

Consolidated Profit and Loss Account
For the Period ended Dec 31, 2024

Particulars (INR Mn)	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
Net Revenue	852	743	3,035	825	907	981
YoY	-9%	24%	-11%	32%	11%	15%
QoQ	5%	-13%		11%	10%	8%
Operating Expenses	774	730	2,986	827	886	889
Operating Profit (EBITDA)	78	13	48	(2)	21	92
<i>EBITDA margin</i>	<i>9%</i>	<i>2%</i>	<i>2%</i>	<i>0%</i>	<i>2%</i>	<i>9%</i>
Depreciation	48	50	184	56	57	61
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	154	166	594	155	188	143
Profit Before Tax	183	129	459	98	152	174
Tax	32	14	60	15	18	33
PAT before Non Controlling Interests / Profit/ (Loss) from Assets held for Sale and Discontinued Operations	151	115	399	83	134	141
Non Controlling Interests	(7)	(2)	(11)	(4)	(3)	(6)
Profit/ (loss) from Assets held for Sale and Discontinued Operations	(1)	(1)	(4)	(1)	(12)	(1)
PAT	144	112	384	78	118	134
EPS (INR)	1.07	0.83	2.85	0.57	0.88	0.99

By Product - Share of Net Revenue

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
<i>Tech</i>	71%	64%	69%	66%	64%	65%
<i>BFSI & Others</i>	29%	36%	31%	34%	36%	35%

By type of Learner - Share of Net Revenue

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
<i>Early Career</i>	52%	48%	50%	49%	48%	55%
<i>Work Pro</i>	48%	52%	50%	51%	52%	45%

StackRoute & TPaaS

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
Revenue Contribution %	23%	27%	26%	26%	30%	27%

Total Enrollments

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
Numbers	42,738	46,253	167,009	52,630	78,879	54,103

Enrollment Mix - Product Mix

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
<i>Tech</i>	53%	56%	60%	58%	61%	52%
<i>BFSI & Others</i>	47%	44%	40%	42%	39%	48%

Enrollment Mix - By type of Learner

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
<i>Early Career</i>	28%	31%	33%	33%	35%	35%
<i>Work Pro</i>	72%	69%	67%	67%	65%	65%

Balance Sheet Metrics

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
DSO days	59	46	46	54	56	68
Net Cash (INR Mn)	7,179	7,185	7,185	7,185	7,201	7,395

People

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
Headcount*	778	753	753	752	735	720

* Excluding retainers/ project resources

Shareholding Pattern

Particulars	Q3 FY24	Q4 FY24	FY24	Q1 FY25	Q2 FY25	Q3 FY25
Promoters	34.7%	34.7%	34.7%	34.7%	37.3%	37.2%
FPIs	18.4%	18.2%	18.2%	17.4%	13.6%	13.5%
MFs, AIFs, FIs and Banks	12.7%	12.6%	12.6%	12.6%	11.5%	11.5%
Others	34.1%	34.5%	34.5%	35.3%	37.7%	37.8%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding