

Consolidated Profit and Loss Account
For the Period ended June 30, 2024

Particulars (INR Mn)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Net Revenue	625	814	852	743	3,035	825
YoY	-33%	-13%	-9%	24%	-11%	32%
QoQ	4%	30%	5%	-13%		11%
Operating Expenses	690	792	774	730	2,986	827
Operating Profit (EBITDA)	(64)	22	78	13	48	(2)
EBITDA margin	-10%	3%	9%	2%	2%	0%
Depreciation	41	45	48	50	184	56
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	138	137	154	166	594	155
Profit Before Tax	33	114	183	129	459	98
Tax	7	7	32	14	60	15
PAT before Non Controlling Interests / Profit/ (loss) from Assets held for Sale and Discontinued Operations	26	107	151	115	399	83
(Non Controlling Interests)	(2)	0	(7)	(2)	(11)	(4)
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(1)	(1)	(1)	(1)	(4)	(1)
PAT	22	106	144	112	384	78
EPS (INR)	0.16	0.79	1.07	0.83	2.85	0.57

By Product - Share of Net Revenue

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Tech	77%	66%	71%	64%	69%	66%
BFSI & Others	23%	34%	29%	36%	31%	34%

By type of Learner - Share of Net Revenue

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Early Career	53%	49%	52%	48%	50%	49%
Work Pro	47%	51%	48%	52%	50%	51%

StackRoute & TPaaS

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Revenue Contribution %	21%	32%	23%	27%	26%	26%

Total Enrollments

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Numbers	28,976	49,043	42,738	46,253	167,009	52,630

Enrollment Mix - Product Mix

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Tech	70%	64%	53%	56%	60%	58%
BFSI & Others	30%	36%	47%	44%	40%	42%

Enrollment Mix - By type of Learner

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Early Career	24%	43%	28%	31%	33%	33%
Work Pro	76%	57%	72%	69%	67%	67%

Balance Sheet Metrics

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
DSO days	41	53	59	46	46	54
Net Cash (INR Mn)	7,056	6,974	7,179	7,185	7,185	7,185

People

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Headcount*	906	843	778	753	753	752

* Not including retainers/ project resources

Shareholding Pattern

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY24	Q1 FY25
Promoters	34.8%	34.8%	34.7%	34.7%	34.7%	34.7%
FPIs	21.1%	18.8%	18.4%	18.2%	18.2%	17.4%
MFs, AIFs, FIs and Banks	12.3%	12.7%	12.7%	12.6%	12.6%	12.6%
Others	31.8%	33.7%	34.1%	34.5%	34.5%	35.3%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding