



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

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 our disclosure dated May 06, 2023 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, 2023, 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 12, 2023

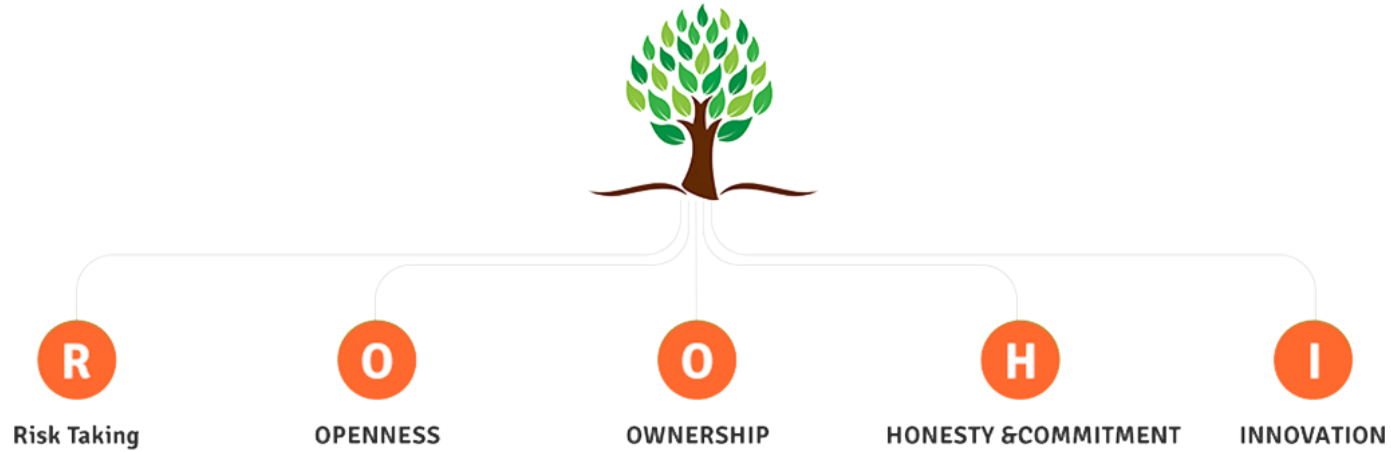


Excellence Since **1995**

Q4 FY23 Investor Presentation



Core Values



Safe Harbour

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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.



Chairman Speaks



“Guiding CL towards a limitless future. The road is broad and clear.”



