

30-05-2012

Listing Department National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051.	Corporate Services Department Bombay Stock Exchange Limited P.J Towers Dalal Street Mumbai – 400001
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Dear Sir/Mam,

Sub: Press Release

Please find herewith enclosed the Press Release dated 30th May, 2012 regarding Audited Standalone & Consolidated Financial Results for the Financial Year Ended on 31st March 2012

Thanking You,

For Educomp Solutions Limited



Mohit Maheshwari
Company Secretary

Educomp Solutions Limited
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Web site www.educomp.com
Bangalore, Mumbai, Chennai, Hyderabad.

Educomp Solutions Ltd Q4FY12 and FY12 Media Release**Financial Highlights**

- Consolidated FY12 Operational Revenue up 41% at Rs.14913 mn, Operational Net Profit up 56% at Rs.1355 mn
- Consolidated FY12 Operational EBITDA margin at 31% Vs 27% (YoY)

Other Highlights

- SmartClass pricing increased from Rs.3.4 lacs per classroom in Q3 to Rs.3.7 lacs in Q4
- SmartClass added 17,815 classrooms in Q4FY12 and 40,023 classrooms across FY12 which is the highest classrooms addition by the company historically
- Consolidated FY12 Capex reduced by ~40% to Rs.4798 mn in FY12 from Rs.7940 mn in FY11 due to asset light strategy in K-12 segment
- Q4FY12 net debt reduced by Rs.1970 mn from Q3FY12

Gurgaon, May 30, 2012: Educomp Solutions Ltd. (Reuters: EDSO.NS, Bloomberg: EDSL: IN, NSE: EDUCOMP, BSE: 532696) reported audited numbers for the quarter and full year ended Mar 31, 2012.

The reported numbers for Q4 FY11 and full year ended 31st March 2011 include the impact of one-time exceptional business transfer revenue (BTA) of Rs.1540 mn (Q4FY11), Rs.2940mn (FY11). On a like to like comparison, after eliminating the impact of the one-time business transfer revenue, the key numbers for FY12 are:

Q4FY12 Consolidated Highlights (YoY)

- Operational Revenue up 53% at Rs.5136 mn from Rs.3347 mn
- EBITDA up 110% at Rs.1549 mn
- EBITDA margin at 30% Vs 22%
- Net profit up 317% at Rs.615 mn
- Net profit margin at 12% Vs 4%

FY12 Consolidated Highlights (YoY)

- Operational Revenue up 41% at Rs.14913 mn from Rs.10569 mn
- EBITDA up 58% at Rs.4574 mn
- EBITDA margin at 31% Vs 27%
- Net profit up 56% at Rs.1355 mn
- Net profit margin at 9% Vs 8%

Balance Sheet Update

- Gross debt down to Rs.19438 mn in Q4 FY12 from Rs.20443 mn in Q3 FY12
- Cash and bank balance up to Rs.3370 mn in Q4 FY12 from Rs.2405 mn in Q3 FY12
- Fund raising process on-track to address the FCCB redemption in July 2012



Press Release**For Immediate Release**

- Exploring opportunities of monetization of assets across businesses
- Company received cash disbursement of Rs.633 cr until 31st Mar 2012 under securitization, against total sanction of Rs.690 cr

Segmental Highlights FY12 Consolidated Highlights (YoY)

- School Learning Solutions operational revenue up 48% at Rs.10570 mn
- K-12 Schools revenue up 29% at Rs.1756 mn
- Higher Learning Solutions revenue up 9% at Rs.627 mn
- Online, Supplement & Global revenue up 32% at Rs.1961 mn

Business Highlights

- SmartClass added 17,815 classrooms in Q4, highest no. of classrooms added in a single quarter in the company's history. This is a growth of 76% QoQ, and a growth of 161% YoY
- SmartClass now reaches 12,652 schools and over 6.1 million+ students
- SmartClass pricing at 3.7 lacs per classroom in Q4, up from Rs.3.4 lacs per classroom in Q3
- FY12 Capex reduced by ~40% to Rs.4798 mn in FY12 from Rs.7940 mn in FY11 due to asset light strategy in K-12 segment

ABOUT EDUCOMP SOLUTIONS

Founded in 1994, Educomp Solutions is a globally diversified education solutions provider and the largest education company in India. Over the years, Educomp has been at the forefront of pioneering initiatives in the education space. With an employee base of more than 10000 professionals, Educomp serves over 32,000 schools and c.21 million learners and educators in India as well as the US, Canada, Singapore and Sri Lanka. The company works closely with schools to implement innovative models to create and deliver content to enhance student learning. Educomp's long undiluted focus on the K-12, curriculum design and teacher education space, in developing applications and products, has revolutionized leverage of multimedia technology and Internet for education. Educomp has also embarked upon innovative IP-driven projects to set up pre-schools, high schools and professional and vocational education institutions. For more information, visit www.educomp.com.

