

Ref: MTEL/DD/2017/017

15th February, 2017

Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai-400051
Scrip Code : 534312	Scrip Code: MT EDUCARE
ISIN: INE472M01018	

Dear Sir / Madam,

Sub: Investor Presentation – February 2017

MT Educare Limited reported Consolidated Revenues of Rs. 235.0 crores for 9M FY 16-17 as compared to Rs. 228.4 crores in the corresponding period last year, a growth of 3%. Other Operating Income which comprises of external Robomate+ sales and revenue from UVA (Skill Development program) grew by 74% YoY to Rs. 66.4 crores in 9MFY17 compared to Rs. 38.2 crores in 9M FY 15-16. Consolidated Net Profits after tax for 9M FY 16-17 stood at Rs. 14.8 crores.

During the year till date, MTEL launched its state of the art learning platform (LMS) **Robomate+** through a multipronged media campaign which included TVC's running across television channels. The Company received very good response across market segments. This Special Campaign with Mr. Amitabh Bachchan this year incurred a cost of Rs. 12.89 Crores over 9 Months.

Summary of Performance:

(Rs. in crores)

Particulars	9M FY17	9M FY16
Revenue	234.97	228.42
Operating Expenses	117.30	113.52
Employee Expenses	32.87	27.19
Other Expenses	22.69	22.76
EBIDTA before Advt. Expenses	62.11	64.94
Advertisement Expenses (Excluding Robomate+ promotion campaign)	11.34	16.44
Normalised EBIDTA*	50.77	48.50

*Normalised EBIDTA excludes the Robomate+ promotional campaign in FY17 till date

Please find enclosed herewith the Investor Presentation as of February 2017.

This for the information of your members and the public at large.

Thanking You,

Yours faithfully,

for MT Educare Limited



Dinesh Darji
Company Secretary



INVESTOR PRESENTATION

FEBRUARY 2017



*Transforming
education*





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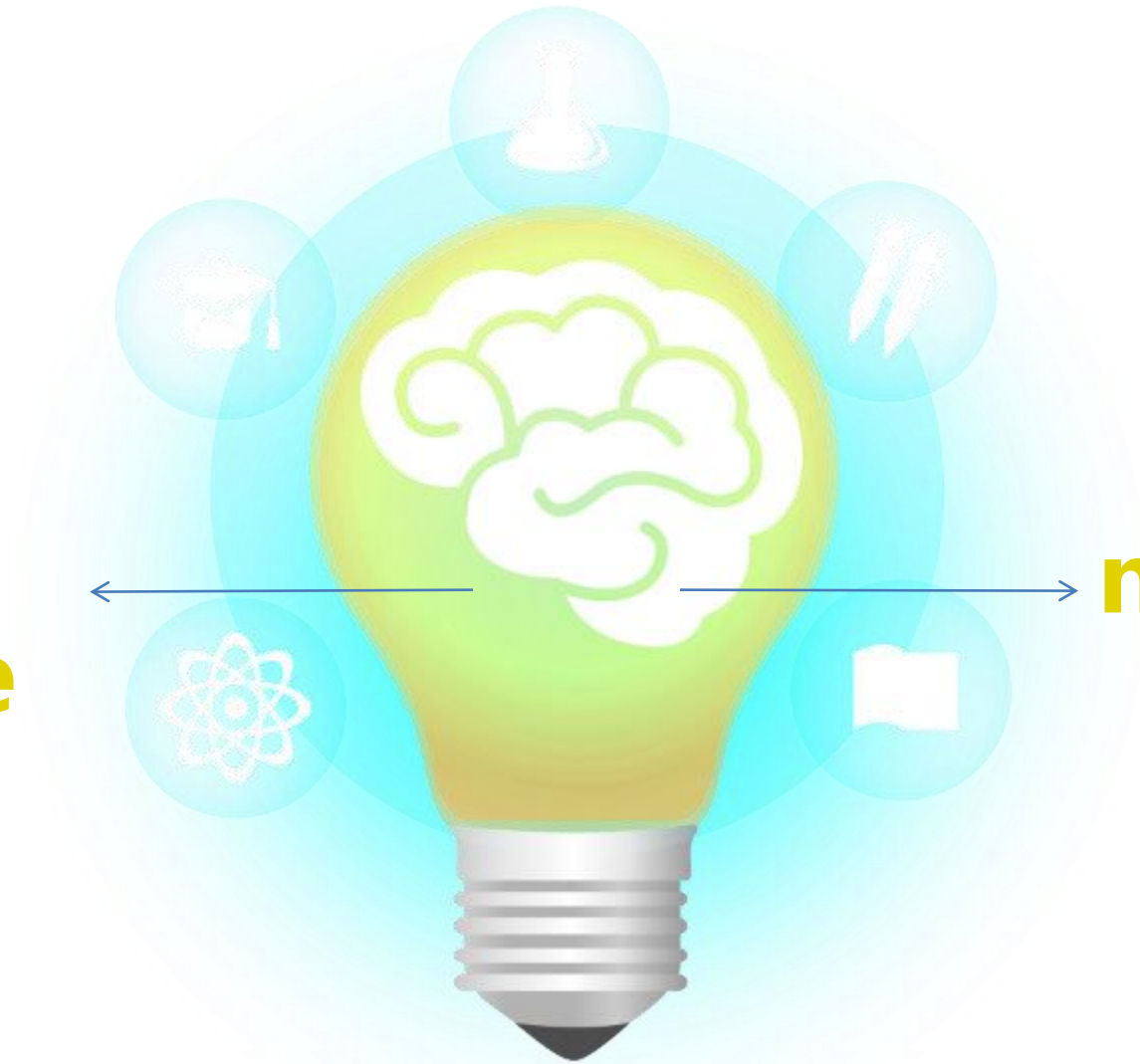
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

CONTENTS

28 Years of
MT Educare

Serving
Millions

Slides 03-14



next **25** years...

Future Ready
For Billions

Slides 15-36



**... 28 YEARS
OF EDUCATING THE YOUTH**



**... 28 YEARS
OF BUILDING THEIR FUTURE**



**... 28 YEARS
OF DEVELOPING THE TRUST**



**... 28 YEARS
OF BUILDING MT EDUCARE**



1,53,646

Number of
Students
Serviced in
FY16

1,300+

No. of Faculty

45,000+

Content Library
- AV Lectures

40+

IT Services/
Product
Development &
Support Team

1 mn+

Number of App
downloads on
Google Play
Store

13

12 States & 1
Union Territory

178

No. of
Locations

293

No. of Centers

4th

CA IPCC in
May'16

7th

All India Rank in
IIT-JEE in 2015

3000+

MBA Entrance
Top B-School
Calls

2200

Students who
scored >90% in
10th Standard
in 2016

1st, 9th & 11th

All India Rank in
CA Final in
Nov'15



TRANSFORMING STRATEGICALLY...



1988 – 2000

- Mahesh Shetty, a young teacher, started Mahesh Tutorials first branch in Mumbai (Mulund)
- Dominance and Expansion in Mumbai

2001 – 2006

- Introduced coaching for Science & medical & engineering entrance exams
- Introduced Commerce Stream
- Started CA Coaching in 2006

2007-2010

- 1st funding from PE-Helix Investments
- Pre-University College tie up
- Technology aided teaching initiated

2011 - 2014

- Acquired Chitale's Personalised Learning (MBA Tutorial)
- Expansion by acquiring Lakshya Forum (North) (IIT- Tutorials)
- Tie-up with Sri Gayatri Educational Society (Telangana & AP)

2015 onwards

- Changing the landscape of Education by introducing Learning Management System: Robomate+ and Flipped Classroom



EVOLVING ON STRENGTHS...





Building a Business Model that is **SCALABLE and SUSTAINABLE**



Digital Division Scalable



Robomate+

Extended Learning -
Flipped Classroom



Classroom Division Sustainable



Science
School
Commerce
Management Test Preparation



Changing the way to Educate **ANYTIME & ANYWHERE**



From **SCHOOL** to
PROFESSIONAL
Studies

From
CLASSROOM to
DIGITAL (24x7)

From **MUMBAI** to
PAN INDIA

From **SERVICE** to
PRODUCT

From **COACHING**
to
TECH BASED
EDUCATION
PROVIDER



LEVERAGING OUR BRANDS & TIE-UPS...



Flagship brand '**Mahesh Tutorials**' Focuses on School, Science and Commerce



India's Leading tech based education platform



Providing - IIT, Engineering and Medical Entrance teaching institute



MBA test preparatory
CAT, CET, XAT, N-MAT, GRE
and others



Skill Development under
Government Programs



Offering Engineering &
Medical Test Preparation
through 22 leased campus



Sri Gayatri Educational Society

Offering Intermediate &
EAMCET Test Preparation to
60 Campuses



Enhancing Presence across Domains

INCREASING MARKET SHARE



School

IX & X

All Subjects

- State Board
 - ✓ Maharashtra
 - ✓ Gujarat
- CBSE
- ICSE

Jr College

XI & XII

Science & Commerce

- State Board
 - ✓ Maharashtra
 - ✓ Karnataka
- CBSE

Entrance Exams

(Mumbai & North)

- CA CPT
- MH-CET
- K-CET
- JEE Mains
- JEE Advanced (IIT)
- AIPMT
- AIIMS
- NEET

Professional

MBA

Chitale's Personalized learning Pvt. Ltd

- MBAEntrance
 - ✓ CAT/CET

CA

- Franchisee tie-ups for video classroom in South India
- CA Final
- CA IPCC

Classroom & Robomate+



100% Fully owned



100% Fully owned



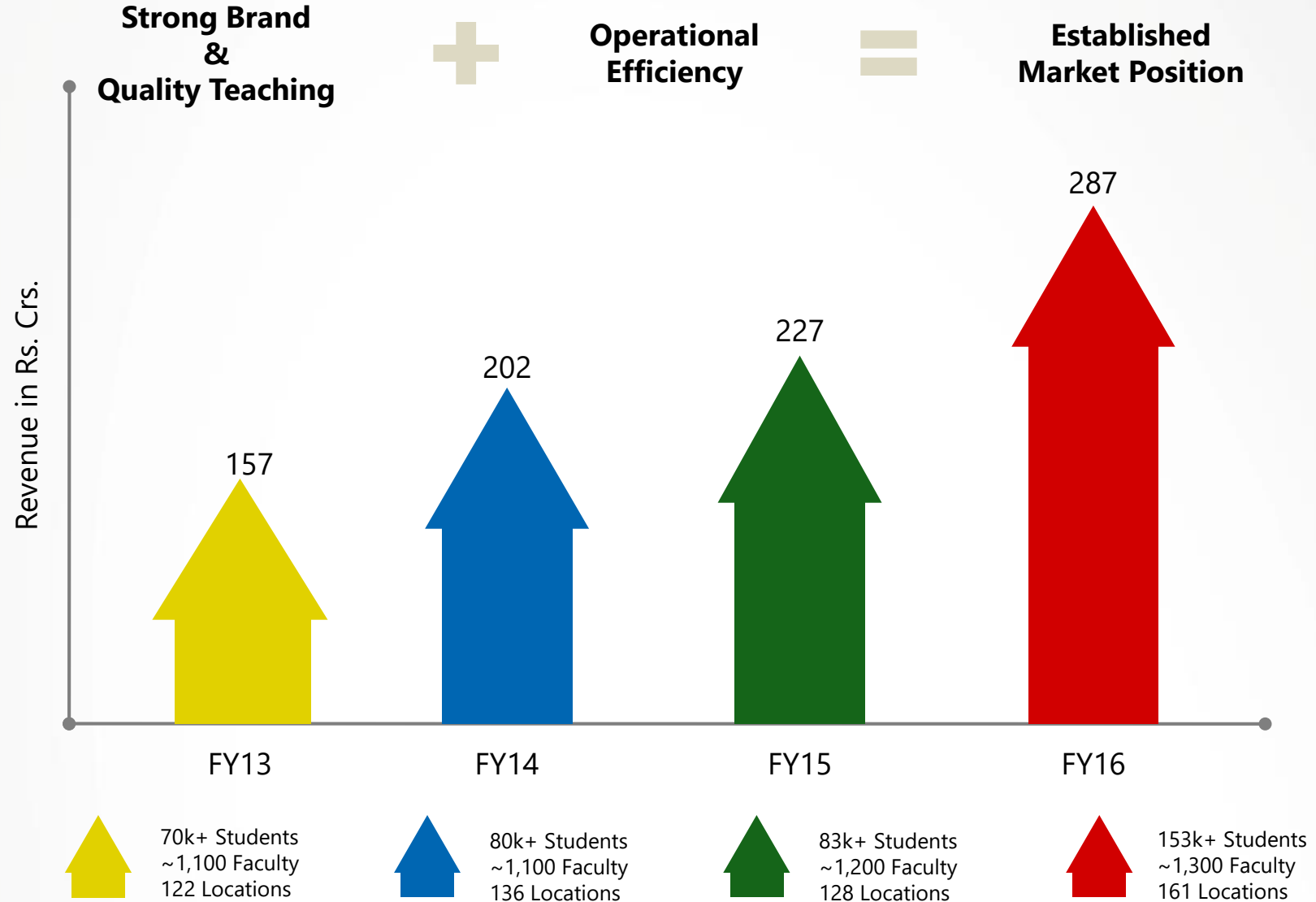
Presence in formal education
Through integrated Tie-Ups



Sri Gayatri Educational Society
Presence in formal education
Through integrated Tie-Ups

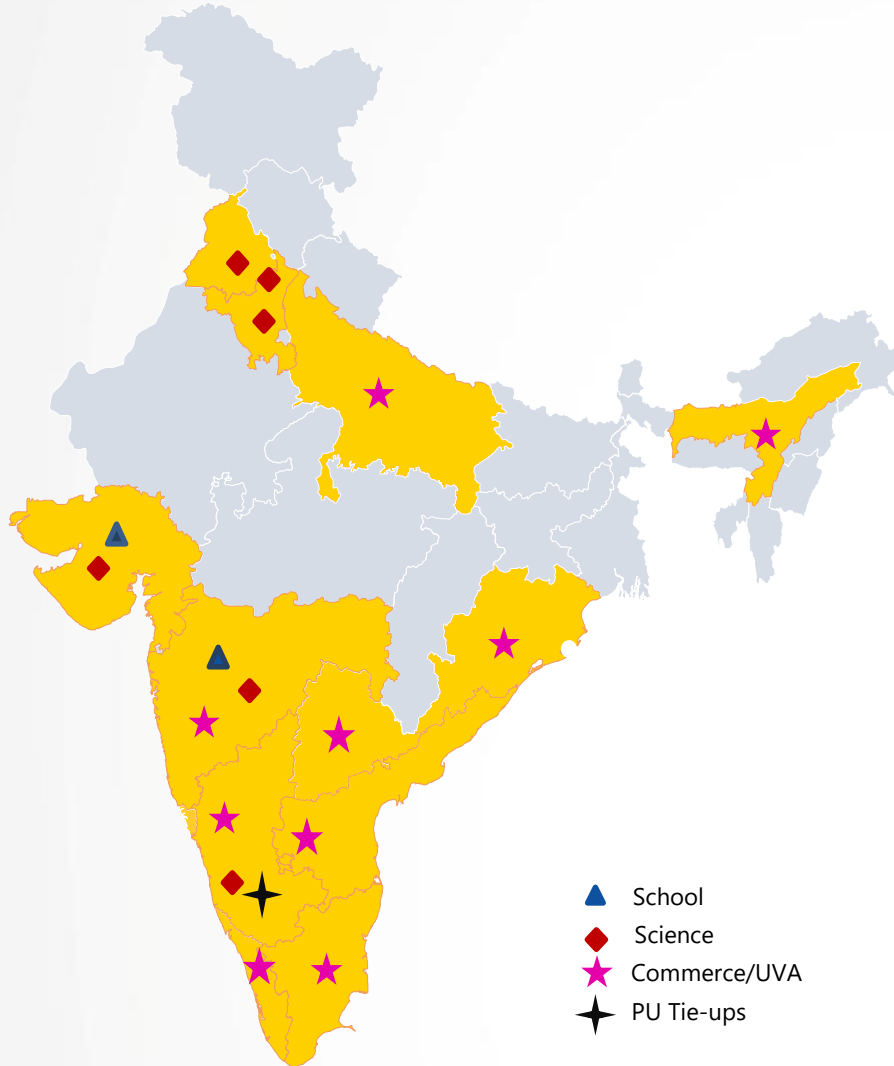


SUSTAINING THE GROWTH TRAJECTORY





EXPANDING GEOGRAPHICAL FOOTPRINTS...



Division	States	Centers
School	Maharashtra, Gujarat and Karnataka	135
Science	Maharashtra, Karnataka, Chandigarh, Haryana, Punjab and Gujarat	70
Commerce / UVA	Maharashtra, Tamil Nadu, Kerala, Assam, Karnataka, Odisha, Uttar Pradesh, Andhra Pradesh and Telangana	88

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



THIS IS THE MT EDUCARE OF TODAY..



We are in HIGHER END OF VALUE CHAIN in education space

We are a HOUSEHOLD NAME, educating India for 3 decades

We are pioneers in bringing INNOVATION in the field of education

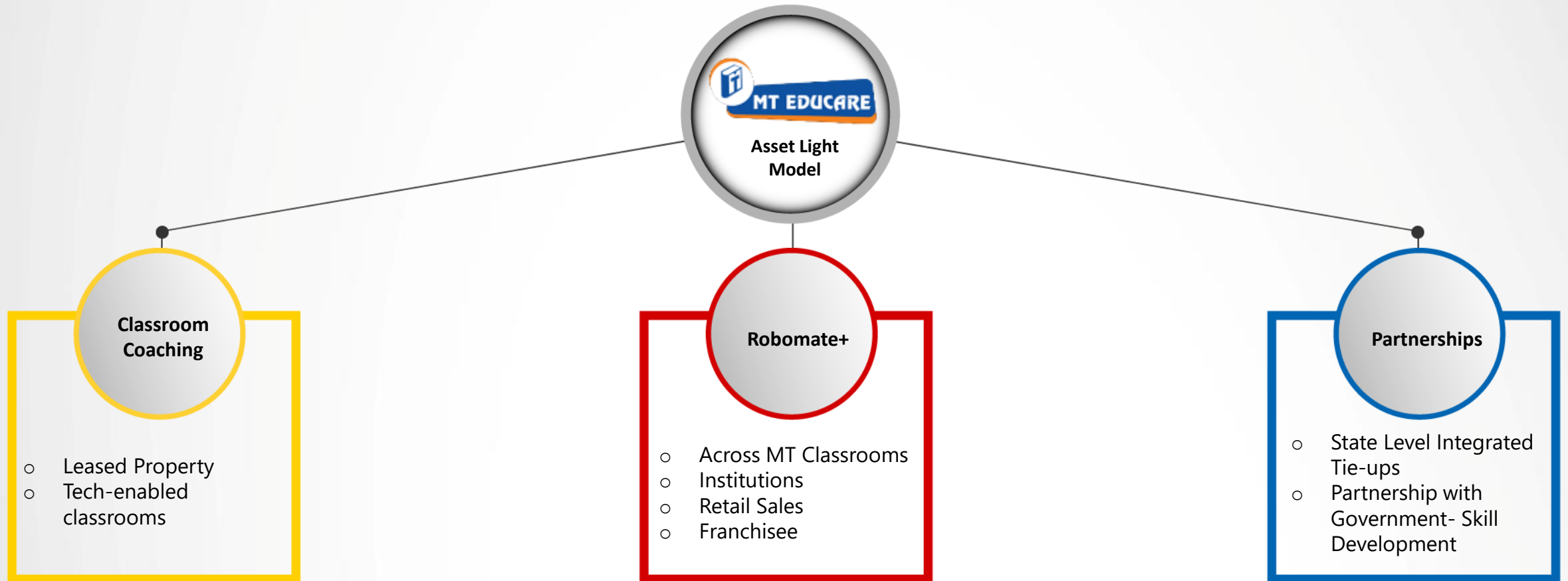
We are an EDUTECH and NOT A SOFTWARE company

We have a Core IP in CONTENT AND LEARNING PLATFORM



**We are now
equipped for
an exponential
growth for the**

next 25 years...





STATE LEVEL TIE-UPS...



**Pre-University
Model**





Pre-University Tie-up for Entrance Test-Prep

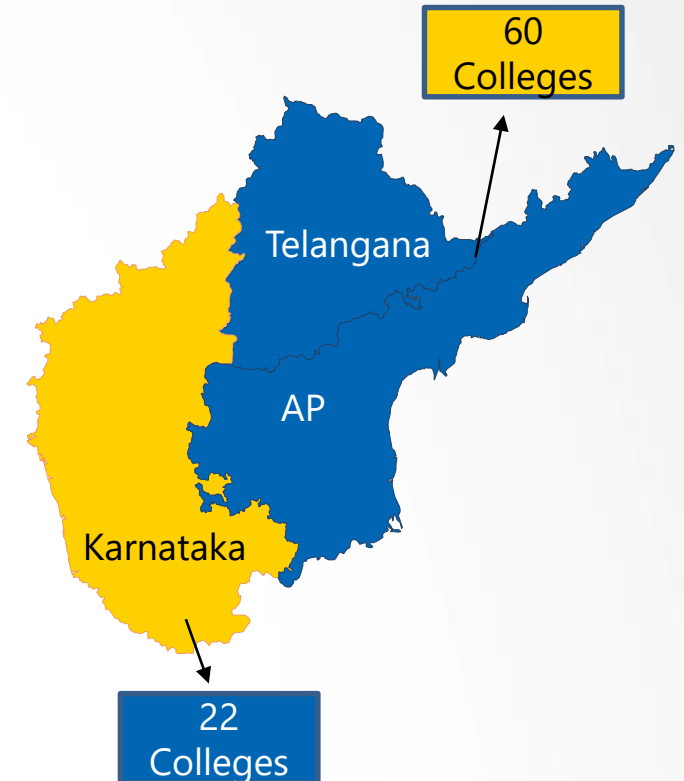
Mahesh PU

- Tie-up with Aryan Foundation
- Presence in Karnataka through 22 Tie-ups

Sri Gayatri Educational Society

- Presence in Telangana & Andhra Pradesh

Presence



Advantages of PU Model

- It is a high Delta Asset Light Model
- Provides Faster Scalability
- Geographic Expansions
- Push Robomate Sales



**Government
Skill
Development**





Our Strengths

Experienced management team having strong background in academics and administration

Technology aided classrooms

Developed contents across courses

Presence across 13 states and 178 locations

Serviced 1mn+ Students over 2 decades

Long-term Proposition

- Education is a priority sector for the Government
- Budget allocation has been increased to Rs. 79,685 Crs. for FY17-18

Exponential Growth

- Leveraging our relationships with Government for newer initiatives in education sector

Business Expansion

- Leveraging our brand for skill development has helped us service huge number of students over a period of 2 years

Sustainable Growth Engine

- Leveraging on MT's existing infrastructure providing high margin
- Government entity provides assurance of payment despite longer working capital cycle



TAKING A GIANT LEAP FOR THE FUTURE...



*Transforming
education*



Learning Made Simple

The Future of Education

Promoting the **DIGITAL LEARNING OPPORTUNITY...**



Money Transactions - Mobiles

- Finance (Paytm, Freecharge etc.)
- Travel (Uber, Ola etc.)
- eCommerce (Flipkart, Amazon)

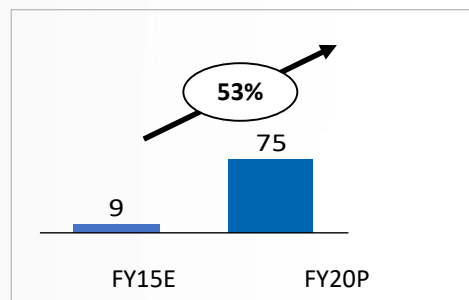
Socializing - Mobiles

- Whatsapp
- Facebook
- Calling/Messaging

Entertainment -Mobiles

- Youtube
- Candycrush, Angry Birds

**Digital Education Business
India market size Rs. Bn**

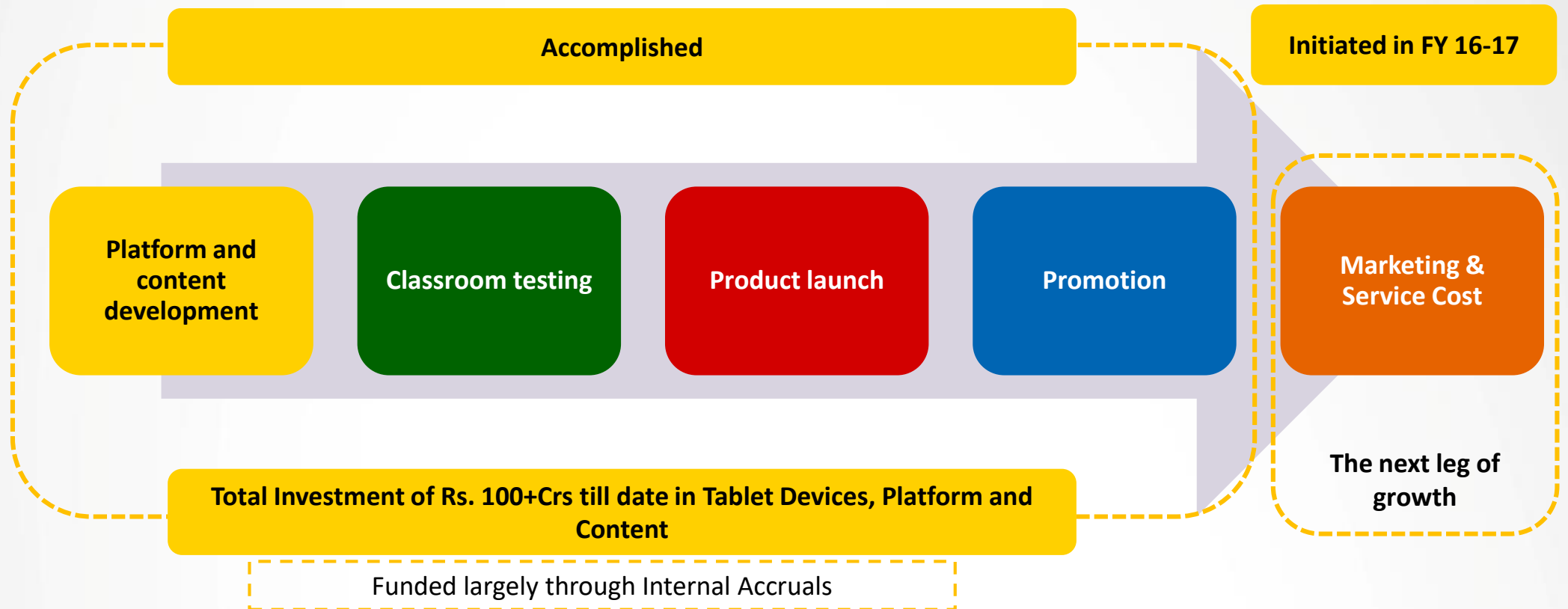


Education still is a laggard and has huge Opportunity

Source: Crisil



ROBOMATE+ PRODUCT EVOLUTION





Making 'LEARNING SIMPLE'



Available
across
price points

Means of Reach

- Online – App
- Offline:
 - ✓ SD Card
 - ✓ Tablet
- 3rd Party E-commerce

Products

- Complete curriculum of 8th to 12th (State/CBSE/ICSE boards)
- Professional Courses – CA
- Entrance Exams- JEE Mains, Advanced, MH-CET, K-CET, NEET, AIPMT, AIIMS, MBA Entrance (CAT)

Features

- 45,000 Module equivalent to 4,500 hrs. AV Lectures
- E Book
- Assessment – (Over 4 lakh Questions in the Bank)
- LMS/ Classroom Training
- Customized Timetable
- Data analytics and Dynamic Assessment

Advantages

- Increase efficiency in Teacher-Student interactions
- Reduced lecture delivery time
- Customized Solution possible
- Micro level performance tracking



New App Launched in June 2016
Achieved over **1mn** downloads as on date

B2B and B2C Service Provider



Learning with the Flipped Methodology at Robomate+ enabled Institutions

CaseStudy @ MT Educare

Robomate+ helped teachers Connect their existing teaching methodology (traditional) to the New edge Flipped classroom environment



- Due to preparedness of students curriculum delivery was doubled in the same time and was observed to be on higher level doubt solving
- Student's grades improved minimum 8-10%
- Enhancement of teacher's performance was observed due to mapping classroom delivery needs

Robomate+ Connected students seamlessly between their home and traditional classroom environment through a Students, Teacher, Parents App



Big Data Analysis provided useful information on students' learning patterns, content consumption and performance of students over the academic year

Robomate+ connected MT Educare classroom to the rest of the administrative eco system.



MT Educare was enabled on efficient classroom scheduling, deriving reports from assessment engine to map customised learning needs of the students.

1



Teacher circulates timetable as per the flipped classroom

2



Student views a 5-7 minute video module of the chapter as per the flipped classroom time table

3



Student does a test after viewing the module at home

4



Students' class attendance & home study activities are recorded

5



Roboanalytics provides a comprehensive report on the Teacher's app

6



With the aid of a students' analysis, teacher teaches the same module in depth & explains the solutions in the class

7



Teacher then releases an end of the class MCQ test & discusses the results

8



A consolidated report of the Student's study activities & test results are shared with the parents on their app

9





PROVIDING A HOLISTIC APPROACH...



Teacher App



Student App



Parent App



-  Support in Flipped Classrooms
-  Classroom Admissions getting driven by Robomate+ ©
-  Experience of 28 years in the Industry to help in Content Creation
-  Large Faculty base of 1,300+ faculty
-  Software Development Team of Over 40 Engineers/Managers
-  Team of UI & UX Experts
-  Capitalizing on the Brand Equity



INTEGRATING THE EDUCATION PLATFORM...



Robomate+ Features

Robomate+ is an Educational Technology platform, which works on Students, Teachers and Parents partnership at institutions. It enables Content Creation, enhances classroom delivery, reports performance analysis and helps in administration management.



ROBOADMIN

"Central console" for Learning Management System & Scheduling

ROBOANALYSE

Data Analysis, Result Reporting, Dynamic Ranking

ROBOASSESS

Question banks, Adaptive Assessments & Evaluation

ROBOBOOKS

Digitization of books, Distribution of eBooks

ROBOREPO

Content Creation, Content Tagging, Content Management

ROBOGROUP

Teacher Student Collaboration

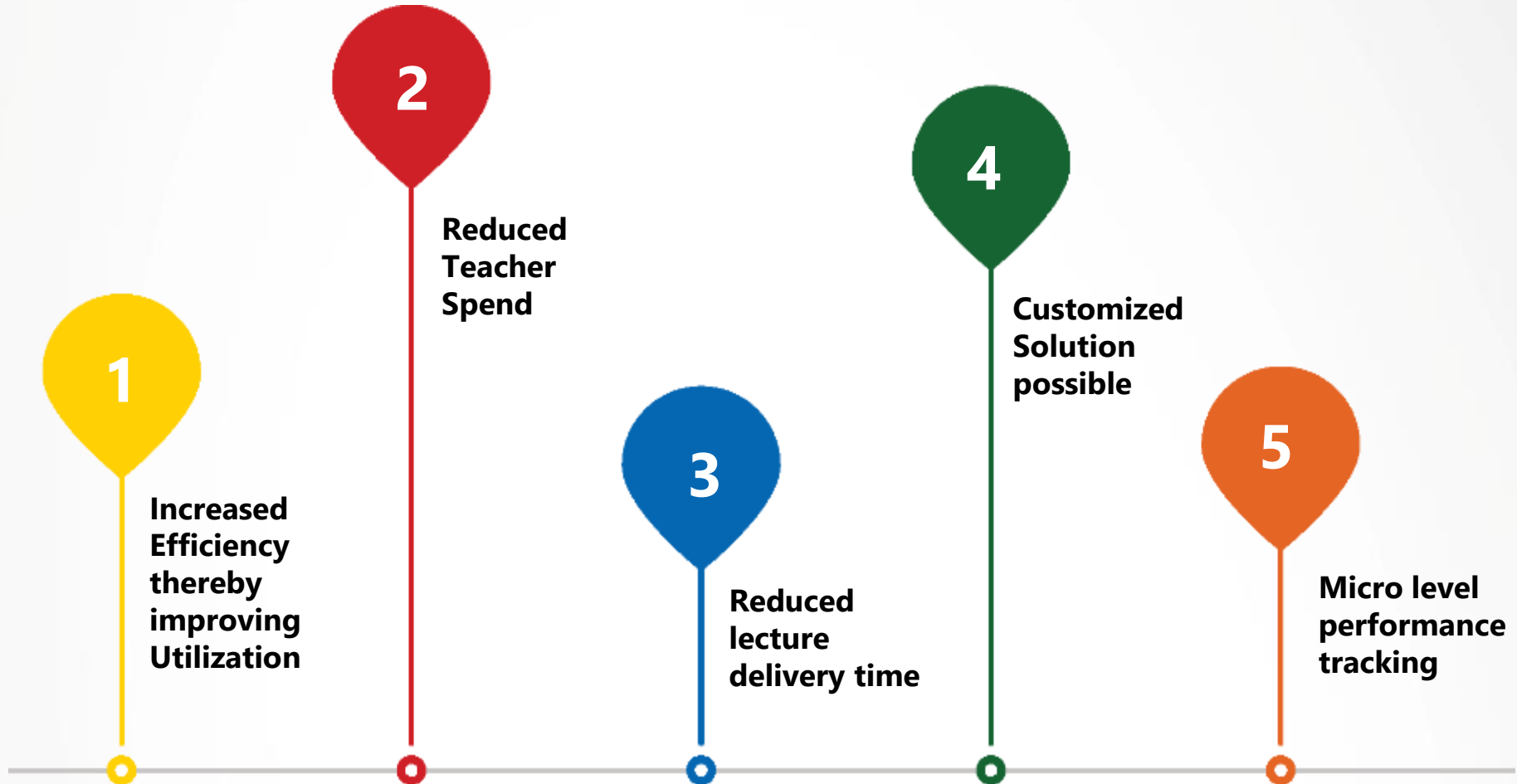
ROBOMATE+ MOBILE APPS

Students, Teachers, Parents App for accessing course usage, assessment and attendance data





DEVELOPING A COMPETITIVE EDGE...





ESCALATING BUSINESS SCALABILITY...



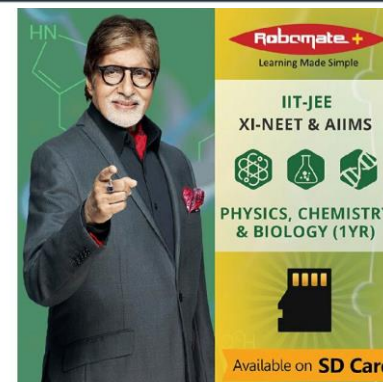
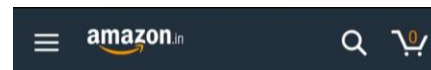
Schools / Educational Institutions



Robomate+ In App Conversions



E-Store & Third party e-Commerce portal



Seminars / Fairs / Exhibitions



Distributors / Content Partners

High Student Retention

Drive New Classroom Admissions in the long run

Non MT, Product Business to lead Margin Expansion

Strong Analytics to Gauge consumption pattern



Robomate+

Learning Made Simple

Prepare for your exams

Download the App  

Call: 1800 2100 009

Video- [Click here](#)



WE **PROVIDE** THE
BEST OF EVERYTHING
TO STUDENTS WHICH
HELPS THEM EXCEL IN
THEIR ACADEMICS.





BUILDING A LONG TERM BRAND FRANCHISE...



