



# Q3 FY11 Investor Update

(Quarter ended December 2010)

*11<sup>th</sup> February 2011*

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Feb 2011

## Q3 FY11 – Consolidated Financials

Consolidated Financials					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
<b>Income</b>					
Sales & Service income	357.5	260.1		276.8	
Other income	8.7	15.8		8.4	
<b>Total Income</b>	<b>366.2</b>	<b>275.9</b>	<b>33%</b>	<b>285.2</b>	<b>28%</b>
<b>Expenditure</b>					
Cost of goods sold	69.8	24.8		59.5	
Personnel expenses	65.1	46.8		63.2	
Administration and other expenses	57.6	55.0		48.2	
Finance charges	27.9	13.9		21.2	
Depreciation	20.1	33.8		20.8	
<b>Total Expenditure</b>	<b>240.5</b>	<b>174.3</b>	<b>38%</b>	<b>212.9</b>	<b>13%</b>
<b>Profit before tax</b>	<b>125.7</b>	<b>101.6</b>	<b>24%</b>	<b>72.3</b>	<b>74%</b>
<i>PBT Margin</i>	<i>34%</i>	<i>37%</i>		<i>25%</i>	
Provision for tax	25.3	37.5		14.1	
Pre-acquisition profits	0.2	-0.1		-1.6	
Share of profit in associates	0.5	0.0		0.6	
Minority interest	3.0	3.0		1.4	
<b>Profit after tax, minority interest &amp; pre-acquisition profits</b>	<b>96.7</b>	<b>61.2</b>	<b>58%</b>	<b>57.8</b>	<b>67%</b>
<i>PAT Margin</i>	<i>26%</i>	<i>22%</i>		<i>20%</i>	
<b>EBITDA</b>	<b>162.4</b>	<b>136.6</b>	<b>19%</b>	<b>103.4</b>	<b>57%</b>
<i>EBITDA Margin</i>	<i>44%</i>	<i>49%</i>		<i>36%</i>	
<b>EBIT</b>	<b>142.3</b>	<b>102.8</b>	<b>38%</b>	<b>82.6</b>	<b>72%</b>
<i>EBIT Margin</i>	<i>39%</i>	<i>37%</i>		<i>29%</i>	
<b>EPS (Rs)</b>					
Basic	10.13	6.48	<b>56%</b>	6.06	<b>67%</b>
Diluted	9.23	6.08	<b>52%</b>	5.47	<b>69%</b>

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## Q3 FY11 – Standalone Financials

Standalone Financials					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
<b>Income</b>					
Sales & Service income	276.4	203.9		199.2	
Other income	6.0	12.1		11.6	
<b>Total Income</b>	<b>282.4</b>	<b>216.0</b>	<b>31%</b>	<b>210.8</b>	<b>34%</b>
<b>Expenditure</b>					
Cost of goods sold	61.9	21.4		52.2	
Personnel expenses	34.2	25.9		35.9	
Administration and other expenses	30.5	32.2		21.5	
Finance charges	17.4	10.8		10.3	
Depreciation	10.0	25.7		10.1	
<b>Total Expenditure</b>	<b>154.0</b>	<b>116.0</b>	<b>33%</b>	<b>129.9</b>	<b>19%</b>
<b>Profit before tax</b>	<b>128.4</b>	<b>100.0</b>	<b>28%</b>	<b>80.9</b>	<b>59%</b>
<i>PBT Margin</i>	45%	46%		38%	
Provision for tax	16.4	35.9		5.6	
<b>Profit after tax</b>	<b>112.0</b>	<b>64.1</b>	<b>75%</b>	<b>75.2</b>	<b>49%</b>
<i>PAT Margin</i>	40%	30%		36%	
<b>EBITDA</b>	<b>150.8</b>	<b>129.4</b>	<b>17%</b>	<b>87.4</b>	<b>73%</b>
<i>EBITDA Margin</i>	53%	60%		41%	
<b>EBIT</b>	<b>140.8</b>	<b>103.7</b>	<b>36%</b>	<b>77.3</b>	<b>82%</b>
<i>EBIT Margin</i>	50%	48%		37%	
<b>EPS (Rs)</b>					
Basic	11.74	6.76	<b>74%</b>	7.88	<b>49%</b>
Diluted	10.70	6.33	<b>69%</b>	7.15	<b>50%</b>

