

**Consolidated Profit and Loss Account**  
For the Period ended September 30, 2021

Particulars (Rs. Mn)	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22
<b>Net Revenue</b>	<b>2,189</b>	<b>2,534</b>	<b>2,755</b>	<b>9,495</b>	<b>3,010</b>	<b>3,142</b>
	YoY -6%	4%	30%	7%	49%	44%
	QoQ 8%	16%	9%		9%	4%
Operating Expenses	1,844	2,062	2,061	7,742	2,289	2,403
<b>Operating Profit (EBITDA)</b>	<b>344</b>	<b>471</b>	<b>694</b>	<b>1,753</b>	<b>721</b>	<b>739</b>
<b>EBITDA margin</b>	<b>16%</b>	<b>19%</b>	<b>25%</b>	<b>18%</b>	<b>24%</b>	<b>24%</b>
Depreciation	136	135	157	589	143	140
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	171	220	79	778	125	127
<b>Profit Before Tax</b>	<b>380</b>	<b>557</b>	<b>615</b>	<b>1,942</b>	<b>702</b>	<b>726</b>
Tax	79	96	103	336	146	205
<b>PAT before Associate Profit / Non Controlling Interests</b>	<b>301</b>	<b>461</b>	<b>513</b>	<b>1,606</b>	<b>556</b>	<b>521</b>
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-41	-47	-43	-169	-38	1
(Non Controlling Interests)	0	2	-4	-6	-4	2
<b>PAT after Associate Profit</b>	<b>260</b>	<b>415</b>	<b>465</b>	<b>1,430</b>	<b>514</b>	<b>524</b>
<b>EPS (Rs.)</b>	<b>1.8</b>	<b>2.9</b>	<b>3.3</b>	<b>10.1</b>	<b>3.8</b>	<b>3.9</b>

\* 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

**People**

	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22
Headcount*	2,386	2,435	2,531	2,531	2,579	2,661

\* Not including retainers/project resources

**Shareholding Pattern**

	Q2 FY21	Q3 FY21	Q4 FY21	Post Buyback	Q1 FY22	Q2 FY22
Promoters	34.3%	34.3%	34.2%	35.4%	35.3%	35.1%
FPIs	22.2%	23.8%	22.6%	21.5%	23.2%	23.6%
MFs, FIs and Banks	11.8%	11.3%	11.3%	10.7%	12.1%	11.3%
Others	31.7%	30.6%	32.0%	32.4%	29.4%	29.9%
Total*	100%	100%	100%	100%	100%	100%

\* Percentages may not add to 100% due to rounding

**Corporate Learning Group**

Rs. Mn	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22
<b>Net Revenue</b>	1,941	2,175	2,353	8,254	2,633	2,722
YoY	12%	15%	34%	19%	47%	40%
QoQ	9%	12%	8%		12%	3%
Operating Expenses	1,543	1,674	1,678	6,369	1,861	1,936
<b>Operating Profit (EBITDA)</b>	398	500	675	1885	772	786
EBITDA margin	20%	23%	29%	23%	29%	29%

Other Details	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22
No. of MTS customers	56	58	58	58	59	63
Revenue Visibility (\$ Mn)	259	270	287	287	298	294

**Skills & Careers Group**

Rs. Mn	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22
<b>Net Revenue</b>	247	359	402	1,241	378	420
YoY	-58%	-34%	12%	-37%	62%	70%
QoQ	6%	45%	12%		-6%	11%
Operating Expenses	301	388	383	1,373	429	466
<b>Operating Profit (EBITDA)</b>	-54	-29	19	-132	-51	-47
EBITDA margin	-22%	-8%	5%	-11%	-14%	-11%