

**Consolidated Profit and Loss Account**  
For the Period ended March 2021

Particulars (Rs. Mn)	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
<b>Net Revenue</b>	<b>2,112</b>	<b>8,892</b>	<b>2,018</b>	<b>2,189</b>	<b>2,534</b>	<b>2,755</b>	<b>9,495</b>
	YoY	-4%	3%	0%	-6%	4%	30%
	QoQ	-13%		-4%	8%	16%	9%
Operating Expenses	2,081	8,040	1,774	1,844	2,062	2,061	7,742
<b>Operating Profit (EBITDA)</b>	<b>31</b>	<b>852</b>	<b>243</b>	<b>344</b>	<b>471</b>	<b>694</b>	<b>1,753</b>
<b>EBITDA margin</b>	<b>1%</b>	<b>10%</b>	<b>12%</b>	<b>16%</b>	<b>19%</b>	<b>25%</b>	<b>18%</b>
Depreciation	182	598	161	136	135	157	589
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	112	13,879	308	171	220	79	778
<b>Profit Before Tax</b>	<b>-39</b>	<b>14,133</b>	<b>390</b>	<b>380</b>	<b>557</b>	<b>615</b>	<b>1,942</b>
Tax	-112	1,466	58	79	96	103	336
<b>PAT before Associate Profit / Non Controlling Interests</b>	<b>72</b>	<b>12,667</b>	<b>332</b>	<b>301</b>	<b>461</b>	<b>513</b>	<b>1,606</b>
Profit/ (loss) from Assets held for Sale and Discontinued Operations	-66	-305	-38	-41	-47	-43	-169
Share of Associate's Profit / (Non Controlling Interests)	0	3	-4	0	2	-4	-6
Tax on Associate's Profit	0	-910	0	0	0	0	0
<b>PAT after Associate Profit</b>	<b>6</b>	<b>13,275</b>	<b>290</b>	<b>260</b>	<b>415</b>	<b>465</b>	<b>1,430</b>
<b>PAT after Associate Profit (Excluding One Time Gain)**</b>	<b>6</b>	<b>611</b>	<b>290</b>	<b>260</b>	<b>415</b>	<b>465</b>	<b>1,430</b>
<b>EPS (Rs.)</b>	<b>0.0</b>	<b>82.9</b>	<b>2.1</b>	<b>1.8</b>	<b>2.9</b>	<b>3.3</b>	<b>10.1</b>

\* 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

\*\* Excluding One time Capital gain & related Tax thereon in FY20, for like to like comparison

**People**

	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
Headcount*	2,600	2,600	2,533	2,386	2,435	2,531	2,531

\* Not including retainers/ project resources

**Shareholding Pattern**

	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
Promoters	34.4%	34.4%	34.3%	34.3%	34.3%	34.2%	34.2%
FPIs	17.3%	17.3%	15.9%	22.2%	23.8%	22.6%	22.6%
MFs, FIs and Banks	16.4%	16.4%	15.9%	11.8%	11.3%	11.3%	11.3%
Others	32.0%	32.0%	33.9%	31.7%	30.6%	32.0%	32.0%
Total*	100%	100%	100%	100%	100%	100%	100%

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

**Corporate Learning Group**

Rs. Mn	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
<b>Net Revenue</b>	1,754	6,913	1,785	1,941	2,175	2,353	8,254
YoY	10%	9%	17%	12%	15%	34%	19%
QoQ	-7%		2%	9%	12%	8%	
Operating Expenses	1,611	5,983	1,473	1,543	1,674	1,678	6,369
<b>Operating Profit (EBITDA)</b>	143	931	312	398	500	675	1885
EBITDA margin	8%	13%	17%	20%	23%	29%	23%

Other Details	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
No. of MTS customers	54	54	55	56	58	58	58
Revenue Visibility (\$ Mn)	263	263	263	259	270	287	287

**Skills & Careers Group**

Rs. Mn	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
<b>Net Revenue</b>	358	1,979	233	247	359	402	1,241
YoY	-41%	-15%	-53%	-58%	-34%	12%	-37%
QoQ	-34%		-35%	6%	45%	12%	
Operating Expenses	457	2,013	301	301	388	383	1,373
<b>Operating Profit (EBITDA)</b>	-100	-35	-68	-54	-29	19	-132
EBITDA margin	-28%	-2%	-29%	-22%	-8%	5%	-11%