

Consolidated Profit and Loss Account

For the Quarter ended December 31, 2017

(All figures in Rs. Million except Percentages & EPS)

Particulars	OND'16	OND'17
System Wide Revenue	3,203	3,405
YoY		6%
Net Revenue	2,020	2,094
YoY		4%
Operating Expenses	1,910	1,910
Operating Profit (EBITDA)	109	184
Operating Margin	5%	9%
Depreciation	109	102
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-42	-6
Profit Before Tax	-42	76
Provision for Taxation - Current & Deferred	60	52
Share of Associates' Net Profit	145	174
PAT after Associate Profit	44	197
EPS (Rs.)	0.3	1.2

People

	Sept'17	Dec'17
Headcount*	2,425	2,433

* Net of retainers/ project resources

Shareholding Pattern

	Sept'17	Dec'17
FII's & FPI's	17%	17%
Promoters *	34%	32%
MFs/ FIs and Banks	10%	11%
Others	38%	40%
	100%	100%

*Reclassification in Q3FY18 for one shareholder, earlier classified as a promoter

Corporate Learning Group		
Rs. Mn	OND'16	OND'17
Net Revenue	1,160	1,294
	YoY	12%
Operating Expenses	1,007	1,096
Operating Profit	154	198
Operating Margin	13%	15%

Other Details		OND'17
Fresh Order Intake (\$ Mn)		18.9
No. of MTS customers		38

Skills & Careers Group		
Rs. Mn	OND'16	OND'17
Net Revenue	701	691
	YoY	-1%
Operating Expenses	719	673
Operating Profit	-18	18
Operating Margin	-3%	3%

Other Details		OND'17
Enrolments		33,001
Share of Revenue from Beyond IT		35%

School Learning Group		
Rs. Mn	OND'16	OND'17
Net Revenue	158	92
	YoY	-42%
Operating Expenses	161	113
Operating Profit	-4	-21
Operating Margin	-2%	-22%

Other Details		OND'17
Fresh Order Intake (Rs Mn)		50
No. of School contracts		85
% share of IP led business		76%