

APTECH LIMITED

UNLEASH
YOUR
POTENTIAL



Investor Update – Quarter Ending 31st Mar 2014

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,

We are happy to share the update on Aptech's fourth quarter and annual performance for FY14. To summarize Aptech's performance in FY14, here are some highlights:

- Overall demand environment is gradually turning the corner in positive direction.
- Our strategies and operations are configured to face any challenging business environment, thus resulting in consistent growth performance for the last 7 straight quarters.
- All brands except Corporate Training segment have performed well on an annual and quarterly basis.
- Non-linear businesses such as International Government & Multi-lateral institution funded projects (high volume, low execution risk projects) have given a major boost in FY14 and will continue to be a major part of our strategy going forward.
- We continue to chip at the cost structure, however the gains going forward will be gradual.
- We are also taking up initiatives to rationalize the capital and legal structure to improve shareholder returns. This has resulted in EPS growth in FY14 of 24%, after excluding the exceptional item in FY13.

We hope to continue to perform even better in FY15 and beyond. Your continued support and belief in the company are critical to our success. We look forward to our journey together.

Ninad Karpe
20th May 2014

Summary – Q4 FY14 & FY14

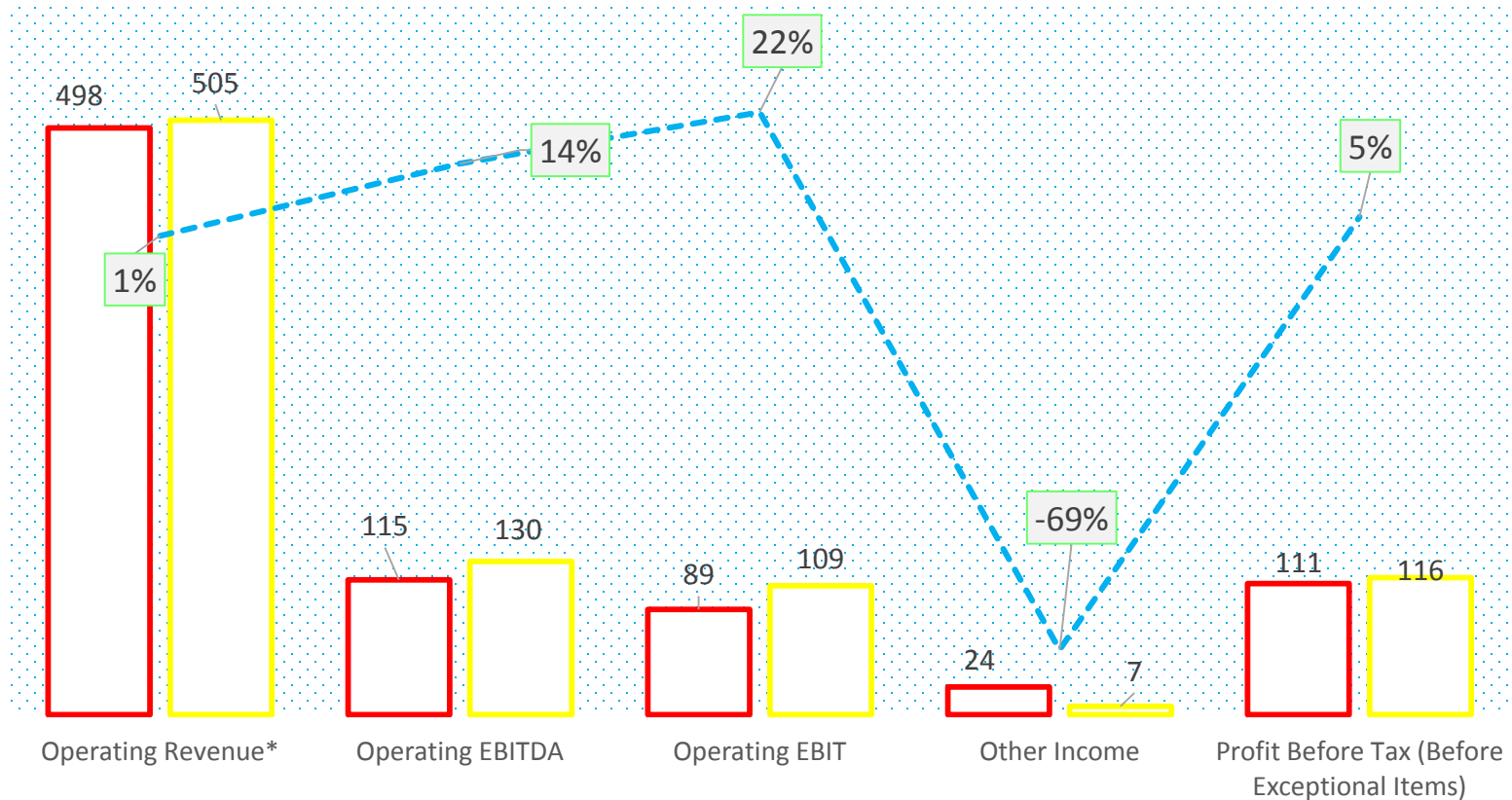
- Operating revenue was Rs. 504.60 million (1.3% Y-o-Y ↑). After excluding MAAC, the revenue growth was 6.7% on a Y-o-Y basis
 - **7th consecutive quarter of Y-o-Y topline increase** (after excluding MAAC revenue to neutralize the impact of accounting policy change)
- Operating EBITDA was Rs. 130.07 million (13.5% Y-o-Y ↑)
 - **7th straight quarter of Y-o-Y jump in Operating EBITDA**
 - **Operating EBITDA margin** has improved from **23.0% in Q4 FY13 to 25.8% in the current quarter**
- Profit Before Tax (Before Exceptional Items) of Rs. 116.40 million vs. Rs. 111.38 million in Q4 FY13 (4.5% ↑)
- Excluding the Exceptional Item in FY13, the **EPS growth for FY14 was 24.4%**



