

Consolidated Profit and Loss Account
For the Period ended December 31, 2018

Particulars (Rs. Mn)	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Net Revenue	2,094	2,228	2,143	2,285	2,278
YoY	4%	6%	2%	10%	9%
Operating Expenses	1,910	2,007	1,953	2,066	2,078
Operating Profit (EBITDA)	184	221	190	219	200
Operating Margin	9%	10%	9%	10%	9%
Depreciation	102	92	93	84	95
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-6	-63	-59	-53	-82
Profit Before Tax	76	66	38	82	23
Operational Tax	16	28	19	29	10
Operational PAT	60	38	19	53	13
Share of Associates' Net Profit	174	200	201	261	230
Tax on Associate Profit	36	41	41	54	48
PAT after Associate Profit	197	197	179	259	194
EPS (Rs.)	1.2	1.2	1.1	1.6	1.2

System Wide Revenue for Q3 FY19 at Rs 2,923 Mn

People

	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Headcount*	2,433	2,475	2,489	2,611	2,579

* Not including retainers/ project resources

Shareholding Pattern

	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
FII & FPIs	17%	19%	17%	16%	16%
Promoters	32%	32%	32%	32%	32%
MFs/ FIs and Banks	11%	11%	11%	12%	11%
Others	40%	38%	40%	41%	41%
Total*	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Net Revenue	1,294	1,451	1,506	1,616	1,614
YoY	12%	28%	28%	28%	25%
Operating Expenses	1,096	1,255	1,287	1,379	1,380
Operating Profit	198	196	219	238	234
Operating Margin	15%	14%	15%	15%	15%

Other Details	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
No. of MTS customers	38	39	39	40	42
Revenue Visibility (\$ Mn)	199	218	224	226	255

Skills & Careers Group *

Rs. Mn	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Net Revenue	708	602	548	617	634
YoY	1%	-14%	-21%	-15%	-10%
Operating Expenses	701	616	557	608	618
Operating Profit	7	-14	-9	10	16
Operating Margin	1%	-2%	-2%	2%	3%

Other Details	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Enrolments	33,229	37,527	33,081	33,966	29,277
Share of Revenue from Beyond IT	37%	41%	36%	37%	42%

School Learning Group

Rs. Mn	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Net Revenue	92	176	88	51	30
YoY	-42%	-33%	-62%	-45%	-67%
Operating Expenses	113	136	108	79	80
Operating Profit	-21	40	-20	-28	-50
Operating Margin	-22%	23%	-23%	-55%	-166%

Other Details	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Fresh Order Intake (Rs Mn)	50	126	48	28	33
No. of School contracts	85	317	123	51	64
% share of IP led business	76%	86%	76%	83%	99%

* Includes Online Learning