



CAREER POINT

Investor Update: FY 2016-17

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

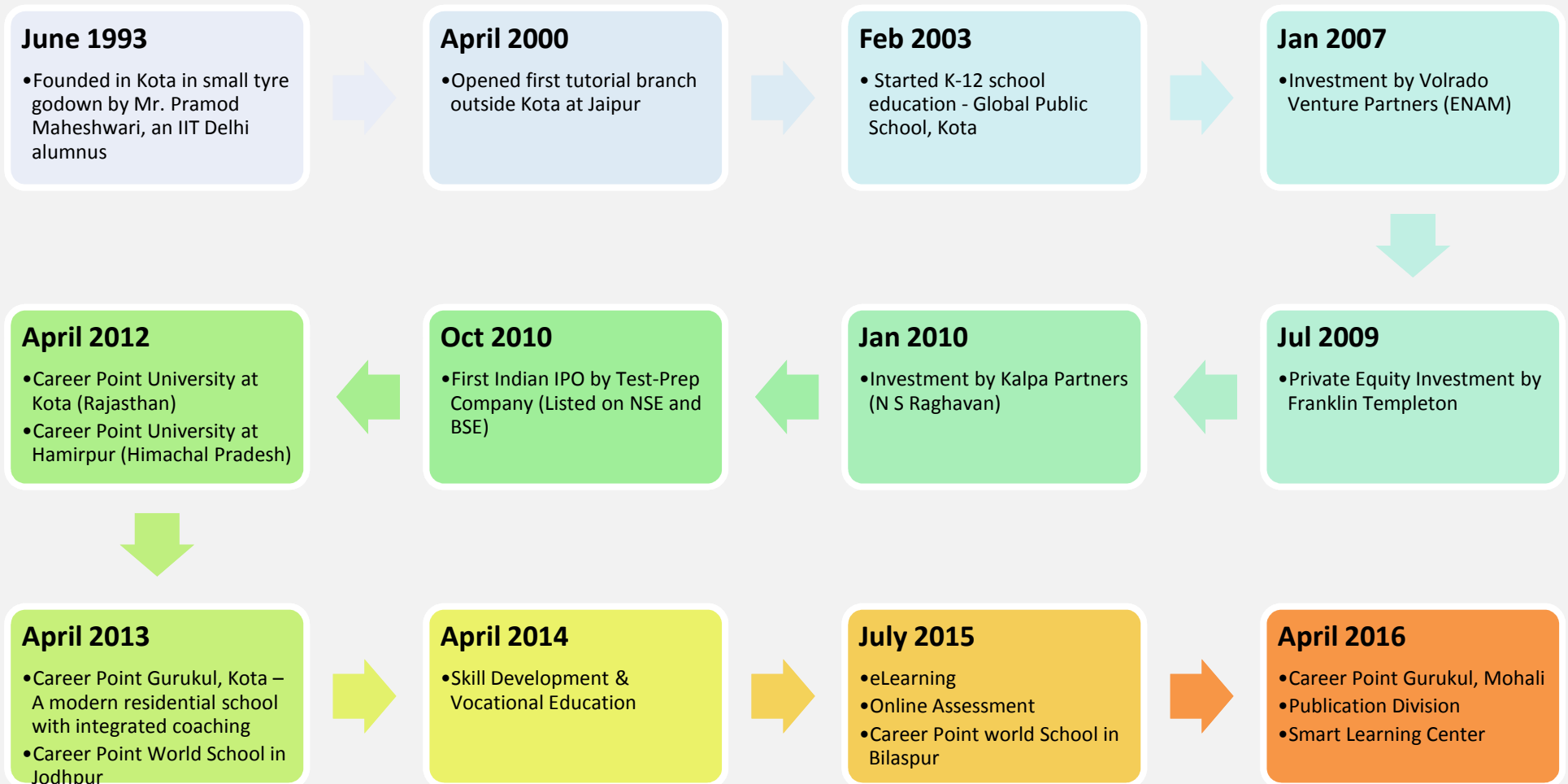
2014

- 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

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



	Global Public School, Kota	Career Point World School, Jodhpur	Career Point World School, Bilaspur
Operational Since	Year 2003	July 2013	July 2015
Location	Kota, Rajasthan	Jodhpur, Rajasthan	Bilaspur, Chattisgarh
Affiliation	CBSE	CBSE	CBSE
Category	Owned	Owned	Franchisee

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.)