Q4 FY2014

FINANCIAL RESULTS

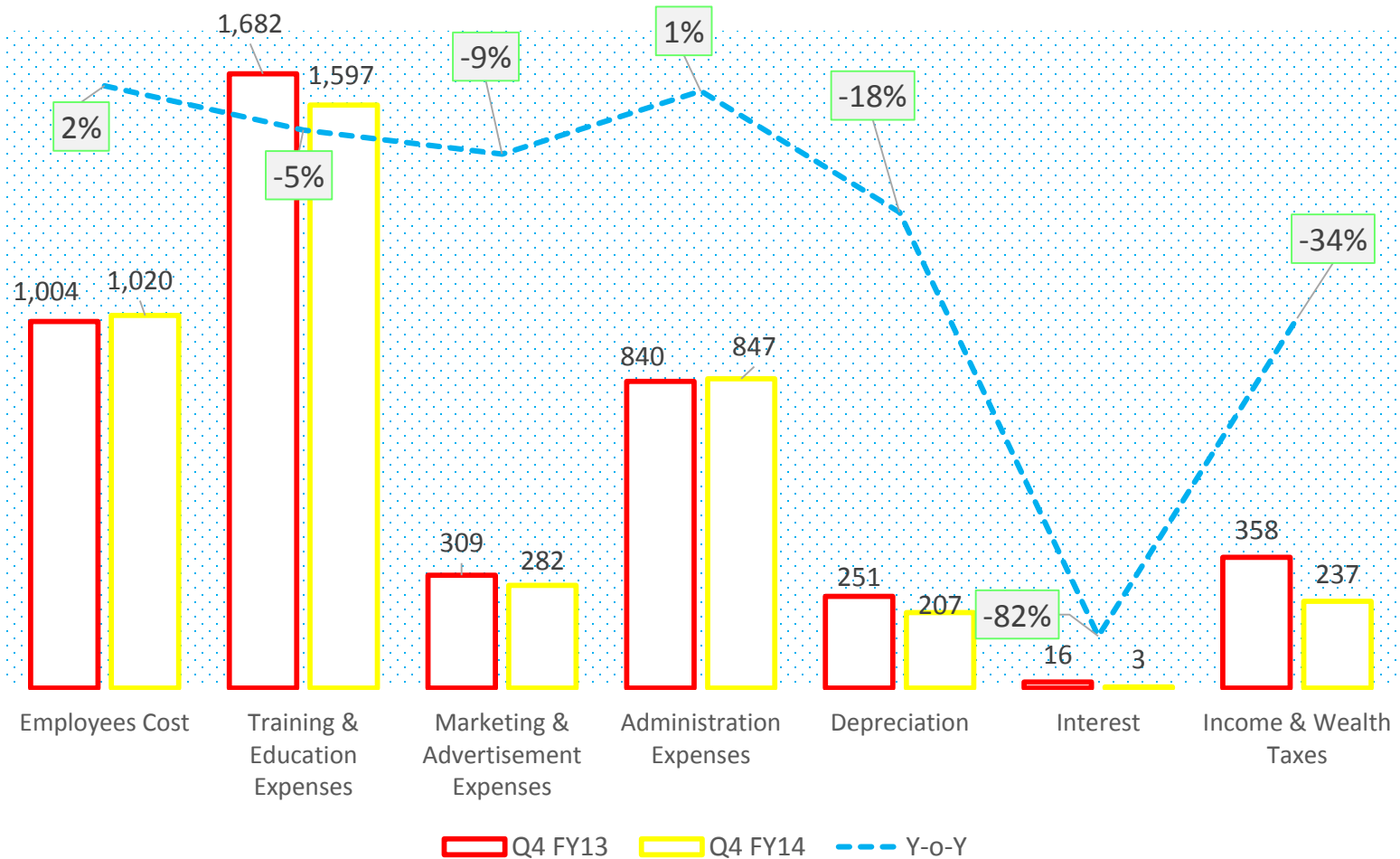
Revenue & Profitability – Q4 FY14



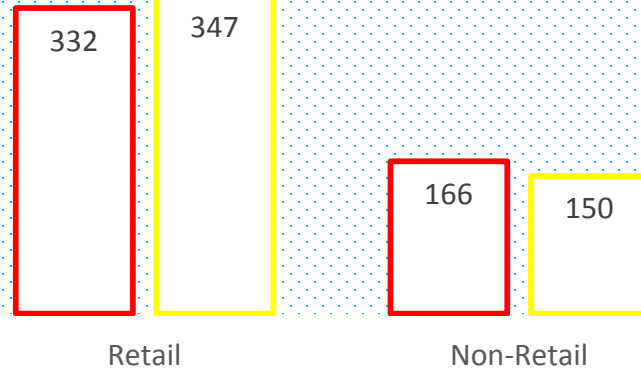
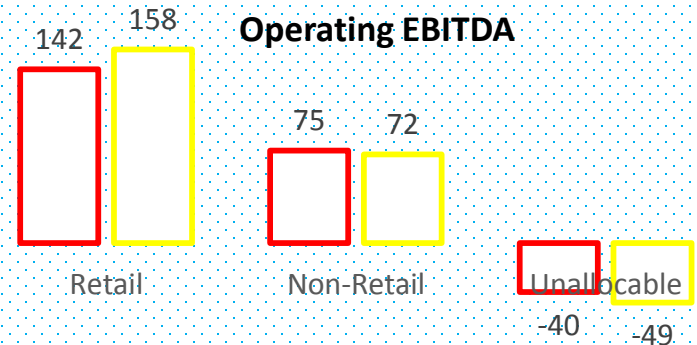
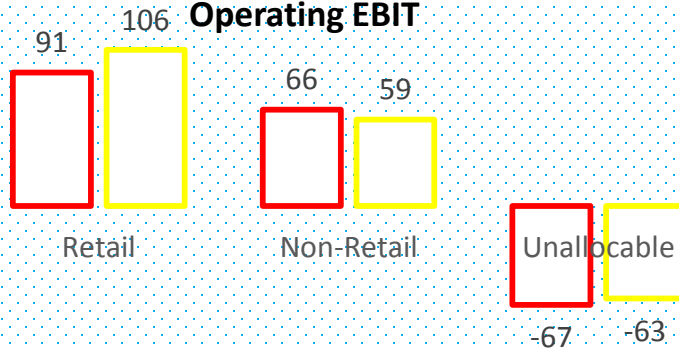
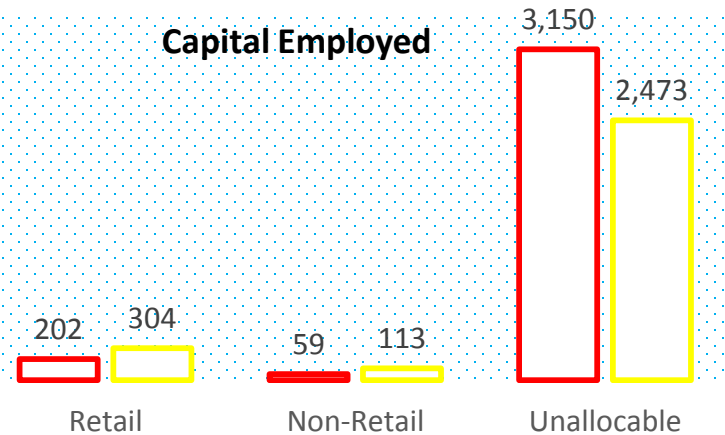
* Operating Revenue includes Income from Operations and Other Operating Income

