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POTENTIAL



Investor Update – Quarter Ending 30th Sep 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,

In the last 2 – 3 years, we have actively chosen to pursue non-linear growth opportunities and therefore succeeded in achieving 8 straight quarters of revenue growth (excluding MAAC accrual impact) up to Q1 FY15. Pursuit of non-linear businesses comes with the inherent risk of lumpiness of revenues and concentration risk. In Q2 FY15, we have felt the negative impact of reverses in the Aptech Learning Ladder project in Nigeria and CMAT, due to political and regulatory factors respectively. However, if we exclude income from these projects, rest of the business has grown in spite of impact of MAAC accounting change.

Business environment in the domestic market has shown improvement, however this has been accompanied by intense competition in the market. We have overcome the handicap of lack of degree program through growth in career course enrollments. Major brands like IT Training, Arena and MAAC have shown operational growth. In the International market, except for project business in Nigeria and ITEC, the core franchise based business has shown growth due to strong performance of Pakistan, Nigeria and Qatar. We are hopeful of the Enterprise Business prospects improving in H2 of the financial year.

In order to improve efficiencies and boost shareholder returns, we effected the scheme of merger of our subsidiaries, Maya Entertainment Ltd. with Avalon Aviation Private Ltd., with effect from 1st April 2013. Hence, our capital base (as on 31st March 2014) was down by 22.2% and FY14 financials were restated.

We sincerely believe that we can continue to perform well and look forward to your continued support.

Ninad Karpe
14th Nov 2014

Summary – Q2 FY15

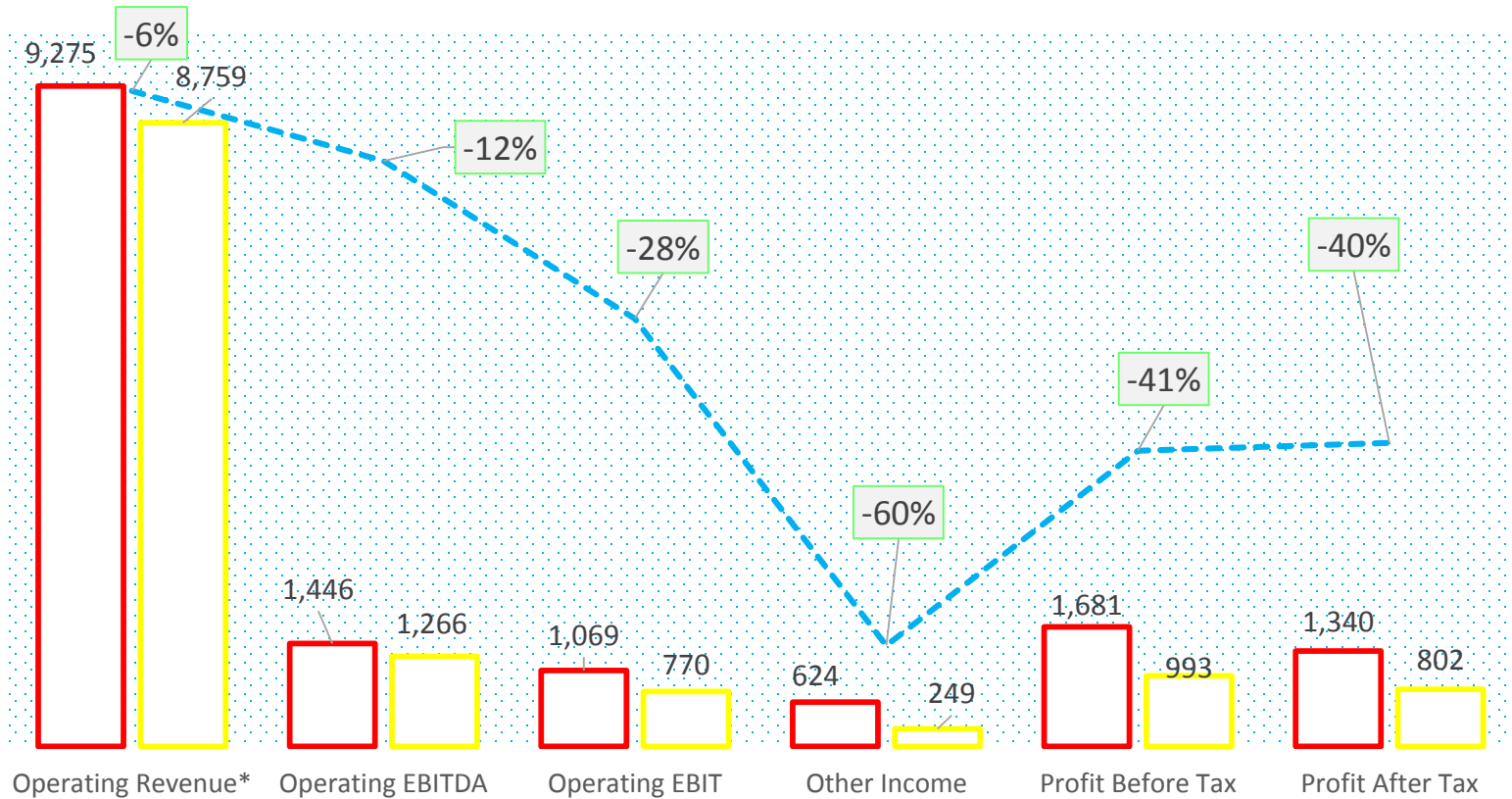
- **Revenue growth of 5.7% after negating impact of regulatory changes, political issues and accounting changes on topline**
 - Domestic Retail business grew by 4.0% in Q2 FY15 on a Y-o-Y basis in spite of decline in MAAC revenue by 9.7%
 - Aptech Learning Ladder project in Nigeria put on hold due to political situation in Nigeria; Q2 FY14 income of Rs. 48.6 million
 - Adverse court order impacts CMAT enrollments, thus reducing the CMAT topline from Rs. 44.2 million in Q2 FY14 to Rs. 25.5 million in Q2 FY15
- Operating EBITDA was Rs. 71.1 million (29.4% Y-o-Y ↓). Operating EBITDA margin improved from 12.8% in Q1 FY15 to 16.1% in Q2 FY15
- Profit After Tax of Rs. 49.12 million vs. Rs. 31.12 million in Q1 FY15 (57.8% ↑) and Rs. 86.80 million in Q2 FY14 (43.4% ↓)
 - Lower interest income of Rs. 9.7 million as compared to Rs. 27.4 million in Q2 FY14 on account of share buyback program



