



Corporate Presentation

- **Educomp is the largest Education company in India and the only company spread across the entire Education Ecosystem**
- **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**
- **Demonstrated innovation in products: SmartClass, Millennium Learning System, One-on-One Learning, ETEN, VSAT technology, Online learning, Technology integrated Supplemental education etc.**
- **High investment in R&D: 400 people in content development, over 100 people in non-digital learning materials**
- **Best in class partnerships & Joint Ventures: Raffles Education Corp. for Higher Education and Pearson plc for Vocational Education**



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 29,095 Schools and over 19.4 million learners and educators across the world.”

Presence across entire Educational Life Cycle



The only Education Ecosystem Company In India



School Learning Solutions



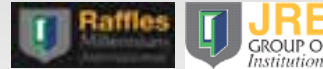
- **Smart Class:** Teacher-led educational content solution that dramatically improves learning outcomes in Private Schools. Market leader with presence in 10030 schools



- **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



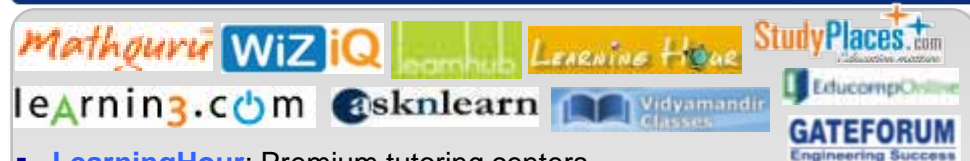
Pre-Schools (842 franchisee sign-ups)

- **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

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



Covering 10,030 schools and
~5.3 million students

What is SmartClass

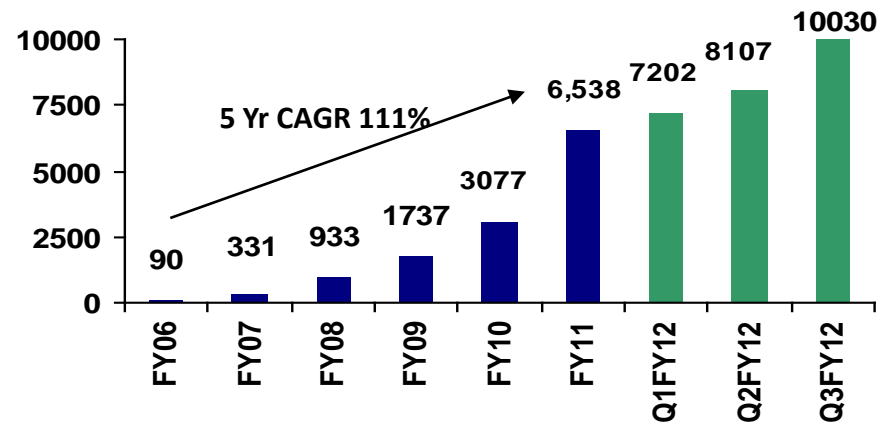
- Solution designed to assist teachers & enhance students' academic performance
- Also enables teachers to instantly assess and evaluate the learning achieved



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 Interactive digi-boards with overhead projectors

No of Schools Signed



Financial Year is April to March



Robust Design for Indian conditions: smartclass DTS is specially designed to work in high ambient temperatures and dusty conditions prevalent in most Indian classrooms, unlike most other imported interactive whiteboards that are always at a risk of breakdown in such conditions. Moreover the system can be locked with one key to ensure high security and safety of the equipment

All equipment integrated as a single modular unit



Presenting the world's first, fully-integrated one switch digital interactive system.

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



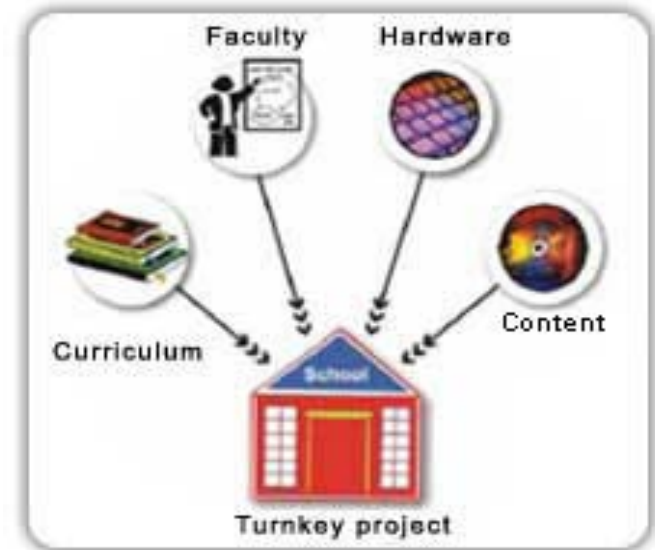
- Educomp SmartClass 3D Lab provides a unique and highly immersive experience to view curriculum concepts in life like format in 3D
- 3D SmartLab is fully equipped with stereoscopic 3D projection system, 3D electronic viewing glasses , specially designed 3D curriculum library created for the first time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



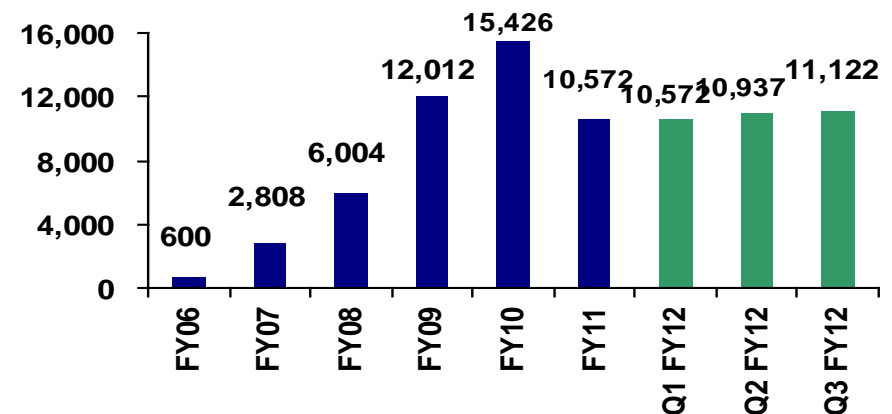
Covering 11,122 schools and ~6.1 million students

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



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 ~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

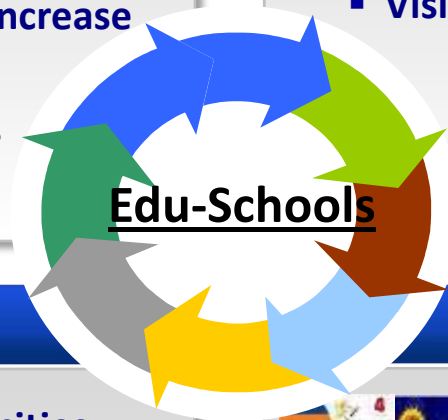
Creating core K12 Schools capacity

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



- MLS, EDAC and Scaffolding Learning Systems
- Over 800 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 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

