



CORE PROJECTS & TECHNOLOGIES LTD.

Investor Presentation

October 2010



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Core's Investment Story

1

India's Largest Technology-led Education Player

2

Comprehensive Offerings Across the Education Sector

3

Rapidly Growing India Presence

4

Track Record of Vibrant Growth

5

Attractive Industry Dynamics

India's Largest Technology-led Education Player

What do we do?

- Technology led education company catering to government bodies, universities, schools and students
- Touching lives of over 28 mn students worldwide
- Solutions being used by over 76,000 schools
- Trained over 100,000 teachers



What have we achieved?

- Revenue: Rs. 8,470 mn (FY10), EBITDA: 34%, PAT:20%
- Market Cap.: Rs 29,580 mn
- 3 Yr Revenue CAGR (FY07-10) – 63%
- Order Book: ~Rs 7,000 mn



Where are we present?

- Global presence: India, USA, UK, Africa, Caribbean, Middle East
- Over 20 states in the US
- Over 40 educational departments in the UK

Significant Market Presence

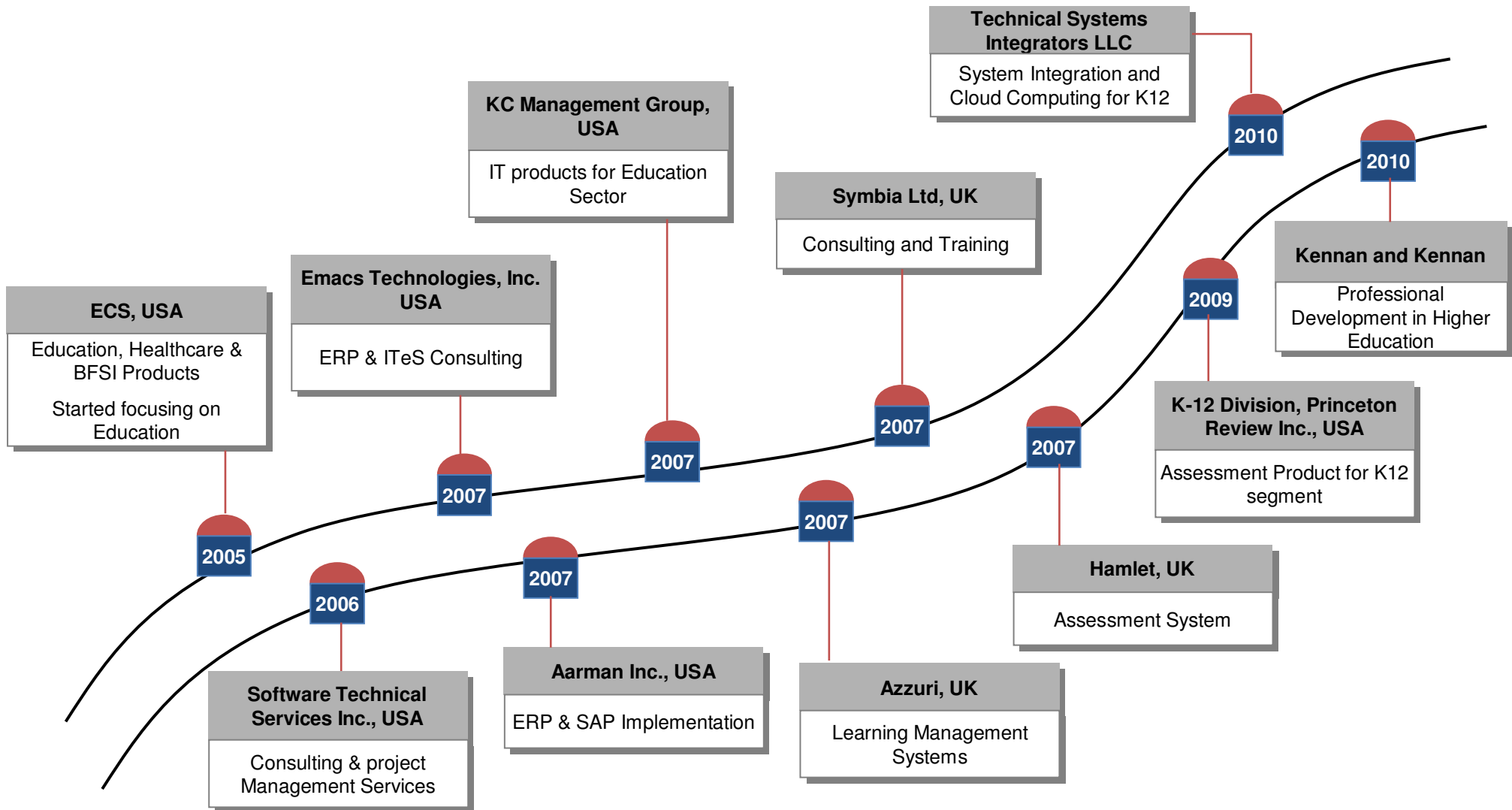
Presence in Key Geographies offering Growth and Volumes



Key Management Team

Key Person	Background
Sanjeev Mansotra CMD	<ul style="list-style-type: none"> ◆ First generation entrepreneur and has achieved considerable commercial success at the young age of 31 ◆ Successfully established stable and profit-making entities in information technology, health management and international trade
Hari Iyer Independent Director	<ul style="list-style-type: none"> ◆ BS and ME in Mechanical Engineering ◆ One of the Founders and chief executives of ECS Inc. one of the education companies acquired by CPTL
Maya Sinha Independent Director	<ul style="list-style-type: none"> ◆ A 1981 batch of the Indian Revenue Service and holds a Masters Degree in Economics. ◆ 28 years of experience in Government Service in which she has served as Asst. Commissioner of Income Tax, Deputy Chairman, Jawaharlal Nehru Port Trust, Commissioner of the KVIC and also as Joint Secretary level, Government of India.
Nikhil Morsawala Director Finance	<ul style="list-style-type: none"> ◆ CA and a Certified Public Accountant (USA) ◆ Over 20 years' business management experience in mergers and acquisitions and setting up service organizations
Prakash Gupta CEO	<ul style="list-style-type: none"> ◆ Holds a bachelor's in science and an MBA from the California State University ◆ Over 25 years of experience in IT consulting in the US
Shekhar Iyer President Core Education and Consulting Solutions	<ul style="list-style-type: none"> ◆ Co-founder of ECS with more than 25 years of excellence in management, and experience in educational software solutions, consulting and application development, marketing and sales
Kevin Howell President K-12 division	<ul style="list-style-type: none"> ◆ Brings over 20 years of experience in technology, having previously served as interim CEO for the National Education Association's Portal Co., a subsidiary providing online training for K-12 educators ◆ Prior to the NEA, was with McGraw Hill, rising to senior vice-president (technology and new media)
Mike Jones President - Education UK	<ul style="list-style-type: none"> ◆ 36 years of experience in Education sector with 12 years of teaching experience. ◆ Over 15 years experience at operational director level of electronic communication services in both the commercial and education sectors
Peter Newman Sales Head – Education UK	<ul style="list-style-type: none"> ◆ Extensive experience of 40 years in Education & IT business in the UK ◆ Extensive experience of selling education solution in Africa and Caribbean countries
Robert Collins VP and Chief Academic Officer Core K12	<ul style="list-style-type: none"> ◆ More than two decades of experience in the development of curricular, instructional and assessment programs to Core K12 ◆ In past served in wide range of position in the Los Angeles Unified School District ◆ Robert is a graduate from UCLA and Masters from Loyola Marymount University
Dr. James Ashby VP of Research, Core K12	<ul style="list-style-type: none"> ◆ Holds degree in Psychology from North central University, Educational Administration from University of North Texas, ◆ Has worked with various public school administrators and Policy makers
Vijay Malik Director Education	<ul style="list-style-type: none"> ◆ Over 28 years of experience in the field of IT, ITES, Education & Training in the country ◆ Started Career as Visiting Professor teaching Management Practices, Materials, and Purchase Management in early 80s.

Commendable Track Record in Assimilating Acquisitions and Ability to Integrate and Grow



Years indicate calendar years in which the transaction was completed

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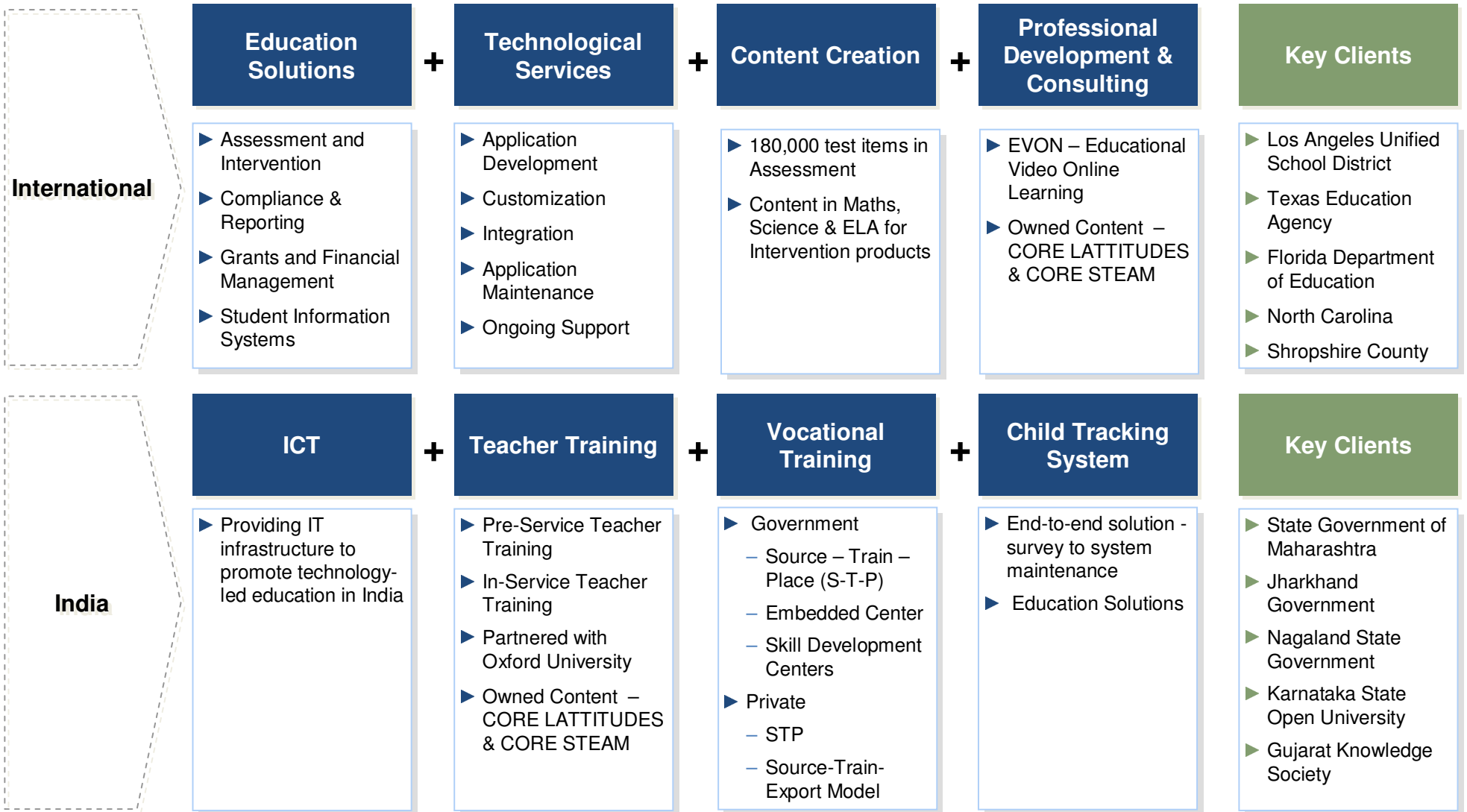
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Track Record of Vibrant Growth

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Attractive Industry Dynamics

Comprehensive Offerings Across the Education Sector



Best in Class End-to-End Solutions in the Education Domain Worldwide

Assessment

Solutions aimed at administering and evaluating student examinations, for both formative and summative assessments



Online Assessment Platform with 180,000 test items in English, Mathematics, Science and Social Studies



Examination Management Tool



Customizable Assessment Delivery and Reporting System

Over 6 mn Tests administered for 2.5 mn students in 6,100 Schools

Intervention

Core Intervention Solutions use various modalities of learning and include peer coaching and cooperative learning as an add-on to the classroom learning

SideStreets

Reading and Math for grades 1-8

Prospects

Reading and Math for high school

Lightning Math

Algebra Readiness Program

Covering over 1000 Schools and 0.75 mn students

Best in Class End-to-End Solutions in the Education Domain Worldwide (Cont'd)

Compliance & Reporting

Tools to ensure compliance with National, State and Local regulations



Special Ed Compliance management system

Pre-K Matters

Pre-K Management and Accountability System

dTool

Data Analysis and Data Querying/Reporting tool

Covering over 10,000 Schools and 0.8 mn Students

Student Information System

Tools to optimize school operations and management of student and staff information

Unique ID Generator

Statewide Identifier for longitudinal tracking of students



Learning Management System (VLE)

Child Tracking System

Solution of identification and Tracking Children in a State

Addressing 12 mn + Children

Best in Class End-to-End Solutions in the Education Domain Worldwide (Cont'd)

