



#HarGharHunar

Q1 FY23-24

Results Update Presentation

August 2023

PERFORMANCE UPDATE

Q1 FY2023-24

KEY HIGHLIGHTS



#1 Dr. Anil Pant, MD & CEO, went on indefinite leave from June 20, 2023, due to ill health and unfortunately passed away on August 15, 2023.

#2 Dr. Anuj Kacker, Executive Director & President, appointed as the **Chief Executive Officer (Interim)** (w.e.f. July 18, 2023).

#3 Mr. Neeraj Malik appointed as the **Chief Business Officer – Enterprise Business & Government Initiatives** as he rejoined Aptech w.e.f. August 1, 2023.

#4 Overall revenue growth of 119% and Profit After Tax increased by 169% in Q1 FY2023-24 on a YOY basis.

#5 Global Retail revenue jumped by **73%** on YOY basis. **Segment PBT** YOY growth of **26%**.

#6 Enterprise Business profit of Rs. 3.17 crores against a loss in Q1 FY2022-23 due to **423% YOY revenue growth**.

#7 YOY Domestic Retail Booking growth of **35%** taking the overall **Global Retail Booking** growth to **28%** YOY.

QUARTERLY OPERATIONAL METRICS



Booking	Q1 FY24	Q1 FY23	YOY Var	Q1 FY22	CAGR
Domestic	21,331	15,742	35.5%	5,454	97.8%
International	5,150	5,012	2.8%	2,962	31.9%
Global Retail	26,481	20,754	27.6%	8,416	77.4%

New Centres	Q1 FY24	Q1 FY23
Domestic	19	19
International	9	4
Global Retail	28	23

Billing	Q1 FY24	Q1 FY23	YOY Var	Q1 FY22	CAGR
Domestic	11,389	9,323	22.2%	4,257	63.6%
International	3,986	3,629	9.8%	2,601	23.8%
Global Retail	15,375	12,952	18.7%	6,858	49.7%

Same Store Growth	Q1 FY24	Q1 FY23
Domestic Booking	33.6%	181.5%
Domestic Billing	23.2%	107.0%

Enrolments	Q1 FY24	Q1 FY23	YOY Var	Q1 FY22	CAGR
Domestic	24,954	20,164	23.8%	7,739	79.6%
International	11,295	8,298	36.1%	4,291	62.2%
Global Retail	36,249	28,462	27.4%	12,030	73.6%

KEY OPERATIONAL HIGHLIGHTS



- * In line with historical trajectory, the AVGC brands continued to develop their offering in the latest genre of Gaming (after Multimedia, Animation & VFX) by launching 2 new courses under MAAC India and one course in Arena Vietnam.
 - YOY Booking growth in AVGC segment of 45%.
- * The Company continued to focus on increasing its customer acquisition and marketing efforts.
 - IPL campaign by Arena Animation on Jio and other cricket related platforms delivered ~60 million in impressions and a reach of ~25 million.
 - The Cover Girl 3 launched by Lakme Academy. Prize is a shoot for Elle India Cover with Prajakta Koli, Shirley Setia & Srishti Dixit. 2500 Registrations across 700 Teams.
 - 100+ teams from 10 countries participated in 100 HOURS – The Global Creative Marathon (Season 3).
- * 24% YOY increase in available job openings for our students in Domestic Retail.
- * Our significant investments in building capacity for pan-India exam roll outs have helped us consistently and successfully execute voluminous projects covering length and breadth of the country in recent times, including the reported quarter.
- * Share of Collection from Students Migrated to Student Delivery Model as a percentage of Total Collection in Domestic Retail (Excl. Aptech Preschool) increased from 58.2% in Q4 FY2022-23 to 65.6% in Q1 FY2023-24.
- * YOY increase in Interest Income from Bank Deposits by 250% resulted in YOY increase in Other Income by 43%.
- * Removal of trading restrictions by Nigerian central bank led to Nigerian Naira depreciating by 65% (against USD) in June 2023. Forex loss on restatement of Bank Balances and Debtors of Rs. 327 lakhs (recognized as an exceptional item).