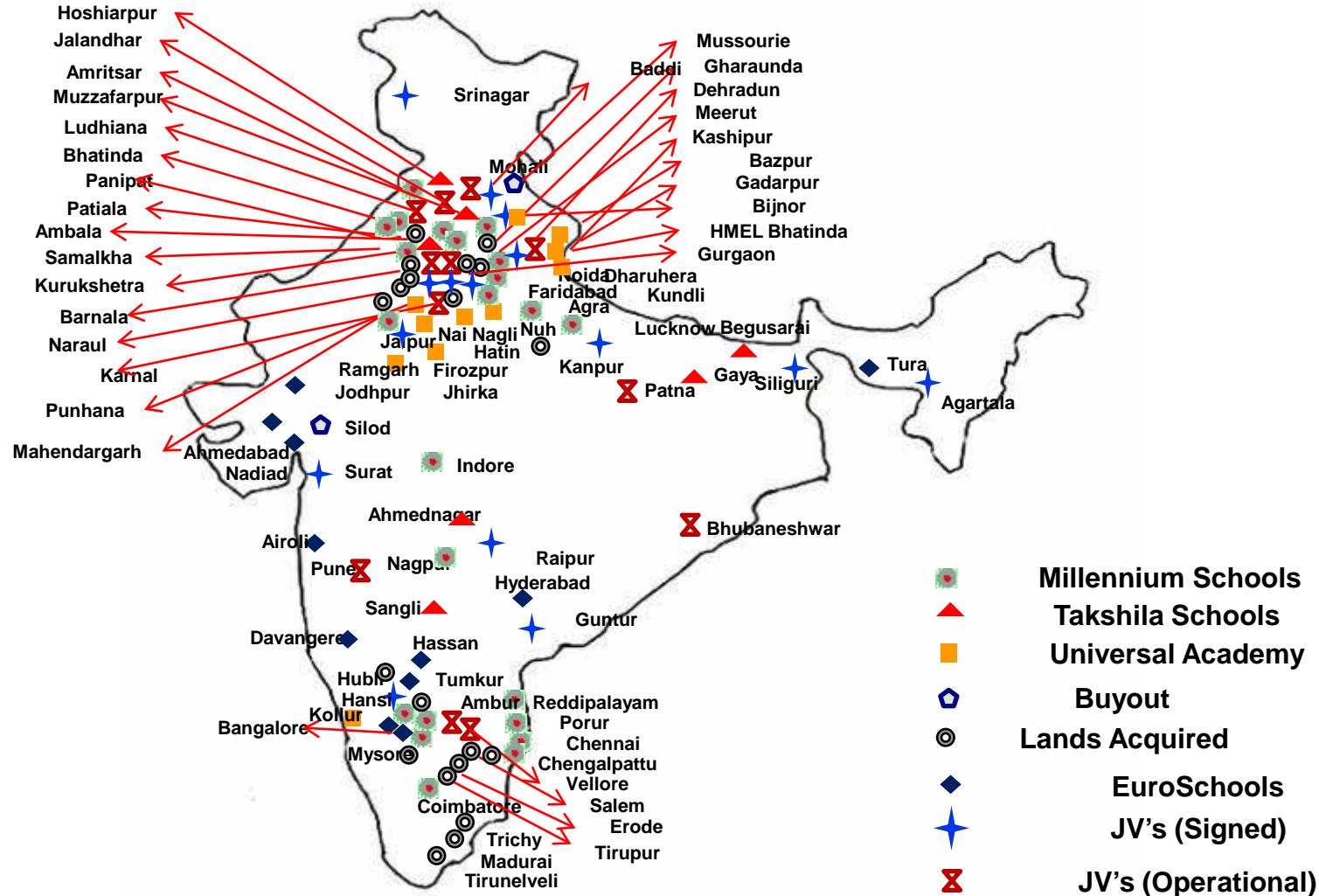


Millennium School, Jalandhar



Millennium School, Karnal

K-12: 112 schools visibility, 69 operational, 21 land parcels, 22 new JVs signed





An Educomp Raffles Joint Venture

- Owing to the huge demand supply gap, need for creation of 1500 colleges and Universities to reach GER of 15%

Raffles Millennium International Colleges

- 7 'Raffles Millennium International' colleges operational in Delhi, Bangalore, Chandigarh, Kolkata, Hyderabad, Ahmedabad and Chennai
- Course offerings in Fashion Design, Interior Design, Fashion Marketing & Management, Product Design, Jewellery Design, Visual Communication and Multimedia Design
- International faculty from US, UK, Italy, Spain and Singapore

Building high quality higher-ed capacity across India



An Educomp Raffles Joint Venture



Hyderabad Campus



Chennai Campus



Delhi Campus



Chandigarh Campus



Bangalore Campus



Kolkata Campus



Ahmedabad Campus

JV with Raffles for opportunities in Higher Education



An Educomp Raffles Joint Venture

JRE Campus for Higher Education (Engineering & PGDM)

- State-of-the-art campus in Gr.Noida offering Engineering & MBA programs

Engineering Courses:

- Bachelor of Technology in Information Technology
- Bachelor of Technology in Applied Electronics & Instrumentation
- Bachelor of Technology in Computer Science & Engineering
- Bachelor of Technology in Electronics & Communication Engineering
- Bachelor of Technology in Electrical Engineering

MBA Courses:

- Specialization in Marketing/ Finance/ HR
- BBA
- Executive MBA

Building International Quality Higher Education Campus in Gr. Noida





An Educomp Pearson Joint Venture: Reaching 93,000 students across 343 centers



- VSAT based teaching/learning model
- Network of 158 centers operational
- Over 53,000 students enrolled
- 52 All India Ranks including 4 All India No. 1 Ranks in different CA exams in FY11; 19 Ranks in H1 of FY12 so far



- Proposition: Industry ready talent
- Distribution Model: Inside College
- Delivery Model: Hybrid Learning (VSAT + In person sessions)
- Network of 90 colleges
- Over 30,000 students enrolled

Retail Vocational Channel

- Retail network of Vocational Training centers
- Network of 95 centers
- Over 10,000 enrollments

