



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: CLEDUCATE
ISIN: INE201M01029**

Subject: 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 our disclosure dated May 03, 2024 with respect to Schedule of Analysts and Investors Earnings Call to discuss the Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and Financial Year ended March 31, 2024, please find attached herewith the presentation made at the Investors/ Analysts Earning 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: May 09, 2024**



Excellence Since **1995**

FY24 Investor Presentation



Core Values



Safe Harbour

This presentation has been prepared by CL Educate Limited (the “Company”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. Data and comments contained in the presentation are basis what the Company believes are a reasonable representation of its businesses. The numbers represented at certain places are management estimations carried out on the basis assumption taken regarding the nature of business. By accessing this presentation, the person acknowledges and agrees that the information contained herein is not a substitute for their independent investigation, analysis, and judgment. The person should consult their own financial, legal, tax, and other advisors before making any investment decisions based on the information presented.

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.



Career Launcher – Trusted Pan India Omnichannel Test Prep Brand



175

Centers



35%+

Market Share:
MBA & Law



650K+

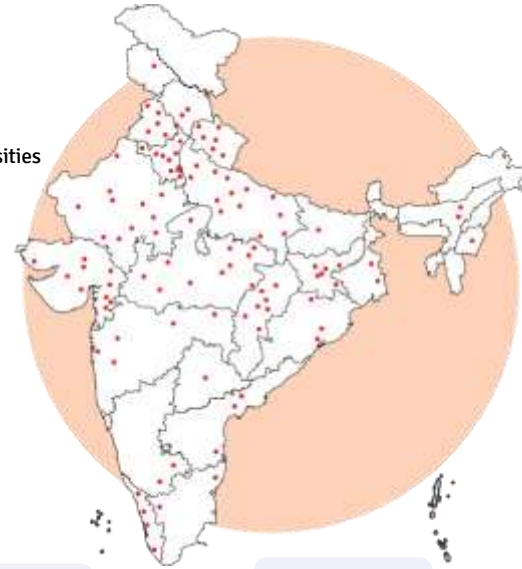
Books Sold



400+

Institutional
Clients

- Present in the verticals of:
 - Test preparation and admission consulting
 - Content Monetization: Publishing of competitive books
 - Platform Monetization: Integrated Solutions to Educational Institutions & Universities
- Established dominance in Aptitude segments of MBA, Law & IPM
- CUET & Study abroad added as key verticals in FY23.
- Launched a digital platform 'Aspi.ai' to tap into the online content delivery opportunity
- Proprietary content, complemented by experienced faculty members & trainers
- International presence predominantly in the Middle East at present



