Aptech Limited
Regd. office: Aptech House
A-65, MIDC, Marol, Andheri (E),
Mumbai - 400 093.
T: 91 22 6828 2300 / 6646 2300
F: 91 22 6828 2399
www Aptech-worldwide corn

Unleash your potential

August 25, 2026

To, **BSE Limited** 25th Floor, P J Towers, Dalal Street, Mumbai – 400 001	To, **National Stock Exchange of India Limited** Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051
Scrip Code: 532475 Email: corp.comm@bseindia.com	**Symbol: APTECHT** Email: compliance@nse.co.in

Dear Sir/ Madam,

Sub: Submission of Investor Presentation for Q1 - FY2026-27.

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for Quarter 1 (2026-27).

The aforesaid Investor Presentation is also being uploaded on the website of the Company.

This is for your information and record.

Thanking you.

For Aptech Limited

SHRUTI ANIKET KANVINDE
Digitally signed by SHRUTI ANIKET KANVINDE
Date: 2026.08.25 17:24:22 +05'30'

Shruti Laud
Compliance Officer
Membership No. A38705
Place: Mumbai

Aptech
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UNLOCKING POTENTIAL,
SHAPING FUTURES

APTECH LIMITED

Investor Presentation Q1-FY2027

SAFE HARBOR

Caution Regarding Forward Looking Statements

Certain statements herein may be forward-looking statements, which may involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be perceived or deemed as forward-looking statements, including but not limited to the statements containing the words ‘planned’, ‘expects’, ‘believes’, ‘strategy’, ‘opportunity’, ‘anticipates’, ‘hopes’ or other similar words. The risks and uncertainties relating to these statements include but are not limited to, risks and uncertainties regarding the impact of pending regulatory and/ or judicial proceedings, general economic conditions, consumer demand, seasonality, new store growth, fluctuations in earnings, competitive pressures, new product growth, ability to manage growth and other factors including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals and our ability to integrate acquired assets in a cost-effective and timely manner.

VISION

To be the preferred learning solutions company offering vocational training, skilling and non-formal education and make our students highly employable and job-ready with our industry relevant course curriculum.

MISSION

Aptech Limited – a trusted, self reliant and widely recognized Indian Brand, with global footprint delivering vocational training, skilling and non-formal education to students, professionals, universities & corporates, aiming to create and foster an ecosystem where youth are skilled, trained and prepared for successful employment or entrepreneurship.

CORPORATE INFORMATION

Aptech over the last 4 decades has been a pioneering force in vocational training and skill development, with a robust global presence. Since its inception in 1986, Aptech has been dedicated to transforming careers and empowering individuals and enterprises with industry relevant skills for a dynamic global workforce.

2 Businesses

Global Retail

(Customer is an individual student)

Aptech, a homegrown Indian brand has been at the forefront of vocational training and skill-building. Ever since its commencement in 1986 and with a significant presence globally, Aptech Limited has effectively ventured into diverse sectors ranging from IT training, media & entertainment, virtual production, beauty & wellness, retail & aviation, pre-school segment, amongst others.

Under Individual Training, Aptech offers career and professional training through its multi-brands- Arena Animation & Maya Academy of Advanced Creativity (MAAC), Lakmē Academy powered by Aptech , Avalon Academy, Aptech Learning, The Virtual Production Academy, ProAlley and Aptech International Pre-school, amongst others.

Institutional Business

(Customer is an institution/corporation)

The Institutional Business segment specializes in assessments and testing services.

With over 2 decades of delivering high-quality, reliable examination and assessment solutions by supporting recruitment and entrance exams for government institutions and autonomous bodies

COMPANY AT A GLANCE

Pan-India presence across **26** states/UTs

574+ operational centers spread across **173** cities

Global footprint of **181+** operational centres across 16 countries

40
Years of Excellence

7.5+ million students worldwide **20+** million tested

BOARD OF DIRECTORS (1/2)

MR. AMEET HARIANI
(Chairman & Non-Executive Independent Director)

- 35+ years of experience in corporate & commercial law, M&A, arbitration, and real estate finance; Solicitor enrolled with Bombay Incorporated Law Society and the Law Society of England & Wales
- Founder of Hariani & Co., bringing extensive legal, governance, & board oversight expertise

MR. SIVARAMAKRISHNAN IYER
(Non-Executive Independent Director)

- Chartered Accountant with expertise in corporate finance, M&A & capital structuring
- Strategic advisor to companies & private investors across investment & fundraising decisions

MR. NIKHIL DALAL
(Non-Executive Independent Director)

- Managing Director of JBCN Education, a progressive organization operating in the education vertical
- He holds a double major in Finance and Computer Information Technology from the prestigious Carnegie Mellon University in the United States

MR. RONNIE TALATI
(Non-Executive Independent Director)

- Former Senior Leader at Titan; built Fastrack into a leading youth brand
- Strong expertise in branding, marketing & consumer business scaling

MS. VANDANA CHAMARIA
(Non-Executive Independent Director)

- Former head of Business, Brand and Reputation Marketing at Google India. She currently serves as Group CMO for Blue Tokai
- Brings deep expertise in marketing, brand building and digital ecosystems

MR. AMIT GOELA
(Non-Executive and Non-Independent Director)

- 30+ years of distinguished experience in the Indian financial & securities markets; Leads Investments at Rare Enterprises with expertise in macroeconomics, equity research, M&A, restructuring, and value creation
- MBA in Finance (University of North Florida) with significant international experience, bringing a global perspective to investment strategy

MR. VISHAL GUPTA
(Non-Executive and Non-Independent Director)

- Chartered Accountant (since 2009) and MBA from IESE Business School, Barcelona
- Executor & Trustee of Late Mr. Rakesh Jhunjhunwala's Estate, actively involved in estate management and associated philanthropic initiatives at Rare Family Foundation

MR. RAJIV AGARWAL
(Non-Executive and Non-Independent Director)

