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POTENTIAL



Investor Update – Quarter Ending 30th Sep 2013

Safe Harbor Statement

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in vocational training space including those factors which may affect our market share, network across the world, our ability to attract and retain highly skilled professionals, time and cost overruns on government contracts, our ability to manage our international marketing & sales operations, slowdown in demand for the end-use sectors, liability for damages on our service contracts & placement guarantees, the success of the companies in which the Company has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements and our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time forward to time by or on behalf of the company.

MD & CEO's Message

Dear Friends,

Diwali Greetings!

It gives me great joy to share with you the progress we have achieved at Aptech on the strategic themes of Growth Areas, Leverage and Shareholder Returns.

From our Q2 FY14 results, it is apparent that the company has been consistently delivering good growth in a difficult macro environment for more than a year now. This is attributable to our single minded focus on profitable growth from the three key growth areas of Animation & Multimedia, International Retail and Assessment & Testing. In the 2nd quarter, we got a big boost in the International revenue on account of a large order for Aptech Learning Ladder, our IT & Multimedia curriculum product for schools. We will continue this focus to expand our business in the strategic growth areas.

Our operating margin has gone up for the last 5 consecutive quarters. Operating EBITDA margin in the second quarter was 19.3% as compared to 16.2% in Q2 FY13. This has been achieved on account of the operating leverage inherent to our business model. We continue to focus on controlling costs to achieve the full benefit from this leverage.

In our quest to boost returns to the shareholders, we are currently executing the share buyback program. In the second quarter this endeavor has already boosted the EPS by ~3%. Hence, on a Y-o-Y basis the EPS growth for the quarter was 48.6% as against PAT growth of 45.8%.

We sincerely hope that you are happy with all our efforts and look forward to your continued support.

