



CAREER POINT LTD.

Investors Update H1 FY2022-23

H1 FY2022-23: Financial Highlights

Rs Crores	Standalone	Y-o-Y	Consolidate	Y-o-Y
Revenue from Operations	27.9	+130%	38.2	47.5%
EBITDA Margins (%)	64.7%	+2.07pps	65.5%	-3.91pps
Profit After Tax	12.5	+82.5%	17.7	46.0%

- Revenue from operations at standalone level is rupees 27.9 crores with a remarkable y-o-y: growth +129.5%. This includes rupees 6.9 crores of financial income reclassified this year. Excluding this, y-o-y growth would be 94%.
- Revenue from operations for the period (H1 FY2021-22) is reported of rupees 38.2 crores on consol basis (y-o-y: +47.5%) and total income, including other income, came at rupees 40.0 crores (y-o-y: +44.6%).
- The growth came all fronts including increased enrollments in network study centers, residential campus and auxiliary education services income. This increase confirms the expected growth trend post pandemic.
- Reported EBITDA (including other income) of rupees 26.2 crores on consolidate numbers and rupees 18.8 crores on standalone resulted very healthy EBITDA Margin of 65.5% and 64.7%, respectively.
- Net income was reported at rupees 17.7 crores and EPS (Earning per share) of rupees 9.73 on consolidate basis. At standalone level, the company reported net income of rupees 12.5 crores and EPS of rupees 6.89 – these half year numbers are even higher than previous fiscal’s full year profit of rupees 10.78 crores and EPS rupees 5.93.
- As on 31 September 2022, Net worth of the company was reported of rupees 487 crores and Book value per share of rupees 267.
- Under the company’s business restructuring plans, an application to grant NBFC license is filed at RBI Mumbai and a separate application to approve merger of Srajan Capital Ltd. (wholly owned subsidiary) in the company (Career Point Ltd) is approved by RBI Chandigarh.

H1 FY2022-23: Business Highlights

- A rapid increase in number of new franchisee centers in the test-prep division has taken the tally to 35.
- New centers are added at Haridwar (Uttarakhand), Thane (Maharashtra), Solapur (Maharashtra), Tejpur (Assam), Tirunelveli (Tamilnadu), Latur (Maharashtra), Muzzafarpur (Bihar), Purnia (Bihar).
- While carrying the legacy of pioneer in coaching industry, Career Point's new initiative of 'No Child Left Behind' has improved the affordability of the courses, resulting overall increase in the market size.
- Company has launched new tutorial courses for CUET (Common University Entrance Test) - a large opportunity with a potential of bigger than JEE and NEET test-prep.
- In University education division, demonstrated the efficiency in execution by launching and enrolling new students in twin-degree programs notified by UGC recently under NEP2020.
- Two new undergrad courses are launched at Career Point University in the areas of Cloud Computing and Journalism & Mass Communication.
- Career Point incubator is granted government funding for their incubates. The research scholars at Career Point institutions are also awarded the patents.

