



CAREER POINT

Investor Update

Q1 FY2017-18



Our Vision



CAREER POINT

**Betterment of Society by
empowering youth
through the power of
education.**

Our Mission

To become a most ethical educational brand

Technology

TCS
Infosys

Banking

HDFC
ICICI

Auto

Tata Motors
Bajaj Auto

Hotel

Taj Group
Oberoi

Education

??

Our Corporate Philosophy



CAREER POINT

**Pursue Excellence...
...rest everything shall follow.**

Our Story



CAREER POINT



1993

- Organisation founded

2000

- Network Expansion

2006

- Formal Education

2010

- NSE & BSE Listing

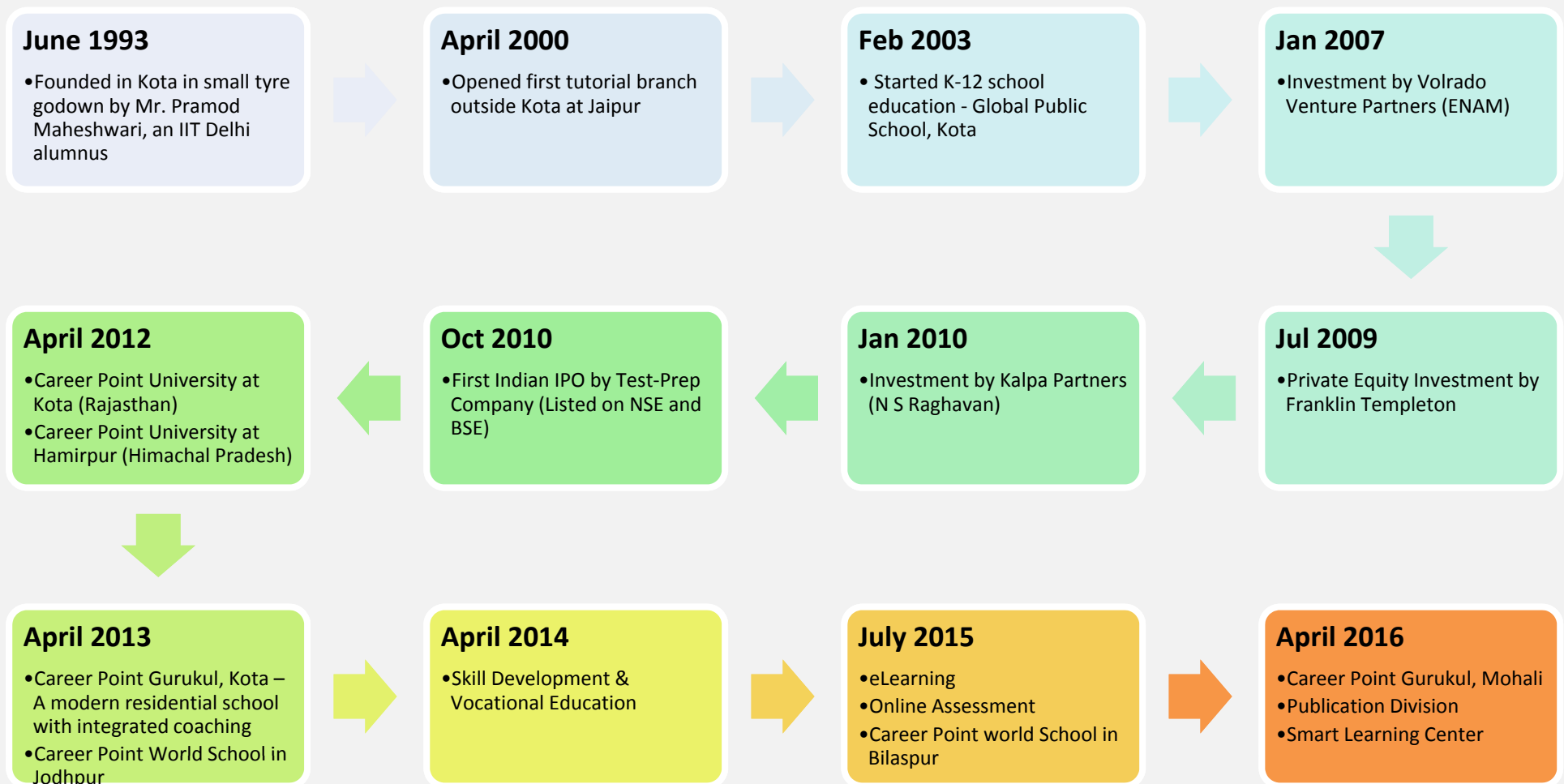
2014

- Vocational
- eLearning

2016

- Building a Global Brand

Company evolution





CAREER POINT

Service Offering – KG to PhD

School Education



GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
PUBLIC SCHOOL

CAREER POINT
WORLD SCHOOL

Tutorial Services



CAREER POINT
Pre-Engineering, Pre-Medical & Pre-Foundation

CAREER POINT
gurukul
Residential Coaching and School Campus

Synchro School
School Integrated Coaching Program

e-learning



Video Lectures on
PEN DRIVE | MEMORY CARD



eCAREERPOINT
Online Test Series


StudyBoard.com

Higher Studies Skill Development



CAREER POINT
UNIVERSITY
Kota (Rajasthan)

CAREER POINT
UNIVERSITY
Hamirpur (H.P.)

 Career Point Institute
of Skill Development

Integrated Solution Provider across Education value chain throughout the Life Cycle of a Student.

Business Divisions

School Education | Test-Prep | Higher Education | Skill Development



Global Kids: Pre-School Chain

- ✓ Mentoring early childhood with a core focus on holistic development and child centric philosophy
- ✓ Expansion through franchisee network with a complete technical know-how and structured support system in-place
- ✓ Facilities include Audio-Visual Room, Doll House, Art & Craft Room, Creativity Center

Academic Pedagogy

- Activity based Learning
- Intellectual Development
- Creativity Advancement
- Physical Activities
- Social Skills



Global Kids: Business Potential

Projected to grow at CAGR of 22% in next 5 years...

- ✓ Under penetrated market with organized sector comprising below 30% of the total Pre-school market
- ✓ Less than 10% gross enrollments in Preschools vs more than 90% in Primary division at present in India
- ✓ Rise in competition among parents to secure admissions of their children in best schools for mainstream formal education is inducing Pre-school enrollments
- ✓ Minimum startup investments and less regulatory challenges attract more franchisees

Global Kids Presence at:

- Ahmednagar (Maharashtra)
- Anta (Rajasthan)
- Bharatpur (Rajasthan)
- Hoshangabad (Madhyapradesh)
- Kota (Rajasthan)
- Rajsamand (Rajasthan)
- Sagar (Madhyapradesh)
- Sawai Madhopur (Rajasthan)

Expansion Strategy:

Adding new franchisees with incremental premium service offerings

CP Schools: Career Point World Schools



Global Public School, Kota (Raj.)



Career Point World School, Jodhpur



Career Point World School, Bilaspur



Career Point World School, Aurangabad



CP Schools: Business Potential

| | Global Public School, Kota | Career Point World School, Jodhpur | Career Point World School, Bilaspur | Career Point World School, Aurangabad |
|------------------------------------|----------------------------|------------------------------------|-------------------------------------|---------------------------------------|
| Operational Since | Year 2003 | July 2013 | July 2015 | Apr 2017 |
| Location | Kota, Rajasthan | Jodhpur, Rajasthan | Bilaspur, Chattisgarh | Aurangabad, Maharashtra |
| Affiliation | CBSE | CBSE | CBSE | CBSE |
| Category | Day School (Co-Ed) | Day School (Co-Ed) | Day & Residential (Co-Ed) | Day & Residential (Co-Ed) |
| Land Area (Acres) | 1.54 | 2 | 9 | 3 |
| Built-up Area (Sq. Ft.) | 208 K | 57 K | 100 K | 20 K |
| Students Capacity (Built-up) | 2,000 | 1,200 | 2,000 | 500 |
| Students Capacity (Overall campus) | 2,400 | 2,400 | 2,000 | 1,800 |

Expansion Strategy: Through franchisee and leased asset-light mode

CP Gurukul: Residential School with Coaching

CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



Academic facilities

- Coaching Campus
- CBSE School up to 12th
- Library & Reading Rooms
- Practical Labs
- Academic Assistance

Living Experience

- Boys and Girls Hostels
- Guest house for relatives
- Apartments (1&2 BHK) for parents
- Staff residences
- Play Grounds

Student Welfare

- Mess, Cafeteria and Food Court
- Health care Services
- Departmental Stores
- 24 Hrs Security

CP Gurukuls: Business Potential

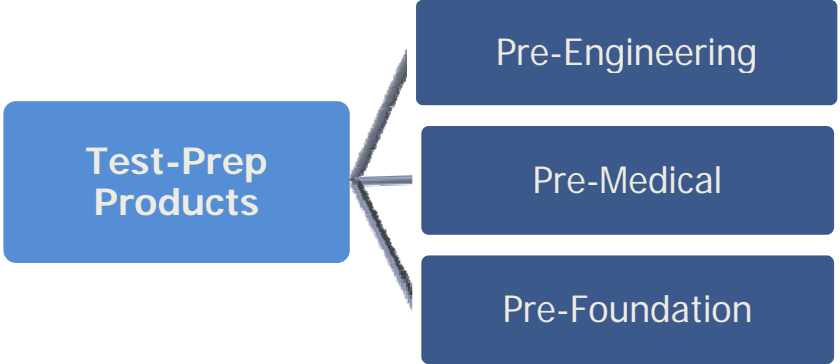
| | Career Point Gurukul, Kota (Rajasthan) | Career Point Gurukul, Mohali (Punjab) | Career Point Gurukul, Rajsamand (Rajasthan) |
|------------------------------------|---|--|--|
| School (K-12) | ✓ | ✓ | ✓ |
| Tutorial (Coaching) | ✓ | ✓ | ✓ |
| Residence (Hostels) | ✓ | ✓ | ✓ |
| Operational Since | Year 2013 | Year 2016 | Year 2017 |
| Land Area (Acres) | 10.27 | 10.98 | 10.33 |
| Built-up Area (Sq. Ft) | 5 Lacs | 1.5 Lacs | 1.6 Lacs |
| Students Capacity (Built-up) | 1,450 | 500 | 500 |
| Students Capacity (Overall Campus) | 3,000 | 1,000 | 1,000 |