Ninad Karpe

7th Nov 2013

Summary – Q2 FY14

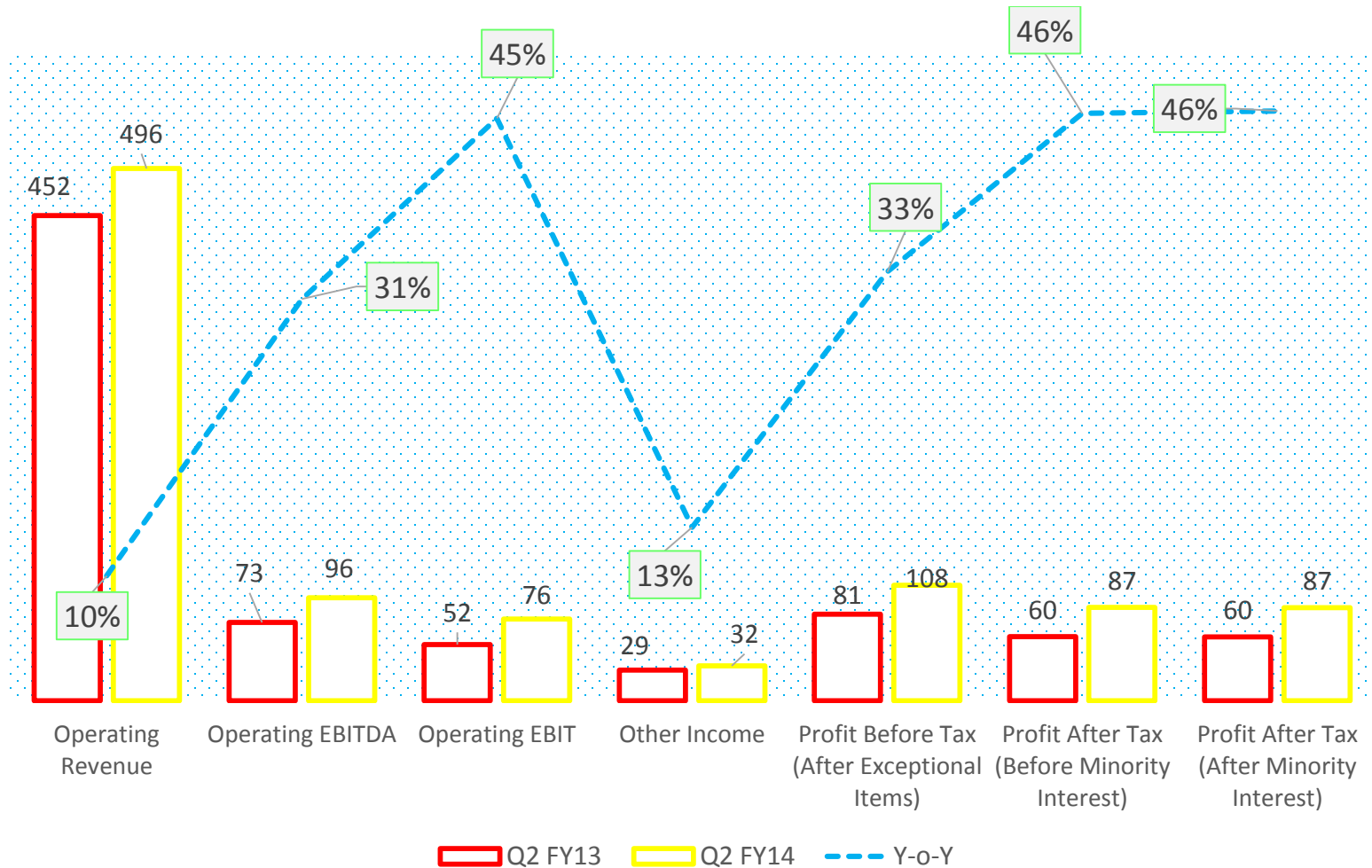
- Operating income was Rs. 496.04 million (9.7% Y-o-Y ↑)
 - **5th consecutive quarter of Y-o-Y topline increase** (after excluding MAAC revenue to neutralize the impact of accounting policy change)
- Operating EBITDA was Rs. 95.89 million (31.2% Y-o-Y ↑)
 - **5th straight quarter of Y-o-Y jump in Operating EBITDA**
 - **Operating EBITDA margin** has improved from **16.2% in Q2 FY13 to 19.3% in the current quarter**
- Profit Before Tax of Rs. 107.52 million vs. Rs. 80.66 million in Q2 FY13 (33.3% ↑)
- Profit After Tax of Rs. 86.83 million (Y-o-Y ↑ of 45.8%)
 - **Effective tax rate** was lower at **19.1%** as compared to **21.8% in Q1 FY14** and **25.9% in Q2 FY13**



