

CAREER POINT

version 2.0

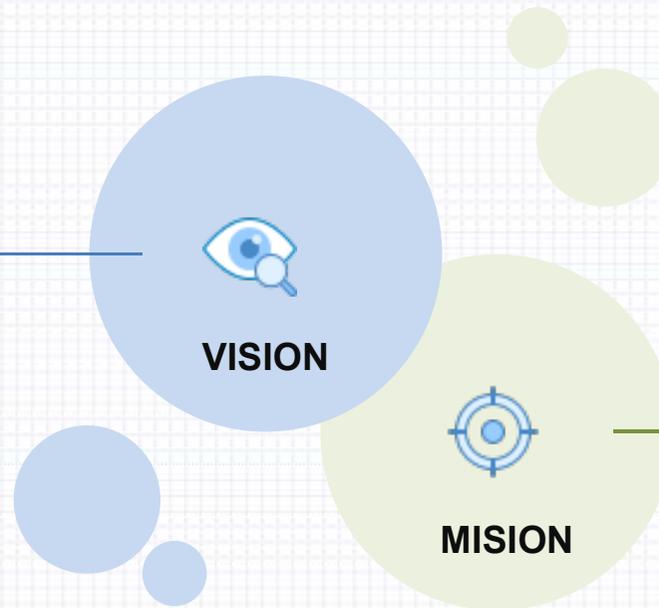
Investor Update : FY2020-21

Agenda



Our Vision & Mission

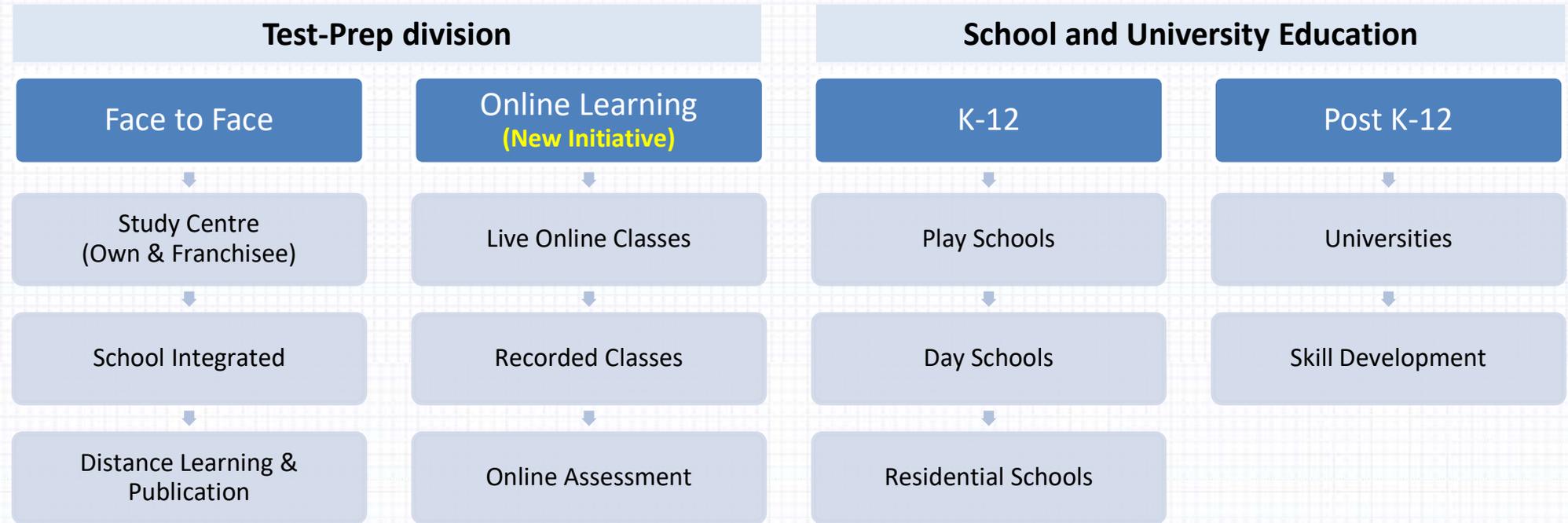
Betterment of
Society by
empowering youth
through the power
of education.



To become
a most ethical
educational
brand

Corporate Philosophy - Pursue Excellence...rest everything shall follow

Our Businesses



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

Our Brands

CAREER POINT
version 2.0

eCareerPoint

CAREER POINT
gurukul
Residential Coaching and School Campus

CAREER POINT
WORLD SCHOOL

GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
UNIVERSITY



Growth Strategies

Test-Prep Classrooms

- Expanding in new market through school associations & franchising
- Expansion through Physical + Digital centers, offering more courses

eLearning Division*

* New Initiative

- Reaching to masses in remotest location through online digital learning
- Expansion through more courses offering – state education boards, UG/PG Competitive exams, Government Job Exams preparation targeting large universe

University Education

- Adding new degree courses on regular and distance learning delivery mode
- Starting Online Certificate & professional courses for continuing education

School Education

- Improving capacity utilization along with premium pricing through international accreditations
- Adding more schools at strategic locations through leased asset-light mode and franchisee

Vocational Education

- Expansion of skill development courses in association with Central & State governments
- Capacity building through adding skills assessments and empanelment with more SSCs

Pre-Schools

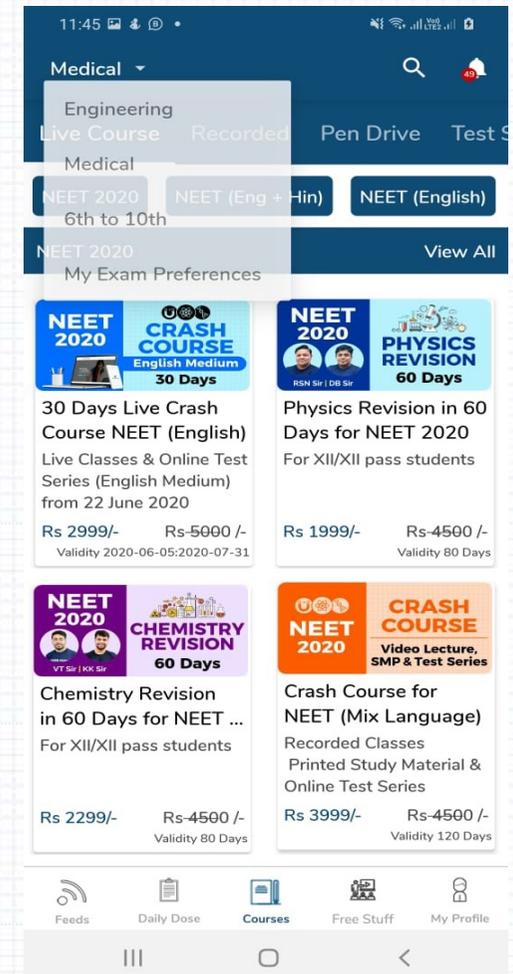
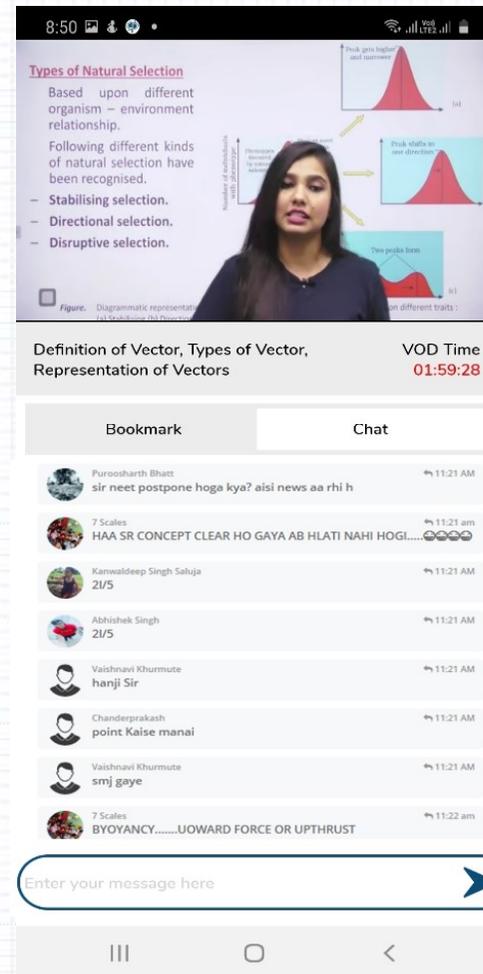
- Adding new franchisees with incremental premium service offerings
- Start education merchandise in Kids segment with brand “Global Kids”

Agenda



Online Learning - Introduction

- **eCareerPoint** is an ed-tech initiative of the company with niche focus on online preparations for competitive exam & school curriculum.
- The company has very simple and scalable business model of eCareerPoint where tutor and student can be from any part of the world.
- eCareerPoint acts as a platform to connect tutors and students with all necessary technology and content support required for efficient education delivery.
- eCareerPoint platform and business model is **designed to expand** in both ways horizontally (Other competitive exams, education boards) and vertically (PG and other classes).
- Platform features includes Live Interactive Classes with live Chat, Recorded Video Courses and Online Assessment System with feedback etc.
- Available both on mobile and web



eCareer Point – Product Categories



eCareer Point product catalogue has a mix of different categories to serve the need of large number of students. Long term courses, Short term and Micro Courses offer choice to students as per their need and affordability.

CP LIVE
Live Online Classes

Live Online interactive Classes by experts faculties and multiple program offerings

- Long Term Programs
- Medium Term Programs
- Short Term Programs
- Micro Programs

CP-TAB
with Kota's expert faculties

Recorded Video Courses accessible anytime offers learning with own pace

- Full Syllabus Courses
- Subject Specific Courses
- Topic Specific Courses

VEDAM
eCareerPoint 1 to 1 Tutoring

One to One live tutoring with 2-way interactions and personalized learning at convenience

- Full Syllabus Courses
- Crash Courses
- Doubt Solving Courses

CPeTest
Online Test Series

Online Test Series and assessment to provide real-time exam experience along with performance review

- Practice Test Series
- Complete Test Series
- Revision Test Series

CPeDLP
Online Test, DPP & eBooks

Distance Learning Program through eBooks and topic wise DPP (Daily Practice Problems)

- Full Syllabus Study Package
- Revision Study Material
- Question Bank & Books

eCareerPoint - Product Attributes

Quality eLearning solution for students who need lectures & academic support from expert faculties

Advantage of Coaching by Top faculties on a mouse click

Strengthen Fundamentals with Result driven Content

Personalized Service to students who desire a self-pace coaching

Effective Technology solution enabling student to learn on the fly.

Learn Anytime, Anywhere by Faculties of Learner's choice

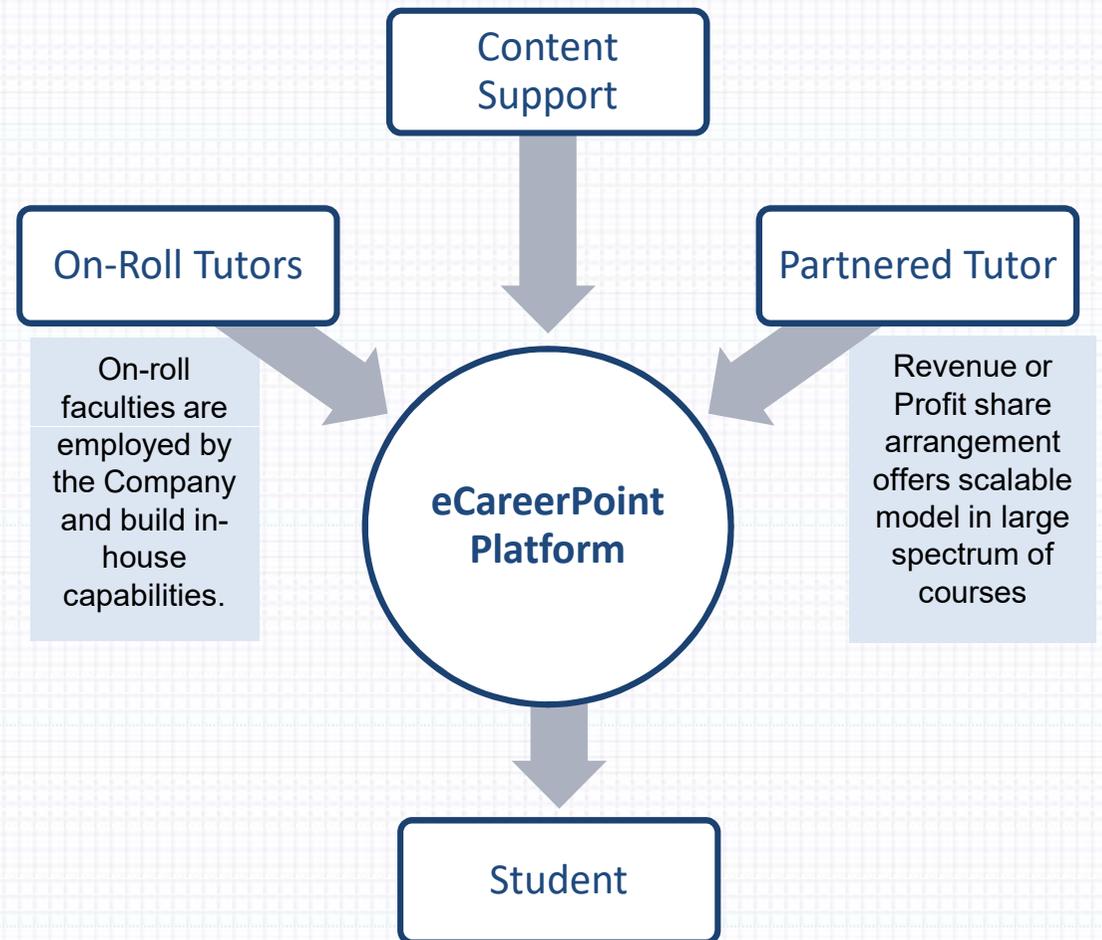
Pay only for what User needs, hence Affordable

