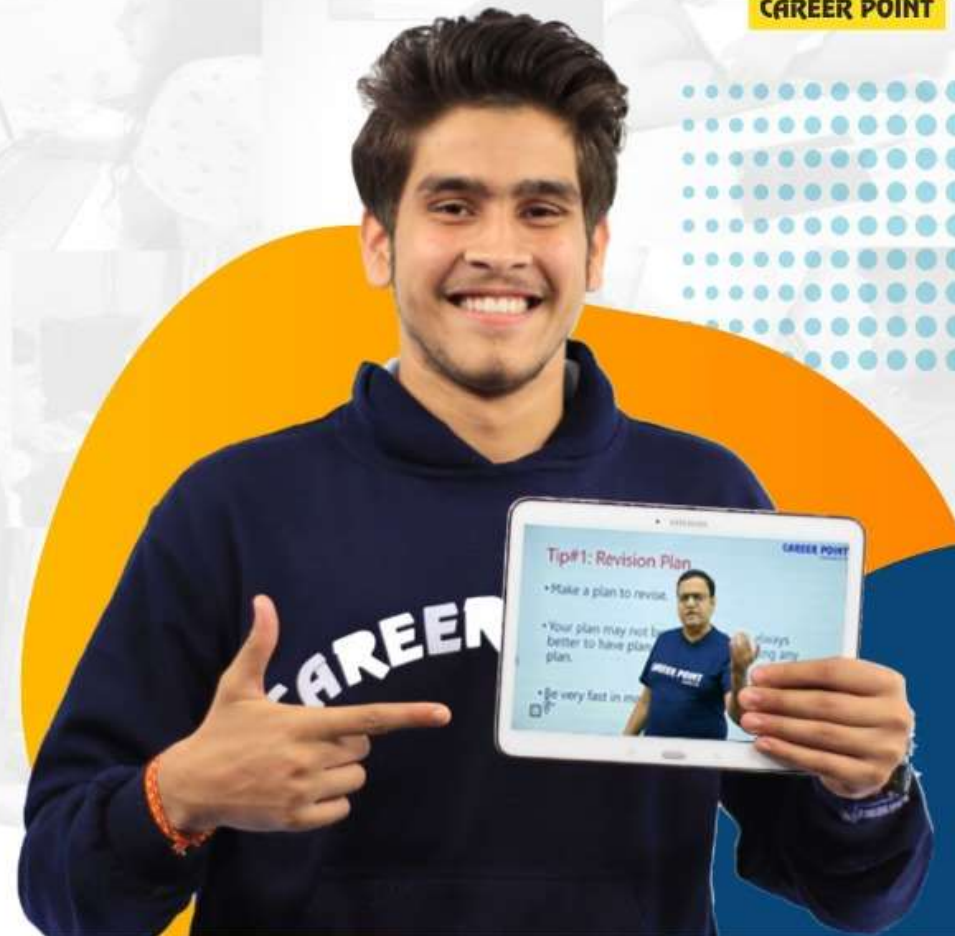




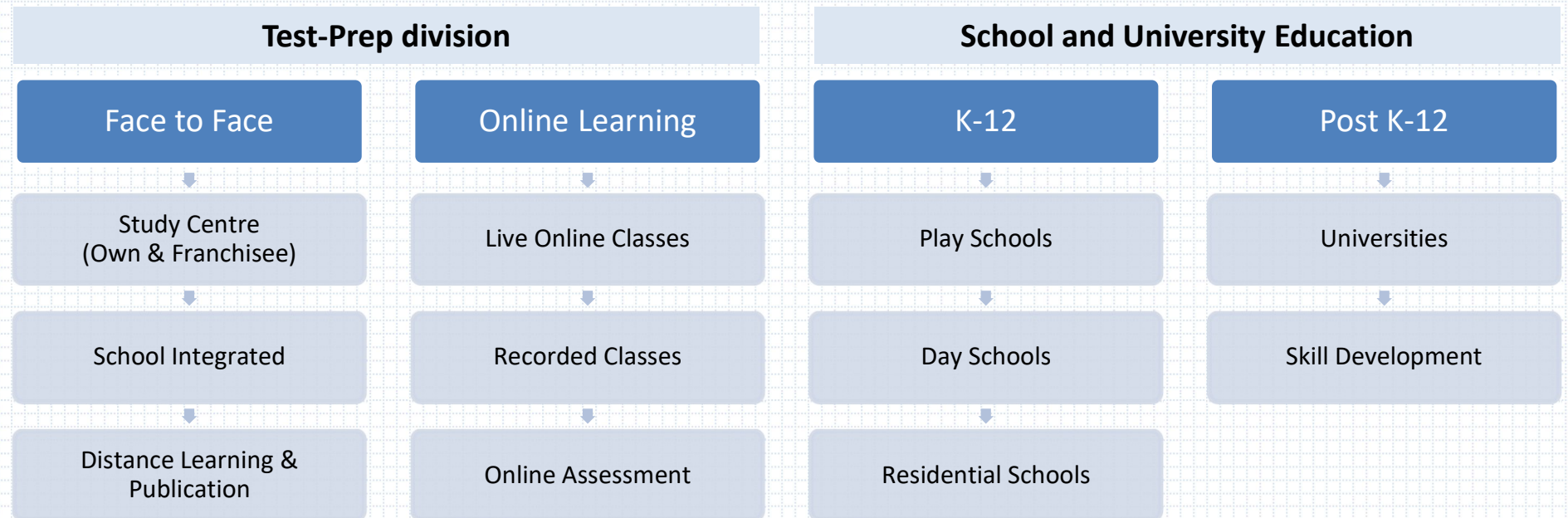
# CAREER POINT

version 2.0

Investor Update : Q2 / H1 FY2021-22



# Our Businesses



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

## Our Brands



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## Business Updates – Q2/H1 FY2021-22

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- Campuses including test-prep centers, K12 Schools and Higher education institutions are now being opened in phases for offline delivery of education.
- New courses have been launched with hybrid model of education services wherein leveraging technology platforms of eCareerPoint with network of different centers and institutions.
- Advanced technological features have been added on eCareerPoint mobile app to provide personalized learning solutions and improve overall experience of the students.
- Career Point's fast growing e-learning division along with the sustained formal education verticals have boosted total education businesses by y-o-y growth of \_\_% in the first half of FY 2021-22.
- A decline in financing income is in-line with lowered assets in previous year. A provision on substandard assets had been accounted in Q4 of FY2020-21.
- The restructuring of the company businesses is under progress. Objective is to align existing businesses as per changed market dynamics while improving efficiency in operations.



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## Financial Updates – Q2/H1 FY2021-22

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- Income from operations for the period (H1 FY2021-22) is rupees 25.9 crores on consol basis and rupees 12.2 crores at standalone level.
- Total revenue, including other income, is reported of rupees 27.7 crores on consol basis and rupees 19.5 crores at standalone level.
- Reported EBITDA (including other income) of rupees 19.2 crores on consolidate numbers and rupees 12.2 crores on standalone resulted EBITDA Margin of 69.4% and 62.6%, respectively.
