

**Consolidated Profit and Loss Account**  
For the Period ended March 31, 2022

Particulars (Rs. Mn)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	
<b>Net Revenue</b>	<b>2,054</b>	<b>2,212</b>	<b>2,543</b>	<b>2,788</b>	<b>9,597</b>	<b>3,023</b>	<b>3,156</b>	<b>3,847</b>	<b>3,750</b>	<b>13,775</b>	
	YoY	-1%	-6%	3%	26%	5%	47%	43%	51%	35%	44%
	QoQ	-7%	8%	15%	10%		8%	4%	22%	-3%	
Operating Expenses	1,836	1,891	2,120	2,098	7,945	2,316	2,418	3,024	3,018	10,775	
<b>Operating Profit (EBITDA)</b>	<b>218</b>	<b>321</b>	<b>423</b>	<b>690</b>	<b>1,652</b>	<b>707</b>	<b>738</b>	<b>823</b>	<b>732</b>	<b>2,999</b>	
<b>EBITDA margin</b>	<b>11%</b>	<b>15%</b>	<b>17%</b>	<b>25%</b>	<b>17%</b>	<b>23%</b>	<b>23%</b>	<b>21%</b>	<b>20%</b>	<b>22%</b>	
Depreciation	163	138	137	157	595	144	140	136	157	577	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	302	161	233	52	748	129	131	76	96	433	
<b>Profit Before Tax</b>	<b>357</b>	<b>344</b>	<b>518</b>	<b>586</b>	<b>1,805</b>	<b>692</b>	<b>729</b>	<b>763</b>	<b>671</b>	<b>2,855</b>	
Tax	58	79	97	103	337	146	205	181	-14	518	
<b>PAT before Associate Profit / Non Controlling Interests</b>	<b>299</b>	<b>265</b>	<b>422</b>	<b>483</b>	<b>1,468</b>	<b>546</b>	<b>524</b>	<b>582</b>	<b>685</b>	<b>2,338</b>	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-5	-4	-8	-13	-31	-28	-1	-9	-1	-39	
(Non Controlling Interests)	-4	0	2	-4	-6	-4	2	-24	-10	-37	
<b>PAT after Associate Profit</b>	<b>290</b>	<b>261</b>	<b>415</b>	<b>465</b>	<b>1,430</b>	<b>514</b>	<b>524</b>	<b>550</b>	<b>674</b>	<b>2,262</b>	
<b>EPS (Rs.)</b>	<b>2.1</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>	<b>4.1</b>	<b>5.0</b>	<b>16.8</b>	

Note :

Net result (revenue minus expenses) of discontinued operations and assets held for sale reclassified as 'Profit/(Loss) from Discontinued Operations and reported as separate line below operating results, as per Ind AS 105 2). Pursuant to proposed Composite Scheme of Arrangement, NIIT Learning Systems Limited has been re-classified as Continuing Operations. Financials have been restated for previous quarters for like to like comparison

**People**

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
Headcount*	2,533	2,386	2,435	2,531	2,531	2,579	2,661	2,832	3,104	3,104

\* Not including retainers/ project resources

**Shareholding Pattern**

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
Promoters	34.3%	34.3%	34.3%	34.2%	34.2%	35.3%	35.1%	35.1%	35.0%	35.0%
FPIs	15.9%	22.2%	23.8%	22.6%	22.6%	23.2%	23.6%	22.8%	21.5%	21.5%
MFs, FIs and Banks	15.9%	11.8%	11.3%	11.3%	11.3%	12.1%	11.3%	11.7%	12.1%	12.1%
Others	33.8%	31.6%	30.5%	31.9%	31.9%	29.4%	29.9%	30.4%	31.3%	31.3%
Total*	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

### Corporate Learning Group

Rs. Mn		Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
Net Revenue		1,821	1,965	2,184	2,386	8,356	2,645	2,736	2,972	2,957	11,310
	YoY	15%	10%	13%	28%	17%	45%	39%	36%	24%	35%
	QoQ	-2%	8%	11%	9%		11%	3%	9%	-1%	
Operating Expenses		1,535	1,590	1,733	1,714	6,572	1,887	1,951	2,241	2,241	8,321
<b>Operating Profit (EBITDA)</b>		286	375	451	671	1784	758	785	731	716	2989
EBITDA margin		16%	19%	21%	28%	21%	29%	29%	25%	24%	26%

Other Details		Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
No. of MTS customers		55	56	58	58	58	59	63	65	66	66
Revenue Visibility (\$ Mn)		263	259	270	287	287	298	294	326	328	328
Share of Revenue from Top 10 customers		57%	59%	57%	59%	58%	61%	56%	57%	61%	58%

### Skills & Careers Group

Rs. Mn		Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
Net Revenue		233	247	359	402	1,241	378	420	874	793	2,465
	YoY	-53%	-58%	-34%	12%	-37%	62%	70%	144%	97%	99%
	QoQ	-35%	6%	45%	12%		-6%	11%	108%	-9%	
Operating Expenses		301	301	388	383	1,373	429	466	783	777	2,455
<b>Operating Profit (EBITDA)</b>		-68	-54	-29	19	-132	-51	-47	92	16	10
EBITDA margin		-29%	-22%	-8%	5%	-11%	-14%	-11%	11%	2%	0%