



TAKING INDIAN EDUCATION TO A NEW PEAK OF GLORY



MT Educare Limited



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MT Educare Limited
Annual Report 2018-19



Best of Indian Education,
begins here...

PROMISING
FUTURE

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Increase Performance, not Stress Launching India's first 'PREP SCHOOL'



'Increase performance, not stress' has been the constant endeavor of MT Educare Ltd for the students' community since its inception as Mahesh Tutorials in 1988. From being the first to introduce the concept of structured single study material for each & every subject for Class IX & Class X in late 1980s to being the pioneers in coaching all subjects under one roof with complete élan in the early 1990s; to being the leaders in having multiple coaching centres / locations with the same efficiency of teachers in late 1990s. Under the dynamic leadership of its founder-promoter, Mr. Mahesh Shetty, the advent of new millennium has further witnessed Mahesh Tutorials (MT) metamorphosed to MT Educare Ltd. (MTEL) by being the first coaching class of our country in getting overseas private equity. Empowering the classroom teachers with new-age teaching / learning methods of Robomate+ and the innovation of R+ book in recent years have all been landmark events in the archives of private education sector of our country which have been innovated by MT Educare Ltd. MTEL has been the first in so many such path-breaking initiatives for the entire education ecosystem of our country to follow.

'MT Educare Ltd' & 'Innovation in Education' are indeed synonyms. In its constant endeavor to make education stress-free & comforting for its students, MTEL has now launched the concept of 'Lakshya Prep' for the pupils of Class IX to Class XII. Normal academic schedule for a Class IX to Class XII student is of 10 to 12 hours (6 to 8 hours of Junior College / School for regular curriculum and additional 3 to 4 hours of coaching class for Competitive entrance exam training). By academically supporting various High Schools (for Class IX & X) & Junior Colleges (for Class XI & XII), MTEL shall now ensure that the academic schedule of a student (between Class IX to Class XII) shall be structured only within 6 hours (8am to 2pm). With unique concepts like NO HOMEWORK for these teenagers as well as equal emphasis on YOGA & SPORTS, the students of 'Lakshya Prep' are surely going to be real life Ranchos in true sense. To start with, MT Educare Ltd shall be academically supporting 12 such education ventures called as 'Lakshya Prep High School & Junior College' from the academic year 2019-20. Apart from this unique venture in Maharashtra, MTEL shall be supporting 15 more Mahesh PU Colleges in Karnataka from 2019-20 (thereby taking the total number of Mahesh PU Colleges to 37 across the length and breadth of Karnataka). There shall be additional 21 'Lakshya Prep High School & Junior College' across Maharashtra from academic year 2020-21 onwards. The year 2018-19 has thus

marked a significant turnaround for MTEL group. The company intends to further focus on its core strength of providing high-quality education to its students thereby improving their performance without increasing stress in this highly competitive education ecosystem of our country.

A prep school is where the student prepares to take up his life goals so that his studies are focused towards his aspirations.

We have evolved from an 'information age' to an 'innovation age'. The education ecosystem necessitates today's students to 'Increase performance, not stress' to adapt to this evolving era. The concept of Prep School is not entirely new and Prep schools have existed in the United States, France and Germany for some time now. The goal of a prep school is to prepare the student either for university, higher education or for a specific profession or vocation. The term 'Prep School' in the US and Japan is usually associated with focused institutions that prepare students to super-specialize in their innate talent. In the USA, Germany and other parts of Europe prep schools prepare students to enter and study at the university. In France, preparatory schools mean special post-secondary classes called 'classes préparatoires'. These classes are part of the graduation years and take the top cream of students who eventually go on to become engineers and doctors. The youth of India needs an education ecosystem in which they can innovate and be unique. Each of them should have the liberty to prepare for their passion. Some may want to excel in sports, some in music / dance and some in academics. After all, in the world's second most populous country; employability will improve with super-specialization of our youth from an early age. Thus, Prep Schools are the new need for educating the aspirational 'New India'.

The 'Lakshya Prep High School and Junior College' is the first of its kind in India. It has been envisioned and designed for students who are serious about taking up science for future growth and those who want to go on to study in the prestigious engineering and medical colleges like the IITs and AIIMS. Lakshya Prep starts at an early age – when the student is in Class IX - so that a strong foundation can be laid with a focus on science and help these students crack competitive exams of Engineering and Medicine. In fact even the proposed draft of the New Education Policy envisages a 5+3+3+4 system of Education. Lakshya Prep shall thus prove to be a landmark innovation by MTEL for the overall education ecosystem of the country.



