



APTECH LIMITED

Investor Update – Quarter Ending 31st Dec 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,

Amidst the global turmoil and market volatility, we are happy to announce a reasonably good set of numbers for Q3 FY16, especially on the profitability front (EBITDA margins went up from 13.4% in Q3 FY15 to 16.5%). Revenue growth has been flat mainly on account no new sign-ups in the international market, which was due to impact of global economic situation on the overall investment appetite. In contrast, we are seeing improved traction in the domestic market with notable jump in new center sign-ups and continued trend of increase in booking for the Animation & Multimedia segment.

On the Enterprise business front as well there are positive signs, and we believe that the 60%+ growth in Aptech Testing business is reflective of a sustainable turnaround and not a one-off. Greater sensitivity of some of our recent customers for corporate training business in e-commerce segment to the holiday season has resulted in temporary slowdown in growth momentum, however we expect it to pick-up in the coming quarters.

We continue to work hard on our newer brands and international projects, which will deliver growth over long term for the company. At the same time, we are making all efforts to get the company ready for the digital revolution in the field of education through various initiatives. After a brief lull, we believe the future from here should be exciting for Aptech and are keen to take you as a stakeholder on this journey. Wish you a happy and successful 2016!

Ninad Karpe
4th February 2016

Summary

- Operating revenue of Rs. 362.4 million vs. Rs. 362.3 million in Q3 FY15
- Operating EBITDA was Rs. 59.8 million (23.5% Y-o-Y ↑)
- PBT was Rs. 40.9 million (17.6% Y-o-Y ↑)
- PAT of Rs. 27.6 million (2.4% Y-o-Y ↑)
- Higher effective tax rate as compared to Q3 FY15 due to change in composition of allowances in tax computation
- Board of Directors have recommended an interim dividend of Rs.1.00 per equity share (10% on Face value of Rs.10/- each)



Q3 FY16

FINANCIAL RESULTS

All financial figures in Rs. million



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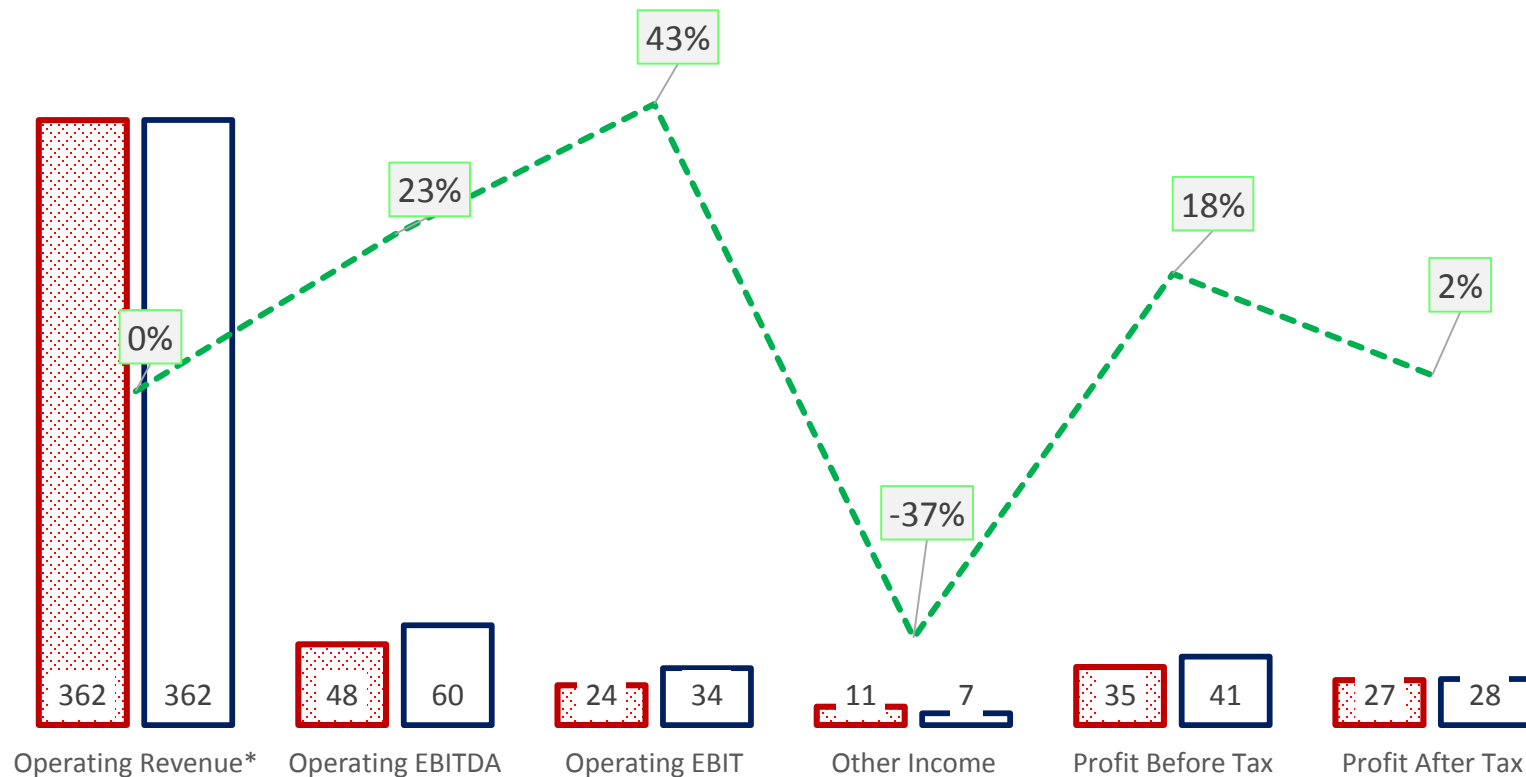
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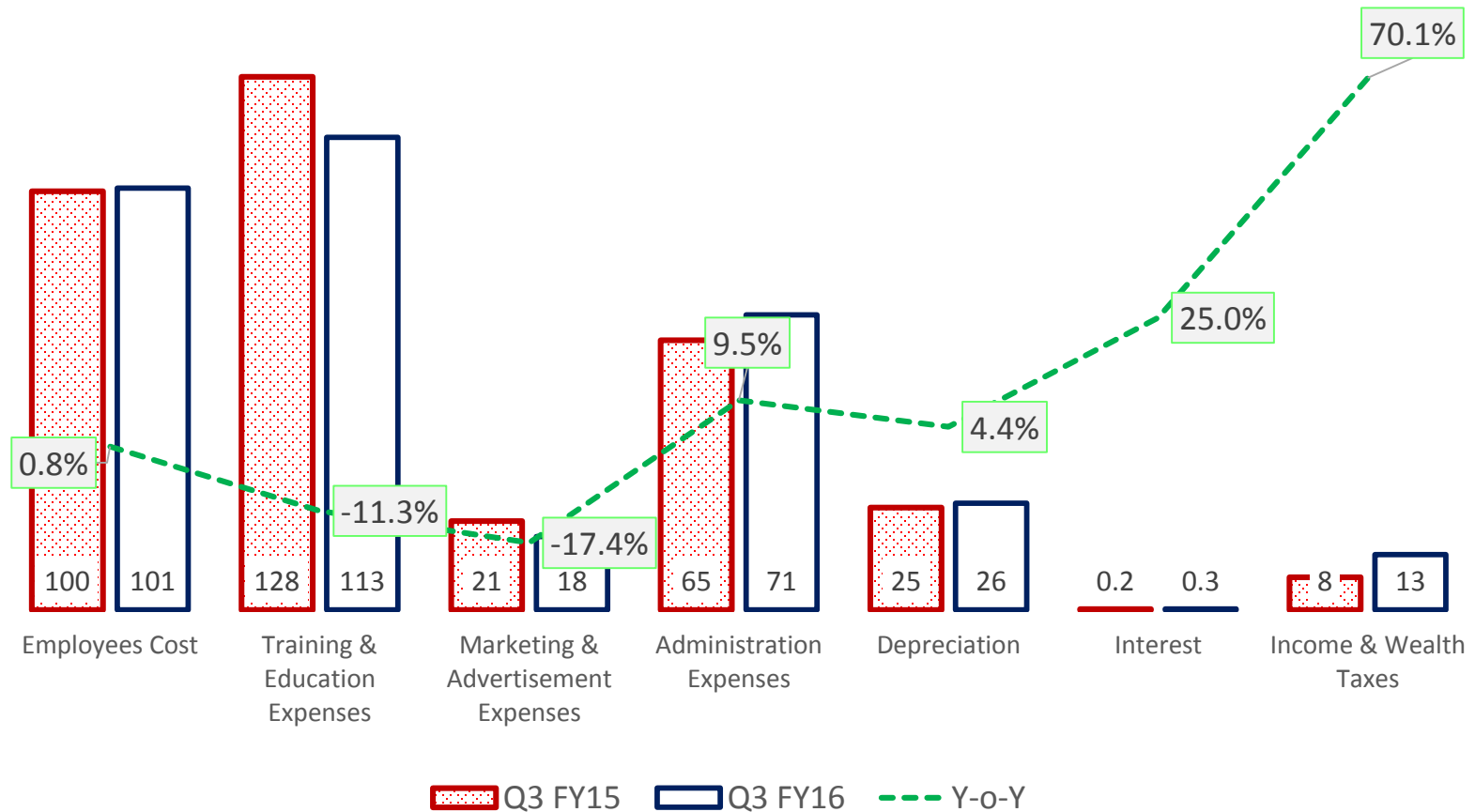
Revenue & Profitability – Q3 FY16



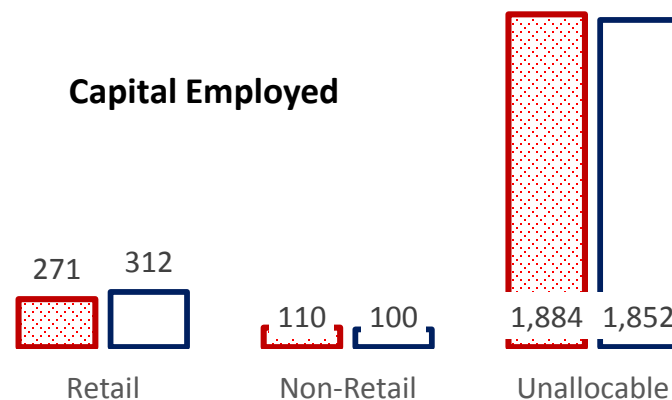
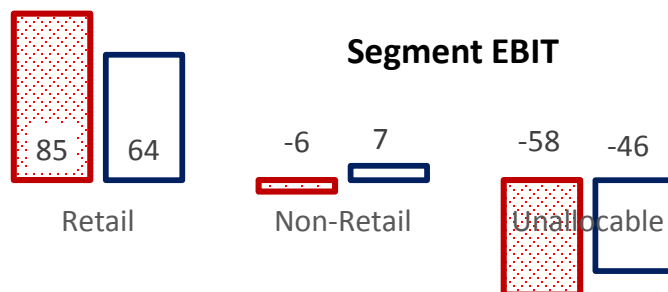
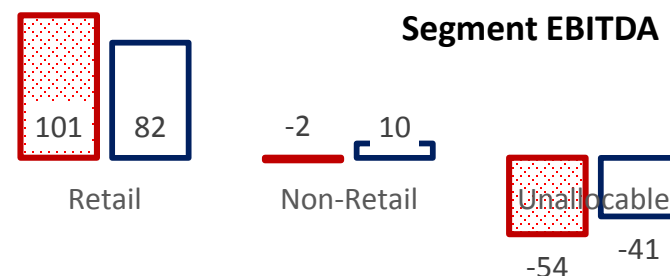
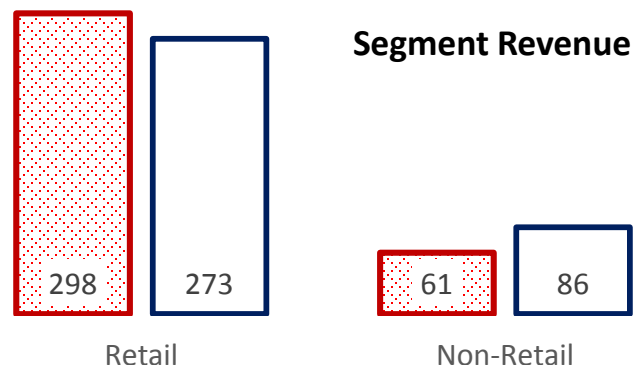
* Operating Revenue includes Income from Operations and Other Operating Income

■ Q3 FY15 ■ Q3 FY16 - - - Y-o-Y

Expenses – Q3 FY16



Segment Results – Q3 FY16



Additional unallocable income and expenses of Rs. 16.4 million and Rs. 0.2 million in Q3 FY16 vs. Rs. 14.4 million and Rs. 0.2 million in Q3 FY15 respectively

Q3 FY15 Q3 FY16

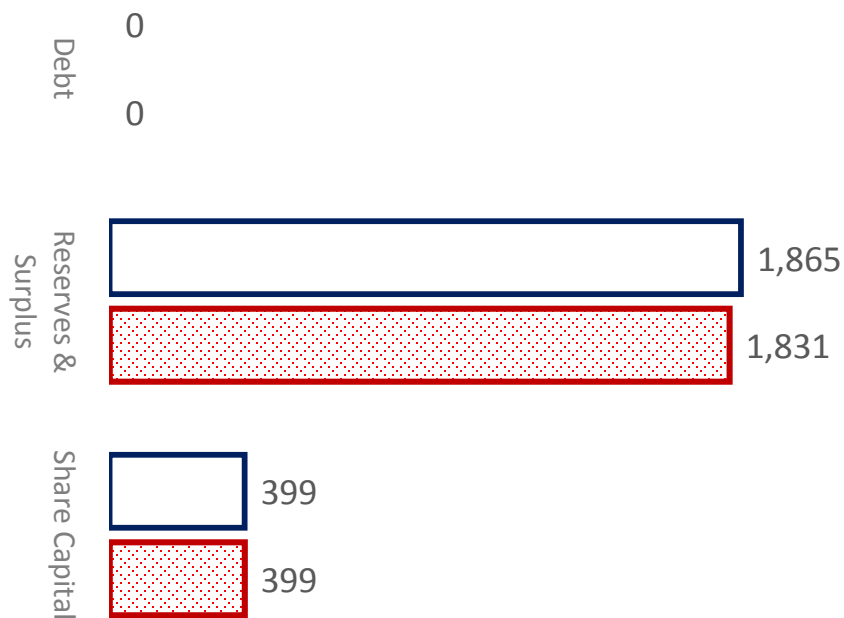


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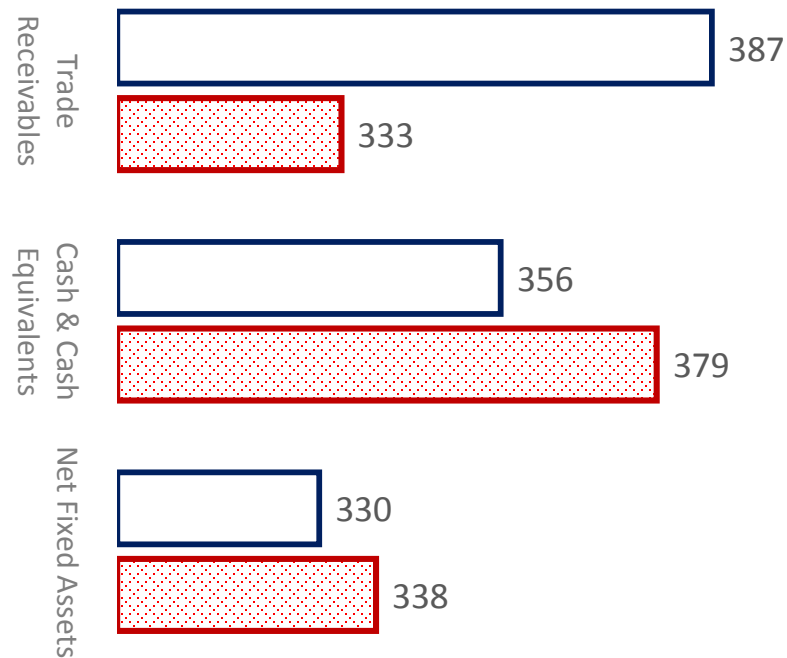


Key Balance Sheet Information

Liabilities



Assets



■ 31-Mar-15 ■ 31-Dec-15

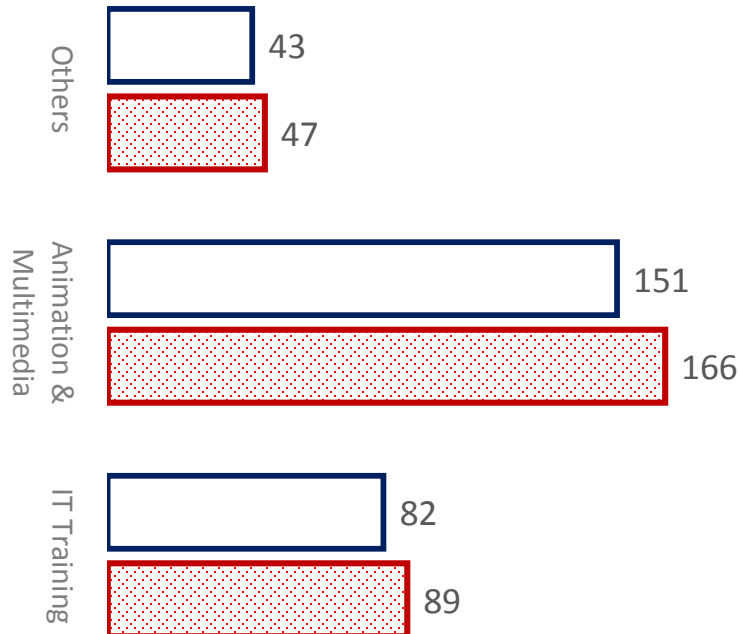


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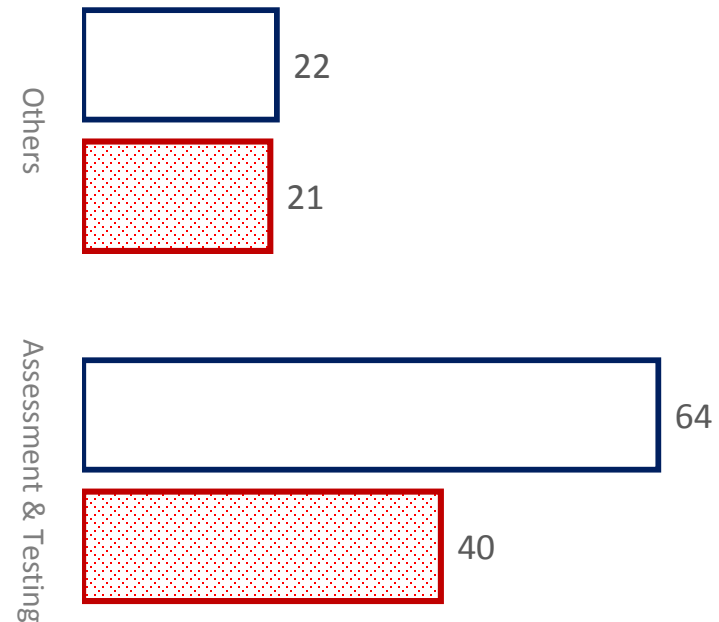


Sub-segment Revenue – Q3 FY16

Retail



Non-Retail



Q3 FY15 Q3 FY16

Key Highlights

- Domestic Retail revenue declined by 7.6% (Y-o-Y)
 - Majority impact from decline in accrual income in MAAC
 - Other contributing factors are decline in alliance (only for IT Training) income
- International Retail revenue dipped by 9.2% vs. Q3 FY15
 - No income from new center sign ups vs. Rs. 17.2 million in Q3 FY15 including the largest single center sign-up fee in Swaziland
- Regaining lost ground in Aptech Testing with new orders, Y-o-Y revenue up 60.8%

Key Highlights

- Good traction in new center sign-ups in the domestic market
 - 28 new centers signed in Q3 FY16 in India vs. 19 in Q3 FY15
 - IT Training : 13 (incl. 3 Aptech Networking and 3 Project Bharat); Aptech English : 1; Aptech Aviation : 3; Aptech Banking: 2; Arena : 4; MAAC : 5
- Lower interest income of Rs. 7.9 million vs. Rs. 10.0 million in Q3 FY15 (21.1% ↓) on account of lower cash in hand

Key Highlights

- Decline in Training & Education expenses by 11.3% due to lower franchisee share on MAAC accrual income and decline in alliance income
- 9.5% increase in administration expenses
 - Increase on account of rentals and repairs & maintenance expenses
- Depreciation was Rs. 25.6 million (4.5%↑ vs. Q3 FY15), impacted by hike in courseware depreciation

Q3 FY16

OPERATING INFORMATION

All financial figures in Rs. million



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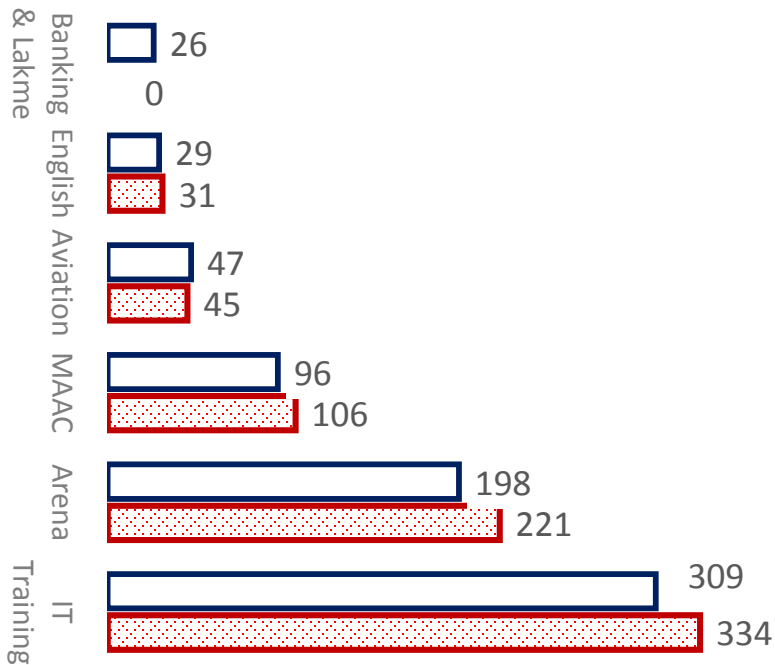
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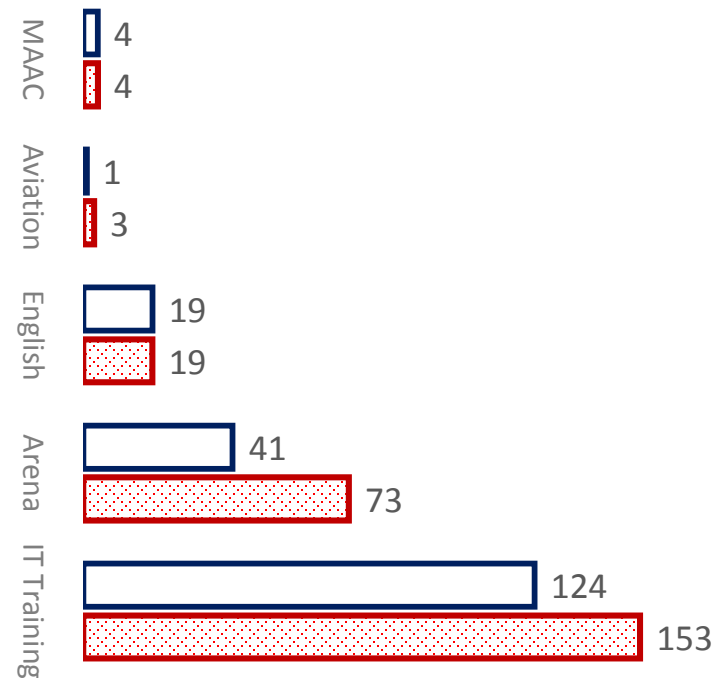


Network (# of Centers) By Brand

Domestic Retail



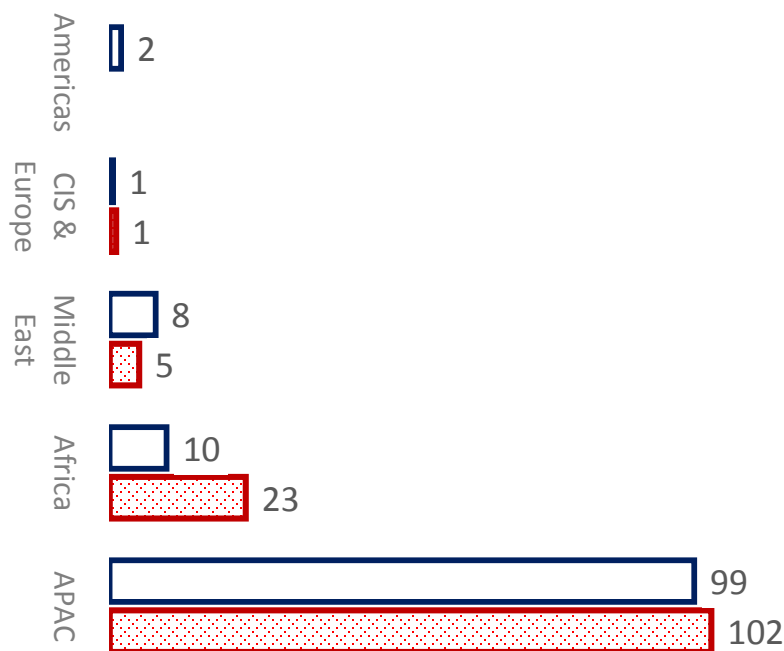
International Retail



■ 31-Mar-15 ■ 31-Dec-15

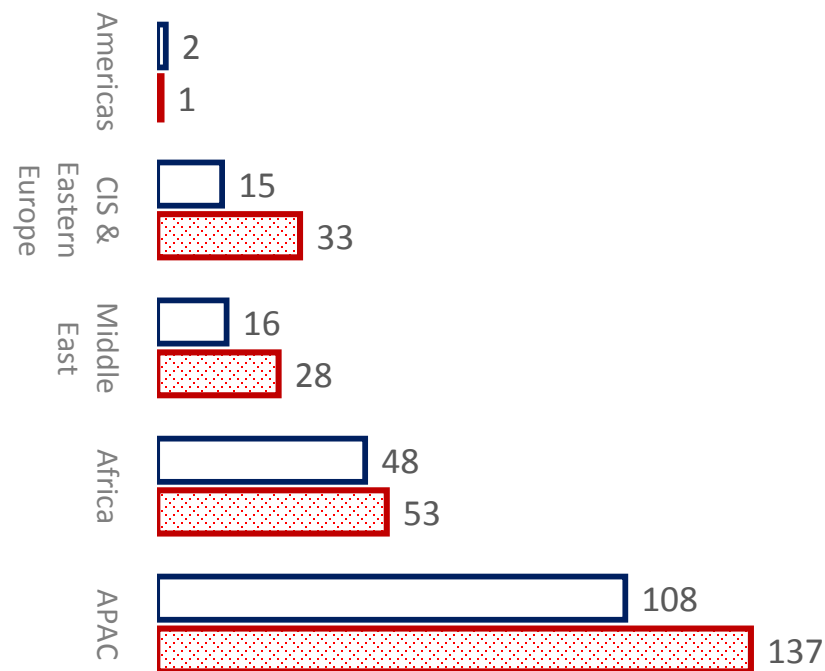
Regional Distribution International

Revenue



Q3 FY15 Q3 FY16

Network



31-Mar-15 31-Dec-15



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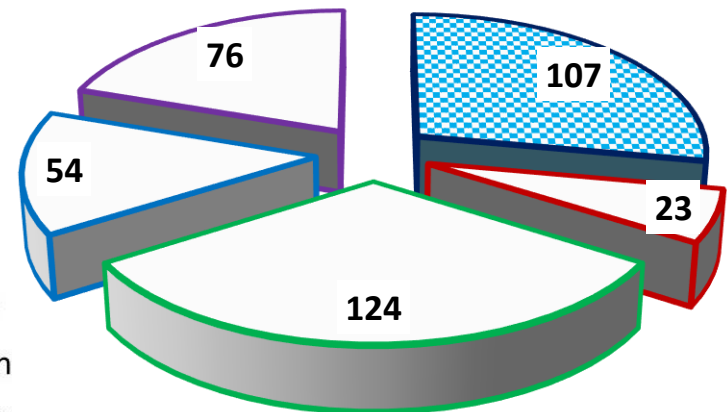
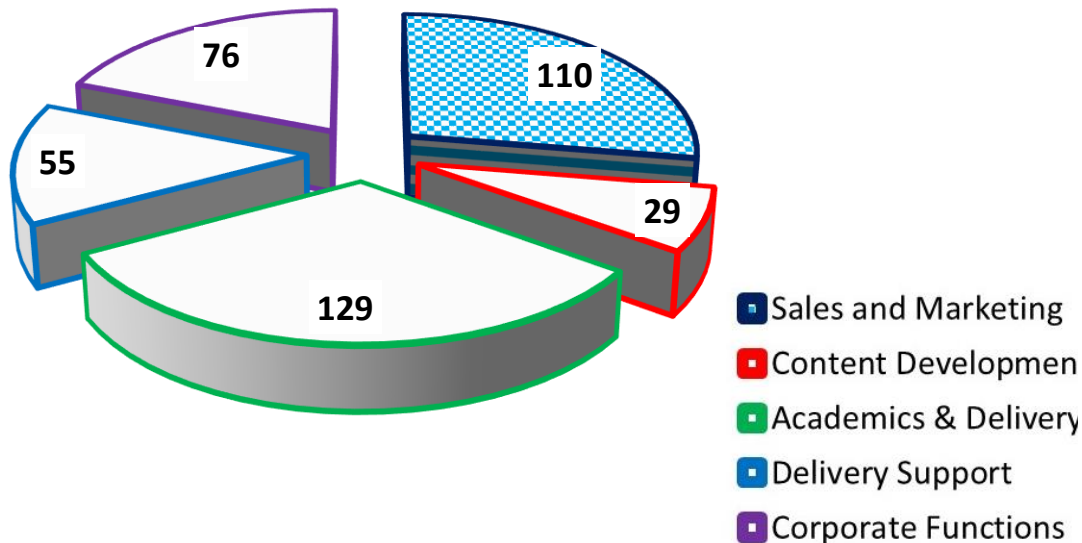
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Employee Data

Employee Count as on 31st March 2015 = 399

Employee Count as on 31st December 2015 = 384



In addition to the above employees, there are 149 non-regular staff as on 31st December 2015 vis-à-vis 72 as on 31st March 2015

Q3 FY16

KEY BUSINESS HIGHLIGHTS



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Business Update

- Aptech English lead partner appointed for South India at a sign-up fee of Rs. 20 lac
- Significant traction in new center sign-ups for domestic retail with 28 new centers signed across all brands
- Completed CMAT & GPAT (Jan 2016) registrations with ~93,000 candidates across more than 450 centers
- Successfully conducted a large assessment roll-out for a non-profit linked with defense services

MAAC's 12th 24FPS 2015 Awards



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Aptech Aviation's Panorama (2nd ed.)



Lakmé Academy – Ahmedabad



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Lakmé Academy – Ahmedabad



MCIT IT Skill Dev Project, Afghanistan



Career Quest (Pakistan & Qatar)



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LATAM CEIT Tender – Panama T3



MAMPU Project Malaysia



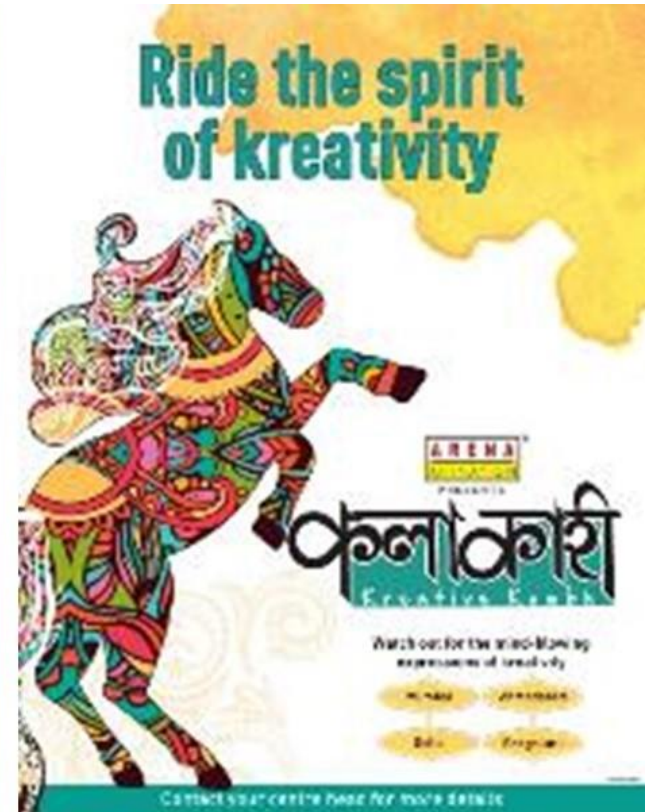
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About Aptech

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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