Aptech Limited
Regd. office: Aptech House
A-65, MIDC, Marol, Andheri (E),
Mumbai - 400 093.
T: 91 22 2827 2300
F: 91 22 2827 2399
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 17th May 2016.

This is for your information and record.

Thanking you

Yours faithfully

For Aptech Limited

APTECH LIMITED MUMBAI

Ketan H. Shah
Company Secretary

Encl.: As above.



APTECH LIMITED

Investor Update – Quarter Ending 31st Mar 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.

MD & CEO's Message

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
6th May 2016

FY16 Summary

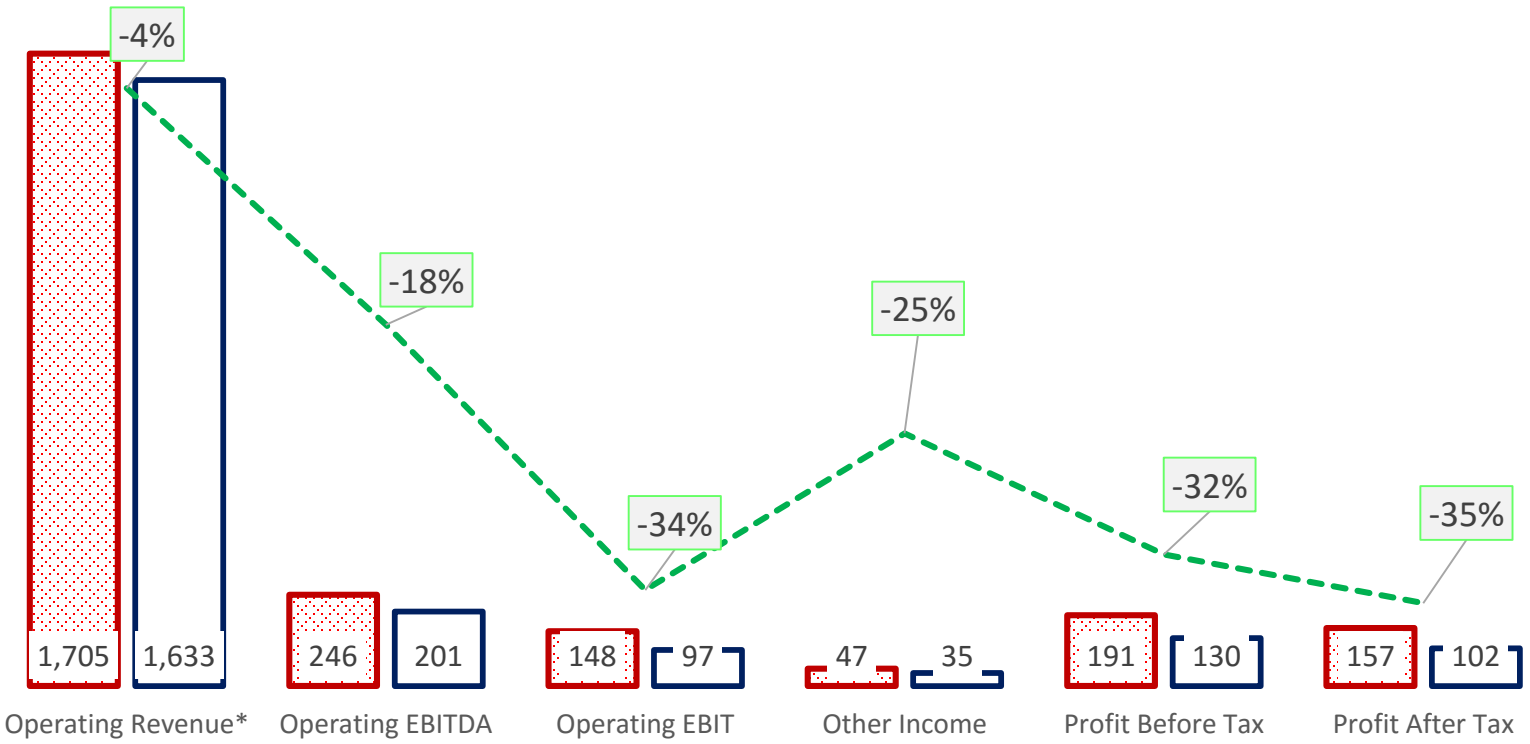
- Operating revenue of Rs. 1,633.3 million vs. Rs. 1,704.9 million in FY15 (4.2% Y-o-Y ↓); major factors of operating revenue decline
  - MAAC accrual impact of 56.6% in overall decline of Rs. 71.6 million
  - Aptech Testing impact was 42.6%
  - Dip in Other Operating Income, mainly due to AICAR exit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

