TREE HOUSE EDUCATION & ACCESSORIES LIMITED



Nurturing Tomorrow

ANNUAL REPORT 2014-15

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ur endeavour at Tree House is to help young minds grow and develop. It is to provide them with an opportunity to nurture themselves better. In the pursuit of this goal, we have channelised our resources to spread across the country to its many towns and cities to where we continue to provide worldclass education. We want to increase our accessibility and reach and envision ourselves becoming one of the top three global brands in pre-schooling and day-care.

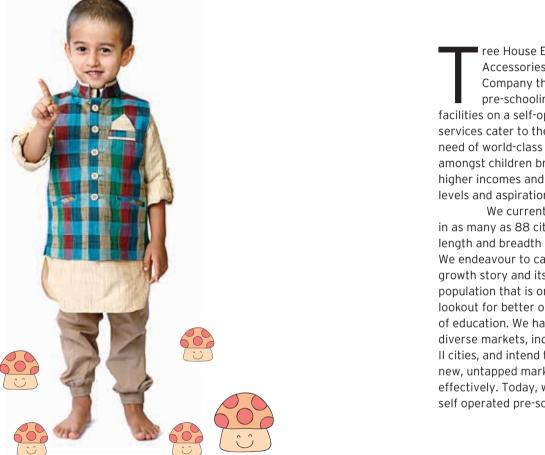
We believe that childhood is a crucial period of an individual's development. The right guidance and academic training received at this age goes a long way in creating a nation where individuals are capable and effectively participate in the task of nation building.

It is this very overarching notion that has seen us working assiduously to facilitate our expansion planning to nurture the future. We intend to create a vast network of pre-schools, day-care centres and pre-school centred brands. Our network across the length and breadth of the country now provides educational facilities to children in 88 cities. Our endeavour has been to grow along with the growth in the demand for pre-school facilities and expand in the segment. Research has shown that India's pre-school market will double by 2018 and we intend to stay ahead of this growth, while emerging leaders in the category.

As we expand the purview of our services, we aim to help create a better, brighter future for the nation. We intend to facilitate an outstanding story of growth for the nation, preparing it better for imminent challenges while nurturing a better tomorrow.

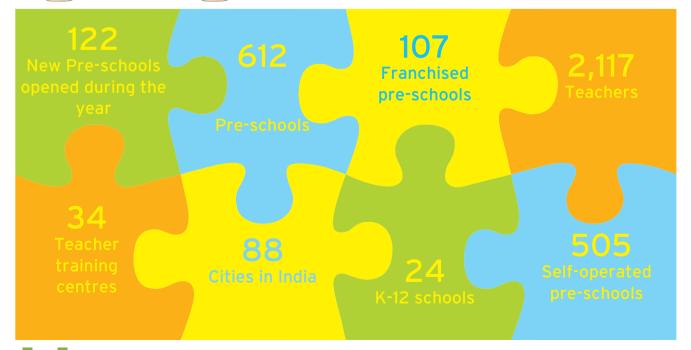


TREE HOUSE AT A GLANCE

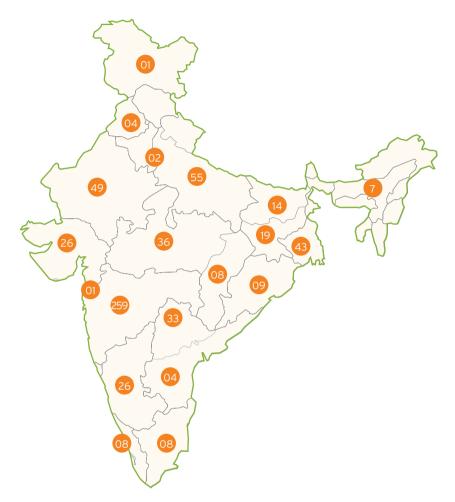


ree House Education and Accessories is a leading Company that caters to pre-schooling and day-care facilities on a self-operated basis. Our services cater to the fast-expanding need of world-class education amongst children brought about by higher incomes and rising income levels and aspirations.

We currently have a presence in as many as 88 cities across the length and breadth of the nation. We endeavour to cater to India's growth story and its rapidly increasing population that is on the constant lookout for better opportunities of education. We have presence in diverse markets, including Tier I and Il cities, and intend to penetrate into new, untapped markets quickly and effectively. Today, we are the largest self operated pre-school chain in India.



OUR NETWORK



STATE	NO OF PRE-SCHOOLS
JAMMU & KASHMIR	01
PUNJAB	04
RAJASTHAN	49
DELHI	02
UTTAR PRADESH	55
BIHAR	14
ASSAM	07
MADHYA PRADESH	36
CHHATTISGARH	08
JHARKHAND	19
WEST BENGAL	43
ORISSA	09
GUJARAT	26
DAMAN & DIU	01
MAHARASHTRA	259
TELANGANA	33
ANDHRA PRADESH	04
KARNATAKA	26
TAMIL NADU	08
KERALA	08

AWARDS & RECOGNITION

- Tree House acknowledged as India's Most Trusted Brand in the Pre-School category in a 2014-15 study conducted by TRA (formerly Trust Research Advisory)
- Among top 500 most valuable companies in India Business Today (2014)



SERVICES



Our business model largely comprises self-operated pre-schools and franchise schools. Our service offerings consist of the following:

- Playgroup
- Nursery
- Junior KG
- Senior KG
- Day Care Services
- Teacher Training Course
- Summer Camp
- Hobby/ Activity Class

COURSES OFFERED

Our courses broadly cater to children of one to eight years and consist of the following:

PLAYGROUP

This is the first stage of pre-school and makes for the transition of the child from home to a new environment that becomes a consistent part of his or her day. At Tree House, it is our endeavour to make this transition easy for children.

