



November 15, 2016

To,  
The Manager  
Bombay Stock Exchange Limited  
Corporate Relationship Department  
Phirozee Jeejeebhay Tower  
Dalal Street, Fort, Mumbai-400 001  
**BSE Scrip Code:533260**

To,  
The Manager  
National Stock Exchange of India Limited  
Exchange Plaza, C/1, Block G  
Bandra Kurla Complex  
Bandra (East), Mumbai-400 051  
**NSE Symbol: careerp**

Dear Sir/Madam,

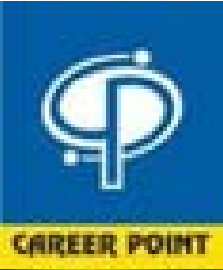
**Sub: Submission of Investor Presentation for the Q2-Sept 2016**

We hereby submit Investor Presentation on unaudited financial results for the quarter and half year ended 30 September 2016. The said presentation is uploaded and available on Company's website [www.cpil.in](http://www.cpil.in)

Kindly take the same on record and acknowledge receipt.

Thanking you,  
For **Career Point Limited**

Tarun Jain  
GM (Corporate & Legal Affairs) & Co. Secretary



# CAREER POINT

**Investor Update: Q2/H1 FY2016-17**

## Our Vision



CAREER POINT

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

## Our Mission

To become a most ethical educational brand

Technology

Infosys  
TCS

Banking

ICICI  
HDFC

Auto

Tata Motors  
Bajaj Auto

Hotel

Taj Group  
Oberoi

Education

??



CAREER POINT

## Our Corporate Philosophy

**Pursue Excellence...  
...rest everything shall follow.**

# Our Story



CAREER POINT



**1993**

- Organisation founded

**2000**

- Network Expansion

**2006**

- Formal Education

**2010**

- NSE & BSE Listing

**2014**

- Vocational
- eLearning

**2016**

- Building a Global Brand



# Company evolution



**June 1993**

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

**April 2000**

- Opened first tutorial branch outside Kota at Jaipur

**Feb 2003**

- Started K-12 school education - Global Public School, Kota

**Jan 2007**

- Investment by Volrado Venture Partners (ENAM)

**April 2012**

- Career Point University at Kota (Rajasthan)
- Career Point University at Hamirpur (Himachal Pradesh)

**Oct 2010**

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

**Jan 2010**

- Investment by Kalpa Partners (N S Raghavan)

**Jul 2009**

- Private Equity Investment by Franklin Templeton

**April 2013**

- Career Point Gurukul, Kota – A modern residential school with integrated coaching
- Career Point World School in Jodhpur

**April 2014**

- Skill Development & Vocational Education

**July 2015**

- eLearning
- Online Assessment
- Career Point world School in Bilaspur

**April 2016**

- Career Point Gurukul, Mohali
- Publication Division
- Smart Learning Center



CAREER POINT

# Service Offering – KG to PhD

## School Education



**GLOBAL KIDS**  
from the house of CAREER POINT

**CAREER POINT**  
PUBLIC SCHOOL

**CAREER POINT**  
WORLD SCHOOL

## Tutorial Services



**CAREER POINT**  
Pre-Engineering, Pre-Medical & Pre-Foundation

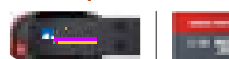
**CAREER POINT**  
*gurukul*  
Residential Coaching and School Campus

**Synchro School**  
School Integrated Coaching Program

## e-learning



Video Lectures on  
**PEN DRIVE | MEMORY CARD**



**eCAREERPOINT**  
Online Test Series

**StudyBoard.com**

## Higher Studies Skill Development



**CAREER POINT**  
UNIVERSITY  
Kota (Rajasthan)

**CAREER POINT**  
UNIVERSITY  
Hamirpur (H.P.)

 Career Point Institute  
of Skill Development

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



# Business Divisions

School Education | Test-Prep | Higher Education | Skill Development



# Global Kids: Pre-School Chain



- ✓ Mentoring early childhood with a core focus on holistic development and child centric philosophy
- ✓ Expansion through franchisee network with a complete technical know-how and structured support system in-place
- ✓ Facilities include Audio-Visual Room, Doll House, Art & Craft Room, Creativity Center

## Academic Pedagogy

- Activity based Learning
- Intellectual Development
- Creativity Advancement
- Physical Activities
- Social Skills

**Expansion Strategy:** Adding new franchisees with incremental premium service offerings



# CP Schools: Career Point World Schools



**Global Public School, Kota (Raj.)**



**Career Point World School, Jodhpur**



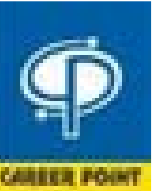
**Career Point World School, Bilaspur**



	<b>Global Public School, Kota</b>	<b>Career Point World School, Jodhpur</b>	<b>Career Point World School, Bilaspur</b>
Operational Since	Year 2003	July 2013	July 2015
Location	Kota, Rajasthan	Jodhpur, Rajasthan	Bilaspur, Chattisgarh
Affiliation	CBSE	CBSE	CBSE
Category	Owned	Owned	Franchisee

**Expansion Strategy:**  
Through franchisee and leased asset-light mode

# CP Gurukul: Residential School with Coaching



CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



**Expansion Strategy:** Premium pricing and asset-light mode at selective locations

## Academic facilities

- Coaching Campus
- CBSE School up to 12<sup>th</sup>
- Library & Reading Rooms
- Practical Labs
- Academic Assistance

## Living Experience

- Boys and Girls Hostels
- Guest house for relatives
- Apartments (1&2 BHK) for parents
- Staff residences
- Play Grounds

## Student Welfare

- Mess, Cafeteria and Food Court
- Health care Services
- Departmental Stores
- 24 Hrs Security

# Tutorial Products and Test-Prep Services



## Key Products

Test-Prep Products

Pre-Engineering

Pre-Medical

Pre-Foundation

**Expansion Strategy:** Improve operating leverage and selective franchising

## Delivery Model

Company Branches

Franchisees Centers

Residential Coaching

School Association

Distance Learning

E-Learning

# CP Higher Education Institutions



Career Point University  
Kota, Rajasthan



Career Point University  
Hamirpur, Himachal Pradesh



## Courses offered

Engineering & Technology	B. Tech, M. Tech and PhD.
Computer Applications	BCA, MCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Law and Governance	LLB, BA-LLB, BBA-LLB
Vocational Studies	Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

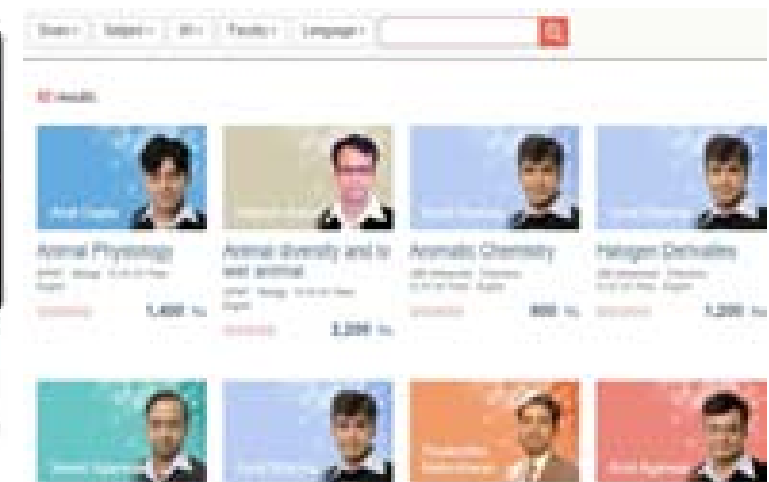
### Expansion Strategy:

Adding new degree, diploma and professional courses on regular and distance learning delivery mode



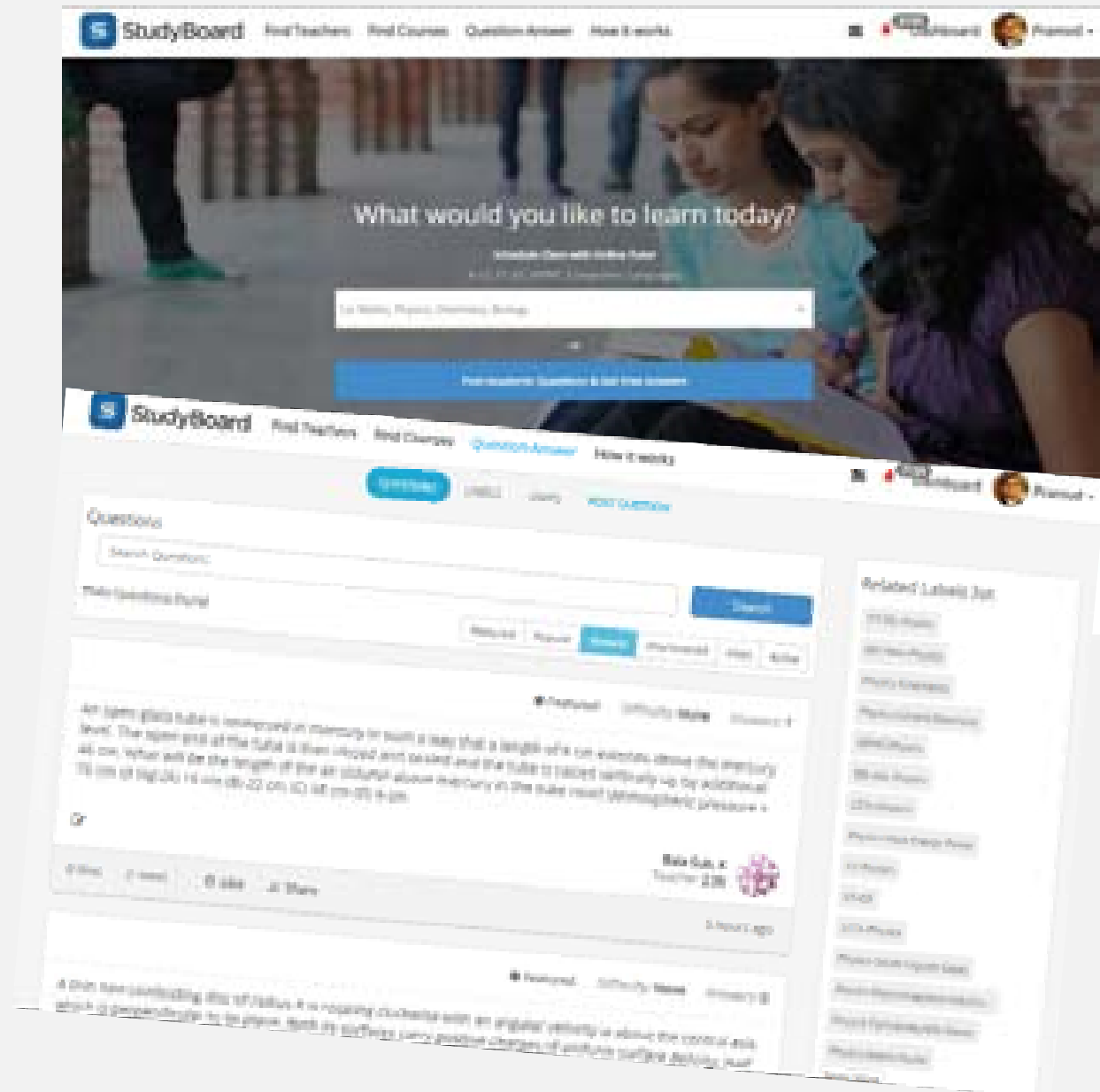
# e-Learning Solutions

- **eCareerPoint** ([www.ecareerpoint.com](http://www.ecareerpoint.com)): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques which strategically identify the learning gaps and suggest various corrective measures
- **Video-on-Demand** ([www.onlinepado.com](http://www.onlinepado.com)): Video lectures on USB drives, Memory Cards and Online with Class wise, Subject wise & Unit wise facility to students for anytime, anyplace learning on multiple devices i.e. Laptop, Desktop, Tablet, Mobile



# Social Learning platform: Studyboard.com

- Social learning and Online tutoring marketplace
- Paid Question & Answer services on Mobile app.
- Audio-Video Conferencing, Interactive Whiteboard, Group Chat & Live Sessions



# Vocational Education: Partner in Skill India Mission



- Initiative of Career Point with a vision to bring about social change, by empowering the unemployed and out-of-work youth with vocational skills and making them '**Eduployable**' [**Educated** and **Employable**], capable of earning a livelihood and support their families.
- Partnership with **NSDC** (National Skill Development Corporation) as Training Provider.
- Partnered with Ministry of Rural Development (MoRD) for **DDUGKY** project in Rajasthan
- Trained youth at owned as well as Franchisee centers under **PMKVY** (Pradhan Mantri Kaushal Vikas Yojna)
- Empanelled with **RSLDC** (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency for Employment linked Skill Training Programs
- Affiliated with various **sector skill councils** including Retail (RASCI), Apparel (AMHSSC), IT & Ites (NASSCOM)
- Mentored Industrial Training Institutes (**ITI**) at Rajasthan and Hariyana
- Partnered with state government for training of ST/SC/OBC students



# Skill Development Partnerships: NSDC, RSLDC & Sector Councils



- Partnership with NSDC – National Skill Development Corporation as Training Provider
- Allotment of 9 sectors including Banking & Financial Services, Courier & Logistics, Information Technology, Retail, Automotive, Healthcare, Capital Goods, Construction and Electronics
- Training for various job roles in allotted sectors at multiple locations



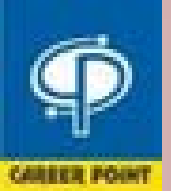
- Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- Banking & Accounts, Courier & Logistics, Information Technology, Retail, Automotive, Business & Commerce, Hospitality, Agriculture, Electrical and Electronics

- Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- Courses include Retail – Cashier, Retail – Sales Associate



- Affiliation with AMHSSC (Apparel Made-ups and Home made furnishing) as Training Provider(TP)
- Courses include Export Executive, Fabric Checker, Export Assistant

# CP Differentiators



- ❑ **Innovative Offerings:** We have initiated innovative products to drive the next generation of education delivering process.
  - **Video-on-Demand** ([www.onlinepado.com](http://www.onlinepado.com)): Choice to students for anytime, any topic and anyplace learning on multiple devices. Through online or offline video lectures by experts
  - **eCareerPoint** ([www.ecareerpoint.com](http://www.ecareerpoint.com)): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques.
  - **Learning Marketplace** ([www.studyboard.com](http://www.studyboard.com)) : Online education marketplace with agile integrated platform for convenient and cost-effective 'Online Tutoring 'and 'Question-Answer Service'
  
- ❑ **Integrated Teaching:**
  - Providing school education and coaching together with residential facility for effective utilization of time of student which he/she spend in school.
  - For a holistic development of the students, campuses are blended with various other facilities i.e. sports complex, swimming pool, commercial plaza, guest house etc.
  
- ❑ **Ultimate Personal Care**
  - To take the education experience for students to a new level of excellence and differentiate services from others, Career Point initiated the concepts of Individual Problem Solving Counters, Student Welfare Cell, Video Library, Online Content, Students-Parent Zone,etc



## ❑ **Diversification:**

- The diversified business operations with multiple product offerings including Test Preparation, K-12 Schools, Residential Coaching, e-Learning, Private Universities, and Skill Development in various geographies, not only provided forward and backward integration to the existing business but also offered an annuity for the long-term sustainable business operations.

## ❑ **Leverage Technology:**

- Adding the power of technology to the business and taking this to the clients (students), Career Point has launched various online and offline technology based learning solutions to provide flexible personalized learning solutions.

## ❑ **Corporate Social Responsibilities:**

- Career Point has initiated several programs for the communities around us in the area of Education, Health, Environment etc. including Free schooling for children of workers at our various projects, Eye care camp for the rural underprivileged, Financial support program for deserving candidates, Save water rally and green initiative etc

# Growth Indicators



## Students Performances

- Students' success in competitive exams and job placements signifies our quality of deliverables. Career Point University, Kota recorded best placement in the region with 700+ placements in 97 esteemed organization during session 2015-16. Selections of 956 in JEE-Advanced 2016 with 34 among Top-500 in different categories was much superior result in terms of the success ratio.



## Successful New Ventures

- New business divisions and projects are fuelling the growth and yielding returns. Entry in to Formal Education space has been successful with its significant and sustainable contribution to company's overall business. Other new ventures i.e. Skill Development, e-Learning are also expanding without any significant capex.



## Improved Financials

- In FY 2015-16, the company reported a revenue growth in double-digits, margins increase of more than double and a significant improvement in positive cash flows. The balance sheet is net cash positive with net worth of more than Rupees 350 crores.

# Growth Strategies



Pursue excellence in the service delivery

Expansion through fast and cost-effective technology based solutions

Strengthen the presence in unrepresented industry verticals

Pursue selective strategic acquisitions and JV opportunities

Continuing restructuring efforts aiming for an improved return on investments

# Awards and Recognitions...



- **Accolades and nominations**

- In June 2016, Life Time Achievement Award to Career Point by Laghu Udyog Bharti - ministry of small industries for outstanding work in the field of education
- In June 2015, honored 'Himachal Ratan' award to Mr. Pramod Maheshwari, Chancellor, Career Point University, Hamirpur (H.P.) for extraordinary achievements in noble profession of education
- 'STAR CEO' award to company CEO Mr. Pramod Maheshwari in Medium Enterprise Category by Business Today and Yes Bank in year 2012
- Among the finalist of 'Emerging India Award – 2011' by CNBC-TV18, ICICI Bank and Crisil
- Edupreneur Award 2013

**The most satisfying feature, however, is the outstanding performances of our students**

- Total selections 956 in JEE-Advanced -2016 with 34 among Top-500 in different categories
- Best placement in the region with 700+ students of Career Point University in 97 esteemed organizations during session 2015-16
- All India Rank 4 and 14 in AIIMS-2016, All India 1st Rank in IIT-JEE 2012 in general category, Minority and Handicap categories.



# ...Awards and Recognitions



शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

## करियर पॉइंट को मिला लाइफ टाइम अचीवमेन्ट अवार्ड



शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

### Bringing Success to each Student

AIIMS 2018		JEE (Adv) 2018	
AIR-4	AIR-14	AIR-88	AIR-104
AIR-48	AIR-3	AIR-111	AIR-122
Total Enrolments: 123		Total Enrolments: 956	

## प्रमोद माहेश्वरी को मिला 'स्टार सीईओ अवार्ड'

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

### एक पिता का विश्वास

अभिहित दुबारा मिला जी प्रमोद माहेश्वरी

AIR-1231 JEE Adv  
AIR-1234 JEE Adv  
AIR-1235 JEE Adv

AIR-1236 JEE Adv  
AIR-1237 JEE Adv  
AIR-1238 JEE Adv

हमीरपुर दिव्य हिमाचल

## करियर यूनिवर्सिटी को हिमाचल रत्न

उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

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### करियर प्वाइंट यूनिवर्सिटी में जॉब फैर में पहली दिन 590 का ध्यान

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शंका . दुबारा . 30.06.2018 राजस्थान पत्रिका 13

