



Investor Presentation

- **Educomp is the largest Education company in India and the only company spread across the entire Education Ecosystem, benefiting from huge cross-selling opportunities of monetizing students across the education life cycle from age 2 to age 25 years**
- **Educomp currently works with ~29,000 schools and serves over 19.4 million learners and educators across the world**
- **Educomp owns India's largest K12 content library with over 16,000 modules of rich 3D multimedia educational content reaching out to 5.3 million students across ~10,000 private schools and 6.1 million students across ~11,100 government schools**
- **Educomp runs ~840 pre-schools, 69 brick & mortar K12 schools, 7 colleges, 1 higher-education campus, 343 vocational training centers, 74 Test Prep centers and has 4.2 million users of its various online businesses**
- **All businesses have a high component of intellectual property and high branding**
- **Demonstrated innovation in products and flawless execution across years by a highly entrepreneurial & experienced management team**
- **High investment in R&D: 400 people in content development, over 100 people in non-digital learning materials**

Presence across entire Educational Life Cycle



Education Life-Cycle

The only Education Ecosystem Company In India



School Learning Solutions



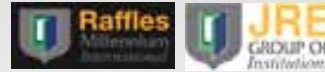
- **Smart Class:** Teacher-led educational content solution that dramatically improves learning outcomes in Private Schools. Market leader with presence in 10030 schools



- **EduReach (formerly ICT):** Turnkey solutions for computer aided learning in government schools; Only company to have content in 10 regional languages. Market leader with presence in 11122 schools across 12 states

Higher Learning Solutions

- **Professional Development:** Teacher Training in technology integration, pedagogy and best classroom practices. Trained 1.6million teachers till date



- **JV with Raffles Education:** 7 Design colleges operational; 1 higher education Engineering & PGDM campus



- **JV with Pearson:** Vocational Training programs in English Language training, Accounting, IT, Media, Retail etc. across 343 centers

K12 Schools



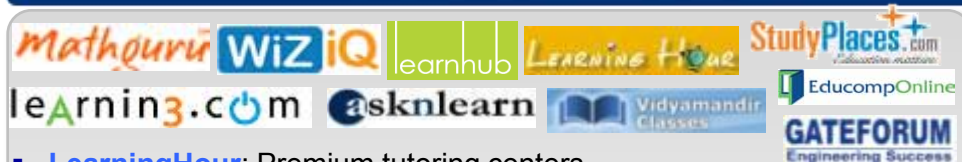
Pre-Schools (842 franchisee sign-ups)

- **Little Millennium:** Educomp's own pre-school brand; currently 242 pre-schools franchisee sign-ups
- **EuroKids:** 50% stake in Eurokids, the largest pre-school chain in India with 600 pre-schools franchisee sign-ups

Vendor to Schools owned & run by independent trusts (currently 69 schools operational, visibility of 112 schools)

- **Millennium Schools:** K12 schools in Tier I and Tier II cities
- **Takshila Schools:** K12 schools in Tier III and Tier IV cities
- **Universal Academy Schools:** Budget schools brand targeted at semi-urban towns with a tuition fee of Rs.800 per month