Expansion Strategy:
Premium pricing and asset-light mode at selective locations

Tutorial Products and Test-Prep Services



Key Products



Delivery Model

- | | |
|----------------------|---------------------|
| Company Branches | Franchisees Centers |
| Residential Coaching | School Association |
| Distance Learning | E-Learning |

Tutorial Services (Test-Prep): Business Potential

| Type of Center | Locations |
|---------------------------------|--|
| Branch Centers (5) | Kota, Jaipur, Alwar, Jodhpur (Rajasthan), Kapurthala (Punjab) |
| Franchisee Centers (15) | Akola (Mah.), Bhagalpur (Bihar), Bilaspur (MP), Bhubneshwar (Orisa), New Delhi (Delhi) Guwahati (Assam), Gwalior (MP), Himmatnagar (Guj.), Jammu (J&K), Jamnagar (Guj.), Lucknow (UP), Modasa (Guj.), Raurkela (Orisa), Srinagar (J&K), Trivendrum (Kerla) |
| School Associations (23) | Pilani -3 (Raj.), Kishangarh (Raj.), Siligudi (W.B.), Hubli (W.B.), Mundra (Guj.), Barbil (Jharkhand), Dantewada (CG), Korba (CG), Malkapur (Mah.), Chennai -6 (TN), Madurai (TN), Tenni (TN), Mathura (UP), Todaraisingh (Raj.), Sriharikota (AP), Narayangao (Mah.) |

Expansion Strategy:
School associations, selective franchising and improve operating leverage at branches

CP Higher Education Institutions

Career Point University
Kota, Rajasthan



Career Point University
Hamirpur, Himachal Pradesh



Courses offered

| | |
|--------------------------|---------------------------|
| Engineering & Technology | B. Tech, M. Tech and PhD. |
| Computer Applications | BCA, MCA |
| Management and Commerce | BBA, MBA, B. Com, M. Com |
| Basic & Applied Sciences | B.Sc. and M.Sc. |
| Law and Governance | LLB, BA-LLB, BBA-LLB |
| Vocational Studies | Polytechnic Diploma etc. |
| Post PG | M.Phil, PhD. |

Higher Education: Business Potential

| | Career Point University, Kota (Rajasthan) | Career Point University, Hamirpur (H.P.) |
|------------------------------------|--|---|
| Status | Act no 13 of Govt. of Rajasthan in year 2012 | Act no 13 of Govt. of Himachal Pradesh in year 2012 |
| UGC Approval | ✓ | ✓ |
| Operational Since | Year 2012 | Year 2012 |
| Land Area (Acres) | 32.7 | 25.34 |
| Built-up Area (Sq. Ft) | 5 Lacs | 1.8 Lacs |
| Students Capacity (Built-up) | 5,000 | 1,500 |
| Students Capacity (Overall Campus) | >20,000 | >5,000 |
| Hostel Facility | ✓ | ✓ |

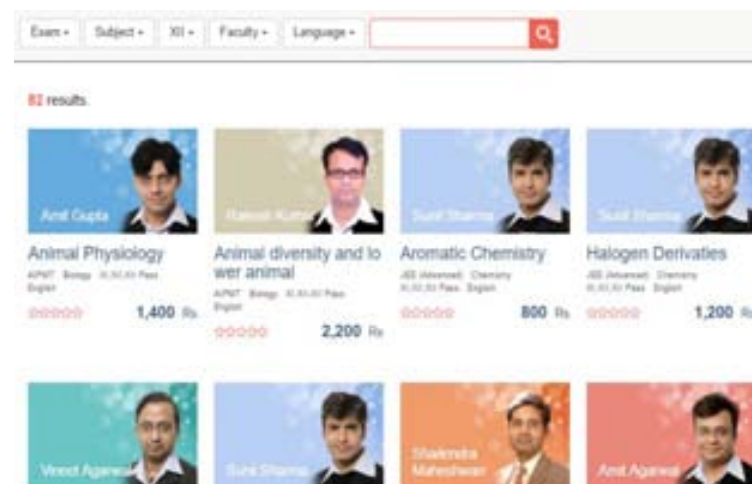
Expansion Strategy:

Adding new degree, diploma and professional courses on regular and distance learning delivery mode

e-Learning Solutions



- **eCareerPoint** (www.ecareerpoint.com): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques which strategically identify the learning gaps and suggest various corrective measures
- **Video-on-Demand** (www.onlinepado.com): Video lectures on USB drives, Memory Cards and Online with Class wise, Subject wise & Unit wise facility to students for anytime, anyplace learning on multiple devices i.e. Laptop, Desktop, Tablet, Mobile



Social Learning platform: Studyboard.com

- Social learning and Online tutoring marketplace
- Paid Question & Answer services on Mobile app.
- Audio-Video Conferencing, Interactive Whiteboard, Group Chat & Live Sessions

The screenshot displays the StudyBoard website interface. At the top, there is a navigation bar with the StudyBoard logo and links for 'Find Teachers', 'Find Courses', 'Question-Answer', and 'How it works'. A user profile for 'Prasad' is visible in the top right corner. The main content area features a large banner with the text 'What would you like to learn today?' and a search input field containing 'I.e. Math, Physics, Chemistry, Biology'. Below the banner, there is a section titled 'Questions' with a search bar and a 'Search' button. The search results show '7940 Questions found'. A list of questions is displayed, with the first one being a physics problem: 'An open glass tube is immersed in mercury in such a way that a length of 8 cm extends above the mercury level. The open end of the tube is then closed and sealed and the tube is raised vertically up by additional 46 cm. What will be the length of the air column above mercury in the tube now? (Atmospheric pressure = 76 cm of Hg) (A) 16 cm (B) 22 cm (C) 38 cm (D) 6 cm'. The question is marked as 'Featured' and has 'Answers: 1'. Below the question, there are options to 'Like' and 'Share', and a '5 hours ago' timestamp. A 'Related Labels list' is visible on the right side of the page, listing various physics topics such as '17th-Physics', '22-Nov-Physics', 'Physics-Kinematics', etc.

Vocational Education: Partner in Skill India Mission



- Initiative of Career Point with a vision to bring about social change, by empowering the unemployed and out-of-work youth with vocational skills and making them '**Eduployable**' [**Educated** and **Employable**], capable of earning a livelihood and support their families.
- Partnership with **NSDC** (National Skill Development Corporation) as Training Provider.
- Empanelled with **DGET** (Directorate General of Employment & Training) and various Sector Skill Councils for **Assessments** of skill development training
- Partnered with Ministry of Rural Development (MoRD) for **DDUGKY** project in Rajasthan
- Trained youth at owned as well as Franchisee centers under **PMKVY** (Pradhan Mantri Kaushal Vikas Yojna)
- Empanelled with **RSLDC** (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency for Employment linked Skill Training Programs
- Affiliated with various **sector skill councils** including Retail (RASCI), Apparel (AMHSSC), IT & Ites (NASSCOM)
- Mentored Industrial Training Institutes (**ITI**) at Rajasthan and Hariyana



Skill Development Partnerships: NSDC, RSLDC & Sector Councils



- Partnership with NSDC – National Skill Development Corporation as Training Provider
- Allotment of 9 sectors including Banking & Financial Services, Courier & Logistics, Information Technology, Retail, Automotive, Healthcare, Capital Goods, Construction and Electronics
- Training for various job roles in allotted sectors at multiple locations



- Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- Banking & Accounts, Courier & Logistics, Information Technology, Retail, Automotive, Business & Commerce, Hospitality, Agriculture, Electrical and Electronics

- Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- Courses include Retail – Cashier, Retail – Sales Associate



- Affiliation with AMHSSC (Apparel Made-ups and Home made furnishing) as Training Provider(TP)
- Courses include Export Executive, Fabric Checker, Export Assistant

CP Differentiators



CAREER POINT

- ❑ **Innovative Offerings:** We have initiated innovative products to drive the next generation of education delivering process.
 - **Video-on-Demand** (www.onlinepado.com): Choice to students for anytime, any topic and anyplace learning on multiple devices. Through online or offline video lectures by experts
 - **eCareerPoint** (www.ecareerpoint.com): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques.
 - **Learning Marketplace** (www.studyboard.com) : Online education marketplace with agile integrated platform for convenient and cost-effective 'Online Tutoring 'and 'Question-Answer Service'

- ❑ **Integrated Teaching:**
 - Providing school education and coaching together with residential facility for effective utilization of time of student which he/she spend in school.
 - For a holistic development of the students, campuses are blended with various other facilities i.e. sports complex, swimming pool, commercial plaza, guest house etc.