# Q2 / H1 FY2016-17 Performance





# Enrolments Split

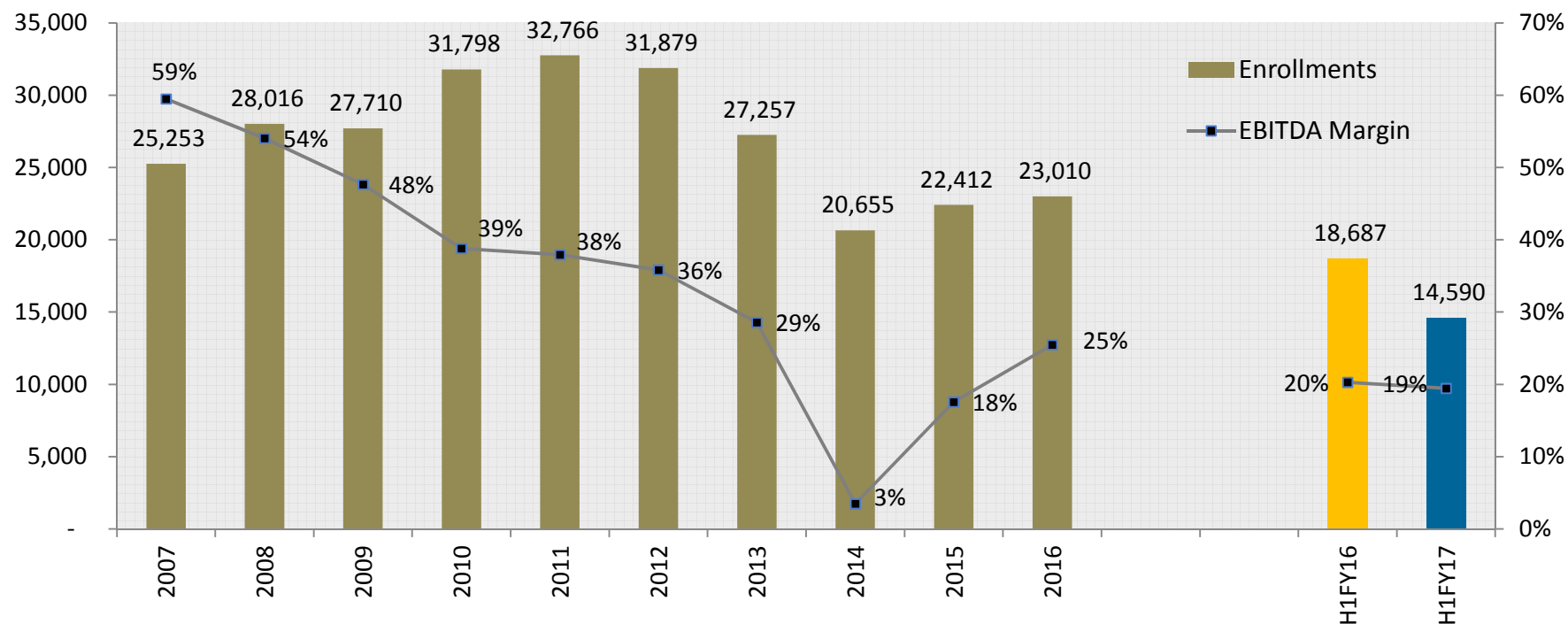


Enrollments	FY2013	FY2014	FY2015	FY2016	Q2FY16	Q2FY17
<b>Total</b>	<b>29,398</b>	<b>24,120</b>	<b>27,366</b>	<b>30,857</b>	<b>25,313</b>	<b>21,879</b>
Tutorial Division	27,257	20,655	22,412	23,010	18,687	14,590
Formal Education	2,141	3,465	4,954	7,847	6,626	7,289
<b>Tutorial Enrollments Split</b>						
Branches-LT CR	17,262	11,122	12,946	13,688	13,267	10,064
Branches-ST CR	2,978	1,169	1,333	1,011	1,011	625
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,320	1,043
Franchisees-ST CR	381	23	87	52	52	-
Distance Learning	4,882	6,577	6,470	6,864	3,037	2,858
<b>Formal Break-up</b>						
Higher Education	741	1,642	2,327	3,455	3,250	3,628
School Education	1,400	1,823	2,627	3,372	3,376	3,451
Vocational Education				1,020		210



LT CR: Long-Term Classroom, ST CR: Short-Term Classroom

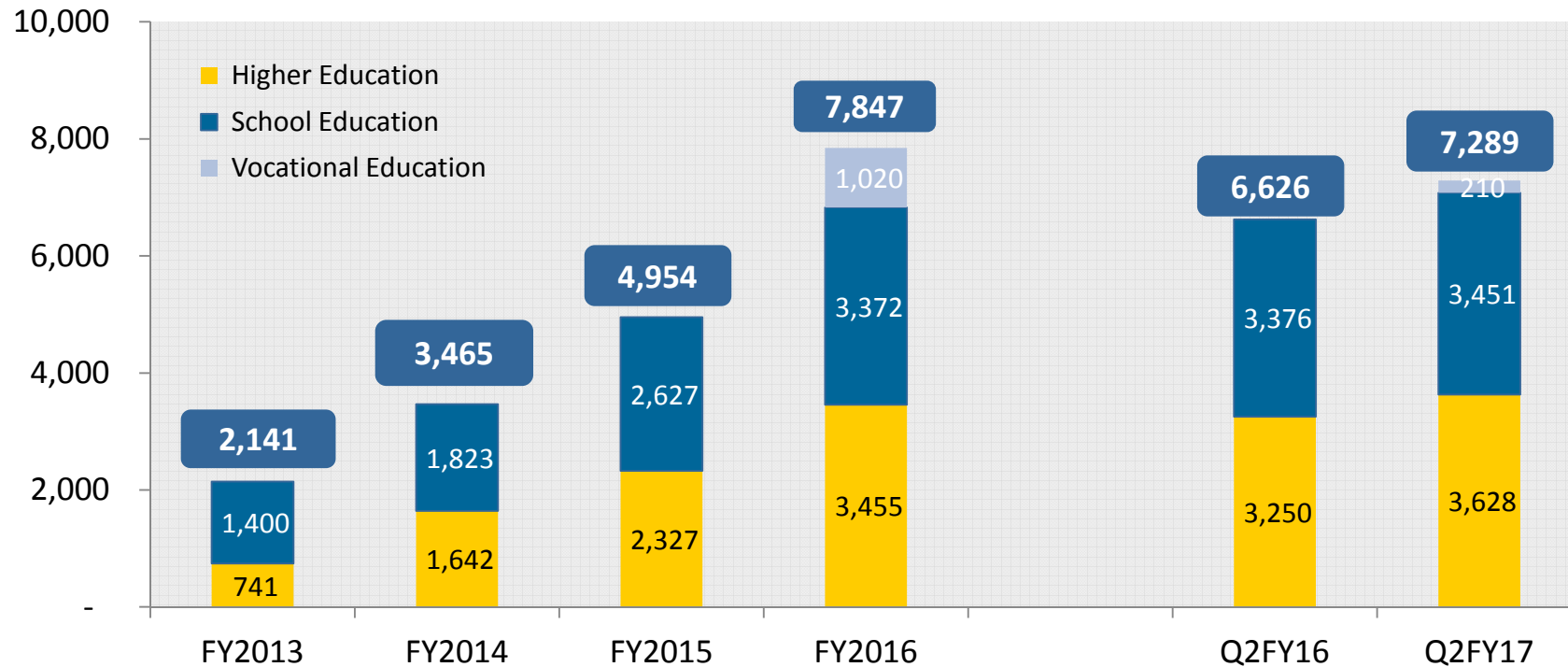
# Tutorial Enrollments and Margins



## Key Highlights

- ❑ Improvement in average fee per student results in to higher revenues
- ❑ Large operating leverage indicates a potential profitability improvement

# Enrolments Split – Formal Education



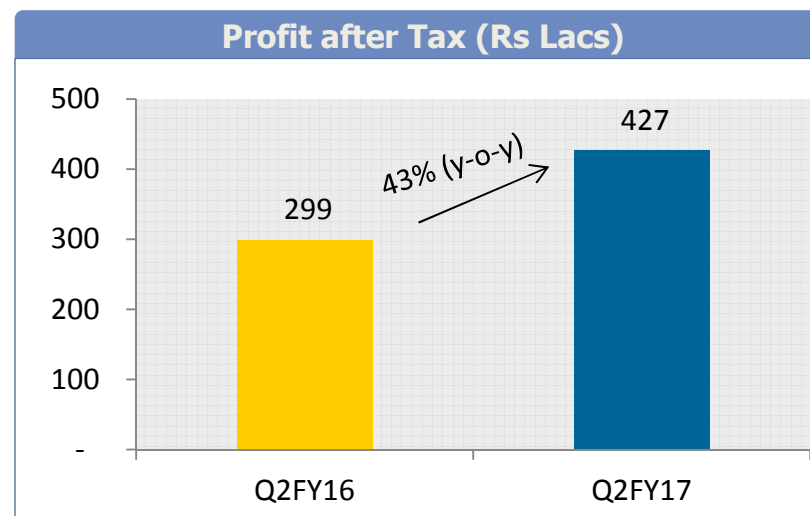
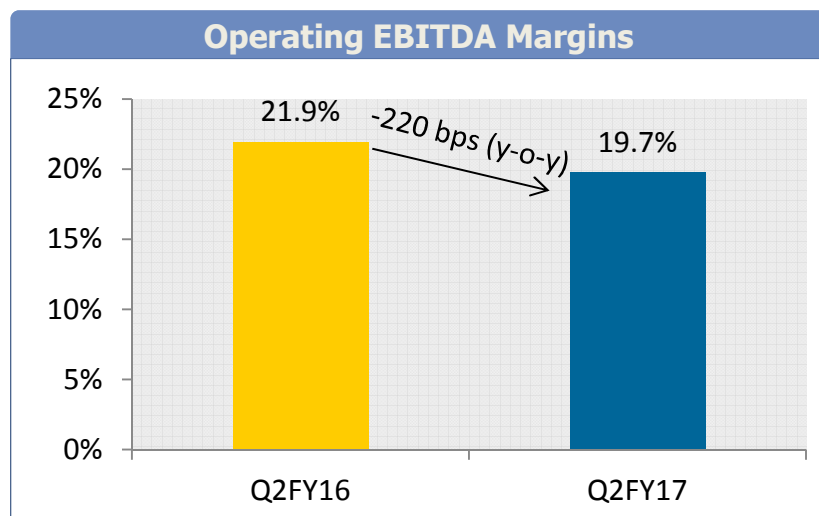
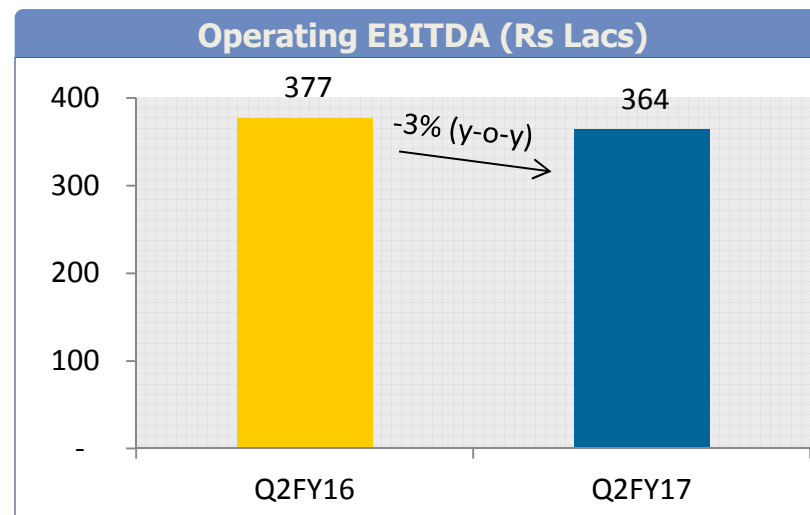
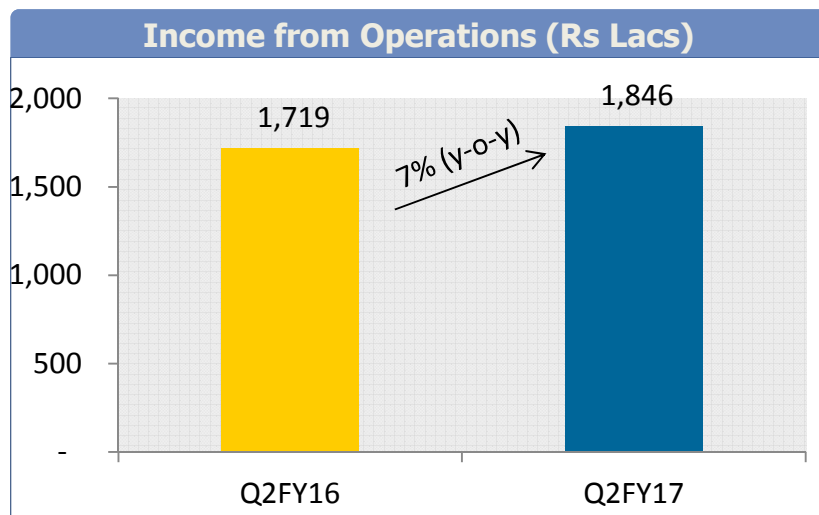
## Key Highlights

- ❑ Annuity driven business division with 10% y-o-y growth in H1FY16 and 54% CAGR in enrolments from year 2013 to 2016.
- ❑ Remarkable placement records, Overseas academic collaborations and New school franchisees signify long-term prospects of the division.

