

**Consolidated Profit and Loss Account**  
For the Period ended March 31, 2019

Particulars (Rs. Mn)	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
Net Revenue	2,228	8,505	2,143	2,285	2,278	2,397	9,102
	YoY 6%	1%	2%	10%	9%	8%	7%
Operating Expenses	2,007	7,759	1,953	2,066	2,078	2,163	8,260
<b>Operating Profit (EBITDA)</b>	<b>221</b>	<b>746</b>	<b>190</b>	<b>219</b>	<b>200</b>	<b>234</b>	<b>842</b>
<b>Operating Margin</b>	<b>10%</b>	<b>9%</b>	<b>9%</b>	<b>10%</b>	<b>9%</b>	<b>10%</b>	<b>9%</b>
Depreciation	92	401	93	84	95	88	361
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-63	-169	-59	-53	-82	-91	-285
<b>Profit Before Tax</b>	<b>66</b>	<b>177</b>	<b>38</b>	<b>82</b>	<b>23</b>	<b>55</b>	<b>197</b>
Operational Tax	28	66	19	29	10	15	72
<b>Operational PAT</b>	<b>38</b>	<b>110</b>	<b>19</b>	<b>53</b>	<b>13</b>	<b>40</b>	<b>125</b>
Share of Associate's Net Profit	200	649	201	261	230	246	939
Tax on Associate Profit	41	135	41	54	48	55	199
<b>PAT after Associate Profit</b>	<b>197</b>	<b>625</b>	<b>179</b>	<b>259</b>	<b>194</b>	<b>232</b>	<b>864</b>
<b>EPS (Rs.)</b>	<b>1.2</b>	<b>3.8</b>	<b>1.1</b>	<b>1.6</b>	<b>1.2</b>	<b>1.4</b>	<b>5.2</b>

System Wide Revenue for FY19 at Rs 12,102 Mn

**People**

	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
Headcount*	2,475	2,475	2,489	2,611	2,579	2,565	2,565

\* Not including retainers/ project resources

**Shareholding Pattern**

	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
Promoters	32%	32%	32%	32%	32%	32%	32%
FPIs	19%	19%	17%	16%	16%	13%	13%
MFs, FIs and Banks	11%	11%	11%	12%	11%	14%	14%
Others	38%	38%	40%	41%	41%	42%	42%
<b>Total*</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

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

### Corporate Learning Group

Rs. Mn	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
<b>Net Revenue</b>	1,451	5,183	1,506	1,616	1,614	1,588	6,324
YoY	28%	14%	28%	28%	25%	9%	22%
Operating Expenses	1,255	4,422	1,287	1,379	1,380	1,372	5,418
<b>Operating Profit</b>	196	761	219	238	234	215	906
Operating Margin	14%	15%	15%	15%	15%	14%	14%

Other Details	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
No. of MTS customers	39	39	39	40	42	46	46
Revenue Visibility (\$ Mn)	218	218	224	226	255	245	245

### Skills & Careers Group

Rs. Mn	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
<b>Net Revenue</b>	602	2,729	548	617	634	629	2,428
YoY	-14%	-11%	-21%	-15%	-10%	5%	-11%
Operating Expenses	616	2,759	557	608	618	639	2,422
<b>Operating Profit</b>	-14	-30	-9	10	16	-10	6
Operating Margin	-2%	-1%	-2%	2%	3%	-2%	0%

Other Details	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
Enrolments	37,527	154,466	33,081	33,966	29,277	25,218	121,542
Share of Revenue from Beyond IT	41%	38%	36%	37%	42%	41%	39%

### School Learning Group

Rs. Mn	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
<b>Net Revenue</b>	176	593	88	51	30	180	350
YoY	-33%	-32%	-62%	-45%	-67%	3%	-41%
Operating Expenses	136	577	108	79	80	152	420
<b>Operating Profit</b>	40	15	-20	-28	-50	29	-70
Operating Margin	23%	3%	-23%	-55%	-166%	16%	-20%

Other Details	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19
Fresh Order Intake (Rs Mn)	126	321	48	28	33	214	323
No. of School contracts	317	668	123	51	64	523	761
% share of IP led business	86%	66%	76%	83%	99%	98%	90%