

# APTECH LIMITED

UNLEASH  
YOUR  
POTENTIAL



Investor Update – Quarter Ending 30<sup>th</sup> Jun 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,

With our financial performance in Q1 FY15, I am delighted to share with you that we have now established a secular trend of growth. This quarter has been our consecutive 8<sup>th</sup> quarter in which the top line (excluding MAAC – 8.9%) and Operating EBITDA have shown a Y-o-Y growth. This is a significant milestone in our journey that started in April 2009 towards our goal of becoming a leading Global Career Education player.

In the domestic retail brands, there is a nominal growth excluding MAAC. Hence, we have now successfully overcome the lack of a degree product offering as compared to previous year. It is our conscious decision to de-risk the business given the flux in guidelines of Distance Education. Alongside the franchising business, we continue to explore business through alternative business channels such as school projects and multi-lateral institution funded government projects. In this quarter, we have executed a recruitment drive for a partner university to admit students in their UK and international campuses. While the institutional business has de-grown on an overall basis, if we were to exclude the one-off CMAT execution in Q1 FY14, there is good growth of 29.7% and hence, this is just a temporary blip. Our sales pipeline for assessment continues to remain strong. Similarly, the dip at the PBT and PAT level is on account of non-operational streams such as Interest income and FOREX income.

We sincerely hope that you would share our excitement about the company's prospects due to continued good performance.

Ninad Karpe  
5<sup>th</sup> Aug 2014

## Summary – Q1 FY15

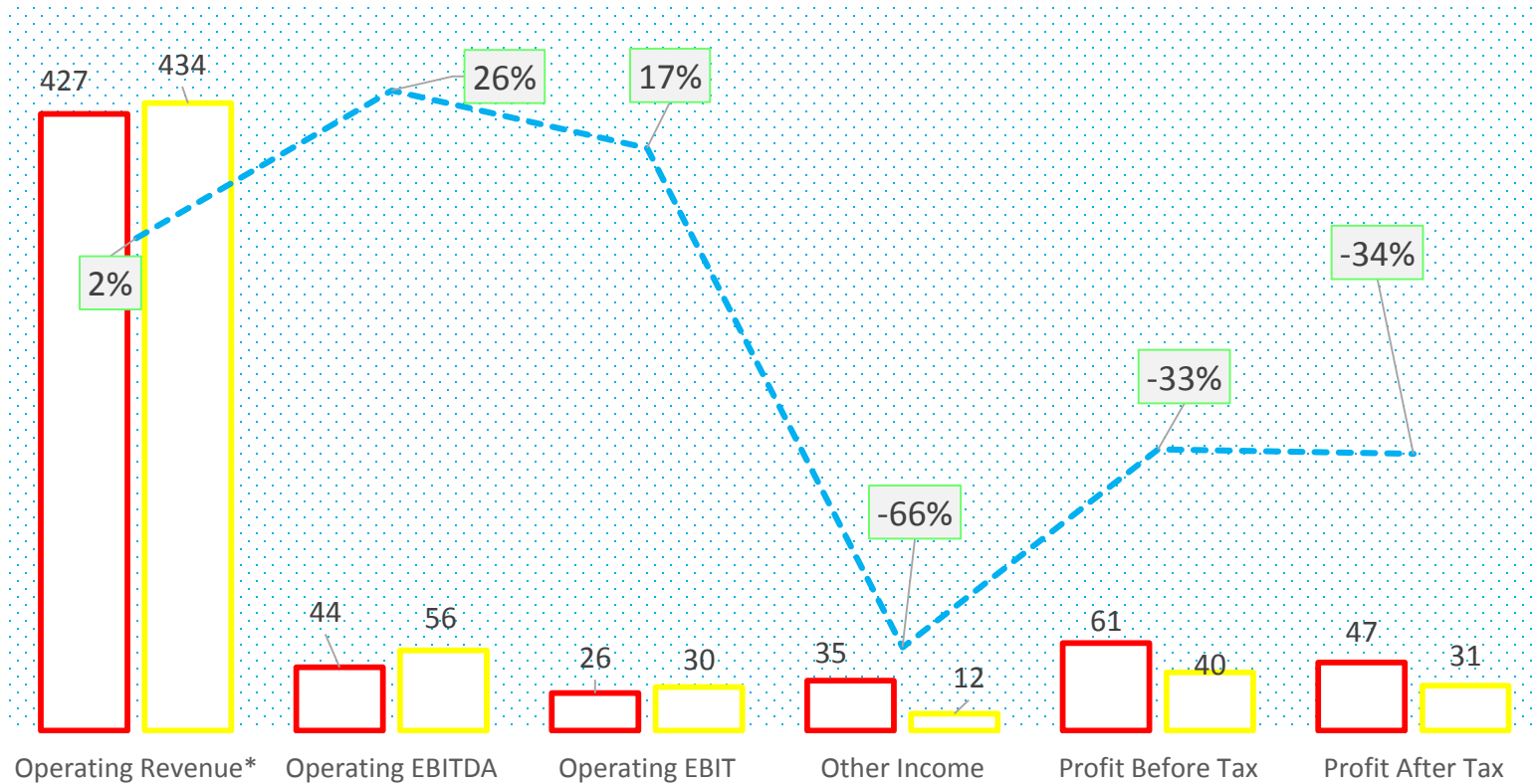
- **8<sup>th</sup> consecutive quarter of Y-o-Y top line (excluding MAAC) and Operating EBITDA increase**
- **6<sup>th</sup> consecutive quarter of Y-o-Y overall top line increase**
- Operating revenue was Rs. 434.30 million (1.8% Y-o-Y ↑). After excluding MAAC, the revenue growth was 8.9% on a Y-o-Y basis
- Operating EBITDA was Rs. 55.51 million (26.3% Y-o-Y ↑). Operating EBITDA margin improved from 10.3% in Q1 FY14 to 12.8% in Q1 FY15
- Operating EBIT was Rs. 30.27 million, an ↑ of 16.7% in comparison with Q1 FY14
- Profit After Tax of Rs. 31.12 million vs. Rs. 47.17 million in Q1 FY14 (34.0% ↓) on account of drop in Other Income