H1 & Q2 FY2015

FINANCIAL RESULTS

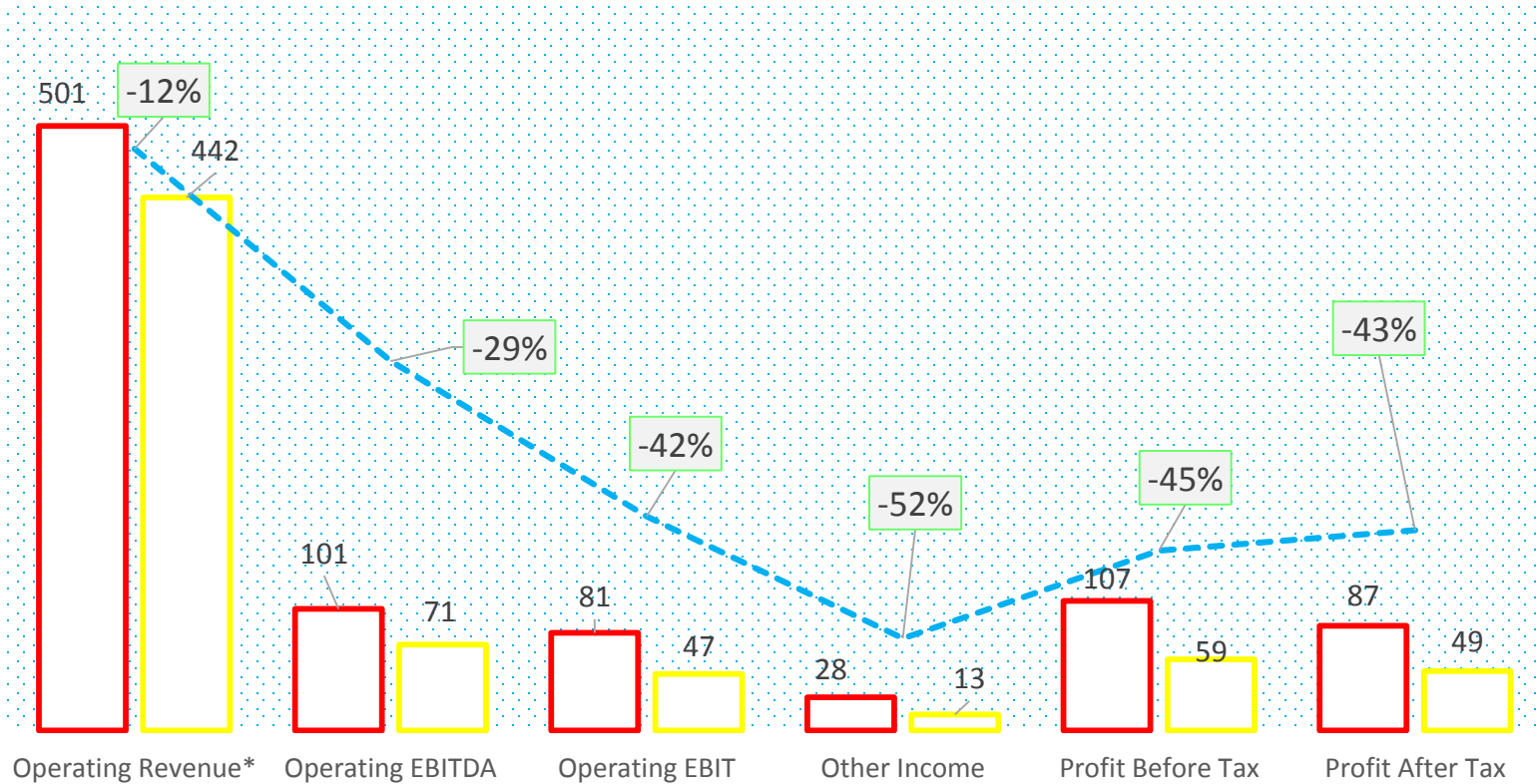
Revenue & Profitability – H1 FY15



* Operating Revenue includes Income from Operations and Other Operating Income

 H1 FY14
 H1 FY15