Our Businesses

Integrated learning solution provider across the education value chain

CAREER POINT
version 2.0



Test Prep

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

CAREER POINT
gurukul
Residential Coaching and School Campus


CAREER POINT
WORLD SCHOOL

K12 School

- Play Schools
- Day Schools
- Residential Schools



eCareerPoint



Online Learning

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

 **CAREER POINT**
UNIVERSITY

Higher Education

- Universities
- Skill Development



Growth Strategies



Test-Prep Classrooms

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

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



eLearning

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

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



School Education

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

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

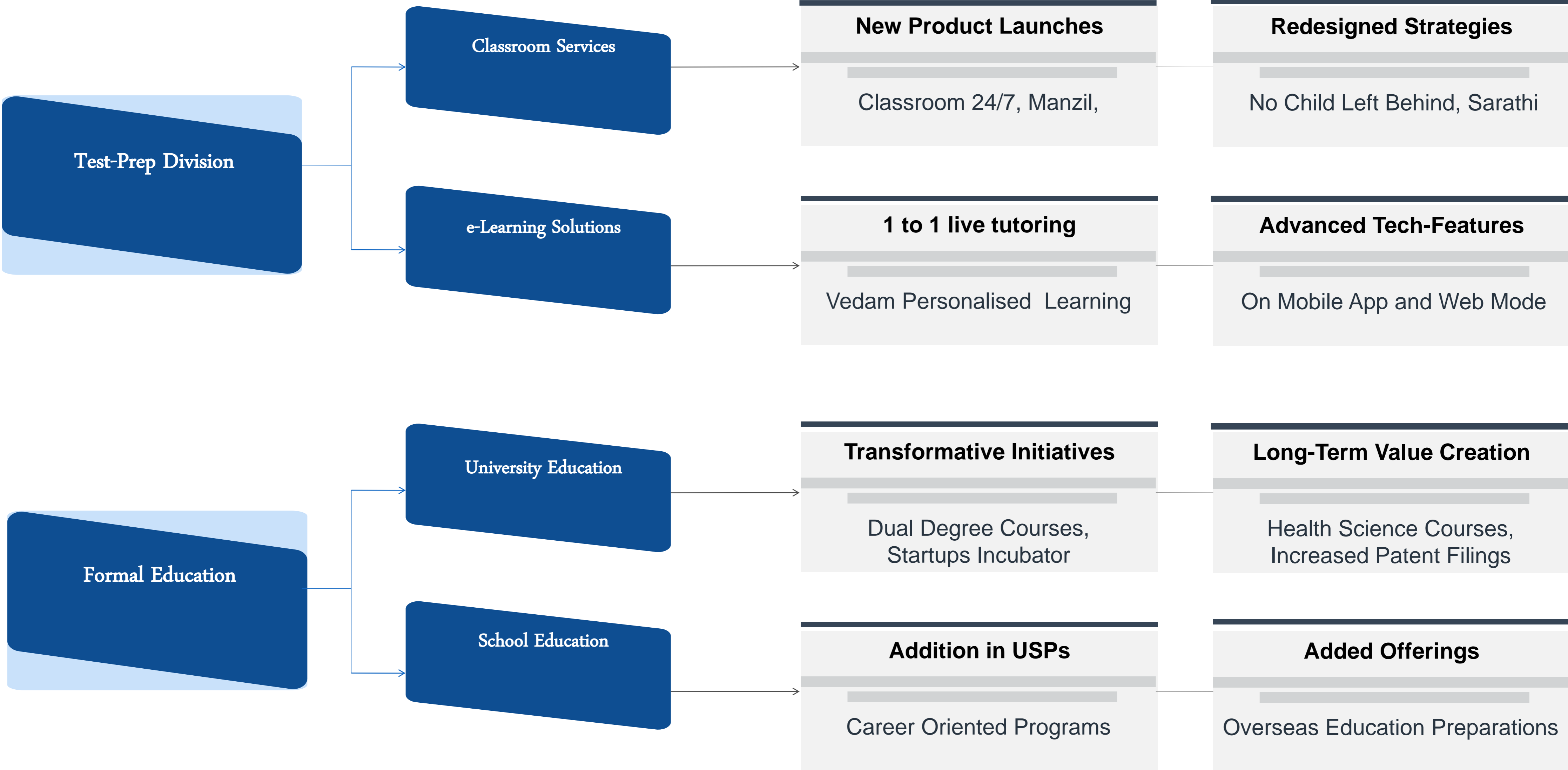


Universities

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

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

Business Update



Update on Service Delivery

Pre-Covid

In-campus



/

