

Consolidated Profit and Loss Account
For the Period ended December 2020

| Particulars (Rs. Mn) | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|---|--------------|--------------|---------------|--------------|--------------|--------------|
| Net Revenue | 2,439 | 2,112 | 8,892 | 2,018 | 2,189 | 2,534 |
| | YoY 10% | -4% | 3% | 0% | -6% | 4% |
| | QoQ 5% | -13% | | -4% | 8% | 16% |
| Operating Expenses | 2,152 | 2,081 | 8,040 | 1,774 | 1,844 | 2,062 |
| Operating Profit (EBITDA) | 287 | 31 | 852 | 243 | 344 | 471 |
| EBITDA margin | 12% | 1% | 10% | 12% | 16% | 19% |
| Depreciation | 169 | 182 | 598 | 161 | 136 | 135 |
| Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items) | 259 | 112 | 13,879 | 308 | 171 | 220 |
| Profit Before Tax | 376 | -39 | 14,133 | 390 | 380 | 557 |
| Tax | 48 | -112 | 1,466 | 58 | 79 | 96 |
| PAT before Associate Profit / Non Controlling Interests | 328 | 72 | 12,667 | 332 | 301 | 461 |
| Profit/ (loss) from Assets held for Sale and Discontinued Operations | -59 | -66 | -305 | -38 | -41 | -47 |
| Share of Associate's Profit / (Non Controlling Interests) | 2 | 0 | 3 | -4 | 0 | 2 |
| Tax on Associate's Profit | 0 | 0 | -910 | 0 | 0 | 0 |
| PAT after Associate Profit | 271 | 6 | 13,275 | 290 | 260 | 415 |

* 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 sseprate line below operating results, as per Ind AS 105

People

| | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|------------|---------|---------|-------|---------|---------|---------|
| Headcount* | 2,575 | 2,600 | 2,600 | 2,533 | 2,386 | 2,435 |

* Not including retainers/ project resources

Shareholding Pattern

| | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|--------------------|---------|---------|-------|---------|---------|---------|
| Promoters | 34.4% | 34.4% | 34.4% | 34.3% | 34.3% | 34.3% |
| FPIs | 17.3% | 17.3% | 17.3% | 19.0% | 22.2% | 23.8% |
| MFs, FIs and Banks | 14.2% | 13.1% | 13.1% | 12.8% | 8.9% | 8.5% |
| Others | 34.2% | 35.3% | 35.3% | 33.9% | 34.6% | 33.4% |
| Total* | 100% | 100% | 100% | 100% | 100% | 100% |

* Percentages may not add to 100% due to rounding

Corporate Learning Group

| Rs. Mn | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|----------------------------------|---------|---------|-------|---------|---------|---------|
| Net Revenue | 1,895 | 1,754 | 6,913 | 1,785 | 1,941 | 2,175 |
| YoY | 17% | 10% | 9% | 17% | 12% | 15% |
| QoQ | 9% | -7% | | 2% | 9% | 12% |
| Operating Expenses | 1,601 | 1,611 | 5,983 | 1,473 | 1,543 | 1,674 |
| Operating Profit (EBITDA) | 294 | 143 | 931 | 312 | 398 | 500 |
| EBITDA margin | 16% | 8% | 13% | 17% | 20% | 23% |

| Other Details | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|----------------------------|---------|---------|------|---------|---------|---------|
| No. of MTS customers | 51 | 54 | 54 | 55 | 56 | 58 |
| Revenue Visibility (\$ Mn) | 265 | 263 | 263 | 263 | 259 | 270 |

Skills & Careers Group

| Rs. Mn | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|----------------------------------|---------|---------|-------|---------|---------|---------|
| Net Revenue | 544 | 358 | 1,979 | 233 | 247 | 359 |
| YoY | -11% | -41% | -15% | -53% | -58% | -34% |
| QoQ | -7% | -34% | | -35% | 6% | 45% |
| Operating Expenses | 538 | 457 | 2,013 | 301 | 301 | 388 |
| Operating Profit (EBITDA) | 6 | -100 | -35 | -68 | -54 | -29 |
| EBITDA margin | 1% | -28% | -2% | -29% | -22% | -8% |

| Other Details | Q3 FY20 | Q4 FY20 | FY20 | Q1 FY21 | Q2 FY21 | Q3 FY21 |
|---------------------------------|---------|---------|--------|---------|---------|---------|
| Enrolments | 14,483 | 9,485 | 73,054 | 2,317 | 10,597 | 7,767 |
| Share of Revenue from Beyond IT | 28% | 27% | 29% | 16% | 19% | 17% |