5+

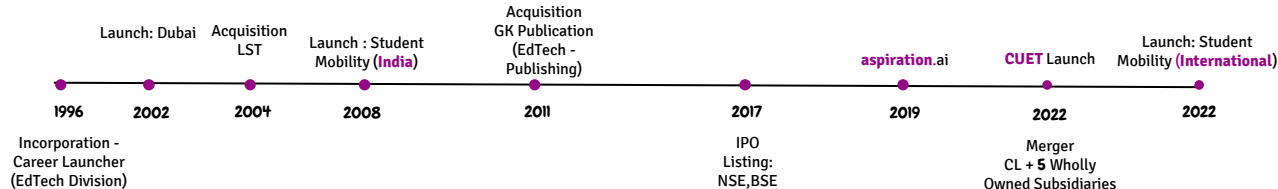
Locations in
UAE












5

Locations in
Asia + Africa

Key Milestones



Test Preparation: Key Offerings & way forward

Course & Delivery	Launch Year	Way forward
MBA (TAM: 3.3 L)   	1996 30-35% Market Share	<ul style="list-style-type: none">Expansion:<ul style="list-style-type: none">Market Share expansionState level exams: MHCET, SNAP, XATPre-COVID: 70 Cr Billing
LAW (TAM: 60 K)   	2004 35-40% Market Share	<ul style="list-style-type: none">Expansion: Market size expansionFY24 CLAT+AILET Registrations:60K;Law as career is gaining acceptance and momentum.Expected to reach 100K registrations with change in exam cyclePre-COVID: 63 Cr Billing
New Growth Drivers		
CUET (UG) (TAM: 14 L)   	2022 New Exam	<ul style="list-style-type: none">Expansion: Brand New Market; Expected to be GaoKao (China) of India17 Lakh+ Students registeredExpected registrations: 70 Lakh in next 3-5 yearsAdd 100+ physical centers dedicated towards CUET + board exam coaching
Student Mobility	2022 New Product	<ul style="list-style-type: none">Expansion: New Market6 Million Students studying in non-native countriesMarkets: India to Anywhere & Anywhere to AnywhereFocus: Network Expansion, Consulting growth



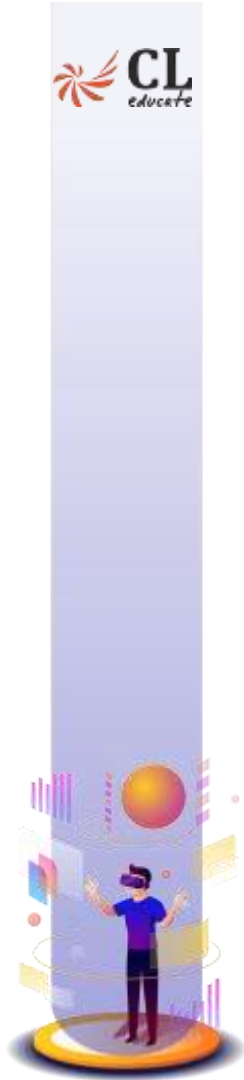
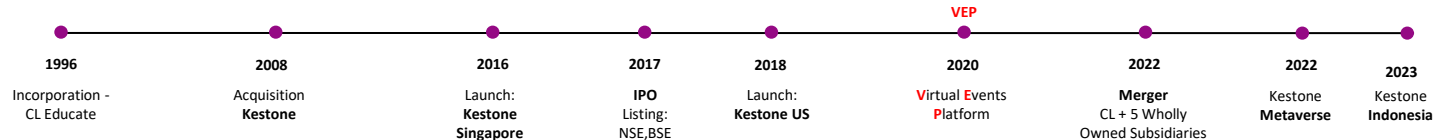
Kestone – Solving Experiential Business & Marketing Problems Globally



- **Kestone**
 - Global offices – **India, USA, Singapore, Mauritius, Indonesia & UAE**
 - Services offered:
 - Event Management (Physical) & Virtual Events Platform
 - Digital & MarComm Services
 - Customized Engagement Programs (CEP)
 - Transitioning Biz to Metaverse
 - Managed Manpower Services



