

## **Highlights of Unaudited Financial Results for the Quarter Ended on 31<sup>st</sup> March 2009**

### **Standalone for Quarter ended 31<sup>st</sup> March 2009**

Revenue from Operation: Rs. 18,390.39 lacs

EBDITA: Rs. 8,270.37 lacs

Net Profit: Rs. 5,451.71 lacs

Quarter 4 FY 2009 Revenue from Operation increased by 55.68 % in comparison with Quarter 4 FY 2008

Quarter 4 FY 2009 EBDITA increased by 50.05 % in comparison with Quarter 4 FY 2008

Quarter 4 FY 2009 PAT increased by 73.25% in comparison with Quarter 4 FY 2008

### **Consolidated for Quarter ended 31<sup>st</sup> March 2009**

Revenue from Operation: Rs. 22,645.22 lacs

EBDITA: Rs. 9,159.38 lacs

Net Profit: Rs. 5,535.76 lacs

Quarter 4 FY 2009 Revenue from Operation increased by 81.50 % in comparison with Quarter 4 FY 2008

Quarter 4 FY 2009 EBDITA increased by 70.56 % in comparison with Quarter 4 FY 2008

Quarter 4 FY 2009 PAT increased by 74.61% in comparison with Quarter 4 FY 2008

**STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED  
31<sup>ST</sup> MARCH 2009**

(Rupees in Lacs)

S. No.	Particulars	Quarter ended		Year ended	
		Un-audited		Un-audited	Audited
		31.03.2009	31.03.2008	31.03.2009	31.03.2008
1	Net Sales/Income from operations	18,390.39	11,813.09	49,672.48	26,209.48
	Other Operating Income	-			-
	<b>Total Revenue</b>	<b>18,390.39</b>	<b>11,813.09</b>	<b>49,672.48</b>	<b>26,209.48</b>
2	Total Expenditure:			-	
	(Increase)/ Decrease in stock in trade	1,353.52	3,475.79	(609.10)	184.42
	Purchases	3,945.03	856.12	10,873.26	7,788.46
	Personnel expenses	1,878.10	1,100.16	6,168.63	3,385.43
	Depreciation	2,675.23	1,095.50	7,508.06	3,229.54
	Foreign Exchange Fluctuation	(3,694.69)		(717.00)	(232.65)
	Administration & Other expenses	2,943.87	869.77	6,471.14	2,383.80
	<b>Total Expenditure</b>	<b>9,101.06</b>	<b>7,397.34</b>	<b>29,694.97</b>	<b>16,739.00</b>
3	Profit from Operations before other income , Interest & Exceptional items (1-2)	9,289.33	4,415.75	19,977.51	9,470.48
4	Other Income	48.21	140.13	1,036.81	1,248.09
5	Profit from Operations before Interest & Exceptional items (3+4)	9,337.54	4,555.88	21,014.32	10,718.57
6	Interest	596.14	161.09	1,151.65	418.92
7	Profit after Interest but before Exceptional Items (5-6)	8,741.40	4,394.79	19,862.67	10,299.65
8	Exceptional Items	-	-		-
<b>9</b>	<b>Profit (+)/Loss(-) from Ordinary Activities Before tax (7+8)</b>	<b>8,741.40</b>	<b>4,394.79</b>	<b>19,862.67</b>	<b>10,299.65</b>
10	Tax Expense			-	
	- Current tax	2,097.76	464.89	4,694.09	1,675.62
	- Deferred tax	1,141.48	757.01	2,220.33	1,560.03
	- Fringe benefit tax	50.45	26.12	125.57	57.87
<b>11</b>	<b>Net Profit (+)/Loss(-) from Ordinary Activities after tax (9-10)</b>	<b>5,451.71</b>	<b>3,146.77</b>	<b>12,822.68</b>	<b>7,006.13</b>
12	Extraordinary Item (net of tax expense )	-	-		-
<b>13</b>	<b>Net Profit (+)/Loss(-) for the period (11-12)</b>	<b>5,451.71</b>	<b>3,146.77</b>	<b>12,822.68</b>	<b>7,006.13</b>
14	Paid up Equity share capital (Face Value Rs.10/- each)	1,728.63	1,724.66	1,728.63	1,724.66

15	Reserve excluding revaluation reserves (As per Balance Sheet of previous accounting year)	-	-	-	26,130.21
16	<b>Earning Per Share (EPS) (not to be annualized)</b>				
	(a) Basic	31.54	18.25	74.21	41.38
	(b) Diluted	30.79	18.12	72.46	35.13
17	<b>Public Shareholding:</b>				
	. - Numbers of Shares (Nos.)	7,775,556	7,588,335	7,775,556	7,588,335
	. - Percentage of shareholding	44.98%	44.00%	44.98%	44.00%
18	<b>Promoters and Promoter Group Shareholding</b>				
	a) Pledged / Encumbered				
	- Number of shares	-	-	-	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-
	b) Non - encumbered				
	- Number of shares	9,510,729	-	9,510,729	-
	-Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group)	100%	-	100%	-
	-Percentage of shares (as a % of the total share capital of the company)	55.02%	-	55.02%	-

**Additional Information as per Clause 41 of Listing Agreement:**

**Rupees. in Lacs**

S.No.	Particulars	Quarter ended		Year ended	
		Un-audited		Un-audited	Audited
		31.03.2009	31.03.2008	31.03.2009	31.03.2008
1	Consolidated Income from Operations	22,645.22	12475.33	63,419.09	28,608.42
	Consolidated Other Income	171.73	262.94	1,367.74	1,775.48
	<b>Consolidated Total Revenue</b>	<b>22,816.94</b>	<b>12,738.27</b>	<b>64,786.83</b>	<b>30,383.90</b>
2	Consolidated EBIDTA	9,159.38	5,370.30	30203.02	12733.52
3	Consolidated EBIT	6,314.66	4,301.99	22163.14	9344.84
	<b>Consolidated Profit after tax</b>	<b>5,535.76</b>	<b>3,170.33</b>	<b>13,273.61</b>	<b>7,056.17</b>
	Consolidated Earning Per Share (not to be annualized) in Rupees				
	Basic	32.02	18.39	76.82	41.67
	Diluted	31.27	18.24	75.00	35.40

