



Aptech Limited
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T: 91 22 2827 2300
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www.aptech-worldwide.com

2nd August, 2016

The Secretary/Listing Department/Corporate Relations
Stock Exchange, Mumbai
P. J. Towers, 25th Floor,
Dalal Street,
Mumbai - 400 001.

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.

Company Scrip Code: 532475

ISIN No. : INE266F01018

Dear Sirs,

Sub: **Investor Presentation**

We attach herewith the Investor Presentation which is uploaded on the Company's Website.

This is for your information and record.

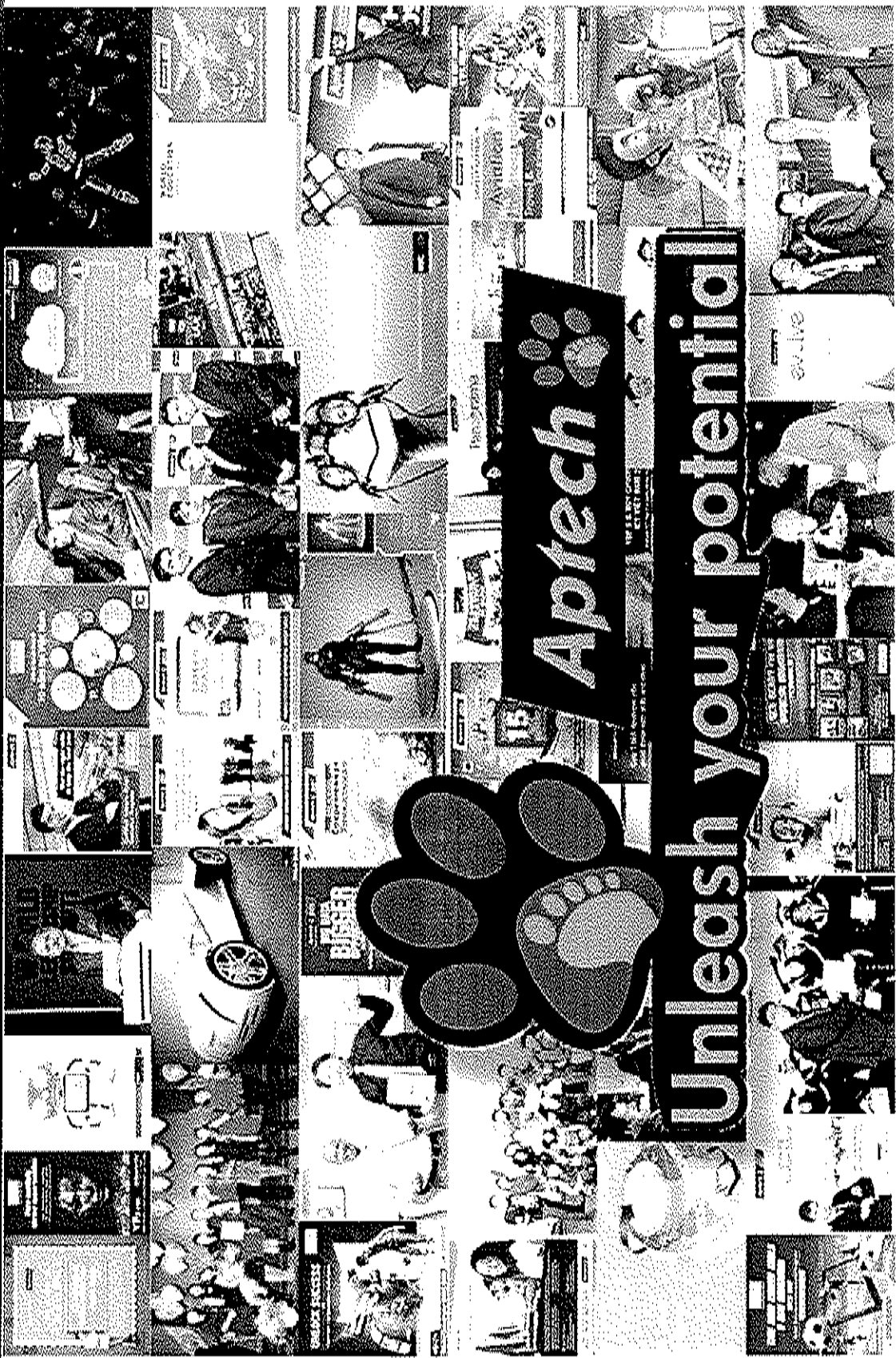
Thanking you

Yours faithfully

For Aptech Limited

A handwritten signature in black ink, appearing to read "Ketan H. Shah".

Ketan H. Shah
Company Secretary



APTECH LIMITED

Investor Update – Quarter Ending 30th Jun 2016

Safe Harbor Statement

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

Dear Friends,

FY17 has started for the Company on a positive note. Two of our growth engines, viz. International Retail and Apteck Testing have seen much greater traction. The third growth engine of domestic Animation & Multimedia market is also trending in positive direction (excluding impact of MAAC accounting policy change). Growth in International Retail income was majorly on account of project income. This change in revenue mix however had an adverse impact on margins. Another aspect of the negative change in revenue mix was decline in income from new sign-ups and renewal. Exposure to an emerging market currency in our overseas subsidiary has impacted the administration expenses through loss on account of devaluation of a currency of an emerging country.