Career Launcher – Trusted Pan India Omnichannel Test Prep Brand



170+

Centers



35%+

Market Share:
MBA & Law



600K+

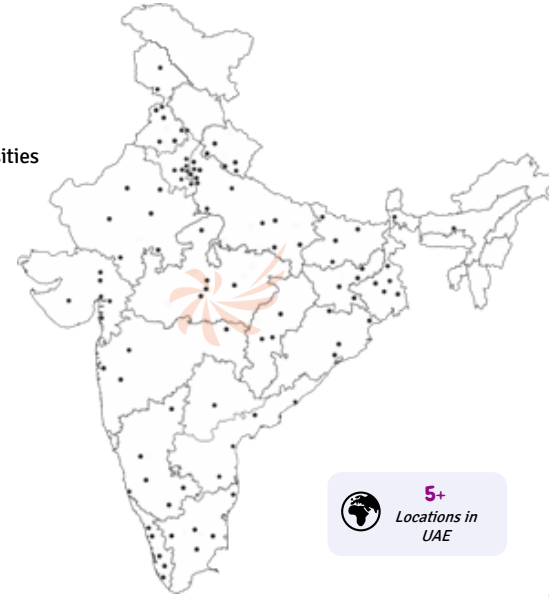
Books Sold



140+

Institutional
Clients

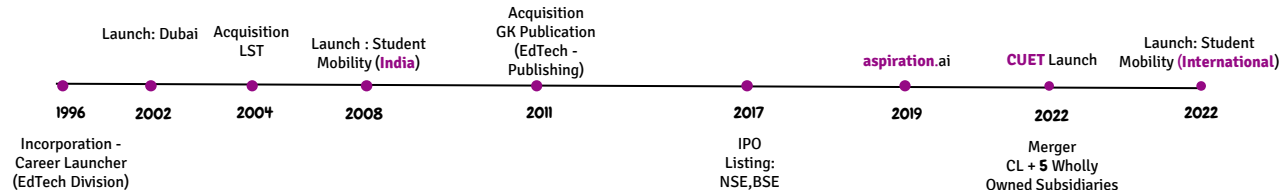
- Present in the verticals of:
 - Test preparation and admission consulting
 - Content Monetization: Publishing of competitive books
 - Platform Monetization: Integrated Solutions to Educational Institutions & Universities
- Established dominance in Aptitude segments of MBA, Law & IPM
- CUET & Study 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

Key Milestones



Test Preparation: Key Offerings & way forward

Course & Delivery	Launch Year	Way forward
MBA (TAM: 2.5 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; Expansion plans to 100 Cr by FY24
LAW (TAM: 70 K)   	2004 35-40% Market Share	<ul style="list-style-type: none">Expansion: Market size expansionFY23 CLAT+AILET Registrations: 71K;Law as career is gaining acceptance and momentum.Expected to reach 100K registrations with change in exam cyclePre-COVID: 63 Cr Billing; Expansion plans to 100 Cr by FY24
New Growth Drivers		
CUET (UG) (TAM: 1+ 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 Updates

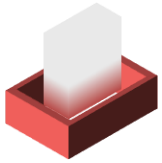


Business Updates

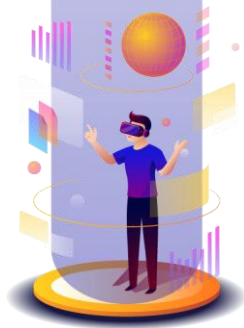


Corporate Roundup





Financial Updates



Financial Update

37%

Total Revenue

- ✓ Mar 23: 297.7 Cr
- ✓ Mar 22: 217.8 Cr



PAT / TCI

68%

- ✓ Mar 23: 24.6 Cr
- ✓ Mar 22: 14.6 Cr

68%

EPS

- ✓ Mar 23: 4.08
- ✓ Mar 22: 2.47



EBITDA

10%

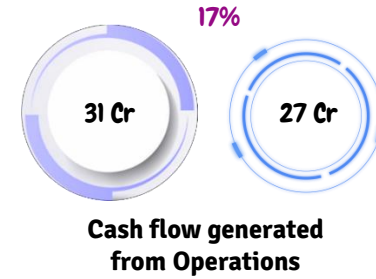
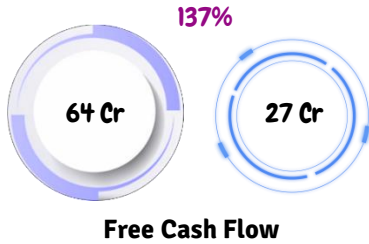
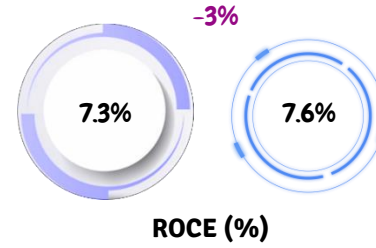
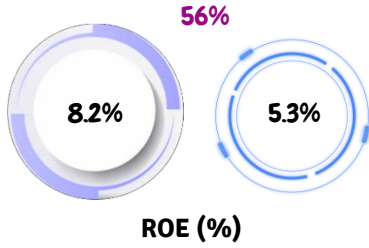
- ✓ Mar 23: 32.1 Cr
- ✓ Mar 22: 29.2 Cr



