

Consolidated Profit and Loss Account
For the Period ended December 31, 2022

Particulars (Rs. Mn)	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	
Net Revenue	3,847	3,750	13,775	4,048	3,922	4,546	
	YoY	51%	35%	44%	34%	24%	18%
	QoQ	22%	-3%		8%	-3%	16%
Operating Expenses	3,024	3,018	10,775	3,308	3,362	3,638	
Operating Profit (EBITDA)	823	732	2,999	740	560	908	
EBITDA margin	21%	20%	22%	18%	14%	20%	
Depreciation	136	157	577	139	150	160	
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	76	96	433	3	103	-37	
Profit Before Tax	763	671	2,855	604	513	712	
Tax	181	-14	518	127	96	145	
PAT before Associate Profit / Non Controlling Interests	582	685	2,338	478	417	567	
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-9	-1	-39	-15	-2	-2	
(Non Controlling Interests)	-24	-10	-37	-19	-20	-14	
PAT after Associate Profit	550	674	2,262	443	396	550	
EPS (Rs.)	4.1	5.0	16.8	3.3	2.9	4.1	

Note :

1. Net result (revenue minus expenses) of discontinued operations and assets held for sale reclassified as 'Profit/(Loss) from Discontinued Operations and Assets held for Sale' and reported as separate line below operating results, as per Ind AS 105

Corporate Learning Group

Rs. Mn		Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
Net Revenue		2,972	2,957	11,310	3,125	3,004	3,636
	YoY	36%	24%	35%	18%	10%	22%
	QoQ	9%	-1%		6%	-4%	21%
Operating Expenses		2,241	2,241	8,321	2,386	2,469	2,791
Operating Profit (EBITDA)		731	716	2989	739	535	845
EBITDA margin		25%	24%	26%	24%	18%	23%

Other Details		Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
No. of MTS customers		65	66	66	68	70	71
Revenue Visibility (\$ Mn)		326	328	328	304	305	321

Skills & Careers Group

Rs. Mn		Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
Net Revenue		874	793	2,465	923	918	910
	YoY	144%	97%	99%	145%	119%	4%
	QoQ	108%	-9%		16%	-1%	-1%
Operating Expenses		783	777	2,455	922	893	847
Operating Profit (EBITDA)		92	16	10	1	25	63
EBITDA margin		11%	2%	0%	0%	3%	7%

Others

	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
DSO days	57	48	48	49	46	61
Net Cash (INR Mn)	12,145	12,434	12,434	12,593	12,597	11,089

People

	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
Headcount*	2,832	3,104	3,104	3,240	3,299	3,272

* Not including retainers/ project resources

Shareholding Pattern

	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23
Promoters	35.1%	35.0%	35.0%	35.0%	34.9%	34.9%
FPIs	22.8%	21.5%	21.5%	21.7%	21.2%	20.5%
MFs, FIs and Banks	11.7%	12.1%	12.1%	11.7%	11.9%	12.3%
Others	30.4%	31.3%	31.3%	31.6%	32.0%	32.4%
Total*	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding