

Consolidated Profit and Loss Account
For the Period ended March 2020

Particulars (Rs. Mn)	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Net Revenue	2,192	8,653	2,018	2,323	2,439	2,112	8,892
YoY	8%	11%	0%	5%	10%	-4%	3%
Operating Expenses	2,003	7,716	1,775	2,033	2,152	2,081	8,040
Operating Profit (EBITDA)	189	938	243	291	287	31	852
Operating Margin	9%	11%	12%	13%	12%	1%	10%
Depreciation	79	329	118	128	169	182	598
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	-74	-290	13,164	345	259	112	13,879
Profit Before Tax	35	319	13,289	507	376	-39	14,133
Tax	15	72	3,162	-1,633	48	-112	1,466
PAT before Associate Profit / Non Controlling Interest	21	247	10,127	2,140	328	72	12,667
Profit/ (loss) from discontinued Operations & Assets held for Sale	20	-122	-129	-51	-59	-66	-305
Share of Associate's Profit / (Non Controlling Interest)	246	939	-4	5	2	0	3
Tax on Associate's Profit	55	199	-910	0	0	0	-910
PAT after Associate Profit	232	864	10,904	2,093	271	6	13,275

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

People

	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Headcount*	2,565	2,565	2,521	2,540	2,575	2,600	2,600

* Not including retainers/ project resources

Shareholding Pattern

	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Promoters	31.6%	31.6%	31.5%	31.5%	34.4%	34.4%	34.4%
FPIs	13.0%	13.0%	14.0%	14.7%	17.3%	17.3%	17.3%
MFs, FIs and Banks	13.8%	13.8%	17.1%	17.9%	14.2%	13.1%	13.1%
Others	41.7%	41.7%	37.4%	35.9%	34.2%	35.3%	35.3%
Total*	100%	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Net Revenue	1,588	6,324	1,524	1,740	1,895	1,754	6,913
YoY	9%	22%	1%	8%	17%	10%	9%
Operating Expenses	1,372	5,418	1,301	1,470	1,601	1,611	5,983
Operating Profit	215	906	223	271	294	143	931
Operating Margin	14%	14%	15%	16%	16%	8%	13%

Other Details	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
No. of MTS customers	46	46	49	51	51	54	54
Revenue Visibility (\$ Mn)	245	245	264	250	265	263	263

Skills & Careers Group

Rs. Mn	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Net Revenue	604	2,329	494	583	544	358	1,979
YoY	4%	-12%	-5%	-2%	-11%	-41%	-15%
Operating Expenses	596	2,241	468	550	538	457	2,013
Operating Profit	8	89	26	34	6	-100	-35
Operating Margin	1%	4%	5%	6%	1%	-28%	-2%

Other Details	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20
Enrolments	25,218	1,21,542	23,207	25,879	14,483	9,485	73,054
Share of Revenue from Beyond IT	38%	33%	30%	32%	28%	27%	29%