



APTECH LIMITED

Investor Update – Quarter Ending 30th Sep 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,

The company continued to build on the positives of the first quarter in Q2 FY16 as well. Double digit growth in domestic retail booking especially with the largest segment, Animation & Multimedia, growing much faster than other brands was significant. After successful franchise sign-ups for the new launch of Aptech Banking and Financial Services Academy, the domestic retail team signed up 3 partners for the launch of new brand Lakme Academy Powered by Aptech. In addition to this, there is an increase in order book with new orders in International Retail, Aptech Testing and Training Solutions.

While the beginning this year has been mixed, we are confident of turning around the situation on income and profitability fronts. The team is working hard to break new grounds in terms of products and partnerships in the domestic retail segment, expansion and non-linear growth opportunities in the international retail segment, government and institutional business in the assessment segment and e-Commerce and new economy opportunity in the Training Solutions segment. In addition to this, we are also transforming the organization and delivery structures internally to increasingly e-enable our customer and employee interfaces.

Our aim is to build long term strength for the company and we are confident of the organizational capability to be able to transform into a new, improved Aptech with distinctly superior financial performance as we approach the 30th anniversary of Aptech's founding.

Ninad Karpe
27th October 2015



Summary

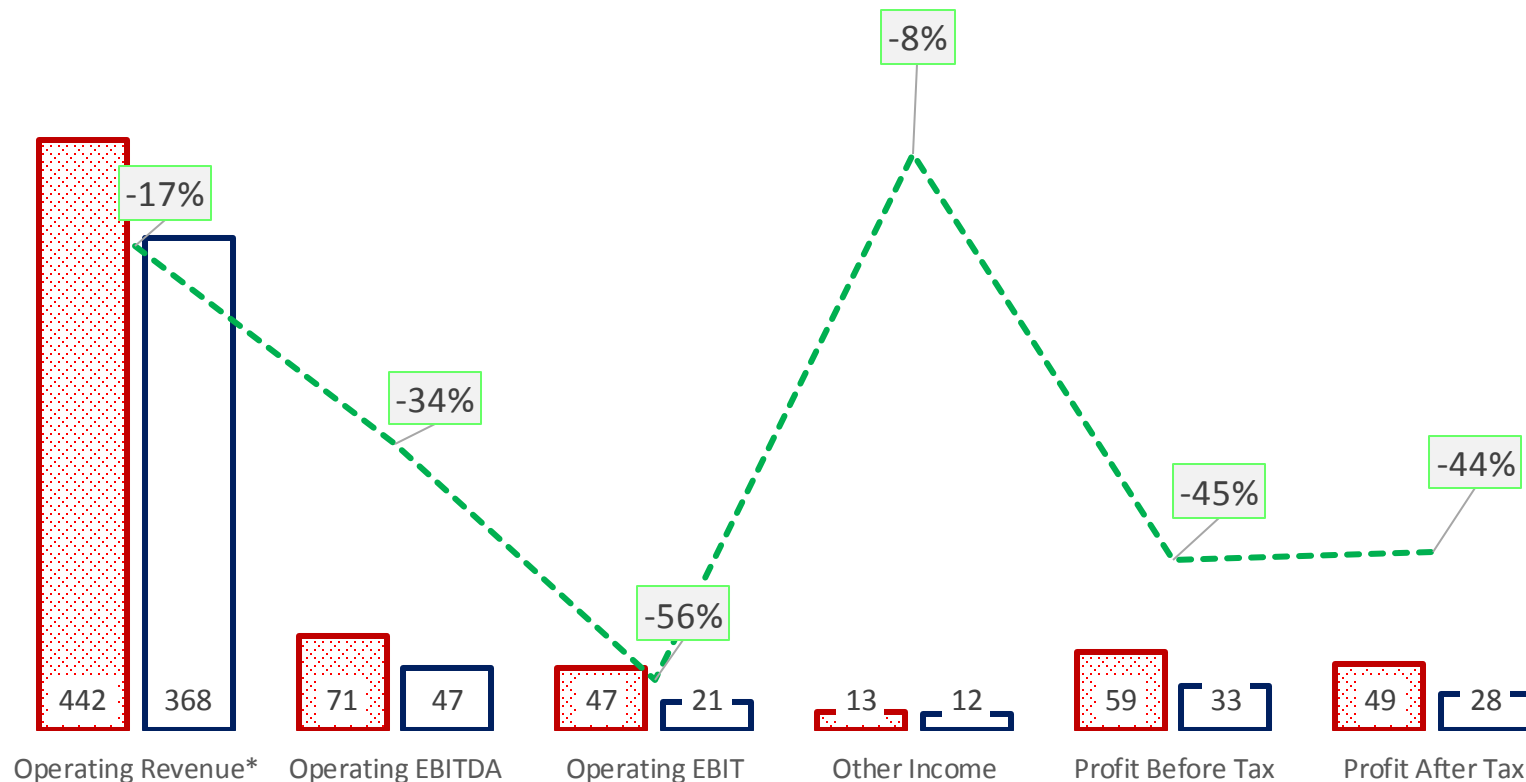
- Operating revenue of Rs. 368.4 million (16.6% Y-o-Y ↓)
- Operating EBITDA was Rs. 46.8 million (34.2% Y-o-Y ↓)
- PAT of Rs. 27.5 million vs. Rs. 49.2 million in Q2 FY15 (44.0% ↓)
- 80%+ decline in income is on account of external factors and MAAC accounting policy change
- Decline in revenue is the major reason for profit drop

Q2 FY16

FINANCIAL RESULTS

All financial figures in Rs. million

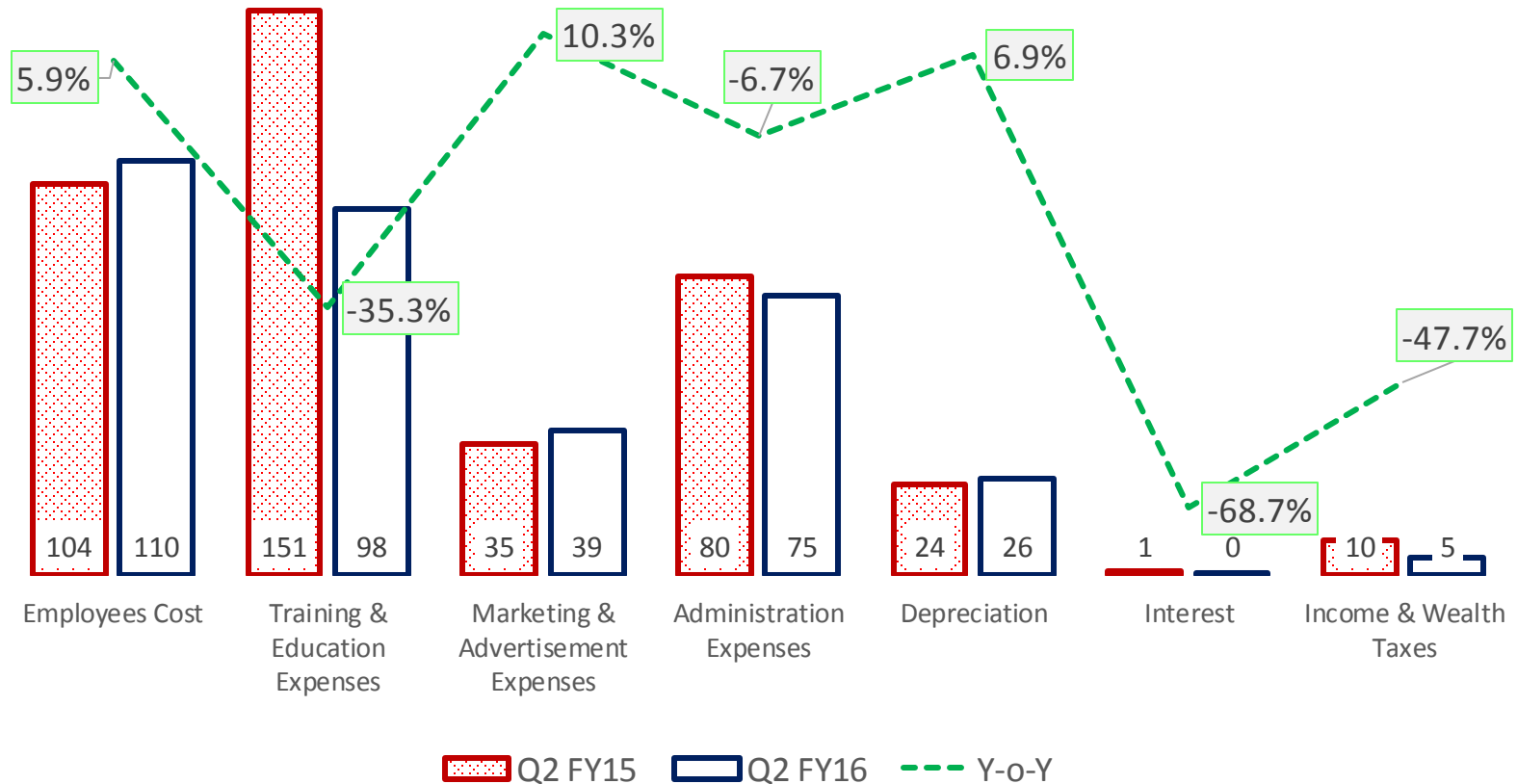
Revenue & Profitability – Q2 FY16



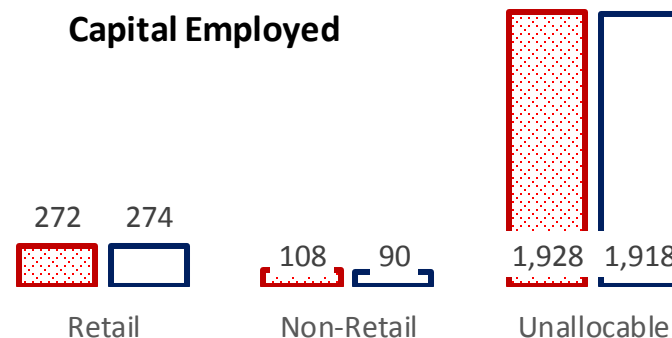
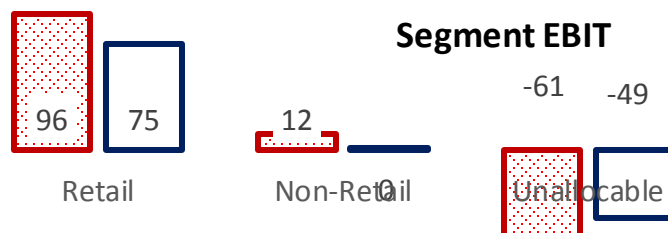
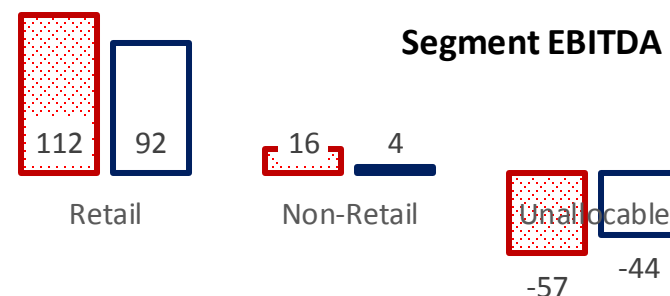
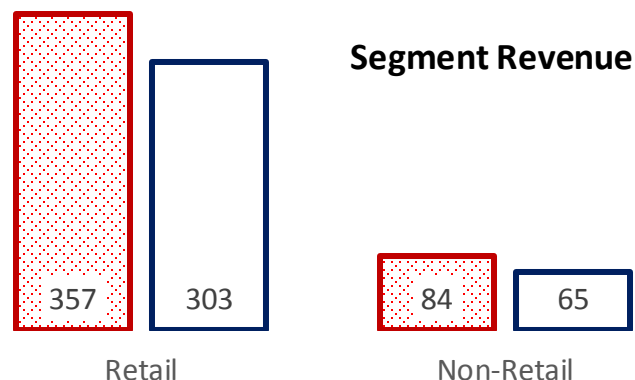
* Operating Revenue includes Income from Operations and Other Operating Income

■ Q2 FY15 ■ Q2 FY16 - - - Y-o-Y

Expenses – Q2 FY16



Segment Results – Q2 FY16

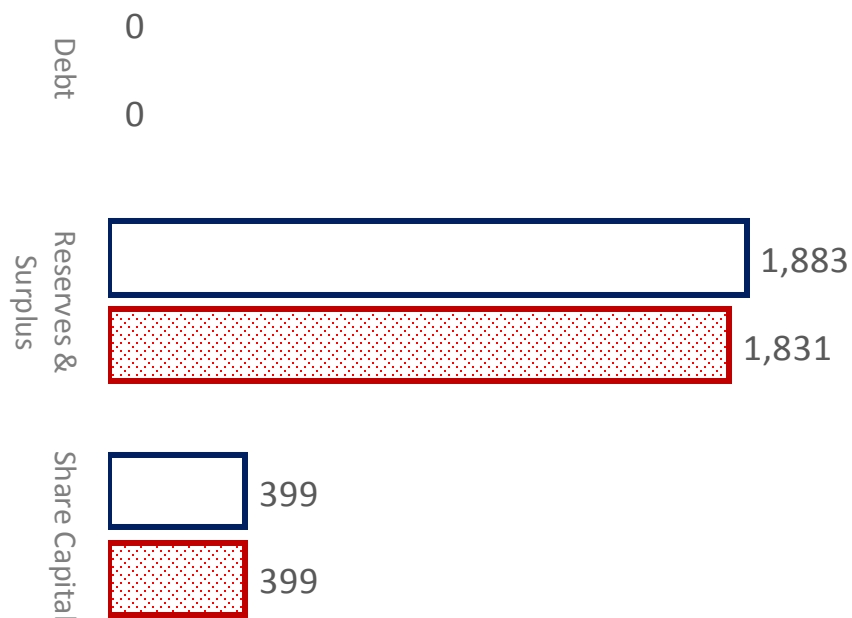


Additional unallocable income and expenses of Rs. 6.7 million and Rs. 0.3 million in Q2 FY16 vs. Rs. 13.8 million and Rs. 1.0 million in Q2 FY15 respectively

Q2 FY15 Q2 FY16

Key Balance Sheet Information

Liabilities



Assets



■ 31-Mar-15 ■ 30-Sep-15

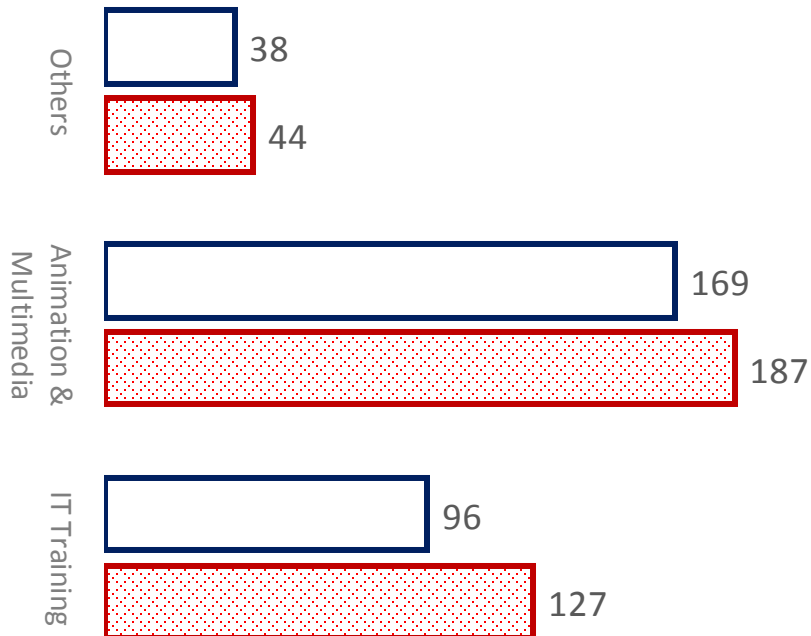


Unleash your potential

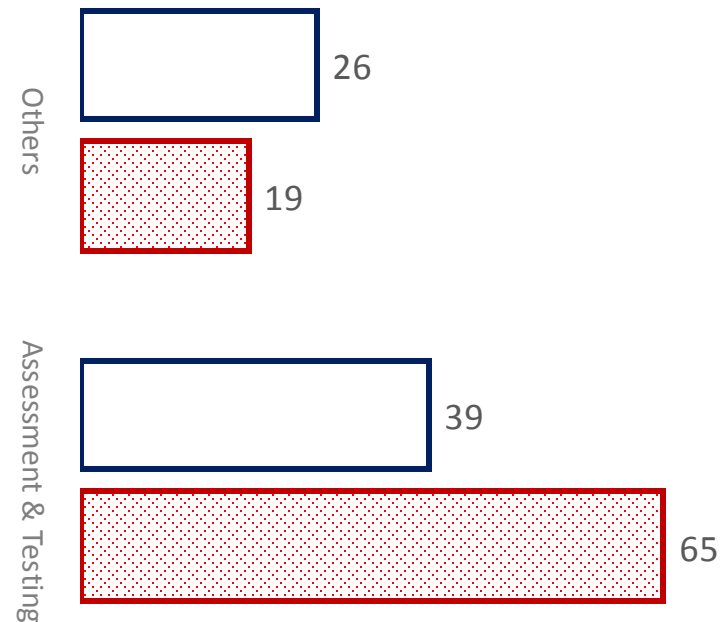


Sub-segment Revenue – Q2 FY16

Retail



Non-Retail



Q2 FY15 Q2 FY16

Key Highlights

- Domestic Retail revenue declined by 15.8%
 - Apart from MAAC accrual impact, sharp decline of alliance income in IT Training impacted the Domestic Retail segment
- Local regulatory issues for students in Africa led to lower income from University enrolment drive in International Retail
- 40.4% Y-o-Y decline in Aptech Testing revenue due to cancellation of September instance of CMAT
- Non-testing revenue from Enterprise Business grew by 40.9% due to higher traction for e-Commerce trainings

Key Highlights

- New centre sign-up and renewal fees up by 15.6% vs. Q2 FY15
 - 23 new centres signed in Q2 FY16 (7 international) against 21 in Q2 FY15 (7 international)
 - 3 new centres out of the 23 sign-ups for the new Lakme Academy Powered by Aptech brand
 - Y-o-Y increase of 49.9% in renewal income
- Lower interest income of Rs. 7.8 million vs. Rs. 9.7 million in Q2 FY15 (19.9% ↓) on account of lower cash in hand

Key Highlights

- Increase in manpower expenses by 5.9% mainly on account of increase in long term provisions such as gratuity and leave encashment
- Decline in Training & Education expenses by 35.3% due to decline in project-based income and lower franchisee share on MAAC accrual income
- Depreciation was Rs. 26.0 million (6.9%↑ vs. Q2 FY15), impacted by hike in courseware depreciation
- Lower revenue traction for Aptech Testing business impacted the overall Enterprise Business profitability

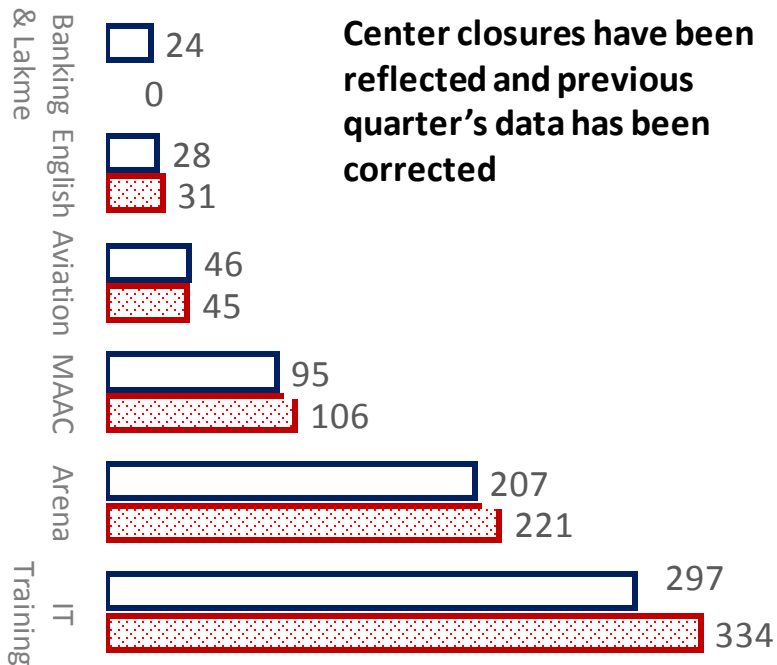
Q2 FY16

OPERATING INFORMATION

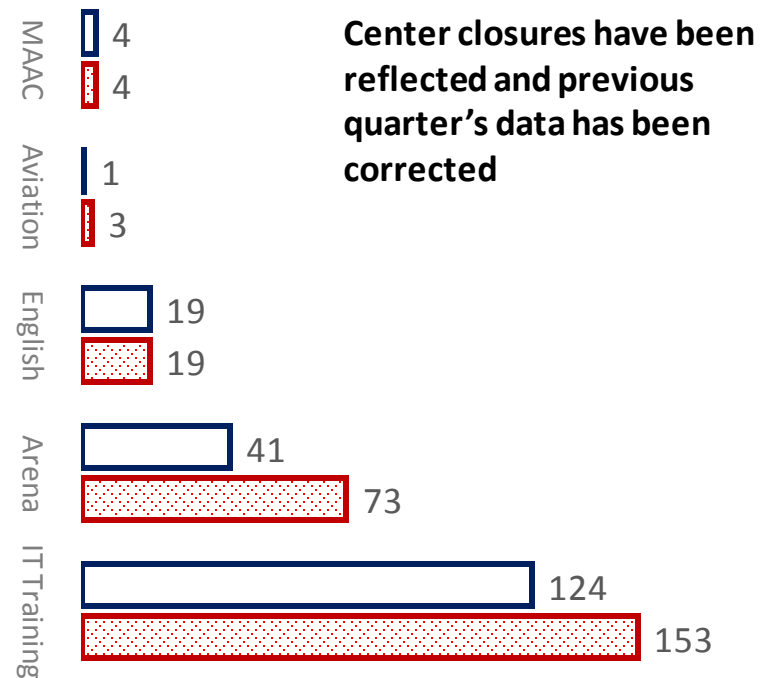
All financial figures in Rs. million

Network (# of Centers) By Brand

Domestic Retail



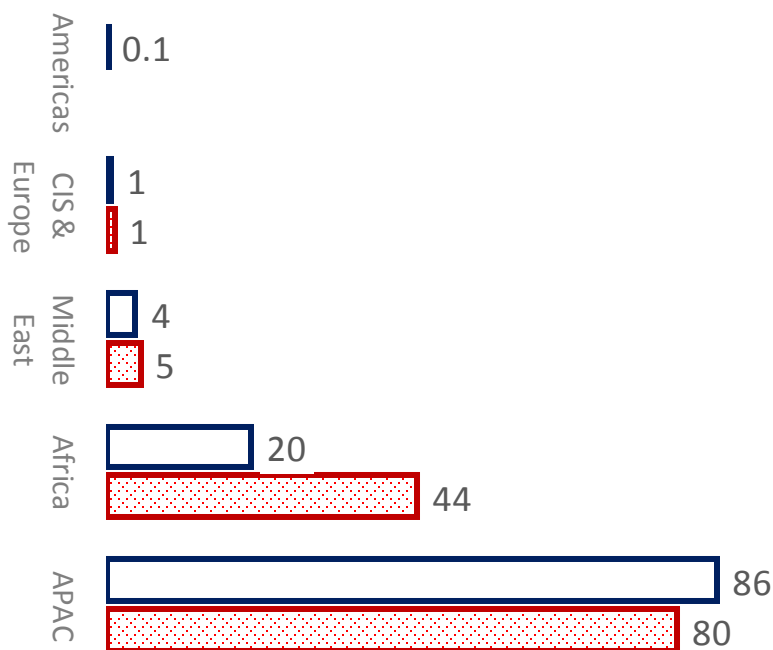
International Retail



■ 31-Mar-15 ■ 30-Sep-15

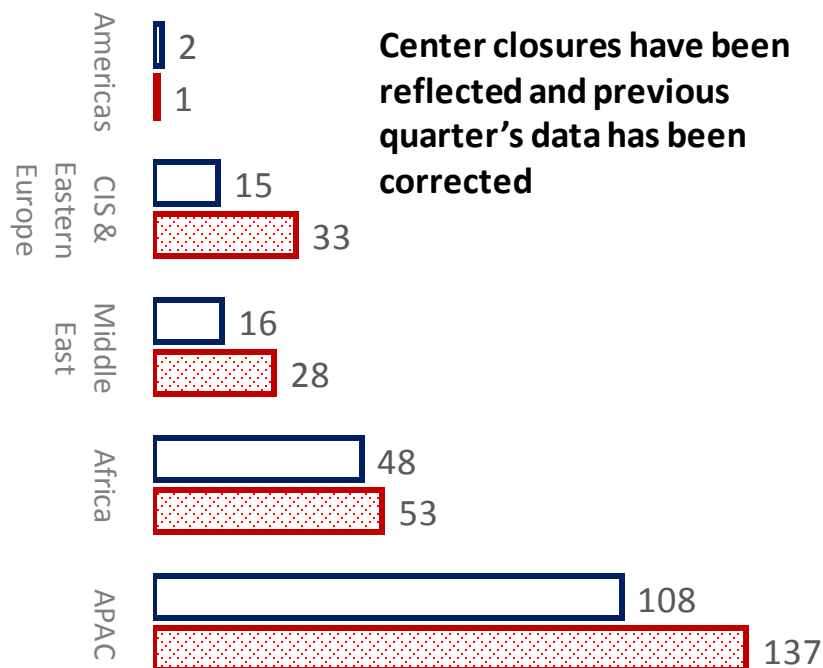
Regional Distribution International

Revenue



Q2 FY15 Q2 FY16

Network



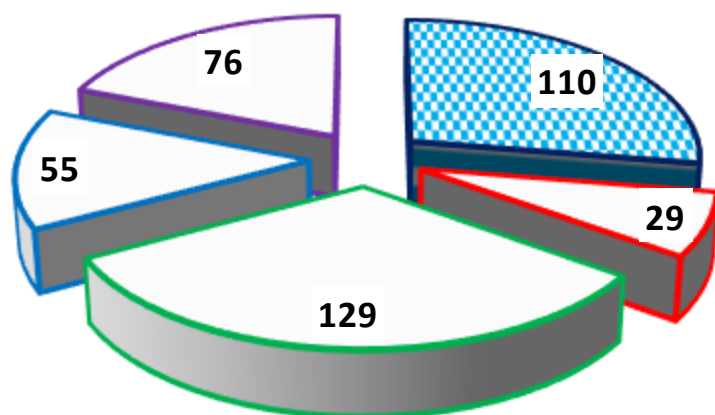
Center closures have been reflected and previous quarter's data has been corrected

