

**Zee Learn Ltd.,**  
513/A, 5th Floor,  
Kohinoor City, Kurla Road,  
Off. LBS Marg, Kurla (W),  
Mumbai - 400070.

P: +91 22 4034 3900  
F: +91 22 2674 3422  
Customer Support:  
+91 93200 63100

**Registered Office:**  
135, Continental Building,  
Dr. Annie Besant Road,  
Worli, Mumbai - 400 018.  
CIN : L80301MH2010PLC198405



[www.zeelearn.com](http://www.zeelearn.com)

**December 3, 2020**

**To,**

**BSE Limited**  
Corporate Relationship Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai-400 001

**The National Stock Exchange of India Limited**  
Exchange Plaza,  
Block G, C-1, Bandra-Kurla Complex,  
Bandra (East),  
Mumbai-400 051

**Scrip Code: 533287**

**Symbol: ZEELEARN**

Dear Sir/ Madam,

**Sub: Earning Release for Q1 of FY 2020-21**

With reference to our earlier announcement regarding outcome of the Board Meeting held on December 3, 2020, regarding the Standalone and Consolidated Unaudited Financial Results of the Company for the quarter ended June 30, 2020, we are enclosing the earning release for Q1 of FY 2020-21.

This is for your information and records.

Thanking you.

Yours faithfully,

**For Zee Learn Limited**

  
**Prashant Parekh**  
Company Secretary



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## Zee Learn Limited Q1 FY21 Results

### Successfully engages with students through blended learning model

#### Q1 FY21 - Consolidated Level:

- Total Revenues at Rs. 92.64 crores
- EBITDA of Rs. 21.69 crores
- PAT of Rs. 3.36 crores

#### Q1 FY21 - Standalone Level:

- Total Revenues at Rs. 42.11 crores
- EBITDA of Rs. 12.92 crores
- PAT of Rs. 8.65 crores

**Mumbai, 3<sup>rd</sup> December, 2020:** The Board of Directors at its meeting held today has approved and taken on record the audited consolidated financial results of Zee Learn Limited (ZLL) and its subsidiaries for the quarter ended June 30, 2020.

Commenting on the business performance, **Mr. Vikash Kumar Kar, Whole Time Executive Director and CEO, Zee Learn Limited** said, "The financial year started amidst the pandemic of COVID-19 and the lockdowns announced by the various governmental entities severely impacted the formal education sector. As the formal classroom-based learning was stopped in the month of March'20, the Company had operating challenges in this quarter which also adversely affected the overall earnings and enrollment cycles. However, the company adapted quickly to the challenges and managed the learning needs of its students effectively through its wide-ranging digital assets through hybrid blended learning models. The company embarked on various concerted efforts of business continuity planning with key focus on safety / wellbeing, strengthening virtual / digital learning ecosystem, supporting our partners, connecting with our consumers and cost optimization."

Commenting upon the financial performance, **Mr. Rakesh Agarwal, CFO, Zee Learn Limited** said "Despite of the closure of the educational institutes due to lock down imposed by the Government, we are happy that the company has posted profits due to cost reduction measures undertaken by the company for the Q1 FY21 and optimum utilization of resources."



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## Financial Highlights: Zee Learn Limited Consolidated

Rs in Cr

Particulars	Quarter ended		
	30 June 2020	31 March 2020	30 June 2019
	Unaudited	Audited	Unaudited
Revenue from operations	82.67	105.63	154.76
Other Income	9.97	9.75	11.52
<b>Total Revenue</b>	<b>92.64</b>	<b>115.38</b>	<b>166.28</b>
COGS / Operational Cost	17.42	33.48	43.87
Employee benefits expense	30.45	35.15	38.43
Selling and marketing expenses	1.67	4.41	6.67
Other expenses	11.44	14.99	11.03
<b>Total expenses</b>	<b>60.98</b>	<b>88.04</b>	<b>100.00</b>
<b>EBITDA</b>	<b>21.69</b>	<b>17.59</b>	<b>54.75</b>
<b>EBITDA %</b>	<b>26%</b>	<b>17%</b>	<b>35%</b>
Finance Cost	12.42	12.99	14.80
Depreciation & amortization expenses	13.79	19.28	14.95
Profit before tax and exceptional items	5.44	(4.93)	36.54
Profit before tax and exceptional items %	7%	-5%	24%
Less : Exceptional items	-	31.15	-
<b>Profit before tax</b>	<b>5.44</b>	<b>(36.08)</b>	<b>36.54</b>
<b>Profit before tax %</b>	<b>7%</b>	<b>-34%</b>	<b>24%</b>
Tax	2.08	6.14	9.91
<b>Profit after tax</b>	<b>3.36</b>	<b>(42.22)</b>	<b>26.62</b>
<b>Profit after tax %</b>	<b>4%</b>	<b>-40%</b>	<b>17%</b>



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# Financial Highlights: Zee Learn Limited Standalone