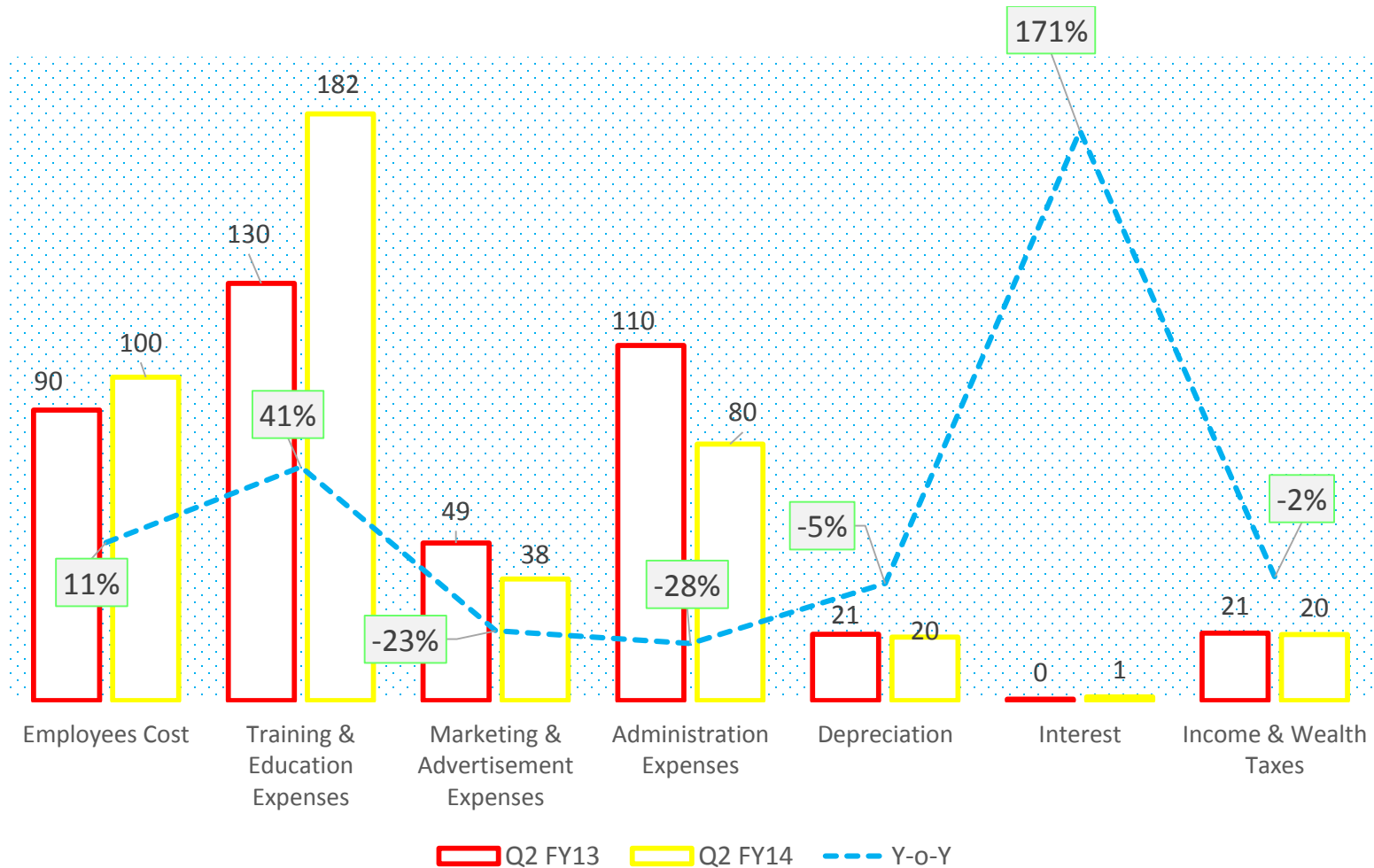
Q2 FY2014

FINANCIAL RESULTS

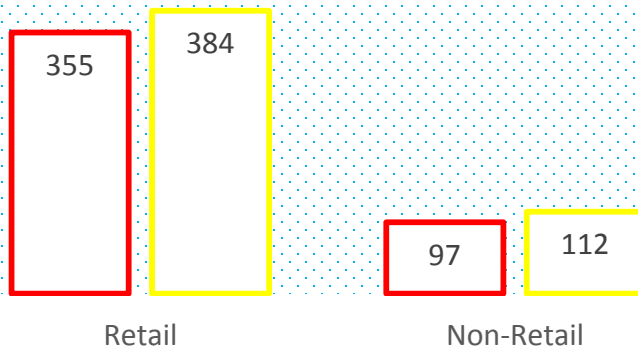
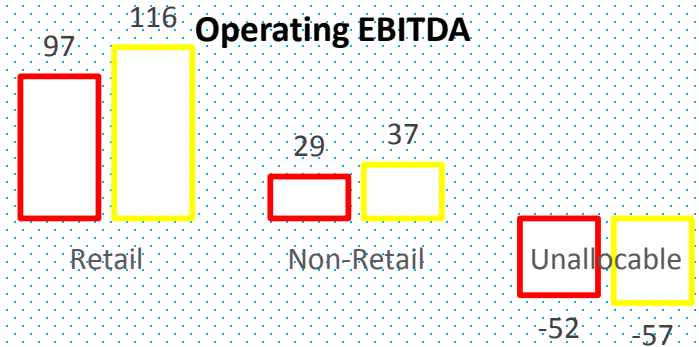
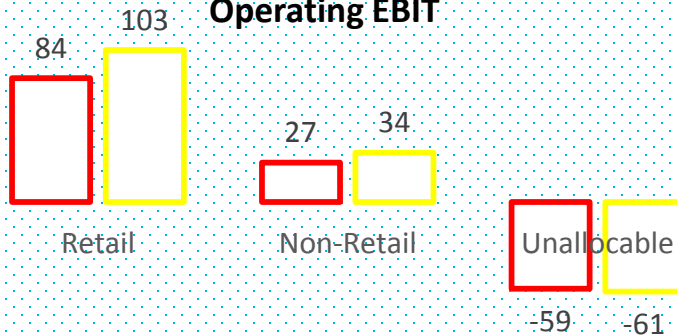
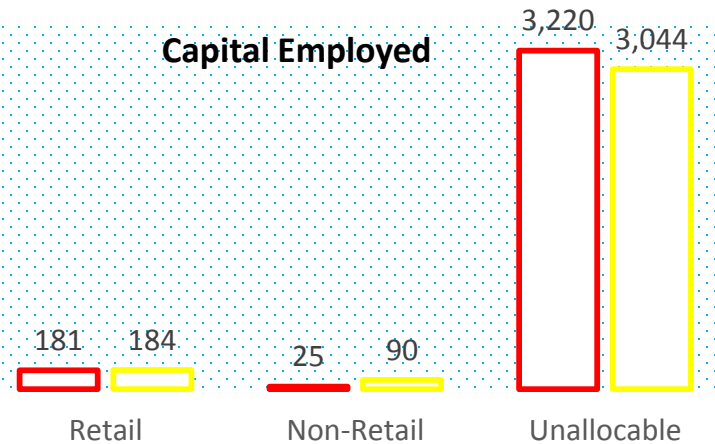
Revenue & Profitability



Costs, Depreciation & Taxes



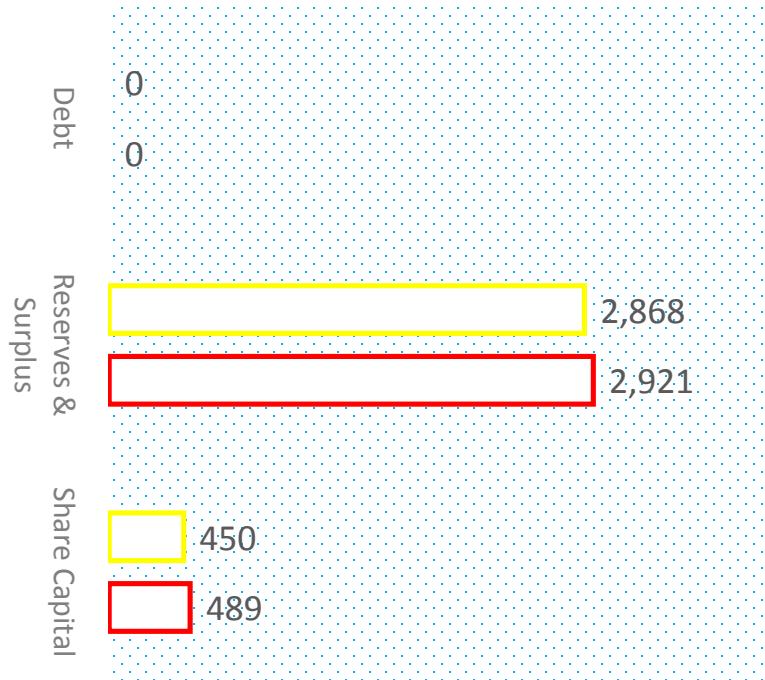
Segment Results

Operating Revenue

Operating EBITDA

Operating EBIT

Capital Employed


Q2 FY13
 Q2 FY14

Key Balance Sheet Information

Liabilities



Assets



■ 30-Sep-13
 ■ 31-Mar-13

Key Highlights

- International Projects business does well in Q2 on account of Aptech Learning Ladder (school curriculum for IT & Multimedia) project in international market and ITEC
- Non-retail performance has been driven by growth in Aptech Testing on account of higher enrollments for key high stake exams
- ~40% growth in Training & Education expenses is on account of higher growth in the above two business segments