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## SmartClass at a glance

SmartClass at a Glance					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue	250.1	164.5	52%	150.0	67%
EBIT	165.4	117.0	41%	81.6	103%
EBIT Margin	66%	71%		54%	
No of Schools added	949	355		664	
No of Classrooms added	7,085	ND		5,309	
Average No of Classrooms per school	7.47	ND		8	
Cumulative No of Schools covered	5,534	2,574		4,585	
Cumulative No of Students covered (Million)	3.9	2.9		3.6	
Avg Selling Price per classroom (100%) (Rs Lacs)	3.81	ND		4.04	

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# Consolidated Results – Like to Like Comparison

Consolidated Results - Like for Like Comparison						
	Q3 FY11	Q3 FY10	YoY	Q3FY11	Q3FY10	YoY
	(Reported)*	(Reported)*		(Reconciled)**	(Reconciled)**	
	Rs Cr	Rs Cr	%	Rs Cr	Rs Cr	
Consolidated Revenue	357.5	260.1	37%	348.6	250.3	39%
Standalone Revenue	276.4	203.9	36%	267.5	194.0	38%
Subsidiaries Revenue	81.1	56.2	44%	81.1	56.2	44%
Consolidated Profit Before Tax	125.7	101.6	24%	143.1	101.6	41%
Consolidated Profit after Tax	96.7	61.2	58%	81.9	61.2	34%

## Notes

\* Revenues reported under securitization led sale model including deferred content revenue arising from transfer of BOOT contracts to EduSmart starting from Q2 of FY 2010

\*\*Depicts that numbers are restated now on earlier BOOT model to effect the right comparison , assuming as if model change has not happened

## Standalone Results – Like to Like Comparison

Standalone Results - Like for Like Comparison						
	Q3 FY11	Q3 FY10	YoY	Q3FY11	Q3FY10	YoY
	(Reported)*	(Reported)*		(Reconciled)**	(Reconciled)**	
	Rs Cr	Rs Cr	%	Rs Cr	Rs Cr	
Revenue	276.4	203.9	36%	267.5	194.0	38%
Revenue (SmartClass)	250.1	164.5	52%	241.2	164.5	47%
Profit Before Tax	128.4	100.0	28%	145.9	100.0	46%
Profit After Tax	112.0	64.1	75%	96.3	64.1	50%

### Notes

\* Revenues reported under securitization led sale model including deferred content revenue arising from transfer of BOOT contracts to EduSmart starting from Q2 of FY 2010

\*\* Depicts that numbers are restated now on earlier BOOT model to effect the right comparison, assuming as if model change has not happened

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# Contribution of Key Subsidiaries

Subsidiaries' Contribution to Revenue						
	<u>Q3 FY11</u>		<u>Q3 FY10</u>		<u>Q2 FY11</u>	
	Rs Cr	%	Rs Cr	%	Rs Cr	%
<b>Total Reported Revenue</b>	<b>357.5</b>	100%	<b>260.1</b>	100%	<b>276.8</b>	100%
<b>Break-up of Revenues:</b>						
Contribution from Key Subsidiaries	64.2	18%	48.7	19%	65.1	24%
Contribution from Other Subsidiaries	16.9	5%	7.5	3%	12.5	5%

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# Segmental Revenue & EBIT (Consolidated)

Revenue by Segments					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
School Learning Solutions	279.4	198.7	41%	192.3	45%
K12 Schools	30.4	25.1	21%	32.1	-5%
Higher Learning Solutions	14.6	7.8	87%	13.7	7%
Online, Supplemental & Global	33.1	28.5	16%	38.7	-14%
<b>Total</b>	<b>357.5</b>	<b>260.1</b>	<b>37%</b>	<b>276.8</b>	<b>29%</b>

EBIT by Segments					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
School Learning Solutions	170.9	121.6	41%	88.8	92%
K12 Schools	10.7	10.3	3%	12.9	-17%
Higher Learning Solutions	-6.0	-4.1	NM	-6.5	NM
Online, Supplemental & Global	-4.4	-4.7	NM	3.1	NM
<b>Total</b>	<b>171.1</b>	<b>123.1</b>	<b>39%</b>	<b>98.3</b>	<b>74%</b>

Debtor Days*	
	Q3 FY11
School Learning Solutions:	
Smart Class	87
ICT	52
K12 Schools	22
Higher Learning Solutions	4
Online, Supplemental & Global	3
<b>Total</b>	<b>168</b>

## Note

\*On a sequential consolidated turnover basis



# Revenue by Geography

Revenue by Geography					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
India	319.5	232.0	38%	239.6	33%
International	38.1	28.1	36%	37.2	2%
<b>Total</b>	<b>357.5</b>	<b>260.1</b>	<b>37%</b>	<b>276.8</b>	<b>29%</b>

% Revenue Split by Geography			
	Q3 FY11	Q3 FY10	Q2 FY11
	%	%	%
India	89%	89%	87%
International	11%	11%	13%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

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# Segmental contribution to Revenue (Consolidated)

Segmental Contribution to Revenue			
	Q3 FY11	Q3 FY10	Q2 FY11
<b>School Learning Solutions (Rs Cr)</b>	279.4	198.7	192.3
<i>as a %age of total</i>	78%	76%	69%
<b>K12 Schools (Rs Cr)</b>	30.4	25.1	32.1
<i>as a %age of total</i>	9%	10%	12%
<b>Higher Learning Solutions (Rs Cr)</b>	14.6	7.8	13.7
<i>as a %age of total</i>	4%	3%	5%
<b>Online, Supplemental &amp; Global (Rs Cr)</b>	33.1	28.5	38.7
<i>as a %age of total</i>	9%	11%	14%
<b>Total (Rs Cr)</b>	<b>357.5</b>	<b>260.1</b>	<b>276.8</b>

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# Educomp Infrastructure and School Management Limited

EISML Standalone Financials		
	Q3 FY11	9M FY11
	Rs Cr	Rs Cr
<b>Income</b>		
Sales & Service income	20.3	61.9
Other income	2.1	5.6
<b>Total Income</b>	<b>22.3</b>	<b>67.5</b>
<b>Expenditure</b>		
Cost of goods sold	0.1	0.5
Personnel expenses	2.1	5.7
Administration and other expenses	2.5	9.3
Finance charges	9.7	27.2
Depreciation	2.3	6.6
Preoperative Expenditure	0.0	0.0
<b>Profit before tax</b>	<b>5.6</b>	<b>18.2</b>
Provision for tax	1.9	5.9
<b>Profit after tax</b>	<b>3.7</b>	<b>12.4</b>
<i>PAT Margin</i>	<i>16%</i>	<i>18%</i>
<b>EBITDA</b>	<b>15.5</b>	<b>46.4</b>
<i>EBITDA Margin</i>	<i>69%</i>	<i>69%</i>

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# Financials of Other Subsidiaries

Eurokids Financials					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue	9.1	6.9	31%	9.1	0.1%
EBITDA	0.5	0.3	87%	1.1	-52.6%
EBITDA Margin %	6%	4%		12%	
PAT	0.5	0.7	-23%	0.6	-8.7%
PAT Margin %	6%	10%		6%	
Learning.com Financials					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue	27.9	19.0	47%	28.5	-1.8%
EBITDA	10.2	4.2	143%	8.8	15.8%
EBITDA Margin %	36%	22%		31%	
PAT	4.3	0.7	508%	2.9	48.7%
PAT Margin %	15%	4%		10%	
Ask n Learn Financials					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue	6.8	7.2	-5%	6.4	6.8%
EBITDA	-0.1	1.0	NM	1.5	NM
EBITDA Margin %	-2%	14%		24%	
PAT	-2.0	-0.4	NM	-0.2	NM
PAT Margin %	NM	NM		NM	
Raffles JV					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue (50% of JV Revenue)	1.3	0.5	153%	1.5	-8.9%
EBITDA (50% of JV EBITDA)	-2.8	-1.9	47%	-3.0	-6.7%
Pearson JV (IndiaCan)					
	Q3 FY11	Q3 FY10	YoY	Q2 FY11	QoQ
	Rs Cr	Rs Cr	%	Rs Cr	%
Revenue (50% of JV Revenue)	5.1	2.0	152%	5.6	-9.6%
EBITDA (50% of JV EBITDA)	-4.8	-3.3	46%	-4.4	10.8%

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# Consolidated Balance Sheet

Consolidated Balance Sheet		
	As at 31st Dec 2010	As at 30th Sep 2010
<b>Sources of funds</b>	Rs Cr	Rs Cr
<b>Shareholders' funds</b>		
Share capital	19.1	19.1
Reserves and surplus	1,974.2	1,720.3
ESOP outstanding account	14.7	12.4
Minority interest	235.7	205.1
Loan funds	1,461.3	1,400.2
Deferred tax liability (Net)	9.7	3.1
<b>Total Sources of Funds</b>	<b>3,714.7</b>	<b>3,360.2</b>
<b>Application of funds</b>		
Goodwill	819.8	634.4
Total Fixed Assets	1,589.1	1,399.8
Foreign currency monetary long term translation account	-1.9	-3.0
Investments	141.3	78.2
<b>Current assets, loans and advances</b>		
Inventories	35.3	23.8
Sundry debtors	551.2	748.2
Cash and bank balances	504.5	472.9
Loans and advances	440.5	327.6
Other current assets	17.3	21.0
<b>Less : Current liabilities and provisions</b>		
Liabilities	343.7	323.6
Provisions	38.6	19.0
<b>Net current assets</b>	<b>1,166.4</b>	<b>1,250.8</b>
<b>Total Application of Funds</b>	<b>3,714.7</b>	<b>3,360.2</b>

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# Standalone Balance Sheet

Standalone Balance Sheet		
	As at 31st Dec 2010	As at 30th Sep 2010
<b>Sources of funds</b>	Rs Cr	Rs Cr
<b>Shareholders' funds</b>		
Share capital	19.1	19.1
Reserves and surplus	1,435.7	1,323.3
ESOP outstanding account	14.7	12.4
<b>Loan funds</b>	684.6	710.8
Deferred tax liability (Net)	0.3	0.6
<b>Total Sources of Funds</b>	<b>2,154.5</b>	<b>2,066.2</b>
<b>Application of funds</b>		
Total Fixed Assets	132.6	134.3
Foreign currency monetary long term translation account	-1.9	-3.0
Investments	1,055.8	827.4
<b>Current assets, loans and advances</b>		
Inventories	27.6	17.1
Sundry debtors	465.1	662.4
Cash and bank balances	305.4	258.7
Loans and advances	395.1	344.3
Other current assets	16.6	15.3
<b>Less : Current liabilities and provisions</b>		
Liabilities	218.1	183.2
Provisions	23.7	7.0
<b>Net current assets</b>	<b>968.0</b>	<b>1,107.5</b>
<b>Total Application of Funds</b>	<b>2,154.5</b>	<b>2,066.2</b>

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# Business Highlights



- SmartClass growth on track on the back of a very successful TV advertising campaign (currently going on)
- Added 7085 classrooms across 949 schools in Q3 (average classrooms per school at 7.47)
- SmartClass now reaches 5534 schools and 3.9 million students
- Robust pricing at Rs.3.81 lacs maintained
- A total of 19,144 classrooms added so far in 9 months of FY11



- Participated in tenders covering around 20000 schools in Gujarat, Maharashtra and Haryana
- ICT program currently reaches 10550 schools and 5.8 million students after the expiry of the Gujarat (2819 schools) and Chattisgarh (445 schools)

## Pre-Schools:



- Reaching a total of 48100 kids across both Roots to Wings and Eurokids brands
- 220 pre-schools operational under Roots to Wings covering ~8300 kids
- 579 preschools operational under Eurokids covering ~39800 kids

# Business Highlights

## K12 Schools:



- Total of 50 schools operational (39 under Educomp, 11 Euroschools under Eurokids\*)
- Schools under Educomp include 30 owned schools and 9 schools under Joint Ventures/Dry Management model
- 2 new schools under Joint Ventures signed and will start in the next academic term
- In addition there is a visibility of 29 schools including land sites, sites currently under construction and JVs taking the total visibility to 81 schools

## Raffles JV:



- Launched MBA program (2 years course) with Bhartiya University in 2 colleges (Delhi and Bangalore)
- AICTE approval to launch Engineering & PGDM programs received
- 1st session of Engineering and PGDM batches expected to start in July/August 2011

\*3 school contracts under Euroschools JV were terminated





# Business Highlights

## Pearson JV: A Pearson Educomp Company

- IndiaCan has a total of 279 points of presence across the country reaching 52500 students through its different models: ETEN/ Purple Leap/ Consumer Vocational
- Running Robotics Labs in colleges; rolled out CCNA & Embedded Systems courses; plans to roll out Telecom course
- Launched Media course with NDTV; launched Oracle and Accounting courses
- Various government projects worth Rs 20 cr in hand:
  - Rajasthan Knowledge Corporation Limited, Rajasthan
  - Rajasthan Mission On Skills & Livelihood, Rajasthan
  - Gujarat Industrial Development Corporation, Gujarat (Employment Readiness)
  - Gujarat Industrial Development Corporation (Manufacturing Trade)
  - Special Sawarnajayant Grameen Swarozgar Yojana, Ministry of Rural Development
  - Tamil Nadu Adi Dravidar Housing & Development Corporation, Tamil Nadu
  - P- STEP (Punjab Infotech, Punjab)
  - Punjab Edusat Society, Punjab
  - Entrepreneurship Development Institute, Chennai
  - Gujarat Urban Development Mission, Gujarat
  - SJSRY, Bhopal (DUDA, Bhopal)
  - Empanelled for a key project: UIDAI (creation of national ID)
  - MoRD Pilot in Bhopal & Angul successfully delivered

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# Business Highlights

## Supplemental Education:



- New VMC center opened in Delhi taking the total number of VMC centers to 3 in Delhi
- No of seats increased from 700 to 2200 seats
- All India entrance test conducted on 16<sup>th</sup> Jan across 20 cities; ~10,000 IITJEE aspirants appeared for the exam; 2200 students have been enrolled
- 6 new VSAT based centers opened outside Delhi, on franchisee basis



- WizIQ crossed the 1 million registered users mark this quarter and is now the largest online platform of its kind in the world
- WizIQ's virtual classroom interface now available in multiple languages; released in Spanish, Portuguese and Hebrew; Arabic, Chinese and Russian to follow
- Partnerships with LMS Companies worldwide like Remote Learner, Blackboard, Learning.com (US), NetEx (Spain and Portugal), eTeacherGroup (Israel)



- Learnhub has over ~525,000 total registered users; JumboTests has ~200,000 total registered users
- StudyPlaces has over ~665,000 total registered users



# Business Highlights



- Serves nearly 125,000 teachers and over 3.2 million students in 47 states in USA and 10 countries
- Product portfolio consists of Sky, a digital learning environment, Technology Literacy and Assessment Solutions: EasyTech, TechLiteracy Assessment, 21st Century Skills Assessment for students, Supplemental Curriculum in math and science: Aha!Math, Aha!Science
- Products used in 1,550 districts and 7,700 schools; More than 2.1 million assessments administered
- TechLiteracy Assessment selected for statewide implementations/pilot projects in the following states: Arizona, Maryland, New Jersey, South Dakota, North Dakota, Rhode Island and Texas
- Learning.com selected as a platform for delivering virtual curriculum marketplaces in Florida and Colorado



- Increased presence to 170 institutions in Singapore
- New version of the Learning Management System (more robust version of EduLearn) called Ask n Learn has been launched
- Built on the latest technology platform, the LMS brings a much enhanced user experience
- Started groundwork to launch SmartClass in China in Chinese language through CDEL (China Distance Education Holdings), the leading online education company in China



# Awards and recognitions



Sangeeta Gulati, **Chief Financial Officer (CFO)**, **Educomp Solutions Ltd.**, has been conferred with the ICAI Women CFO 2010 Award by the prestigious Institute of Chartered Accountants of India for exceptional performance and achievements as a CFO.



"**Citizen's Choice #1 Award for Teaching Learning Paradigm** through ICT Intervention-Digital Learning Magazine (Sep-2010).



Shantanu Prakash was chosen as the winner of Dataquest "**Pathbreaker of the Year Award**" for 2010 for making quality education available in schools across different parts of the country.



**IndiaCan** students secured 15 positions in the top 50 ranks of the CA Inter exams results



The **PSBB Millennium School**, Gerugambakkam, was selected as the only school from INDIA to be a **Pathfinder School** under the Microsoft Partners in Learning – Worldwide Innovative Education Forum. Out of 118 applications from 48 countries, The PSBB Millennium School was among the top 58 selected schools in the world and the only one from India.

Three students of **The PSBB Millennium School** were awarded the **EAA-Macmillan Medals** for having secured the highest grade in the state of Tamil Nadu. Out of the 199,362 students across classes 3 to 12 from 2368 schools in India and a host of other countries across the world



Received **PR1+ rating** for commercial paper of Rs 80cr by **CARE ratings**.