- ❑ **Ultimate Personal Care**
 - To take the education experience for students to a new level of excellence and differentiate services from others, Career Point initiated the concepts of Individual Problem Solving Counters, Student Welfare Cell, Video Library, Online Content, Students-Parent Zone,etc

❑ **Diversification:**

- The diversified business operations with multiple product offerings including Test Preparation, K-12 Schools, Residential Coaching, e-Learning, Private Universities, and Skill Development in various geographies, not only provided forward and backward integration to the existing business but also offered an annuity for the long-term sustainable business operations.

❑ **Leverage Technology:**

- Adding the power of technology to the business and taking this to the clients (students), Career Point has launched various online and offline technology based learning solutions to provide flexible personalized learning solutions.

❑ **Corporate Social Responsibilities:**

- Career Point has initiated several programs for the communities around us in the area of Education, Health, Environment etc. including Free schooling for children of workers at our various projects, Eye care camp for the rural underprivileged, Financial support program for deserving candidates, Save water rally and green initiative etc

Growth Indicators



Students Performances

- Students' success in competitive exams and job placements signifies our quality of deliverables. Career Point University, Kota recorded best placement in the region with 850+ placements in 125+ esteemed organization. Selections of 956 in JEE-Advanced 2016 with 34 among Top-500 in different categories was much superior result in terms of the success ratio.



Successful New Ventures

- New business divisions and projects are fuelling the growth and yielding returns. Entry in to Formal Education space has been successful with its significant and sustainable contribution to company's overall business. Other new ventures i.e. Skill Development, e-Learning are also expanding without any significant capex.



Improved Financials

- In FY 2016-17, the company reported a revenue growth in double-digits, significant increase in margins and the profits growth of 20%+. The balance sheet is net cash positive with net worth of more than Rupees 370 crores at consolidate level.

Growth Strategies

Pursue excellence in the service delivery

Expansion through fast and cost-effective technology based solutions

Strengthen the presence in unrepresented industry verticals

Pursue selective strategic acquisitions and JV opportunities

Continuing restructuring efforts aiming for an improved return on investments

Awards and Recognitions...

- **Accolades and nominations**

- In June 2016, Life Time Achievement Award to Career Point by Laghu Udyog Bharti - ministry of small industries for outstanding work in the field of education
- In June 2015, honored 'Himachal Ratan' award to Mr. Pramod Maheshwari, Chancellor, Career Point University, Hamirpur (H.P.) for extraordinary achievements in noble profession of education
- 'STAR CEO' award to company CEO Mr. Pramod Maheshwari in Medium Enterprise Category by Business Today and Yes Bank in year 2012
- Among the finalist of 'Emerging India Award – 2011' by CNBC-TV18, ICICI Bank and Crisil
- Edupreneur Award 2013

The most satisfying feature, however, is the outstanding performances of our students

- Total selections 956 in JEE-Advanced -2016 with 34 among Top-500 in different categories
- Best placement in the region with 700+ students of Career Point University in 97 esteemed organizations during session 2015-16
- All India Rank 4 and 14 in AIIMS-2016, All India 1st Rank in IIT-JEE 2012 in general category, Minority and Handicap categories.



...Awards and Recognitions

कोटा . गुरुवार . 30.06.2016 राजस्थान पत्रिका 13

करियर पॉइंट को मिला लाइफ टाइम अचीवमेन्ट अवार्ड



कोटा. कोटा में विगत दिनों आयोजित हुए लघु उद्योग भारती सम्मेलन मध्यक्षेत्र के उद्यमी सम्मेलन में करियर पॉइंट समूह को शिक्षा के क्षेत्र में उत्कृष्ट कार्य करने पर लाइफ टाइम अचीवमेन्ट अवार्ड से नवाजा गया। समारोह में केन्द्रीय इस्पात मंत्री नरेन्द्र सिंह तोमर, खान, वन एवं पर्यावरण मंत्री राजकुमार रिणवा ने यह सम्मान करियर पॉइंट समूह के गुलाबचंद माहेश्वरी को सौंपा। साथ ही समूह के निदेशक ओम माहेश्वरी, प्रमोद माहेश्वरी, नवल माहेश्वरी, शैलेन्द्र माहेश्वरी को भी प्रशस्ति पत्र व स्मृति चिन्ह देकर सम्मानित किया गया।

Bringing Success to each Student

| AIIMS 2016 | | JEE [Adv] 2016 | |
|-----------------------------|------------------------|-----------------------------|-------------------------------|
| AIR-4 HOT SHAKH | AIR-14 SARVY SHUKLA | AIR-89 SUNANDA SINGH | AIR-106 ASHISH SAINI |
| AIR-49 JAYANT BHOJA | AIR-3 AJAY BHOJA | AIR-111 SNEHANGA PATEL | AIR-132 SIDDHANT CHANDANER |
| Total Selections 123 | | Total Selections 956 | |

प्रमोद माहेश्वरी को मिला 'स्टार सीईओ अवार्ड'

कोटा। आईआईटी से बीटेक के बाद 1983 में टायर के एक छोटे गोदाम से ट्यूशन की शुरुआत करते हुए कॉर्पोरेट कोचिंग के शिखर पर पहुंचे शहर के करियर पॉइंट समूह के एमडी व सीईओ प्रमोद माहेश्वरी को 'स्टार सीईओ अवार्ड' से सम्मानित किया गया है। मंगलवार को दिल्ली में एक विजनेस पत्रिका और निजी क्षेत्र के बैंक के एसएमई अवार्ड समारोह में देश के चार प्रमुख उद्यमियों को 200 करोड़ से कम टर्नओवर वाली स्माल व मीडियम एंटरप्राइजेज श्रेणियों में स्टार अवार्ड के लिए चुना गया। राज्य से वे इकलौते उद्यमी हैं, जिन्हें यह सम्मान मिला है। केन्द्रीय लघु उद्योग मंत्री वीरभद्रसिंह ने ये अवार्ड दिए हैं। **शेष | पेज 10 (एक्सप्रेस के पीछे भागो:- पेज 4)**



हमीरपुर दिव्य हिमाचल 14

करियर यूनिवर्सिटी को हिमाचल रतन

उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

दिव्य हिमाचल, हमीरपुर

करियर प्वाइंट यूनिवर्सिटी हमीरपुर को दिव्य हिमाचल रतन का सम्मान मिला है। अखिल भारतीय सम्मान संस्थान ने इस सम्मान के लिए यूनिवर्सिटी को चुना था।



देश में अखिल रतन उद्योग सम्मान अवार्ड में यह अवार्ड यूनिवर्सिटी को दिया गया। यह सम्मान संस्थान में विभिन्न उद्यमियों व सेवा क्षेत्रों में विभिन्न उद्यमियों को चुना गया है।

करियर प्वाइंट यूनिवर्सिटी को दिव्य हिमाचल रतन का सम्मान मिला है। अखिल भारतीय सम्मान संस्थान ने इस सम्मान के लिए यूनिवर्सिटी को चुना था।

प्रमोद माहेश्वरी को दिव्य हिमाचल रतन का सम्मान मिला है। अखिल भारतीय सम्मान संस्थान ने इस सम्मान के लिए यूनिवर्सिटी को चुना था।

दिव्य हिमाचल कोटा गुरुवार 7

करियर प्वाइंट यूनिवर्सिटी में जॉब फेयर में पहले दिन 590 का चयन



कोटा। करियर प्वाइंट यूनिवर्सिटी में दो दिवसीय निरुल्लेख जॉब फेयर का शुभारंभ सोमवार को हुआ। उप कुलपति मिथिलेश दीक्षित ने बताया कि इस तरह का आयोजन कोटा में पहली बार किया जा रहा है। इसमें एचसीएल टेकनोलॉजी, वीडियोकॉन, माईक्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंप्रोटेक, टीमेन सिस्टंस जैसी 12 से अधिक कंपनियां भाग ले रही हैं। प्लेसमेंट ऑफिसर आकाश अदलकवा ने बताया कि "अवसर-2016" के लिए देशभर से 17

सौ से अधिक छात्रों ने निरुल्लेख आर्नलाइन रजिस्ट्रेशन करवाया तथा प्रथम दिन 800 से अधिक छात्रों ने भाग लिया। दूसरे दिन मंगलवार को माईक्रोमेक्स, वीडियोकॉन, वाई-फाई डाट कॉम, च्वाइंस ग्रुप, मिडोज द्वारा कैम्प प्लेसमेंट होगा। मंगलवार को सुबह प्रात 9 बजे तक रजिस्ट्रेशन कराया जा सकेगा। करियर प्वाइंट यूनिवर्सिटी के कुलपति प्रमोद माहेश्वरी ने बताया कि 85 कंपनियों द्वारा 590 से अधिक विद्यार्थियों का चयन किया जा चुका है।

एक पिता का विश्वास
अपरिविक्त युवागण शिक्षा की कालम से...

| | |
|---|---|
| MOHIT SENHA AIR - 3781 (JEE Adv) AIR - 7740 (JEE Main) Year 2016 | SAURAV SENHA AIR - 2072 (IIT) AIR - 1749 (AIEEE) Year 2012 |
|---|---|

