

# Investor Update Q4 and 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



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

# Our Story



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**1993**

- Organisation founded

**2000**

- Network Expansion

**2006**

- Formal Education

**2010**

- NSE & BSE Listing

**2014**

- Vocational eLearning

**2016**

- Building a Global Brand

**2019**

- Coaching Version 2.0

# 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.)

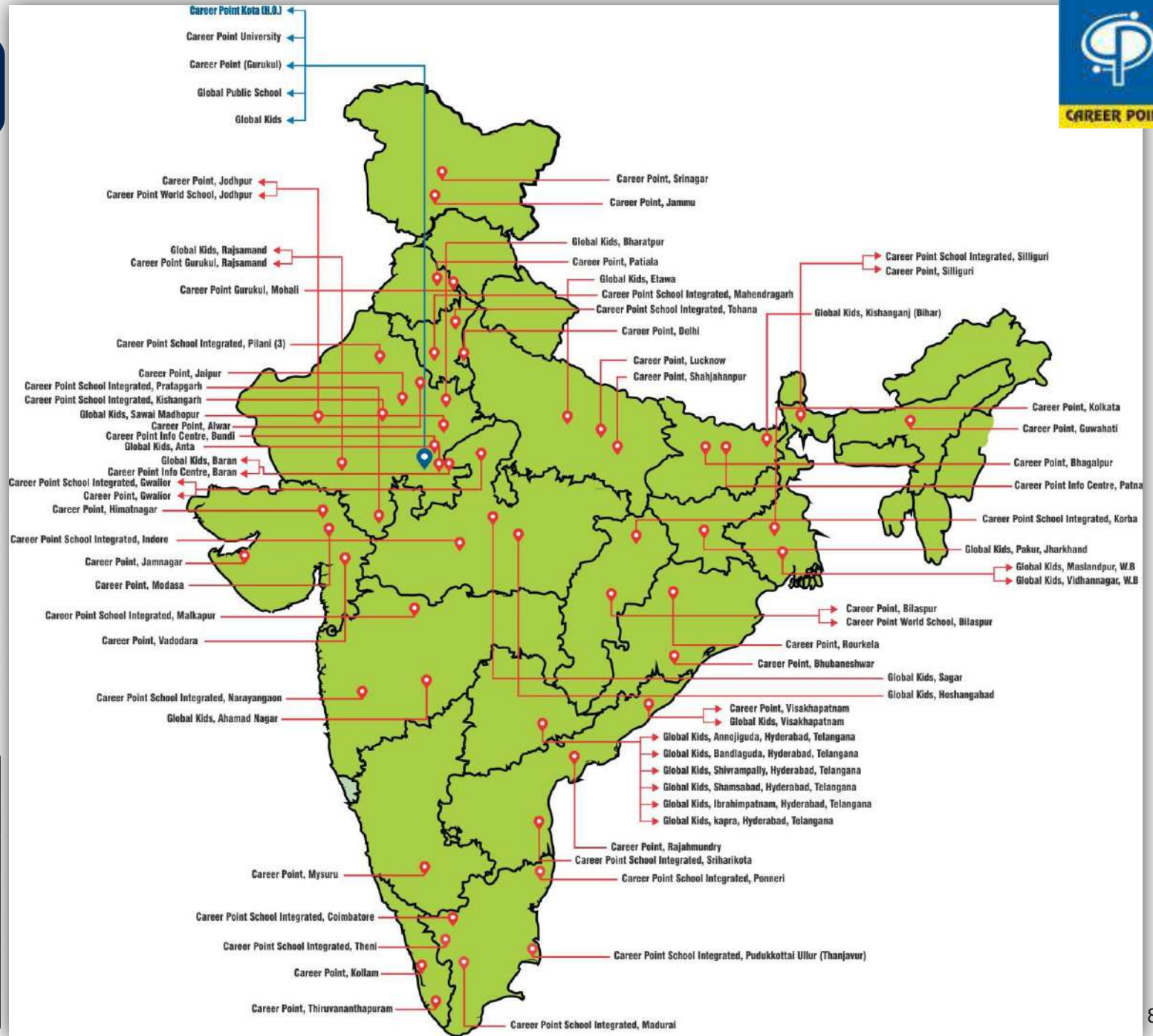
**Career Point Institute of Skill Development**

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

# CP Universe



CAREER POINT





# 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)
- Siliguri (West Bengal)
- Visakhapatnam (Andhra Pradesh)

## Expansion Strategy:

Adding new franchisees with incremental premium service offerings

# CP Schools: Career Point World Schools



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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 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

# CP Gurukuls: Business Potential



	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
<b>Branch Centers (4)</b>	Kota, Jaipur, Alwar, Jodhpur (Rajasthan)
<b>Franchisee Centers (23)</b>	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)
<b>School Associations (20)</b>	Coimbatore – 2 (TN), Pileri -3 (Raj.), Gwalior (MP), Indore (MP), Kishangarh (Raj.), Korba (CG), Madurai (TN), Mahendragarh (Haryana), Malkapur (Mah.), Pattukotai (TN), Perambalur (TN), Ponnerai (TN), Pratapgarh (Raj.) Siligudi (W.B.), 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

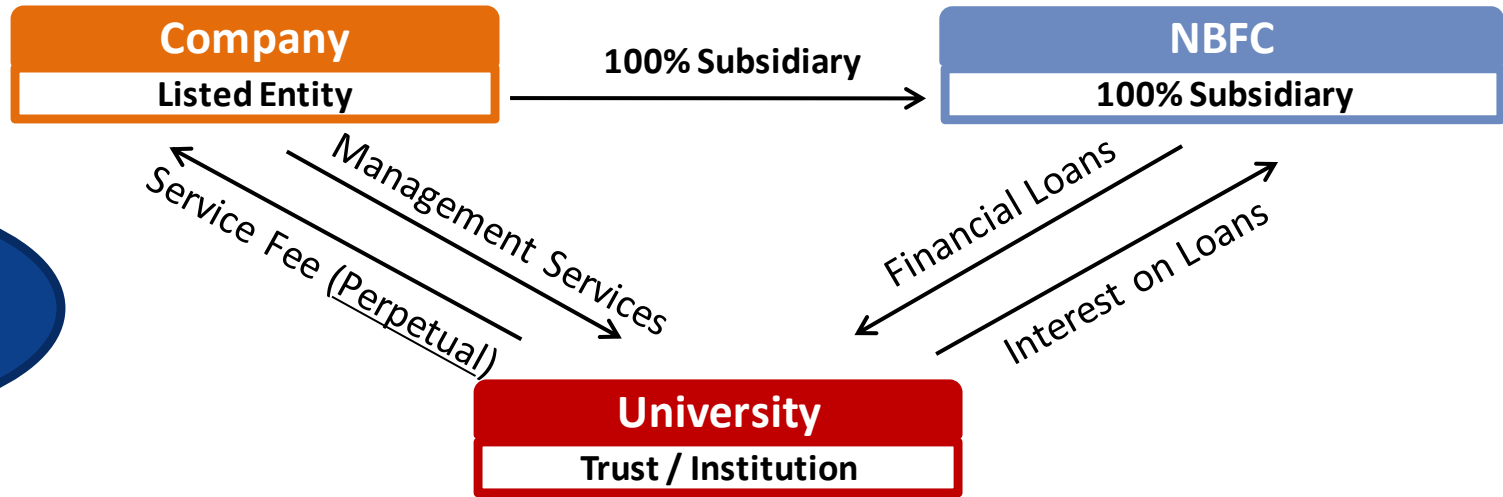
	Career Point University, Kota (Rajasthan)	Career Point University, Hamirpur (H.P.)
Status	Act no 13 of Govt. of Rajasthan in year 2012	Act no 13 of Govt. of Himachal Pradesh in year 2012
UGC Approval	✓	✓
Operational Since	Year 2012	Year 2012
Land Area (Acres)	32.7	25.34
Built-up Area (Sq. Ft)	5 Lacs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

## Expansion Strategy:

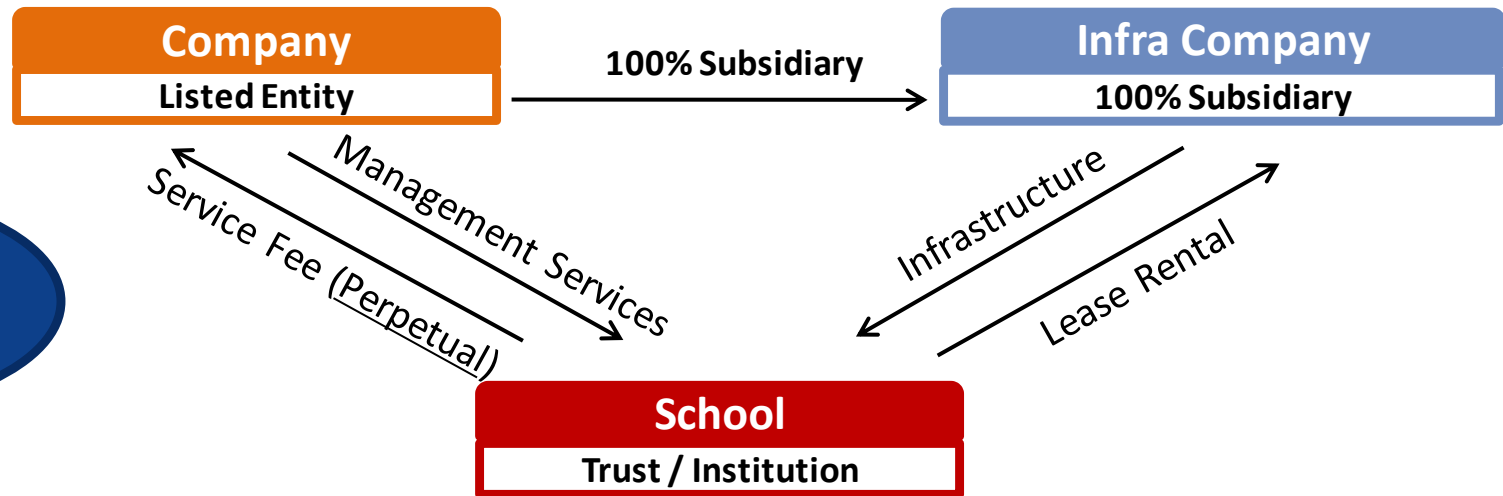
Adding new degree, diploma and professional courses on regular and distance learning delivery mode

# 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

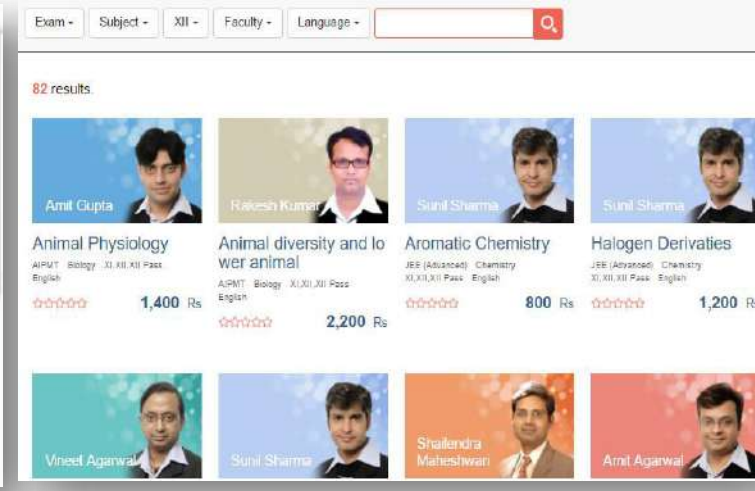
- Franchisee School
- Income to Company:
  - a) License Fee
  - b) Royalty Income

# e-Learning Solutions

- **Video-on-Demand** ([www.ecareerpoint.com](http://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](http://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 Career Point 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 content area with a large banner titled "Advantage of eCareer Point -" and a list of benefits: Time, Speed Management; Feedback Analysis; Problem Solving Skills; and Result Oriented Study Material. To the right of the banner, there are several promotional boxes for "Video Lecture on Pen Drive & Card", "Online Video Lecture by Expert Faculty", and "Distance Learning Program". At the bottom of the page, there is a section for "ONLINE TEST SERIES" with icons for Pre-Medical, JEE (Main + Adv), and other exams.



The screenshot shows the Career Point online assessment results page. At the top, there is a search bar with filters for Exam, Subject, XII, Faculty, and Language. Below the search bar, there is a section for "82 results" displaying a grid of student profiles and their scores. Each profile includes a student's name, a photo, and details about their exam and score. The results are as follows:

Student Name	Exam	Subject	Score
Amit Gupta	AIJMT	Biology - XI, XII, XII Pass	1,400 Rs
Rakesh Kumar	APMT	Biology - XI, XII, XII Pass	2,200 Rs
Sunil Sharma	JEE (Advanced)	Chemistry - XI, XII, XII Pass	800 Rs
Sunil Sharma	JEE (Advanced)	Chemistry - XI, XII, XII Pass	1,200 Rs
Vinod Agarwal			
Sunil Sharma			
Shailendra Mahteshwari			
Armit 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 content area features a large banner with the text 'What would you like to learn today?' and a search input field containing 'i.e. Maths, Physics, Chemistry, Biology'. Below the banner, there are buttons for 'Schedule Class With Online Tutor' and 'Post Academic Questions & Get Free Answers'. The lower portion of the screenshot shows a 'Questions' section with a search bar, a '7949 Questions found' notification, and a list of question filters including 'Featured', 'Popular', 'Newest', 'Unanswered', 'Likes', and 'Active'. A specific question is highlighted, asking about the length of an air column in a tube immersed in mercury. 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 such as 'IIT-JEE-Physics', 'JEE-Main-Physics', 'Physics-Kinematics', and 'Physics-Current-Electricity'.

# 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](http://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](http://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](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



## 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 1500+ placements in 200+ esteemed organization. Selections of 2377 in JEE-Advanced 2019 and 5103 qualified in NEET 2018 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 11.2% 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 28% in net-worth since year 2007.

# Growth Strategies

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...

- **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 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		JEE [Adv] 2016	
AIR-4 HET SHAH (M)	AIR-14 SANJEEV SHUKLA (M)	AIR-89 SUBHAM SINGH (M)	AIR-106 ABHISHEK SAINI (M)
AIR-49 JAYANT NEHTA (M)	AIR-3 AJAY NEHTA (M)	AIR-111 UDESHYA PATEL (M)	AIR-132 GOVIND CHOUHARY (M)
Total Selections <b>123</b>		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 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

दैनिक, गुरुवार 16 जून, 2015

# 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 चंयारमैन तथा प्रकाश निर्धो 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 गुरुवार कोटा 30 जून, 2016 7

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



करियर प्वाइंट के जॉब फेयर में चयन के बाद मंच पर उपस्थित स्टूडेंट व अधिका.

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, मार्क्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंपोटैक, टीमेन सिस्टंस जैसी 12 से अधिक कंपनियां भाग ले रही हैं। प्लेसमेंट ऑफिसर आकाश अदलक्खा 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 मार्क्रोमेक्स, वीडियोकॉन, वाई-फाई डाट कॉम, च्वाइस युपु, मिडोज द्वारा कैंपस 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।



# 4Q / 12M FY2018-19 Performance



# Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
<b>Total</b>	<b>29,398</b>	<b>24,120</b>	<b>27,366</b>	<b>30,857</b>	<b>29,086</b>	<b>29,509</b>	<b>29,642</b>
Tutorial Division	27,257	20,655	22,412	23,010	21,057	18,235	15,162
Formal Education	2,141	3,465	4,954	7,847	8,029	11,274	13,772
Pre-School							708
<b>Tutorial Enrollments Split</b>							
Branches-LT CR	17,262	11,122	12,946	13,688	10,689	5,836	5,100
Branches-ST CR	2,978	1,169	1,333	1,011	625	516	121
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,605	2,049	3,512
Franchisees-ST CR	381	23	87	52	-	138	-
School Associations				458	1,801	3,726	2,523
Distance Learning	4,882	6,577	6,470	6,406	6,337	5,970	3,906
<b>Formal Break-up</b>							
Higher Education	741	1,642	2,327	3,455	3,738	4,822	5,706
School Education	1,400	1,823	2,627	3,372	3,451	4,142	3,752
Vocational Education				1,020	840	2,310	4,314



# Key Financial Highlights (FY2018-19)

Consolidated Financials	4th Quarter 2018-19		12 Months 2018-19	
	Rs Crores	Growth	Rs Crores	Growth
Revenue (excluding other income)	24.2	29%	100.5	12%
EBITDA	7.9	90%	36.1	18%
EBITDA Margin	33%	1055 bps	36%	176 bps
Profit After Tax	5.3	78%	24.1	9%
EPS (Rs)	2.92	78%	13.29	9%

## Financials Highlights:

- Income from operations for the period (FY2018-19) is rupees 100.5 Crores increased by 12.2% year on year (y-o-y) at consol basis. (Total Income: Rupees 107.1 Cr, up by 6.8% y-o-y)
- EBITDA of Rupees 36.1 Crores on consol basis with y-o-y growth of 18% resulted an EBITDA Margin of 35.9% vs FY2017-18: 34.1%. (EBITDA adding other income: Rs42.6Cr, 39.8% margin)
- Net income for 12M FY2018-19 was reported at rupees 24.1 Crores with PAT margin of 22.5% on consol level. EPS (Earning per share) for period was rupees 13.29 (y-o-y: +8.8%).

## **Business Update:**

- Continuing the leadership in industry innovations; Career Point launched Coaching Version 2.0 to empower students with flexibility to choose faculty and subjects.
- This revolutionary and globally accepted tutoring system ensures best quality education with efficient utilization of students' time and costs.
- Total enrollments were reported at 29,642 (FY2018: 29,509) including 13,772 in formal education (FY2018: 11,274); 15,162 in Tutorial education division (FY2018: 18,235) and 708 in Pre-schools.
- A remarkable growth of 18% (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 87% to 4,314.
- Enrollment in higher education is growing by way of higher capacity utilization in existing courses as well as addition of new courses.

## **Management Outlook:**

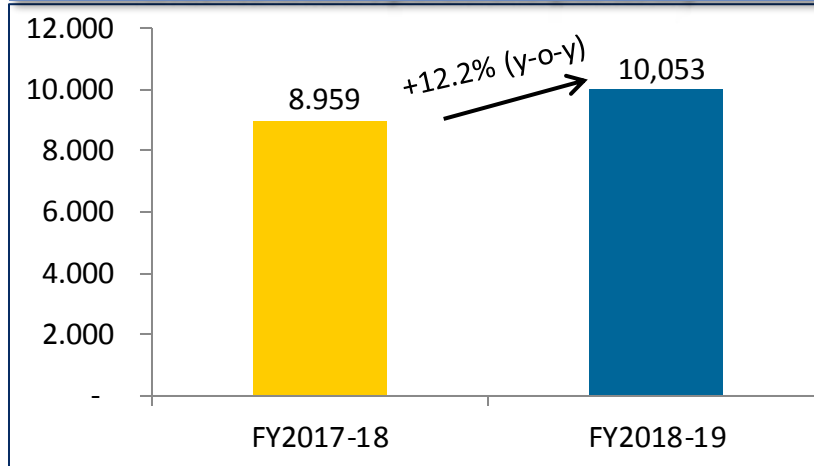
- With the launch of Career Point Coaching Version 2.0; positive impacts on the profitability through cost optimization are ensured along with large potential to scale the business.
- Tutorial services delivery through franchisee & School association network has been perfectly in-line with our strategic 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.
- The company's business mix of formal, informal and e-learning is well positioned and management is quite optimistic on overall business prospects going forward.

# Consolidated Financials – Snapshot (FY2018-19)

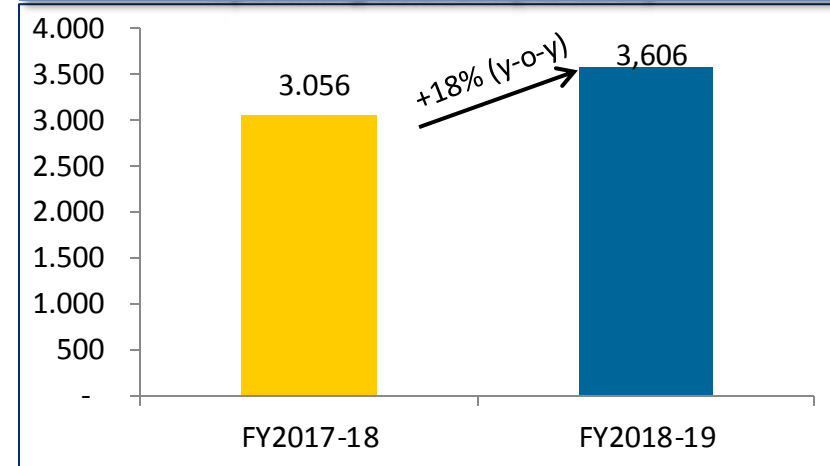


CAREER POINT

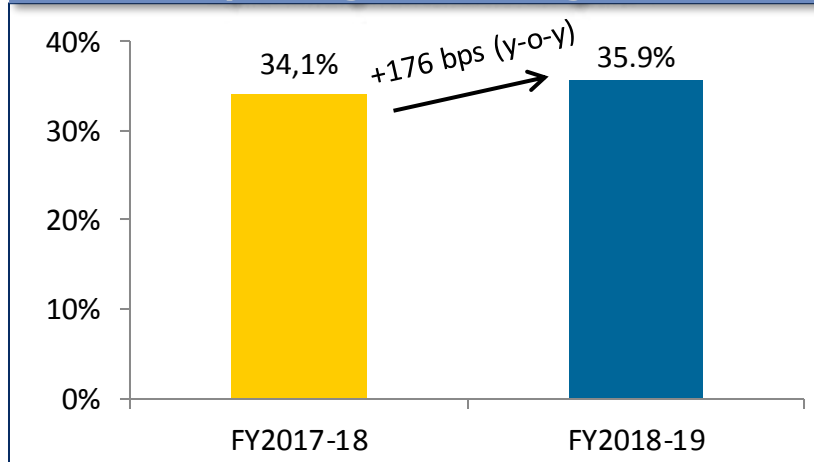
### Income from Operations (Rs Lacs)



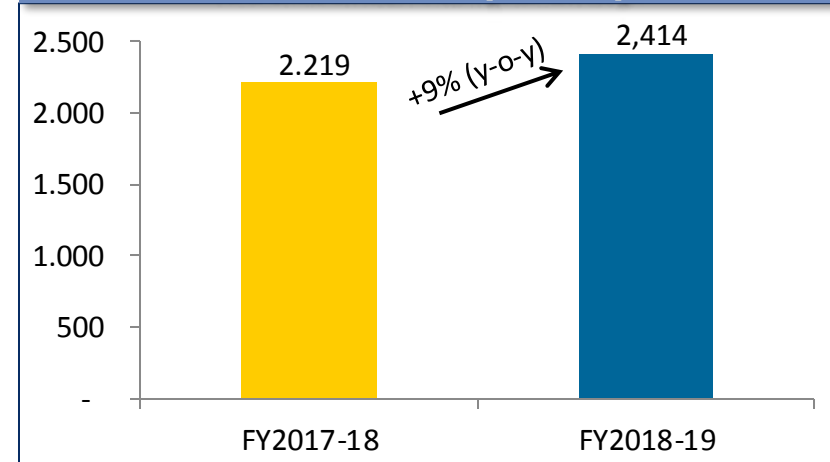
### Operating EBITDA (Rs Lacs)



### Operating EBITDA Margins



### Profit after Tax (Rs Lacs)



# Income Statement – (Standalone)

Income Statement	←----- Standalone ----->				
Rs Lakhs	Q4FY18	Q3FY19	Q4FY19	FY2017-18	FY2018-19
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,387.6	1,590.2	1,533.0	7,108.9	6,872.2
Other Income	270.2	371.9	380.5	1,009.0	1,411.9
<b>Total Income</b>	<b>1,657.8</b>	<b>1,962.1</b>	<b>1,913.6</b>	<b>8,117.9</b>	<b>8,284.1</b>
<b>Expenditure</b>					
Cost of Study Material	69.4	28.7	99.5	360.6	333.3
Employees Cost	863.0	952.6	924.4	3,365.6	3,794.8
G&A and other expenses	461.8	388.5	521.6	1,802.9	1,945.4
Dep. & Amort.	103.3	103.2	100.0	428.7	410.9
Finance Charges	93.1	139.0	152.7	303.4	547.1
<b>Total Expenditure</b>	<b>1,590.6</b>	<b>1,612.1</b>	<b>1,798.3</b>	<b>6,261.2</b>	<b>7,031.5</b>
<b>EBITDA</b>	<b>263.6</b>	<b>592.2</b>	<b>368.0</b>	<b>2,588.9</b>	<b>2,210.6</b>
EBITDA Margin	15.9%	30.2%	19.2%	31.9%	26.7%
<b>Operating EBITDA</b>	<b>(6.6)</b>	<b>220.3</b>	<b>(12.5)</b>	<b>1,579.8</b>	<b>798.7</b>
Op. EBITDA margin	-0.5%	13.9%	-0.8%	22.2%	11.6%
<b>Profit Before Tax</b>	<b>67.2</b>	<b>350.1</b>	<b>115.3</b>	<b>1,856.7</b>	<b>1,252.6</b>
PBT Margin	4.1%	17.8%	6.0%	22.9%	15.1%
<b>Profit After Tax</b>	<b>89.6</b>	<b>255.0</b>	<b>68.0</b>	<b>1,298.7</b>	<b>1,015.2</b>
PAT Margin	5.4%	13.0%	3.6%	16.0%	12.3%
<b>EPS (Rs)</b>	<b>0.49</b>	<b>1.40</b>	<b>0.37</b>	<b>7.16</b>	<b>5.59</b>

