

Consolidated Profit and Loss Account
For the Period ended September 30, 2018

Particulars (Rs. Mn)	Q2 FY18	Q2 FY19
Net Revenue	2,084	2,285
YoY		10%
Operating Expenses	1,906	2,066
Operating Profit (EBITDA)	178	219
Operating Margin	9%	10%
Depreciation	104	84
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-55	-53
Profit Before Tax	18	82
Operational Tax	14	29
Operational PAT	4	53
Share of Associates' Net Profit	155	261
Tax on Associate Profit	32	54
PAT after Associate Profit	127	259
EPS (Rs.)	0.8	1.6

System Wide Revenue for Q2 FY19 at Rs 2,848 Mn

People

	Jun'18	Sep'18
Headcount*	2,489	2,611

* Not including retainers/project resources

Shareholding Pattern

	Jun'18	Sep'18
FII's & FPI's	17%	16%
Promoters	32%	32%
MFs/ FIs and Banks	11%	12%
Others	40%	41%
Total*	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group		
Rs. Mn	Q2 FY18	Q2 FY19
Net Revenue	1,263	1,616
	YoY	28%
Operating Expenses	1,067	1,379
Operating Profit	196	238
Operating Margin	16%	15%

Other Details	Q2 FY18	Q2 FY19
No. of MTS customers	38	40
Revenue Visibility (\$ Mn)	194.9	226.0

Skills & Careers Group *		
Rs. Mn	Q2 FY18	Q2 FY19
Net Revenue	727	617
	YoY	-15%
Operating Expenses	724	608
Operating Profit	3	10
Operating Margin	0%	2%

Other Details	Q2 FY18	Q2 FY19
Enrolments	43,302	33,966
Share of Revenue from Beyond IT	36%	37%

School Learning Group		
Rs. Mn	Q2 FY18	Q2 FY19
Net Revenue	93	51
	YoY	-45%
Operating Expenses	114	79
Operating Profit	-21	-28
Operating Margin	-23%	-55%

Other Details	Q2 FY18	Q2 FY19
Fresh Order Intake (Rs Mn)	57	28
No. of School contracts	109	51
% share of IP led business	73%	83%

* Includes Online Learning