



APTECH LIMITED

Investor Update – Quarter Ending 31st Mar 2015

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,

Resilience of our strategies and business model have enabled us to withstand adverse impact of macro factors in FY15 on certain parts of our business. We also continued to focus on growth initiatives, innovation and digitization to take the company to greater heights. We have achieved this when the Education sector in India is facing challenges in the last few years.

Events and student engagement have been a major part of our value proposition for the students and business model for last couple of years. In addition to this, the industry outreach activities have been strengthened across brands. In FY15, the impact is clearly visible in the placements growth and successful conduct of events. Digital has been a thrust area with the increase in digital marketing spends, adoption of OnlineVarsity for books and out-of-classroom learning support, and also the launch of e-commerce pilot for online courses.

From the business perspective, we are excited about prospects of International and Aptech Testing business in FY16 after a difficult FY15. With the franchise revenue streams in Domestic Retail business showing reasonable growth and revival of growth in Training Solutions business, the domestic space is also expected to perform well. Performance of our growth initiative, TRRAIN-Aptech organized retail training, has shown remarkable improvement. We have also lined up a few more of such initiatives, starting with Aptech Banking & Finance Academy to bolster revenue from new businesses. In FY16, with the expected improvement in revenue we expect the operating leverage to kick in and improve our profitability as well.

All in all, we are very positive about the future of Aptech, as also reflected in the total dividend of Rs. 3.25 per share in a difficult year. We look forward to your continued support.

Ninad Karpe
4th May 2015



Summary – FY15

- Revenue growth of 6.1% (Y-o-Y basis) after excluding accrual revenue from MAAC (accounting change), IT Training and Aviation (own centre exit), and from Aptech Testing (regulatory)
 - International Retail business went up by 6.7% on a Y-o-Y basis
 - Non-testing Enterprise Business expanded by 8.4%
- Operating EBITDA was Rs. 245.8 million (29.8% Y-o-Y ↓)
- EPS of Rs. 3.92 vs. Rs. 6.70 in FY14 (41.5% ↓) with more than a 3rd of the fall due to decline in interest income

FY15 & Q4 FY15

FINANCIAL RESULTS



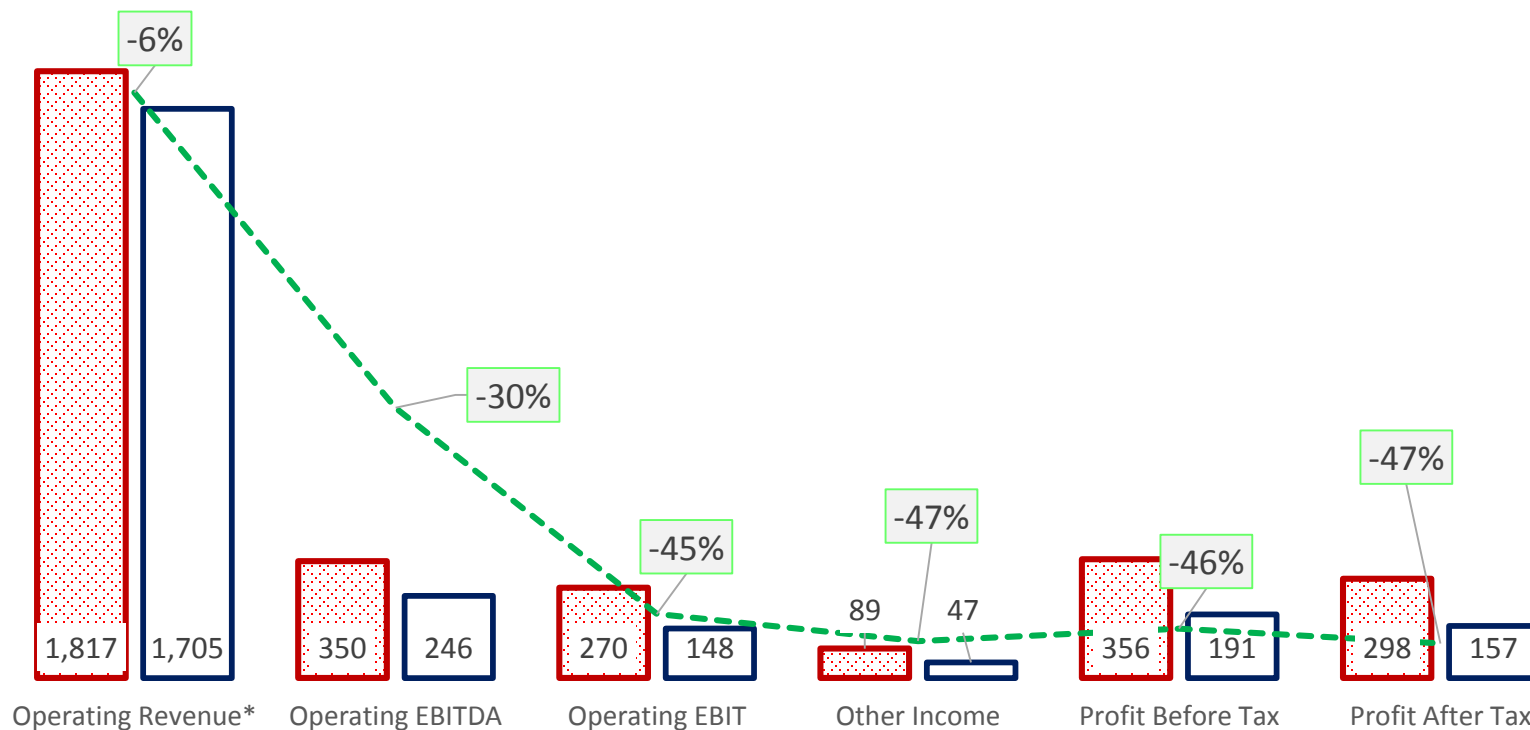
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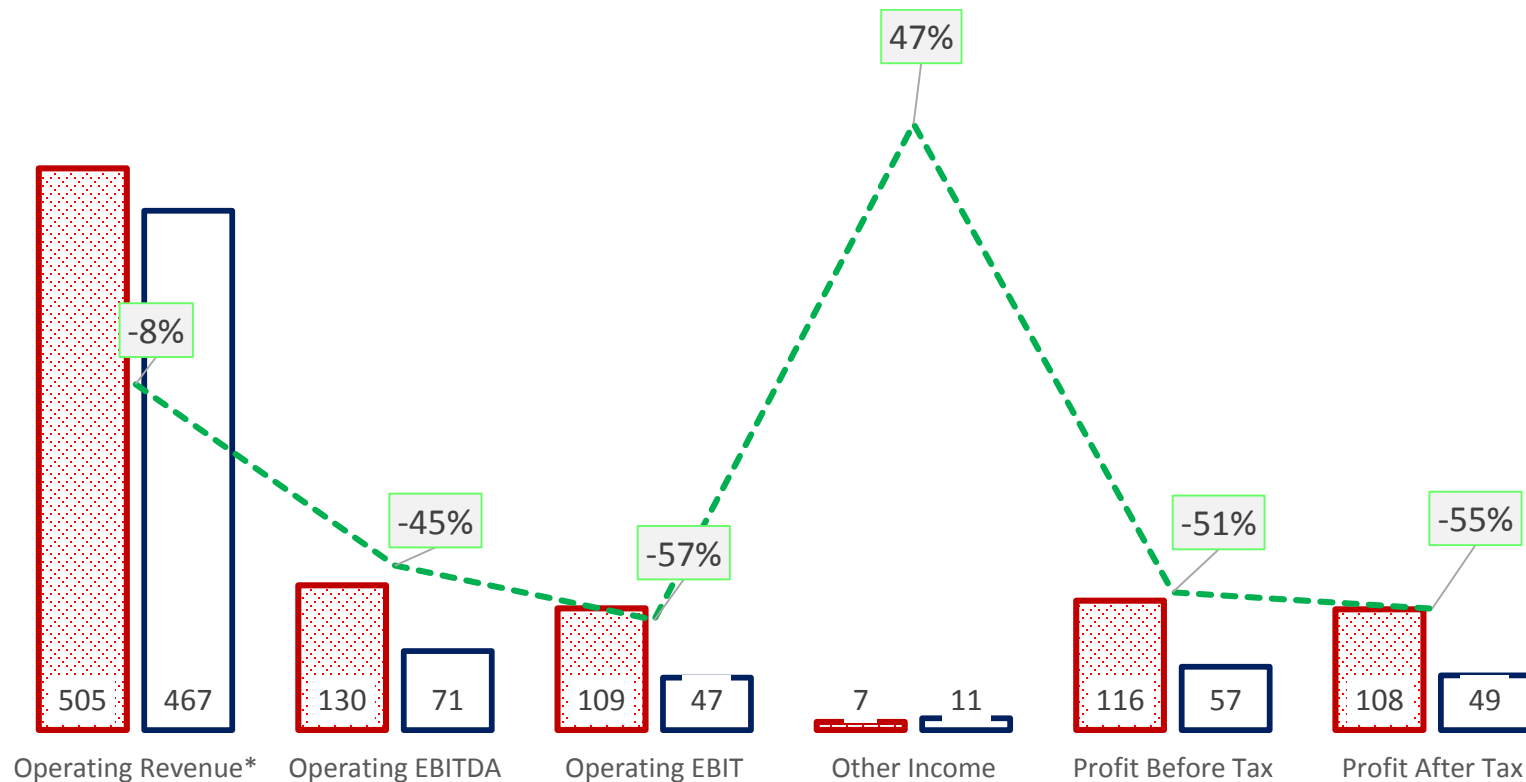
Revenue & Profitability – FY15