# Income Statement – (Consolidated)

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q4FY18	Q3FY19	Q4FY19	FY2017-18	FY2018-19
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,876.0	2,369.8	2,421.8	8,959.2	10,053.3
Other Income	209.7	143.1	211.1	1,069.9	652.9
<b>Total Income</b>	<b>2,085.7</b>	<b>2,512.9</b>	<b>2,632.9</b>	<b>10,029.1</b>	<b>10,706.2</b>
<b>Expenditure</b>					
Cost of Study Material	113.6	59.6	126.5	561.3	534.3
Employees Cost	877.2	971.1	939.3	3,431.3	3,855.5
G&A and other expenses	468.8	416.4	563.0	1,910.5	2,057.1
Dep. & Amort.	111.4	113.5	108.7	460.4	445.9
Finance Charges	137.0	165.5	166.4	655.0	642.0
<b>Total Expenditure</b>	<b>1,708.0</b>	<b>1,726.2</b>	<b>1,903.9</b>	<b>7,018.6</b>	<b>7,534.8</b>
<b>EBITDA</b>	<b>626.1</b>	<b>1,065.8</b>	<b>1,004.1</b>	<b>4,125.9</b>	<b>4,259.2</b>
EBITDA Margin	30.0%	42.4%	38.1%	41.1%	39.8%
<b>Operating EBITDA</b>	<b>416.4</b>	<b>922.7</b>	<b>793.0</b>	<b>3,056.0</b>	<b>3,606.4</b>
Op. EBITDA margin	22.2%	38.9%	32.7%	34.1%	35.9%
<b>Profit Before Tax</b>	<b>377.7</b>	<b>786.7</b>	<b>729.0</b>	<b>3,010.5</b>	<b>3,171.4</b>
PBT Margin	18.1%	31.3%	27.7%	30.0%	29.6%
<b>Profit After Tax</b>	<b>298.0</b>	<b>575.0</b>	<b>530.4</b>	<b>2,219.0</b>	<b>2,414.0</b>
PAT Margin	14.3%	22.9%	20.1%	22.1%	22.5%
<b>EPS (Rs)</b>	<b>1.64</b>	<b>3.17</b>	<b>2.92</b>	<b>12.24</b>	<b>13.29</b>

# Balance Sheet – (Latest)

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2018 Ind AS	31-Dec-2018 Ind AS	31-Mar-2019 Ind AS	31-Mar-2018 Ind AS	31-Dec-2018 Ind AS	31-Mar-2019 Ind AS
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>38,509</b>	<b>39,456</b>	<b>39,535</b>	<b>40,405</b>	<b>42,286</b>	<b>42,837</b>
(a) Share Capital	1,816	1,816	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	36,693	37,640	37,719	38,589	40,470	41,021
<b>Non-current Liabilities</b>	<b>949</b>	<b>720</b>	<b>734</b>	<b>957</b>	<b>646</b>	<b>660</b>
(a) Def. Tax Liabilities	760	640	664	722	514	539
(b) Provisions & Others	189	80	70	235	132	122
<b>Current Liabilities</b>	<b>2,149</b>	<b>2,409</b>	<b>2,167</b>	<b>2,270</b>	<b>2,530</b>	<b>2,369</b>
(a) Current Liabilities	1,970	2,094	1,863	2,171	2,210	1,995
(b) Provisions	179	315	304	99	320	374
<b>Borrowings</b>	<b>6,261</b>	<b>5,983</b>	<b>6,458</b>	<b>8,460</b>	<b>7,278</b>	<b>7,034</b>
<b>Total Liabilities</b>	<b>47,869</b>	<b>48,568</b>	<b>48,894</b>	<b>52,094</b>	<b>52,740</b>	<b>52,901</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>14,012</b>	<b>13,762</b>	<b>13,672</b>	<b>18,481</b>	<b>18,241</b>	<b>19,119</b>
<b>Non-current Assets</b>	<b>18,184</b>	<b>18,143</b>	<b>19,702</b>	<b>9,838</b>	<b>10,356</b>	<b>10,153</b>
(a) Loans and Advances	306	385	1,370	7,356	6,671	6,487
(b) Investments	17,878	17,758	18,332	1,804	2,392	2,993
(c) Other Assets	-	-	-	677	1,293	674
<b>Current Assets</b>	<b>15,672</b>	<b>16,663</b>	<b>15,520</b>	<b>23,776</b>	<b>24,144</b>	<b>23,628</b>
(a) Inventories	133	105	99	345	223	244
(b) Sundry Debtors	639	809	1,198	4,521	4,691	5,131
(c) Cash & Bank Balances	360	245	102	1,042	790	829
(d) Current Investments	4,506	1,433	921	4,784	1,453	942
(e) Loans and Advances	10,034	14,071	13,201	13,084	16,987	16,483
<b>Total Assets</b>	<b>47,869</b>	<b>48,568</b>	<b>48,894</b>	<b>52,094</b>	<b>52,740</b>	<b>52,901</b>



