

Investor Update Q3/9M FY2018-19



CAREER POINT

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

TCS
Infosys

Hotel

Taj Group
Oberoi

Auto

Tata Motors
Bajaj Auto

Banking

HDFC

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

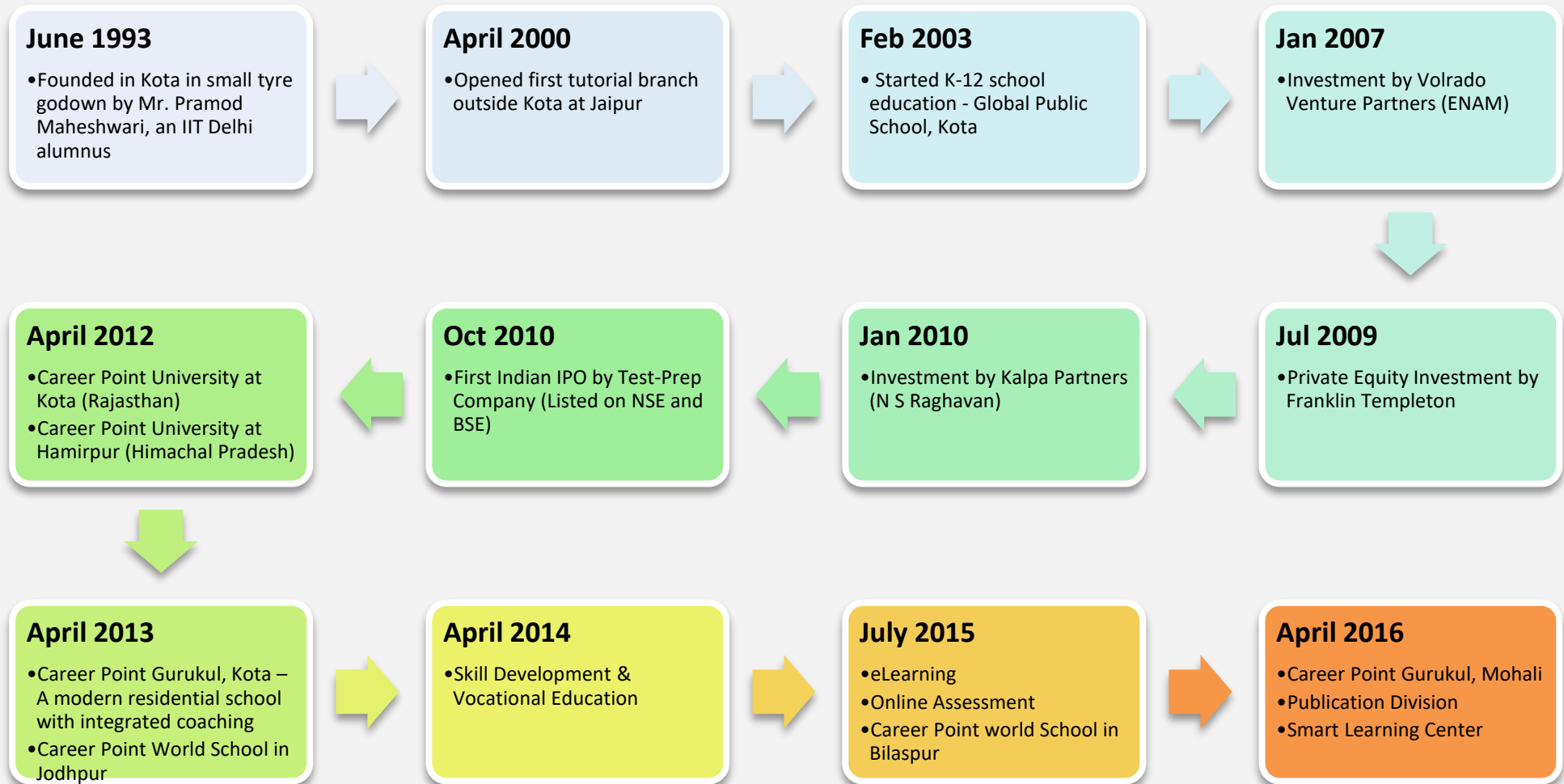
2014

- Vocational
- eLearning

2016

- Building a Global Brand

Company evolution



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



- ✓ 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



Projected to grow at CAGR of 22% in next 5 years...

- ✓ Under penetrated market with organized sector comprising below 30% of the total Pre-school market
- ✓ Less than 10% gross enrollments in Preschools vs more than 90% in Primary division at present in India
- ✓ Rise in competition among parents to secure admissions of their children in best schools for mainstream formal education is inducing Pre-school enrollments
- ✓ Minimum startup investments and less regulatory challenges attract more franchisees

Global Kids Presence at:

- Ahmednagar (Maharashtra)
- Annoji Guda (Andhra Pradesh)
- Anta (Rajasthan)
- Baran (Rajasthan)
- Bharatpur (Rajasthan)
- New Delhi (Delhi)
- Etawah (Uttar Pradesh)
- Hoshangabad (Madhya Pradesh)
- Kishanganj (Bihar)
- Kota (Rajasthan)
- Rajsamand (Rajasthan)
- Sagar (Madhyapradesh)
- Sawai Madhopur (Rajasthan)
- Visakhapatnam (Andhra Pradesh)

Expansion Strategy:

Adding new franchisees with incremental premium service offerings

CP Schools: Career Point World Schools



CAREER POINT

Global Public School, Kota (Raj.)



Career Point World School, Jodhpur



Career Point World School, Bilaspur



CP Schools: Business Potential



	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	Day School (Co-Ed)	Day School (Co-Ed)	Day & Residential (Co-Ed)
Land Area (Acres)	1.54	2	9
Built-up Area (Sq. Ft.)	208 K	57 K	100 K
Students Capacity (Built-up)	2,000	1,200	2,000
Students Capacity (Overall campus)	2,400	2,400	2,000

Expansion Strategy: Through franchisee and leased asset-light mode

CP Gurukul: Residential School with Coaching



CAREER POINT

CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



Academic facilities

- Coaching Campus
- CBSE School up to 12th
- 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

CP Gurukuls: Business Potential



CAREER POINT

	Career Point Gurukul, Kota (Rajasthan)	Career Point Gurukul, Mohali (Punjab)	Career Point Gurukul, Rajsamand (Rajasthan)
School (K-12)	✓	✓	✓
Tutorial (Coaching)	✓	✓	✓
Residence (Hostels)	✓	✓	✓
Operational Since	Year 2013	Year 2016	Year 2017
Land Area (Acres)	10.27	10.98	10.33
Built-up Area (Sq. Ft)	5 Lacs	1.5 Lacs	1.6 Lacs
Students Capacity (Built-up)	1,450	500	500
Students Capacity (Overall Campus)	3,000	1,000	1,000

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



Key Products

Test-Prep Products

Pre-Engineering

Pre-Medical

Pre-Foundation

Delivery Model

Company Branches

Franchisees Centers

Residential Coaching

School Association

Distance Learning

E-Learning

Tutorial Services (Test-Prep): Business Potential



Type of Center	Locations
Branch Centers (4)	Kota, Jaipur, Alwar, Jodhpur (Rajasthan)
Franchisee Centers (23)	Bhagalpur (Bihar), Bilaspur (MP), Bhubneshwar (Orisa), Guwahati (Assam), Gwalior (MP), Himmatnagar (Guj.), Jammu (J&K), Jamnagar (Guj.), Kolkata (W.B.), Kollam (Kerala), Lucknow (UP), Mysore (Karn.), Modasa (Guj.), New Delhi (Delhi), Patiala (Punjab), Raurkela (Orisa), Rajahmundry (AP), Srinagar (J&K), Shahjahanpur (UP), Siliguri (W.B.), Trivendrum (Kerla), Vadodara (Guj.) Vizag (AP)
School Associations (18)	Pilani -3 (Raj.), Kishangarh (Raj.), Siligudi (W.B.), Dharamashala (HP), Mahendragarh (Haryana), Korba (CG), Gwalior (MP), Indore (MP), Malkapur (Mah.), Perambalur (TN), Ponnerai (TN), Pattukotai (TN), Madurai (TN), Tenni (TN), Sriharikota (AP), Narayangao (Mah.)

Expansion Strategy:

School associations, selective franchising and improve operating leverage at branches

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, PGDCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Pharmacy	D. Pharma, B.Pharma
Law and Governance	LLB, BA-LLB, BBA-LLB
Hotel Management	BHMCT, DIFP/DIFBS
Vocational Studies	B.Voc, Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

Higher Education: Business Potential



	Career Point University, Kota (Rajasthan)	Career Point University, Hamirpur (H.P.)
Status	Act no 13 of Govt. of Rajasthan in year 2012	Act no 13 of Govt. of Himachal Pradesh in year 2012
UGC Approval	✓	✓
Operational Since	Year 2012	Year 2012
Land Area (Acres)	32.7	25.34
Built-up Area (Sq. Ft)	5 Lacs	1.8 Lacs
Students Capacity (Built-up)	5,000	1,500
Students Capacity (Overall Campus)	>20,000	>5,000
Hostel Facility	✓	✓

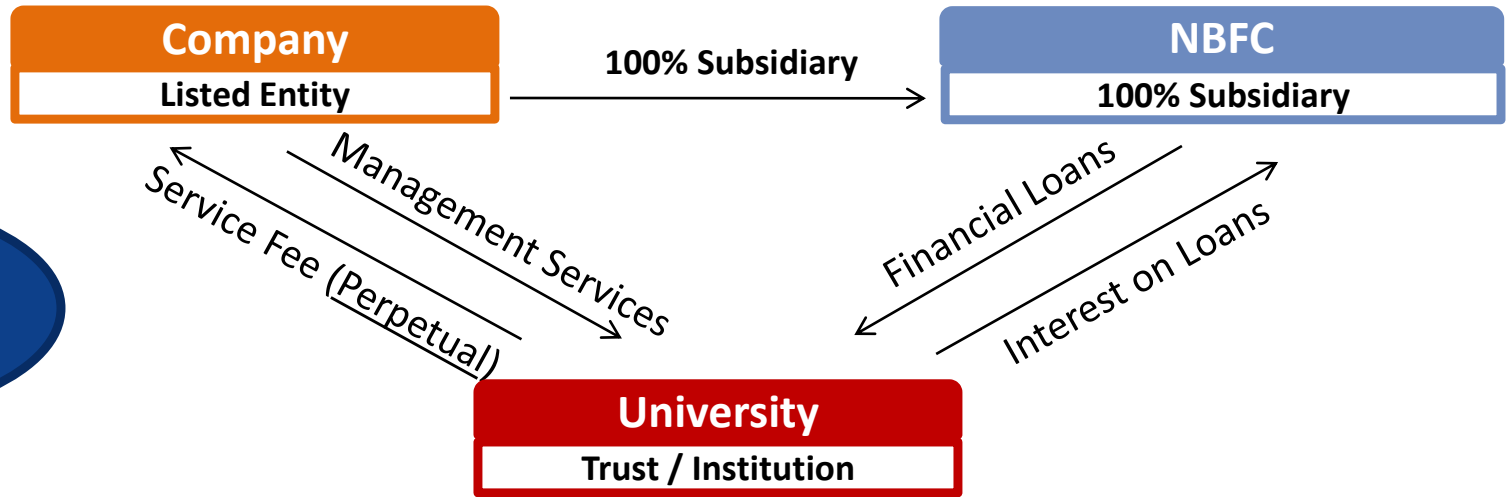
Expansion Strategy:

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

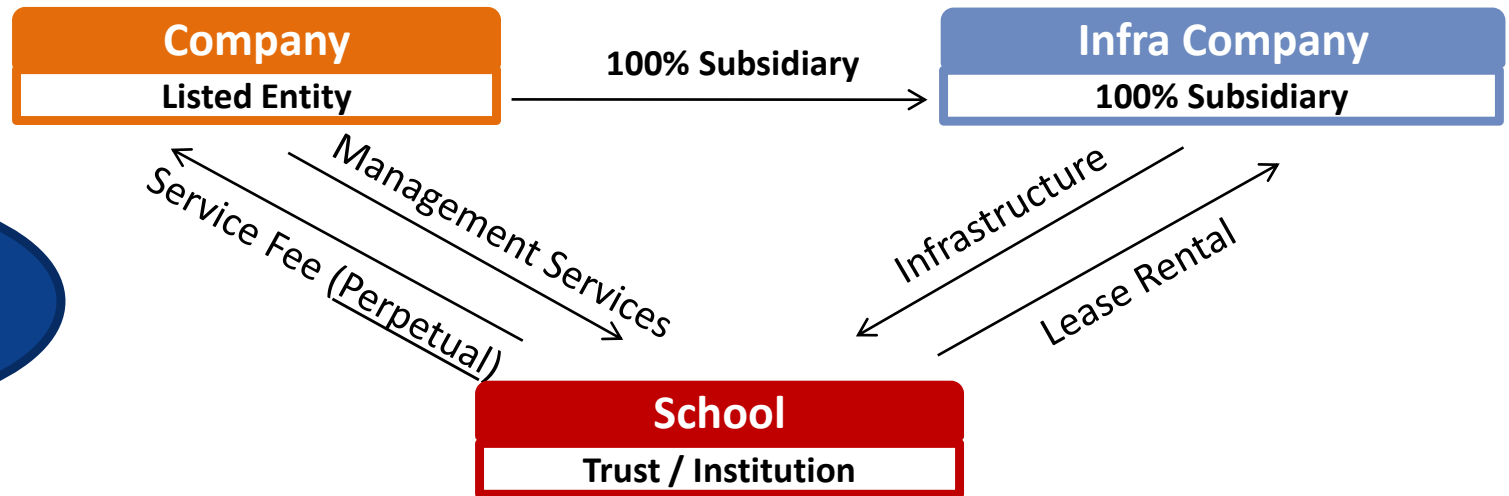
Formal Education Units - Structure



Higher Education



School Education



Formal Education Units - Overview



Universities

Higher Education

University, Kota

- Assets in Trust (GBFT)
- Company given loans
- Funds to Company:
 - a) Service Fee
 - b) Interest
 - c) Loan repayment

University, Hamirpur

- Assets in Trust (GBFT)
- Company given loans
- Funds to Company:
 - a) Service Fee
 - b) Interest
 - c) Loan repayment

Gurukuls

Residential Schools

Gurukul, Kota

- Assets in **Company**
- Income to Company:
 - a) Hostel Fee
 - b) Tutorial Fee

Gurukul, Mohali

- Assets in Trust
- Company given loans
- Funds to Company:
 - a) Interest
 - b) Loan repayment
 - c) Service Fee

Gurukul, Rajsamand

- Assets in Trust
- Company given loans
- Funds to Company:
 - a) Interest
 - b) Loan repayment
 - c) Service Fee

Schools

K-12 Day Schools

School, Kota

- Assets in Trust
- Income to Company:
 - a) Service Fee

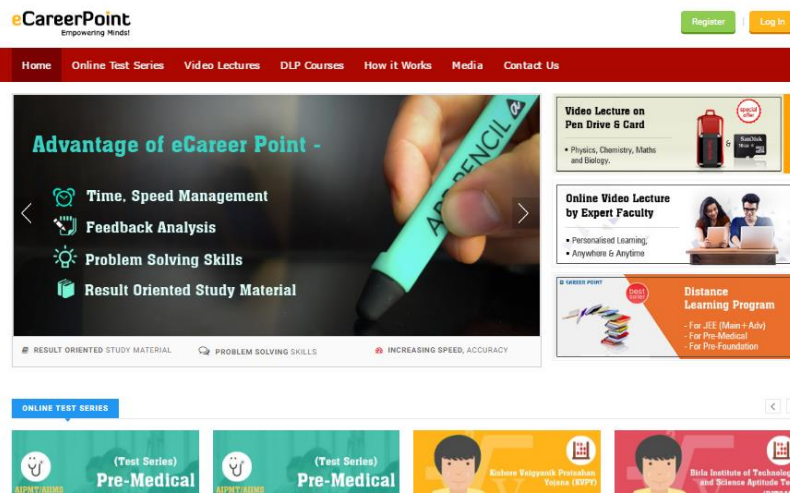
School, Jodhpur

- Assets in **Company**
- Income to Company:
 - a) Lease Rent
 - b) Service Fee

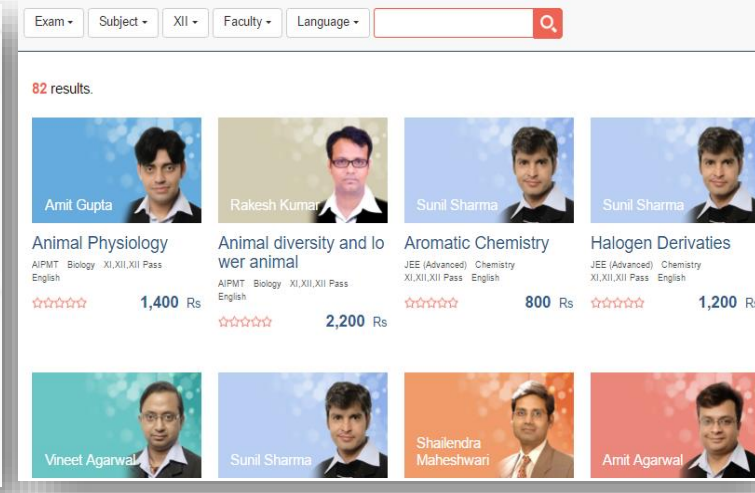
School, Bilaspur

- Franchisee School
- Income to Company:
 - a) License Fee
 - b) Royalty Income

- **Video-on-Demand** (www.ecareerpoint.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
- **Online Assessments** (www.ots.careerpoint.ac.in): 24*7 access to online test series based on latest examination pattern with detailed solution of the test and section wise analysis. It also offers all India ranking, comparison with toppers and time management report etc.



The screenshot shows the CareerPoint website homepage. 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 banner titled "Advantage of eCareer Point -" with a list of features: Time, Speed Management; Feedback Analysis; Problem Solving Skills; and Result Oriented Study Material. To the right of the banner, there are three promotional boxes: "Video Lecture on Pen Drive & Card" (Physics, Chemistry, Maths and Biology), "Online Video Lecture by Expert Faculty" (Personalised Learning, Anywhere & Anytime), and "Distance Learning Program" (For JEE (Main+Adv), For Pre-Medical, For Pre-Foundation). At the bottom, there is a section for "ONLINE TEST SERIES" with icons for Pre-Medical, Pre-Medical, and other tests.



The screenshot shows the CareerPoint website search results page. At the top, there is a search bar with filters for Exam, Subject, XII, Faculty, and Language. Below the search bar, there are 82 results. The results are displayed in a grid format, showing the name of the student, the subject, the exam, the price, and the number of reviews. The results are as follows:

Student Name	Subject	Exam	Price	Reviews
Amit Gupta	Animal Physiology	AIPMT Biology, XI, XII, XII Pass, English	1,400 Rs	☆☆☆☆
Rakesh Kumar	Animal diversity and lower animal	AIPMT Biology, XI, XII, XII Pass, English	2,200 Rs	☆☆☆☆
Sunil Sharma	Aromatic Chemistry	JEE (Advanced) Chemistry, XI, XII, XII Pass, English	800 Rs	☆☆☆☆
Sunil Sharma	Halogen Derivatives	JEE (Advanced) Chemistry, XI, XII, XII Pass, English	1,200 Rs	☆☆☆☆
Vineet Agarwal				
Sunil Sharma				
Shailendra Maheshwari				
Amit Agarwal				

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

The screenshot displays the StudyBoard website interface. At the top, the navigation bar includes the StudyBoard logo, links for 'Find Teachers', 'Find Courses', 'Question-Answer', and 'How it works', along with a user profile for 'Pramod' and a notification badge for '3155 Dashboard'. The main header area features the question 'What would you like to learn today?' with a search input field containing 'I.e. Maths, Physics, Chemistry, Biology' and a blue button labeled 'Post Academic Questions & Get Free Answers'. Below this, the 'Questions' section shows a search bar with '7949 Questions found' and filters for 'Featured', 'Popular', 'Newest', 'Unanswered', 'Likes', and 'Active'. A featured question is displayed: 'An open glass tube is immersed in mercury in such a way that a length of 8 cm extends above the mercury level. The open end of the tube is then closed and sealed and the tube is raised vertically up by additional 76 cm of Hg) (A) 16 cm (B) 22 cm (C) 38 cm (D) 6 cm'. The question is attributed to 'Bala Sub. K Teacher 2.5k' and posted '5 hours ago'. To the right, a 'Related Labels list' includes categories like 'IIT-JEE-Physics', 'JEE-Main-Physics', 'Physics-Kinematics', 'Physics-Current-Electricity', 'AIPMT-Physics', 'JEE-Adv-Physics', '12Th-Physics', 'Physics-Work-Energy-Power', 'IIT-Physics', 'IIT-JEE', '11Th-Physics', 'Physics-Solids-Liquids-Gases', 'Physics-Electromagnetic-Inductio...', 'Physics-Electromagnetic-Waves', and 'Physics-Atoms-Nuclei'. A 'Show More' link is visible at the bottom of the list.

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.
- Empanelled with **DGET** (Directorate General of Employment & Training) and various Sector Skill Councils for **Assessments** of skill development training
- 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



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, Hospitality, Retail, Automotive, Business & Commerce, Agriculture, Information Technology, 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.ecareerpoint.com): Choice to students for anytime, any topic and anyplace learning on multiple devices. Through online or offline video lectures by experts
 - **Online Assessments** (www.ots.careerpoint.ac.in): 24*7 access to online test series based on latest examination pattern with detailed solution of the test and section wise analysis. It also offers all India ranking, comparison with toppers and time management report etc.
 - **Learning Marketplace** (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



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 1400+ placements in 170+ esteemed organization. Selections of 1276 in JEE-Advanced 2017 and 5078 in NEET 2017 was much superior result in terms of the selection growth and 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 the company. Other new ventures i.e. Publications, Skill Development, e-Learning are also expanding without any significant capex.



Continually Improved Financials

- Since year 2007, the company reported a revenue CAGR of 11.6% followed by a descent growth in profits. The balance sheet is net cash positive with net worth of more than Rupees 400 crores at consolidate level. The company has witnessed a remarkable CAGR of 30% in net-worth since year 2007.

Growth Strategies



CAREER POINT

Pursue excellence in the service delivery

Strengthen the presence in unrepresented industry verticals

Pursue selective strategic acquisitions and JV opportunities

Expansion in education related verticals through fast and cost-effective solutions

Continuing restructuring efforts aiming for an improved return on investments

Awards and Recognitions...



CAREER POINT

- **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 1276 in JEE-Advanced -2017 with 34% growth over previous year with many among Top-500 in different categories.
- Best placement in the region with 1400+ students of Career Point University in 170 esteemed organizations in short span of time.
- All India Rank 3 and 8 in AIIMS-2018, and total 5103 qualified students in NEET 2018 was one of the highest success ratio.

कोटा . गुरुवार . 30.06.2016 राजस्थान पत्रिका 13

करियर पॉइंट को मिला लाइफ टाइम अचीवमेंट 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 अचीवमेंट अवार्ड से नवाजा गया। समारोह में केन्द्रीय इस्पत 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		JEE [Adv] 2016	
AIR-4 HET SHAH (04)	AIR-14 SANJEEV SHUKLA (04)	AIR-89 SUBHAM SINGH (08C)	AIR-106 ABHISHEK SAINI (08C)
AIR-49 JAYANT MEHTA (04)	AIR-3 AJAY MEENA (01)	AIR-111 UDDESHYA PATEL (04)	AIR-132 GOVIND CHOUDHARY (08C)
Total Selections 123		Total Selections 956	

प्रमोद माहेश्वरी को मिला 'स्टार सीईओ अवार्ड'

कोटा। आईआईटी से बीटेक के बाद 1983 में टायर के एक छोटे गोदाम से द्यूशन 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 16 जून, 2015

दिव्य हिमाचल IV divyhimachal.com

करियर यूनिवर्सिटी को हिमाचल रतन

उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

दिव्य हिमाचल ब्यूरो, हमीरपुर

करियर प्वाइंट यूनिवर्सिटी हमीरपुर को हिमाचल रतन 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 संस्था समाज में विभिन्न सरकारी व गैर सरकारी क्षेत्रों में उल्लेखनीय उपलब्धियों प्राप्त करने वाले महान बुद्धिजीवियों को सम्मानित करती है। इस संस्था का उद्देश्य राष्ट्र भक्ति, मानवता शक्ति भाईचारा, बिना किसी जात-पात व लिंग भेद के राष्ट्र



कल्याण के लिए कार्यरत है। इस संस्था के संरक्षक पूर्व केंद्रीय मंत्री, राज्य पाल, भारत के मुख्य न्यायाधीश, सीबीआई निदेशक तथा मुख्य चुनाव आयुक्त व जाने माने विधि वक्ता रहे हैं। इसमें डा. भीष्म

नारायण सिंह पूर्व राज्य पाल एवं मंत्री राष्ट्रीय प्रधान एसके गर्ग, युपु चेररमैन तथा प्रकाश निधी शर्मा अधिकांश सर्वोच्च न्यायालय राष्ट्रीय महासचिव हैं। इस संस्था ने करियर प्वाइंट विश्वविद्यालय के कुलाधिपति

प्रमोद माहेश्वरी को शिक्षा के क्षेत्र में सराहनीय कार्य करने के लिए हिमाचल रतन-2015 से नवाजा है। यह पुरस्कार विश्वविद्यालय के कुलाधिपति डा. संजीव शर्मा ने कुलाधिपति की जगह 14 जून को भव्य समारोह में प्राप्त किया। समारोह की अध्यक्षता दिक्षित पूर्व डीआईजी पुलिस उत्तर प्रदेश ने की। समारोह का आयोजन हिमालयन कोरेस्ट रिसर्च इंस्टीट्यूट कोनिफर शिमला हिमाचल प्रदेश ने किया। प्रमोद माहेश्वरी आईआईटी दिल्ली के विद्यार्थी रहे हैं तथा शिक्षा के क्षेत्र में पिछले 20 वर्षों से कार्यरत रहे हैं। इन्हें इससे पहले भी कई विभिन्न संस्थानों ने सम्मानित किया है।

दैनिक भास्कर कोटा कोटा, मंगलवार 10 जून, 2016 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 टेक्नोलॉजी, वीडियोकान, माईक्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंफोटेक, टीमेन सिस्टंस जैसी 12 से अधिक कंपनियां भाग ले रही हैं। प्लेसमेंट ऑफिसर आकाश अदलकवा ने बताया कि "अवसर-2016" के लिए देशभर से 17 सौ से अधिक छात्रों ने निशुल्क आर्नलाइन रजिस्ट्रेशन करवाया तथा प्रथम दिन 800 से अधिक छात्रों ने भाग लिया। दूसरे दिन मंगलवार को माईक्रोमेक्स, वीडियोकॉन, वाई-फाई डाट कॉम, च्वाइस युपु, मिडोज द्वारा कैम्पस प्लेसमेंट होगा। मंगलवार को सुबह प्रात 9 बजे तक रजिस्ट्रेशन कराया 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

अनविन्द कुमार सिन्हा की कलम से...

मैं तो इन्हीं Institute का सम्मान करने ही कहूंगा। मेरे दोनो बराने (Gaurav और Mohit) Institute के अंग प्रत्येक के लिए बना दिए गए। अब उनके शैक्षणिक और पेशेवादी में उत्कृष्ट करने का मैं नोडिफिकेरी करवाकर अतिरिक्त स्थिति इन लोगों के अतिथि बनाने में सक्षम थी। इंटरनेट की अखिल कृपा से वेका होकरवा चुके

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

3Q / 9M FY2018-19 Performance



Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	9MFY18	9MFY19
Total	29,398	24,120	27,366	30,857	29,086	29,509	27,393	27,034
Tutorial Division	27,257	20,655	22,412	23,010	21,057	18,235	16,553	13,855
Formal Education	2,141	3,465	4,954	7,847	8,029	11,274	10,840	12,471
Pre-School								708
Tutorial Enrollments Split								
Branches-LT CR	17,262	11,122	12,946	13,688	10,689	5,836	5,733	5,099
Branches-ST CR	2,978	1,169	1,333	1,011	625	516	7	8
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,605	2,049	2,039	3,496
Franchisees-ST CR	381	23	87	52	-	138	89	-
School Associations				458	1,801	3,726	3,718	2,523
Distance Learning	4,882	6,577	6,470	6,406	6,337	5,970	4,967	2,779
Formal Break-up								
Higher Education	741	1,642	2,327	3,455	3,738	4,822	4,763	5,653
School Education	1,400	1,823	2,627	3,372	3,451	4,142	4,142	3,752
Vocational Education				1,020	840	2,310	1,935	3,066



Key Financial Highlights (9M FY2018-19)

Key Financials (9M FY 2018-19)	Standalone (Rs Crores)	Consolidated (Rs Crores)
Revenue from Operations	53.4	76.3
EBITDA	8.1	28.1
EBITDA Margin	15%	37%
Profit After Tax	9.5	18.8
EPS (Rs)	5.22	10.36

Financials Highlights:

- Income from operations for the period (9M FY2018-19) is rupees 76.3 Crores increased by 7.7% year on year (y-o-y) at consol basis. (Total Income: Rupees 80.7 Cr, up by 1.6% y-o-y)
- EBITDA of rupees 28.3 Crores on consol basis with y-o-y growth of 6.6% resulted an EBITDA Margin of 36.9% vs 9M FY2017-18: 37.3%. (adding other income: Rupees 32.5 Cr, 40.3% margin)
- Net income for 9M FY2018-19 was reported at rupees 18.8 Crores with PAT margin of 23.3% on consol level. EPS (Earning per share) for period was rupees 10.36.

Business Update:

- Total enrollments were reported at 27,034 (9M FY2018: 27,393) including 12,471 in formal education (9M FY2018: 10,840); 13,855 in Tutorial education division (9M FY2018: 16,553) and 708 in Pre-schools.
- A remarkable growth of 19% (y-o-y) in higher education enrollments is a result of increased admissions both the Universities including Career Point University, Kota and Career Point University, Hamirpur. Admissions in skill development grew by 58% to 3,066.
- Enrollment in higher education is growing by way of higher capacity utilization in existing courses as well as addition of new courses.

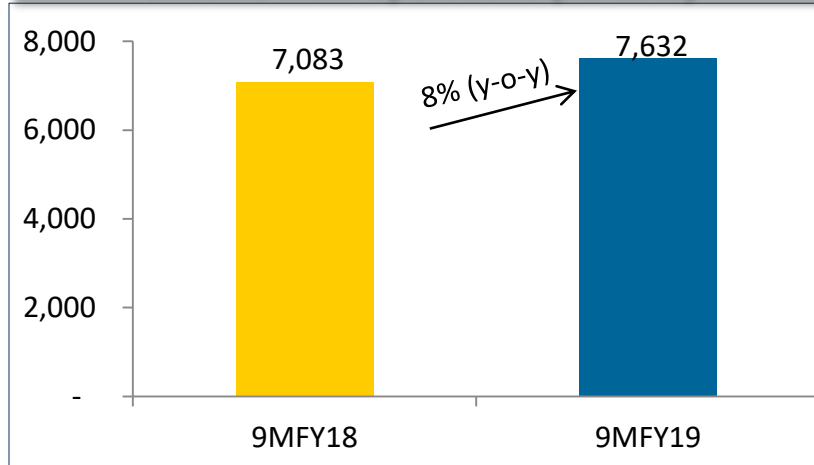
Management Outlook:

- Tutorial services delivery through franchisee & School association network has been perfectly in-line with our strategic plan provide new long-term growth avenues to the business
- Larger growth in higher education and addition of courses year on year ascertain growth and sustainability to the businesses.
- An impact of the measures to optimize the costs and strategies to overall business extension shall be seen in coming time periods.
- The company's business mix of formal, informal and e-learning is well positioned and management holds up bullish views on overall business prospects going forward.