The World of MT EDUCARE

MT Educare Ltd, a subsidiary of Zee Learn Ltd is one of the leading education support and coaching services provider in School, Science and Commerce streams. Based out of Maharashtra (headquartered in Mumbai), MTEL now has significant presence in Gujarat and Maharashtra in Western India; Karnataka, Tamil

Nadu, Andhra Pradesh & Telangana in Southern India; Punjab, Haryana & Uttar Pradesh in Northern India; Assam, Meghalaya, Manipur & Arunachal Pradesh in Eastern (North East) India.

MT Educare offers specialized coaching for national level examinations like the JEE Advanced and JEE Mains as well as other State-level exams (MHT-CET, K-CET, EAM-CET) for Engineering, NEET for Medical, Foundation/Intermediate/CA Final for Commerce and CAT/CET for MBA aspirants. MT Educare has over 272 coaching centres / junior colleges / PU Colleges / Intermediate Colleges spread across 146 locations

MT EDUCARE LIMITED

in these states, with faculty strength of over 1,200 well trained teachers and student strength of 99,547.

At MT Educare, technology enabled learning models with the help of Robomate+, advanced teaching pedagogies with R+ book and learning management systems have revolutionized & empowered the classroom teachers to the fullest. The foresight of delivering quality education consistently with unique innovation (ahead of the market), has resulted MT Educare group being the premier institution in the Education sector and a household name. Integrating 'Technology and Teachers' to simplify the pedagogy for ensuring 100% literacy of Indian youth from Kutch to Kamrup is the single-minded mission of the company.

Over the years, MTEL has been instrumental in the transformation of the traditional chalk-&-talk classrooms to the modern-day digitized teaching-learning era in education. 'Learn. Grow. Evolve' are the three fundamental principles of the

Corporate Overview

company. From a small localized coaching class set-up to a corporate education conglomerate, MTEL has achieved unprecedented echelons of growth and evolution in the field of learning/education to one and all.

MTEL group has made education simpler for the most average students, thereby reaching out to the masses as well as preparing all India toppers from the top class students through their extremely talented team of teachers and the support staff. Today, MT Educare is truly a national player with multi-city presence and a diverse product portfolio, standing a class apart due to technology-enabled business processes, digital content delivery and 24 x 7 online support for the courses offered.



Vision

Global Reach in Education and Training (GREAT)

Mission

We are committed to take Education to every home through our teachers by using technology in the following areas of the education eco-system.

1. Digital content for Learning, Teaching and Assessment
2. Innovative learning and teaching methodologies such as blended learning and flipped classrooms
3. Flexible delivery models of education on different technology & end-user platforms

OUR OFFERINGS



MAHESH TUTORIALS SCHOOL SECTION

SCHOOL COURSES

Secondary Education - Class VIII, IX & X | National Board - CBSE & ICSE |
State Boards - Maharashtra, Gujarat, Karnataka |
Foundation Courses for Competitive Exam



LAKSHYA FORUM FOR COMPETITIONS

SCIENCE COURSES

Higher Secondary Education - Class XI & Class XII | Engineering Entrance -
JEE Main & JEE Advanced | State Level Engineering & Medical Entrance |
Medical Entrance - AIIMS & NEET



MAHESH TUTORIALS COMMERCE

COMMERCE COURSES

Higher Secondary Education & Professional Education | Class XI & XII |
Chartered Accountancy - CA Foundation, CA Intermediate & CA Final



ROBOMATE + LEARNING MADE SIMPLE

School Courses | Science Courses | Commerce Courses | Test Prep Courses



CPLC - MBA TEST PREPARATORY

Empowering Minds. Building Careers.

Test Prep | management Entrance | Common Admission Test (CAT) |
CMAT & other Management Entrance Test | XAT | SNAP | NMAT, CET |
Bank PO, Civil Services



MAHESH PU COLLEGE

Education at its best

PRE-UNIVERSITY COURSES | Science | PU 1 & PU 2 | Engineering Entrance |
Medical Entrance



LAKSHYA PREP HIGH SCHOOL AND JUNIOR COLLEGE

Increase Performance, not Stress

HIGH SCHOOL AND JUNIOR COLLEGE COURSES | Science | IX, X, XI XII |
Foundation Courses | Engineering Entrance | Medical Entrance

