

# Corporate Presentation



**May 2011**



## Vision

To solve critical education problems by applying innovative solutions focused on “Quality of Education” and “Access to Education”

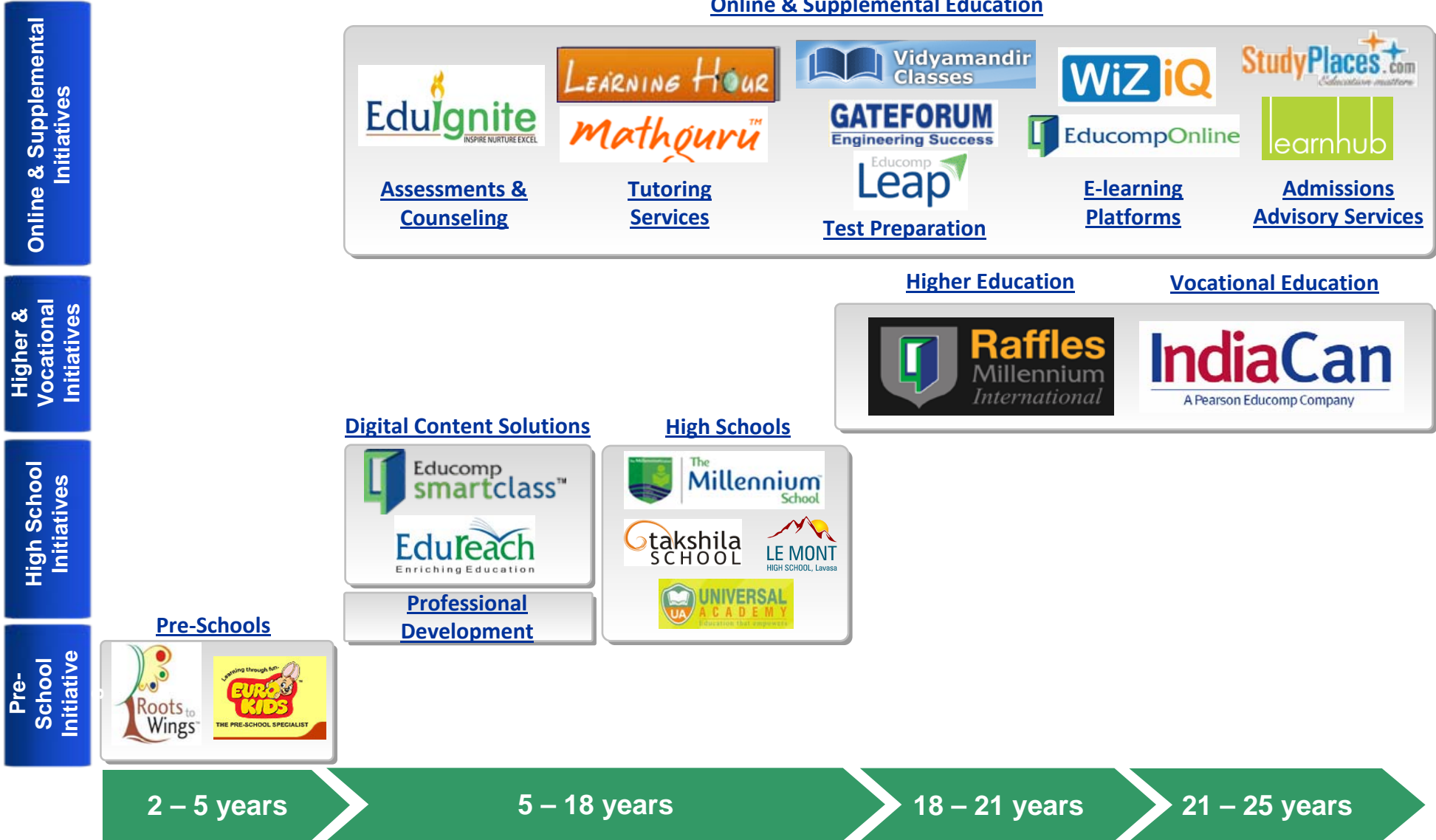
## Mission

To reach out to 20 million learners through our products, services and solutions, by the year 2012

# Educomp – Overview

*“Educomp Group reaches out to 25,000 Schools and over 15 million learners and educators across the world.”*

# Presence across entire Educational 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 5534 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 almost 10550 schools across 13 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:** Professional development programs in Fashion Design, Management, B.Com etc. across 7 colleges



- **JV with Pearson:** Vocational Training programs in English Language training, Accounting, IT, Retail etc. across 279 centers

## K12 Schools



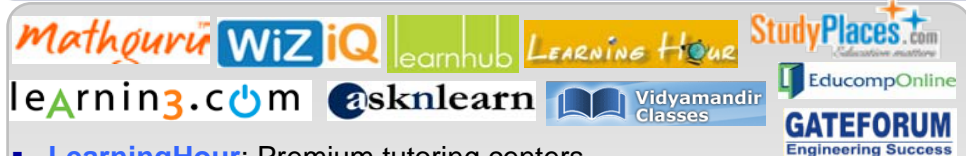
### Pre-Schools (~800 franchisee sign-ups)

- **Roots to Wings:** Educomp's own pre-school brand; currently 220 pre-schools franchisee sign-ups
- **EuroKids:** 50% stake in Eurokids, the largest pre-school chain in India with 579 pre-schools franchisee sign-ups

### Vendor to Schools owned & run by independent trusts (currently 50 schools operational, visibility of 81 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 school brand targeted at semi-urban towns
- **Le Mont High Schools:** International Curriculum schools

## 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

# Educomp – Business Description

**Educomp smartclass™** Reaching 5534 schools and ~3.9 million students

## What is SmartClass

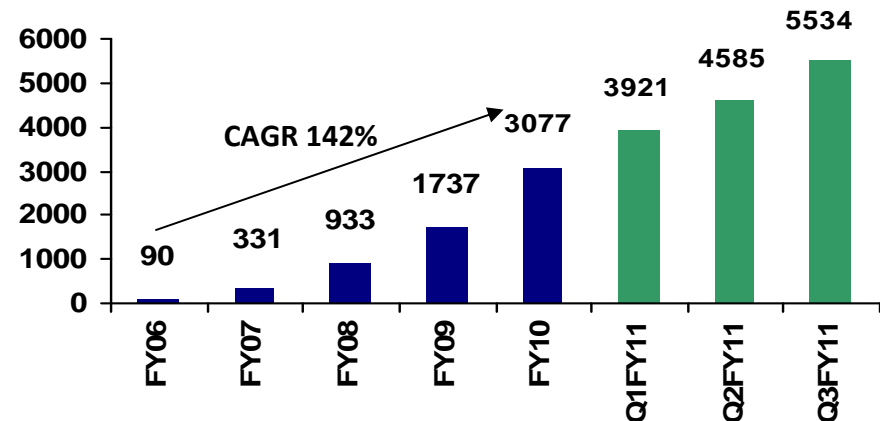
- Solution designed to assist teachers & enhance students' academic performance
- Also enables teachers to instantly assess and evaluate the learning achieved

## How does it work

- India's largest Digital Content library of over 16,000 modules of curriculum-mapped, multimedia rich, 3D content
- Classrooms are equipped with Plasma screens, Interactive digi-boards and overhead projectors



## No of Schools Signed



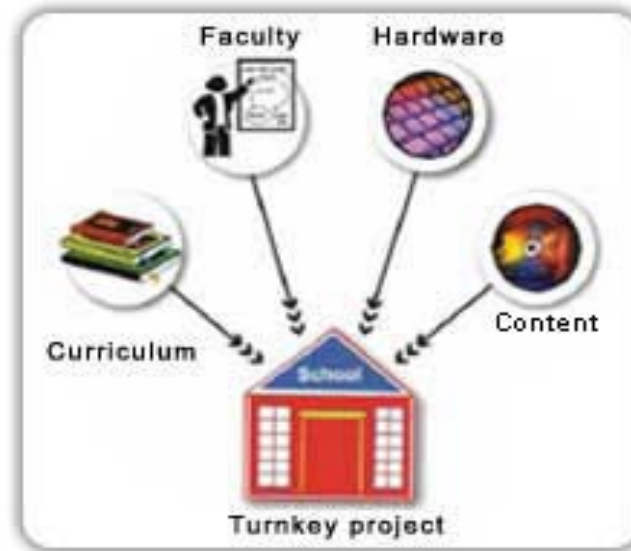
# EduReach: Partnering with Govt. to Bridge the Digital Divide



