

In its first quarterly result post acquisition of majority stake in MT Educare Ltd, Zee Learn Limited shows stupendous growth in its financial performance

Financial Highlights for Q1FY19:

- **Consol Revenue at Rs. 113 Cr; up by 67 % over Q1FY18**
- **Consol EBITDA at Rs. 42; up by 62 % over Q1FY18**
- **Consol PBT at Rs. 34 Cr; up by 77 % over Q1FY18**
- **Consol PAT at Rs. 24 Cr; up by 87 % over Q1FY18**

Mumbai, 9th August, 2018: Zee Learn Limited, India's leading Education company and Most Trusted Diversified Education Brand*, today reported its Q1 FY19 financial results. The Consolidated Revenue was up by 67 % and the Consolidated PAT was up by 87 % in Q1 FY19 over Q1 FY18.

After successful acquisition of majority stake in MT Educare Ltd., Company has consolidated MT Educare Ltd w.e.f. 26th May 2018 in its results. Company's EBITDA margin on standalone operations improved to 42.3 % in Q1FY19 from 36.5 % during Q1 FY18.

Commenting on the business performance, Mr. Debshankar Mukhopadhyay, CEO, Zee Learn Ltd said, "Disciplined execution, accelerating growth and strong leadership helped us to increase our margins during the quarter. While we made strategic investment to leverage the opportunities in the education sector, our persistent focus on operational efficiencies of newly acquired business of MT Educare Ltd will continue. This has been successfully reflected in consolidated Q1FY19 results of Zee Learn Ltd."

Mr Mukhopadhyay further added, "Our business verticals maintained their growth momentum during the quarter and we are positioned for significant growth during the year. Our contextual knowledge, full spectrum capabilities and investments in research and innovation are the bedrock of our discontinuous growth and transformation initiatives."

Commenting on the Results, Mr. Umesh Pradhan, CFO, said "During the quarter ended June 30 2018, your company completed the Open offer for equity shares of MT Educare Ltd to the extent of 14.96 %. With this, Zee Learn Ltd now holds 59.49 % in MT Educare Ltd and we started the new fiscal year on a strong note by entering the Tutorial and Test prep sector through this acquisition."

Mr Pradhan further added, "Operating efficiencies improvement continues to be our key focus and we are confident of achieving strong full year FY19 performance along with MT Educare Ltd. This will maximize the value for our shareholders."



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CIN :L80301MH2010PLC198405



www.zeelearn.com

Rs in Mn

Financial Highlights: Zee Learn Limited Consolidated

Particulars	Q1 FY19	Q1 FY18	Growth	FY18
Total Revenue	1,131.4	678.6	67%	2,688.4
Total Direct Expenses	286.9	141.4	103%	450.7
Gross Margin	844.5	537.2	57%	2,237.7
Gross Margin %	75%	79%	-6%	83%
Personnel Cost	280.1	160.8	74%	792.5
Administrative Cost	72.1	62.2	16%	262.1
Selling and Marketing Cost	71.3	54.1	32%	161.1
Total	423.5	277.1	53%	1,215.7
EBITDA	421.0	260.1	62%	1,022.0
EBITDA %	37%	38%		38%
Other Income	60.1	3.5	1622%	37.0
Interest Cost	93.6	42.3	121%	191.1
Depreciation	46.1	28.3	63%	111.2
PBT	341.5	193.0	77%	756.7
PBT %	30%	28%		28%
Tax	101.4	64.8	56%	262.8
PAT	240.1	128.2	87%	494.0
PAT %	21%	19%		18%
Minority Interest	24.3			
PAT after Minority Interest	215.8	128.2	68%	494.0
PAT % after Minority Interest	19%	19%		18%



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Financial Highlights: Zee Learn Limited Consolidated (Without MT Educare)

Particulars	Q1 FY19	Q1 FY18	Growth	FY18
Total Revenue	829.1	669.4	24%	2,688.4
Total Direct Expenses	148.3	141.4	5%	450.7
Gross Margin	680.9	528.0	29%	2,237.7
Gross Margin %	82%	79%		83%
Personnel Cost	244.5	160.8	52%	792.5
Administrative Cost	60.7	62.2	-2%	262.1
Selling and Marketing Cost	56.9	54.1	5%	161.1
Total	362.1	277.1	31%	1,215.7
EBITDA	318.8	250.9	27%	1,022.0
EBITDA %	38%	37%		38%
Other Income	45.7	12.7	260%	37.0
Interest Cost	71.5	42.3	69%	191.1
Depreciation	35.2	28.3	24%	111.2
PBT	257.8	193.0	34%	756.7
PBT %	31%	29%		28%
Tax	77.7	64.8	20%	262.8
PAT	180.1	128.2	41%	494.0
PAT %	22%	19%		18%

About Zee Learn Limited:

Zee Learn Limited is an EsseL Group Company listed on National Stock Exchange (NSE), Bombay Stock Exchange (BSE) and on Luxemburg Stock Exchange, and is India's leading company in education segment with MLZS (amongst top three K12 chains in India; 125 schools; students c. 52,000; 100+ cities); KidZee (Asia's largest Pre School chain; 1850+ schools; students c. 135000; 750+ cities). The Company through its brand 'Zee Institute of Media Arts' (ZIMA), a TV and Film training institute, offers Certificate courses in Direction, Acting, Sound, Editing, Production and Cinematography. Another offering from the company, 'Zee Institute of Creative Art' (ZICA) is the nation's first full-fledged Classical and Digital Animation Training Academy that trains youth in classical 2D and modern 3D animation. ZITA is another new offering from the Company which offers various Teacher's Training courses.



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Recent Recognitions for Zee Learn:

1. Kidzee wins the Preschool Franchisor of the Year (Jury's Choice 2017) by Business World Education.
2. Kidzee wins the Franchisor of the Year – Preschools by Franchise India Awards 2017.
3. Kidzee wins India's Most Attractive Brand – Preschool by Trust Research Advisory 2017.
4. *Zee Learn Ltd is India's "Most Trusted organization in Diversified Education" according to Trust Research Advisory (TRA) for two consecutive years.
5. Zee Learn Ltd has been award with National Award for Marketing Excellence in Education Sector
6. Kidzee App wins an award for Excellence in Omni-Experience category by IDC Insight Award 2017.

For additional information on financial results, please contact:

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