Educomp Supplemental - A unique Supplemental Education platform



Educomp™ **Supplemental**



Assessments
& Counseling



Tutoring
Services



Test Preparation



E-learning
Platforms



Admissions
Advisory Services

Partnership with Great Lakes Institute of Management

- **Strategic investment to expand the presence of Great Lakes Institute of Management across India**
- **Great Lakes is ranked amongst the top 10 B-Schools in India (by Business Standard) in a short span of 7 years**
- **Dr Bala Balachandran (founder) was ranked 4th in the Economic Times “Top 10 Global Indian Thought Leaders” list**



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

SAVE

Industry Recognition



JRE Business School won 'Asia's Promising Business Schools' by World Brand Congress in Singapore from amongst B-schools of 29 countries



Sangeeta Gulati, Educomp CFO received the prestigious Business Today Best CFO Award in the category 'Sustained Wealth Creation (mid size)' from Finance Minister, Mr. Pranab Mukherjee.

Soumya Kanti, President, Educomp Solutions received an "International Excellence Awards" and a Gold Medal to Educomp Solutions Ltd for Enhancing the Image of India



Shantanu Prakash, won the prestigious ET Now 'Leap of Faith' Award in the category of Education. (March 2011)



VMC students secured 5 positions in the top 6 in IIT-JEE Delhi Zone



Educonnect was voted as the Best Public Choice Award for Learning Initiative of the Year and EFES won the Best Public Choice Award for Innovation in Teaching Pedagogy at World Education Awards (July 2011)



Educomp is featured in Forbes Asia's 'Best under a Billion' list among 35 Indian companies who have made the mark. (Sep-2011)

ETEN students bagged 52 All India Ranks including 4 All India No. 1 Ranks in different CA exams



Malgosia Green (CEO of Educomp's subsidiary Savvica) named one of the 20 Young Women in Power by Canadian Business Magazine (Aug'11)



Institute of Economic Studies presented the Udyog Rattan Award to Soumya Kanti, President of Edureach)

Educomp MD Shantanu Prakash conferred with Wisitex International "Shiksha Ratna of the Decade" award India Education Review (Sep-2011)



WizIQ won the Best Public Choice Award for "Innovation in Open & Distance Learning" at World Education Awards (July 2011)



Educomp features in two of Business World's lists of top 500 biggest companies in India



Franchise India, presented "Entrepreneur of the Year" award to Mr. Shantanu Prakash for significant contribution towards the growth of the education sector in India



April 2011 issue of Dare Magazine chose Shantanu in its list of Inspiring 50 Entrepreneurs - 2011. The magazine quoted "Shantanu Prakash, is the man who is responsible for bringing the much-awaited change in the Indian education system"



PSBB Millennium School Chennai is one among 17 schools worldwide to have been selected a Microsoft Mentor School



21 Gateforum students secured top 10 ranks in GATE 2011 and 141 in Top 100 across 7 streams of engineering

Industry Recognition (Cont'd)



Educomp was conferred with the prestigious "Excellence Award" by the Institute of Economic Studies for its outstanding contribution towards developing the education sector in India through excellence in Productivity, Quality, Innovation & Management of holistic range of educational products and services

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



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

Educomp has featured in the Forbes list of Asia's 200 best under a billion. Forbes Asia September 2008



Chosen as "FUTURE TITAN", one of the 10 hottest companies in India by Outlook Business Magazine Nov 2006



Educomp ranked 140th in the BT 500 list of the most valuable private companies in India — Dec 2007



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

JRE Business School was selected as 'Asia's Promising Business Schools' from amongst B-schools of 29 countries by the CMO Asia Advisory Board and the Advisory Council of World Brand Congress and Mr. Shantanu Prakash was nominated 'Edupreneur of the year'



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.

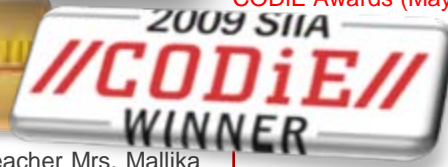


Learning.com Digital Learning Environment -- awarded the "Best Course Management System" in 24th Software & Information Industry Association's annual CODiE Awards (May 09)



Educomp won the **NASSCOM Social Innovation Honours 2010** (NSIH 2010) for innovations in making a social change using technology

PSBB Millennium School teacher Mrs. Mallika Sundaresan, with over 28 years experience in Science and Science Laboratory Techniques, won **CBSE Cluster "Best Teacher"**



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



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



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

Educomp ranks **1st** in the list of "India's Best Companies to Work For 2009" in the industry of Education & Training' by a study conducted by The Great Places to Work® Institute in collaboration with The Economic Times

Contact Us

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