 Q4 FY13
 Q4 FY14
 --- Y-o-Y

Costs, Depreciation & Taxes – Q4 FY14



Segment Results – Q4 FY14

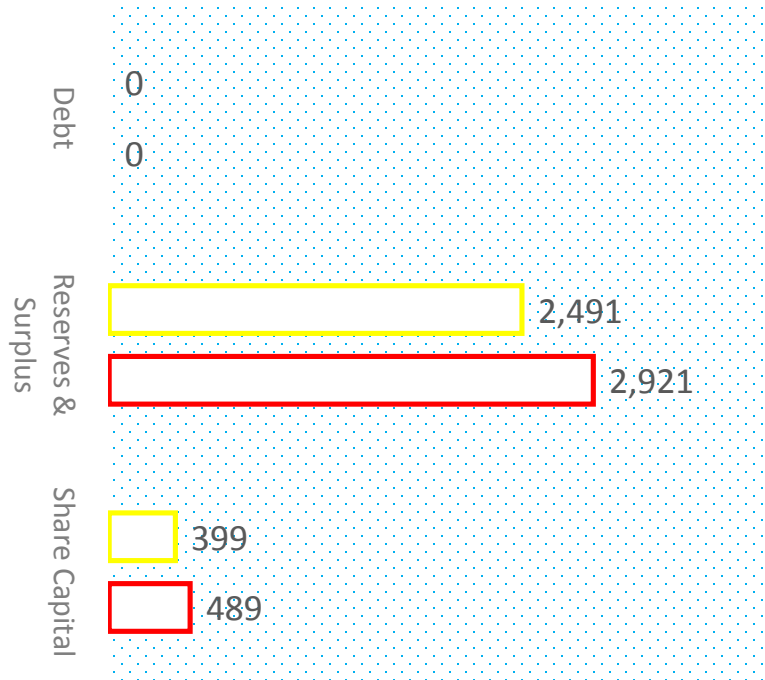
Operating Revenue

Operating EBITDA

Operating EBIT

Capital Employed


■ Q4 FY13
 ■ Q4 FY14

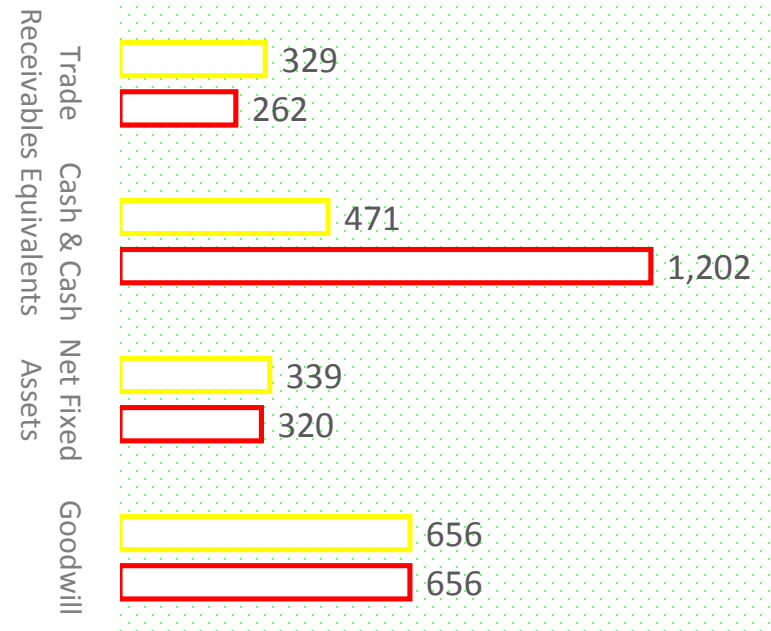
* Operating Revenue includes Income from Operations and Other Operating Income

Key Balance Sheet Information

Liabilities



Assets



31-Mar-13 31-Mar-14

Key Highlights – Q4 FY14

- Income from new center sign-ups has gone up by 22.3% as compared to previous year
 - Number of new centers signed were 28 (33 in Q4 FY13)
 - 11 out of the 28 were International centers (5 out of 33 in Q4 FY13)
- Foreign exchange loss of Rs. 4.1 million in Q4 FY14 as compared to Rs. 0.7 million loss in Q4 FY13
- Provision for Doubtful Debts fell to Rs. 6.3 million vis-à-vis Rs. 13.2 million in Q4 FY13 on account of lower provisioning in MAAC

Key Highlights – Q4 FY14

- Lower interest income of Rs. 11.0 million as compared to Rs. 23.8 million in Q4 FY13 on account of cash utilization towards share buyback program
- Effective tax rate has been higher on account of
 - Greater share of profits in the subsidiaries (which have higher tax incidence as compared to the parent company)
- Drop in Shareholder's Equity and Reserves & Surplus on account of buyback of 8,897,861 shares at a total value of Rs. 600.6 million (process completed)

