

APTECH LIMITED

UNLEASH
YOUR
POTENTIAL



Investor Update – Quarter Ending 31st Dec 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,

Firstly, we at Aptech, would like to wish you a happy and prosperous 2015!

Our business is sensitive to changes in the macro environment such as seasonality of demand, regulatory changes, political instability, economic outlook etc. Hence, it is very important for an Education company to have a diversified business portfolio. Aptech with its multiple growth engines of Domestic Retail, International Retail and Enterprise Business has a balanced portfolio to be able to withstand the vicissitudes of any one business segment.

In Q3 FY15, traction in new sign-ups and higher projects income helped the International business perform well. The domestic IT Training and the Aptech Aviation franchise businesses also have shown good growth on a YTD basis. Career enrollments and placements across all domestic brands are up significantly on both YTD and quarterly basis. However, the overall Domestic Retail revenue was impacted due to tapering off of MAAC accrual revenue stream and franchising out of own centers. The Assessment business was impacted due to regulatory changes, thus resulting in decline in the Enterprise business revenue. Nevertheless, the Company has managed to maintain its top line (excluding impact of accounting changes) and deliver profits. Thus, maintaining its superior financial performance track record in the last few years as compared to its industry peers in the vocational training segment.

We continue to believe in the promise of our businesses and are confident about its future performance.

Ninad Karpe
9th Feb 2015

Summary – Q3 FY15

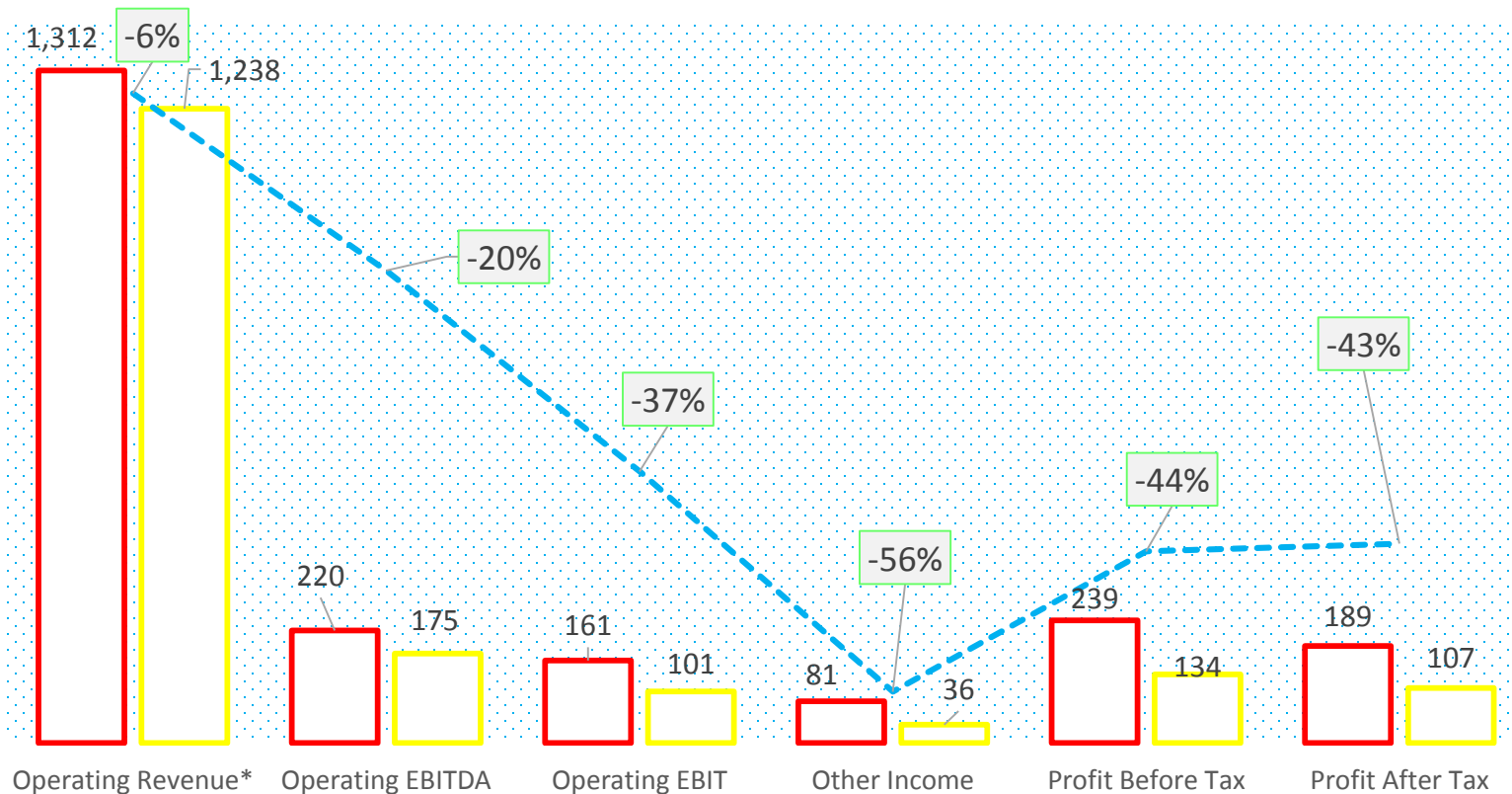
- **Revenue growth of 6.7% (Y-o-Y basis) after negating impact of regulatory changes and accounting changes on topline**
 - International Retail business grew by 24.1% on account of projects and new sign-ups
 - Overhang of adverse regulatory environment impacted the Testing business, thus reducing the revenue by 32.7% from Q3 FY14 levels
- Operating EBITDA was Rs. 48.4 million as against Rs. 76.3 million in Q3 FY14 (36.6% Y-o-Y ↓)
 - Decline in Testing business revenue impacted operating margins
- Profit After Tax of Rs. 27.0 million vs. Rs. 55.2 million in Q3 FY14 (51.0% ↓)
 - Lower interest income of Rs. 10.0 million as compared to Rs. 17.4 million in Q3 FY14