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

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

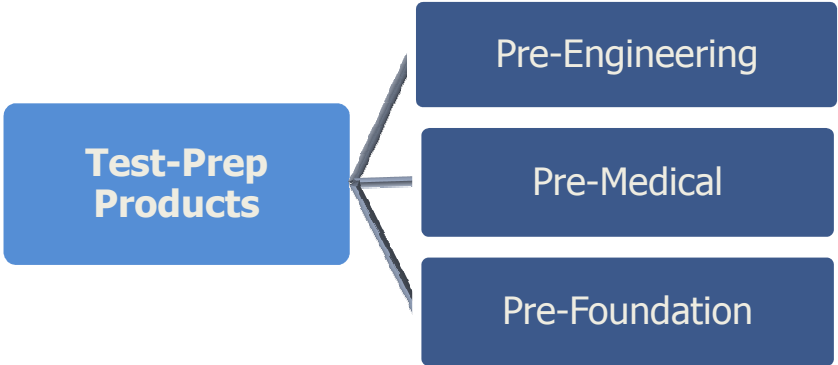
Student Welfare

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

Tutorial Products and Test-Prep Services



Key Products



Expansion Strategy: Improve operating leverage and selective franchising

Delivery Model

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

CP Higher Education Institutions

Career Point University
Kota, Rajasthan



Career Point University
Hamirpur, Himachal Pradesh



Courses offered

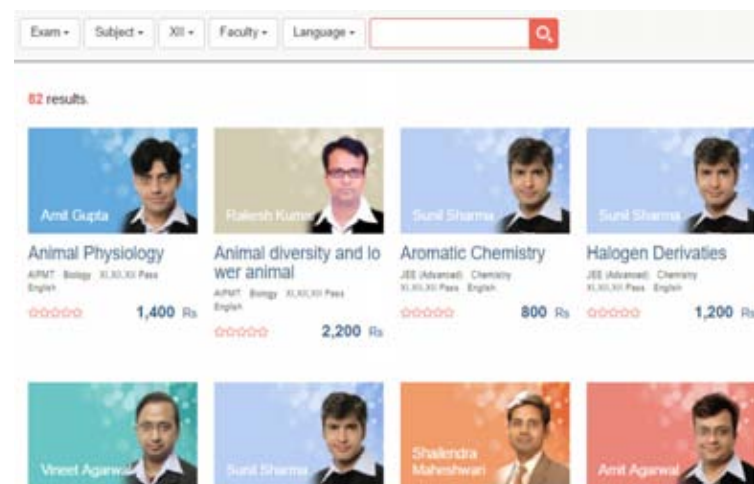
Engineering & Technology	B. Tech, M. Tech and PhD.
Computer Applications	BCA, MCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Law and Governance	LLB, BA-LLB, BBA-LLB
Vocational Studies	Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

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. Maths, Physics, Chemistry, Biology'. Below the banner, there are buttons for 'Post Academic Questions & Get Free Answers' and 'Schedule Class with Online Tutor'. The interface is divided into sections for 'QUESTIONS', 'LABELS', and 'POST QUESTION'. The 'QUESTIONS' section shows a search bar with '7949 Questions found' and a list of questions. The first question is about a glass tube immersed in mercury, and the second is about a rotating disc. The 'RELATED LABELS list' on the right side includes categories like 'IIT-JEE Physics', 'JEE-Main-Physics', 'Physics-Kinematics', and 'Physics-Current-Electricity'.

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.
- 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
- Partnered with state government for training of ST/SC/OBC students



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:**

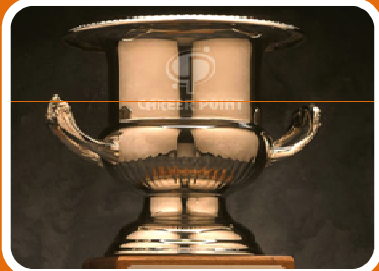
- Career Point has initiated several programs for the communities around us in the area of Education, Health, Environment etc. including Free schooling for children of workers at our various projects, Eye care camp for the rural underprivileged, Financial support program for deserving candidates, Save 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 700+ placements in 97 esteemed organization during session 2015-16. 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 2015-16, the company reported a revenue growth in double-digits, margins increase of more than double and a significant improvement in positive cash flows. The balance sheet is net cash positive with net worth of more than Rupees 350 crores.

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

कॅरियर पॉइंट को मिला लाइफ टाइम अचीवमेन्ट अवार्ड



कोटा. कोटा में विगत दिनों आयोजित हुए लघु उद्योग भारती सम्मेलन मध्यक्षेत्र के उद्यमी सम्मेलन में कॅरियर पॉइंट समूह को शिक्षा के क्षेत्र में उत्कृष्ट कार्य करने पर लाइफ टाइम अचीवमेन्ट अवार्ड से नवाजा गया। समारोह में केन्द्रीय इस्पताल मंत्री नरेन्द्र सिंह तोगर, खान, बन एवं पर्यावरण मंत्री राजकुमार रिणजा ने यह सम्मान कॅरियर पॉइंट समूह के गुरुजीचंद 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	
AIR-4 NET SHAH	AIR-14 SARNEY SHUKLA
AIR-49 JASANT MEHTA	AIR-3 AJAY MEENA
Total Selections 123	
JEE [Adv] 2016	
AIR-89 SUNAM SINGH	AIR-106 ABHINAV SAINI
AIR-111 UDDESHYA PATEL	AIR-132 GOVIND CHOUDHARY
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 कॅरियर पॉइंट समूह के एमडी व सीईओ प्रमोद माहेश्वरी को 'स्टार सीईओ अवार्ड' से सम्मानित किया गया है। मंगलवार को दिल्ली में एक बिजनेस 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 16 जून, 2015

कॅरियर यूनिवर्सिटी को हिमाचल रतन

उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

दिव्य हिमाचल ब्यूरो, हमीरपुर

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

दिल्ली में आयोजित राष्ट्र स्तरीय सम्मान समारोह में यह अवार्ड यूनिवर्सिटी को दिया गया। यह संस्था समाज में विभिन्न सरकारी व गैर सरकारी क्षेत्रों में उल्लेखनीय उपलब्धियों प्राप्त करने वाले महान बुद्धिजीवियों को सम्मानित करती है। इस संस्था का उद्देश्य राष्ट्र भक्ति, मानवता शांति भाईचारा, बिना किसी जात-पात व लिंग भेद के राष्ट्र



कल्याण के लिए कार्यरत है। इस संस्था के संरक्षक पूर्व केंद्रीय मंत्री, राज्य पाल, भारत के मुख्य न्यायाधीश, सीबीआई निदेशक तथा मुख्य चुनाव आयुक्त व जाने माने विधि वक्ता रहे हैं। इसमें डा. धीम

प्रमोद माहेश्वरी को शिक्षा के क्षेत्र में सराहनीय कार्य करने के लिए हिमाचल रतन-2015 से नवाजा है। यह पुरस्कार विश्वविद्यालय के कुलसचिव डा. संजीव शर्मा ने कुलाधिपति की जगह 14 जून को भव्य समारोह में प्राप्त किया। समारोह की अध्यक्षता दिक्षित पूर्व डीआईजी पुलिस उत्तर प्रदेश ने की। समारोह का आयोजन हिमालयन फॉरेस्ट रिसर्च इंस्टीट्यूट कॉन्फरेंस शिमला हिमाचल प्रदेश ने किया। प्रमोद माहेश्वरी आईआईटी दिल्ली के विद्यार्थी रहे हैं तथा शिक्षा के क्षेत्र में पिछले 20 वर्षों से कार्यरत रहे हैं। इन्हें इससे पहले भी कई विभिन्न संस्थानों ने सम्मानित किया है।

दिव्य हिमाचल कोटा 16 जून, 2016 7

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

संभाग के 17 से अधिक छात्रों ने कराया रजिस्ट्रेशन

कोटा। कॅरियर प्वाइंट यूनिवर्सिटी में दो दिवसीय निशुल्क 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 टेक्नोलॉजी, वीडियोकान, माइक्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंपोटेक, 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

एक पिता का विश्वास
अतिविन्द कुमार सिन्हा की कलम से...

