

Ref: MTEL/2019-20/047

February 12, 2020

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

Dear Sir/ Madam,

Sub: Earnings Release for Q3 FY20 (Standalone and Consolidated)

With reference to our earlier announcement regarding the outcome of the Board meeting held today i.e. February 12, 2020, regarding the Un-audited Financial Results (Standalone and Consolidated) of the Company for the third quarter and nine months of the Financial Year 2019-20 ended on December 31, 2019, we are enclosing herewith the earnings release for Q3 FY20.

This is for your information and records.

Thanking you.

Yours faithfully,

For MT Educare Limited


Ravindra Mishra
Company Secretary

Encl: As above



Mumbai, February 12, 2020:

MT Educare Limited (MTEL), a leading Education support and coaching services provider in India announced its unaudited consolidated financial results for the quarter ended 31st December, 2019.

MTEL in Q3 FY20 reported **Consolidated Operating Revenues at Rs. 54.8 Crores as against Rs. 49.7 Crores in Q3 FY19**; thereby registering a growth of 10% in revenue. As mentioned in the previous quarter earnings release, due to re-alignment in the pricing of Robomate+ subscriptions, the overall accrued revenue shall be gradually recognized in the forthcoming quarters.

MTEL posted **EBITDA of Rs. 17.9 Crores (33% EBITDA margin) in Q3 FY20 as compared to Rs. 7 Crores (14% EBITDA margin) in Q3 FY19 and Rs. 15.9 Crores (25% EBITDA margin) in previous quarter (Q2 FY20)**. The growth in quarter EBITDA compared to corresponding quarter of previous year is phenomenal 155% and a healthy 12% growth over Q2 FY20.

In 9 months of FY 20, the company posted **EBITDA of Rs. 46.7 Crores as compared to Rs. 22.7 Crores in corresponding 9 months of FY19, which is an astonishing 106% growth over last year**. This growth in EBITDA margin is also on account of cost efficiencies that have been implemented by the company.

MTEL in Q3 FY20 (at consolidated level) posted **Profit Before Tax of Rs. 5.4 Crores against Rs. 3.6 Crores in the corresponding quarter** of the previous financial year (Q3 FY 19) witnessing a **52% remarkable growth in Profit Before Tax** as compared to the corresponding quarter of the previous financial year.

MTEL in Q3 FY 20 (at consolidated level) posted **Profit after Tax of Rs. 3.7 Crores against Rs. 2.3 Crores** in the corresponding quarter of the previous financial year (Q3 FY 19) **indicating 59%** as compared to the corresponding quarter of the previous financial year.

In 9 months of FY 20, the company posted **PAT of Rs. 13.1 Crores as compared to Rs. 4.4 Crores in corresponding 9 months of FY19**.

Mr. Dehshankar Mukhopadhyay, Managing Director, said, "MT Educare Ltd is well-poised for 'Taking Indian Education to a new peak of glory'. Your company has shown excellent performance and continued the momentum in this financial quarter. In this year your company have made arrangements with 26 New colleges (12 in Maharashtra and 14 in Karnataka), which has helped in increasing the admission count. We are expecting to double the admission count, since next year being second year of new colleges.

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About MT Educare:

Established in 1988, MT Educare Ltd (*a subsidiary of Zee Learn Ltd and an integral part of the prestigious Essel Group*) is one of the leading education support and coaching services provider in School, Science and Commerce streams. Based out of Maharashtra (headquartered in Mumbai), MTEL has significant presence in Gujarat and Maharashtra in Western India; Karnataka, Tamil Nadu, Andhra Pradesh & Telangana in Southern India; Punjab, Haryana & Uttar Pradesh in Northern India; Assam, Meghalaya, Manipur & Arunachal Pradesh in Eastern (North East) India. MT Educare offers specialized coaching from Class VIII to Class XII along-with national level examinations like the JEE Advanced and Mains as well as State-level exams (MHT-CET, K-CET, EAM-CET) for Engineering, NEET & AIIMS for Medical, Foundation / Intermediate / Final for CA & commerce, CAT/CET for MBA aspirants, Skill Development courses to deprived youth and civil services' exams. MT Educare group trains more than 1,00,000 students annually across the length and breadth of our country under its various brand names such as Mahesh Tutorials, Lakshya, CPLC, Mahesh PU College, Sri Gayatri Academy, Lakshya Prep High School & Junior College, MT UVA & through its online platform Robomate+ along-with the 'My R+ book'. MT Educare has over 270+ Coaching centres / Junior colleges / PU Colleges / Intermediate Colleges / Skill Development centres spread across 135+ locations in 12 states currently, with faculty strength of over 1,900 well trained teachers / trainers. At MT Educare, technology enabled learning models with the help of Robomate+, advanced teaching pedagogies with R+ book and learning management systems have revolutionized & empowered the classroom teacher(s) to the fullest. MT Educare group is indeed well-poised for '*Taking Indian Education to a new peak of glory*' in the years to come.

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