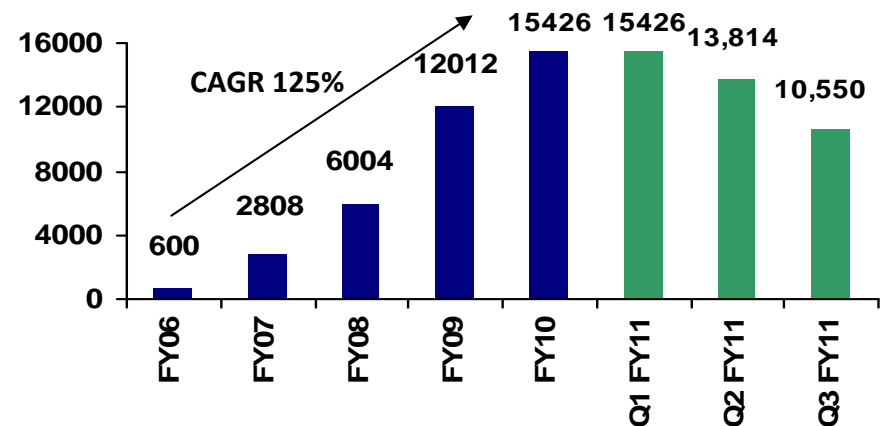
Reaching 10,550 schools and  
~5.8 million students

## 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
  - Monitoring and Supervision



## No of Schools Signed



# Professional Development: Largest Teacher Training company in India

## Overview of Professional Development programs

- Educomp conducts interactive workshops for teachers on Brain-based Instruction, Art of Questioning, Effective Strategies, Assessment Toolkit & Group Learning
- Partnerships with Microsoft, Michael & Susan Dell Foundation, etc. for education initiatives
- Ongoing partnerships with 15 state governments in India
- 200+ member team of trainers

Cumulative no. of teachers trained

1.6 mn

Strength of Teacher Training Team

200+



# Pre-Schools – India’s largest Pre-School company with ~800 Pre-Schools



'Emerging Franchisor of the Year Award - 2008'

- First structured and process driven IP in the fragmented space for early childhood education (2 to 4 years)
- **220 pre-schools** franchisee sign-ups till date catering to over 5000 kids
- Created pioneering IP of over **100,000 pages**
- Roots-to-Wings has been awarded 'Emerging Franchisor of the Year 2008' for excellence in Franchising and Business Development, by Franchise India Holdings Ltd.



'Best Franchisor Award - 2008'

- Eurokids: India’s leading chain of Pre-Schools
- **579 pre-schools** franchisee sign-ups in the country catering to over **32,000 kids** enrolled from age 2-4
- **11 Euroschools** (K12 schools), operational on Franchise Basis
- Recipient of 'Best Franchisor Award, 2008' at "Franchise India 2008"

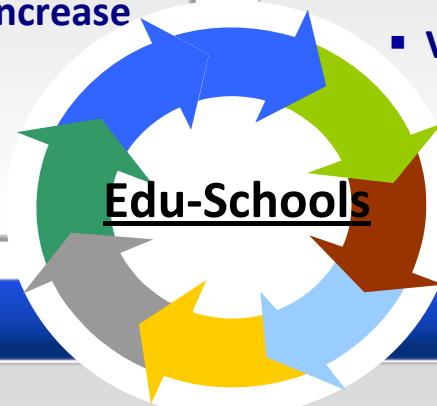
# Creating core K12 Schools capacity

## 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 targets to set up 150 schools in the country
- Currently 50 schools under operation with 25,000+ students
  - Visibility of 81 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



- K12 schools in Tier III and Tier IV cities



- Budget schools with a tuition fee of Rs.800 per month



- International Curriculum Schools

## Millennium Learning System



- 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

# Creating core K12 Schools capacity



The Millennium School, Lucknow



The Millennium School, Mohali



PSBB Learning Leadership Academy,  
Bangalore



Chiranjiv Bharti, Sushant Lok, Gurgaon



The Millennium School, Noida



The Millennium School, Panipat



The Millennium School, Amritsar



The Millennium School, Kurukshetra



The Millennium School, Patiala

# Creating core K12 Schools capacity



**Takshila School, Hoshiarpur**



**PSBB Millennium School, Coimbatore**



**Mussoorie International School**



**The Millennium School, Meerut**



**The Millennium School, Nagpur**



**Le Mont High, Lavasa**



**Chiranjiv Bharti School, Palam Vihar,  
Gurgaon**



**PSBB Millennium School, Chennai OMR**



**PSBB Millennium School, Chennai Porur**

# Creating 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**

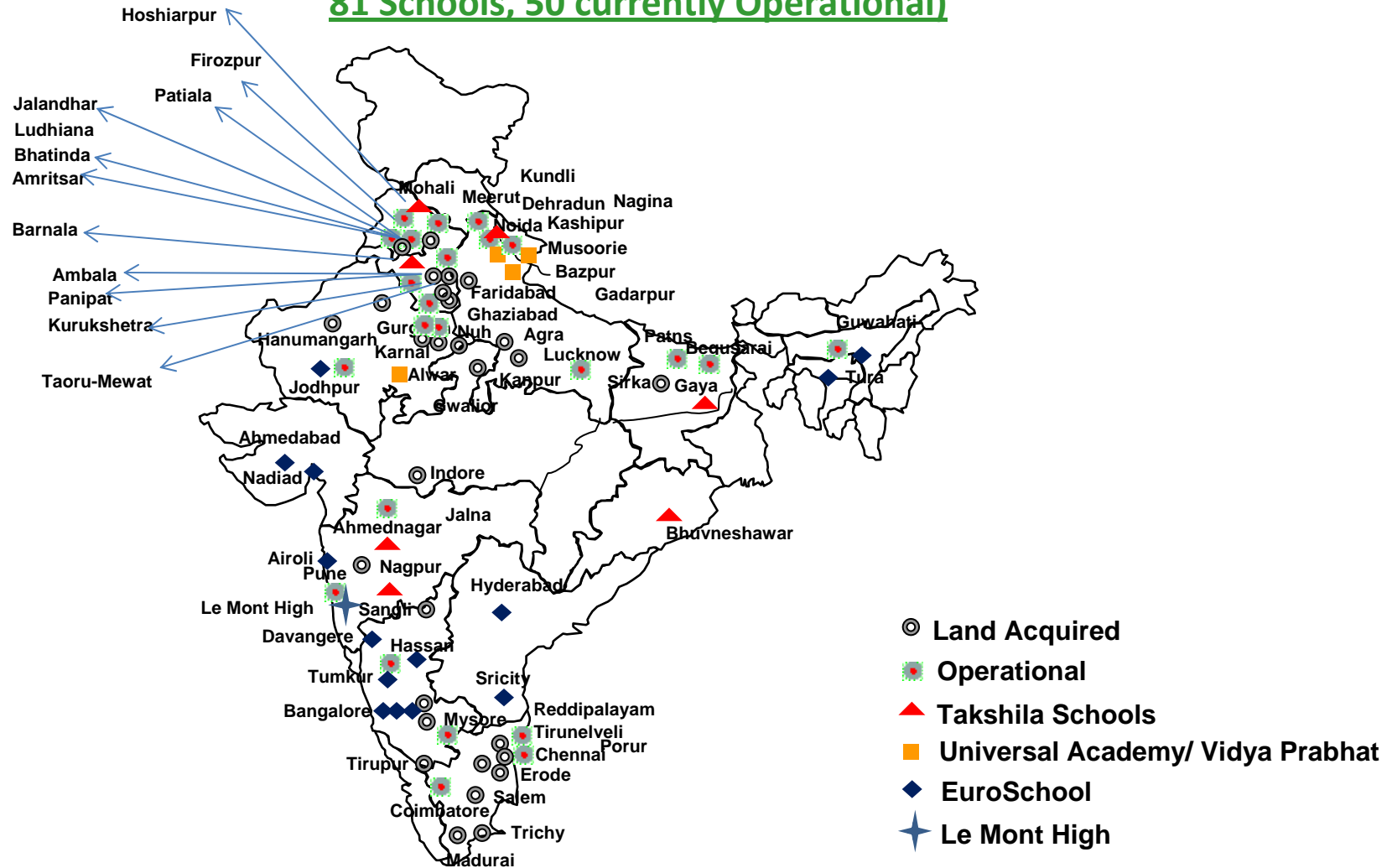


**Millennium School, Agra**



**Millennium School, Karnal**

## Current Location of Schools (Visibility\* of 81 Schools, 50 currently Operational)



\* Visibility of Schools covers all Schools (including Dry Management, land sites and under-construction sites)