- Graduated as a Chemical Engineer (IIT BHU, 1993) with deep expertise in investment strategy, multi-sector exposure, and board-level advisory experience
- Manages strategic investments for Rare Enterprises, Rekha Jhunjhunwala, and Rare Trusts, with responsibility for investment and risk management

MANAGEMENT TEAM (2/2)

MR. SANDIP WELING

- Whole-time Director & CBO (Global Retail)
- 32+ years in consumer, franchise and distribution-led businesses
- Drives retail growth and scalability

MR. NEERAJ MALIK

- Whole-time Director & CBO (Institutional Business)
- 24+ years across IT, enterprise solutions and B2B platforms
- Leads institutional Business & enterprise skilling initiatives

MR. PAWAN NAWAL

- Chief Financial Officer
- 25+ years across IT, consumer, telecommunication & digital service companies
- Oversees financial discipline, capital allocation, controls & compliance

MR. SHOURYA K. CHAKRAVARTY

- Chief Human Resources Officer
- 30+ years across IT, ITeS, FMCG, Education
- Leads People Strategy, Leadership Development, Culture, Career Services & Development

CORPORATE HOLDING STRUCTURE

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Aptech Limited (Holding Co.)

Subsidiaries

MEL Training & Assessments Limited	Aptech Training Limited FZE Dubai	AGLSM SDN BHD, Malaysia	Aptech Ventures Ltd, Mauritius
			Aptech Investment Enhancers Limited

REVENUE MODEL

Retail delivers scalable, annuity-style growth
Institutional provides diversification and downside protection

Parameters	Retail Segment (B2C)	Institutional Segment (B2B / B2G)
Revenue Source	Course fees, startup / renewal fees, training revenue	Assessment fees, training & certification contracts
Revenue Nature	Enrolment-driven, repeat intakes	Project / contract-based
Pricing Power	Moderate (higher in Overseas)	Depends on contract mix
Margin Profile	Higher operating leverage	Margin varies by project
Cost Structure	Asset-light, business partnered expansion	Execution-focused, lower marketing cost
Cash Flow Visibility	High with stable business partner base	Linked to contract execution cycle
Scalability	High via franchise additions	Moderate, execution bandwidth dependent
Risk Factors	Enrolment slowdown, franchise ROI stress, Slower adoption to newer courses	Client concentration, contract renewals
Contribution to Consolidated Business	Drives growth and valuation via scalable enrolments and brand-led demand	Provides revenue visibility through a diversified mix of institutional contracts

BRAND PORTFOLIO TIMELINE

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1986

I.T. Software Development, Hardware and Networking, English Language Learning, Financial Administration and Accounting

Overseas: Yes

Brand: Aptech Computer Education

1996

Animation, Visual Effects, Gaming, Immersive Media, Digital Content Creation & Digital Media

Overseas: Yes

Brand: Arena Animation

2006

Customer Service, Airport Management, Cabin Crew, Ticketing, Hotel Management, Retail Store Management, Merchandising, Distribution, Travel and Tourism Industry Programs

Overseas: No

Brand: Aptech Aviation Academy

2007

Programs in Hardware, Local and Wide Area Networking, Routing & Switching Technologies

Overseas: Yes

Brand: Aptech Hardware and Networking Academy

2009

Training in the English Language Skills including Speaking, Writing, Listening and Reading

Overseas: No

Brand: Aptech English Learning Academy

2010

Animation, Visual Effects, Gaming, Immersive Media, Digital Content Creation & Digital Media

Overseas: Yes

Brand: MAAC

2015

Beauty & Wellness courses such as Beauty, Hair & Makeup, Skin, Nails & Cosmetology

Overseas: No

Brand: Lakmé Academy Powered by Aptech (In Alliance with Lakmé Lever Private Limited)

2016

Mother-toddler, Pre-nursery, Nursery, Kindergarten-1, Kindergarten-2, Childcare and Activity centres

Overseas: No

Brand: Aptech International Preschool

2023

Virtual Production, Filmmaking, Hybrid Virtual Production, Unreal Engine, LED Volume Wall

Overseas: No

Brand: The Virtual Production Academy (The VPA)

BRANDS: ARENA ANIMATION | MAAC MAYA ACADEMY OF ADVANCED CREATIVITY | LAKMĒ ACADEMY Powered by Aptech Beautify the future | Aptech LEARNING Unleash your potential | AVALON ACADEMY Aviation • Hospitality • Luxury Retail | The VIRTUAL PRODUCTION ACADEMY by Aptech | Aptech International Preschool Smart • Secure • Stimulating | ProAlley

DOMESTIC FOOTPRINT

Brand-wise Presence	# of Centres	# of States and UTs	# of Cities / Towns
Arena Animation	172	24	92
Lakmé Academy Powered by Aptech (LAPA)	173	25	109
Maya Academy of Advanced Creativity (MAAC)	136	23	70
Aptech Learning	66	15	34
Aptech International Pre-school	15	9	9
Aptech Aviation	12	8	11
Total	**574**	**26**	**173**

No of Centres	574 Domestic Centres
Tier - 1 Cities	47%
Tier - 2 Cities	33%
Tier - 3 & 4 Cities	20%