Financial Summary

Mar 23

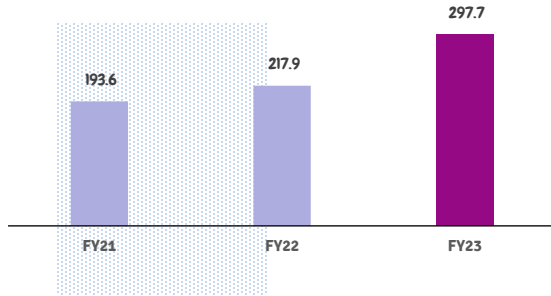
Mar 22



Financial Summary – 3 Year Story

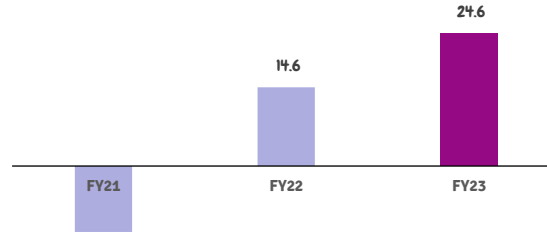
(All Figures in Rs. Crores except EPS)

Total Revenue



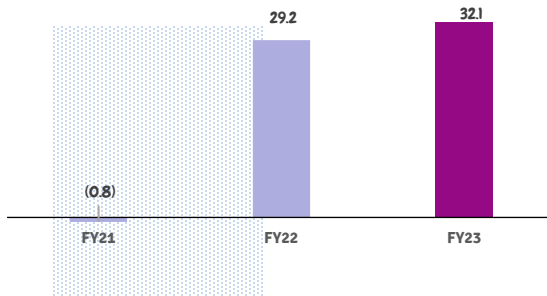
COVID

TCI



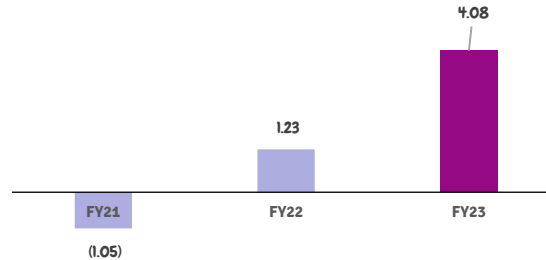
(12.2)

EBITDA



COVID

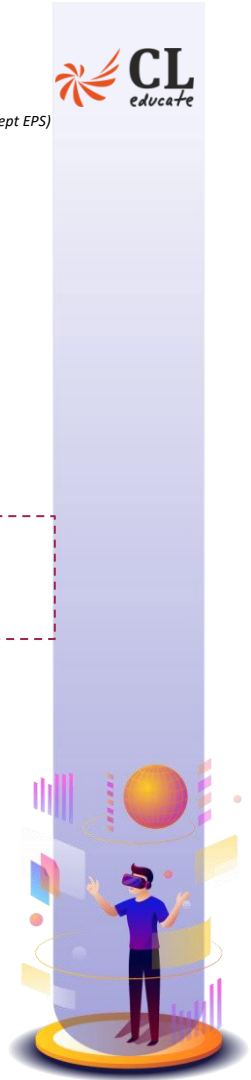
Adjusted EPS*



(1.05)

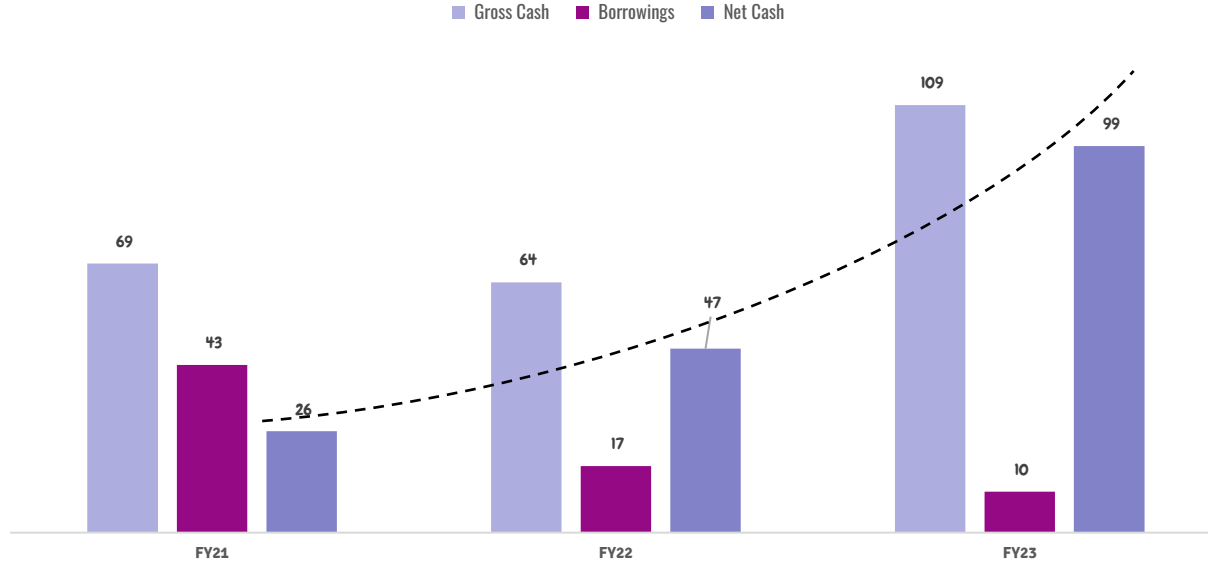
- ✓ COVID finally in the rearview mirror
- ✓ Positive growth trajectory across all key financial indicators.