Digital



Separate offerings of In-campus and Digital courses

Test-Prep
Division

Post-Covid

In-campus



+

Digital



Hybrid courses with mix of In-campus and Digital learning

Academic



+

Extracurricular



Formal
Education

Academic



+

Extracurricular



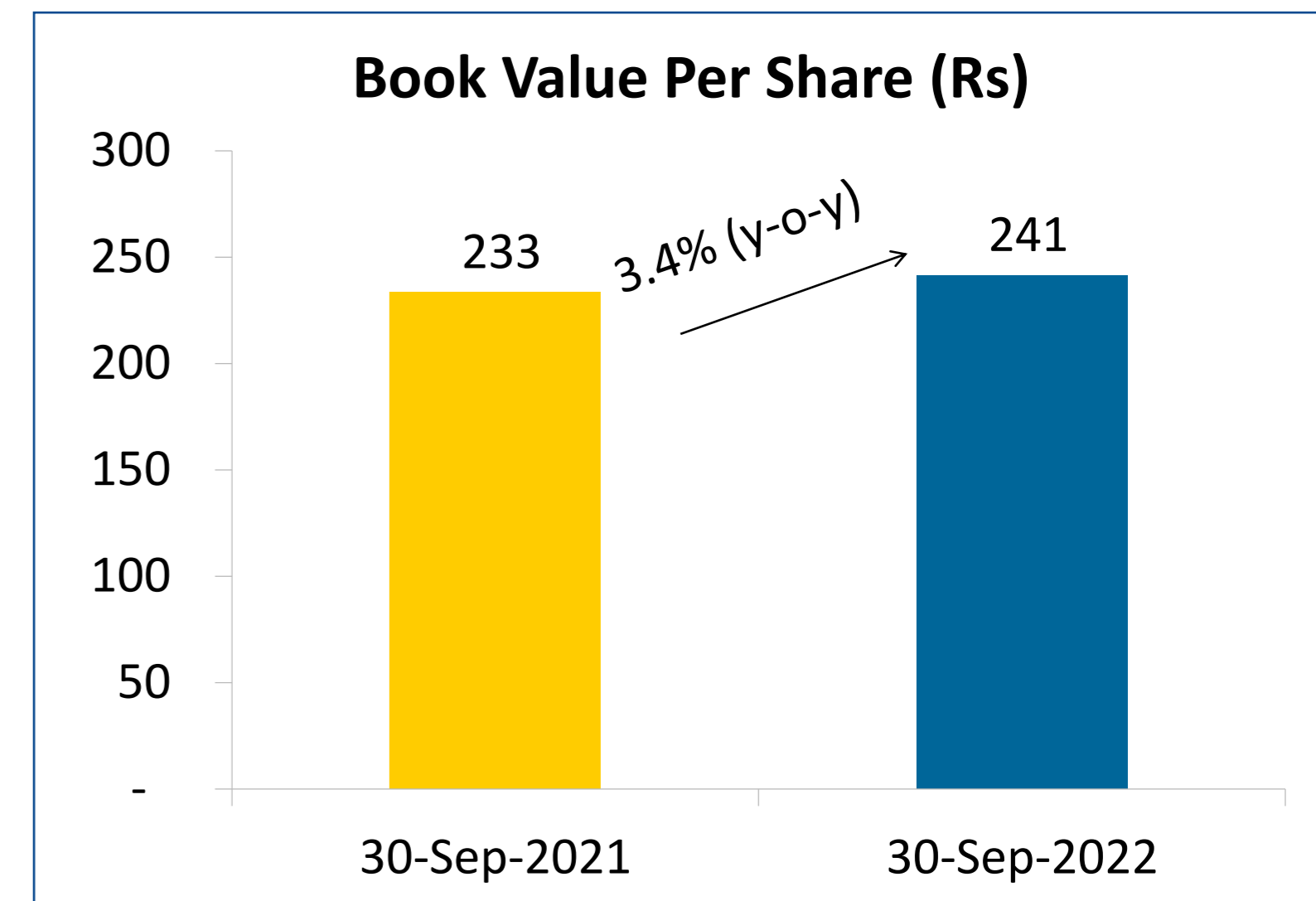
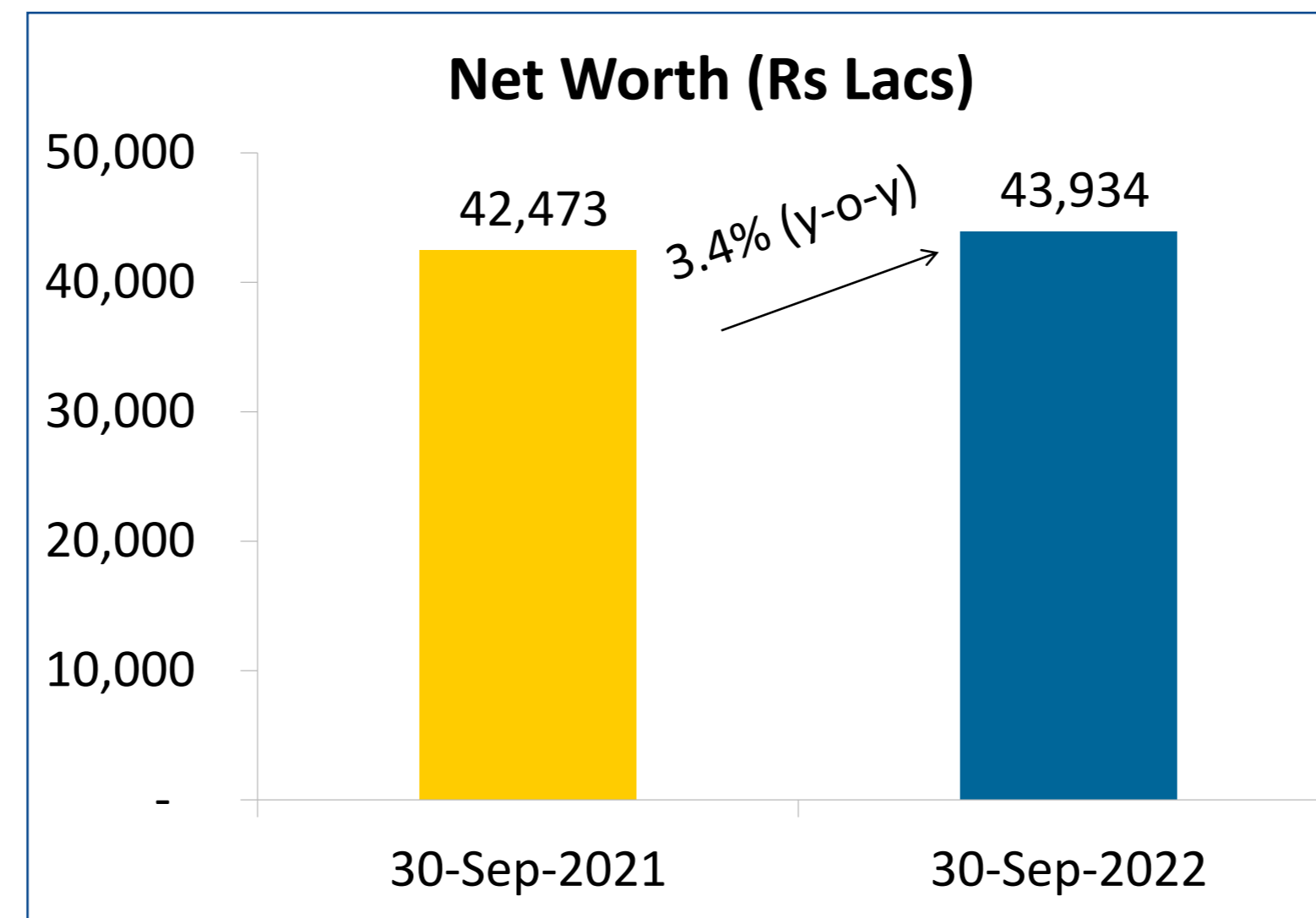
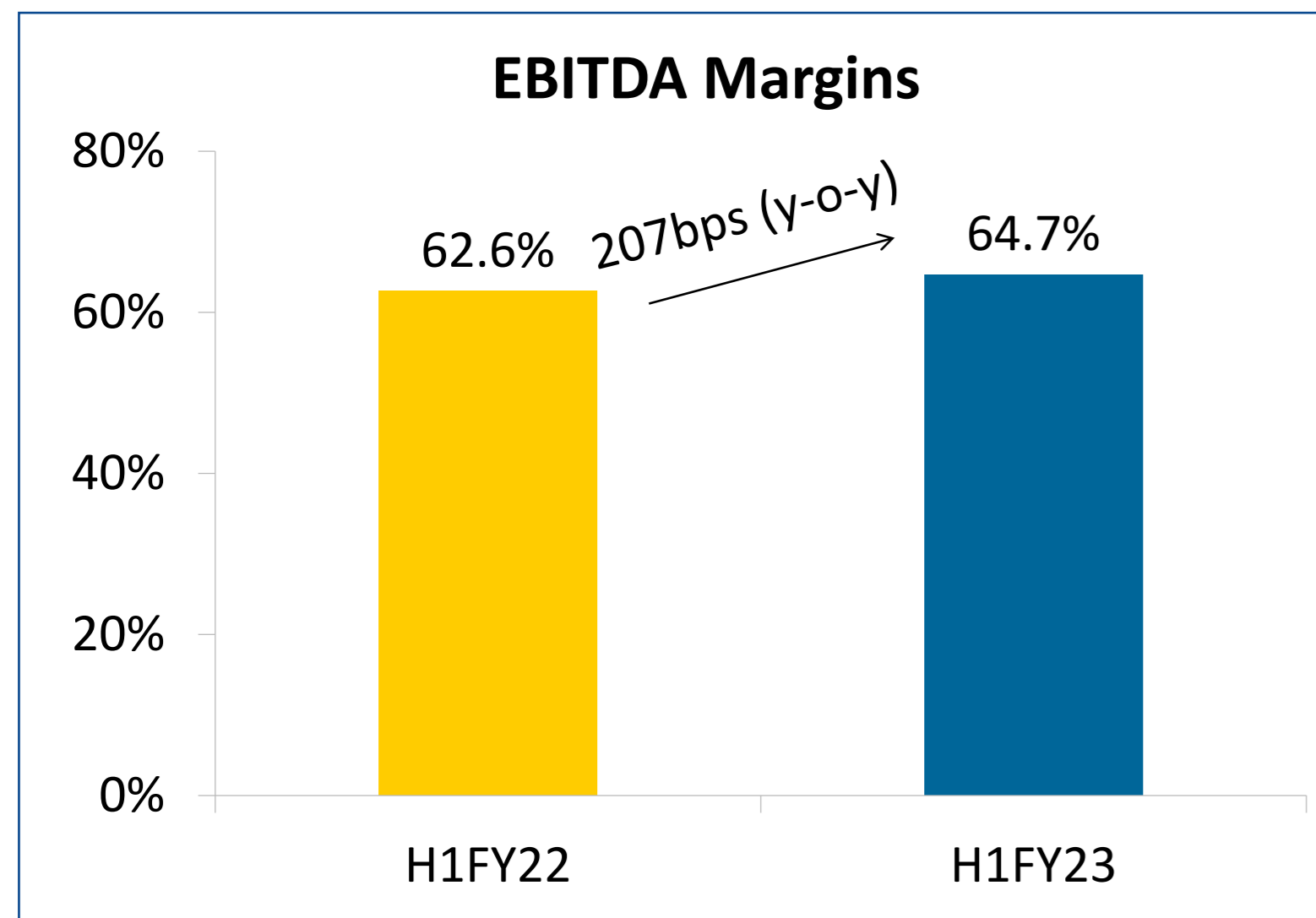
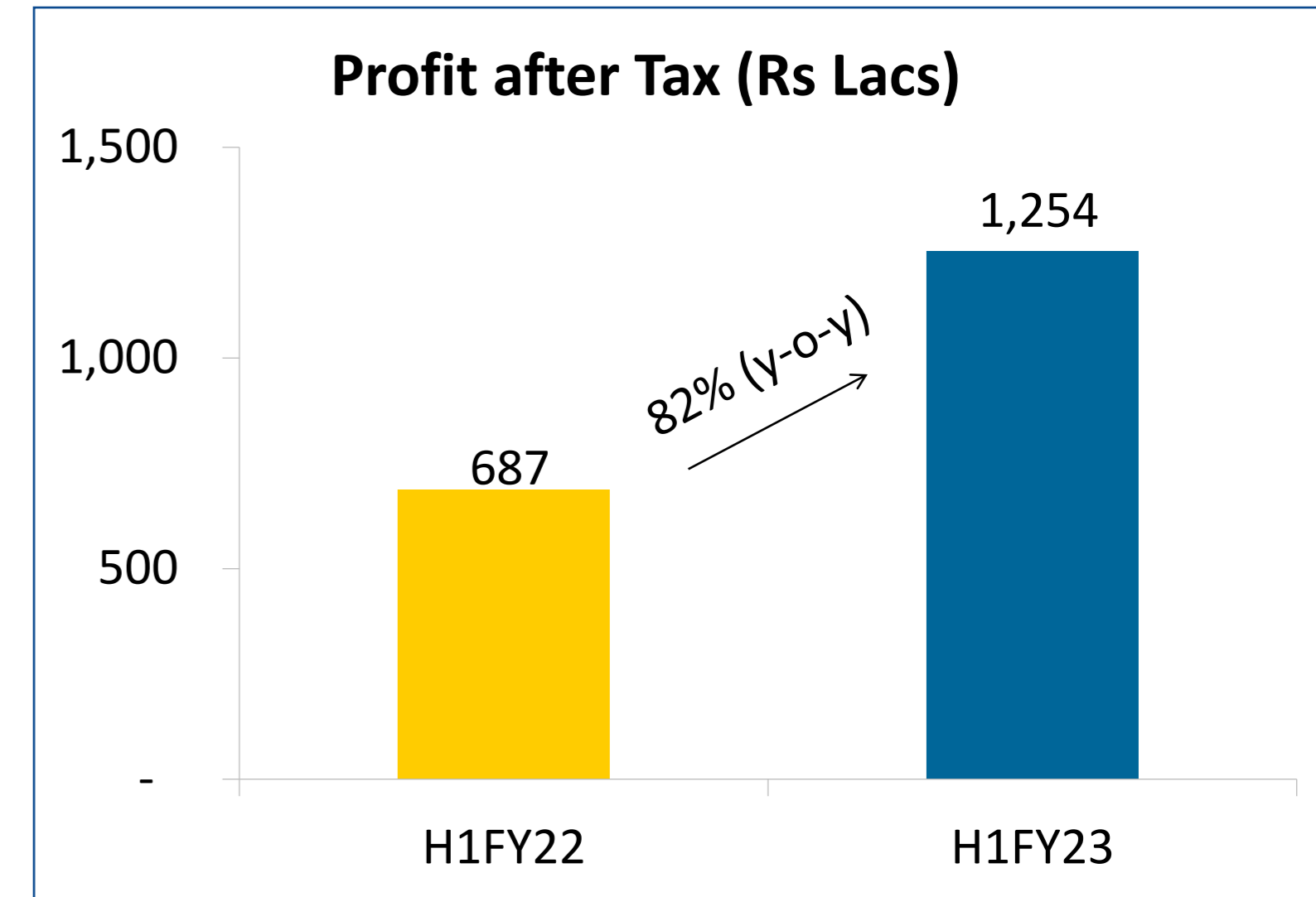
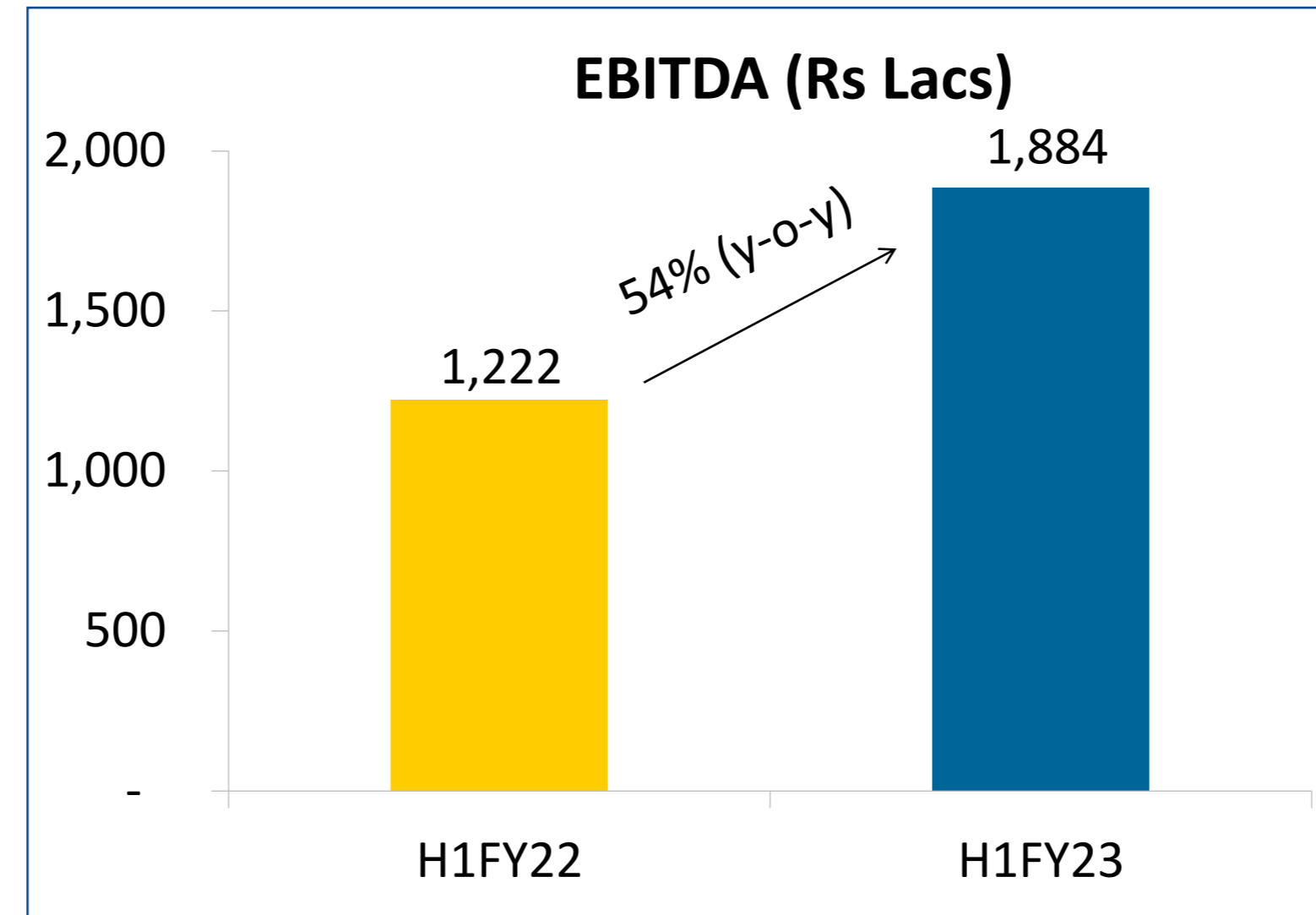
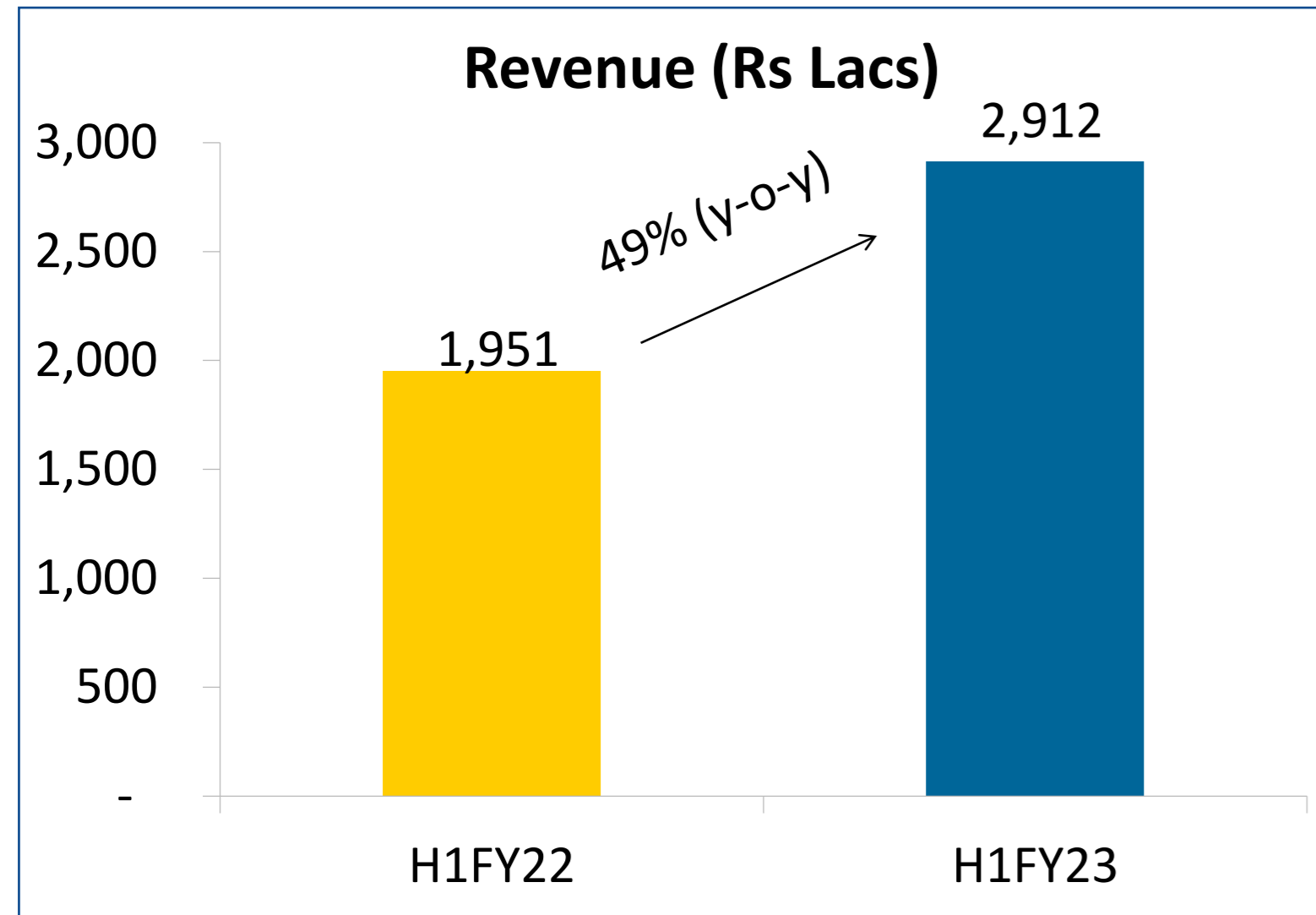
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Career Prep*

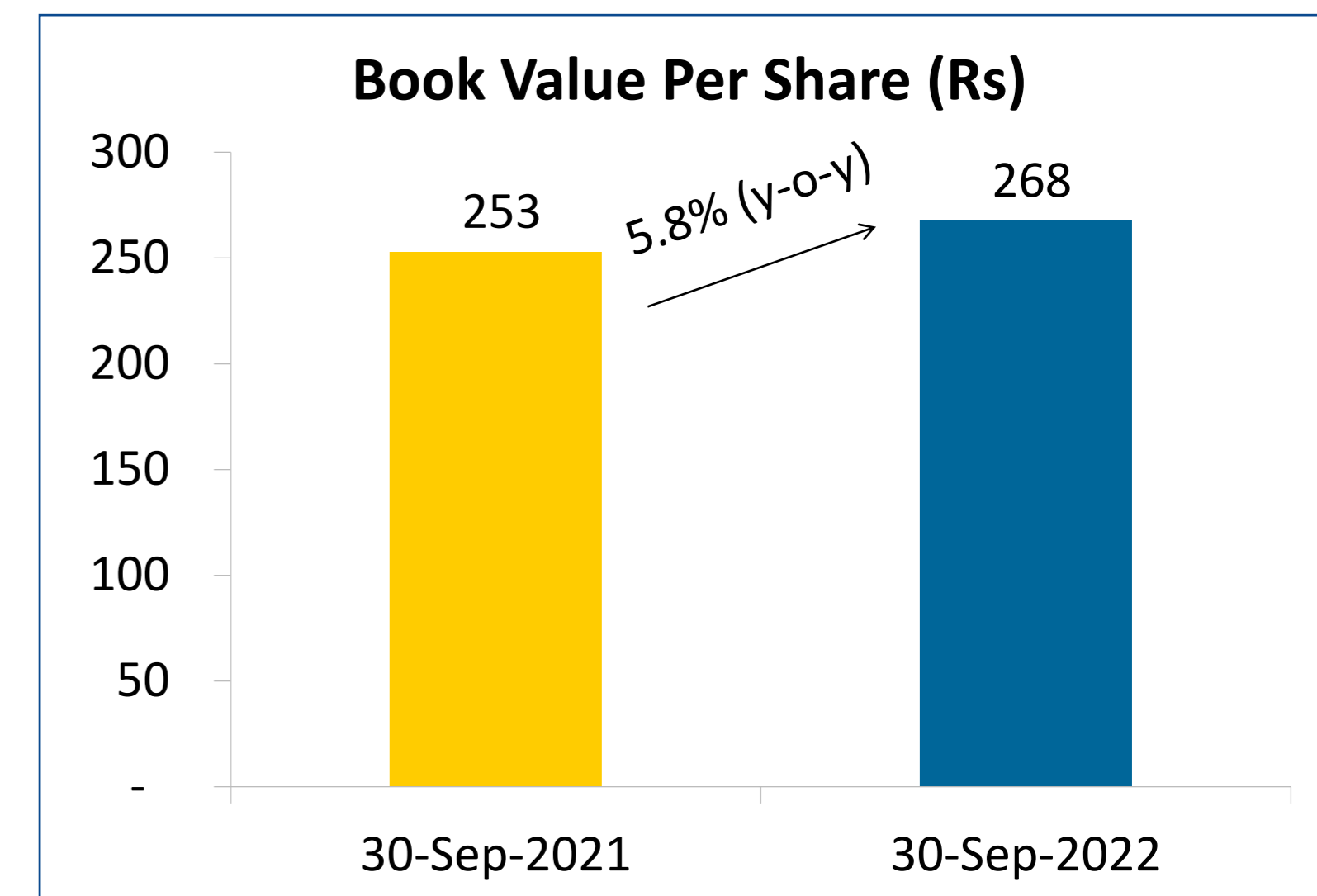
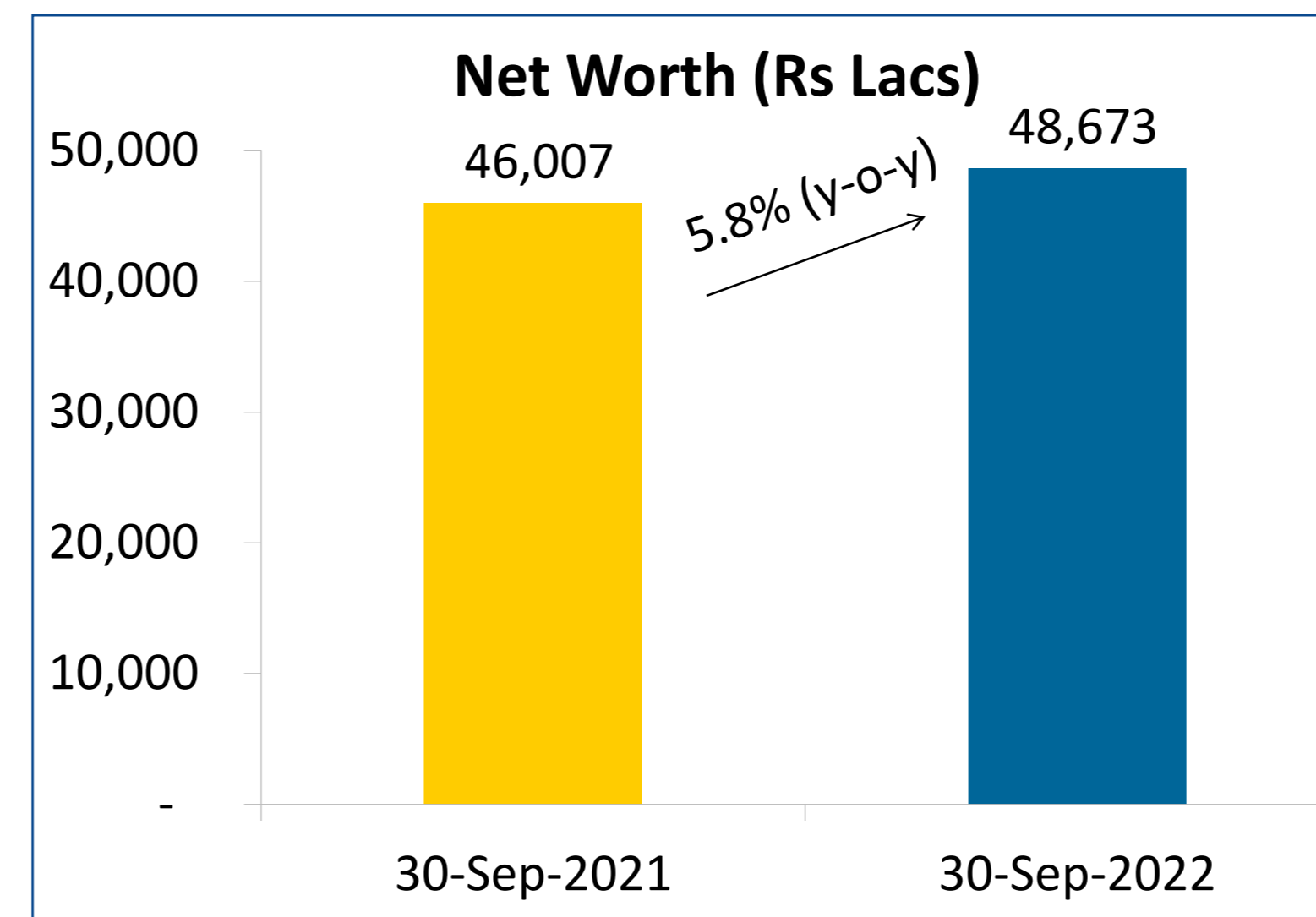