Key Highlights

- Income from new center sign-ups has gone up by 77.1% as compared to previous year
 - Number of new centers signed jumped from 26 to 44
 - 12 out of the 44 were International centers
- Foreign exchange gain of Rs. 1.1 million in Q2 FY14 (included in Other Income) as compared to Rs. 10.5 million loss in Q2 FY13 (included in Admin expenses)
- Provision for Doubtful Debts fell to Rs. 12.9 million vis-à-vis Rs. 29.1 million in Q2 FY13

Key Highlights

- Interest income of Rs. 27.4 million as compared to Rs. 23.4 million in Q2 FY13
- Effective tax rate has been lower on account of
 - Greater share of profits in the parent entity (which has lower tax incidence compared to subsidiaries)
 - 1st year depreciation benefit for CAPEX in H1, which was higher in FY14
- Drop in Shareholder's Equity and Reserves & Surplus on account of buyback of 3,801,767 shares (up to 30th September 2013)

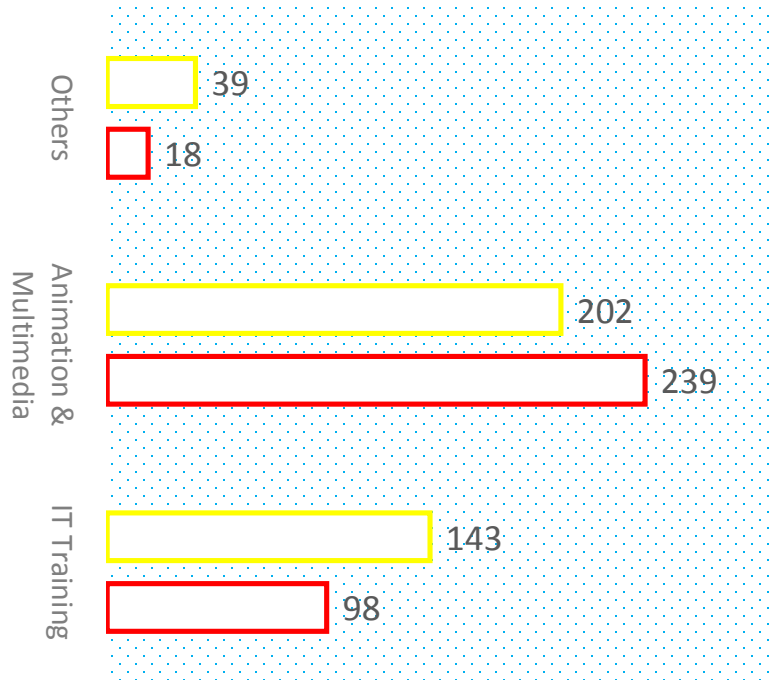


Q2 FY2014

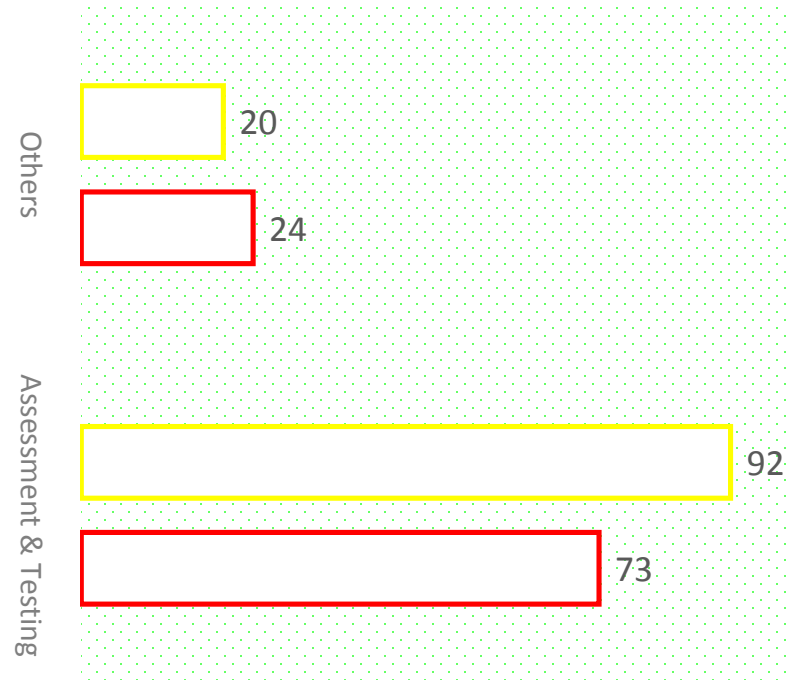
OPERATING INFORMATION

Sub-segment Revenue Split