Robomate+

Sale of digital content for higher scalability

Asset Light Model

- Expanding through tie-ups
- Digital Content

Focus on National Level Exams

Nationwide common entrance and professional examinations

Diversification

- Geographical – Expanding PAN India
- Vertical- Strengthening presence across segments



...WITH EXCELLENCE IN EDUCATION



School

- Focus on developing the CBSE & ICSE business verticals
- Increasing batch utilization by adding count in existing locations across Mumbai and Pune

Science

- Focus on JEE Advanced (IIT Entrance Exam) in Mumbai & North under the brand 'Lakshya'.
- 22 operational Pre University college tie-ups across Karnataka for K-CET test prep coaching
- 60 Intermediate colleges tie-up across Telangana & AP for EAMCET

Commerce/ UVA

- XI & XII- developed SSC & CBSE expertise
- UVA- Focusing on government projects
- Expanding CA video classrooms into South India through franchisee model
- Leveraging expertise in MBA entrance preparations

Robomate+

Learning Made Simple

- Reaching out to Non-MT students to scale up the business
- Tapping new geographies across India
- Expanding reach through institutional sales
 - Tie up with local coaching classes in tier-II and tier-III Cities
 - Providing teacher training
 - Appointing franchisees across India



...WITH EXCELLENCE IN EDUCATION



**Professional
Team**



Has over 29 years of experience and holds a bachelor's degree in science and education. His foresight of delivering quality education consistently with unique innovation ahead of the market has resulted in MT Educare being the premier institution in the Education sector and a household name. He was awarded the 'Pride of the Nation Award' by the All India Achievers Association in the year 2008

Mahesh Shetty
Chairman & MD



Naarayanan Iyer

Non Executive
Director



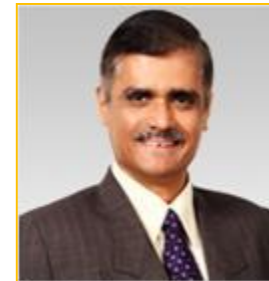
Chhaya Shastri

Non Executive
Director



Drushti Desai

Independent, Non
Executive Director



Yatin Samant

Independent, Non
Executive Director



Uday Lajmi

Independent, Non
Executive Director

**Mr. Chandresh Fooria**

Business Head- Science Section

Mr. Anish Thakkar

Business Head- Commerce Section

Mr. Murali Subramanian

Business Head- School

Mr. Shrenik Kotecha

Business Head- UVA

Mr. Sanjay Sethi

Chief Financial Officer

Mr. Rahul Mahurkar

Chief Technology Officer

Mr. Yagnesh SanghrajkaBusiness Head – Robomate + New
Initiatives**Mr. Sujeet Koyoot**

Business Head- Karnataka

Mr. Vipul ShahHead – Brand Development &
Procurement**Mr. Parag Chitale**

Business Head - MBA

Mr. Mahtab Khan

Head- CSR

Mr. Dinesh Darji

Company Secretary & Compliance Officer



Awards & Recognitions





Edupreneurs-Excellence in Education, in 2014

MT Educare Received- Forbes Asia's 'Best Under a Billion' Company award, in 2014

	US \$MLN		
	LAST FISCAL YEAR		
	SALES	NET INCOME	MARKET VALUE
INDIA			
ACCELYA KALE SOLUTIONS airline and travel software, data analytics	39	7	137
AJANTA PHARMA pharmaceuticals	169	21	451
DHANUKA AGRITECH pesticides	107	12	124
EROS INTERNATIONAL MEDIA film production	198	28	209
HEXWARE TECHNOLOGIES information technology consulting, software development	356	60	537
INFINITE COMPUTER SOLUTIONS information technology services	256	24	63
JUBILANT FOODWORKS operates Domino's Pizza brand in India	\$260	\$24	\$1,294
KPIT CUMMINS INFOSYSTEMS information technology services	412	37	424
LA OPALA household tableware products, glass and glassware	28	4	72
MINDTREE information technology consulting, software development	435	62	662
MT EDUCARE educational tutorial chain	28	3	69
NATCO PHARMA pharmaceuticals	114	13	274
NIIT TECHNOLOGIES information technology services	372	39	268
PERSISTENT SYSTEMS software product development services	238	35	353
RS SOFTWARE software and other related services	59	7	29
SOM DISTILLERIES & BREWERIES beer and liquor	37	4	135
TALWALKARS BETTER VALUE FITNESS fitness chain (see story, p 72)	28	6	59
TTK PRESTIGE kitchen appliances, property and investment	237	25	653
VIKAS WSP quar gum powder, supplying to food industry	525	63	44



DELIVERING SHAREHOLDER VALUE...



WITH US STUDENTS
TAKE A STEP
FORWARD
TOWARDS
EXCELLENCEY.

**Business
Financials**



Normalised EBITDA – 9MFY17



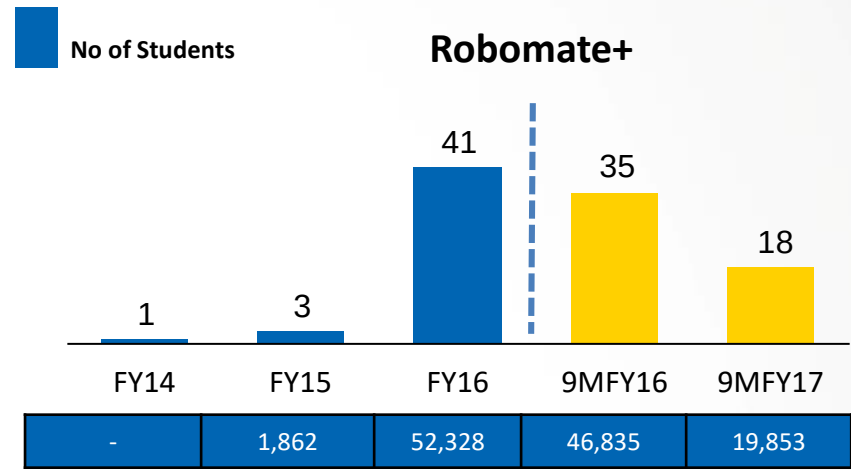
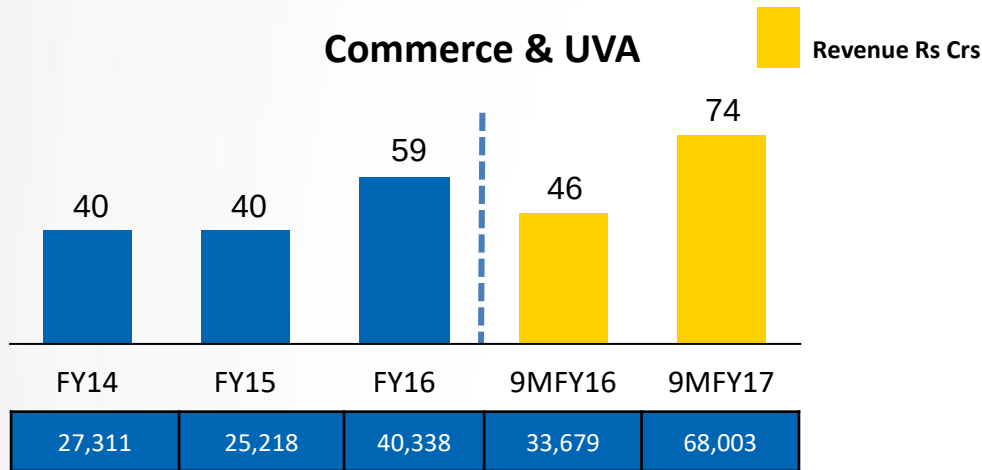
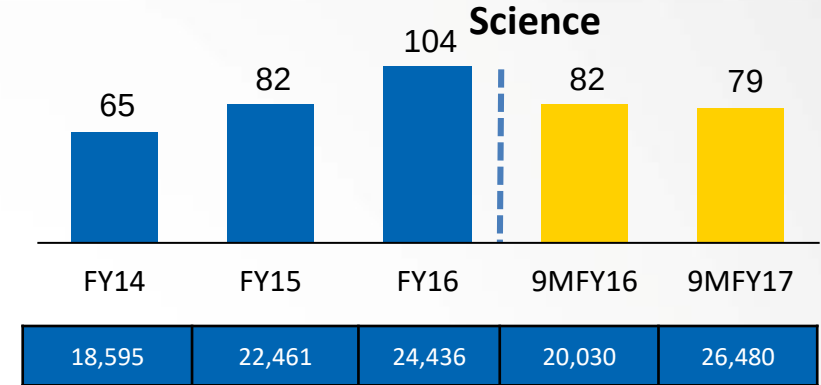
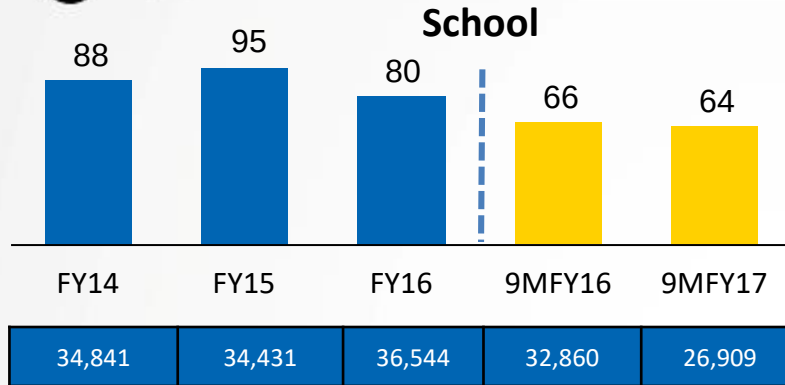
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Normalised EBIDTA*	50.77	48.50

