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CIN :L80301MH2010PLC198405



www.zeelearn.com

Zee Learn Ltd Consolidated PAT zooms 143 % in FY17

Backed by Margin acceleration and excellent operating performance in all segments:

- **Consolidated Revenue for the year at Rs. 1789 Mn reaches all time new high**
- **Kidzee joins the big league and becomes a Rs 1 Bn plus brand**
- **Consolidated Operating EBITDA as % of Revenue reaches 35% against 29% in last year**
- **Consolidated FY17 PAT becomes Rs. 366 Mn against Rs. 150 Mn and becomes 2.43x**
- **EPS reaches 113 % of face value at Re 1.13**

Mumbai, 25th April, 2017: India's Top Education Company, Zee Learn Limited today announced its best ever Q4 FY17 and FY17 annual audited results. The Board of Directors, in its meeting held today, approved and took on record the financial results of Zee Learn Limited on standalone and consolidated basis. On the backdrop of its splendid performance, the Board of Directors declared the final dividend of 5% (cumulative 10 % in FY17) to the Equity shareholders of the Company as an appreciation of the patience that they have shown in the company and also as a way of sharing the good profits of the company with them.

The key highlights of performance for FY17 is as under

Standalone

Q4 Highlights:

- Topline of Rs. 601 Mn in Q4 FY17, compared to Rs. 502 Mn in Q4 FY16 (up by 20%)
- Operating EBITDA of Rs. 125 Mn in Q4 FY17, compared to Rs. 114 Mn in Q4 FY16 (up by 10%)
- PBT is Rs. 110 Mn in Q4 FY17, compared to Rs. 77 Mn in Q4 FY16 (up by 42%)
- PAT of Rs. 146 Mn in Q4 FY17, compared to Rs. 77 Mn in Q4 FY16 (up by 89%)

FY 2017 Highlights:

- Topline of Rs. 1612 Mn in FY17, compared to Rs. 1392 Mn in FY16 (up by 16%)
- Operating EBITDA is Rs. 461 Mn in FY17, compared to Rs. 317 Mn in FY16 (up by 45%)
- PBT is Rs. 352 Mn in FY17, compared to Rs. 150 Mn in FY16 (up by 134%)
- PAT of Rs. 363 Mn in FY17, compared to Rs. 150 Mn in FY16 (up by 141%)
- Topline of Kidzee brand crosses Rs. 1 Bn for the first time.

Consolidated

FY 2017 Highlights:

- Topline of Rs. 1789 Mn in FY17, compared to Rs. 1515 Mn in FY16 (up by 18%)
- Operating EBITDA is Rs. 623 Mn in FY17, compared to Rs. 432 Mn in FY16 (up by 44%)
- PBT is Rs. 355 Mn in FY17, compared to Rs. 150 Mn in FY16 (up by 136%)
- PAT of Rs. 366 Mn in FY17, compared to Rs. 150 Mn in FY16 (up by 143%)

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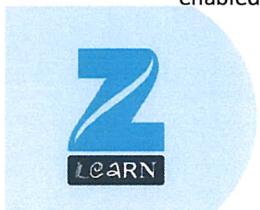
Rs in Mn

Particulars	Standalone							Consolidated		
	Quarter ended	Quarter ended	Growth	Year ended	Year ended	Growth	Year ended	Year ended	Growth	
	31-Mar-17	31-Mar-16		31-Mar-17	31-Mar-16		31-Mar-17	31-Mar-16		
Revenue from operations	601.33	502.31	20%	1,612.30	1,392.47	16%	1,789.13	1,515.66	18%	
Operating expenses	476.28	388.22	23%	1,151.16	1,074.87	7%	1,165.85	1,082.99	8%	
Operating EBITDA	125.05	114.09	10%	461.14	317.59	45%	623.29	432.67	44%	
Operating EBITDA %	21%	23%		29%	23%		35%	29%		
Other Income	25.66	14.82	73%	75.82	33.77	125%	20.43	19.83	3%	
Reported EBITDA	150.71	128.92	17%	536.97	351.36	53%	643.72	452.49	42%	
Finance costs	36.02	37.82	-5%	144.68	143.85	1%	189.88	199.76	-5%	
Depreciation	4.12	13.46	-69%	39.54	56.82	-30%	97.96	101.90	-4%	
PBT	110.57	77.63	42%	352.75	150.69	134%	355.88	150.84	136%	
PBT %	18%	15%		22%	11%		20%	10%		
Tax expenses	(35.97)	-		(10.64)	-		(10.64)	-		
Net Profit	146.53	77.63	89%	363.39	150.69	141%	366.52	150.84	143%	
PAT %	24%	15%		23%	11%		20%	10%		

Mr. Debshankar Mukhopadhyay, CEO, Zee Learn Ltd commented, "Company witnessed consistent growth across all the business segments, which strongly underlines the fact that our franchisee and parent's confidence towards Company brands is growing every year. ZLL has invested considerable resources in developing learning designs, student learning materials and e-content for pre-schools and K-12 schools. We closed FY17 on a new high, with a positive drive and are confident of sustaining this growth drive. The high demand for the all-new Kidzee 2.0 was overwhelming, as it surpassed all our expectations. With new product introductions coupled with our existing offerings, we are confident that our growth momentum will continue. Qualitative improvements in our network coupled with strong focus on franchisee relationship and availability of varied tailor made children / student specific programs will be pivotal in aiding our planned growth for the future."

Mr Umesh Pradhan, CFO, Zee Learn Ltd added "With rising scale and rationalisation of vendors, the company has prudently managed cost of goods while simultaneously improving quality. We perceive these initiatives as potent operating and profitability margin boosters. The consistency of our performance is a result of managing our business dynamically and executing our strategy with even greater rigor and discipline. Our sustained focus on investing behind brands, sharpening our execution capabilities and driving market development has enabled us to keep winning with consumers in a rapidly changing market."

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KIDZEE
WHERE KIDS LOVE TO LEARN

Mount Litera
World Preschool

www.mtltara.com
Mount Litera
Zee School
Great School Great Future

Mount Litera School
INTERNATIONAL

ZIMA
ZEE Institute of Media Arts
www.zimainstitute.com

ZICA
ZEE Institute of Creative Arts



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Zee Learn Limited:

Zee Learn Limited is the Essel Group Company. Listed on National Stock Exchange (NSE), Bombay Stock Exchange (BSE) and on Luxemburg Stock Exchange, is India's leading player in the education segment by virtue of having the fastest growing chain of K-12 schools (Mount Litera Zee School) and Asia's No. 1 chain of pre-schools (Kidzee) in its portfolio.

Zee Learn's Preschool brand Kidzee is today Asia's largest chain of Preschools with around 1700 Preschools across over 550 cities in towns across India. Besides providing best in class learning experience in the ECCE segment, Kidzee also support entrepreneurs who wish to set up a Kidzee franchise. Zee Learn also acts as a consultant to local entrepreneurs who wish to setup K-12 schools, under its brand name Mount Litera Zee Schools and provides end-to-end Education management and Advisory services. Mount Litera Zee School network is one of the fastest growing brands of K-12 schools in the private-unaided category with over 100 schools in 89+ cities in India.

Youth today is looking for vocational education outside the ambit of traditional higher education. Acknowledging this fact, ZLL has developed Zee Institute of Media Arts (ZIMA), a TV and film training institute, in Mumbai that offers diploma 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 offering training in classical 2D, modern 3D animation and VFX in over 15 cities across India.

For additional information on financial results, please contact:

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