Online, Supplemental & Global Initiatives



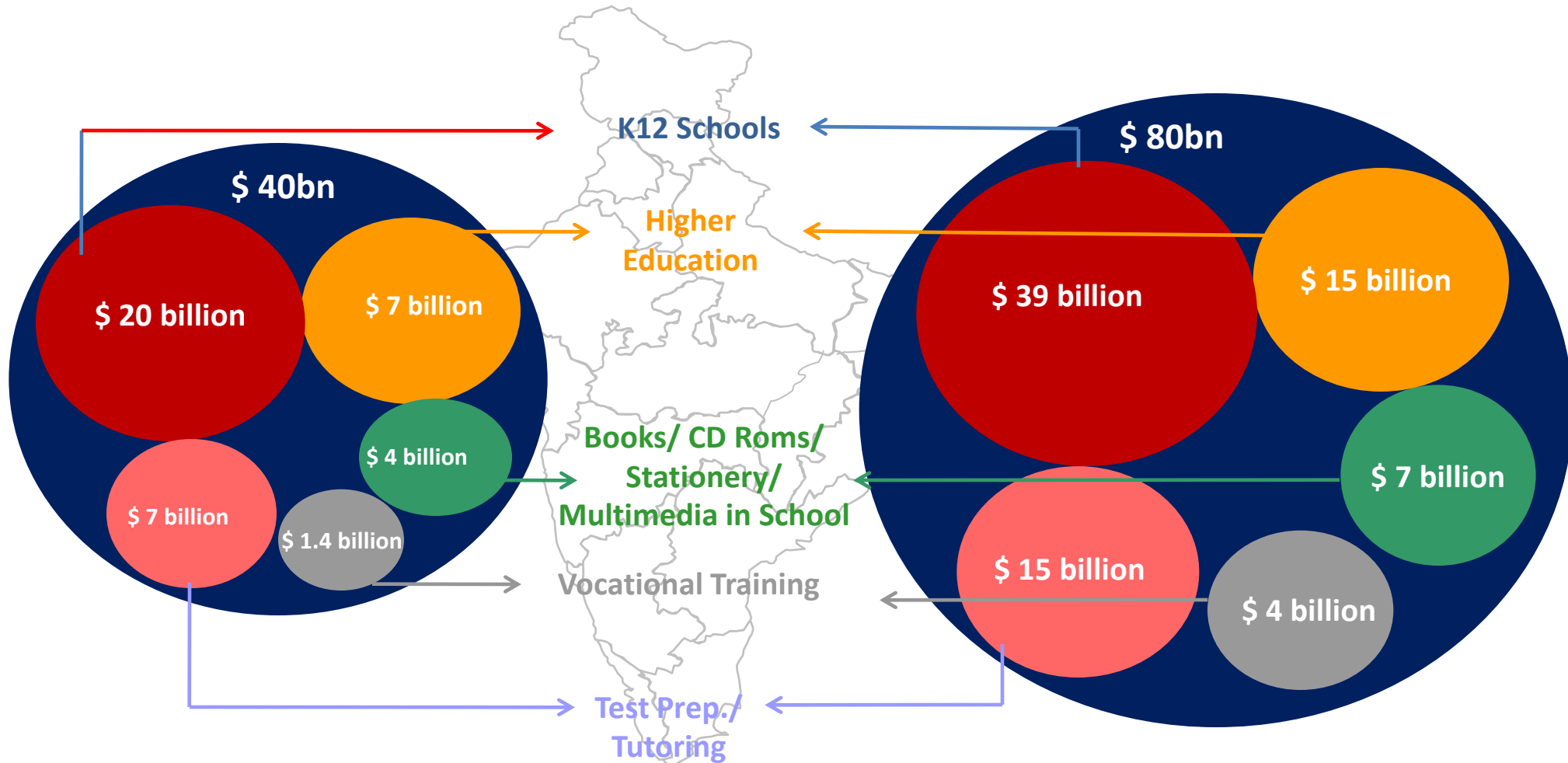
- **LearningHour:** Premium tutoring centers
- **Mathguru:** India's first & largest online math tutor & content portal
- **WizIQ:** Internet Learning Platform to connect students and teachers
- **Learnhub:** Social Learning Network
- **Studyplaces:** Education portal for admission advisory services
- **EducompOnline:** Online Learning & Testing platform
- **Vidya Mandir Classes:** India's premier IITJEE Test Prep organization
- **Gateforum:** India's premier GATE Test Prep organization
- **Learning.com:** Leading web based K12 Company in US
- **Ask-N-Learn:** Singapore's largest K12 company

The Education opportunity in India is estimated at \$40 billion

India Education Overall Market estimated at \$40bn growing at CAGR 16%

FY'09

FY'14



Financial Year is April to March

- **High growth:**
 - FY11* consolidated revenues Rs. 1351cr (~\$300 million) growing at a 5yr CAGR of 87%
 - FY11* consolidated EBITDA Rs. 539cr (~\$120 million) growing at a 5yr CAGR of 81%
 - FY11* consolidated PAT Rs. 337cr (~\$75 million) growing at a 5yr CAGR of 85%
- **High profit margins:**
 - EBITDA margins over 40% over the last 5 years
 - PAT margins over 20% over the last 5 years
- **Business models with annuity type revenue streams (3yr to 12yr annuity streams)**
- **Low levels of penetration even in our most scaled businesses**
- **Multiple engines of growth & value creation – many of them in early stage**
 - Multimedia in schools
 - K12 schools
 - Higher Education
 - Vocational Education
 - Supplemental Education
 - Internet/ Online Learning
- **Best positioned to benefit from the growing middle class aspirations, growing consumption of quality Educational products as well as growing numbers (because of economic growth, urbanization as well as high birth rates)**

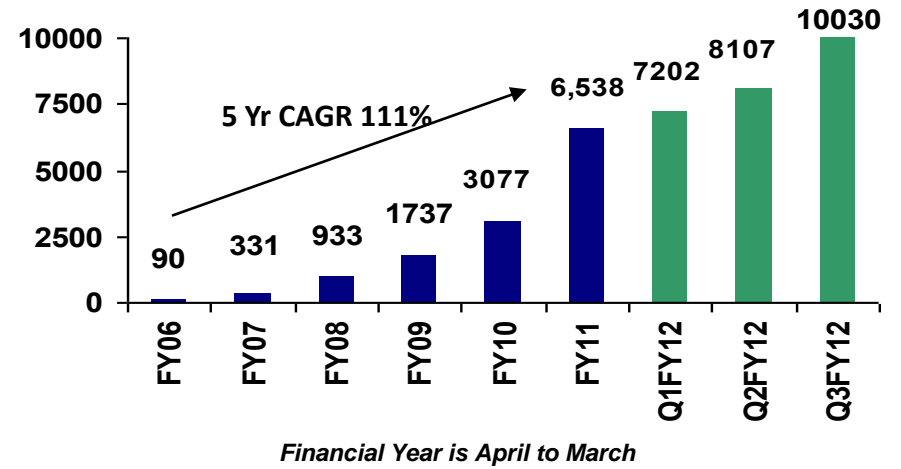
Multiples engines of growth & value creation

	Current Mkt	Educomp Presence	Current Penetration	Market Position	Value Creation
Multimedia Content	\$1bn	SmartClass	<13% (by schools) <5% (by classrooms)	No. 1 player	High
ICT	\$90m	EduReach	<2%	No. 1 player	Medium
Pre Schools	\$1bn	Roots to Wings, Eurokids	<3%	No. 1 player	High
K12 Schools	\$20bn	Millennium, Takshila, Universal Academy	Shortage of 200,000 schools	No. 1 corporate player	High
Professional Development	\$15m	Teacher Training	NM	No. 1 player	Low
Higher Education	\$7bn	Raffles JV	Shortage of 1500 universities	Growing presence	High
Vocational Education	\$1.4bn	Pearson JV	Requirement of skilled labor force of 500 million by 2022	Among Top 2 players	High
Online & Supplemental	\$7bn	Mathguru, WizIQ, VMC, Gateforum, Learnhub, Learning Hour, Edulgnite, EducompOnline, Studyplaces	NM	No. 1 player	High

Educomp – Business Description



No of Schools Signed





First company in the world to launch a full suite of 3D Stereoscopic product for schools



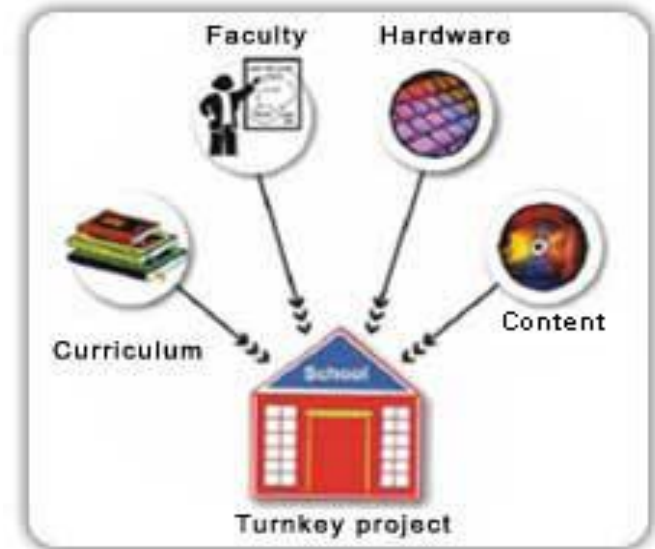
- Educomp SmartClass 3D Lab provides a unique and highly immersive experience to view curriculum concepts in life like format in 3D
- 3D SmartLab is fully equipped with stereoscopic 3D projection system, 3D electronic viewing glasses , specially designed 3D curriculum library created for the first time in the world