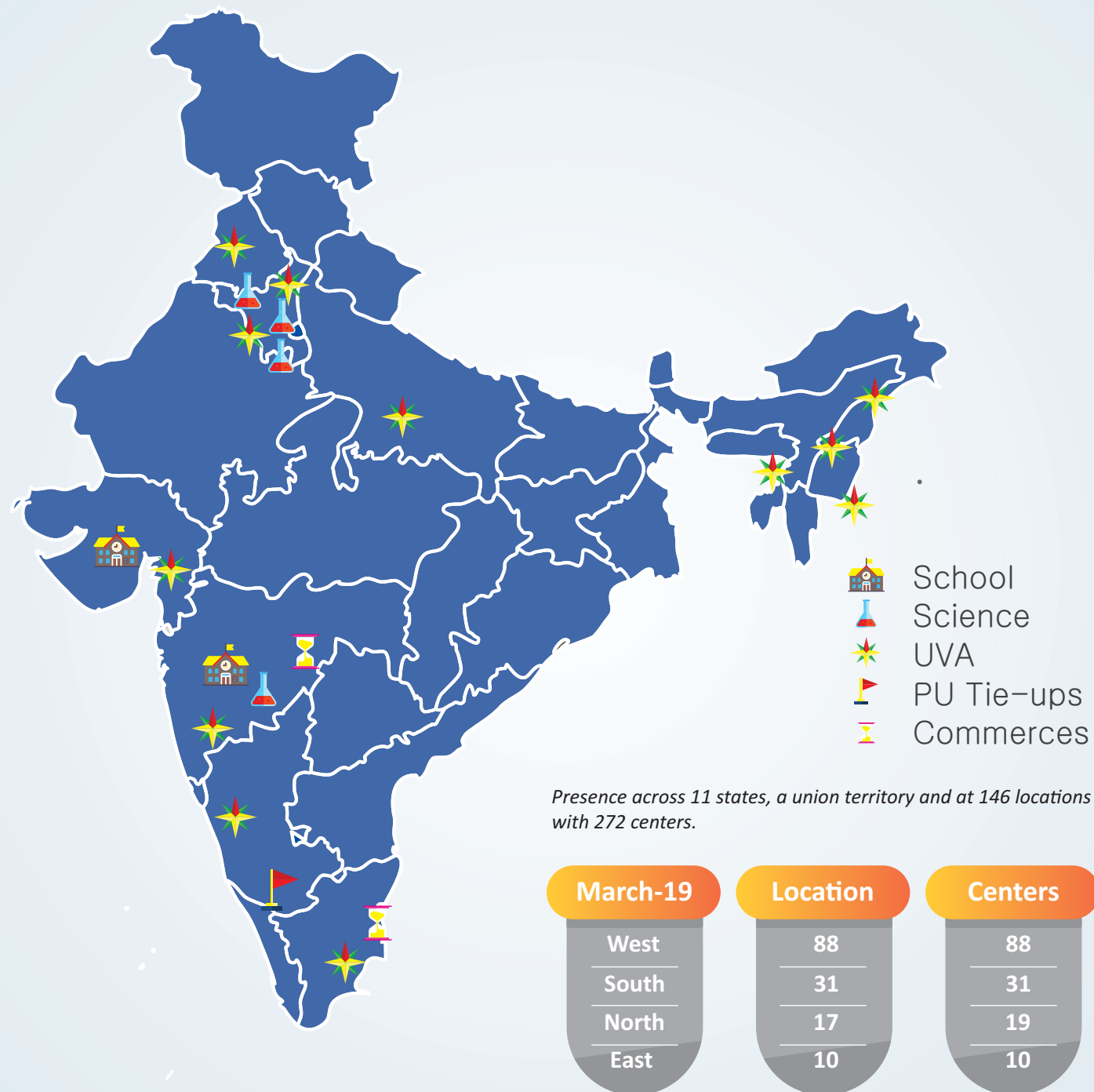


OUR STRENGTHS

- Well Recognized Brand & Experience
- Organized and Diversified Player
- Digitized Learning (Robomate+)
- Large Pool of Quality Faculty Members
- Corporatized Structure and Experienced Management Team
- Unique Teaching Methodology



The World of MT EDUCARE



Maharashtra, Gujarat, Karnataka, Chandigarh, Haryana, Punjab, Tamil Nadu, Andhra Pradesh, Telangana, Uttar Pradesh, Assam, Meghalaya, Manipur, Arunachal Pradesh