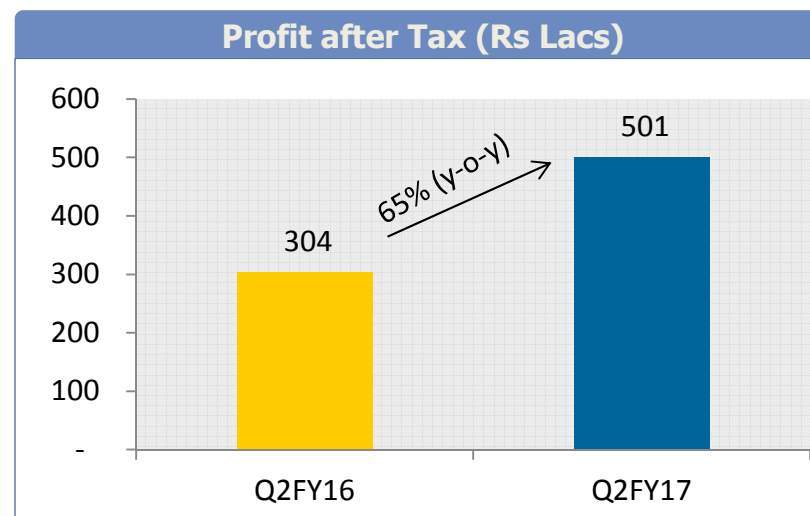
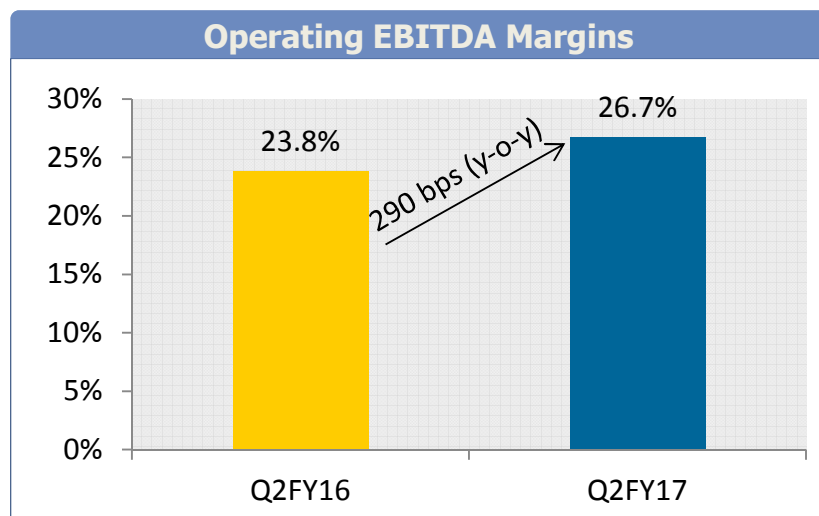
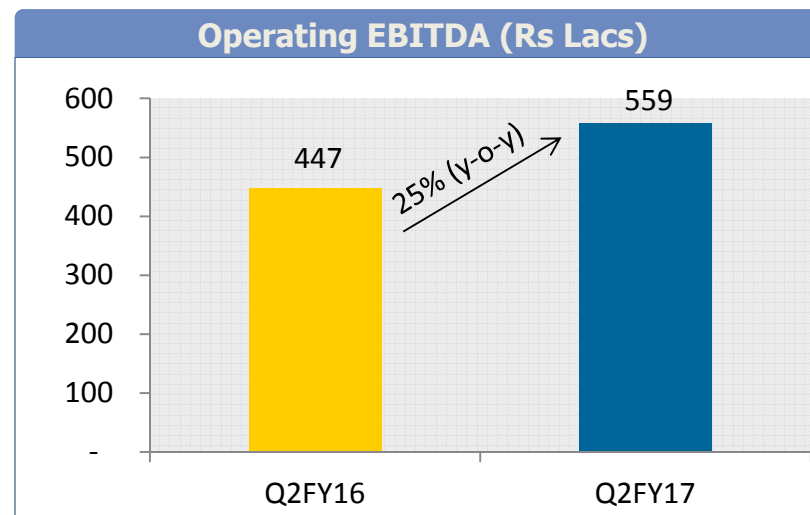
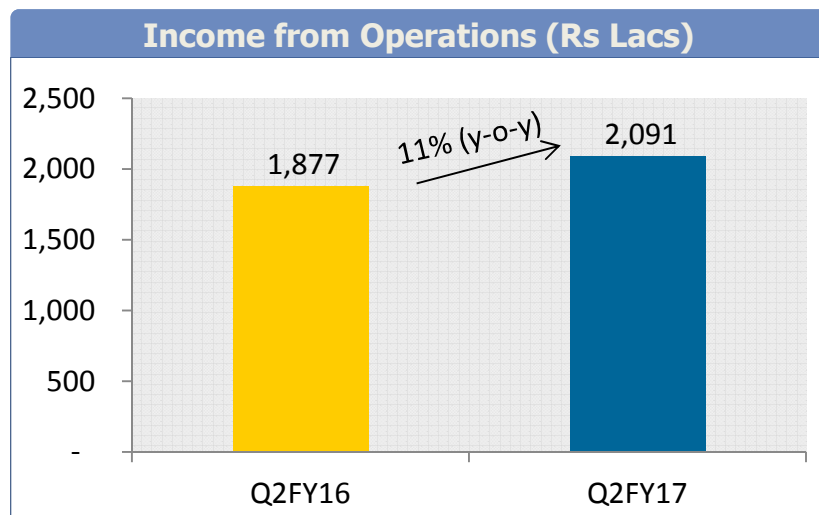
# Financial Details



# Standalone Financials – Snapshot (Q2 FY2016-17)



# Consolidated Financials – Snapshot (Q2 FY2016-17)





# Income Statement - Standalone



Income Statement	←----- Standalone -----→				
Rs Lakhs	Q2FY16	Q1FY17	Q2FY17	H1FY16	H1FY17
<b>Income</b>					
Income from Operation	1,718.9	1,611.5	1,845.8	3,342.2	3,457.2
Other Income	206.1	164.5	288.8	385.7	453.3
<b>Total Income</b>	<b>1,925.1</b>	<b>1,776.0</b>	<b>2,134.5</b>	<b>3,727.8</b>	<b>3,910.5</b>
<b>Expenditure</b>					
Cost of Study Material	56.9	59.5	82.4	94.5	141.9
Employees Cost	850.6	837.8	910.1	1,688.6	1,747.9
G&A and other expenses	434.4	406.3	489.0	881.1	895.3
Dep. & Amort.	117.3	114.3	111.9	234.7	226.2
Finance Charges	25.3	33.9	37.7	50.8	71.6
<b>Total Expenditure</b>	<b>1,484.4</b>	<b>1,451.8</b>	<b>1,631.0</b>	<b>2,949.7</b>	<b>3,082.8</b>
<b>EBITDA</b>	<b>583.2</b>	<b>472.4</b>	<b>653.1</b>	<b>1,063.7</b>	<b>1,125.4</b>
EBITDA Margin	30.3%	26.6%	30.6%	28.5%	28.8%
<b>Operating EBITDA</b>	<b>377.0</b>	<b>307.9</b>	<b>364.3</b>	<b>678.0</b>	<b>672.2</b>
Op. EBITDA margin	21.9%	19.1%	19.7%	20.3%	19.4%
<b>Profit Before Tax</b>	<b>440.6</b>	<b>324.2</b>	<b>503.5</b>	<b>778.2</b>	<b>827.7</b>
PBT Margin	22.9%	18.3%	23.6%	20.9%	21.2%
<b>Profit After Tax</b>	<b>298.9</b>	<b>200.7</b>	<b>427.0</b>	<b>534.1</b>	<b>627.6</b>
PAT Margin	15.5%	11.3%	20.0%	14.3%	16.0%
<b>EPS (Rs)</b>	<b>1.65</b>	<b>1.11</b>	<b>2.35</b>	<b>2.95</b>	<b>3.46</b>

