



CAREER POINT

version 2.0



Career Point Limited – Investors Update FY2021-22

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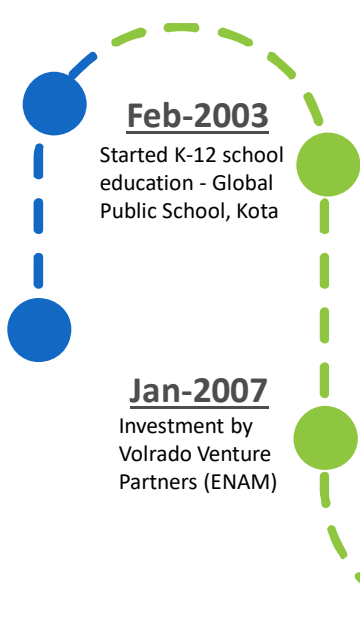
Key
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Company Evolution

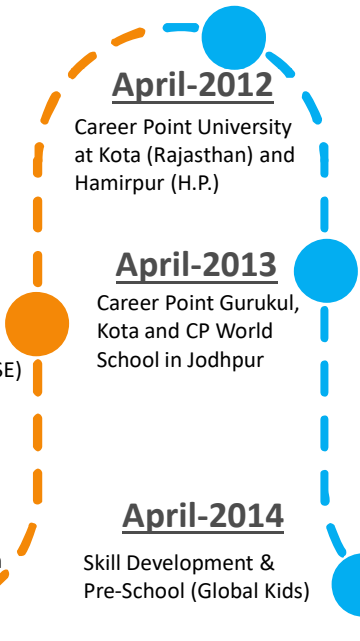


April-2000
Opened first tutorial branch outside Kota at Jaipur

June-1993
Founded in Kota in small tyre-godown by Mr. Pramod Maheshwari, an IIT Delhi alumnus

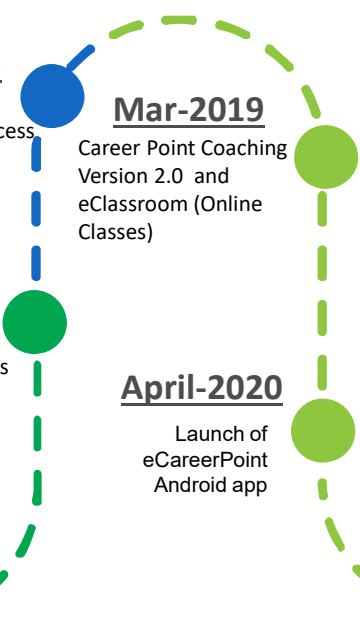


Oct-2010
First Indian IPO by Test-Prep Company (Listed on NSE and BSE)



Dec-2018
Acquisition in e-Learning - Planceess Edusolutions

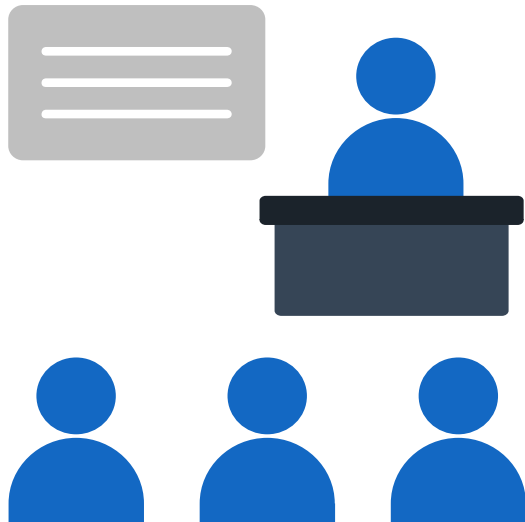
April-2016
Career Point Gurukul, Mohali and CP Publications



Apr-2022
Products development in TestPrep space on Hybrid mode – (Physical + Digital) and building distribution network

Jun-2021
Govt. exams preparation live classes and assessments

Key Highlights: Excellence in Education Services Delivery



Brand Legacy

- 3 decades of legacy in providing quality education in both offline and online education delivery format

KG to PhD Service Offering

- Test-Prep (Offline and Online), Play School, K12, University Education and Skilling,

Strong Financials

- Consistently profitable with strong balance-sheet and cash flows

Large Opportunity

- Favourable industry, economic and demographic drivers

Our Businesses

Integrated learning solution provider across the education value chain

CAREER POINT
version 2.0



Test Prep

- Branches & Franchisees
- School Integrated Courses
- Publication & Study Materials