* Operating Revenue includes Income from Operations and Other Operating Income

 FY14  FY15  Y-o-Y

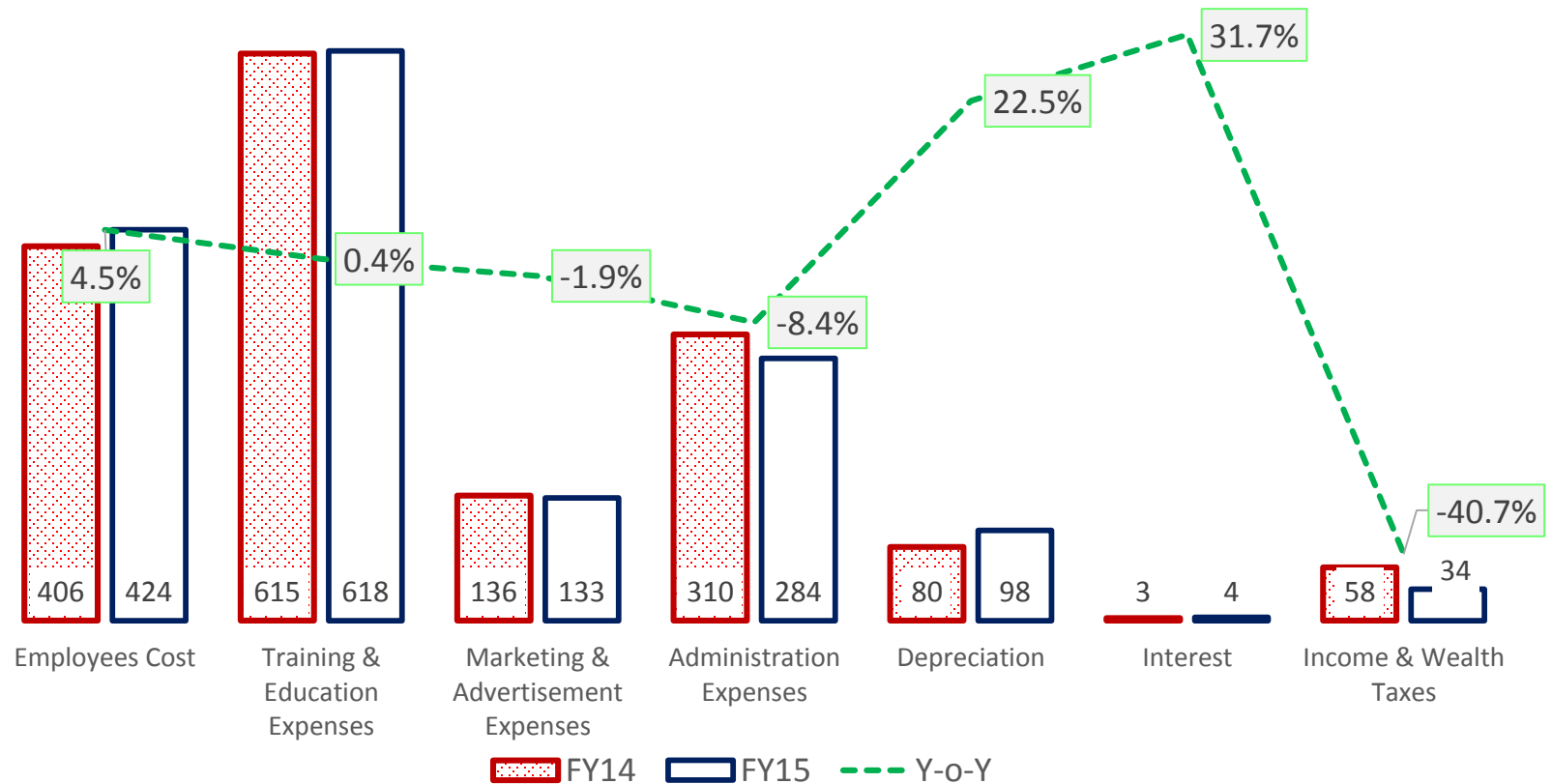
Revenue & Profitability – Q4 FY15



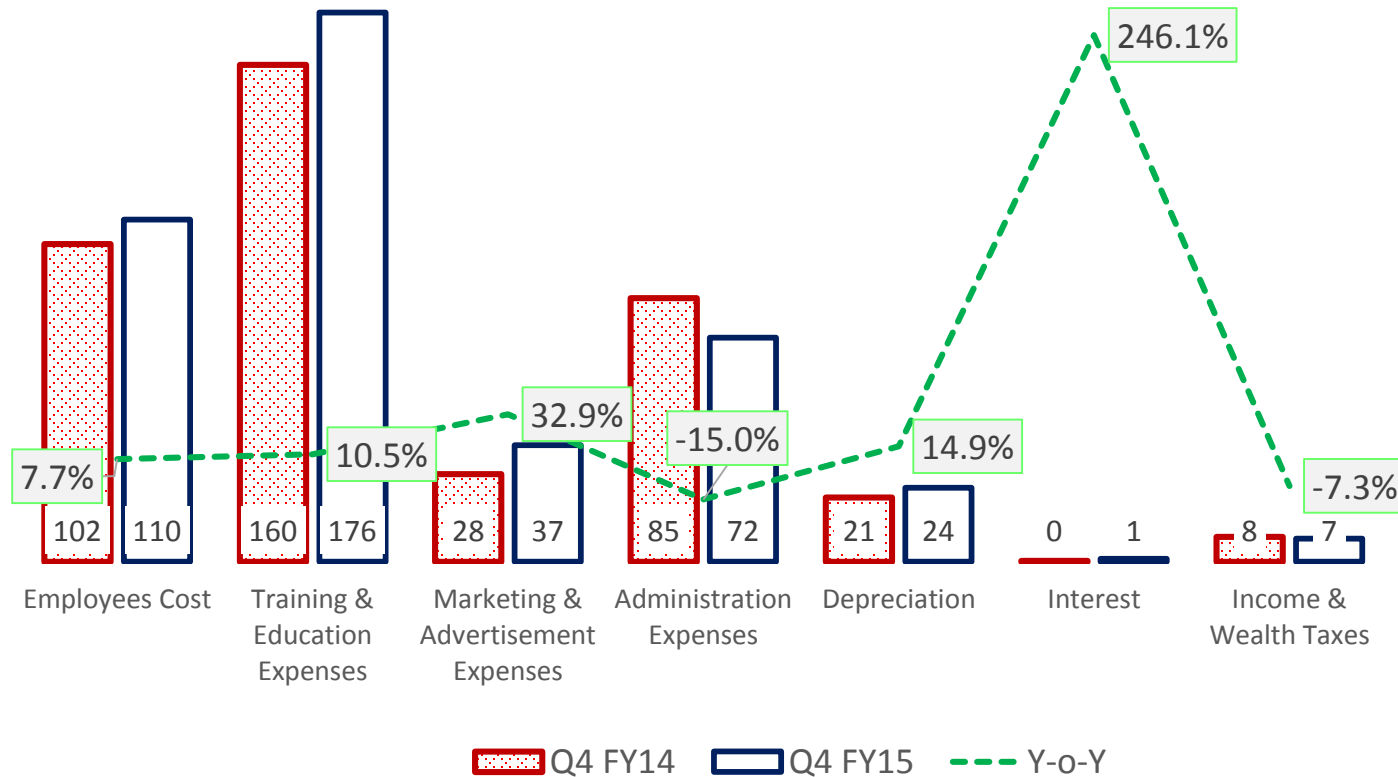
* Operating Revenue includes Income from Operations and Other Operating Income

