

Career Point Limited



**Investors Update
(Q3 / 9M FY2019-
20)**

Service Offering – KG to PhD



Informal Education (Test-Prep division)

Tutorial Service

NEET, JEE, NTSE, Foundation



CAREER POINT
version 2.0

SynchroSchool
School Integrated Coaching Programs

CP PUBLICATION

eLearning Service

NEET, JEE, NTSE, Foundation



eClassRoom
Recorded Video Lectures with
Online & Offline Support

CP LIVE
Live Interactive Classes by CAREER POINT

Online Tests
Online Assessment &
Feedback

Formal Education Division

School Education

KG to Grade-XII



GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
WORLD SCHOOL

CAREER POINT
gurukul
SCHOOL
CO-ED RESIDENTIAL SCHOOL, KOTA

University Education

Diploma, UG, PG, PhD



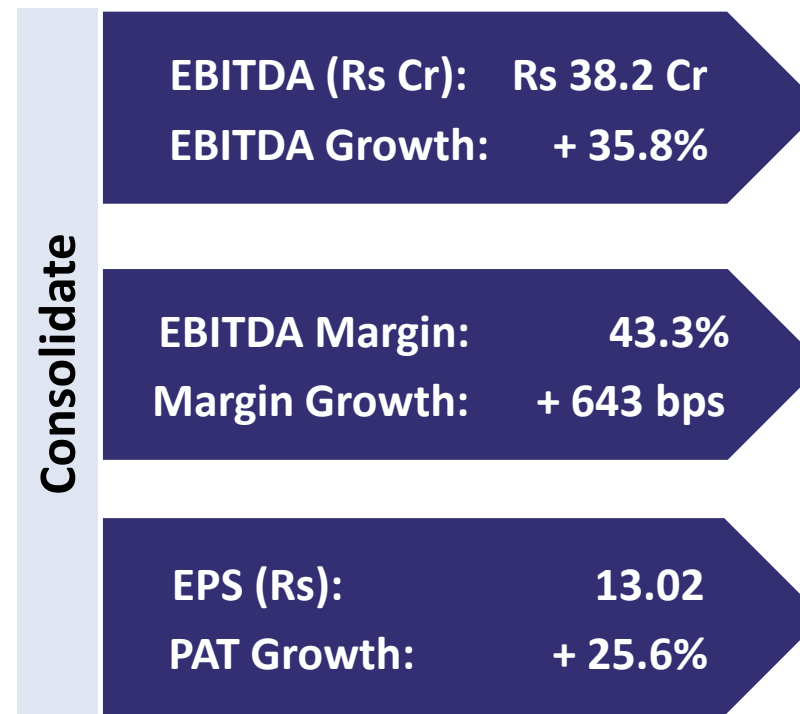
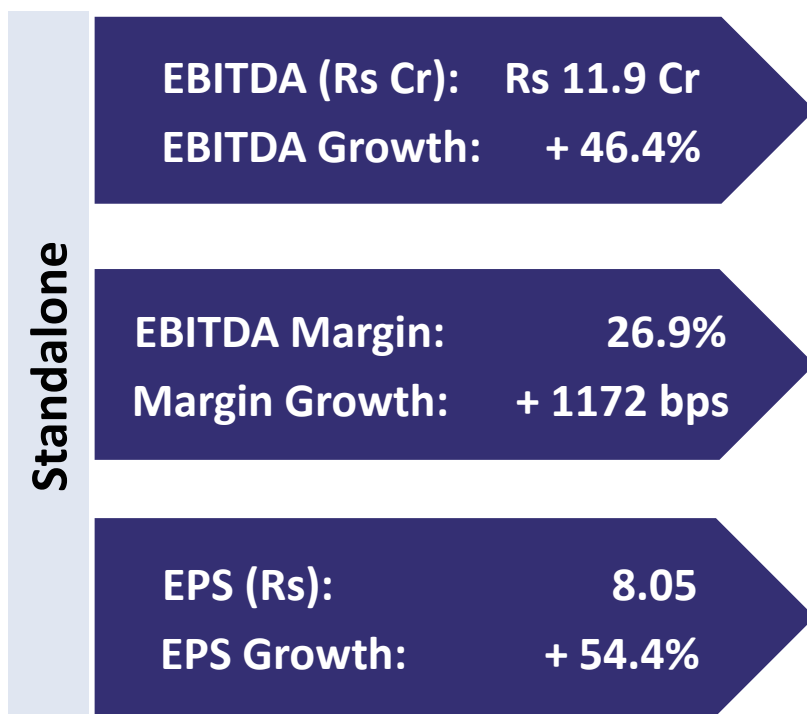
CAREER POINT
UNIVERSITY
— KOTA —

CAREER POINT
UNIVERSITY
— HAMIRPUR —

C·P·I·S·D
Career Point
Institute of
Skill Development

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

Key Highlights (9M FY 2019-20)



All growth numbers are year-on-year

The company board has approved 3rd interim dividend of the current financial year.

Launch of Career Point Version 2.0



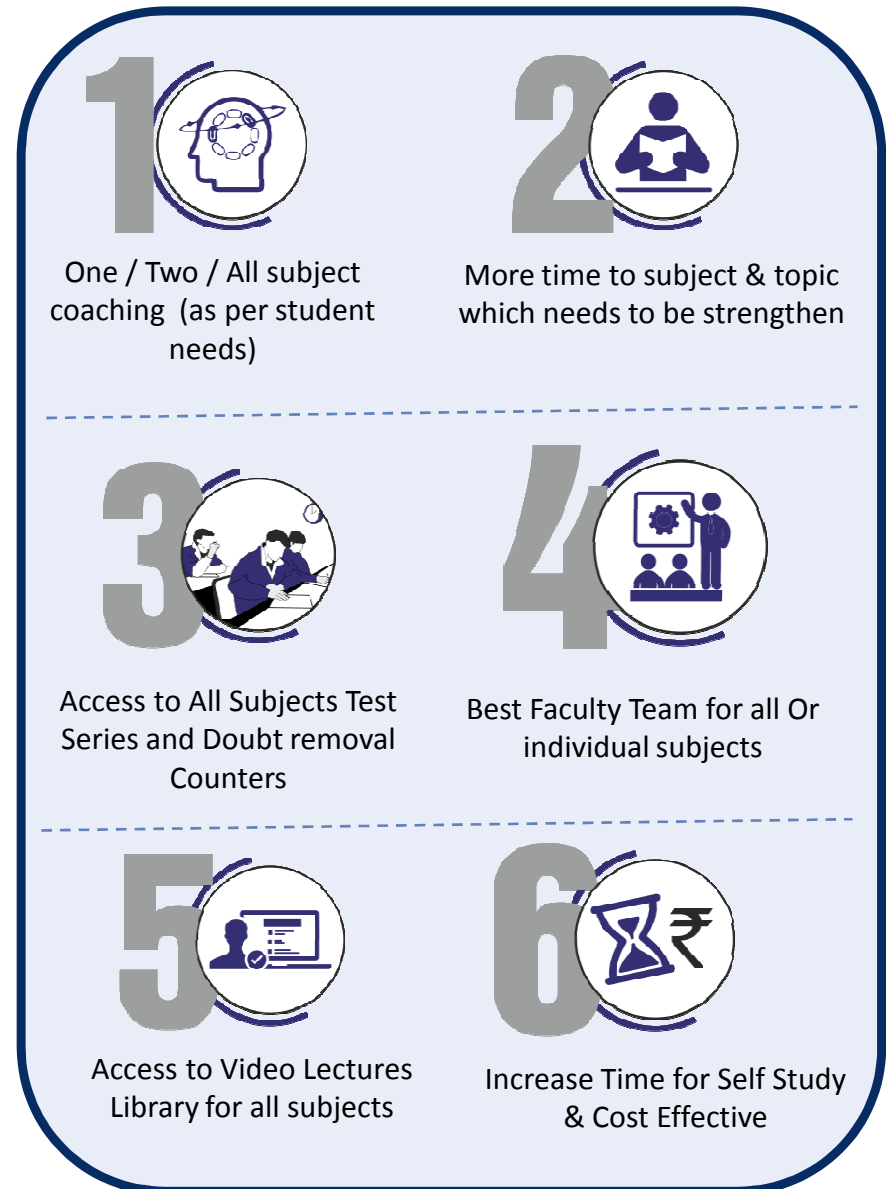
- Launched Career Point Version 2.0 with aim to improve longevity & efficiency.
- Launched innovative formats of Test-Prep education delivery –
 - Classroom Coaching Version 2.0
 - eClassroom Coaching
 - SMARTPREP Methodology
- New innovative formats are **more relevant** to latest examination trends & competitive scenario, present needs of the students & offers **higher efficiency at all fronts**. The details about these initiatives are given on subsequent pages.

Classroom Coaching Version 2.0

- It is Flexible, highly efficient and cost effective coaching system.
- Provides student choice to take coaching as per his/her requirements along with full support of complete coaching ecosystem.
- The revolutionary Coaching Version 2.0 is **globally accepted tutoring system** that ensures best quality education with flexibility & high efficiency.
- The new format also offers the Company a business model that is **more growth oriented** and margin accretive.

- Early reflections are clearly seen in nine months of current financials of the Company with **46% of y-o-y growth in operating profitability** with 1100+ basis points growth in margins at standalone.
- A temporary dip in revenue is also attributed to the new format which eventually offer larger room for **growth with higher potential** of margin improvements.

More details: <http://bit.do/cpversion2-0>



eClassroom Course

- This is company EdTech initiative to provide coaching services “Direct to Home” with all features of classroom coaching.
- Under this format, company securely provides digital content like Video Lectures, ebooks, Test Series etc to students on USB drive, SD Card and online streaming using technological solution.
- This format covers best features of offline & online coaching in an efficient & cost effective manner.
- This Expand company reach to students across geographies.

More details visit

<http://careerpoint.ac.in/e-classroom/>

1



RECORDED LECTURES OF EXPERT FACULTY

- Recorded lectures of expert faculty in SD Card / Pen Drive
- Study at your own pace, place and time
- Study as many time as you need, as per your requirement
- Prioritise your study by selecting chapters and topics.


2



MISCELLANEOUS EXAMPLES

- Miscellaneous End Chapter Examples with Explanatory Video Solutions
- Master applications of concept of one or more chapters with the help of solved video solutions
- Improve your thinking ability and question solving skills

3



SMP & EXERCISE SHEETS SAME AS CLASSROOM

- To the point scientifically designed relevant study material same as classroom coaching
- Topic wise theory notes to build up a solid foundation
- Covers various pattern of questions to master the question solving skills also enhances speed & scoring ability


4



DOUBT REMOVAL COUNTERS

- Free access to Doubt removal counters at CP Study Centres
- Online Support to Solve Doubts is also available

5



ONLINE TEST SERIES

- Online Test Series with detailed performance analysis report
- Topic wise, subject wise, revision and full syllabus tests to provide real time exam experience

6



ACADEMIC AND MOTIVATIONAL SEMINAR

- Free access to academic, motivational or performance improvement seminars at CP study centres
- Online Live Seminars are also accessible

SMARTPREP Methodology

Career Point announced the launch of SMARTPREP Methodology. This is time tested scientifically designed and result oriented coaching methodology. It is step by step process to realize the best potential of a student for a successful career ahead.

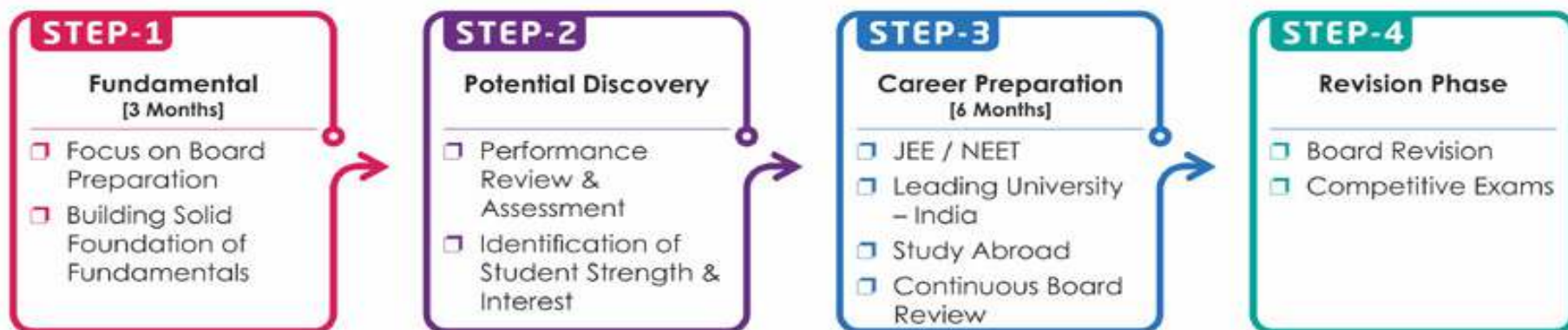
This methodology is unique to Career Point coaching system and meticulously implemented to a number of students to pave their path irrespective of any background or circumstance. The results achieved are such that it is the best way to cater the needs of all the students for a successful career.