**Status as on 30st June 2026*

INTERNATIONAL FOOTPRINT

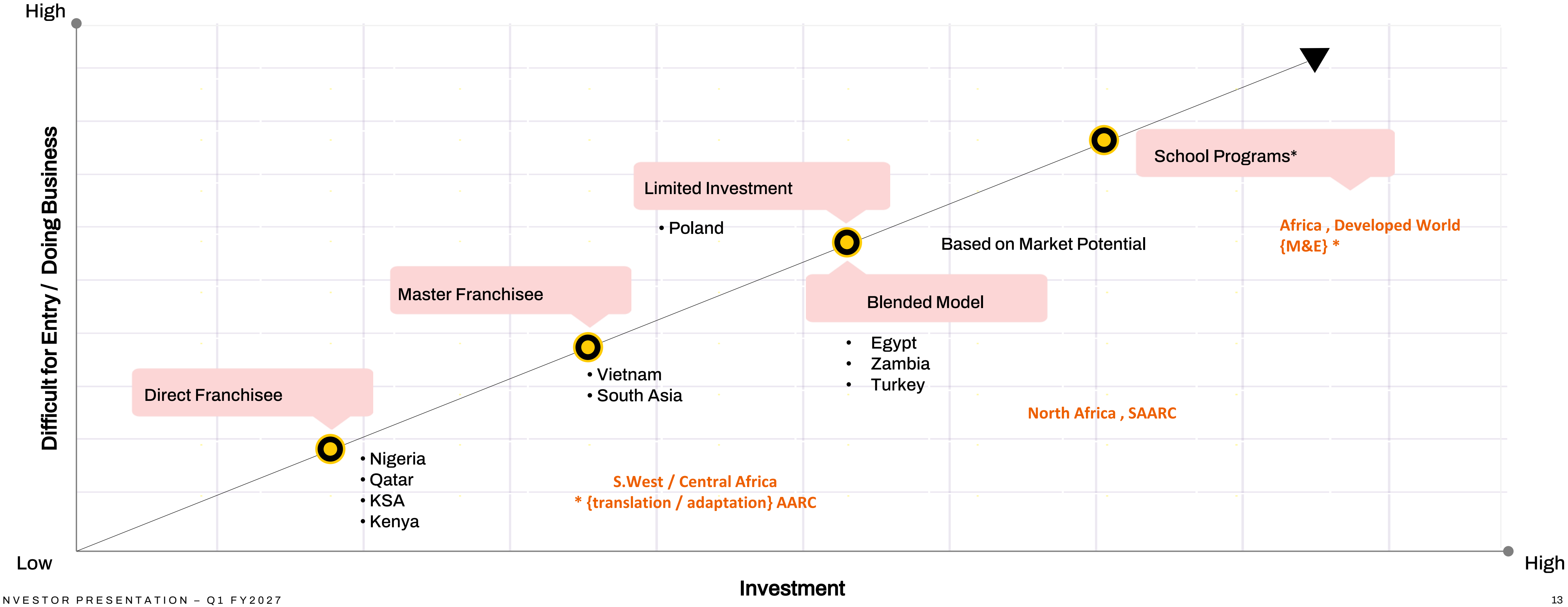
Brand-wise Presence	# of Centres	# of Countries
Aptech Learning / ACE	104	15
Arena Multimedia	66	10
Aptech English	4	4
Aptech Networking	6	4
Maya Academy of Advanced Creativity (MAAC)	1	1
Total	**181**	**16**

Region	# of Centres	# of Countries
Africa	85	6
Asia	34	1
Middle East	11	5
SAARC (ex. India)	51	4
Total	**181**	**16**

Top Continent in terms # of Countries: Africa

**Status as on 30th June 2026*

INTERNATIONAL MARKET-WISE EXPANSION STRATEGY & INVESTMENT APPROACH



COUNTRYWISE – CORE BUSINESS & POSITIONING

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VIETNAM
Career Pathway Accelerator for Future-Ready Talent

27+ YEARS PRESENCE

High-End Diploma Programs

TG: Job, Upskill & Degree Pathway

FOCUS ON
AI
TECH
AVGC

SAARC
Professional Skill Accelerator + Employability Edge

26+ YEARS PRESENCE

Leading TECH Institute with Industry-Linked Programs & Placement Focus

TG: Employability, Upskill, High School Equivalence

NIGERIA
Gateway to Global Careers & Tech Mobility

27+ YEARS PRESENCE

High-Value Tech Programs + International Pathways Programs

TG: Job, Upskill & Degree Pathway

EGYPT
Structured Skill Development within Institutional Ecosystem

10+ YEARS PRESENCE

University-Affiliated Academic-Integrated Delivery Model

TG: Mandatory Program for MBBS, BDMS by Govt. of Egypt.

QATAR
Career Catalyst for Expats & Nationals

33+ YEARS PRESENCE

Job Oriented Programs + International Degree Pathways

TG: Govt. Job, Upskill & Degree Pathway

ROW (Kenya, Uganda, Bahrain, Eswatini, Bangladesh)
Accessible Global Tech Education Platform

PREMIUM Tech & Creative Vocational Education Provider + International Degree Pathway

TG: Job, Upskill & Degree Pathway

INSTITUTIONAL BUSINESS (EBG)

Transitioning to a
Strengthened Business Model:
From Recovery to Strategic Scale

Financials
Focus on Sustainable Opportunities

Risk Management
Structured Contract Portfolio

Scalability
Structured Expansion Approach

Market Penetration
Govt, Education & Corporate

Macro Trends
Strong Skilling Tailwinds

Operations
Integrated Technology Process

- Recovery Phase
- Stability
- Quality Growth

STABLE → STRUCTURED → STRATEGIC

LONG-TERM VALUE CREATION

STRATEGIC OUTCOME

WAY FORWARD – SUSTAINABLE & DE-RISKED GROWTH

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Testing + Training
- Enterprise capability
- Scalable partnerships

De-risked Portfolio
- Strong payment cycles
- Repeat clients

Cash-Flow Discipline
- Faster collections
- Lean working capital

Selective Scale-up
- Key states & departments
- Sustainable expansion

Capability Moat
- Technology-Assisted Evaluation
- Technology platforms
- Algorithm led question banks

Institutional Biz : Long-Term Capability Partner

BUSINESS MOAT

Moat Differentiators	Aptech's Brand Positioning	New-Age EdTech Peers
Delivery Model	Integrated PHYGITAL ecosystem combining centres, digital learning, mentorship and practical execution	Primarily digital-first learning platforms
Strategic Focus	Career-oriented skilling, employability and industry-linked outcomes	Academic, test-prep and content-led learning
Expansion Model	Asset-light partner-led expansion with disciplined scaling	Marketing-led customer acquisition driven scaling
Revenue Profile	Diversified revenues across retail, institutional and international business	Predominantly student subscription-led revenues
Student Engagement	Physical interaction, mentorship, placements and blended learning support retention	Content engagement and educator-led stickiness
Capital Efficiency	Lower capex intensity with scalable operating leverage	Higher platform investment and acquisition costs
Competitive Positioning	Strong brand legacy, centre network, industry partnerships and workforce skilling relevance	Strong digital reach and online content scale

KEY STRENGTHS / TAILWINDS

Strategic Area		Directional Tailwinds
Future-Ready Creator & Digital Skills	Launch of next-gen creator economy programs under MAAC & Arena Animation covering video creation, GenAI-driven content, personal branding & monetization.	Aligned with "Create in India, Create for the World", positioning Aptech to benefit from the fast-growing Orange Economy and global creator ecosystem.
Geographic & Market Expansion	Global expansion initiatives, including engagement at the Vietnam–India Business Forum (FY25).	PHYGITAL model (physical centres supported by digital delivery) enabling low-capex scale across Tier-3 and rural India.
Innovation-Led Curriculum	Virtual Production Academy launched with programs in immersive media, real-time 3D, and GenAI.	Enhances vocational relevance by aligning courses with next-gen content creation technologies.
Customer-Centric Execution (CSAT-Driven)	Structured CSAT (Customer Satisfaction) framework implemented across all brands to improve learner satisfaction, retention and referrals.	Real-time dashboards and monthly surveys ensure continuous performance monitoring.
New Growth Engines & Strategic Partnerships	Expanding growth engines in AVGC and Media and Entertainment through strategic institutional partnerships.	3-year collaboration with NFDC - National Film Development Corporation of India (under Ministry of Information & Broadcasting, GoI) to develop industry-ready talent for the creative economy.

Enterprise-wide AI Charter introduced to integrate Generative AI across training programs.

ROADMAP-TO-OUTCOME TRANSLATION

Strategic Lever	Direct Business Outcome	Long-Term Value Creation
AI Film Making and Story Telling	Higher Revenue per Student (ARPU)	Sustainable topline growth
Longer-duration, career-oriented courses	Improved order book & annuity visibility	Predictable cash flows
Centralised content & AI-led curriculum	Higher Aptech revenue share	Margin expansion
Franchise-led, asset-light expansion	Low capex, fast scaling	Higher ROCE & FCF conversion
CSAT-led execution & alumni monetisation	Better retention & referrals	Lower acquisition cost, higher LTV
Selective institutional contracts	Reduced volatility & legal risk	Stable earnings profile
International & aviation-focused expansion	EBITDA-accretive growth	Margin enhancement & diversification

INVESTMENT RATIONALE

Aptech's brand-led, franchise-driven model enables scalable growth with minimal capital deployment, delivering high operating leverage, RoCE, strong free cash flow generation, and resilience across cycles.

Proven, asset-light franchise model with recurring, predictable revenue streams

With long-standing brands such as Aptech Learning, Arena Animation, MAAC, and Aptech Aviation, the company enjoys high recall and trust-creating a durable entry barrier in vocational education where outcomes and credibility matter.

Deep Brand Equity Built Over ~4 decades in Job-Oriented Skill Education

Launch of India's first holistic end-to-end Virtual Production Academy and Gen-AI aligned programs demonstrates management's ability to refresh offerings proactively, future-proofing the business and mitigating course obsolescence risk.

Continuous Innovation Protects Relevance Against Technology Disruption

Debt-free balance sheet, high EBITDA-to-cash conversion, no promoter pledging, conservative capital allocation, and absence of unrelated diversification position Aptech as a rare, governance-clean compounder in the educational and vocational training space.

Strong Governance, Cash Discipline, and Low Downside Risk

Blending physical trust with digital scale while moving up the skilling value chain

MAAC & ARENA ANIMATION

Preparing Next-Gen for Future Creative Careers

	Focus area	Strategic Competitive Advantage
01	AI-Integrated Curriculum	AI integrated across animation, VFX, gaming, filmmaking, and digital content creation programs
02	GenAI-Based Creative Training	Training in AI image/video generation, AI audio creation, and AI-assisted content workflows
03	Industry-Aligned Learning	Exposure to real-time production, virtual production, film, gaming, VFX, advertising, and creator economy ecosystems
04	Digital Storytelling & Content Creation	Focus on storytelling, concept design, storyboard creation, and modern digital presentation techniques
05	Creative Production Workflows	Students trained on industry-style creative pipelines and practical project execution
06	Emerging Media Technologies	Exposure to virtual production trends, immersive content, and next-generation media workflows
07	Balanced Learning Model	Combines AI-enabled workflows with core creative fundamentals and artistic thinking
08	Enhanced Student Outcomes	Improves creativity, productivity, presentation capability, and employability across digital industries
09	Expanding Career Opportunities	Enables careers across OTT, animation, VFX, gaming, advertising, broadcast, and digital media sectors
10	Strategic Growth Vision	Building industry-ready creative talent aligned with global AVGC, GenAI, and creator economy demand

INDUSTRY OUTLOOK

Industry Segment	Key Industry Stats	Forward Industry Outlook	Aptech Capability & Positioning
Beauty & Wellness	The Indian beauty and personal care market was valued at USD 28 billion in2024 and is expected to grow at a CAGR of 5.6% to USD 48.3 billion by 2033.	Employment-led growth driven by premiumization, digital marketing, AI/AR adoption and influencer ecosystems supports steady long-term skill demand.	Aptech's Lakmé Academy Powered by Aptech (LAPA) is a key segment, addressing the beauty and wellness skilling market, aligned with its short-cycle, employability-focused training model.
Media & Entertainmentt (M&E)	Indian M&E industry stood at ₹2.5 trillion in 2024 and is expected to reach ₹3.07 trillion by 2027, with digital media now contributing 32% of total revenues.	Consumption is structurally shifting toward digital platforms, driving sustained demand for digitally skilled creative talent despite stagnation in traditional media.	Arena Animation and MAAC are aligned to digital-first content creation skills, enabling Aptech to stay relevant as media consumption formats evolve.
AVGC / Animation / VFX	AVGC revenues declined 9% in 2024 to ₹103 billion due to global commissioning slowdown but are expected to recover at a 12.5% CAGR to ₹147 billion by 2027. Growth is driven by gig-based employment, AI-led content creation, short-form platforms and immersive technologies such as virtual production and 3D design	The segment is undergoing short-term cyclical correction but retains strong long-term structural potential driven by immersive media, localization & experiential content. Union Budget 2026–27 allocated ₹250 crore to develop AVGC talent, including creator labs in 15,000 schools and 500 colleges under the "Create in India" initiative.	Aptech continues to strengthen core AVGC capabilities through Arena and MAAC, with curriculum aligned to emerging formats such as OTT, high-end VFX and immersive media.
Educational Skilling & Assessment	India's test preparation market is projected to grow at ~6.7% CAGR (2025–30), creating an opportunity driven by rising competitive exam intensity and increasing student enrollments	Structural demand driven by demographics, employability gaps and government-backed skilling initiatives, with increasing focus on AI, manufacturing and job-aligned training.	Aptech's core focus on skill training and assessments in the institutional segment is closely aligned with both government and private sector skilling demand, backed by strong training and assessment capabilities.

QUARTERLY PERFORMANCE

QUARTER AT A GLANCE

Total Income	EBITDA	EBITDA Margin	Net Profit	Net Profit Margin	Diluted EPS
INR 13,755 Lakhs	INR 1,291 Lakhs	9.39%	INR 765 Lakhs	5.56%	INR 1.32
20.5% QoQ ⇧	88.2% QoQ ⇧	342 bps QoQ ⇧	329.8% QoQ ⇧	401 bps QoQ ⇧	325.8% QoQ ⇧

KEY INITIATIVES IN Q1-FY27

Aptech
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IMPROVE OUTCOME ACROSS STUDENT LIFECYCLE

Enquiry
Website & Form

Counselling
& Walk-ins

Enrolment
First 100 Days

Delivery
Program Learning

Graduation
Certification

Pre-Sales

Post-Sales

5 New Initiatives

1. Agentic AI Rootle

2. Student & Alumni Events

3. Counsellor Training

4. Faculty Evaluation

5. Portfolio Completion & Certification

QUARTERLY PERFORMANCE

Particulars (INR Lakhs)	Q1 FY'27	Q4 FY'26	Q1 FY'26	QoQ%*	YoY%*
Revenue from Operations	**13,375**	**11,100**	**12,043**	20.5%	11.06%
Add: Other Income	380	394	485	-3.6%	-21.65%
Total Income	**13,755**	**11,495**	**12,528**	19.7%	9.79%
Less: Operating expenses	12,463	10,809	11,310	15.3%	10.20%
EBITDA (incl. other income)	**1,292**	**686**	**1,218**	88.3%	6.08%
EBITDA Margin (%)	9.39%	5.97%	9.72%	+342 bps	-34 bps
Less: Depreciation	224	193	202	16.1%	10.89%
Profit Before Interest, Tax & Exceptional Items	**1,068**	**493**	**1,016**	116.6%	5.22%
Less: Interest	37	32	44	15.6%	-15.91%
Profit Before Tax	**1,031**	**461**	**972**	123.6%	6.07%
Less: Tax (Current + Deferred)	266	283	279	-6.0%	-4.66%
Net Profit (excl. extra ord)	**765**	**178**	**693**	329.8%	10.39%
Net Profit Margin (%) (excl. extra ord)	5.56%	1.55%	5.53%	+401 bps	+3 bps
Exceptional Items	-	-	20	-	-
Net Profit (Reported)	**765**	**178**	**673**	325.8%	13.79%
Reported EPS (Rs)	1.32	0.31	1.16	325.8%	13.79%

Exceptional item includes change in labour code regulations and foreign exchange gain/loss loss for the respective periods
* Rounded off

SEGMENTAL PERFORMANCE

Particulars (INR Lakhs)	Q1 FY'27	Q4 FY'26	Q1 FY'26	QoQ%*	YoY%*
Segment Revenue					
Retail	10,211	8,147	9,748	25%	5%
Institutional	3,164	2,954	2,295	7%	38%
Revenue from Operations	**13,375**	**11,100**	**12,043**	20%	11%
Retail (%)	76%	73%	81%	+296 bps	-459 bps
Institutional (%)	24%	27%	19%	-296 bps	+459 bps
Segment Results					
Retail	1,259	1,028	1,387	22%	-9%
Institutional	300	34	91	782%	229%
Total	**1,558**	**1,062**	**1,478**	47%	5%
Exceptional Items	-	-	-20	-	-
Total Segment Results (A) (EBIT)	**1,558**	**1,062**	**1,458**	47%	7%
Retail (EBIT %)	12%	13%	14%	-29 bps	-190 bps
Institutional (EBIT %)	9%	1%	4%	+833 bps	+551 bps
Unallocable Expenses					
Finance Cost	7	2	11	250%	-36%
Other Expenses	791	875	797	-10%	-1%
Exceptional Items	-	-	-	-	-
Total Unallocable Expenses (B)	**798**	**878**	**808**	-9%	-1%
Other Income (C)	271	277	302	-2%	-10%
PBT (A-B+C)	**1,031**	**461**	**952**	124%	8%

Exceptional item includes change in labour code regulations and foreign exchange gain/loss loss for the respective periods
* Rounded off

ANNUAL PERFORMANCE

CONSOLIDATED INCOME STATEMENT

Particulars (INR Lakhs)	FY24	FY25	FY26
Revenue from Operations	**43,681**	**46,010**	**50,343**
Less: Operating expenses	39,545	43,111	47,191
EBITDA	**4,136**	**2,899**	**3,151**
EBITDA Margin %	9%	6%	6%
Add: Other income	1,587	1,601	1,636
Less : Depreciation & Amortisation	836	853	804
Profit Before Interest, Tax & Exceptional Items	**4,886**	**3,647**	**3,983**
Less: Interest	139	97	181
Profit Before Tax	**4,747**	**3,550**	**3,802**
Less: Tax (Current + Deferred)	1,132	1,567	1,189
Net Profit (excl. extra ord)	**3,614**	**1,984**	**2,613**
Net profit Margin (%) (excl. extra ord)	8%	4%	5%
Less: Exceptional Items	710	76	260
Net Profit (Reported)	**2,904**	**1,908**	**2,352**
Reported EPS (Rs) (bonus adjusted)	5.01	3.29	4.06

Amount Rounded to the nearest lakh for ease of representation
*Issued bonus shares in the ratio of 2:5 (FV Rs. 10) as approved by Board on May 24, 2023 and shareholders on July 05, 2023. FY24 equity share capital stands at 5.80 crore shares (₹5,799 lakh), post bonus.

