



February 01, 2017

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

Dear Sir/Madam,

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

**Sub: Submission of Investor Presentation for the Q3-Dec. 2016**

We hereby submit Investor Presentation on unaudited financial results for the quarter and half year ended 31 December 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: Q3/9M 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

??

# Our Corporate Philosophy



CAREER POINT

**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

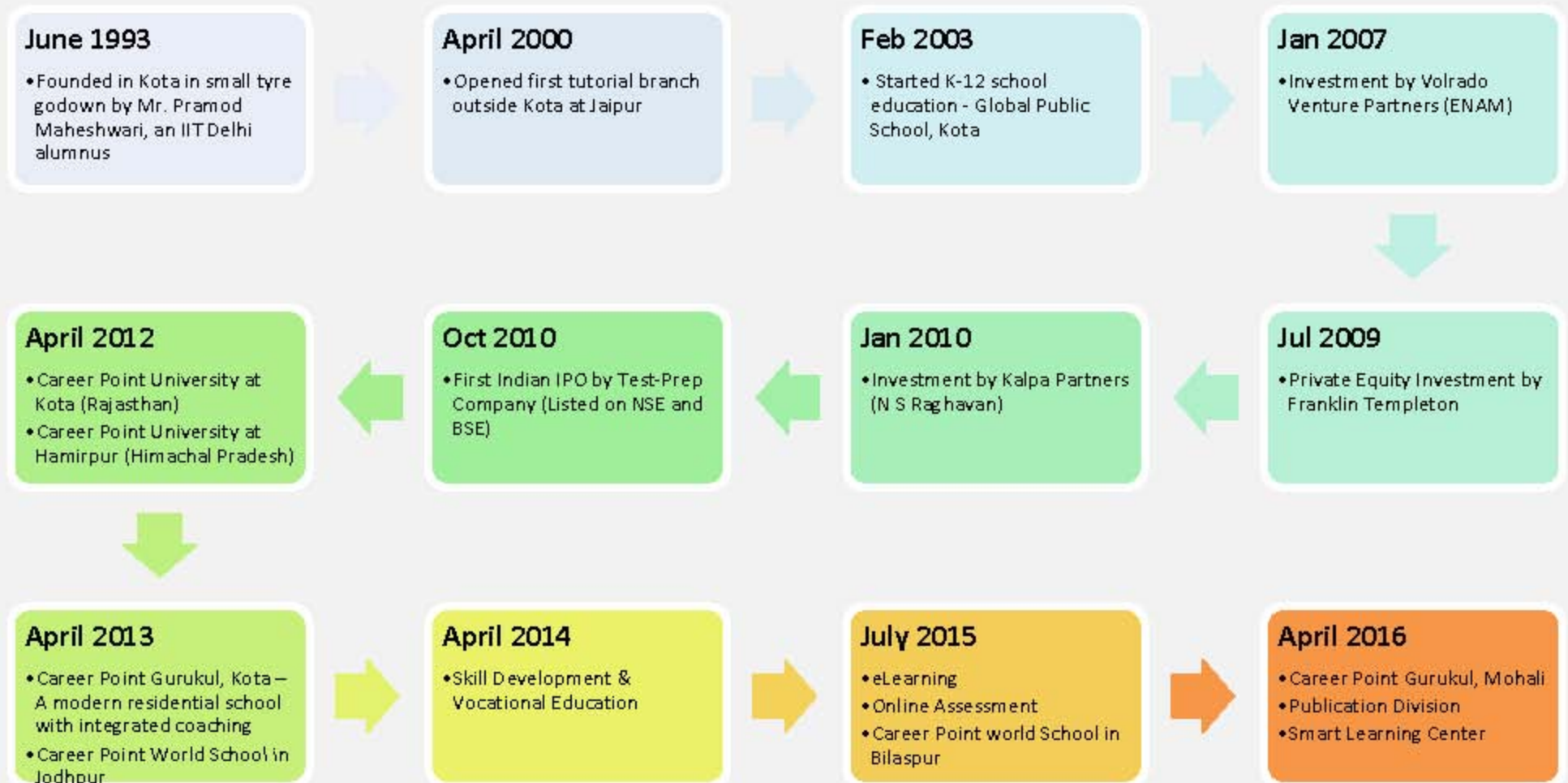
**2016**

- Building a Global Brand

# Company evolution



CAREER POINT





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



	Global Public School, Kota	Career Point World School, Jodhpur	Career Point World School, Bilaspur
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

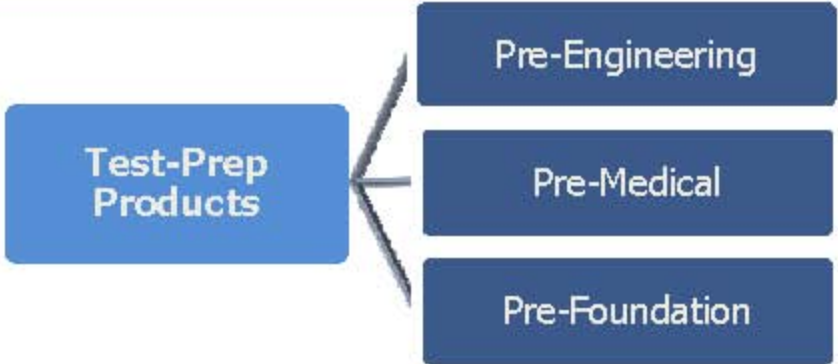
## Student Welfare

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

# Tutorial Products and Test-Prep Services



## Key Products



**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

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:

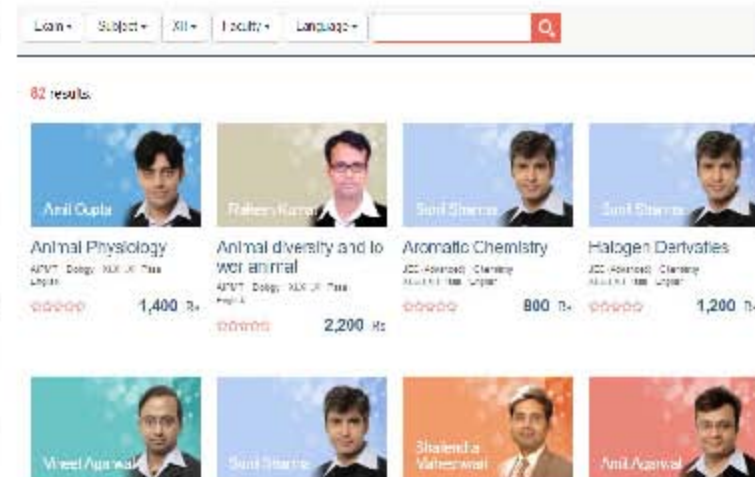
Adding new degree, diploma and professional courses on regular and distance learning delivery mode

# 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



The screenshot shows the CareerPoint website interface. At the top, there is a navigation bar with links for Home, Online Test Series, Video Lectures, DLP Courses, How it Works, Media, and Contact Us. Below the navigation bar, there is a main content area with a large image of a hand holding a green highlighter. To the right of this image, there are several promotional boxes for video lectures and online video lectures. At the bottom of the page, there are several icons representing different courses, including Pre-Medical, Career Guidance, and more.



The screenshot shows the search results page on the CareerPoint website. At the top, there is a search bar with filters for Course, Subject, XII, Faculty, and Language. Below the search bar, there are 82 results displayed in a grid format. Each result card includes a student's profile picture, name, and the course title. The results are as follows:

Student Name	Course Title	Price
Anil Gupta	Animal Physiology	1,400 INR
Rakesh Kumar	Animal diversity and lower animal	2,200 INR
Soni Shreya	Aromatic Chemistry	800 INR
Soni Shreya	Halogen Derivatives	1,200 INR
Vivek Agarwal		
Soni Shreya		
Shantanu Vatsirao		
Anil Agarwal		





# 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 '**Eduemployable**' [**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



CAREER POINT

- 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



N · S · D · C  
National  
Skill Development  
Corporation



- 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



CAREER POINT

- ❑ **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



CAREER POINT



## 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



CAREER POINT

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

कोटा . गुरुवार . 30.06.2016 राजस्थान पत्रिका 13

## करियर पॉइंट को मिला लाइफ टाइम अचीवमेन्ट अवार्ड



कोटा. कोटा में विगत दिनों आयोजित हुए लघु उद्योग भारती सम्मेलन मध्यक्षेत्र के उद्यमी सम्मेलन में करियर पॉइंट समूह को शिक्षा के क्षेत्र में उत्कृष्ट कार्य करने पर लाइफ टाइम अचीवमेन्ट अवार्ड से नवाजा गया। समारोह में केन्द्रीय इस्पताल मंत्री नरेन्द्र सिंह तोमर, खान, वन एवं पर्यावरण मंत्री राजकुमार रिणवा ने यह सम्मान करियर पॉइंट समूह के गुलाबचंद माहेश्वरी को सौंपा। साथ ही समूह के निदेशक ओम माहेश्वरी, प्रमोद माहेश्वरी, नवल माहेश्वरी, शैलेन्द्र माहेश्वरी को भी प्रशस्ति पत्र व स्मृति चिन्ह देकर सम्मानित किया गया।

### Bringing Success to each Student

AIIMS 2016			
AIR-4 RISHI SHARMA	AIR-14 SARVESH SHUKLA	AIR-49 JAYANT MOHA	AIR-3 ANVESH K
Total Selections <b>123</b>			
JEE [Adv] 2016			
AIR-89 SREERAM SHEN	AIR-106 JEEVISH SINGH	AIR-111 SUDHISHA PATIL	AIR-132 SOPHIA CHIDAMB
Total Selections <b>956</b>			

## प्रमोद माहेश्वरी को मिला 'स्टार सीईओ अवार्ड'

कोटा। आईआईटी से बीटेक के बाद 1983 में टायर के एक छोटे गोदाम से ट्यूशन की शुरुआत करते हुए कॉर्पोरेट कोचिंग के शिखर पर पहुंचे शहर के करियर पॉइंट समूह के एमडी व सीईओ प्रमोद माहेश्वरी को 'स्टार सीईओ अवार्ड' से सम्मानित किया गया है। मंगलवार को दिल्ली में एक बिजनेस पत्रिका और निजी क्षेत्र के बैंक के एसएमई अवार्ड समारोह में देश के चार प्रमुख उद्यमियों को 200 करोड़ से कम टर्नओवर वाली स्माल व मीडियम एंटरप्राइजेज श्रेणियों में स्टार अवार्ड के लिए चुना गया। राज्य से वे इकलौते उद्यमी हैं, जिन्हें यह सम्मान मिला है। केन्द्रीय लघु उद्योग मंत्री वीरभद्रसिंह ने ये अवार्ड दिए हैं। शेष | पेज 10 (एक्सप्रेस के पीछे भागो:- पेज 4)



हमीरपुर दिव्य हिमाचल 14

## करियर यूनिवर्सिटी को हिमाचल रत्न

### उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

दिव्य हिमाचल द्वारा हमीरपुर

करियर प्वाइंट यूनिवर्सिटी हमीरपुर को हिमाचल रत्न का सम्मान मिला है। अखिल भारतीय सम्मान संस्थान ने इस सम्मान के लिए यूनिवर्सिटी को चुना था। दिल्ली में आयोजित राष्ट्र स्तरीय सम्मान समारोह में यह अवार्ड यूनिवर्सिटी को दिया गया। यह उपाधि राजन में शिक्षण संस्कारों व नैतिकता के क्षेत्रों में उल्लेखनीय उपलब्धियों प्राप्त करने वाले पढने बुद्धिजीवियों को सम्मानित करता है। इस सम्मान का उद्देश्य राष्ट्र को नवाजा शक्ति भंडारण, विना विना जात-पत्र व लिंग भेद के रूढ़



कायाप के लिए, कथित है। इस संस्था के संरक्षक पूर्व केंद्र में जी राज्य बाल भारत के मुख्य न्यायाधीश, सीईओआई निर्देशक तथा मुख्य चुनव अवुक्त व जाने माने विधि कला रहे हैं। इनमें डॉ. भीम

प्रमोद माहेश्वरी को शिक्षा के क्षेत्र में उत्कृष्ट कार्य करने के लिए शिक्षा बल रत्न-2015 से नवाजा है। यह उत्कृष्टता विधायिकाएँ के कुलपति व डॉ. मंत्रीवर्मा ने कुलपतिवर्ती को जाह 14 वृत्त को भव्य समारोह में प्राप्त किया। समारोह को सज्जता विहित पूर्व दीक्षाई की पुलित्क उन्नत प्रदेशों ने की। समारोह का आयोजन हिमाचल प्रदेश के शिक्षण विभाग द्वारा प्रमोद माहेश्वरी को किया। प्रमोद माहेश्वरी आईआईटी दिल्ली के विद्यार्थी रहे हैं तथा शिक्षा के क्षेत्र में पिछले 20 वर्षों से कार्यरत रहे हैं। इन उन्नत रहते भी कई विभिन्न संस्थानों में सम्मानित किया है।

दैनिक गुरुवार कोटा 7

## करियर प्वाइंट यूनिवर्सिटी में जॉब फेयर में पहले दिन 590 का चयन

संभाग के 17 सौ से अधिक छात्रों ने कराया रजिस्ट्रेशन

कोटा। करियर प्वाइंट यूनिवर्सिटी में दो दिवसीय निशुल्क जॉब फेयर का शुभारंभ सोमवार को हुआ। उप कुलपति मिथिलेश दीक्षित ने बताया कि इस तरह का आयोजन कोटा में पहली बार किया जा रहा है। इसमें एचसीएल टेकनोलॉजी, वीडियोकॉम, मार्क्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंफोटेक, टोमैस सिस्टंस जैसी 12 से अधिक कंपनियां भाग ले रही हैं। प्लेसमेंट ऑफिसर आकाश अदलकवा ने बताया कि "अक्सर-2016" के लिए देशभर से 17

सौ से अधिक छात्रों ने निशुल्क आनंटाइन रजिस्ट्रेशन करवाया तथा प्रथम दिन 800 से अधिक छात्रों ने भाग लिया। दूसरे दिन मंगलवार को आईक्रोमेक्स, वीडियोकॉम, चाई-फाई डाट कॉम, च्वाईस ग्रुप, मिडोज द्वारा कैम्प प्लेसमेंट होगा। मंगलवार को सुबह प्रत 9 बजे तक रजिस्ट्रेशन करता जा सकेगा। करियर प्वाइंट यूनिवर्सिटी के कुलपति प्रमोद माहेश्वरी ने बताया कि 85 कंपनियों द्वारा 590 से अधिक विद्यार्थियों का चयन किया जा चुका है।

## एक पिता का विश्वास

अनविद्युत कुमार मिश्रा की कल्पना से...

श्री. श्री. अनविद्युत कुमार मिश्रा की कल्पना से...

MOHIT SINHA AIR - 3781 (JEE Adv) AIR - 7740 (JEE Main) Year - 2016	DAURAV SINHA AIR - 2072 (IIT) AIR - 1749 (AIEEE) Year - 2012
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करियर प्वाइंट के जॉब फेयर में चयन के बाद संस पर उपस्थित स्टूडेंट व प्रिंसिपल

# Q3 / 9M FY2016-17 Performance

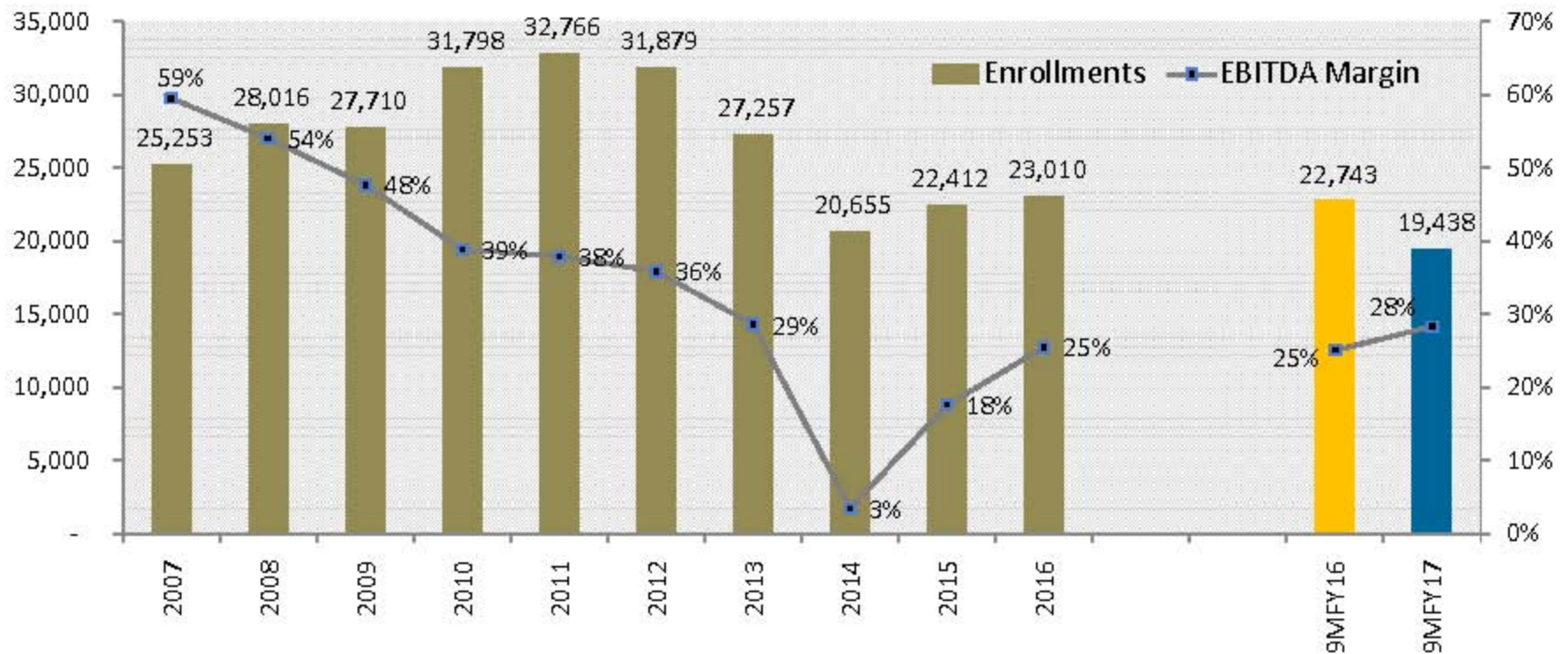


# Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	Q3FY16	Q3FY17
<b>Total</b>	<b>29,398</b>	<b>24,120</b>	<b>27,366</b>	<b>30,857</b>	<b>29,570</b>	<b>27,129</b>
Tutorial Division	27,257	20,655	22,412	23,010	22,743	19,438
Formal Education	2,141	3,465	4,954	7,847	6,827	7,691
<b>Tutorial Enrollments Split</b>						
Branches-LT CR	17,262	11,122	12,946	13,688	13,626	10,598
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	1,395	1,334
Franchisees-ST CR	381	23	87	52	52	-
School Associations				458	458	1,535
Distance Learning	4,882	6,577	6,470	6,406	6,201	5,346
<b>Formal Break-up</b>						
Higher Education	741	1,642	2,327	3,455	3,455	3,700
School Education	1,400	1,823	2,627	3,372	3,372	3,451
Vocational Education				1,020		540



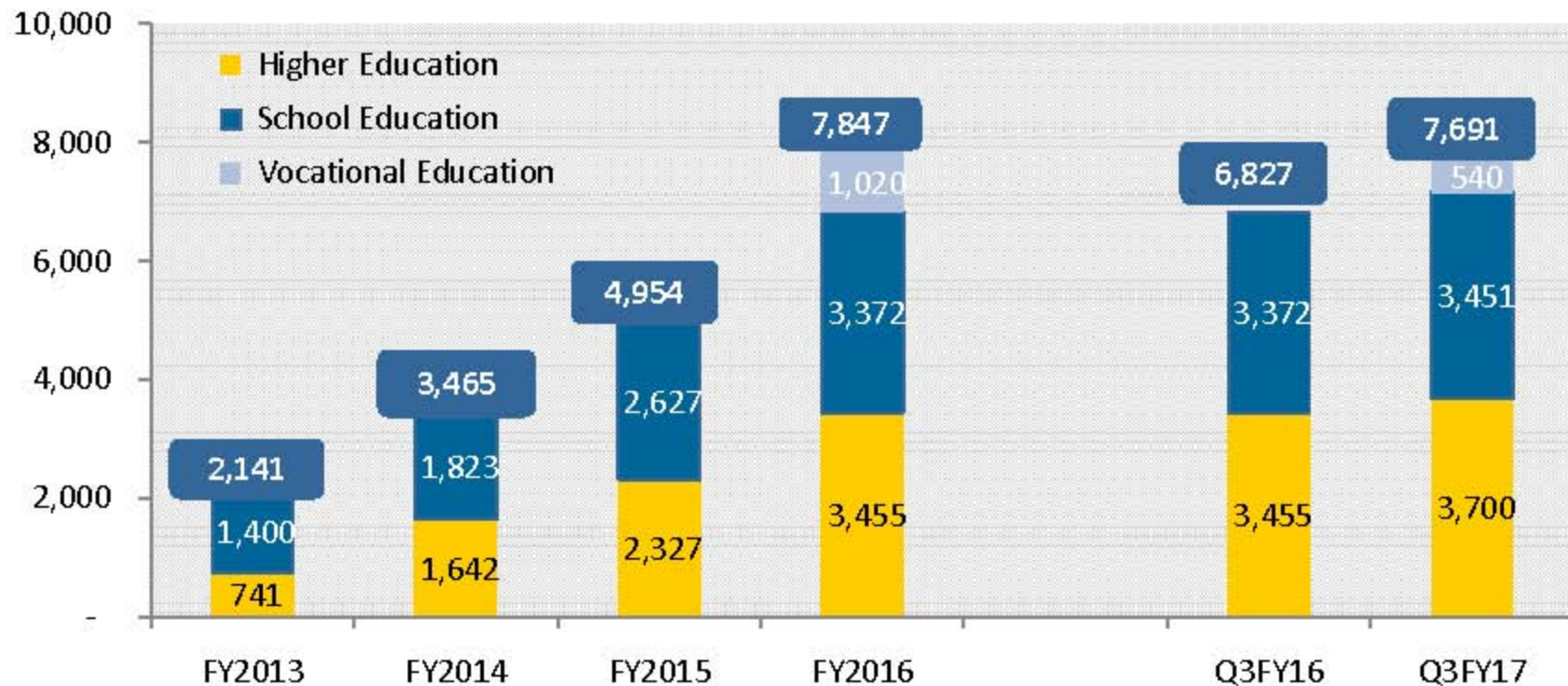
# Tutorial Enrollments and Margins



## 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



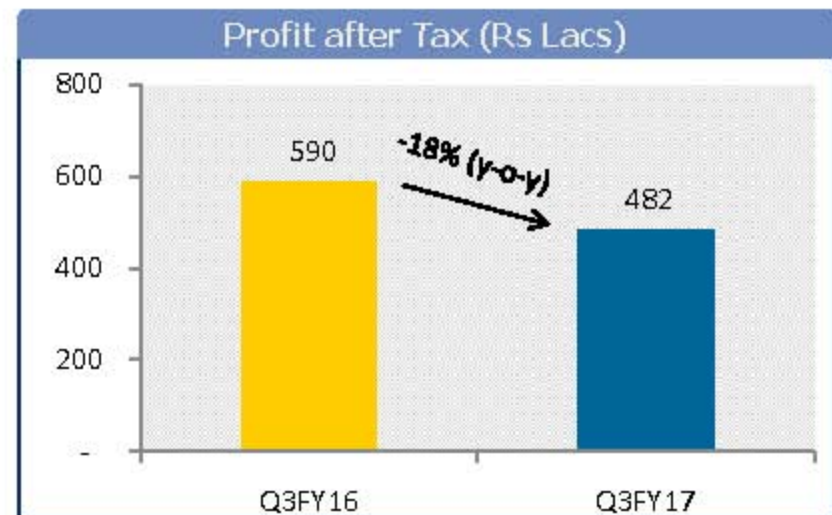
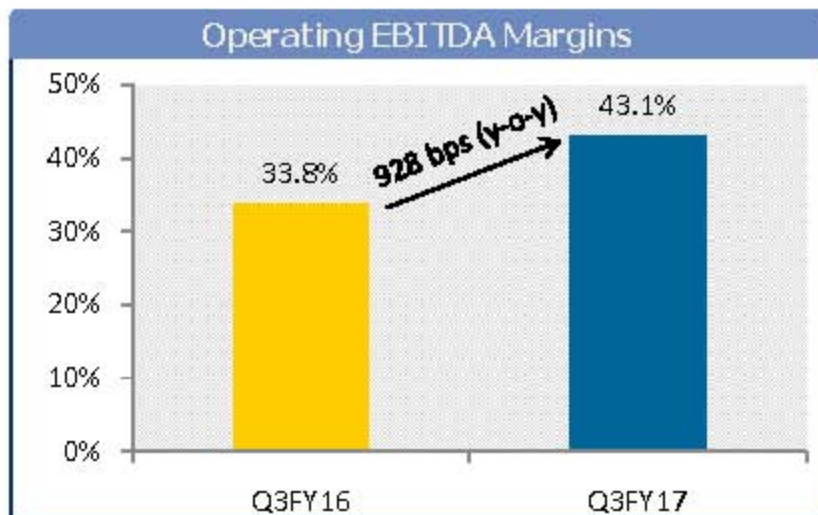
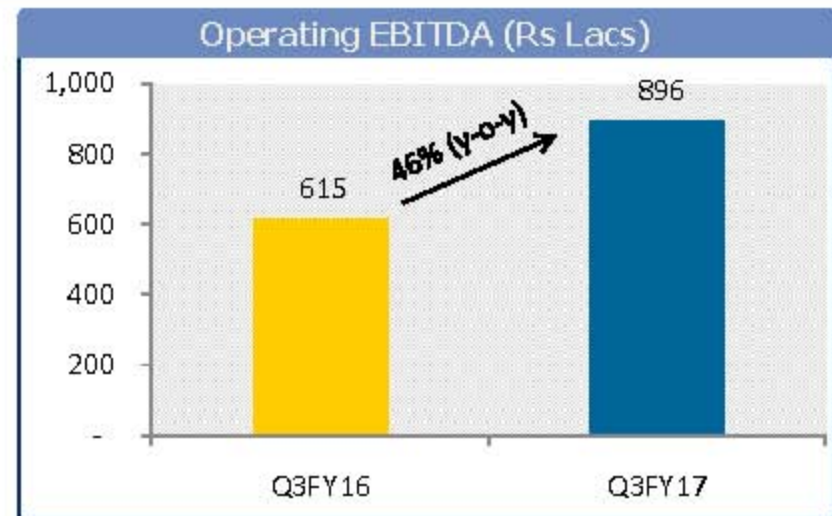
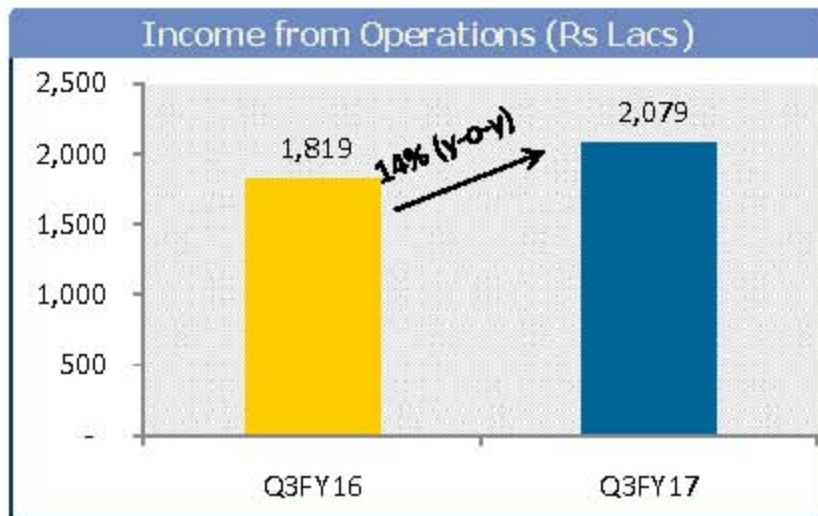
## Key Highlights

- ❑ Annuity driven business division with 13% y-o-y growth in 9MFY17 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.

