



Excellence Since 1995

Q3 FY23 Investor Presentation



Core Values



Safe Harbour

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Q3 FY 22 means the Quarter ending December 31, 2021

Dec 21 means Period ending December 31, 2022

Q3 FY 23 means the Quarter ending December 31, 2022

Dec 22 means Period ending December 31, 2022



Content

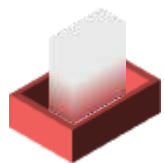


Financial Updates



Business Updates

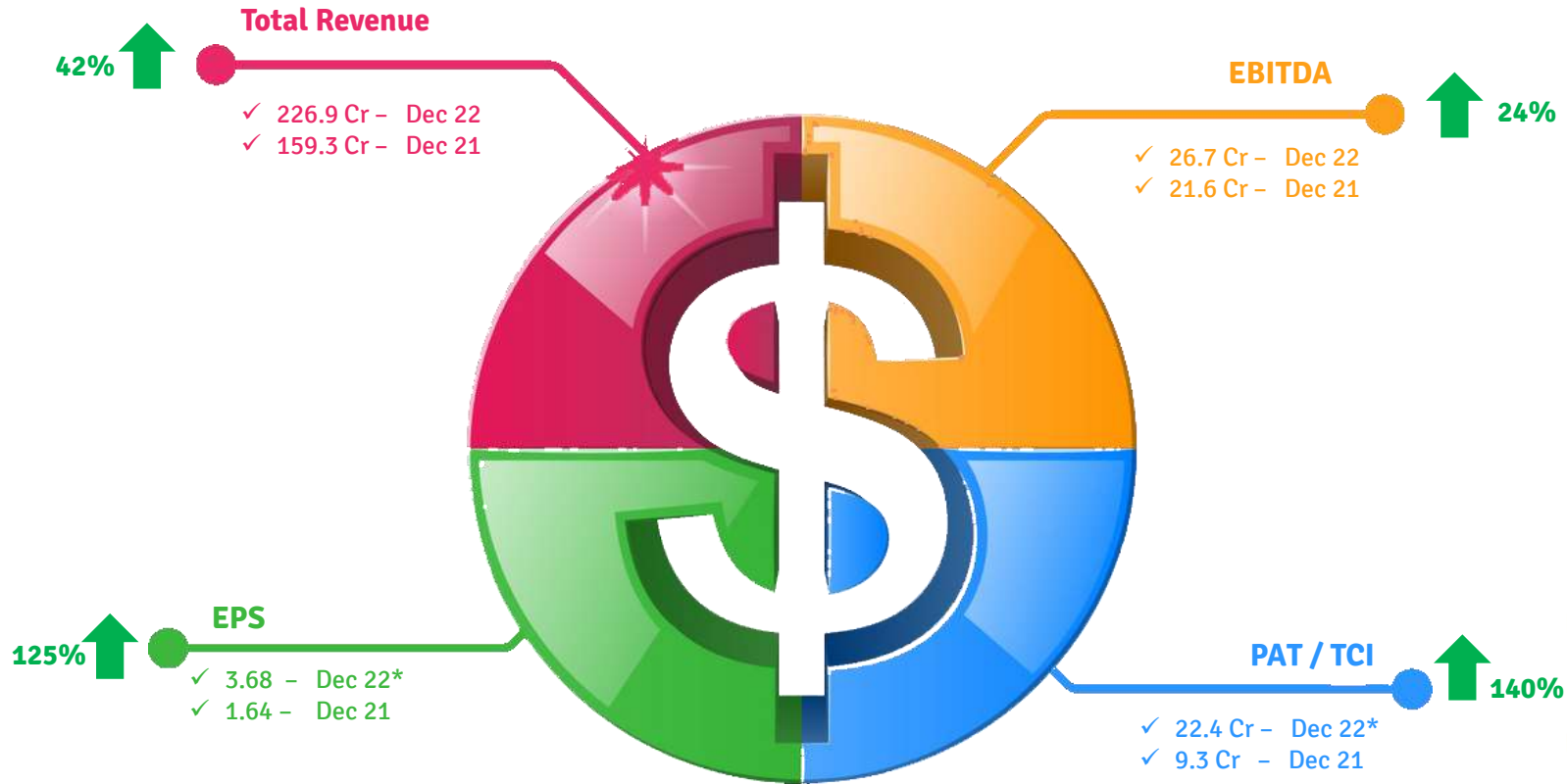




Financial Update



Financial Update

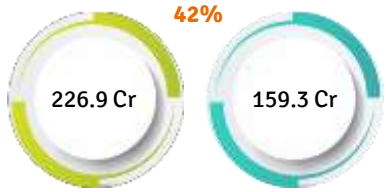


* Includes Net exceptional gains (~6 Cr)