CAREER POINT
gurukul
Residential Coaching and School Campus


CAREER POINT
WORLD SCHOOL

K12 School

- Play Schools
- Day Schools
- Residential Schools



eCareerPoint



Online Learning

- Branches & Franchisees
- School Integrated Courses
- Publication & Study Materials

 **CAREER POINT**
UNIVERSITY

Higher Education

- Skill Development



Growth Strategies



Test-Prep Classrooms

- Launching new Test-Prep products and expanding distribution network through franchisee and SIP
- Reaching new market through Hybrid (Physical + Digital) model

TAM: 20 mn Students
Market Size: \$8 bn
Growth Rate: 15% y-o-y



eLearning

- Offering new products of Online Assessments, Videos, eBooks etc
- Expansion more courses offering – Govt. Exams, UG/PG etc.

TAM : 60 mn Students*
Market Size : \$4 bn
Growth Rate : 18% y-o-y



School Education

- Adding new career oriented programs with schools i.e. Overseas Educaiotn, CA/CLAT etc. to Improving capacity utilization along with premium pricing through USPs

TAM : 240 mn Students
Market Size : \$24 bn
Growth Rate : 14% y-o-y



Universities

- New innovative products as per NEP – Dual degree, Digital learning
- Online Certificate & professional courses for continuing education

TAM : 40 mn Students
Market Size : \$12 bn
Growth Rate : 11% y-o-y

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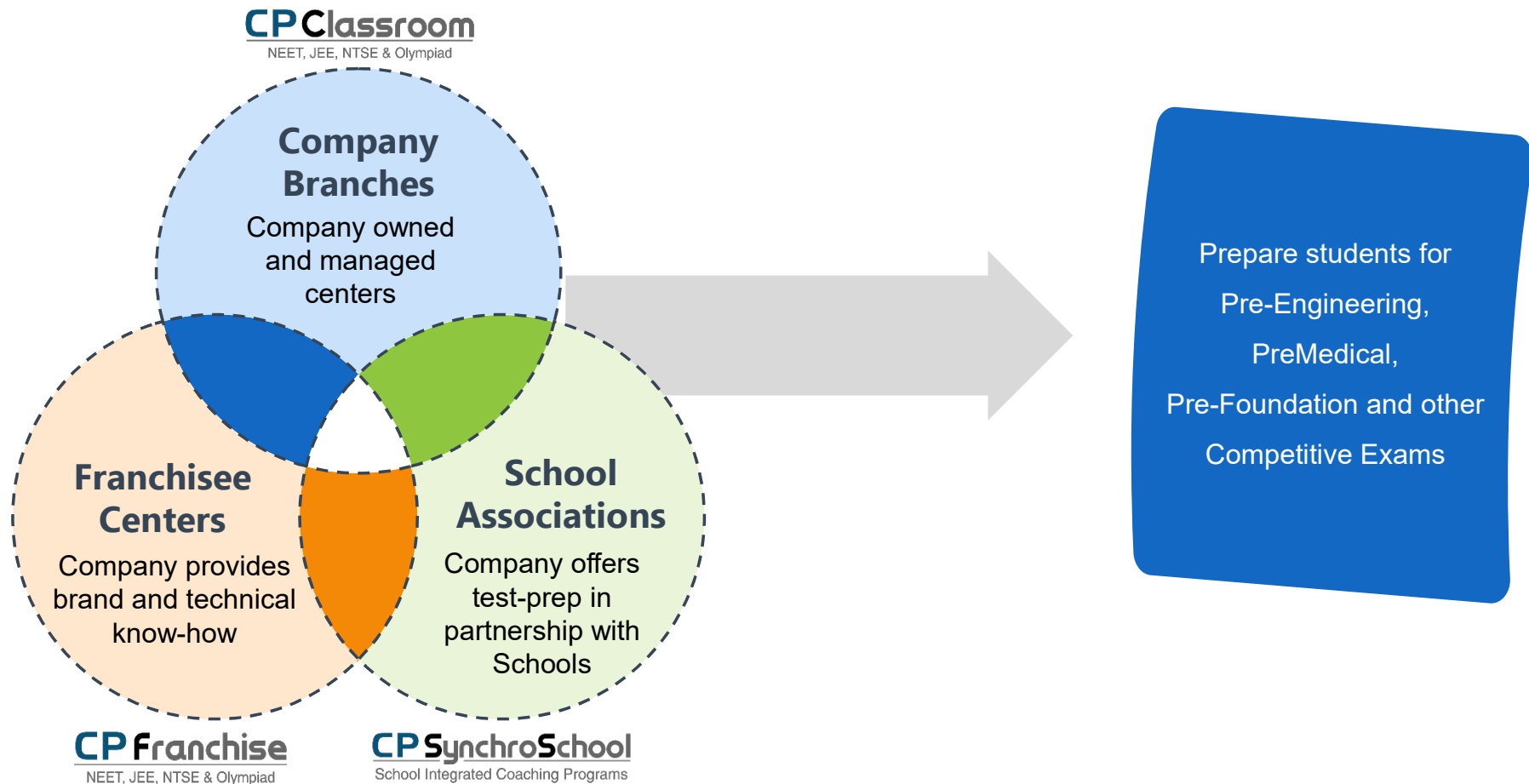
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New Edge Classroom Coaching