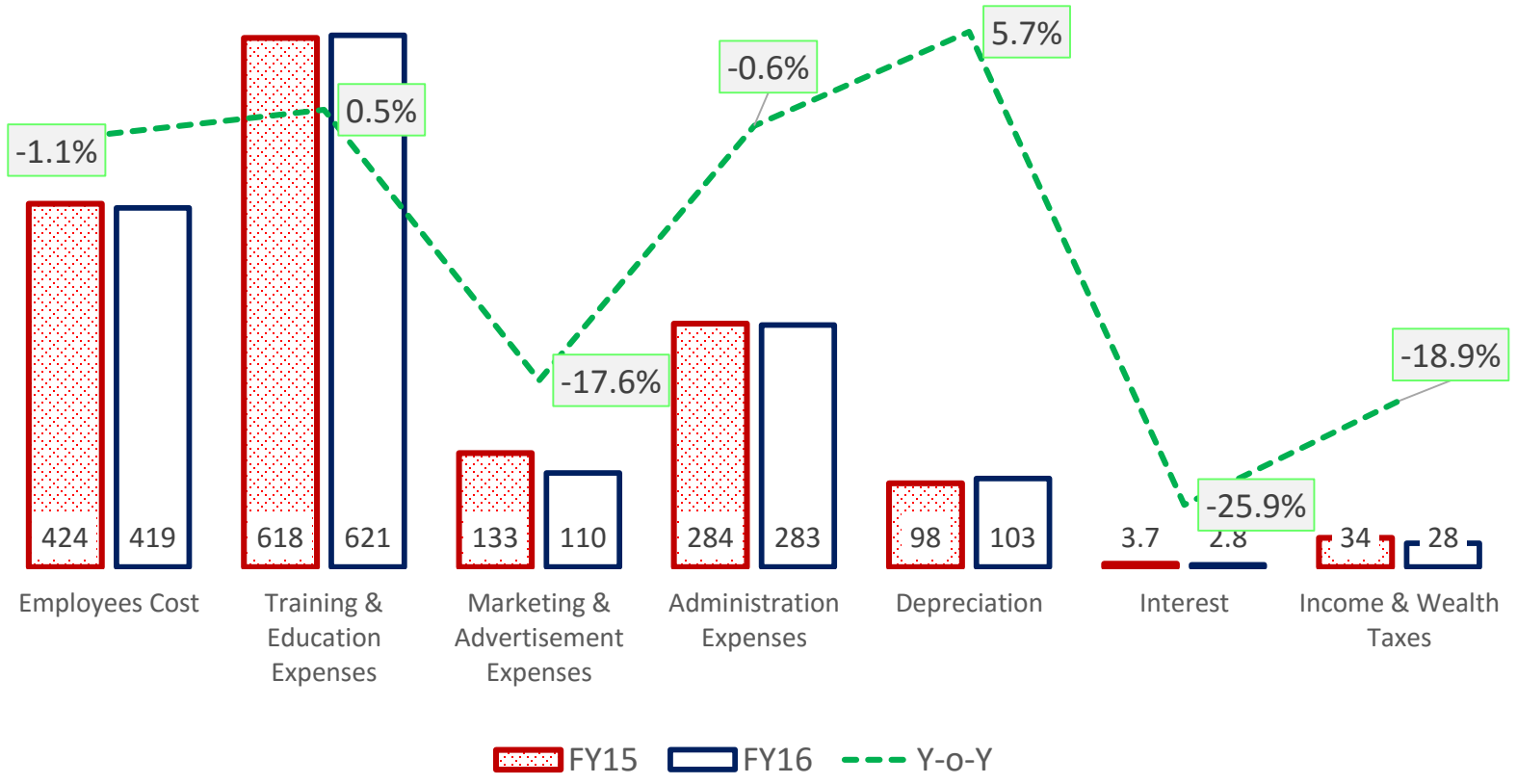
All financial figures in Rs. million

Revenue & Profitability – FY16

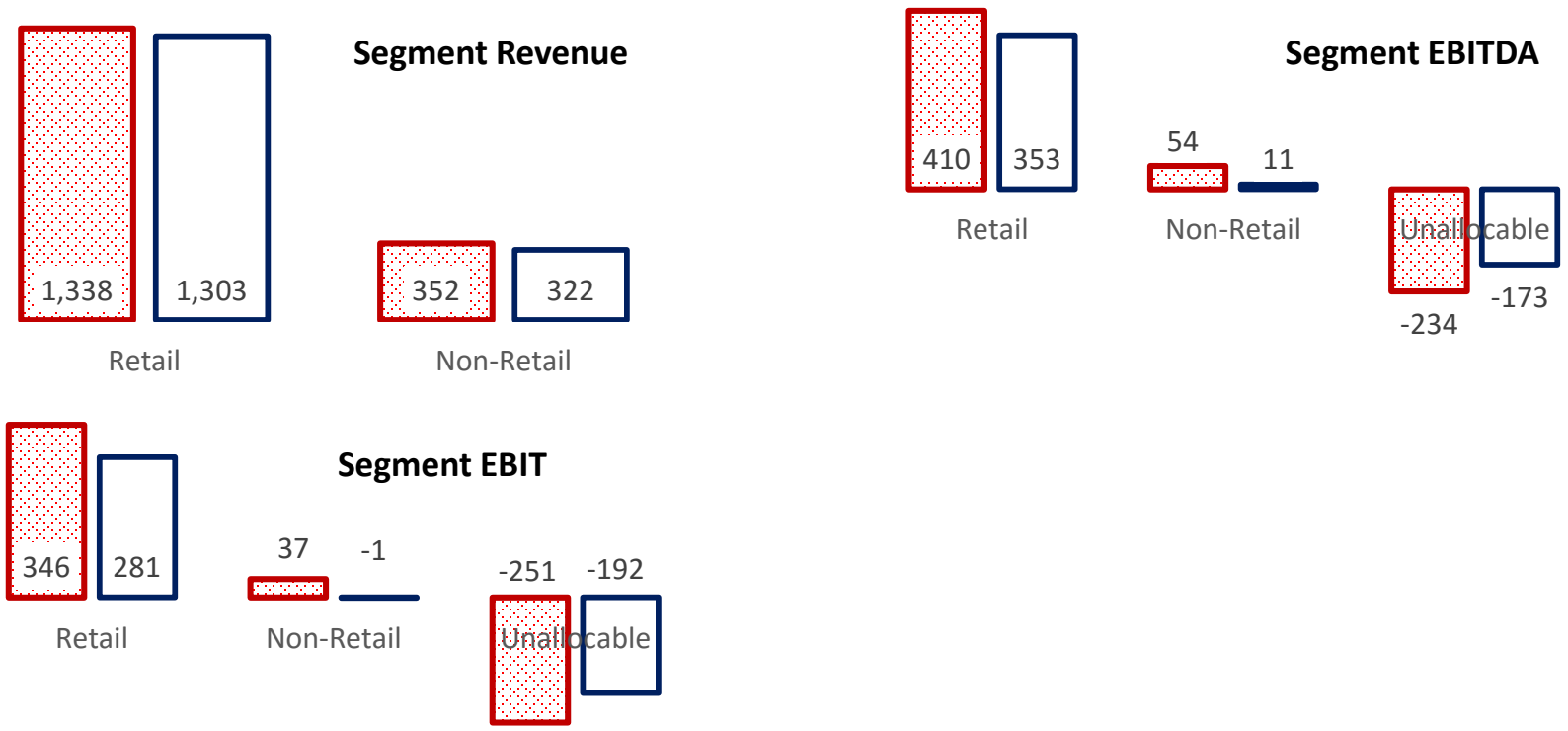


* Operating Revenue includes Income from Operations and Other Operating Income

Expenses – FY16



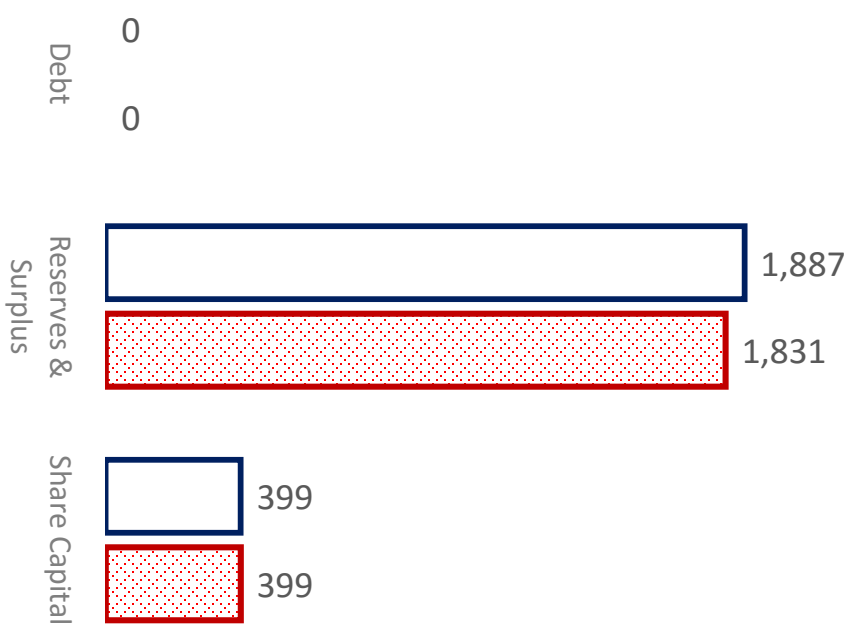
Segment Results – FY16



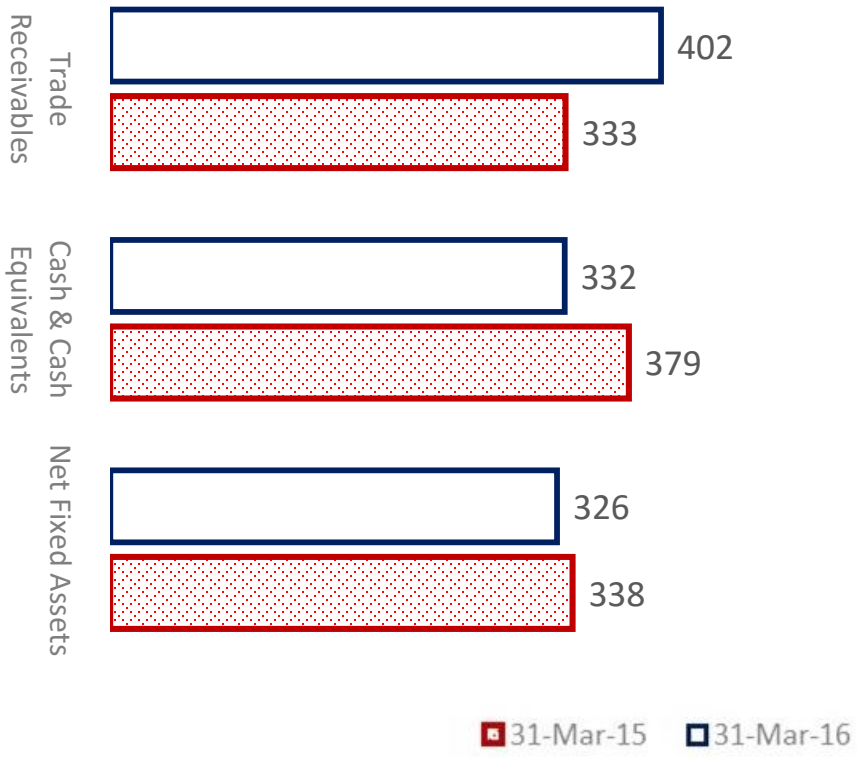
Additional unallocable income and expenses of Rs. 44.2 million and Rs. 2.8 million in FY16 vs. Rs. 63.3 million and Rs. 3.7 million in FY15 respectively

Key Balance Sheet Information

Liabilities

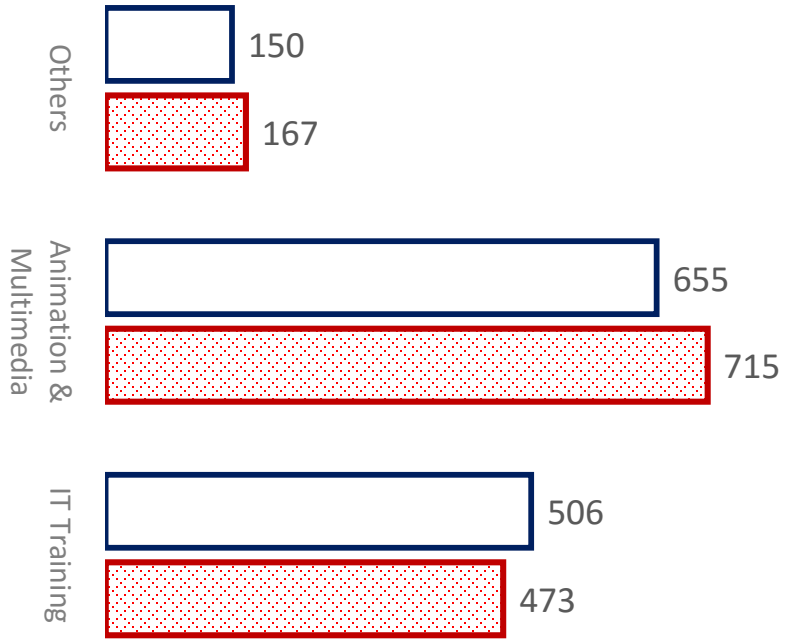


Assets

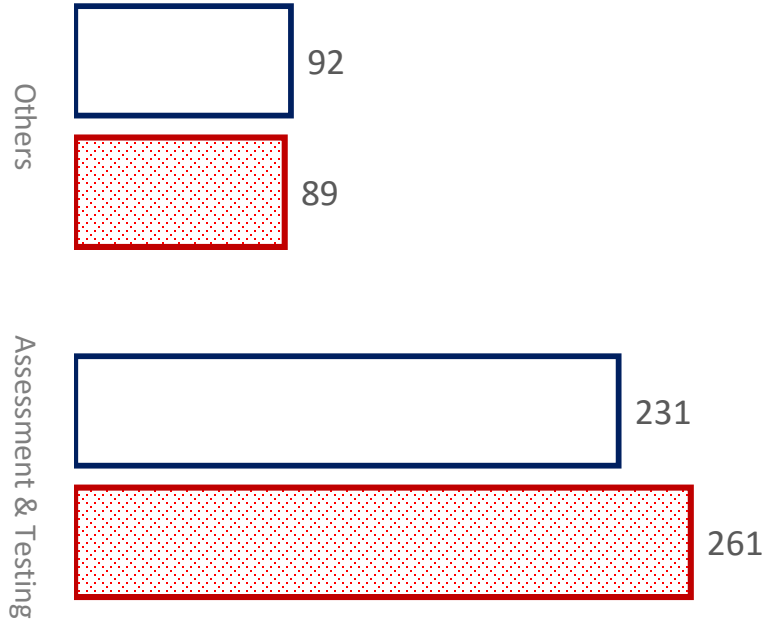


Sub-segment Revenue – FY16

Retail



Non-Retail



Key Highlights

- 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

- 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

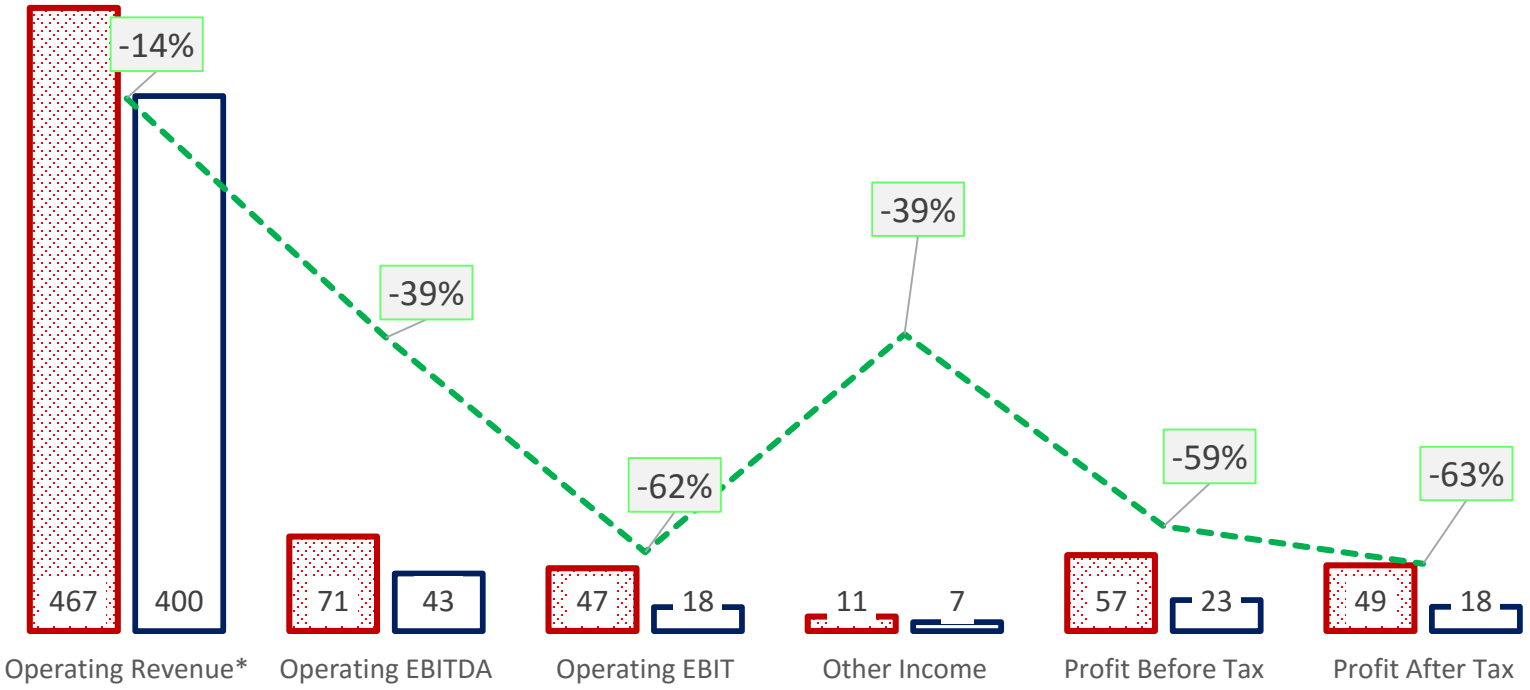
- Training & Education expenses were flat in spite of lower operating revenue
  - Higher project income in International and student engagement activities in Arena offset reduction due to factors which contributed to overall income decline
- Marketing expenses declined due to shift to event based student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

Q4 FY16

FINANCIAL RESULTS

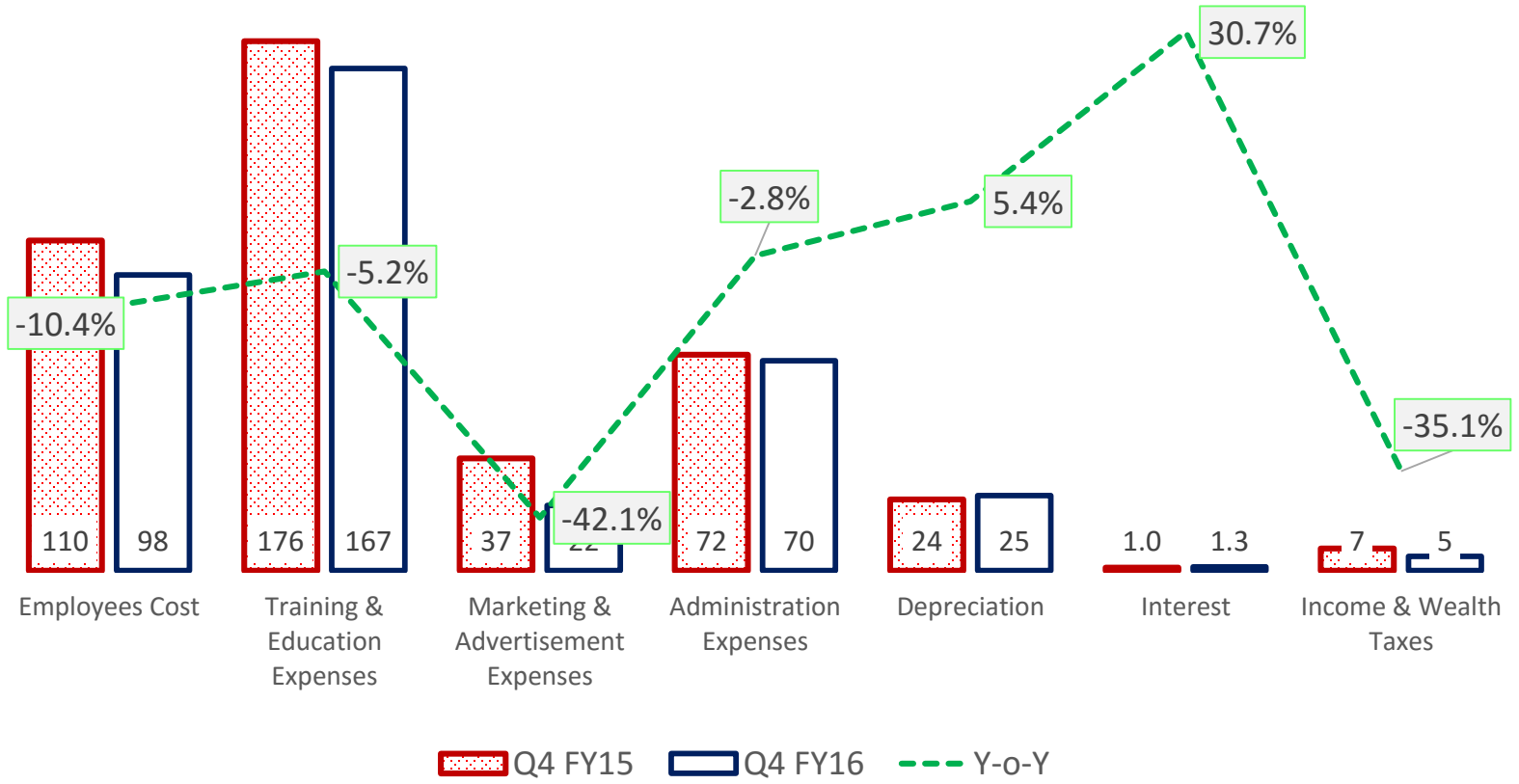
All financial figures in Rs. million

Revenue & Profitability – Q4 FY16

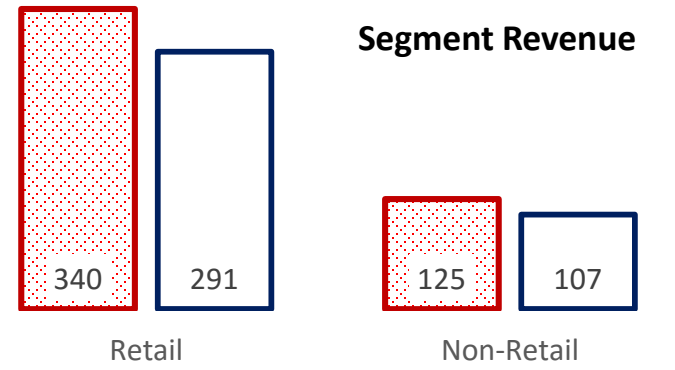


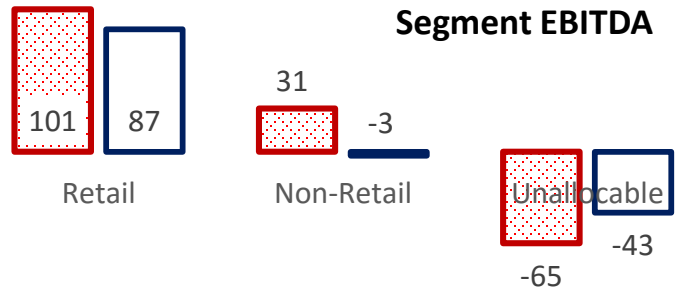
* Operating Revenue includes Income from Operations and Other Operating Income

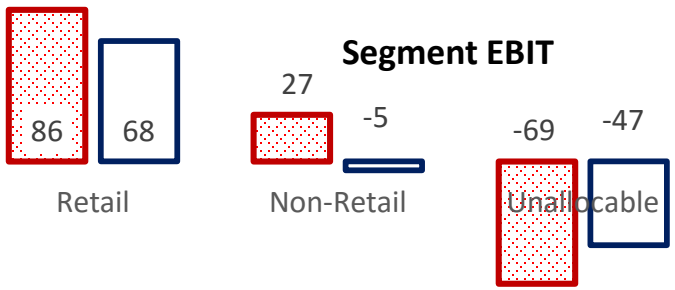
Expenses – Q4 FY16

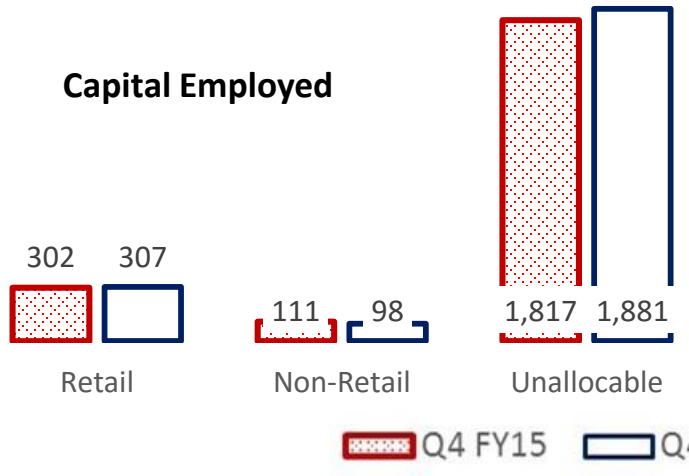


Segment Results – Q4 FY16





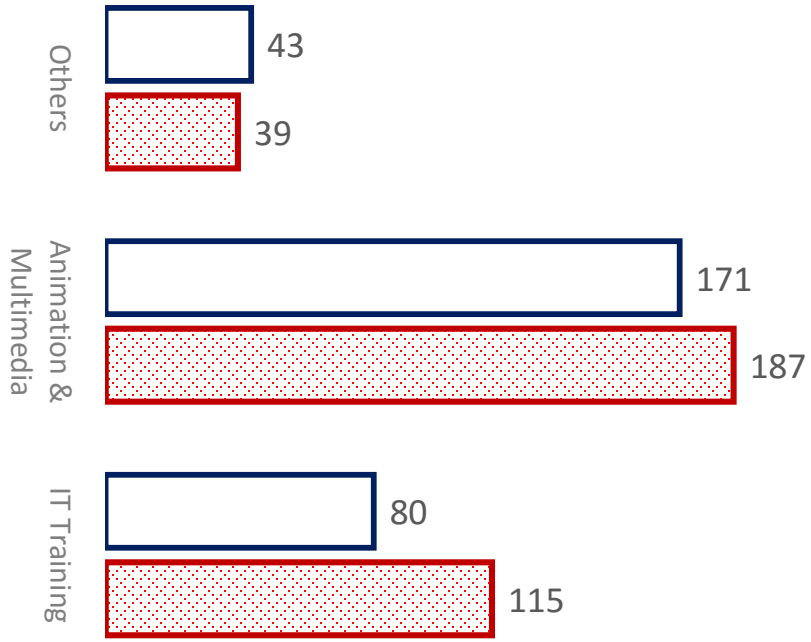




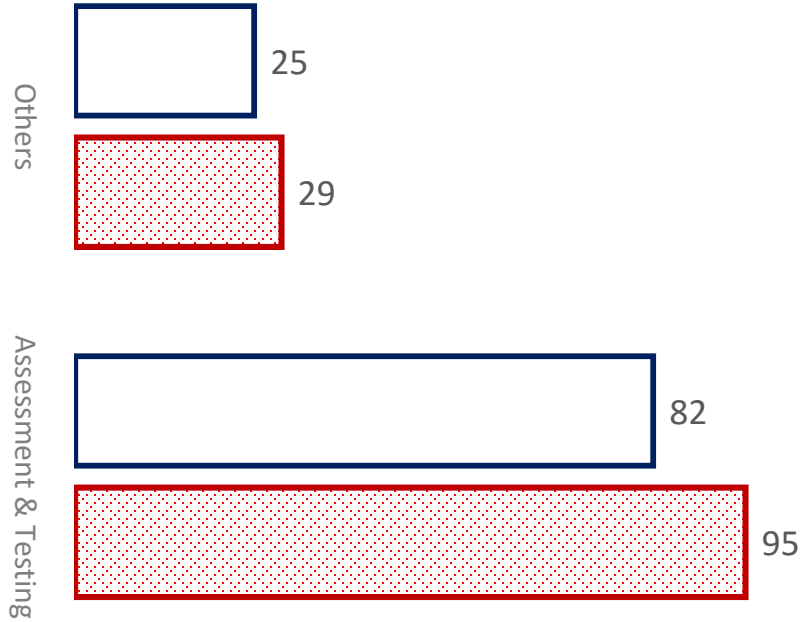
Additional unallocable income and expenses of Rs. 8.8 million and Rs. 1.3 million in Q4 FY16 vs. Rs. 14.9 million and Rs. 1.0 million in Q4 FY15 respectively

Sub-segment Revenue – Q4 FY16

Retail



Non-Retail



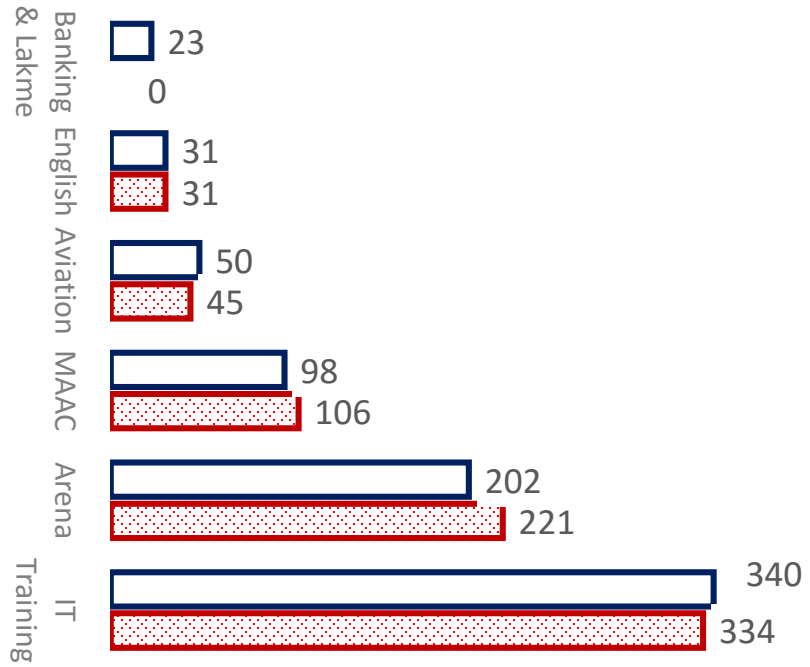
FY16

OPERATING INFORMATION

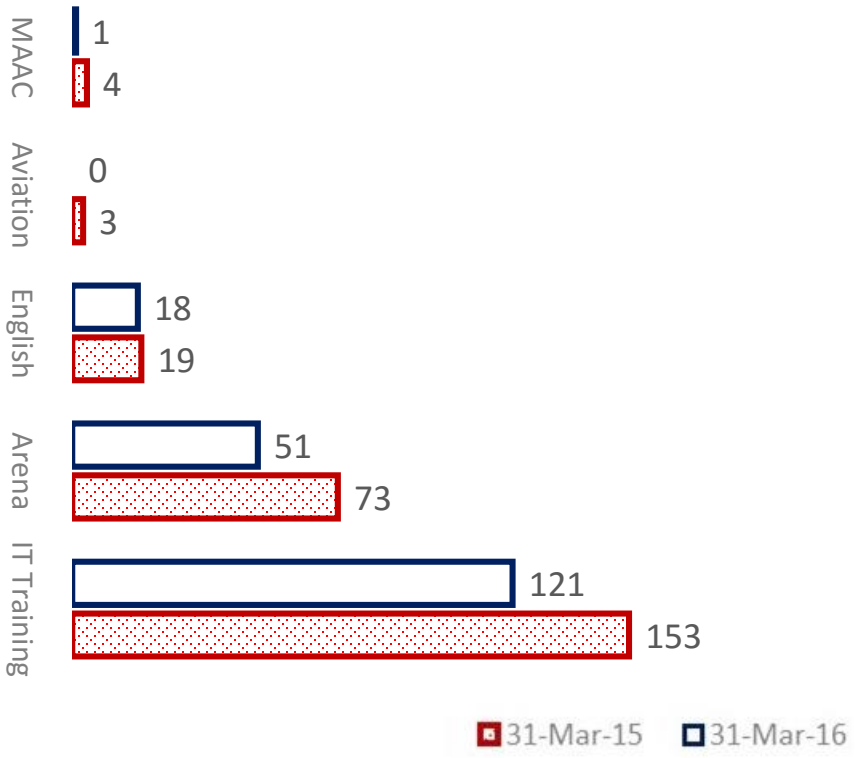
All financial figures in Rs. million

Network (# of Centers) By Brand

Domestic Retail

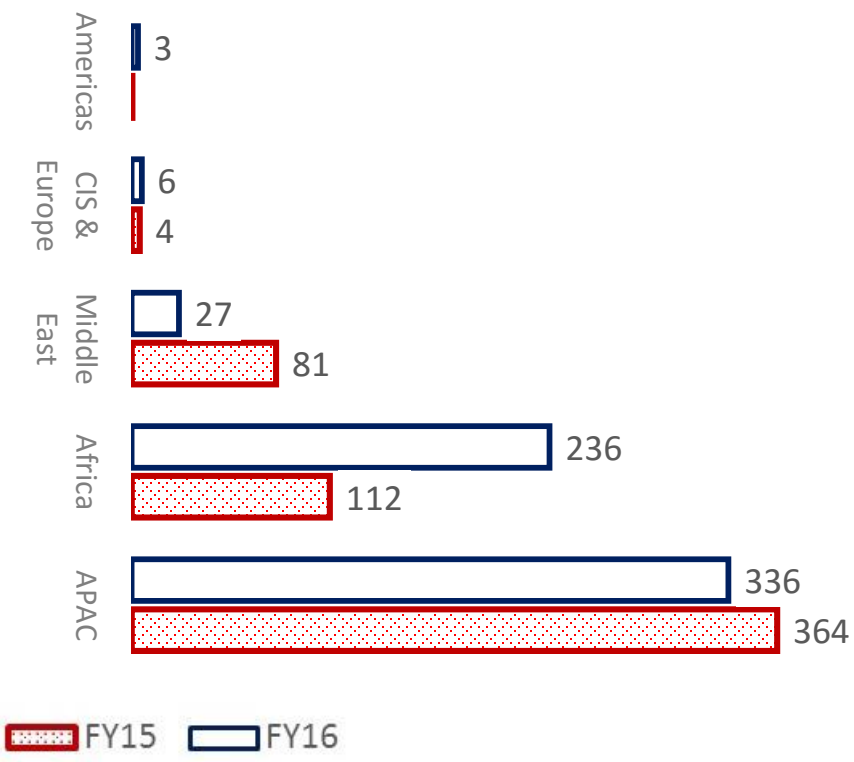


International Retail

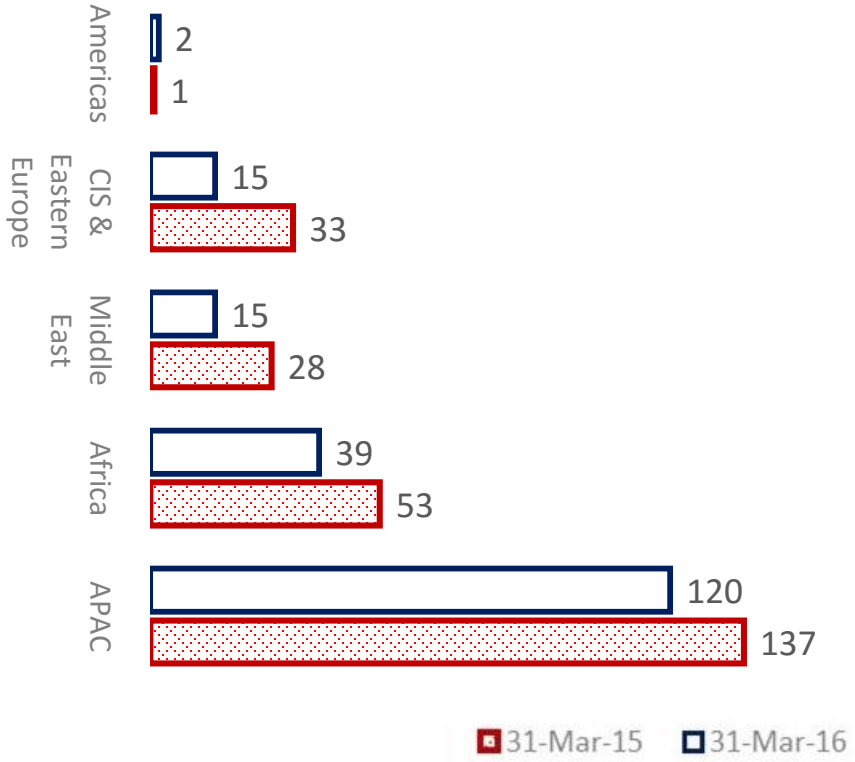


Regional Distribution International

Revenue



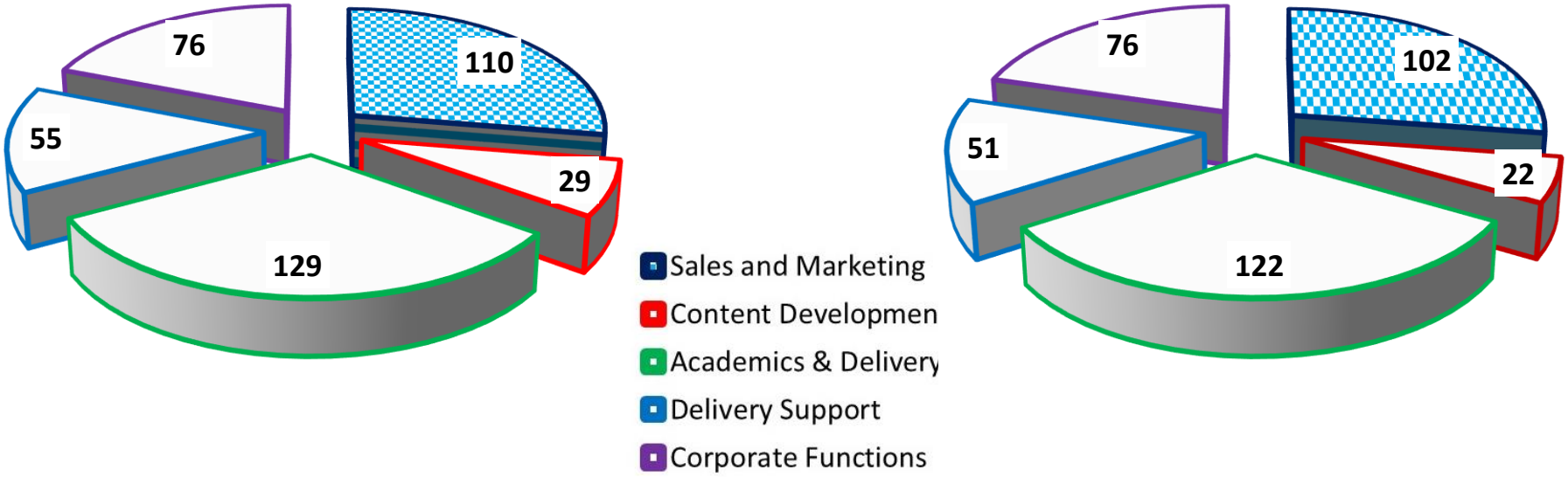
Network



Employee Data

Employee Count as on 31st March 2015 = 399

Employee Count as on 31st March 2016 = 373