Retail



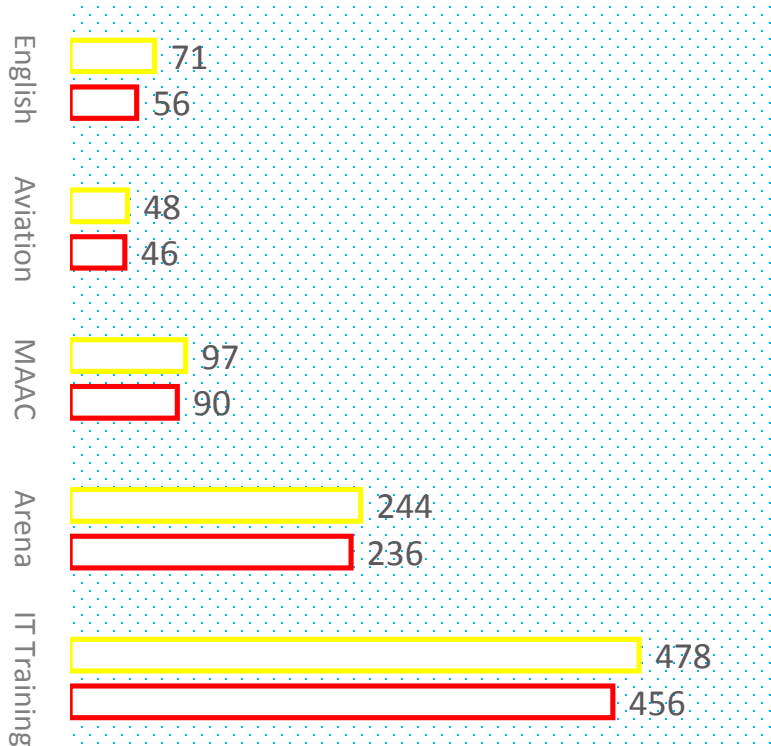
Non-Retail



Q2 FY13 Q2 FY14

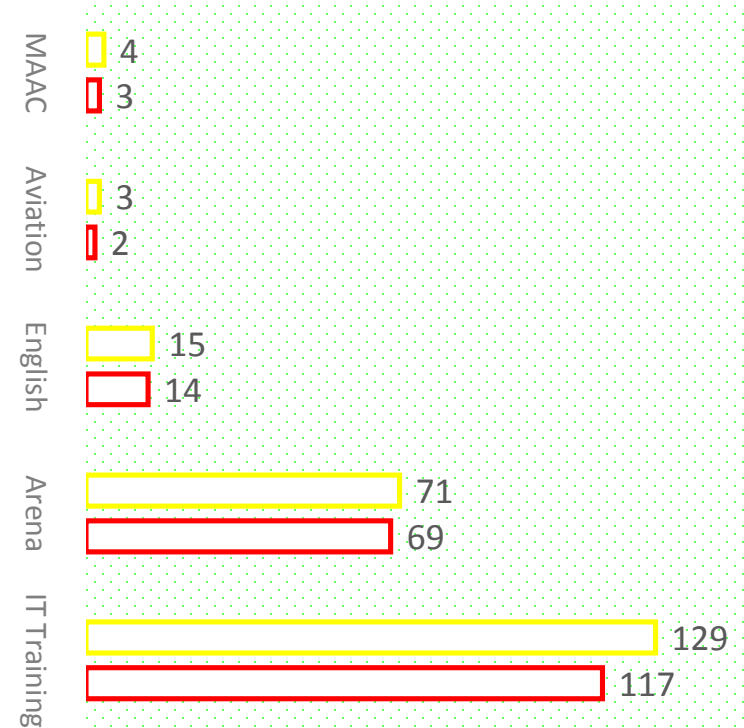
Network (# of Centers) By Brand

Domestic Retail



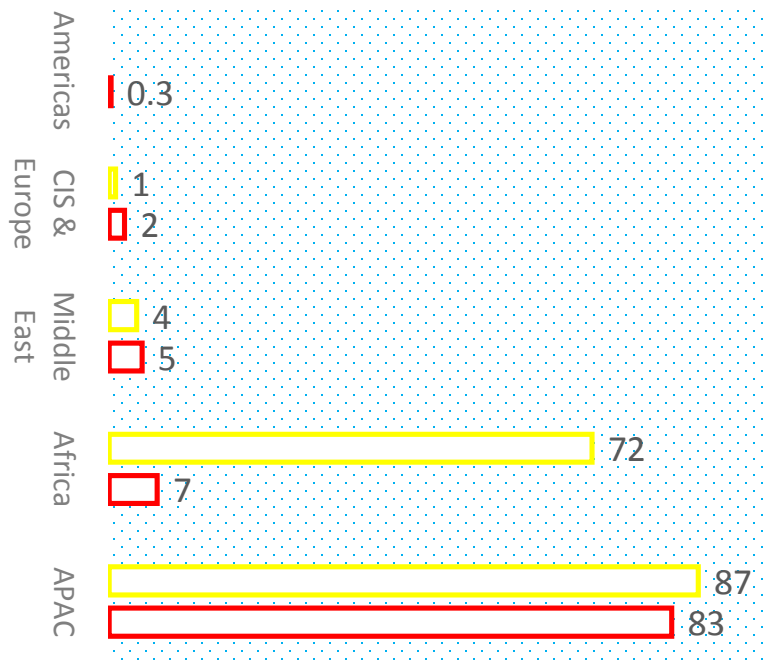
30-Sep-13 31-Mar-13

International Retail



Regional Distribution International

Revenue



Q2 FY13 Q2 FY14

Network

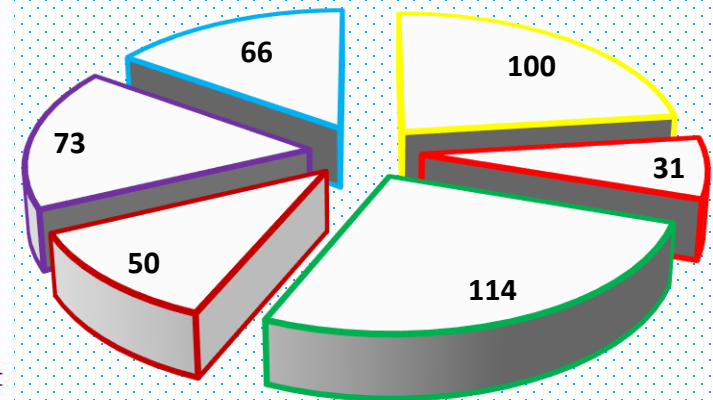
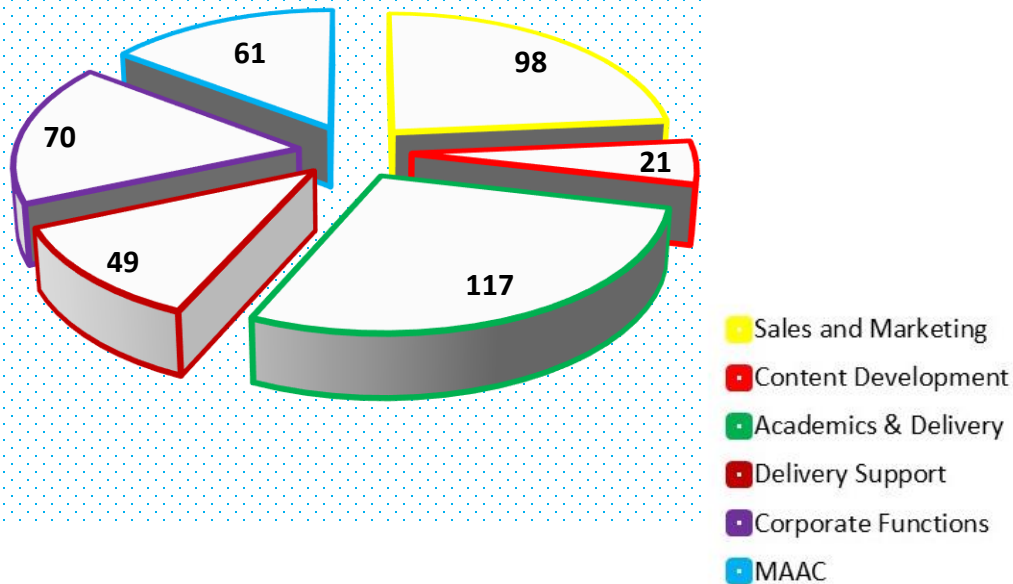


30-Sep-13 31-Mar-13

Employee Data

Employee Count as on 30th September 2013 = 416

Employee Count as on 31st March 2013 = 434



In addition to the above employees, there are 117 staff on contract as on 30th September 2013 vis-à-vis 156 as on 31st March 2013



KEY BUSINESS HIGHLIGHTS

- Arena – Middlesex University tie-up launched through seminars in 8 cities in India
- Arena conducted Indian selection trials for Adobe Certified Associate (ACA) World Championship 2013
- 24 FPS 2013 launched in tie-up with UN Information Centre (UNIC) for India and Bhutan and theme of “My World 2015”

Adobe Certified Associate World Championship 2013