QUARTERLY SEGMENT FINANCIALS



Operating Revenue	Q1 FY24	Q1 FY23	YOY Var	Q4 FY23	QOQ Var
Global Retail	8,415	4,862	73.1%	7,371	14.2%
Enterprise Biz	3,863	738	423.3%	10,475	-63.1%
Total	12,278	5,600	119.3%	17,846	-31.2%
Global Retail*	4,646	3,884	19.6%	4,014	15.8%
Total*	8,509	4,622	84.1%	14,489	-41.3%

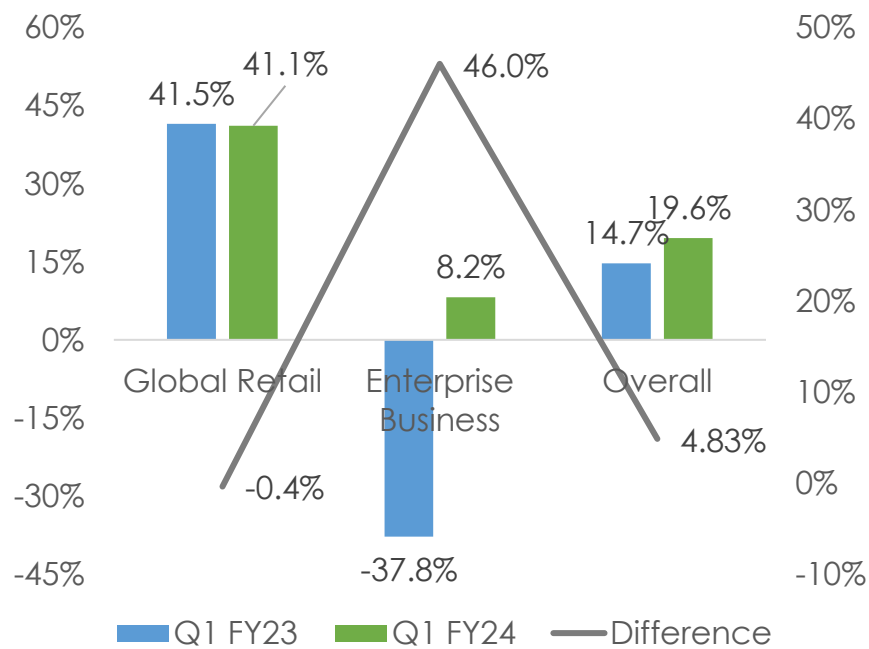
Operating Revenue	Q1 FY24	Q1 FY23	YOY Var	Q4 FY23	QOQ Var
Domestic	7,528	4,077	84.7%	6,684	12.6%
International	887	785	13.0%	687	29.1%
Domestic*	3,759	3,099	21.3%	3,327	13.0%

Segment PBT	Q1 FY24	Q1 FY23	YOY Var	Q4 FY23	QOQ Var
Global Retail	1,643	1,305	25.9%	1,268	29.6%
Enterprise Biz	317	-279	-	2,980	-89.4%
Corporate	-510	-625	-	-636	-
Exceptional Item	-327	-	-	-	-
Total	1,123	401	179.8%	3,613	-68.9%
Global Retail*	1,911	1,613	18.5%	1,377	38.8%
Total*	1,391	709	96.1%	3,721	-62.6%

* After adjustments to negate the impact of transition to Student Delivery Model

Q1 FY23-24 PROFITABILITY ANALYSIS

YOY PBT[^] Profitability Movement



- * Advertising Expenses in Q1 FY22-23 were only 10.5% of the Global Retail revenue (adjusted for Student Delivery transition) which increased to 12.8% in Q1 FY23-24, hence, a marginal decrease in % PBT for Global Retail
- * Corporate overheads went up by 7.3% on an absolute basis, however, as a % of overall operating revenue (adjusted for Student Delivery transition) their intensity reduced from 15.8% to 9.2%

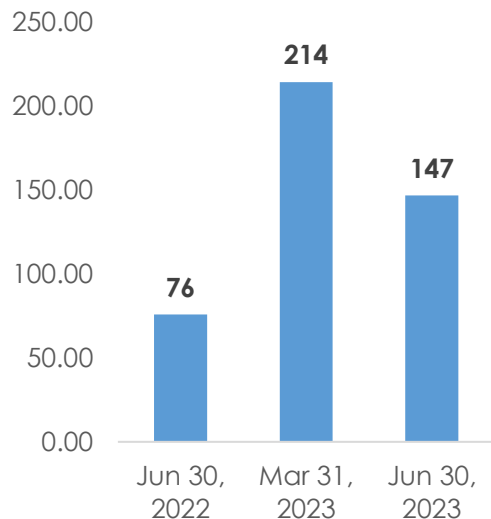
[^] After adjustments to negate the impact of transition to Student Delivery Model

