



NURTURING THE IDENTITY OF A NEW GENERATION

# Standalone Profit & Loss Statement

Particulars	Qtr Ended Unaudited 30-June-11	Qtr Ended Unaudited 30-June-10	Year Ended Audited 31-Mar-11
1. (a) Net Sales/Income from Operations	6,685.23	4,456.51	30,162.93
(b) Other Operating Income	-	-	-
<b>Total</b>	<b>6,685.23</b>	<b>4,456.51</b>	<b>30,162.93</b>
2. Expenditure			
a. Increase/decrease in stock in trade and work in progress	-	-	-
b. Consumption of raw materials	-	-	-
c. Purchase of traded goods	-	-	-
d. Employees cost	1,086.12	855.90	4,235.91
e. Depreciation	975.81	766.51	3,588.80
f. Other expenditure	2,164.52	1,466.63	10,623.01
<b>Total</b>	<b>4,226.45</b>	<b>3,089.04</b>	<b>18,447.72</b>
3. Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	2,458.78	1,367.47	11,715.21
4. Other Income	29.96	0.23	516.06
5. Profit before Interest and Exceptional Items (3+4)	2,488.74	1,367.70	12,231.27
6. Interest	836.91	285.16	1,927.84
7. Profit after Interest but before Exceptional Items (5-6)	1,651.83	1,082.54	10,303.43
8. Exceptional Items	-	-	-
<b>9. Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)</b>	<b>1,651.83</b>	<b>1,082.54</b>	<b>10,303.43</b>
10. Tax expense	548.73	356.42	3,006.90
<b>11. Net Profit (+)/ Loss (-) from Ordinary Activities after tax (9-10)</b>	<b>1,103.10</b>	<b>726.12</b>	<b>7,296.53</b>
12. Extraordinary Item	-	-	-
<b>13. Net Profit(+)/ Loss(-) for the period (11-12)</b>	<b>1,103.10</b>	<b>726.12</b>	<b>7,296.53</b>

*Amt in lakhs*

# Consolidated Profit & Loss Statement

Particulars	Qtr Ended Unaudited 30-June-11	Qtr Ended Unaudited 30-June-10	Year Ended Audited 31-Mar-11
1. (a) Net Sales/Income from Operations	9,818.62	6,749.08	42,469.57
(b) Other Operating Income	-	-	-
<b>Total</b>	<b>9,818.62</b>	<b>6,749.08</b>	<b>42,469.57</b>
2. Expenditure			
a. Increase/decrease in stock in trade and work in progress	-	-	-
b. Consumption of raw materials	-	-	-
c. Purchase of traded goods	1,505.86	1,720.41	7,892.32
d. Employees cost	1,768.78	1,108.95	6,167.22
e. Depreciation	1,312.11	814.69	4,199.41
f. Other expenditure	2,880.73	1,747.30	12,862.34
<b>Total</b>	<b>7,467.48</b>	<b>5,391.35</b>	<b>31,121.29</b>
3. Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	2,351.14	1,357.73	11,348.28
4. Other Income	30.38	0.23	274.33
5. Profit before Interest and Exceptional Items (3+4)	2,381.52	1,357.96	11,622.61
6. Interest	929.44	321.87	2,105.14
7. Profit after Interest but before Exceptional Items (5-6)	1,452.08	1,036.09	9,517.47
8. Exceptional items	-	-	-
<b>9. Profit (+)/ Loss (-) from Ordinary Activities before tax (7+8)</b>	<b>1,452.08</b>	<b>1,036.09</b>	<b>9,517.47</b>
10. Tax expense	484.93	342.68	2,753.62
<b>11. Net Profit (+)/ Loss (-) from Ordinary Activities after tax (9-10)</b>	<b>967.15</b>	<b>693.41</b>	<b>6,763.85</b>
12. Extraordinary Item	-	-	-
<b>13. Net Profit(+)/ Loss(-) for the period (11-12)</b>	<b>967.15</b>	<b>693.41</b>	<b>6,763.85</b>

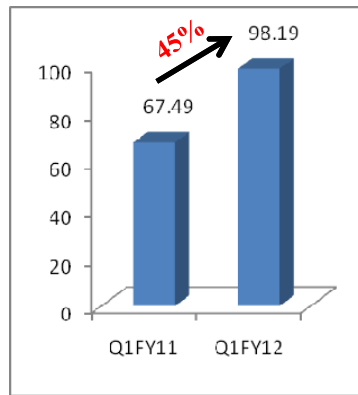
*Amt in lakhs*

# Financial Snapshot – (Q1 FY11 Vs Q1 FY12)

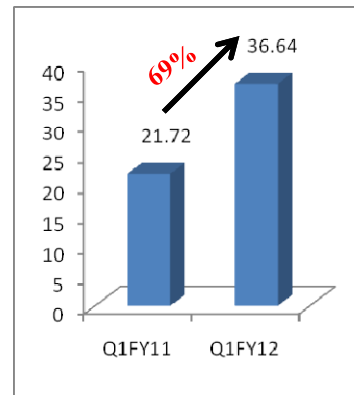
*Amt in crores*

Consolidated

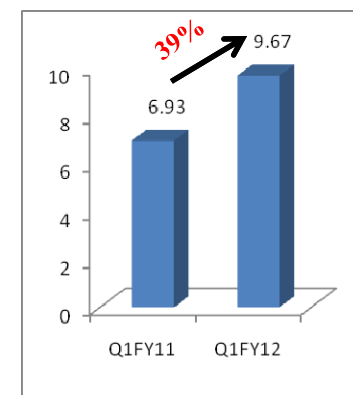
**Revenue**



**EBIDTA**

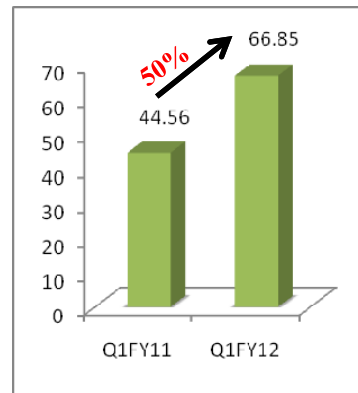


**PAT**

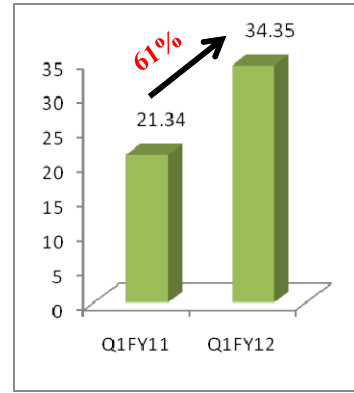


Standalone

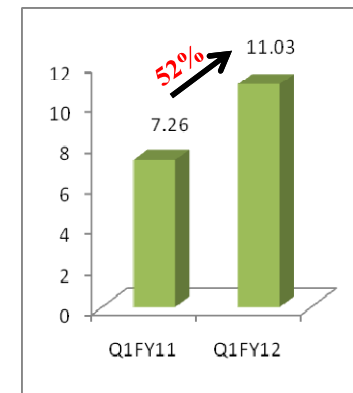
**Revenue**



**EBIDTA**



**PAT**



# Divisional Performance - YoY

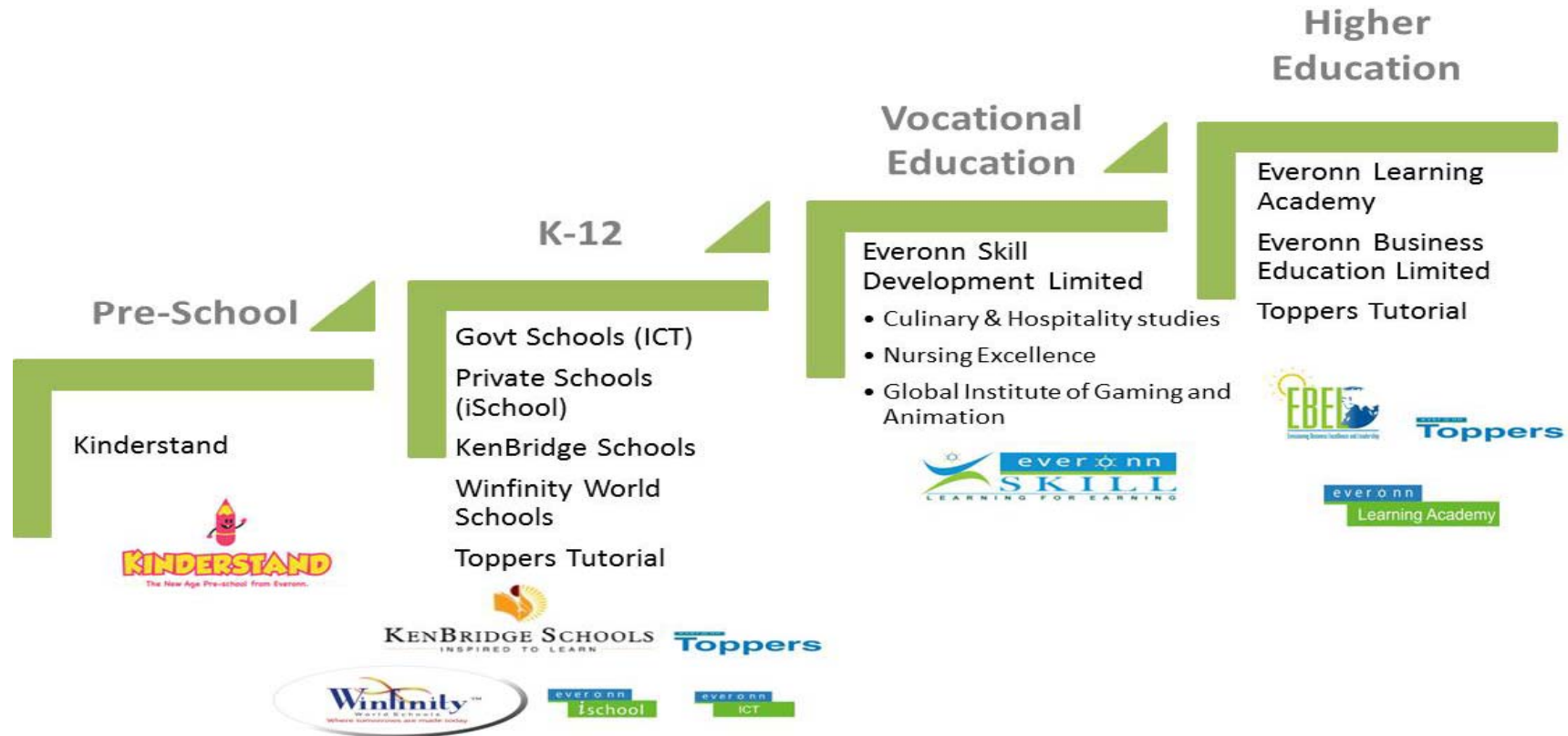
*Amt in crores*

Particulars	Revenue			EBIDTA			PBT			PAT		
	Q1FY11	Q1FY12	% Growth	Q1FY11	Q1FY12	% Growth	Q1FY11	Q1FY12	% Growth	Q1FY11	Q1FY12	% Growth
VITELS	25.13	42.09	67%	12.97	23.22	79%	6.92	11.67	69%	-	-	-
ICT	19.43	24.76	27%	8.37	11.12	33%	3.91	4.55	17%	-	-	-
<b>Standalone Revenue</b>	<b>44.56</b>	<b>66.85</b>	<b>50%</b>	<b>21.34</b>	<b>34.35</b>	<b>61%</b>	<b>10.82</b>	<b>16.51</b>	<b>53%</b>	<b>7.26</b>	<b>11.03</b>	<b>52%</b>
Toppers	3.33	4.55	37%	1.29	1.93	50%	0.87	1.35	56%	-	-	-
Edures	19.40	12.79	-34%	1.73	0.77	-56%	1.36	0.76	-44%	-	-	-
New Subsidiaries	0.19	13.99	-	(2.64)	(0.41)	-	-	-	-	-	-	-
<b>Consolidated Revenue</b>	<b>67.49</b>	<b>98.18</b>	<b>45%</b>	<b>21.72</b>	<b>36.64</b>	<b>69%</b>	<b>10.36</b>	<b>14.51</b>	<b>37%</b>	<b>6.93</b>	<b>9.67</b>	<b>39%</b>