YTD & Q3 FY2015

FINANCIAL RESULTS

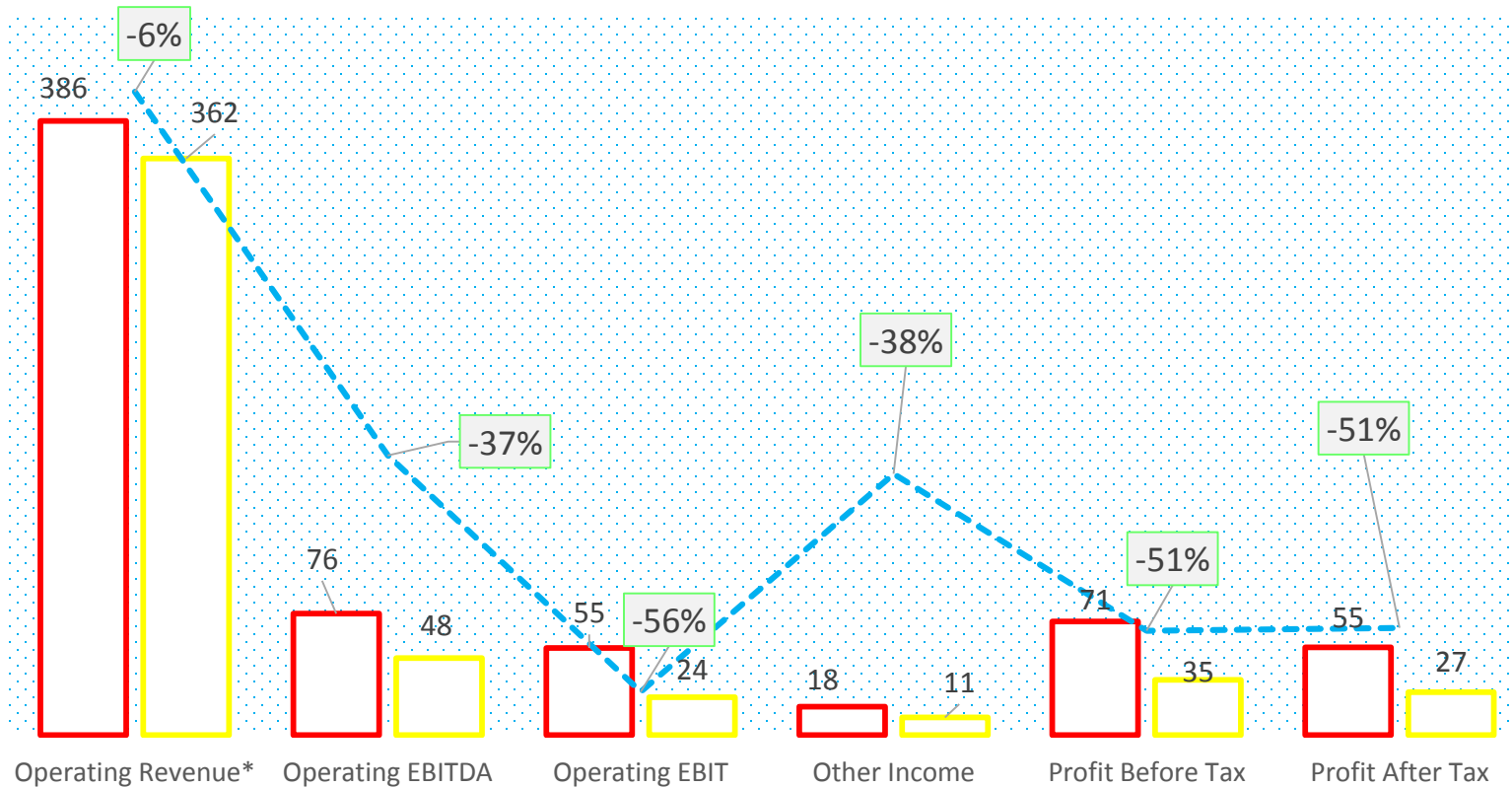
Revenue & Profitability – YTD FY15



* Operating Revenue includes Income from Operations and Other Operating Income

YTD FY14
 YTD FY15
