



Aptech Limited  
Regd. office: Aptech House  
A-65, MIDC, Marol, Andheri (E),  
Mumbai - 400 093.  
T: 91 22 2827 2300  
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www.aptech-worldwide.com

**May 18, 2016**

The Secretary/Listing Department/Corporate Relations  
Stock Exchange, Mumbai  
P. J. Towers, 25th Floor,  
Dalal Street,  
Mumbai - 400 001.  
Fax No. 022-22723121/3719/2037/2039/2041/2061

The Manager – Listing Department / Corporate Relations  
The National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor,  
Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E),  
Mumbai - 400 051.  
Fax No.022-26598237/38

Company Scrip Code: 532475

ISIN No. : INE266F01018

Dear Sirs,

**Sub: Investor presentation**

We attach herewith the presentation made at the investors meet held on 17<sup>th</sup> May 2016.

This is for your information and record.

Thanking you

Yours faithfully

**For Aptech Limited**

A handwritten signature in black ink, appearing to read "Ketan H. Shah", is written over a light blue circular stamp.

**Ketan H. Shah**  
Company Secretary



Encl.: As above.



# APTECH LIMITED

Investor Update – Quarter Ending 31<sup>st</sup> Mar 2016

# Safe Harbor Statement

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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.



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# MD & CEO's Message

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Dear Friends,

Global economic situation, especially in many emerging economies, has turned negative especially since the second half of year 2015. This has impacted investment appetite across the board and currency volatility has led to restrictions on availability of dollar in many emerging economies. While the scenario in India has been better than its peers, it is yet to move into a full fledged growth cycle. Decline in income from new sign-ups in the International market and slower turnaround in domestic business for Aptech are an outcome of these economic truths.

In the Domestic Retail business, major decline was on account of MAAC accounting change and loss of income due to discontinuation alliance with product vendors. International Retail revenue grew, in spite of decline in income from new sign-ups, on account of jump in projects income. However, this has negatively impacted profitability as Projects have higher variable costs and lower margins. On the Enterprise business front, while we have restarted the business with AICTE through a new contract, and held CMAT and GPAT examinations in January'16, broader recovery is likely to materialize in coming quarters.

We are bullish on our newer brands, which have shown commendable traction in a tepid market. We have also lined up new products such as Onlinevarsity, an e-commerce market place for training courses. These initiatives and a potential recovery in economic outlook keep us excited and hopeful about the new financial year.

Ninad Karpe  
6<sup>th</sup> May 2016



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# FY16 Summary

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- Operating revenue of Rs. 1,633.3 million vs. Rs. 1,704.9 million in FY15 (4.2% Y-o-Y ↓); major factors of operating revenue decline
  - MAAC accrual impact of 56.6% in overall decline of Rs. 71.6 million
  - Aptech Testing impact was 42.6%
  - Dip in Other Operating Income, mainly due to AICAR exit was 8.5%
- Operating EBITDA of Rs. 200.7 million (18.4% Y-o-Y ↓)
- PBT was Rs. 129.7 million (32.1% Y-o-Y ↓)
- PAT of Rs. 101.7 million (35.0% Y-o-Y ↓)



FY16

# FINANCIAL RESULTS

All financial figures in Rs. million



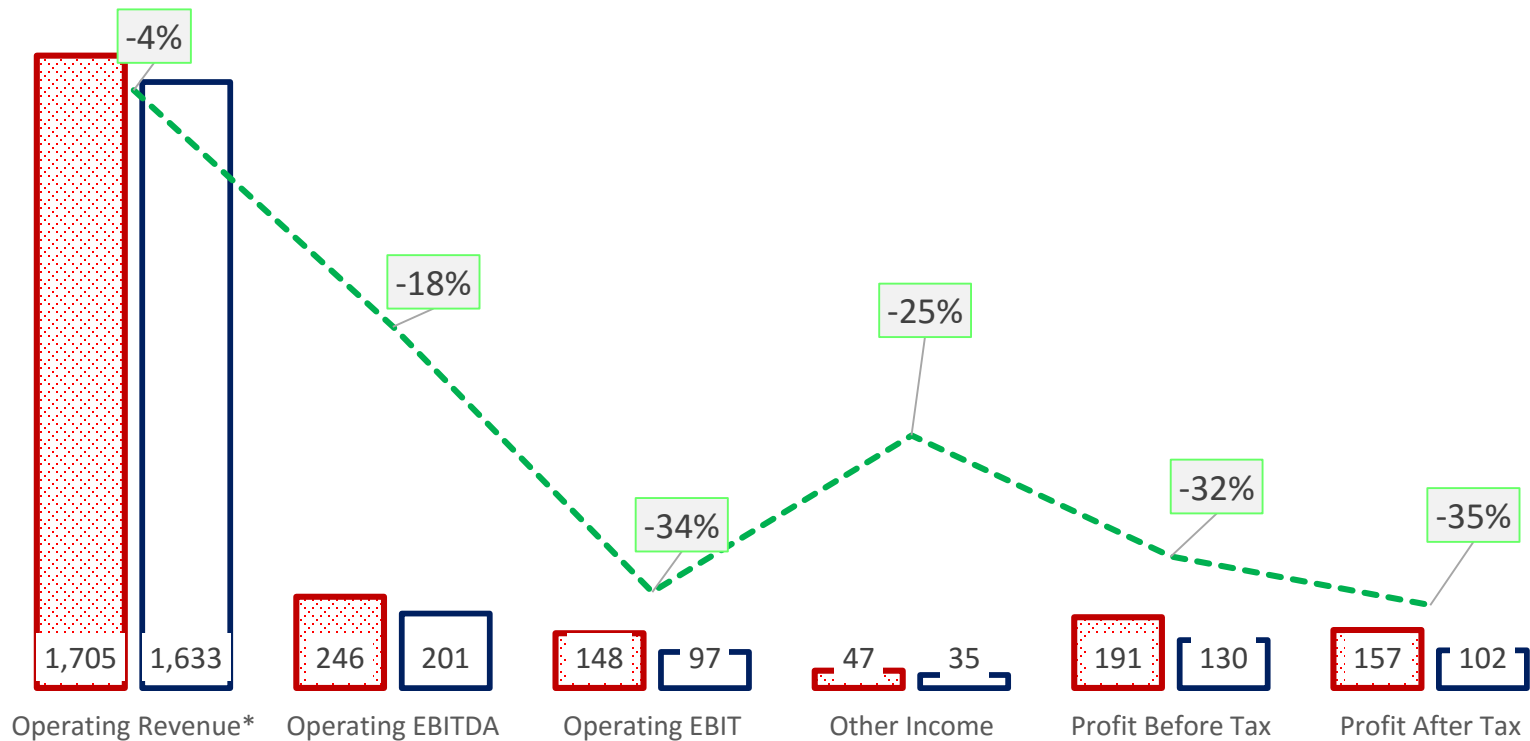
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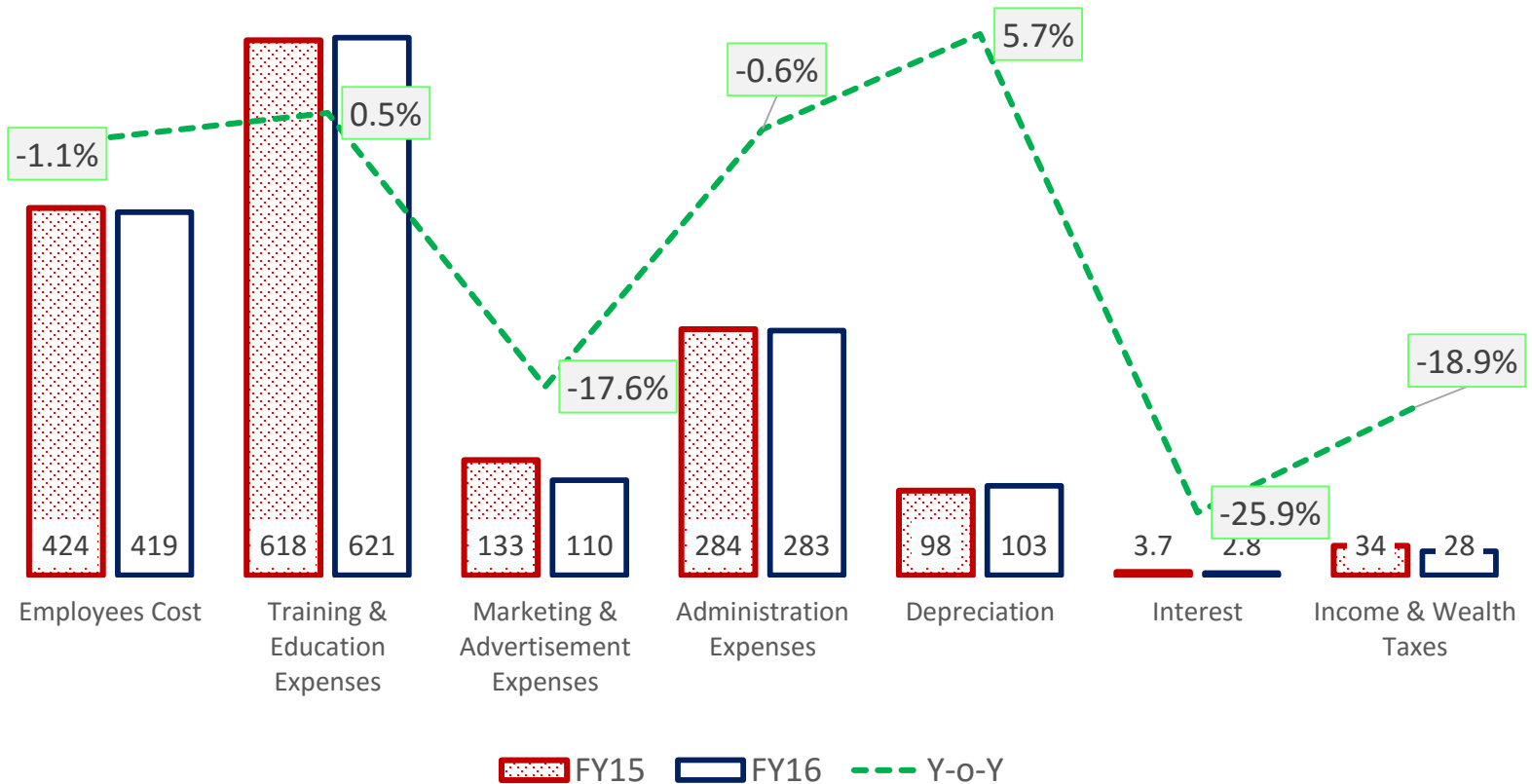
# Revenue & Profitability – FY16



\* Operating Revenue includes Income from Operations and Other Operating Income

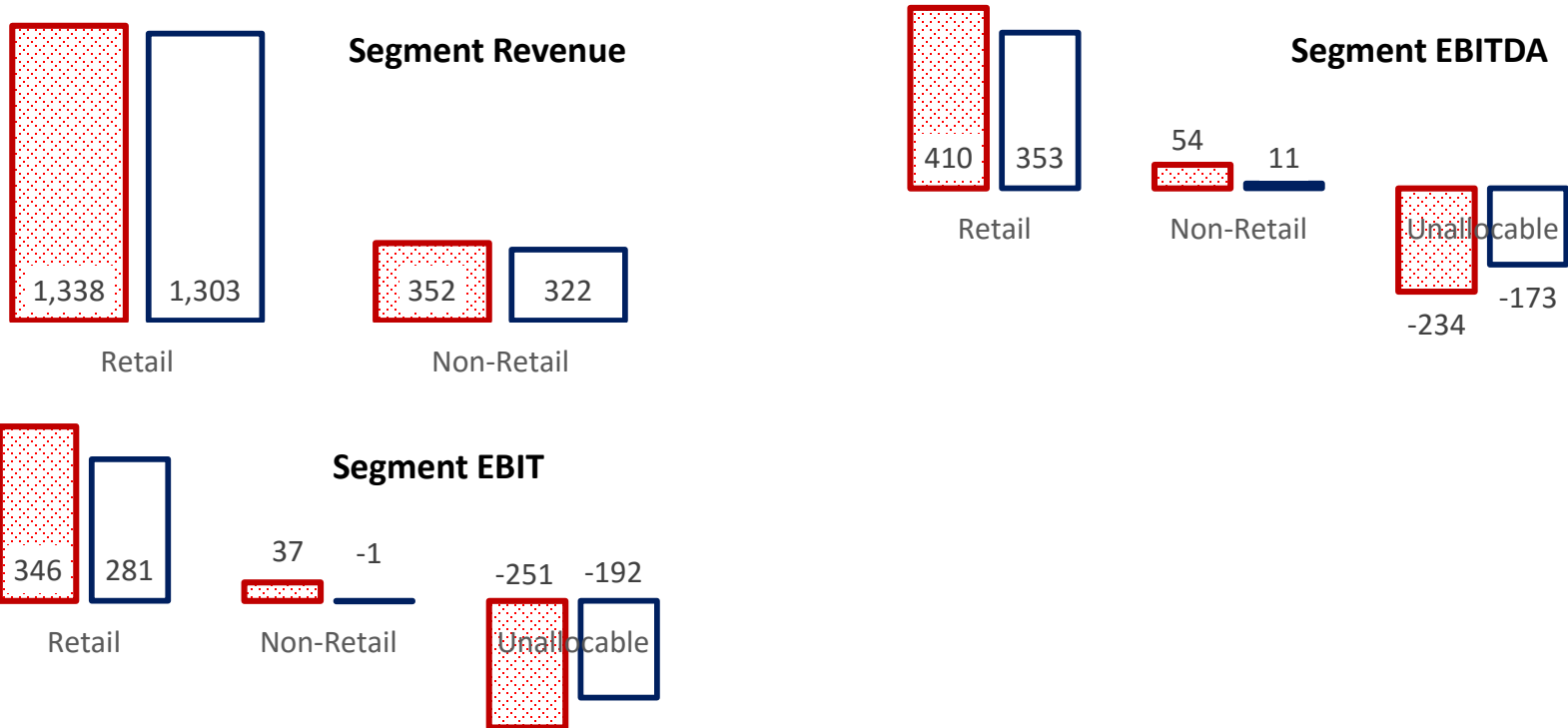
  FY15  
   FY16  
 - - - Y-o-Y

# Expenses – FY16





# Segment Results – FY16



Additional unallocable income and expenses of Rs. 44.2 million and Rs. 2.8 million in FY16 vs. Rs. 63.3 million and Rs. 3.7 million in FY15 respectively