# 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

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# 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, Denraun



PSBB Millennium School, GST Road, Chennai



Shriram Millennium School, Noida



Millennium School, Agra



Millennium School, Karnal



# Expanding Higher Education Infrastructure



## Greater Noida Campus

- Ready for launch of Engineering and PGDM programs from July/August onwards



Delhi Campus



Ahmedabad Campus



Hyderabad Campus



Chennai Campus

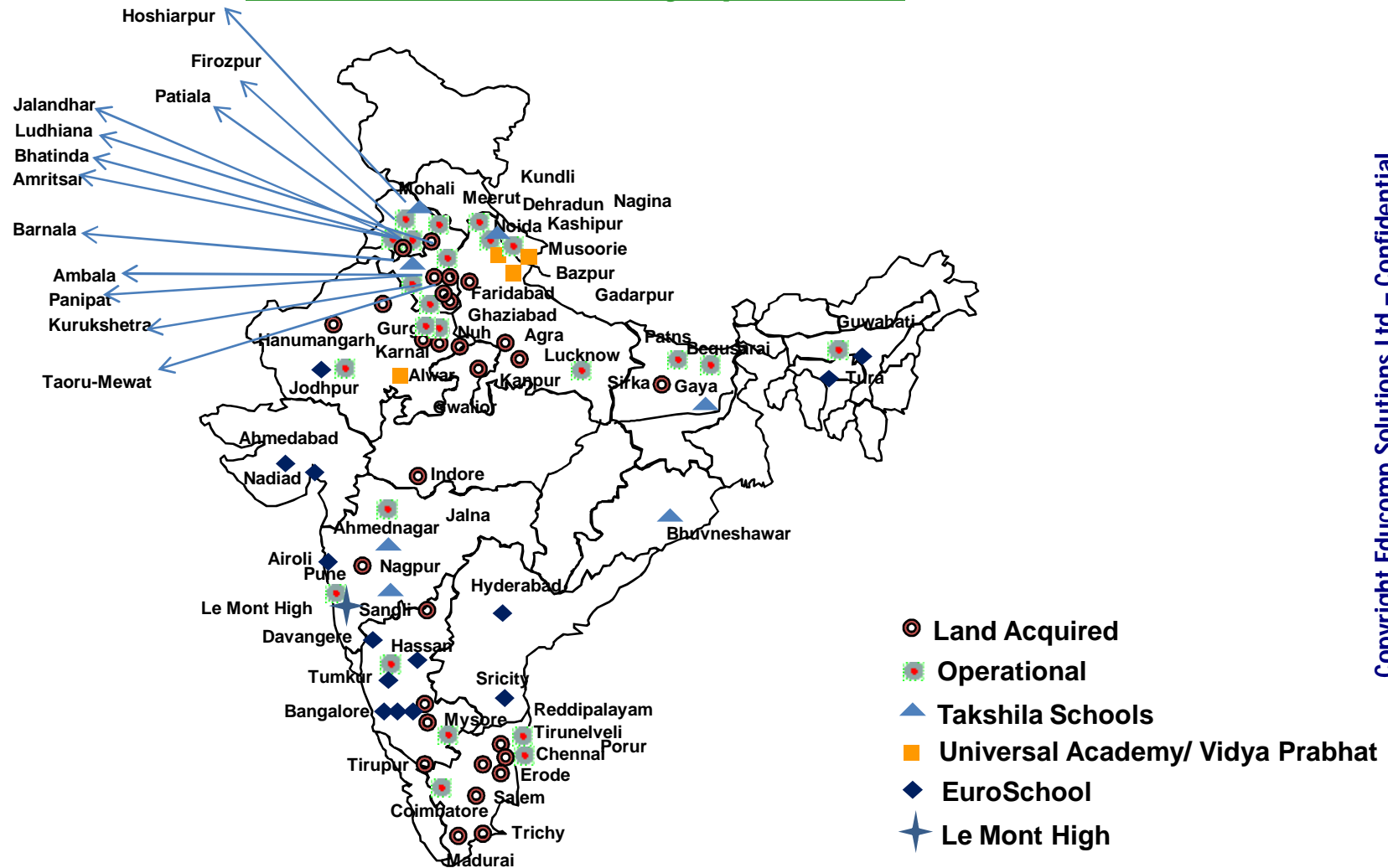
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# Creating core K12 Schools capacity

Current Location of Schools (Visibility\* of 81 Schools, 46 currently Operational)



