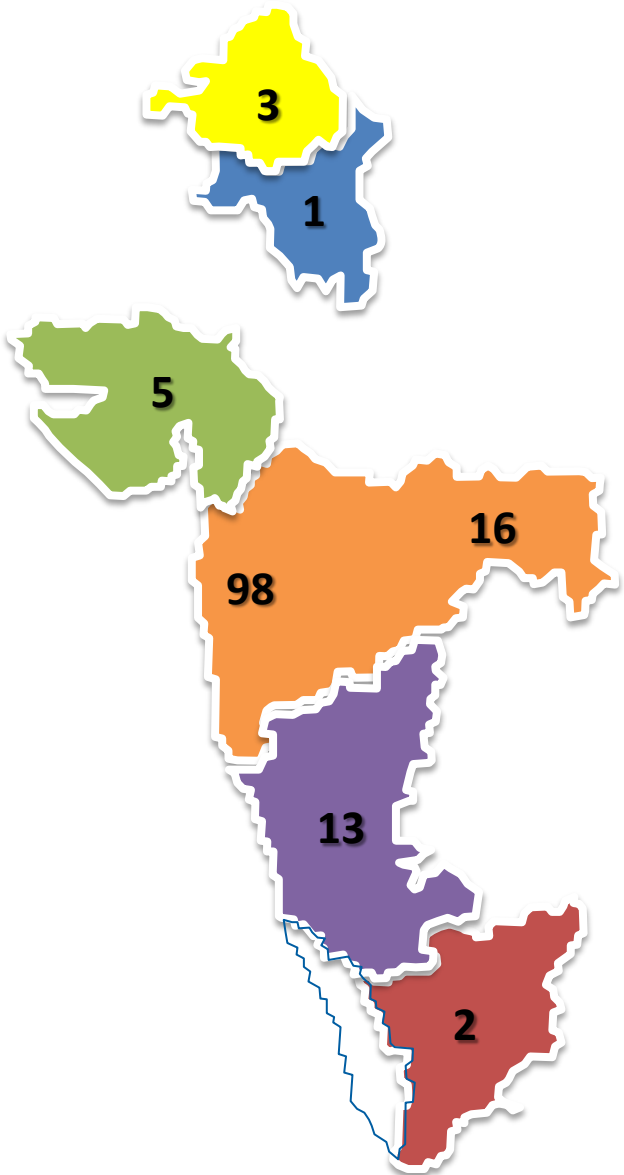




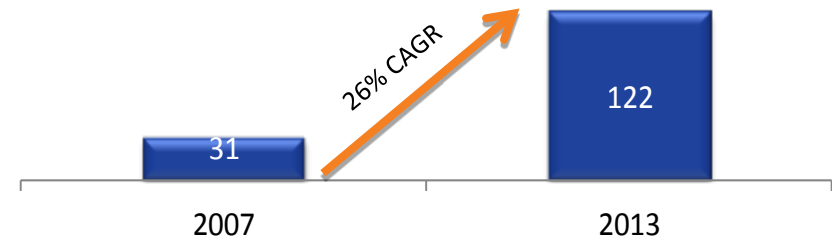
Investor Update Q3 FY 13-14

-  **Executive Summary**
-  **Geographical Presence**
-  **Quarterly and YTD Financials**
-  **Division Wise Revenue**
-  **Shareholding Pattern**

- 📖 Mahesh Tutorials – now a 25 year old brand; Coaching services being provided by Mr. Mahesh Shetty since 1988 under the brand name ‘MAHESH TUTORIALS’
- 📖 Operates under three business verticals – School, Science and Commerce; Diversified product offerings catering to students right from Std. VIII to students appearing for Engineering and Medical Entrance Exams (including IIT Entrance), exams for CA course and MBA aspirants
- 📖 Geographical presence in **7** states/union territories including Maharashtra, Karnataka, Tamil Nadu, Gujarat, Punjab, Haryana and Chandigarh
- 📖 Network consists of **138** coaching locations with **226** Centers (Points of Sale)
- 📖 **70,828** students serviced in FY13; Employee and faculty strength of **2,200+** with **1,100+** faculty members, of which 300+ are post graduates
- 📖 Focus on result oriented quality coaching with technology enabled classrooms and digitized content and Emphasis on teacher training through intensive workshops
- 📖 Experienced management team consisting of senior professionals having strong background in academics and rich experience
- 📖 Asset light business model; zero debt with negative working capital
- 📖 Shareholding pattern: ~56% held by Promoter/Directors/KMPs and ~21% held by DIIs/FIIs



Growing No. of Locations



No. of Locations over the years

FY/Quarter	No. of Locations
Dec. 2013	138*
FY 13	122
FY 12	114
FY 11	103

* Includes 4 Lakshya locations added w.e.f. April 1, 2013.

QUARTERLY AND YTD FINANCIALS – CONSOLIDATED



INR in Lakhs

Particulars	For the nine months ended 31 st Dec 2013	For the nine months ended 31 st Dec 2012	For the quarter ended 31 st Dec 2013	For the quarter ended 31 st Dec 2012	For year ended 31 st March 2013
Fee Income	15,499.00	11,739.83	4,881.28	3,696.08	15,049.30
Other Operating Income	323.87	476.06	65.31	234.99	678.83
Total Revenue	15,822.87	12,215.89	4,946.59	3,931.07	15,728.14
Cost of Goods Sold	19.68	-	8.14	-	123.03
Direct Costs	7,807.15	6,197.41	2,426.26	1,967.92	8,037.23
Personnel Costs	2,077.09	1,680.64	719.07	556.96	2,189.18
SD&A Costs	2,507.33	1,813.82	676.15	606.60	2,445.95
EBIDTA	3,411.62	2,524.02	1,116.97	799.59	2,932.74
Finance Costs	0.35	-	(0.21)	-	-
Depreciation	949.65	613.82	346.12	221.75	859.35
Other Income	215.75	384.36	57.24	116.99	465.13
PBT	2,677.37	2,294.56	828.30	694.83	2,538.52
Income Tax	894.32	672.04	299.12	223.99	756.94
PAT (Before Minority Int.)	1,783.05	1,622.52	529.18	470.84	1,781.58
Minority Interest	(18.22)	(14.58)	(7.61)	(15.14)	(23.09)
PAT	1,801.27	1,637.10	536.79	485.98	1,804.67

Lakshya Forum for Competitions Pvt. Ltd. (Lakshya) has been consolidated w.e.f. April 1, 2013. Previous half year/year figures do not include Lakshya

- The figures for the nine months ended December 31, 2013 related to other expenses includes ₹188.86 lakhs spent on advertising expense related to special corporate branding campaign on the eve of completion of 25 years of MT.
- Adjusted for the above one-time expense, the EBITDA margin for nine months ended Dec. 31, 2013 has improved 209 basis points to 22.8% against 20.7% for the corresponding period last year.
- Similarly, adjusted for the above one-time expense, the PAT margin has fallen 121 basis points to 12.2%, mainly on account of increase in depreciation for Mangalore PU College & Hostel and fall in other income.
- In line with the dividend policy, the company declared an interim dividend of Re. 1 per equity share in November 2013.

Division Wise Revenue - Consolidated

(Revenue - INR in lakhs)

School		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	6,889	5,604	7,044
No. of Students Serviced*	34,319	32,880	33,224	

Science		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	4,152	3,201	4,010
No. of Students Serviced*	13,549	12,933	13,511	

Lakshya (North)		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	956	-	-
No. of Students Serviced*	1,825	-	-	

	YTD FY 14	YTD FY 13	FY 12-13
Total Students Serviced	73,696	67,462	70,828

Commerce		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	2,856	2,352	3,264
No. of Students Serviced*	21,988	19,830	22,088	

CPLC		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	256	213	274
No. of Students Serviced*	2,015	1,819	2,005	

Robomate		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	11	-	-

Others		YTD FY 14	YTD FY 13	FY 12-13
	Revenue	703	846	1,138

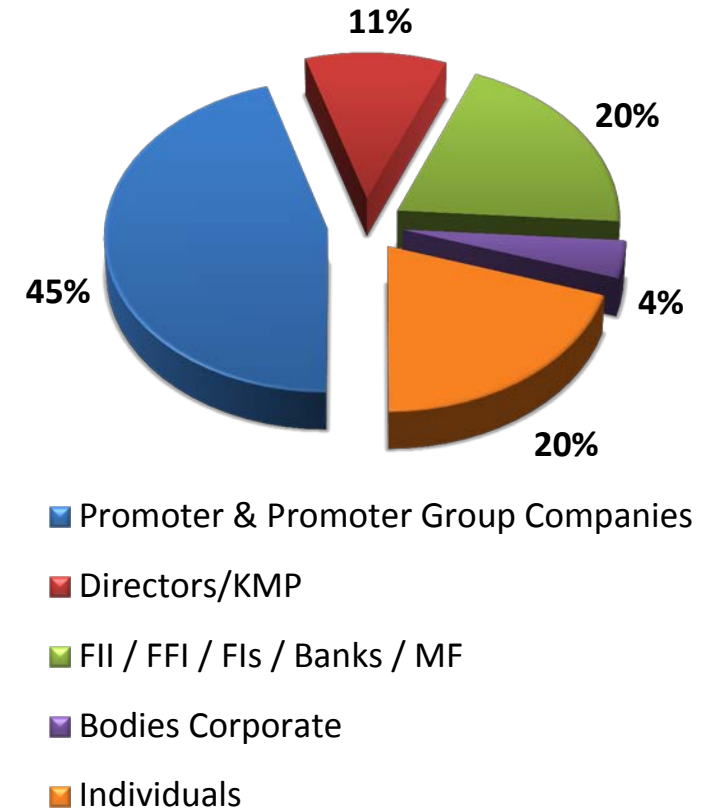
Others consists of income from management fees, Dubai, Govt. Projects & Franchisee Income.

*No. of Students Serviced represents students coached for a course during the period under consideration.

While a student is included in the no. of students serviced from the start of the course, the corresponding revenue for that student is accrued evenly over the course duration.

Thus, the revenue recognized for the student builds up as the financial year progresses which is reflected by the annual average fee realization per student being higher than the average fee realization for the interim periods. The average fee realization per student serviced for the period under consideration is not comparable with the average fee realization for the full year.

Category	% Share-holding
Promoter & Promoter Group	45.3
Directors/Top Management	10.8
Mutual Funds / FI / FII / Banks	20.0
Bodies Corporate	3.9
Large / Small Individual Investors	20.0
Total	100.0





Thank You