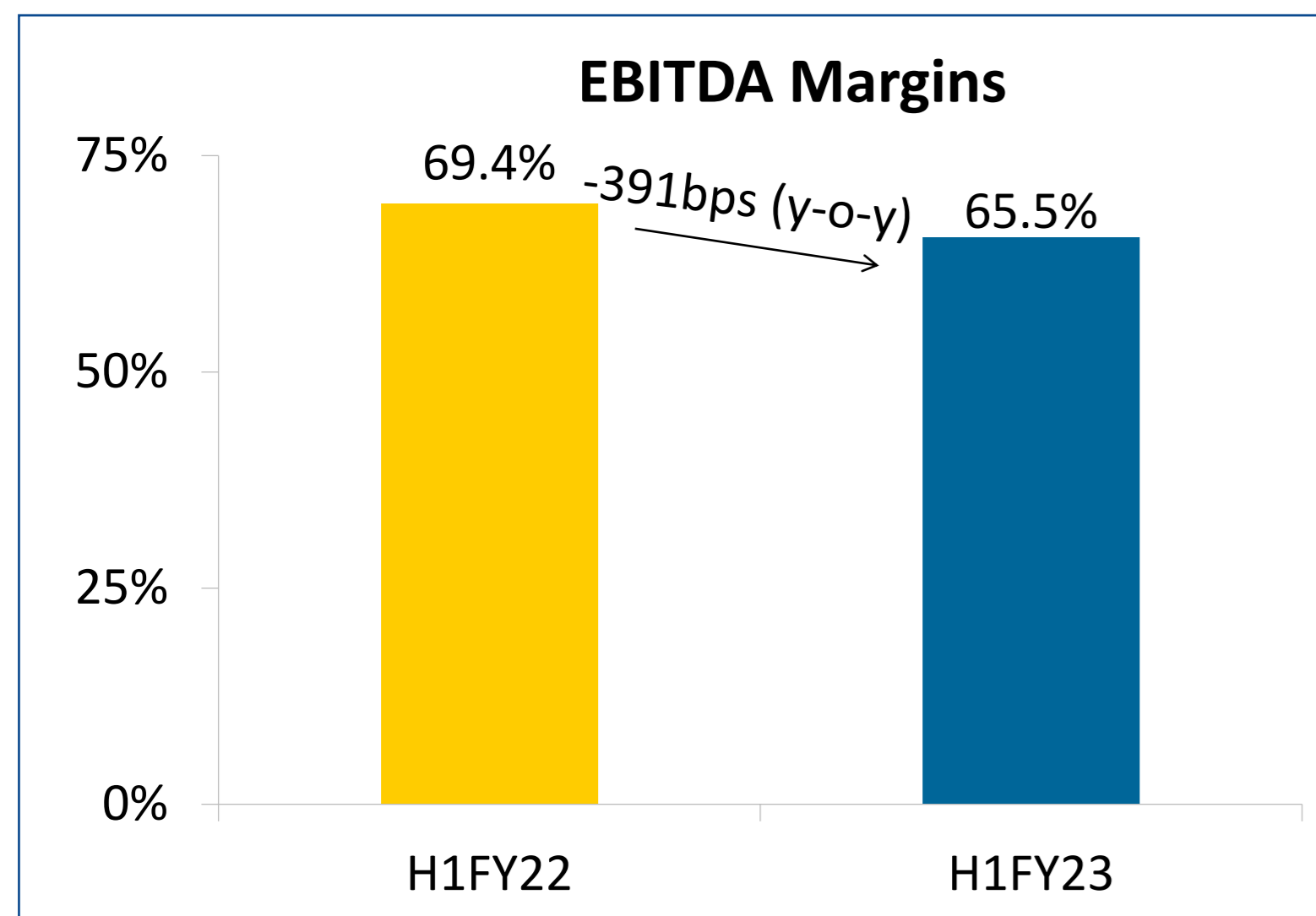
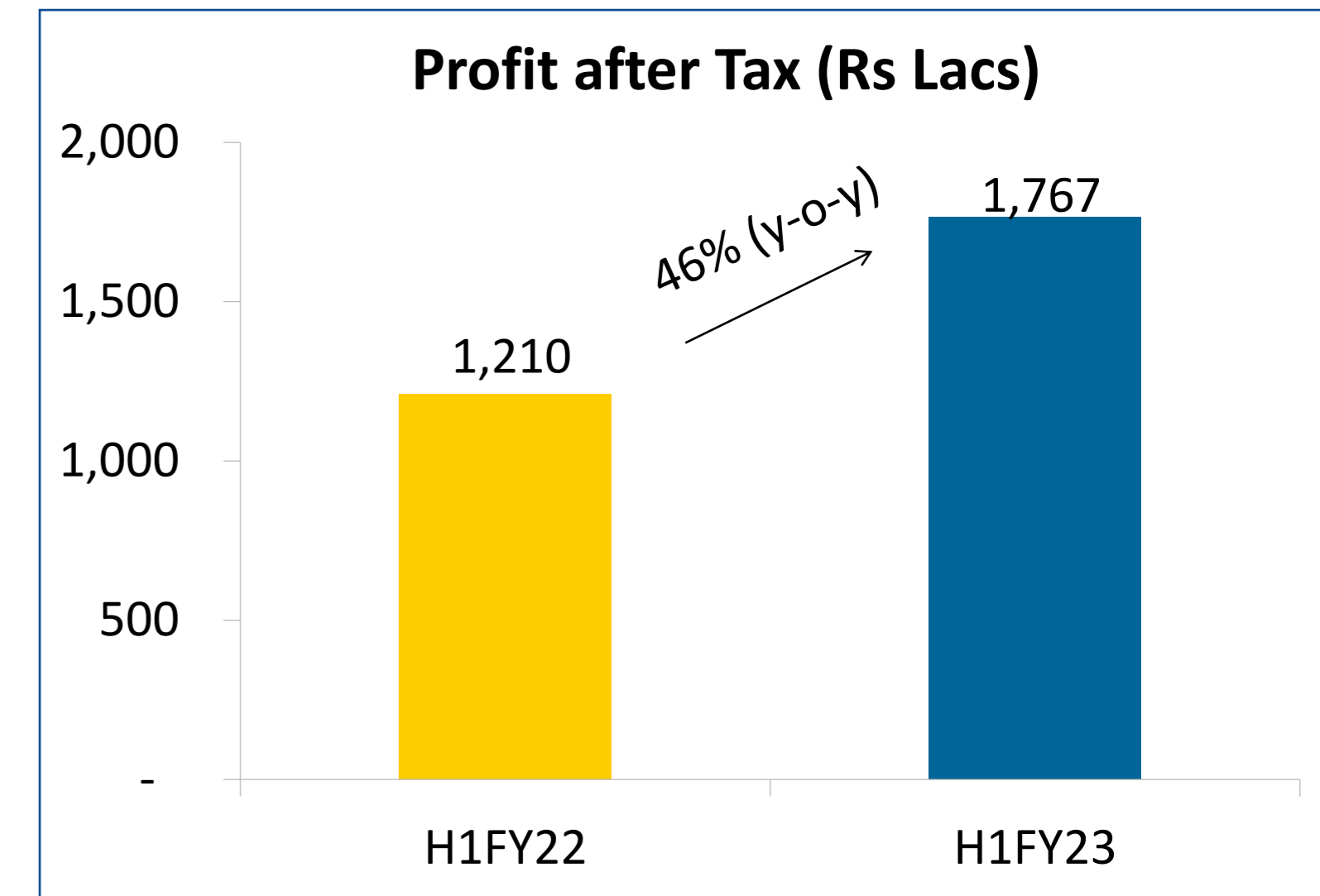