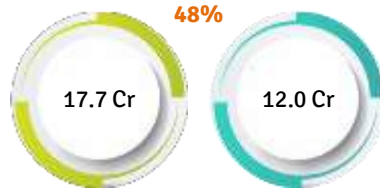


Financial Summary

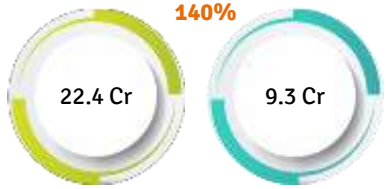
■ Dec 22 ■ Dec 21



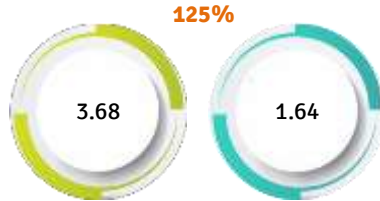
Total Revenue



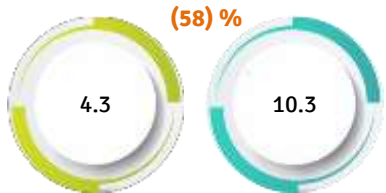
PBT



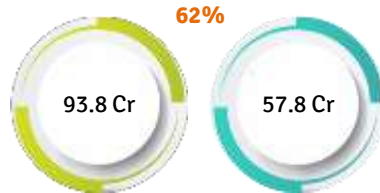
PAT/TCI*



EPS*

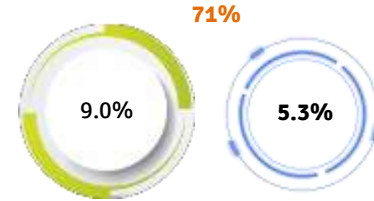


CC Utilization
(LT Borrowings: 1.1 Cr vs 3.4 Cr)

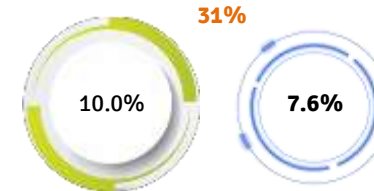


Cash

■ Dec 22 (Annualized) ■ Mar 22 (A)



ROE (%)



ROCE (%)

* Includes Net exceptional gains (~6 Cr)



Segment Update

		<u>3 Months</u>			<u>9 Months</u> (Rs. In Cr)		
		Q3 FY23	Q3 FY22	Y-o-Y	Dec 22	Dec 21	Y-o-Y
Total		63.1	49.8	27%	221.5	154.2	44%
EBITDA*		8.9	6.7	34%	32.5	25.8	26%
EdTech	Revenue	35.7	27.2	31%	132.5	92.6	43%
	EBITDA	6.9	4.6	52%	27.8	20.5	35%
MarTech	Revenue	27.5	22.6	21%	89.0	61.6	44%
	EBITDA	2.3	2.4	-3%	5.8	6.0	-4%

* Includes EBITDA for Others (Discontinued & Scaled Down) as well

- Even in the weakest Quarter, had a revenue growth of 26%
- MRRs for both EdTech and MarTech close to Pre-COVID levels
- EdTech EBITDA also showing positive growth; MarTech EBITDA impacted by FOREX rates, resulting in Margins being reflected in OCI nos. (CY: 1.1 Cr vs LY: 0.01 Cr)



Segment Update – Key Parameters

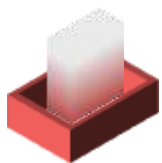
(Rs. In Cr)

EdTech*	Dec 22	Dec 21
Revenue	132.5	92.6
EBITDA	27.8	20.5
PAT	15.0	9.6
RoCE	13%	6%
RoE	9%	4%

MarTech*	Dec 22	Dec 21
Revenue	89.0	61.6
EBITDA	5.8	6.0
PAT	2.9	2.9
RoCE	10%	13%
RoE	7%	9%