Grants & Financial

Management Tool for all allocations and funding sources



Grants Management System of Private and Public Grants



State Financial Information Reporting System

Professional Development & Consulting Domain

- *Help improve efficiency & processes of school systems*
- *Consulting on software and systems integration for schools and government*

Project Consulting

Project and Program Management

SIS Implementation

Implementation and integration of student mgmt systems























Business Process Re-Engineering

Process analysis and re-engineering

Training & Course Design

Develop and deliver training materials for teachers and end-users

Presence Across the Entire Education Value Chain

	Pre-K Education	K12 Education	Higher & Technical Education	Vocational Education
Assessment				
Intervention				
Compliance & Reporting				
Grants & Financial				
Student Information System				
Operations				
E Governance				
Content				
Immersive 3D				

Growth Drivers for the US Business

Core has emerged as a strong player in the US education space, whose macro market is witnessing robust growth

Race to the Top Program

- ◆ US has allocated ~US\$ 4.0 bn under this program to 12 states
- ◆ Core already present in 6 out of these 12 states and is best positioned to benefit from the program; Core's targeting major share of this spent
- ◆ Special emphasis on formative assessment and intervention, Core's strongest focus area / domain (2nd largest player in K-12 domain), to drive the market

Off-the-shelf solutions for smaller school districts

- ◆ 15,000+ school districts in US, Top-88 districts contribute to 40% students
- ◆ About to launch a new off-the shelf solution – www.homerom.com for smaller districts having small student population

New Products Launch

- ◆ Have invested ~US\$ 32 mn in IPR over last year; about to launch a suite of new products (ipGrowth, SeedPlay, etc) across assessment, intervention, data management domains
- ◆ Already secured one contract in anticipation of the autumn launch

Continued Focus on Strong Existing Relationships

- ◆ School districts renew the contracts on a continuous basis. Contract values have seen continuous ramp-up as the customization and up gradation needs are ongoing
 - ◆ Michigan is a nine year old account, the annual value of 2001 contract has increased from US\$ 0.45 mn to US\$ 2.3 mn (5x) at present
 - ◆ Los Angeles – 10 year old account, Core competed against Pearson and McGraw Hill and won the 5 year US\$ 24 mn contract

Cross-selling of products

- ◆ With a unique product portfolio in place, Core is focusing on cross-selling of its products and expects to win several new contracts from existing customers - relatively easier to get additional business, sales cycle to come down

Race to the Top Program

~\$4billion US Department of Education Program announced by the Federal Government in 2009

- ◆ The Race to the Top Fund provides competitive grants to encourage and reward states that are creating the conditions for education innovation and reform in four specific areas:
 - ◆ Adopting standards and assessments that prepare students to succeed in college and the workplace and to compete in the global economy;
 - ◆ Building data systems that measure student growth and success
 - ◆ Recruiting, developing, rewarding, and retaining effective teachers and principals and
 - ◆ Turning around the lowest-achieving schools

(USD Mn)		Data Warehouse/ Longitudinal Analysis	Assessment	Intervention	IP Growth	Technology/ Teacher training	Total
Race To The Top Phase 1	Tennessee	125	100	150	75	50	500
	Delaware	30	24	36	18	12	119
Race To The Top Phase 2	Hawaii	19	15	23	11	8	75
	DC	19	15	23	11	8	75
	Florida	175	140	210	105	70	700
	Georgia	100	80	120	60	40	400
	Maryland	63	50	75	38	25	250
	Massachusetts	63	50	75	38	25	250
	New York	175	140	210	105	70	700
	North Carolina	100	140	40	80	40	400
	Ohio	100	80	120	60	40	400
	Rhode Island	4	8	4	4	56	75
Total		971	841	1,084	604	443	3,944

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Growth Drivers for the India Business

With International expertise of end-to-end education delivery, Core is focusing on the sizeable opportunity presented by the Indian education space

Strong Team in Place

- ◆ Core has put together a strong India focused team comprising of renowned academicians, and people with immense experience in education sector
- ◆ Core has been working closely with the Government on improving public education systems by sharing its international experience (e.g. advising Government on PPP model school framework)

Leverage on the Significant Experience from US/UK/Others

- ◆ Shares strong relationships with several marquee universities in US and UK. Immense potential to open educational institutions with affiliations from renowned foreign counterparts
- ◆ Core has considerable experience in helping schools in end to end management and day-to-day running of the schools which can be replicated in India
 - ◆ FAIM -5, a UK product implemented for Karnataka State Open University
 - ◆ Student Tracking System (STAR, a US product) modified and implemented as Child Tracking System for Jharkhand state

Large Opportunity in the Focus Areas

- ◆ ICT - 200,000 public schools to offer computer training through ICT by 2013
- ◆ Teacher Training – Budgeted Expenditure in XIth plan – Rs 2,250 crores
- ◆ Vocational Training – Market Size of U.S.\$1.6 billion a year
- ◆ Model Schools – 2,500 new high quality model schools to be set up by 2013 under public private partnership (PPP), (at least one school in each revenue block)

Growth Drivers for the India Business

With International expertise of end-to-end education delivery, Core is focusing on the sizeable opportunity presented by the Indian education space

Significant Milestones Achieved

- ◆ ICT – One of the largest ICT contracts till date (Rs 1,191 mn, 947 schools)
- ◆ Teacher training – tie-up with University of Oxford positions CORE as a leader. Pilot projects on in Delhi and Kerala; submitted proposals / in advanced talks with several governments
- ◆ Model Schools – shortlisted on technical criteria for one state in North India
- ◆ Vocational training – Contract with Gujarat Knowledge Society to provide training in Ahmedabad and Surat districts
- ◆ 3D immersive – implemented at Nehru Science Museum, IOTL, others.

Strategy Going Forward

- ◆ To be one of the largest players in teacher training and vocational training
- ◆ Schools: Government – Under PPP model
 - ◆ Model schools
- ◆ Schools: Private
 - ◆ Sports Academy
 - ◆ IB schools
 - ◆ Tier-2 'basic' schools
- ◆ Institutions of Higher Learning
 - ◆ Setting up of an International campus in South India
 - ◆ Currently working with one of the big four accounting / consulting firms to finalize the business plan
- ◆ Continue to implement strategic ICT projects

Key Alliances

Credible partnerships helping Core in client positioning and devising successful go to market strategy



University of Oxford

- ◆ Core has partnered with University of Oxford for Teacher Training for a period of three years ending Oct 2012
- ◆ CORE-OXFORD collaboration aims at developing a policy framework and implementation plan for teacher training and professional development



Centre for Higher Learning

- ◆ Centre for Higher Learning located at the NASA has provided 1 year training in visualization technologies and certification to 10 individuals nominated by Core
- ◆ Have established 3D Immersive Visualization Centre in Navi Mumbai
- ◆ Plans to develop visualization applications to be used in the field of education, medicine, oil and gas, etc