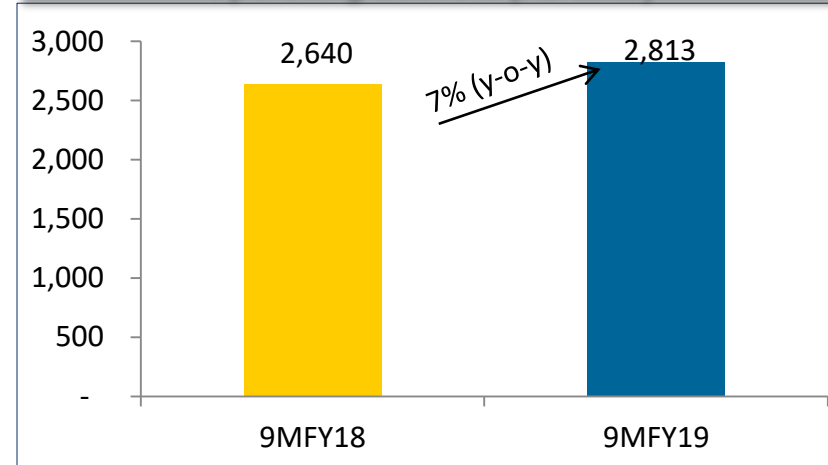
Consolidated Financials – Snapshot (9M FY2018-19)



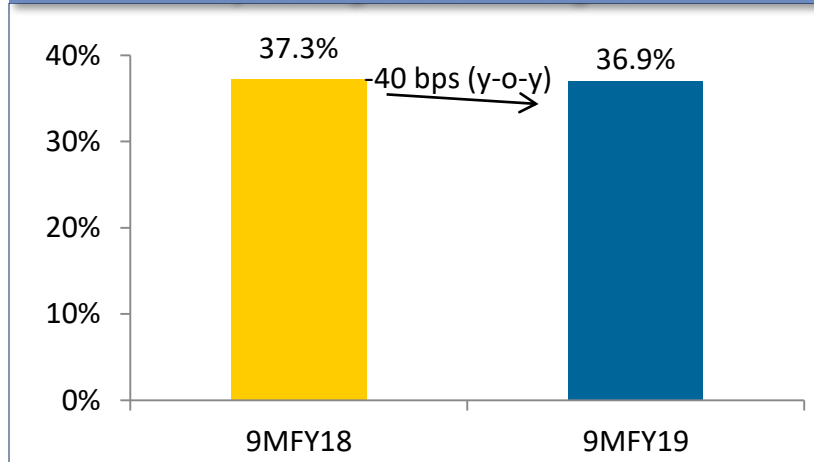
Income from Operations (Rs Lacs)



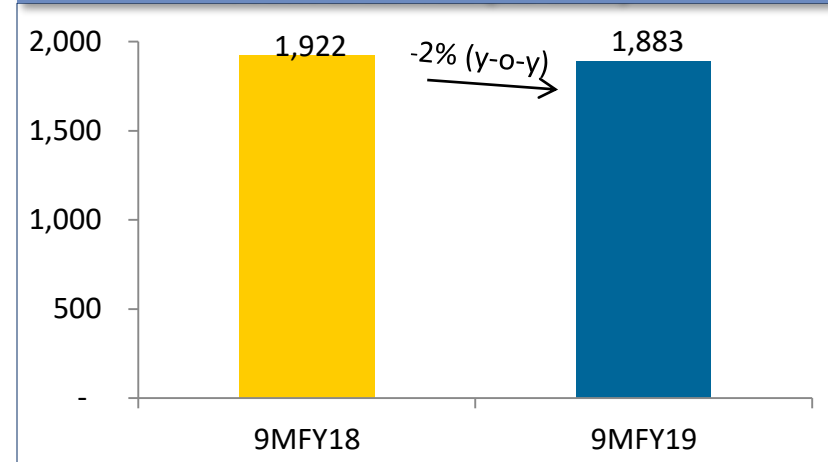
Operating EBITDA (Rs Lacs)



Operating EBITDA Margins



Profit after Tax (Rs Lacs)



Income Statement – (Standalone)

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q3FY18	Q2FY19	Q3FY19	9MFY18	9MFY19
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,204.8	1,775.3	1,590.2	5,721.3	5,339.2
Other Income	197.4	390.2	371.9	738.9	1,031.3
Total Income	2,402.1	2,165.4	1,962.1	6,460.1	6,370.5
Expenditure					
Cost of Study Material	57.2	66.5	28.7	291.2	233.8
Employees Cost	867.2	929.9	952.6	2,502.5	2,870.4
G&A and other expenses	480.8	501.2	388.5	1,341.1	1,423.7
Dep. & Amort.	107.5	99.0	103.2	325.4	310.9
Finance Charges	84.5	116.5	139.0	210.4	394.4
Total Expenditure	1,597.2	1,713.1	1,612.1	4,670.6	5,233.2
EBITDA	996.9	667.9	592.2	2,325.3	1,842.6
EBITDA Margin	41.5%	30.8%	30.2%	36.0%	28.9%
Operating EBITDA	799.5	277.7	220.3	1,586.4	811.2
Op. EBITDA margin	36.3%	15.6%	13.9%	27.7%	15.2%
Profit Before Tax	804.9	452.4	350.1	1,789.5	1,137.3
PBT Margin	33.5%	20.9%	17.8%	27.7%	17.9%
Profit After Tax	639.6	339.3	255.0	1,209.1	947.3
PAT Margin	26.6%	15.7%	13.0%	18.7%	14.9%
EPS (Rs)	3.53	1.87	1.40	6.67	5.22

Income Statement – (Consolidated)

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q3FY18	Q2FY19	Q3FY19	9MFY18	9MFY19
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,548.6	2,623.1	2,369.8	7,083.2	7,631.5
Other Income	195.8	217.3	143.1	861.2	440.8
Total Income	2,744.3	2,840.5	2,512.9	7,944.4	8,072.3
Expenditure					
Cost of Study Material	63.2	202.2	59.6	447.8	407.8
Employees Cost	884.9	943.8	971.1	2,554.1	2,916.2
G&A and other expenses	525.6	527.2	416.4	1,441.7	1,494.1
Dep. & Amort.	115.4	107.0	113.5	349.0	337.2
Finance Charges	121.1	134.2	165.5	518.0	475.5
Total Expenditure	1,710.1	1,914.3	1,726.2	5,310.6	5,630.9
EBITDA	1,270.6	1,167.3	1,065.8	3,500.8	3,254.2
EBITDA Margin	46.3%	41.1%	42.4%	44.1%	40.3%
Operating EBITDA	1,074.9	949.9	922.7	2,639.6	2,813.4
Op. EBITDA margin	42.2%	36.2%	38.9%	37.3%	36.9%
Profit Before Tax	1,034.2	926.1	786.7	2,633.8	2,441.4
PBT Margin	37.7%	32.6%	31.3%	33.2%	30.2%
Profit After Tax	768.2	681.4	575.0	1,922.0	1,882.6
PAT Margin	28.0%	24.0%	22.9%	24.2%	23.3%
EPS (Rs)	4.24	3.75	3.17	10.60	10.36

Balance Sheet - (Latest)

Balance Sheet	←----- Standalone ----->			←----- Consolidated ----->		
	31-Mar-2018	30-Sep-2018	31-Dec-2018	31-Mar-2018	30-Sep-2018	31-Dec-2018
Rs Lakhs	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Liabilities						
Shareholders' fund	38,509	39,201	39,456	40,405	41,713	42,286
(a) Share Capital	1,816	1,816	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	36,693	37,385	37,640	38,589	39,896	40,470
Non-current Liabilities	949	704	720	957	613	646
(a) Def. Tax Liabilities	760	629	640	722	489	514
(b) Provisions & Others	189	75	80	235	123	132
Current Liabilities	2,149	2,082	2,409	2,270	2,190	2,530
(a) Current Liabilities	1,970	1,661	2,094	2,171	1,759	2,210
(b) Provisions	179	421	315	99	431	320
Borrowings	6,261	5,838	5,983	8,460	6,814	7,278
Total Liabilities	47,869	47,825	48,568	52,094	51,329	52,740
Assets						
Fixed Assets (inc. WIP)	14,012	13,870	13,762	18,481	18,347	18,241
Non-current Assets	18,184	19,616	18,143	9,838	10,262	10,356
(a) Loans and Advances	306	462	385	7,356	5,900	6,671
(b) Investments	17,878	19,154	17,758	1,804	3,784	2,392
(c) Other Assets	-	-	-	677	578	1,293
Current Assets	15,672	14,339	16,663	23,776	22,719	24,144
(a) Inventories	133	110	105	345	229	223
(b) Sundry Debtors	639	1,123	809	4,521	5,049	4,691
(c) Cash & Bank Balances	360	191	245	1,042	727	790
(d) Current Investments	4,506	1,284	1,433	4,784	1,284	1,453
(e) Loans and Advances	10,034	11,632	14,071	13,084	15,430	16,987
Total Assets	47,869	47,825	48,568	52,094	51,329	52,740