Q1 FY2015

# FINANCIAL RESULTS

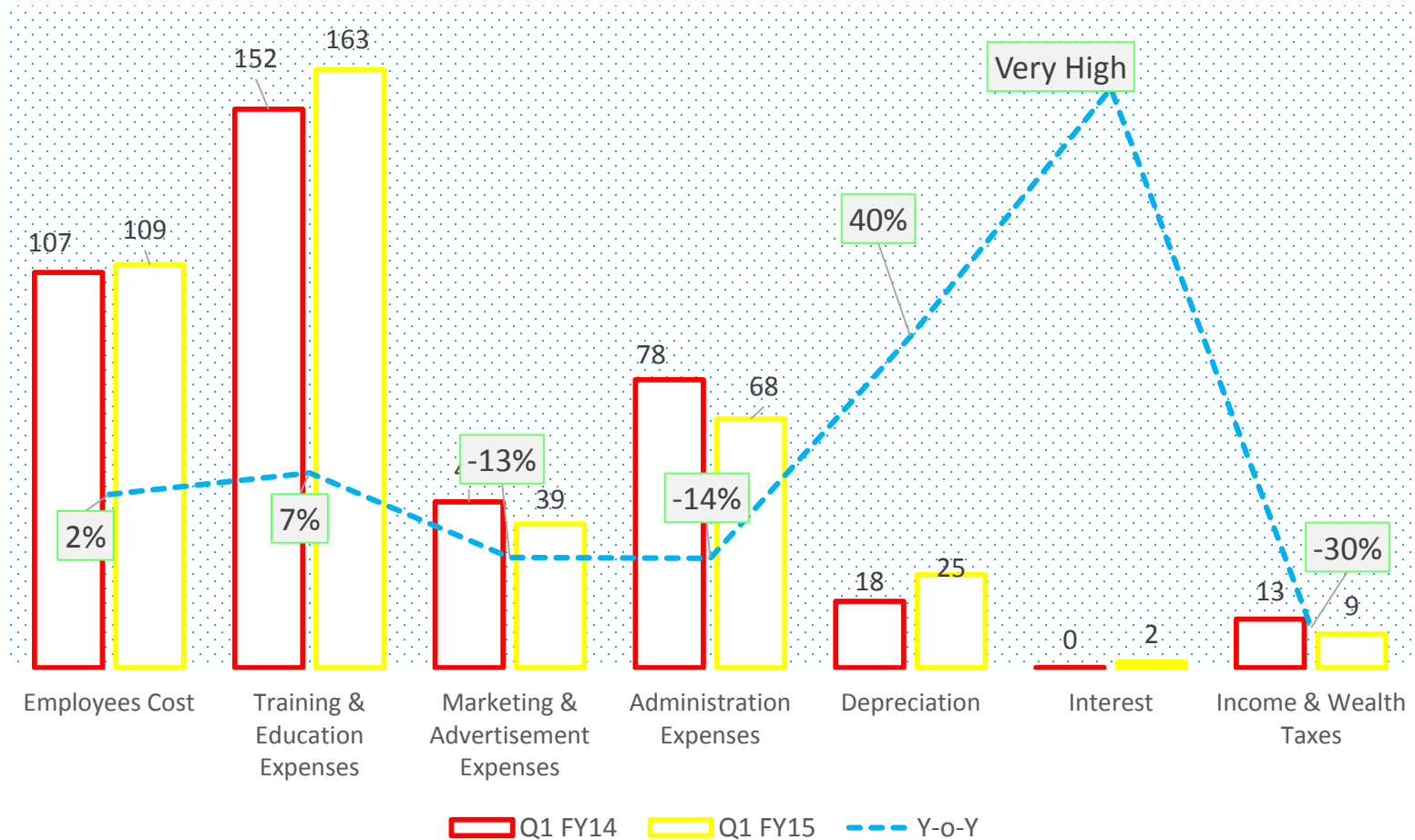
# Revenue & Profitability – Q1 FY15



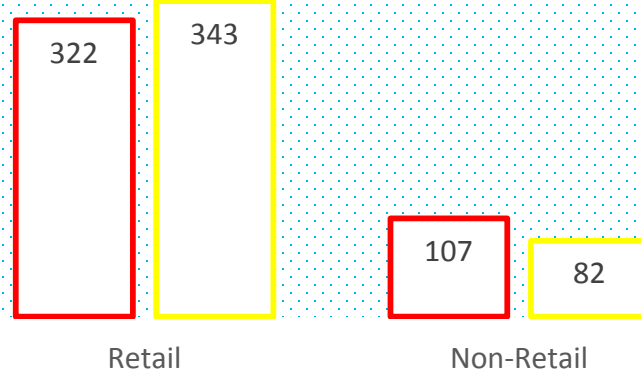
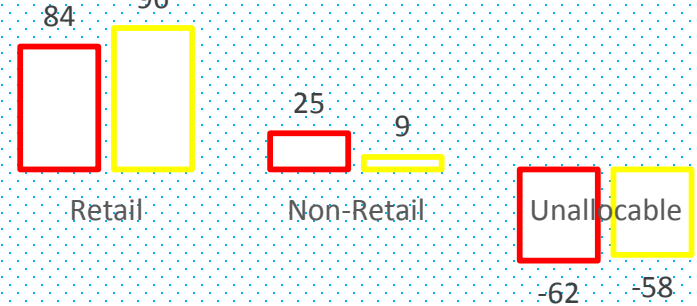
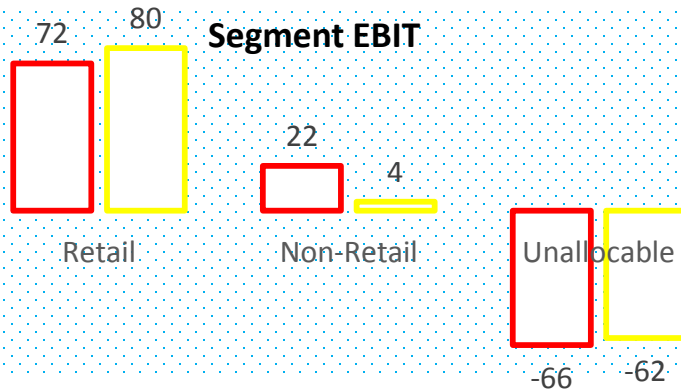
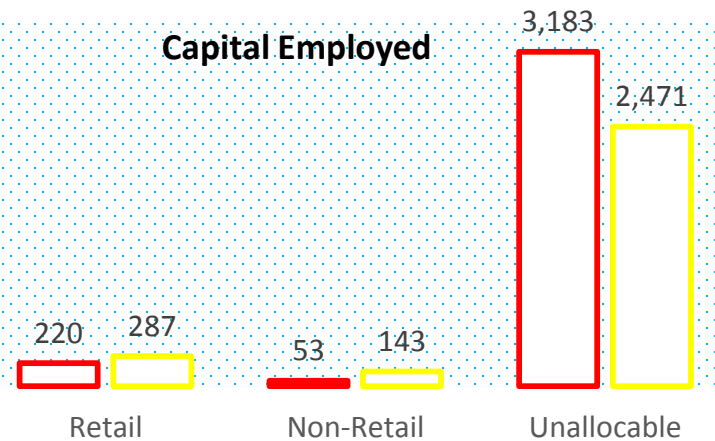
\* Operating Revenue includes Income from Operations and Other Operating Income

Q1 FY14     Q1 FY15    --- Y-o-Y

# Costs, Depreciation & Taxes – Q1 FY15



# Segment Results – Q1 FY15

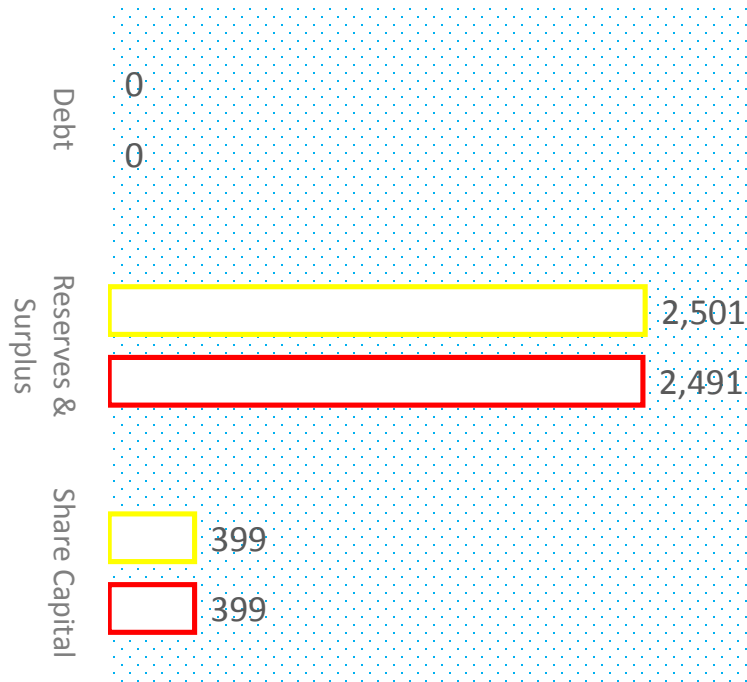
**Segment Revenue**

**Segment EBITDA**

**Segment EBIT**

**Capital Employed**


■ Q1 FY14 ■ Q1 FY15



# Key Balance Sheet Information

## Liabilities



## Assets



■ 30-Jun-14 ■ 31-Mar-14

## Key Highlights – Q1 FY15

- Income from new center sign-ups has gone up by 18.8% as compared to previous year
  - Number of new centers signed were 29 (27 in Q1 FY14)
  - 14 out of the 29 were International centers (22 out of 27 in Q1 FY14)
- Foreign exchange gain of Rs. 1.0 million in Q1 FY15 as compared to Rs. 8.5 million gain in Q1 FY14
- Provision for Doubtful Debts fell to Rs. 5.2 million vis-à-vis Rs. 12.7 million in Q1 FY14 on account of lower provisioning in MAAC
- Lower interest income of Rs. 10.7 million as compared to Rs. 26.1 million in Q1 FY14 on account of share buyback program