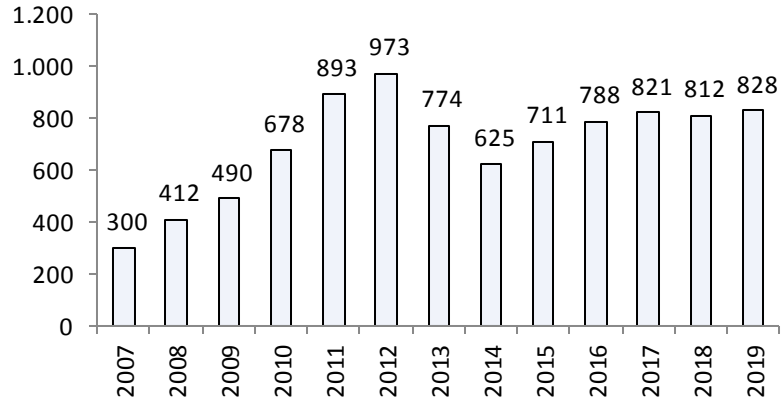
# Financial Details



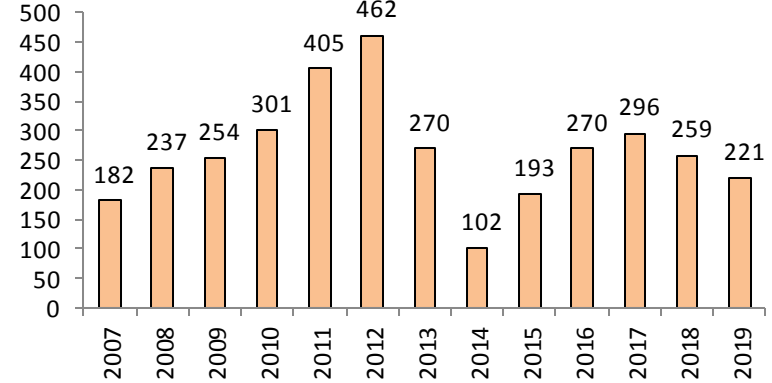
# Standalone Financials - Overview (Historicals)



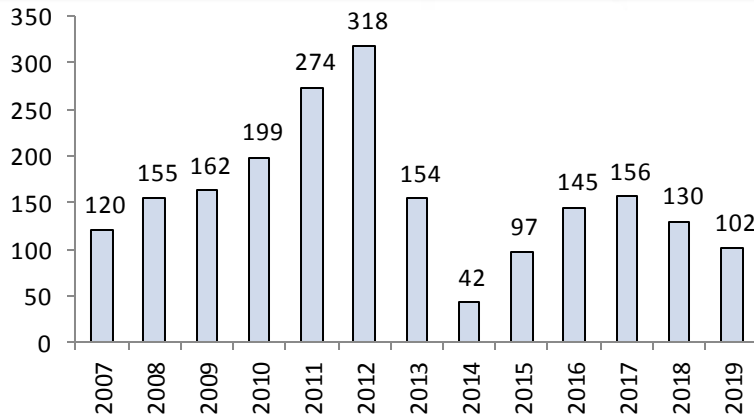
### Revenue (Rs millions)



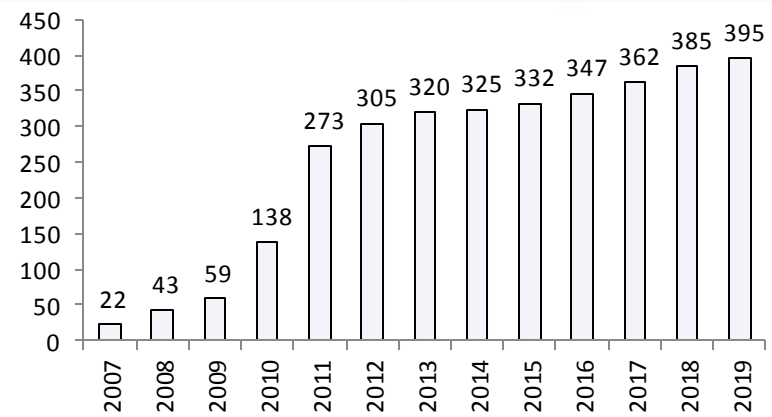
### EBITDA (Rs millions)



### Profit After Tax (Rs millions)



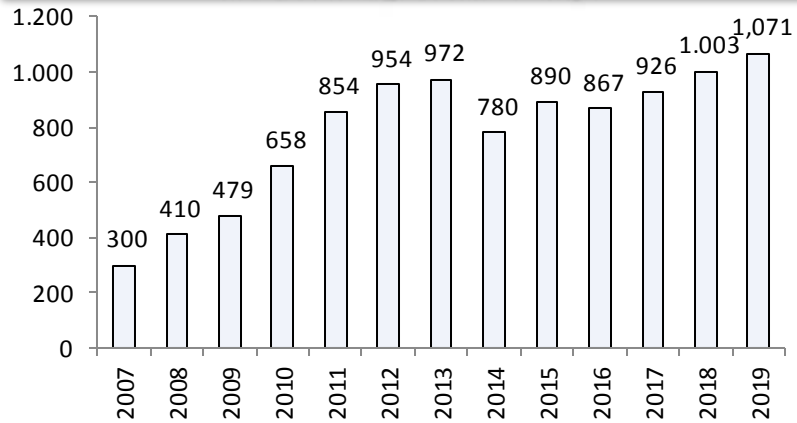
### Net Worth (Rs Crores)



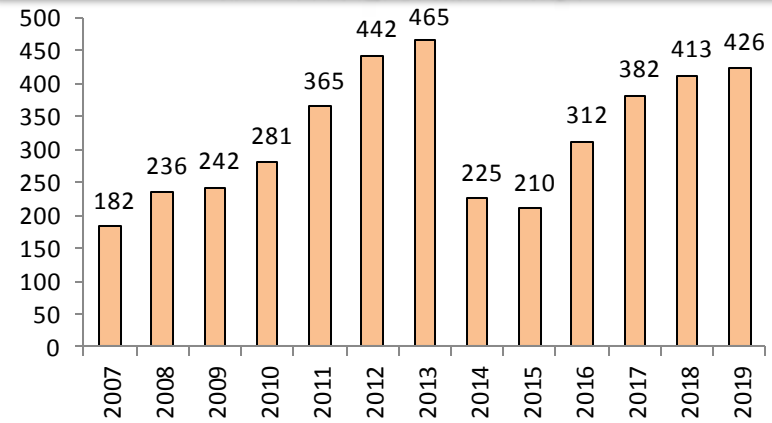
# Consolidated Financials – Overview (Historicals)