■ Q4 FY14 ■ Q4 FY15 --- Y-o-Y

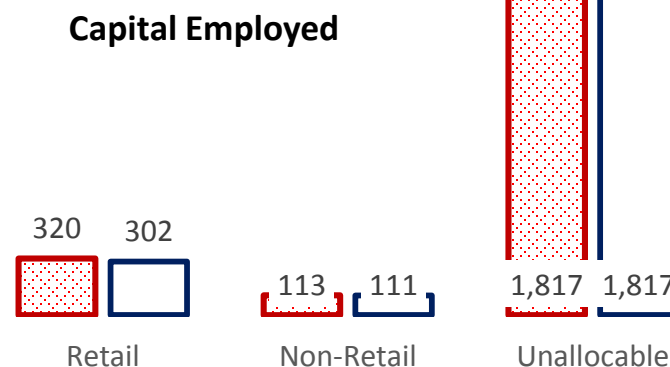
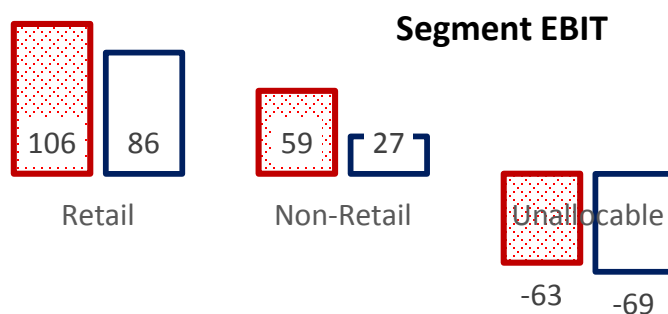
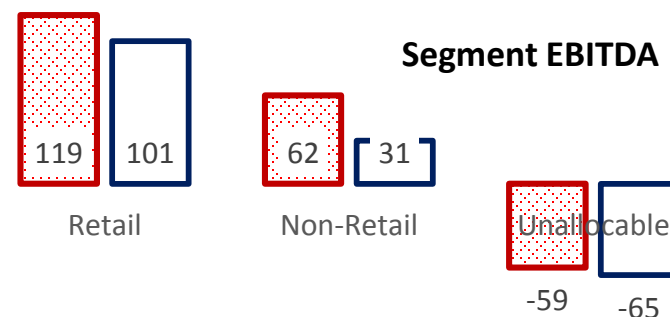
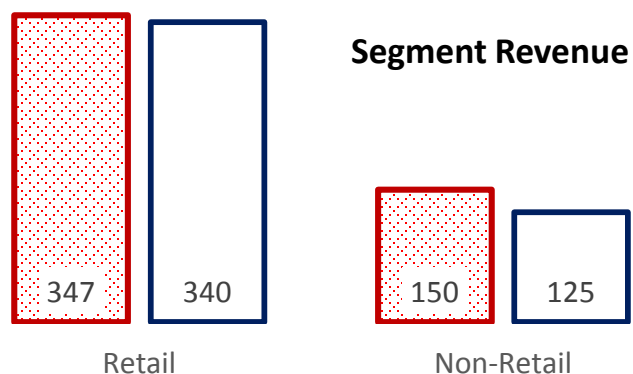
Expenses – FY15



Expenses – Q4 FY15



Segment Results – Q4 FY15



 Q4 FY14
  Q4 FY15



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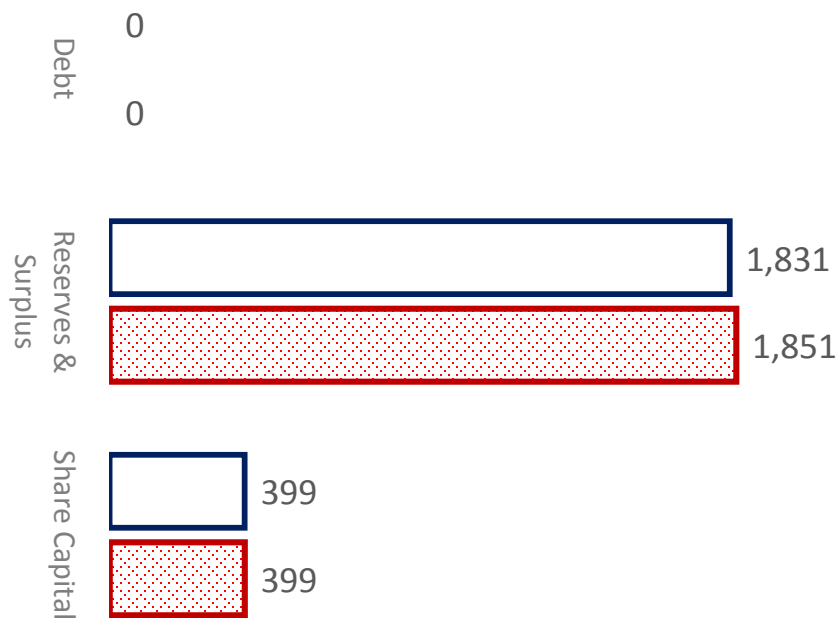
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Key Balance Sheet Information