Post Covid, all the classroom product offerings also have digital learning supports to provide benefits of hybrid learning



Digital Learning



Live Online interactive Classes by experts faculties for multiple program offerings



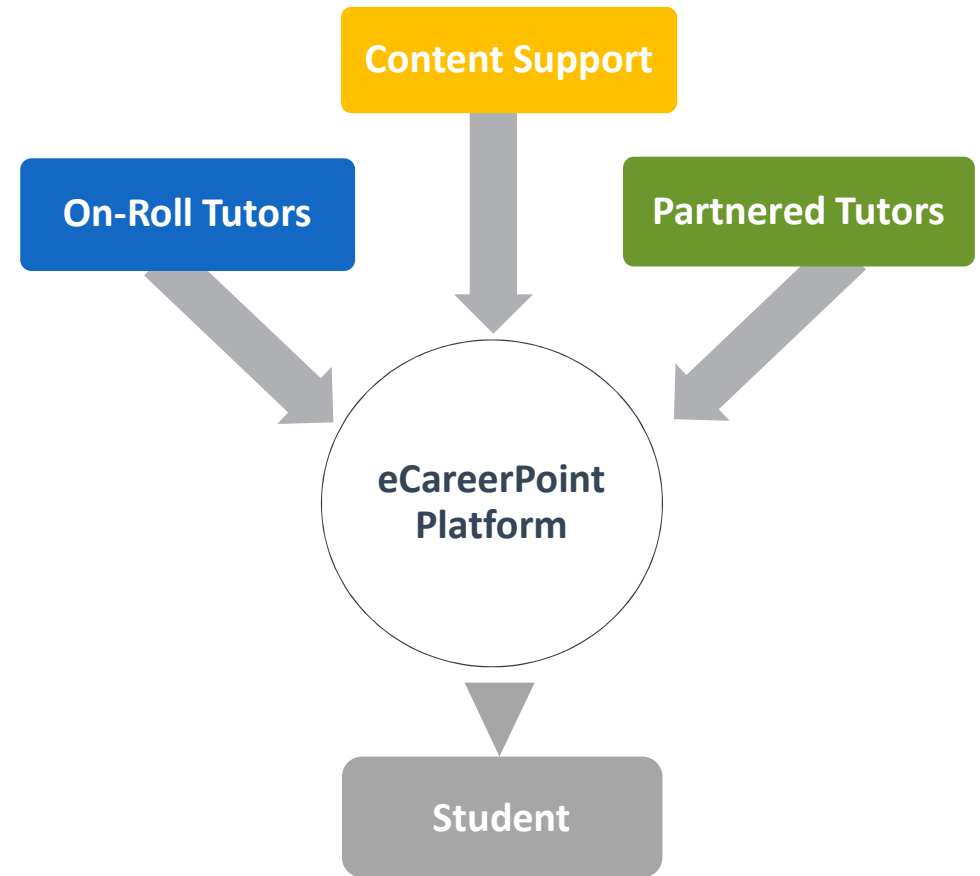
Recorded Video Courses accessible anytime offers learning with own pace



Online Assessment to provide real-time exam experience along with performance review