First Quarter FY2017-18 Performance



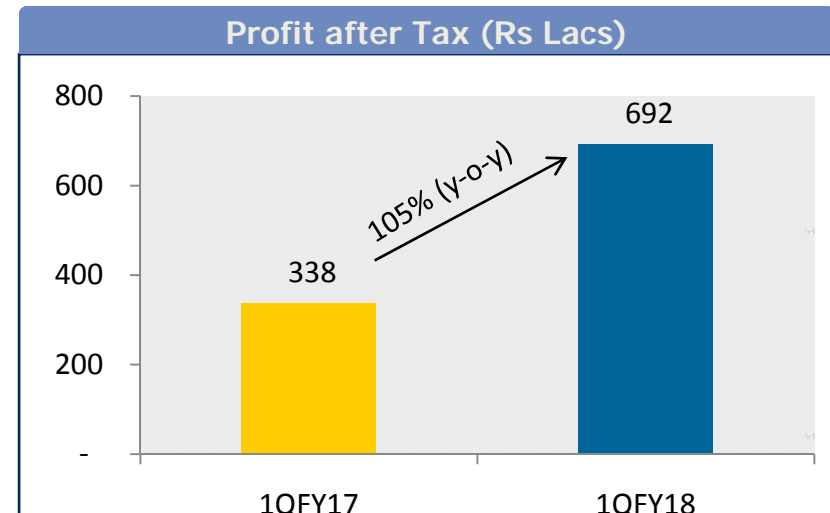
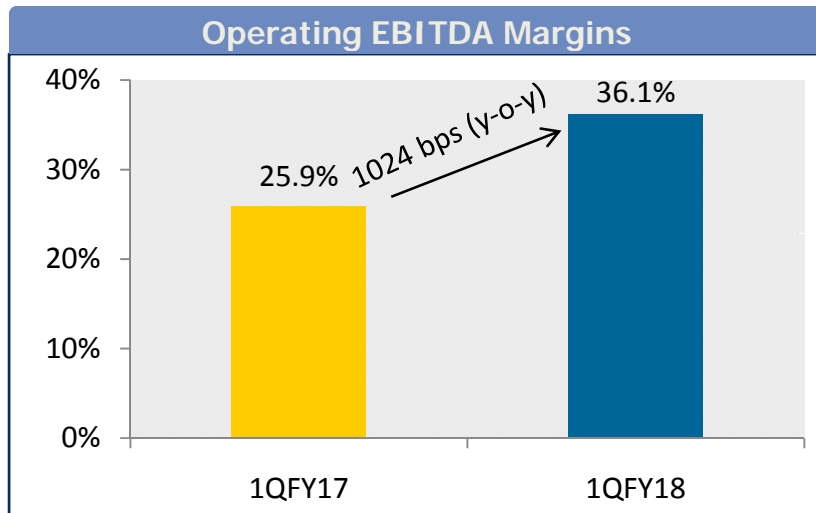
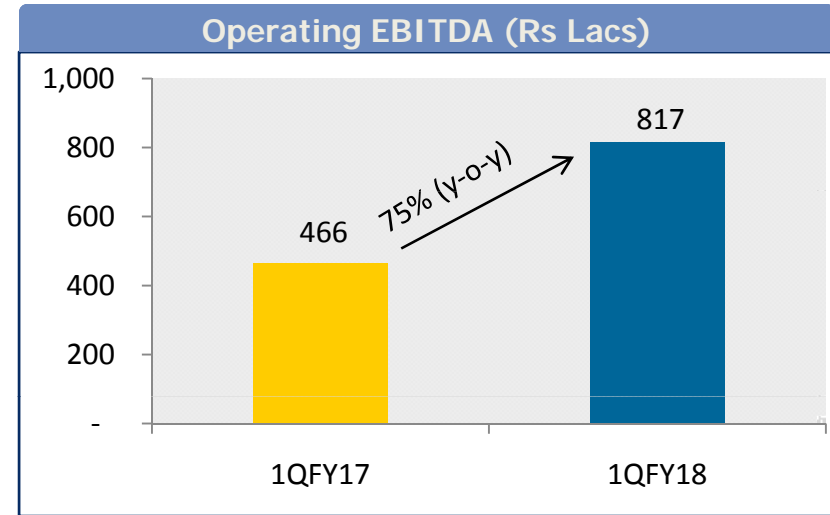
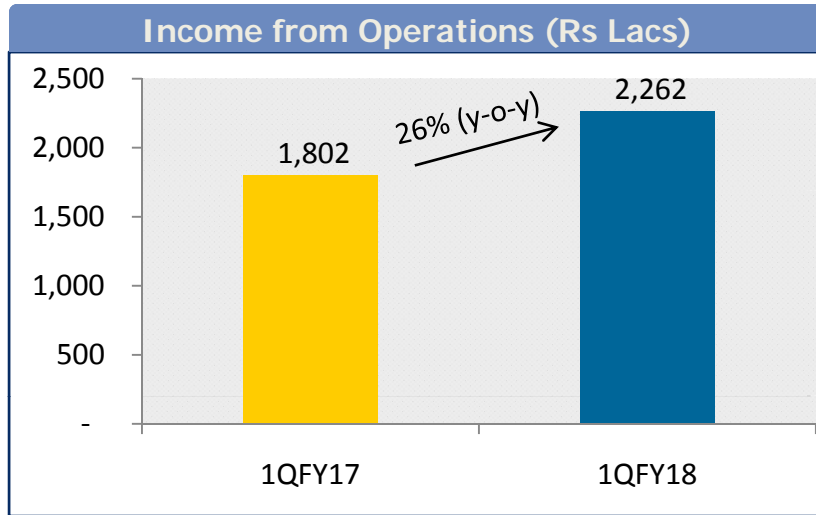
Enrolments Split

| Enrollments | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | Q1FY17 | Q1FY18 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 29,398 | 24,120 | 27,366 | 30,857 | 29,086 | 16,270 | 18,094 |
| Tutorial Division | 27,257 | 20,655 | 22,412 | 23,010 | 21,057 | 9,625 | 9,453 |
| Formal Education | 2,141 | 3,465 | 4,954 | 7,847 | 8,029 | 6,645 | 8,641 |
| Tutorial Enrollments Split | | | | | | | |
| Branches-LT CR | 17,262 | 11,122 | 12,946 | 13,688 | 10,689 | 6,777 | 5,254 |
| Branches-ST CR | 2,978 | 1,169 | 1,333 | 1,011 | 625 | 625 | - |
| Franchisees-LT CR | 1,754 | 1,764 | 1,576 | 1,395 | 1,605 | 710 | 1,173 |
| Franchisees-ST CR | 381 | 23 | 87 | 52 | - | - | 80 |
| School Associations | | | | 458 | 1,801 | 154 | 1,127 |
| Distance Learning | 4,882 | 6,577 | 6,470 | 6,406 | 6,337 | 1,359 | 1,819 |
| Formal Break-up | | | | | | | |
| Higher Education | 741 | 1,642 | 2,327 | 3,455 | 3,738 | 2,984 | 3,930 |
| School Education | 1,400 | 1,823 | 2,627 | 3,372 | 3,451 | 3,451 | 4,206 |
| Vocational Education | | | | 1,020 | 840 | 210 | 505 |

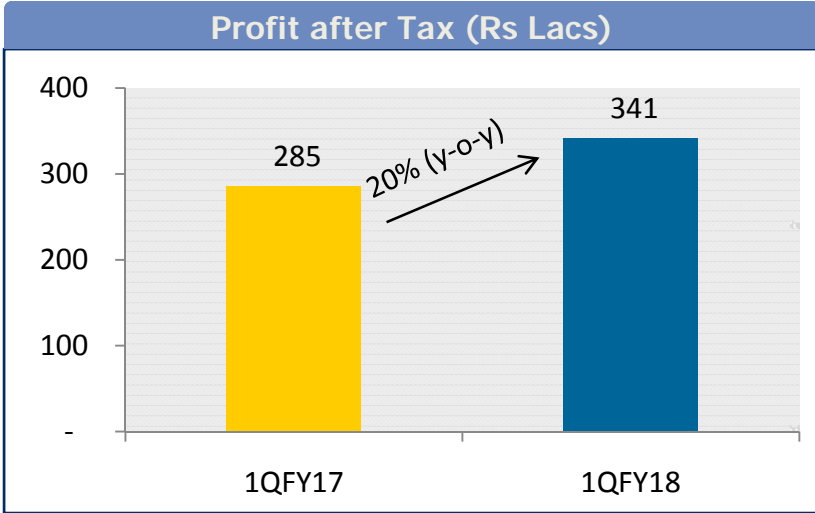
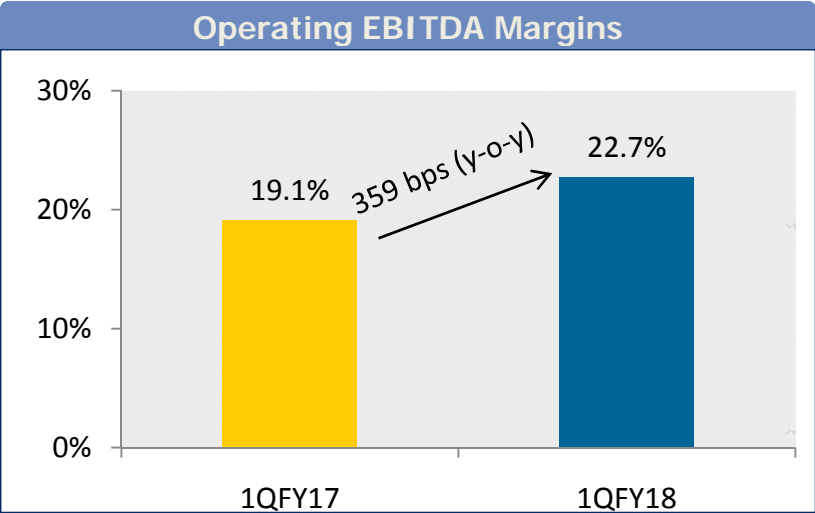
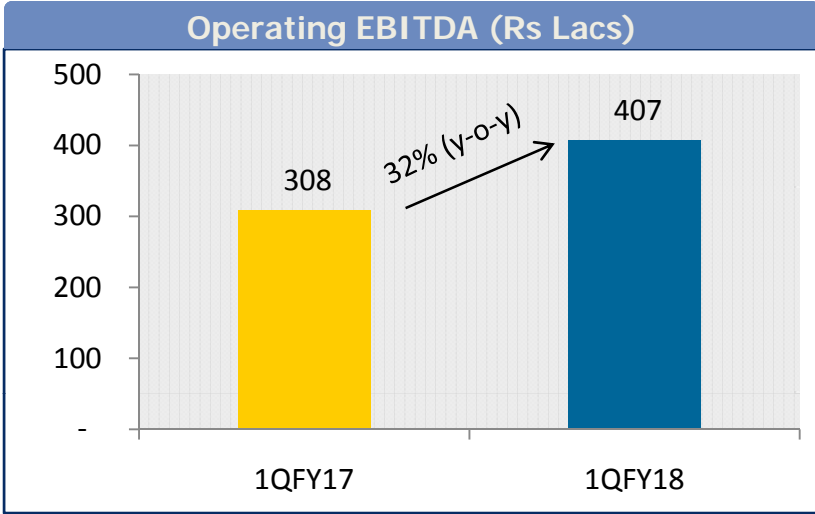
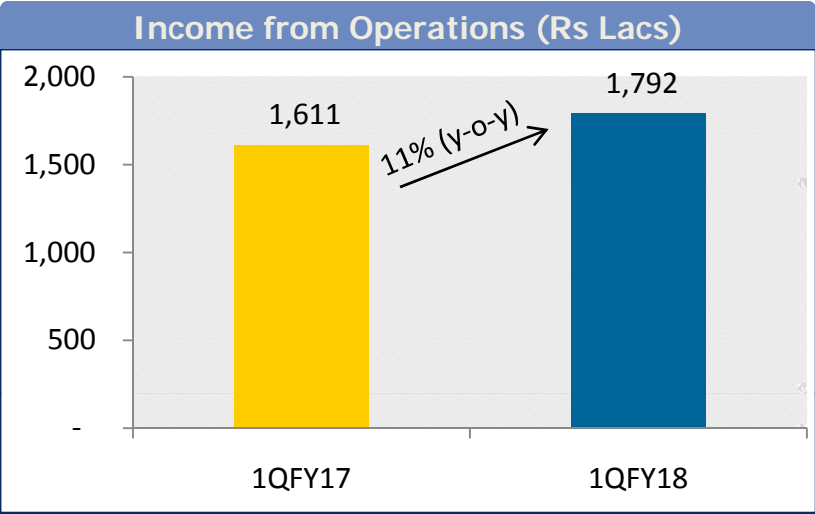


LT CR: Long-Term Classroom, ST CR: Short-Term Classroom

Consolidated Financials – Snapshot (1Q FY2017-18)



Standalone Financials – Snapshot (1Q FY2017-18)



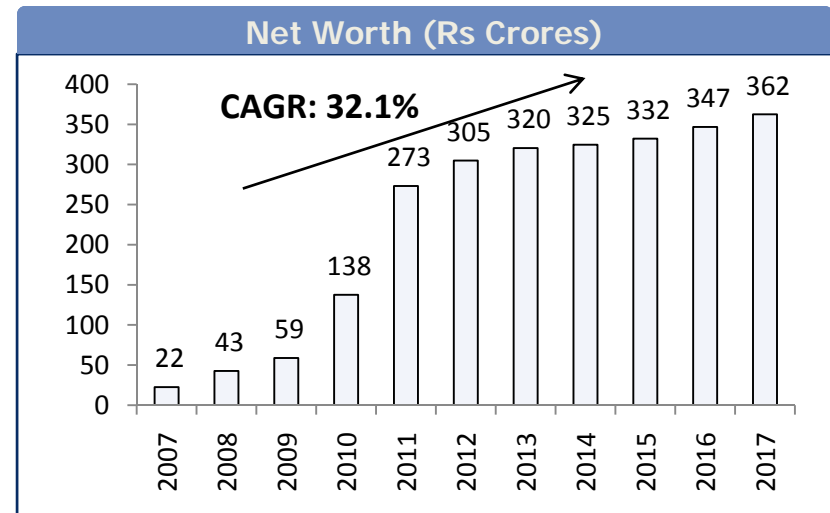
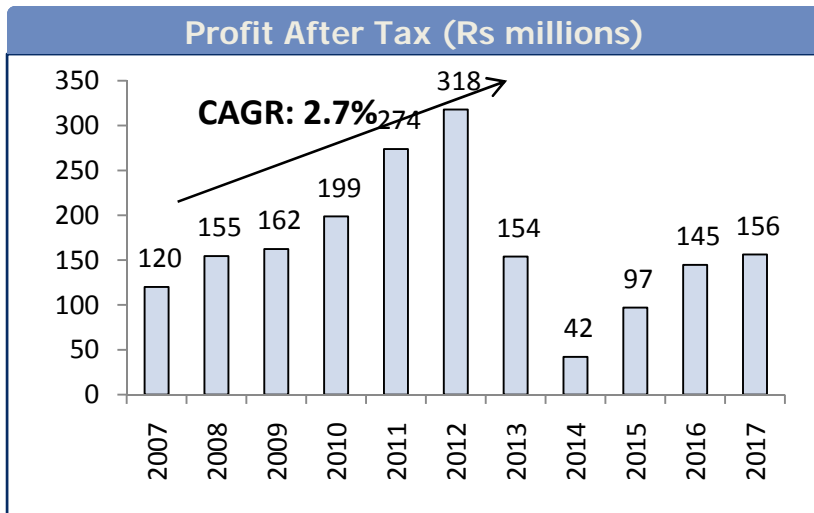
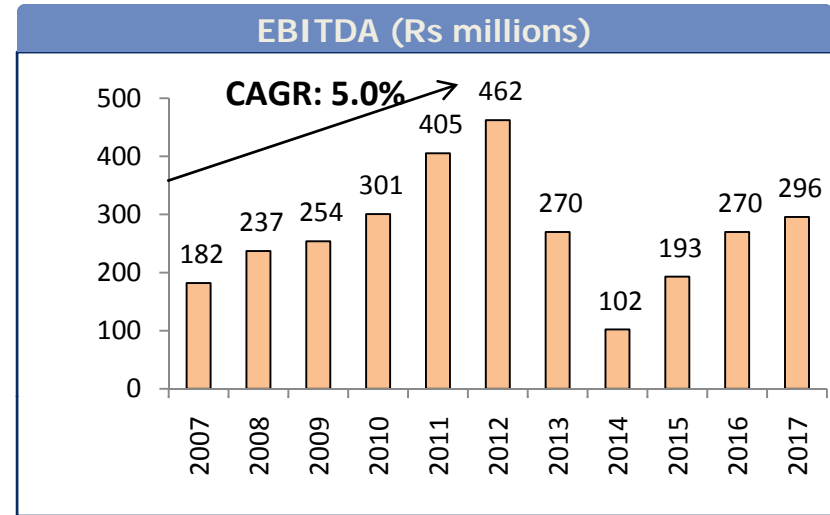
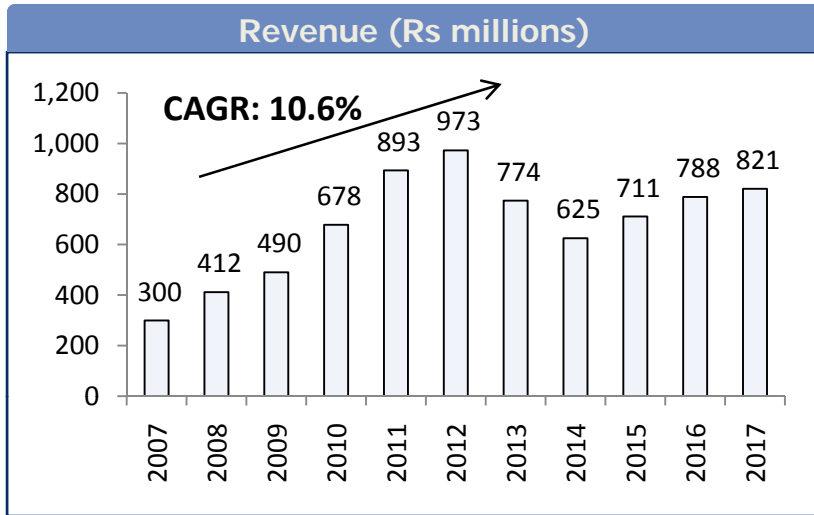
Income Statement - (Latest)

