



To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal
Street, Mumbai – 400 001.

To,
Listing Department,
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra, (E), Mumbai – 400 051.

**Scrip Code: 540403, Scrip Symbol: CLEUCATE
ISIN: INE201M01029**

Sub: Outcome of Investors Earnings Call pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Ma'am/Sir(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to the disclosure dated February 01, 2022 with respect to Schedule of Analysts and Investors Earnings Call to discuss the Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter and nine months' period ended December 31, 2021, please find attached herewith the presentation made at the Investors/ Analysts Earnings call.

A recording of the Analysts and Investors Earnings Call is available on the website of the Company at the web link: <http://www.cleducate.com/quarterly-results.html>

The aforesaid information will also be hosted on the Company's website at www.cleducate.com.

Kindly take the above details on record.

Thanking You

For CL Educate Limited



**Arjun Wadhwa
Chief Financial Officer**

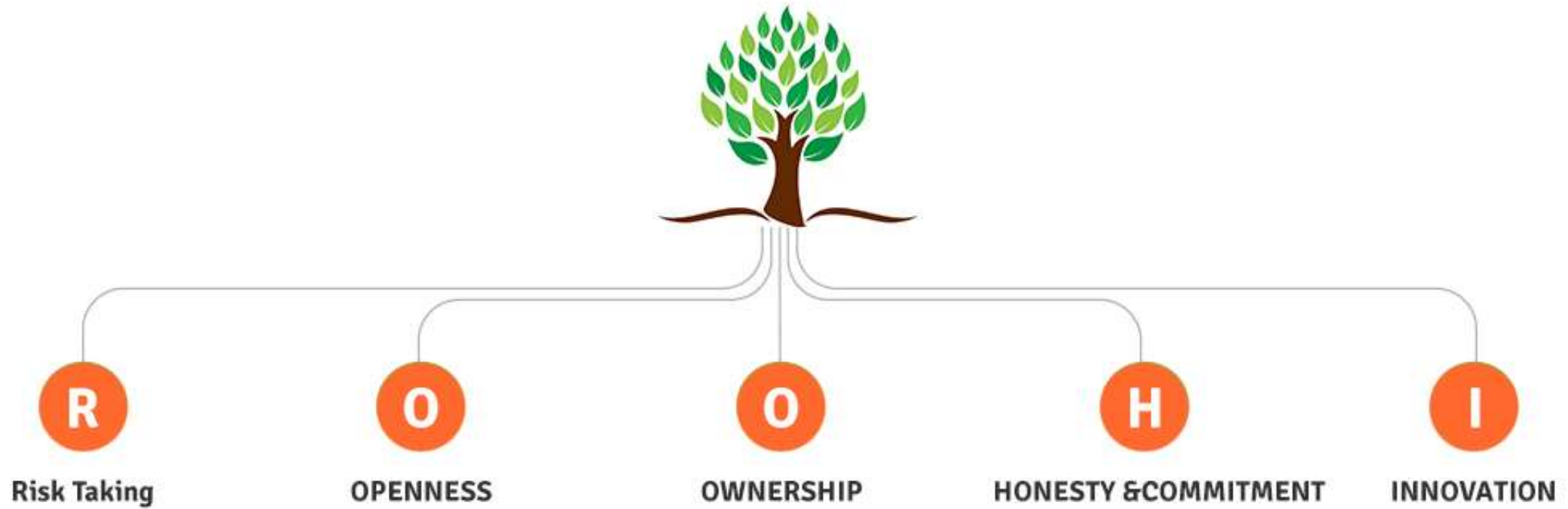
Place: New Delhi

Date: February 04, 2022



Excellence In Education. Since 1995
Q3 FY21-22 Investor Presentation

Core Values



Safe Harbor

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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

CL Educate Ltd. will not be in any way responsible for any action taken based on such data or comments or statements and undertakes no obligation to publicly update these data or comments or forward-looking statements to reflect subsequent events or circumstances.

FY 20-21 or FY 21 means the year ending March 31, 2021

FY 21-22 or FY 22 means the year ending March 31, 2022

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Zoomed Out View
A Summary



Financial
Updates



Business Updates



Corporate Update

Zoomed Out View – A Summary



CL Educate · 1D · NSE O114.85 H117.25 L109.75 C115.85 +0.35 (+0.30%)

Volume 20 39.491K 43.433K

Exit Full Screen (ESC)

Market Closed

Contributing Factors

- Q-o-Q business performance improved
- On Track to becoming Debt free by Dec 22
- Core business focus: Sustainable Revenue growth & Enhanced Margins
 - ✓ Distribution expansion through partners
 - ✓ Product Expansion (Done)
 - ✓ CU-CET



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Business Updates

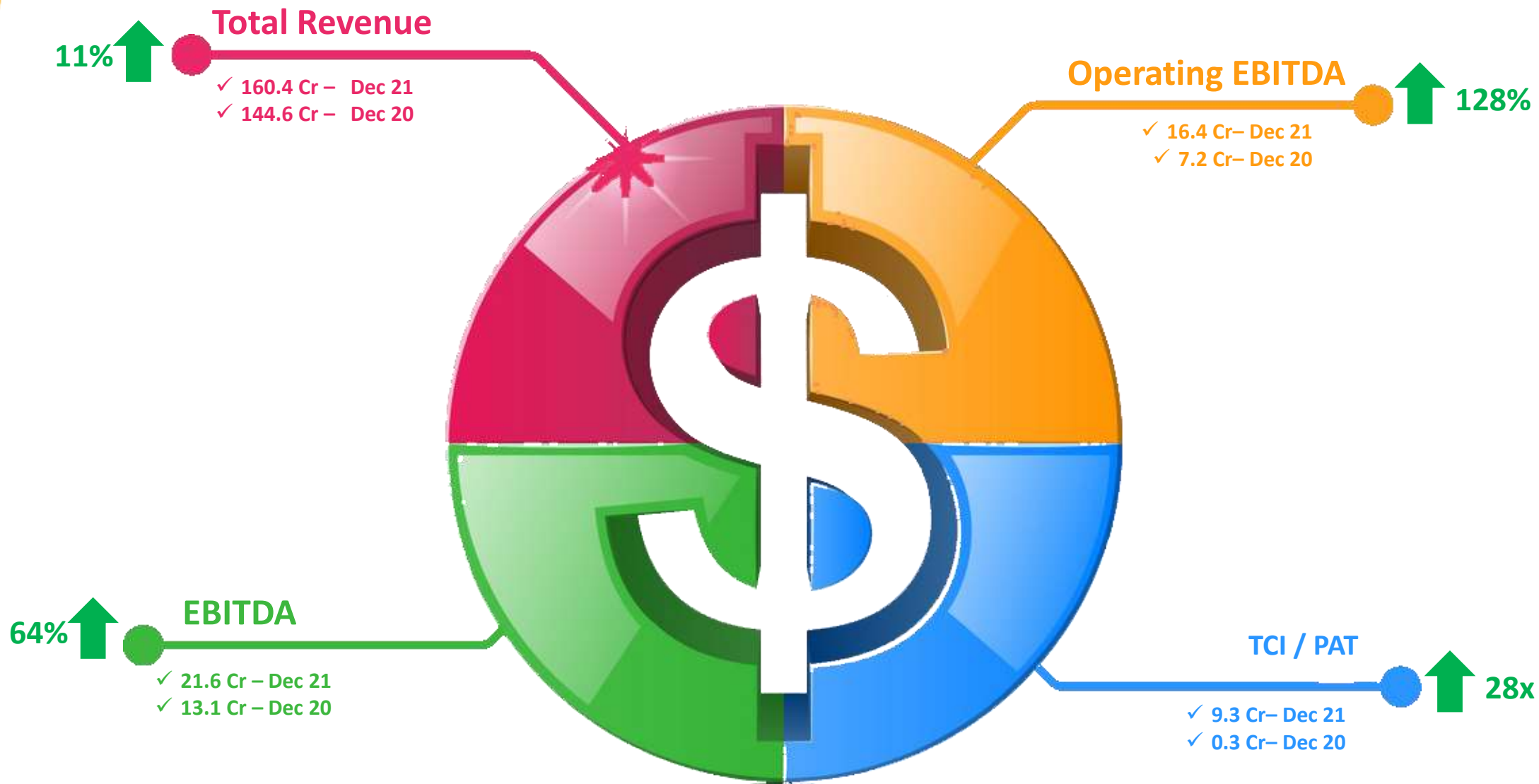


Corporate Update

Key Financial Indicators

| | Dec 21 | Dec 20 | FY21 |
|-------------------------------|--------|--------|--------|
| Total Revenue (Cr) | 160 | 145 | 194 |
| EBITDA (Cr) | 22 | 13 | (1) |
| TCI / PAT (In Cr) | 9.3 | 0.3 | (11.8) |
| EPS | 3.2 | (0.0) | (8.5) |
| ROE (Annualized) | 4.4% | -0.01% | - 4.3% |
| ROCE (Annualized) | 6.8% | 2.8% | - 3.2% |
| Days Sales Outstanding (Days) | 83 | 164 | 104 |
| Gross Cash (In Cr) | 58 | 70 | 69 |
| Total Borrowings (In Cr) | 17 | 44 | 43 |