Cost effective quality tutorial offerings across the verticals

eCareerPoint - Tutor Engagement Model

Scalable Tutor Engagement Model

- The company follows a blended model of On-roll as well as Partnered faculties. This model offers required **operational and financial efficiency** to the business.
- Technology enabled performance driven compensation system ensures **retention of best faculties and quality in education delivery**.
- Content Support enable company to ensure the quality & retain IP.
- Partnered Faculty Model facilitate accelerated category expansion in large spectrum of courses.



Online Learning - Journey so far

In very short span time, the User base of CP eLearning division has surpassed many other players in its domain. Most importantly, the growth has always been on up-trend only.

Launched on YouTube	June 2019
Subscriber on YouTube	3.1 Lacs+
Examination Covered	NEET, JEE, Foundation & Govt. Jobs
App Launched	1 April 2020
App Downloads	120,000+
Paid Transaction in App	12,000+
Category Launched on App	NEET, JEE & NTSE
Subjects Covered on App	Physics, Chemistry, Maths, Biology, Mental Ability
Number of Studios	6

Sparkling Successes

- In NEET 2020; 2792 candidates were selected out of 3102 CP students; with four AIR ranks under top 50.
- In JEE Main 2021 (Feb); 43 students were above 99%tile.
- Many more success stories from Career Point's free YouTube channels.

eCareer Point Differentiators

Brand Equity of Career Point

eCareerPoint enjoys the direct access to brand Career Point – one of the leading and established Indian education player with history of more than 27 years of providing quality education across geographies.

Best pool of experts and faculty team

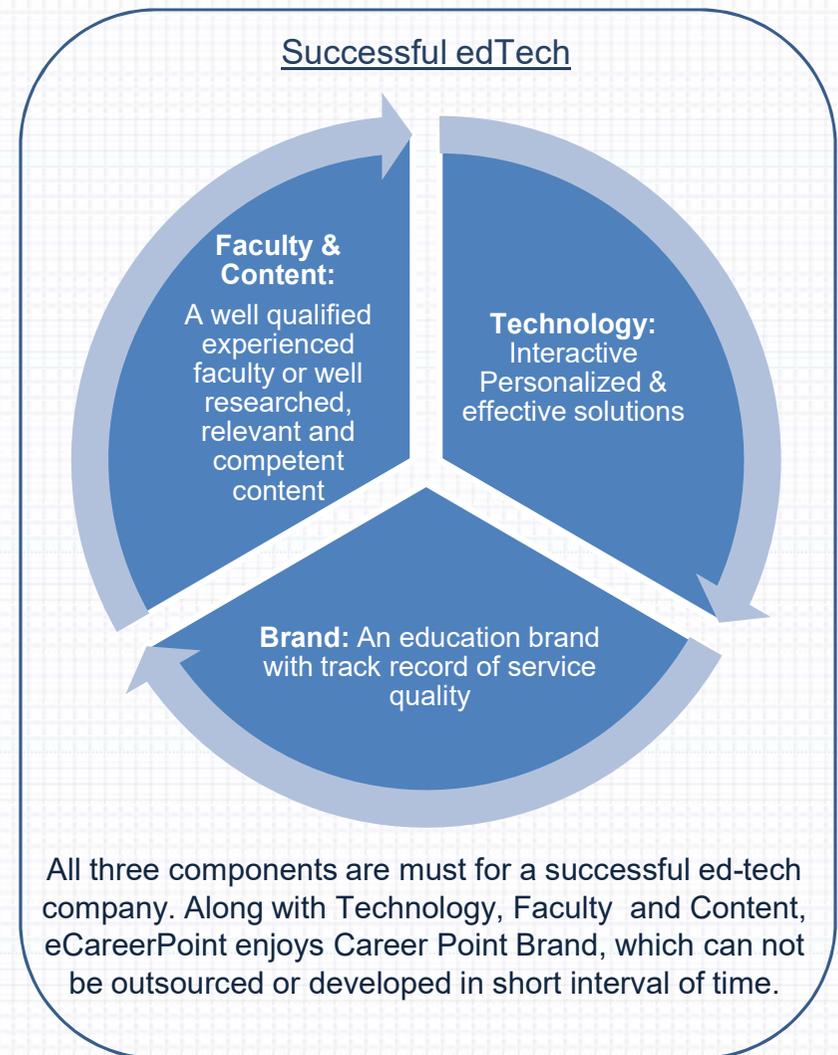
Thanks to its locational advantages and roots of the company, eCareerPoint is benefitted with an access to large and best pool of faculty team and subject matter experts.