*Rs in Cr*

Particulars	Quarter ended		
	30 June 2020	31 March 2020	30 June 2019
	Unaudited	Audited	Unaudited
Revenue from operations	35.24	51.51	60.80
Other Income	6.87	6.44	5.20
<b>Total Revenue</b>	<b>42.11</b>	<b>57.95</b>	<b>66.00</b>
COGS / Operational Cost	8.54	11.86	12.86
Employee benefits expense	6.69	7.68	7.96
Selling and marketing expenses	1.61	5.44	4.24
Other expenses	5.48	3.86	4.18
<b>Total expenses</b>	<b>22.32</b>	<b>28.84</b>	<b>29.23</b>
<b>EBITDA</b>	<b>12.92</b>	<b>22.66</b>	<b>31.57</b>
<b>EBITDA %</b>	<b>37%</b>	<b>44%</b>	<b>52%</b>
Finance Cost	6.02	6.03	5.92
Depreciation & amortization expense	2.23	2.31	2.20
<b>Profit before tax</b>	<b>11.54</b>	<b>20.77</b>	<b>28.65</b>
<b>Profit before tax %</b>	<b>33%</b>	<b>40%</b>	<b>47%</b>
Tax	2.89	4.38	8.41
<b>Profit after tax</b>	<b>8.65</b>	<b>16.38</b>	<b>20.24</b>
<b>Profit after tax %</b>	<b>25%</b>	<b>32%</b>	<b>33%</b>



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### Key Business Indicators

	June 20 end	June 19 end
Pre K Schools	1,942	1,999
K-12 Schools	139	129

### Key Financial Indicators (Standalone)

	Q1 FY 21	Q1 FY 20
Free Cash Flow (Rs. In Cr) (Includes WC changes & Regroupings)	10.38	11.74
EPS (Rs.)	0.27	0.62
EBIDTA %	37%	52%

	Q1 FY 21 end	Q1 FY20 end
Net Bank Borrowings (Rs. In Cr)	103.68	156.68
Debt Equity Ratio	0.38	0.40

### Key Financial Indicators (Consolidated)

	Q1 FY 21	Q1 FY 20
Free Cash Flow (Rs. In Cr) (Includes WC changes & Regroupings)	29.45	32.42
EPS (Rs.)	0.13	0.76
EBIDTA %	26%	35%

	Q1 FY 21 end	Q1 FY 20 end
Net Bank Borrowings (Rs. In Cr)	299.19	400.33
Debt Equity Ratio (excluding non-controlling interest)	0.80	0.91



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### **Recent Recognitions for Zee Learn:**

- Mount Litera Zee School awarded National K12 School Chain of the year at the Education Innovation Awards 2020
- Zee Learn awarded as the "Most Desired Brand in Education" under the Diversified category, Feb 2020
- Kidzee won the National Early Child playschool chain of the year award at the 10th Annual Indian Education Award 2020, Feb 2020
- Zee Learn wins the award for Dream Companies to work for in Education Sector 2020 by World HRD Congress
- Zee Learn certified Great Place to Work for the Financial Year Apr 2019 – Mar 2020
- ZIMA featured in the Academic Insight's "Maharashtra's top 20 Educational Institute" issue, 2019
- Mount Litera Zee School won the Franchisor of the Year 2019 award by Franchise India
- Zee Learn recognized as Premier Franchise to Watch for in 2019 by Insights Success magazine, Oct 2019
- Zee Learn recognized for its outstanding contribution to quality education in India by Business Vision Magazine, Nov 2019
- Kidzee wins the award for National Early Child Playschool Chain of the year 2019 by Franchise India
- MLZS wins the award for National K12 School Chain of the Year 2019 by Franchise India.

### **ZEE LEARN LIMITED:**

Zee Learn Limited is an Essel Group Company listed on National Stock Exchange (NSE), Bombay Stock Exchange (BSE) and on Luxemburg Stock Exchange, and is India's leading company in education segment with the fastest growing chain of K-12 schools (Mount Litera Zee Schools) and Asia's No 1 chain of pre-schools (Kidzee) in its portfolio. The Company through its brand 'Zee Institute of Media Arts' (ZIMA), a TV and Film training institute, offers Certificate courses in Direction, Acting, Sound, Editing, Production and Cinematography. Another offering from the company, 'Zee Institute of Creative Art' (ZICA) is the nation's first full-fledged Classical and Digital Animation Training Academy that trains youth in classical 2D and modern 3D animation. MT Educare Ltd is a subsidiary of Zee Learn Ltd and is a market leader in Test Prep, Tutorials and Digital education with leading brands like Lakshya, Chitale classes, Robomate, MT Commerce etc. Liberium Global Resources Pvt Ltd is another subsidiary of Zee Learn Ltd and is an emerging player in the Manpower & Training segment.

### **For additional information on financial results, please contact:**

Mr. Rakesh Agarwal, CFO  
Mr. Prashant Parekh, Company Secretary  
Email : [investor\\_relations@zeelearn.com](mailto:investor_relations@zeelearn.com)  
Phone : +91-22-40343900



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