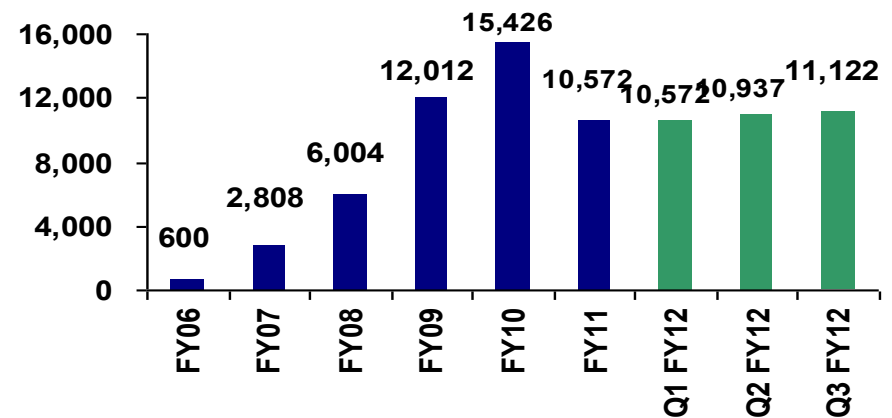
Covering 11,122 schools and ~6.1 million students

Overview of ICT Solution

- Educomp participates in government initiatives in a 'Public Private Partnership' model to IT enable ~1,000,000 government schools in India
- Educomp sets up Computer Labs in Govt. Schools and provides Multimedia Content in regional languages, Testing and certification in computer education, Full time assistants as well as teacher training and Monitoring and Supervision



No of Schools Signed



Financial Year is April to March

Pre-Schools – India's largest Pre-School company with ~842 Pre-Schools



- First structured and process driven IP in the fragmented space for early childhood education (2 to 4 years)
- **242 pre-schools** franchisee sign-ups till date catering to over 9800 kids
- Created pioneering IP of over **100,000 pages**



- **Eurokids: India's leading chain of Pre-Schools**
- **600 pre-schools** franchisee sign-ups in the country catering to over 39,700 kids enrolled from age 2-4
- **14 Euroschools (K12 schools)**, operational on Franchise Basis
- Recipient of 'Best Licensing Programme in Education' at Indian Education Congress 2011 by Franchising India

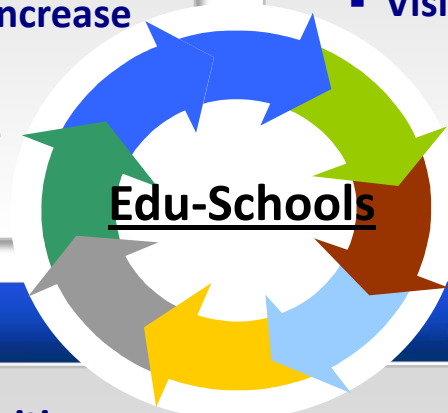
Creating core K12 Schools capacity

Market Scenario




- Shortage of 200,000 schools in the country
- Over 100million school-age children not attending school
- High birth rates in the region, leading to increase in enrollment numbers
- India's middle class has a high willingness to pay for good education

Educomp's Goal

- Educomp aspires to set up 150 schools in the country
- Currently 69 schools under operation
 - Visibility of 112 schools



Portfolio of Brands

-  K12 schools in Tier I & Tier II cities
-  Co-branded schools with Shriram schools
-  Co-branded schools with PSBB group of Schools
-  Partnership schools with Vasant Valley School
-  K12 schools in Tier III and IV cities
-  Budget schools with a tuition fee of Rs.800 per month

Strong R&D Capability



- Over 750 textbooks and workbooks
- Over 19,000 Lesson Plans
- Over 26,000 worksheets
- Over 11,000 Activities and 3,000 projects
- Over 500 Teaching manuals