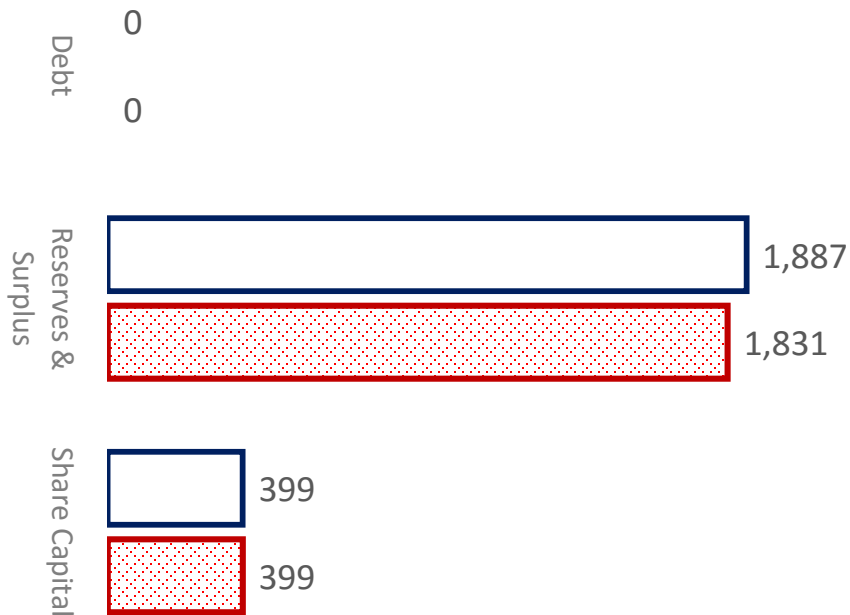
 FY15  FY16



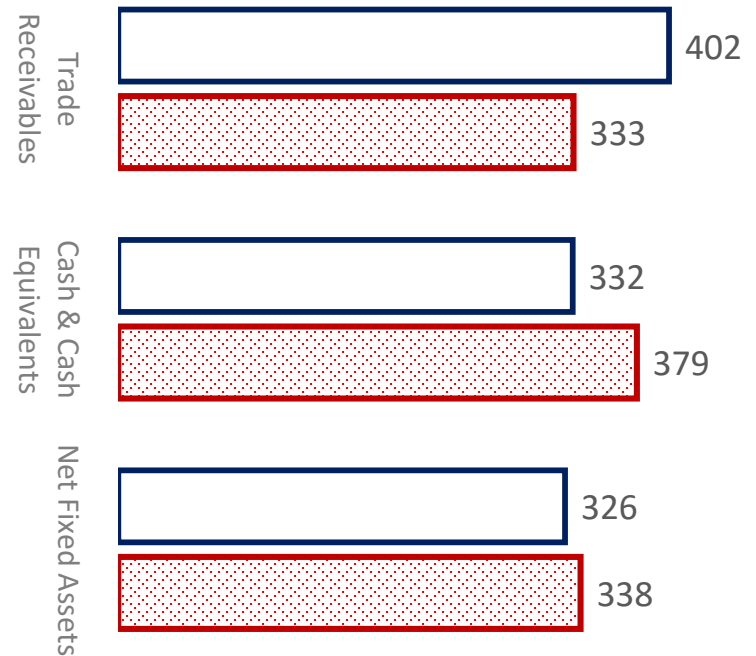
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# Key Balance Sheet Information

## Liabilities



## Assets



■ 31-Mar-15   ■ 31-Mar-16

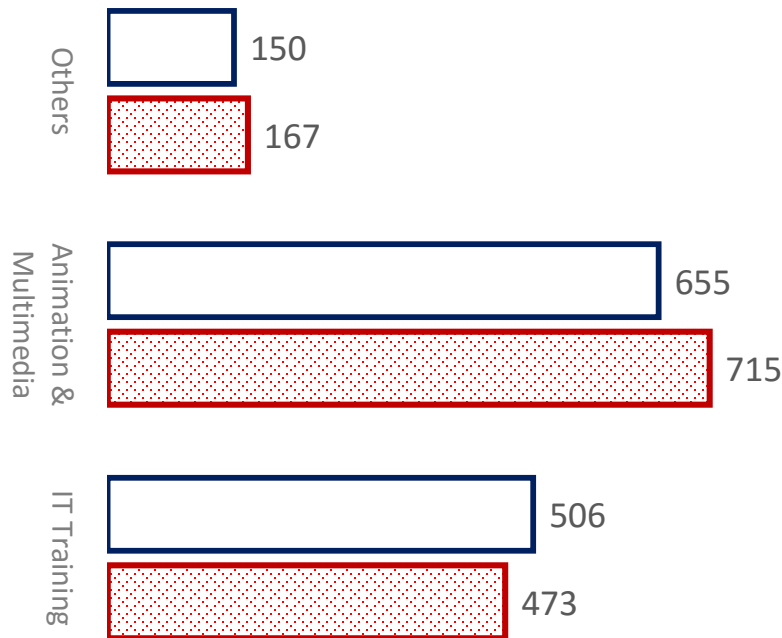


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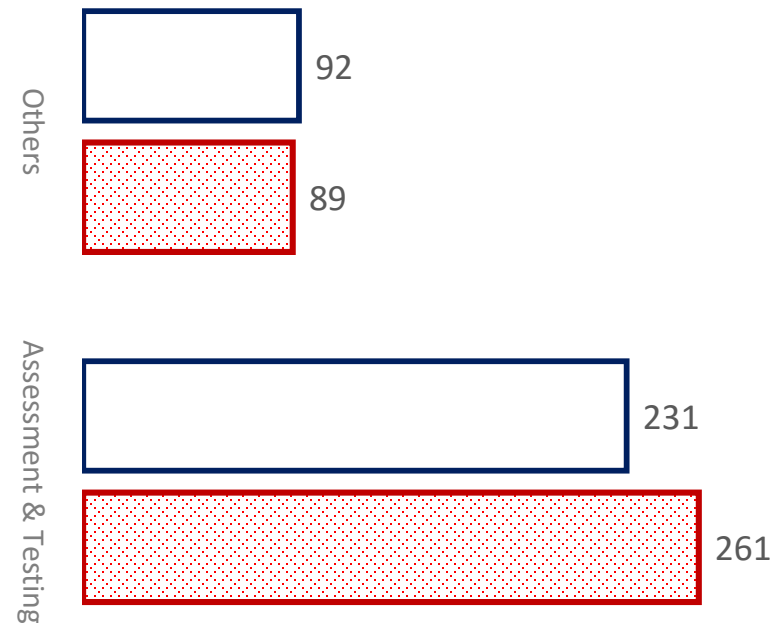


# Sub-segment Revenue – FY16

## Retail



## Non-Retail



 FY15 FY16



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# Key Highlights

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- Domestic Retail revenue declined by 11.3% (Y-o-Y); majority impact from
  - Decline in accrual income in MAAC
  - Decline in IT Training alliance income
- International Retail revenue grew by 8.2% vs. FY15
- Decline in Aptech Testing revenue of 13.8% Y-o-Y largely on account of dip in income from the biggest client AICTE



# Key Highlights

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- Good traction in new center sign-ups in the domestic market
  - 135 new centers signed in FY16 in India vs. 75 in FY15
  - Major growth in sign-ups traction in IT Training : 63 vs. 25; Aptech Banking: 16; Lakmé Academy: 7
- Lower interest income of Rs. 33.0 million vs. Rs. 40.5 million in FY15 (18.6% ↓) on account of lower cash in hand



# Key Highlights

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- Training & Education expenses were flat in spite of lower operating revenue
  - Higher project income in International and student engagement activities in Arena offset reduction due to factors which contributed to overall income decline
- Marketing expenses declined due to shift to event based student engagement activities in domestic brands
- Depreciation up by 5.7% due to hike in courseware depreciation



Q4 FY16

# FINANCIAL RESULTS

All financial figures in Rs. million



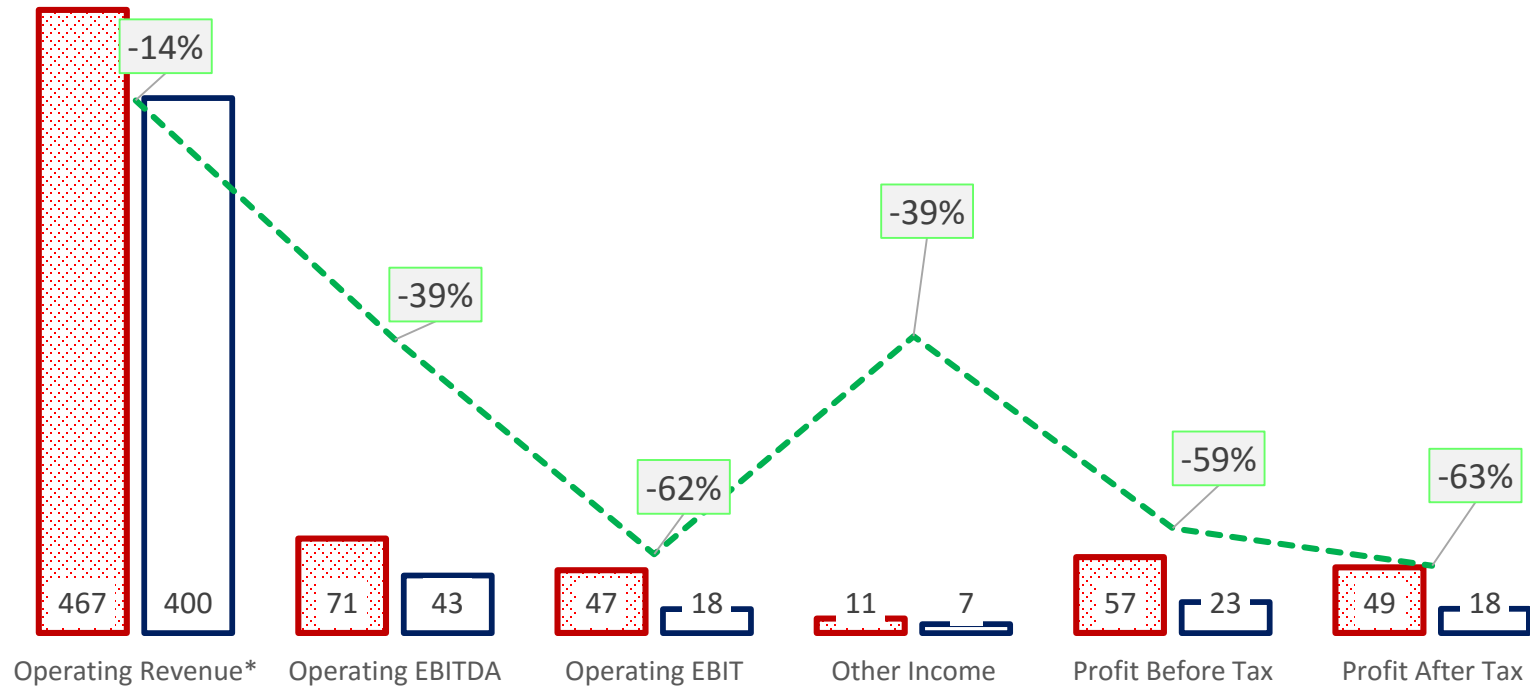
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# Revenue & Profitability – Q4 FY16

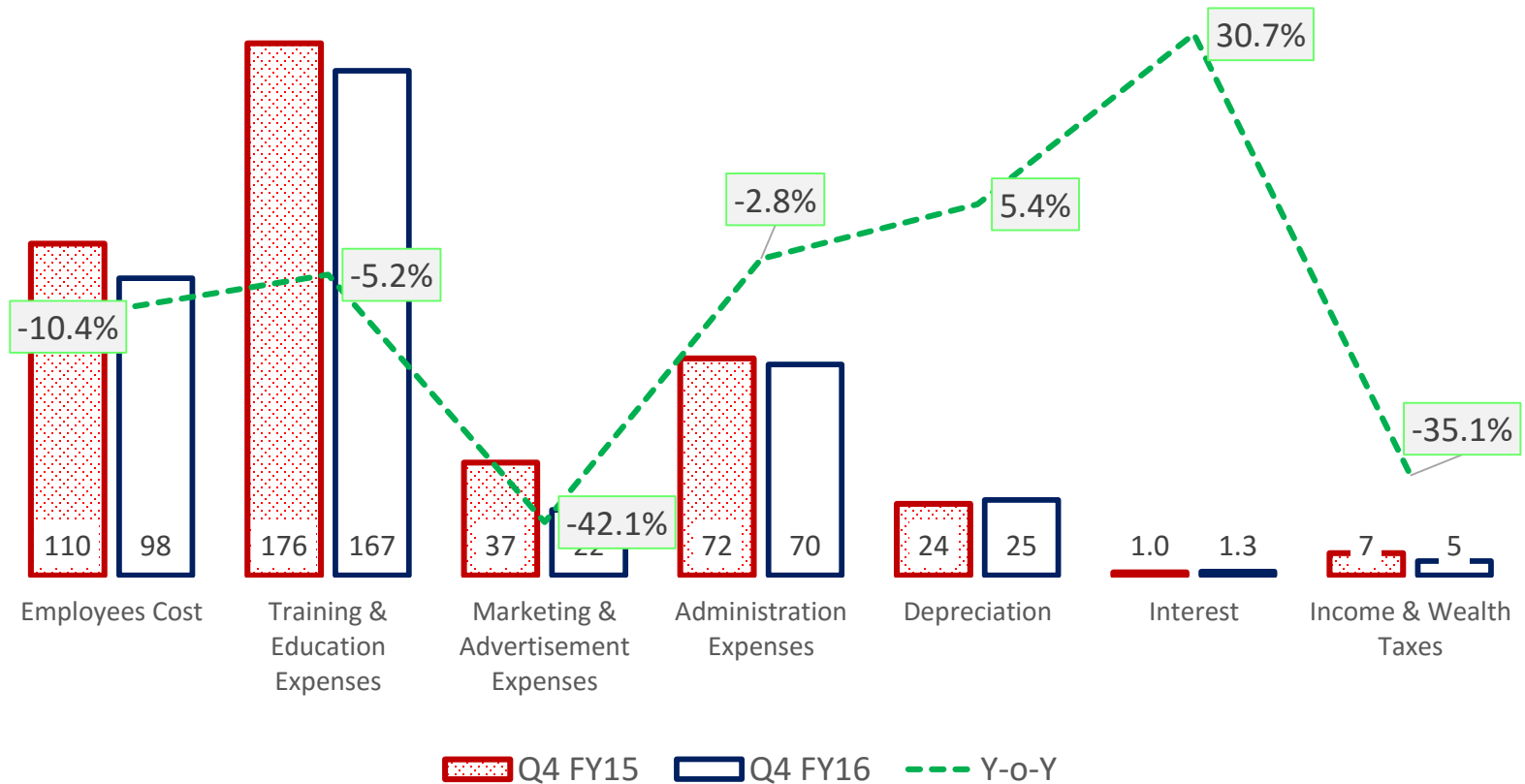


\* Operating Revenue includes Income from Operations and Other Operating Income

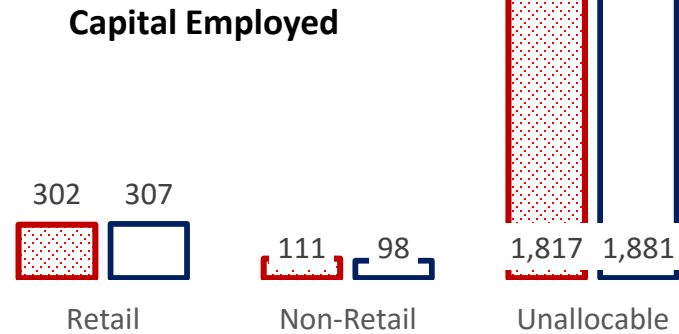
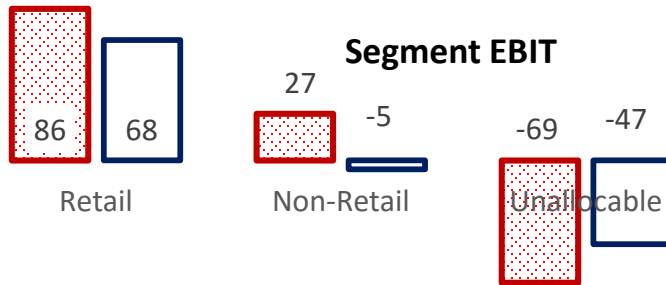
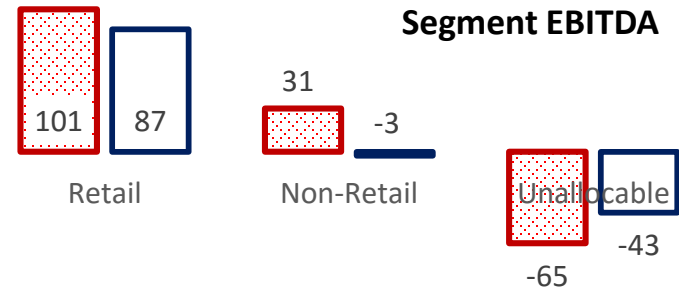
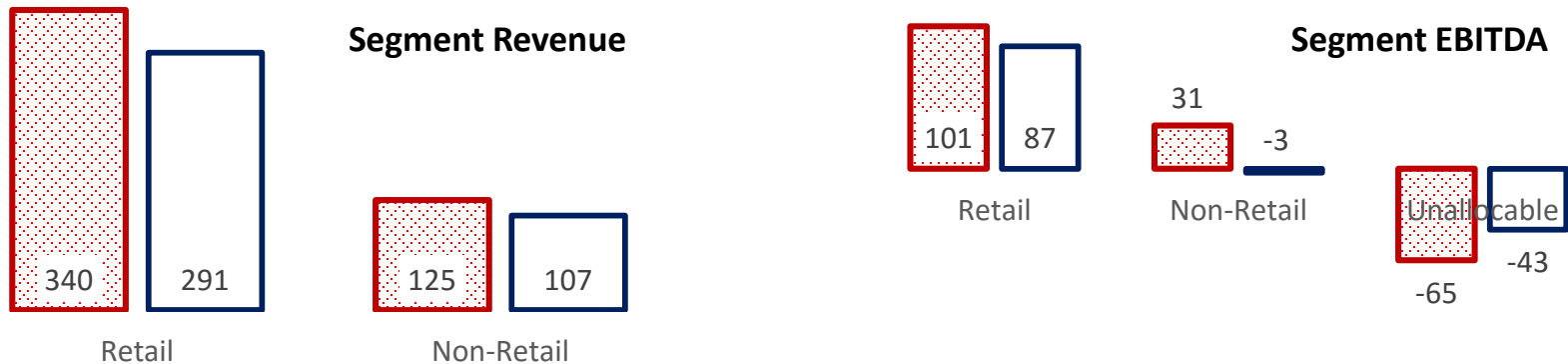
  Q4 FY15   
   Q4 FY16   
 - - - Y-o-Y



# Expenses – Q4 FY16



# Segment Results – Q4 FY16



Additional unallocable income and expenses of Rs. 8.8 million and Rs. 1.3 million in Q4 FY16 vs. Rs. 14.9 million and Rs. 1.0 million in Q4 FY15 respectively

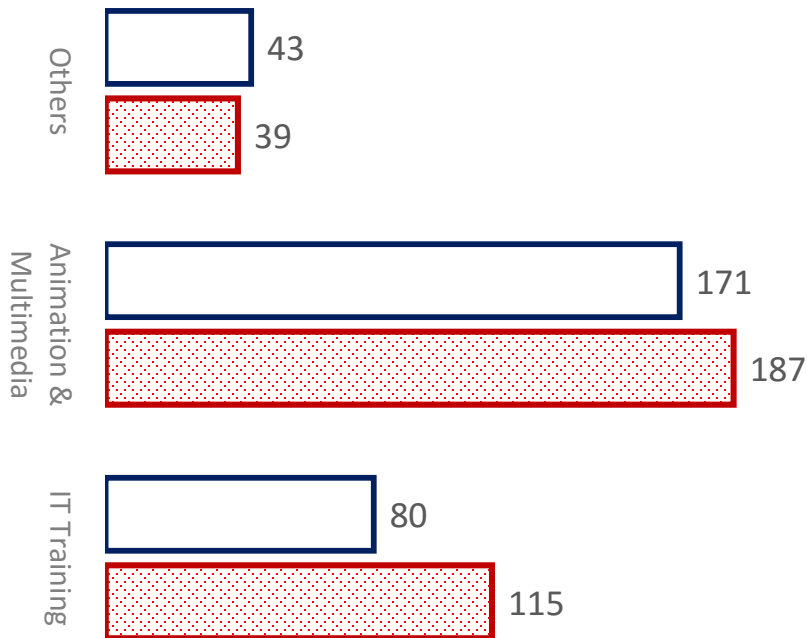
 Q4 FY15
  Q4 FY16



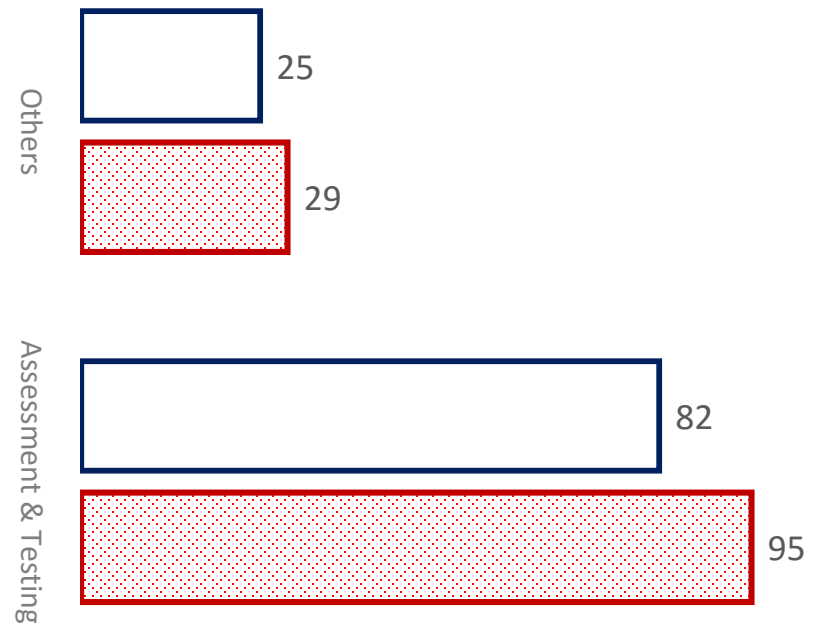
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# Sub-segment Revenue – Q4 FY16

## Retail



## Non-Retail



Q4 FY15 Q4 FY16



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FY16

# OPERATING INFORMATION

All financial figures in Rs. million



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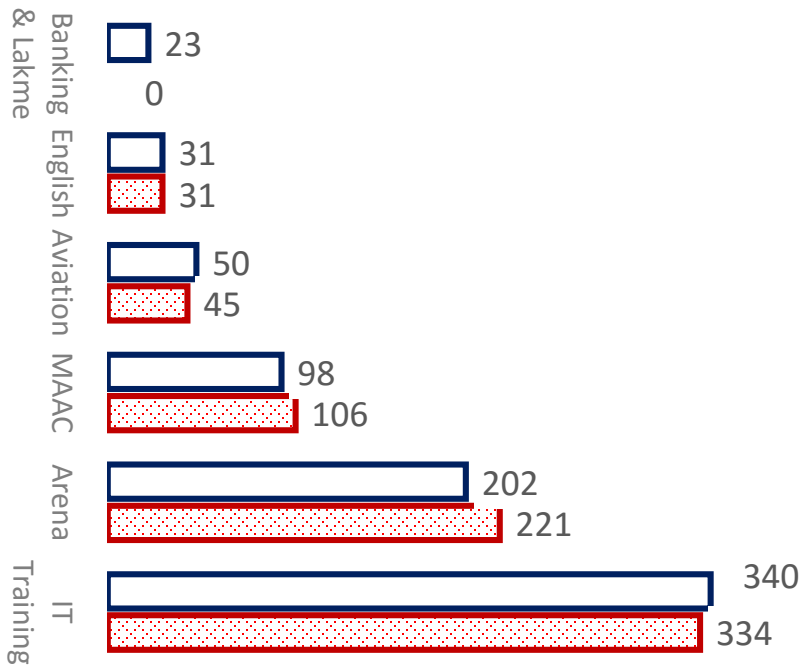
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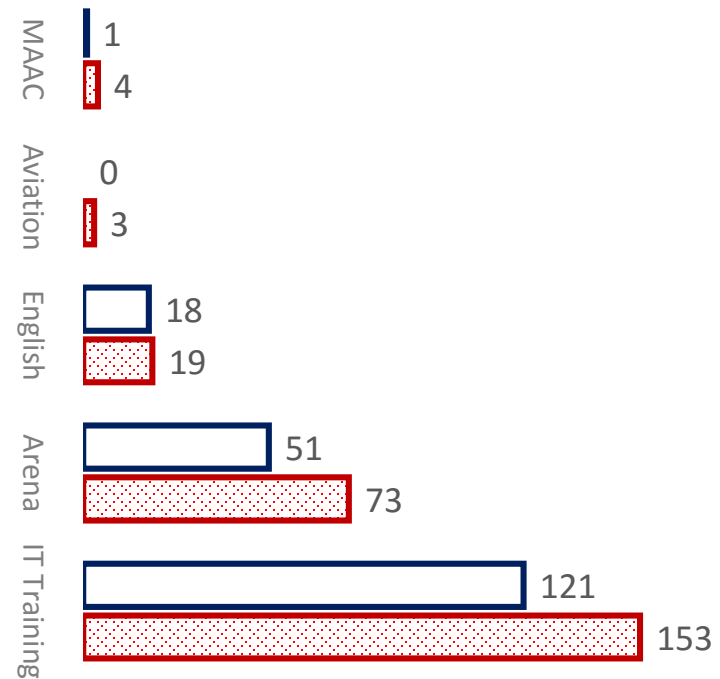
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# Network (# of Centers) By Brand

## Domestic Retail



## International Retail



■ 31-Mar-15 ■ 31-Mar-16



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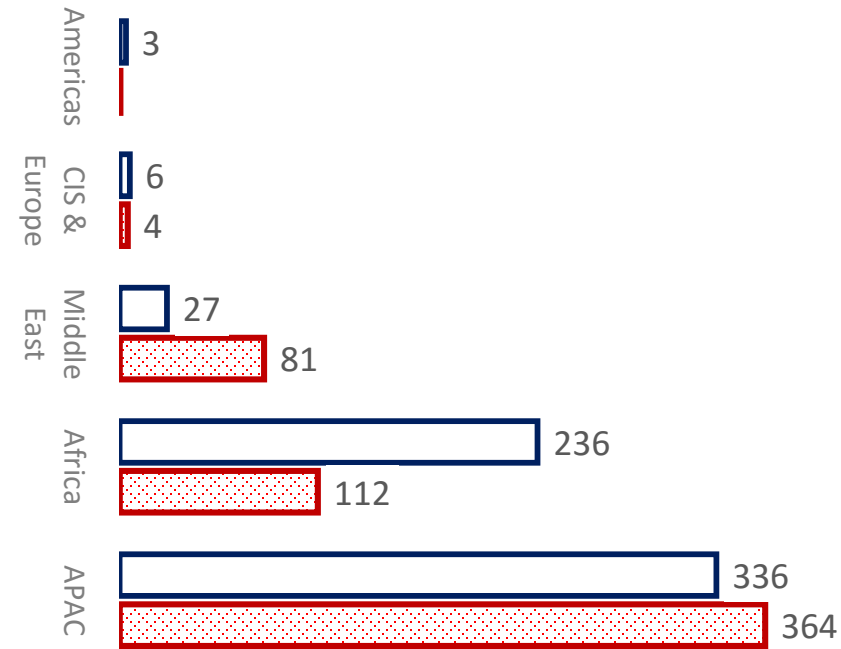
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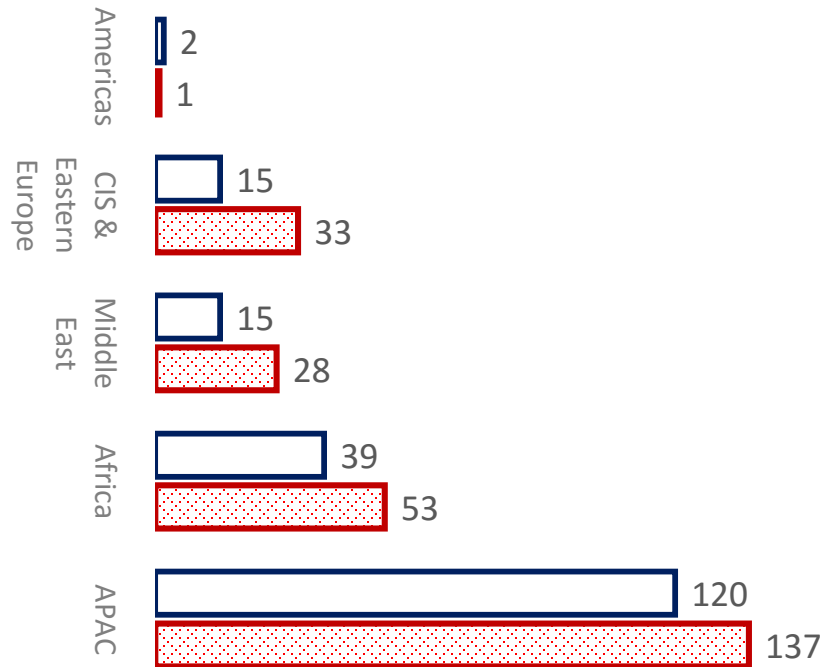
# Regional Distribution International

## Revenue



FY15 FY16

## Network



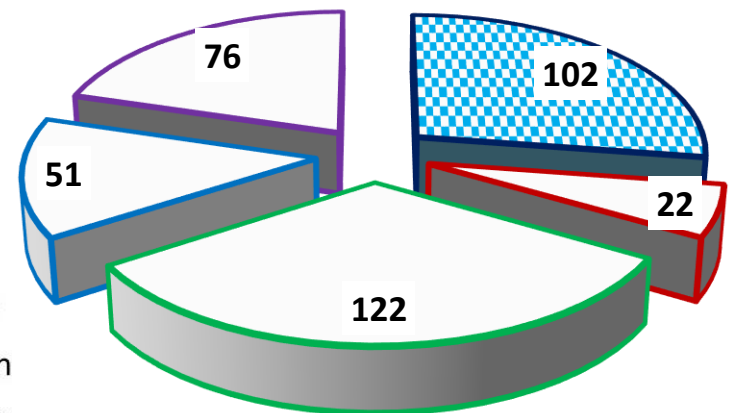
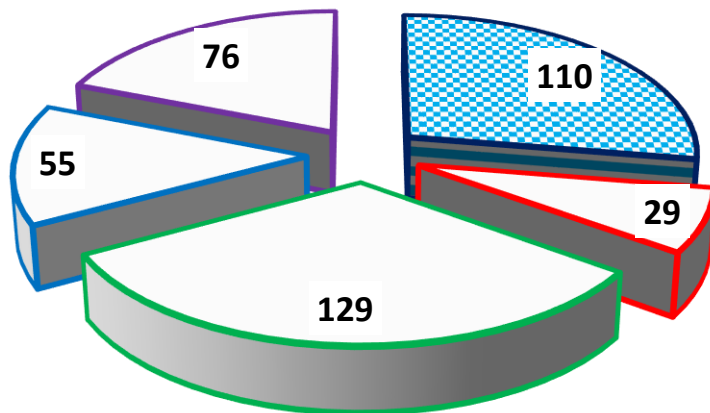
31-Mar-15 31-Mar-16



# Employee Data

Employee Count as on 31<sup>st</sup> March 2015 = 399

Employee Count as on 31<sup>st</sup> March 2016 = 373



- Sales and Marketing
- Content Development
- Academics & Delivery
- Delivery Support
- Corporate Functions

In addition to the above employees, there are 97 non-regular staff as on 31<sup>st</sup> March 2016 vis-à-vis 72 as on 31<sup>st</sup> March 2015

Q4 FY16

# KEY BUSINESS HIGHLIGHTS



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# Business Update

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- Launched Onlinevarsity ([www.onlinevarsity.com](http://www.onlinevarsity.com)) as an e-commerce marketplace for virtual courses from Aptech and its partners
- Successfully completed Train The Trainer project at Center of Excellence in IT, Panama (an initiative of GoI)
- Successfully executed CMAT and GPAT exams for ~93,000 candidates across 450+ centers in a single slot
- Entered Zambia with an Aptech Computer Education center



# OnlineVarsity

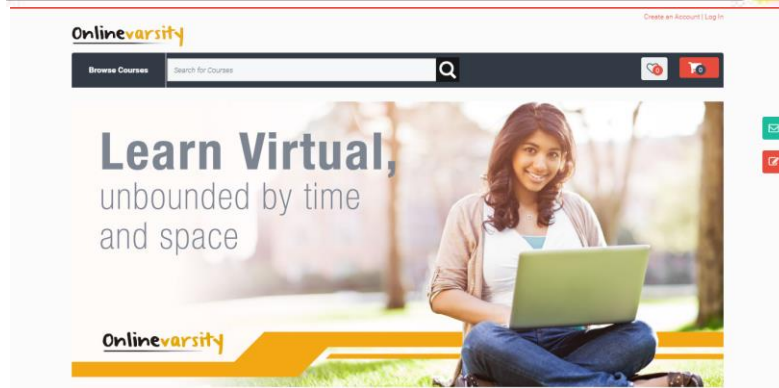


CONNECTED LEARNING FOR THE CONNECTED GENERATION

**Online**varsity

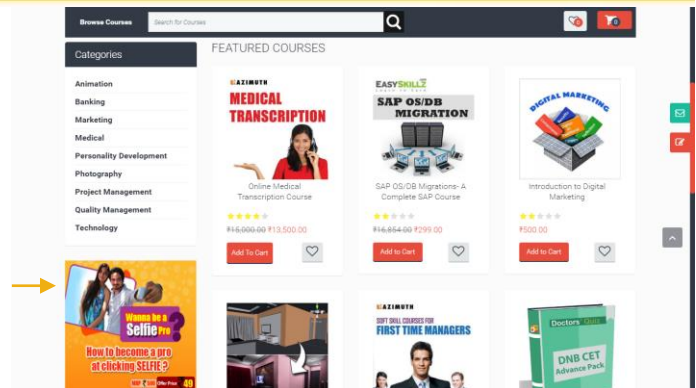
Welcome to OnlineVarsity, a unique portal with 24x7 support to give students and professionals an enhanced and interactive learning experience.

Visit [www.onlinevarsity.com](http://www.onlinevarsity.com) to sign up



Print Ad

Website



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# Orbit Live



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# Kalakari



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# MAAC National Students Meets

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# Panama Center of Excellence in IT



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# MAAC Pixelation

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@ MAAC R&D  
Workshop  
'Pixelation' – Portrait  
of Prime Minister Mr.  
Modi, which has a  
chance setting a  
record in Limca Book  
of Records, Edition  
2017



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# Domestic Campaigns

**Aptech** COMPUTE EDUCATION  
Unleash your potential

APPLY for your future

Enroll for **Smart Professional in mobile app development** and fast track your career.