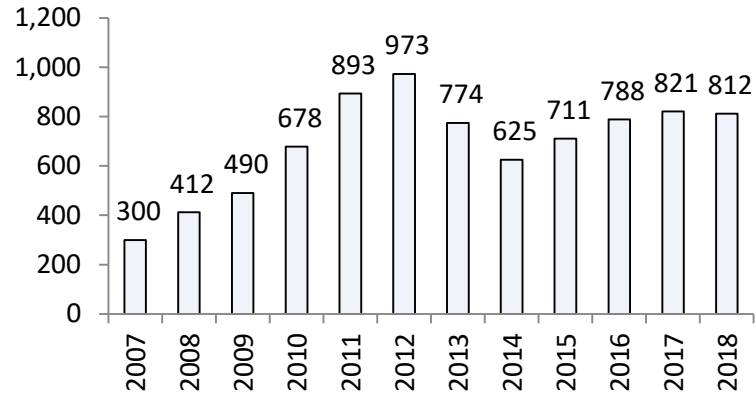
Financial Details



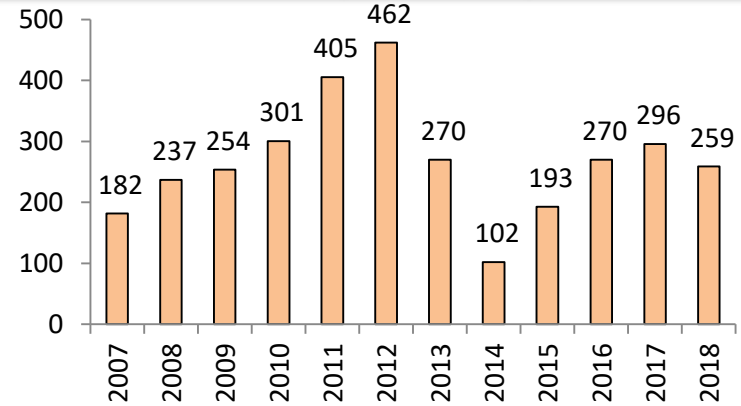
Standalone Financials – Overview (Historicals)



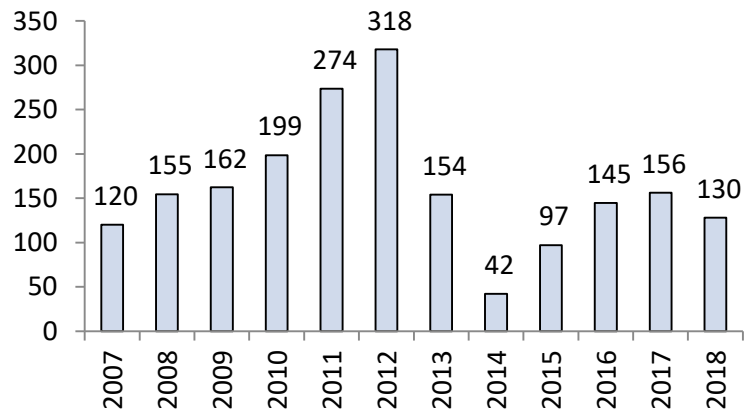
Revenue (Rs millions)



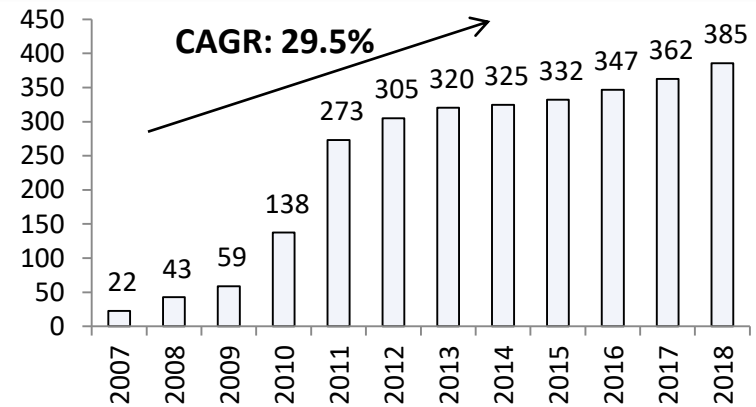
EBITDA (Rs millions)



Profit After Tax (Rs millions)



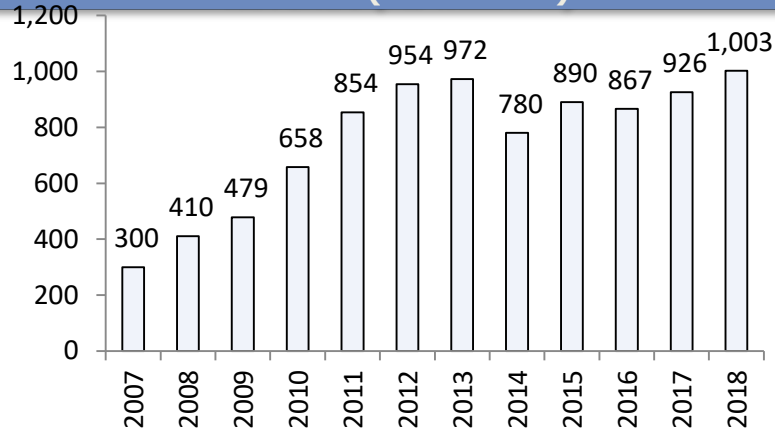
Net Worth (Rs Crores)



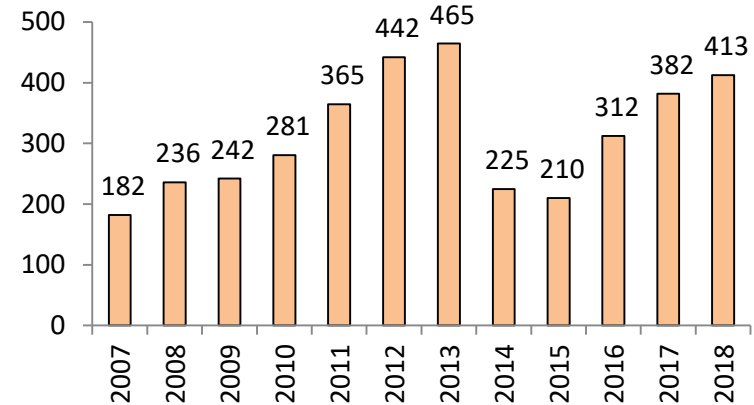
Consolidated Financials – Overview (Historicals)



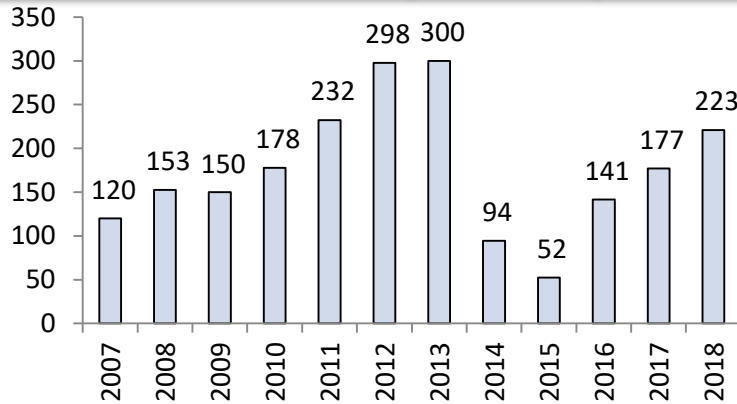
Revenue (Rs millions)



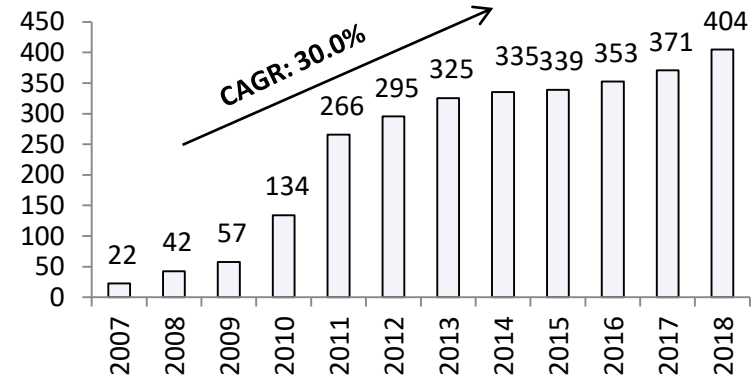
EBITDA (Rs millions)



