

Tree House Education & Accessories Ltd.

702, Morya House, 'C' Wing, Near Infinity Mall, Off. Link Road, Andheri (W), Mumbai - 400 053.
Tel.: 022-64562306 www.treehouseplaygroup.net



Tree House Education & Accessories Limited

702, C Wing, Morya House, Off New Link Road, Near Infinity Mall, Andheri (W), Mumbai, 400053, Maharashtra, India

Press release dated May 29, 2012

Financial Highlights

Q4 FY 2012

- Total income at INR 234.0 million
- EBITDA at INR 121.6 million
- Net Profit after tax at INR 50.6 million

12 Months FY 2012

- Total income at INR 810.9 million
- EBITDA at INR 458.8 million
- Net Profit after tax at INR 216.6 million

Tree House Education & Accessories Limited (Treehouse), which is running the largest number of self-operated preschools in India (Source: CRISIL Research Industry Report on Pre-school and K-12 Education in India, December 2010), reported its financial results for the quarter ended March 31, 2012.

Key highlights of the performance were as follows

Financial Highlights for the quarter

- Total income for the 4th quarter of FY2012 is INR 234.0 million compared to INR 226.9 million for the 3rd quarter of FY2012. This shows a sequential q-o-q growth of 3%.
- EBITDA for the 4th quarter of FY2012 is INR 121.6 million compared to INR 124.0 million for the 3rd quarter of FY2012.
- Net Profit after tax for the 4th quarter of FY2012 is INR 50.6 million compared to INR 61.2 million for the 3rd quarter of FY2012.
- EBITDA margin for Q4 FY2012 was 51.9%
- Net profit margin for Q3 FY2012 was 21.62%

The Company has opened 75 new centers in the last 6 months, income for which would accrue from the next financial year. The rental and general administration costs for these centers has



been accounted whereas the corresponding income will start accruing from the academic year starting in June 2012.

New Pre Schools opened in Q4 2012

- Net addition of 41 pre schools in the 4th quarter of FY2012.
- Total number of centers as on March 31, 2012 was 302.
- Out of this, number of self operated preschools were 240.
- Ratio of self operated preschools to total preschools now stands at 79.4%, up from 74.7% as of last quarter

Geographical coverage

- Currently present in 37 cities

Events conducted during the quarter

- The Annual concert was held all across the country. Our children participated enthusiastically and the event was highly appreciated by parents.
- Socio-dramatic plays conducted within the centers for restaurant and police station.

Staff strength

- Total staff strength as on March 31, 2012 was 1112, representing a net hiring of 98 for this quarter.
- Total teacher strength as on March 31, 2012 was 1017 representing a net addition of 83 during this quarter.

New Initiatives

- The Company wishes to utilize its assets more judiciously and is in the process of entering into agreements with strong regional players providing tutorial services. These agreements will help the Company in realizing more revenue from the leased premises without any additional capital or manpower deployment.

Dividend Announcement

- The Board of Directors of the Company has recommended a dividend of 10% , i.e. Rs. 1.00 per equity share of face value of Rs. 10 each

Commenting on the performance for Q4 FY2012, Mr. Rajesh Bhatia, Promoter and Managing Director, Treehouse said, "Treehouse's results reflect the overall growth in students at our centers. We are capturing significant market share in the cities we are present in. The past 6 months have seen Treehouse create substantial student intake capacity across the country. We are seeing huge traction for admissions for the next academic year which will lead to margin



expansion both on the PAT and EBITDA front. My team and me are committed towards delivering above industry growth in revenue and profits in the coming year, and in delivering superior returns to all our stakeholders”

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