Experienced Management Team

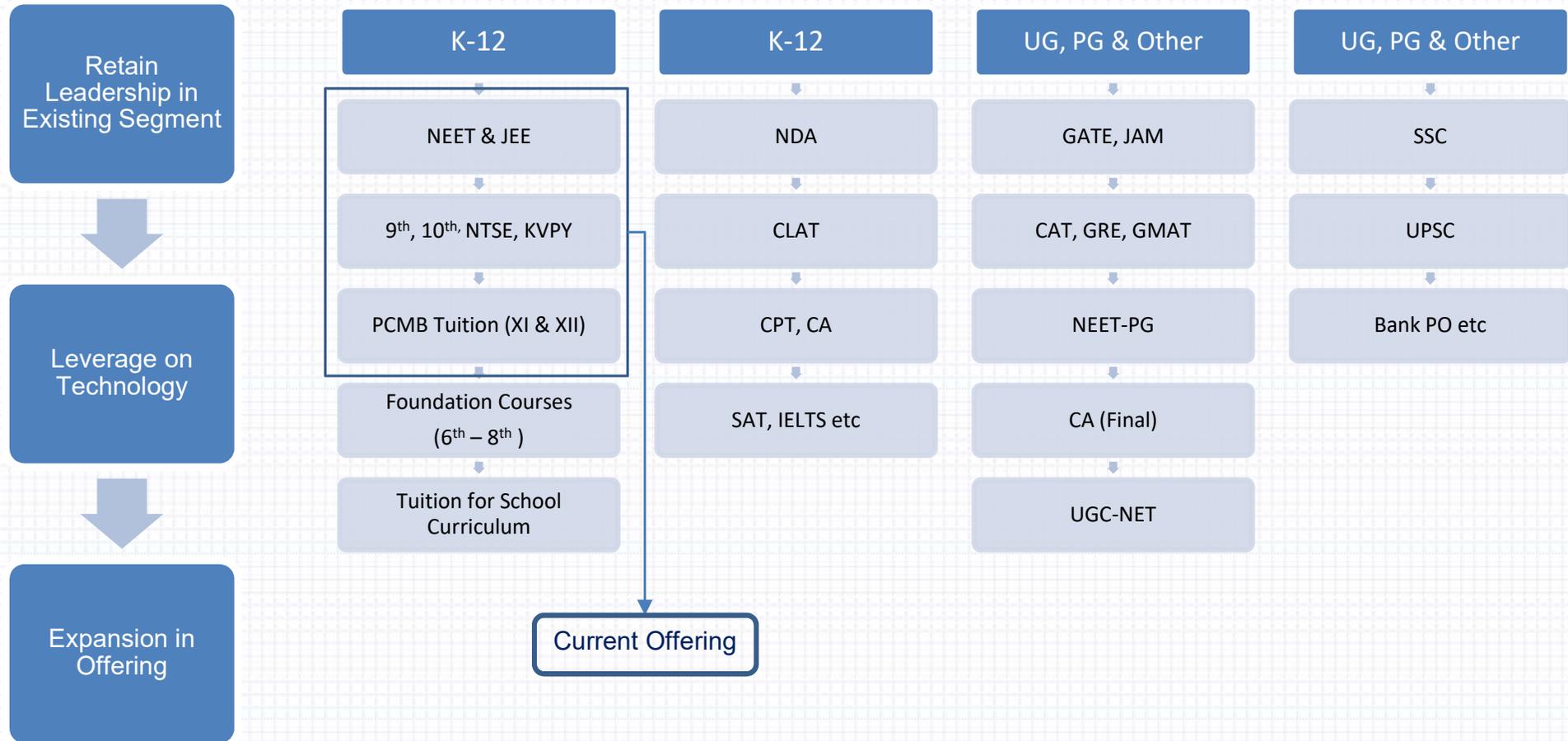
eCareerPoint has a strong Promoter and professional Management Team who have rich experience in education sector while building successful ventures in different verticals of education including test-prep, higher education, school education, skill development etc.

Philosophy of Excellence

eCareerPoint shares the vision to become global leader in providing exemplary education for betterment and empowerment of individuals through excellence in quality in academics, advanced technologies and superior education delivery.



Scope of Offering



eCareerPoint in Media / Press

http://www.ptinews.com/news/11411274_Career-Point-launches-new-learning-app--eCareerPoint-.html

Career Point launches new learning app eCareerPoint'

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(Eds: Disclaimer: The following content is a press release. PTI takes no editorial responsibility for the same.)

Learning for entrance examinations like Engineering, Medical and K12 competitive Examinations goes online and available 24X7 Kota, April 22, 2020: Career Point, Kota based leading medical & IIT entrance examinations coaching Institute, has announced the launch of eCareerPoint', an online learning App, to keep the mind of students ticking during the lockdown.

The App offers courses on engineering, medical entrance and K12 competitive examinations. The classes of new academic session 2020-21 for NEET, JEE are scheduled to start from April 15 will also be available on this new App.

The advanced technologies used in developing this application, make this App very dynamic and versatile at the same time very effective, simple and user friendly. The App features Live Interactive Classes, Online Test Series, Doubt Removal, Video Lectures, Live Seminars and eBooks etc. Pramod Maheshwari, Managing Director & CEO, Career Point Limited said, With the launch of new eCareerPoint App', we are aiming for reaching out to large number of students, who can benefit from Career Point's legacy and expertise in making more than 1,70, 000 students selected for reputed Engineering and Medical colleges in the country.

From virtual classes by Kota's experienced and renowned faculty members through video calls and access to study material, e-books and mock tests, we are going extra mile to make online learning easy and interactive like class room sessions. The students will certainly be key beneficiary of eCareerPoint with its multiple student centric features. The wide range of explanation videos, important questions, quizzes, interactive discussions etc. will create an engaging learning experience, Pramod Maheshwari further added.

eCareerPoint: More than 1 lakh students are now part of it

KOTA COLLAGE

kotacollage@gmail.com

KOTA. With the aim of providing better quality online education, the Career Point Educational Group has launched the eCareerpoint app. The eCareerPoint Learning app became a medium for students to join the Kota coaching system right from their home.

Also, in a short span of just less than 6 months, more than 1 lakh students have joined it. These students are getting various educational services. The students of class 3 to 12 are currently studying on the eCareerpoint Learning App. For competitive exams, students of classes 9 to 12 are enrolled in various courses like NTSE, Olympiad, NEET, JEE Main, JEE Advanced, BITSAT etc.

eCareerPoint is an e-learning platform where students

More than 1 lakh students are now part of eCareerPoint app



have all the features Kota Coaching at their home including Live and Recorded video lectures, Online Test Series, Online Doubt Removal, Daily Problem Practice Sheets, eBooks, Class notes and performance reports.

What is special about eCareerPoint:

■ All the features of Kota coaching available on web

- and app
- Regular Online Live classes by Top Faculty members
- Facility for students to share education material like social media posts
- Apart from Video Solutions other free content like eBooks etc is also available in 'free stuff'
- Online Test Performance & Feedback

- All books of CP Study Material and CP Publication available at affordable rates.\
- Topic wise micro courses from 299 to 4000 also available to students as per their need
- Online Doubt Discussion and Doubt Removal Facility
- Option to prepare personal notes for quick revision in student's profile section

Career Point CMD, Pramod Maheshwari said that under Career Point Version 2.0, the eCareerPoint App is a powerful tool to make Kota Coaching accessible to every student. The e-learning platform by Career Point 2.0 has been accepted by the students wholeheartedly. As a result, 1 lakh downloads of the eCareerPoint app, more than 3 lakh subscriptions on YouTube, more than 90 lakh views every month is an achievement.

minustanume

Institute begins online classes for JEE coaching

IT Correspondent
htq@hfive.com

NIPUR: Career Point, a coaching institute in Kota, has recently started online classes for students preparing for the engineering and medical entrance examinations.

The classes are available to students of Classes 6 to 12, said managing director Pramod Maheshwari. He said the initiative will make learning more effective in the technology era. "We have made learning affordable and more effective by incorporating cutting-edge artificial intelligence and the data science techniques in this course," he said.

Maheshwari said the online course will save a lot of time, giving students more time for study. He said currently 125,000 children are benefiting from the institute's YouTube channel and more than 5,000 are associated with the discussion forum for answering personal queries.

THE CLASSES ARE AVAILABLE TO ALL STUDENTS OF CLASSES 6 TO 12



CAREER POINT

Agenda



Business Updates – FY2020-21

- Career Point's e-learning division – eCareerPoint – has gained significant popularity with more than 1.2 Lacs App downloads and thousands of paid subscribers.
- In addition to Engineering (JEE) and Medical (NEET) test-prep, eCareerPoint has also its offerings for Board preparation (school curricula) and Govt. Exams.
- In Career Point's e-Learning division; two very promising offerings – Vedam Learning (1-to-1 Online Tutoring) and CP-Tab (Recorded Video Lectures) have also been added.
- Additionally, there are more than 300K subscribers on YouTube channels of Career Point's eLearning division having 5,000+ videos.
- The physical campuses are not yet operational for teaching. However, the students are being serviced through online mode of teaching.

Management Outlook

- The education sector has been dramatically transformed as a result of the Covid19. While it has caused significant disturbance in conventional business operation but at the same time the management is in opinion that the situation has opened the doors to take advantage of the multiple opportunities still untapped in the education sector.
- With Career Point's legacy of about 3 decades of educational expertise, Management is quite optimistic with next growth trajectory fuelled by eCareerPoint – eLearning business initiative of the company.
- In addition to high growth, more efficient and scalable eLearning services, acceptance of elearning in company's annuity driven and sustainable formal education business (education services to schools and universities) will continue to contribute significantly at the profit level.
- As the outbreak has redefined the conventional education, the company management continually explores plans to strengthen existing capabilities while developing new offerings by various modes i.e. technology platforms, integrations, diversification, and inorganic growth.
- The company management is considering restructuring of the company businesses and financials. It is likely to align business as per changed market dynamics and improve efficiency in operations.

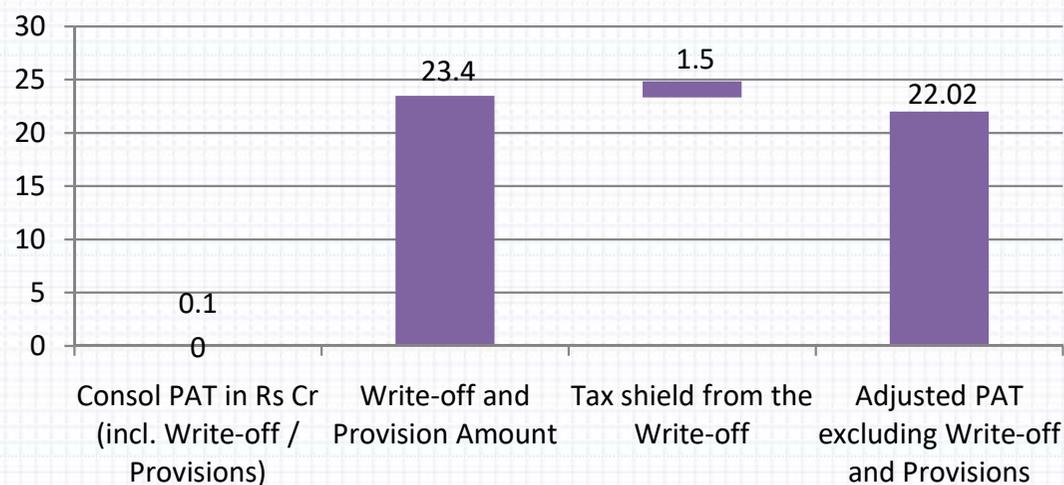
Financial Updates – FY2020-21

- Income from operations for the period (FY2020-21) is rupees 49.2 crores on consol basis and rupees 18.1 crores at standalone level.
- Total revenue, including other income, is reported of rupees 57.3 crores on consol basis and rupees 39.1 crores at standalone level.
- Reported EBITDA (including other income) of rupees 38.3 crores on consolidate numbers excluding Write-off and Provision amounts; and rupees 23.3 crores on standalone resulted EBITDA Margin of 66.9% and 59.8%, respectively.
- A remarkable improvement of 2250+ basis points was reported in adjusted EBITDA margin (excluding Write-off and Provisions) against previous year is primarily due to resilient operating performance backed by increased e-learning income and reduced costs.
- Net income was reported at rupees 12.58 crores and EPS (Earning per share) of rupees 6.92 on standalone basis. At consol level, the company reported net income of rupees 14.4 Lacs and EPS of rupees 0.08 impacted on the accounts of extraordinary write-off and provision.
- As on 31 March 2021, Net worth of the company was reported of rupees 448 crores and Book value per share of rupees 246.