MOHIT SINGHA
AIR - 3781 (JEE Adv)
AIR - 7740 (JEE Main)
Year - 2016

SAURAV SINGHA
AIR - 2072 (IIT)
AIR - 1749 (AIEEE)
Year - 2012

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

Enrolments Split (Last 5 Years)

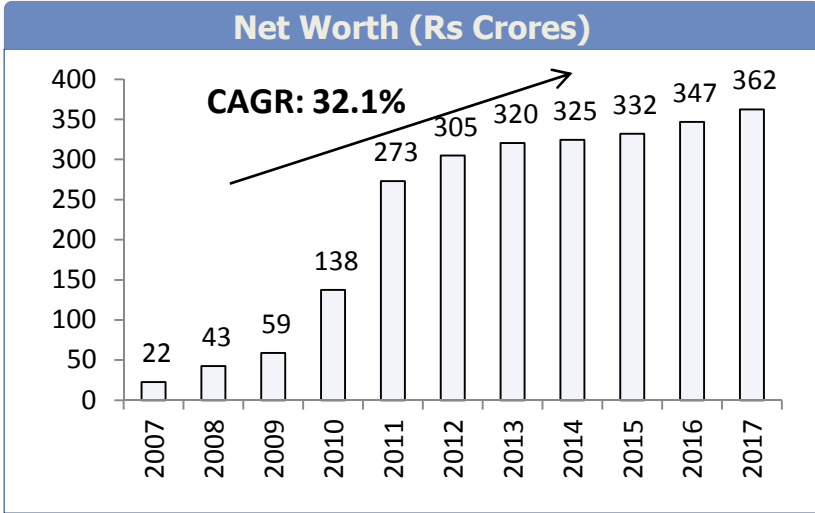
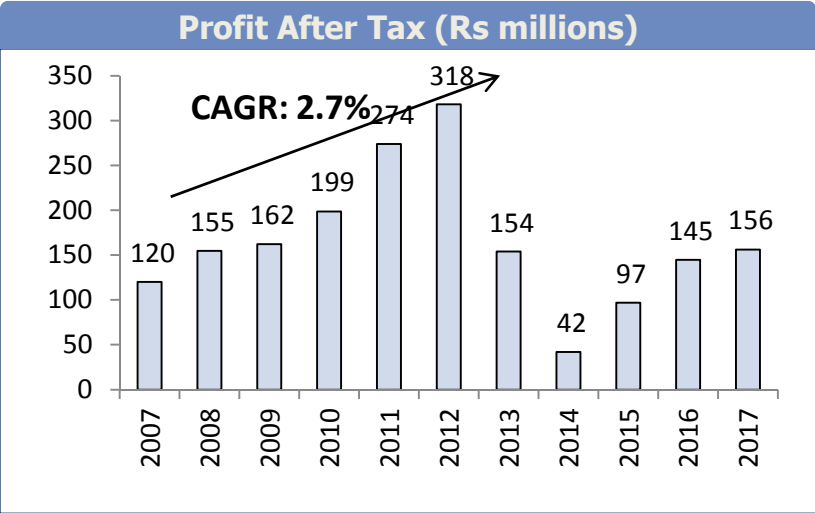
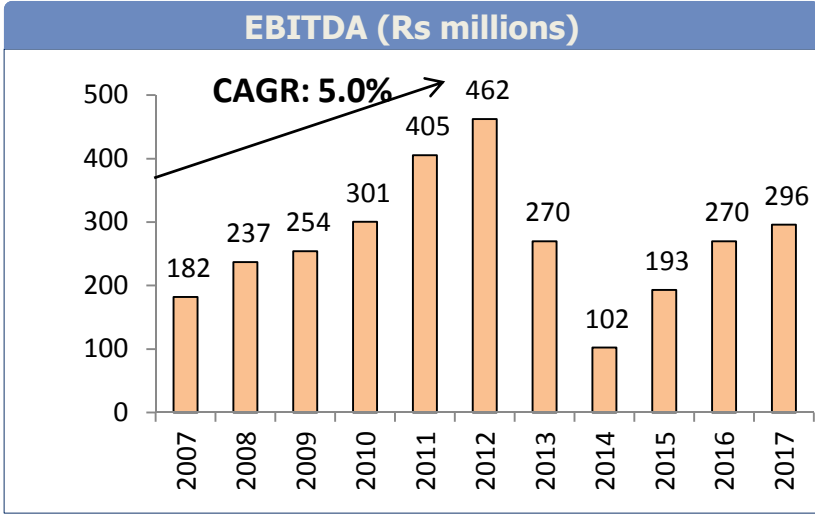
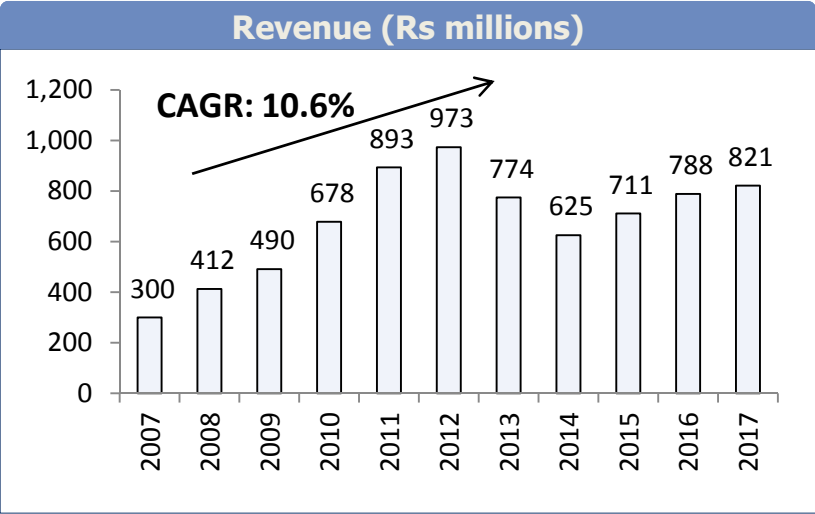
Enrollments	FY2013	FY2014	FY2015	FY2016	FY2017
Total	29,398	24,120	27,366	30,857	29,086
Tutorial Division	27,257	20,655	22,412	23,010	21,057
Formal Education	2,141	3,465	4,954	7,847	8,029
Tutorial Enrollments Split					
Branches-LT CR	17,262	11,122	12,946	13,688	10,689
Branches-ST CR	2,978	1,169	1,333	1,011	625
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,605
Franchisees-ST CR	381	23	87	52	-
School Associations				458	1,801
Distance Learning	4,882	6,577	6,470	6,406	6,337
Formal Break-up					
Higher Education	741	1,642	2,327	3,455	3,738
School Education	1,400	1,823	2,627	3,372	3,451
Vocational Education				1,020	840