# Income Statement - Consolidated



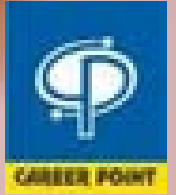
Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY16	Q1FY17	Q2FY17	H1FY16	H1FY17
<b>Income</b>					
Income from Operation	1,877.4	1,802.2	2,090.8	3,629.3	3,893.0
Other Income	245.2	180.1	308.9	491.9	489.0
<b>Total Income</b>	<b>2,122.6</b>	<b>1,982.3</b>	<b>2,399.7</b>	<b>4,121.1</b>	<b>4,382.0</b>
<b>Expenditure</b>					
Cost of Study Material	82.4	80.5	101.9	147.4	182.3
Employees Cost	893.1	852.1	922.2	1,777.6	1,774.3
G&A and other expenses	454.9	405.7	508.1	918.8	913.9
Dep. & Amort.	132.7	129.5	120.9	265.4	250.4
Finance Charges	109.8	111.2	110.6	220.0	221.8
<b>Total Expenditure</b>	<b>1,672.8</b>	<b>1,579.1</b>	<b>1,763.7</b>	<b>3,329.1</b>	<b>3,342.8</b>
<b>EBITDA</b>	<b>692.3</b>	<b>644.0</b>	<b>867.5</b>	<b>1,277.4</b>	<b>1,511.5</b>
EBITDA Margin	32.6%	32.5%	36.2%	31.0%	34.5%
<b>Operating EBITDA</b>	<b>447.1</b>	<b>463.9</b>	<b>558.6</b>	<b>785.5</b>	<b>1,022.5</b>
Op. EBITDA margin	23.8%	25.7%	26.7%	21.6%	26.3%
<b>Profit Before Tax</b>	<b>449.8</b>	<b>403.2</b>	<b>636.1</b>	<b>792.0</b>	<b>1,039.3</b>
PBT Margin	21.2%	20.3%	26.5%	19.2%	23.7%
<b>Profit After Tax</b>	<b>304.0</b>	<b>233.0</b>	<b>500.8</b>	<b>543.8</b>	<b>733.8</b>
PAT Margin	14.3%	11.8%	20.9%	13.2%	16.7%
<b>EPS (Rs)</b>	<b>1.7</b>	<b>1.3</b>	<b>2.8</b>	<b>3.0</b>	<b>4.0</b>

# Balance Sheet

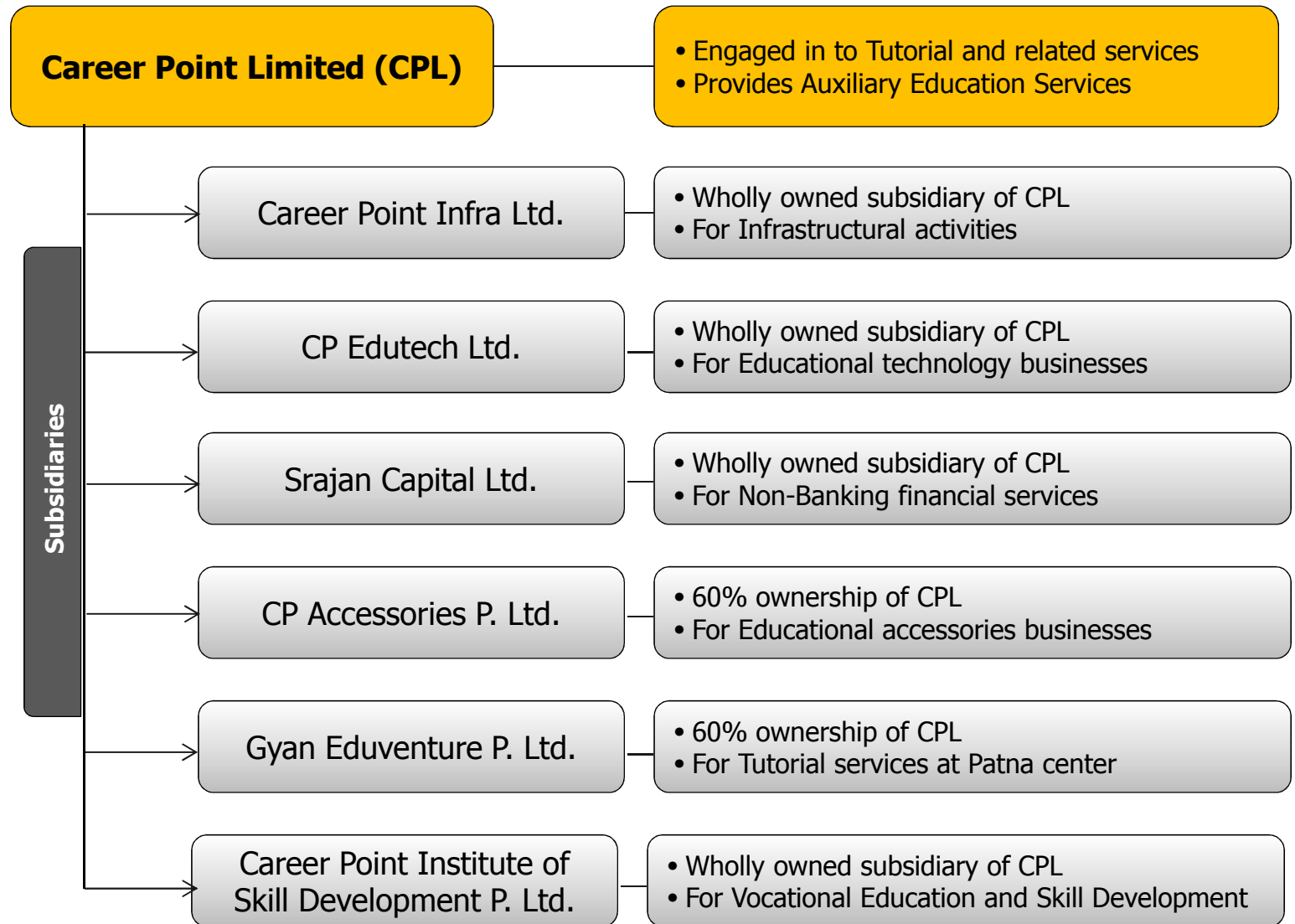


Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Mar-2016	30-Jun-2016	30-Sep-2016	31-Mar-2016	30-Jun-2016	30-Sep-2016
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>34,672</b>	<b>34,876</b>	<b>35,307</b>	<b>35,283</b>	<b>35,534</b>	<b>36,041</b>
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	32,858	33,063	33,494	33,470	33,720	34,227
<b>Non-current Liabilities</b>	<b>629</b>	<b>665</b>	<b>702</b>	<b>380</b>	<b>423</b>	<b>472</b>
(a) Def. Tax Liabilities	573	606	641	312	352	395
(b) Long Term Provisions	56	59	61	67	72	77
<b>Current Liabilities</b>	<b>1,772</b>	<b>2,513</b>	<b>3,008</b>	<b>1,883</b>	<b>2,615</b>	<b>3,092</b>
(a) Current Liabilities	1,554	2,210	2,912	1,646	2,284	2,959
(b) Provisions	219	303	95	238	331	133
<b>Borrowings</b>	<b>1,413</b>	<b>1,583</b>	<b>1,545</b>	<b>4,735</b>	<b>5,167</b>	<b>5,533</b>
<b>Total Liabilities</b>	<b>38,486</b>	<b>39,637</b>	<b>40,562</b>	<b>42,282</b>	<b>43,740</b>	<b>45,137</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>12,844</b>	<b>13,126</b>	<b>13,831</b>	<b>16,607</b>	<b>16,884</b>	<b>17,644</b>
<b>Non-current Assets</b>	<b>15,276</b>	<b>15,147</b>	<b>15,154</b>	<b>9,468</b>	<b>4,366</b>	<b>5,589</b>
(a) Loans and Advances	734	765	272	7,836	3,193	3,916
(b) Investments	14,542	14,382	14,882	1,632	1,173	1,673
(c) Other Assets	-	-	-	0	-	-
<b>Current Assets</b>	<b>10,366</b>	<b>11,364</b>	<b>11,578</b>	<b>16,207</b>	<b>22,489</b>	<b>21,904</b>
(a) Inventories	168	156	114	199	206	167
(b) Sundry Debtors	343	319	265	8,082	8,060	8,101
(c) Cash & Bank Balances	92	171	47	248	228	131
(d) Current Investments	2,866	3,216	3,100	3,031	3,545	3,687
(e) Loans and Advances	6,898	7,501	8,052	4,647	10,450	9,818
<b>Total Assets</b>	<b>38,486</b>	<b>39,637</b>	<b>40,562</b>	<b>42,282</b>	<b>43,740</b>	<b>45,137</b>