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

Q4 FY16

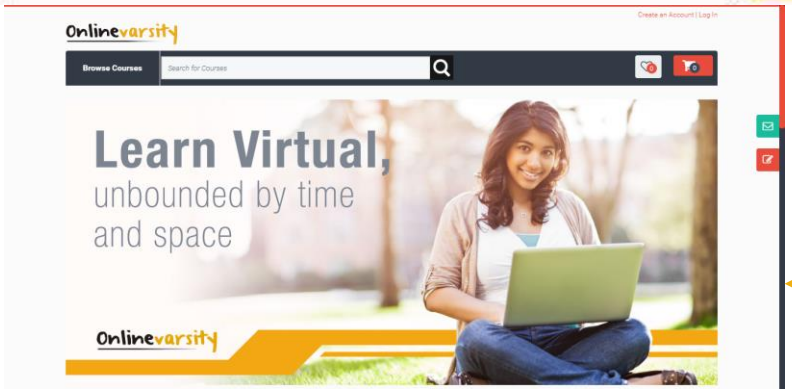
KEY BUSINESS HIGHLIGHTS

Business Update

- Launched Onlinevarsity (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

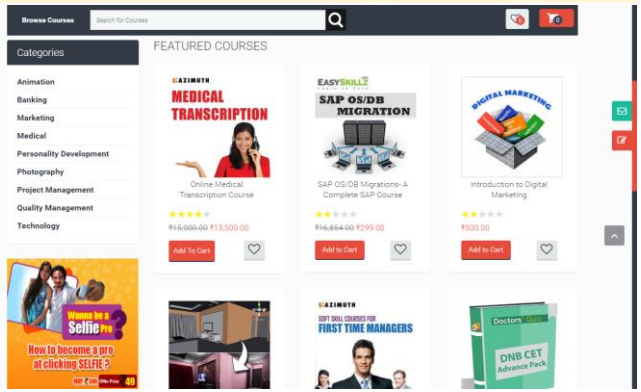
OnlineVarsity



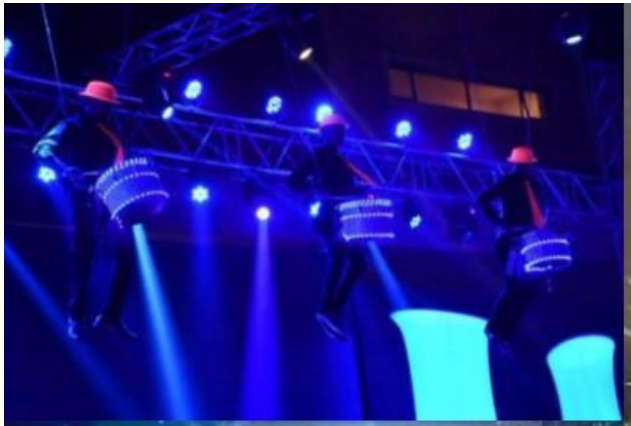


Print Ad

Website



Orbit Live




ARENA
ANIMATION
PRESENTS
ORBIT LIVE




ORBIT LIVE


ORBIT LIVE
INDUSTRY
CONCLAVE
2016

Kalakari








MAAC National Students Meets



Panama Center of Excellence in IT

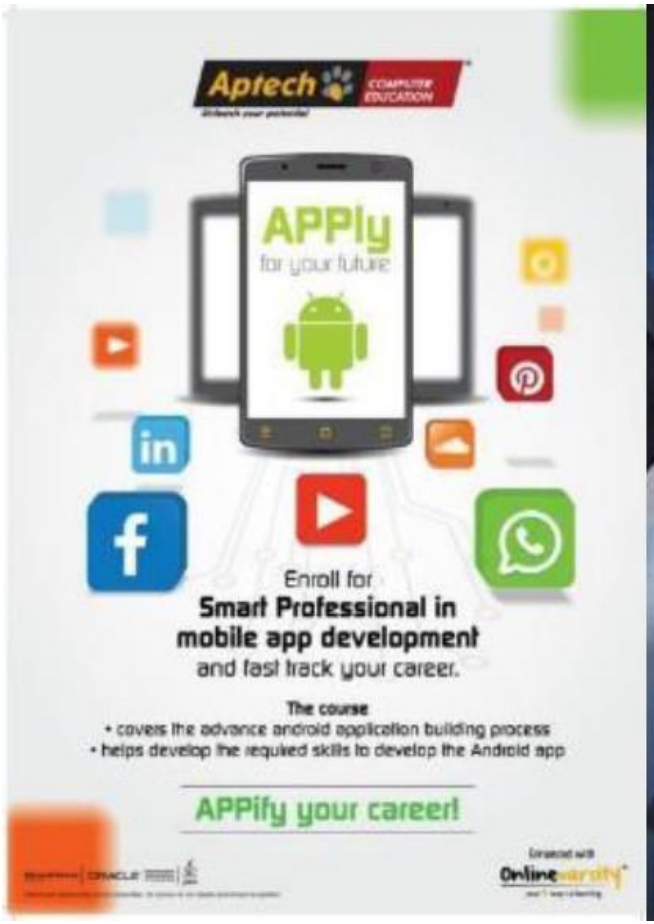