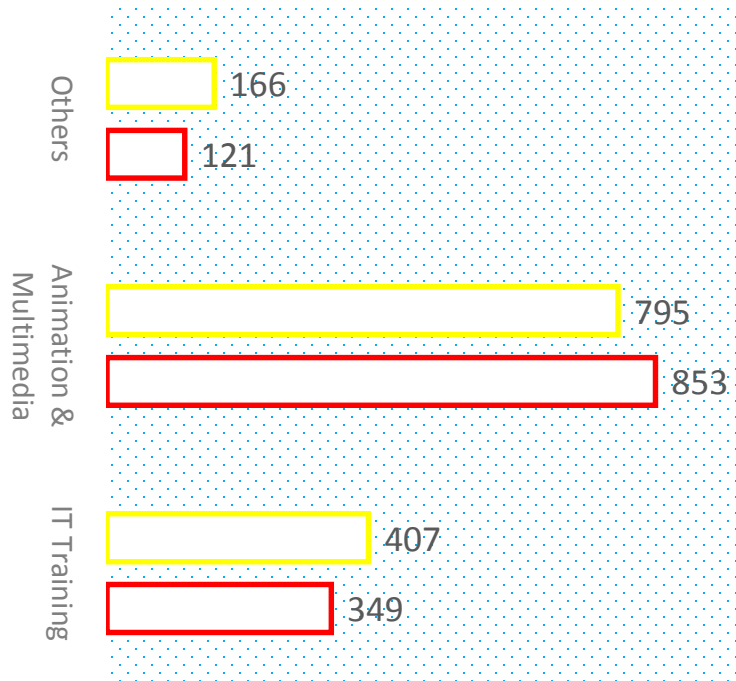


FY2014

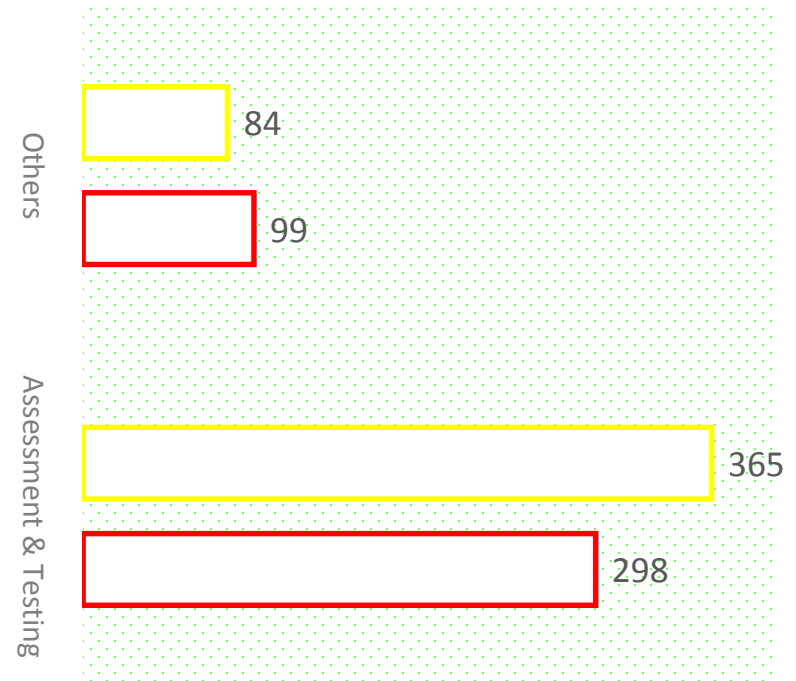
OPERATING INFORMATION

Sub-segment Revenue Split – FY14

Retail



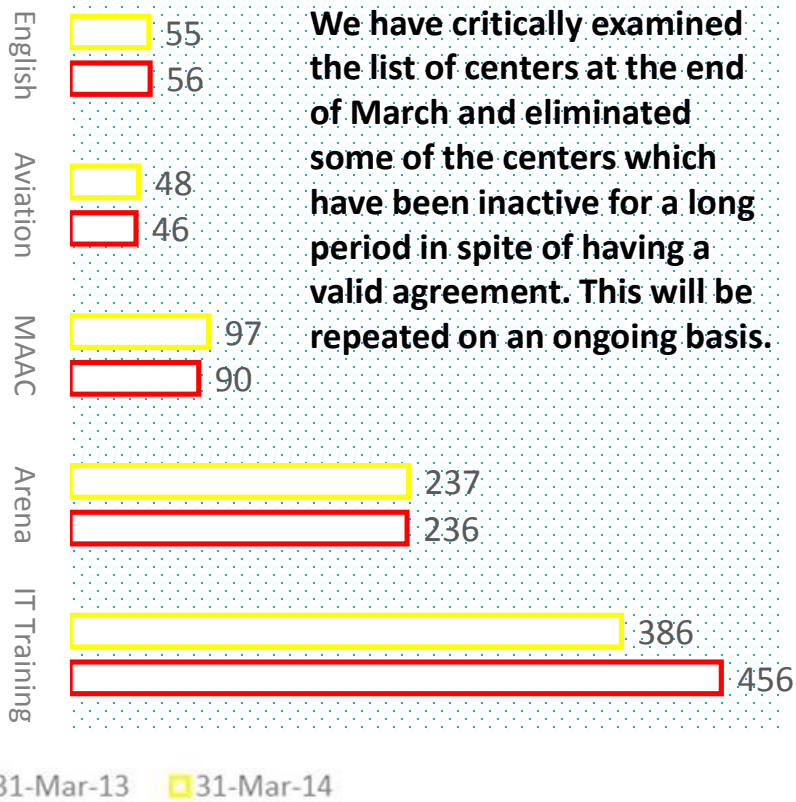
Non-Retail



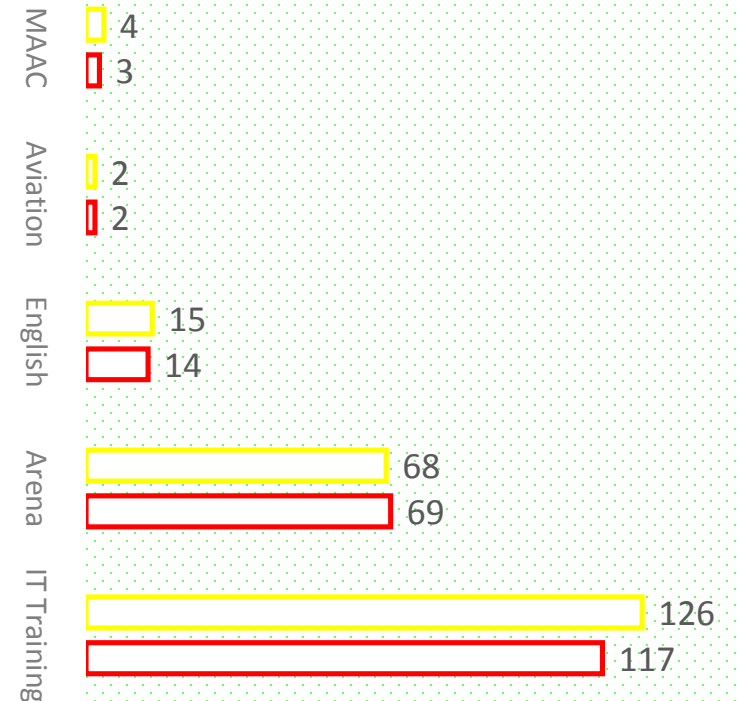
■ FY13 ■ FY14

Network (# of Centers) By Brand

Domestic Retail

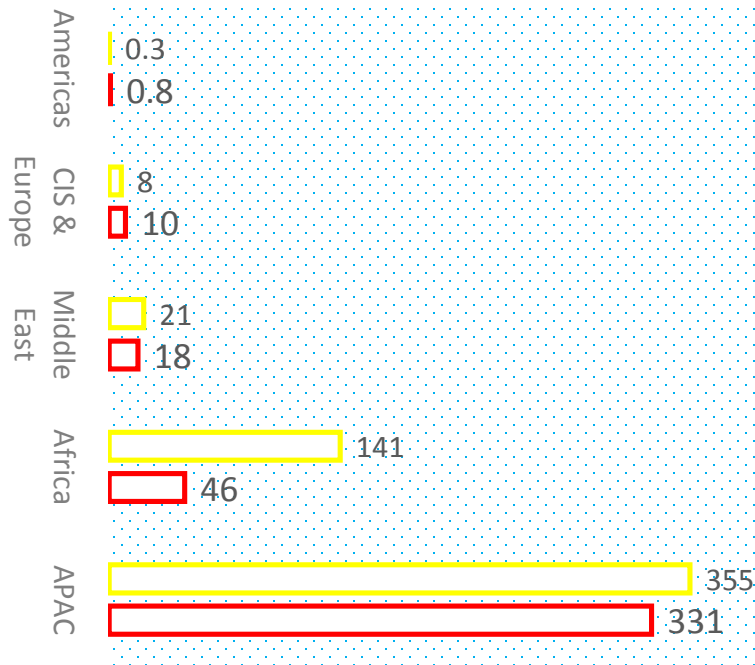


International Retail



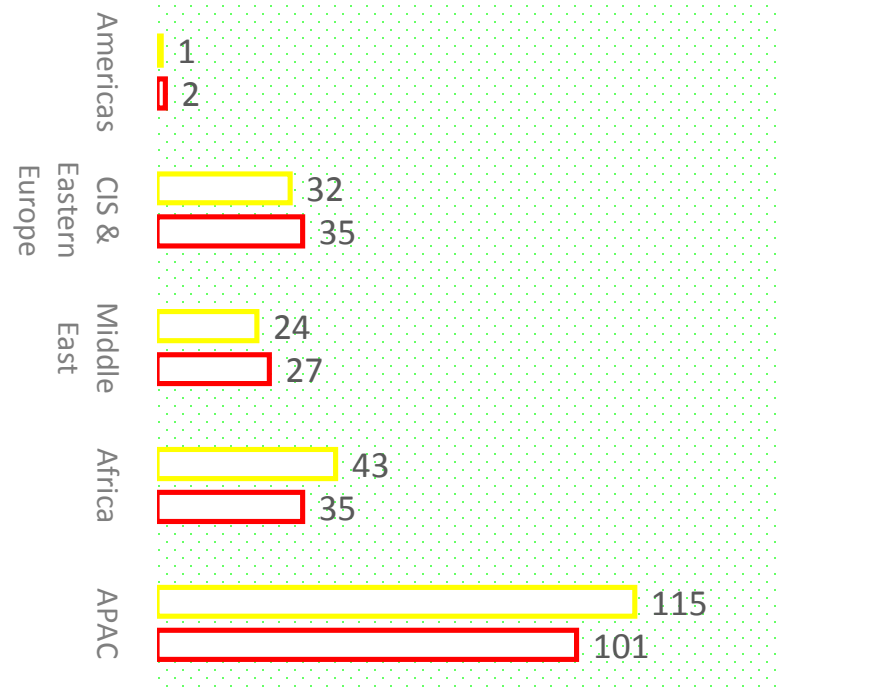
Regional Distribution International

Revenue



■ FY13 ■ FY14

Network

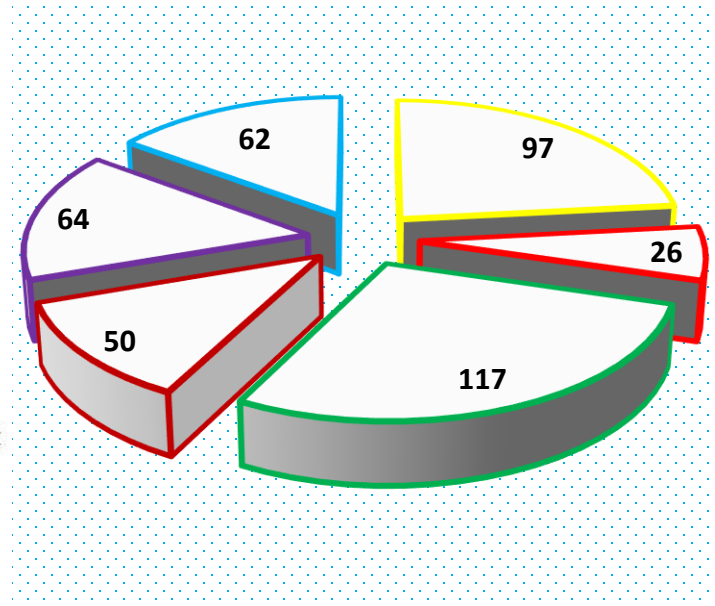
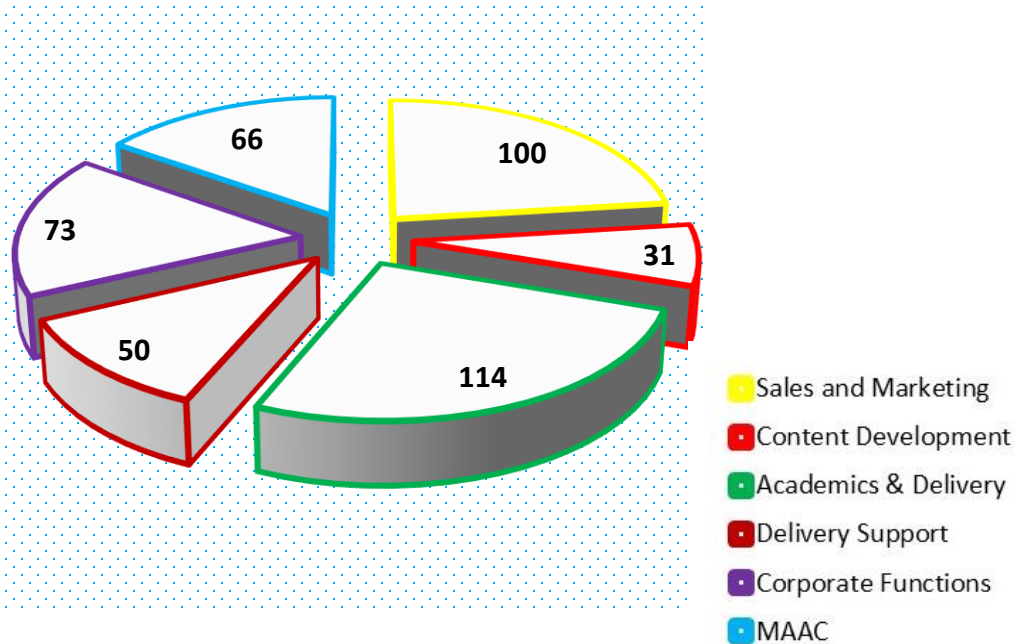


■ 31-Mar-13 ■ 31-Mar-14