SMARTPREP
Smarter Coaching For Successful Career



More details visit

<http://careerpoint.ac.in/aboutus/careerpoint-smartprep.asp>



Along with Academics; focus on Life Skill Development to ensure successful individual.

Business Update

- Company launched Career Point Version 2.0 to empower students with best quality education at advanced flexibility and efficiency.
- Through expansion of new tutorial franchisees and school association centers; Career Point group network is now reached at 86 different units in 73 cities across 21 states of the country.
- In addition to reforms in test-prep division by Version 2.0; Career Point's growth is **continually fueled by Formal education division** that is highly sustainable and annuity driven.
- Total enrollments were reported at 24,072 (1HFY2020: 22,413) including 11,211 in formal education; 12,097 in Tutorial education division and 785 in Pre-schools.
- Growth in enrollment at higher education institutions is coming by way of higher capacity utilization in existing courses as well as addition of new courses i.e. Pharmacy, Agri., IT etc.
- Career Point University has record placements of more than 1800 students placed in 250+ top MNCs across multiple sectors

Financial Update (9M FY2019-20)

- Income from operations for the period (9M FY2019-20) is rupees 44.1 crores at standalone and rupees 88.3 crores on consol basis.
- Total revenue, including other income, is reported of rupees 59.0 crores at standalone and rupees 91.8 crores on consol basis.
- Reported EBITDA (including other income) of rupees 26.7 crores on standalone numbers with an impressive y-o-y growth of 45.1% resulted an EBITDA Margin of 45.3% (9M FY2018-19: 28.9%).
- A remarkable improvement of 1641 basis points was reported in EBITDA margin against previous year is a result of initial outcomes from successful launch of Coaching version 2.0.
- Net income was reported at rupees 14.6 crores and EPS (Earning per share) of rupees 8.05 on standalone with year on year growth of 54.4%.
- At consol level, the company reported net income of rupees 23.6 crores and EPS of rupees 13.02 with y-o-y growth of 25.6%.
- As on 31st December 2019, Net worth of the company was reported of rupees 447 crores and Book value per share of rupees 246 against rupees 428 crores and rupees 236 respectively by 31st March 2019.
- The company board has further approved an interim dividend of 10% on face value.

Management Outlook (9M FY2019-20)

- Career Point's legacy of educational brand with expertise in creating the exemplary learning techniques is enabling the company for next growth trajectory in e-Learning space. Management is quite optimistic with initial results of newly launched eClassroom.
- Adoption of new format under Coaching version 2.0 ensures larger potential for scale the tutorial division without compromising on profitability. The new format is more aligned with current industry dynamics and students preferences.
- Larger growth in higher education and addition of courses year on year ascertain growth and sustainability to the businesses. Profitability of the formal education division is further fuelled by school education and vocational education.
- As per strategy of the Company; the investments in NBFC business has been delivering significant returns. The plan to de-merge the NBFC subsidiary from education businesses would be among the next priorities of the company management.
- With advanced clarity on Company cash-flows through more sustainable businesses, the company board also approved the 3rd interim dividend of the current financial year (FY2019-20).