 --- Y-o-Y

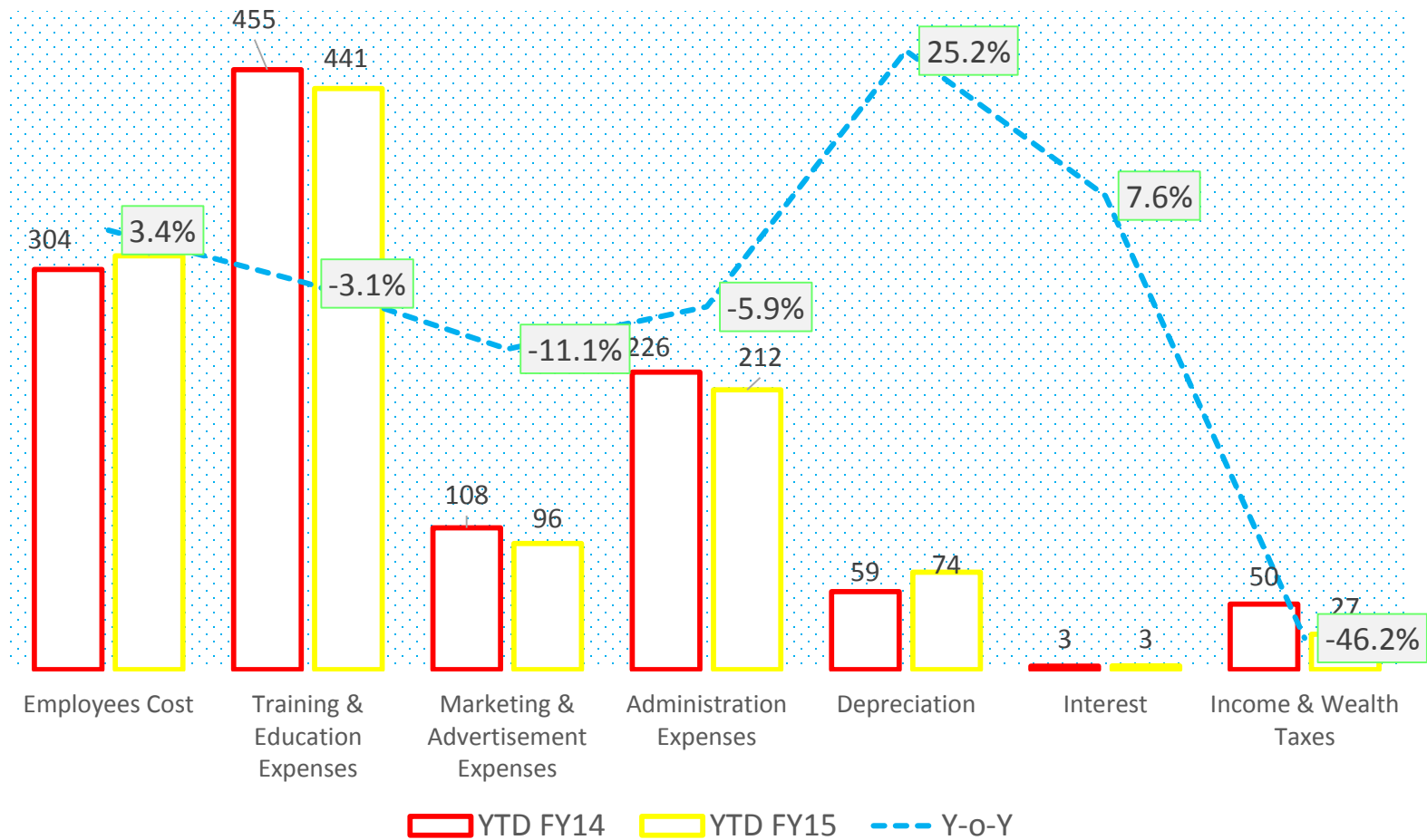
Revenue & Profitability – Q3 FY15



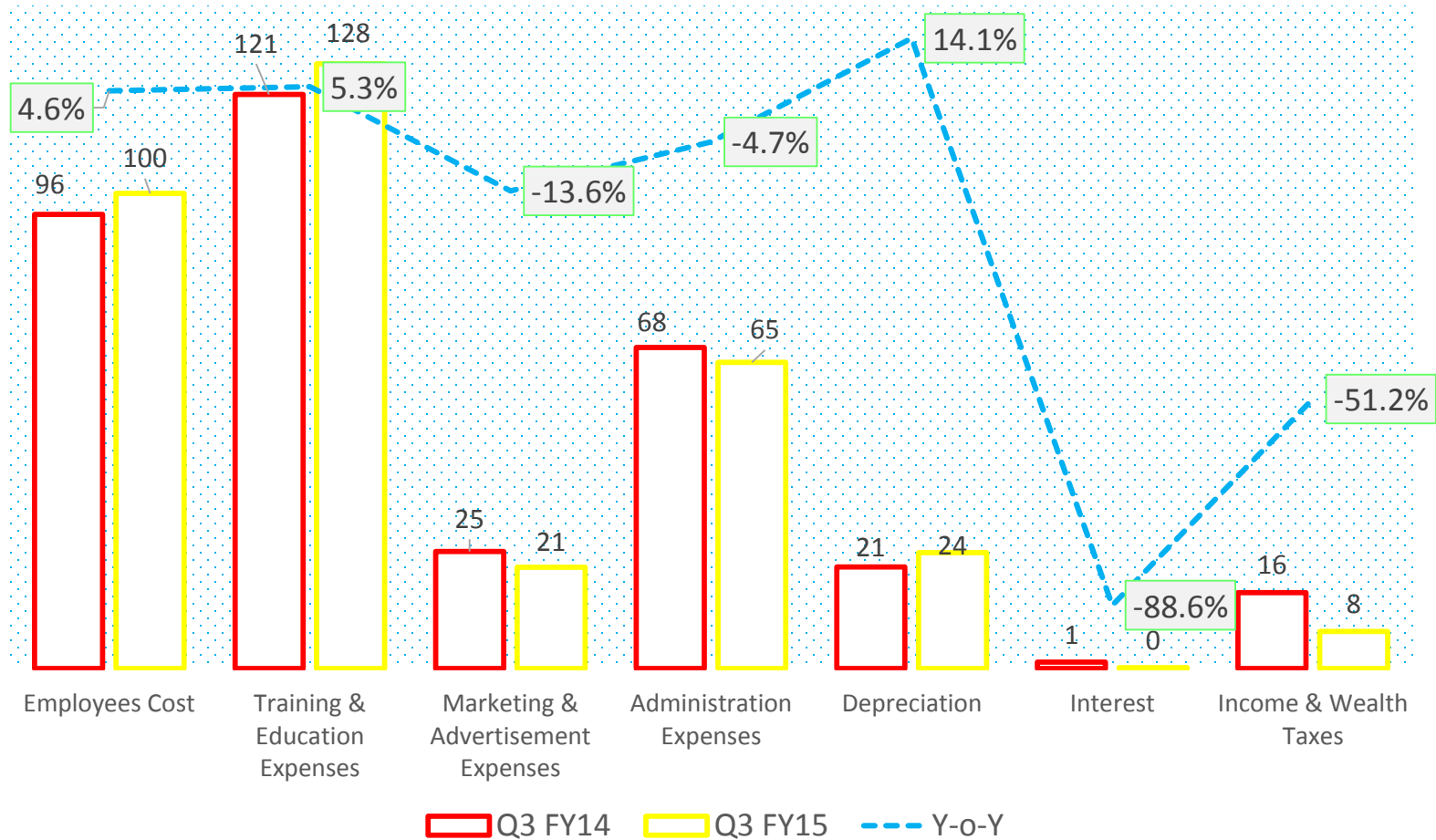
* Operating Revenue includes Income from Operations and Other Operating Income