Employee Data

Employee Count as on 31st March 2013
= 434

Employee Count as on 31st March 2014
= 416



In addition to the above employees, there are 87 non-regular staff as on 31st March 2014 vis-à-vis 156 as on 31st March 2013

Key Highlights – FY14

- For the full year, excluding MAAC, Domestic Retail business grew by 0.8%, with the smaller brands such as Aptech Aviation and Aptech English showing handsome growth
- Overall International Retail business growth of 29.4% with retail business in countries such as Nigeria and Pakistan and ITEC business contributed significantly to the growth
- Non-retail business grows by 13.2% on account of 22.7% upswing in Aptech Testing business



KEY BUSINESS HIGHLIGHTS

Awarded the Best IT and English Academy in Kazakhstan

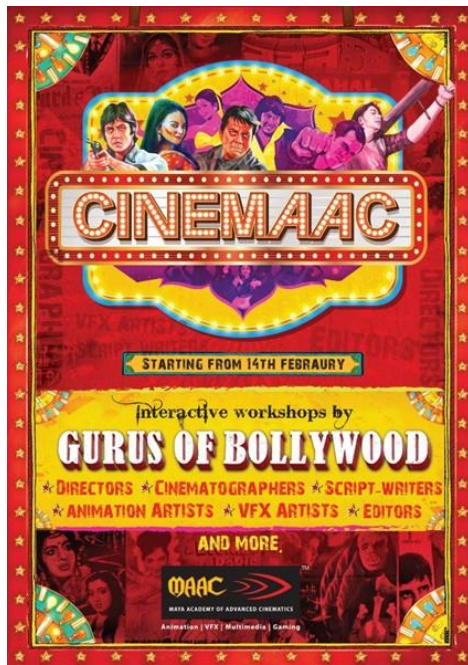


Agreement signed for MCIT-Afghanistan order worth \$400,000

- Arena Animation successfully conducted Orbit Live 2014 with Mr. Chris Ford, Pixar, USA and Ms. Susan Erokan, DreamWorks, USA as the guest speakers
- One own center each for IT Training and Aptech Aviation franchised
- Entry into Myanmar with new center sign-up for Aptech Computer Education, Aptech Networking and Aptech English