*Normalised EBIDTA excludes the Robomate+ promotional campaign in FY17 till date

- Launched its state of the art learning platform (LMS) Robomate+ through a multipronged media campaign which included TVC's running across television channels
 - Received very good response across market segments
 - Promotional Campaign with Mr. Amitabh Bachchan: incurred a cost of **Rs. 12.89 Crores during 9MFY17**



ACHIEVING OPERATING LEVERAGE...



Total No of Student serviced	9MFY17	9MFY16	FY16
	141,245	133,404	153,646

*No. of Students Serviced represents students coached for a course during the period under consideration. While a student is included in the no. of students serviced from the start of the course, the corresponding revenue for that student is accrued evenly over the course duration. Thus, the revenue recognized for the student builds up as the financial year progresses which is reflected by the annual average fee realization per student being higher than the average fee realization for the interim periods. The average fee realization per student serviced for the period under consideration is not comparable with the average fee realization for the full year.



FINANCIAL PERFORMANCE- Q3FY17 & 9MFY17 (CONSOLIDATED)



Particulars (Rs. in Crs.)	Q3FY17	Q3FY16	YoY %	9MFY17	9MFY16	YoY %	FY16
Revenue	63.56	70.67	-10.1%	234.97	228.42	2.86%	287.08
<i>Operating Expenses</i>	<i>31.66</i>	<i>34.33</i>		<i>117.30</i>	<i>113.52</i>		<i>143.88</i>
<i>Employee Expenses</i>	<i>11.42</i>	<i>9.56</i>		<i>32.87</i>	<i>27.19</i>		<i>37.17</i>
<i>Advertisement Expense</i>	<i>11.51</i>	<i>2.62</i>		<i>24.23</i>	<i>16.44</i>		<i>17.94</i>
<i>Other Expenses</i>	<i>7.6</i>	<i>8.22</i>		<i>22.69</i>	<i>22.76</i>		<i>30.21</i>
EBITDA	1.31	15.94	-91.8%	37.88	48.50	-21.90%	57.88
<i>EBITDA Margin</i>	<i>2.06%</i>	<i>22.55%</i>		<i>16.12%</i>	<i>21.23%</i>		<i>20.16%</i>
Other Income	2.92	2.35		8.49	6.72		8.50
<i>Depreciation</i>	<i>5.01</i>	<i>4.17</i>		<i>14.07</i>	<i>11.42</i>		<i>15.61</i>
Finance Cost	4.93	0.93		7.80	1.82		3.27
<i>PBT</i>	<i>(5.71)</i>	<i>13.18</i>		<i>24.50</i>	<i>41.97</i>		<i>47.49</i>
Tax Expenses	(1.27)	5.34		9.68	14.73		15.31
PAT	(4.44)	7.84	-156.6%	14.81	27.24	-45.63%	32.19
Minority Interest	0.0	0.0		0.0	(0.16)		(0.16)
Net Profit	(4.44)	7.84	-156.6%	14.81	27.40	-45.9%	32.35
Net Profit (%)	-6.98%	11.1%		6.30%	12.0%		11.30%



HISTORICAL CONSOLIDATED FINANCIALS



Particulars (Rs. In crs)	FY16	FY15	FY14	FY13	FY12
Total Operating Income	287.1	227.0	201.8	157.3	130.6
EBITDA	57.9	46.6	42.3	29.3	23.1
<i>EBITDA Margins</i>	<i>20%</i>	<i>21%</i>	<i>21%</i>	<i>19%</i>	<i>18%</i>
Profit Before Tax	47.5	40.7	32.0	25.4	19.2
<i>PBT Margin</i>	<i>17%</i>	<i>18%</i>	<i>16%</i>	<i>16%</i>	<i>15%</i>
PAT	32.4	25.8	21.0	18.0	13.2
<i>PAT Margins</i>	<i>11%</i>	<i>11%</i>	<i>10%</i>	<i>11%</i>	<i>10%</i>
Networth	148.6	125.7	112.0	101.1	57.1
<i>Growth Rate</i>	<i>18%</i>	<i>12%</i>	<i>11%</i>	<i>77%</i>	<i>20%</i>
Capital Employed	183.6	130.7	112.0	101.1	57.1
<i>RoCE</i>	<i>19%</i>	<i>23%</i>	<i>19%</i>	<i>18%</i>	<i>23%</i>