 - - - Y-o-Y

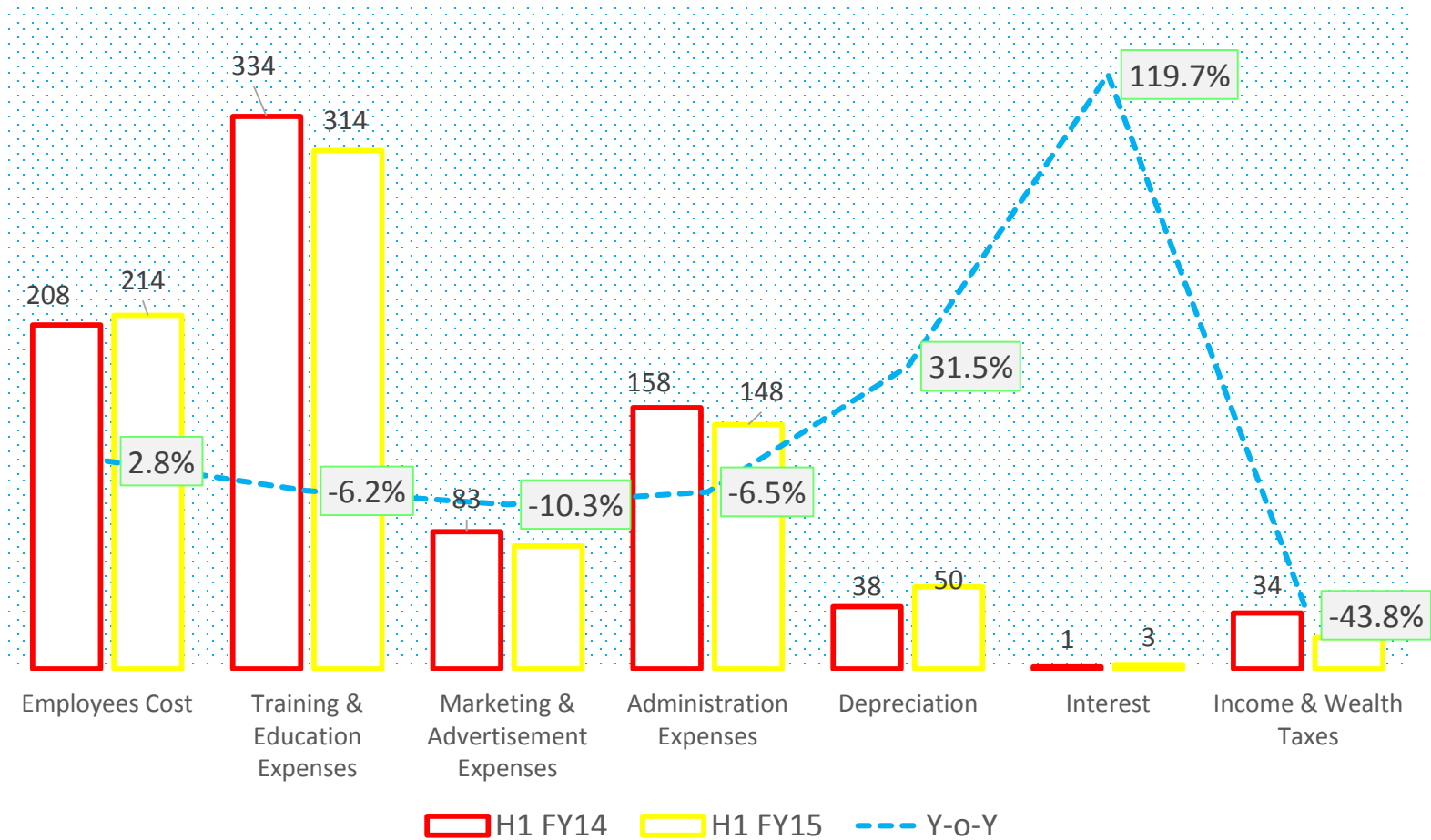
Revenue & Profitability – Q2 FY15



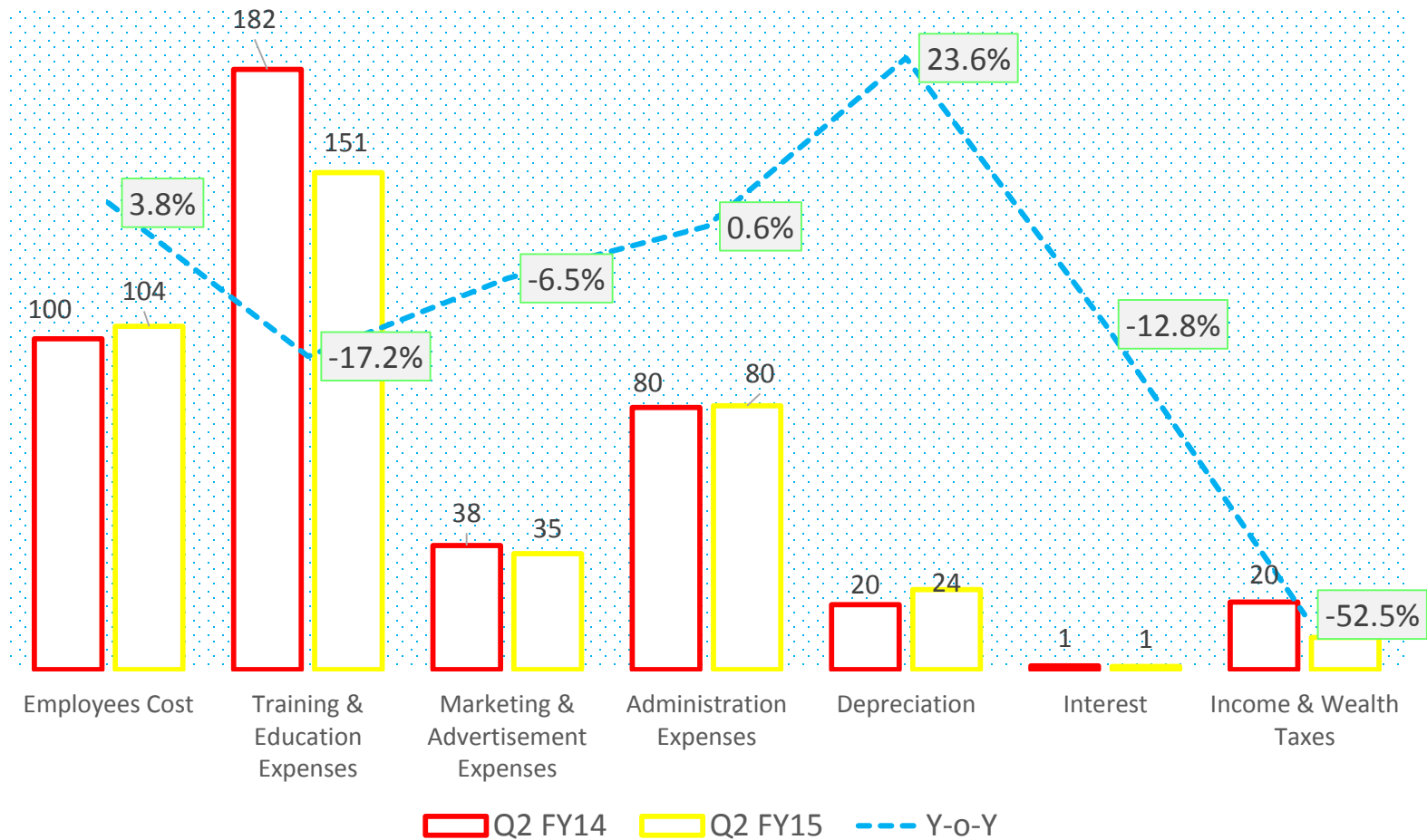
* Operating Revenue includes Income from Operations and Other Operating Income