Liabilities



Assets



■ 31-Mar-15
 ■ 31-Mar-14

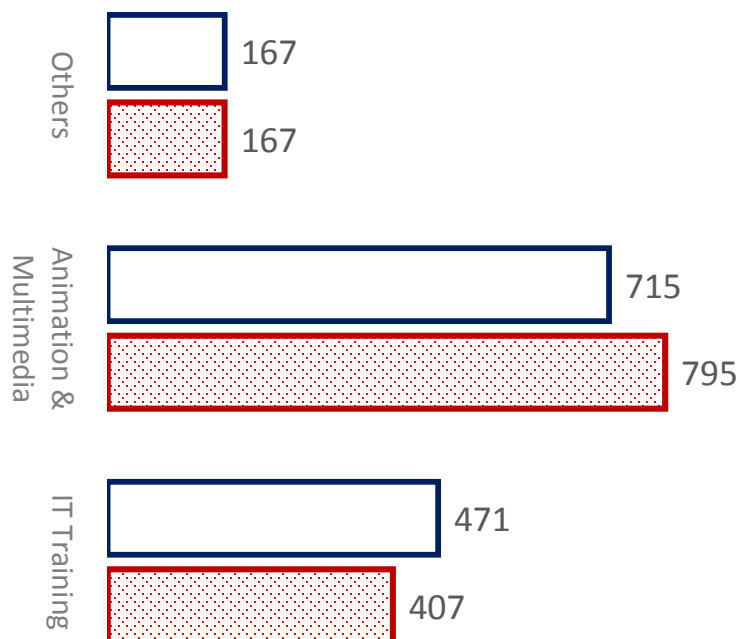


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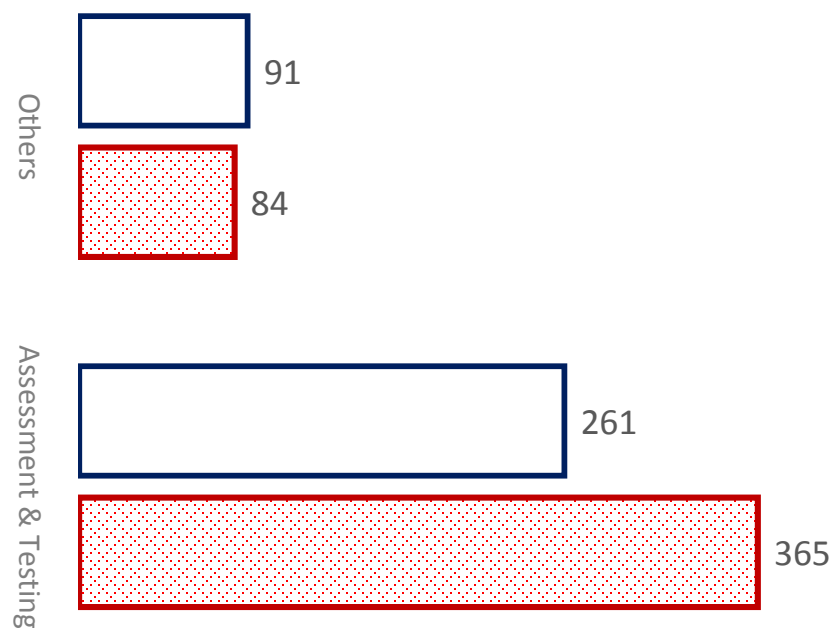


Sub-segment Revenue – FY15

Retail



Non-Retail



 FY14  FY15



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Key Highlights – FY15

- The Board of Directors have recommended an interim dividend of Rs.1.75 per equity share (17.5 % on Face value of Rs.10/- each) for the financial year 2014-15 , at the meeting of the Board of Directors held on April 29, 2015
 - Along with the interim dividend of Rs. 1.5 per equity share (15% on Face value of Rs. 10/- each) announced in February 2015, the total dividend for the year 2014-15 is Rs. 3.25 per equity share

Key Highlights – FY15

- Domestic Retail revenue excluding accrual income in MAAC, IT and Aviation grew by 5.2% over FY14
- In FY15, revenue from events was 5.4% vs. 2.3% in FY14 of the overall Domestic Retail revenue
- ITEC, IWP and Malaysia grew by 7.9% on a combined basis against previous year; Income from other international projects higher by 51.3% on Y-o-Y basis
- Income from logistics (supply of books and study material) went up by 18.0%, partially on account of OnlineVarsity



Key Highlights – FY15

- Corporate Training and Government Projects business in India higher than FY14 by 8.5%
- Own centre income down by 41.0% from FY14 levels
- New centre sign-up fee down by 1.5% vs. FY14
 - 114 new centres signed in FY15 (37 internationally) against 130 in FY14 (33 internationally)
 - Y-o-Y decline of 18.0% in renewal income in FY15
- AICTE (largely from CMAT) income for FY15 lower by 56.1%, thus mainly contributing to the 28.5% dip in Aptech Testing top line