## Standalone Segment wise Revenue, Results and Capital Employed

(Rupees in lacs)

S. No	Particulars	Quarter ended		Year ended	
		Un-audited		Un-audited	Audited
		31.03.2009	31.03.2008	31.03.2009	31.03.2008
<b>1</b>	<b>Segment Revenue</b>				
	Smart Class	11,072.67	5,028.35	31,412.37	12,778.16
	Instructional & Computing Technology (ICT)	5,581.25	5,456.80	11,342.35	9,332.50
	Professional Development	736.95	658.44	2,865.78	2,562.68
	Retail & Consulting	999.52	669.50	4,051.98	1,536.14
	<b>Total Net Sales/ Income from Operations</b>	<b>18,390.39</b>	<b>11,813.09</b>	<b>49,672.48</b>	<b>26,209.48</b>
<b>2</b>	<b>Segment Results (Profit before Interest &amp; tax from each segments)</b>				
	Smart Class	6,345.78	3,092.64	18,561.92	7,412.35
	Instructional & Computing Technology (ICT)	1,083.00	1,629.01	2,628.36	2,728.26
	Professional Development	452.16	423.90	1,822.03	1,567.19
	Retail & Consulting	(224.61)	361.19	1,391.05	866.81
		<b>7,656.33</b>	<b>5,506.74</b>	<b>24,403.36</b>	<b>12,574.61</b>
	Less: Interest (Net)	596.14	161.09	1,151.65	418.92
	: Other un-allocable expenses	(1,633.00)	1,090.99	4,425.85	3,337.03
	: Un-allocable Income	(48.21)	(140.13)	(1,036.81)	(1,480.99)
	<b>Total Profit before Tax</b>	<b>8,741.40</b>	<b>4,394.79</b>	<b>19,862.67</b>	<b>10,299.65</b>
<b>3</b>	<b>Capital Employed</b>				
	(Segment Assets- Segment Liabilities)				
	Smart Class	54,755.79	15,927.29	54,755.79	15,860.77
	Instructional & Computing Technology (ICT)	4,788.76	5,025.58	4,788.76	4,961.17
	Professional Development	1,248.01	1,677.31	1,248.01	1,671.49
	Retail & Consulting	804.01	406.97	804.01	428.08
	<b>Total</b>	<b>61,596.57</b>	<b>23,037.15</b>	<b>61,596.57</b>	<b>22,921.51</b>

**Notes:**

1. The Unaudited Financial Results for the quarter ended on 31<sup>st</sup> March 2009 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 30<sup>th</sup> April 2009 and have been subjected to limited review by the statutory auditors of the Company.
2. Given the seasonal nature the industry, the results of any quarter may not be a true indicative of annual performance. Historically company has observed the following seasonality i.e. Quarter I amounts to approximate 10 to 12% of the total revenue, Quarter II amounts to approximate 18 to 20% of the total revenue, Quarter III amounts to approximate 25 to 30% and Quarter IV amounts to approximate 38 to 47% of the total revenue.
3. During the Quarter, Educomp has received orders from State Government of UP and Assam for a total of 2042 schools. The combined worth of these orders are Rs. 120 crores. With these orders the total number of schools under ICT implementation in the Educomp portfolio has gone up to 12012.
4. Since 01<sup>st</sup> January 2009 till date Company has allotted 8,240 Equity shares pursuant to exercise of Stock options by eligible employees of the Company/ its subsidiaries under ESOP Scheme 2006 and ESOP Scheme 2007. Paid up Capital of the Company is Rs. 17,29,18,100/- as on 30<sup>th</sup> April 2009
5. Status of Investor complaints received by the Company is as follows:

<b>Particulars</b>	<b>Pending as on January 1, 2009</b>	<b>Received during the Quarter</b>	<b>Disposed during the Quarter</b>	<b>Pending as on March 31, 2009</b>
No of Complaints	0	12	12	0

6. The Segment Report is prepared in accordance with the Accounting Standard-17"Segment Reporting" Issued by the Institute of Chartered Accountants of India.
7. The Basic and Diluted Earning per Share has been calculated in accordance with the AS-20 "Earning per Share" issued by the ICAI.
8. Consolidation of Accounts has been done in accordance with the AS-21 "Consolidation of Financial Statements" issued by the ICAI.
9. Previous year/period figures have been regrouped and rearranged, wherever considered necessary for comparison purposes.

**10.** The Central Government has issued a notification on 31<sup>st</sup> March 2009 amending the existing AS-11 relating to “ The effects of changes in foreign exchange rates” By this amendment , in case of depreciable capital assets, companies are permitted to add to/ deduct from the carrying cost of depreciable assets, the exchange differences, arising out of exchange rate fluctuations with corresponding adjustments in general reserves and provision for depreciation and in other cases by transfer to Foreign currency Monetary Item Translation Difference Account . Accordingly, during the year , the company opted to exercise this option , consequently the profits for the year ended 31st March, 2009 are higher by Rs 44.03 Crores

**By order of the Board of Directors**

**For Educomp Solutions Ltd**

**Place: Gurgaon  
Date: April 30, 2009**

**Shantanu Prakash  
Chairman & Managing Director**