- A y-o-y growth of 8% in income from operations at standalone level came from increased educational income across different verticals. A decline in financing income at consol level resulted lower revenue at consolidate level.
- Net income was reported with a double digit growth at rupees 6.8 crores and EPS (Earning per share) of rupees 3.78 on standalone basis. At consol level, the company reported net income of rupees 12.1 crores and EPS of rupees 6.66 despite a lower financing income.
- As on 30 September 2021, Net worth of the company was reported of rupees 460 crores and Book value per share of rupees 253.

## Income Statement: Standalone

Income Statement	<----- Standalone ----->				
Rs Lakhs	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	640.7	588.4	630.8	1,125.2	1,219.2
Other Income	449.8	442.3	289.5	848.7	731.8
<b>Total Income</b>	<b>1,090.5</b>	<b>1,030.7</b>	<b>920.3</b>	<b>1,973.9</b>	<b>1,951.0</b>
<b>Expenditure</b>					
Cost of Study Material	16.1	24.9	0.3	37.4	25.2
Employees Cost	219.3	202.6	209.4	367.9	412.0
G&A and other expenses	99.9	144.6	147.5	191.2	292.1
Dep. & Amort.	94.5	91.3	88.1	189.6	179.3
Finance Charges	99.9	80.9	59.8	212.6	140.7
<b>Total Expenditure</b>	<b>529.8</b>	<b>544.3</b>	<b>505.1</b>	<b>998.6</b>	<b>1,049.4</b>
<b>EBITDA</b>	<b>755.2</b>	<b>658.6</b>	<b>563.1</b>	<b>1,377.4</b>	<b>1,221.6</b>
EBITDA Margin	69.2%	63.9%	61.2%	69.8%	62.6%
<b>Operating EBITDA</b>	<b>305.4</b>	<b>216.3</b>	<b>273.6</b>	<b>528.7</b>	<b>489.9</b>
Op. EBITDA margin	47.7%	36.8%	43.4%	47.0%	40.2%
<b>Profit Before Tax</b>	<b>560.7</b>	<b>486.4</b>	<b>415.2</b>	<b>975.2</b>	<b>901.6</b>
PBT Margin	51.4%	47.2%	45.1%	49.4%	46.2%
<b>Profit After Tax</b>	<b>420.9</b>	<b>369.3</b>	<b>317.8</b>	<b>754.4</b>	<b>687.1</b>
PAT Margin	38.6%	35.8%	34.5%	38.2%	35.2%
<b>EPS (Rs)</b>	<b>2.32</b>	<b>2.03</b>	<b>1.75</b>	<b>4.15</b>	<b>3.78</b>

# Income Statement: Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,506.2	1,360.0	1,232.1	2,887.4	2,592.1
Other Income	174.8	83.5	90.3	305.5	173.8
<b>Total Income</b>	<b>1,681.0</b>	<b>1,443.4</b>	<b>1,322.5</b>	<b>3,193.0</b>	<b>2,765.9</b>
<b>Expenditure</b>					
Cost of Study Material	26.9	23.2	1.3	51.3	24.5
Employees Cost	232.2	218.3	225.3	392.5	443.6
G&A and other expenses	122.8	158.0	220.1	226.9	378.1
Dep. & Amort.	106.5	104.3	98.3	212.4	202.6
Finance Charges	124.1	106.2	88.4	260.9	194.6
<b>Total Expenditure</b>	<b>612.4</b>	<b>610.0</b>	<b>633.4</b>	<b>1,144.0</b>	<b>1,243.4</b>
<b>EBITDA</b>	<b>1,299.2</b>	<b>1,043.9</b>	<b>875.8</b>	<b>2,522.2</b>	<b>1,919.8</b>
EBITDA Margin	77.3%	72.3%	66.2%	79.0%	69.4%
<b>Operating EBITDA</b>	<b>1,124.3</b>	<b>960.5</b>	<b>785.5</b>	<b>2,216.7</b>	<b>1,745.9</b>
Op. EBITDA margin	74.6%	70.6%	63.7%	76.8%	67.4%
<b>Profit Before Tax</b>	<b>1,068.6</b>	<b>833.5</b>	<b>689.1</b>	<b>2,049.0</b>	<b>1,522.6</b>
PBT Margin	63.6%	57.7%	52.1%	64.2%	55.0%
<b>Profit After Tax</b>	<b>797.2</b>	<b>652.3</b>	<b>557.7</b>	<b>1,548.9</b>	<b>1,210.0</b>
PAT Margin	47.4%	45.2%	42.2%	48.5%	43.7%
<b>EPS (Rs)</b>	<b>4.39</b>	<b>3.59</b>	<b>3.07</b>	<b>8.53</b>	<b>6.66</b>

## Balance Sheet: Q2/H1 FY2021-22

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2021 Ind AS	30-Jun-2021 Ind AS	30-Sep-2021 Ind AS	31-Mar-2021 Ind AS	30-Jun-2021 Ind AS	30-Sep-2021 Ind AS
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>41,786</b>	<b>42,155</b>	<b>42,473</b>	<b>44,797</b>	<b>45,438</b>	<b>46,007</b>
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	39,967	40,336	40,654	42,977	43,618	44,188
<b>Non-current Liabilities</b>	<b>826</b>	<b>819</b>	<b>847</b>	<b>1,241</b>	<b>1,237</b>	<b>1,259</b>
(a) Def. Tax Liabilities	789	783	810	699	701	728
(b) Provisions & Others	37	36	37	542	536	531
<b>Current Liabilities</b>	<b>950</b>	<b>939</b>	<b>894</b>	<b>1,117</b>	<b>1,141</b>	<b>1,142</b>
(a) Current Liabilities	947	912	806	1,009	992	963
(b) Provisions	3	28	88	109	150	178
<b>Borrowings</b>	<b>5,678</b>	<b>3,835</b>	<b>3,091</b>	<b>7,178</b>	<b>5,429</b>	<b>4,478</b>
<b>Total Liabilities</b>	<b>49,240</b>	<b>47,750</b>	<b>47,306</b>	<b>54,333</b>	<b>53,245</b>	<b>52,886</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>13,191</b>	<b>13,092</b>	<b>13,032</b>	<b>19,111</b>	<b>18,986</b>	<b>21,048</b>
<b>Non-current Assets</b>	<b>18,002</b>	<b>17,941</b>	<b>18,010</b>	<b>9,915</b>	<b>10,973</b>	<b>11,969</b>
(a) Loans and Advances	1,144	1,078	1,147	9,546	10,593	11,580
(b) Investments	16,858	16,863	16,863	369	380	388
(c) Other Assets	-	-	-	-	-	-
<b>Current Assets</b>	<b>18,047</b>	<b>16,717</b>	<b>16,264</b>	<b>25,307</b>	<b>23,286</b>	<b>19,869</b>
(a) Inventories	86	70	83	354	317	303
(b) Sundry Debtors	560	651	679	4,216	4,310	2,640
(c) Cash & Bank Balances	184	286	196	1,192	963	770
(d) Current Investments	2,519	1,705	1,665	2,519	1,705	1,665
(e) Loans and Advances	14,699	14,005	13,642	17,026	15,991	14,492
<b>Total Assets</b>	<b>49,240</b>	<b>47,750</b>	<b>47,306</b>	<b>54,333</b>	<b>53,245</b>	<b>52,885.6</b>

# Thank You



## Career Point Limited

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

Registered Office: Career Point limited, Village Tangori, Banur, Punjab, India

### Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | [pramod@cpil.in](mailto:pramod@cpil.in)

Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | [mahesh@cpil.in](mailto:mahesh@cpil.in)

Mr. Tarun Jain | Company Secretary | [tarun.jain@cpil.in](mailto:tarun.jain@cpil.in)

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