Indira Gandhi National Open University

- ◆ IGNOU along with CORE will establish 3D Immersive Visualization Centres at all their community college centres
- ◆ CPTL will develop educational applications to be used at visualization centres and train people



Indira Gandhi National Open University

- ◆ IGNOU will supervise the development of the content wherever CPTL has arranged the content
- ◆ IGNOU would also certify the education content from Nursery to Class XII



IL&FS Education
Technology Services Ltd.
(IETS)

- ◆ Core will market, sell and service all products and services available with IETS

India Focused Team

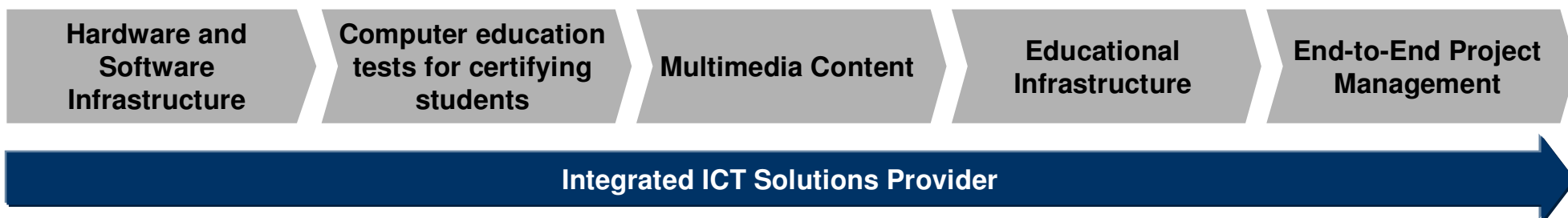
Renowned Academicians and People with Immense Experience in Education and Public Sector

Name	Details of experience
Maya Sinha Independent Director	<ul style="list-style-type: none"> ◆ An Indian Revenue Service Officer of 1981 batch and holds a Masters Degree in Economics ◆ 29 years of experience in Government Service in which she has served as Commissioner of Income Tax, Deputy Chairperson, Jawaharlal Nehru Port Trust, Commissioner of the KVIC
Vijay Malik Director Education	<ul style="list-style-type: none"> ◆ Over 28 years of experience in the field of IT, ITES, Education & Training in the country ◆ Associated with companies like ETTDC, IEC, ECIL, Educomp, Birla Shloka Edutech in various capacities
Dr D. P. N. Prasad Director	<ul style="list-style-type: none"> ◆ Has been associated with various elite educational institutions for over 30 years including St. John's, Bishop Heber, Bombay Scottish ◆ Received the highest honor of President's medal in the year 2009 as Best Teacher at the National level
Dr. N.M. Kondap President	<ul style="list-style-type: none"> ◆ Ex. Vice Chancellor of premier Management Institute: NMIMS, Mumbai, ◆ Ex. Nominee of Deemed Universities on apex regulatory body for Higher Education: UGC Council ◆ Ex. Chairman of FICCI committee of Higher Education
Suchitra Pareekh Functional Head – India Education	<ul style="list-style-type: none"> ◆ Has been associated with reputed schools such as Pranjali International, Billabong High, Hiranandani Foundation, Jamanabai Narsee and Lokhandwala Foundation
Rajeev Pandey Head – Vocational Education	<ul style="list-style-type: none"> ◆ Science graduate and Business Management from XLRI, Jamshedpur ◆ Has over 17 years experience; possesses expertise in selling corporate and institutional training solutions, Govt./Institutional Alliances and technology-enabled learning ◆ Has been associated with NIS Sparta as Head – NIS L.I.V.E. (Sales) & Sales Head – West & South and Aptech as assistant General Manager (Business Development) and headed the northern region
Dr. Sandeep Shankar Head – Teaching & Learning Practices	<ul style="list-style-type: none"> ◆ Ph.D. from the University of Delhi, India, and post-doctoral training from the University of Illinois, Chicago ◆ Over 18 years of experience in the field of education development; his areas of expertise are educational reform and new school development

India Business - Information and Communication Technology (ICT)

Providing IT infrastructure to promote technology-led education in India under the brand "CORE ICT"

ICT Offerings



Brief of awarded ICT Contracts

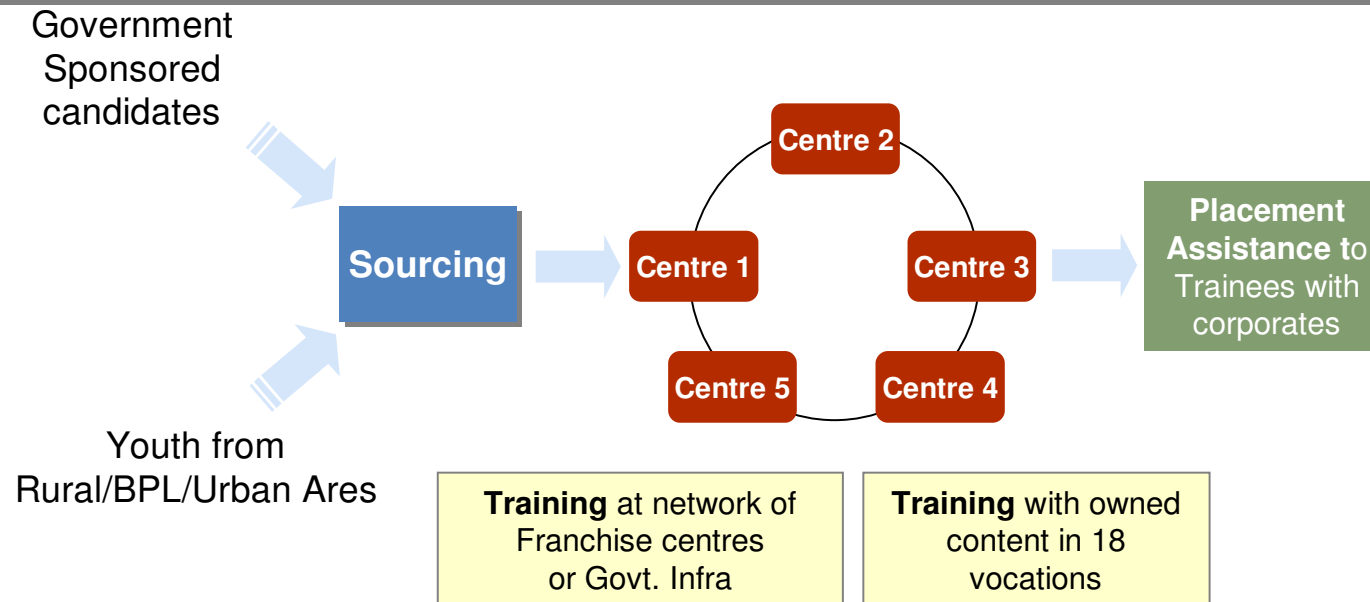
	Maharashtra	Nagaland
No. of Schools	947	41
Duration	5 years (2010-2015)	3 years (till March 2012)
Contract Value (Rs)	1191.3 mn	20.4 mn