Key Highlights – FY15

- Lower interest income of Rs. 40.5 million vs. Rs. 82.2 million in FY14 (50.7% ↓) on account of share buyback program (completed in Q4 FY14)
- Other Operating Income dropped by 32.8% in FY15 vis-à-vis FY14
- Foreign Exchange Gain of Rs. 5.3 million in FY15, a decline of 11.6% as compared to Rs. 6.0 million in FY14
- Employee costs were higher by 4.5% in FY15 on account of impact of salary increments



Key Highlights – FY15

- Training and Education expenses higher than FY14 in spite of decline in revenue
 - % of projects revenue higher in International Retail
 - Higher project costs for infrastructure based Testing revenue
- Provision for Doubtful Debts were Rs. 21.5 million on a full year basis in FY15 vs. Rs. 36.2 million in FY14
- Depreciation charge was Rs. 97.8 million vs. Rs. 79.8 million in FY14; Rs. 6.5 million impact on account of revised Schedule II rates applied under the new Companies Act 2013



YTD & Q4 FY15

OPERATING INFORMATION



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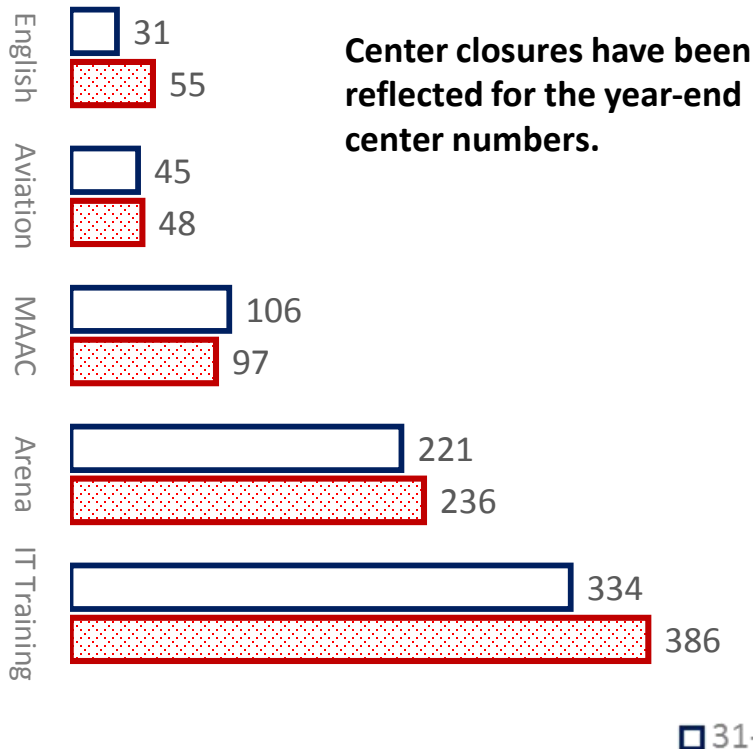
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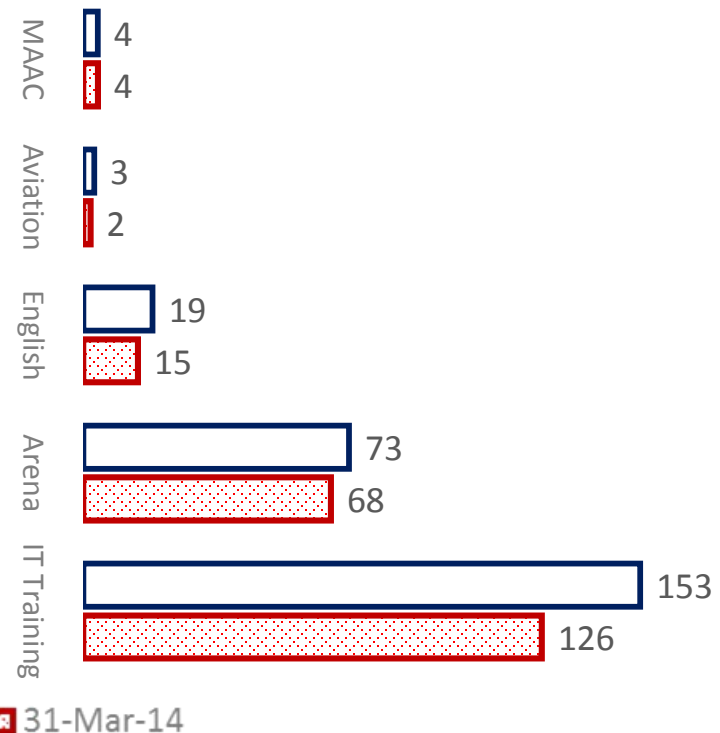