Standalone (margins)	Q1FY11	Q1FY12
EBIDTA	48%	51%
PBT	24%	25%
PAT	16%	17%

Consolidated (margins)	Q1FY11	Q1FY12
EBIDTA	32%	37%
PBT	15%	15%
PAT	10%	10%

# Everonn – Most Diversified in the Education arena



# Business Updates – Business Units

## 1. Virtual Technology Enabled Learning Services (ViTELS)

### i. Everonn Learning Academy (Colleges)

- No: of colleges added - 35

### ii. iSchool

- No: of schools added – 42

### iii. Retail

- Total no: of retail centers – 59

## 2. ICT

### Projects in the pipeline

- Karnataka - 4396 Schools
- Gujarat - 4424 Schools

# Business Updates – Subsidiaries

## 1. Educational Resources (Edures)

- Launched Branded ready to wear school uniforms and bags
- Edures becomes an Authorized Education Reseller of Microsoft for education and Apple Solution Expert for education
- Rolled out Channel Partner Initiative for having greater market reach

## 2. Everonn Toppers

- Toppers students secured All India 64<sup>th</sup> Rank in IITJEE 2011 and All India 6<sup>th</sup> Rank in AIEEE 2011.
- Introduced Foundation Programs for Class 8, 9 & 10<sup>th</sup> students to prepare them for various competitive exams – IITJEE, Maths/Science Olympiads, NTSE, etc.