The enthusiastic response to our new offerings under Lakme Academy and Apteck Banking is very encouraging. Our partnership with Flipkart also went live with the launch of an e-Commerce course. While the overall expansion count was subdued in international market, there was considerable progress in our efforts to expand our footprint. Entry in Ethiopia, re-entry in Fiji, and start of Indian government's CEIT operations in Costa Rica and Dominica are key highlights to note. Volume growth in Apteck Testing is a good sign of the division getting back on track.

All in all, there is growth momentum from top line perspective and same will also reflect in the bottom line going forward after excluding the one-off impact from write-offs. At the start of this month, Mr. Anil Pant has joined the company as CEO designate and we have commenced the transition process in earnest. We hope to receive your continued support to take the company forward.

Ninad Karpe
22nd July 2016



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Q1 FY17 Summary

- Operating revenue of Rs. 579.9 million vs. Rs. 502.1 million in Q1 FY16 (15.5% Y-o-Y ↑)
- Operating EBITDA of Rs. 23.7 million (53.7% Y-o-Y ↓). Margins have been impacted largely due to change in revenue mix and loss on devaluation of a currency
- EBIT of Rs. 4.6 million as against Rs. 33.9 million in Q1 FY16 (86.3% Y-o-Y ↓)
- PAT of Rs. 4.6 million (83.6% Y-o-Y ↓)



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Q1 FY17

FINANCIAL RESULTS

All financial figures in Rs. million



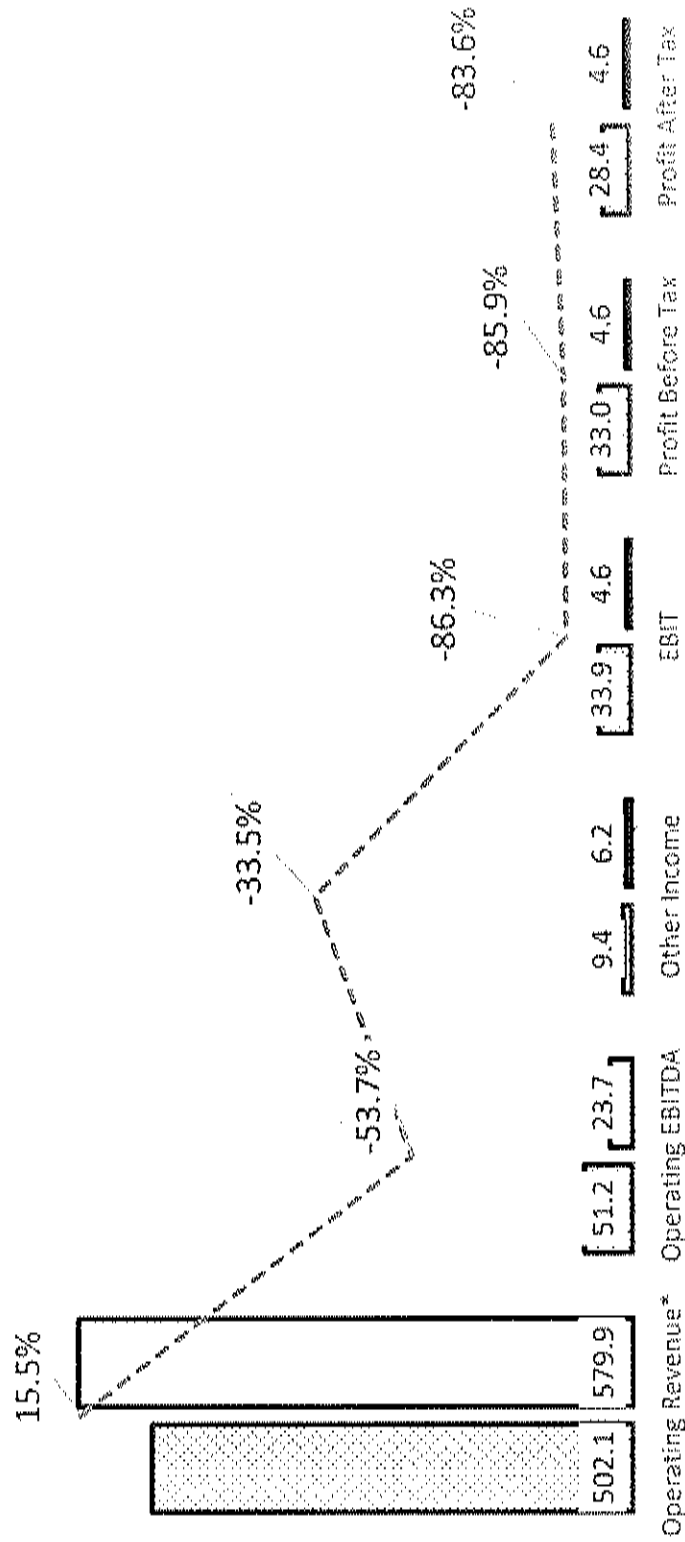
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Revenue & Profitability – Q1 FY17

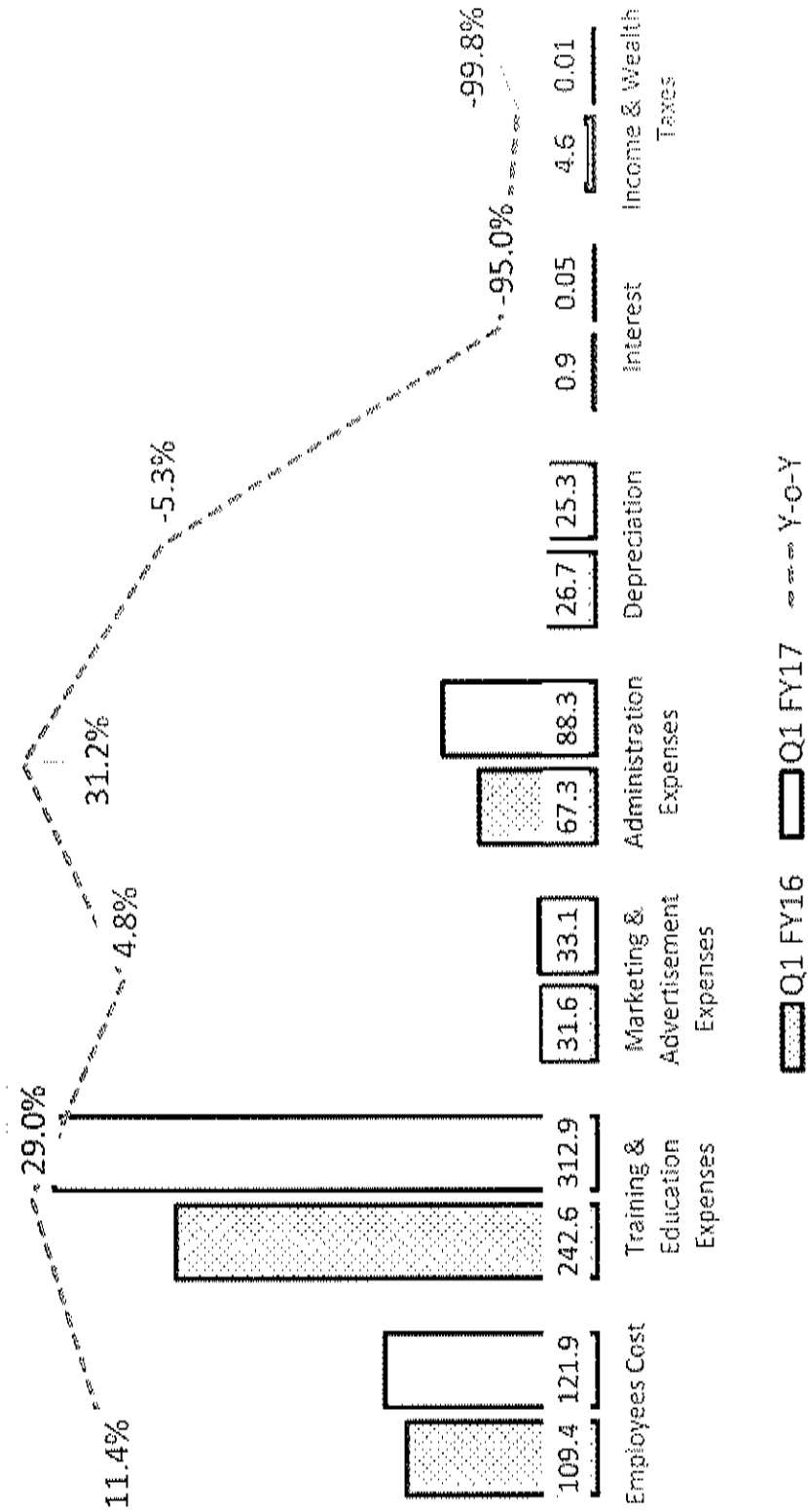


* Operating Revenue includes Income from Operations and Other Operating Income

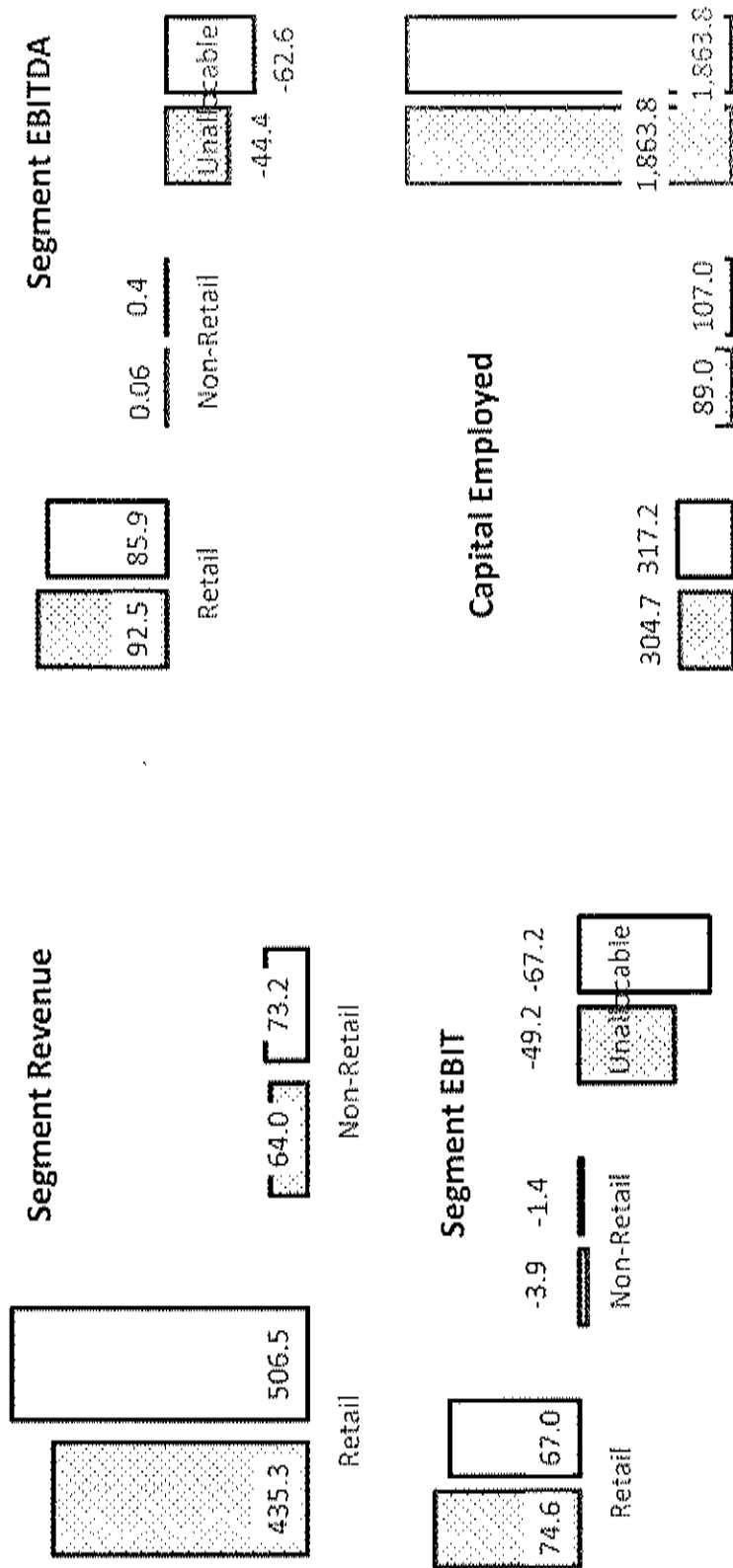
Q1 FY16
 Q1 FY17
 Y-o-Y



Expenses – Q1 FY17



Segment Results – Q1 FY17

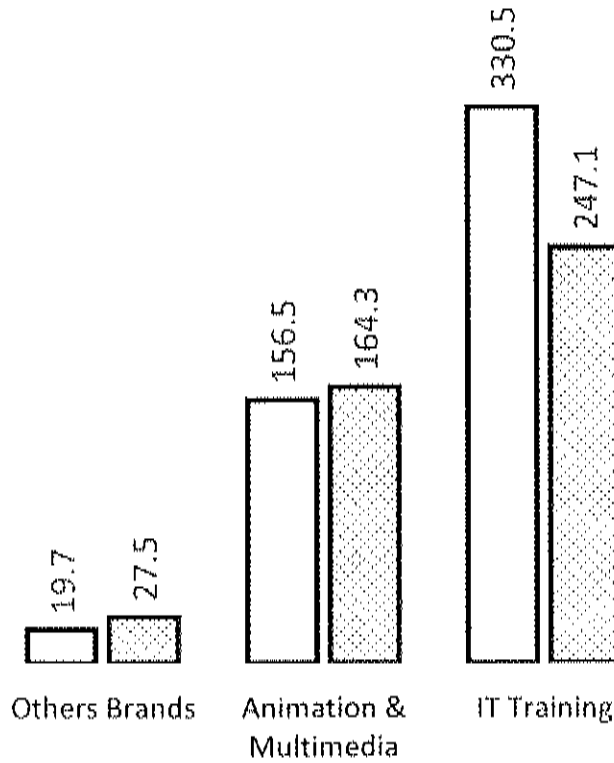


Additional unallocable income and expenses of Rs. 10.3 million and Rs. 0.05 million in Q1 FY17 vs. Rs. 12.4 million and Rs. 0.9 million in Q1 FY16 respectively

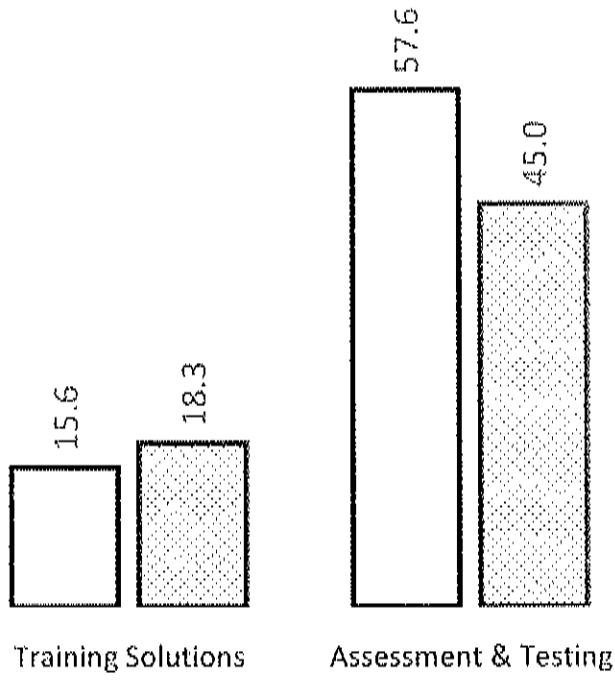


Sub-segment Revenue – Q1 FY17

Retail



Non-Retail

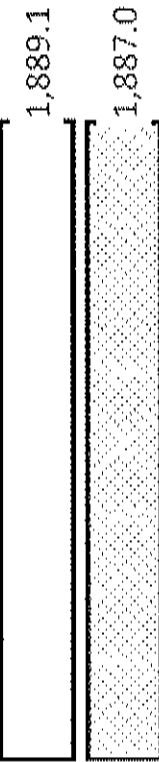


Key Balance Sheet Information

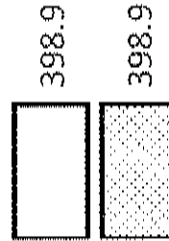
Liabilities

0
0

Debt

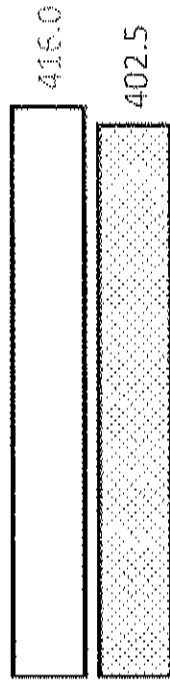


Reserves &
Surplus

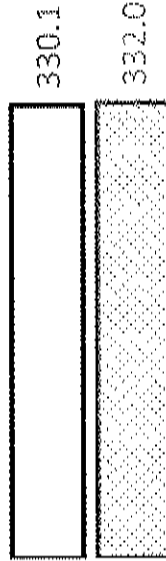


Share Capital

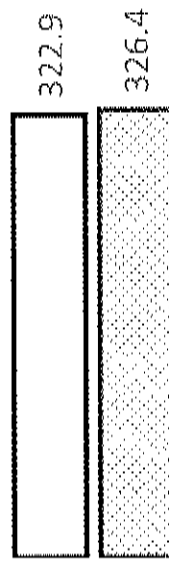
Assets



Trade
Receivables



Cash & Cash
Equivalents



Net Fixed Assets

□ 30-Jun-16 □ 31-Mar-16



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Key Highlights

- Domestic Retail revenue declined by 11.2% (Y-o-Y); majority impact from
 - Decline in accrual income in MAAC
 - Decline in income from new sign-ups and renewal
- International Retail revenue grew by 35.9% vs. Q1 FY16
 - Growth mainly due to increase in income from projects
- Aptech Testing revenue increased by 28.1% Y-o-Y
 - Significant volume expansion in customers acquired in FY16 leads to jump in income from testing



Key Highlights

- Delayed project delivery due to client-side re-organization impacted Training Solutions income
- Low traction in new center sign-ups in both domestic and international markets
 - 18 new centers signed in Q1 FY17 in India vs. 35 in Q1 FY16
 - 3 new centers signed in the international markets
- Lower interest income of Rs. 6.2 million vs. Rs. 7.9 million in Q1 FY16 (21.0% ↓) on account of lower cash in hand



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Key Highlights

- Jump in employee expenses linked to annual salary revisions and change in mix
- Higher jump in Training & Education expenses vis-à-vis revenue growth due to greater skew towards project income, especially in International Retail
- Administration expenses were higher on account of loss from devaluation of a currency from an emerging country to which our overseas subsidiary has exposure



