



APTECH LIMITED

Investor Update – Quarter Ending 30th Jun 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,

We have begun with a positive momentum in FY16 with some clear positives such as reasonably good booking in the first half of enrollment season in domestic retail, high growth in International Retail income due to projects, good order book for Aptech Testing with large projects such as PEB, Madhya Pradesh, etc. In addition to this, traction for Learning Ladder in Russia and some African countries, University tie-ups in Vietnam, the CEIT order and new partner sign-up in Latin America and multiple new orders bagged by Training Solutions team from large clients are also adding to our confidence.

We have been equally aggressive in lining up new initiatives that will bolster the growth momentum further. In the reporting quarter, we launched a new Brand addressing the talent gap in Banking & Financial Services sector. The company has also partnered with Flipkart to provide customized training to its sellers. This partnership and some more training mandates have helped Aptech to address the skill demand of this growing industry with a unique offering. In addition to this, we have lined-up some more initiatives that will be launched in the next quarter.

All these developments augur well and give us confidence of performing well going forward. Going forward we are going to push hard for the second half of domestic retail and first half of international retail seasons in Q2 FY16. We will also ensure profitable delivery of the projects already won and sign-up new orders in training and testing space. Our organizational capability and our strategies will help us achieve multi-pronged success in FY16.

Ninad Karpe
7th August 2015



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Summary

- Operating revenue of Rs. 502.1 million, growth of 15.6% on a Y-o-Y basis as compared to Q1 FY15
 - International Retail income went up by 71.0% on a Y-o-Y basis on account of jump in income from projects
- Operating EBITDA was Rs. 51.2 million (7.7% Y-o-Y ↓)
- PAT of Rs. 28.4 million vs. Rs. 31.1 million in Q1 FY15 (8.8% ↓)
 - Decline in interest income by Rs. 2.8 million being a major contributor to the PAT decline of Rs. 2.7 million

Q1 FY16

FINANCIAL RESULTS

All figures in Rs. million



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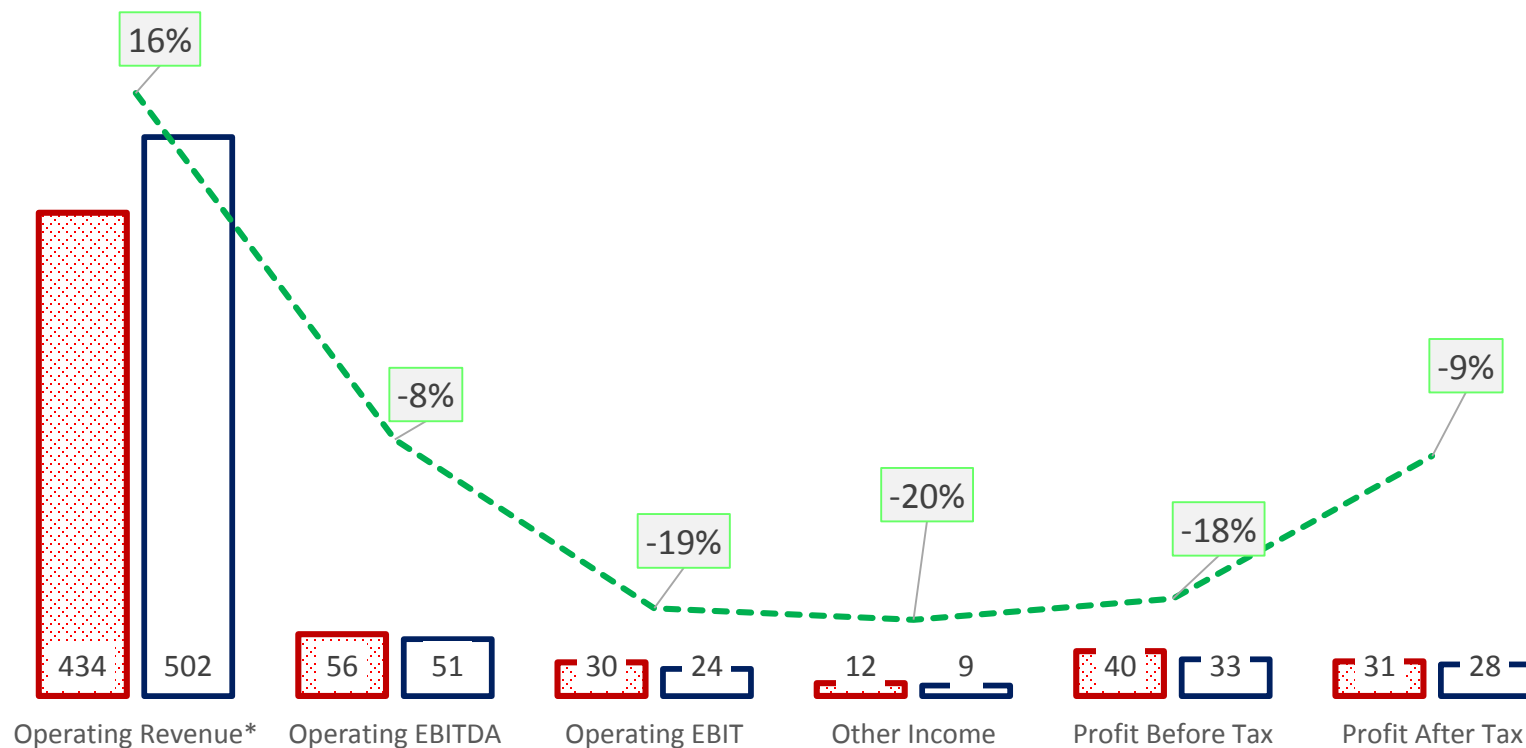
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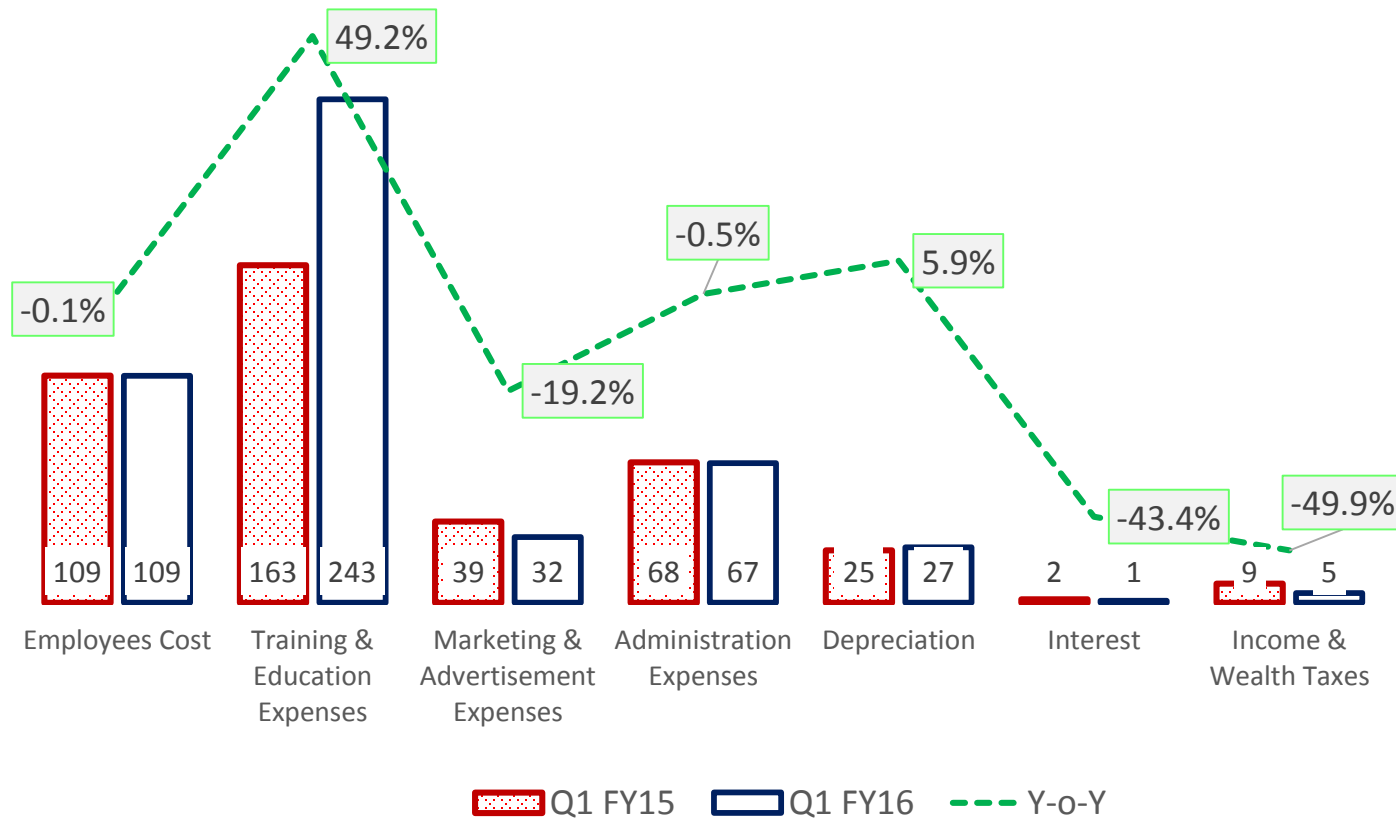
Revenue & Profitability – Q1 FY16



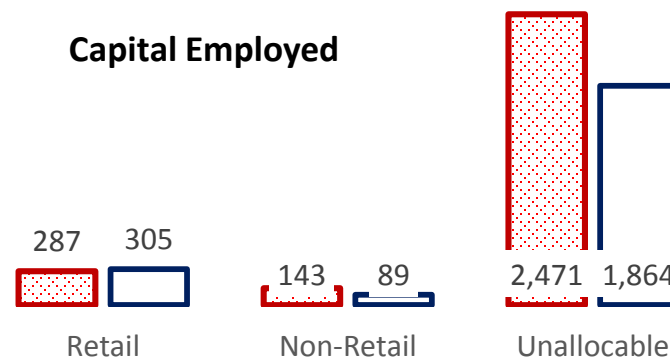
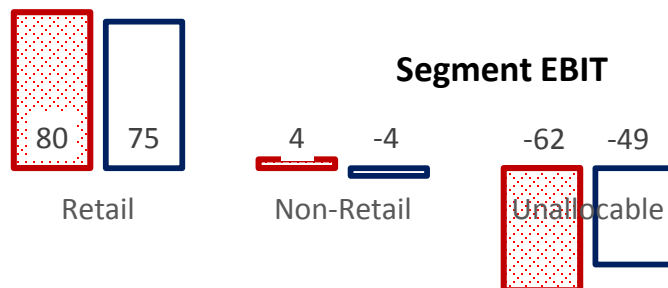
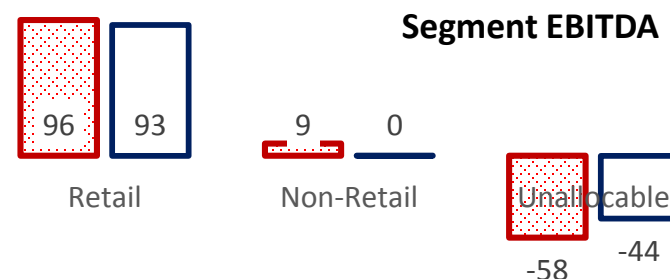
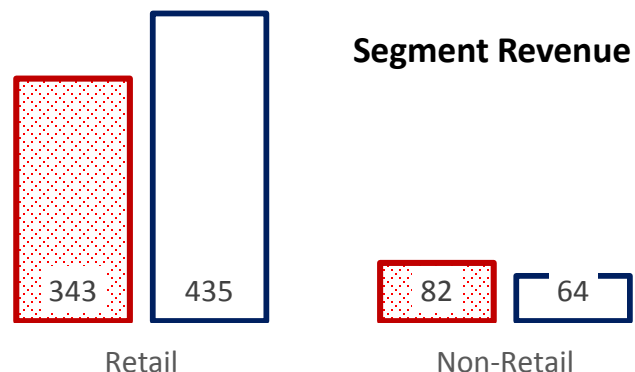
* Operating Revenue includes Income from Operations and Other Operating Income

■ Q1 FY15 ■ Q1 FY16 - - - Y-o-Y

Expenses – Q1 FY16



Segment Results – Q1 FY16



Additional unallocable income and expenses of Rs. 12.4 million and Rs. 0.9 million in Q1 FY16 vs. Rs. 20.4 million and Rs. 1.6 million in Q1 FY15 respectively

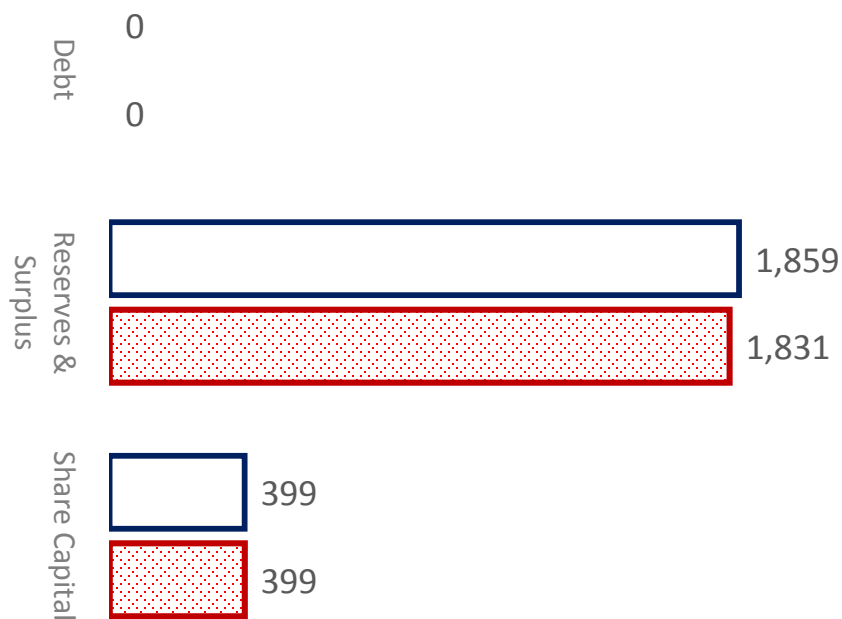
Q1 FY15 Q1 FY16



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Key Balance Sheet Information

Liabilities



Assets



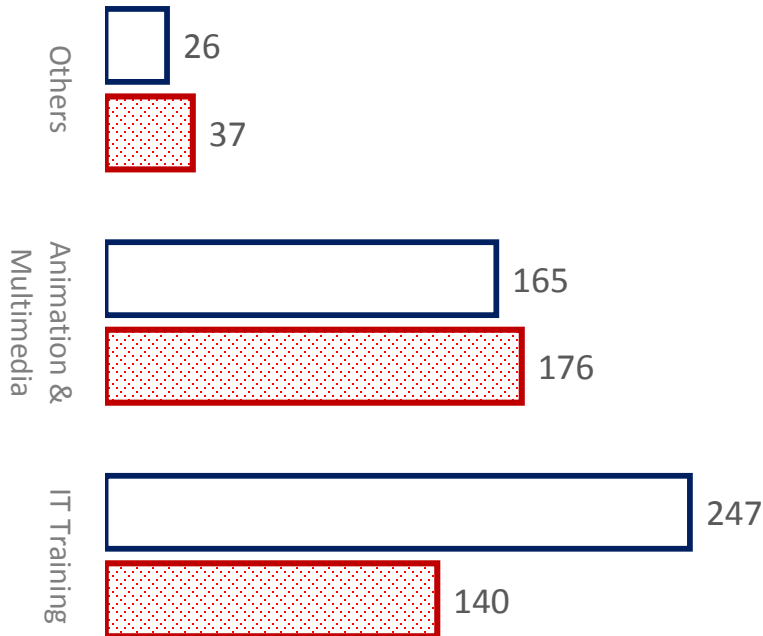
■ 31-Mar-15 ■ 30-Jun-15



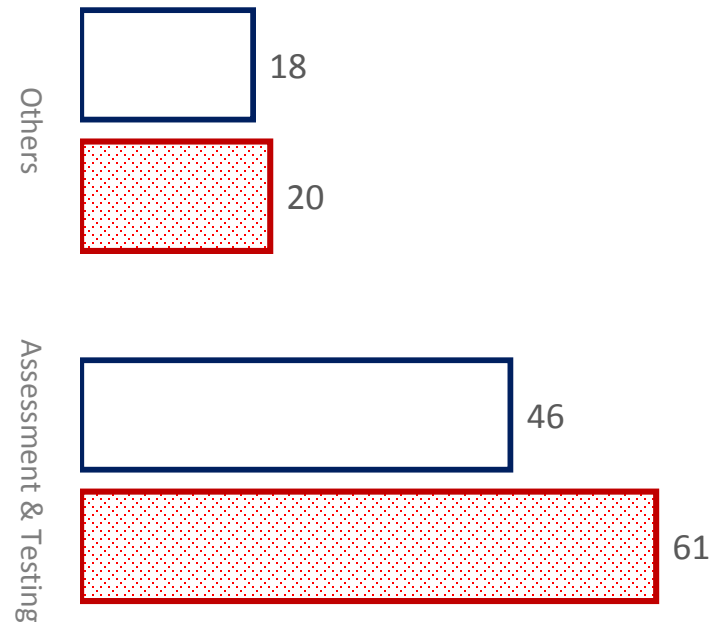
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Sub-segment Revenue – Q1 FY16

Retail



Non-Retail



Q1 FY15 Q1 FY16

Key Highlights

- Domestic Retail revenue declined by 4.7%
 - Excluding MAAC accrual income, the Domestic Retail segment revenue remained flat vs. Q1 FY15
 - Income from new businesses contributed 2.4% of the overall Domestic Retail income in Q1 FY16 vis-à-vis 0.5% in Q1 FY15
- Income from “Other Projects” in International Retail higher by 183.1% on Y-o-Y basis; the major contributor to revenue growth in International business
- 25.3% Y-o-Y decline in Aptech Testing revenue due to order book bias towards H2 of the financial year

“Other Projects” refers to all non-franchise/ projects income in International Retail excluding projects income from ITEC, IWP and Malaysia

Key Highlights

- New centre sign-up and renewal fees up by 1.0% vs. Q1 FY15
 - 44 new centres signed in Q1 FY16 (4 international) against 29 in Q1 FY15 (14 international)
 - 21 new centres out of the 44 sign-ups for the new Aptech Banking & Finance Academy brand
 - Y-o-Y decline of 6.3% in renewal income
- Lower interest income of Rs. 7.9 million vs. Rs. 10.7 million in Q1 FY15 (26.0%↓) on account of lower cash in hand

Key Highlights

- Increase in Training and Education expenses by 49.2%
 - Change in revenue mix with contribution of lower margin “Other Projects” business higher (68.8% vs. 41.5% in Q1 FY15) in International Retail
- Depreciation was Rs. 26.7 million (5.9%↑ vs. Q1 FY15), impacted by 24.0% hike in courseware depreciation
- Domestic Retail business Operating EBITDA grew by 5.5% on account of MAAC and new Brand launch
- Lower revenue traction for Aptech Testing business impacted the overall Enterprise Business profitability

Q1 FY16

OPERATING INFORMATION



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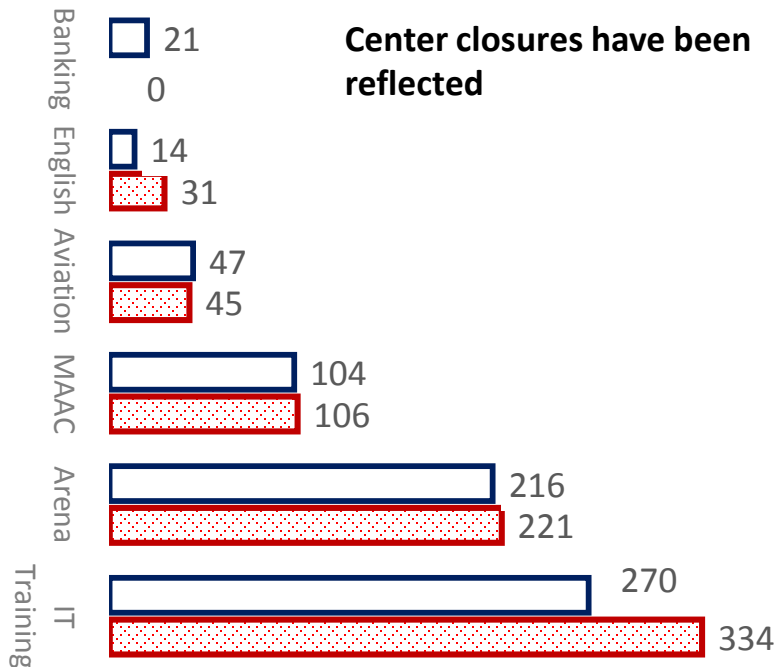
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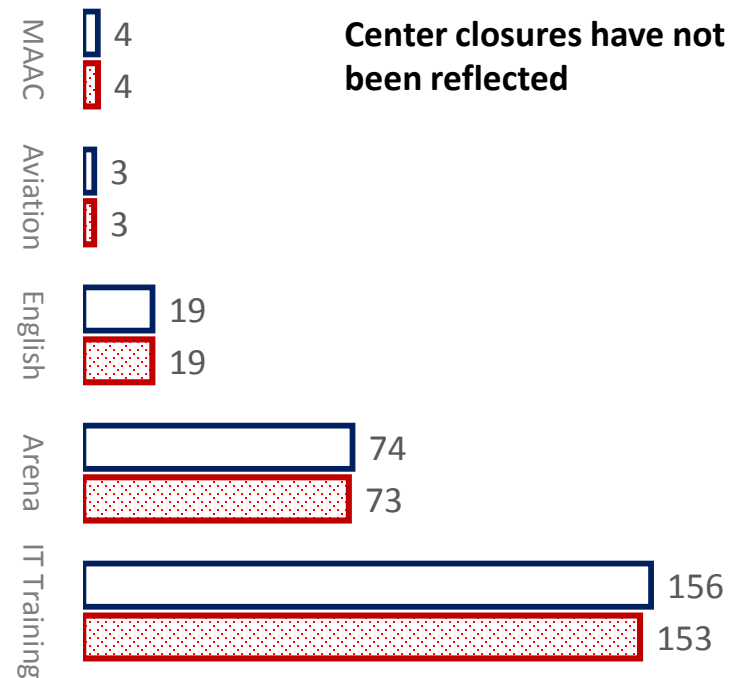


Network (# of Centers) By Brand

Domestic Retail



International Retail



■ 31-Mar-15 ■ 30-Jun-15



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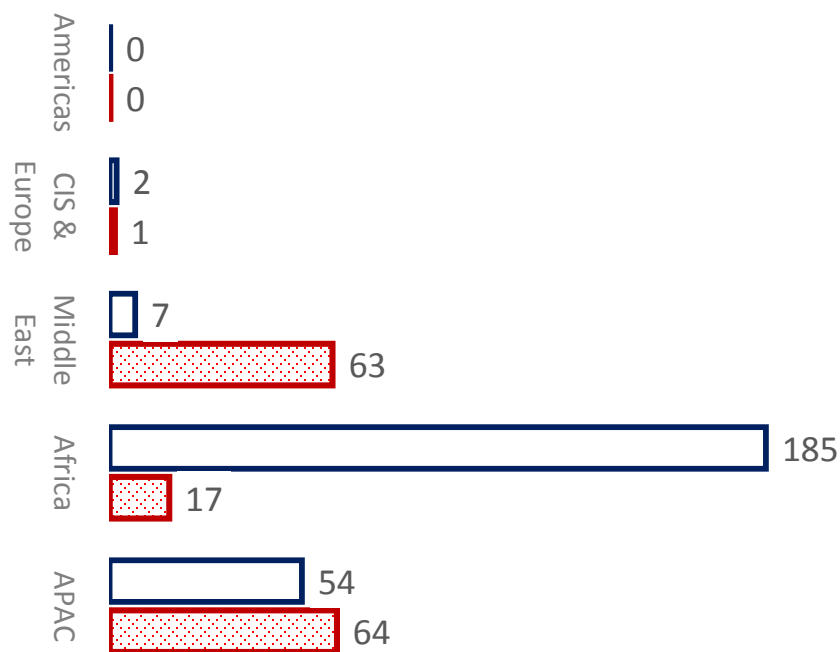
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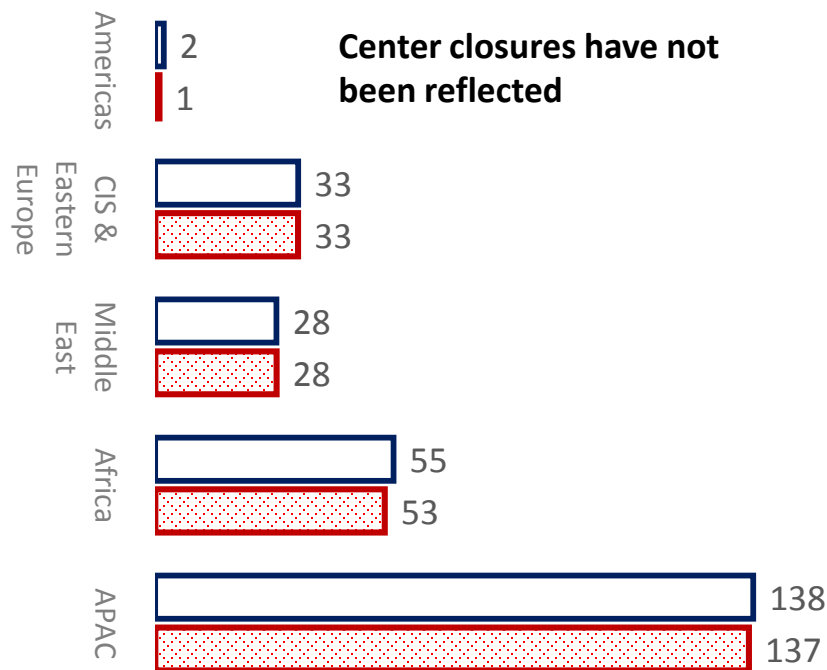
Regional Distribution International

Revenue



Q1 FY15 Q1 FY16

Network



Center closures have not been reflected

31-Mar-15 30-Jun-15



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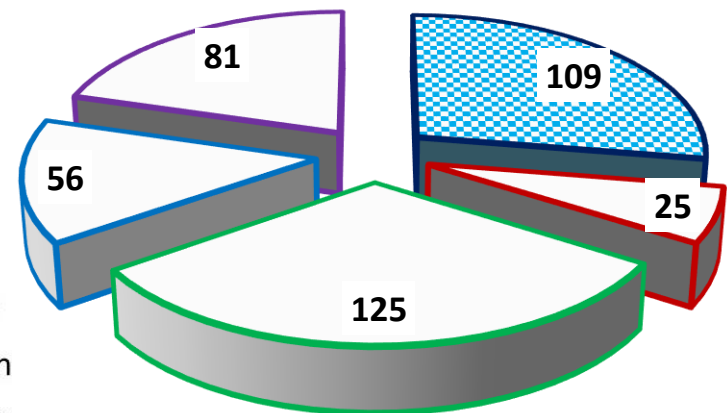
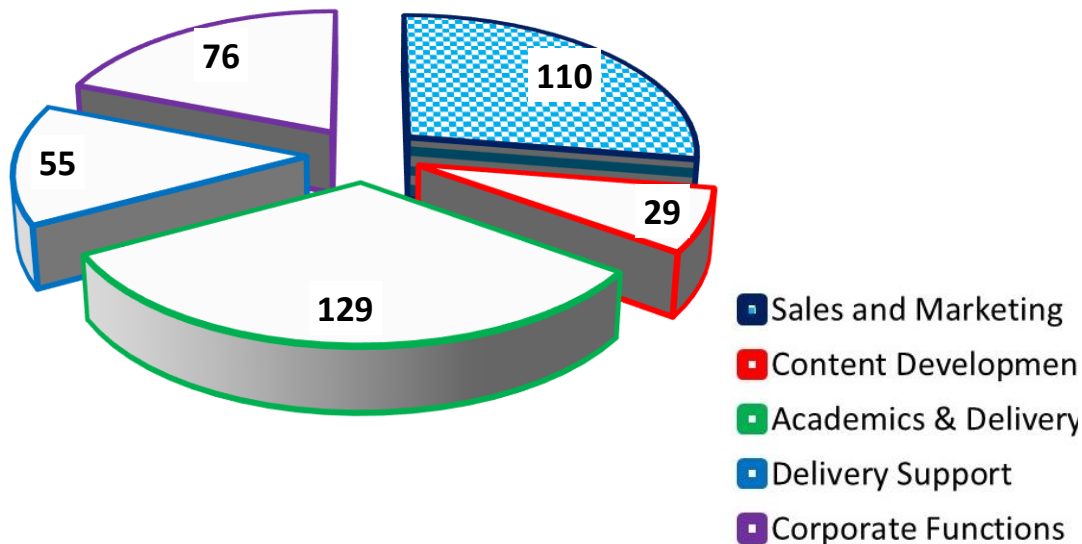
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Employee Data

Employee Count as on 31st March 2015 = 399

Employee Count as on 30th June 2015 = 396



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



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Q1 FY16

KEY BUSINESS HIGHLIGHTS



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Business Update

- New Brand Aptech Banking & Finance Academy launched with 21 new center sign-ups before launch



- Brand to follow standard Aptech franchise model and provide trained manpower for BFSI Industry
- Career product 'Aptech Certified Banking Specialist' launched

Business Update

- Booking in Domestic Retail grew by 9.6% as compared to Q1 FY15. Arena – 11.2%; MAAC – 13.3%; Aviation – 7.3%
- Signed a new partnership in Mexico to deliver Aptech's Java courses under a new certification model
- Aptech onboard as delivery partner with UST Global for Professional Examination Board (PEB) exams in Madhya Pradesh
- Entry in Egypt (Cairo) with an ACE and Arena center

Business Update

- Master Franchise renewed in Sudan
- E-commerce training segment gaining traction with another order received from a leading international e-commerce player to train their sellers and distributors on the portal for sellers
- Training order received from a leading airline for Behavioral Training to customer facing staff
- Contract signed with a retail company for POS training with roll-out covering 1000+ stores across India

Domestic Campaigns

Aptech COMPUTER EDUCATION
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Build WebNext
with Aptech Certified Web Developer (ACWD)

Technologies shown: JAVASCRIPT, PHP, MYSQL, HTML5, CSS3

#Ownthedigitalfuture

Online **iversity** your 10 ways to learning

Microsoft Partner | ORACLE | IBM

Conditions apply. Aptech is not a university. Its courses do not require any government recognition.

Nearest Aptech Centre:

ARENA ANIMATION
Learn from the Leader.

Design channel packaging for TV WITH AAIP BROADCAST

Package your career with: Broadcast Design, 3D Motion Graphics and Fx, Broadcast Design using Cinema 4D and many more

*Conditions apply. Arena is not a university. Its courses do not require government recognition.

Call: 0000000000

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

APDMD

Enhanced by: **Onlineiversity** your 10 ways to learning

Advanced Program in Digital Media and Design

Maya Academy of Advanced Cinematics (MAAC) is the leader in high-end Graphics and Animation education. With the specialized courses at MAAC you transform from a creative wannabe to an industry-ready professional. Looking at the demand of Web pages, 2D Animations and graphics across all platform of visual communication for movies, TV as well as the ad industry, it only makes sense to be geared up for the digital future that beholds us.

Join APDMD - Advanced Program in Digital Media and Design
This specially designed certificated course teaches you everything you need to become a Graphic as well as 2D Animation artist.

CAREER OPTIONS

- Graphic Designer
- Computer Game Designer
- Print Media Communication
- Media Content Manager
- App Designer

WHAT YOU WILL LEARN...

- Storyboard Designing
- Video & Sound Editing
- Animation and Interactivity for web
- Breaking! Mobile! Tab! and end design & development
- Interactive Digital Publication
- Digital 3D Animation

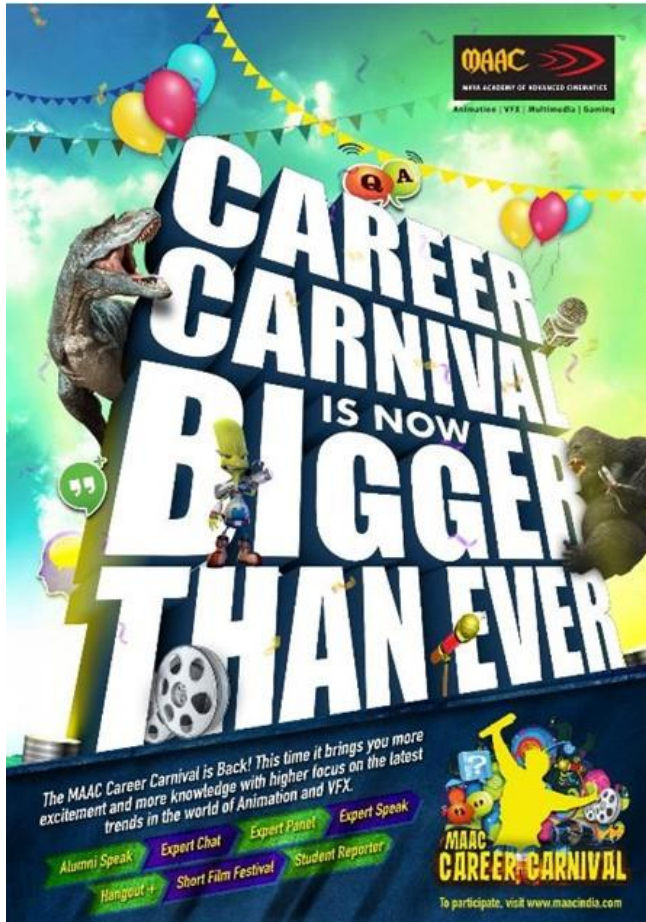
This course is for you if:

- If you are fascinated by the crazy graphic techniques employed in the creation of award-winning movies.
- If you are creative and have a good design sense.
- If you have completed Std. XII (10+2) and want an offbeat career.
- If you wish to be digitally ready and make your career in a creative field like Graphic Designing.
- If you want to be associated with a world-renowned institute - MAAC.

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Anniversary Celebrations in Pakistan



**ACE and ARENA completed 15 and 17 years
respectively in Pakistan**

Career Quest 2015



Nigeria and Uganda



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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 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).

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

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