India Business - Vocational Training (Govt. Business)

Targeting significant pie in the proposed Government spending towards vocational training

Government

Sourcing – Training – Placement (S-T-P)



Embedded Centres Model

- ◆ Skill Enhancement in existing institution for improving employability of participants
- ◆ Embedded Centre at ITIs, Government Hostels, Polytechnics
- ◆ ICT based Guided and Un-guided solutions

Skill Development Centre Model (SDC)

- ◆ SDC with Govt. funding for setting up of SDCs/ITIs to bridge skill development
- ◆ Industry alignment on different skills specific to an industry
 - Automobile
 - Construction
 - Healthcare
 - IT

India Business - Vocational Training (Retail Business)

Strategy targeting the vocational bias in the Indian Education System

Retail

Sourcing-Training-Placement (STP)

Franchise Model

- ◆ Already tied up with 60 franchisees

Courses

- ◆ Anchor Course: Marquee Program like MBA, BBA
- ◆ Supporting Courses: Short term 'Captive' courses giving certifications and placements, Personality Development, Grooming

University Alliance

- ◆ A Foreign University tie-up for offering long duration programs at centres is being worked out.
- ◆ Type of alliance:
 - Direct Degree
 - Credits
 - Pathway

Industry Tie-Ups

- ◆ Strong Industry Collaborations are being built to help placements of candidates

Source-Train-Export Mode

Sourcing



Training



Placement

- ◆ Currently focused on Healthcare Sector
- ◆ Tie-ups with Agencies is being done in US for placement

India Business - Teacher Training

Present Opportunities

Pre-Service Teacher Training

- ◆ India needs 1.2 mn more teachers under the Right to Education Campaign
- ◆ Pre-Service curriculum needs upgrading with technology modules
- ◆ Selection of students for Pre-service teacher training is based on merit and not teaching aptitude causing drop-outs

In-Service Teacher Training

- ◆ There are many Uncertified Teachers in classrooms
- ◆ In-service teachers need latest training upgrade

Pilot Projects

Delhi

- ◆ Working With Delhi SCERT and its 9 Diets to
 - To train 1.25 Lac teachers
 - Develop pre-service and in-service teacher training modules
 - To research and bring quality improvement in all aspects of education

Kerala

- ◆ There are many Uncertified Teachers in classrooms
- ◆ In-service teachers need latest training upgrade

Content

- ◆ CORE STEAM - State Teacher Education Ability Measurement (To evaluate new teachers about to begin teaching)
 - ◆ CORE LATTITUDES - Learner Adapted Teaching Themes Through Differentiated Evaluation of Students (for training teachers already in service)
- ◆ Severe shortage in quality and number of teacher driving demand
 - ◆ Core already awarded contracts from Delhi & Kerala Government, expecting more order flows in near term

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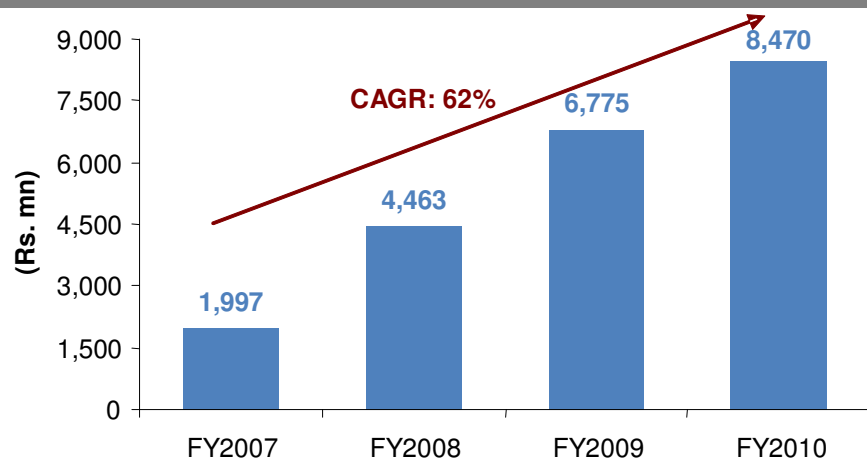
Track Record of Vibrant Growth

