

Consolidated Profit and Loss Account
For the Period ended June 30, 2025

Particulars (INR Mn)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
Net Revenue	825	907	981	863	3,576	841
YoY	32%	11%	15%	16%	18%	2%
QoQ	11%	10%	8%	-12%		-3%
Operating Expenses	827	886	889	859	3,461	904
Operating Profit (EBITDA)	(2)	21	92	4	115	(63)
EBITDA margin	0%	2%	9%	0.4%	3%	-7%
Depreciation	56	57	61	59	232	67
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	155	188	143	221	707	179
Profit Before Tax	98	152	174	166	589	50
Tax	15	18	33	28	94	8
PAT before Non Controlling Interests / Profit/ (Loss) from Assets held for Sale and Discontinued Operations	83	134	141	138	495	42
Non Controlling Interests	(4)	(3)	(6)	(6)	(19)	2
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(1)	(12)	(1)	(1)	(15)	(1)
PAT	78	118	134	131	461	44
EPS (INR)	0.57	0.88	0.99	0.97	3.41	0.32

Product Mix - Share of Net Revenue

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Tech</i>	66%	64%	65%	67%	66%	70%
<i>BFSI & Others</i>	34%	36%	35%	33%	34%	30%

Business Mix - Share of Revenue

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Enterprise</i>	65%	70%	60%	65%	65%	68%
<i>Consumer</i>	35%	30%	40%	35%	35%	32%

Learner Mix - Share of Net Revenue

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Early Career</i>	49%	48%	55%	57%	52%	53%
<i>Work Pro</i>	51%	52%	45%	43%	48%	47%

StackRoute & TPaaS

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
Revenue Contribution %	26%	30%	27%	27%	28%	23%

Order Intake

Particulars (INR Mn)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Order Intake</i>	778	1294	821	742	3635	1065

Order Intake - By Business

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Enterprise</i>	75%	51%	72%	73%	65%	74%
<i>Consumer</i>	25%	49%	28%	27%	35%	26%

Enrollments

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
Enrollments	52,630	78879	54103	63,994	249,606	270,275

Enrollment Mix - By Product

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Tech</i>	58%	61%	52%	52%	56%	91%
<i>BFSI & Others</i>	42%	39%	48%	48%	44%	9%

Enrollment Mix - By type of Learner

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
<i>Early Career</i>	33%	35%	35%	32%	34%	86%
<i>Work Pro</i>	67%	65%	65%	68%	66%	14%

Balance Sheet Metrics

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
DSO days	54	56	68	51	51	53
Net Cash (INR Mn)	7,185	7,201	7,395	7,580	7,580	7,115

People

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
Headcount*	752	735	720	722	722	885

* Excluding retainers / project resources & includes NEO Headcount of 151

Shareholding Pattern

Particulars	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26
Promoters	34.7%	37.3%	37.2%	37.2%	37.2%	37.2%
FPIs	17.4%	13.6%	13.5%	12.5%	12.5%	12.2%
MFs, AIFs, FIIs and Banks	12.6%	11.5%	11.5%	11.5%	11.5%	11.3%
Others	35.3%	37.7%	37.8%	38.8%	38.8%	39.4%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding