MT EDUCARE

MT Educare Limited

Annual Report 2015-16

Kool rules of the digital Gurukul

Contents

Corporate Overview

Corporate Information	01
Business Overview	02
We are MT Educare	08
Business Highlights	12
Chairman's Message	14
Our Process Creates Winners	16

Statutory Reports

Management Discussion and Analysis	20
Directors' Report	26
Corporate Governance Report	43

Financial Statements

Standalone

Independent Auditors' Report	57
Balance Sheet	62
Statement of Profit and Loss	63
Cash Flow Statement	64
Notes	66

Consolidated

Independent Auditors' Report	89
Balance Sheet	92
Statement of Profit and Loss	93
Cash Flow Statement	94
Notes	96

Cautionary Statement Regarding Forward-Looking Statement

The statements contained in the report contain certain statements relating to the future and therefore are forward looking within the meaning of applicable securities, laws and regulations. Various factors such as economic conditions, changes in government regulations, tax regime, other statues, market forces and other associated and incidental factors may however lead to variation in actual results.

Corporate Information

BOARD OF DIRECTORS

Mr. Mahesh R. Shetty
Chairman and Managing Director

Mr. Naarayanan Iyer
Non Independent, Non Executive Director

Dr. Chhaya Shastri
Non Independent, Non Executive Director

Ms. Drushti Desai
Independent, Non Executive Director

Mr. Yatin Samant
Independent, Non Executive Director

Mr. Uday Lajmi
Independent, Non Executive Director

BOARD COMMITTEES

Audit Committee
Ms. Drushti Desai (Chairperson)
Mr. Uday Lajmi
Dr. Chhaya Shastri.

Nomination and Remuneration Committee
Mr. Uday Lajmi (Chairman)
Mr. Yatin Samant
Ms. Drushti Desai

Stakeholders Relationship Committee
Mr. Yatin Samant (Chairman)
Ms. Drushti Desai
Dr. Chhaya Shastri

Corporate Social Responsibility Committee
Mr. Uday Lajmi (Chairman)
Mr. Mahesh Shetty
Dr. Chhaya Shastri

COMPANY SECRETARY & COMPLIANCE OFFICER

Mr. Ashwin M. Patel

BANKERS

Kotak Mahindra Bank Ltd.
ICICI Bank Ltd.
Axis Bank Ltd.
IndusInd Bank Ltd.
HDFC Bank Ltd.

STATUTORY AUDITORS

M/s. Shaparia Mehta & Associates LLP
Chartered Accountants

INTERNAL AUDITORS

M/s. Mukund N. Chitale & Co.
Chartered Accountants

REGISTERED OFFICE

MT Educare Limited
(CIN:L80903MH2006PLC163888)
220, 2nd Floor, "FLYING COLORS"
Pandit Din Dayal Upadhyay Marg,
L.B.S. Cross Road, Mulund (West),
Mumbai - 400080.

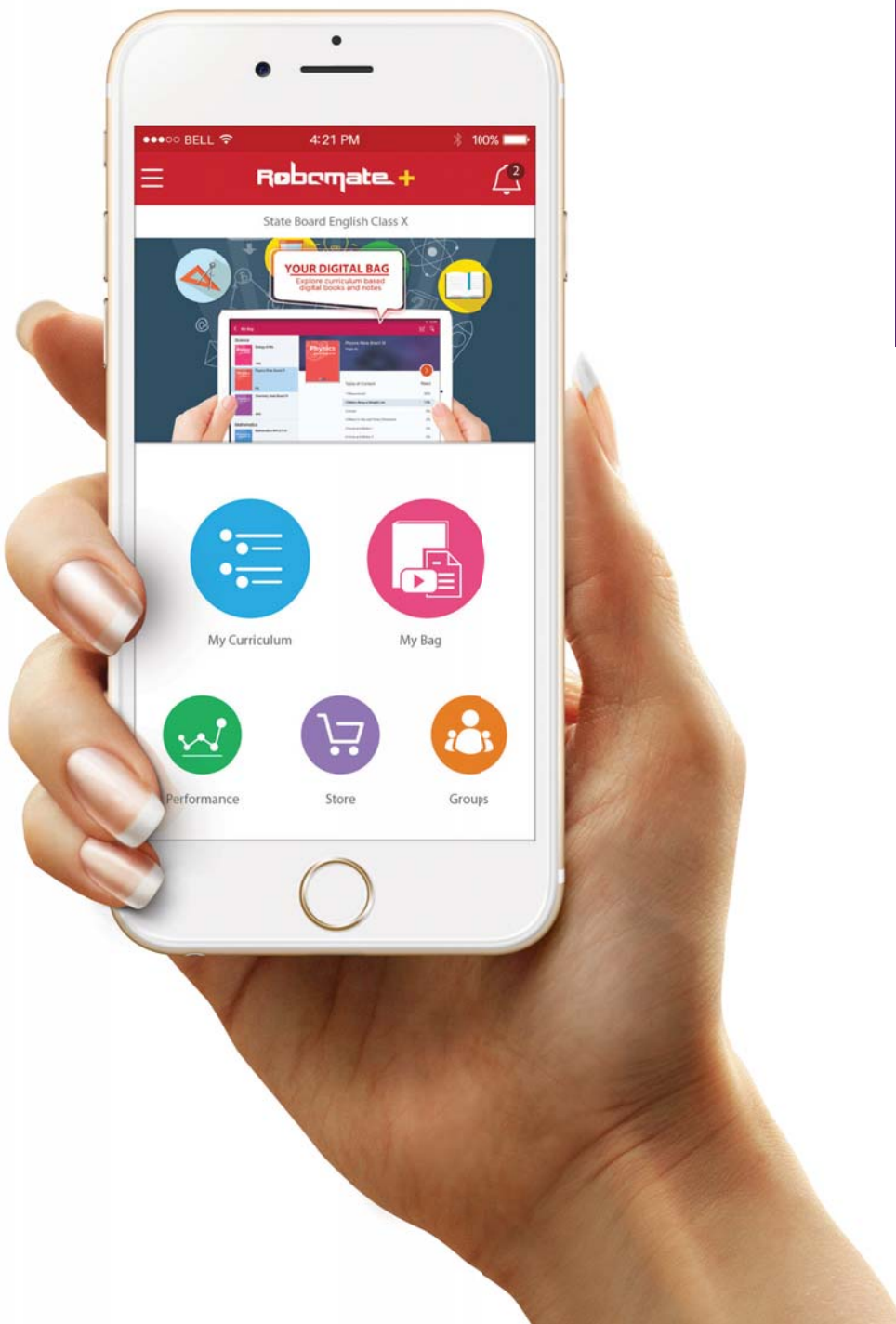
REGISTRAR & TRANSFER AGENTS

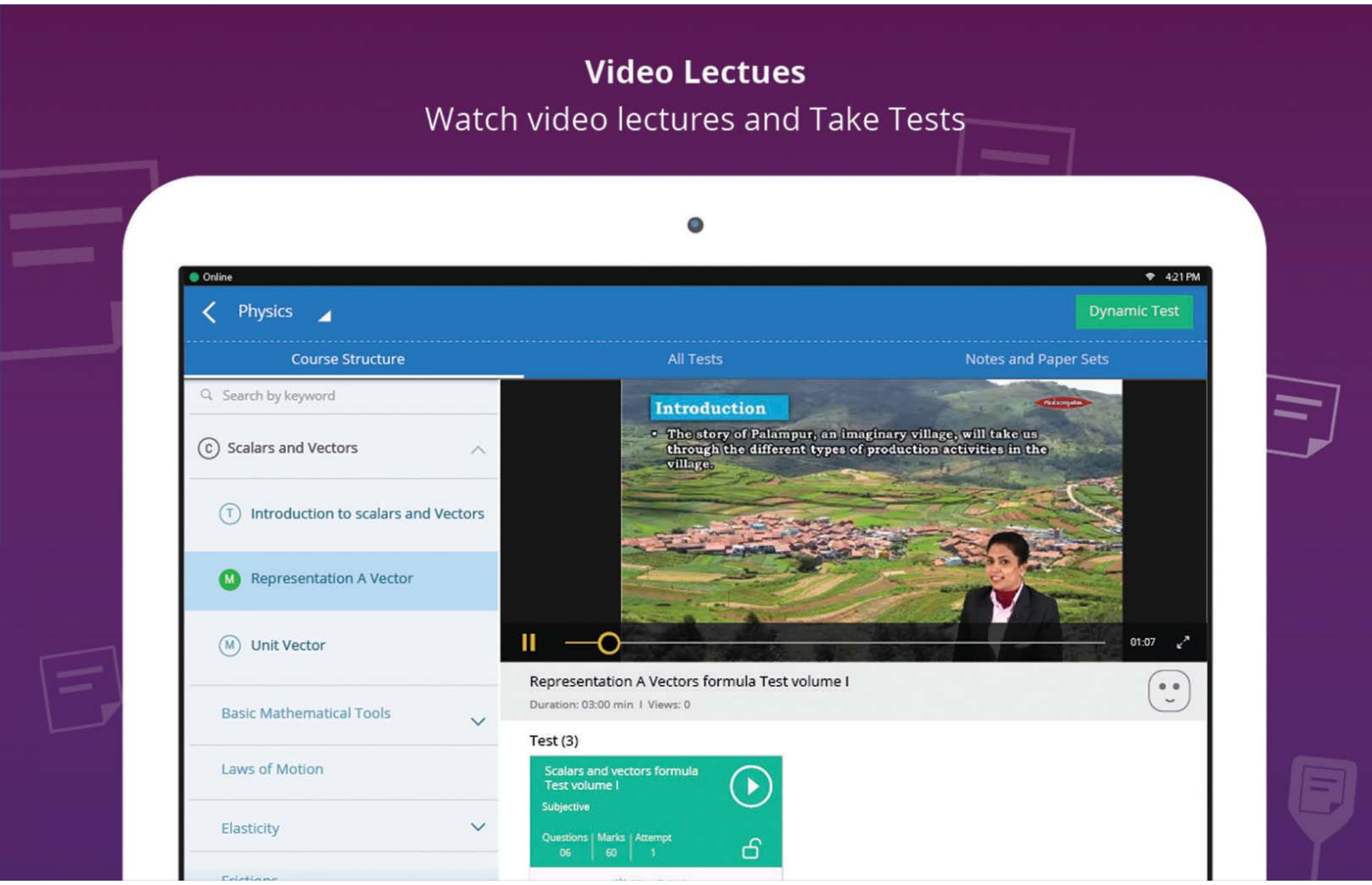
Link Intime India Private Limited
C-13, Pannalal Silk Mill Compound,
L.B.S. Marg, Bhandup (West),
Mumbai - 400 078.

Investor Grievance Email:
mtel.ipo@linkintime.co.in

Kool rules of the digital Gurukul

Technology is moving at the speed of lightning. Today, disruptive innovations are part of industry norm. People have embraced these innovations with open arms and now, those are an indispensible part of human life. The penetration of smart phones and tablets has ushered the digitalization wave. It has led to a one-stop-platform, simplifying key human activities, including education.





Being one of India's leading education services provider, we have successfully developed methods to improve students' performance with the help of technology. We have developed Robomate+, an online education portal/app that facilitates interactive study. Robomate+ is a complete Learning Management System (LMS) enabling self-learning and academic up-gradation, through dynamic assessment, across various streams, performing as a 'Digital Gurukul'. This 'Digital Gurukul' ensures the maximum learning through proven techniques, such as conceptual videos, adaptive learning and collaborative learning methods developed by our expert 'Kool Guru' (Teachers). It is further laced with kool rules to gel with the kool generation. The Robomate+ with unique features like RoboAssess, RoboAnalyze and RoboBooks, is poised to enhance students' quest for academic growth and has revolutionized the way education is imparted. It teaches every student across streams, 24x7 with 'n' number of repeat views until a student masters the concept.

Kool rules #1

No Eklavya shall ever be denied a Dronacharya

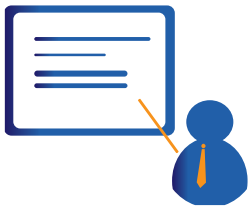
Indian mythology is graced with many strong dynamic personalities who had defied all odds to attain knowledge. Thanks to our Digital Gurukul, a student now does not need to face hardships like Eklavya. At our Digital Gurukul, the Kool Guru teaches everyone equally. The user interface of our Flipped Classroom process (LMS) is both simple and intuitive. Our goal is always to create an experience that is engaging and easy to use. Our well researched digital content is designed by our expertized faculties, post extensive brain storming sessions. It is kept simple and precise, which makes it easy for students to grasp, learn and retain for a longer duration of time. We are increasing the focus on assessments through our exhaustive test series and mock exams.

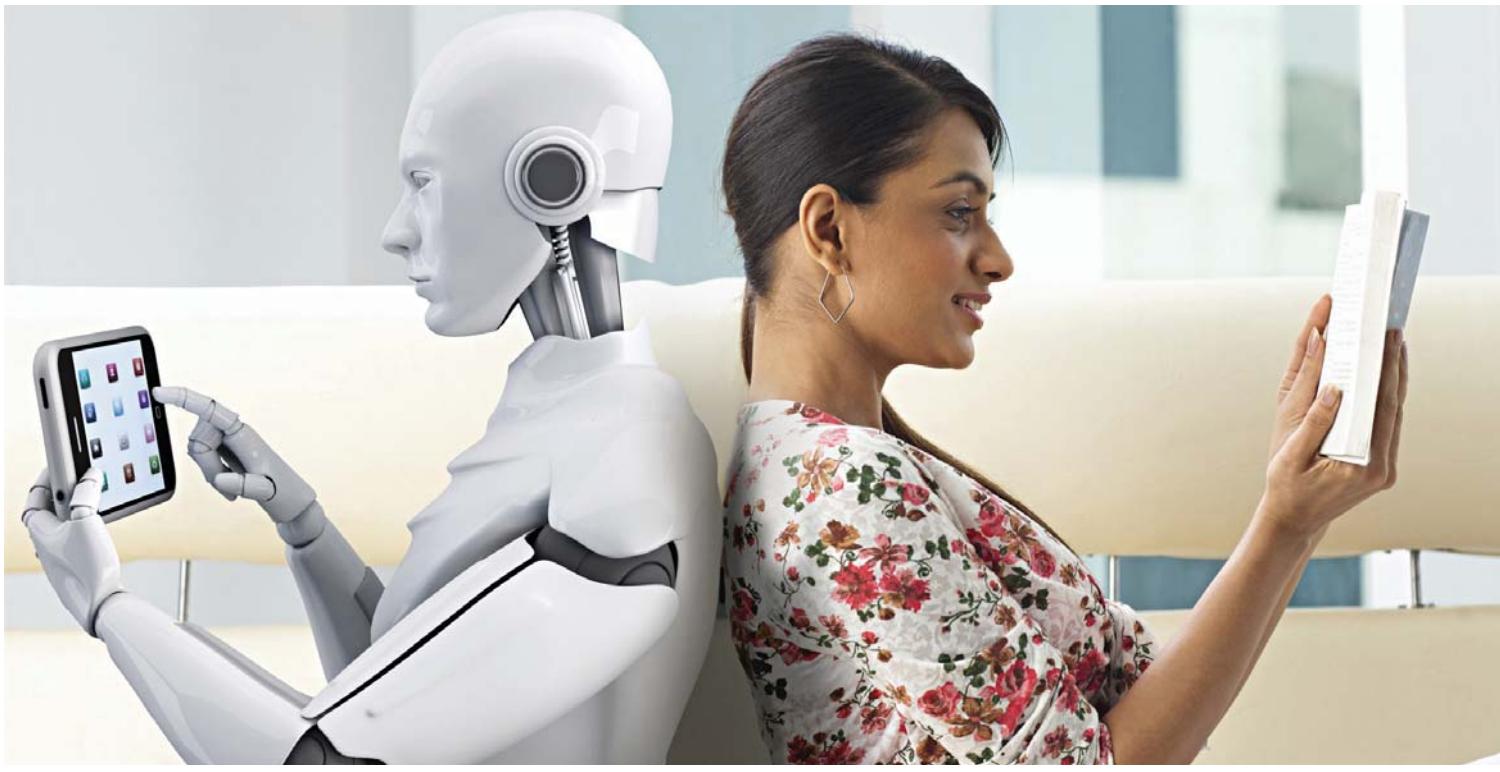
Flipped Classroom process

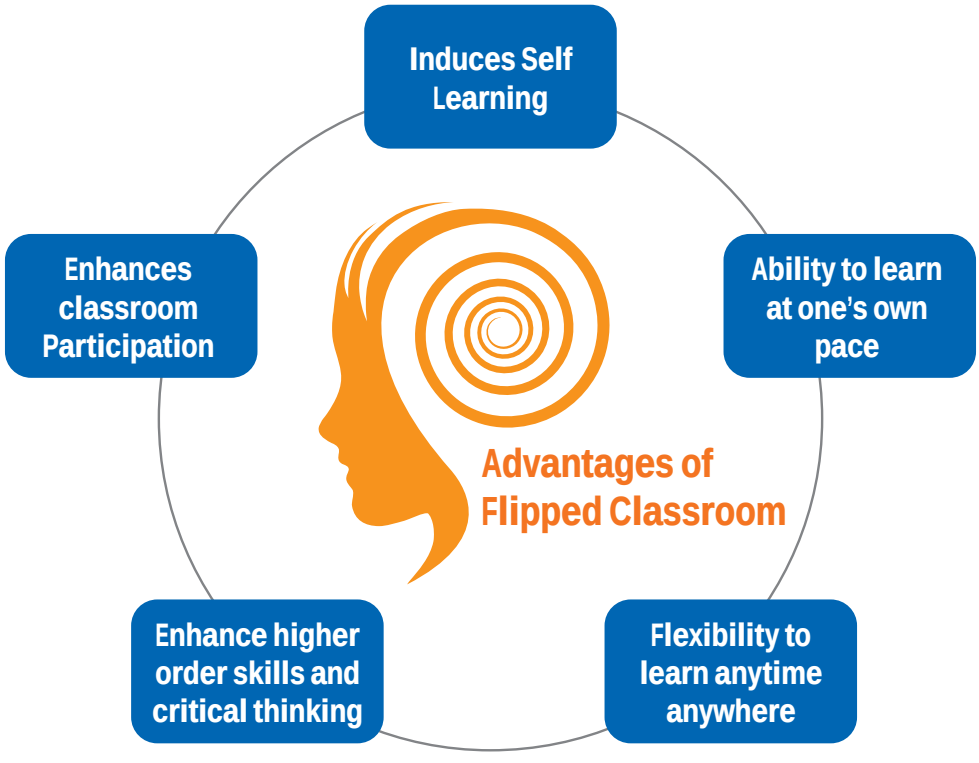
Student comes prepared with basic concepts

Teacher conducts interactive sessions at classroom

Concepts are retained by students through discussion, learning and evaluation in classroom






Induces Self Learning
Ability to learn at one's own pace
Flexibility to learn anytime anywhere
Enhance higher order skills and critical thinking
Enhances classroom Participation
Advantages of Flipped Classroom

Kool rules #2

To teach you round the clock, the Guru never sleeps

Digital Gurukul is really cool enough to understand the evolving priorities of students in the modern age. Through the medium of computer, a laptop, a mobile or a tablet it enables uninterrupted access to Kool Guru's recorded lectures (Audio & Video), notes and test series, for learning and revision. Digital Gurukul provides accurate planning and delivery of curriculum based educational content to students. With Kool Guru's 24x7 accesses, anytime and anywhere,the students are able to strike a balance between the extra-curricular activities and their studies.

Education lays the utmost emphasis on conceptual clarity. Kool Guru helps students to understand the content by drawing connections between concepts and analytical skills. Further, the students need not worry about missing lectures due to unavoidable circumstances. Digital Gurukul offers access to all lectures, thereby facilitating students coping up with the curriculum. It also enables the students to re-visit doubts, time and again, until they have attained complete understanding of the topic/ solution.