# Business Updates – Subsidiaries

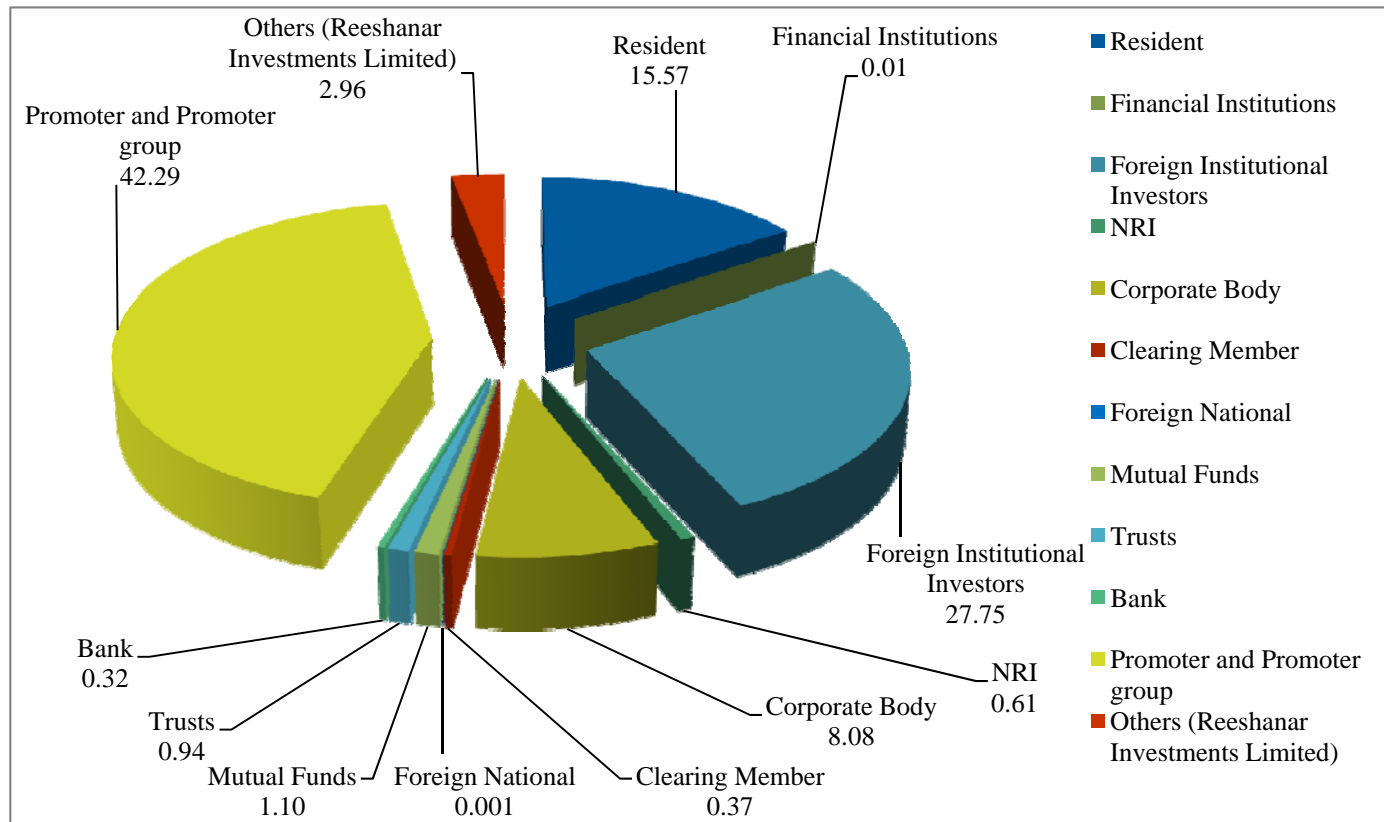
## 3. Everonn Skill Development

- 31 Multi Skill Development Centers (MSDCs) - Tamilnadu, Gujarat, Karnataka, Andhra Pradesh and Kolkata.
- Inaugurated our first Master Resource Center (MRC) in Chennai and location for 2 MRCs have been identified in Hyderabad and Bangalore.
- MoU with TATA Motors to train 1 lakh drivers.
- Completed 1st phase of training 1200 people and placed 900 of them under the SGSY - Special Projects scheme of the Ministry of Rural Development.
- Training programs under the Re Settlement of Officers, Ministry of Defence, commenced at Dehradun and Aurangabad
- ESDL has identified an overseas training / academic partner (Kangan TAFE) for skill development in the auto sector.

## 4. Everonn School Limited (ESL)

- 10 schools (CBSE and International) went operational in Gulbarga, Myladuthurai, Ramanathapuram, Karur, Tirunelveli, Vijayawada, Raipur, Kota, Himmatnagar and Madurai.
- The chain of Pre-school stood at 32
- 20 new locations identified for schools for next academic Year

# Ownership Pattern



# Points of Presence

Business Units	FY2008	FY2009	FY2010	Q1FY11	Q2FY11	Q3FY11	Q4FY11	Q1FY12
ViTELS - Colleges	230	800	1567	1672	1812	1875	1920	1955
ViTELS - Schools	180	557	1017	1087	1195	1335	1455	1497
ViTELS - Retail	29	35	46	49	54	59	59	59
ICT	3164	4442	5862	6075	6628	6628	6628	6628
<b>Total Presence</b>	<b>3603</b>	<b>5834</b>	<b>8492</b>	<b>8883</b>	<b>9689</b>	<b>9897</b>	<b>10062</b>	<b>10139</b>

Subsidiaries	Q1FY12
Toppers	33
KenBridge Schools	9
Winfinity Schools	1
Kinderstand	32
Vocational Centers	31

# Thank You



Everonn Education Limited  
*Education beyond boundaries*

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