ATA Inc. Form 20-F June 24, 2015 Table of Contents

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 20-F

(Mark One)

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REGISTRATION STATEMENT PURSUANT TO SECTION 12(b) OR (g) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the fiscal year ended March 31, 2015

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of event requiring this shell company report

For the transition period from

to

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ATA Inc.

(Exact name of Registrant as specified in its charter)

Not applicable (Translation of Registrant s name into English)

Cayman Islands (Jurisdiction of incorporation or organization)

1/F East Gate, Building No. 2, Jian Wai Soho,

No. 39 Dong San Huan Zhong Road,

Chao Yang District, Beijing 100022, China (Address of principal executive offices)

Benson Tsang

Chief Financial Officer

ATA Inc.

1/F East Gate, Building No. 2, Jian Wai Soho,

No. 39 Dong San Huan Zhong Road,

Chao Yang District, Beijing 100022, China

Telephone: 8610-6518-1122

Facsimile: 8610-5869-8106

(Name, Telephone E-mail and/or Facsimile Number and Address of Company Contact Person)

Securities registered or to be registered pursuant to Section 12(b) of the Act.

Title of each class American Depositary Shares, each representing two common shares, par value \$0.01 per share Name of each exchange on which registered NASDAQ Global market

Securities registered or to be registered pursuant to Section 12(g) of the Act. None

Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act. None

Indicate the number of outstanding shares of each of the issuer s classes of capital or common stock as of the close of the period covered by the annual report:

45,905,582 common shares.

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.

If this report is an annual or transaction report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934.

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer. See the definitions of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer o

Indicate by check mark which basis of accounting the registrant has used to prepare the financial statements included in this filing:

x Yes o No

Accelerated filer o

x Yes o No

o Yes x No

o Yes x No

Non-accelerated filer x

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U.S. GAAP x	International Financial Reporting Standards as issued	Other o
	by the International Accounting Standards Board o	

If Other has been checked in response to the previous question, indicate by check mark which financial statement item the registrant has elected to follow:

o Item 17 o Item 18

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.

o Yes x No

TABLE OF CONTENTS

	Page
Introduction	1
Forward-looking statements	1
Part I.	2
Item 1. Identity of Directors, Senior Management and Advisors	2 2 2
Item 2. Offer Statistics and Expected Timetable	2
Item 3. Key Information	
Item 4. Information on the Company	20
Item 4A. Unresolved Staff Comments	36
Item 5. Operating and Financial Review and Prospects	36
Item 6. Directors, Senior Management and Employees	52
Item 7. Major Shareholders and Related Party Transactions	59
Item 8. Financial Information	61
Item 9. The Offer and Listing	61
Item 10. Additional Information	62
Item 11. Quantitative and Qualitative Disclosures About Market Risk	68
Item 12. Description of Securities Other Than Equity Securities	68
Part II.	71
Item 13. Defaults, Dividend Arrearages and Delinquencies	71
Item 14. Material Modifications to the Rights of Security Holders and Use of Proceeds	71
Item 15. Controls and Procedures	71
Item 16. Reserved	73
Item 16A. Audit Committee Financial Expert	73
Item 16B. Code of Ethics	73
Item 16C. Principal Accountant Fees and Services	73
Item 16D. Exemptions From the Listing Standards for Audit Committees	73
Item 16E. Purchases of Equity Securities by the Issuer and Affiliated Purchasers	74
Item 16F. Change in Registrant s Certifying Accountant	74
Item 16G. Corporate Governance	74
Item 16H. Mine Safety Disclosure	75
Part III.	76
Item 17. Financial Statements	76
Item 18. Financial Statements	76
Item 19. Exhibits	76
Signatures	S-1

INTRODUCTION

Except where the context otherwise requires and for purposes of this annual report only:

• all references to years are to the calendar year from January 1 to December 31 and references to our fiscal year or years are to the fiscal year or years ended March 31;

• we, us, our company, our, and ATA refer to ATA Inc. and its subsidiaries as the context requires;

• China, Chinese and PRC refers to the People's Republic of China, excluding, for purposes of this annual report only, Taiwan and the Special Administrative Regions of Hong Kong and Macau;

- all references to Renminbi or RMB are to the legal currency of China, and all references to U.S. dollars, dollars, \$ or US\$ are to the legal currency of the United States;
- U.S. GAAP refers to generally accepted accounting principles in the United States; and
- PRC GAAP refers to generally accepted accounting principles in the People s Republic of China.

