

Ref: MTEL/QC/2018/055

January 18, 2019

The Manager (CRD) <b>The BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400001	The Manager – Listing Department <b>National Stock Exchange of India Ltd</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051
<b>Scrip Code : 534312</b>	<b>Symbol: MTEDUCARE</b>

Dear Sir / Madam,

**Sub: Press Release for Q3 FY19 (Standalone and Consolidated)**


With reference to our earlier announcement regarding the outcome of the Board meeting held on January 18, 2019, regarding the Un-audited Financial Results (Standalone and Consolidated) of the Company for the third quarter and nine months of the Financial Year 2018-19 ended on December 31, 2018.

We are enclosing herewith the press release for Q3 FY19.

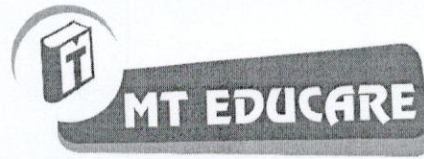
This is for your information and records.

Thanking you,

Yours faithfully,  
For **MT Educare Limited**

  
**Mandar Chavan**  
Company Secretary





**Mumbai, January 18, 2019:**

MT Educare Limited (MTEL), a leading Education support and coaching services provider in India and a subsidiary of Zee Learn Ltd., announced its unaudited consolidated financial results for the quarter ended 31<sup>st</sup> December, 2018.

MTEL in Q3 FY19 reported Consolidated Operating Revenues at Rs.4971 Lakhs. After recording positive EBITDA of Rs. 1566 Lakhs (12% EBITDA Margin) in H1 FY19, Company at its consolidated level in this quarter has posted EBITDA of Rs.701 Lakhs (14% EBITDA Margin ).

Company at consolidated level posted Profit Before Tax of Rs. 356 Lakhs, growth of 40% over last quarter and Profit after Tax stood at Rs. 235 Lakhs; growth of 104% over last quarter.

Company reported Consolidated Operating Revenues at Rs.17827 Lakhs, EBITDA of Rs. 2267 Lakhs, PBT of Rs. 636 Lakhs and PAT of Rs. 437 Lakhs for nine months ended on 31<sup>st</sup> December 2018.

Company had shown a growth of 20% in operating revenues in Q3 FY 19 as compared to corresponding quarter of the previous year. As mentioned above, company posted positive EBITDA, PBT and PAT for Q3 FY 19 against negative EBITDA, PBT and PAT in the corresponding quarter of the previous year.

Division-wise break-up of revenue for YTD December with comparatives is given below for more clarity;

Particulars	Revenue ( Rs. In Lakhs )	Revenue ( Rs. In Lakhs )
School	5798	5951
Science	5431	5800
Commerce	2014	1776
Karnataka	1911	2371
Robomate	761	917
<b>Total</b>	<b>15915</b>	<b>16816</b>

Revenue from Government Projects for YTD Dec 2018 is Rs. 1011 lakhs.

Mr. Mahesh Shetty, Whole Time Director, said, "This quarter your company has witnessed steady performance in all its business verticals. Next year, looks more promising; Admission count for next year when compared with the previous year corresponding period YTD, have shown more than 101% growth in combo IX-X admissions in School Vertical and 10% growth in combo XI-XII admissions in Science Vertical. Our Karnataka division test prep revenue commits further increase in count and revenue for next year as the division is planning to add 12-15 new colleges in their kitty; as of now we have signed 9 new colleges. R+ Notebook which was launched in Nov 2018 played the role of catalyst in the growth in school admission count for next year. The 'R+ notebook', prepared by highly qualified teachers, instructional designers and top design professionals, gives teachers and students an easy way to use medium that combines all the

*M. Shetty*  
Mahesh Shetty





three books - text book, note book & study material - into one. The student can now sit down to revise the topic with their own notes and the teacher is available for her / him instantaneously for a detailed explanation of **every concept and every question**. All the student needs to do, is scan the given QR code through R+ App on his mobile phone or tablet. The heart and soul of the company has been creativity and innovation in Educating; R+ Notebook is a step further in that direction.

The management of MT Educare and Zee Learn is rigorously working to bring in the operational efficiency in its business measures and financial performance. We are happy to state that the on-ground synergies with Zee Learn have started to reap in the benefits and improvements are clearly visible in the Q3FY19 results”.

**About MT Educare:**

Established in 1988, MT Educare is one of the leading education support and coaching services provider in School, Science and Commerce streams across Maharashtra and has operations / presence in other states like Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Karnataka, Punjab, Chandigarh, Haryana, Assam, Uttar Pradesh and Gujarat. MT Educare also offers specialized coaching for national level examinations like the JEE Advanced and Mains for Engineering, NEET for Medical, CPT/IPCC/CA Final for commerce, and CAT/CET for MBA aspirants. MT Educare has over 250+ coaching centres spread across 135+ locations in these states, with a faculty strength of over 1,100 well trained teachers. At MT Educare, technology enabled learning models, advanced teaching methodologies and learning management systems have replaced the conventional chalk and talk model of teaching students.

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*Mandar Chavan*