* EPS Adjusted to incorporate Corporate Events – Split & Bonus



Net Cash Position

(All Figures in Rs. Crores)



- Cash accretion continues
- Borrowings at **15** Year low.
 - Long term borrowings – **0.70** Cr
 - Short Term borrowings – Further repaid **4** Cr in April **2023**



Segment Update

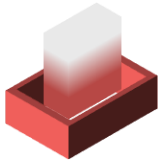
	Q4 FY22	Q4 FY23	Y-o-Y (Quarter)	Mar 22	Mar 23	Y-o-Y	
Total Revenue	53.9	69.8	29%	209.2	291.3	39%	
EBITDA*	7.6	10.3	36%	33.4	42.8	28%	
EdTech	Revenue	37.4	43.5	16%	131.0	176.0	34%
	EBITDA	7.4	7.1	-4%	27.9	34.9	25%
MarTech	Revenue	16.5	26.7	59%	78.1	115.4	48%
	EBITDA	0.6	3.5	462%	6.6	9.2	39%

* Includes EBITDA for Others (Discontinued & Scaled Down) as well.

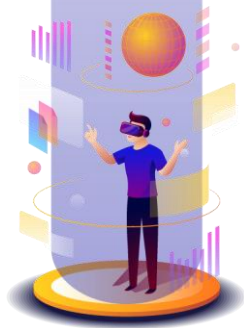
(All Figures in Rs. Crores)

- Revenue MRRs back to pre-COVID levels, EBITDA trailing on account of return to physical world and critical business investments – People & Marketing
- EdTech EBITDA impacted by change in exam dates in Law Test Prep





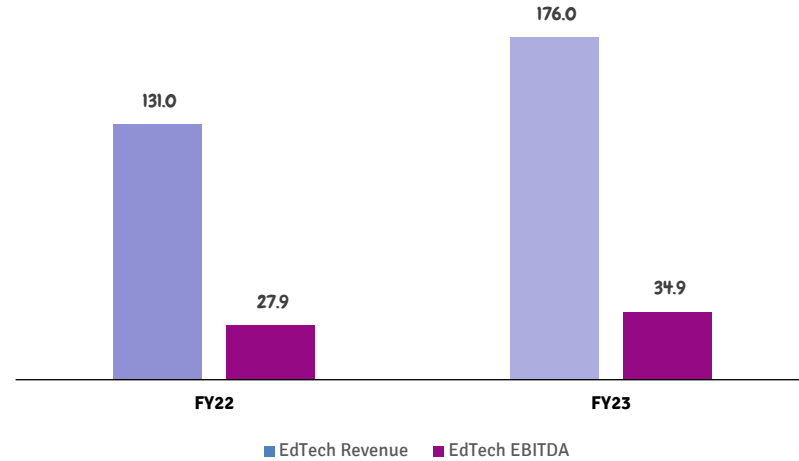
Business Updates



(All Figures in Rs. Crores)

Test Prep

- Test Prep Shows strong growth.
 - ARPU up **17%** Y-o-Y; Billing up **30%**
 - Business Partner Billing up **40%**
 - Q4: Strong Quarter. Y-o-Y (Quarter) growth @ **16%**
- UG Segment (CUET + Law + IPM/BBA + Engg/Med/Tuitions) comprises of **60%** of the total business generated.
- International growth steady. New avenues being explored in Asia & Africa for Student Mobility business.