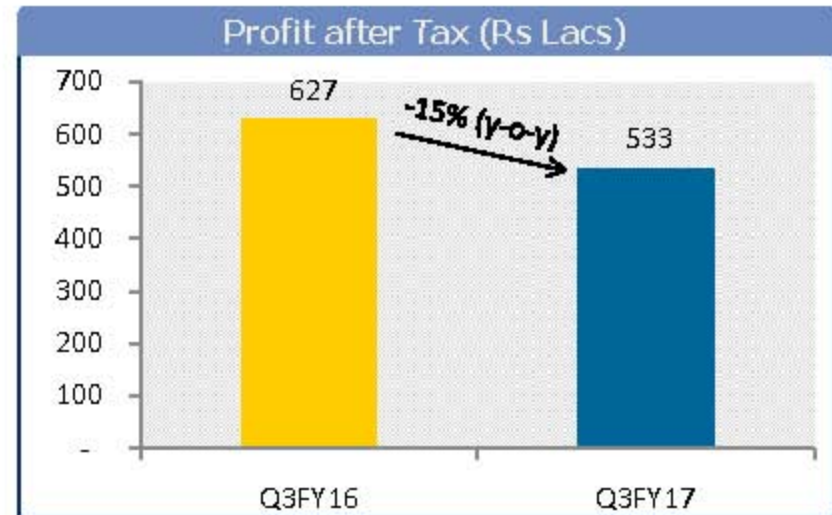
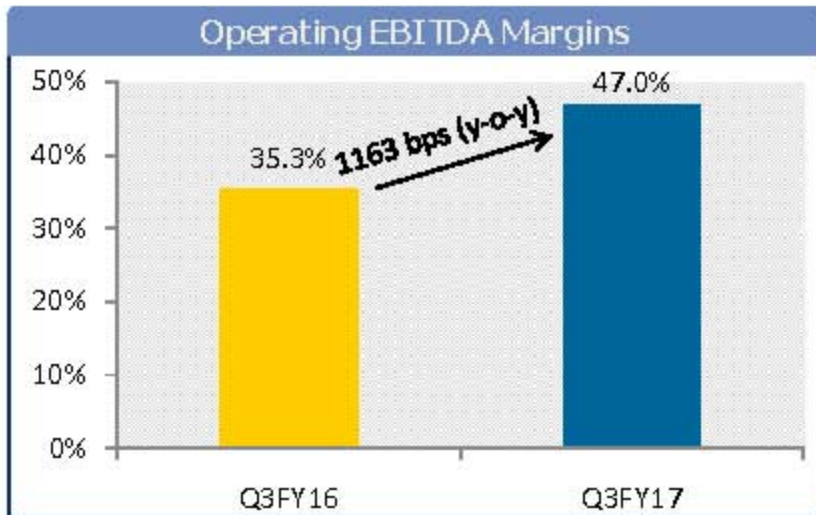
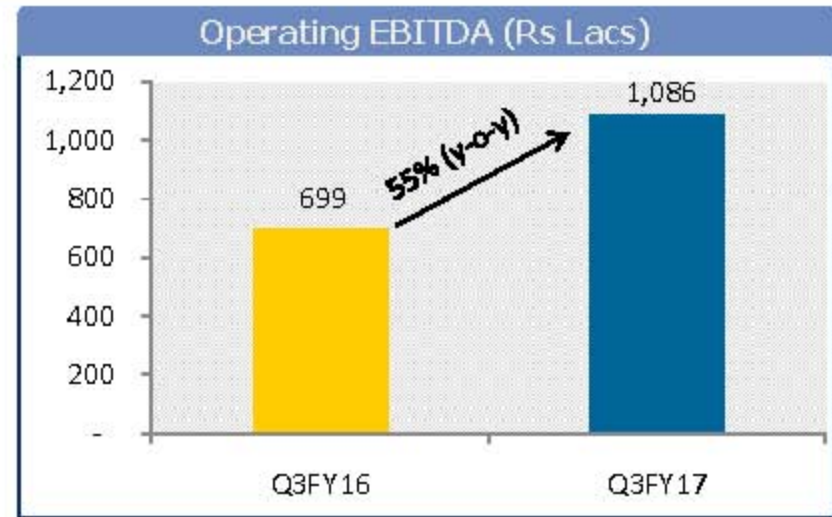
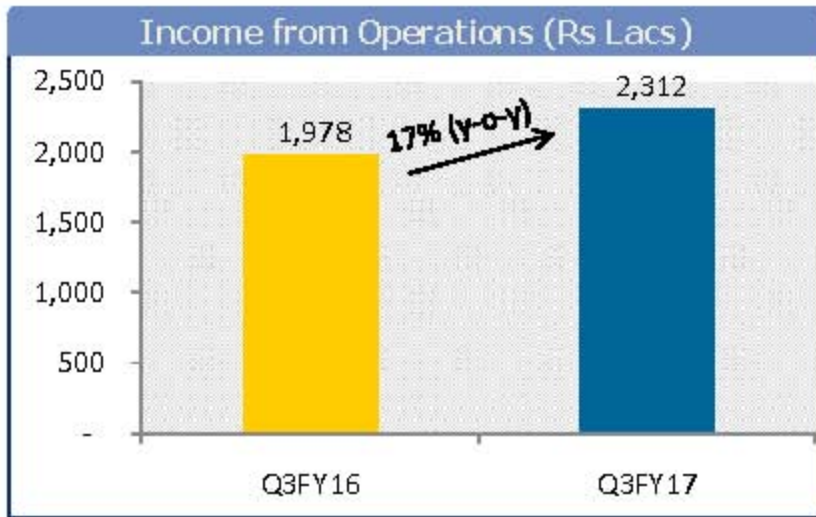
# Financial Details



# Standalone Financials – Snapshot (Q3 FY2016-17)



# Consolidated Financials – Snapshot (Q3 FY2016-17)





# Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q3FY16	Q2FY17	Q3FY17	9MFY16	9MFY17
<b>Income</b>					
Income from Operation	1,819.4	1,845.8	2,078.6	5,161.5	5,535.9
Other Income	377.3	288.8	224.5	763.0	677.7
<b>Total Income</b>	<b>2,196.6</b>	<b>2,134.5</b>	<b>2,303.1</b>	<b>5,924.5</b>	<b>6,213.6</b>
<b>Expenditure</b>					
Cost of Study Material	46.6	82.4	26.5	141.1	168.4
Employees Cost	835.3	910.1	862.3	2,523.9	2,610.2
G&A and other expenses	322.6	489.0	294.3	1,203.8	1,189.6
Dep. & Amort.	115.8	111.9	147.0	350.5	373.2
Finance Charges	27.0	37.7	44.9	77.8	116.5
<b>Total Expenditure</b>	<b>1,347.3</b>	<b>1,631.0</b>	<b>1,374.9</b>	<b>4,297.0</b>	<b>4,457.8</b>
<b>EBITDA</b>	<b>992.1</b>	<b>653.1</b>	<b>1,120.0</b>	<b>2,055.7</b>	<b>2,245.5</b>
EBITDA Margin	45.2%	30.6%	48.6%	34.7%	36.1%
<b>Operating EBITDA</b>	<b>614.8</b>	<b>364.3</b>	<b>895.6</b>	<b>1,292.7</b>	<b>1,567.7</b>
Op. EBITDA margin	33.8%	19.7%	43.1%	25.0%	28.3%
<b>Profit Before Tax</b>	<b>849.4</b>	<b>503.5</b>	<b>928.2</b>	<b>1,627.4</b>	<b>1,755.8</b>
PBT Margin	38.7%	23.6%	40.3%	27.5%	28.3%
<b>Profit After Tax</b>	<b>589.9</b>	<b>427.0</b>	<b>482.4</b>	<b>1,123.9</b>	<b>1,110.0</b>
PAT Margin	26.9%	20.0%	20.9%	19.0%	17.9%
<b>EPS (Rs)</b>	<b>3.25</b>	<b>2.35</b>	<b>2.66</b>	<b>6.20</b>	<b>6.12</b>