QUARTERLY P&L



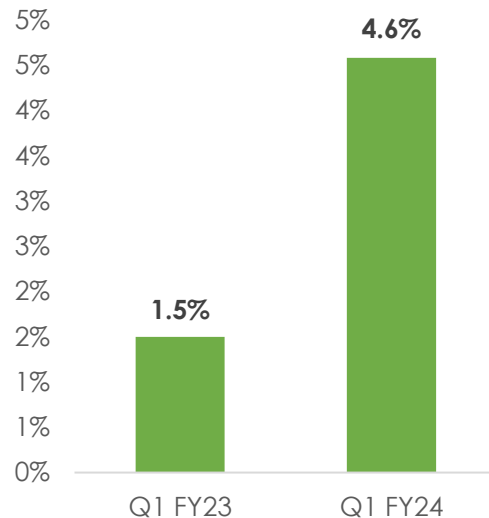
	Q1 FY24	Q1 FY23	YOY Var	Q4 FY23	QOQ Var	Q1 FY24^	Q1 FY23^	YOY Var^
Operating Revenue	12,278	5,600	119.3%	17,846	-31.2%	8,509	4,622	84.1%
Inventory	58	52	11.8%	40	43.7%	58	52	11.8%
Employee Benefit Expenses + ESOP	1,935	1,691	14.4%	1,850	4.6%	1,935	1,691	14.4%
Other Expenses	8,897	3,483	155.4%	12,458	-28.6%	4,860	2,197	121.2%
Total Operating Expenses	10,890	5,227	108.4%	14,348	-24.1%	6,853	3,941	73.9%
Operating EBITDA	1,388	373	271.9%	3,498	-60.3%	1,656	681	143.1%
Other Income	278	194	43.0%	301	-7.8%	278	194	43.0%
EBITDA	1,666	568	193.5%	3,799	-56.1%	1,934	876	120.9%
Depreciation	186	166	11.8%	173	7.1%	186	166	11.8%
Finance Costs	30	0	8571.4%	13	129.6%	30	0	-
PBT	1,450	401	261.4%	3,613	-59.9%	1,718	709	142.3%
Exceptional Items	-327	-	-	-	-	^ After adjustments to negate the impact of transition to Student Delivery Model		
Tax	312	100	211.6%	305	12.5%			
PAT	811	301	169.3%	3,335	-75.7%			
EPS (Diluted) in Rs.	1.96	0.72	170.5%	8.05	-75.7%			

QUARTERLY BALANCE SHEET & RATIOS



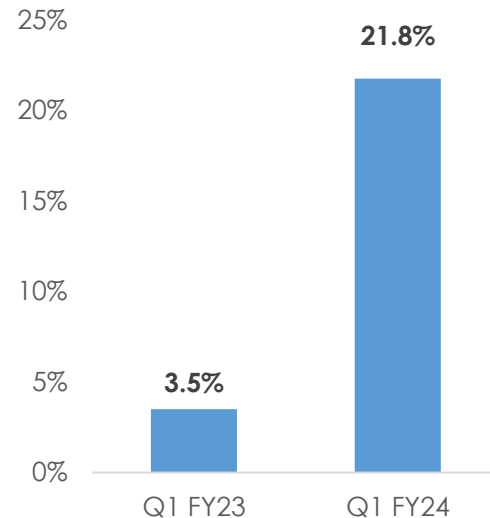
CASH[^]

Paid ~Rs. 25 crores as dividend (incl. tax). Reduction in Trade Payables by ~Rs. 45 crores.



ROE (Not Annualised)

With the Institutional business making profits vis-à-vis a loss in Q1 FY23, the quarterly ROE nearly tripled.



ROCE[^] (Not Annualised)

Switch to Student Delivery model reduced the Capital Employed, and EBIT increased more than twice the FY23 performance.

[^] Cash includes Cash and Cash Equivalents in Rs. Crores. Capital Employed (CE) for calculating ROCE is reduced by this amount.

BEYOND THE NUMBERS

Q1 FY23-24

TIM GREY 3D VIDEO CAMPAIGNS



JIO-IPL CAMPAIGN



OTHER ARENA INITIATIVES



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24TH June
Sheela Gopal Raheja
Auditorium, Bandra
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**Arena Animation was a
skilling partner at Eduspark
Summit & Awards 2023
(24th June , Mumbai).**

ASSOCIATE PARTNERS: Wacom, ITM, Arena Animation, MNC, Creative, BACKSTAGE PASS
SKILLS PARTNERS: Arena Animation, MNC, Creative, BACKSTAGE PASS
CAREER GUIDANCE PARTNER: Creative, BACKSTAGE PASS
GAMING PARTNER: BACKSTAGE PASS
SUPPORT PARTNERS: ICSION, TINO, ANIMATION ACADEMY, Whisking Words, STARWALK ANIMATION, HULON
COMMUNITY CONNECT PARTNERS: APTech, WIIA, DigiCom ASIA, AN INITIATIVE BY Animation Xpress, EXECUTED BY WIIA

**IT'S SATRANGI -
Beautification of Byculla Station**

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For an initiative by
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SEE YOUR
TALENT**

Join us to proclaim your love for Mumbai.
Let's paint the city together!