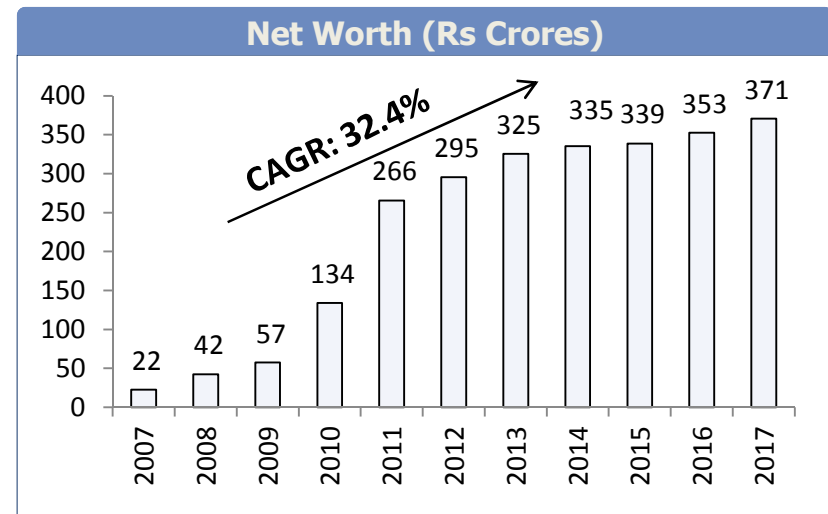
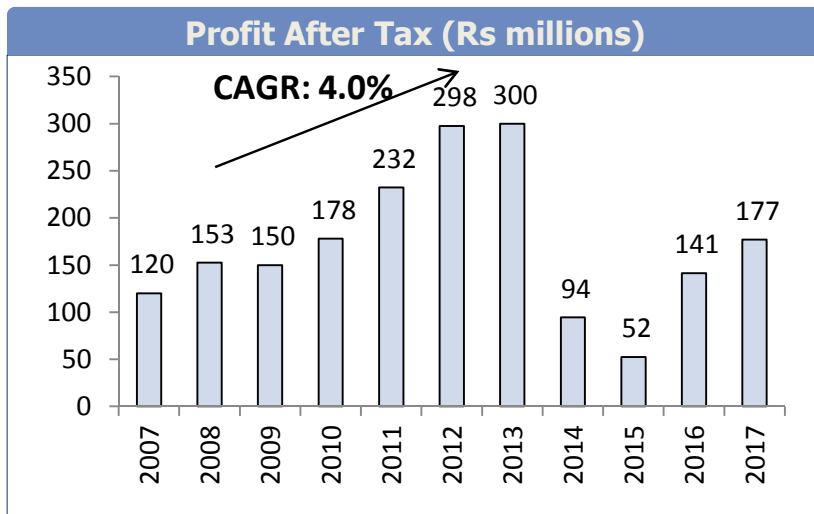
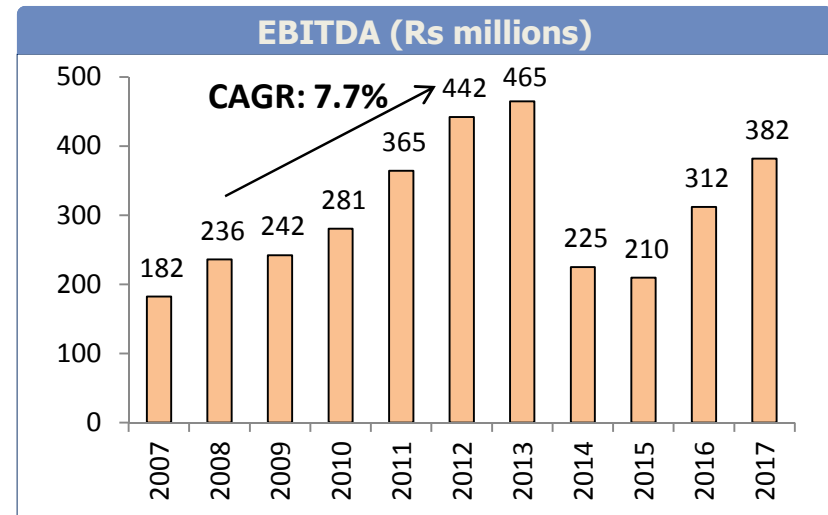
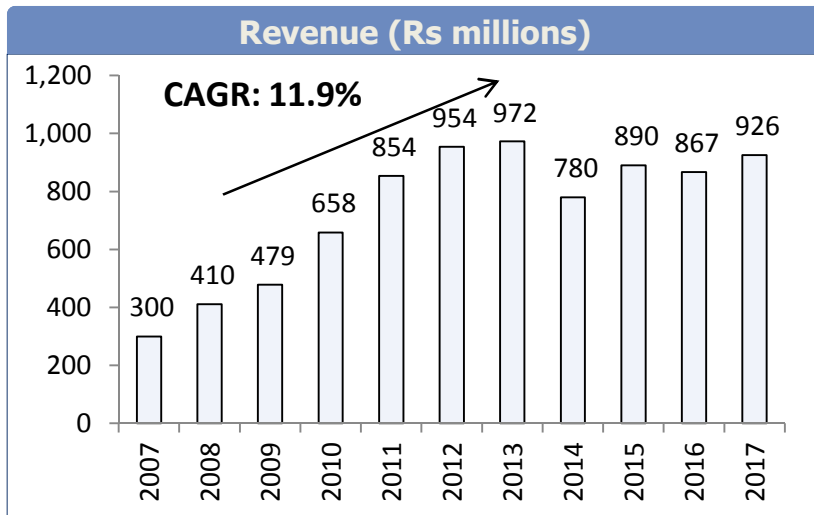
Financial Details