## Income Statement - Consolidated

Income Statement	←----- Consolidated -----→					
	Rs Lakhs	Q3FY16	Q2FY17	Q3FY17	9MFY16	9MFY17
<b>Income</b>						
Income from Operation	1,977.7	2,090.8	2,312.4	5,607.0	6,205.4	
Other Income	404.4	308.9	169.4	896.3	658.5	
<b>Total Income</b>	<b>2,382.1</b>	<b>2,399.7</b>	<b>2,481.9</b>	<b>6,503.3</b>	<b>6,863.9</b>	
<b>Expenditure</b>						
Cost of Study Material	60.1	101.9	36.0	207.5	218.3	
Employees Cost	882.5	922.2	877.7	2,660.1	2,652.0	
G&A and other expenses	336.2	508.1	312.8	1,254.9	1,226.6	
Dep. & Amort.	131.2	120.9	153.8	396.7	404.2	
Finance Charges	108.9	110.6	96.2	328.9	318.0	
<b>Total Expenditure</b>	<b>1,519.0</b>	<b>1,763.7</b>	<b>1,476.4</b>	<b>4,848.1</b>	<b>4,819.1</b>	
<b>EBITDA</b>	<b>1,103.3</b>	<b>867.5</b>	<b>1,255.5</b>	<b>2,380.7</b>	<b>2,767.0</b>	
EBITDA Margin	46.3%	36.2%	50.6%	36.6%	40.3%	
<b>Operating EBITDA</b>	<b>698.9</b>	<b>558.6</b>	<b>1,086.0</b>	<b>1,484.5</b>	<b>2,108.5</b>	
Op. EBITDA margin	35.3%	26.7%	47.0%	26.5%	34.0%	
<b>Profit Before Tax</b>	<b>863.2</b>	<b>636.1</b>	<b>1,005.5</b>	<b>1,655.2</b>	<b>2,044.8</b>	
PBT Margin	36.2%	26.5%	40.5%	25.5%	29.8%	
<b>Profit After Tax</b>	<b>627.3</b>	<b>500.8</b>	<b>533.2</b>	<b>1,171.0</b>	<b>1,267.0</b>	
PAT Margin	26.3%	20.9%	21.5%	18.0%	18.5%	
<b>EPS (Rs)</b>	<b>3.5</b>	<b>2.8</b>	<b>2.9</b>	<b>6.5</b>	<b>7.0</b>	