Number 1 Rank
AILET & CLAT **2023**



100%ilers
CUET **2022**



Top Ranks
CLAT **2023**



Top Ranks
AILET **2023**

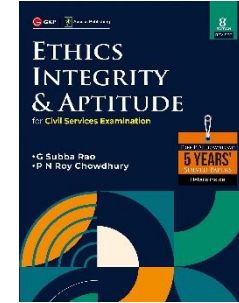
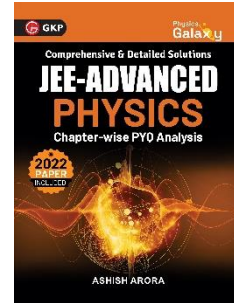


Content

- Publishing Sales up **19%**
- Institutional business has significant portion of revenue
 - Plans to expand self managed online sales
- Piloting YouTube influencer co-author series

Platform

- Revenue up **23%** (Y-o-Y)
 - New Clients signed up – **77**; Total Clients - **141**
- Key Growth drivers: Digital Biz & Admission Consulting



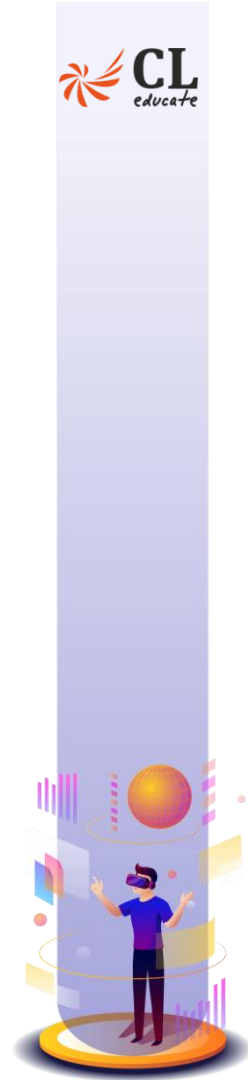
Priya Jain

@_FinologyLegal 2.69M subscribers 393 videos



Gandhav Panwar

@GandhavPanwar 429K subscribers 241 videos



(All Figures in Rs. Crores)

Financial Update

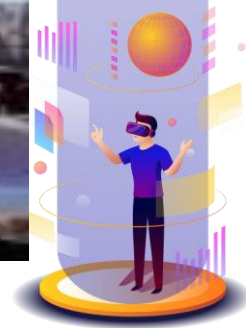
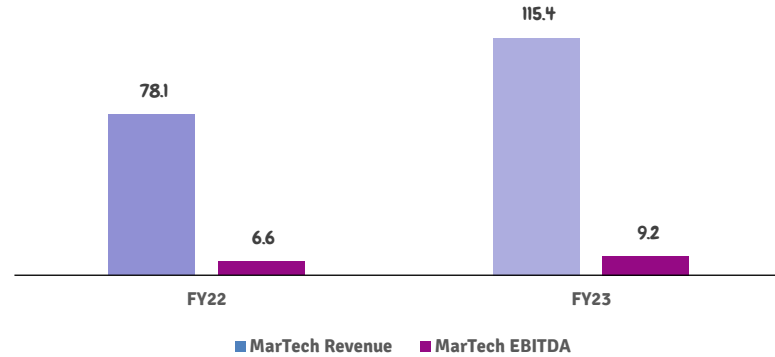
- ✓ Top-line grew by 48% Y-o-Y basis. EBITDA grew by 39%

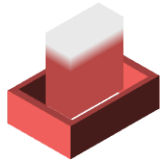
Growth Areas

- ✓ Physical events business having good momentum
- ✓ Indonesia & Singapore – APAC Key growth market for FY24
- ✓ VOSMOS to drive better margins
- ✓ Meta-Commerce journey begins

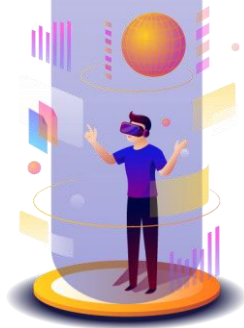
International Update:

- ✓ Overseas Business: Revenue up by 25%
- ✓ Indonesia set to kickstart in Q1 FY24.





