

**Consolidated Profit and Loss Account**  
For the Period ended December 2019

Particulars (Rs. Mn)	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Net Revenue	2,255	2,372	9,003	2,080	2,365	2,476
YoY	9%	8%	7%	-2%	5%	10%
Operating Expenses	2,032	2,120	8,078	1,859	2,112	2,230
<b>Operating Profit (EBITDA)</b>	<b>224</b>	<b>252</b>	<b>925</b>	<b>221</b>	<b>254</b>	<b>246</b>
<b>Operating Margin</b>	<b>10%</b>	<b>11%</b>	<b>10%</b>	<b>11%</b>	<b>11%</b>	<b>10%</b>
Depreciation	95	88	359	127	137	178
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	(81)	(58)	(249)	13,135	345	261
<b>Profit Before Tax</b>	<b>48</b>	<b>106</b>	<b>317</b>	<b>13,229</b>	<b>462</b>	<b>328</b>
Tax	10	15	72	3,162	(1,633)	48
<b>PAT before Associate Profit / Non Controlling Interest</b>	<b>38</b>	<b>92</b>	<b>245</b>	<b>10,067</b>	<b>2,094</b>	<b>281</b>
Profit/ (loss) from discontinued Operations	(25)	(51)	(120)	(69)	(6)	(11)
Share of Associate's Profit / (Non Controlling Interest)	230	246	939	(4)	5	2
Tax on Associate's Profit	48	55	199	(910)	0	0
<b>PAT after Associate Profit</b>	<b>194</b>	<b>232</b>	<b>864</b>	<b>10,904</b>	<b>2,093</b>	<b>271</b>
<b>EPS (Rs.)</b>	<b>1.2</b>	<b>1.4</b>	<b>5.2</b>	<b>65.1</b>	<b>12.5</b>	<b>1.9</b>

\* Net result (revenue minus expenses) of discontinued operations reclassified as 'Profit/(Loss) from Discontinued Operations' as per Ind AS 105

**People**

	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Headcount*	2,579	2,565	2,565	2,521	2,540	2,575

\* Not including retainers/project resources

**Shareholding Pattern**

	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Promoters	31.6%	31.6%	31.6%	31.5%	31.5%	34.4%
FPIs	16.4%	13.0%	13.0%	14.0%	14.7%	17.3%
MFs, FIs and Banks	11.3%	13.8%	13.8%	17.1%	17.9%	14.2%
Others	40.6%	41.7%	41.7%	37.4%	35.9%	34.2%
<b>Total*</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	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Net Revenue	1,614	1,588	6,324	1,524	1,740	1,895
YoY	25%	9%	22%	1%	8%	17%
Operating Expenses	1,380	1,372	5,418	1,301	1,470	1,601
Operating Profit	234	215	906	223	271	294
Operating Margin	15%	14%	14%	15%	16%	16%

Other Details	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
No. of MTS customers	42	46	46	49	51	51
Revenue Visibility (\$ Mn)	255	245	245	264	250	265

### Skills & Careers Group

Rs. Mn	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Net Revenue	611	604	2,329	494	583	544
YoY	-10%	4%	-12%	-5%	-2%	-11%
Operating Expenses	572	596	2,241	468	550	538
Operating Profit	40	8	89	26	34	6
Operating Margin	7%	1%	4%	5%	6%	1%

Other Details	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Enrolments	29,277	25,218	1,21,542	23,207	26,021	14,483
Share of Revenue from Beyond IT	40%	38%	36%	30%	32%	28%

### School Learning Group

Rs. Mn	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Net Revenue	30	180	350	62	42	37
YoY	-67%	3%	-41%	-30%	-18%	22%
Operating Expenses	80	152	420	90	93	91
Operating Profit	(50)	29	(70)	(28)	(51)	(54)
Operating Margin	-166%	16%	-20%	-44%	-121%	-147%

Other Details	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20
Fresh Order Intake (Rs Mn)	33	214	323	56	39	36
No. of School contracts	64	523	761	156	80	50