Thus, Kool Guru is your study friend, ready to teach and guide you round the clock, promoting continual assessment of Conceptual Clarity, Additional Support and Doubt Solving sessions. The Guru never sleeps.

Robomate+ Assists

Conceptual Clarity

Doubt-Solving

Additional Support

Kool rules #3

If you request 'once more', the Guru happily teaches again

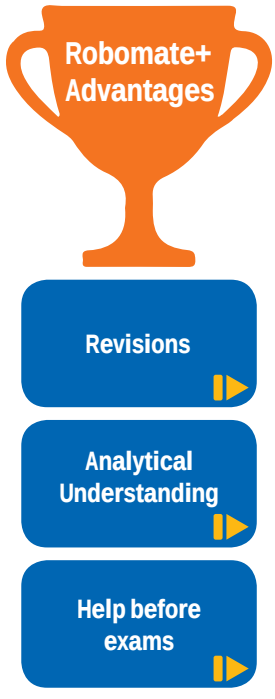
Teaching is an art. Passionate teachers are performers. They creatively simplify the concepts which have a great recall value just as popular movies dialogues, musical concerts, etc. where we genuinely enjoy and request for a 'once more' performance…

Being in the arena of education for over 27 years, we understand the students' state of mind during examinations. During exam times, one often has to combat with anxiety, ability to retain concepts, self-belief, peer pressure to perform well, etc. Digital Gurukul is one of the most powerful integrated learning platforms. During examination, it facilitates effective revision of a subject. One can view lectures multiple times for recap sessions. Our Kool Guru stands by your side 24x7 during stressful exam times, helping you to cope with study loads and exam pressure, and at the same time, helping you to grasp the subject matter. We have used multimedia that boosts one's memory power. They readily accept and retain the topics for a longer duration of time, thereby improving exam performance.

Thus, Kool Guru happily teaches again during crucial examination times, till the student feels fully enabled and confident leading to an improved overall performance.

Also, our value added services like Career Counseling, 'Hum Se Poocho – A 24 hour helpline during exams' and Tripartite Counseling sessions between students, parents and teachers, have been continuously winning kind words of appreciation from the student and parent fraternity.

We would like our students to not only excel in 'academics' but also emerge winners in 'Examinations of Life'.



We are MT Educare

Established in 1988 and headquartered at Mumbai, we are among India's leading education service companies in the arena of providing education support and coaching services. Our flagship brand is "Mahesh Tutorials" and we are present in 161 locations across 13 states and union territories of India.

We primarily conduct our business operations under four business verticals – School, Science, Commerce/ UVA and Robomate. Our diversified product offerings cater to students, right from Std. VII to students appearing for Engineering and Medical Entrance Exams (including IIT Entrance), exams for CA course and MBA.

We continue to focus on result oriented quality coaching with technology enabled classrooms and digitized content and emphasis on teacher training through intensive workshops. We have an experienced management team, consisiting of senior professionals having a strong background in academics and administration.

During the Financial Year (FY) 2015-16, our strength of 'human capital' stands at 2,500+ including over 1,300+ dedicated faculty members.

VISION

Be GREAT – Global Reach in Education and Training

MISSION

To emerge as the premier holistic and accessible education provider that helps students from all walks of life, empowering their mental faculties by building a strong and resilient foundation.

BUSINESS SEGMENTS

School Section

VII and VIII standard Maharashtra State Board (English)

IX and X standard

Maharashtra (English & Marathi), Gujarat,

CBSE
ICSE

Science Section

XI and XII standard

Test prep for the engineering and medical entrance examinations (JEE Mains and JEE Advanced, MH-CET, AIIMS, AIPMT)

Commerce Section/UVA

XI and XII standard

CA- CPT, CA-IPCC, CA Final

Coaching for MBA

Entrance i.e. CAT, CMAT

Government Programmes

Robomate+

Sale of Content under 'Robomate' brand

Retail

Institutional