 Q2 FY14
 Q2 FY15
 --- Y-o-Y

Costs, Depreciation & Taxes – H1 FY15

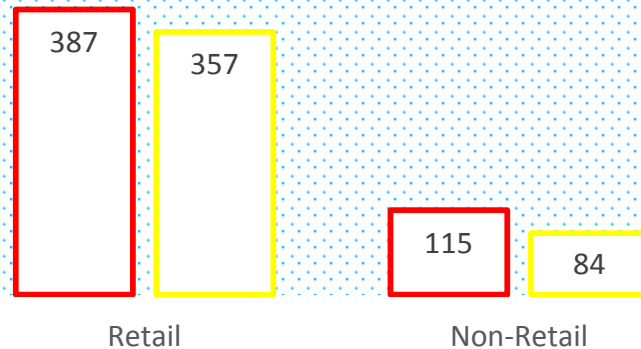


Costs, Depreciation & Taxes – Q2 FY15

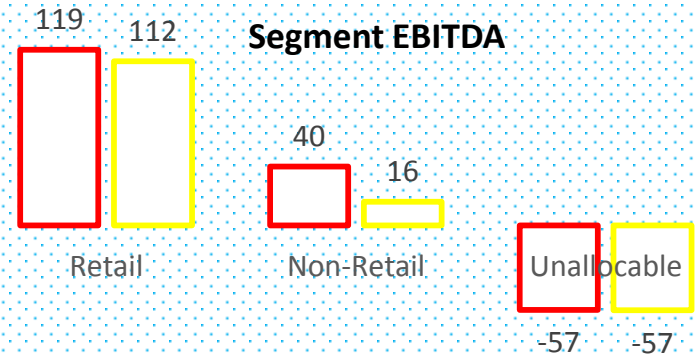


Segment Results – Q2 FY15

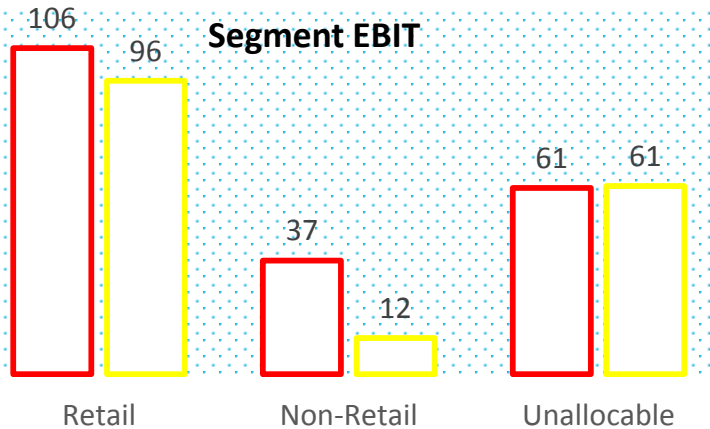
Segment Revenue



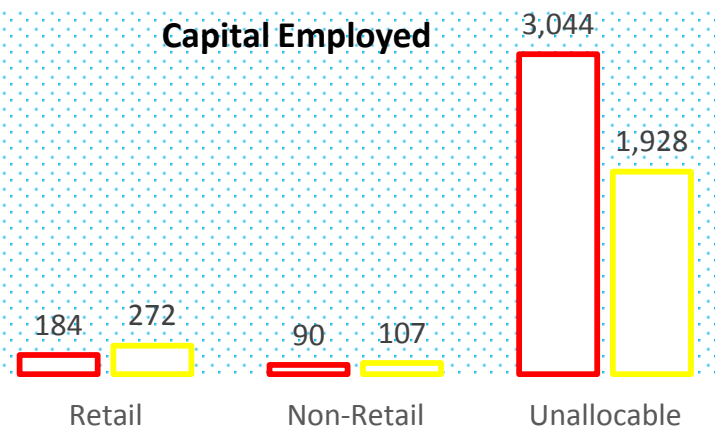
Segment EBITDA



Segment EBIT



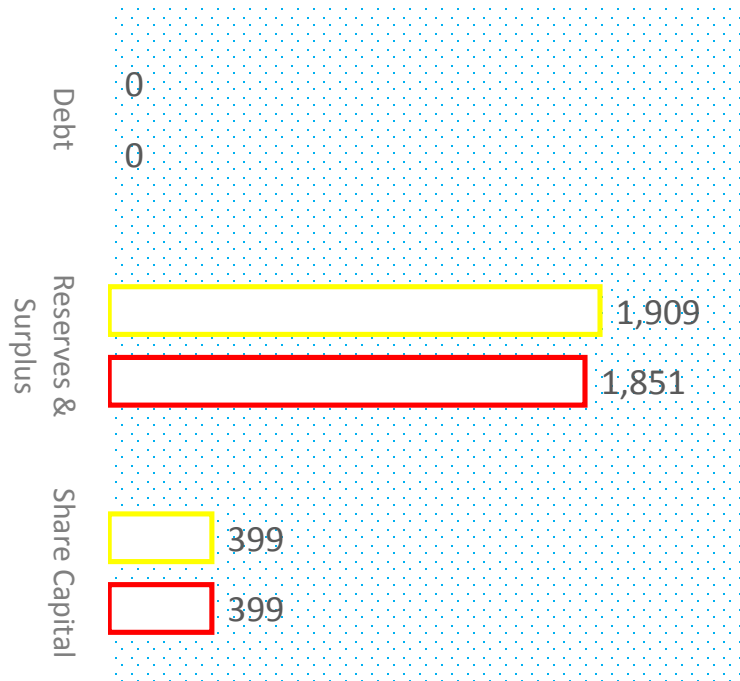
Capital Employed



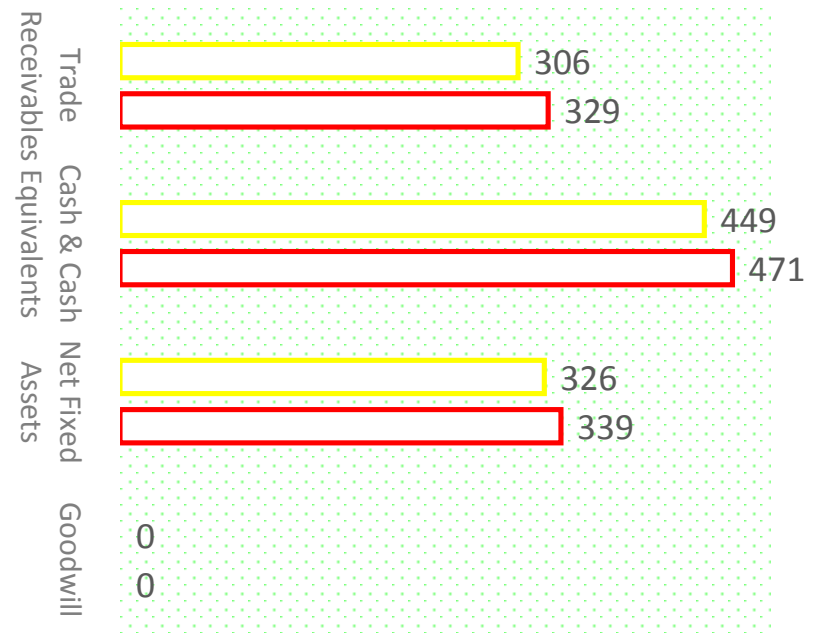
■ Q2 FY14 ■ Q2 FY15

Key Balance Sheet Information

Liabilities



Assets



■ 30-Sep-14 ■ 31-Mar-14

Key Highlights

- In Q2 FY15, the company successfully completed the merger of Maya Entertainment Limited (MEL) with Avalon Aviation Academy Private Limited (Avalon), which was effective from 1st April 2013
 - Merger to achieve operational efficiencies through reduction of number of subsidiaries
 - Carry forward losses in Avalon are available for set-off against profits in MEL due to merger
 - Restatement of financials done for the annual accounts of FY14. Profit After Tax for the full financial year FY14 increased by Rs. 15.7 million
 - Effective tax rate was lower by 256 basis points in Q2 FY15 w.r.t. Q2 FY14 (merger impact not considered)

Key Highlights

- Provision for Doubtful Debts was Rs. 6.2 million vs. Rs. 12.9 million in Q2 FY14 due to lower provisions in MAAC
- Foreign exchange gain of Rs. 3.4 million in Q2 FY15 as compared to Rs. 1.1 million gain in Q2 FY14
- Income from new center sign-ups has come down by 10.9% for the first half as compared to same period of last year
- Depreciation charge for the Q2 FY15 is higher by Rs. 1.4 million due to accounting norms prescribed by the Schedule II of the Companies Act 2013