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Q1 FY17

OPERATING INFORMATION

All financial figures in Rs. million



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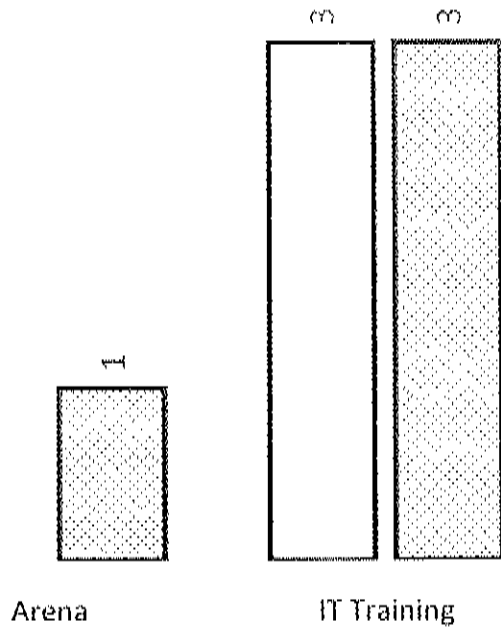
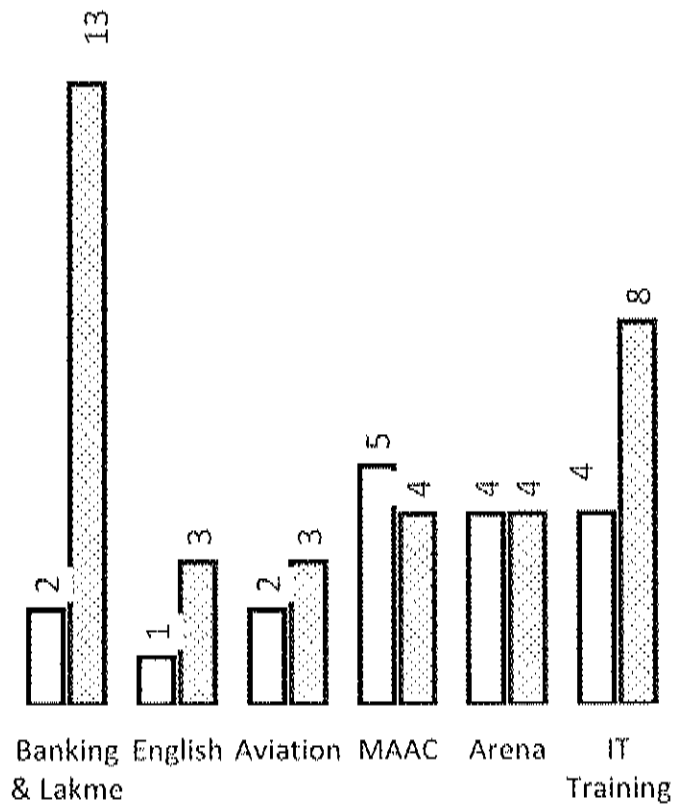
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New Center Sign-ups

Domestic Retail

International Retail



■ Q1 FY16 ■ Q1 FY17



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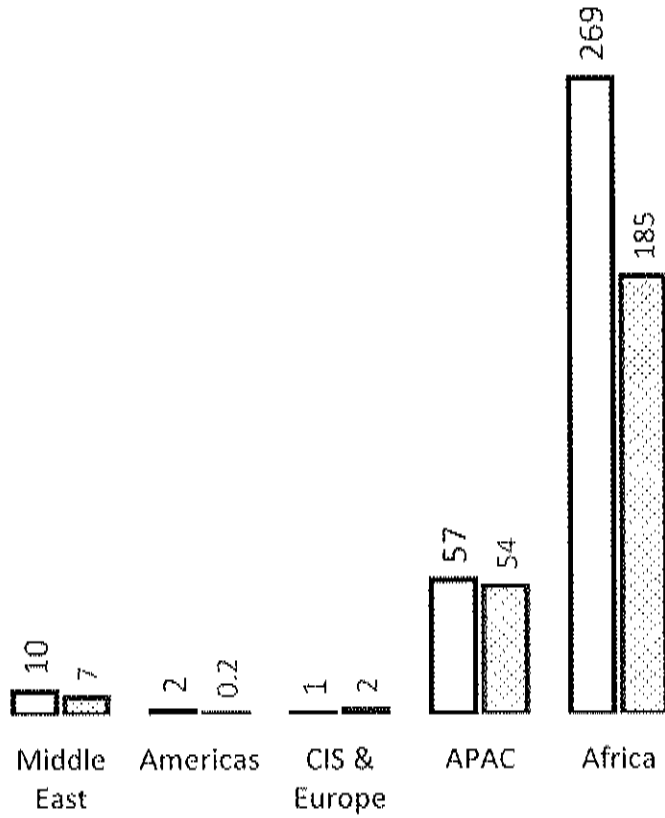
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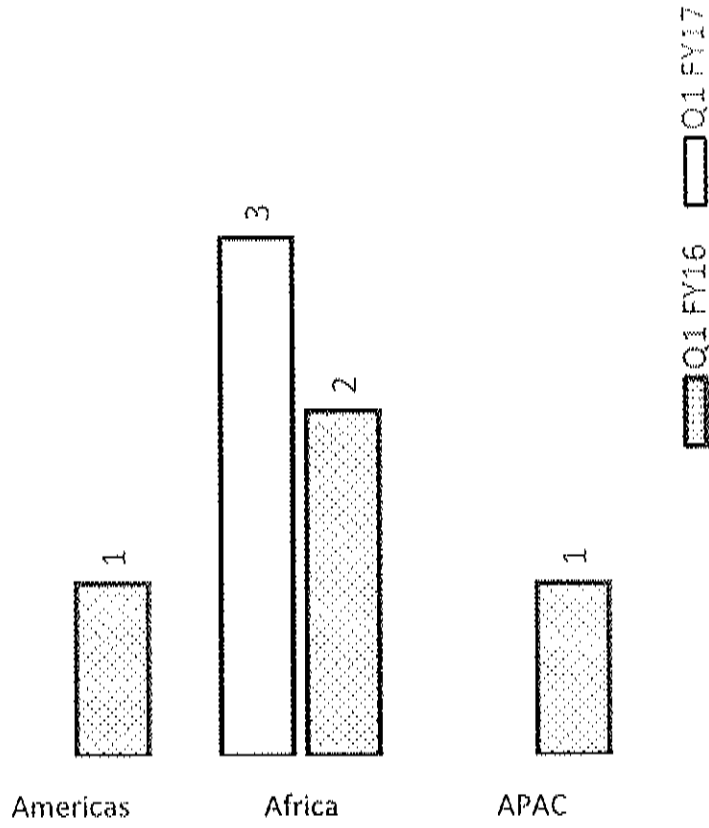