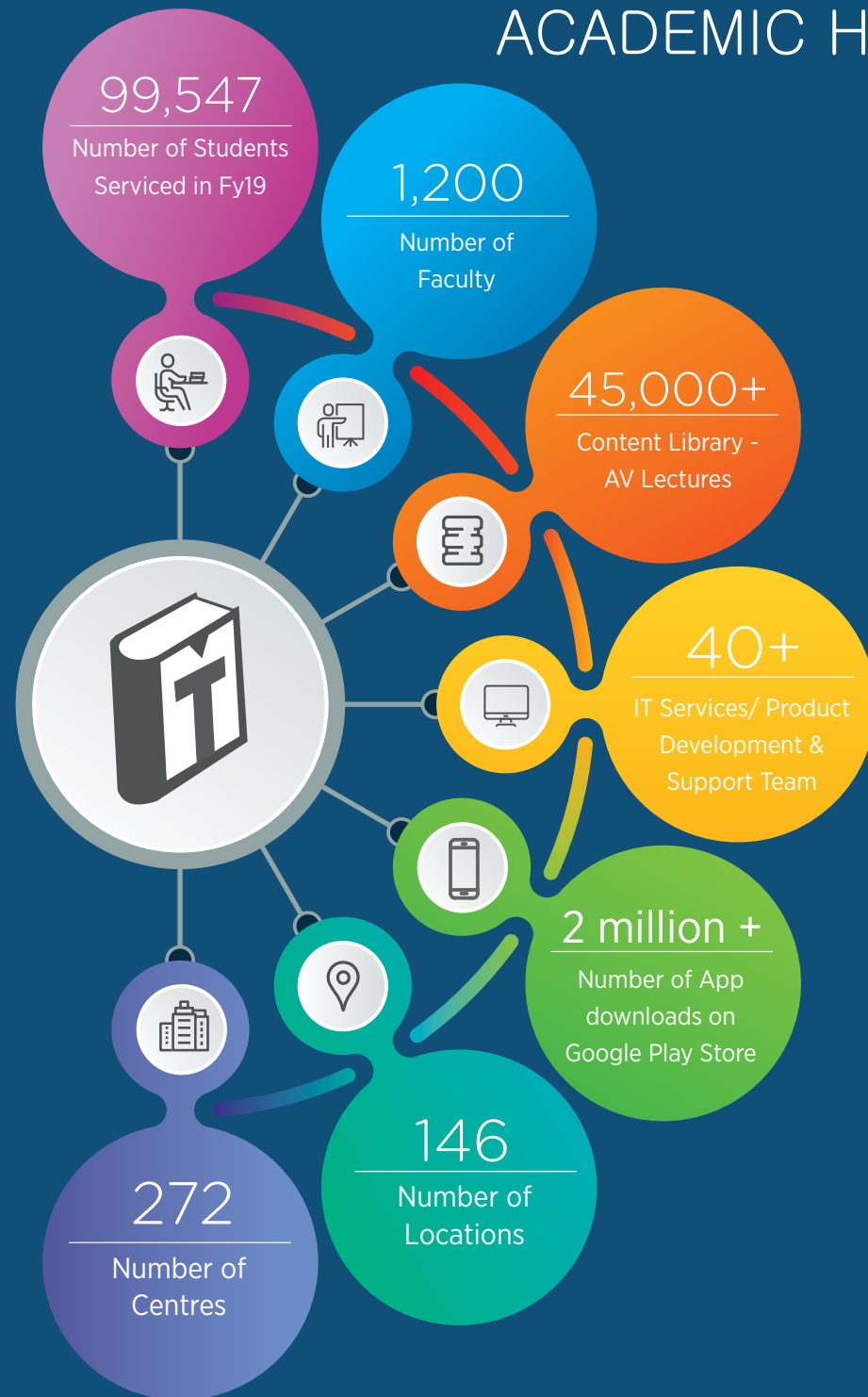
Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timelines or completeness.



BUSINESS HIGHLIGHTS

- Repaid debt of around Rs. 78 Crores during FY 2018-19
- Acquisition of 100% equity shares of Labh Ventures India Private Limited having a property in Mangalore (market value approximately Rs. 65-70 Crores), resulting increase in debt by around Rs. 40 Crores
- Innovation in Robomate+ by introducing R+Book for students of Std. VIII, IX, X (CBSE, ICSE & Maharashtra State board). Enhancing the learning method with the help of technologies.
- Collaboration with 15 more colleges in Karnataka, Operational from Academic Year 2019-20
- Received orders under UVA Project – Coaching & Skill Development, amounting to Rs. 100 Crores and the projects are under execution.
- Innovation in Education to make education stress free by launching the concept of Introduction of Prep School for pupils of class IX to class XII

ACADEMIC HIGHLIGHTS



FINANCIAL HIGHLIGHTS



Operating Results

(₹ in lakhs)