5

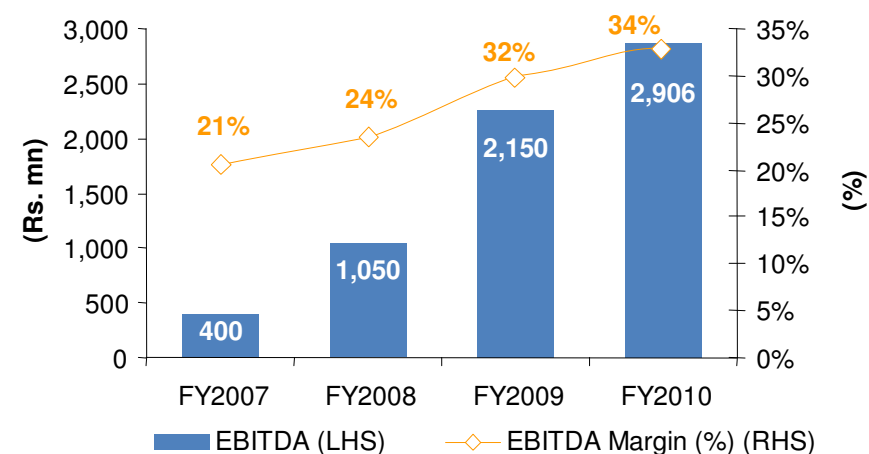
Attractive Industry Dynamics

Track Record of Vibrant Growth

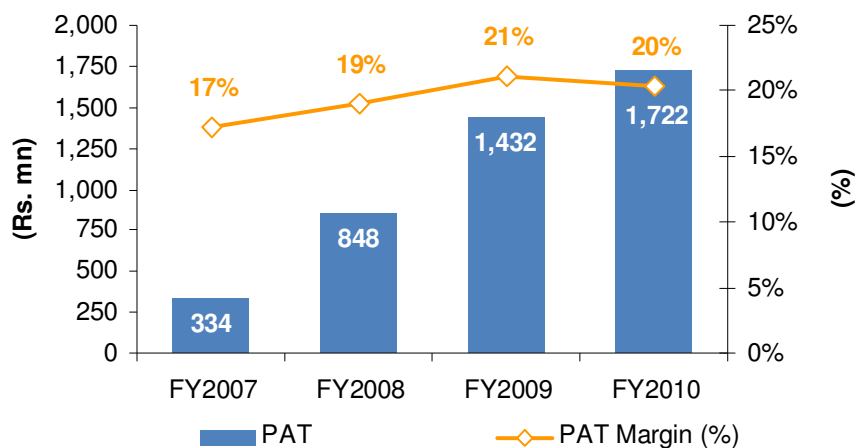
Revenue



EBITDA



PAT



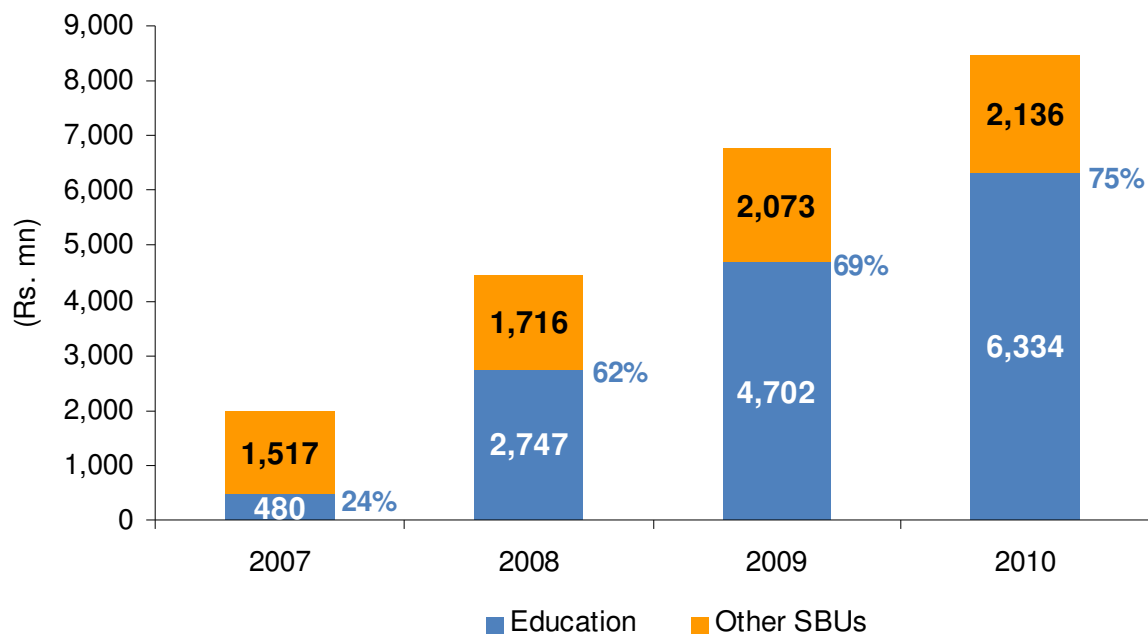
Key Balance Sheet Items

	FY 2007	FY 2008	FY 2009	FY 2010
Net worth	1,045	3,876	6,110	8,957
Total Debt	18	1,679	3,275	3,580
Cash & Cash Equivalent	279	538	1,056	514
Current Assets	1,040	3,403	5,804	6,801
Current Liabilities	409	929	754	881

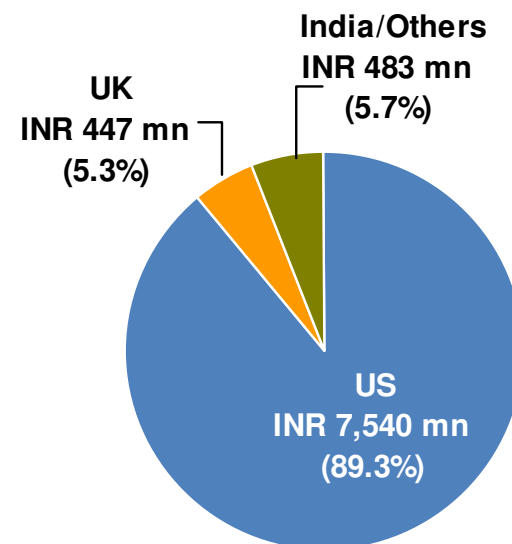
*Includes FCCB of Rs 450 mn outstanding as on March 31, 2010

Track Record of Vibrant Record (Cont'd)

Share of Education has been steadily increasing



Geographical Revenue Breakup (FY10)



ERP and Consulting businesses are currently non-core and Core Projects is focusing towards the high-growth, high-margin education segment

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US Education Industry

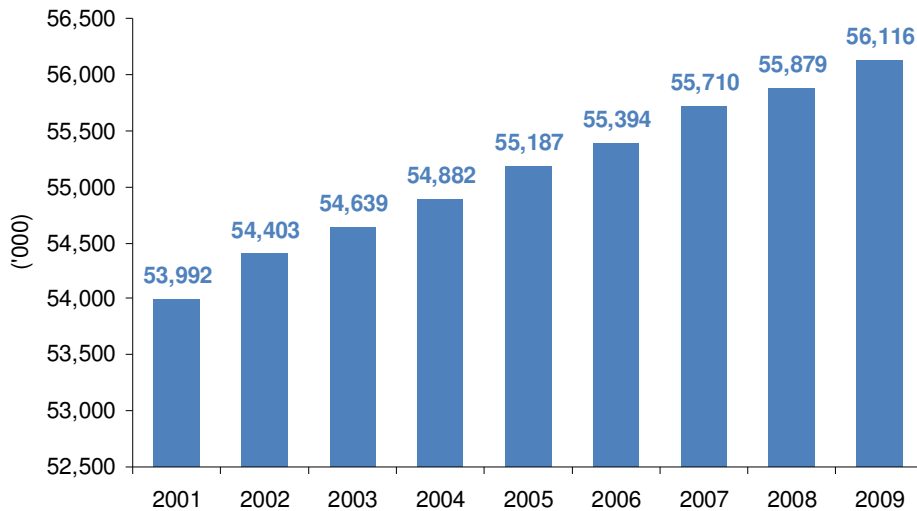
Overview

- ◆ Total Educational Spend in US - ~ USD 706 bn
- ◆ Total US Public Schools market - US\$ 489 bn (08-09)
- ◆ The US K-12 instructional materials market, including technology products ~US\$15.9 bn (08-09)