## Key Highlights – Q1 FY15

- Effective from April 1, 2014 the company has charged depreciation with reference to the norms prescribed by the Schedule II of the Companies Act 2013. Depreciation charge for the Q1 FY15 is therefor higher by Rs. 2.3 million
  - Based on the transitional provision in Note 7(b) of Schedule II, an amount of Rs. 19.2 million has been adjusted against retained earnings
- Effective tax rate was higher by 99 basis points w.r.t. Q1 FY14
  - No "Bad debts written off" vis-à-vis Q1 FY14 leading to higher incidence of MAT in Aptech Limited
  - No tax provision in the subsidiary companies on account of proposed merger of Maya Entertainment with Avalon Aviation Academy

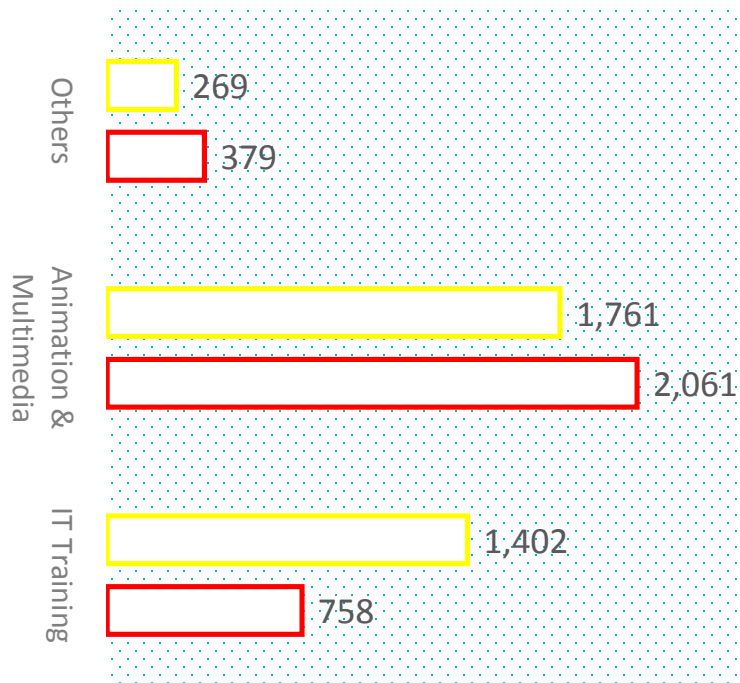


Q1 FY2015

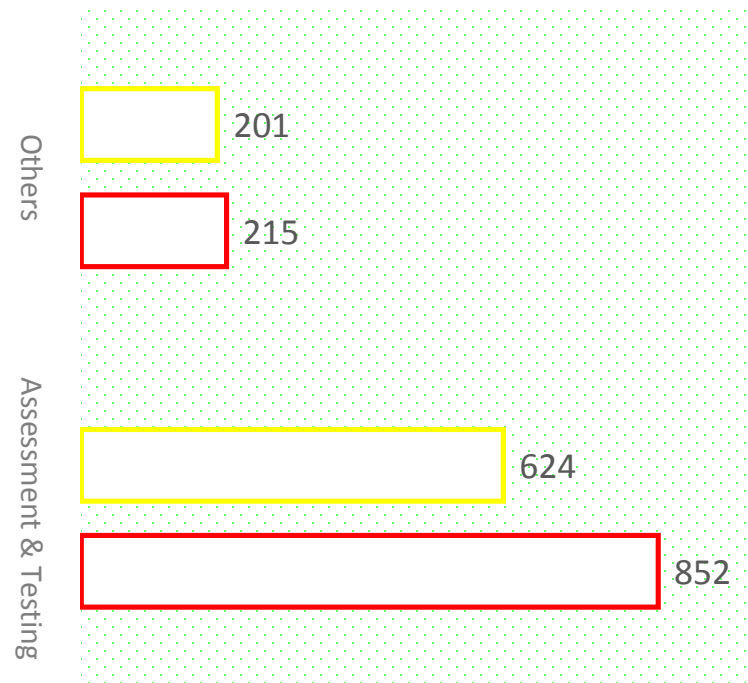
# OPERATING INFORMATION

# Sub-segment Revenue Split – Q1 FY15

## Retail



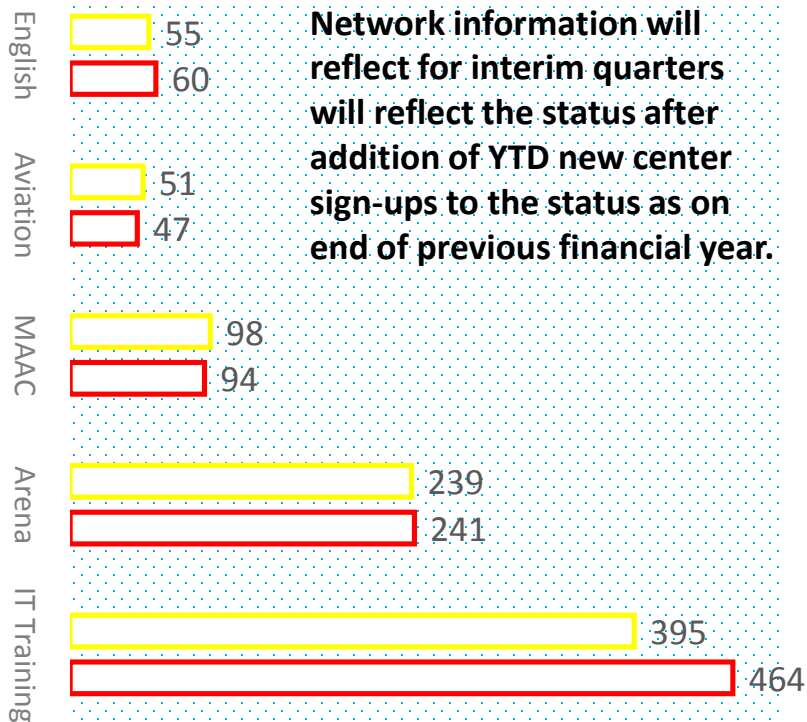
## Non-Retail



■ Q1 FY14 ■ Q1 FY15

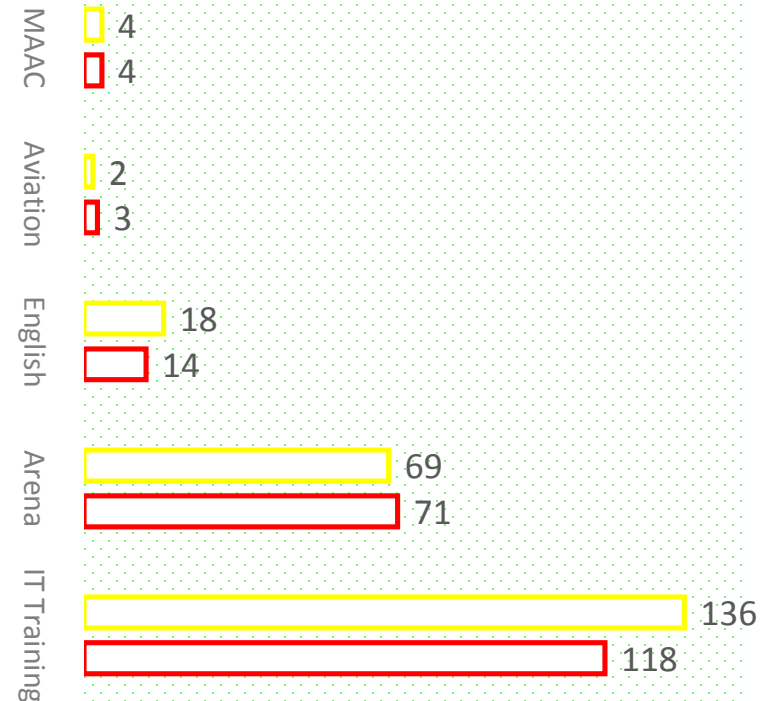