Corporate Roundup



Corporate Roundup: Steps taken to Maximize Shareholder Wealth – Last 18 Months



Improving Financials & Profitability



Accelerated Earnings growth



Improved Cash Position



Net Debt Free Company



Shareholder Value Creation



Bonus Issue (1:1) – Q3 FY23



Buyback (10 Cr) – Q2 FY23

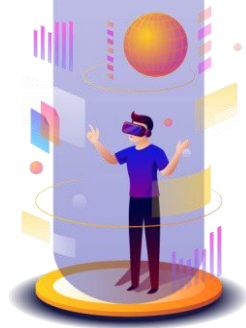


Merger – Q4 FY22





Financial Annexures



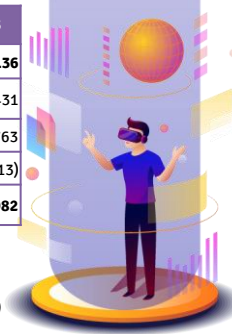
Financial Annexures: 3 Year Abridged Snapshot

	Mar 21	Mar 22	Mar 23
Non-Current Assets			
Fixed Assets	6,860	5,100	6,538
Other Non-Current Assets	6,321	5,638	9,971
Total Non-Current Assets	13,181	10,739	16,509
Current Assets			
Inventories	1,448	1,417	1,216
Trade Receivables	5,248	4,995	6,963
Cash & Bank + Investments	6,818	6,090	6,367
Other Current Assets	5,003	6,278	4,905
Total Current Assets	18,516	18,780	19,451
Assets Held for Sale	3,469	5,260	1,323
Total Assets	35,167	34,778	37,283
Equity			
Equity Share Capital	1,417	1,417	2,753
Other Equity	23,282	24,748	24,724
Total Equity	24,698	26,164	27,477
Non-Controlling Interest	13	(1)	1
Non-Current Liabilities			
Borrowings	567	292	70
Other Non-Current Liabilities	853	1,047	1,087
Total Non-Current Liabilities	1,420	1,339	1,157
Current Liabilities			
Borrowings	3,723	1,405	975
Trade Payables	2,480	2,845	4,040
Other Current Liabilities	2,833	3,026	3,633
Total Current Liabilities	9,036	7,276	8,648
Total Equity & Liabilities	35,167	34,778	37,283

	Mar 21	Mar 22	Mar 23
Income			
Revenue from Operations	18,231	20,917	29,131
Total Operating Expenses	19,267	18,868	26,564
Operating EBITDA	(1,036)	2,049	2,568
Other Income	960	870	640
Operating EBITDA + O.I.	(77)	2,920	3,208
Finance Cost & Depreciation & Amortization	1,398	1,159	1,277
Profit Before Tax (After Equity Accounted Investee)	(1,480)	1,723	1,891
Exceptional Items	-	-	(16)
Tax	(203)	343	(379)
Profit After Tax	(1,276)	1,380	2,254
Total Comprehensive Income	(1,216)	1,458	2,456

	Mar 21	Mar 22	Mar 23
Cash Flow generated from Operations	2,191	2,679	3,136
Cash flow from Operating Activities (After Tax)	2,615	3,339	2,431
Cash Flow from Investing Activities	(362)	(65)	763
Cash Flow from Financing Activities	(1,687)	(3,480)	(2,213)
Net Increase/(decrease) in Cash & Cash Equivalents	566	(206)	982

(All Figures in Rs. Lacs)





Get in Touch !



Join Our Telegram Channel

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WISDOM IR

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