Network (# of Centers) By Brand

Domestic Retail



International Retail



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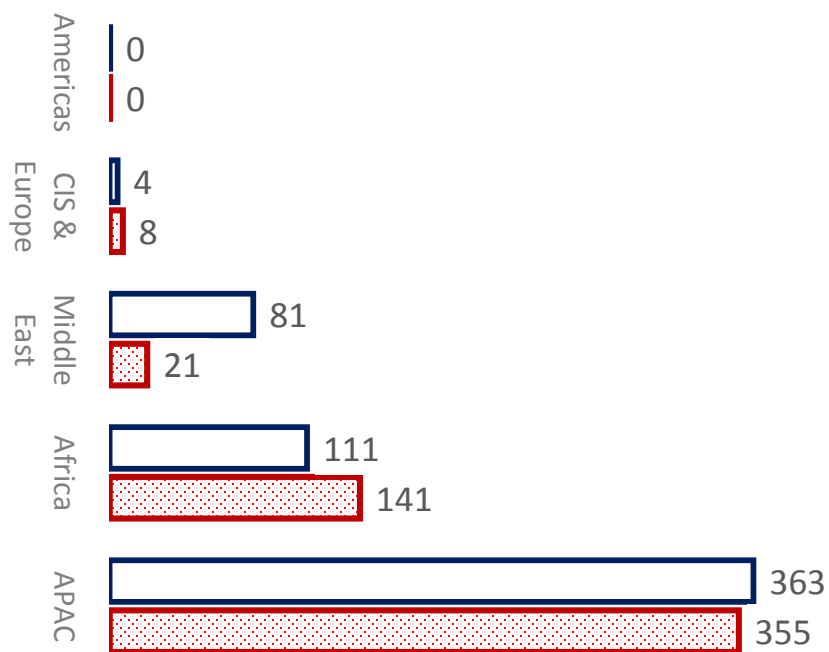
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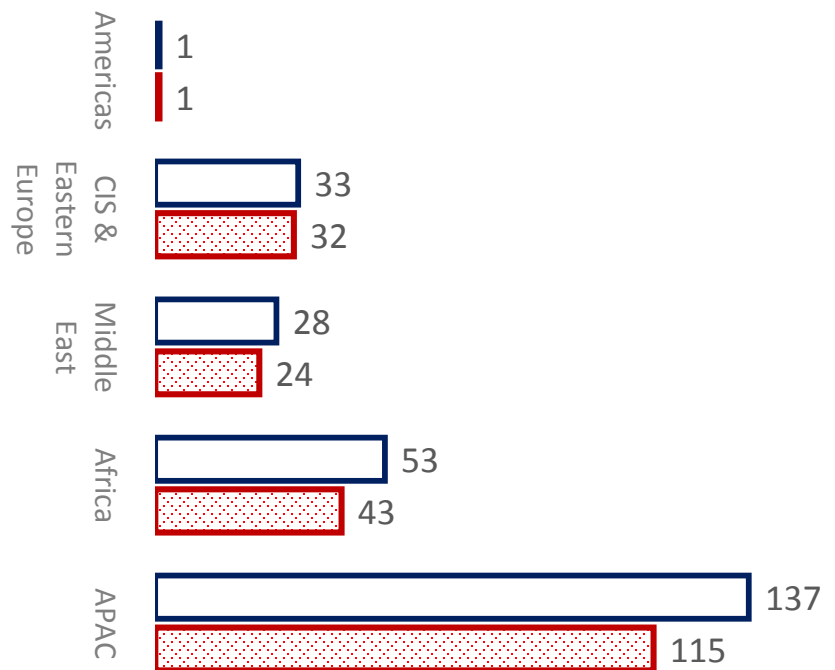
Regional Distribution International

Revenue



■ FY14 ■ FY15

Network



■ 31-Mar-15 ■ 31-Mar-14



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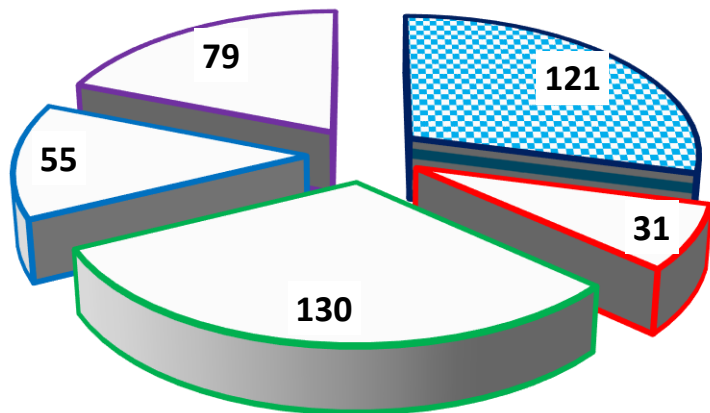
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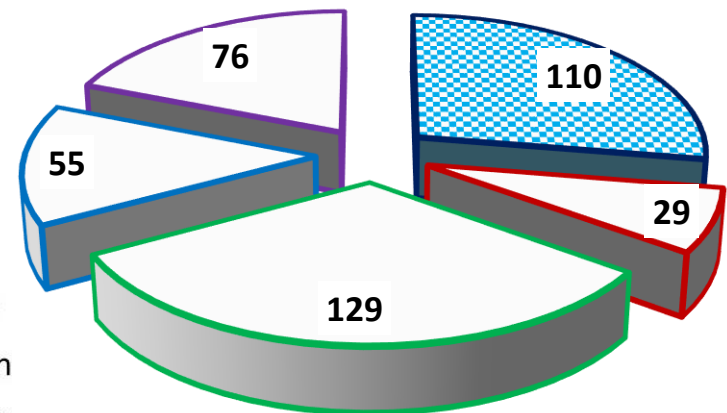
Employee Data

Employee Count as on 31st March 2014 = 416

Employee Count as on 31st March 2015 = 399



- Sales and Marketing
- Content Development
- Academics & Delivery
- Delivery Support
- Corporate Functions



In addition to the above employees, there are 72 non-regular staff as on 31st March 2015 vis-à-vis 87 as on 31st March 2014

