



Empowerment through Technology

Financial Results

July - September, 2006

October 29, 2006

Business Review

- *Result Highlights*
- *Consolidated Financials*
- *Product Mix*
- *Quarterly Highlights*

Financial Highlights

- ✓ ***System-wide Revenues at Rs. 322.15 crores , up 90 % YoY***
- ✓ ***Operating Profit (EBITDA) at Rs. 15.93 crores, up 162 % YoY***
- ✓ ***Net profit after tax - Rs. 10.66 crores***
- ✓ ***China Revenues at Rs. 24.76 crores, contributes 45.24 % to the company revenues***

Consolidated Financials

Particulars	JAS'06	JAS'05	YoY (%)
SYSTEM WIDE REVENUE	32,215	16,913	90%
NET REVENUES	5,492	3,904	41%
TOTAL EXPENSES	3,825	3,096	23.5%
PROFIT BEFORE INTEREST, DEPRECIATION & EXCEPTIONAL ITEMS	1,667	808	106%
PROFIT BEFORE EXCEPTIONAL ITEMS & DEPRECIATION	1,613	645	150%
DEPRECIATION	429	594	-27.7%
PROFIT BEFORE TAX	1,184	51	222%
PROVISION FOR TAXES :			
INCOME TAX & WEALTH TAX	99	120	
FRINGE BENEFIT TAX	19	16	
DEFERRED TAX	-		
PROFIT / (LOSS) AFTER TAX	1,066	(85)	1354%
PAID UP EQUITY SHARE CAPITAL (Rs. 10 each)	3,788.23	3,763.34	
EPS in Rupees (Not annualized)			
BASIC	2.81	(0.24)	1271%
DILUTED	2.68	(0.24)	1217%

Rs. Lacs

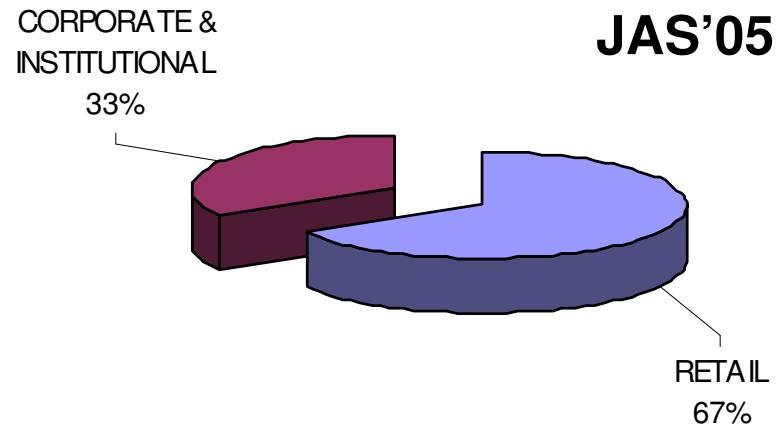
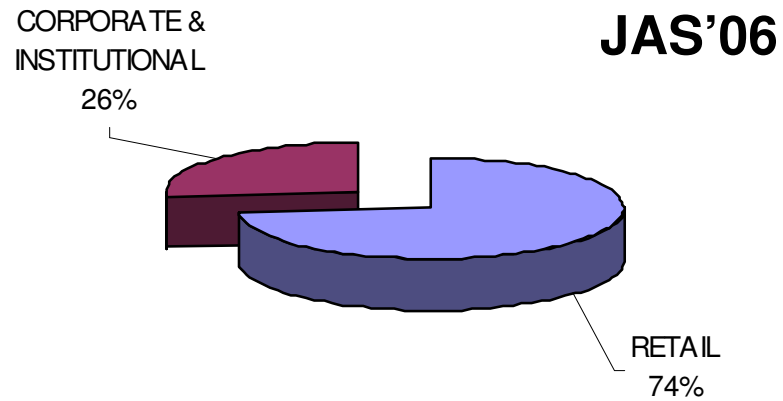
Consolidated Segmented Results

Particulars	JAS'06	JAS'05	YoY (%)
SEGMENT REVENUE			
RETAIL	4,043	2,589	56.16%
INSTITUTIONAL	1,439	1,297	10.94%
TOTAL	5,482	3,886	41.07%
SEGMENT RESULTS			
RETAIL	1,940	1,329	45.97%
INSTITUTIONAL	(172)	(841)	79.60%
TOTAL	1,768	488	262.29%
TOTAL PBT	1,184	51	222%