- New Arena Master Franchise signed for Saudi Arabia
- ADSE in Nigeria has been endorsed by Jobberman.com, the best placement company in Nigeria, as a preferred course
- Middlesex Distance Learning courses launched in select countries
- Conducted CMAT (102,688 registrations) and GPAT (26,763 registrations) across 100+ centers

Domestic Campaigns



CINEMAAC

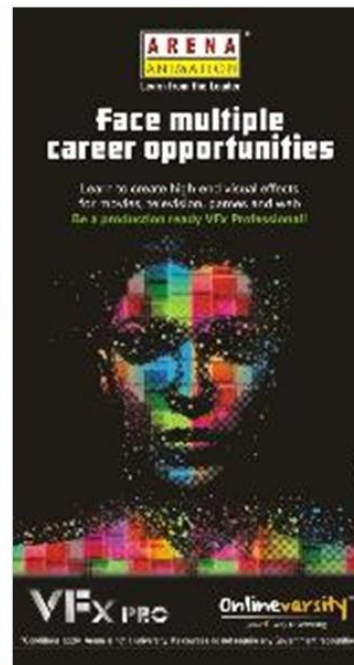
STARTING FROM 14TH FEBRUARY

Interactive workshops by
GURUS OF BOLLYWOOD

★ DIRECTORS ★ CINEMATOGRAPHERS ★ SCRIPT-WRITERS
★ ANIMATION ARTISTS ★ VFX ARTISTS ★ EDITORS

AND MORE...

MAAC
MAAC ACADEMY OF ADVANCED CREATIVES
Animation | VFX | Multimedia | Gaming

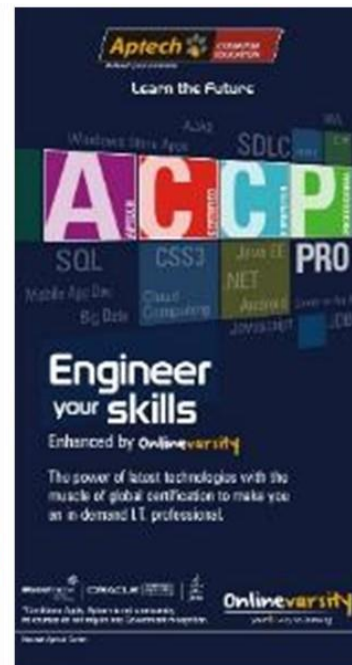


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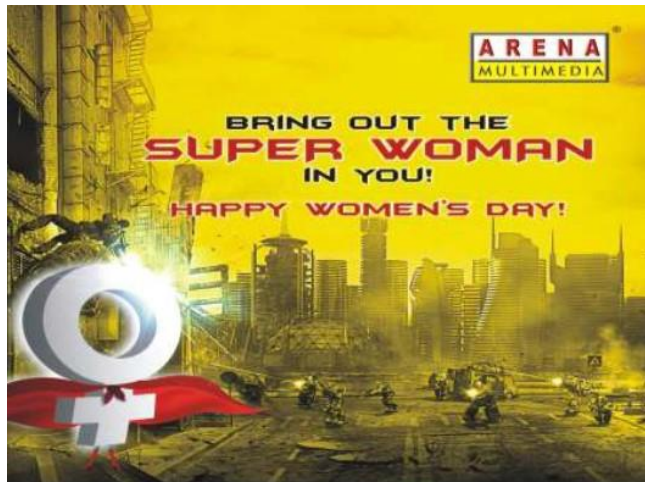
Aptech **AVIATION & HOSPITALITY ACADEMY**

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Women touch our lives in various forms, by giving us unconditional love as a mother, a friend, a sister, a daughter. This Women's Day, Aptech salutes those women by offering a special 20% discount on enrolling for AMSP and introducing them to new age technology.

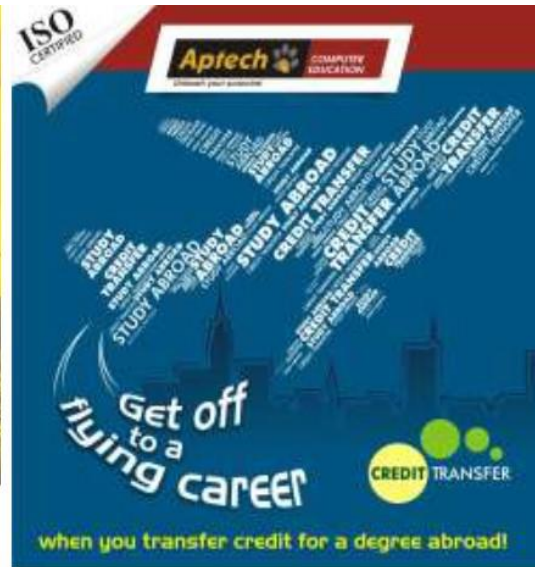
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Orbit Live 2014





THANK YOU

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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