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

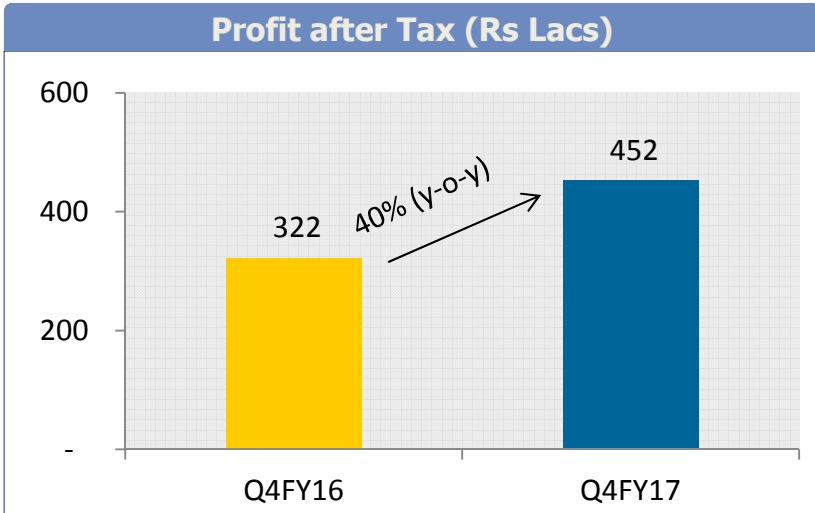
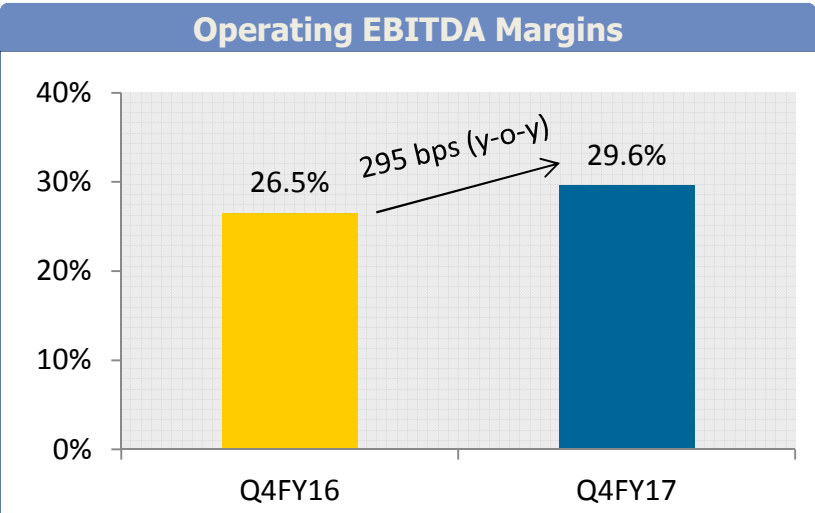
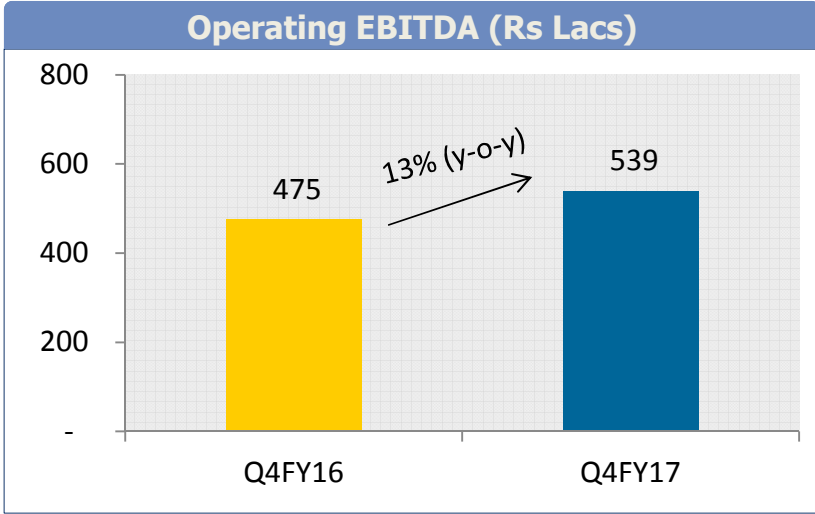
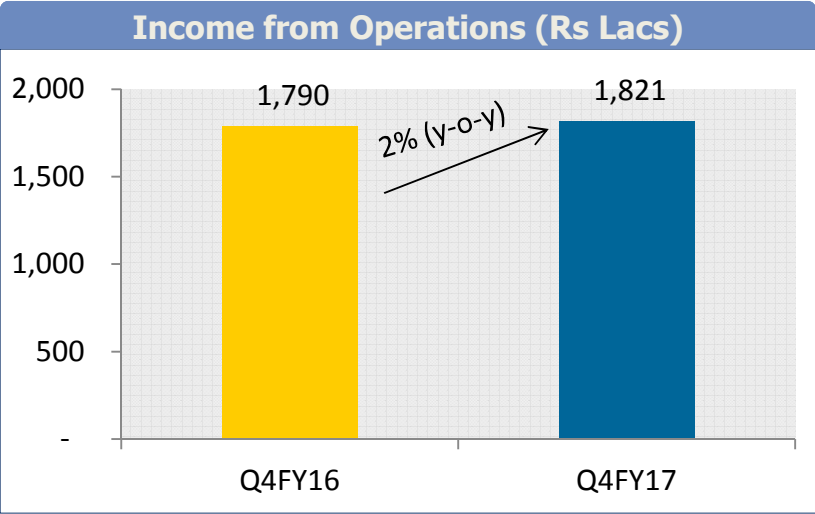
Balance Sheet – Consolidated (8 years)