| Income Statement | ←-----Standalone -----→ | | | ←----- Consolidated -----→ | | |
|--------------------------|-------------------------|----------------|----------------|----------------------------|----------------|----------------|
| | 1QFY17 | 1QFY17 | 1QFY18 | 1QFY17 | 1QFY17 | 1QFY18 |
| Rs Lacs | I GAAP | Ind AS | Ind AS | I GAAP | Ind AS | Ind AS |
| Income | | | | | | |
| Income from Operation | 1,611.5 | 1,611.5 | 1,792.0 | 1,802.2 | 1,802.0 | 2,262.0 |
| Other Income | 164.5 | 261.8 | 294.4 | 180.1 | 305.5 | 377.4 |
| Total Income | 1,776.0 | 1,873.3 | 2,086.3 | 1,982.3 | 2,107.5 | 2,639.4 |
| Expenditure | | | | | | |
| Cost of Study Material | 59.5 | 59.5 | 139.2 | 80.5 | 80.5 | 139.8 |
| Employees Cost | 837.8 | 837.8 | 800.7 | 852.1 | 851.6 | 817.2 |
| G&A and other expenses | 406.3 | 406.3 | 445.5 | 405.7 | 403.9 | 488.4 |
| Dep. & Amort. | 114.3 | 114.3 | 111.0 | 129.5 | 129.4 | 118.9 |
| Finance Charges | 33.9 | 34.1 | 56.6 | 111.2 | 111.3 | 238.7 |
| Total Expenditure | 1,451.8 | 1,451.9 | 1,552.9 | 1,579.1 | 1,576.8 | 1,803.0 |
| EBITDA | 472.4 | 569.7 | 701.0 | 644.0 | 771.5 | 1,193.9 |
| EBITDA Margin | 26.6% | 30.4% | 33.6% | 32.5% | 36.6% | 45.2% |
| Operating EBITDA | 307.9 | 307.9 | 406.7 | 463.9 | 466.0 | 816.5 |
| Op. EBITDA margin | 19.1% | 19.1% | 22.7% | 25.7% | 25.9% | 36.1% |
| Profit Before Tax | 324.2 | 421.3 | 533.4 | 403.2 | 530.8 | 836.4 |
| PBT Margin | 18.3% | 22.5% | 25.6% | 20.3% | 25.2% | 31.7% |
| Profit After Tax | 200.7 | 284.8 | 340.9 | 233.0 | 337.8 | 692.5 |
| PAT Margin | 11.3% | 15.2% | 16.3% | 11.8% | 16.0% | 26.2% |
| EPS (Rs) | 1.11 | 1.57 | 1.88 | 1.29 | 1.86 | 3.82 |

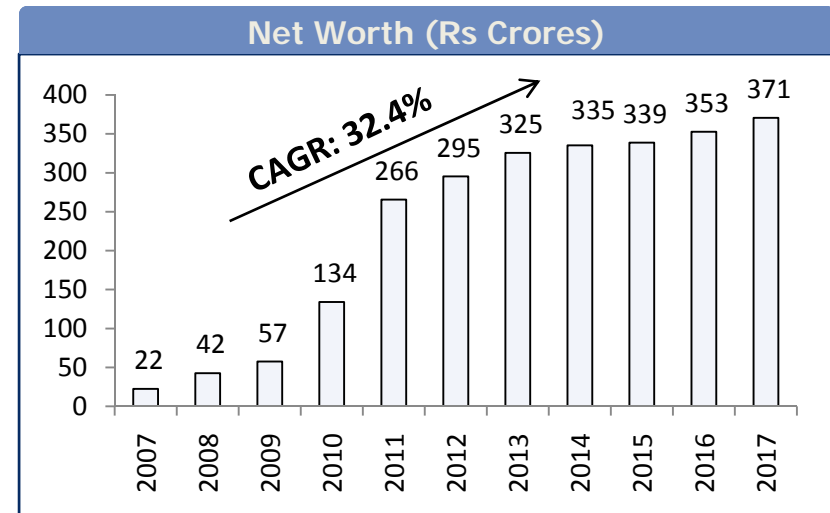
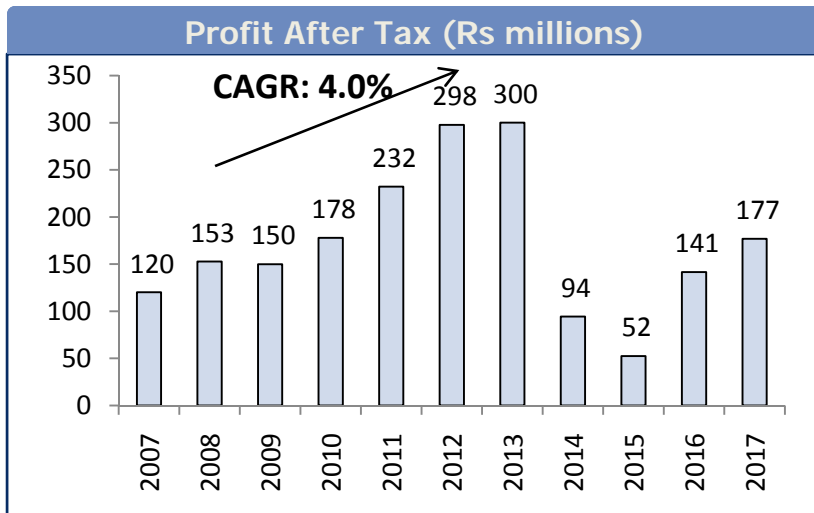
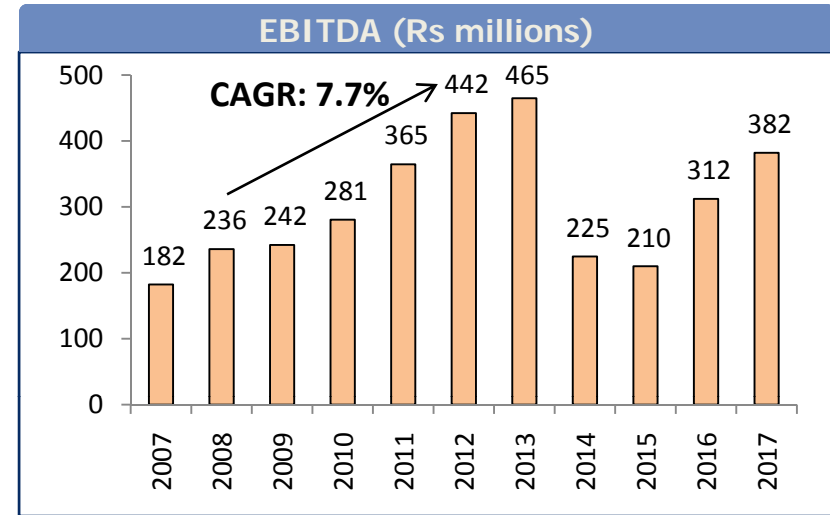
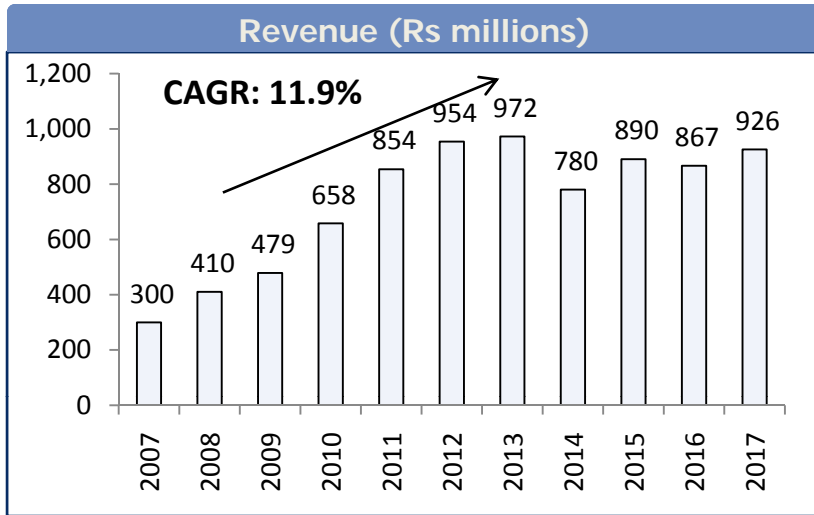
Financial Details



Standalone Financials – Overview (10 years)



Consolidated Financials – Overview (10 years)



Income Statement - Standalone (8 years)

| Income Statement | ←----- Standalone -----→ | | | | | | | |
|--------------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Rs Lakhs | FY2009-10 | FY2010-11 | FY2011-12 | FY2012-13 | FY2013-14 | FY2014-15 | FY2015-16 | FY2016-17 |
| Income | | | | | | | | |
| Income from Operation | 6,166 | 7,862 | 7,959 | 7,056 | 5,414 | 6,283 | 6,942 | 7,357 |
| Other Income | 615 | 1,070 | 1,771 | 683 | 835 | 827 | 940 | 851 |
| Total Income | 6,780 | 8,933 | 9,729 | 7,739 | 6,249 | 7,111 | 7,882 | 8,208 |
| Expenditure | | | | | | | | |
| Cost of Study Material | 218 | 282 | 221 | 253 | 177 | 202 | 191 | 215 |
| Employees Cost | 2,082 | 3,113 | 3,354 | 3,426 | 3,536 | 3,349 | 3,364 | 3,496 |
| G&A and other expenses | 1,473 | 1,485 | 1,533 | 1,361 | 1,514 | 1,629 | 1,628 | 1,540 |
| Dep. & Amort. | 65 | 130 | 166 | 178 | 369 | 469 | 465 | 489 |
| Finance Charges | 3 | 5 | 4 | 96 | 211 | 107 | 112 | 169 |
| Total Expenditure | 3,842 | 5,016 | 5,278 | 5,314 | 5,807 | 5,755 | 5,760 | 5,908 |
| EBITDA | 3,007 | 4,053 | 4,622 | 2,699 | 1,022 | 1,931 | 2,699 | 2,958 |
| EBITDA Margin | 44.3% | 45.4% | 47.5% | 34.9% | 16.4% | 27.2% | 34.2% | 36.0% |
| Operating EBITDA | 2,392 | 2,982 | 2,852 | 2,016 | 187 | 1,104 | 1,759 | 2,107 |
| Op. EBITDA margin | 38.8% | 37.9% | 35.8% | 28.6% | 3.5% | 17.6% | 25.3% | 28.6% |
| Profit Before Tax | 2,938 | 3,917 | 4,452 | 2,425 | 442 | 1,355 | 2,122 | 2,300 |
| PBT Margin | 43.3% | 43.9% | 45.8% | 31.3% | 7.1% | 19.1% | 26.9% | 28.0% |
| Profit After Tax | 1,987 | 2,737 | 3,180 | 1,540 | 421 | 970 | 1,447 | 1,562 |
| PAT Margin | 29.3% | 30.6% | 32.7% | 19.9% | 6.7% | 13.6% | 18.4% | 19.0% |
| EPS (Rs) | 14.71 | 16.82 | 17.53 | 8.49 | 2.32 | 5.35 | 7.98 | 8.62 |