# Balance Sheet

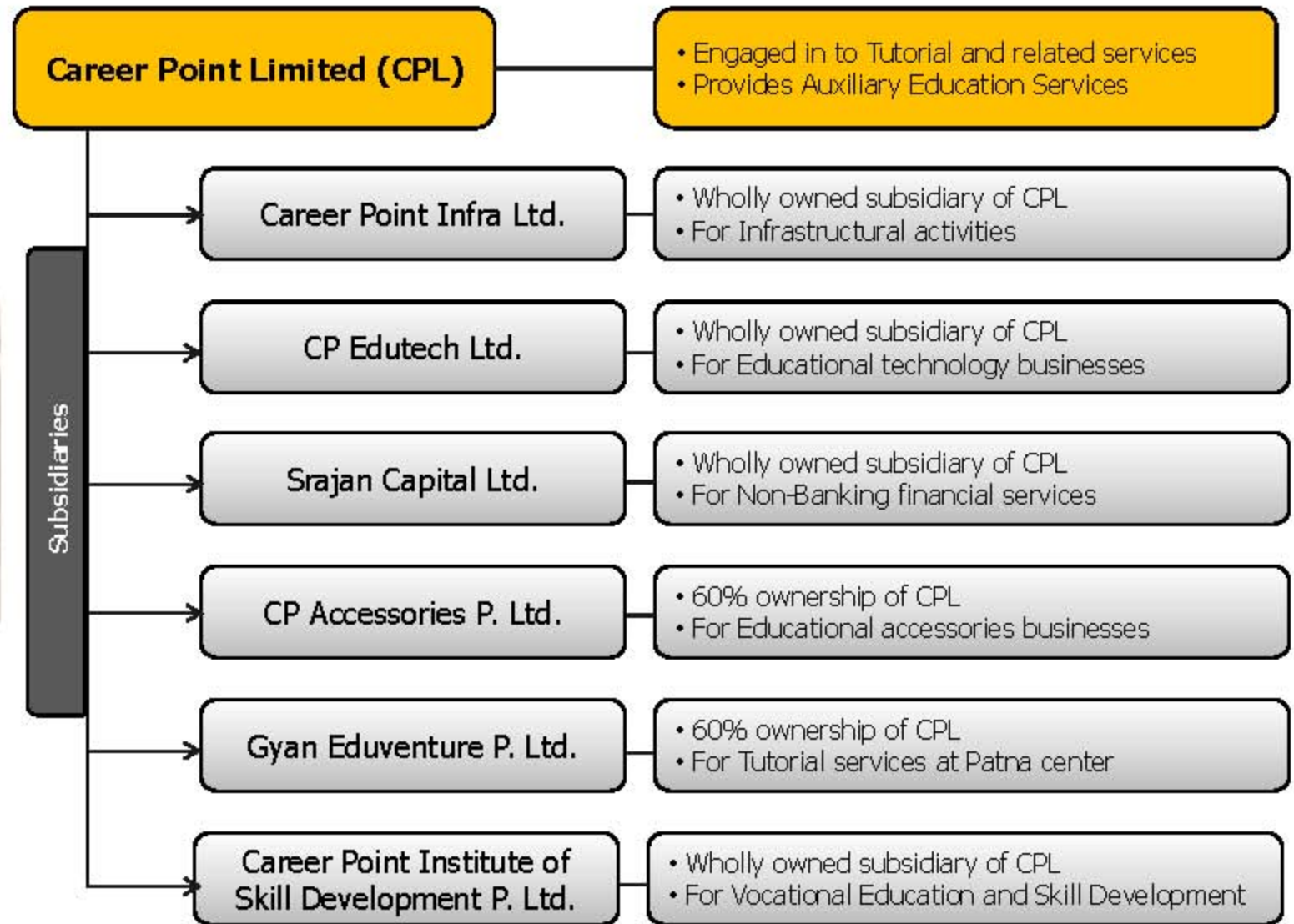


Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2016	30-Sep-2016	31-Dec-2016	31-Mar-2016	30-Sep-2016	31-Dec-2016
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>34,672</b>	<b>35,307</b>	<b>35,792</b>	<b>35,283</b>	<b>36,041</b>	<b>36,573</b>
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	32,858	33,494	33,979	33,470	34,227	34,760
<b>Non-current Liabilities</b>	<b>629</b>	<b>702</b>	<b>727</b>	<b>380</b>	<b>472</b>	<b>501</b>
(a) Def. Tax Liabilities	573	641	676	312	395	432
(b) Long Term Provisions	56	61	51	67	77	69
<b>Current Liabilities</b>	<b>1,772</b>	<b>3,008</b>	<b>2,392</b>	<b>1,883</b>	<b>3,092</b>	<b>2,541</b>
(a) Current Liabilities	1,554	2,912	2,154	1,646	2,959	2,266
(b) Provisions	219	95	238	238	133	275
<b>Borrowings</b>	<b>1,413</b>	<b>1,545</b>	<b>2,846</b>	<b>4,735</b>	<b>5,533</b>	<b>12,926</b>
<b>Total Liabilities</b>	<b>38,486</b>	<b>40,562</b>	<b>41,757</b>	<b>42,282</b>	<b>45,137</b>	<b>52,541</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>12,844</b>	<b>13,831</b>	<b>13,806</b>	<b>16,607</b>	<b>17,644</b>	<b>17,810</b>
<b>Non-current Assets</b>	<b>15,276</b>	<b>15,154</b>	<b>16,363</b>	<b>9,468</b>	<b>5,589</b>	<b>5,400</b>
(a) Loans and Advances	734	272	273	7,836	3,916	2,520
(b) Investments	14,542	14,882	16,090	1,632	1,673	2,880
(c) Other Assets	-	-	-	0	-	-
<b>Current Assets</b>	<b>10,366</b>	<b>11,578</b>	<b>11,588</b>	<b>16,207</b>	<b>21,904</b>	<b>29,331</b>
(a) Inventories	168	114	107	199	167	174
(b) Sundry Debtors	343	265	387	8,082	8,101	4,222
(c) Cash & Bank Balances	92	47	1,214	248	131	1,756
(d) Current Investments	2,866	3,100	2,776	3,031	3,687	10,489
(e) Loans and Advances	6,898	8,052	7,104	4,647	9,818	12,691
<b>Total Assets</b>	<b>38,486</b>	<b>40,562</b>	<b>41,757</b>	<b>42,282</b>	<b>45,137</b>	<b>52,541</b>

# Additional details



# Company Structure



# Leadership Team

## Experienced Promoters



Pramod Maheshwari  
CMD & CEO



Om Maheshwari  
Executive Director



Nawal Maheshwari  
Executive Director

## Visionary Board of Directors



Pawan Lalpuri  
Independent Director



Pritam Goswami  
Independent Director



Ramswarup Chaudhary  
Independent Director



Vishal Jain  
Independent Director



Mahesh Gupta  
Independent Director



J.P. Sharda  
Independent Director

## Professional Management Team



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



Dr. D.N. Rao  
VC, CP University, Kota



Neelima Maheshwari  
NonExecutive Director



Shalendra Maheshwari  
Director - Academics



Dr. Gurudatt Kakkar  
GM-Higher Education



U.S. Kejriwal  
General Manager-Infra



Mahesh Bhangriya  
VP-Corporate Strategy



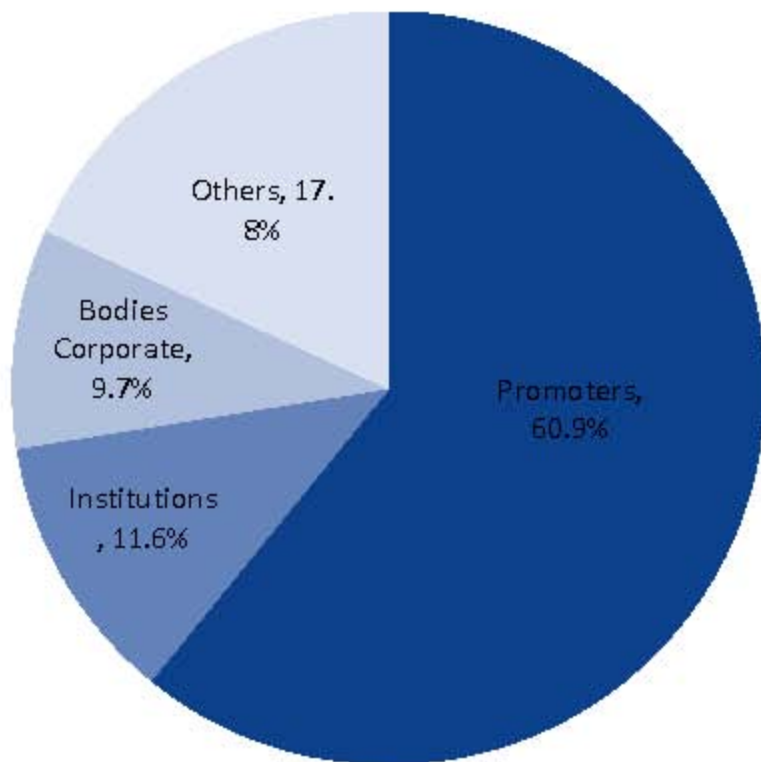
Tarun Kumar Jain  
Company Secretary



Marish Sharma  
AGM-Business Dev. 37

# 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	
Fidelity	9.99%
Rajasthan Global Securities	5.10%
Nadathur Estates	1.88%
Mr. Akash Bhanshali	1.84%
DSP Blackrock	1.57%
Mr. Vikas Singhi	1.10%
Enam Investments	0.84%
<b>Total</b>	<b>22.33%</b>

As on 31 Dec 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)

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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: [bit.ly/CareerPoint](https://bit.ly/CareerPoint)  
CP Gurukul : [bit.ly/CPGurukul](https://bit.ly/CPGurukul)  
Gurukul Kota: [bit.ly/CPGurukul\\_Kota](https://bit.ly/CPGurukul_Kota)  
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