Q3 FY14
 Q3 FY15
 --- Y-o-Y

Costs, Depreciation & Taxes – YTD FY15

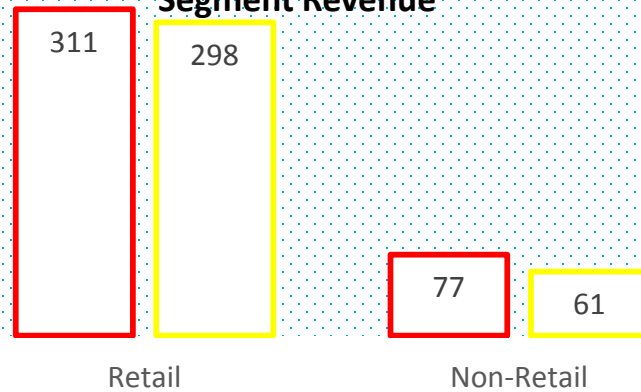


Costs, Depreciation & Taxes – Q3 FY15

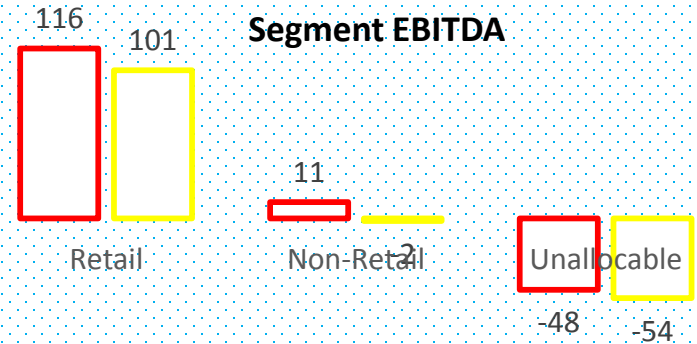


Segment Results – Q3 FY15

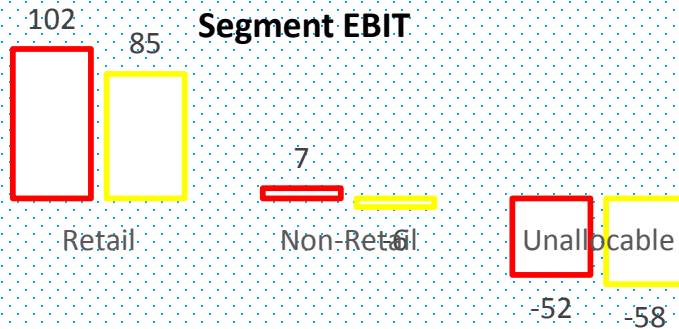
Segment Revenue



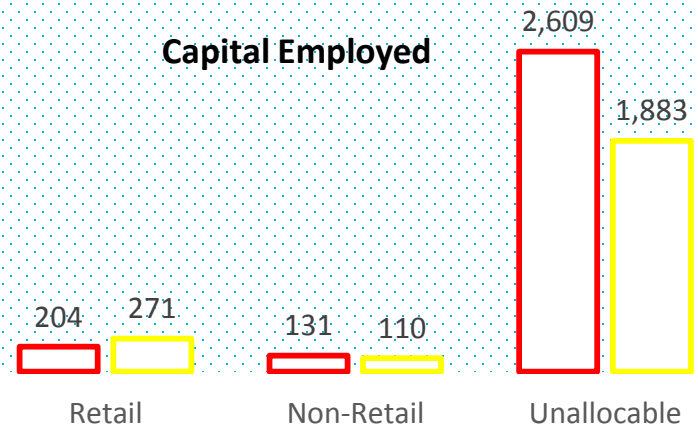
Segment EBITDA



Segment EBIT



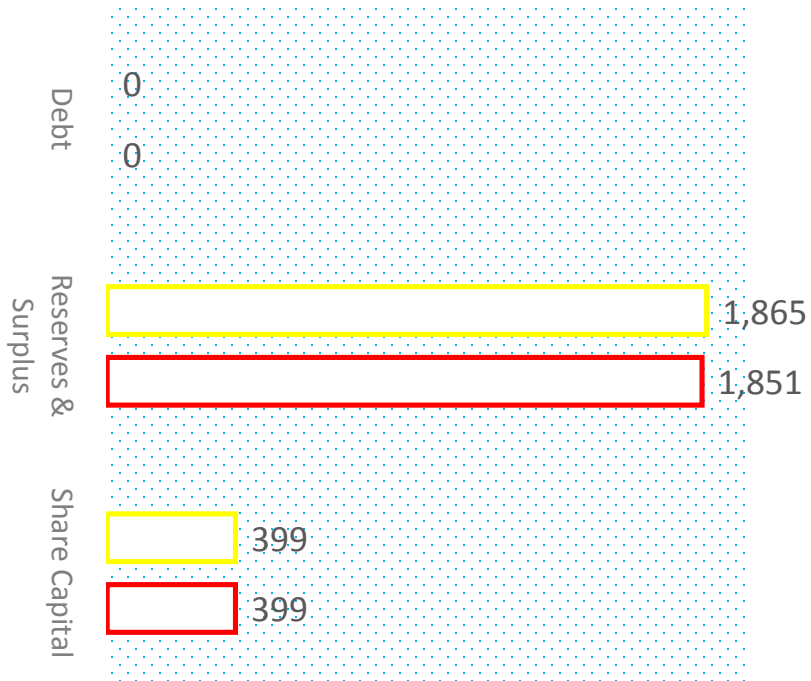
Capital Employed



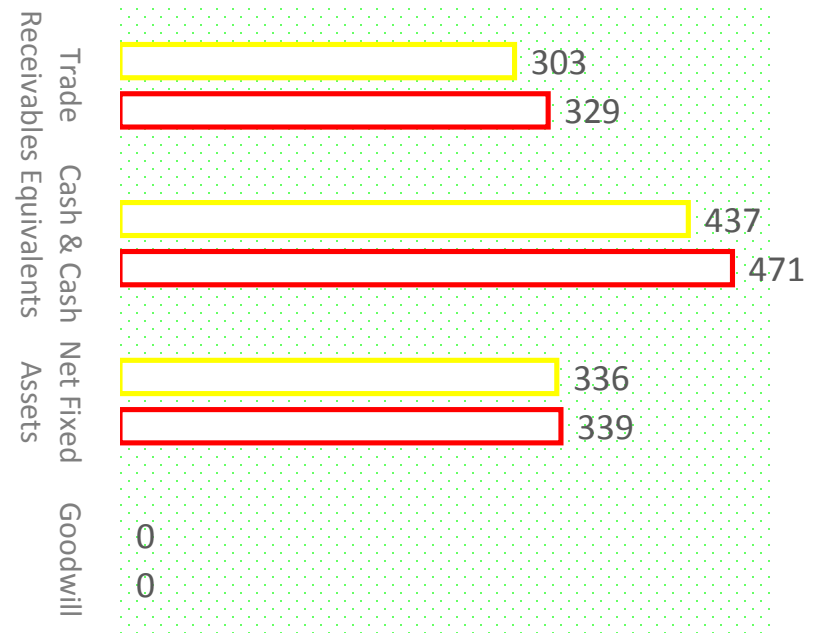
Q3 FY14 Q3 FY15

Key Balance Sheet Information

Liabilities



Assets



■ 31-Dec-14 ■ 31-Mar-14

Key Highlights

- The Board of Directors recommended an Interim dividend of Rs.1.50 per equity share (15% on Face value of Rs.10/- each) for the financial year 2014-15 , at the meeting of the Board of Directors held on February 9, 2015
- 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. In Q3 FY15, name of Avalon Aviation Academy Private Limited (Avalon) was changed to Maya Entertainment Limited

Key Highlights

- Income from new center sign-ups is higher by 13.5% for Q3 FY15 and by 7.0% for YTD FY15 as compared to last year
 - New centers signed jumped up from 32 to 34, 15 were international centers
- Lower interest income of Rs. 10.0 million vs. Rs. 17.4 million on account of share buyback program (completed in Q4 FY14)
- Provision for Doubtful Debts were Rs. 16.2 million on a YTD basis in FY15 vs. Rs. 29.9 million in FY14
- Depreciation charge for the Q3 FY15 is Rs. 24.5 million vs. Rs. 22.3 million in Q3 FY14 due to depreciation rates prescribed under Schedule II of the Companies Act 2013