Financial Snapshot



Cash Position

(Rs. In Cr)

| | Mar 20 | Mar 21 | Dec 21 |
|-------------------------|-------------|-------------|-------------|
| MF Investments | 37.2 | 38.5 | 39.5 |
| Fixed Deposits | 12.4 | 13.0 | 6.2 |
| Cash & Cash Equivalents | 11.6 | 17.3 | 12.1 |
| Gross Cash | 61.1 | 68.8 | 57.8 |
| Total Borrowings* | 47.8 | 42.9 | 17.3 |
| Long Term Borrowings | 3.6 | 5.7 | 3.4 |
| Net Cash | 13.4 | 25.9 | 40.6 |

* Current Maturities are included in Total Borrowings

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Corporate Update

Biz Segment : Updates

(Rs. In Lakhs)

| | Q3 FY22 | Q2 FY22 | Q-o-Q | Q3 FY21 | Y-o-Y | Dec 21 | Dec 20 | Y-o-Y |
|------------------------|--------------|--------------|-------------|--------------|------------|--------------|--------------|------------|
| EdTech | 2,755 | 3,235 | -15% | 2,435 | 13% | 9,364 | 8,211 | 14% |
| Segment Results (EBIT) | 311 | 650 | -52% | 557 | -44% | 1,626 | 1,035 | 57% |
| MarTech | 2,261 | 2,086 | 8% | 2,154 | 5% | 6,160 | 5,659 | 9% |
| Segment Results (EBIT) | 203 | 182 | 11% | 144 | 41% | 487 | 201 | 142% |

- 9-month Revenues and EBITDA show positive trends, suggesting that the worst of the pandemic is now behind us. Can continue focus on sustainable profitable growth.
- Decrease in Q-o-Q EdTech Revenue due to seasonality. Q3 is usually the lowest quarter for student services.
- EdTech Q3 results (Y-o-Y) lower due to impact of salary and overhead reductions in FY21
- MarTech results shows significant growth on yearly basis. Clients responding well to the new VEP platform.

EdTech Business Update

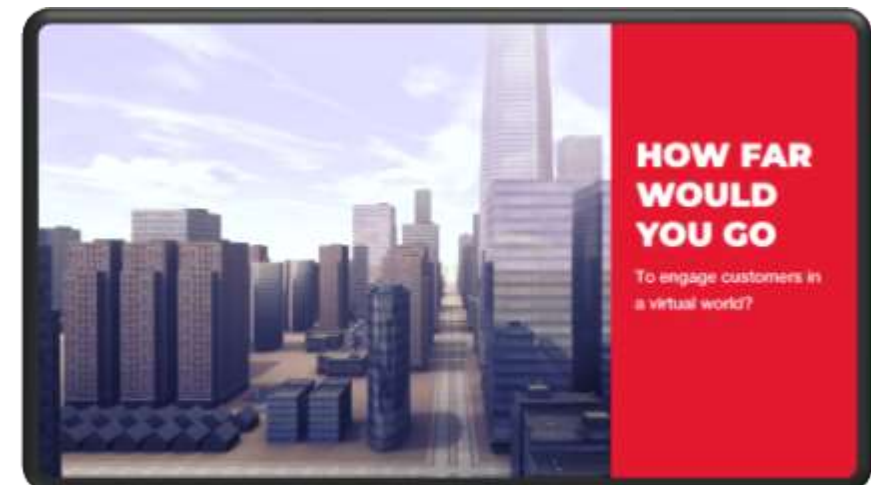
- Student Revenue up 9% Y-o-Y. Recovery continues despite COVID threat.
- Non-Student revenue up 30% Y-o-Y basis.
 - Colleges and Universities also increasingly responsive to student acquisition business
- ARPUs continue to trend closer to Pre-COVID levels
 - MBA – Billing up 21%;
 - Law – Billing up 17%
 - BBA / IPM – Billing up 43%
 - International Education (GMAT/GRE) – Billing up 71%
- Partner Biz Billing up 30%
- Partnership with Vidya Mandir Classes to open new avenues of business
- Publishing bouncing back. Revenue up 5.5x (3.6 Cr vs 0.6 Cr)

MarTech Business Update

- Q-o-Q & Y-o-Y revenue grows ~9%
- Results: up 142% on Y-o-Y
- Virtual Events Business grows from \$1mn in FY'21 to \$2.1mn in 9-months of FY'22
- VOSMOS launch scheduled. New lines of business expansion includes – Keystone “Metaverse”



Kestone – VOSMOS, Virtual Reality



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- Three Land parcels liquidated during the period Apr-Dec 21.
 - Cash Infusion ~12 Cr
 - The third of these happened in Q3 for Rs. 3.24cr
- Merger Order has been reserved by NCLT



