

### Consolidated Profit and Loss Account

For the Period ended March 31, 2018

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

Particulars	JFM'17	JFM'18	FY'17	FY'18
System Wide Revenue	4,011	3,151	14,213	13,511
YoY		-21%		-5%
Net Revenue	2,094	2,228	8,452	8,505
YoY		6%		1%
Operating Expenses	1,913	2,007	7,777	7,759
<b>Operating Profit (EBITDA)</b>	<b>181</b>	<b>221</b>	<b>674</b>	<b>746</b>
<b>Operating Margin</b>	<b>9%</b>	<b>10%</b>	<b>8%</b>	<b>9%</b>
Depreciation	109	92	457	401
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-19	-63	-203	-169
<b>Profit Before Tax</b>	<b>52</b>	<b>66</b>	<b>14</b>	<b>177</b>
Provision for Taxation - Current & Deferred	44	69	184	201
Share of Associates' Net Profit	242	200	579	649
<b>PAT after Associate Profit</b>	<b>250</b>	<b>197</b>	<b>409</b>	<b>625</b>
<b>EPS (Rs.)</b>	<b>1.5</b>	<b>1.2</b>	<b>2.5</b>	<b>3.8</b>

### People

	Dec'17	Mar'18
Headcount*	2,433	2,475

\* Net of retainers/ project resources

### Shareholding Pattern

	Dec'17	Mar'18
FII's & FPI's	17%	19%
Promoters *	32%	32%
MFs/ FIs and Banks	11%	11%
Others	40%	38%
	100%	100%

### Corporate Learning Group

Rs. Mn	JFM'17	JFM'18	FY'17	FY'18
Net Revenue	1,134	1,451	4,534	5,183
	YoY	28%		14%
Operating Expenses	981	1,255	3,890	4,422
Operating Profit	153	196	644	761
Operating Margin	13%	14%	14%	15%

Other Details		JFM'18		FY'18
Fresh Order Intake (\$ Mn)		24.7		97.1
No. of MTS customers		39		39

### Skills & Careers Group

Rs. Mn	JFM'17	JFM'18	FY'17	FY'18
Net Revenue	694	584	3,045	2,669
	YoY	-16%		-12%
Operating Expenses	670	587	2,998	2,632
Operating Profit	24	-3	46	36
Operating Margin	4%	-1%	2%	1%

Other Details		JFM'18		FY'18
Enrolments		37,242		153,638
Share of Revenue from Beyond IT		40%		36%

### School Learning Group

Rs. Mn	JFM'17	JFM'18	FY'17	FY'18
Net Revenue	262	176	867	593
	YoY	-33%		-32%
Operating Expenses	230	136	812	577
Operating Profit	32	40	54	15
Operating Margin	12%	23%	6%	3%

Other Details		JFM'18		FY'18
Fresh Order Intake (Rs Mn)		126		321
No. of School contracts		317		668
% share of IP led business		86%		66%