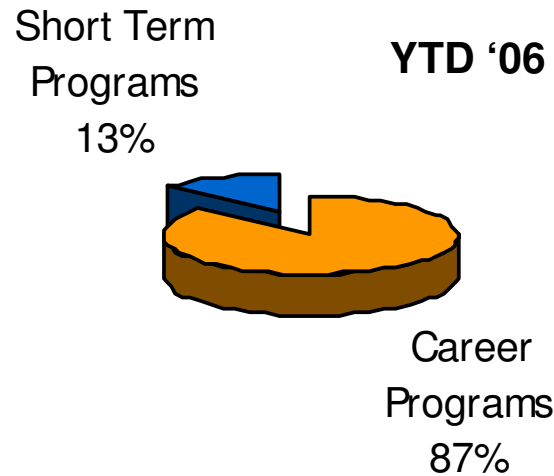
Rs. Lacs

- *Aptech's Retail Business witnessed a remarkable growth, showing an 86 % increase over last year*
- *Aptech's flagship programme ACCP showed an impressive 90 % increase in enrollments compared to the same quarter last year*
- *Aptech's move to offer ACCP at select SSi Education Centres met with encouraging response*

Revenue Mix

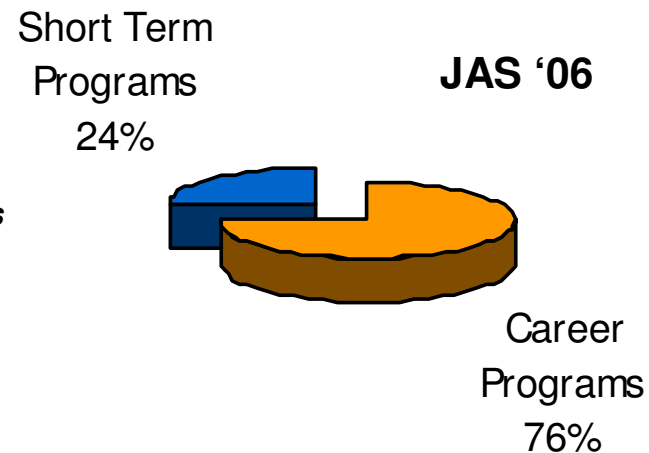


Product Mix



- YTD '06**
- *Career Enrolments at 212854*
 - *Total enrolments at 246064*
 - *China Enrolments at 121823*

- JAS '06**
- *Career Enrolments at 93427*
 - *ACCP showed an impressive 90 % increase in enrolments compared to the same quarter last year*
 - *Total enrolments at 122561*





China Operations

- **China revenues up from 16.04 crores to 24.76 crores, showing an increase of 54%. Continues to be the Number No. 1 IT Training Brand in China**
- **Added 20 new centres in the Quarter - presence in 24 Provinces, 70 cities, 225 centres**
- **Added 121823 students in the first 9 months of 2006**
- **202% increase in the enrollments from the corresponding period last year**
- **Leading organizations like MOTOROLA, HUA WEI & TCL hired students from Aptech in China**





Synergetics Acquired

Synergetics becomes a subsidiary of Aptech Ltd.

- ***Acquired 70% stake in of the Mumbai based Synergetics Information Technology Service India Pvt. Ltd.***
- ***The company is engaged in high-end IT training vertical business***
- ***Acquisition to augment Aptech's Corporate Training Business***
- ***The results for the quarter ending December 2006 of Aptech would reflect the business results of Synergetics***

Quarterly Highlights

Arena Multimedia : Signed up centres in Syria, Mongolia, Afghanistan - commenced operations for centres in Philippines, Iran & Dubai

Avalon Aviation Academy : Signed up centres in Western India - forged alliances with Virgin Atlantic and IATA for running vendor certified programmes

India Window Programme : Candidates from the prestigious NEC, Japan & Ministry of Education, Govt. of Maldives, trained at India Window Programme centre at Bangalore. Aptech has been training students from Korea, El Salvador, Madagascar, Mauritius, Bangladesh, South Africa, Nigeria etc. under this programme



Quarterly Highlights

- ***ATTEST & Aptech Learning Services awarded the ISO 27001 Certification by the British Standards Institutions (BSI)***
- ***The certification provides our existing clients and prospects enhanced reliability and confidence***
- ***ATTEST establishes 6 Dedicated Testing centres (DTCs)***
- ***Has 38 Authorized Testing Centres (ATCs) across the country***
- ***Conducted over 3.6 lac tests year to date***

ATTEST

is now authorized to conduct TOEFL tests through its Testing centres

Quarterly Highlights

Corporate Training Solutions

- *Repeat orders from Leading Nationalized Bank & Auto Majors*
- *Entry into induction trainings in IT vertical with contracts from IT Majors*
- *Customer Interface training contracts from leading Financial Institutions, Retail & Telecom majors*



*Integrating Knowledge with
Intelligent Solutions*