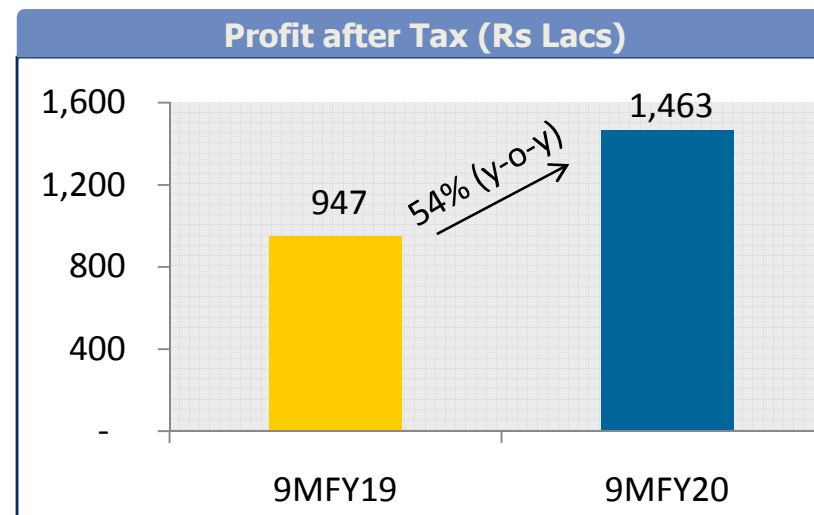
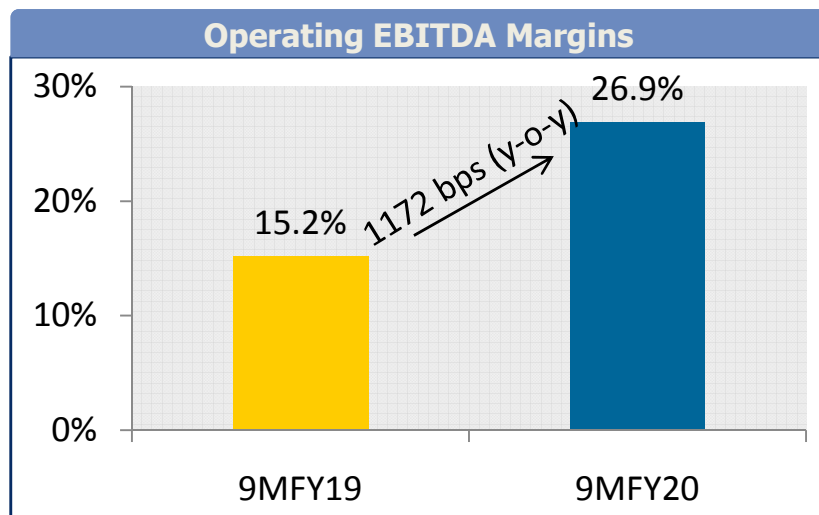
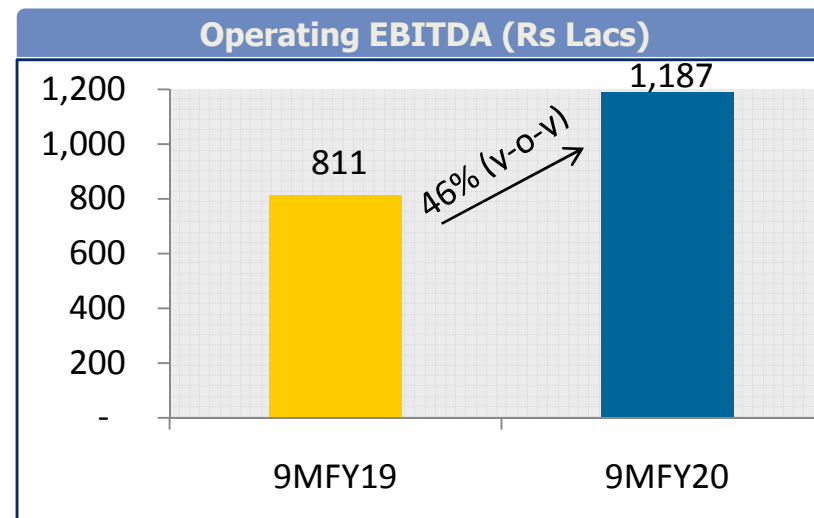
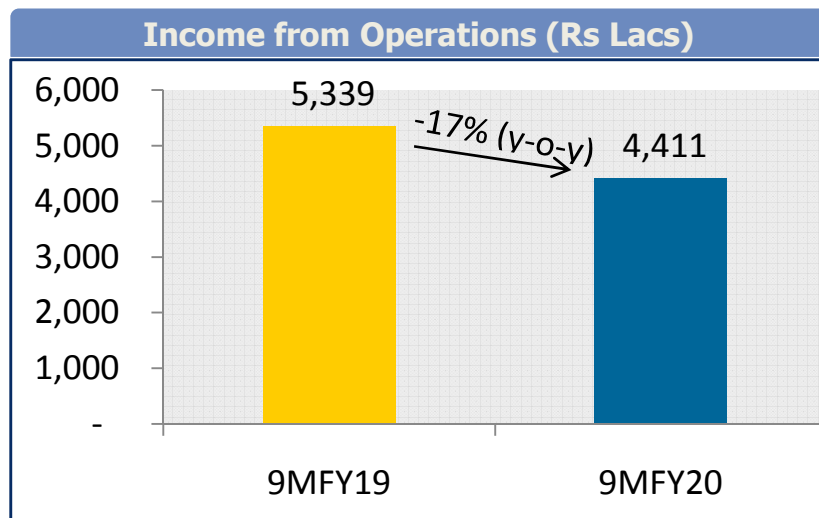
Enrolments Split

