate Profit/ Non Controlling Interests	546	524	582	685	2,338	478	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-28	-1	-9	-1	-39	-15	
(Non Controlling Interests)	-4	2	-24	-10	-37	-19	
PAT after Associate Profit	514	524	550	674	2,262	443	
EPS (Rs.)	3.8	3.9	4.1	5.0	16.8	3.3	

Note :

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

2. Pursuant to the approval of Composite Scheme of arrangement in Jan'22 Board meeting, NLSL is no longer an "Asset Held for Sale" and hence has been classified as Continuing Operations with corresponding restatement in the previous financial results

Corporate Learning Group

Rs. Mn		Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
Net Revenue		2,645	2,736	2,972	2,957	11,310	3,125
	YoY	45%	39%	36%	24%	35%	18%
	QoQ	11%	3%	9%	-1%		6%
Operating Expenses		1,887	1,951	2,241	2,241	8,321	2,386
Operating Profit (EBITDA)		758	785	731	716	2989	739
EBITDA margin		29%	29%	25%	24%	26%	24%

Other Details	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
No. of MTS customers	59	63	65	66	66	68
Revenue Visibility (\$ Mn)	298	294	326	328	328	304

Skills & Careers Group

Rs. Mn		Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
Net Revenue		378	420	874	793	2,465	923
	YoY	62%	70%	144%	97%	99%	145%
	QoQ	-6%	11%	108%	-9%		16%
Operating Expenses		429	466	783	777	2,455	922
Operating Profit (EBITDA)		-51	-47	92	16	10	1
EBITDA margin		-14%	-11%	11%	2%	0%	0%

Others

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
DSO days	53	57	57	48	48	49
Net Cash (INR Mn)	11,723	11,860	12,145	12,434	12,434	12,593

People

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
Headcount*	2,579	2,661	2,832	3,104	3,104	3,240

* Not including retainers/ project resources

Shareholding Pattern

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23
Promoters	35.3%	35.1%	35.1%	35.0%	35.0%	35.0%
FPIs	23.2%	23.6%	22.8%	21.5%	21.5%	21.7%
MFs, FIs and Banks	12.1%	11.3%	11.7%	12.1%	12.1%	11.7%
Others	29.4%	29.9%	30.4%	31.3%	31.3%	31.6%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding