

APTECH LIMITED

UNLEASH
YOUR
POTENTIAL



Investor Update – Quarter Ending 31st Dec 2013

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,

New Year Greetings!

In Q3 FY14, we have continued the trend of positive growth in our financial performance. Excluding MAAC, the topline growth on a Y-o-Y basis was 10%. Operating EBITDA margins have gone up from 15.3% in Q3 FY13 to 19.8%. Hence, the Y-o-Y Operating EBITDA and Operating EBIT growth was higher at 34.5% and 59.3% respectively. From the Retail businesses, IT Training, ARENA, Aptech English and Aptech Aviation have done well in terms of revenue growth over last year. Aptech Testing continued to do well and pulled up the Enterprise Business topline by 9.6% as compared to same quarter of previous year.

From the profitability point of view as well, all our businesses have grown on a Y-o-Y basis except Aptech Testing. Our newer brands such as Aptech Aviation and Aptech English have not only been profitable (26% and 78% EBITDA respectively), but are also growing reasonably well. In Aptech Testing, this is a temporary phase where an existing high margin contract has ended and profitability in the new business will come at a later stage.

I am also happy to share that as on Dec 31st, 2013, we have already utilized 88.2% of the total amount earmarked for the share buyback program. Considering the closing outstanding share count as on 31st December 2013 and the outstanding share count before the buyback program, the EPS has already been boosted by 21.18%. In addition to this, we have also declared an interim dividend of 20%. We hope that you are happy with all our efforts to improve the shareholder returns and look forward to your continued support.

Ninad Karpe
20th Jan 2014

Summary – Q3 FY14

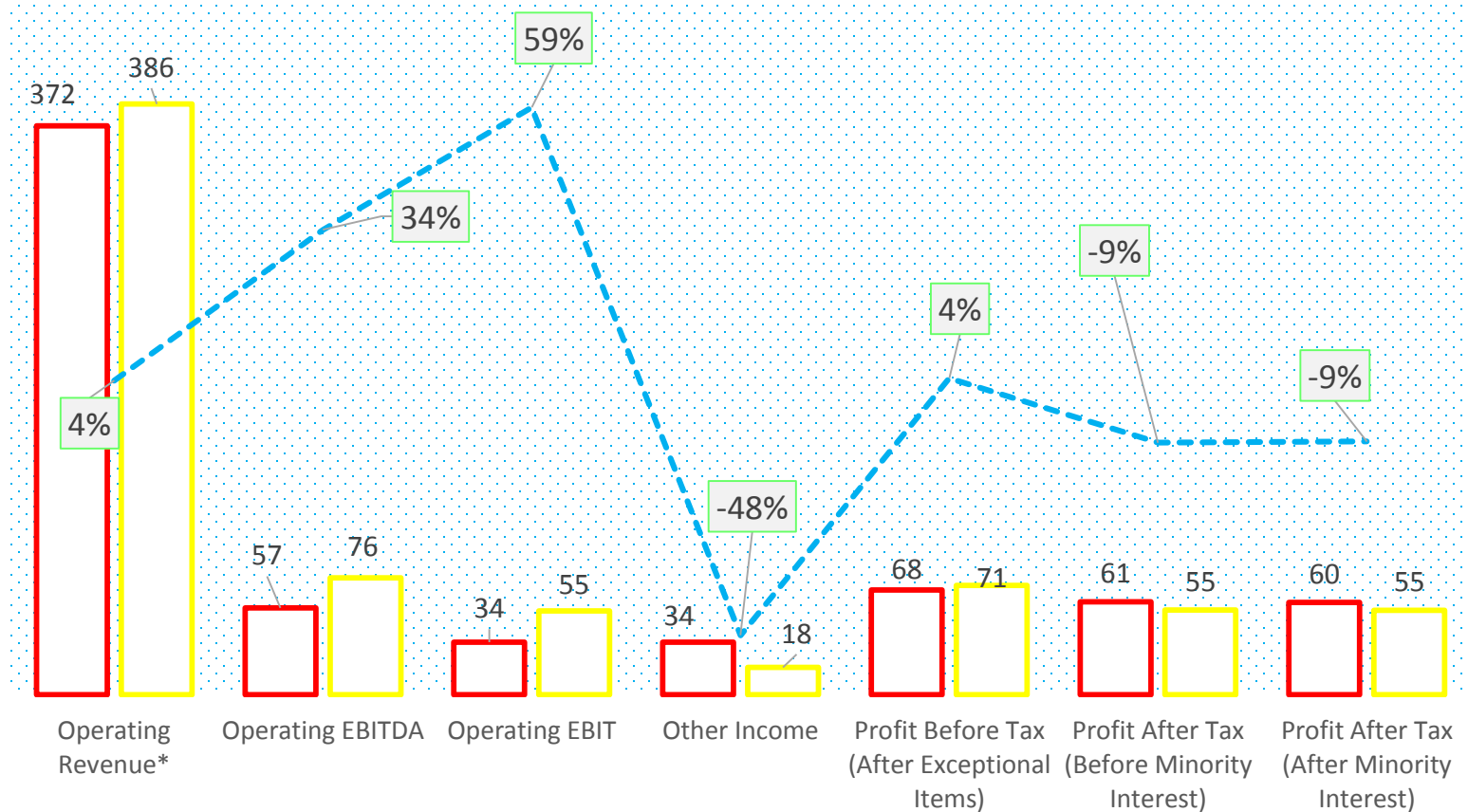
- Operating revenue was Rs. 385.92 million (3.8% Y-o-Y ↑)
 - **6th consecutive quarter of Y-o-Y topline increase** (after excluding MAAC revenue to neutralize the impact of accounting policy change)
- Operating EBITDA was Rs. 76.27 million (34.5% Y-o-Y ↑)
 - **6th straight quarter of Y-o-Y jump in Operating EBITDA**
 - **Operating EBITDA margin** has improved from **15.3% in Q3 FY13 to 19.8% in the current quarter**
- Profit Before Tax of Rs. 71.38 million vs. Rs. 68.42 million in Q3 FY13 (4.3% ↑)
- Profit After Tax of Rs. 55.19 million (Y-o-Y ↓ of 8.5%)
 - **Effective tax rate** was higher at **22.4%** as compared to **19.1% in Q2 FY14** and **11.3% in Q3 FY13**



Q3 FY2014

FINANCIAL RESULTS

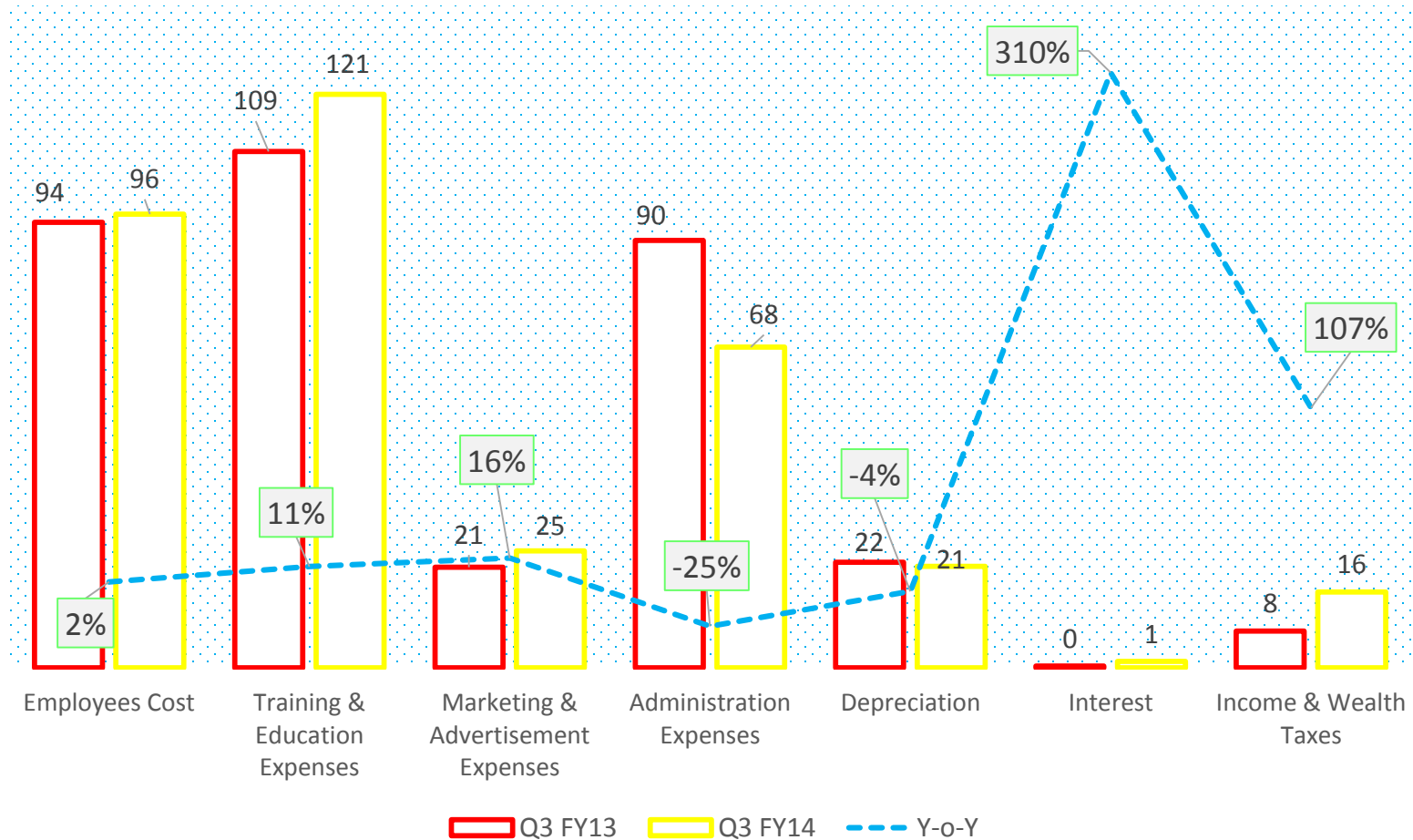
Revenue & Profitability



* Operating Revenue includes Income from Operations and Other Operating Income

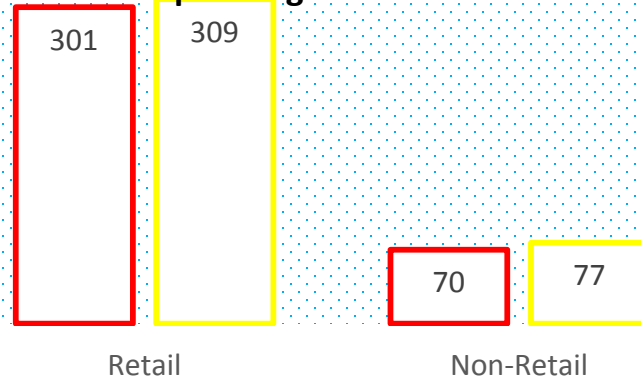
 Q3 FY13
 Q3 FY14
 - - - Y-o-Y

Costs, Depreciation & Taxes

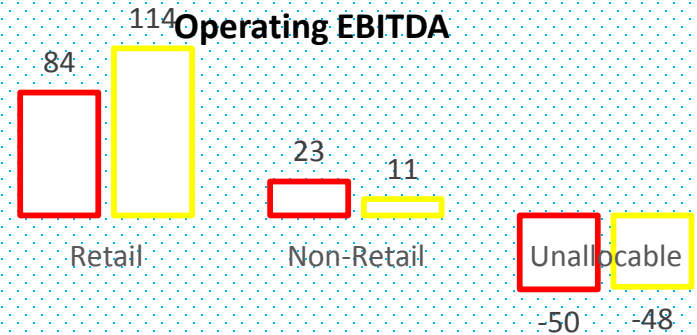


Segment Results

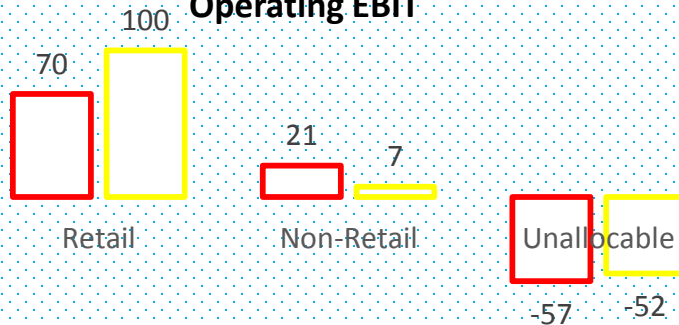
Operating Revenue



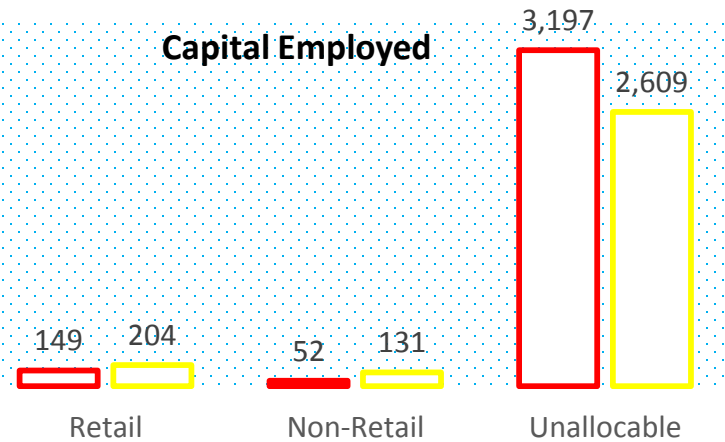
Operating EBITDA



Operating EBIT



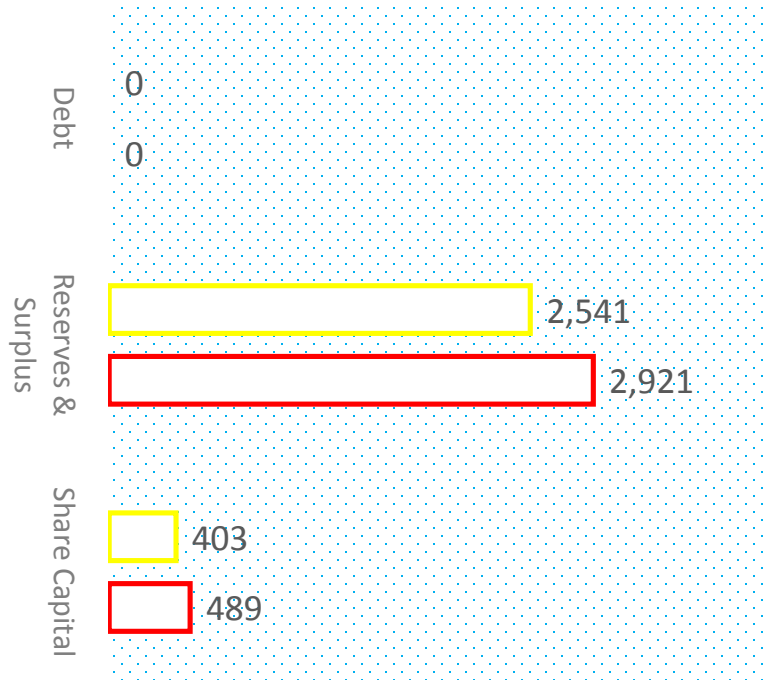
Capital Employed



Q3 FY13 Q3 FY14

Key Balance Sheet Information

Liabilities



Assets



■ 31-Dec-13 ■ 31-Mar-13

Key Highlights

- Excluding MAAC, Domestic Retail business grew by 15.9%, with significant all brands showing handsome growth
- ITEC business flattish as compared to Q3 FY13, impacts International business growth (Y-o-Y growth of 5.2%) and IT Training revenue specifically
- Non-retail EBITDA hit on account of decline in Aptech Testing EBITDA due to following reasons
 - Higher contribution from new businesses starting at a lower margin
 - Planned transitioning out of client project for providing Distance Learning exams

Key Highlights

- Income from new center sign-ups has gone up by 56.4% as compared to previous year
 - Number of new centers signed jumped from 25 to 32
 - 6 out of the 32 were International centers
- Foreign exchange gain of Rs. 0.5 million in Q3 FY14 as compared to Rs. 7.8 million gain in Q3 FY13
- Provision for Doubtful Debts fell to Rs. 4.4 million vis-à-vis Rs. 22.1 million in Q3 FY13 on account of lower provisioning in MAAC

Key Highlights

- Lower interest income of Rs. 15.7 million as compared to Rs. 26.7 million in Q3 FY13 on account of cash utilization towards share buyback program
- Effective tax rate has been higher on account of
 - Greater share of profits in the subsidiaries (which have higher tax incidence as compared to the parent company)
 - Less depreciation benefit for CAPEX in Q3 FY14 as compared to Q2 FY14
- Drop in Shareholder's Equity and Reserves & Surplus on account of buyback of 8,528,285 shares at a total value of Rs. 570.5 million (up to 31st December 2013)

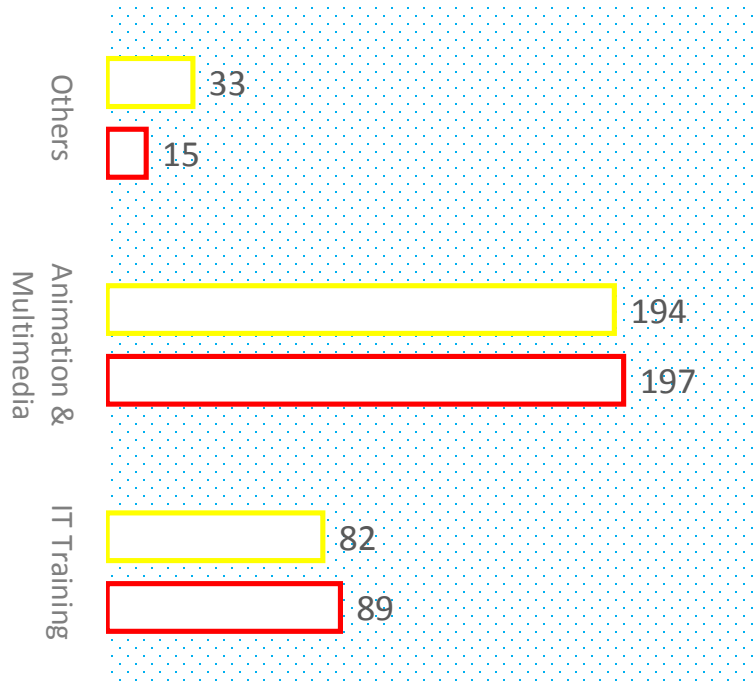


Q3 FY2014

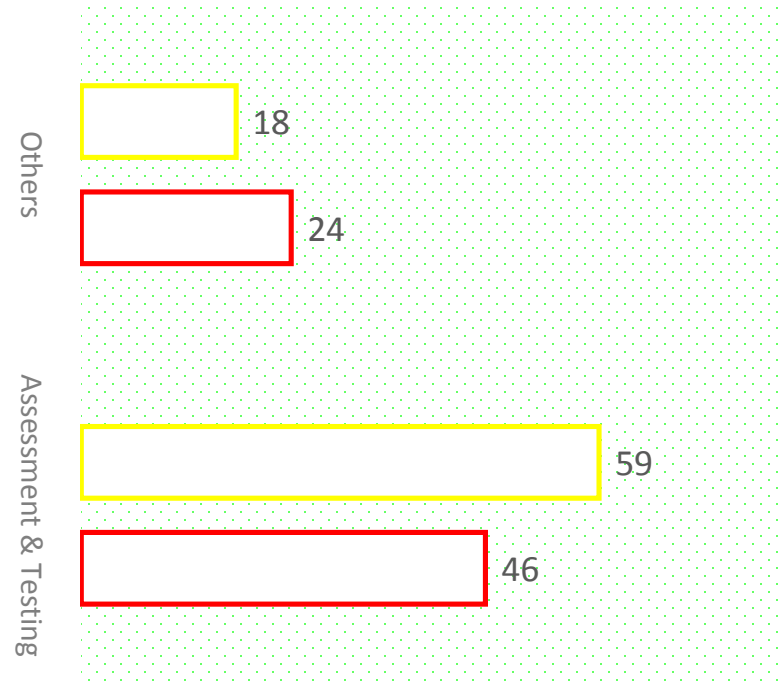
OPERATING INFORMATION

Sub-segment Revenue Split

Retail



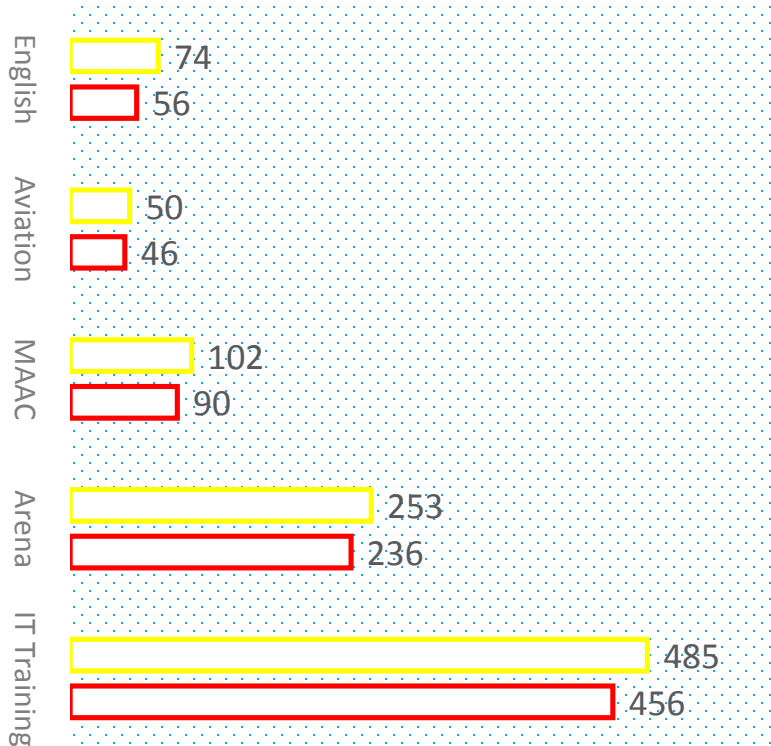
Non-Retail



Q3 FY13 Q3 FY14

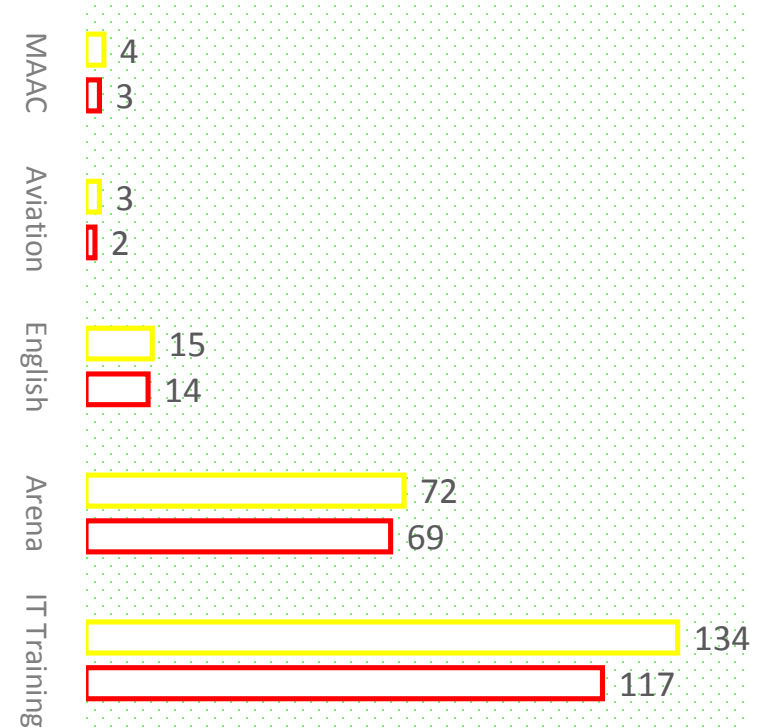
Network (# of Centers) By Brand

Domestic Retail



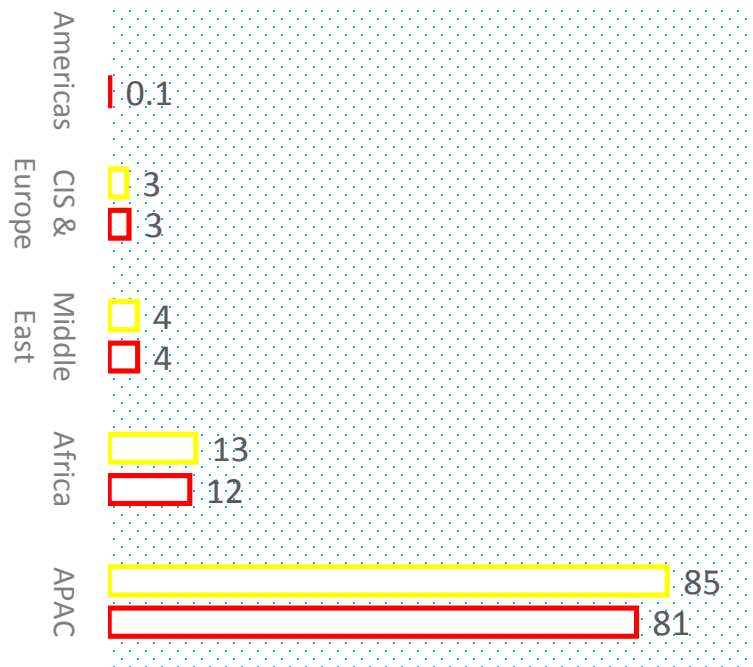
■ 31-Dec-13 ■ 31-Mar-13

International Retail



Regional Distribution International

Revenue



Q3 FY13 Q3 FY14

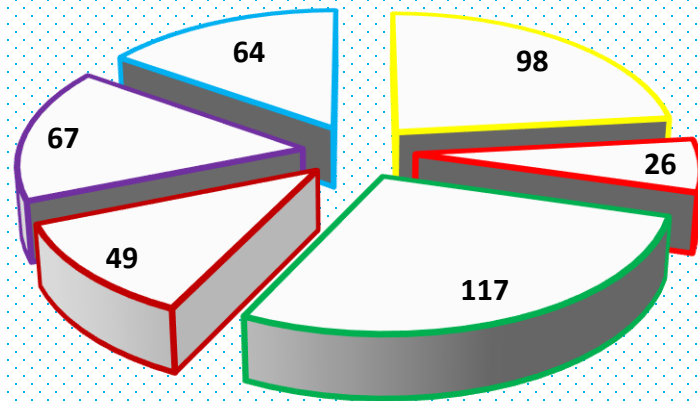
Network



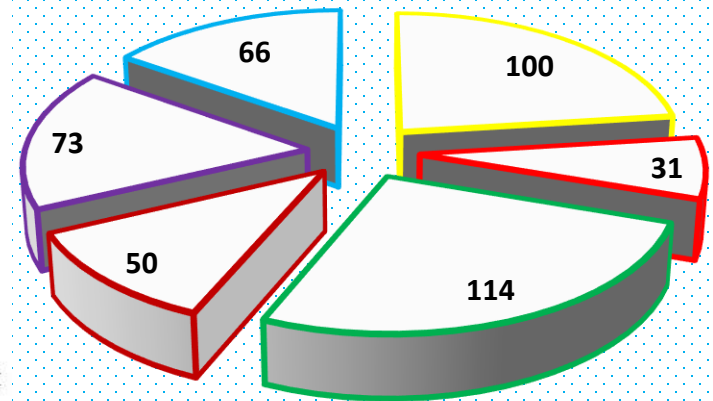
31-Dec-13 31-Mar-13

Employee Data

Employee Count as on 31st December 2013 = 421



Employee Count as on 31st March 2013 = 434



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

In addition to the above employees, there are 105 non-regular staff as on 31st December 2013 vis-à-vis 156 as on 31st March 2013



KEY BUSINESS HIGHLIGHTS

- Successfully 24 FPS 2013 conducted in tie-up with UN Information Centre (UNIC) for India and Bhutan with the theme of “My World 2015”
 - Student participation up from ~1800 in 2012 to ~2750 in 2013
- Joint activities with Microsoft such as ‘Microsoft IT Academy’ program for colleges and ‘Power Your Future’ app development competition
 - 8 apps from Aptech students got the Editor’s choice stamp and Appreciation from Microsoft

- New Master Franchisee appointed for Arena in Pakistan
- Pilot for Aptech Testing in the International market through launch of mock examination series for Joint Admissions and Matriculation Board (JAMB) exam, Nigeria
- Selected and initiated participation in the Additional Skill Acquisition Programme (ASAP) of Kerala State Government
 - One vocational training course each in Banking and Telecom sectors

- Delivered successfully preparatory online tests for a Test-Prep coaching center
- Successfully conducted recruitment tests for Central government agency
- Assessment Lab order signed for a utility company in Maharashtra
- Alliance with a Direct Sales Associate of a leading private bank for a ‘Recruit & Train” program (Aptech Certified Marketing Finance Professional certification)



Celebration has just begun at MAAC Scholarship - Carnival of Creativity. Stay tuned for the next upcoming events and stand a chance to WIN A SCHOLARSHIP OF UP TO 100%.



NOW SHOWING



One Complete box of non-stop movies. Unreel is a showcase of EPIC Animation & VFX films followed by a 'Making of the Film' session. Come, enjoy and learn how great works are made 'great'.

Date: 30th November, 2013 | Venue: MAAC centres

COMING UP NEXT



To know more, visit www.maacindia.com or call our toll-free number: 1-800-209-0222

Switch to the animated side.
START THINKING. 1 DAY LEFT!



As the day of the contest approaches, we hope you have cranked your creative engines and started to think of ideas for decorating your MAAC centre. With just a day left, we thought of giving you a thought-starter. Take a cue, banish the boring real and gear up to animate each and every object in your centre - from your pen to your computer to the walls to the door of the centre itself, keeping in mind the theme 'Real is boring. Animate.'

Contest begins: 18th October - Contest ends: 28th October
Prizes to be revealed soon.



24FPS 2013
International Animation Festival

MAAC
MAAC ACADEMY OF ADVANCED EDUCATION
Animation | VFX | Multimedia | Gaming

GET READY FOR THE BIGGEST ANIMATION FESTIVAL!!!

At 24FPS, students get an opportunity to showcase their skills and interact with experienced Animation & VFX professionals. Come and be a part of this magical evening filled with fun events, contests, workshops & seminars.

FESTIVAL ATTRACTIONS

FREE ENTRY

National level competitions, where students get a chance to display their talent by uploading their entries on YouTube.

MAAC'S GOT TALENT
Student showcasing their unique talent.

MAAC IDOL
Student showcasing their singing talent.

DANCE MAAC DANCE
Student showcasing their dancing talent.

CRACKDOWN (GAMING)
National level gaming competition, where students get to showcase their skills at a very popular game - NFS, conducted between four zones, winners of which will get to compete in the finale at 24FPS Festival.

ROCK-BAND
Band Name: Rocking
Artist: Jay Singh & Team

KAFFEE WID ZUBIN (CHAT SHOW)

TAROT READING & GRAPHOLOGY
By Anna, Anam & Nehal Jadhav

VENUE:
THE LALIT PLAZA,
SAHAR RD, ANANDHARI EAST, MUMBAI
DATE: 6TH DECEMBER 2013
TIMING: 10.30AM TO 4.00PM

Technology Partner
Hanvon

Professional Graphics Partner
AMD FIREPRO

To know more - visit www.maacindia.com or call your nearest MAAC Centre.



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A packed house awaits your presence. Come, be a part of enriching the future talents and make them bigger!

Event Dates:
9th-12th January, 2014
5 STAR Venue:
Retreat Hotel, Madh Island, Mumbai

ARENA ANIMATION | **ORBIT LIVE**

COMMUNITY PARTNERS: **Animation Xpress**, **Artis India**, **CGTANTRA**



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Silver Learning

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Offer valid till 26th December, 2013

Installing and Configuring Windows Server 2012
Exam 410

Administering Windows Server 2012
Exam 411

Configuring Advanced Windows Server 2012 Services
Exam 412

MCSA

Windows Server 2012 opens the gateway for specialisation in expert-level competencies in managing Cloud-based technologies. Upgrade your skills to this platform with Microsoft's MCSA exam vouchers and upskill with global certification.

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MAAC 24 FPS 2013



Education firms learn a few lessons

Slowdown, over-ambition and poor business models bring the once high-flying companies down to earth

H SARGARATHY
Mumbai, 25 December

Apply your mind

'POWER Your Future', a national level competition by Aptech Computer Education and Microsoft has been announced recently. The competition is organised with an aim to identify, train and certify 25,000 students for next generation technologies by May 2014.

Students from schools and colleges would be identified through aptitude tests and then trained and mentored by Aptech and Microsoft to develop socially relevant Apps. These students would then compete at various levels enhancing their knowledge and skills by show-



of sector has

problems over time, as the alleged bribery case in August later released on bail, a when Dubai-based group acquired 12 per cent in Everon for its thorough a preference in December

WHERE THEY STAND

Performance of some education technology companies

July-September quarter

Company	Net profit (Rs)	Total revenue	% drop from 2012-13
EDU Education & Technology	72.91	29.26	530.35
Eduparc Solutions	3.91	49.12	181.45
Everon Education	34.02	212.1	11.3

*Based on quarterly results, the stock market's estimated results



How Aptech bucked the trend

Aptech was the first to discover the advantages of an asset-light model. It started the process of re-engineering four years ago - from closing its in-house manufacturing operations to focusing on its core strengths of content education. Not only has the company seen a rise in net profit from 1.7 crore in the September quarter of 2012-13 to 7.62 crore in September quarter 2013-14, its revenue has also seen a four per cent rise.

Aptech is also bullish about growth in this sector. "We remain optimistic about the industry. It still has a lot of depth and continues to grow as a CAGR compound annual growth rate of 12-15 per cent. Only these education companies, which are able to reinvent themselves and the whole channel, will survive and grow. Technology will also be a key differentiator," said Ninad Karpe, managing director of Aptech, had told Business Standard.

"Picked up a wearable technology device recently"

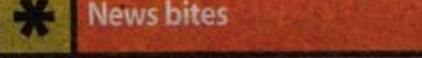


Ninad Karpe, CEO & Managing Director, Aptech Ltd

What gadgets do you use?
I use the iPad, iPod, iPhone, iTrip and Nikon DSLR 5100. I am not a gadget freak, yet all these gadgets are synced up from morning to evening. I listen to music when I get up. Use iTrip to sync my car system with the iPod and by nine on route to work, check mails, and do my bit of catching up on news through the iPad.

What is your latest gadget possession?
I recently picked up a Samsung wrist watch. I picked it to check what a wearable connectivity device looks like. I am beginning to understand it more by the day and believe it packs as much punch as my laptop did, in 1995.

What is your dream machine?
A Hasselblad Stellar and Hasselblad H5D-40.



National level app development competition

Aptech Computer Education in association with Microsoft announced 'Power Your Future', a national level app development competition. Participating in the competition will help students learn

In apps age, plentiful jobs beckon

Over 1 lakh developer jobs await those with skills and ideas

Priyanka Gokhale @npx10x

THE FUTURE

A recent study by Avenidis Partners pegged the Indian app market between Rs150-200 crore during 2012. It is predicted to reach Rs2,000 crore by 2016. The number of apps downloaded per user in India is around 35, which is close to the global average. A user average of 35 would imply around 6.6 billion apps being downloaded in India by 2016.

Chetna, business head, Aptech Computer Education, Varun Shah, a 24 year old engineering graduate in Bangalore, is on the verge of getting enlisted for a short-term course in app development for Windows 8 and other platforms. Shah says since he already has a fair bit of programming language knowledge, it will be easier to grasp the course.

"I just need to get the knack of developing an app that can function comfortably between screens. This knowledge will forever prove handy," says Shah. Although countless apps are getting developed routinely, finding the right talent is proving painful. "We are planning to hire 50 people for roles in app development. Since the technology is relatively nascent, it is tough to find talent," says Radhakrishnan.

Animation at its best

Shining spotlight on student animators, independent artists and studio professionals, Maya Academy of Advanced Cinematics (MAAC) in association with the United Nations Information Centre (UNIC), announced the results of its 10th 24 FPS Annual International Animation Awards 4:13 at The Lalit Intercontinental in Mumbai. MAAC strengthens its association with UNIC for the third time this year. The theme selected for this year's awards, 'MY World 2015' was in support of the United Nation's mission to bring to the fore, some of the world's biggest priorities like education, security, food and clothing through creative minds and showcasing such issues through animation on the 24FPS stage to a global audience.



More than 300 submissions from students and students from nations such as France, Singapore, VFX Short Film Student, Best 3D

Canada, China were submitted to the awards this year for consideration in categories including, Best VFX Short Film Student, Best 3D



THANK YOU

About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 6.8million 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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