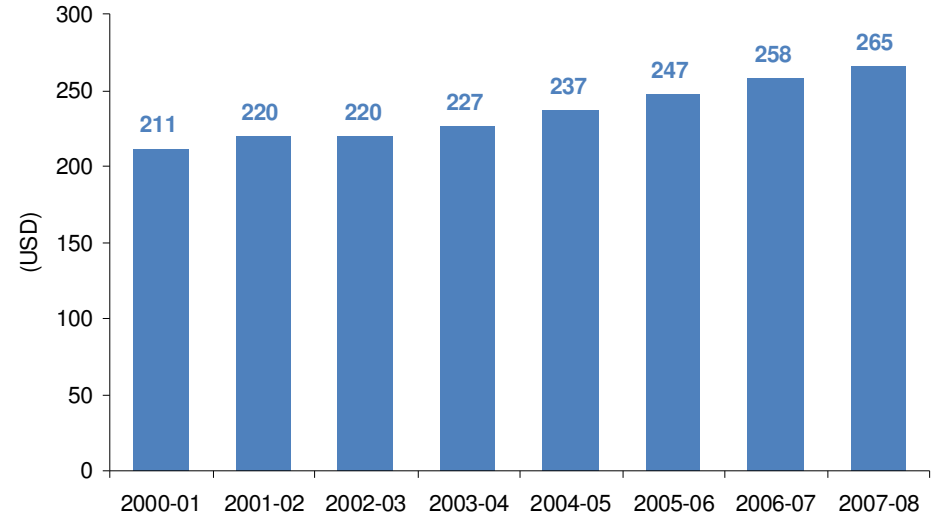
Fact Sheet

- ◆ No. of States – 50
- ◆ No. of School Districts - 13,862
- ◆ No. of Public Schools – 98,793
- ◆ No. of K-12 Teachers/Faculty – 3.4 mn
- ◆ No. of K-12 Enrollments – 56.1 mn

Consistent Growth in Enrolments and



Growth in Per Pupil Spend results in



Source: The Complete K-12 Report

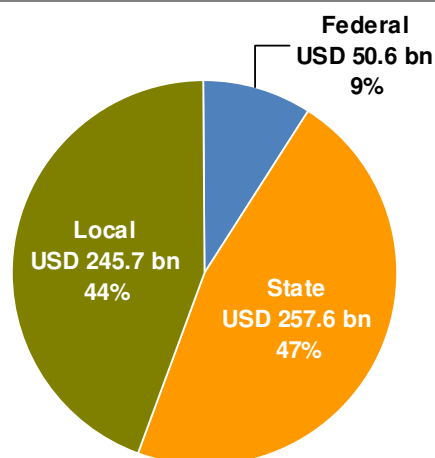
US Education Industry (Cont'd)

Growth in Total K-12 Instructional Materials Market

Market Segment	04-05	05-06	06-07	07-08	08-09	09-10	10-11E	11-12E	12-13E
Technology Products: Hardware, Software, Internet	6,351	6,646	6,950	7,089	7,230	7,592	7,972	8,370	8,789
Instructional Materials: Textbooks	2,903	3,063	3,185	3,312	3,358	3,404	3,452	3,500	3,549
Instructional Materials: Supplements	2,054	2,208	2,140	2,217	2,270	2,320	2,371	2,423	2,477
Other: Trade Books, Book Clubs & Fairs, Periodicals, Tests	2,445	2,665	2,777	2,944	3,014	3,086	3,160	3,236	3,314
Total	13,753	14,582	15,052	15,562	15,872	16,402	16,955	17,529	18,129



Funding Sources for Public Schools (2005-06)



Stimulus Package

- ◆ Obama Administration has declared a stimulus package of \$100 billion to be used over the next two school years (2009-10 and 2010-11)
- ◆ Of this \$100 bn, \$10 bn will be used to increase Title-I Grants (used for materials and activities) from \$14 bn to \$19 bn for the next two years
- ◆ Another \$12 bn will be used to increase the funding of Special Education IDEA program (used to meet the educational and developmental needs of millions of children) from \$12 bn to \$18 bn for the next two years
- ◆ The increased grant is unlikely to go down after two years and will to form the new base going forward. At worst the added funding will be phased out over a long time frame to form a base which is sustainable and long-lasting

Indian Education Industry

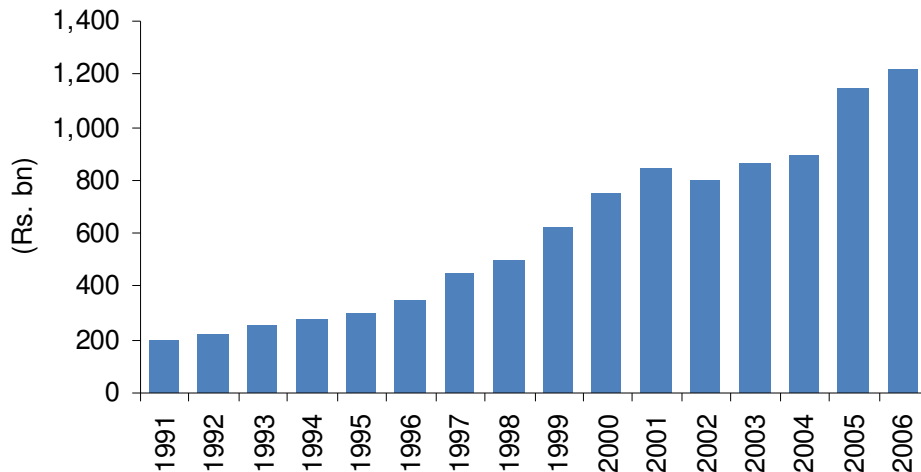
Huge Demand both in terms of Volume and Value

- ◆ India has the largest population of 572 mn in the world that fall in age group 0-24 years
- ◆ 230 mn students enrolled every year
- ◆ Price of education has increased by 3-6x over the last decade
- ◆ Largest Capitalized Space:
 - Public spend of \$30bn (3.7% of GDP)
 - Private spend of \$50bn (14% CAGR over FY08-12E)
- ◆ Allocation on education in XIth 5-year plan = 6x the Xth plan

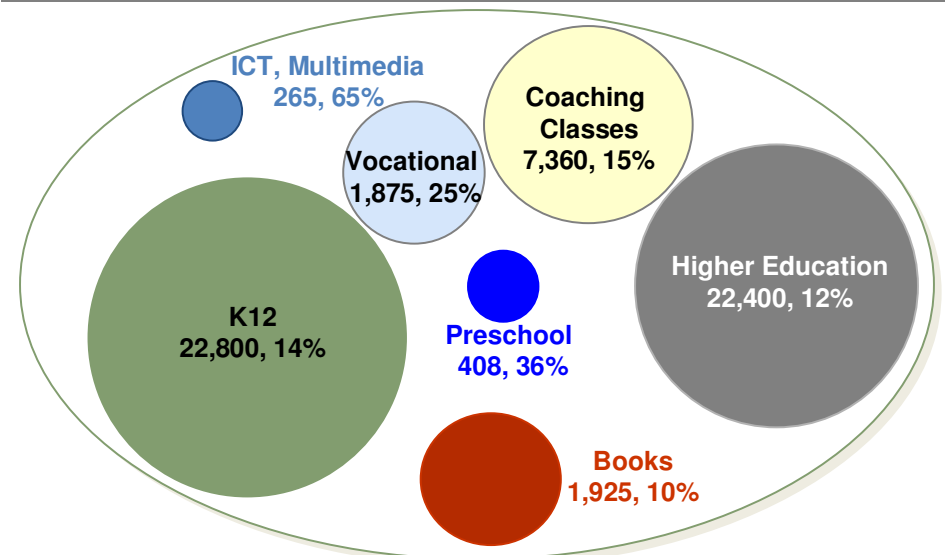
Large but inefficient Supply

- ◆ India has the 3rd largest education system globally
- ◆ Network of over 1 mn schools and 18,000 higher education institutes
- ◆ However, public education system is highly inefficient:
 - 66% of schools are only till the primary level
 - Only 61% enrolled in schools; high dropouts 40%, net enrolment levels at dismal 37%
 - 40% of the student base is enrolled in private schools (7% of the total school network)