AGE GROUP

1.5 years to 2.5 years

SKILLS

Fun activities are conducted to impart and build skills of language, math, gross and fine motor skills, and social, emotional, aesthetic and creative abilities. Value education also forms a crucial part of the education offerings in our playgroups.

FOCUS AREAS

- Communicating with others
- Building cognitive power
- Making new friends
- Nurturing creativity

NURSERY

Nursery marks a phasing into formal schooling and starts preparing the child for learning in an environment that nurtures his abilities and future potentialities.

AGE GROUP

2.5 years to 3.5 years

SKILLS

Our Nursery Programme is devised to equip children with skills that they will require for higher learning. The programme teaches them the workings of letters, concepts of math and everyday social skills. All elements of the programme facilitate prekindergarten learning. Value education forms a crucial aspect of this. Other key areas and skill sets comprise language, writing, reading, math, gross and fine motor, social, emotional, and environmental awareness. Other abilities developed are cognitive conceptual and mathematical, sensory and general knowledge, and aesthetics and creative.

FOCUS AREAS:

- Communication skills
- Development of cognitive abilities
- Nurturing creativity
- Building social skills

JUNIOR KG

This stage of schooling helps children communicate better with others in a class, and explore and constantly learn about their surroundings.

AGE GROUP

3.5 years to 4.5 years

SKILLS

Skills developed at this stage are value education, those of language, reading, writing, math, general knowledge, environmental studies, science, and Hindi. Other abilities honed are emotional and cognitive skills, and creative and aesthetic expression.

FOCUS AREAS

- Equipping children with future skills
- Facilitating smooth transition to formal schooling

4 SENIOR KG

This period prepares the pupil for formal education. It helps them work upon interpersonal skills and gain independence. It readies them for new challenges and experiences.

AGE GROUP

3.5 years to 4.5 years

SKILLS

Our courses offered develop skills that help children to interact with their peers and hone abilities of complex co-ordination. Children begin to better their abilities of language and writing, math, general knowledge, environmental studies, science, Hindi, value education, aesthetics, and creative thinking. They also improve upon their social, emotional and cognitive talents.

FOCUS AREAS

The programme introduces new concepts and themes to facilitate the imparting of knowledge. It also seeks to carefully guide, train and mould pupils in accordance with higher learning and its expectations.



Select centres provide hobby classes and activity facilities.

AGE GROUP

3 years to 8 years

SKILLS

This programme is designed to encourage physical, emotional, social and mental growth of the child.

FOCUS AREAS

The programme's focus areas are art, drawing, craft, dramatics, dance, development of skills through project work, and activities to facilitate sociocultural adaptation.

6 TEACHER TRAINING COURSE

AGE GROUP 18 years onwards

SKILLS

We offer teacher training classes at select centres. These aim at enabling teachers in the best teaching methods created by our experts. These facilities are available in select centres.

AIM

To help hone skills of teaching and impart knowledge of best practices.

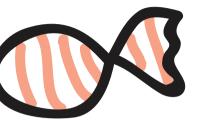


AGE GROUP 1.5 years onwards

SKILLS

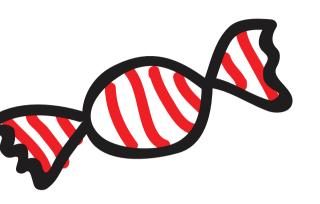
We offer day care services at select centres. Children get an opportunity to grow in an enriching environment, which boosts their self-esteem and makes them ready for the future.

FINANCIAL HIGHLIGHTS

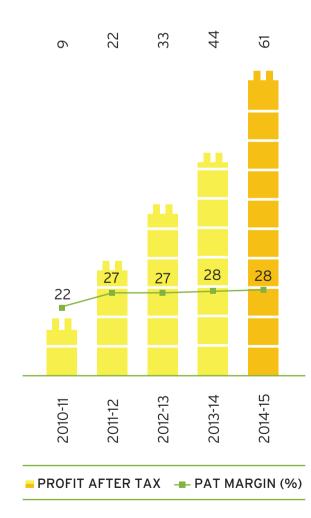


EBITDA (₹ CRORES) & REVENUE (₹ CRORES) EBITDA MARGIN (%) 215 159 121 42 62 89 119 4 $\overline{\omega}$ 4 57 56 51 52 41 2014-15 2014-15 2012-13 2013-14 2012-13 2013-14 2010-11 2010-11 2011-12 2011-12 EBITDA ---- EBITDA MARGIN (%)

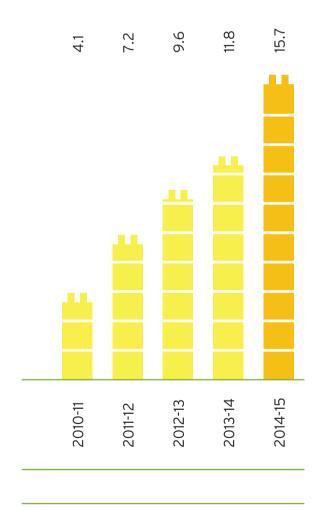
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PROFIT AFTER TAX (₹ CRORES) & PAT MARGIN (%)



EARNINGS PER SHARE (₹)





CHAIRMAN'S COMMUNIQUÉ



Our product offerings comprising high quality and best-in-class curricula, trained teachers, and affordable pricing are now accepted by parents as the gold standard in branded schooling.