

Consolidated Profit and Loss Account
For the Period ended December 31, 2021

Particulars (Rs. Mn)	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Net Revenue	2,534	2,755	9,495	3,010	3,142	3,836
	YoY 4%	30%	7%	49%	44%	51%
	QoQ 16%	9%		9%	4%	22%
Operating Expenses	2,062	2,061	7,742	2,289	2,403	3,009
Operating Profit (EBITDA)	471	694	1,753	721	739	827
EBITDA margin	19%	25%	18%	24%	24%	22%
Depreciation	135	157	589	143	140	136
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	220	79	778	125	127	73
Profit Before Tax	557	615	1,942	702	726	764
Tax	96	103	336	146	205	181
PAT before Associate Profit / Non Controlling Interests	461	513	1,606	556	521	583
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-47	-43	-169	-38	1	-10
(Non Controlling Interests)	2	-4	-6	-4	2	-24
PAT after Associate Profit	415	465	1,430	514	524	550
EPS (Rs.)	2.9	3.3	10.1	3.8	3.9	4.1

* 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

People

	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Headcount*	2,435	2,531	2,531	2,579	2,661	2,832

* Not including retainers/project resources

Shareholding Pattern

	Q3 FY21	Q4 FY21	Post Buyback	Q1 FY22	Q2 FY22	Q3 FY22
Promoters	34.3%	34.2%	35.4%	35.3%	35.1%	35.1%
FPIs	23.8%	22.6%	21.5%	23.2%	23.6%	22.8%
MFs, FIs and Banks	11.3%	11.3%	10.7%	12.1%	11.3%	11.7%
Others	30.6%	32.0%	32.4%	29.4%	29.9%	30.4%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn		Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Net Revenue		2,175	2,353	8,254	2,633	2,722	2,961
	YoY	15%	34%	19%	47%	40%	36%
	QoQ	12%	8%		12%	3%	9%
Operating Expenses		1,674	1,678	6,369	1,861	1,936	2,226
Operating Profit (EBITDA)		500	675	1885	772	786	735
EBITDA margin		23%	29%	23%	29%	29%	25%

Other Details		Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
No. of MTS customers		58	58	58	59	63	65
Revenue Visibility (\$ Mn)		270	287	287	298	294	326

Skills & Careers Group

Rs. Mn		Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Net Revenue		359	402	1,241	378	420	874
	YoY	-34%	12%	-37%	62%	70%	144%
	QoQ	45%	12%		-6%	11%	108%
Operating Expenses		388	383	1,373	429	466	783
Operating Profit (EBITDA)		-29	19	-132	-51	-47	92
EBITDA margin		-8%	5%	-11%	-14%	-11%	11%