# Network (# of Centers) By Brand

## Domestic Retail



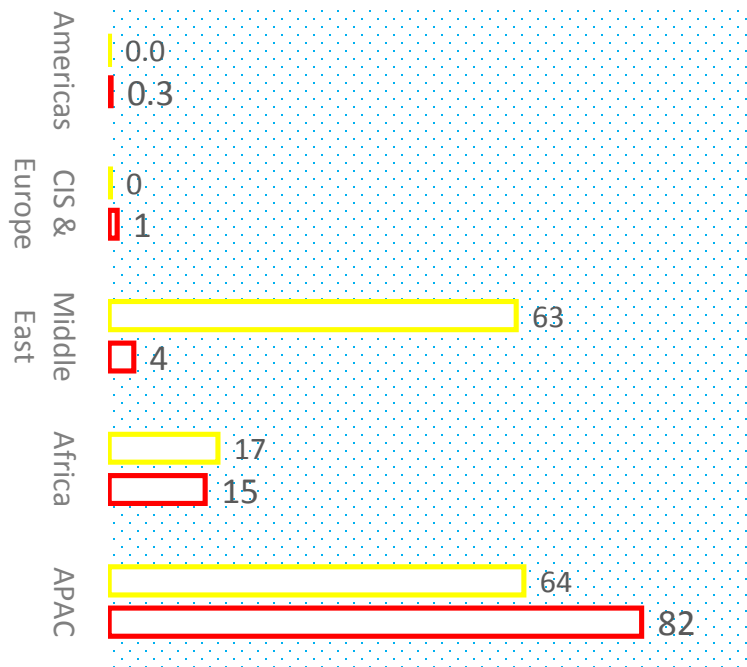
30-Jun-14 30-Jun-13

## International Retail



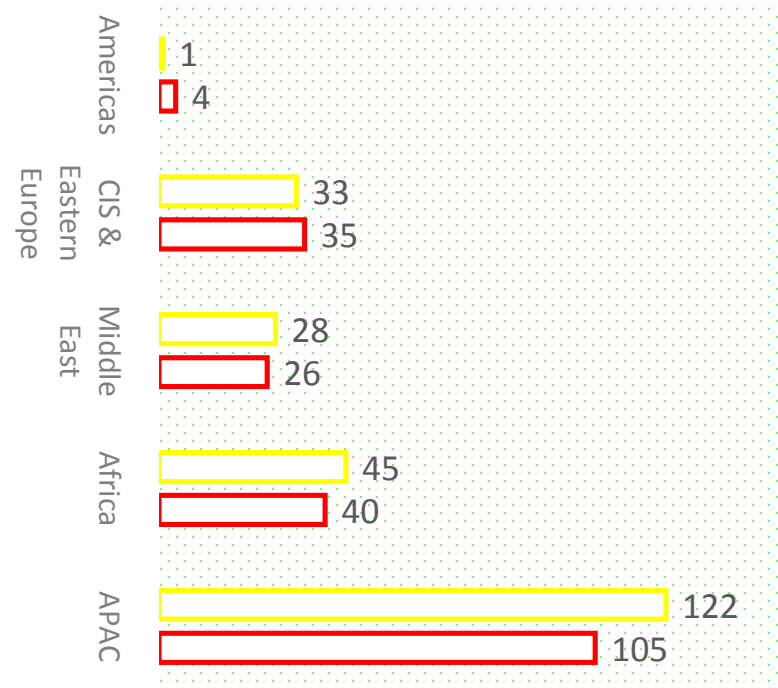
# Regional Distribution International

## Revenue



■ Q1 FY14 ■ Q1 FY15

## Network

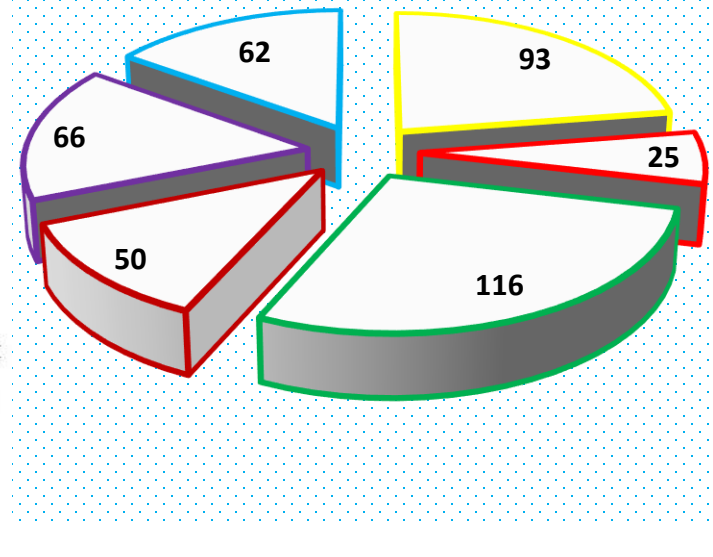
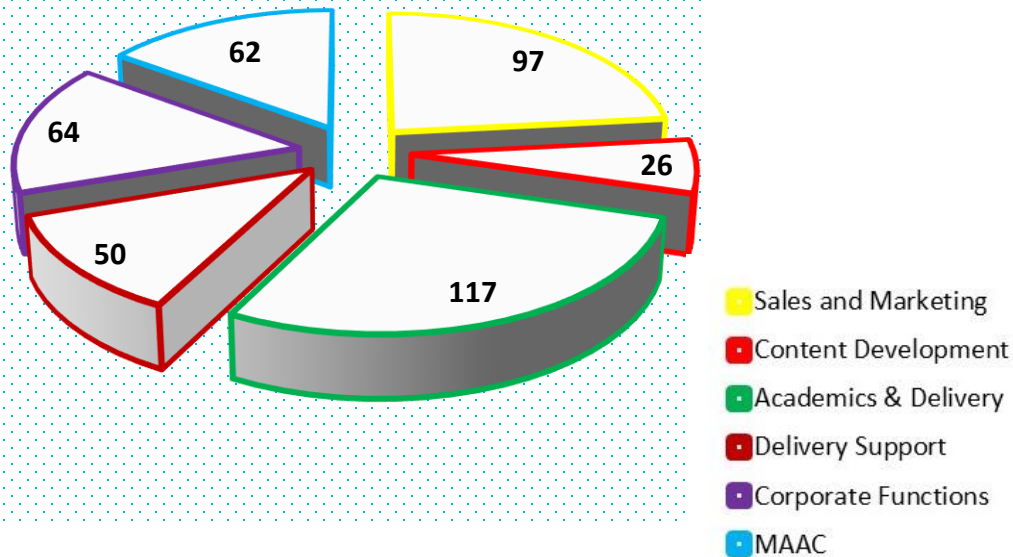


■ 30-Jun-14 ■ 30-Jun-13

# Employee Data

Employee Count as on 31<sup>st</sup> March 2014  
= 416

Employee Count as on 30<sup>th</sup> June 2014 =  
412



In addition to the above employees, there are 95 non-regular staff as on 30<sup>th</sup> June 2014 vis-à-vis 87 as on 31<sup>st</sup> March 2014



## Key Highlights – Q1 FY15

- Excluding MAAC, Domestic Retail business grew by 0.9%, with brands such as Aptech Aviation and Aptech Computer Education showing growth
- International division has generated significant income through recruitment drive for a partner university, thus monetizing access to a large student community
  - However, income from International Retail Projects fell due to bunching up of ITEC batches in the last 3 quarters
  - Overall Y-o-Y growth in International Retail sales was 41.9%
- Excluding the one-off CMAT implementation in May 2013, Aptech testing business grew by 48.1% on account of new project executions



## KEY BUSINESS HIGHLIGHTS

## Success stories



Campaign aligned with LeX & DX  
that targeted universities and students  
using MVA and Learning Partners

### Results



**2,300** Students enrolled

**1,300** Students taking MCSD Windows  
App Development Certification

**1,200** Windows apps in store



*Screen Grab from talk by Eddie Yandle, Sr Marketing Director, Microsoft Learning  
during World Partner Conference, Washington, July 14*

# Aptech Uganda selected as "The Best IT Training School of the year"



Award being collected from H.E. Yoweri Kaguta Museveni - President of Uganda  
- at Uganda Responsible Investment Award 2014 for the 2<sup>nd</sup> consecutive year