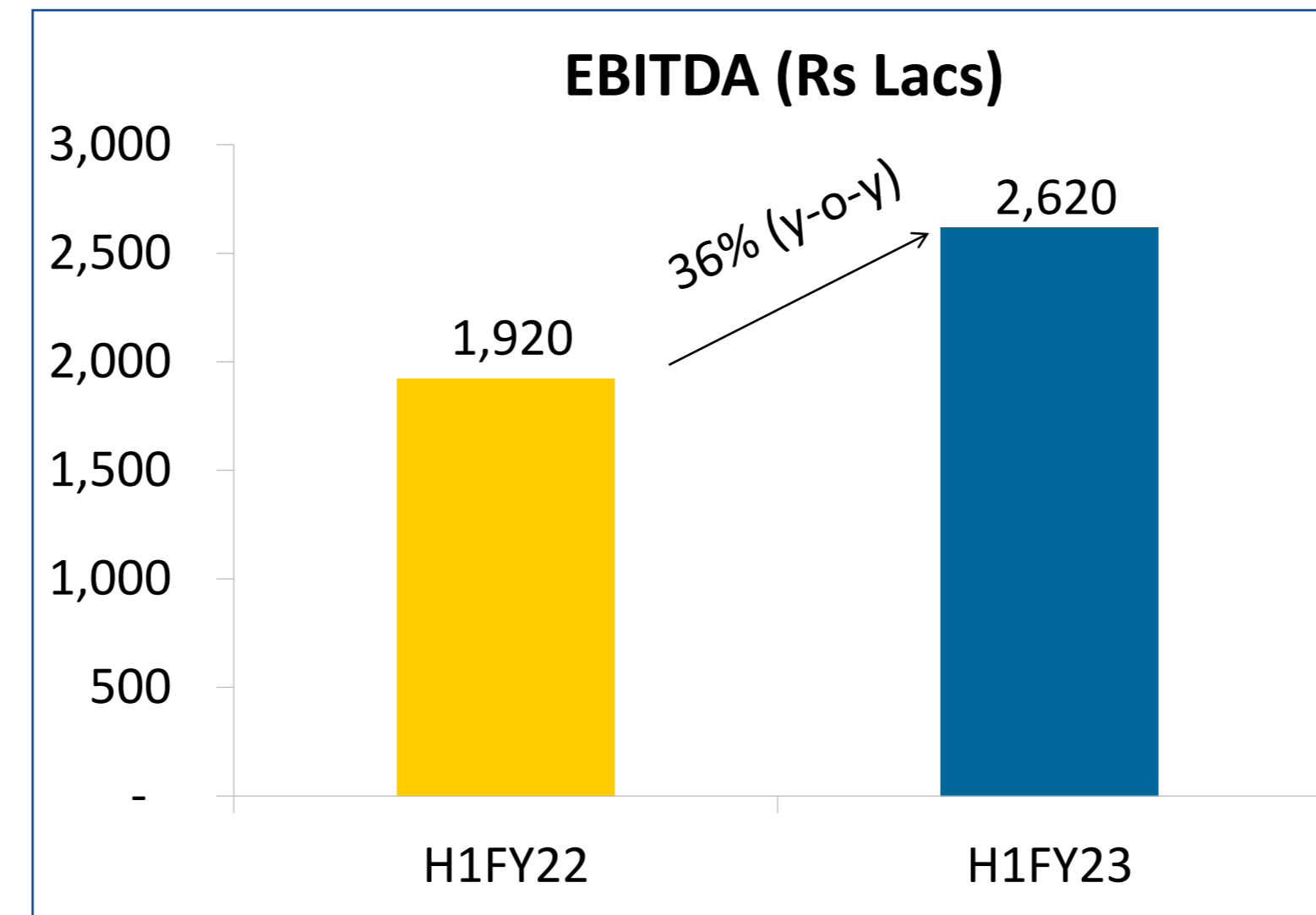
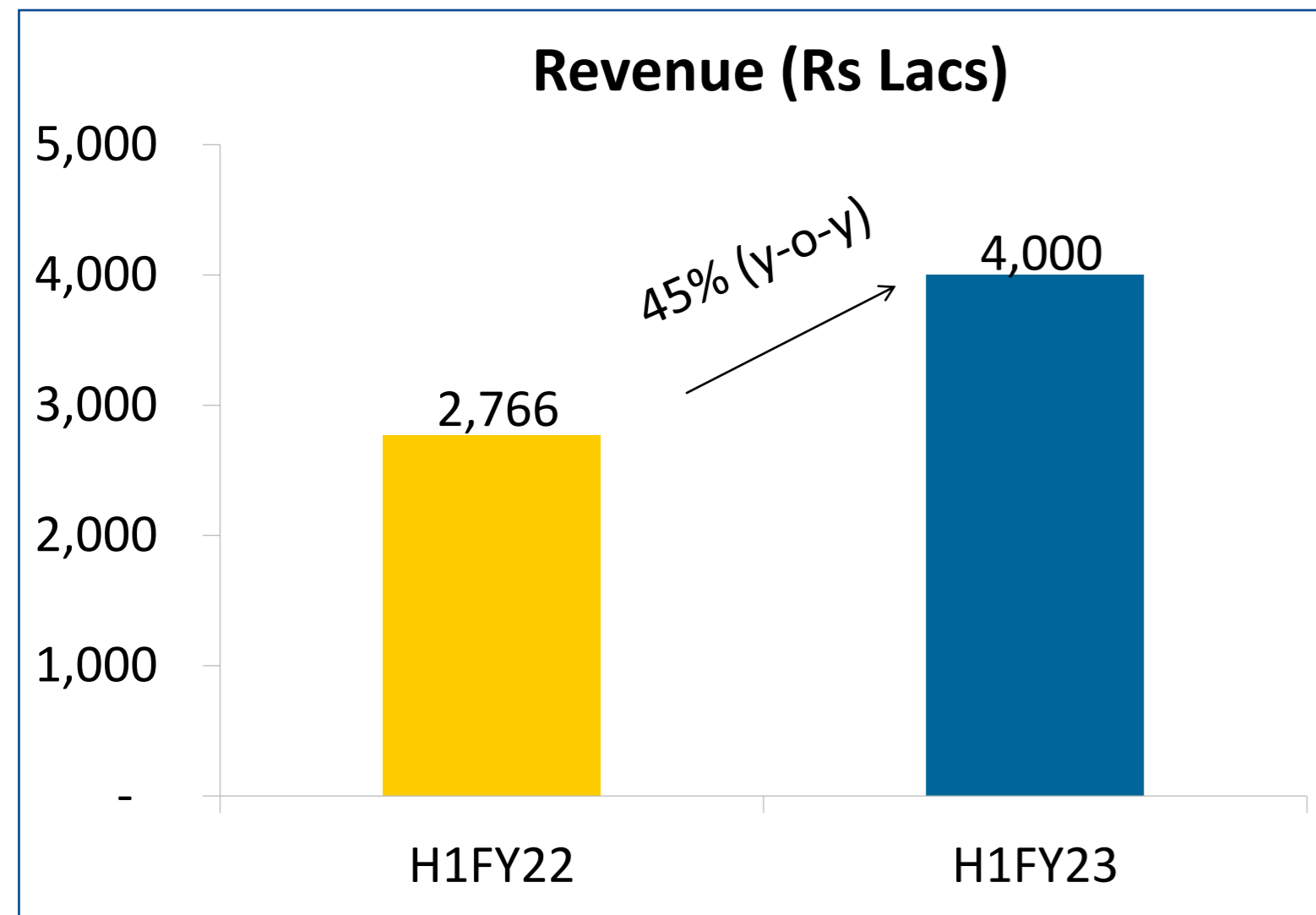