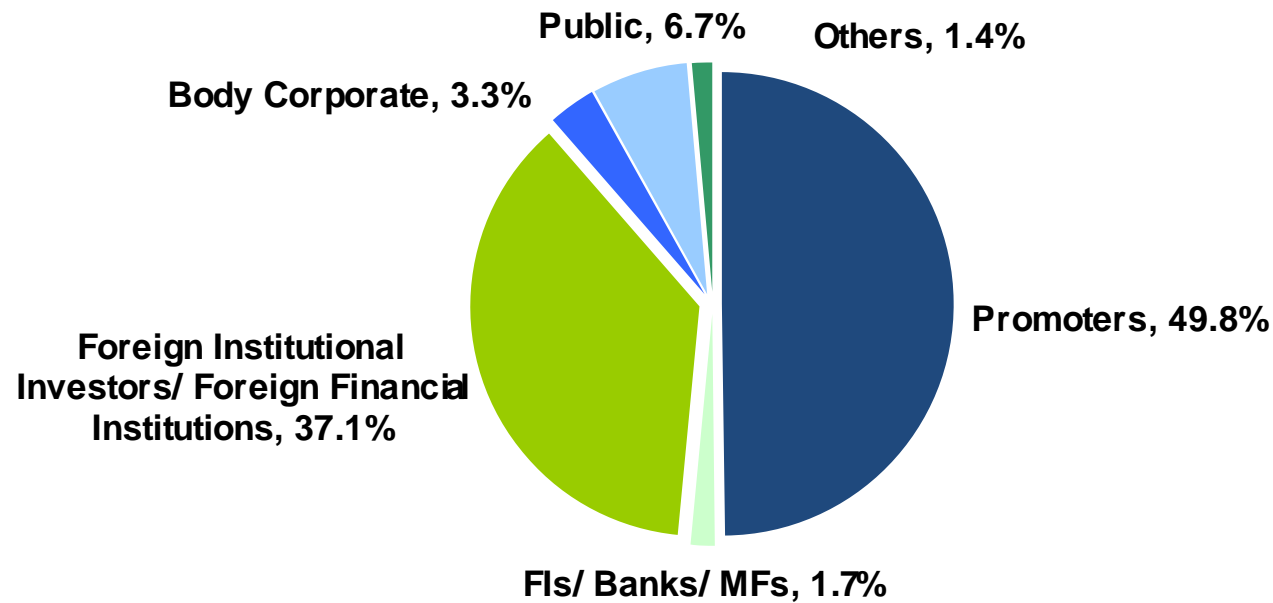
\* Visibility of Schools covers all Schools (including Dry Management, land sites and under-construction sites)



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# Shareholding Pattern – As on December 31, 2010

Equity Shares Outstanding-95,539,396



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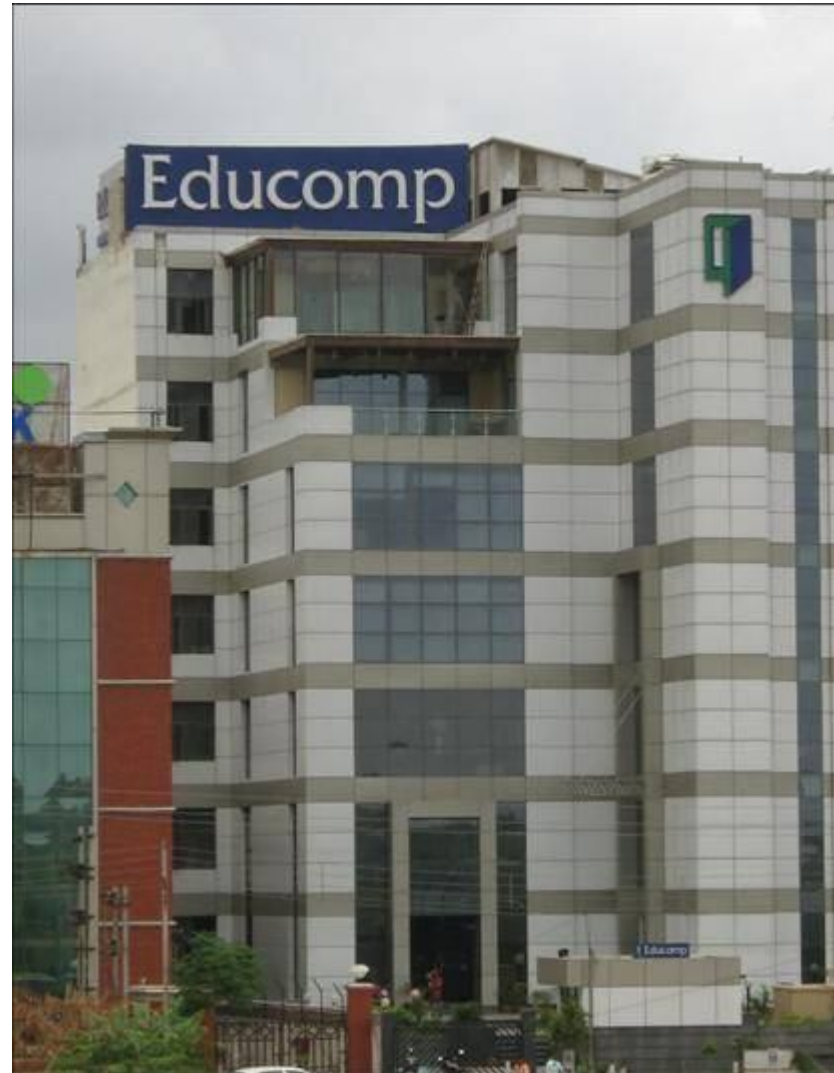
Company has sub-divided each of the existing Equity Shares of the face value of Rs.10/- each fully paid-up into five Equity Shares of the face value of Rs.2/- each fully paid-up.