- MAAC courses are now certified by Indian VFX and Animation Council (IVAC), a leading body of industry luminaries with an aim to promote VFX and Animation in India
- IT Training Academy order finalized for a recognized Engineering college in Karnataka
- Entry into Libya with new center sign-up for Aptech Computer Education, Aptech Networking and Aptech English and into Mozambique with Aptech Computer Education

- New internship signups in Aptech Aviation with GMR Hyderabad Airport, The Sapphire Comfort Hotel (Goa) and Hotel Ramada (Navi Mumbai)
- Successful execution of UPSC order for assessment with 84000+ tests delivered
- Professional Banker program launched in association with HDFC Bank with a 'Hire & Train' model
- Expansion of OnlineVarsity through addition of more courses, additional video content and development of mobile app on Android platform



## The Resilient Bangalore Traffic Cop

THURSDAY, JULY 03, 2014

### The Resilient Bangalore Traffic Cop

Ever wondered what it would be like, to stand in the scorching heat of the summer (as part of your job) and maintain peace on a busy road AND give directions to thousands and thousands of ruthless commuters?

Sure you haven't!!! This is why 14 Students of MAAC in Association with the Bangalore Traffic Police have made a 17 minute documentary. Under the able guidance of 'Anto Zonal Tech-

nical head MAAC (South ) and the mentorship of Shajan Samuel " The Resilient Bangalore Traffic Cop " portrays a balanced view on the Bangalore Traffic Police . Their plight, their struggle and their resilience form the heart of the movie.

This documentary also reiterates the necessity to adhere to traffic rules and guidelines to minimize accidents maintaining Traffic Discipline at all times.

The movie was announced in April



2014 and completed on June 25th. This movie was released at a grand press conference at Bangalore on the 2nd of July which was graced by Shri. Raghavendra Auradkar I.P.S. Bangalore City Police Commissioner , Shri B.Dayananda I.P.S. Additional Commissioner Traffic, Bangalore , Vani Ganapathy Indian Classical Danceuse & Yusuf Arakkal , renowned Painter as well as Sr. members of Bangalore Traffic Police .

The response from the dignitaries and the press has been overwhelming. As of now it has come in 14 Paper, the Deccan Chronicle coverage being one amongst them.



## Traffic police seek image makeover with documentary

dna correspondent @dnaofblr

**Bangalore:** Maya Academy of Advanced Cinematics (MAAC), a 3D animation and VFX institute, is attempting to present a different view of the Bangalore Traffic Police from malleable, physically unfit and unnecessarily obtrusive while executing

their duties to a more balanced and positive view by portraying their side of the story via a 15-minute documentary.

The documentary, titled 'The Resilient Bangalore Traffic Cop', will delve into the arduous lives of the cops and the health and safety hazards posed by their job.

Additional commissioner of traffic, Bangalore, Dayanand B lauded the initiative and said a documentary depicting the resilience of the Bangalore traffic police is a welcome move.

The project will be filmed by a crew of 15 students from MAAC Bangalore centres, in collaboration with the Banga-

lore traffic police. Filming will commence on the April 1, and is scheduled to be released in second week of May.

The 15 students were selected through a rigorous audition process from a pool of more than 200 students who were auditioned.

mybangalore@dnaindia.net

14 students of MAAC Bangalore filmed the documentary 'The Resilient Bangalore Traffic Cop' to portray a balanced view of their life. Documentary was launched by Mr. Raghavendra Auradkar – Bangalore Police Commissioner, Vani Ganapathy – Indian Classical Dancer and Yusuf Arakkal – Renowned Painter. The documentary and the launch has widely lauded and covered in media.

# Domestic Campaigns

**ARENA ANIMATION**  
Learn from the Leader.

**Be Creative. Be Different!**  
Discover rewarding Careers in  
Animation | VFX | Graphic Design | Web Design

**Animation Camp**

Your 1<sup>st</sup> STEP to  
Learning &  
Creative Achievement  
is FREE!

**OnlineVarsity**  
Call: 0000-000-0000

**BECOME THE UNBEATABLE MASTER OF  
VFX & ANIMATION.**

Join MAAC, now powered by IVAC.

**IVAC**  
International Visual Arts & Creative

MAAC is the leading provider of animation and VFX education in India. We are now part of IVAC, a leading body of creative education. This is the only way to get the advantage of a world-class education. No more stress. Sign up for [www.arenaonline.com](http://www.arenaonline.com) or [www.arena.com](http://www.arena.com).

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**OnlineVarsity**  
Call: 0000-000-0000

**ARENA ANIMATION**  
Learn from the Leader.

**GIVE YOUR CAREER GOALS  
A NEW DIMENSION  
WITH ARIP**  
Arena Animation International Program  
Get the skills. Get the job!

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**ARENA ANIMATION**  
THE MOST INDEPTH  
COURSE IN ANIMATION.  
POWERED BY IVAC.