Profit After Tax (Rs millions)



Net Worth (Rs Crores)



Income Statement – Standalone (Historicals)

Income Statement	←----- Standalone -----→								
Rs Lakhs	FY2009-10	FY2010-11	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY2016-17	FY2017-18
Income	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS
Income from Operation	6,166	7,862	7,959	7,056	5,414	6,283	6,942	7,357	7,109
Other Income	615	1,070	1,771	683	835	827	940	851	1,009
Total Income	6,780	8,933	9,729	7,739	6,249	7,111	7,882	8,208	8,118
Expenditure									
Cost of Study Material	218	282	221	253	177	202	191	215	361
Employees Cost	2,082	3,113	3,354	3,426	3,536	3,349	3,364	3,496	3,366
G&A and other expenses	1,473	1,485	1,533	1,361	1,514	1,629	1,628	1,540	1,803
Dep. & Amort.	65	130	166	178	369	469	465	489	429
Finance Charges	3	5	4	96	211	107	112	169	303
Total Expenditure	3,842	5,016	5,278	5,314	5,807	5,755	5,760	5,908	6,261
EBITDA	3,007	4,053	4,622	2,699	1,022	1,931	2,699	2,958	2,589
EBITDA Margin	44.3%	45.4%	47.5%	34.9%	16.4%	27.2%	34.2%	36.0%	31.9%
Operating EBITDA	2,392	2,982	2,852	2,016	187	1,104	1,759	2,107	1,580
Op. EBITDA margin	38.8%	37.9%	35.8%	28.6%	3.5%	17.6%	25.3%	28.6%	22.2%
Profit Before Tax	2,938	3,917	4,452	2,425	442	1,355	2,122	2,300	1,857
PBT Margin	43.3%	43.9%	45.8%	31.3%	7.1%	19.1%	26.9%	28.0%	22.9%
Profit After Tax	1,987	2,737	3,180	1,540	421	970	1,447	1,562	1,299
PAT Margin	29.3%	30.6%	32.7%	19.9%	6.7%	13.6%	18.4%	19.0%	16.0%
EPS (Rs)	14.71	16.82	17.53	8.49	2.32	5.35	7.98	8.62	7.15

Income Statement – Consolidated (Historicals)

Income Statement	←----- Consolidated -----→								
Rs Lakhs	FY2009-10	FY2010-11	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY2016-17	FY2017-18
Income	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS
Income from Operation	6,166	7,863	7,959	7,763	6,521	7,788	7,589	8,374	8,959
Other Income	418	675	1,580	1,962	1,281	1,116	1,079	882	1,070
Total Income	6,584	8,537	9,539	9,725	7,802	8,904	8,668	9,257	10,029
Expenditure									
Cost of Material	218	282	221	253	239	1,432	278	284	561
Employees Cost	2,086	3,126	3,359	3,436	3,695	3,588	3,565	3,553	3,431
G&A and other expenses	1,473	1,484	1,538	1,388	1,619	1,786	1,703	1,601	1,911
Dep. & Amort.	66	131	166	258	516	537	527	526	460
Finance Charges	3	5	5	168	508	497	444	588	655
Total Expenditure	3,847	5,028	5,288	5,503	6,577	7,839	6,517	6,551	7,019
EBITDA	2,806	3,646	4,421	4,647	2,249	2,099	3,122	3,819	4,126
EBITDA Margin	42.6%	42.7%	46.4%	47.8%	28.8%	23.6%	36.0%	41.3%	41.1%
Operating EBITDA	2,388	2,971	2,841	2,686	968	982	2,044	2,937	3,056
Op. EBITDA margin	38.7%	37.8%	35.7%	34.6%	14.8%	12.6%	26.9%	35.1%	34.1%
Profit Before Tax	2,737	3,509	4,251	4,222	1,225	1,065	2,151	2,705	3,010
PBT Margin	41.6%	41.1%	44.6%	43.4%	15.7%	12.0%	24.8%	29.2%	30.0%
Profit After Tax	1,779	2,329	2,980	3,013	978	582	1,447	1,768	2,219
PAT Margin	27.0%	27.3%	31.2%	31.0%	12.5%	6.5%	16.7%	19.1%	22.1%
EPS (Rs)	13.17	14.31	16.43	16.61	5.40	3.21	7.98	9.75	12.24

Balance Sheet – Standalone (Historicals)



Balance Sheet Rs Lakhs	←----- Standalone -----→								
	3/31/2010	3/31/2011	3/31/2012	3/31/2013	3/31/2014	3/31/2015	3/31/2016	3/31/2017	3/31/2018
	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS
Liabilities									
Shareholders' fund	13,757	27,318	30,497	32,037	32,458	33,219	34,672	36,245	38,509
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813	1,816
(b) Reserve and Surplus	12,315	25,505	28,684	30,224	30,645	31,406	32,858	34,432	36,693
Non-current Liabilities	30	61	68	125	122	431	629	755	949
(a) Def. Tax Liabilities	19	27	29	79	80	371	573	702	760
(b) Long Term Provisions	11	34	40	46	42	59	56	54	189
Current Liabilities	1,037	2,255	1,068	1,160	1,200	1,460	1,772	1,654	2,149
(a) Current Liabilities	1,001	1,073	916	1,047	1,102	1,366	1,554	1,567	1,970
(b) Provisions	36	1,182	152	112	98	94	219	87	179
Borrowings	-	-	-	2,715	992	988	1,413	2,565	6,261
Total Liabilities	14,824	29,634	31,634	36,037	34,771	36,098	38,486	41,220	47,869
Assets									
Fixed Assets (inc. WIP)	3,479	4,736	7,815	10,778	12,190	12,799	12,844	13,871	14,012
Non-current Assets	4,315	12,111	15,769	14,503	15,954	17,950	15,276	18,388	18,184
(a) Loans and Advances	-	5,011	2,185	891	2,098	239	734	299	306
(b) Investments	4,166	7,099	13,584	13,612	13,856	17,711	14,542	18,089	17,878
(c) Other Assets	148	2	-	-	-	-	-	-	-
Current Assets	7,030	12,787	8,050	10,756	6,628	5,349	10,366	8,961	15,672
(a) Inventories	174	167	198	196	238	191	168	109	133
(b) Sundry Debtors	47	99	90	112	144	408	343	154	639
(c) Cash & Bank Balances	2,262	2,199	1,247	681	398	205	92	302	360
(d) Current Investments	-	6,517	6,083	9,158	4,198	300	2,866	2,778	4,506
(e) Loans and Advances	4,548	3,805	432	608	1,650	4,244	6,898	5,618	10,034
Total Assets	14,824	29,634	31,634	36,037	34,771	36,098	38,486	41,220	47,869