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

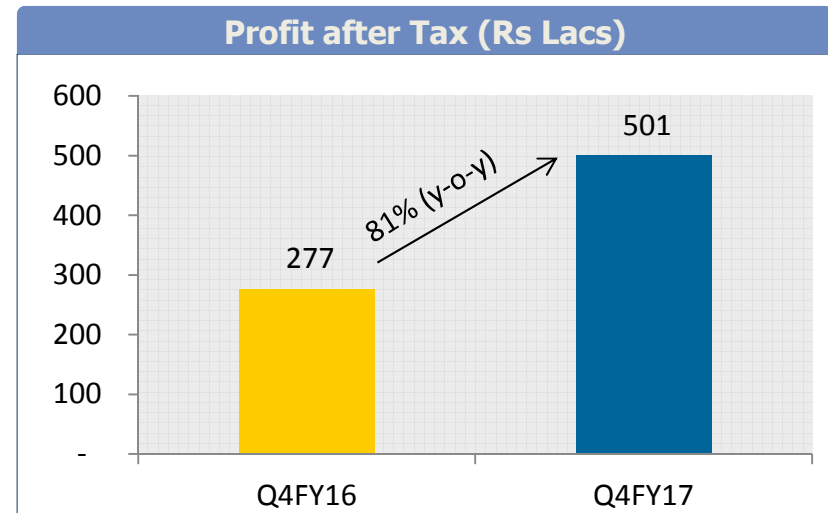
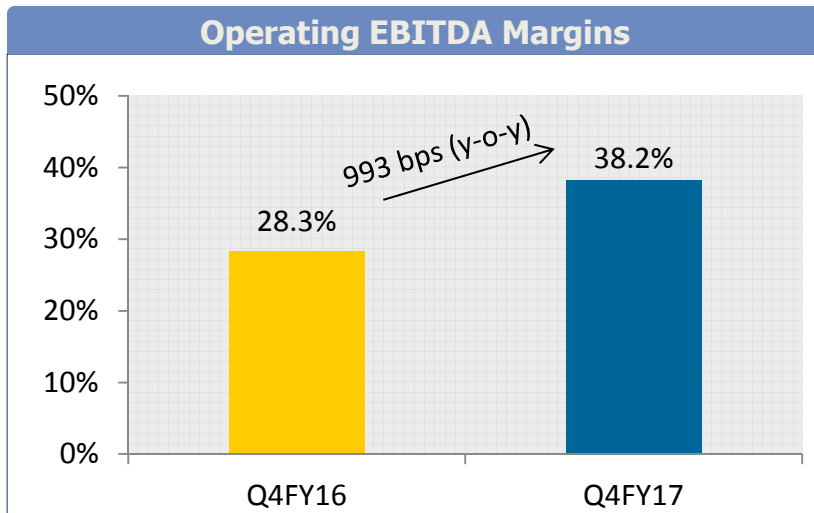
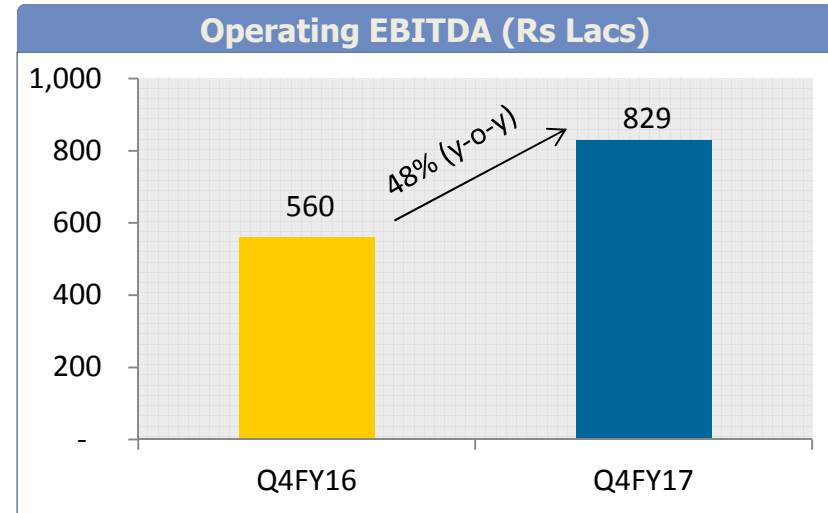
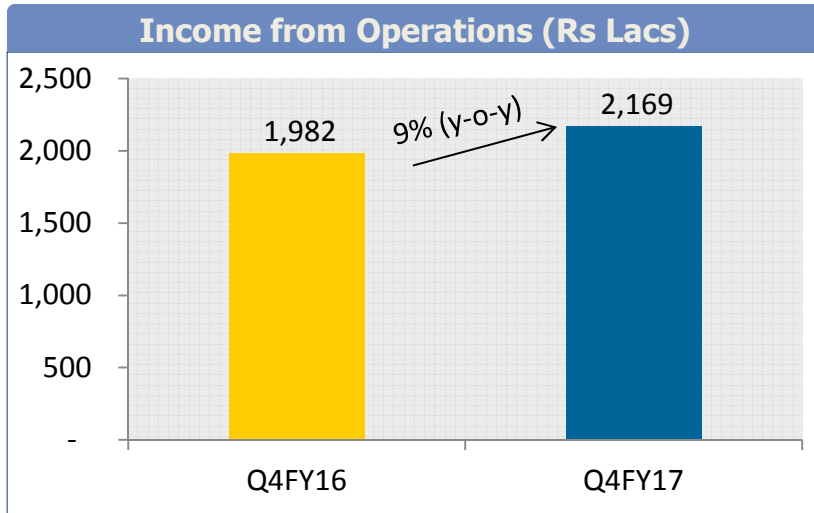
Latest Financial Performance



Standalone Financials – Snapshot (4Q FY2016-17)



Consolidated Financials – Snapshot (4Q FY2016-17)



Income Statement – Standalone (Latest)