* Career Prep Programs are integrated with curricula at Universities and Schools

Financial Updates - Standalone



Financial Updates - Consolidated



Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	630.8	1,413.6	1,384.9	1,219.2	2,798.4
Other Income	289.5	59.0	54.6	731.8	113.7
Total Income	920.3	1,472.6	1,439.5	1,951.0	2,912.1
Expenditure					
Cost of Study Material	0.3	107.7	25.3	25.2	133.0
Employees Cost	209.4	199.8	213.1	412.0	412.8
G&A and other expenses	147.5	188.3	294.3	292.1	482.5
Dep. & Amort.	88.1	80.6	79.3	179.3	159.9
Finance Charges	59.8	21.1	19.8	140.7	40.8
Total Expenditure	505.1	597.4	631.7	1,049.4	1,229.1
EBITDA	563.1	976.9	906.8	1,221.6	1,883.7
EBITDA Margin	61.2%	66.3%	63.0%	62.6%	64.7%
Operating EBITDA	273.6	917.9	852.2	489.9	1,770.1
Op. EBITDA margin	43.4%	64.9%	61.5%	40.2%	63.3%
Profit Before Tax	415.2	875.2	807.8	901.6	1,683.0
PBT Margin	45.1%	59.4%	56.1%	46.2%	57.8%
Profit After Tax	317.8	630.3	623.4	687.1	1,253.7
PAT Margin	34.5%	42.8%	43.3%	35.2%	43.1%
EPS (Rs)	1.75	3.47	3.43	3.78	6.89

Income Statement - Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,232.1	1,960.5	1,862.0	2,592.1	3,822.5
Other Income	90.3	88.0	89.9	173.8	177.9
Total Income	1,322.5	2,048.5	1,951.8	2,765.9	4,000.4
Expenditure					
Cost of Study Material	1.3	149.2	65.0	24.5	214.2
Employees Cost	225.3	221.1	235.3	443.6	456.4
G&A and other expenses	220.1	255.9	453.5	378.1	709.4
Dep. & Amort.	98.3	99.8	100.2	202.6	200.0
Finance Charges	88.4	57.2	41.9	194.6	99.1
Total Expenditure	633.4	783.2	895.9	1,243.4	1,679.1
EBITDA	875.8	1,422.3	1,198.0	1,919.8	2,620.3
EBITDA Margin	66.2%	69.4%	61.4%	69.4%	65.5%
Operating EBITDA	785.5	1,334.2	1,108.2	1,745.9	2,442.4
Op. EBITDA margin	63.7%	68.1%	59.5%	67.4%	63.9%
Profit Before Tax	689.1	1,265.3	1,055.9	1,522.6	2,321.2
PBT Margin	52.1%	61.8%	54.1%	55.0%	58.0%
Profit After Tax	557.7	951.4	815.2	1,210.0	1,766.6
PAT Margin	42.2%	46.4%	41.8%	43.7%	44.2%
EPS (Rs)	3.07	5.24	4.49	6.66	9.73

Balance Sheet

Balance Sheet Rs Lakhs	←----- Standalone -----→			←----- Consolidated -----→		
	31-Mar-2022	30-Jun-2022	30-Sep-2022	31-Mar-2022	30-Jun-2022	30-Sep-2022
Liabilities						
Shareholders' fund	42,862	43,492	43,934	47,087	48,038	48,673
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	41,042	41,673	42,114	45,268	46,219	46,854
Non-current Liabilities	916	974	1,047	1,358	1,427	1,520
(a) Def. Tax Liabilities	887	940	1,015	810	872	941
(b) Provisions & Others	29	34	32	548	555	580
Current Liabilities	733	934	1,276	908	1,224	1,627
(a) Current Liabilities	648	724	1,110	750	896	1,371
(b) Provisions	84	210	165	158	328	256
Borrowings	980	949	1,160	2,562	2,819	2,091
Total Liabilities	45,491	46,349	47,417	51,916	53,508	53,912
Assets						
Fixed Assets (inc. WIP)	12,890	12,805	12,735	20,780	20,655	20,635
Non-current Assets	30,134	30,419	30,110	14,516	15,624	16,297
(a) Loans and Advances	13,271	13,556	13,247	14,381	15,487	16,157
(b) Investments	16,863	16,863	16,863	134	138	141
(c) Other Assets	-	-	-	-	-	-
Current Assets	2,467	3,125	4,572	16,620	17,229	16,980
(a) Inventories	74	88	104	154	136	136
(b) Sundry Debtors	539	690	563	2,296	2,412	2,057
(c) Cash & Bank Balances	196	142	96	1,451	808	684
(d) Current Investments	273	1,108	1,928	273	1,108	1,928
(e) Loans and Advances	1,385	1,097	1,881	12,447	12,764	12,175
Total Assets	45,491	46,349	47,417	51,916	53,508	53,912

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Thank You



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