CONSOLIDATED BALANCE SHEET

Particulars (INR Lakhs)	Mar-24	Mar-25	Mar-26
EQUITY AND LIABILITIES			
Share Capital	5,799	5,800	5,800
Total Reserves	20,199	19,332	19,061
Shareholder's Funds / Total Equity	**25,998**	**25,132**	**24,862**
Non-Current Liabilities			
Other Long Term Liabilities	699	504	1,000
Long Term Provisions	250	266	574
Total Non-Current Liabilities	**950**	**770**	**1,574**
Current Liabilities			
Trade Payables	3,942	4,461	5,992
Other Current & Financial Liabilities*	9,856	8,534	10,112
Short Term Provisions	130	141	235
Total Current Liabilities	**13,928**	**13,136**	**16,339**
Total Liabilities	**40,876**	**39,038**	**42,775**

Particulars (INR Mn)	Mar-24	Mar-25	Mar-26
ASSETS			
Non-Current Assets			
Property, Plant, Equipment & Intangible Assets	2,764	2,215	3,408
Capital Work in Progress	-	-	1
Intangible assets under development	401	782	18
Long Term Investment	294	264	242
Advances and Financial Assets	1,864	240	7,782
Deferred Tax Assets	3,845	3,707	3,282
Other Non Current Assets	965	493	504
Total Non-Current Assets	**10,133**	**7,701**	**15,238**
Current Assets			
Current Investments	2,000	-	-
Inventories	122	66	43
Trade Receivables	4,738	3,595	6,700
Cash and Bank	2,520	3,298	3,524
Advances and Financial Assets	14,206	17,808	9,954
Other Current Assets	7,157	6,570	7,315
Total Current Assets	**30,743**	**31,337**	**27,537**
Total Assets	**40,876**	**39,038**	**42,775**

* Other Current Liabilities include unearned revenue, which is towards invoice raised in advance for the services yet to be delivered

FINANCIAL PERFORMANCE

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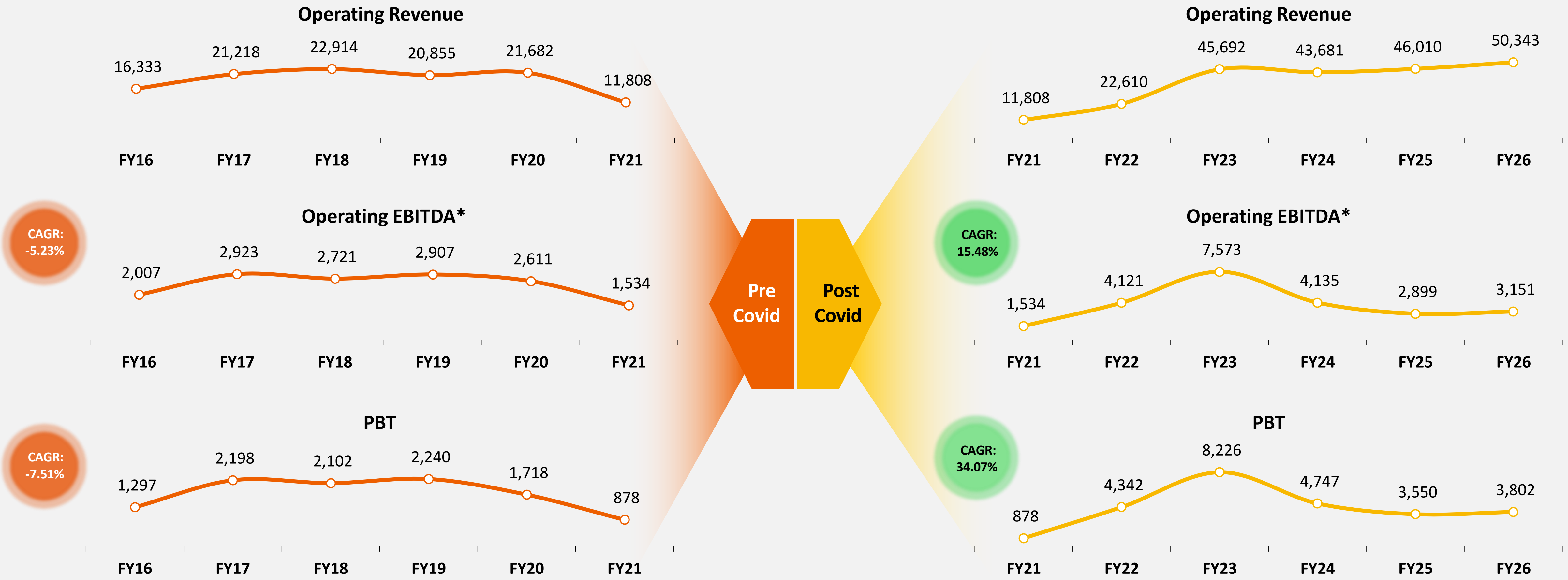
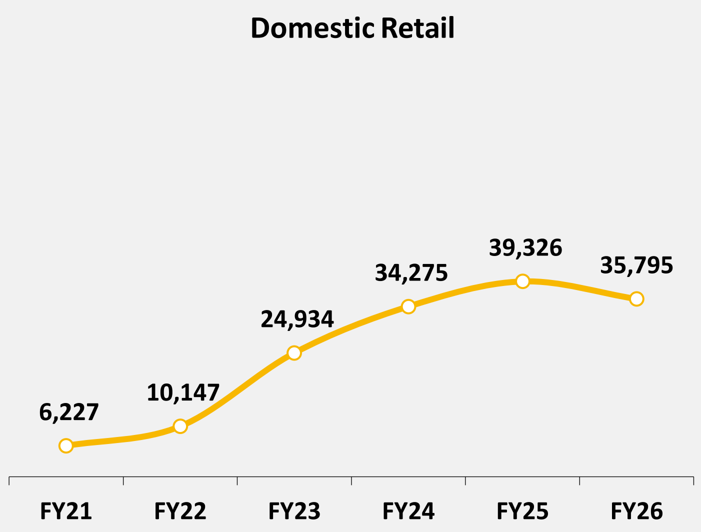
All financial numbers in Rs. Lakhs