**Arena Animation has volunteered with
Project Mumbai for Beautifying
Mumbai in partnership with MCGM.**

Arena Animation collaborating
with Ocean beverages as a
Creative Partner.

24
UNITS



MAAC GAMING CAMPAIGN VIDEO



MAAC CAMPAIGNS



MAAC MAYA ACADEMY OF ADVANCED CREATIVITY

Ads created by MAAC students released on various social media platforms as part of campaign

MAACXIMUM LEARNING

The rapidly growing Animation, Visual Effects, Gaming and Comic (AVGC) sector in India has the potential to create over 1,60,000 new jobs annually. Jobs that MAAC's numerous smartly designed courses across all these subjects will get you ready for. **So join a MAAC course today.**

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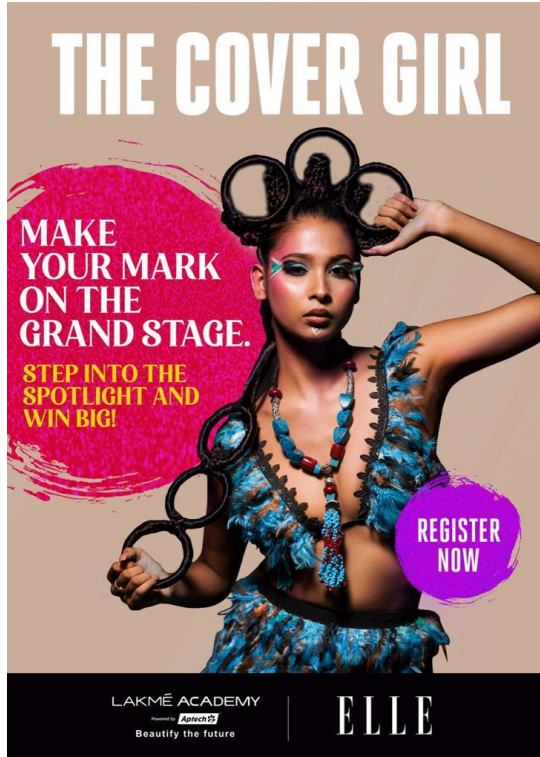
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For more details ☎ 1800-209-6222

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THE COVER GIRL CONTEST



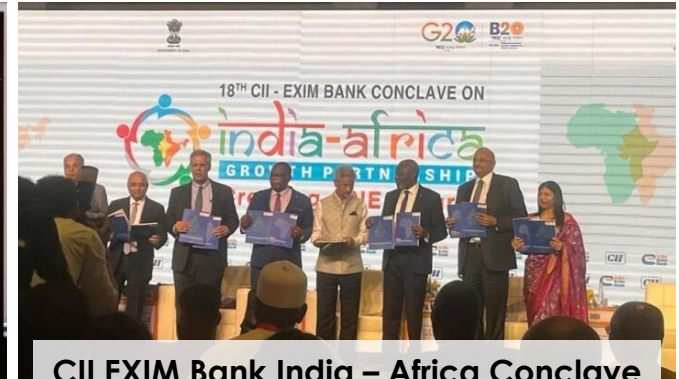
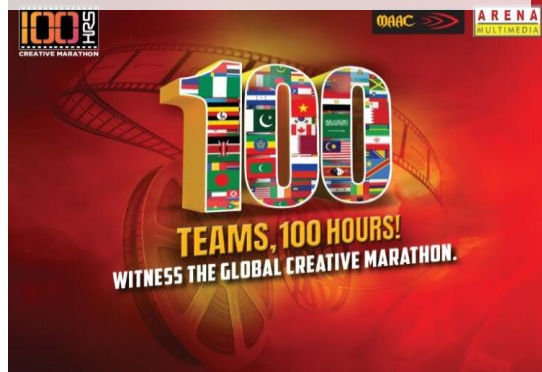
WELCOME ZINDAGI CAMPAIGN



INTERNATIONAL RETAIL



100HRS Creative Marathon (3D Animation Shorts + Motion Comics)



CII EXIM Bank India – Africa Conclave