Thank You

For Investor Relations Queries Contact



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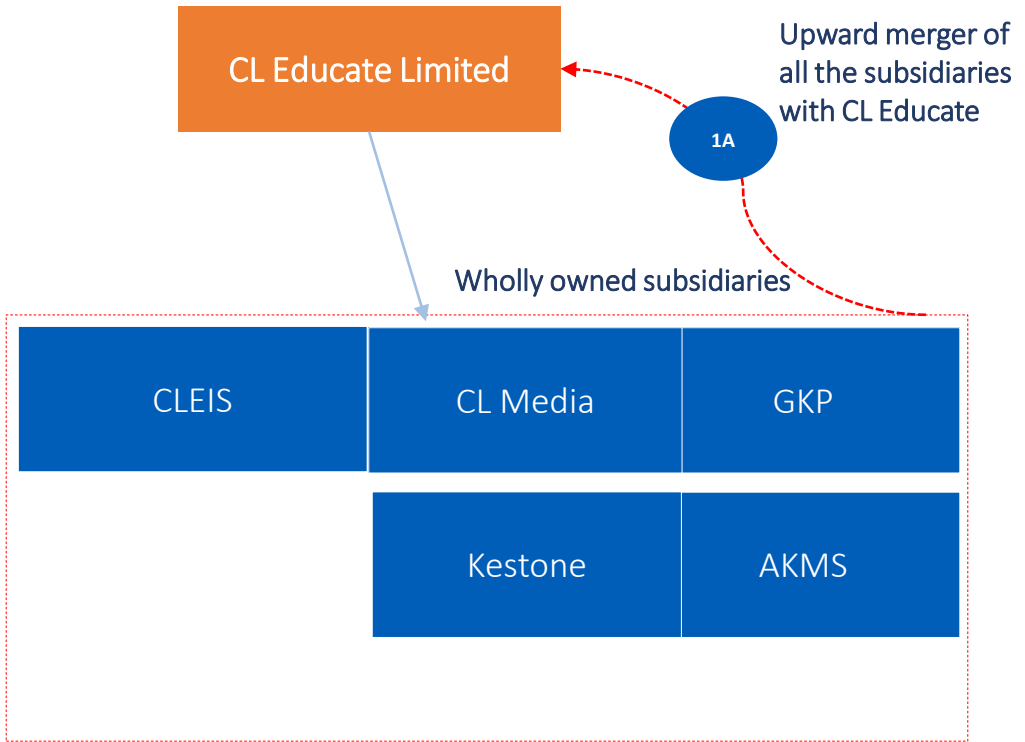
WISDOM IR

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Annexures

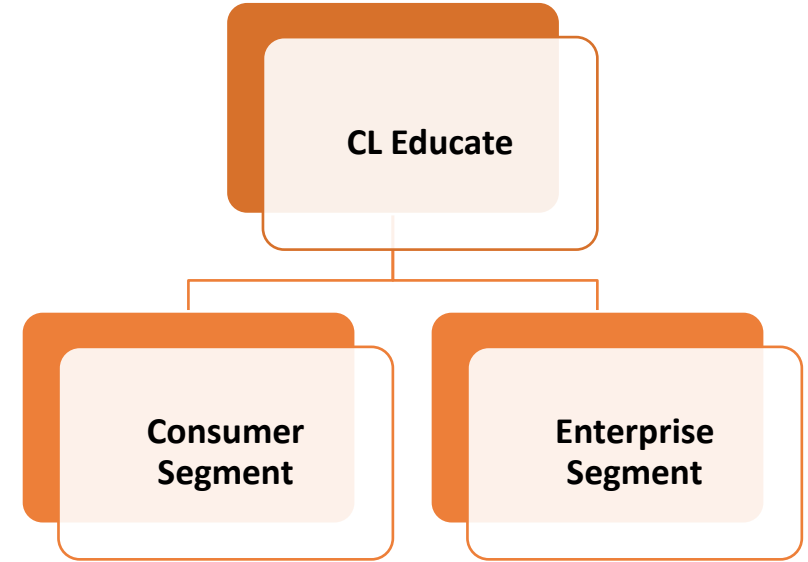
Merger Scheme

Pre-Merger Organization Structure



Composite Scheme: Merger of CLEIS, CL Media, GKP, AKMS and Kestone with CL Educate

