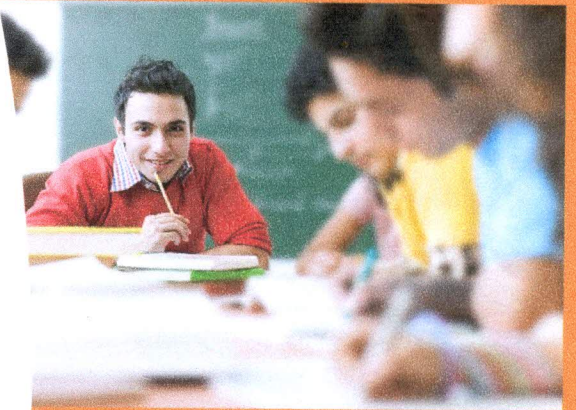




Annual Report
2012-2013



About the Company – CL Educate

Overview

CL Educate Ltd is one of India's leading educational services providers. Since the inception in 1995, we have evolved from a one-man MBA test-preparation ("test prep & training") company into one of the country's most diversified educational service providers. The diversity of our business portfolio enables us to touch students across multiple age groups across their educational lifecycles.

At CL Educate we 'enable individuals to realize their potential & achieve their dreams'. In the past 18 years, the CL brand has diversified and effectively established itself as a household name in India. We operate across a broad spectrum of segments in the education industry, including test preparation, K-12 education, vocational training and further education.

We have state of the art infrastructure across more than 225 learning centers spread over 175 locations in India. We are over 3,000 people strong; with teachers, trainers & academicians making up 65% of this workforce,

and are committed to delivering path breaking education across the various segments mentioned above to all our students.

Core Ideology

We believe that the only unchanging part of any business entity is the core ideology. Our clarity about our core ideology equips us to effectively keep reinventing ourselves over time and makes us capable of converting every change in the environment into an opportunity for growth and success.

Our core purpose is to "Enable people realize their potential and make their dreams come true" and our core values are summed up in the internal acronym 'ROOHI'

Risk Taking Acting decisively based on sound judgment and intuition.

Ownership Accepting responsibility for action and carrying the team forward in a crisis situation.

Openness Regularly sharing experiences with team members

and customers, and encouraging feedback and initiative from them.

Honesty & commitment to customers Communicating clearly & honestly to customers, the deliverables and expectations from them.

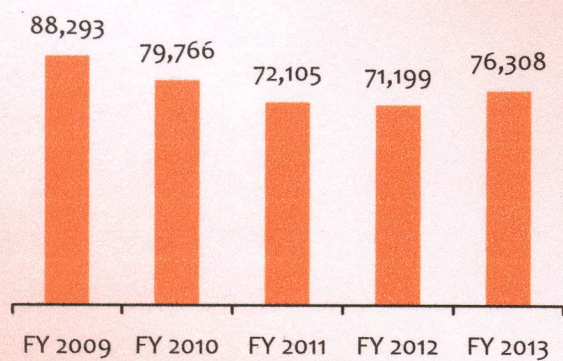
Innovation Creating products, systems and processes with enhanced effectiveness to meet customer needs.

We follow our core values in all aspects of our operating practices and at all our locations. We believe that our adherence to these core values has enabled us to grow our business and our brand and we will continue to adhere to these principles.

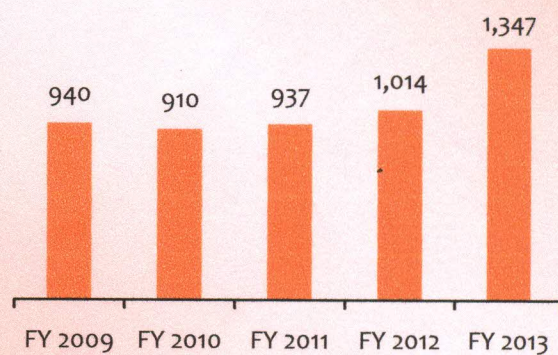
Further, our core values have taken the shape of a core value test that has been designed in consultation with external experts in the realm of psychology and psychometrics. Any new recruit to our Company is required to take this test prior to their meeting for the recruitment process.

Historical Data for CL Educate (FY 2009 – FY 2013)

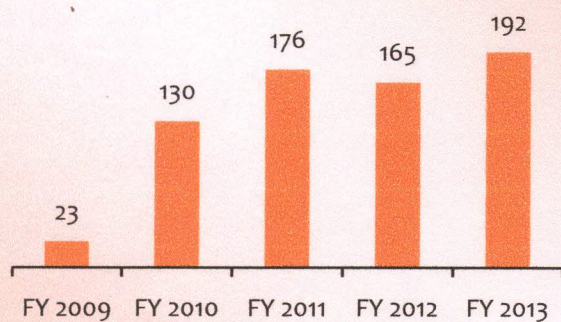
Gross Enrollments – Test Preparation



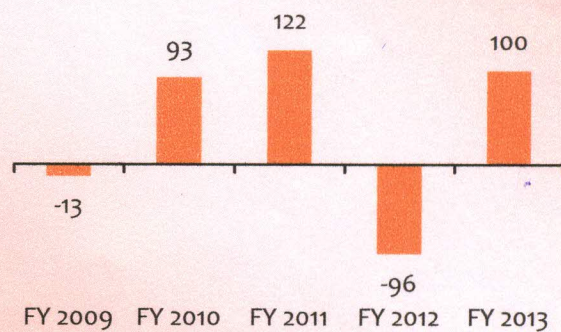
Total Income (in Mn)



Operating Profit - EBITDA (in Mn)



Profit before Tax - PBT (in Mn)



Historical Data for Consolidated CL Group including K-12 (FY 2010 – FY 2013)