Key Milestones



Content



Financial Update

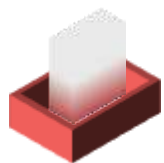


Business Update



International Update





Financial Update



FY24 Financial Update

12%

Total Revenue

- ✓ Mar 24: 332.4 Cr
- ✓ Mar 23: 297.7 Cr



EBITDA

18%

- ✓ Mar 24: 37.9 Cr
- ✓ Mar 23: 32.1 Cr

12%

PBT

- ✓ Mar 24: 21.6 Cr
- ✓ Mar 23: 19.3 Cr



Biz PAT*

12%

- ✓ Mar 24: 15.6 Cr
- ✓ Mar 23: 13.9 Cr

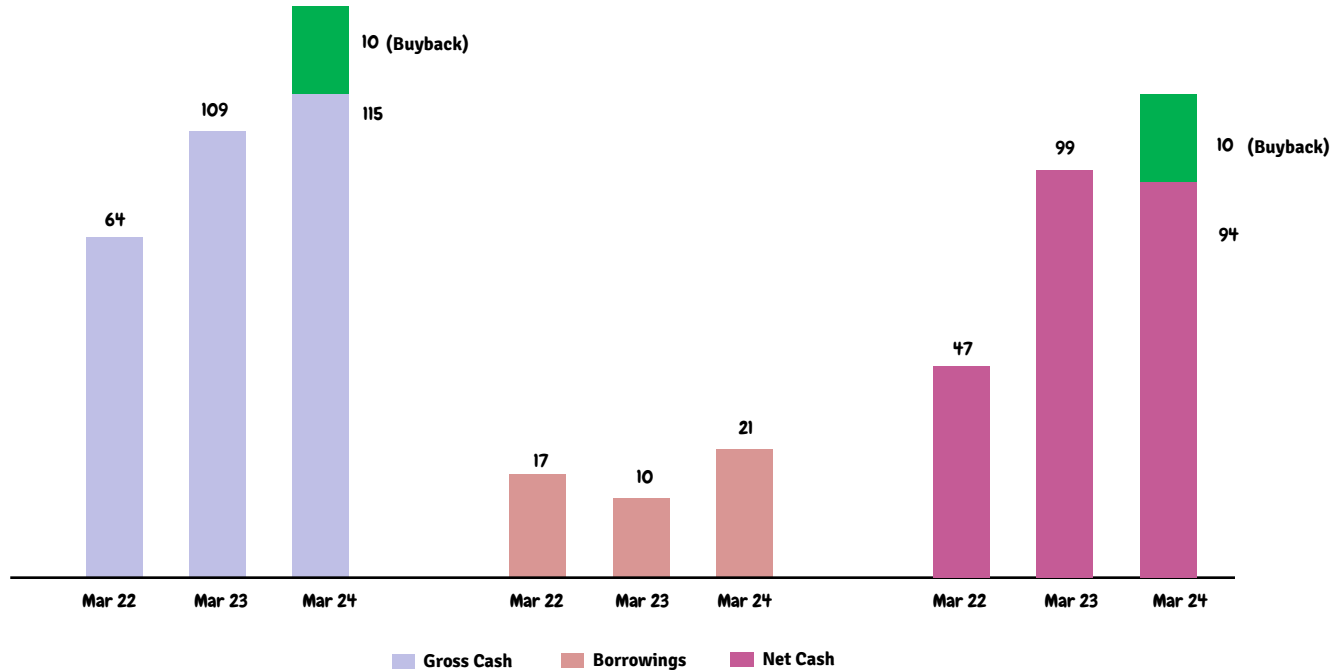


* Adjusted for One-time Exceptional Deferred Tax Impact in Mar 23



Net Cash Position

(All Figures in Rs. Crores)



- Company continues to be Net Debt Free.
- Growth in borrowings in line with revenue growth and subsequent working capital requirements.
 - Increase by Rs 2.2 Cr due to 361DM consolidation

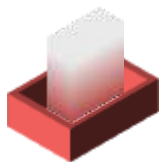
FY 24 Segment Update

(All Figures in Rs. Crores)

	Mar 24	Mar 23	Y-o-Y
Total Revenue	332.4	297.7	12%
EBITDA	37.9	32.1	18%
EdTech			
Revenue	209.4	181.2	16%
EBITDA	24.5	21.7	13%
MarTech			
Revenue	123.0	116.5	6%
EBITDA	13.4	10.3	29%

- EdTech revenue increase flowing into EBITDA
- Significant EBITDA enhancement in MarTech compared to last year





Business Update: EdTech



Test Prep

- FY 24 Vol up **10%** Y-o-Y; Billing up **10%**
- MBA billing up by **11%**
- UG Segment (CUET + Law + IPM/BBA + Others) :
 - Billing up by **9%**
 - Enrolments up by **19%**; despite dip in law numbers
 - IPM/BBA showing significant growth
- Leadership bandwidth enhanced
- New centers added: **25**