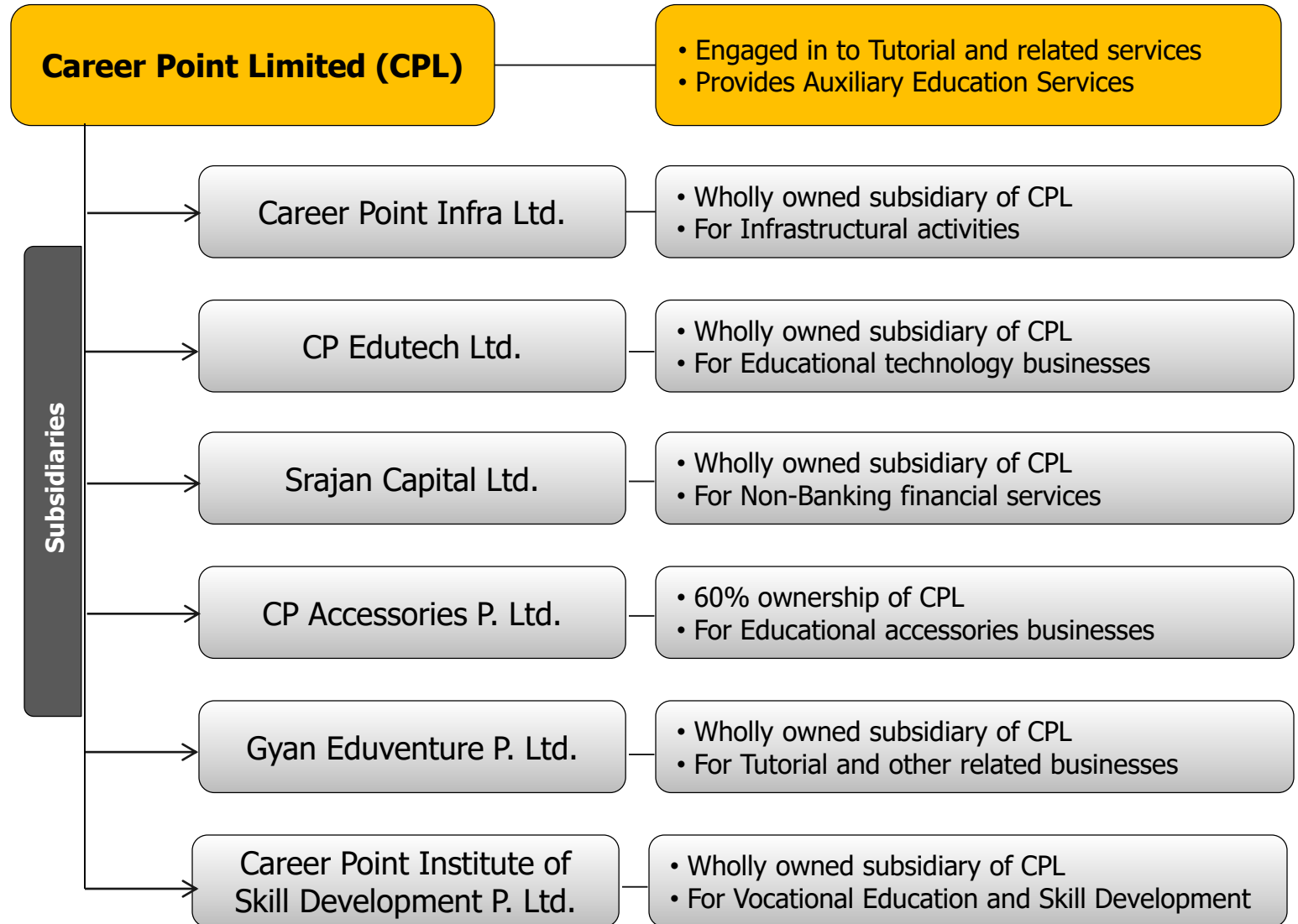
Balance Sheet – Consolidated (Historicals)

Balance Sheet Rs Lakhs	←----- Consolidated -----→								
	3/31/2010	3/31/2011	3/31/2012	3/31/2013	3/31/2014	3/31/2015	3/31/2016	3/31/2017	3/31/2018
	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS
Liabilities									
Shareholders' fund	13,407	26,559	29,539	32,559	33,566	33,832	35,283	37,074	40,405
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813	1,816
(b) Reserve and Surplus	11,965	24,746	27,725	30,745	31,753	32,019	33,470	35,260	38,589
Non-current Liabilities	30	33	68	279	370	194	380	580	957
(a) Def. Tax Liabilities	19	27	29	233	328	134	312	505	722
(b) Long Term Provisions	11	6	40	46	42	59	67	75	235
Current Liabilities	1,058	1,211	1,195	1,384	1,436	1,580	1,883	1,811	2,270
(a) Current Liabilities	1,022	1,165	1,044	1,265	1,321	1,479	1,646	1,694	2,171
(b) Provisions	36	46	151	119	115	101	238	117	99
Borrowings	-	-	-	5,316	4,322	4,312	4,735	12,903	8,460
Total Liabilities	14,495	27,803	30,802	39,537	39,695	39,917	42,282	52,367	52,094
Assets									
Fixed Assets (inc. WIP)	4,807	8,075	15,692	19,834	22,985	16,476	16,607	18,417	18,481
Non-current Assets	190	46	6,916	6,790	7,202	10,098	9,468	4,361	9,838
(a) Loans and Advances	-	-	6,874	6,747	7,141	6,468	7,836	2,238	7,356
(b) Investments	33	39	41	42	42	3,624	1,632	2,123	1,804
(c) Other Assets	157	6	-	1	19	6	0	-	677
Current Assets	9,498	19,682	8,195	12,912	9,507	13,343	16,207	29,589	23,776
(a) Inventories	174	167	198	196	301	234	199	7,641	345
(b) Sundry Debtors	47	99	90	752	1,498	8,124	8,082	4,002	4,521
(c) Cash & Bank Balances	2,274	2,262	1,318	727	668	246	248	888	1,042
(d) Current Investments	3,788	13,217	6,083	10,635	5,356	1,458	3,031	3,996	4,784
(e) Loans and Advances	3,215	3,938	506	602	1,685	3,282	4,647	13,062	13,084
Total Assets	14,495	27,803	30,802	39,537	39,695	39,917	42,282	52,367	52,094

Additional details



Company Structure



Leadership Team



CAREER POINT

Experienced Promoters



Pramod Maheshwari
CMD & CEO



Om Maheshwari
Executive Director



Nawal Maheshwari
Executive Director

Visionary Board of Directors



Pawan Lalpuria
Independent Director



Ramswarup Chaudhary
Independent Director



J.P Sharda
Independent Director



Vishal Jain
Independent Director



Mahesh Gupta
Independent Director



Neelima Maheshwari
NonExecutive Director

Professional Management Team



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



Rajneesh Goyal
VP - Academics



Ankesh Jain
GM - Marketing



Shailendra Maheshwari
Senior VP - Academics



Dr. Gurudatt Kakkar
GM-Higher Education



U.S. Kejriwal
General Manager-Infra



Mahesh Bhangriya
VP-Corporate Strategy



Tarun Kumar Jain
Company Secretary



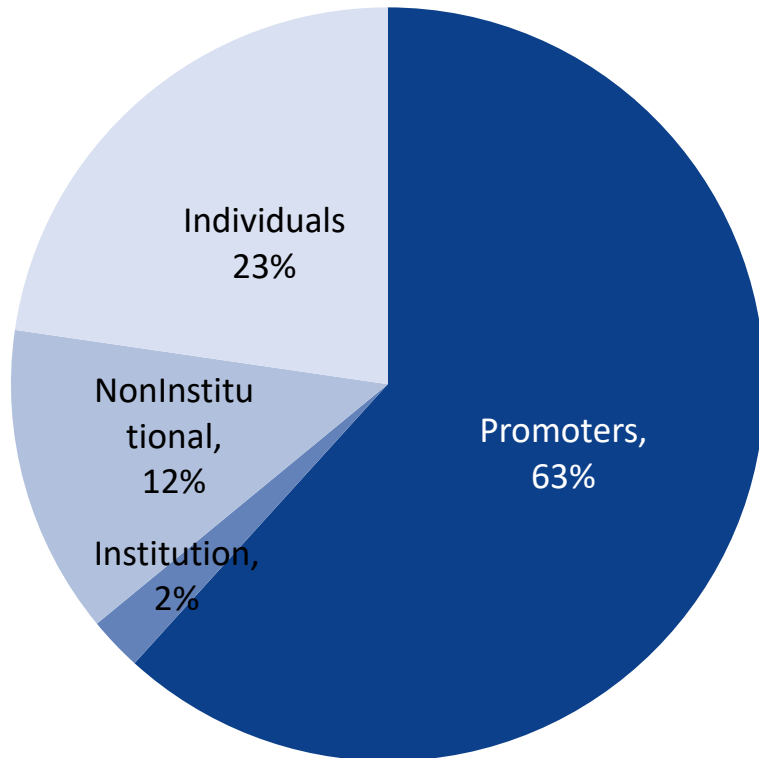
Manish Sharma
AGM-Business Dev.

Shareholding Structure



CAREER POINT

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	
Mr. Manish Jain	4.14%
Rajasthan Global Securities	3.72%
DSP Blackrock	1.87%
Ms. Gita Ambani	1.60%
Mr. Mahavir Prasad Jain	0.58%
Mr. Suresh Bhatia	0.49%
Visco Trade Associates	0.38%
IL & FS Securities	0.37%
Total	13.14%
As on 31 Dec 2018	

CSR: Giving back to the society



CAREER POINT



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

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