Important characteristics of K12 Schools business

- Assured annuity type revenues till perpetuity and lock-in of customers for 14 years (2 years in Pre-School and 12 years in High School)
- High margins in steady state
- High return on capital employed upwards of 25-30% in steady state
- Recession proof business with no volatility
- Negative Working Capital business
- High demand supply gap ensures high capacity utilization in all schools
- High willingness in Indian middle class to pay for good education: Spending on Education is the highest non-food expense category in the consumption basket and is mostly non-negotiable spend
- With high growth rates in the country and rising disposable income of middle class parents, there is a high propensity to pay for quality education

Creating high-quality core K12 Schools capacity



The Millennium School, Lucknow



The Millennium School, Mohali



**PSBB Learning Leadership Academy,
Bangalore**



The Millennium School, Patiala



The Millennium School, Noida



The Millennium School, Panipat



The Millennium School, Amritsar



The Millennium School, Kurukshetra



Takshila School, Gaya

Creating high-quality core K12 Schools capacity



Takshila School, Hoshiarpur



PSBB Millennium School, Coimbatore



Mussoorie International School



The Millennium School, Meerut



Universal Academy, Tavru



EuroSchool, Ahmedabad



Chiranjiv Bharti School, Palam Vihar, Gurgaon



PSBB Millennium School, Chennai OMR



PSBB Millennium School, Chennai Porur

Creating high-quality core K12 Schools capacity



Takshila School, Ahmednagar



Chiranjiv Bharti School, Sushant Lok, Gurgaon



Millennium School, Bhatinda



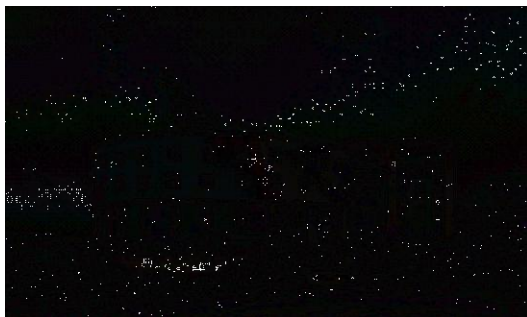
The Millennium School, Indore



Universal Academy, Dehradun



PSBB Millennium School, GST Road, Chennai



Shriram Millennium School, Noida



Millennium School, Jalandhar



Millennium School, Karnal

Building high quality Design programs in India



An Educomp Raffles Joint Venture



Hyderabad Campus



Chennai Campus



Delhi Campus



Chandigarh Campus



Bangalore Campus



Kolkata Campus



Ahmedabad Campus

Building International Quality Higher Education Campus in Gr. Noida





An Educomp Pearson Joint Venture



Retail Vocational
Channel

- JV between Educomp and Pearson
- VSAT based teaching/learning model
- Network of 343 centers operational
 - Over 90,000 students enrolled

Educomp Supplemental - A unique Supplemental Education platform



Educomp™ **Supplemental**



Assessments
& Counseling



Tutoring
Services



Test Preparation



E-learning
Platforms



Admissions
Advisory Services

Content Leadership in North America & South East Asia



learnin3.com

- Premier provider of Web-delivered K12 curriculum and assessments
- Digital Learning Environment products
- Reach across **3.6 million students** and 125,000 teachers across the US
- Unparalleled distribution access and strong footprint in the US
- US is the largest education market in the world

asknlearn

- Leading K12 education company in Singapore
- Catering to over **230 educational institutions** across Singapore, China, Thailand, Philippines, Vietnam, Japan and Brunei
- Started groundwork to launch SmartClass in China through CDEL (China Distance Education Holdings)