Income Statement - Consolidated (8 years)

| Income Statement | ←----- Consolidated -----→ | | | | | | | |
|--------------------------|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Rs Lakhs | FY2009-10 | FY2010-11 | FY2011-12 | FY2012-13 | FY2013-14 | FY2014-15 | FY2015-16 | FY2016-17 |
| Income | | | | | | | | |
| Income from Operation | 6,166 | 7,863 | 7,959 | 7,763 | 6,521 | 7,788 | 7,589 | 8,374 |
| Other Income | 418 | 675 | 1,580 | 1,962 | 1,281 | 1,116 | 1,079 | 882 |
| Total Income | 6,584 | 8,537 | 9,539 | 9,725 | 7,802 | 8,904 | 8,668 | 9,257 |
| Expenditure | | | | | | | | |
| Cost of Material | 218 | 282 | 221 | 253 | 239 | 1,432 | 278 | 284 |
| Employees Cost | 2,086 | 3,126 | 3,359 | 3,436 | 3,695 | 3,588 | 3,565 | 3,553 |
| G&A and other expenses | 1,473 | 1,484 | 1,538 | 1,388 | 1,619 | 1,786 | 1,703 | 1,601 |
| Dep. & Amort. | 66 | 131 | 166 | 258 | 516 | 537 | 527 | 526 |
| Finance Charges | 3 | 5 | 5 | 168 | 508 | 497 | 444 | 588 |
| Total Expenditure | 3,847 | 5,028 | 5,288 | 5,503 | 6,577 | 7,839 | 6,517 | 6,551 |
| EBITDA | 2,806 | 3,646 | 4,421 | 4,647 | 2,249 | 2,099 | 3,122 | 3,819 |
| EBITDA Margin | 42.6% | 42.7% | 46.4% | 47.8% | 28.8% | 23.6% | 36.0% | 41.3% |
| Operating EBITDA | 2,388 | 2,971 | 2,841 | 2,686 | 968 | 982 | 2,044 | 2,937 |
| Op. EBITDA margin | 38.7% | 37.8% | 35.7% | 34.6% | 14.8% | 12.6% | 26.9% | 35.1% |
| Profit Before Tax | 2,737 | 3,509 | 4,251 | 4,222 | 1,225 | 1,065 | 2,151 | 2,705 |
| PBT Margin | 41.6% | 41.1% | 44.6% | 43.4% | 15.7% | 12.0% | 24.8% | 29.2% |
| Profit After Tax | 1,779 | 2,329 | 2,980 | 3,013 | 978 | 582 | 1,447 | 1,768 |
| PAT Margin | 27.0% | 27.3% | 31.2% | 31.0% | 12.5% | 6.5% | 16.7% | 19.1% |
| EPS (Rs) | 13.17 | 14.31 | 16.43 | 16.61 | 5.40 | 3.21 | 7.98 | 9.75 |

Balance Sheet – Standalone (8 years)



| Balance Sheet | ←----- Standalone -----→ | | | | | | | |
|--------------------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Rs Lakhs | 3/31/2010 | 3/31/2011 | 3/31/2012 | 3/31/2013 | 3/31/2014 | 3/31/2015 | 3/31/2016 | 3/31/2017 |
| Liabilities | | | | | | | | |
| Shareholders' fund | 13,757 | 27,318 | 30,497 | 32,037 | 32,458 | 33,219 | 34,672 | 36,245 |
| (a) Share Capital | 1,442 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 |
| (b) Reserve and Surplus | 12,315 | 25,505 | 28,684 | 30,224 | 30,645 | 31,406 | 32,858 | 34,432 |
| Non-current Liabilities | 30 | 61 | 68 | 125 | 122 | 431 | 629 | 755 |
| (a) Def. Tax Liabilities | 19 | 27 | 29 | 79 | 80 | 371 | 573 | 702 |
| (b) Long Term Provisions | 11 | 34 | 40 | 46 | 42 | 59 | 56 | 54 |
| Current Liabilities | 1,037 | 2,255 | 1,068 | 1,160 | 1,200 | 1,460 | 1,772 | 1,654 |
| (a) Current Liabilities | 1,001 | 1,073 | 916 | 1,047 | 1,102 | 1,366 | 1,554 | 1,567 |
| (b) Provisions | 36 | 1,182 | 152 | 112 | 98 | 94 | 219 | 87 |
| Borrowings | - | - | - | 2,715 | 992 | 988 | 1,413 | 2,565 |
| Total Liabilities | 14,824 | 29,634 | 31,634 | 36,037 | 34,771 | 36,098 | 38,486 | 41,220 |
| Assets | | | | | | | | |
| Fixed Assets (inc. WIP) | 3,479 | 4,736 | 7,815 | 10,778 | 12,190 | 12,799 | 12,844 | 13,871 |
| Non-current Assets | 4,315 | 12,111 | 15,769 | 14,503 | 15,954 | 17,950 | 15,276 | 18,388 |
| (a) Loans and Advances | - | 5,011 | 2,185 | 891 | 2,098 | 239 | 734 | 299 |
| (b) Investments | 4,166 | 7,099 | 13,584 | 13,612 | 13,856 | 17,711 | 14,542 | 18,089 |
| (c) Other Assets | 148 | 2 | - | - | - | - | - | - |
| Current Assets | 7,030 | 12,787 | 8,050 | 10,756 | 6,628 | 5,349 | 10,366 | 8,961 |
| (a) Inventories | 174 | 167 | 198 | 196 | 238 | 191 | 168 | 109 |
| (b) Sundry Debtors | 47 | 99 | 90 | 112 | 144 | 408 | 343 | 154 |
| (c) Cash & Bank Balances | 2,262 | 2,199 | 1,247 | 681 | 398 | 205 | 92 | 302 |
| (d) Current Investments | - | 6,517 | 6,083 | 9,158 | 4,198 | 300 | 2,866 | 2,778 |
| (e) Loans and Advances | 4,548 | 3,805 | 432 | 608 | 1,650 | 4,244 | 6,898 | 5,618 |
| Total Assets | 14,824 | 29,634 | 31,634 | 36,037 | 34,771 | 36,098 | 38,486 | 41,220 |

Balance Sheet – Consolidated (8 years)