31-Mar-15 30-Sep-15

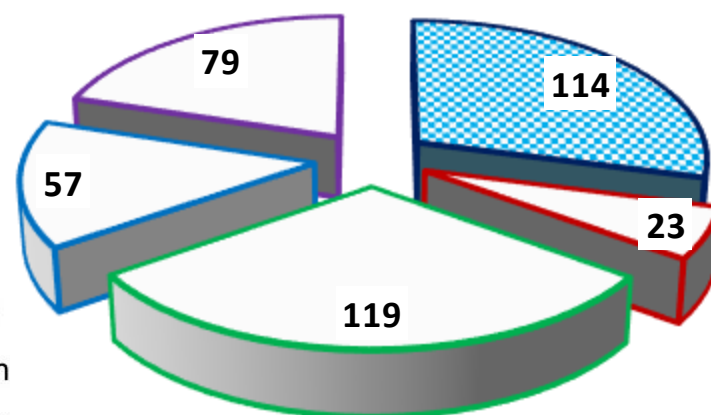
Employee Data

Employee Count as on 31st March 2015 =
399

Employee Count as on 30th September 2015
= 392



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



In addition to the above employees, there are 73 non-regular staff as on 30th September 2015 vis-à-vis 72 as on 31st March 2015

Q2 FY16

KEY BUSINESS HIGHLIGHTS

Business Update

- Announced Lakme Academy Powered by Aptech, a partnership to establish beauty training academies across India
 - Planned launch in October/November 2015
 - First center of Lakme Academy signed in Ahmedabad. Two more signed in Baroda and Surat
- Booking in Domestic Retail grew by 10.8% as compared to Q2 FY15. Arena – 11.6%; MAAC – 18.2%
- India represented by Aptech at World Skills Competition in IT skills @ Sao Paulo

Business Update

- Entered into school segment with 'Aptech International School' offering with a partnership model
 - Brand licensing, consulting and operations support from Aptech against one-time sign-up and recurring royalty fee
 - MoU signed up for first school in Kabul, Afghanistan
 - School to be operational from April 2016
- Won an eGovernance training project from Ministry of Communications & IT, Afghanistan; delivery started
- New sign-ups: Re-entry into Fiji and entered Bhutan

Business Update

- Aptech Uganda won the award for Best ICT Training in Uganda the 3rd consecutive year
- Successful delivery of 1st order for Professional Examination Board (PEB) exams in Madhya Pradesh
 - Expecting more orders in the coming quarters
- Won the order again in re-tendering of CMAT/GPAT examinations by AICTE
- Won order from a cab aggregator for country-wide roll-out of driver training

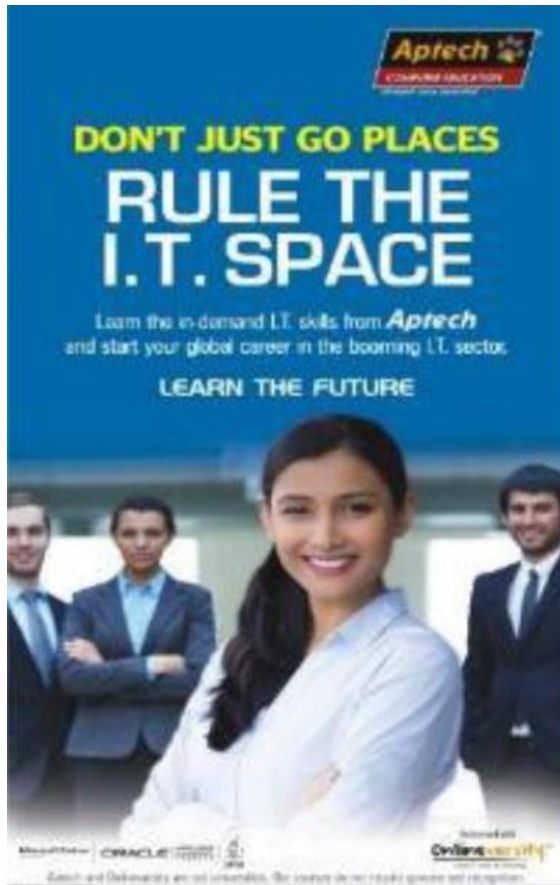
Vietnam ICT Award



For 13 consecutive years, top ICT training brand in Vietnam



Domestic Campaigns



Aptech COMPUTER EDUCATION
Unleash your potential

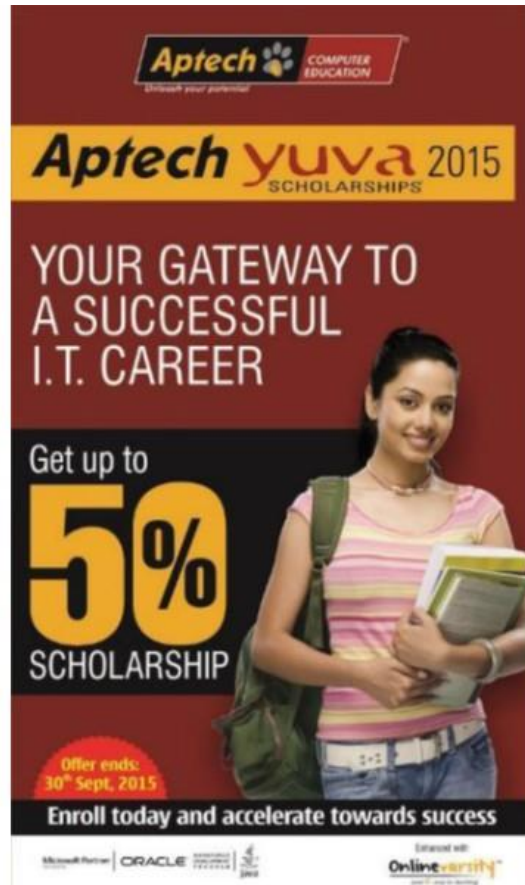
**DON'T JUST GO PLACES
RULE THE
I.T. SPACE**

Learn the in-demand I.T. skills from **Aptech**
and start your global career in the booming I.T. sector.

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Unleash your potential

Aptech yuva 2015
SCHOLARSHIPS

**YOUR GATEWAY TO
A SUCCESSFUL
I.T. CAREER**

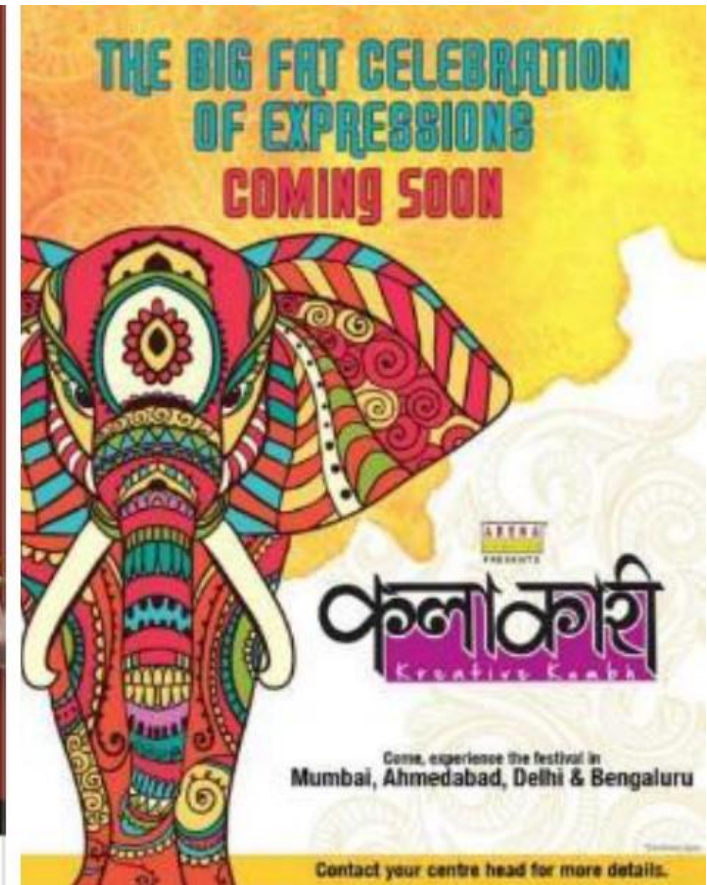
Get up to
50%
SCHOLARSHIP

Offer ends:
30th Sept. 2015

Enroll today and accelerate towards success

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Domestic Campaigns



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The new definition of **Industry-Ready.**

The highly acclaimed MAAC training programmes are so rigorous, that once a student completes them he is indisputably industry-ready. Along with comprehensive curricula, live-projects in a studio like environment under strict timelines and industry stalwarts as mentors, MAAC offers its students plum placements. Top studios, media houses, design agencies, e-commerce giants and publishing houses across the country offer MAAC students, jobs that propel them into a higher league of global standards. MAAC truly redefines professional excellence.

*MAAC and Onlineiversity are not universities, its courses do not require Government Recognition.

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24FPS2015
International Animation Awards

**They are legends
looking for
legends-in-the-making.**



Tom Alter
FTI Alumnus Pune and Actor

Ramendra Vashisht
Writer of Mary Kom

Cyrus Dastur
Founder Shamiana Short Club

**Jury for
Short Film Category**

Maac 24FPS International Animation Awards, 2015
Celebrating the 13th Edition

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For more information, contact us at events@maacmail.com

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ફેન્સાઈઝ પૂછપરછ આવકાર્ય**

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MAYA ACADEMY OF ADVANCED CINEMATICS

Animation | VFX | Multimedia | Gaming

ભારતની અગ્રણી એનિમેશન અને વીએફએક્સ
શૈક્ષણિક સંસ્થામાંથી એક

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Aptech નો વિભાગ


International Campaigns

MAKE CAREERS. MAKE MONEY.

BUSINESS OPPORTUNITIES

as an **Aptech** franchisee in the booming Training & Education Industry.

Become a successful entrepreneur by partnering with us. Aptech is looking for Business partners in your country for its globally recognized brands such as Aptech Computer Education (I.T. Training Software), Arena Multimedia (Multimedia & Animation Training) and Aptech Hardware and Networking Academy (I.T. Hardware and Networking).



WHY PARTNER WITH APTECH




- Over 29 years of experience in Retail & Corporate Training
- Over 1300 centers all across the globe
- Students can avail a foreign degree with higher savings using the Credit Transfer facility

ALL YOU NEED TO PROVIDE



- A commercial space between 200-500 sq. mt. carpet area
- Investment capacity as per norms
- A desire and willingness to succeed, along with the spirit of entrepreneurship

To know more about franchising opportunities with Aptech, write to Mr. Mandar Kawade at mandar.kawade@aptech.ac.in or call +91-8108751515. You can also meet him between XXth and XXth XXXXXXXX, at Venue XXXXXXXXXX

OUR BRANDS:

OUR UNIVERSITY PARTNERS:





Aptech Ltd. (Head Office): Aptech House, A-65 MIDC, Marol, Andheri (E), Mumbai - 400093. Tel: +91-22 28272300, Fax: +91 22 28272399, Website: www.aptech-globaltraining.com

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Be a part of the next Global I.T. Hub

Aptech has been ahead of the I.T. trends since 1986. It now has over 1300 centers spanning across 40 countries and training over millions of students. The MISSION I.T. Scholarship allows students to avail of a 40% scholarship without any written tests and study at Middlesex University. Just register within the stipulated time period and be more than a winner!

Pay a Booking Amount of **₹15,000** Avail **40%*** Mission I.T. Scholarship

Join the mission and register at the nearest Aptech center!

Registration Dates: **8th 9th 10th 11th JULY 2015**

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ARENA MULTIMEDIA

В ДЕНЬ ЗНАНИЙ ОТКРОЙ В СЕБЕ ТВОРЧЕСКОГО ГЕНИЯ



Арена Multimedia – одна из известных учебных программ в области Мультимедиа и Анимации. Задача ARENA – предоставить качественное образование с акцентом на инновационных учебных программах и практическом применении актуальных навыков. ARENA позволяет Вам не только улучшить существующие навыки, но и через практику ориентированное обучение обеспечивает всестороннее развитие, которое соответствует требованиям медиа-арт направления. Раскройте свои творческие способности с помощью ARENA, истинно профессионализма в динамичной и захватывающей сфере медиа-арт индустрии.

УСПЕЙТЕ ВОСПОЛЬЗОВАТЬСЯ ЭТИМ ВЫГОДНЫМ ПРЕДЛОЖЕНИЕМ!

International Campaigns

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Aptech ENGLISH LEARNING ACADEMY
Unleash your potential

Ramadan Mubarak

This holy month,
let your actions bring you peace
and your words bring you success!

AVAIL 20% SCHOLARSHIP
to begin classes after Eid

The English Learning Academy is a brand of Aptech Limited that has been successfully imparting English learning skills to thousands of students and professionals, using effective tools that simplify the language. Aptech has collaborated with London's famed Middlesex University. Its eminent English department has designed the course curriculum for Aptech. Now students have access to high quality coursework and the Queen's finest English.

Courses offered:

- Beginners' English
- 30 Days English
- Business Communication
- Spoken English Skills
- a. Pre-intermediate
- b. Intermediate
- c. Upper-intermediate

Digital Language Lab
The Digital Language Lab gives Aptech students a hands-on learning experience, combining the four basic principles for acquiring proficiency in any language – Listening, Speaking, Reading and Writing.

Aptech's Learning Portal
Students also have access to Onlinevarity. It is a one-stop, 24x7 access-free reference material e-center for Aptech students around the world!

Designed by Middlesex University London

COMMUNICATE WITH CONFIDENCE. ENROLL NOW!

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Unleash your potential

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Launch your career with Aptech Certified Computer Professional (ACCP)

Aptech Computer Education offers **Aptech Certified Computer Professional (ACCP)** program to help you be job-ready for the I.T. industry. It keeps updating its curriculum with latest technologies and gives you an edge over the rest with its comprehensive programs. Equip yourself with the trending technologies like **Java, .Net, Oracle, HTML** and more at Aptech and launch a successful career in I.T.

Explore a wide range of I.T. careers. Enroll today!

The chrePOST
Ideas for a better market impact

Aptech
Unleash your potential

July 2015

THE DE-ASSEMBLER'S ASSEMBLY

This June was action-packed as the De-Assembler competition was a unique initiative taken up by Aptech Hardware and Networking Academy (AHNA), Pakistan.

It took place in five of Pakistan's centers, namely, Shorah-e-Faisal, Metro Start gate center, Defence Hyderabad center, Defence Karachi center and University Road center. The participants had to assemble and de-assemble a computer within five minutes. The event was open for all (Aptech and Non-Aptech students) and it saw a participation of more than 250 people.

The idea was to create brand awareness among the target audience.

Enrollments took place at the Defence Hyderabad Center & the Metro Start Gate Center right after the competition. Other centers were flooded with enquiries and enrollments, too!

REACH 250+ participants

RESULTS 250+ enquiries & enrollments filling in

Gallery

*This is meant for internal circulation only. Please do not forward this e-mail.

THANK YOU

About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 7.2 million students. 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).

For further information on Aptech Limited, please visit our website at www.aptech-worldwide.com or contact:

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