Enrollments	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	9MFY19	9MFY20
Total	24,120	27,366	30,857	29,086	29,509	29,642	27,034	24,093
Tutorial Division	20,655	22,412	23,010	21,057	18,235	15,162	13,855	12,097
Formal Education	3,465	4,954	7,847	8,029	11,274	13,772	12,471	11,211
Pre-School						708	708	785
Tutorial Enrollments Split								
Branches-LT CR	11,122	12,946	13,688	10,689	5,836	5,100	5,099	2,994
Branches-ST CR	1,169	1,333	1,011	625	516	121	8	4
Franchisees-LT CR	1,764	1,576	1,395	1,605	2,049	3,512	3,496	3,987
Franchisees-ST CR	23	87	52	-	138	-	-	8
School Associations			458	1,801	3,726	2,523	2,523	3,005
Distance Learning	6,577	6,470	6,406	6,337	5,970	3,906	2,729	2,189
Formal Break-up								
Higher Education	1,642	2,327	3,455	3,738	4,822	5,706	5,653	6,426
School Education	1,823	2,627	3,372	3,451	4,142	3,752	3,752	3,688
Vocational Educat.			1,020	840	2,310	4,314	3,066	1,097

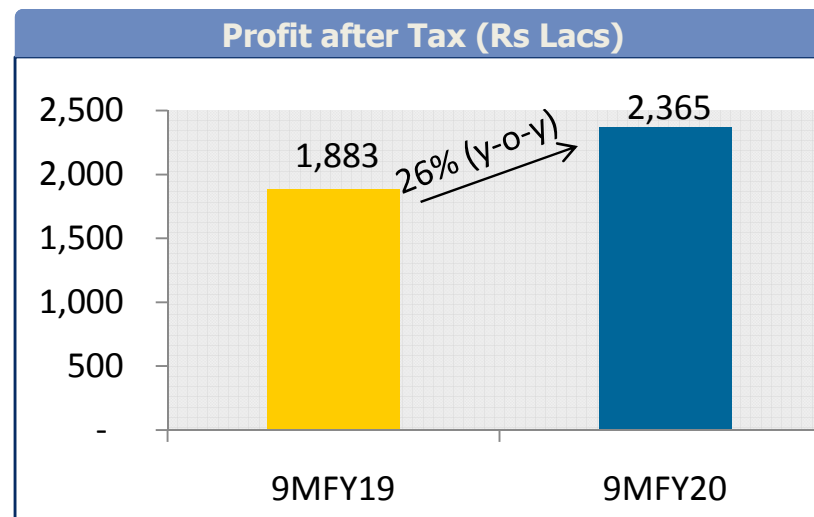
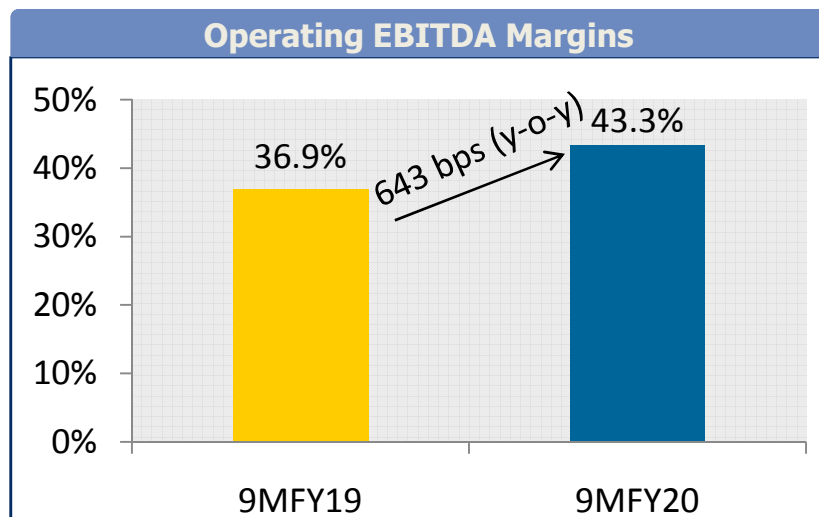
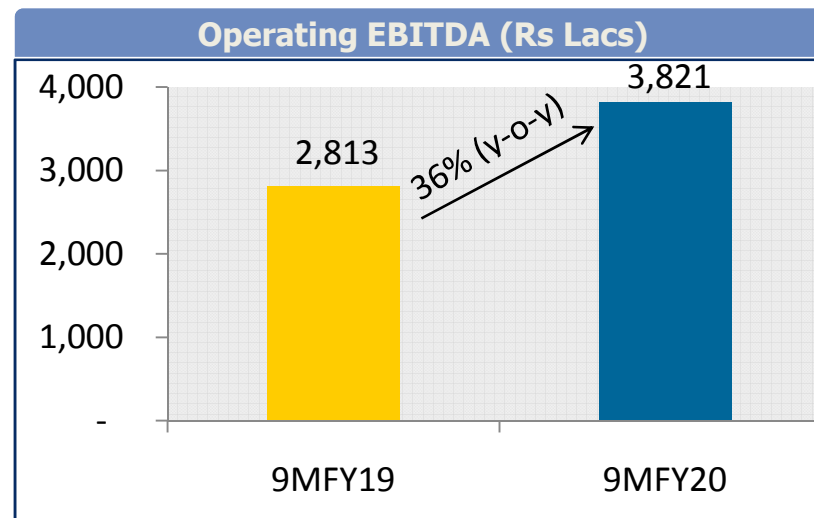
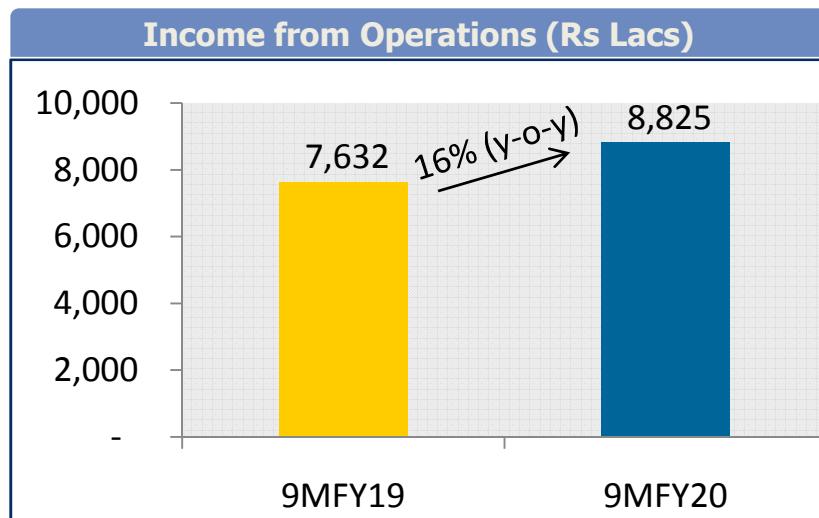


LTCR: Long-Term Classroom, STCR: Short-Term Classroom

Financial Highlights: 9M FY2019-20 (Standalone)