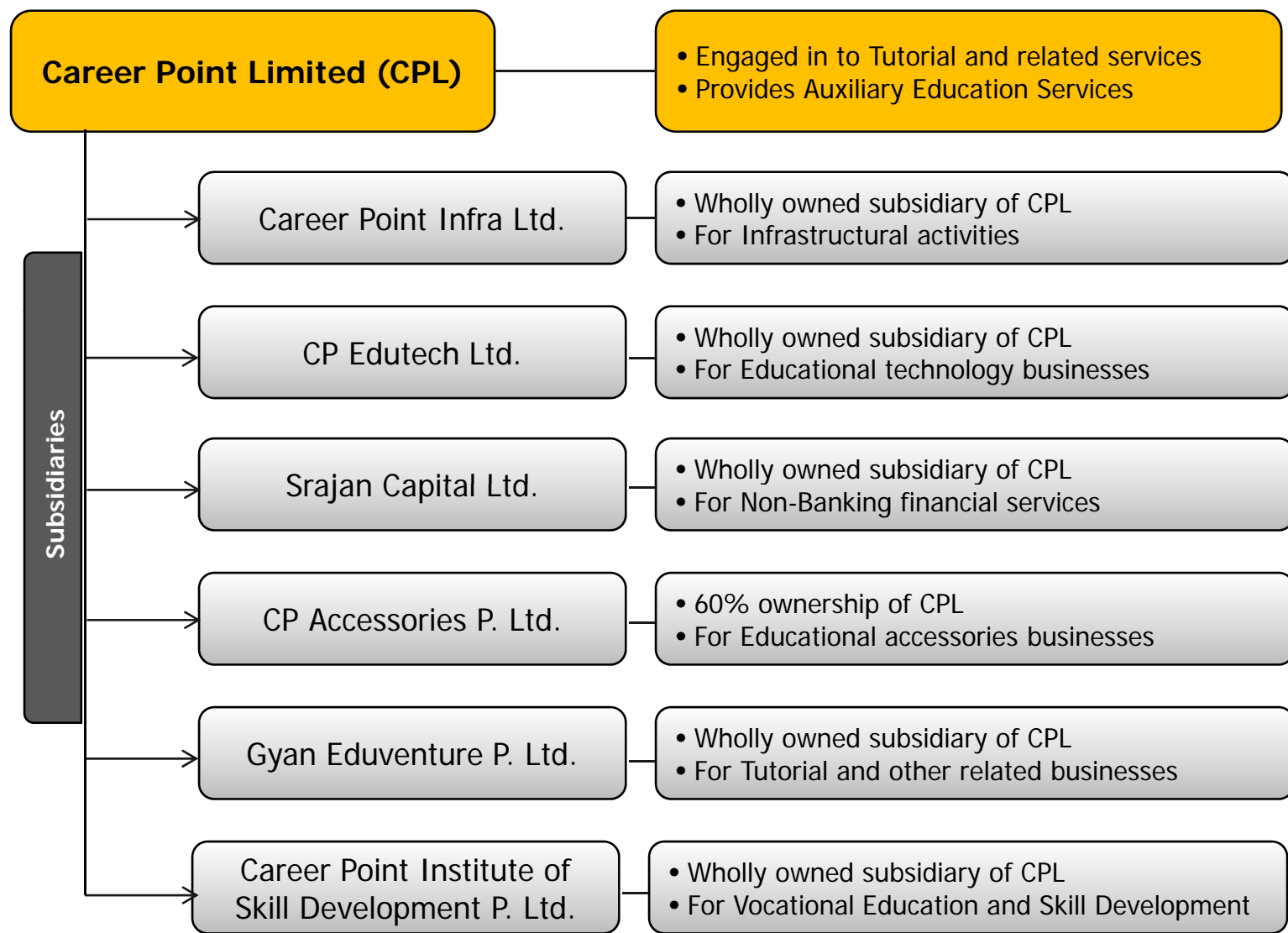
| Balance Sheet | ←----- Consolidated -----→ | | | | | | | |
|--------------------------------|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Rs Lakhs | 3/31/2010 | 3/31/2011 | 3/31/2012 | 3/31/2013 | 3/31/2014 | 3/31/2015 | 3/31/2016 | 3/31/2017 |
| Liabilities | | | | | | | | |
| Shareholders' fund | 13,407 | 26,559 | 29,539 | 32,559 | 33,566 | 33,832 | 35,283 | 37,074 |
| (a) Share Capital | 1,442 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 | 1,813 |
| (b) Reserve and Surplus | 11,965 | 24,746 | 27,725 | 30,745 | 31,753 | 32,019 | 33,470 | 35,260 |
| Non-current Liabilities | 30 | 33 | 68 | 279 | 370 | 194 | 380 | 580 |
| (a) Def. Tax Liabilities | 19 | 27 | 29 | 233 | 328 | 134 | 312 | 505 |
| (b) Long Term Provisions | 11 | 6 | 40 | 46 | 42 | 59 | 67 | 75 |
| Current Liabilities | 1,058 | 1,211 | 1,195 | 1,384 | 1,436 | 1,580 | 1,883 | 1,811 |
| (a) Current Liabilities | 1,022 | 1,165 | 1,044 | 1,265 | 1,321 | 1,479 | 1,646 | 1,694 |
| (b) Provisions | 36 | 46 | 151 | 119 | 115 | 101 | 238 | 117 |
| Borrowings | - | - | - | 5,316 | 4,322 | 4,312 | 4,735 | 12,903 |
| Total Liabilities | 14,495 | 27,803 | 30,802 | 39,537 | 39,695 | 39,917 | 42,282 | 52,367 |
| Assets | | | | | | | | |
| Fixed Assets (inc. WIP) | 4,807 | 8,075 | 15,692 | 19,834 | 22,985 | 16,476 | 16,607 | 18,417 |
| Non-current Assets | 190 | 46 | 6,916 | 6,790 | 7,202 | 10,098 | 9,468 | 4,361 |
| (a) Loans and Advances | - | - | 6,874 | 6,747 | 7,141 | 6,468 | 7,836 | 2,238 |
| (b) Investments | 33 | 39 | 41 | 42 | 42 | 3,624 | 1,632 | 2,123 |
| (c) Other Assets | 157 | 6 | - | 1 | 19 | 6 | 0 | - |
| Current Assets | 9,498 | 19,682 | 8,195 | 12,912 | 9,507 | 13,343 | 16,207 | 29,589 |
| (a) Inventories | 174 | 167 | 198 | 196 | 301 | 234 | 199 | 7,641 |
| (b) Sundry Debtors | 47 | 99 | 90 | 752 | 1,498 | 8,124 | 8,082 | 4,002 |
| (c) Cash & Bank Balances | 2,274 | 2,262 | 1,318 | 727 | 668 | 246 | 248 | 888 |
| (d) Current Investments | 3,788 | 13,217 | 6,083 | 10,635 | 5,356 | 1,458 | 3,031 | 3,996 |
| (e) Loans and Advances | 3,215 | 3,938 | 506 | 602 | 1,685 | 3,282 | 4,647 | 13,062 |
| Total Assets | 14,495 | 27,803 | 30,802 | 39,537 | 39,695 | 39,917 | 42,282 | 52,367 |

Additional details



CAREER POINT

Company Structure



Leadership Team

Experienced Promoters



Pramod Maheshwari
CMD & CEO



Om Maheshwari
Executive Director



Nawal Maheshwari
Executive Director

Visionary Board of Directors



Pawan Lalpuria
Independent Director



Pritam Goswami
Independent Director



Ramswarup Chaudhary
Independent Director



Vishal Jain
Independent Director



Mahesh Gupta
Independent Director



J.P. Sharda
Independent Director

Professional Management Team



Dr. P. L. Gautam
VC, CP University, HP



Dr. D.N. Rao
VC, CP University, Kota



Neelima Maheshwari
NonExecutive Director



Shailendra Maheshwari
Senior VP - Academics



Dr. Gurudatt Kakkar
GM-Higher Education



U.S. Kejriwal
General Manager-Infra



Mahesh Bhangriya
VP-Corporate Strategy



Tarun Kumar Jain
Company Secretary

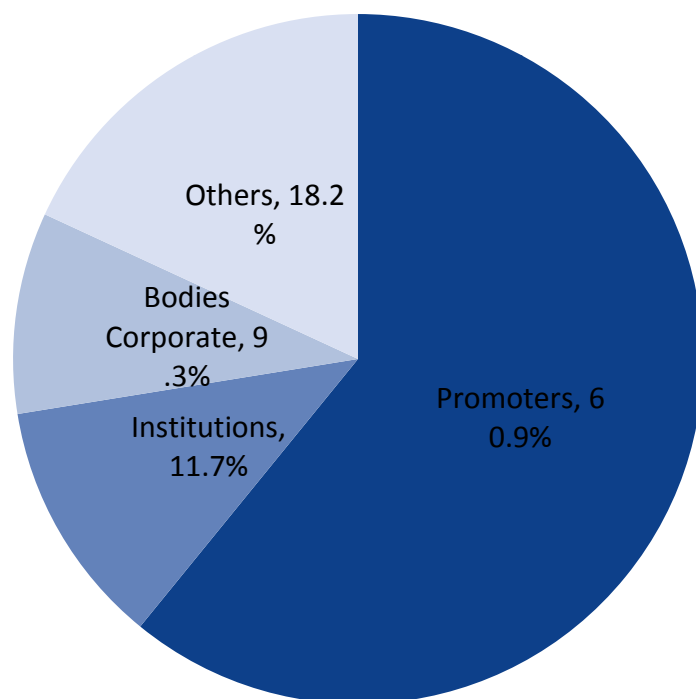


Manish Sharma
AGM-Business Dev.

Shareholding Structure



| Stock exchanges | Symbol | Databases | Code |
|-------------------------|---------|----------------|---------|
| National Stock Exchange | CAREERP | Reuters - RIC | CARP.BO |
| Bombay Stock Exchange | 533260 | Bloomberg – BB | CRPT:IN |



| Key Non-Promoters Ownership (>0.5%) | |
|-------------------------------------|---------------|
| Fidelity | 9.99% |
| Rajasthan Global Securities | 4.41% |
| Nadathur Estates | 1.88% |
| DSP Bkackrock | 1.87% |
| Mr. Akash Bhanshali | 1.84% |
| Enam Investments | 0.84% |
| Total | 20.84% |

As on 30 Jun 2017

CSR: Giving back to the society



Glimpses: Corporate Social Responsibility

- ✓ Career Point has initiated several programs for the communities around in the space of Education, Healthcare and Environment
- ✓ Free schooling for children of workers at various projects, Eye care camp for rural underprivileged, Save Water campaign and various Green initiatives
- ✓ Integrated Career Point's financial support programs for deserving underserved candidates.



Thank you



Career Point Limited

Corporate & Reg. Office: CP Tower, Road No-1, IPIA, Kota (Rajasthan) – India | Ph: +91 744 3040000

Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | pramod@cpil.in
Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | mahesh@cpil.in
Mr. Tarun Jain | Company Secretary | tarun.jain@careerpointgroup.com

Visit us at

www.cpil.in | www.careerpoint.ac.in

Higher and Vocational Education

www.cpuniverse.in | www.cpsid.in

Preschool and K12

www.globalkidsworld.in | www.careerpointschool.in

e-Learning Solutions

www.ecareerpoint.com | www.studyboard.com

YouTube links

Career Point: bit.ly/CareerPoint
CP Gurukul : bit.ly/CPGurukul
Gurukul Kota: bit.ly/CPGurukul_Kota
Career Point University: bit.ly/CPUKR

Find us at

 /cpkota

 /cpkota

 /careerpointlabs

 /careerpointkota