

Consolidated Profit and Loss Account
For the Period ended September

Particulars (Rs. Mn)	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Net Revenue	2,116	2,260	2,255	2,372	9,003	2,080	2,365
YoY	1%	10%	9%	8%	7%	-2%	5%
Operating Expenses	1,907	2,020	2,032	2,120	8,078	1,859	2,112
Operating Profit (EBITDA)	209	240	224	252	925	221	254
Operating Margin	10%	11%	10%	11%	10%	11%	11%
Depreciation	93	84	95	88	359	127	137
Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)	(58)	(52)	(81)	(58)	(249)	13,135	345
Profit Before Tax	59	104	48	106	317	13,229	462
Tax	19	29	10	15	72	3,162	(1,633)
PAT before Associate Profit/Minority Interest	40	76	38	92	245	10,067	2,094
Profit/ (loss) from discontinued Operations	(21)	(23)	(25)	(51)	(120)	(69)	(6)
Share of Associate's Profit / (Non Controlling Interest)	201	261	230	246	939	(4)	5
Tax on Associate Profit	41	54	48	55	199	(910)	0
PAT after Associate Profit	179	259	194	232	864	10,904	2,093
EPS (Rs.)	1.1	1.6	1.2	1.4	5.2	65.1	12.5

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

People

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Headcount*	2,489	2,611	2,579	2,565	2,565	2,521	2,540

* Not including retainers/project resources

Shareholding Pattern

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Promoters	31.7%	31.6%	31.6%	31.6%	31.6%	31.5%	31.5%
FPIs	17.3%	16.0%	16.4%	13.0%	13.0%	14.0%	14.7%
MFs, FIs and Banks	11.4%	11.6%	11.3%	13.8%	13.8%	17.1%	17.9%
Others	39.6%	40.8%	40.6%	41.7%	41.7%	37.4%	35.9%
Total*	100%	100%	100%	100%	100%	100%	100%

* Percentages may not add to 100% due to rounding

Corporate Learning Group

Rs. Mn	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Net Revenue	1,506	1,616	1,614	1,588	6,324	1,524	1,740
	YoY 28%	28%	25%	9%	22%	1%	8%
Operating Expenses	1,287	1,379	1,380	1,372	5,418	1,301	1,470
Operating Profit	219	238	234	215	906	223	271
Operating Margin	15%	15%	15%	14%	14%	15%	16%

Other Details	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
No. of MTS customers	39	40	42	46	46	49	51
Revenue Visibility (\$ Mn)	224	226	255	245	245	264	250

Skills & Careers Group

Rs. Mn	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Net Revenue	521	593	611	604	2,329	494	583
	YoY -24%	-16%	-10%	4%	-12%	-5%	-2%
Operating Expenses	511	562	572	596	2,241	468	550
Operating Profit	10	31	40	8	89	26	34
Operating Margin	2%	5%	7%	1%	4%	5%	6%

Other Details	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Enrolments	33,081	33,966	29,277	25,218	121,542	23,207	26,021
Share of Revenue from Beyond IT	33%	34%	40%	38%	36%	30%	32%

School Learning Group

Rs. Mn	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Net Revenue	88	51	30	180	350	62	42
	YoY -62%	-45%	-67%	3%	-41%	-30%	-18%
Operating Expenses	108	79	80	152	420	90	93
Operating Profit	(20)	(28)	(50)	29	(70)	(28)	(51)
Operating Margin	-23%	-55%	-166%	16%	-20%	-44%	-121%

Other Details	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20
Fresh Order Intake (Rs Mn)	48	28	33	214	323	56	39
No. of School contracts	123	51	64	523	761	156	80