This annual report on Form 20-F includes our audited consolidated statements of comprehensive income for the fiscal years ended March 31, 2013, 2014 and 2015 and audited consolidated balance sheets as of March 31, 2014 and 2015. Each of our ADSs represents two common shares. Our ADSs are listed on the Nasdaq Global Market under the symbol ATAI.

FORWARD-LOOKING STATEMENTS

This annual report on Form 20-F contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about us and our industry. All statements other than statements of historical fact in this annual report are forward-looking statements. In some cases, these forward-looking statements can be identified by words and phrases such as may, should, intend, predict, potential, cor will, expect, anticipate, estimate, plan, believe, is /are likely to or the negative form of these words and phrases or other comparable ex The forward-looking statements included in this annual report relate to, among others:

our goals and strategies;

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- our future prospects and market acceptance of our technologies, products and services;
- our future business development and results of operations;
- projected revenues, profits, earnings and other estimated financial information;
- our plans to expand and enhance our products and services;
- the proposed listing of our testing services business on China s New Third Board;
- competition in the computer-based testing, educational services and test preparation and training markets; and

• Chinese laws, regulations and policies, including those applicable to the education industry, Internet content providers, Internet content and foreign exchange.

These forward-looking statements involve various risks, assumptions and uncertainties. Although we believe that our expectations expressed in these forward-looking statements are reasonable, our expectations may turn out to be incorrect. Our actual results could be materially different from our expectations. Important risks and factors that could cause our actual results to be materially different from our expectations are generally set forth in Item 3.D. of this annual report, Key information Risk Factors and elsewhere in this annual report.

1

The forward-looking statements made in this annual report relate only to events or information as of the date on which the statements are made in this annual report. All forward-looking statements included herein attributable to us or other parties or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Except to the extent required by applicable laws and regulations, we undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date on which the statements are made or to reflect the occurrence of unanticipated events.

PART I.

ITEM 1. IDENTITY OF DIRECTORS, SENIOR MANAGEMENT AND ADVISERS

Not applicable.

ITEM 2. OFFER STATISTICS AND EXPECTED TIMETABLE

Not applicable.

ITEM 3. KEY INFORMATION

A. Selected Financial Data

Selected Consolidated Financial Data

The following selected consolidated statement of comprehensive income data for the fiscal years ended March 31, 2013, 2014 and 2015 (other than ADS data) and the selected consolidated balance sheet data as of March 31, 2014 and 2015 are derived from our audited consolidated financial statements included elsewhere in this annual report and should be read in conjunction with such consolidated financial statements and related notes. Our selected consolidated balance sheet data as of March 31, 2011, 2012 and 2013 are derived from our audited consolidated financial statements and the selected consolidated balance sheet data as of March 31, 2011, 2012 and 2013 are derived from our audited consolidated financial statements not included in this annual report. The following information should also be read in conjunction with Item 5. Operating and Financial Review and Prospects. Our audited consolidated financial statements are prepared in accordance with U.S. GAAP.

For the fiscal year ended March 31,

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	2011	2012	2013	2014	2015			
	RMB	RMB	RMB	RMB	RMB	US\$		
	(In thousands, except for share and ADS data)							
Selected Consolidated								
Statement of Comprehensive								
Income Data:								
Net Revenues								
Testing services	243,103	290,881	335,791	358,837	319,055	51,469		
Test preparation and training								
solutions	15,427	26,996	11,343	5,949	5,711	921		
Other (1)	45,374	34,208	19,541	19,882	25,392	4,096		
Total net revenues	303,904	352,085	366,675	384,668	350,158	56,486		
Gross profit	154,688	193,267	177,844	196,188	177,619	28,653		
Total operating expenses	133,796	128,781	150,830	154,809	147,938	23,865		
Income from operations	20,892	64,486	27,013	41,379	31,758	5,123		
Income tax expense	(3,312)	(14,339)	(7,005)	(19,895)	(9,575)	(1,545)		
Net income	19,754	55,841	23,208	27,276	23,056	3,719		

(1) Includes net revenues from test-based educational services of RMB25,727,038, RMB12,614,294, RMB6,778,429, RMB3,309,944 and RMB273,187 (\$44,070) in the fiscal years ended March 31, 2011, 2012, 2013, 2014 and 2015, respectively.

2

	For the fiscal year ended March 31,						
	2011 RMB	2012 RMB	2013 RMB	2014 RMB	2015	5	
					RMB	US\$	
Basic earnings per common							
share	0.44	1.22	0.50	0.59	0.49	0.08	
Diluted earnings per common							
share	0.44	1.19					