Growing Government Spending



Private Spending growing at a faster pace

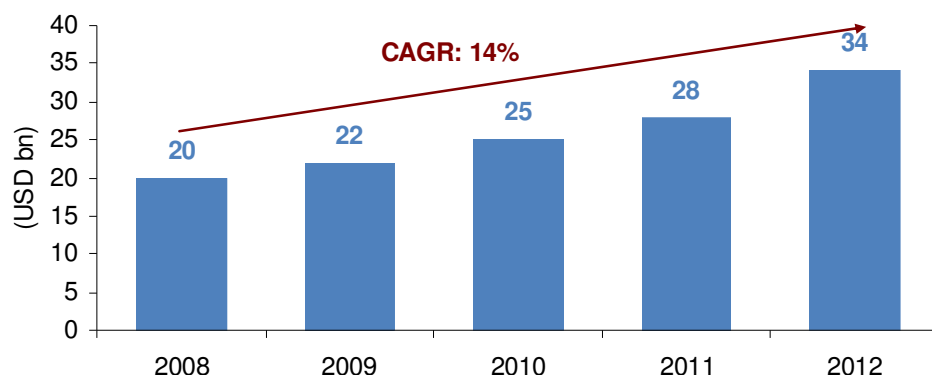


Data Indicates Segment, FY09 Revenue USD Mn, CAGR (FY09 – FY13)

Indian Education Industry (Cont'd)

K-12 Segment

Market Size

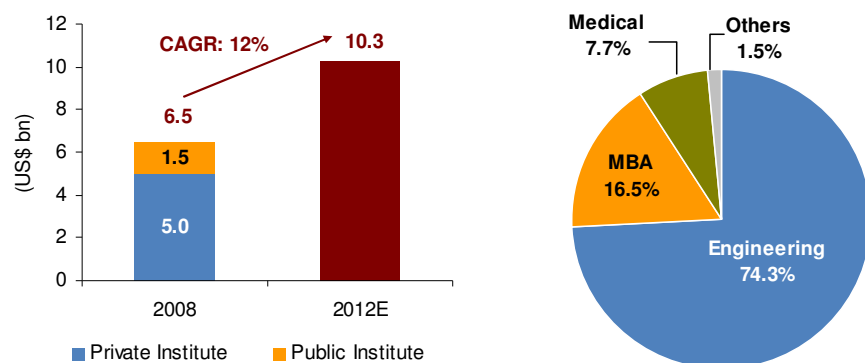


Key Growth Drivers

- ◆ High propensity to spend:
 - Education is the second highest expenditure segment for middle class households
 - Growth in double income nuclear families
- ◆ Largest population globally in the K-12 age group
- ◆ Inefficient public school system
- ◆ Increasing awareness about the quality of education

Higher Education Segment

Market Size & Breakup (2010)



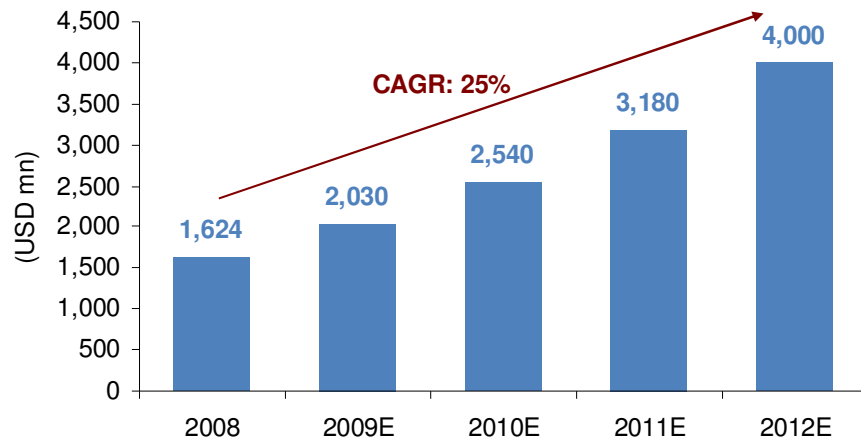
Key Growth Drivers

- ◆ Demographic advantages: India currently has over 200 mn people in the age bracket of 15 to 24 years
- ◆ Growing middle class with the ability to afford and willingness to spend for a private education
- ◆ Large demand for skilled manpower propelled by the growing services sector

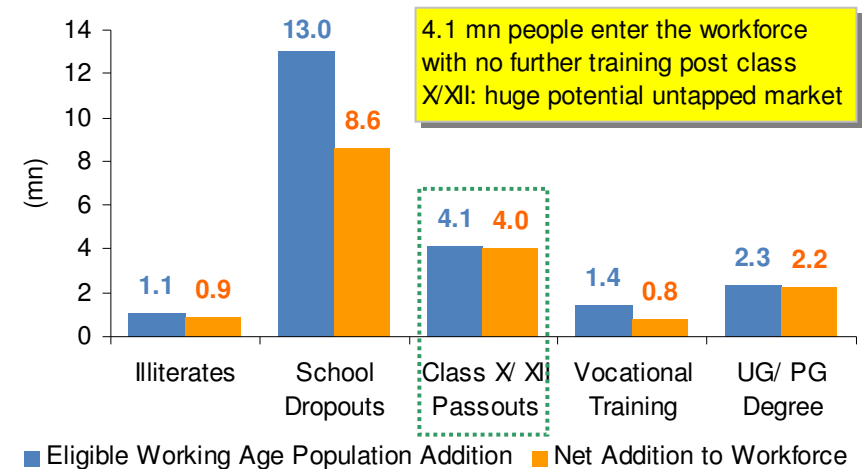
Indian Education Industry (Cont'd)

Vocational Training

Market Size and Growth



Large Untapped Potential (2007)



Government funded ICT Business is gaining traction

- ◆ State governments are outsourcing the installation and maintenance of IT hardware, content and training within public schools to private players;
 - Funding for project is done in partnership with the Central government
- ◆ Tender Based and follows BOOT Model
- ◆ About 200,000 public schools are to be computer lab enabled to offer computer training to a substantial number of students
- ◆ The ICT inflows to private sector vendors are expected to reach around US\$1 billion by March 2012

Thank You.....