Income Statement	----- Standalone ----->				
Rs Lakhs	Q4FY16	Q3FY17	Q4FY17	FY2016	FY2017
Income					
Income from Operation	1,790.0	2,078.6	1,821.4	6,942.5	7,357.2
Other Income	167.9	224.5	173.0	939.8	850.7
Total Income	1,957.8	2,303.1	1,994.4	7,882.3	8,208.0
Expenditure					
Cost of Study Material	49.6	26.5	46.2	190.7	214.6
Employees Cost	840.4	862.3	885.8	3,364.3	3,496.0
G&A and other expenses	425.0	294.3	350.1	1,628.3	1,539.7
Dep. & Amort.	114.7	147.0	115.9	465.2	489.1
Finance Charges	34.2	44.9	52.1	112.0	168.6
Total Expenditure	1,463.9	1,374.9	1,450.1	5,760.5	5,907.9
EBITDA	642.8	1,120.0	712.3	2,699.0	2,957.7
EBITDA Margin	32.8%	48.6%	35.7%	34.2%	36.0%
Operating EBITDA	475.0	895.6	539.3	1,759.2	2,107.0
Op. EBITDA margin	26.5%	43.1%	29.6%	25.3%	28.6%
Profit Before Tax	493.9	928.2	544.3	2,121.8	2,300.1
PBT Margin	25.2%	40.3%	27.3%	26.9%	28.0%
Profit After Tax	322.4	482.4	452.2	1,446.8	1,562.2
PAT Margin	16.5%	20.9%	22.7%	18.4%	19.0%
EPS (Rs)	1.78	2.66	2.49	7.98	8.62

Income Statement - Consolidated (Latest)

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q4FY16	Q3FY17	Q4FY17	FY2016	FY2017
Income					
Income from Operation	1,982.4	2,312.4	2,168.9	7,589.4	8,374.4
Other Income	182.2	169.4	223.8	1,078.5	882.2
Total Income	2,164.7	2,481.9	2,392.7	8,667.9	9,256.6
Expenditure					
Cost of Study Material	69.1	36.0	65.5	277.7	283.8
Employees Cost	905.2	877.7	901.0	3,565.3	3,553.0
G&A and other expenses	447.7	312.8	373.9	1,702.6	1,600.5
Dep. & Amort.	130.4	153.8	121.7	527.0	526.0
Finance Charges	115.1	96.2	270.1	444.0	588.1
Total Expenditure	1,667.4	1,476.4	1,732.3	6,516.6	6,551.4
EBITDA	742.7	1,255.5	1,052.3	3,122.3	3,819.3
EBITDA Margin	34.3%	50.6%	44.0%	36.0%	41.3%
Operating EBITDA	560.5	1,086.0	828.5	2,043.8	2,937.0
Op. EBITDA margin	28.3%	47.0%	38.2%	26.9%	35.1%
Profit Before Tax	497.3	1,005.5	660.4	2,151.3	2,705.2
PBT Margin	23.0%	40.5%	27.6%	24.8%	29.2%
Profit After Tax	276.8	533.2	500.7	1,446.7	1,767.8
PAT Margin	12.8%	21.5%	20.9%	16.7%	19.1%
EPS (Rs)	1.5	2.9	2.8	8.0	9.7

Balance Sheet (Latest)



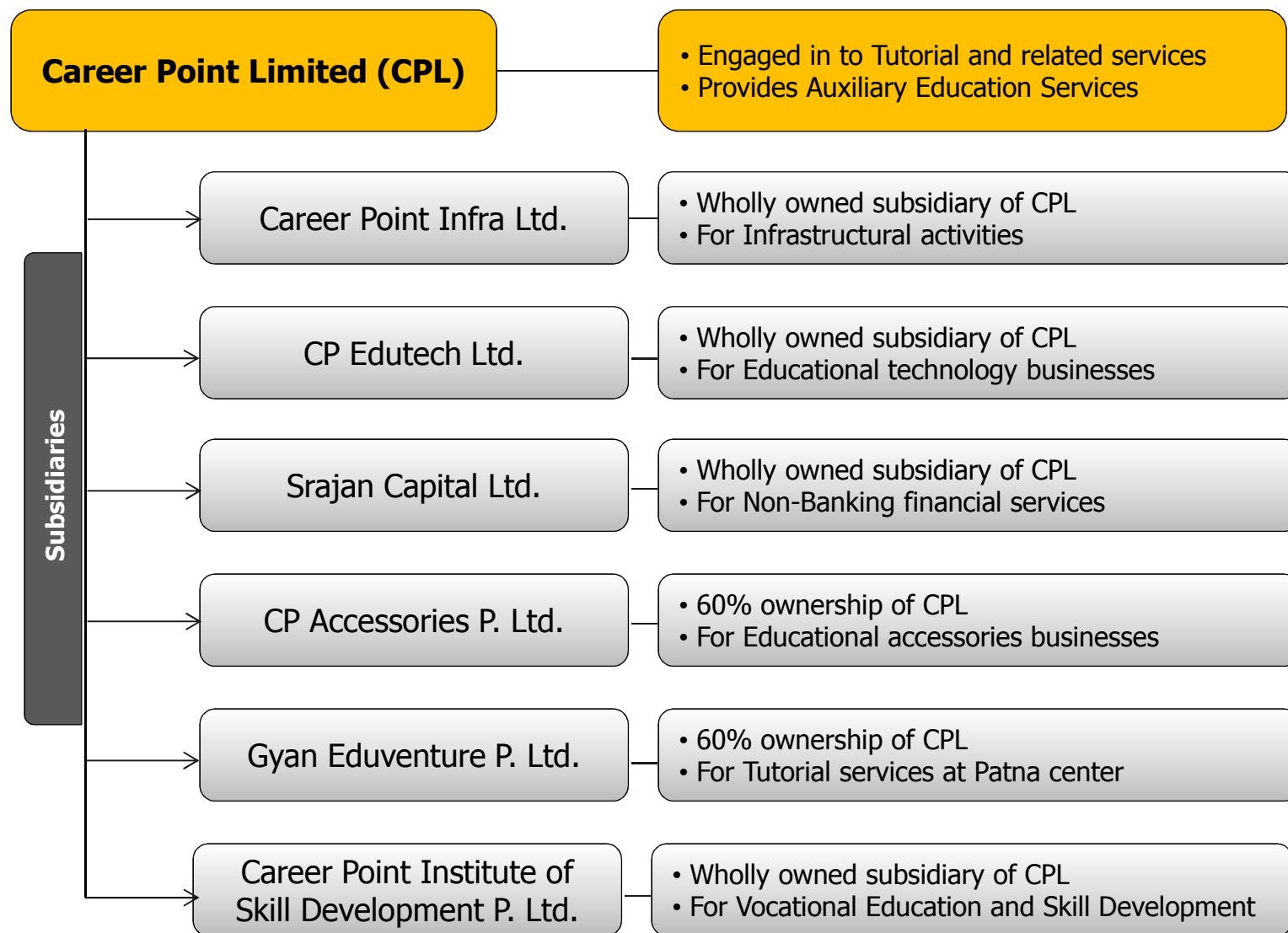
Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2016	31-Dec-2016	31-Mar-2017	31-Mar-2016	31-Dec-2016	31-Mar-2017
Liabilities						
Shareholders' fund	34,672	35,792	36,245	35,283	36,573	37,074
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	32,858	33,979	34,432	33,470	34,760	35,260
Non-current Liabilities	629	727	755	380	501	580
(a) Def. Tax Liabilities	573	676	702	312	432	505
(b) Long Term Provisions	56	51	54	67	69	75
Current Liabilities	1,772	2,392	1,654	1,883	2,541	1,811
(a) Current Liabilities	1,554	2,154	1,567	1,646	2,266	1,694
(b) Provisions	219	238	87	238	275	117
Borrowings	1,413	2,846	2,565	4,735	12,926	12,903
Total Liabilities	38,486	41,757	41,220	42,282	52,541	52,367
Assets						
Fixed Assets (inc. WIP)	12,844	13,806	13,871	16,607	17,810	18,417
Non-current Assets	15,276	16,363	18,388	9,468	5,400	4,361
(a) Loans and Advances	734	273	299	7,836	2,520	2,238
(b) Investments	14,542	16,090	18,089	1,632	2,880	2,123
(c) Other Assets	-	-	-	0	-	-
Current Assets	10,366	11,588	8,961	16,207	29,331	29,589
(a) Inventories	168	107	109	199	174	7,641
(b) Sundry Debtors	343	387	154	8,082	4,222	4,002
(c) Cash & Bank Balances	92	1,214	302	248	1,756	888
(d) Current Investments	2,866	2,776	2,778	3,031	10,489	3,996
(e) Loans and Advances	6,898	7,104	5,618	4,647	12,691	13,062
Total Assets	38,486	41,757	41,220	42,282	52,541	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
Director - Academics