Sky

Aha!Math™ easytech™

Aha!Science™ techliteracy™
assessment

Edulearn
Learning Management Systems

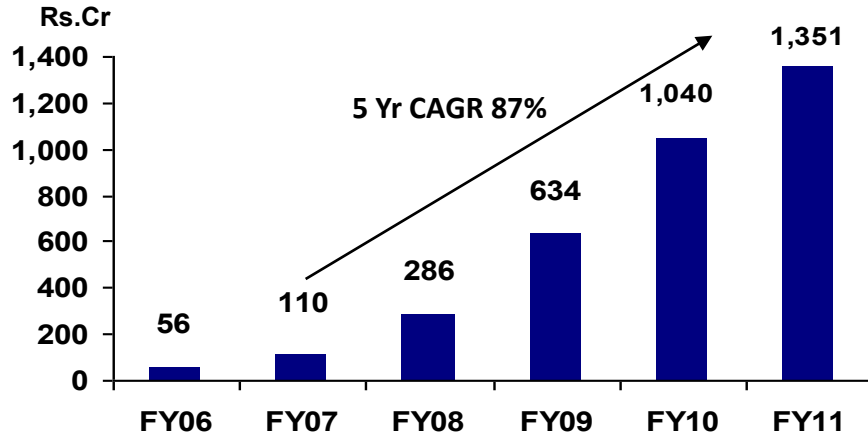
WizLearn

Singapore
LEARNING

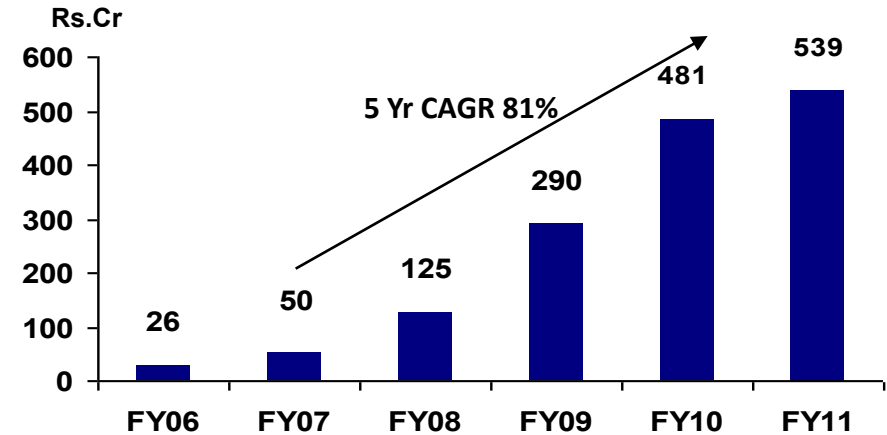
PAVE

Financials Snapshot (Consolidated basis)

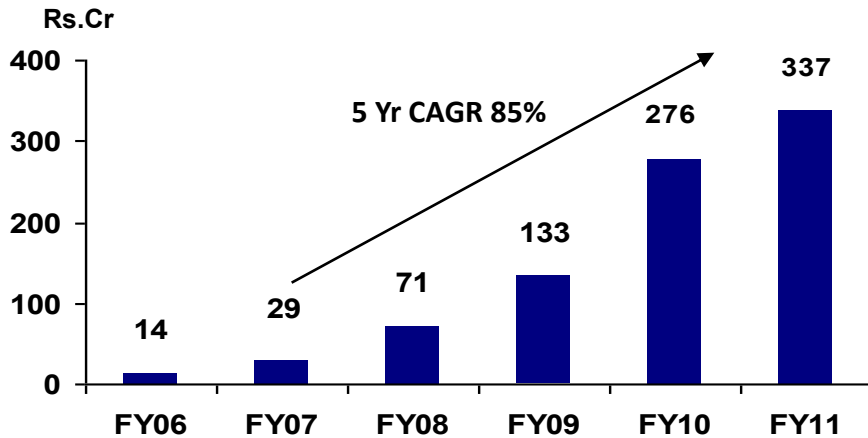
Revenue Growth



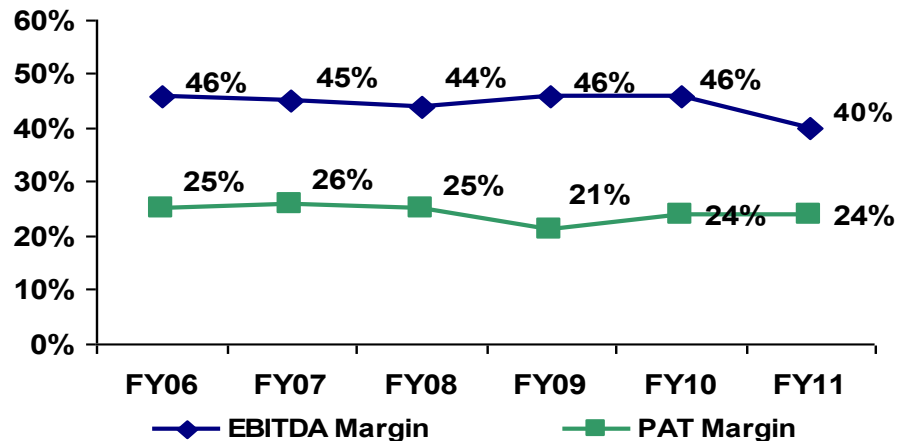
EBITDA Growth



PAT Growth



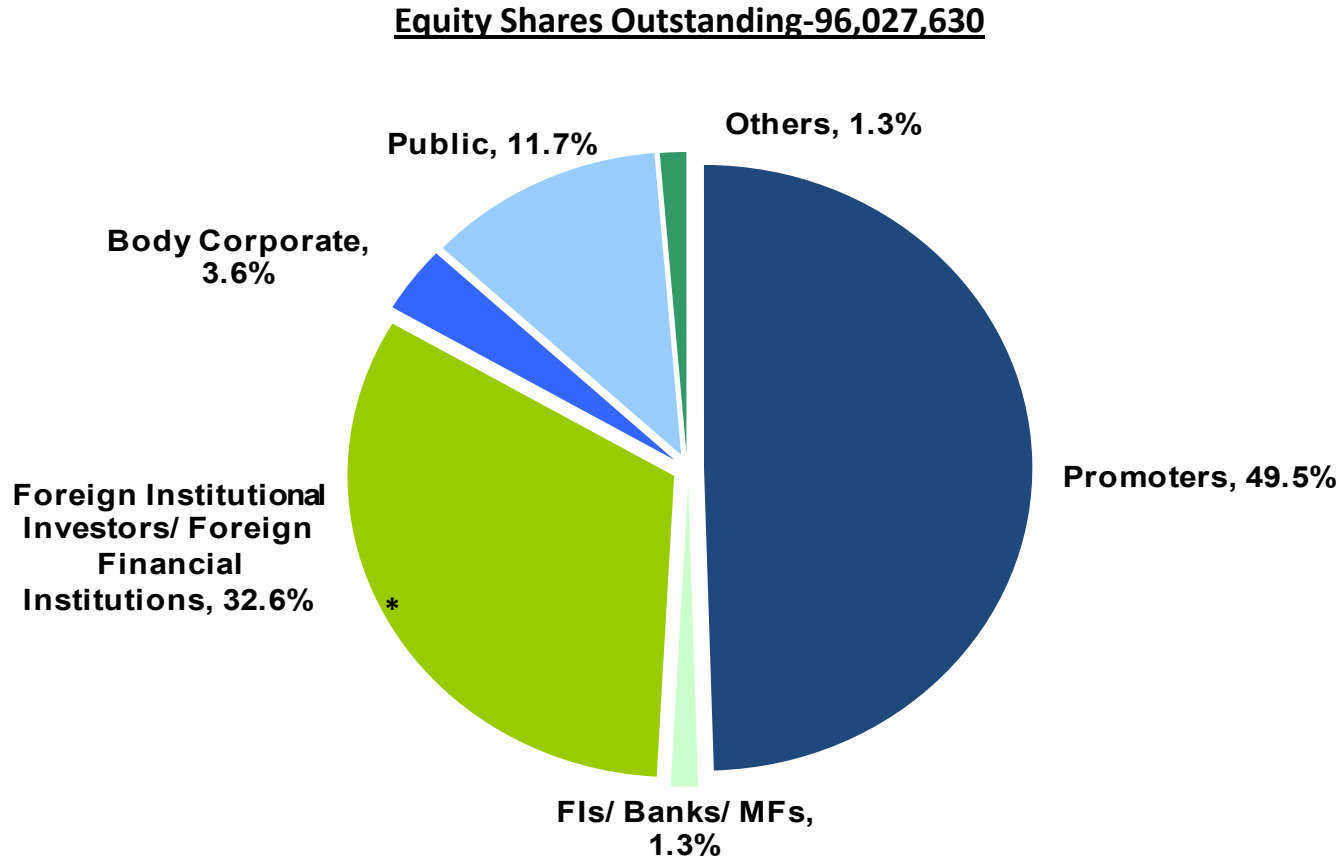
EBITDA & PAT Margins



Rs 1 Cr = Rs 10 Million

Financial Year is April to March

Shareholding Pattern – As on December 31, 2011



Company has sub-divided each of the existing Equity Shares of the face value of Rs.10/- each fully paid-up into five Equity Shares of the face value of Rs.2/- each fully paid-up.

For any Investor Relations queries please contact:

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Educomp Solutions Limited: FACTSHEET - Q3 FY12

SmartClass											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Schools added	1923	905	664	1,004	949	664	844	503	355	309	173
No of Classrooms added	10102	6818	5288	8010	7,085	5,309	6,750	4,038	ND	ND	ND
Average No of Classrooms per school	5.3	7.53	8	8	7	8	8	8	ND	ND	ND
Cumulative No of Schools covered	10,030	8,107	7,202	6,538	5,534	4,585	3,921	3,077	2,574	2,219	1,910
Cumulative No of Students covered (Million)	5.3	4.8	4.5	4.3	3.9	3.6	3.4	3.1	2.9	2.5	2.2
Avg Selling Price per classroom (100%) (Rs Lacs)	3.36	4.04	4.04	3.77	3.81	4.04	3.90	3.90	ND	ND	ND
Avg Revenue per classroom recognized in Year 1 (52.5%) (Rs Lacs)	1.76	2.12	2.12	1.98	2.01	2.12	2.05	2.05	ND	ND	ND
ICT											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of New Schools signed	185	582	NIL	540	NIL	NIL	NIL	600	363	671	1,780
Cumulative No of Schools covered	11,122	10,937	10,572	10,572	10,550	13,814	15,426	15,426	14,826	14,463	13,792
Cumulative No of Students covered (Million)	6.1	6.0	5.8	5.8	5.8	7.4	8.2	8.2	7.9	7.7	7.4
No of Schools for which the contractual period has expired	0	217	0	518	3,264	1,612	0	0	0	0	0
Pre Schools											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of 'Little Millennium' Pre Schools	242	233	232	220	220	228	224	220	240	204	193
No of 'Eurokids' Pre Schools	600	595	609	579	579	535	506	555	539	424	450
No of Total Pre Schools	842	828	841	799	799	763	730	775	779	628	643
K12 Schools											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of K12 Schools operational	69	65	59	56	50	46	43	43	36	36	35
- No of K12 Schools operational under Educomp (Greenfield)	37	37	33	33	29	24					
- No of K12 Schools operational under Educomp (Acquired)	2	2	2	2	1	1	29	29	22	22	23
- No of K12 Schools operational under Educomp (Dry Mgmt/JV)	16	12	10	10	9	7					
- No of K12 Schools operational under Euroschools	14	14	14	11	11	14	14	14	14	14	12
No of Schools under construction/ land sites/ JVs signed	43	36	27	27	31	33	30	26	23	12	8
No of K12 Schools with visibility*	112	101	86	83	81	79	73	69	59	48	43
Breakup of Greenfield schools under Educomp:											
- No of K12 Schools operational in 0th year	4	4	9	9	5	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 1st year	9	9	8	8	8	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 2nd year	8	8	12	12	12	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 3rd year	12	12	1	1	1	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 4th year and above	4	4	3	3	3	ND	ND	ND	ND	ND	ND
Higher Education - Raffles JV											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Colleges**	8	8	8	7	7	7	7	3	2	2	2
Vocational Education - Pearson JV											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Total IndiaCan points of presence	343	308	365	339	279	277	251	220	122	105	40
No of Students covered by IndiaCan	93713	60815	39,097	63,000	52,500	34,600	ND	ND	ND	ND	ND
Online & Supplemental Education											
	Q3 FY12	Q2 FY12	Q1 FY12	Q4 FY11	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
Online Users											
No of New registered users added (in Million)	0.43	0.29	0.58	0.43	0.34	0.34	0.41	0.22	0.18	0.18	0.16
Total No of registered users (in Million)	4.2	3.8	3.5	2.9	2.5	2.1	1.8	1.4	1.2	1.0	0.8
Vidyamandir Classes / LEAP/ Gateforum											
No of VMC + LEAP + Gateforum centers operational	74	73	69	66	30	17	17	5	5	5	5
No of students enrolled in VMC & LEAP & Gateforum programs	23,908	18,100	10,552	7,158	3,170	1,150	1,150	1,100	1,100	1,100	1,100