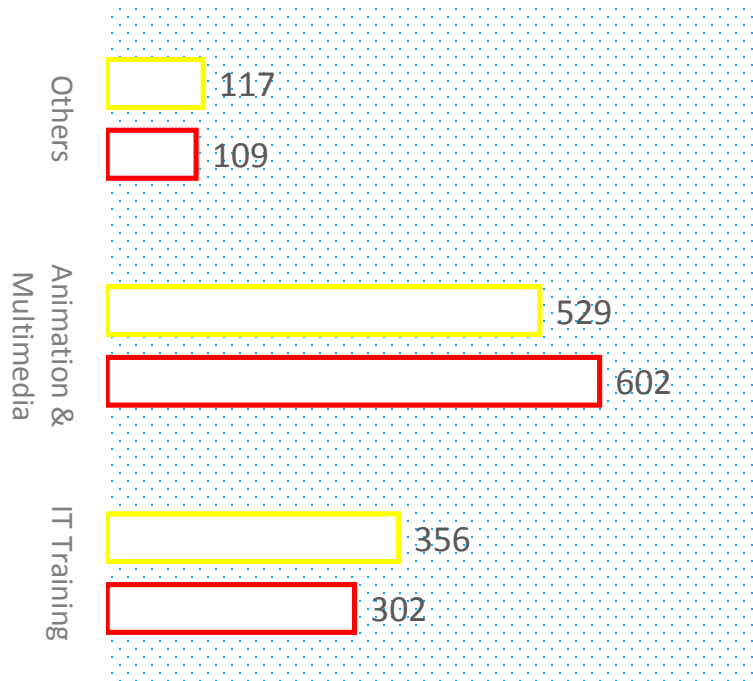


YTD & Q3 FY2015

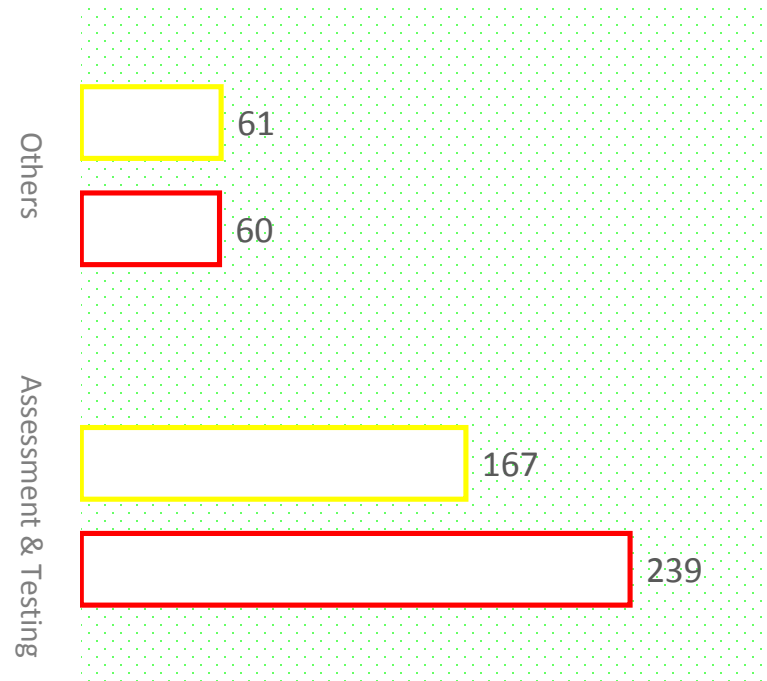
OPERATING INFORMATION

Sub-segment Revenue Split – YTD FY15

Retail



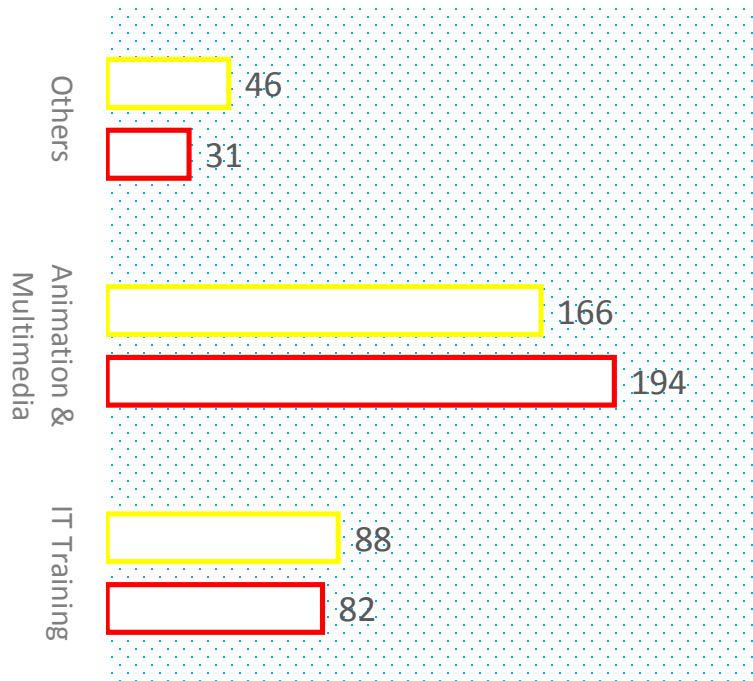
Non-Retail



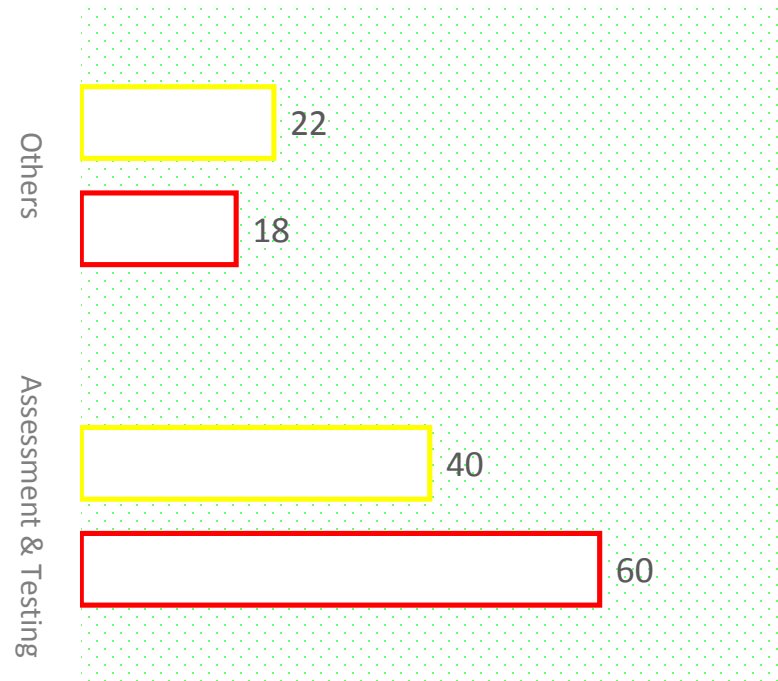
YTD FY14
 YTD FY15

Sub-segment Revenue Split – Q3 FY15

Retail



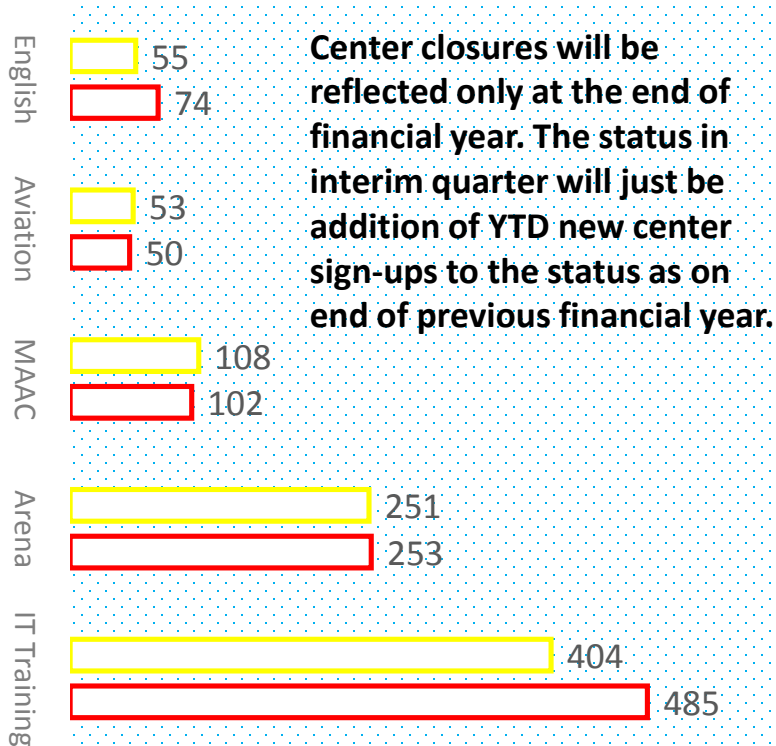