# JV with Raffles for opportunities in Higher Education



## An Educomp Raffles Joint Venture

- 7 'Raffles Millennium International' colleges operational in Delhi, Bangalore, Chandigarh, Kolkata, Hyderabad, Ahmedabad and Chennai
- RMI offers courses in Fashion Design, Interior Design, Fashion Marketing, Graphic Design, Product Design, Jewellery Design, Commerce and Interactive Multimedia Design
- International faculty from US, UK, Italy, Spain and Singapore
- Got AICTE approval to launch Engineering & PGDM programs in 2011 in Greater Noida



Delhi Campus



Chennai Campus



Ahmedabad Campus



Greater Noida Campus



- **VSAT based teaching/learning model**
- **Network of 115 centers operational**
- **Over 37,400 students enrolled**



- **Proposition: Industry ready talent**
- **Distribution Model: Inside College**
- **Delivery Model: Hybrid Learning (VSAT + In person sessions)**
- **Network of 110 colleges**
- **Over 4,000 students enrolled**



- **Retail network of Vocational Training centers**
- **Network of 55 centers signed up**
- **Over 11,000 enrollments**

# Educomp Supplemental - A unique Supplemental Education platform



## **Supplemental**

 <b><u>Assessments &amp; Counseling</u></b>	  <b><u>Tutoring Services</u></b>	   <b><u>Test Preparation</u></b>	  <b><u>E-learning Platforms</u></b>	  <b><u>Admissions Advisory Services</u></b>
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# 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 7,700 schools, 1550 school districts and **3.2 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
- 2nd fastest growing technology company from Singapore at the 2008 Deloitte's Technology Fast 500 Awards



## Morgan Stanley

Morgan Stanley Report adds Educomp in **“Tomorrow’s Winners”** a select list of companies highlighted across Asia that lead their domestic competitors and their expected growth rates outpace those of the markets and countries in which they operate.

GENFACT Presents  
**SOCIAL INNOVATION HONOURS 6 2010**

NASSCOM Foundation Initiative

Spread the word, scale the work...

NASSCOM Social Innovation Honours 2010 (NSIH 2010) for innovations in making a social change using technology.



Educomp ranked **83rd** in BT 500 list for 2009 Business Today (31 Oct-15 Nov 2009)

Educomp ranks **1st** in education & training and features as one of **“India’s Best Companies to Work For 2009”** in the industry of Education & Training’ in a study conducted by The Great Place to Work® Institute in collaboration with The Economic Times



Educomp has featured in the Forbes list of Asia’s 200 best under a billion. The Company has been ranked 16<sup>th</sup> as per the net market value — Forbes Asia September 2008

# Industry Recognition (Cont'd)

Roots-to-Wings awarded '**Emerging Franchisor of the Year 2008**' for excellence in Franchising and Business Development, by Franchise India Holdings Ltd., Asia's largest integrated franchise solution company



Ranked 140<sup>th</sup> in the BT 500 list of the **most valuable private companies in India** — Dec 2007



"FUTURE TITAN" one of the 10 hottest in India by **Outlook Business Magazine Nov**



Educomp was chosen as the company of the year in the ICT & ITES sector at the CNBC- ICICI bank Emerging India awards from over 5,000 enterprises, In 2005.

# Industry Recognition (Cont'd)



EasyTech, a K-8 technology literacy curriculum by Learning.com, has been awarded the ISTE Seal of Alignment by the International Society for Technology in Education ISTE



authorSTREAM.com amongst "India's 25 Hot Web 2.0 Startups" - Dataquest, May 09



Learning.com Digital Learning Environment -- awarded the "Best Course Management System" in Software & Information Industry Association's (SIIA) 24th annual CODiE Awards, May 09, San Francisco

EuroKids was the recipient of 'Best Franchisor Award, 2008' at "Franchise India 2008", Asia's largest franchise & retail show



Ask n Learn emerged as the second fastest growing technology company from Singapore at the 2008 Deloitte's Technology Fast 500 Awards



# Contact Us

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