The course

- covers the advance android application building process
- helps develop the required skills to develop the Android app

**APPify your career!**

Enroll with **Onlinevarity**

Oracle | Oracle Java | Oracle Android

**Aptech** COMPUTE EDUCATION  
Unleash your potential

**A Unique Career Choice for a Unique You**

Choose an exceptional career in Aviation, Hospitality, Travel & Tourism and Retail.

Enroll with **Onlinevarity**

100% Job Guarantee

1-888-205-1100

Aptech Aviation and Hospitality Academy R. S. Sarab Road, 2<sup>nd</sup> Floor, 2nd Stage, Sarab to Anand Rd Phase, Chawli - 501006 • Ph. No. 9127025999

**Aptech** COMPUTE EDUCATION  
Unleash your potential

Display your programming power with **CODE TADKA**

A Contest of Programming Skills

**WIN exciting prizes**

Students share their experiences on Code Tadka

"Love the concept of Code Tadka, it enhances programming skills by developing our imaginative power and logic. Thanks Aptech!"  
- Geena Khare

**30** billion devices to be connected to the Internet of Things by 2020

Be a part of the growing IOT space with **Aptech**

Enroll with **Onlinevarity**



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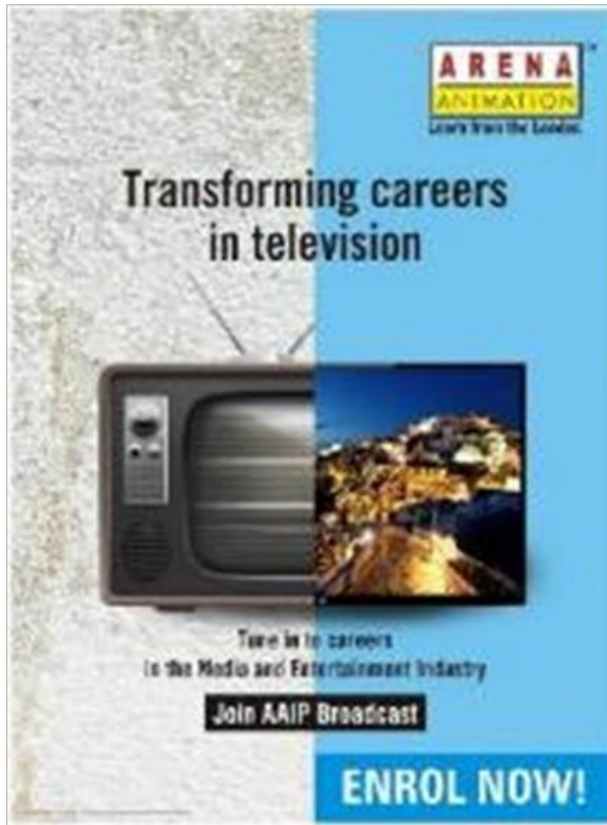
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# Domestic Campaigns



**ARENA ANIMATION**  
Learn from the Legends.

Transforming careers  
in television

Turn in to careers  
in the Media and Entertainment Industry

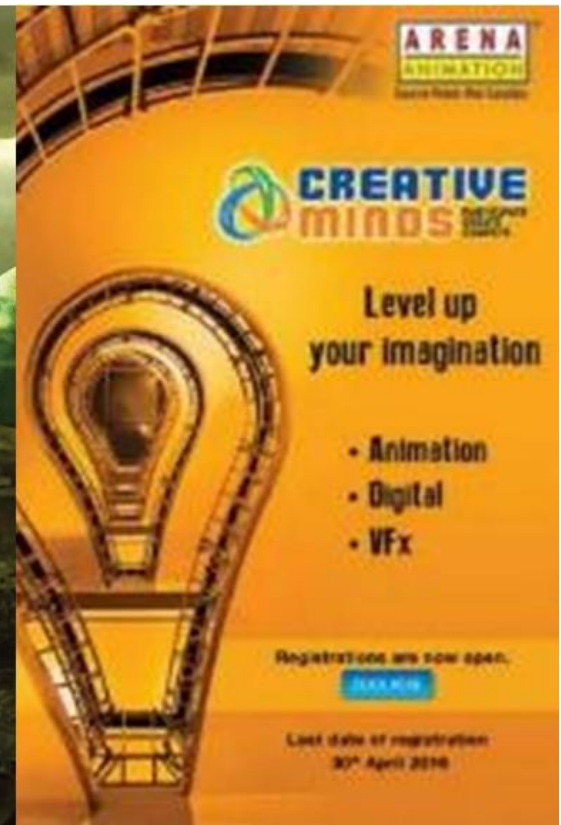
Join AAIP Broadcast

**ENROL NOW!**



**ADD EXTRA POWERS  
TO YOUR CREATIVITY!  
BE A SUPERHERO IN  
ANIMATION & VFX**

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



**ARENA ANIMATION**  
Learn from the Legends.

**CREATIVE MINDS**

Level up  
your imagination

- Animation
- Digital
- VFX

Registrations are now open.

[CLICK NOW](#)

Last date of registration:  
30<sup>th</sup> April 2016



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# International Campaigns

## HAPPY WOMEN'S DAY

Don't let language stop you from saying what you feel.

Get a **20% fee benefit** on any course

The English Learning Academy is a brand of Aptech Limited that has been successfully imparting English learning skill to thousands of students and professionals, using effective tools that simplify the language. Aptech has collaborated with London's famed Middlesex University. Its eminent English department has designed the course curriculum for Aptech. Now students have access to high quality coursework and the Queen's finest English.

The courses offered are:

- Beginners' English
- 30 Days English
- Business Communication
- Spoken English Skills
- o. Pre-Intermediate
- b. Intermediate
- c. Upper-Intermediate

Digital Language Lab  
The Digital Language Lab is a unique concept used to give students a hands-on learning experience. It combines the four basic principle for acquiring proficiency in any language - Listening, Speaking, Reading and Writing. Aptech's Learning Portal  
All Aptech students also have access to a unique concept OnDemand. It is a one-stop, 24x7 access, free reference material e centre for Aptech students around the world!

**There's no better way to celebrate Women's Day!**




## Happy Easter

Wishing you new beginnings and everlasting success

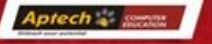

Get up to **31% FEE BENEFIT** on any course

**Boost your career with Aptech Certified Computer Professional (ACCP)**

Aptech Computer Education offers Aptech Certified Computer Professional (ACCP) program to help you be job-ready for the I.T. industry. It keeps updating its curriculum with latest technologies and gives you an edge over the rest with its comprehensive programs. Equip yourself with the trending technologies like, Java, .Net, Oracle, HTML, etc. at Aptech and launch a successful career in I.T.

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**Enroll with Aptech and get the sweet taste of success!**

## This Tết Nguyên Đán, usher in a bright future with an I.T. education



## Happy Defender of the Fatherland Day

This Defender of the Fatherland day, choose a rewarding career in Animation courses with fee benefit.

\*Условие применения: Корпорация Аптеч Multimedia не является университетом. Все бренды принадлежат их правообладателям.

**Возьмите Эту Возможность. Зарегистрируйтесь сейчас!**



THANK YOU



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# About Aptech

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Aptech commenced its education and training business in 1986 and has globally trained over 7.2 million students. 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 1000+ centers 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](http://www.aptech-worldwide.com) or contact:

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