Non-Retail



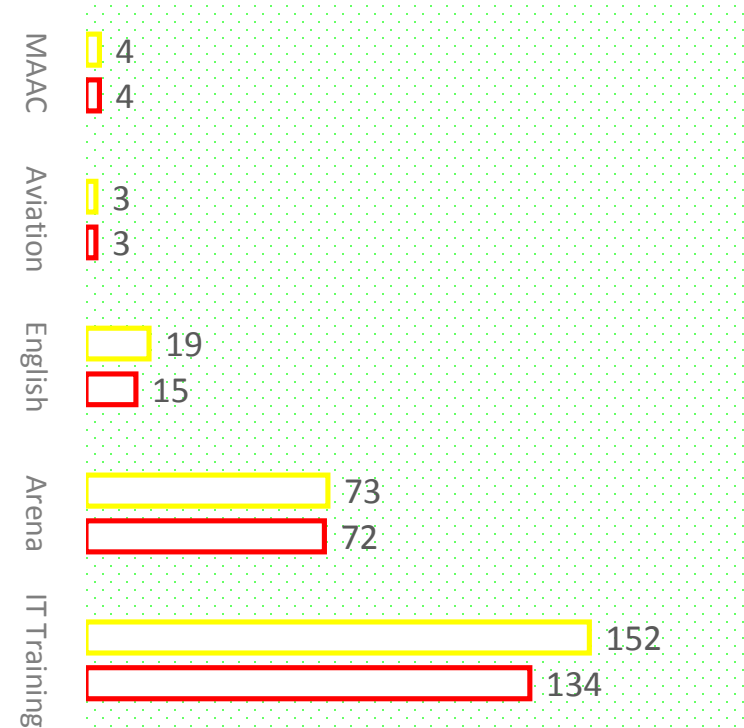
Q3 FY14 Q3 FY15

Network (# of Centers) By Brand

Domestic Retail



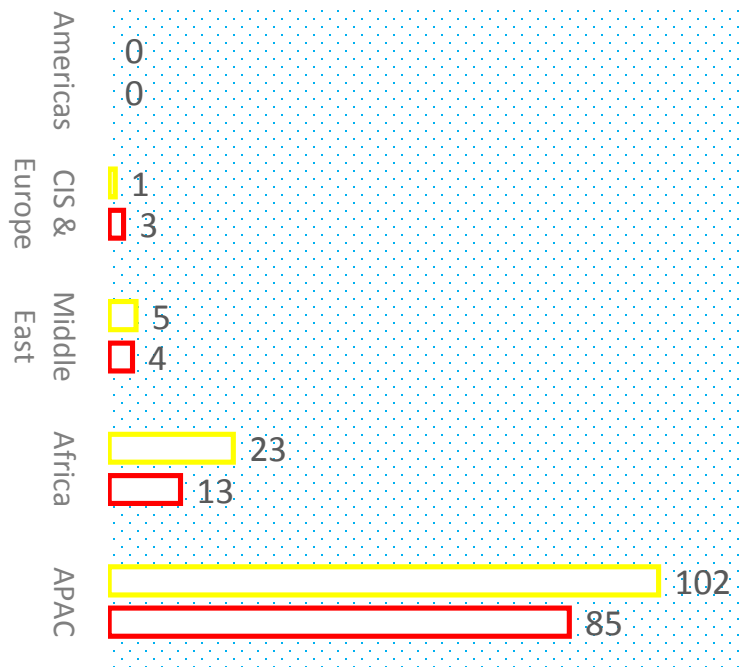
International Retail



■ 31-Dec-14
 ■ 31-Dec-13

Regional Distribution International

Revenue



Q3 FY14 Q3 FY15

Network

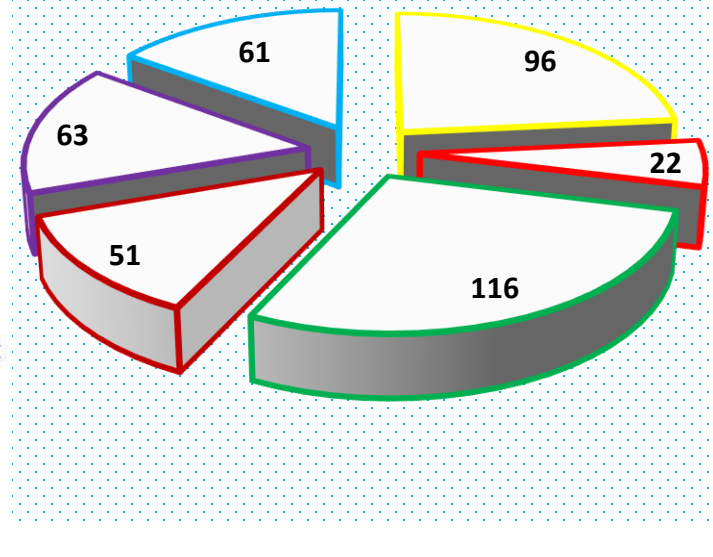
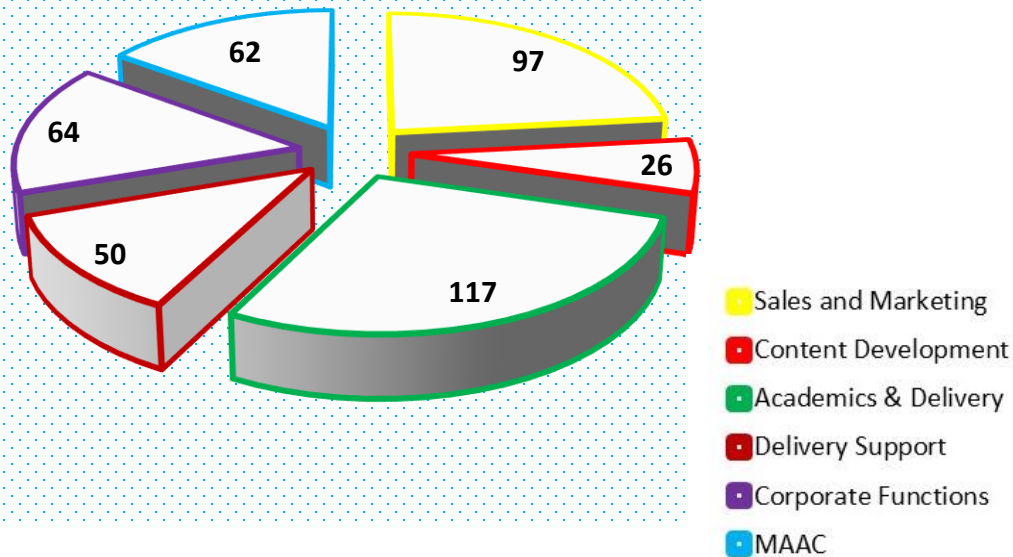