Q4 FY15

KEY BUSINESS HIGHLIGHTS



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Business Update

- Events and student engagement are now an integral part of the value proposition and revenue model
 - Conducted Orbit Live and Kalakari in Arena; Evolve in ACE
 - 3 new events launched in MAAC – MAACKlick, MAAC Creative League and Masterclass
- MAAC Hyderabad Own Center franchised out
- Placements for IT Training (39%), Arena (64%) and Aviation (44%) brands up on Y-o-Y basis

Business Update

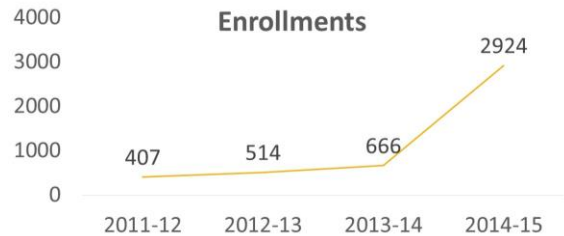
- Won a GOI tender to staff and manage Center of Excellence for IT in Costa Rica (2 years) and upgrade of Panama center (3 months). Execution likely to begin in H2 FY16 and will extend to FY18
- Aptech Computer Education MF renewed in Vietnam and extended the relationship to Arena as well
- Order for supply of content for COBIT 2015 executed in Aptech's own center in Malaysia
- Re-entry into Fiji with a new center signed

Business Update

- Celebrated 15 Years of ACE and 10 Years of Arena in Vietnam with an event and local media campaign
- Successfully executing project for training of insurance agents for IT awareness for a leading life insurance company
- Won order from a leading e-commerce company for training their merchants

Business Update – Growth Initiatives

- TRRAIN-Aptech initiative for Organized Retail training



TRRAIN
FOUNDATION



- E-commerce pilot shop.onlinevarsity.com launched with a basket of e-courses delivered completely online
- Aptech Banking & Finance Academy launched with regular franchising model and focusing on talent development for sale of Finance/Banking products, managing front office tasks and branch banking



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Orbit Live 2015



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Kalakaari



Vietnam Anniversary Celebrations



Other International Events



Aptech for Kids Competition (Russia)



Aptech Myanmar Sponsors Football Team



Aptech Ambassador Program (Pakistan)



Arena Creative Nerve (Pakistan)

Other International Events



Vietnam MF Signing



Saudi Center Launch



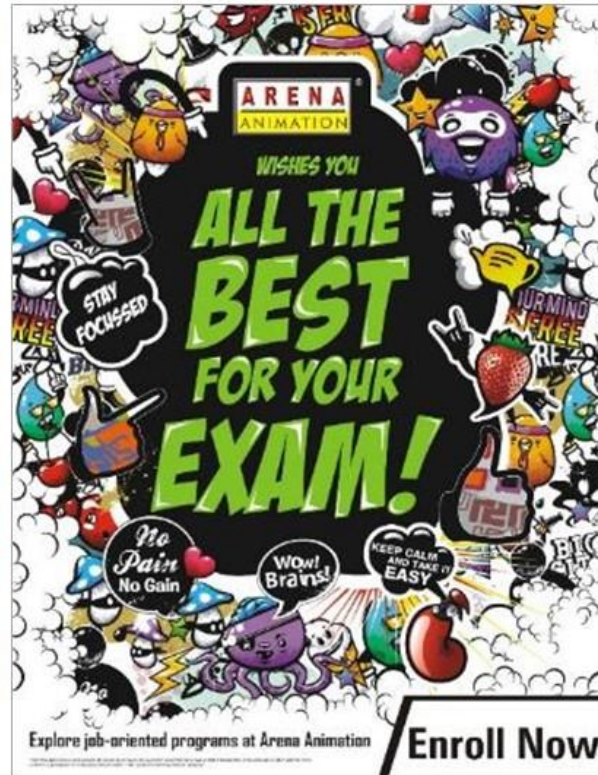
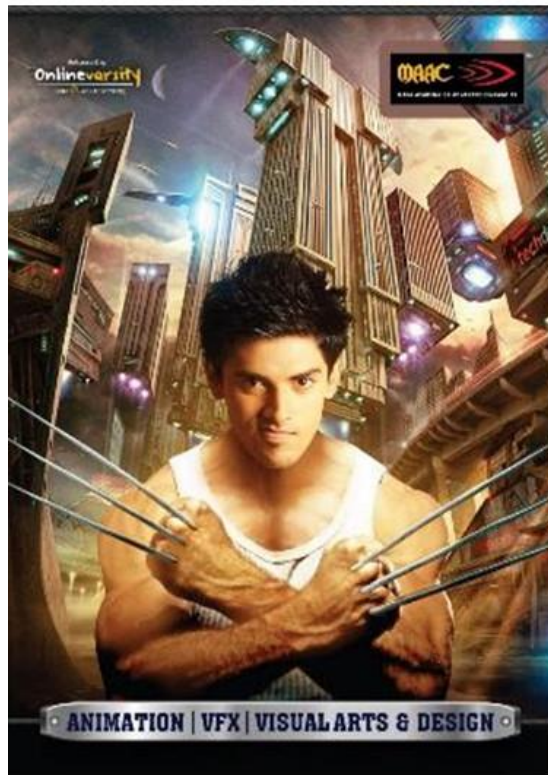
Annual Partner Meet Vietnam



Kenya Center Launch



Domestic Campaigns



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Aptech

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Database Management

CSS 3

Oracle

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Android

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International Campaigns



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About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 7.1 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 1200+ 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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