Dr. Gurudatt Kakkar
GM-Higher Education



U.S. Kejriwal
General Manager-Infra



Mahesh Bhangriya
VP-Corporate Strategy



Tarun Kumar Jain
Company Secretary

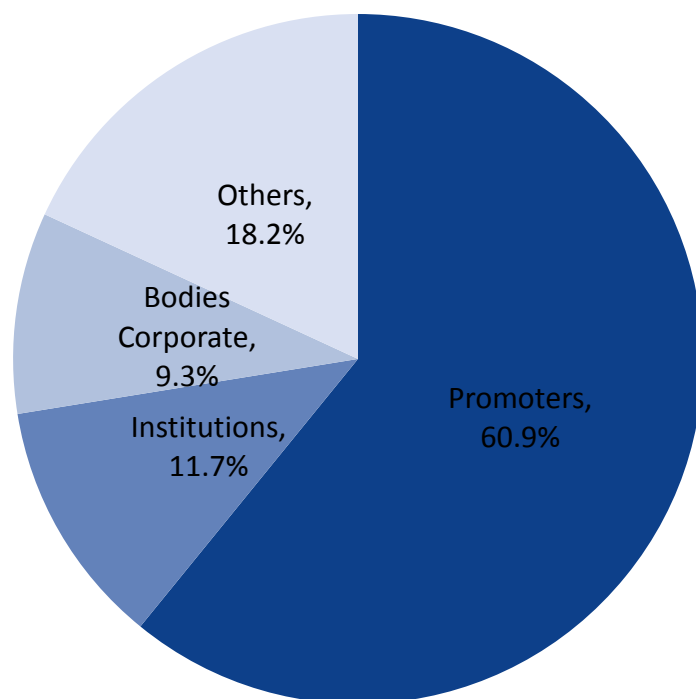


Manish Sharma
AGM-Business Dev.

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%
Stock Holding Corp	2.98%
Nadathur Estates	1.88%
Mr. Akash Bhanshali	1.84%
DSP Blackrock	1.57%
Rajasthan Global Securities	1.30%
Enam Investments	0.84%
Total	20.40%

As on 31 Mar 2017

Asset Details



Name of the Institution	Educational Segment	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity	
				Built-up	Overall Campus
Career Point University, Kota	Higher Edu.	32.70	4 Lacs	5,000	>20,000
Career Point University, Hamirpur	Higher Edu.	25.34	1.6 Lacs	1,500	>5,000
Career Point Gurukul, Kota	Residential K12	10.27	5 Lacs	1,450	3,000
Career Point Gurukul, Mohali	Residential K12	10.98	1.5 Lacs	500	1,000
Career Point Gurukul, Rajsamand	Residential K12	10.33	1.6 Lacs	500	1,000
Global Public School, Kota	School-K12	1.54	50K	2,000	2,400
Career Point World School, Jodhpur	School-K12	2.08	57K	1,200	2,400
Career Point, IPIA, Kota	Tutorial	1.01	1.25 Lacs	15,000	N.A.
Career Point Tower-2, Kota	Vocational Edu.	1.03	1.25 Lacs	1,500	
Career Point Ltd., Jaipur	Tutorial	0.19	20K	5,000	N.A.
JBS Childrens' Paradise, Kota (CP Gurukul)	School-K12		1 Lac	1,500	2,400

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

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Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | mahesh@cpil.in
Mr. Tarun Jain | Company Secretary | tarun.jain@careerpointgroup.com

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