

Consolidated Profit and Loss Account
For the Period ended September 2020

Particulars (Rs. Mn)	Q2 FY20**	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Net Revenue	2,323	2,439	2,112	8,892	2,018	2,189
	YoY 5%	10%	-4%	3%	0%	-6%
	QoQ 15%	5%	-13%		-4%	8%
Operating Expenses	2,033	2,152	2,081	8,040	1,774	1,844
Operating Profit (EBITDA)	291	287	31	852	243	344
EBITDA margin	13%	12%	1%	10%	12%	16%
Depreciation	128	169	182	598	161	136
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	345	259	112	13,879	308	171
Profit Before Tax	507	376	-39	14,133	390	380
Tax	-1,633	48	-112	1,466	58	79
PAT before Associate Profit / Non Controlling Interests	2,140	328	72	12,667	332	301
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-51	-59	-66	-305	-38	-41
Share of Associate's Profit / (Non Controlling Interests)	5	2	0	3	-4	0
Tax on Associate's Profit	0	0	0	-910	0	0
PAT after Associate Profit	2,093	271	6	13,275	290	260

* 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 sseparate line below operating results, as per Ind AS 105

** Q2 FY20 includes impact of partial reversal of tax provision related to divestment of holding in NIIT Technologies.

People

	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Headcount*	2,540	2,575	2,600	2,600	2,533	2,386

* Not including retainers/ project resources

Shareholding Pattern

	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Promoters	31.5%	34.4%	34.4%	34.4%	34.3%	34.3%
FPIs	14.7%	17.3%	17.3%	17.3%	19.0%	22.2%
MFs, FIs and Banks	17.9%	14.2%	13.1%	13.1%	12.8%	8.9%
Others	35.9%	34.2%	35.3%	35.3%	33.9%	34.6%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Net Revenue	1,740	1,895	1,754	6,913	1,785	1,941
	YoY 8%	17%	10%	9%	17%	12%
	QoQ 14%	9%	-7%		2%	9%
Operating Expenses	1,470	1,601	1,611	5,983	1,473	1,543
Operating Profit (EBITDA)	271	294	143	931	312	398
EBITDA margin	16%	16%	8%	13%	17%	20%

Other Details	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
No. of MTS customers	51	51	54	54	55	56
Revenue Visibility (\$ Mn)	250	265	263	263	263	259

Skills & Careers Group

Rs. Mn	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Net Revenue	583	544	358	1,979	233	247
	YoY -2%	-11%	-41%	-15%	-53%	-58%
	QoQ 18%	-7%	-34%		-35%	6%
Operating Expenses	550	538	457	2,013	301	301
Operating Profit (EBITDA)	34	6	-100	-35	-68	-54
EBITDA margin	6%	1%	-28%	-2%	-29%	-22%

Other Details	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21
Enrolments	25,879	14,483	9,485	73,054	2,317	10,597
Share of Revenue from Beyond IT	32%	28%	27%	29%	16%	19%