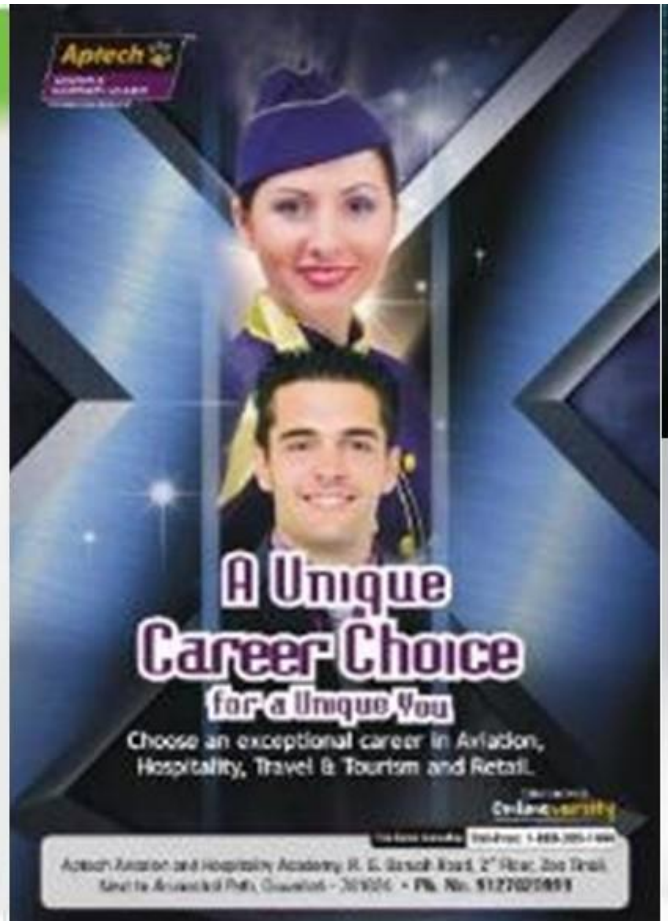
MAAC Pixelation

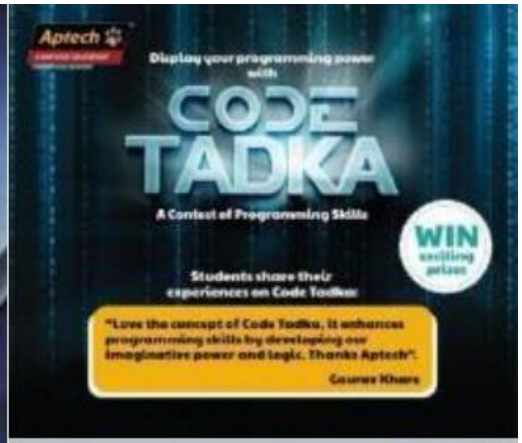


@ MAAC R&D Workshop ‘Pixelation’ – Portrait of Prime Minister Mr. Modi, which has a chance setting a record in Limca Book of Records, Edition 2017

Domestic Campaigns

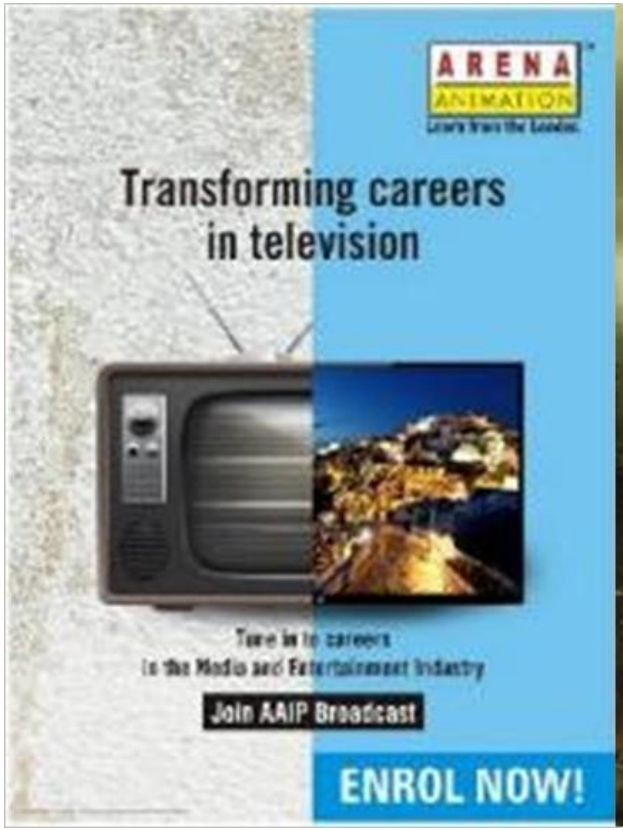




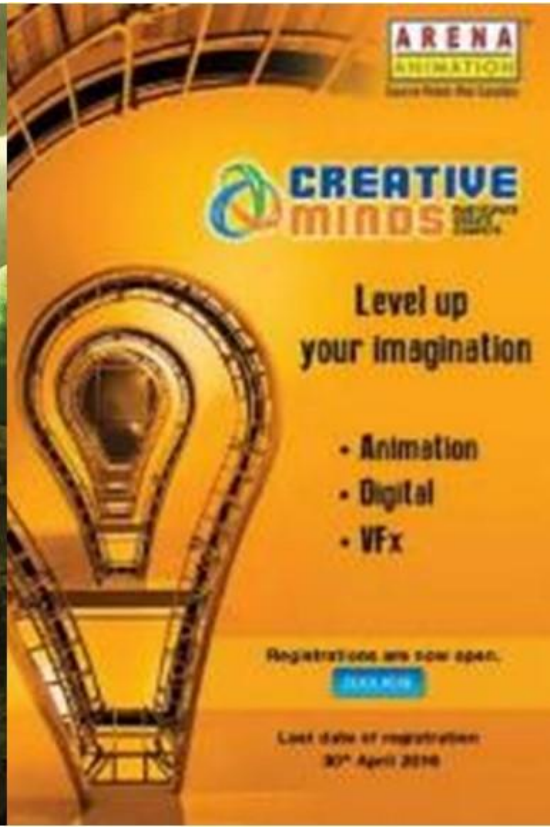




Domestic Campaigns



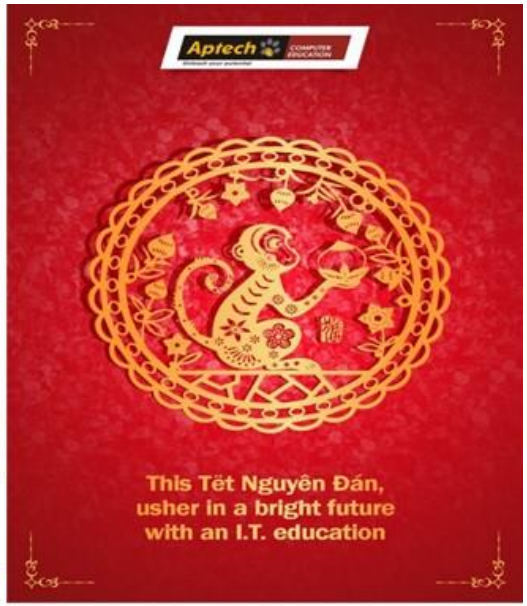




International Campaigns









THANK YOU

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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