- Distance learning degree in alliance with Middlesex University was launched in Qatar
- Implementation in progress for Aptech Learning Ladder in international schools for content development
- Successfully conducted CMAT Sep-2013 with 70K+ scheduled candidates

Awards & Recognitions



Aptech Vietnam wins the ICT Gold Medal For Highest Turnover (Category: Training) and Top ICT Training Cup from HCM Computer Association for the 11th year in a row (2003 – 2013)

Domestic Campaigns

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TECH OMNI
periences
“The faculty at Aptech is very helpful, cooperative and very supportive. They have guided me throughout and have trained me in the best possible way to excel in the corporate world.”
P. Rangasai Software Developer at E-Minds Technologies
“It is a challenging economic environment, Aptech gave me the strength to fight. Aptech's placement cell is also very helpful and informative.”
Pasanna C. Hosamani Assistant Systems Engineer at TCS

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About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 6.8million students. Aptech is an ISO 9001:2008 organization and the first IT Training and Education company to get this certification for Education Support Services in 1993. Aptech has presence in more than 40 emerging countries through its two main streams of businesses – Individual training and Enterprise Business. As a leader in career education, it has over 1300+ centres of learning across the world.

Under Individual Training, Aptech offers career and professional training through its Aptech Computer Education, Arena Animation & Maya Academy of Advanced Cinematics (both in Animation & Multimedia), Aptech Hardware & Networking Academy, Aptech Aviation & Hospitality Academy and Aptech English Learning Academy brands. Enterprise business includes Content Development (Aptech Learning Services), Training and Assessment Solutions for Corporates & Institutions (Aptech Training Solutions, Aptech Assessment & Testing Solutions).

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