

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

Particulars (Rs. Mn)	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	
<b>Net Revenue</b>	<b>3,156</b>	<b>3,847</b>	<b>3,750</b>	<b>13,775</b>	<b>4,048</b>	<b>3,922</b>	
	YoY	43%	51%	35%	44%	34%	24%
	QoQ	4%	22%	-3%	8%	-3%	
Operating Expenses	2,418	3,024	3,018	10,775	3,308	3,362	
<b>Operating Profit (EBITDA)</b>	<b>738</b>	<b>823</b>	<b>732</b>	<b>2,999</b>	<b>740</b>	<b>560</b>	
<b>EBITDA margin</b>	<b>23%</b>	<b>21%</b>	<b>20%</b>	<b>22%</b>	<b>18%</b>	<b>14%</b>	
Depreciation	140	136	157	577	139	150	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	131	76	96	433	3	103	
<b>Profit Before Tax</b>	<b>729</b>	<b>763</b>	<b>671</b>	<b>2,855</b>	<b>604</b>	<b>513</b>	
Tax	205	181	-14	518	127	96	
<b>PAT before Associate Profit/ Non Controlling Interests</b>	<b>524</b>	<b>582</b>	<b>685</b>	<b>2,338</b>	<b>478</b>	<b>417</b>	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-1	-9	-1	-39	-15	-2	
(Non Controlling Interests)	2	-24	-10	-37	-19	-20	
<b>PAT after Associate Profit</b>	<b>524</b>	<b>550</b>	<b>674</b>	<b>2,262</b>	<b>443</b>	<b>396</b>	
<b>EPS (Rs.)</b>	<b>3.9</b>	<b>4.1</b>	<b>5.0</b>	<b>16.8</b>	<b>3.3</b>	<b>2.9</b>	

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	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
<b>Net Revenue</b>	2,736	2,972	2,957	11,310	3,125	3,004
YoY	39%	36%	24%	35%	18%	10%
QoQ	3%	9%	-1%		6%	-4%
Operating Expenses	1,951	2,241	2,241	8,321	2,386	2,469
<b>Operating Profit (EBITDA)</b>	785	731	716	2989	739	535
EBITDA margin	29%	25%	24%	26%	24%	18%

Other Details	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
No. of MTS customers	63	65	66	66	68	70
Revenue Visibility (\$ Mn)	294	326	328	328	304	305

### Skills & Careers Group

Rs. Mn	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
<b>Net Revenue</b>	420	874	793	2,465	923	918
YoY	70%	144%	97%	99%	145%	119%
QoQ	11%	108%	-9%		16%	-1%
Operating Expenses	466	783	777	2,455	922	893
<b>Operating Profit (EBITDA)</b>	-47	92	16	10	1	25
EBITDA margin	-11%	11%	2%	0%	0%	3%

### Others

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
DSO days	53	57	57	48	48	49	46
Net Cash (INR Mn)	11,723	11,860	12,145	12,434	12,434	12,593	12,597

### People

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
Headcount*	2,579	2,661	2,832	3,104	3,104	3,240	3,299

\* Not including retainers/ project resources

### Shareholding Pattern

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
Promoters	35.3%	35.1%	35.1%	35.0%	35.0%	35.0%	34.9%
FPIs	23.2%	23.6%	22.8%	21.5%	21.5%	21.7%	21.2%
MFs, FIs and Banks	12.1%	11.3%	11.7%	12.1%	12.1%	11.7%	11.9%
Others	29.4%	29.9%	30.4%	31.3%	31.3%	31.6%	32.0%
Total*	100%	100%	100%	100%	100%	100%	100%

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