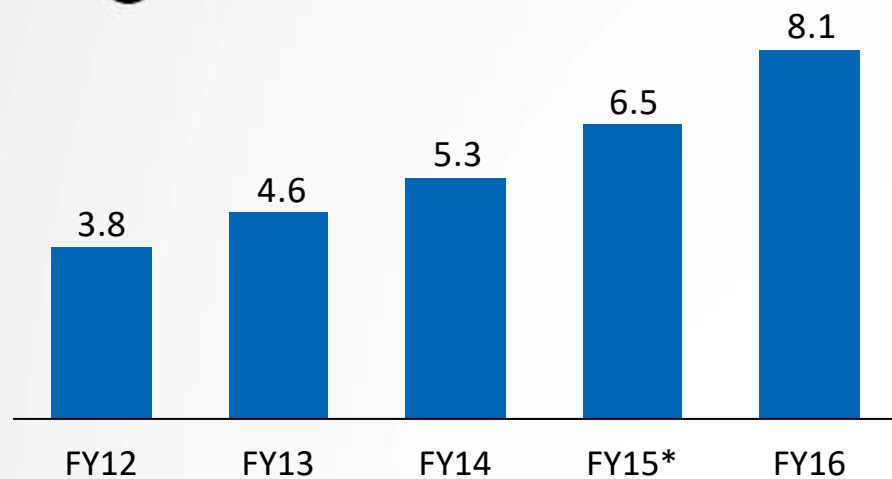
CONSOLIDATED BALANCE SHEET



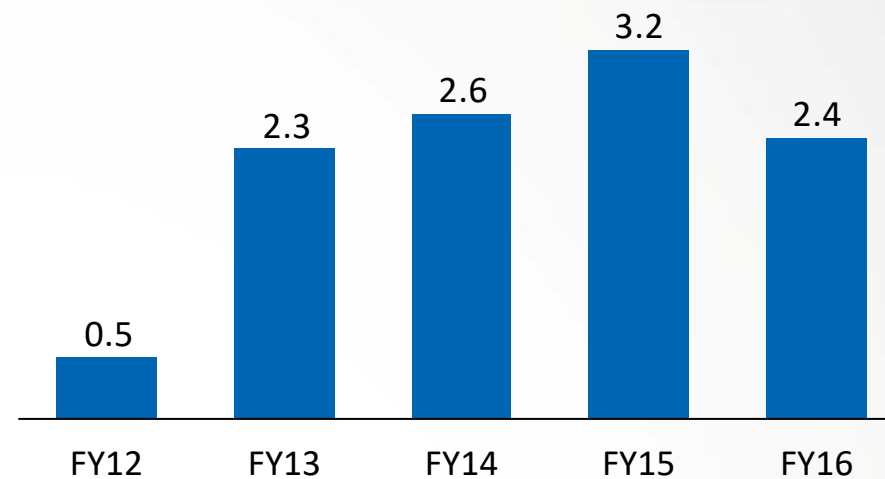
Particulars (Rs. In crs)	Sep-16	Mar-16	Particulars (Rs. In crs)	Sep-16	Mar-16
Shareholders Fund	167.8	148.6	Total Non Current Assets	203.2	198.4
Share Capital	39.8	39.8	Fixed Assets	73.6	67.5
Reserves & Surplus	128.0	108.7	Goodwill	16.3	16.3
Minority Interest	0.0	0.0	Long Term loans & Advances	105.7	105.4
Total Non Current Liabilities	7.46	6.24	Other Non Current Investments	0.8	0.8
Long Term Borrowings	0.0	0.0	Deferred Tax Assets	6.9	8.3
Long Term Provisions	2.40	1.83	Other Non Current Assets	-	0.1
Other Long Term Liabilities	7.5	4.41	Total Current Assets	130.7	79.4
			Inventories	1.0	1.2
Total Current Liabilities	158.5	122.9	Trade Receivables	71.3	44.1
Short Term Borrowings	73.5	35.0	Cash & Cash Equivalents	17.2	11.1
Trade Payables	8.7	5.5	Short Term loans & Advances	23.1	15.8
Other Current Liabilities	45.5	48.5	Other Current Assets	18.1	7.1
Short Term Provisions	30.8	34.0	Total Assets	333.8	277.7
Total Equity & Liabilities	333.8	277.7			



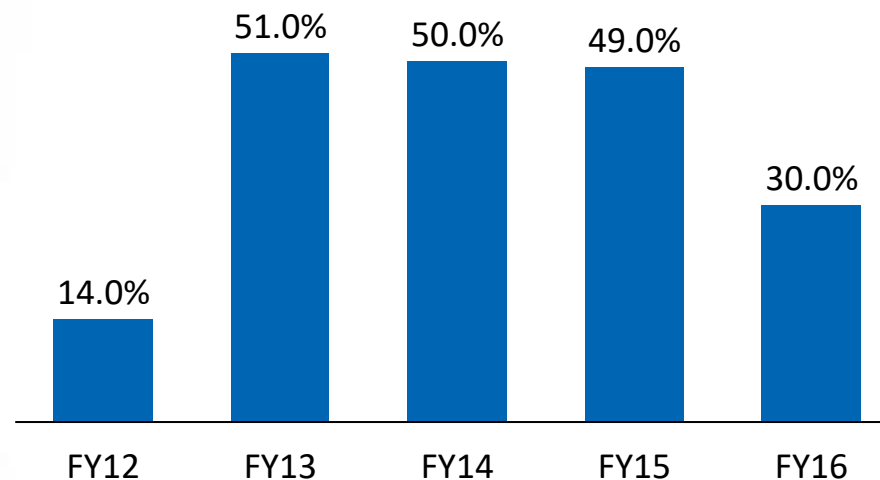
Dividend Pay-out



Earning Per Share



Dividend Per Share (Including DDT)



Dividend Pay- out (Including DDT)

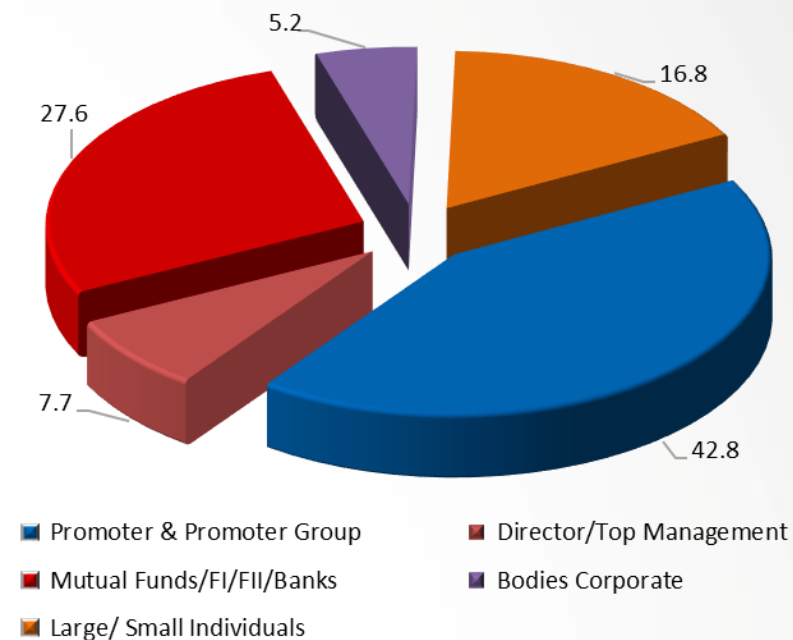
* EPS adjusted for one time depreciation gain



SHAREHOLDING PATTERN AS ON Dec'16



Category	% Share Holding
Promoter & Promoter Group	42.8
Director/Top Management	7.7
Mutual Funds/FI/FII/Banks	27.6
Bodies Corporate	5.2
Large/ Small Individuals	16.8
Total	100.0





For further information, please contact

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