31-Dec-14 31-Dec-13

Employee Data

Employee Count as on 31st March 2014
= 416

Employee Count as on 31st December
2014 = 409



In addition to the above employees, there are 85 non-regular staff
as on 31st December 2014 vis-à-vis 87 as on 31st March 2014

Key Highlights

- Excluding the accrual income from the own center in Q3 FY14, Aptech Aviation business has grown by 57.5% on a Y-o-Y basis
- International division grew by 24.1% mainly on account of higher projects and new sign-up income
 - New sign-up income went up by 52.9%
 - Income from International Retail Projects up by 39.8% as compared to previous year due to international government projects
- Aptech Training Solutions business grew by 25.4% on account of new business from Government projects and insurance sector



Q3 FY2015

KEY BUSINESS HIGHLIGHTS

Awards & Recognitions



MAAC Borivali Center's film "PUFF" won recognition of BEST ANIAMTION AWARD in INDIAN CINE FILM FESTIVAL-2014

- On the lines of 24FPS in MAAC, the company has launched Events across all brands as an integral part of its student value proposition and revenue model :
 - OrbitLive (3rd year) and Kalakari (newly launched) in Arena Animation
 - ‘Evolve’ launched in Q3 FY15 for IT Training
 - 1st Panorama for Aptech Aviation launched and successfully executed in Q3 FY15
- Placements for IT Training, Animation & Multimedia and Aviation brands are up by more than 30% as compared to last year on a YTD basis
- Entry into Swaziland with the largest single center TKH

Business Update

- Renewed Master Franchise for Aptech Computer Education in Pakistan
- Launched PMP training in Aptech's own center in Malaysia with successful completion of the first batch
- Successfully executed IT and English training order from a Japanese IT company for 7th successive year
- Pilot project for training of insurance agents for IT awareness executed successfully; batch roll-out for the main order initiated

24FPS Festival & Awards 2014



Panorama for Aptech Aviation



1st ACE Pakistan Convocation



CONVOCATION 300 students receive Aptech diplomas



KARACHI The Aptech Computer Education held its convocation in which more than 300 students from different Aptech, Karachi, centres were awarded diplomas. Aptech country head Iqbal Younis awarded the diplomas to the graduates, while chief guest Dr SM Qureshi awarded gold medals to the top students. PHOTO RELEASE

THE EXPRESS
TRIBUNE
WITH THE International New York Times

CHẤT Hà Nội Contest – ARENA



Domestic Campaigns



ARENA ANIMATION
Learn from the Leader.

ON TIME

SUCCESSFUL
A COMPLETION IS REWARDING!

Our goal is to become aware of how we use our time as a resource in organizing, prioritizing, and succeeding in business.

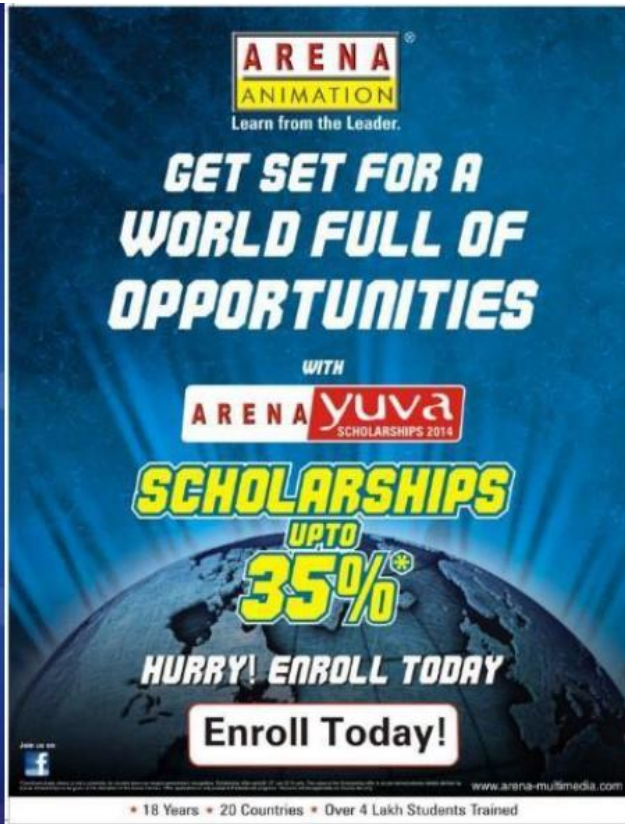
A look back on the Examination Drive

Total No. of Exams conducted from 1 st August '14 to 11 th September '14	1438	No. of students covered in the drive	1150
No of Centres participating	149	No of students still pending	3920

This exam drive has been a good example of how **on time** completion helps achieve success!

Its time to be ON TIME!

Regards,
Team Arena



ARENA ANIMATION
Learn from the Leader.

GET SET FOR A WORLD FULL OF OPPORTUNITIES

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SCHOLARSHIPS 2014

SCHOLARSHIPS

UPTO **35%***

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* 18 Years • 20 Countries • Over 4 Lakh Students Trained



Aptech  **COMPUTER EDUCATION**
Presenting your potential

Presents

evolve

Power into the Big League

It's time to Evolve, be a part of this Mega Learning Technology event with experts from the I.T. industry. A great interactive and engaging experience awaits you as top professionals provide valuable insights to power your career.