Post-Merger Organization Structure

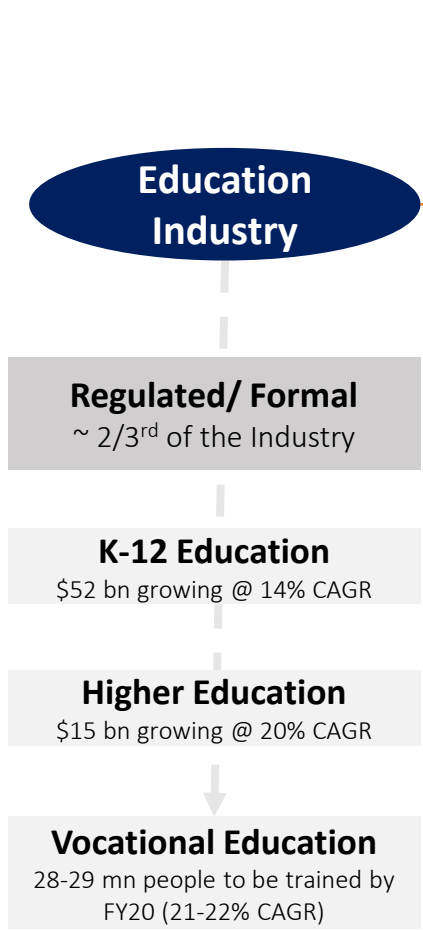


Operating in sizable @\$100 bn+, fast-growing industry

A \$100 bn+ market growing @16% CAGR

7.2% GDP Growth expected in the \$2.2 trillion Indian economy in FY18 (IMF)

Budget'19 allocation to education is Rs 8,187 bn, Up 10% YoY



CL's focus areas

Unregulated/ Informal/ Entrepreneurial

Test-prep/ Coaching

Publishing

Assessments

Research Services

Skill Training

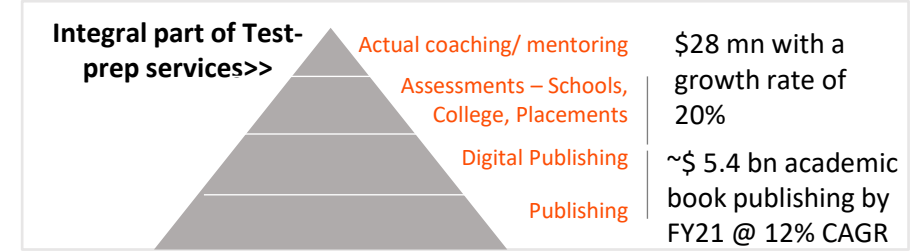
EdTech

Figures in Rs Cr

| | | | | | | |
|---------------|---------------|------------------|------------|-----------|-------------|---------------------------------|
| JEE 14,600 | GATE 1,680 | Medical 6,400 | MBA 390 | Law 83 | CA 2,520 | UPSC, SSC, Bank PO 11,500 |
|---------------|---------------|------------------|------------|-----------|-------------|---------------------------------|

CL's market-leading offerings

Rs 37,800 Cr in FY16 growing @ 14% CAGR**



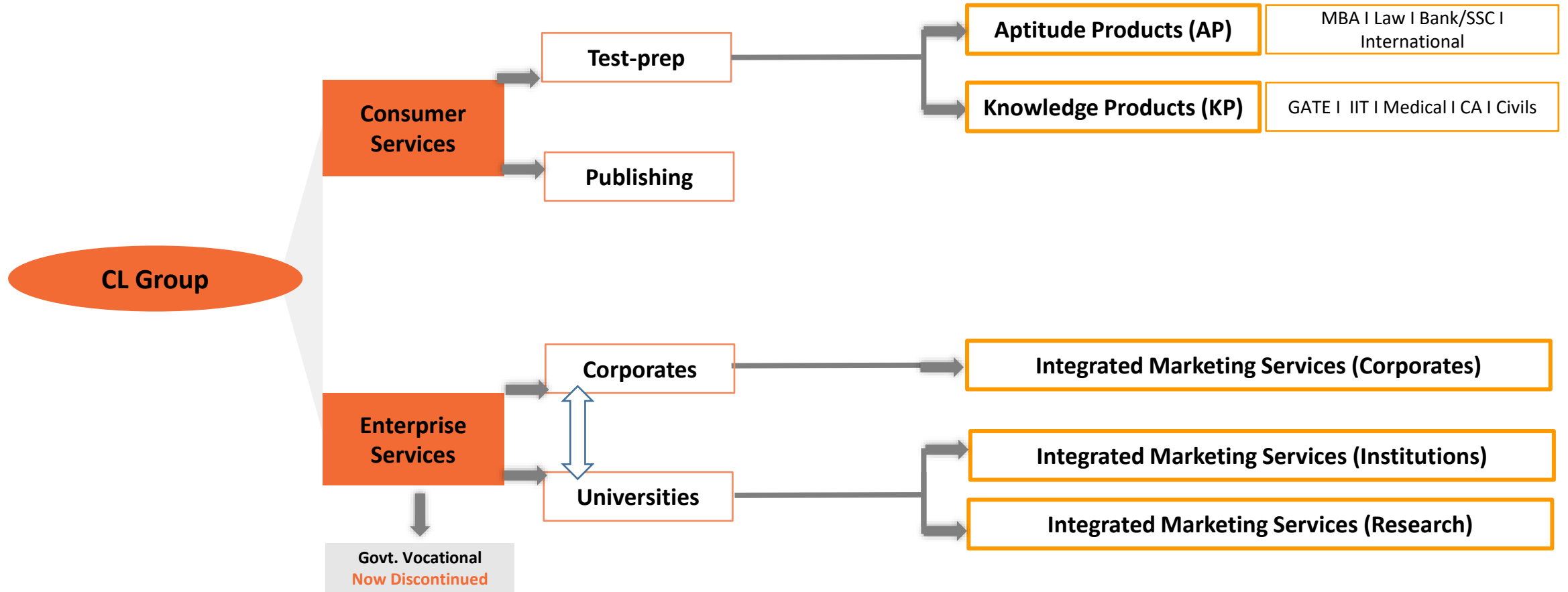
Sunrise segment - Boosted by recently introduced universities ranking (NIRF) by MHRD, increased corporate demand for innovation & research solutions

Huge Employability Skills demand – ~1mn youth enter the job market every month, Government encouraging Public Private Partnerships for Skill Training

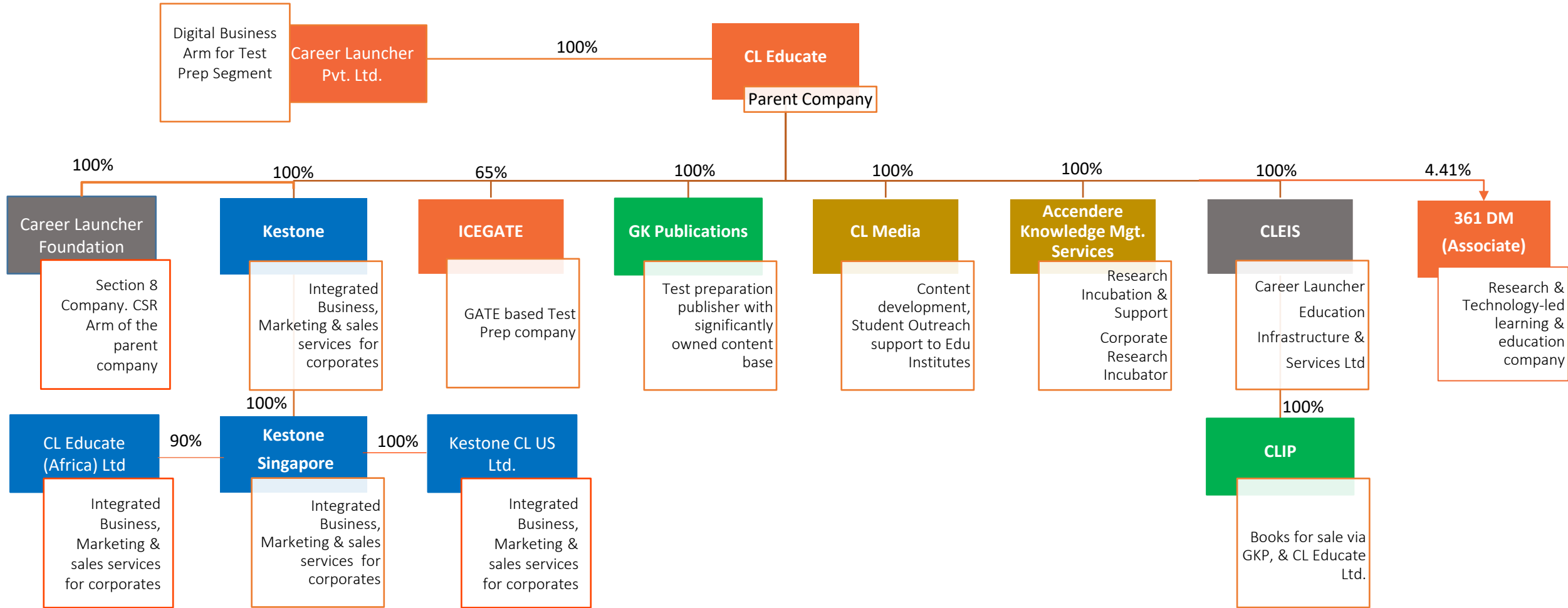
India's digital learning market is ~\$2bn in 2016, and is expected to reach \$ 5.7bn by 2020, , online market to 8-fold by 2021 to reach \$2bn

Source: Technopak, CAGR – 2016 to 2020
** Source: CRISIL, Google & KPMG

Comprehensive product portfolio in Knowledge & Career Services



Corporate Structure



Leader in Test-Prep Segment

Consumer



Bouquet of Products (MBA, Law, Civils, GATE, Engg, etc.)