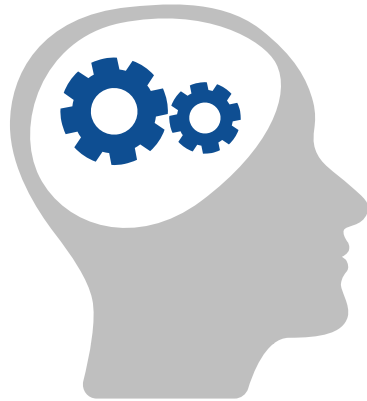


Distance Learning Program through eBooks and topic wise DPP (Daily Practice Problems)



Beta testing is done for Vedam - 1 to 1 live tutoring with 2-way interactions for personalized learning

School Education



Day-Schools

Career Point World School
Global Public School
Global Kids



Residential Schools

Career Point Gurukul, Kota
Career Point Gurukul, Mohali
Career Point Gurukul, Rajsamand

Company
Listed Entity

Management Service Fee

School
Trust / Society

Lease Rental

Infra Company
100% Subsidiary

Higher Education – Universities

MBA
B. Tech
LLB
BCA
MSW
Ph.D
BHMCT
B.Com
M.Sc
B.Ed
B. Pharm
PGDCA

Career Point University
Kota, Rajasthan

www.cpur.in



Career Point University
Hamirpur, H.P.

www.cpuh.in

Company
Listed Entity

Management Service Fee

University
Trust / Institution

Interest on Loans

NBFC Company
100% Subsidiary

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Business Update

- Launched two unique and high value added course products in tutorial division:
 - 'Classroom 24/7' course at CP Gurukul Kota with round the clock learning
 - 'Manzil' - tech-powered new-edge offline course for JEE and NEET coaching
- One of its kind, the 2-way audio and video communication in a live class (not just chat) is featured in eCareerPoint's Mobile App as well as Web mode delivery
- 3 new centers in the test-prep division are added at Warangal (Telangana), Bhilwara (Rajasthan) and Raisingh Nagar (Raj.)
- Advanced support to students and business associates with newly added partnerships in the areas of technology, fee-financing and customer care
- In University education division, evolving the systems to tap the large potential of value addition with dual degree programs notified by UGC recently.
- Two patents by research scholars of Career Point University in the areas of Blockchain Technology and IoT (Internet of Things) have been successfully applied with complete specifications.
- Career Point University has been awarded govt. sponsored project under Unnat Bharat Abhiyan (UBA 2.0) to work for the rural population.

Financial Update

- Revenue from operations for the period (FY2021-22) is reported of rupees 54.2 crores on consol basis (y-o-y: +10.2%) and total income, including other income, came at rupees 59.3 crores (y-o-y: +3.6%).
- Revenue from operations at standalone level is rupees 29.3 crores (y-o-y: +61.9%). This includes rupees 8.2 crores of financial income reclassified this year. Excluding this, y-o-y growth would be 16.9%.
- The growth in operating income is a result of increased enrollments in residential campus and auxiliary education services income. This increase confirms the expected growth trend post pandemic.
- Reported EBITDA (including other income) of rupees 34.9 crores on consolidate numbers and rupees 20.3 crores on standalone resulted EBITDA Margin of 58.8% and 52.9%, respectively.
- Net income was reported at rupees 22.9 crores and EPS (Earning per share) of rupees 12.6 on consolidate basis. At standalone level, the company reported net income of rupees 10.8 crores and EPS of rupees 5.93.
- As on 31 March 2022, Net worth of the company was reported of rupees 471 crores and Book value per share of rupees 259.
- Under the company's business restructuring plans, an application to grant NBFC license is filed at RBI Mumbai and a separate application to approve merger in the company (Career Point Ltd) is filed by Srajan Capital Ltd. (wholly owned subsidiary) at RBI Chandigarh.

Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q4FY21	Q3FY22	Q4FY22	FY2021	FY2022
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	143.0	1,096.8	618.2	1,812.5	2,934.2
Other Income	551.8	61.7	111.2	2,093.1	904.6
Total Income	694.8	1,158.5	729.4	3,905.6	3,838.9
Expenditure					
Cost of Study Material	54.2	60.0	10.7	131.3	95.9
Employees Cost	206.0	207.1	198.0	798.3	817.1
G&A and other expenses	277.3	236.4	366.8	641.7	895.3
Dep. & Amort.	90.1	85.0	87.2	375.7	351.5
Finance Charges	93.3	39.1	23.4	395.0	203.2
Total Expenditure	720.8	627.5	686.0	2,341.9	2,363.0
EBITDA	157.4	655.0	154.0	2,334.3	2,030.6
EBITDA Margin	22.7%	56.5%	21.1%	59.8%	52.9%
Operating EBITDA	(394.4)	593.3	42.8	241.2	1,126.0
Op. EBITDA margin	-275.9%	54.1%	6.9%	13.3%	38.4%
Profit Before Tax	(26.0)	530.9	43.4	1,563.6	1,475.9
PBT Margin	-3.7%	45.8%	5.9%	40.0%	38.4%
Profit After Tax	(16.6)	370.4	20.4	1,258.4	1,077.9
PAT Margin	-2.4%	32.0%	2.8%	32.2%	28.1%
EPS (Rs)	(0.09)	2.04	0.11	6.92	5.93

Income Statement - Consolidate

Income Statement	Consolidated				
Rs Lakhs	Q4FY21	Q3FY22	Q4FY22	FY2021	FY2022
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	429.6	1,496.8	1,335.0	4,919.6	5,423.8
Other Income	92.5	124.0	209.7	806.2	507.6
Total Income	522.1	1,620.8	1,544.7	5,725.8	5,931.4
Expenditure					
Cost of Study Material	61.5	172.0	111.6	270.4	308.1
Employees Cost	222.3	229.9	220.5	853.7	894.0
G&A and other expenses	2,653.0	75.1	786.7	3,103.5	1,239.9
Dep. & Amort.	102.0	105.1	105.4	422.5	413.0
Finance Charges	130.5	61.1	68.0	499.7	323.6
Total Expenditure	3,169.3	643.1	1,292.1	5,149.9	3,178.6
EBITDA	(2,414.8)	1,143.8	425.9	1,498.2	3,489.4
EBITDA Margin	-462.6%	70.6%	27.6%	26.2%	58.8%
Operating EBITDA	(2,507.3)	1,019.8	216.2	692.0	2,981.9
Op. EBITDA margin	-583.7%	68.1%	16.2%	14.1%	55.0%
Profit Before Tax	(2,647.3)	977.7	252.6	575.9	2,752.8
PBT Margin	-507.1%	60.3%	16.4%	10.1%	46.4%
Profit After Tax	(2,467.1)	700.9	381.8	14.4 *	2,292.7
PAT Margin	-472.6%	43.2%	24.7%	0.3%	38.7%
EPS (Rs)	(13.58)	3.85	2.10	0.08	12.60

*FY2021 profit was impacted negatively due to extraordinary write-off and provision. Excluding that impact, PAT was Rs 22.01 Cr

Balance Sheet

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2021 Ind AS	31-Dec-2021 Ind AS	31-Mar-2022 Ind AS	31-Mar-2021 Ind AS	31-Dec-2021 Ind AS	31-Mar-2022 Ind AS
Liabilities						
Shareholders' fund	41,786	42,844	42,862	44,797	46,708	47,087
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	39,967	41,024	41,042	42,977	44,888	45,268
Non-current Liabilities	826	905	916	1,241	1,161	1,358
(a) Def. Tax Liabilities	789	871	887	699	835	810
(b) Provisions & Others	37	33	29	542	326	548
Current Liabilities	950	1,112	733	1,117	1,392	908
(a) Current Liabilities	947	979	648	1,009	1,132	750
(b) Provisions	3	133	84	109	261	158
Borrowings	5,678	1,737	980	7,178	2,882	2,562
Total Liabilities	49,240	46,598	45,491	54,333	52,144	51,916
Assets						
Fixed Assets (inc. WIP)	13,191	12,953	12,890	19,111	20,949	20,780
Non-current Assets	18,002	17,935	30,134	9,915	11,525	14,516
(a) Loans and Advances	1,144	1,072	13,271	9,546	11,392	14,381
(b) Investments	16,858	16,863	16,863	369	134	134
(c) Other Assets	-	-	-	-	-	-
Current Assets	18,047	15,710	2,467	25,307	19,670	16,620
(a) Inventories	86	70	74	354	190	154
(b) Sundry Debtors	560	936	539	4,216	2,887	2,296
(c) Cash & Bank Balances	184	238	196	1,192	826	1,451
(d) Current Investments	2,519	1,127	273	2,519	1,127	273
(e) Loans and Advances	14,699	13,339	1,385	17,026	14,640	12,447
Total Assets	49,240	46,598	45,491	54,333	52,144	51,916