*RoCE & RoE have been Annualized for both the periods





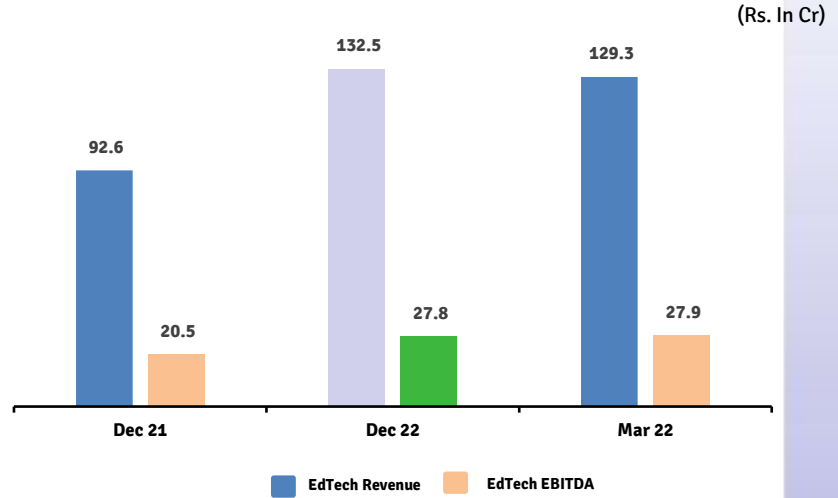
Business Update: EdTech



Business Update

Test Prep

- Test Prep Shows strong growth.
 - ARPU up 26% Y-o-Y; Billing up 34%
 - Business Partner Billing up 49%.
 - Q3 – Examination quarter.
 - 54 New centers added from April 22 till Dec 22
- Board helpline launched under “Project Lakshya”



Top Ranks
CLAT 2023

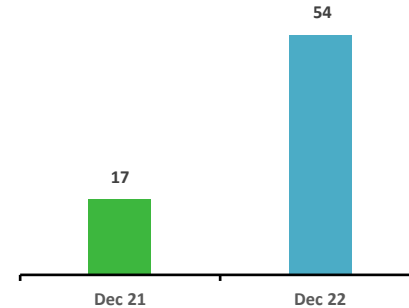


Top Ranks
AILET 2023



Number 1 Rank
AILET & CLAT 2023

Center Addition



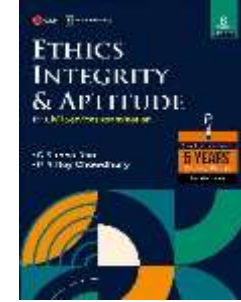
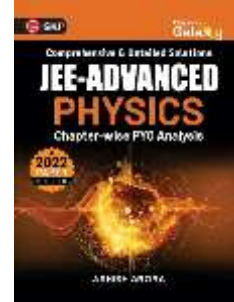
Business Update

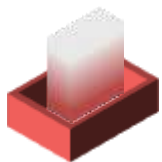
Content

- Publishing Biz up 19%
- JEE-Advance trending as #1 in JEE Category.

Platform

- Biz up 37% (Y-o-Y): 10.5 Cr vs 7.7 Cr;
 - New Clients signed up – 58
- Events season and application/admission window to commence in Q4 FY23





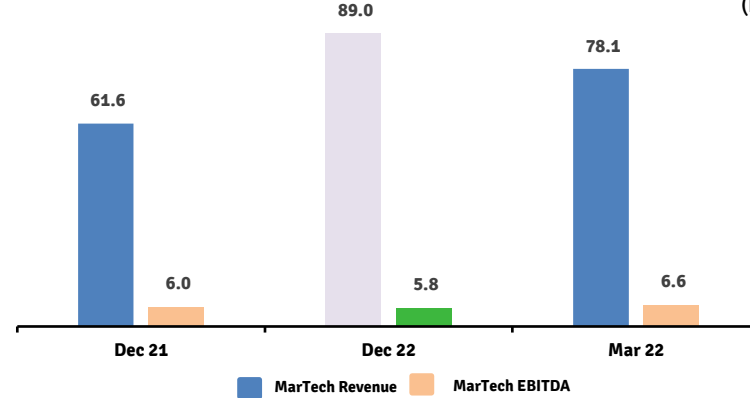
Business Update: MarTech



Business Update

VOSMOS

- ✓ VOSMOS debuts Metaverse & virtual experiences technology at CES 2023, Las Vegas & GITEX, Dubai
- ✓ Received order to build – Futuristic Muscat City
- ✓ Have also signed pilot with OBC Vietnam



Services Biz

- ✓ APAC showing positive growth - Physical events in India & Singapore continuing to increase
- ✓ Looking to launch Indonesia operations in 2 weeks
- ✓ Core services mix in Singapore increasing and hence better profitability





Get in Touch !



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