**IVAC**  
International Visual Arts & Creative

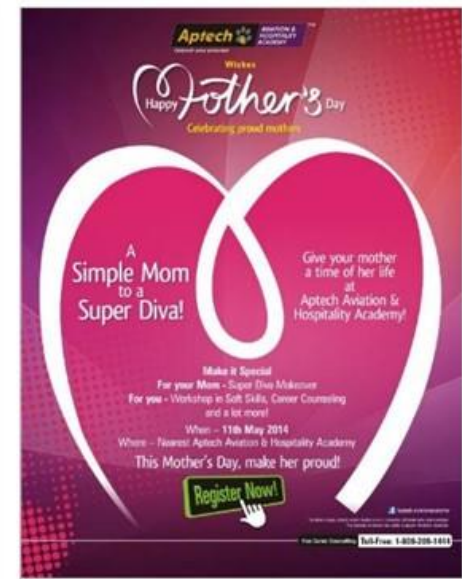
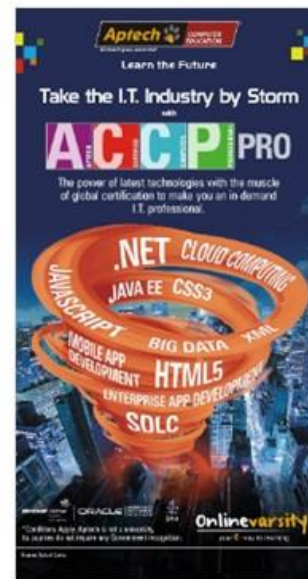
MAAC is the leading provider of animation and VFX education in India. We are now part of IVAC, a leading body of creative education. This is the only way to get the advantage of a world-class education. No more stress. Sign up for [www.arenaonline.com](http://www.arenaonline.com) or [www.arena.com](http://www.arena.com).

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**OnlineVarsity**  
Call: 0000-000-0000



# Domestic Campaigns



# International Campaigns

**ISO CERTIFIED**

**31** days of Football Fever and Scholarship\*

ENROLL for ACCP and get FREE FEA Screening Pass\*

**Aptech** COMPUTER EDUCATION

**CATCH THE FOOTBALL FEVER @APTECH**

Walk-in and Predict the winning team & WIN! iPad mini and more!

**COLLECT** Your Football kit from your nearest Aptech center

**WIN!** iPad mini

**WIN!** Smart Phones

\*Conditions apply. Aptech is not a University. All trademarks are acknowledged. Selection of winners will be at sole discretion of the Aptech centers. Center reserves the right to suspend the contest at any time without prior notice. Match screening of select centers only.

**Visit your nearest Aptech centre and collect your FREE\* football kit.**

**UNLOCK SUCCESS** with **ARENA MULTIMEDIA**

Latest Tools • Job Opportunities • Creative Careers

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Welcome a successful career. **ENROLL TODAY!** Call: 0000 0000

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**Aptech** COMPUTER EDUCATION

**Aptech's CAREER QUEST 2014** with Middlesex University

SAVE TIME. SAVE MONEY!

UK • DUBAI • MALTA • MAURITIUS

**100% Scholarship**

**Don't miss these career seminars in your city!**

**STUDY ABROAD AT AN AFFORDABLE COST!**

**Prof Raj Gill**  
Pro Vice-Chancellor, Middlesex University

**Kallol Mukherjee**  
Aptech Ltd., Business Head, Africa

**DATE VENUE**

4 <sup>th</sup> Aug Birmingham	5 <sup>th</sup> Aug London
6 <sup>th</sup> Aug Birmingham	7 <sup>th</sup> Aug London

**Middlesex University**

**Register at Nearest Aptech Center. Limited Seats!**

28 Years of Expertise • 7 Million Students Trained • 48 Countries • ISO Certified

**Aptech** COMPUTER EDUCATION

**PETITIVENESS**

**OPEN THE WINDOW TO GLOBAL COM**

**PROGRAM HIGHLIGHTS**

- Exclusive Training Facility for foreign students
- Unique Study + Internship Training Model for students of other programs
- Global Career focus that is internationally accepted
- Exclusive and industry focused technology

**APTECH'S SUPPORT TO STUDENTS**

- Orientation Program to help students familiarize with the schedule, industry, facilities and new surroundings
- Aptech job support and help facilities for all students
- 24-hour Student Care & Support in the host country, on and off-campus accommodation
- Aptech's industry based and official documentation along with processing
- Ready available medical facilities from Aptech's centrally located International Training Center
- Aptech also provides guidance and many other support facilities to all students

**SUCCESS STORY**

**CLIENT NAME:** NEC Corporation, Japan

**ABOUT NEC:** NEC Corporation is a Japanese multinational electronics and information technology company. It is a member of the Fuyo Group, a Japanese financial group. NEC is a member of the Fuyo Group, a Japanese financial group. NEC is a member of the Fuyo Group, a Japanese financial group.

**REQUIREMENT:** NEC Corporation is seeking 20-25 fresh engineering graduates for one year with one month in IT and English language training.

**PROGRAM OBJECTIVE:** To provide a global environment and provide international exposure. To give the engineers a multi-cultural exposure.

**ABOUT THE TRAINING:** We will provide a 10-week training in India, with 15 days of intensive classroom training in IT in the last 15 days. They will then go to Japan for one month in IT and English language training. The training will be conducted in a multi-cultural environment.

**OUR CLIENTELE:**

- Ministry of NEC, South Korea • Ministry of Health, Development, Malaysia • Ministry of NEC, Malaysia
- Department of Judicial Administration, Malaysia • NEC Japan • NEC America Japan • NEC Europe
- Ministry of Education, Singapore • NEC Korea • NEC America • NEC Europe • NEC Japan
- Sungshin University, South Korea • Chonnam National University, Korea • Sungshin University, South Korea
- Ministry, Democratic Republic of Congo

**Aptech** COMPUTER EDUCATION

Aptech Ltd., Head Office, Aptech House, 4th Floor, 100, North Avenue 1, Singapore 437000. Tel: 65-6333 2222. Fax: 65-6333 2222. Website: www.aptech-worldwide.com



**THANK YOU**

# About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 7 million 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).

For further information on Aptech Limited, please visit our website at [www.aptech-worldwide.com](http://www.aptech-worldwide.com) or contact:

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