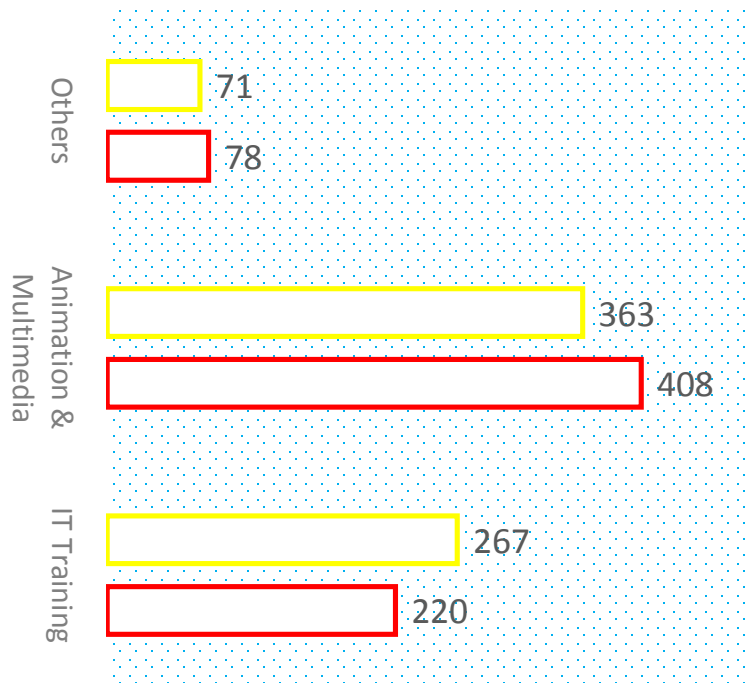


H1 & Q2 FY2015

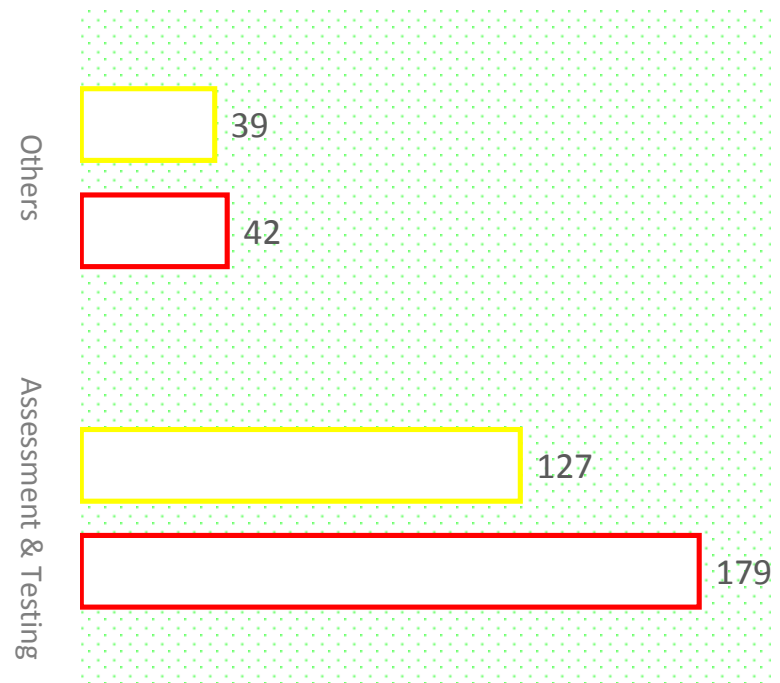
OPERATING INFORMATION

Sub-segment Revenue Split – H1 FY15

Retail



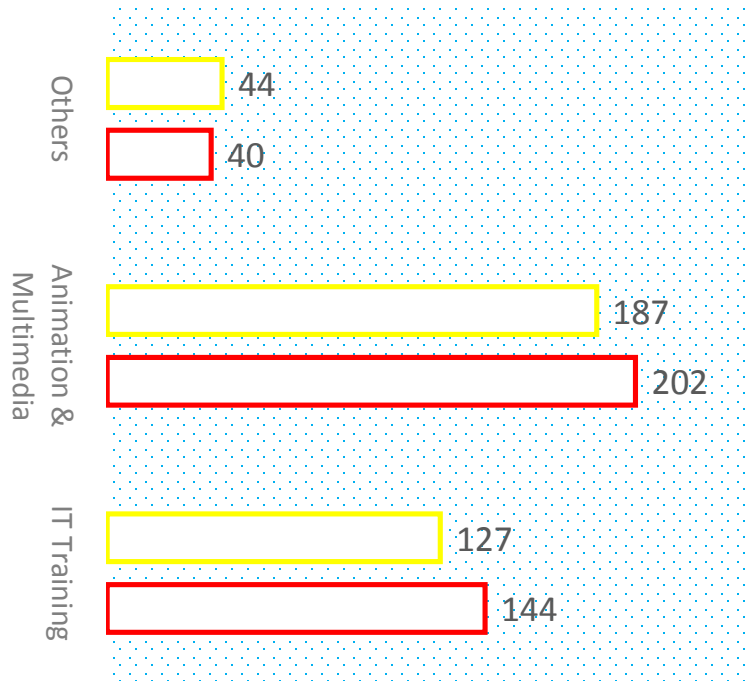
Non-Retail



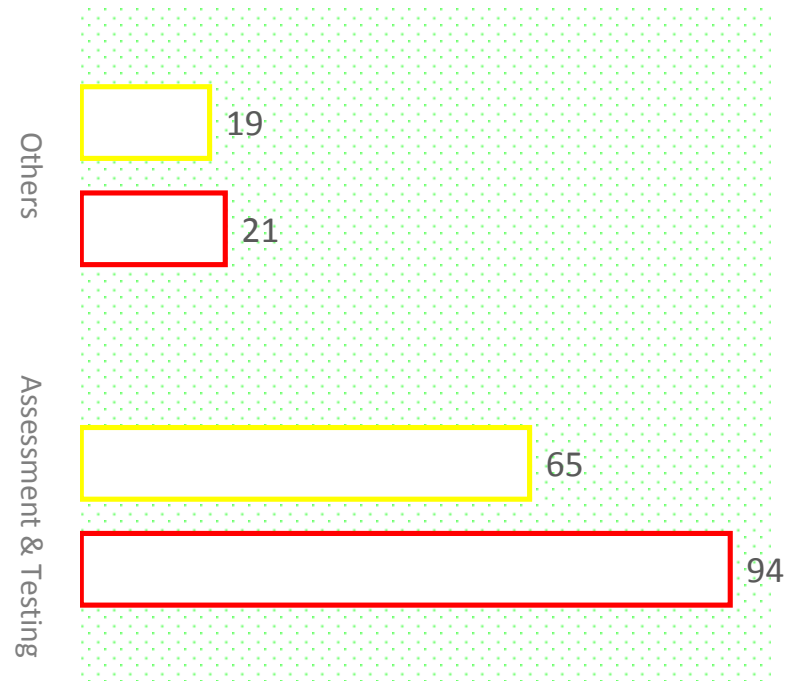
■ H1 FY15 ■ H1 FY14

Sub-segment Revenue Split – Q2 FY15

Retail



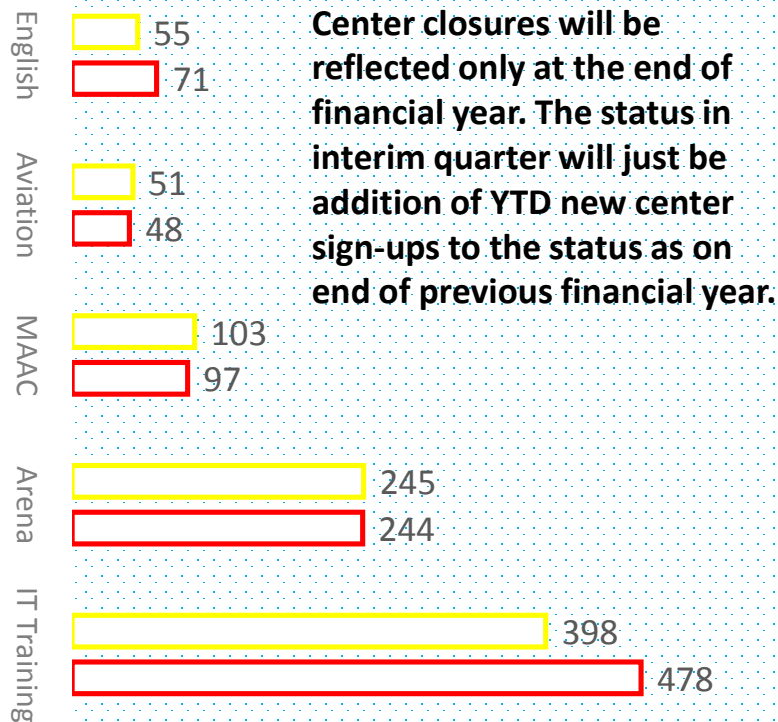
Non-Retail



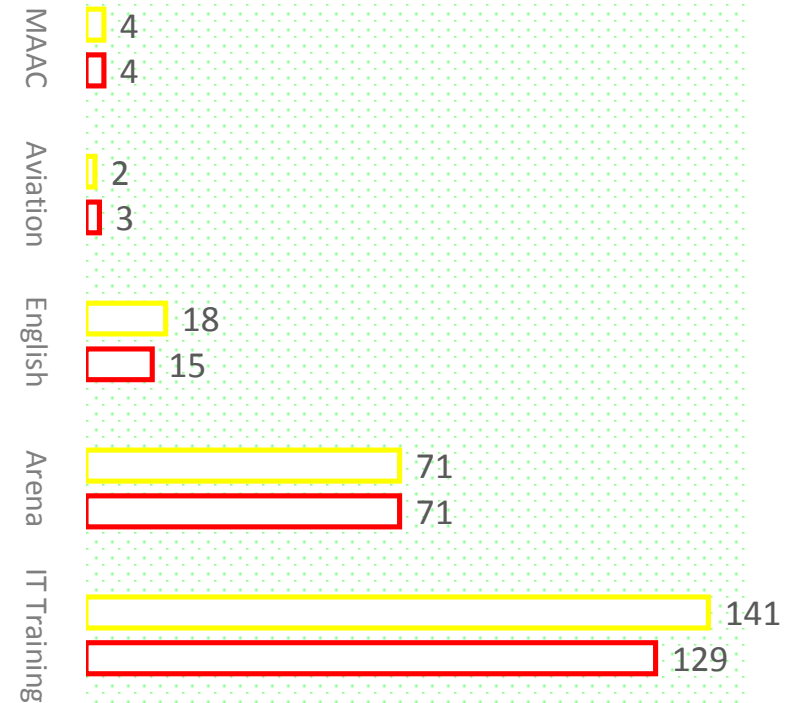
■ Q2 FY14 ■ Q2 FY15

Network (# of Centers) By Brand

Domestic Retail



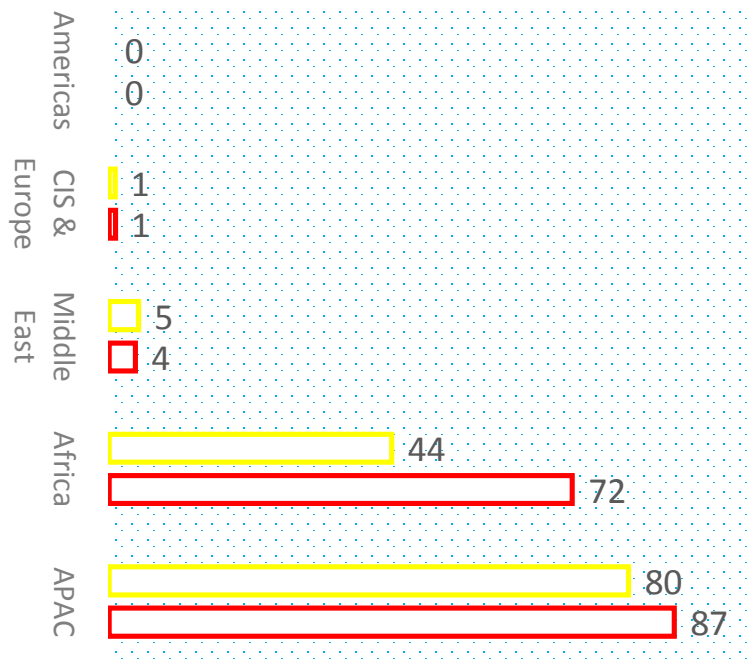
International Retail



30-Sep-14 30-Sep-13

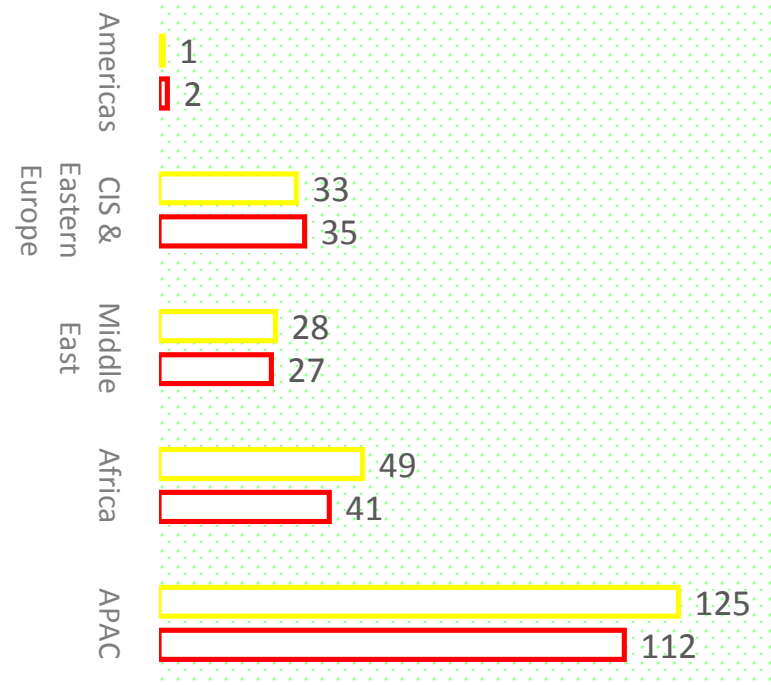
Regional Distribution International

Revenue



Q2 FY14 Q2 FY15

Network

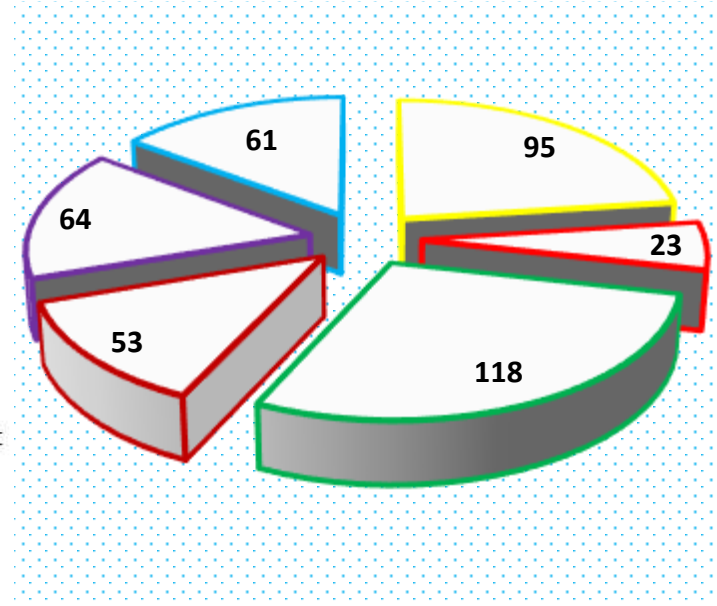
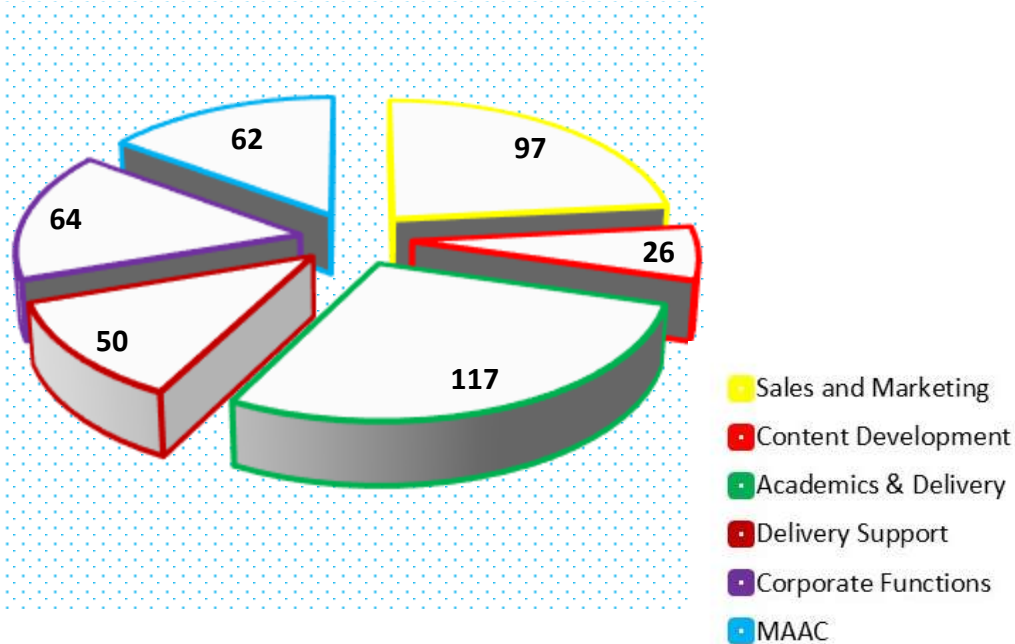


30-Sep-14 30-Sep-13

Employee Data

Employee Count as on 31st March 2014
= 416

Employee Count as on 30th September
2014 = 414



In addition to the above employees, there are 79 non-regular staff
as on 30th September 2014 vis-à-vis 87 as on 31st March 2014

Key Highlights

- Excluding MAAC, Domestic Retail business grew by 12.4%, with brands such as Aptech Computer Education and Arena showing improved performance as compared to previous year