Extraordinary Items

- Covid-19 has impacted the education business significantly. On assessing the recoverability of certain assets in-line with changed economic indicators due to Covid-19 pandemic and a consideration to internal and external information; a write-off of amount Rs 18.8 Cr has been booked in accordance with prudence accounting in one of the subsidiary – Career Point Infrastructure Limited. This written-off amount has been calculated with consideration of recovery of dues from the assets of the party of default - an educational institution. Also as per the RBI prudential norms and applicability of IndAS in subsidiary, Srajan Capital Ltd, the provision amount Rs 4.5 Cr is booked against the dues of an education institution.

- Excluding the Write-off and Provision amounts; Career Point reported net profit of Rs 22.01 Cr and EPS of Rs 12.10 at consol level in FY 2020-21.



Income Statement: Standalone

Income Statement	<----- Standalone ----->				
Rs Lakhs	Q4FY20	Q3FY21	Q4FY21	FY2020	FY2021
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	802.8	544.3	143.0	5,214.2	1,812.5
Other Income	578.0	692.6	551.8	2,063.9	2,093.1
Total Income	1,380.8	1,236.9	694.8	7,278.1	3,905.6
Expenditure					
Cost of Study Material	35.2	39.6	54.2	172.9	131.3
Employees Cost	634.7	224.4	206.0	2,756.1	798.3
G&A and other expenses	338.1	173.3	277.3	1,302.9	641.7
Dep. & Amort.	97.1	96.0	90.1	398.9	375.7
Finance Charges	122.7	89.2	93.3	589.1	395.0
Total Expenditure	1,227.8	622.5	720.8	5,219.9	2,341.9
EBITDA	372.8	799.5	157.4	3,046.2	2,334.3
EBITDA Margin	27.0%	64.6%	22.7%	41.9%	59.8%
Operating EBITDA	(205.2)	106.9	(394.4)	982.3	241.2
Op. EBITDA margin	-25.6%	19.6%	-275.9%	18.8%	13.3%
Profit Before Tax	153.0	614.4	(26.0)	2,058.2	1,563.6
PBT Margin	11.1%	49.7%	-3.7%	28.3%	40.0%
Profit After Tax	180.0	520.5	(16.6)	1,642.9	1,258.4
PAT Margin	13.0%	42.1%	-2.4%	22.6%	32.2%
EPS (Rs)	0.99	2.87	(0.09)	9.03	6.92

Income Statement: Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q4FY20	Q3FY21	Q4FY21	FY2020	FY2021
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,635.8	1,602.6	429.6	10,461.3	4,919.6
Other Income	173.4	408.2	92.5	531.4	806.2
Total Income	1,809.3	2,010.8	522.1	10,992.7	5,725.8
Expenditure					
Cost of Study Material	80.0	157.6	61.5	1,829.5	270.4
Employees Cost	654.3	238.9	222.3	2,842.1	853.7
G&A and other expenses	367.7	223.5	316.2	1,435.0	766.7
Dep. & Amort.	105.3	108.2	102.0	441.0	422.5
Finance Charges	145.7	108.3	130.5	664.7	499.7
Total Expenditure	1,353.1	836.6	832.5	7,212.3	2,813.1
Adj. EBITDA (excluding write-off and provisions)	707.2	1,390.8	(78.0)	4,886.1	3,835.0
EBITDA Margin	39.1%	69.2%	-14.9%	44.4%	67.0%
Adj. Operating EBITDA (excluding write-off and provisions)	533.8	982.6	(170.5)	4,354.7	3,028.8
Op. EBITDA margin	32.6%	61.3%	-39.7%	41.6%	61.6%
Write-off and Provision Amount			2,336.8		2,336.8
Profit Before Tax	456.2	1,174.2	(2,647.3)	3,780.4	575.9
PBT Margin	25.2%	58.4%	-507.1%	34.4%	10.1%
Profit After Tax	354.1	932.6	(2,467.1)	2,718.6	14.4
PAT Margin	19.6%	46.4%	-472.6%	24.7%	0.3%
EPS (Rs)	1.95	5.13	(13.56)	14.97	0.08

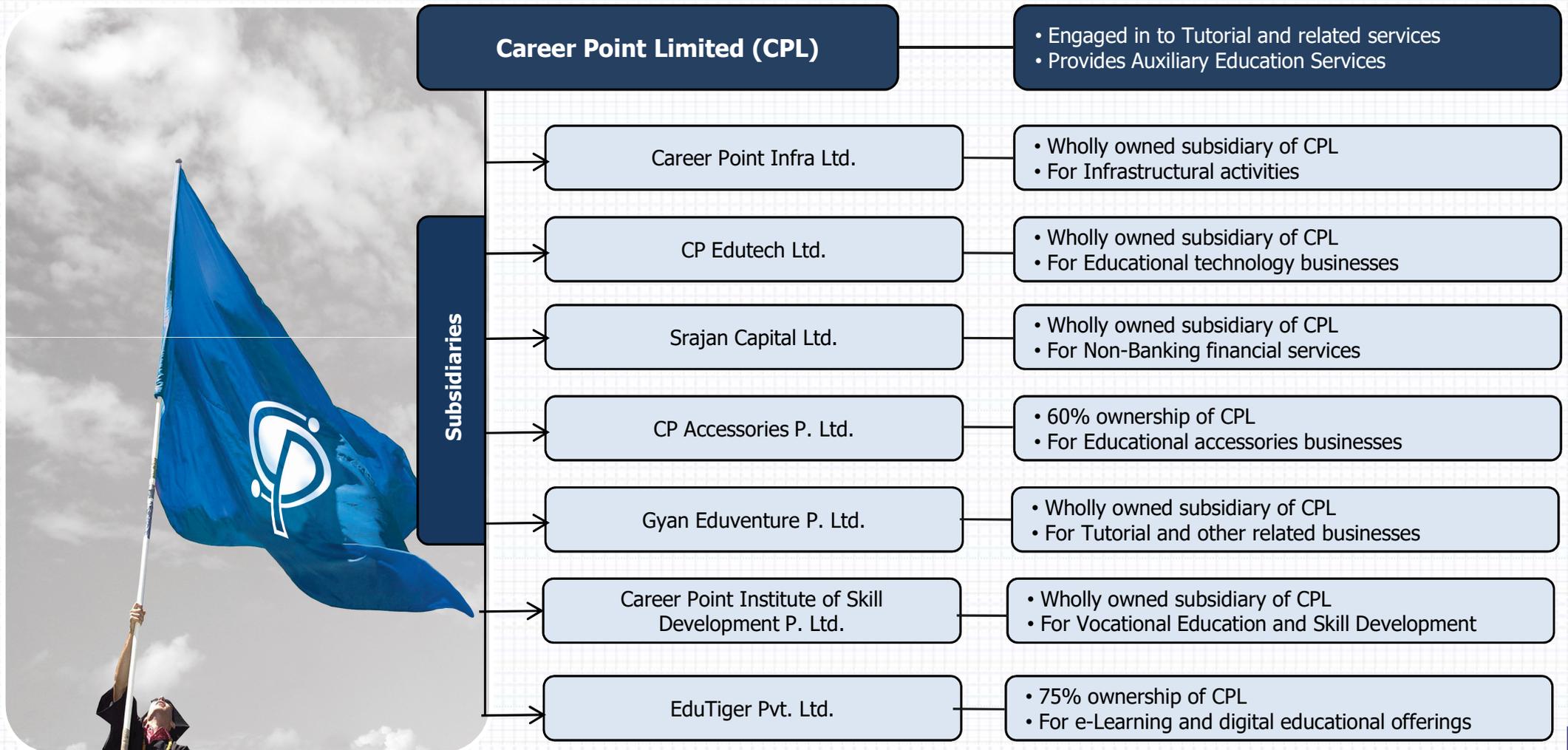
Balance Sheet: FY2020-21

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2020 Ind AS	31-Dec-2020 Ind AS	31-Mar-2021 Ind AS	31-Mar-2020 Ind AS	31-Dec-2020 Ind AS	31-Mar-2021 Ind AS
Liabilities						
Shareholders' fund	40,649	41,960	41,786	44,893	47,423	44,797
(a) Share Capital	1,816	1,819	1,819	1,816	1,819	1,819
(b) Reserve and Surplus	38,833	40,141	39,967	43,076	45,603	42,977
Non-current Liabilities	856	862	826	921	954	1,241
(a) Def. Tax Liabilities	792	787	789	801	814	699
(b) Provisions & Others	64	75	37	120	140	542
Current Liabilities	1,510	994	950	1,818	1,591	1,117
(a) Current Liabilities	1,502	987	947	1,764	1,408	1,009
(b) Provisions	7	7	3	54	183	109
Borrowings	5,663	4,909	5,678	6,720	6,102	7,178
Total Liabilities	48,678	48,725	49,240	54,352	56,069	54,333
Assets						
Fixed Assets (inc. WIP)	13,646	13,199	13,191	19,446	19,094	19,111
Non-current Assets	18,325	18,714	18,002	9,833	10,323	9,915
(a) Loans and Advances	872	1,161	1,144	8,205	8,579	9,546
(b) Investments	17,453	17,553	16,858	1,628	1,744	369
(c) Other Assets	-	-	-	-	-	-
Current Assets	16,707	16,812	18,047	25,073	26,652	25,307
(a) Inventories	95	88	86	501	385	354
(b) Sundry Debtors	1,219	1,116	560	4,945	4,829	4,216
(c) Cash & Bank Balances	254	272	184	1,187	861	1,192
(d) Current Investments	1,385	1,082	2,519	1,405	1,102	2,519
(e) Loans and Advances	13,754	14,254	14,699	17,034	19,474	17,026
Total Assets	48,678	48,725	49,240	54,352	56,069	54,333

Agenda



Company Structure



Leadership Team

Experienced Promoters

Name	Designation
Mr. Pramod Maheshwari	CMD & CEO
Mr. Om Maheshwari	Executive Director
Mr. Nawal Maheshwari	Executive Director

Board of Directors

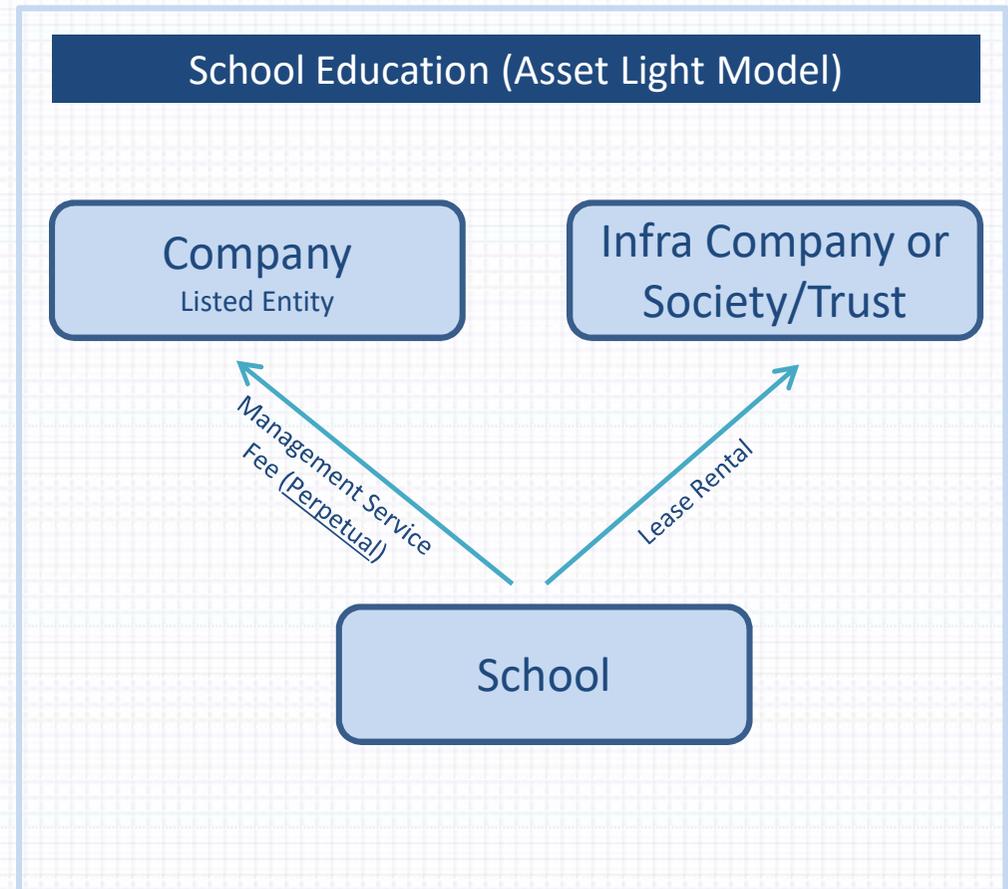
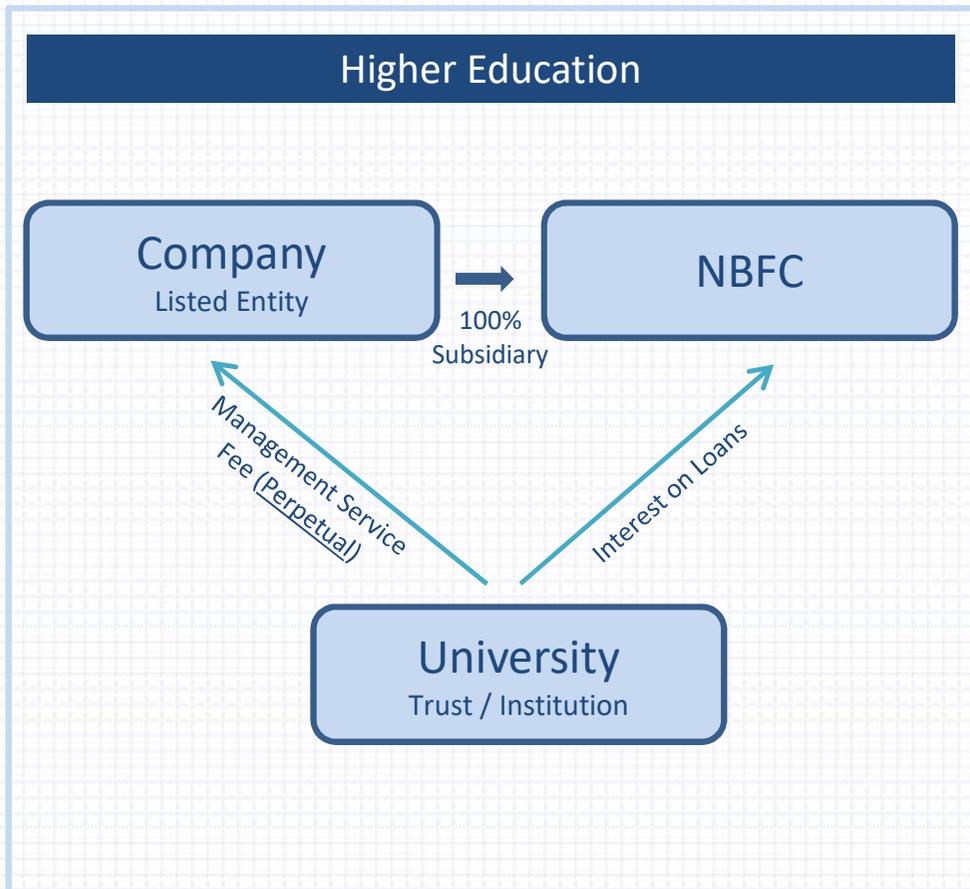
Name	Position
Mr. Pawan Lalpuria	Independent Director
Mr. Vishal Jain	Independent Director
Mr. Ramswarup Chaudhary	Independent Director
Mr. Mahesh Gupta	Independent Director
Mr. J.P Sharda	Independent Director
Ms. Neelima Maheshwari	Non- Independent Director
Ms. Divya Sodani	Independent Director

Professional Management Team

Name	Position
Dr. P. L. Gautam	Pro-C,CP University, HP
Mr. Shailendra Maheshwari	Senior VP - Academics
Mr. Mahesh Bhangriya	VP-Corporate Strategy
Dr. Gurudatt Kakkar	GM-Higher Education
Mr. Tarun Kumar Jain	Company Secretary
Mr. Ankesh Jain	GM - Marketing
Mr. U.S. Kejriwal	General Manager-Infra
Mr. Ashish Jha	National Sales Head
Mr. Manish Sharma	AGM-Business Dev.

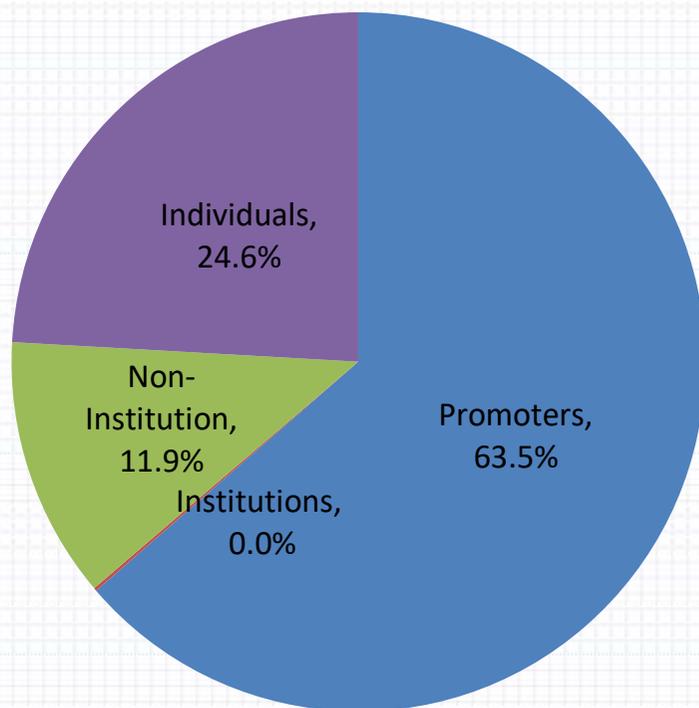
Formal Education Model

Career Point provides services to K-12 Schools and Higher Education Institutions under its Formal Education division. These services include Auxiliary Educational Services & other services related to management of the institutions.



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	
Mr. Manish Jain	4.71%
Navneet Education Limited	1.86%
Ms. Gita Kirti Ambani	1.59%
Kuntal Hasmukhlal Shah	1.37%
Vibgyor Investors	0.96%
Sajan Verghis Mathew	0.87%
Dhirajlal Varjivandas Shah	0.68%
Sabjot Singh Sahni	0.65%
Total	12.71%

As on 31 Mar 2021

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Thank You



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Investor Contact Details

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

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e-Learning Solutions

www.ecareerpoint.com | www.cplive.in

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www.cpur.in | www.cph.in | www.cpisd.in

Preschool and K12

www.globalkidsworld.in | www.careerpointschool.in

YouTube links

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CP Gurukul : bit.ly/CPGurukul
Gurukul Kota: bit.ly/CPGurukul_Kota
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