National **Test-Prep** leader

Well known **Publications** for test-prep

Delivering **Successful Outcomes**

1

Rank 1 in AILET & CLAT 2020

7 out of 10

Top Ranks in AILET & CLAT 2020

87

CL Students who received interview Calls from IPM-IIM Indore

2,636

Students receiving at least one IIM Call in CAT 2020

Growing Brand Equity from Sustainable Strengths

1

Most comprehensive product-reach portfolio: 15 product groups + Network of 200+ centers pan India & ~4 Lakh consumers in FY21



2

Household Test-Prep Brand - Market leader in Aptitude Products (AP) MBA & Law offerings



3

Scalable & asset-light business – 200+ test prep centres in FY21



4

Strong Content – Comprehensive, fully owned content, complemented by experienced faculty & trainers.



5

Technology driven – Multiple modes to reach students via digital strategies. 79% digital enrolments in FY21



6

New brand acquisitions - Addition of Knowledge Products (KP) via ETEN CA & IAS business acquisition; planned majority in ICE GATE Academy



Knowledge services for Corporates, Educational Institutions

Differentiated offerings + One of the best execution capabilities

Enterprise



Corporates
35% Share



Universities
3% Share

Unique Learning cum productivity DNA in **Corporate services**

Pioneer & Leader in **Research & Ranking** improvement services

Knowledge Services for Corporates

1 Kestone

2,500+

Creative, approachable, multidiscipline Kestonians

100+

Strong reach and infrastructure to Indian cities & 10 + global destinations

Sales

- Managed Manpower Services
- Training & Development

Marketing

- Marketing Communication
- Customized Engagement Programs
- Digital Marketing
- Experiential Marketing

Research Services & Innovation

2 CL Media



3 Accendere

For Corporate & Universities –facilitates wrt reaching out to the right student set and improving their quality of intake. Provides marketing services to corporates

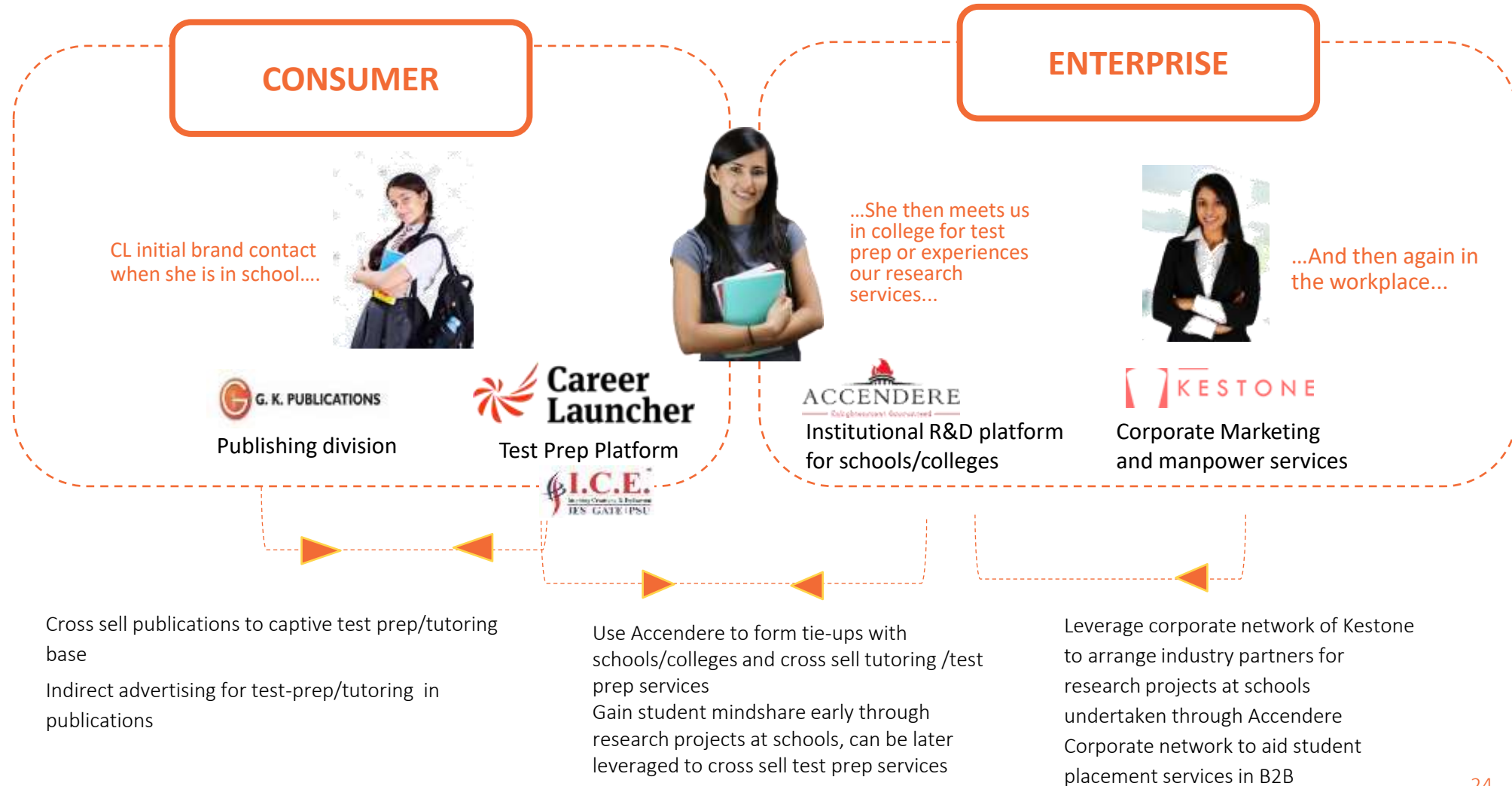
For Universities – facilitates universities wrt improving their rankings through research and start-up incubation