Regional Distribution International

Revenue



New Center Sign-ups



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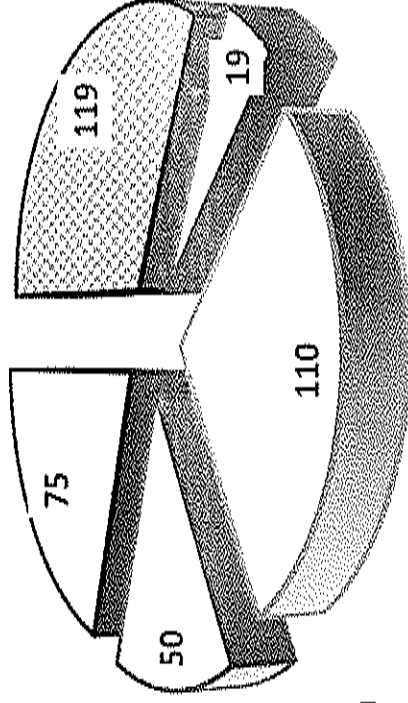
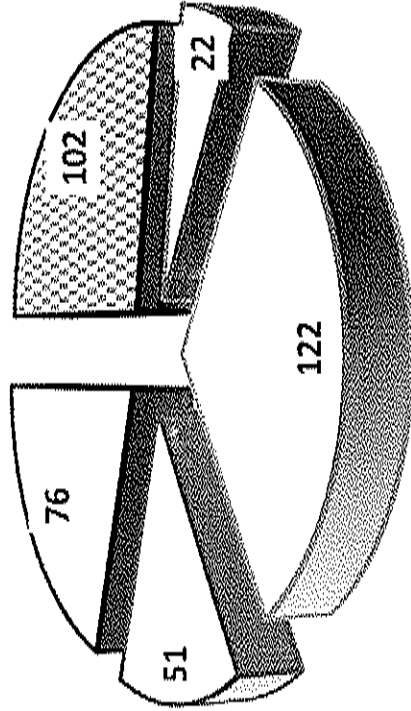
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Employee Data

Employee Count as on 31st March 2016 =
373

Employee Count as on 30th June 2016 =
373



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

In addition to the above employees, there are 110 non-regular staff as on 30th June 2016 vis-à-vis 97 as on 31st March 2016



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Q1 FY17

KEY BUSINESS HIGHLIGHTS



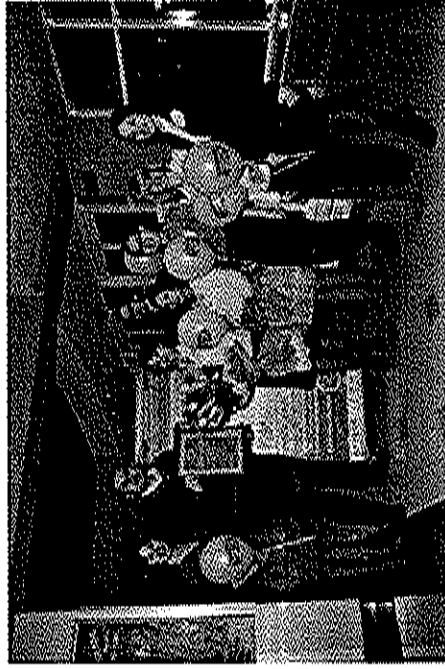
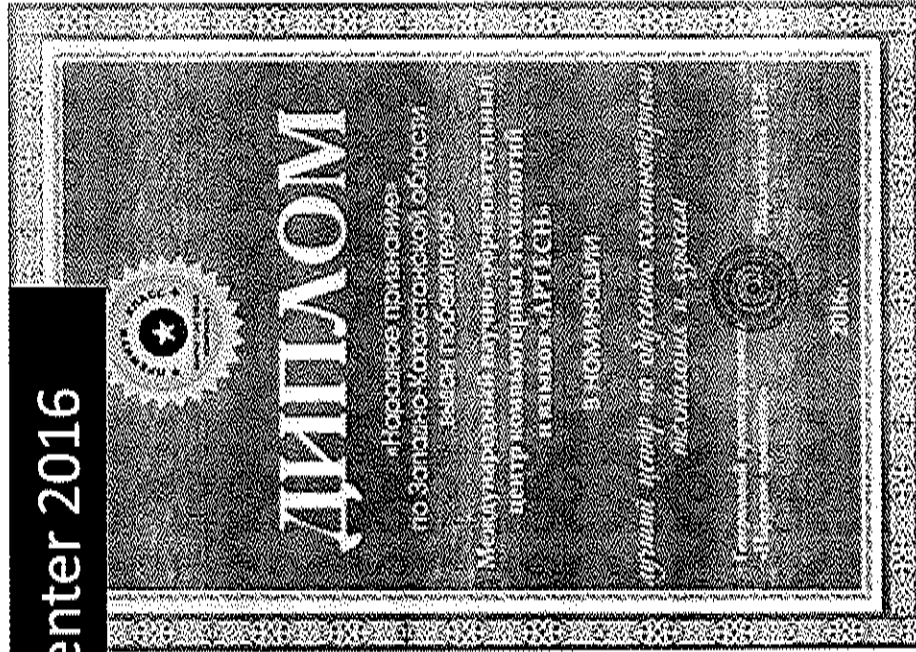
Vietnam Top ICT Training Institute Award