# Additional details



# Company Structure



# Leadership Team



CAREER POINT

## Experienced Promoters



Pramod Maheshwari  
CMD & CEO



Om Maheshwari  
Executive Director



Nawal Maheshwari  
Executive Director



Pawan Lalpuria  
Independent Director



Pritam Goswami  
Independent Director



Ramswarup Chaudhary  
Independent Director



Vishal Jain  
Independent Director



Mahesh Gupta  
Independent Director



Neelima Maheshwari  
NonExecutive Director



Dr. P. L. Gautam  
VC, CP University, HP



Dr. Mithilesh Dixit  
VC, CP University, Kota



Dr. Gurudatt Kakkar  
GM-Higher Education



Shailendra Maheshwari  
Director - Academics



Mahesh Bhangriya  
VP-Corporate Strategy



U.S. Kejriwal  
General Manager-Infra



Tarun Kumar Jain  
Company Secretary



Ankesh Jain  
GM-Marketing

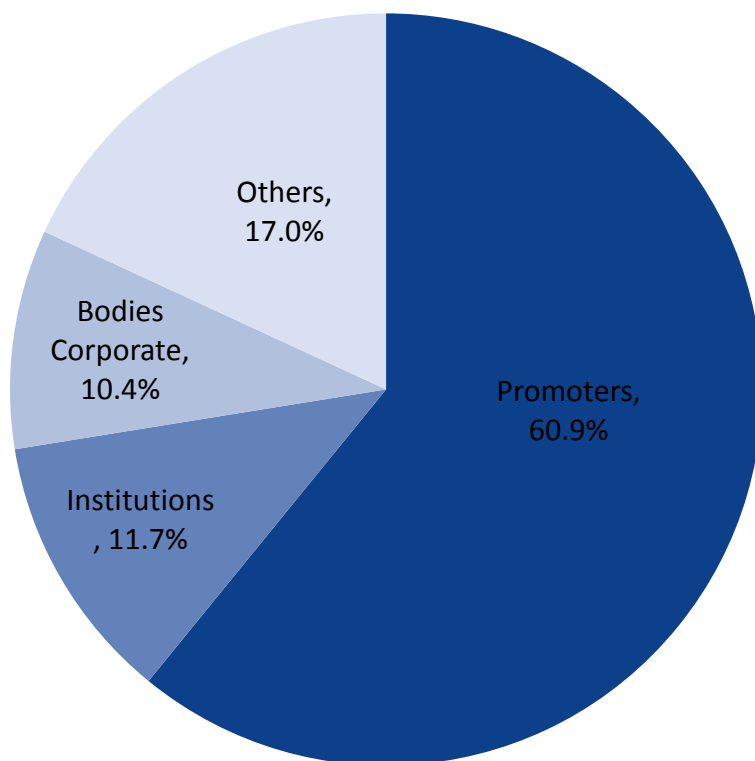


Manish Sharma  
AGM-Business Dev.

# 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 (>1%)	
Fidelity	9.99%
Rajasthan Global Securities	5.30%
Mr. Akash Bhanshali	2.20%
Nadathur Estates	1.88%
DSP Blackrock	1.57%
Bhanshali Stock Brokers	1.12%
Mr. Vikas Singhi	1.10%
<b>Total</b>	<b>23.16%</b>

As on 30 Sep 2016



# Asset Details



Name of the Institution	Educational Segment	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity	
				Built-up	Overall Campus
Career Point University, Kota	Higher Edu.	41.61	4 Lacs	5,000	>20,000
Career Point University, Hamirpur	Higher Edu.	25.34	1.6 Lacs	1,500	>5,000
Career Point Gurukul, Kota	Residential K12	10.27	5 Lacs	1,450	3,000
Career Point Gurukul, Mohali	Residential K12	10.98	1.5 Lacs	500	1,000
Career Point Gurukul, Rajsamand	Residential K12	10.33	1.6 Lacs	500	1,000
Global Public School, Kota	School-K12	1.54	50K	2,000	2,400
Career Point World School, Jodhpur	School-K12	2.08	57K	1,200	2,400
Career Point, IPIA, Kota	Tutorial	1.01	1.25 Lacs	15,000	N.A.
Career Point Tower-2, Kota	Vocational Edu.	1.03	1.25 Lacs	1,500	
Career Point Ltd., Jaipur	Tutorial	0.19		5,000	N.A.
JBS Childrens' Paradise, Kota (CP Gurukul)	School-K12		1 Lac	1,500	2,400

# CSR: Giving back to the society



**Glimpses: Corporate Social Responsibility**

- ✓ Career Point has initiated several programs for the communities around in the space of Education, Healthcare and Environment
- ✓ Free schooling for children of workers at various projects, Eye care camp for rural underprivileged, Save Water campaign and various Green initiatives
- ✓ Integrated Career Point's financial support programs for deserving underserved candidates.



# Thank you



## Career Point Limited

**Corporate & Reg. Office:** CP Tower, Road No-1, IPIA, Kota (Rajasthan) – India | Ph: +91 744 3040000

### Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | [pramod@cpil.in](mailto:pramod@cpil.in)  
Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | [mahesh@cpil.in](mailto:mahesh@cpil.in)  
Mr. Tarun Jain | Company Secretary | [tarun.jain@careerpointgroup.com](mailto:tarun.jain@careerpointgroup.com)

#### Visit us at

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#### Preschool and K12

[www.globalkidsworld.in](http://www.globalkidsworld.in) | [www.careerpointschool.in](http://www.careerpointschool.in)

#### e-Learning Solutions

[www.ecareerpoint.com](http://www.ecareerpoint.com) | [www.studyboard.com](http://www.studyboard.com)

#### YouTube links

Career Point:	<a href="https://bit.ly/CareerPoint">bit.ly/CareerPoint</a>
CP Gurukul :	<a href="https://bit.ly/CPGurukul">bit.ly/CPGurukul</a>
Gurukul Kota:	<a href="https://bit.ly/CPGurukul_Kota">bit.ly/CPGurukul_Kota</a>
Career Point University:	<a href="https://bit.ly/CPUKR">bit.ly/CPUKR</a>

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