# Contact Us

**For any Investor Relations queries  
please contact:**

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# Forward Looking Statement

## Forward Looking Statement

*Certain statements in this document with words or phrases such as “will”, “should”, etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.*

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**Educomp Solutions Limited: FACTSHEET - Q3 FY11**

SmartClass							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Schools added	949	664	844	503	355	309	173
No of Classrooms added	7,085	5,309	6,750	4,038	ND	ND	ND
Average No of Classrooms per school	7.47	8	8	8	ND	ND	ND
Cumulative No of Schools covered	5,534	4,585	3,921	3,077	2,574	2,219	1,910
Cumulative No of Students covered (Million)	3.9	3.6	3.4	3.1	2.9	2.5	2.2
Avg Selling Price per classroom (100%) (Rs Lacs)	3.81	4.04	3.90	3.90	ND	ND	ND
Avg Revenue per classroom recognized in Year 1 (52.5%) (Rs Lacs)	2.01	2.12	2.05	2.05	ND	ND	ND

ICT							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of New Schools signed	NIL	NIL	NIL	600	363	671	1,780
Cumulative No of Schools covered	10,550	13,814	15,426	15,426	14,826	14,463	13,792
Cumulative No of Students covered (Million)	5.8	7.4	8.2	8.2	7.9	7.7	7.4
No of Schools for which the contractual period has expired	3,264	1,612	0	0	0	0	0

Pre Schools							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of 'Roots to Wings' Pre Schools	220	228	224	220	240	204	193
No of 'Eurokids' Pre Schools	579	535	506	555	539	424	450
No of Total Pre Schools	799	763	730	775	779	628	643

K12 Schools							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of K12 Schools operational	50	46	43	43	36	36	35
- No of K12 Schools operational under Educomp (Greenfield)	30	25		29	22	22	23
- No of K12 Schools operational under Educomp (Dry Mgmt/JV)	9	7	29				
- No of K12 Schools operational under Euroschools	11	14	14	14	14	14	12
No of K12 Schools with visibility*	81	79	73	69	59	48	43
Breakup of Greenfield schools under Educomp:							
- No of K12 Schools operational in 0th year	5	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 1st year	8	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 2nd year	12	ND	ND	ND	ND	ND	ND
- No of K12 Schools operational in 3rd year and above	5	ND	ND	ND	ND	ND	ND

Higher Education - Raffles JV							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Colleges (Raffles Millennium International)	7	7	7	3	2	2	2

Vocational Education - Pearson JV							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
No of Total IndiaCan points of presence	279	277	251	220	122	105	40
No of Students covered by IndiaCan	52,500	34,600	ND	ND	ND	ND	ND

Online & Supplemental Education							
	Q3 FY11	Q2 FY11	Q1 FY11	Q4 FY10	Q3 FY10	Q2 FY10	Q1 FY10
Online Users							
No of New registered users added (in Million)	0.34	0.34	0.41	0.22	0.18	0.18	0.16
Total No of registered users (in Million)	2.5	2.1	1.8	1.4	1.2	1.0	0.8
Vidyamandir Classes / LEAP							
No of VMC + LEAP centers operational	30	17	17	5	5	5	5
No of students enrolled in VMC & LEAP programs	3,170	1,150	1,150	1,100	1,100	1,100	1,100