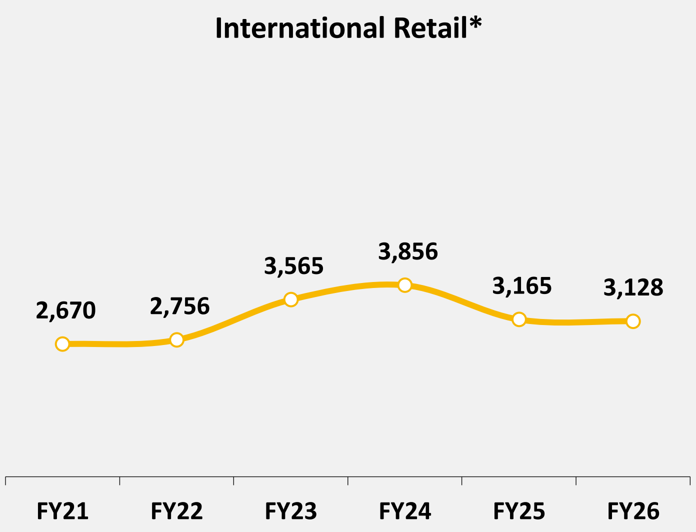


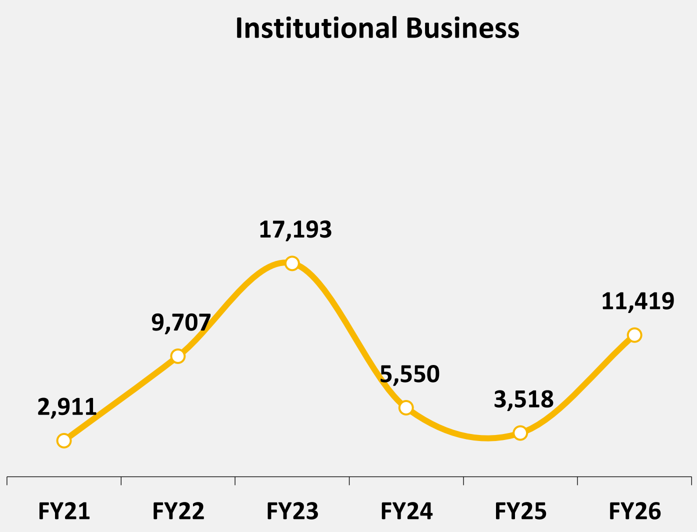
Effectively Post-Covid FY21 onwards, a gradual shift from the franchise system towards higher direct student delivery. Improved enrolment monetisation and operational visibility.
Post-covid, Domestic retail growth reflects this transition.
*EBITDA excluding other income, interest and dividend income

SEGMENT REVENUE

All financial numbers in Rs. Lakhs







Effectively Post-Covid FY21 onwards, a gradual shift from the franchise system towards higher direct student delivery. Improved enrolment monetisation and operational visibility.
Post-covid, Domestic retail growth reflects this transition.
*Impact of currency volatility in Nigeria and Egypt has been recognised as an exceptional item in the financials.

CASH & CASH FLOW TRENDS

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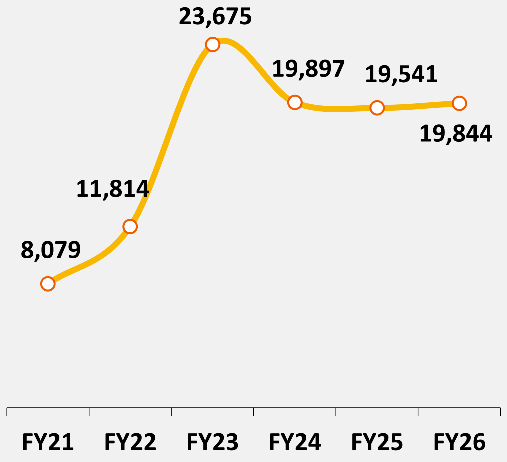
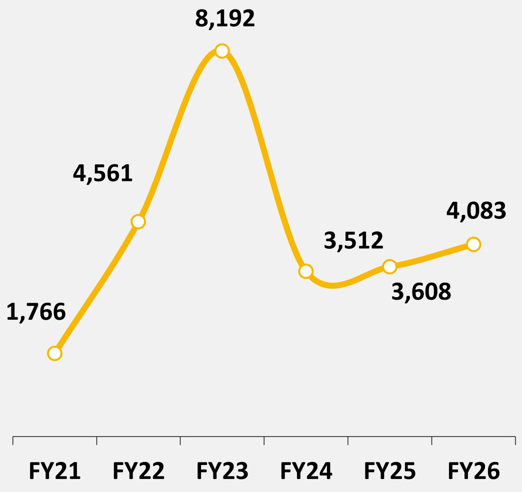
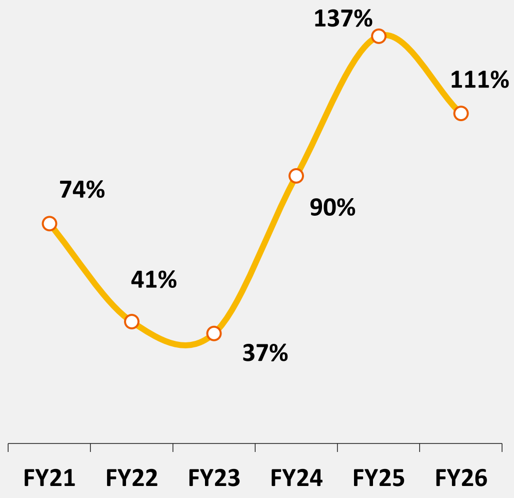
*Cash, Cash Equivalents