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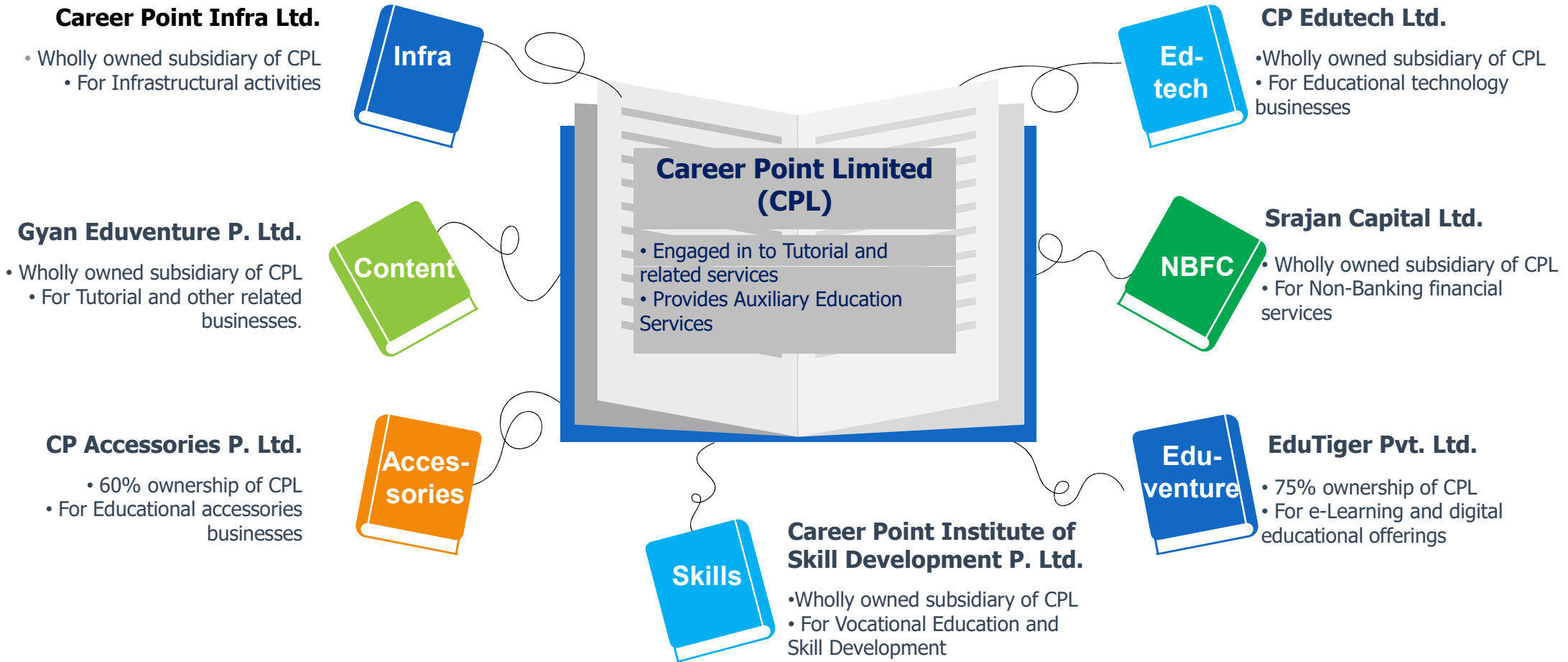
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Company Structure



Leadership Team

Experienced Promoters	
Name	Position
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	Designation
Dr. P. L. Gautam	Pro-C, CP University, HP
Dr. T. R. Sharma	VC, CP University, Kota
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. U.S. Kejriwal	General Manager-Infra
Mr. Ashish Jha	National Sales Head
Mr. Deependra Sharma	AGM-Business Dev.

Disclaimer



This presentation may constitute forward-looking statements. Although Career Point believes that the expectations contained in such forward-looking statements are reasonable, however, the Company makes no representation and assurance on the expectations. These statements may involve risks and uncertainties that could cause actual outcomes to differ materially from the expected outcomes. Such risks include, but are not limited to, the risk factors described in Career Point's Red Herring Prospectus and other periodic reports / filings made to the Securities Exchanges Board of India.

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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Preschool and K12

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e-Learning Solutions



www.ecareerpoint.com | www.cplive.in

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