Aptech Kazakhstan Award



Best Training Center 2016



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Business Update

- Launched Certified E-commerce Professional program in association with Flipkart under Aptech Computer Education brand
- MAAC partnered with a leading music company to develop animated content for their online channels
- Short film 'Phalke - The First Seed' by MAAC students won the Best Animated Short (Student) award at the 6th edition of the Dada Saheb Phalke Film Festival
- Entry into Ethiopia with a new IT Training center



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Re-entry into Fiji after 7 years

Center launched in May 2016



Inaugurated by Dr. Mahendra Reddy – Education Minister



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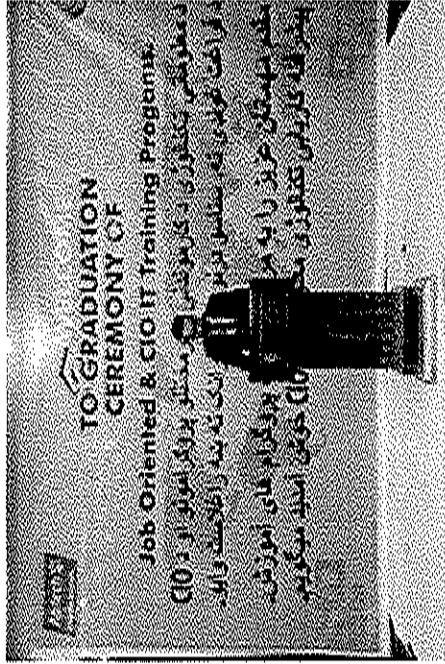
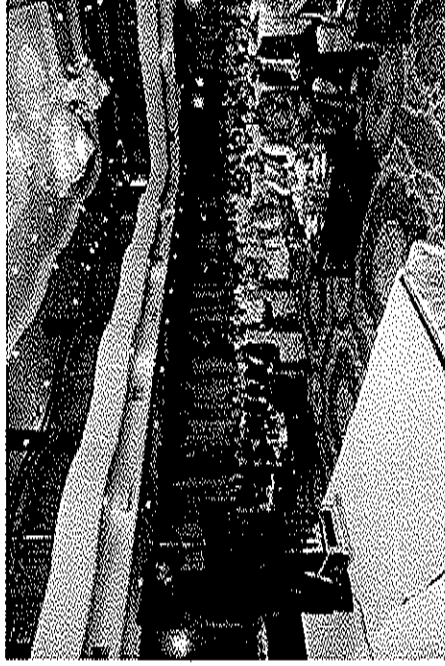


Career Quest - Nigeria



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Afghanistan IT Job Fair / Graduation Day



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Start your career in India's largest, growing industry.

Join the world's leading animation studio and become a part of the team that has created some of the most successful animated films in the world.

ARENA ANIMATION

ARENA ANIMATION

ARENA ANIMATION

Apotech

STUDY IN MODERN RETAIL OUTLETS
BEHIND SUPERMARKETS
85+ MILLION JOBS
ENDLESS OPPORTUNITIES

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PLANNING

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HOLIDAY PACKAGES FOR
30 COUNTRIES IN 1 YEAR
LIMITLESS OPPORTUNITIES!

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A BLOCKBUSTER CAREER IN VFX & ANIMATION

FOR THE
 FUTURE OF
 VISUAL ARTS

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 Mysore - 4820564127 • Miraj - 4820564116 • Bangalore - 94481518643 • Pune - 4820183377
 Thane - 4820333333 • Vashi - 4820333345

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A COURSE WITH THE PERFECT BLEND

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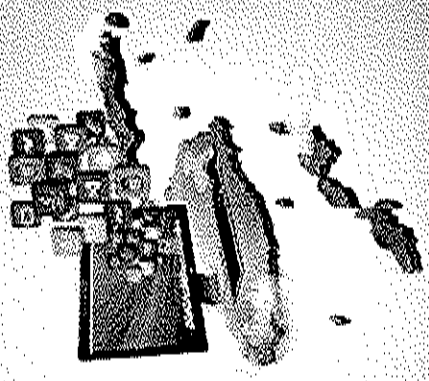


International Campaigns

Aptech Worldwide Education

DEVELOPING AN I.T. EMPOWERED FIJI

- Global I.T. education company
- One of the most trusted education brands
- Streetsi sends career ready



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Ramadan Mubarak

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Aptech English Learning Academy offers courses for young women as well as young men in Learning Corporate English. We have supported women's English ability to thousands of students and professionals who now offer courses approved by Middlesex University, UK, to help students develop their skills in the English language. We provide a 20% fee benefit to the original of High Technology.

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 elements for acquiring proficiency in any language: Learning, Teaching, Understanding, and Using.

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- Academic English Skills
- Academic English Skills
- Academic English Skills
- Academic English Skills

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About Aptech

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 or contact:

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