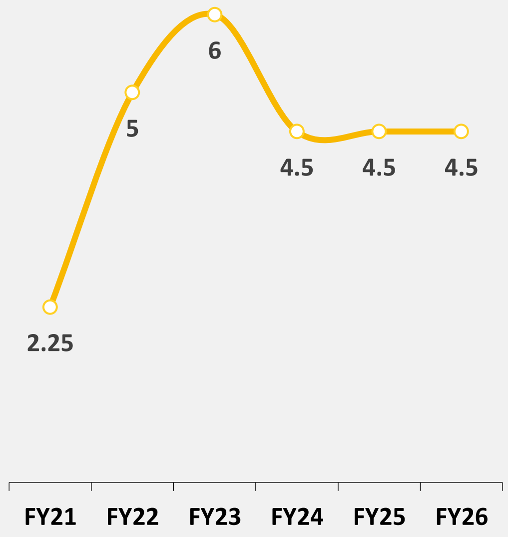
#Free Cash Flow



Dividend Payout Ratio (%)



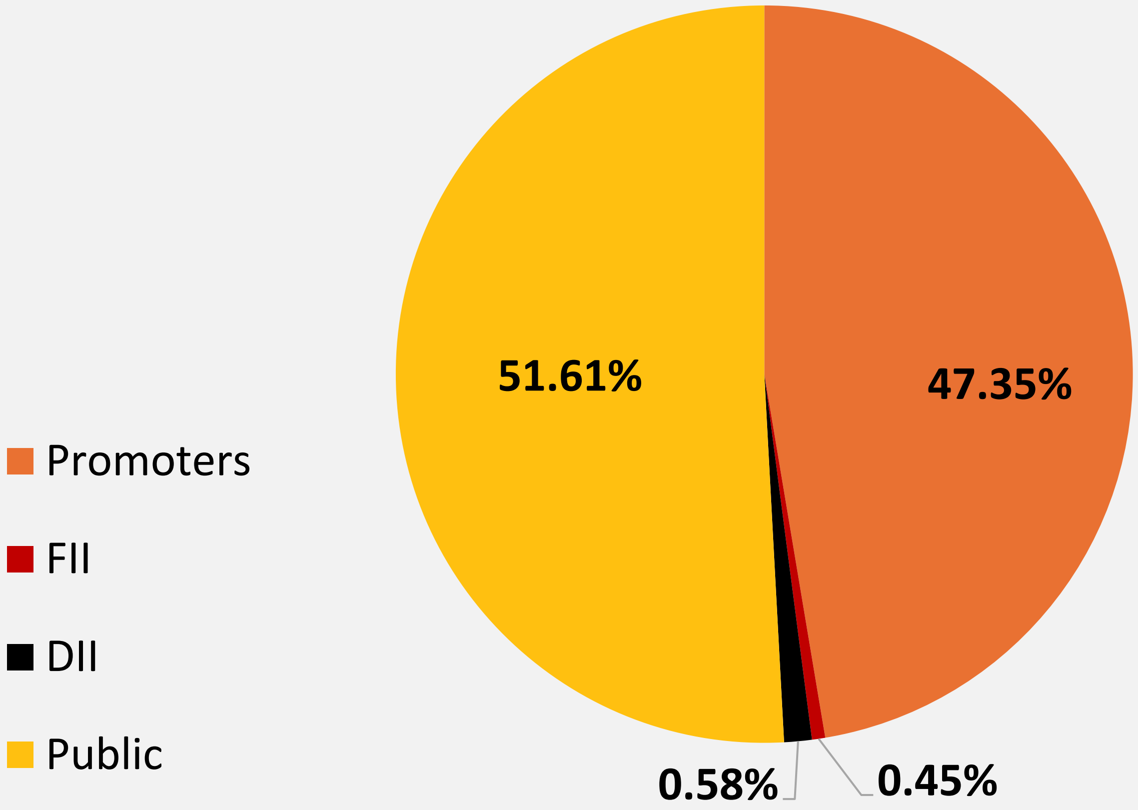
Dividend Per Share (in Rs.)



All figures are in INR Lakhs
*Cash, Cash Equivalents includes Financial Investments
#Free Cash Flow = PBT + Depreciation – Capex

SHAREHOLDING PATTERN

(Q1 FY'27)



AWARDS & RECOGNITION

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Aptech Limited has been conferred with the prestigious Golden Peacock HR Excellence Award 2025

Aptech Limited was conferred the ‘Visionary of Viksit Bharat’ Award by TV9 Group. The award was received by Mr. Sandip Weling, Whole-time Director and Chief Business Officer, Global Retail, Aptech Ltd

Aptech Limited has been honoured for “Best Industry–Academia Interface” at the 6th edition of Silver Feather Awards 2025 in association with HRAI, Silicon India Magazine & Global Hues Media Network

Aptech was conferred with the 'HR Team of the Year Award' at the 8th Edition of HR TechSummit & Awards 2025 organised by the UBS Forums

Aptech Limited has been honoured for “Excellence in Vocational Training” at the 6th edition of Silver Feather Awards 2025 in association with HRAI, Silicon India Magazine & Global Hues Media Network

Aptech received the 'Franchisor of the Year' in the Vocational & Skill Development Training category at the 21st Franchise Awards 2025, organised by Franchise India Holdings Limited

THANK YOU!

Aptech

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APTECH LIMITED

(E): investor_relations@aptech.co.in

www.aptech-worldwide.com

KAPTIFY® CONSULTING

Strategy & Investor Relations | Consulting

(E): contact@kaptify.in

(T): +91-845 288 6099

www.kaptify.in