619

99+%ilers
CAT 2023

5/10

Top Ranks
CLAT 2024

7/10

Top Ranks
AILET 2024

1,200+

100%ilers
CUET 2023



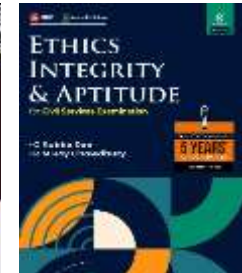
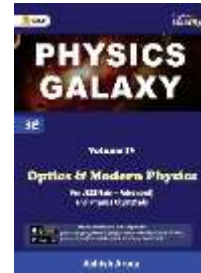
Platform Monetization

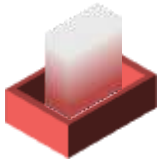
- ✓ Platform Biz revenue grew by **42%**
 - ✓ New Clients added: **70** during the year
- ✓ Common application form (CAF) launched, university applications business gaining momentum;
 - ✓ **40** Institutions added; **3000+** forms sold



Publishing

- ✓ Publishing revenue grew by **19%**; Margins enhanced due to moderation in paper prices
- ✓ Online sales through own channels increased substantially
- ✓ B2B & Institutional sales continues to grow





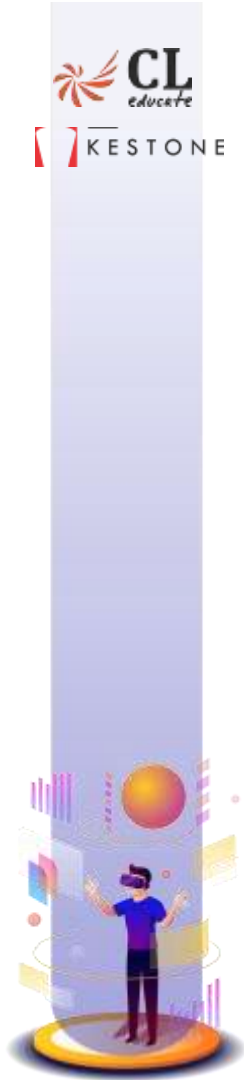
Business Update: MarTech

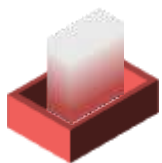


- MarTech biz growth:
 - Revenue: **9-10%**; New Clients added: **56**; (Total Clients **117**)
 - EBITDA: **30%**; Change in revenue mix contributing to higher margins
- India Biz at similar revenue level as last year due to marketing spend constraints by large IT & FMCG sectors
 - Effect countered by adding new clients in different segments
 - Notable clients added – SBI, Deloitte, Nike, Softtek, HP



Deloitte.





International Update



(All Figures in Rs. Crores)

	Mar 24	Mar 23	Y-o-Y
Total Revenue	49.9	37.9	32%
MarTech	32.6	24.3	34%
EdTech	17.3	13.5	28%

MarTech :

- ✓ Growth in topline coming from growth in Singapore Business (**35%**)
 - ❖ New clients acquired: **18**; Contributing **15%** of topline
 - ❖ Indonesia & US contributing **50%** of the total growth

EdTech :

- ✓ Student Mobility Biz growth continues.
 - ✓ Enhanced direct US university partnerships
 - ✓ Pilot program being run in partnership with **7** top universities
 - ✓ Test prep premium admission consultancy grew by **58%** over PY
- ✓ UAE Biz continues to grow:
 - ❖ Vol up by **20%** and Billing up by **16%**
 - ❖ **6** centers operational; Looking to rapidly expand in other Middle-East countries as well





Get in Touch !



Join Our Telegram Channel

Arjun Wadhwa
Chief Financial Officer

CL Educate Ltd.

Call: +91-98116 17289

E-mail: investors@careerlauncher.com
arjun.wadhwa@careerlauncher.com

Amit Kanabar
Sr Manager – Finance & Strategy

CL Educate Ltd.

Call: +91-88009 76683

E-mail: investors@careerlauncher.com
amit.kanabar@careerlauncher.com

WISDOM IR

Ajay Jindal: ajay@wisdomsmith.com
Muthu Kumar: muthukumar@wisdomsmith.com