Financial Highlights: 9M FY2019-20 (Consolidated)



Income Statement (Standalone)



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Income Statement	←----- Standalone -----→				
Rs Lakhs	Q3FY19	Q2FY20	Q3FY20	9MFY19	9MFY20
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,590.2	1,362.6	1,395.4	5,339.2	4,411.4
Other Income	371.9	568.4	583.8	1,031.3	1,485.9
Total Income	1,962.1	1,931.0	1,979.2	6,370.5	5,897.3
Expenditure					
Cost of Study Material	28.7	47.9	24.0	233.8	137.7
Employees Cost	952.6	724.4	738.2	2,870.4	2,121.4
G&A and other expenses	388.5	343.6	298.4	1,423.7	964.8
Dep. & Amort.	103.2	101.3	102.7	310.9	301.8
Finance Charges	139.0	162.0	147.6	394.4	466.4
Total Expenditure	1,612.1	1,379.2	1,310.8	5,233.2	3,992.1
EBITDA	592.2	815.1	918.6	1,842.6	2,673.4
EBITDA Margin	30.2%	42.2%	46.4%	28.9%	45.3%
Operating EBITDA	220.3	246.6	334.8	811.2	1,187.5
Op. EBITDA margin	13.9%	18.1%	24.0%	15.2%	26.9%
Profit Before Tax	350.1	551.8	668.4	1,137.3	1,905.3
PBT Margin	17.8%	28.6%	33.8%	17.9%	32.3%
Profit After Tax	255.0	411.1	568.1	947.3	1,462.9
PAT Margin	13.0%	21.3%	28.7%	14.9%	24.8%
EPS (Rs)	1.40	2.26	3.13	5.22	8.05