Cross-leveraging between consumer & enterprise platforms

Brand recognition across learning life cycle

Multi-monetising of same customer at various stages of life

Using same infrastructure at different times of day and year for high ROI



Strong ethos

Strong team, complete focus on governance & processes

Professionally qualified, experienced and active board



Satya Narayanan R., Chairman & Executive Director

- 25+ years of experience in the education sector
- Bachelor's degree in Computer Sciences from St Stephen's
- Post Graduate Diploma from IIM Bangalore

Gautam Puri, Vice Chairman & Managing Director

- 25+ years of experience in the education sector
- Bachelor's degree in Chemical Engineering from Punjab Engineering College
- Post Graduate diploma from IIM Bangalore

Nikhil Mahajan, Executive Director & CEO Enterprise business

- 24+ years of experience in finance and education
- Bachelor's degree in Electrical Engineering from Benaras Hindu University
- Post Graduate diploma from IIM Bangalore

Girish Shivani, Independent Director, Chairman Audit Committee

- 23+ Yrs of exp in IT, Telecom, Media, Finance, Corporate Strategy & Operations
- Co-Founder & Managing Partner – Yournest Venture Capital

Imran Jafar, Non-Executive & Non-Independent Director

- Co-Founder & Managing Partner Gaja Capital. 18+ Yrs exp. In PE, Pharma & Technology
- MBA from IIM-B, & Masters degree in software engineering from BITS Pilani

Piyush Sharma, Independent Director

- PhD in Marketing from Nanyang Technological University, Singapore (2006)
- Post Graduate diploma from IIM Bangalore
- Associated with Dabur, Becton, ITC, BHEL

Madhumita Ganguli, Independent Director

- Over 25 years of experience and heads a large part of HDFC

Sanjay Tapriya, Independent Director,

- CEO Uniworld Sugar Pvt Ltd
- CA & CS

High Corporate Governance

- ✓ Independent/ Nominee Directors are a majority on Board
- ✓ Internal Audit by a reputed external firm
- ✓ Audit Committee, Nomination & Remuneration Committees have only independent/ nominee directors
- ✓ Whistle-blower mechanism
- ✓ Statutory Auditors – Walker Chandiook & Co LLP

Key Senior Management



Arjun Wadhwa, Chief Financial Officer (CFO)

- 15+ Yrs of Experience in education space
- Profitable entrepreneurship ventures – Thesportscampus.com & Goals for Souls.
- Post Graduate diploma from MDI, Gurgaon

R Shiva Kumar, Chief Academic Officer

- 24+ years of experience in the private education sector,
- Bachelor's degree in Technology from IIT Madras,
- Post Graduate diploma from IIM Kolkata

Sreenivasan .R, Chief Customer Officer

- Over 20 years of experience in the education sector,
- Master's degree in Technology from Jawahar Lal Nehru University;
- Master's degree in Business Administration from IIM Bangalore

Sujit Bhattacharyya, Chief Digital Officer

- Over 20 years of experience in the education sector,
- Bachelor of Technology degree in Electrical Engineering from IIT Kharagpur;
- Post Graduate diploma from IIM Bangalore