

Tree House Education & Accessories Ltd.

301, Embassy Chambers, 3rd Road, Khar (W),
Mumbai - 400052. Tel.: 022-64512384 / 64572730
www.treehouseplaygroup.net

Registered Office:
702, Morya House, 'C' Wing, Near Infinity Mall,
Off. Link Road, Andheri (W), Mumbai - 400 053.



Press release dated August 14, 2012

Financial Highlights

Q1 FY 2013

- Total revenue at INR 284.6 million, up y-o-y by 69%
- EBITDA at INR 167.2 million, up y-o-y by 67%
- Net Profit after tax at INR 80.2 million, up y-o-y by 54%

Tree House Education & Accessories Limited (Treehouse) reported its financial results for the quarter ended June 30, 2012.

Key highlights of the performance were as follows:

Financial Highlights for the quarter

- Total Revenue for the 1st quarter of FY2013 is INR 284.6 million compared to INR 168.4 million for the 1st quarter of FY2012. This shows a y-o-y growth of 69%.
- EBITDA for the 1st quarter of FY2013 is INR 167.2 million compared to INR 100.2 million for the 1st quarter of FY2012. This shows a y-o-y growth of 67%.
- Net Profit after tax for the 1st quarter of FY2013 is INR 80.2 million compared to INR 52.2 million for the 1st quarter of FY2012. This shows a y-o-y growth of 54%.
- EBITDA margin for Q1 FY2013 was 59% , up from 52% in Q4 FY2012
- Net profit margin for Q1 FY2013 was 28% , up from 22% for Q4 FY2012

New Pre Schools opened in Q1 2012

- Net addition of 2 pre schools in the 1st quarter of FY2013.
- Total number of centers as on June 30, 2012 was 304.
- Out of this, number of self operated preschools were 241.



- Ratio of self operated preschools to total preschools now stands at 79%, unchanged as compared to the preceding quarter.

Geographical coverage

- Currently present in 37 cities.

Same self-operated preschool centers: a comparative study

- Year-on-year (Q1FY2013 vs. Q1FY2012) revenue growth in same self-operated preschool centers has been 34%.
- The traction in preschools operating for more than 12 months continues to be very strong.
- The traction in the preschools opened in the last 6 months will be seen over the coming quarters.

K-12 school management services

- The Company provides school management services to 21 K-12 schools in 3 states.

Staff strength

- Total staff strength as on June 30, 2012 was 1320.
- Total teacher strength as on June 30, 2012 was 1246 representing a net addition of 229 teachers during this quarter.
- The productivity per employee at the corporate level has shown marked improvement resulting in higher productivity per person hour and hence improved cost structures.

New Initiatives

- The Company signed a Non-Binding Memorandum of Understanding with MT Educare Limited for the transfer of MT Educare Limited's 'Pre - School division' comprising of six self-operated centers located at Mumbai and Pune. The transaction will be closed subject to the usual due diligence.
- The Company consolidated the back end logistics by starting dispatches from the Central Dispatch Facility (CDF) in Mumbai.

Commenting on the performance for Q1 FY2013, Mr. Rajesh Bhatia, Promoter and Managing Director, Treehouse said, "Treehouse's first quarter performance is a direct result of the excellent work the Treehouse team has done in the past few quarters. The student intake in all our centers has seen significant growth compared to the last year. Our innovative teaching methods continue to be appreciated by parents across the country which is reflected in our student enrollment. This quarter saw the start of the first academic year in Guwahati, Ranchi and Patna and the initial response from these markets is encouraging. We hope to build these markets over the next 12 months and we expect positive outcomes over the years to come.



Our PAT and EBITDA margins have bounced back in this quarter over the previous quarter due to better capacity utilization of our centers, as was indicated in our previous press release. "

Tree House Education & Accessories Limited

Treehouse Education and Accessories Limited (NSE code: TREEHOUSE; BSE code: 533540) runs quality preschools and also provides educational services to K-12 schools throughout the country. The Company successfully completed its initial public offering in August 2011. Treehouse has revolutionized the concept of pre-school pedagogy in India through the use of innovative teaching methods and child-focused personal care.

For more updates and information on the Company, please log on to www.treehouseplaygroup.net