Income Statement (Consolidated)



CAREER POINT

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q3FY19	Q2FY20	Q3FY20	9MFY19	9MFY20
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,369.8	2,860.8	3,421.1	7,631.5	8,825.4
Other Income	143.1	165.5	123.4	440.8	358.0
Total Income	2,512.9	3,026.4	3,544.5	8,072.3	9,183.4
Expenditure					
Cost of Study Material	59.6	602.9	1,050.4	407.8	1,749.6
Employees Cost	971.1	745.8	760.0	2,916.2	2,187.7
G&A and other expenses	416.4	380.2	324.5	1,494.1	1,067.3
Dep. & Amort.	113.5	112.1	113.5	337.2	335.7
Finance Charges	165.5	192.1	163.0	475.5	519.0
Total Expenditure	1,726.2	2,033.2	2,411.4	5,630.9	5,859.2
EBITDA	1,065.8	1,297.4	1,409.6	3,254.2	4,178.8
EBITDA Margin	42.4%	42.9%	39.8%	40.3%	45.5%
Operating EBITDA	922.7	1,131.9	1,286.2	2,813.4	3,820.9
Op. EBITDA margin	38.9%	39.6%	37.6%	36.9%	43.3%
Profit Before Tax	786.7	993.2	1,133.1	2,441.4	3,324.2
PBT Margin	31.3%	32.8%	32.0%	30.2%	36.2%
Profit After Tax	575.0	635.8	870.4	1,882.6	2,364.5
PAT Margin	22.9%	21.0%	24.6%	23.3%	25.7%
EPS (Rs)	3.17	3.50	4.79	10.37	13.02

Balance Sheet (Latest)



Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2019 Ind AS	30-Sep-2019 Ind AS	31-Dec-2019 Ind AS	31-Mar-2019 Ind AS	30-Sep-2019 Ind AS	31-Dec-2019 Ind AS
Liabilities						
Shareholders' fund	39,535	40,248	40,635	42,826	44,102	44,754
(a) Share Capital	1,816	1,816	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	37,719	38,432	38,818	41,010	42,286	42,938
Non-current Liabilities	734	842	893	660	858	950
(a) Def. Tax Liabilities	664	761	808	539	722	810
(b) Provisions & Others	70	80	85	122	136	141
Current Liabilities	2,167	1,993	1,914	2,380	2,326	2,272
(a) Current Liabilities	1,863	1,743	1,706	1,995	1,974	1,962
(b) Provisions	304	249	208	385	352	310
Borrowings	6,458	6,411	5,848	7,034	7,332	6,634
Total Liabilities	48,894	49,494	49,290	52,901	54,619	54,611
Assets						
Fixed Assets (inc. WIP)	13,672	13,638	13,646	19,119	19,004	19,428
Non-current Assets	19,702	18,742	18,363	10,153	9,603	10,029
(a) Loans and Advances	1,370	1,330	941	6,487	7,617	7,919
(b) Investments	18,332	17,411	17,422	2,993	1,927	1,963
(c) Other Assets	-	-	-	674	59	147
Current Assets	15,520	17,114	17,281	23,628	26,012	25,154
(a) Inventories	99	119	115	244	678	478
(b) Sundry Debtors	1,198	790	830	5,131	4,737	4,757
(c) Cash & Bank Balances	102	323	231	829	964	1,018
(d) Current Investments	921	1,328	1,360	942	1,530	1,009
(e) Loans and Advances	13,201	14,554	14,745	16,483	18,103	17,893
Total Assets	48,894	49,494	49,290	52,901	54,619	54,611

Thank You



Career Point Limited

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