Particulars	2018-19	2017-18	2016-17	2015-16	2014-15
Total Operating Income	22,856.12	22,262.41	30,461.06	28,708.31	22,698.54
EBITDA	2,848.93	-17,186.33	3,052.65	5,787.83	4,658.64
EBITDA Margins (%)	12.46	-77.2	10.02	20.16	20.52
Profit Before Tax	1,137.57	-20,170.47	1,074.85	4,749.28	4,073.61
PBT Margin (%)	4.98	-90.60	3.53	16.54	17.95
Profit After Tax	912.07	-13,182.56	583.96	3,234.61	2,972.47
PAT Margins (%)	3.99	-59.21	1.92	11.27	13.1
Dividend Payout (inclusive of dividend distribution tax)	-	0	0	961.51	1,267.11
Retained Profit	912.07	-13,182.56	583.96	2,273.09	1,705.36



Financial Position

(₹ in lakhs)

Particulars	2018-19	2017-18	2016-17	2015-16	2014-15
Paid up Capital	7,222.81	7,178.50	3,982.08	3,982.08	3,979.41
Reserves	14,692.66	13,308.61	10,193.58	10,874.51	8,593.77
Shareholders Fund	21,915.47	20,487.11	14,175.66	14,856.59	12,573.18
Short-term					
Investments (Liquid)	-	-	-	-	12.7
Cash & Cash Equivalents and bank balance other than cash and cash equivalents	941.85	20,252.28	1,643.57	1,112.94	1,427.99
Capital Employed	32,988.91	34,390.13	16,673.68	18,360.00	13,070.00



Performance Indicator

(₹ in lakhs)

Particulars	2018-19	2017-18	2016-17	2015-16	2014-15
Earnings Per Share (₹)	1.27	-32.74	1.47	8.12	7.47
Dividend Per Share (₹)	0	0	0	2	2.65
Book Value Per Equity Share (₹)	30.34	28.54	35.60	37.31	31.60
Total Number of Students Serviced	99,547	96,502	1,59,162	1,53,646	83,972

Quest for
Knowledge is Endless....



OUR SSC TOPPERS 2019

99.20%

Krishna Shah
Mumbai &
MMR Topper



98.60%

Sahil Vedpathak
Navi Mumbai &
Thane Topper



JULIY SATAM
98.40%



ISHITA GUPTA
98.20%



ISHITA BAGADIA
98.00%



SSC

81 STUDENTS SCORED
95% & ABOVE

796 STUDENTS SCORED
90% & ABOVE

OUR ICSE TOPPERS 2019



MRUNMAYEE K.
98.00%

AYUSH A.
98.20%

TANVI K.
98.40%

School Section

31 long years of undisputed academic supremacy and the leadership continues with complete élan...

Never ever in the industry of school coaching classes, has any brand name / organization dominated with such sheer consistency anywhere across India.

Be it State Boards, CBSE or ICSE - supplementary coaching for Class VIII, IX & X reminisces just one name over the past 3 decades - MAHESH TUTORIALS.

The team of absolutely best-in-class teachers empowered with exceptional usage of technology through Robomate+ ensures uniform quality in coaching for the school section across more than 500 batches - an absolute unparalleled / unheard phenomenon. From the steering committee to the academic subject experts, each one of the core management team of school section is simply an epitome. With more than 300 full time teachers and almost 700+

administrative support staff, this team of stalwarts is indeed instrumental in instilling the ethos of 'Padhe Chalo, Badhe Chalo' amongst 20,000+ students of Mahesh Tutorials School section year after year.

Creating top rankers each year, since inception simply shows the divine presence and blessings of 'Mata Saraswati' in the pure intentions of serving the student community amongst each team member of Mahesh Tutorials School section.

Knowing the detailed academic requirement of every single student who joins here and carefully giving them an apt bespoke treatment makes it stand the tallest amongst all other institutes. Mahesh Tutorials acts as a lighthouse for all students who aspire to successfully navigate their first big challenge of life - Class X Board exams. The experienced team of Mahesh Tutorials has weathered all storms and ensured that every student successfully masters their foremost test. After all, it is rightly said 'Experience Matters'.

OUR CBSE TOPPERS 2019

42 STUDENTS SCORED 95% & ABOVE
173 STUDENTS SCORED 90% & ABOVE



SOHAM G.
98.80%

MRINMAYEE N.
98.60%

ADITYA C.
97.80%

VEDIKA C.
97.60%

YASH P.
97.40%

TANISHA T.
97.40%