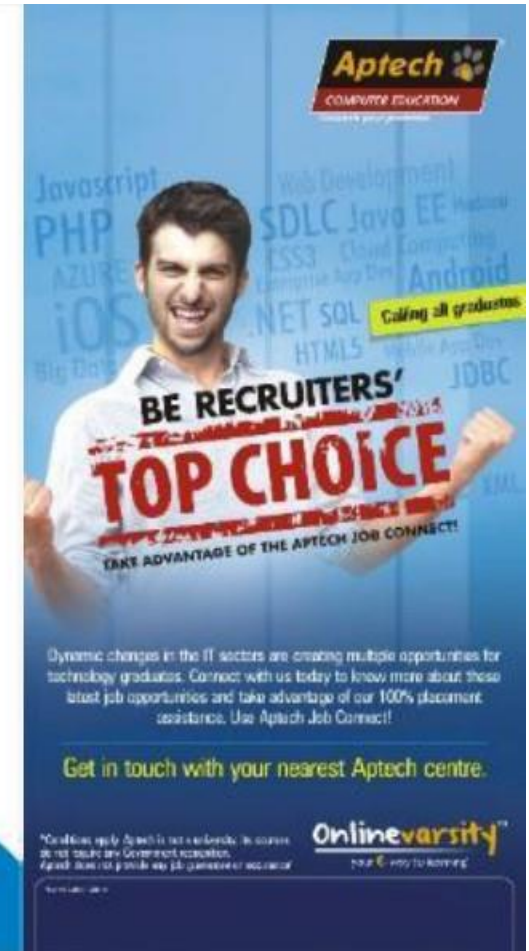
Highlights

Technology Workshops and Master-class | Seminars by leading Industry Professionals
HR Insights | Awards & Recognition | Carnival Night | 5 Star Hotel Accommodation

Come learn from the experts and break into the big league.

5th - 7th Feb 2015
The Retreat, Mumbai.
For registrations contact your centre.

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MAAC MANIFEST 2015

INDIA'S BIGGEST 3D & VFX SEMINAR

IDEATION & STORY CONCEPTUALISATION SESSION BY VAIBHAV MORE FOR STUDENTS

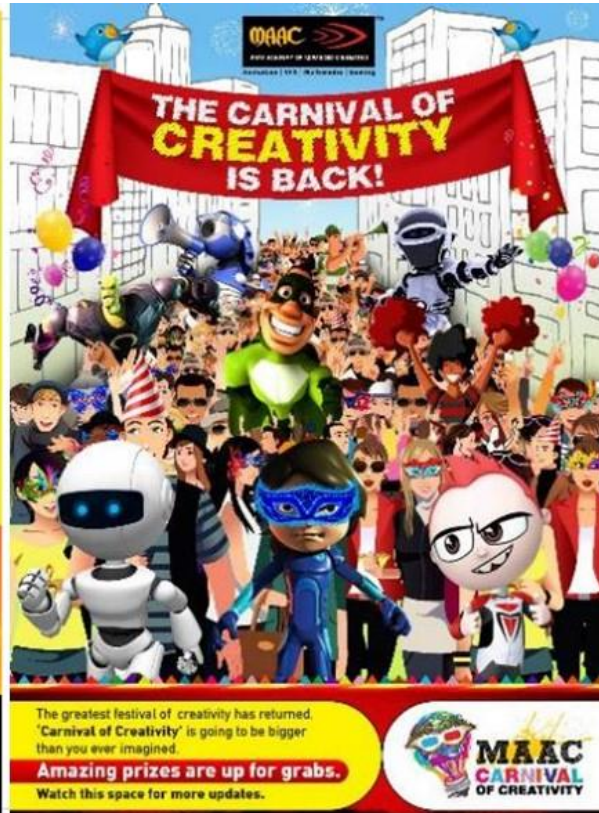
**Date: 15th January, 2015
Time: 10.00AM TO 12.30PM**

MAAC Alumni will be felicitated

Venue: Sri Satya Sai International Center
Pragati Vihar, Near Satya Sai Mandir
Lodhi Road, New Delhi - 03.

For registration visit your nearest
MAAC Center or call: 1800 209 6222

MAAC ACADEMY OF ASSOCIATED CREATIVITIES
Animation | VFX | Multimedia | Gaming
www.maacindia.com



MAAC
MAAC ACADEMY OF ASSOCIATED CREATIVITIES
Animation | VFX | Multimedia | Gaming

THE CARNIVAL OF CREATIVITY IS BACK!

The greatest festival of creativity has returned.
'Carnival of Creativity' is going to be bigger than you ever imagined.

Amazing prizes are up for grabs.

Watch this space for more updates.

MAAC CARNIVAL OF CREATIVITY



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Animation | VFX | Multimedia | Gaming

THE PORTFOLIO HUNT BEGINS
Your Visa to the World of Animation and VFX!

PORTFOLIO HUNT
MAAC ACADEMY OF ASSOCIATED CREATIVITIES


Participants in Portfolio Hunt by submitting your portfolios in the following categories and stand a chance to become famous:

- Comics story making • Photography • 3D sound video

*The 10 & 20% offer will be available for all MAAC students who have completed their 10th & 12th respectively.

To know more about the other activities at MAAC Festival of Creativity - visit www.maacindia.com

10
ГОТ В РОССИИ

Aptech  **LEARNING LADDER**
Unleash your potential

NOW IN RUSSIA

**Современная
Уникальная**
Методика Обучения
IT + Английский для школ

Подход к обучению на основе запроса

Интересная программа обучения

Поощрение независимого мышления

Новейшие технологии


Тематическое обучение

Empowering Young Minds.

School Info:

28 Years of Expertise ★ 40 Countries ★ ISO Certified

ISO
CERTIFIED

Aptech  **HARDWARE & NETWORKING ACADEMY**
Unleash your potential

**HAPPY
NEW YEAR
2015**

*Wire Into A Successful
Networking Career*

**Introducing Aptech Certified
Network Specialist (ACNS) Program**

Aptech Hardware & Networking Academy is a leading institute which provides comprehensive training in the hardware and networking field. It is a part of Aptech, which has successfully trained several students in over 40 countries since 1986.

Aptech Hardware and Networking Academy presents a career program that ensures you are polished and knowledgeable about the networking field to receive exciting job offers. This program leads to global certifications in Routing & Switching, Network+, A+, Windows Server 2012 and Security.

*Conditions apply. Aptech is not a university. All trademarks are acknowledged. Offer valid till 31 January 2015.


GRAB THIS OPPORTUNITY! ENROLL NOW.

APTECH CENTERS:

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000 0000**

28 Years of Expertise ★ 40 Countries ★ ISO Certified

ISO
CERTIFIED

Aptech  **AVIATION & HOSPITALITY ACADEMY**
Unleash your potential

**Happy
New Year
2015**

**TAKE OFF TO A BRIGHT AND
FLOURISHING CAREER WITH Aptech**

A shining career awaits your arrival

Aviation is a high-growth sector & Aptech Aviation & Hospitality Academy is the only training academy that offers not just cabin crew training but also University Degrees & Diplomas in ground staff, aviation & airport management. This New Year be a part of the booming aviation industry and introduce your career to vast scopes to jobs in these airlines & airports all across the world.

**Up to 15%
SCHOLARSHIP**

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Take your career to soaring heights. ENROLL NOW!

APTECH CENTERS:

28 Years of Expertise ★ 40 Countries ★ ISO Certified



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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