- International division de-grew by 21% mainly on account of Aptech Learning Ladder project in Nigeria being put on hold
 - Excluding Aptech Learning Ladder project, Y-o-Y growth in International Retail sales was 12.3%
 - Income from International Retail Projects lower as compared to previous year due to bunching up of ITEC batches in H2
- Aptech testing business de-grew by 30.9% mainly on account of lower CMAT enrollments



Q2 FY2015

KEY BUSINESS HIGHLIGHTS

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 12th year in a row (2003 – 2014)

- Recognition from Prometric and Microsoft, received reward \$50,000 for Certify 2014 scheme
- 3 Aptech trainers awarded 'Microsoft –Wizard of Technology' award and certificate
- Launched 1st ever MAAC –UNIC Awards in 24 FPS for student films based on millennium goals of UN

Business Update

- Entry into Kenya with new center sign-ups for Aptech Computer Education and Arena
- Myanmar center launched and 1st batch formed
- Awarded project on PMP Training by MCIT Afghanistan
- Won a new order from north based education and research institute for Aptech Testing

Domestic Campaigns

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- Click the best photograph ever, based on a subject of your choice.
- Be it nature, architecture, culture, people, anything!
- Give it an appropriate caption.
- Only one photograph is to be submitted by each participant.
- The winners will be decided by MAAC.

**Venue: Yashwantrao Chavan Natya Sankul
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ARENA MULTIMEDIA

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Ưu thế
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Ai
Bạn có thể trở thành Chuyên viên Thiết kế Đồ họa - Chuyên viên Thiết kế Nội thất - Học và làm việc thoải mái, sáng tạo, năng động, được trả lương cao.

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Bạn sẽ là Chuyên gia trong Công nghệ In ấn phân loại - Thiết kế và in ấn phân loại - Thiết kế và in ấn phân loại - Thiết kế và in ấn phân loại.

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15
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International Events

**MCIT
Convocation**



**20 year
celebration of
Aptech Qatar**





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 or contact:

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