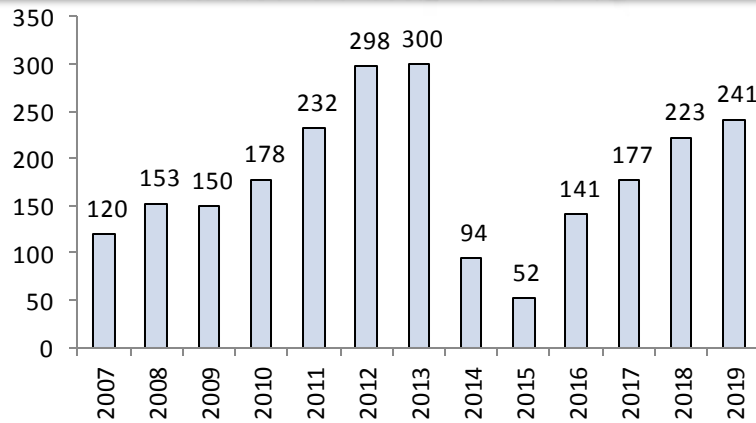
### Revenue (Rs millions)



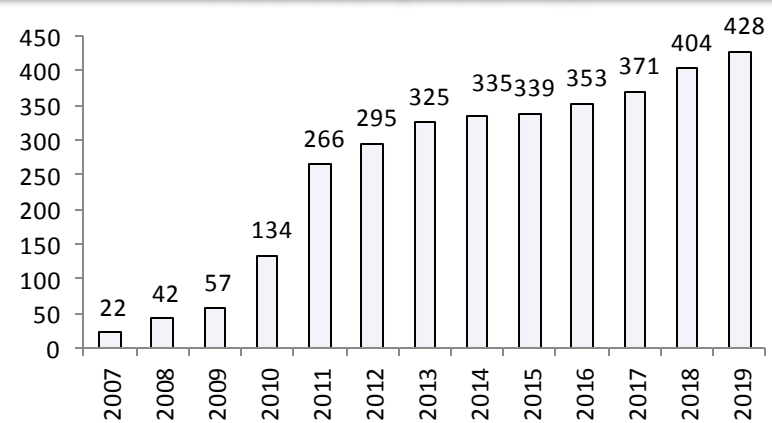
### EBITDA (Rs millions)



### 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	FY2018-19
<b>Income</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>Ind AS</b>	<b>Ind AS</b>
Income from Ops.	6,166	7,862	7,959	7,056	5,414	6,283	6,942	7,357	7,109	6,872
Other Income	615	1,070	1,771	683	835	827	940	851	1,009	1,412
<b>Total Income</b>	<b>6,780</b>	<b>8,933</b>	<b>9,729</b>	<b>7,739</b>	<b>6,249</b>	<b>7,111</b>	<b>7,882</b>	<b>8,208</b>	<b>8,118</b>	<b>8,284</b>
<b>Expenditure</b>										
Cost of Study Material	218	282	221	253	177	202	191	215	361	333
Employees Cost	2,082	3,113	3,354	3,426	3,536	3,349	3,364	3,496	3,366	3,795
G&A and other exp.	1,473	1,485	1,533	1,361	1,514	1,629	1,628	1,540	1,803	1,945
Dep. & Amort.	65	130	166	178	369	469	465	489	429	411
Finance Charges	3	5	4	96	211	107	112	169	303	547
<b>Total Exp.</b>	<b>3,842</b>	<b>5,016</b>	<b>5,278</b>	<b>5,314</b>	<b>5,807</b>	<b>5,755</b>	<b>5,760</b>	<b>5,908</b>	<b>6,261</b>	<b>7,031</b>
<b>EBITDA</b>	<b>3,007</b>	<b>4,053</b>	<b>4,622</b>	<b>2,699</b>	<b>1,022</b>	<b>1,931</b>	<b>2,699</b>	<b>2,958</b>	<b>2,589</b>	<b>2,211</b>
EBITDA Margin	44.3%	45.4%	47.5%	34.9%	16.4%	27.2%	34.2%	36.0%	31.9%	26.7%
<b>Operating EBITDA</b>	<b>2,392</b>	<b>2,982</b>	<b>2,852</b>	<b>2,016</b>	<b>187</b>	<b>1,104</b>	<b>1,759</b>	<b>2,107</b>	<b>1,580</b>	<b>799</b>
Op. EBITDA margin	38.8%	37.9%	35.8%	28.6%	3.5%	17.6%	25.3%	28.6%	22.2%	11.6%
<b>Profit Before Tax</b>	<b>2,938</b>	<b>3,917</b>	<b>4,452</b>	<b>2,425</b>	<b>442</b>	<b>1,355</b>	<b>2,122</b>	<b>2,300</b>	<b>1,857</b>	<b>1,253</b>
PBT Margin	43.3%	43.9%	45.8%	31.3%	7.1%	19.1%	26.9%	28.0%	22.9%	15.1%
<b>Profit After Tax</b>	<b>1,987</b>	<b>2,737</b>	<b>3,180</b>	<b>1,540</b>	<b>421</b>	<b>970</b>	<b>1,447</b>	<b>1,562</b>	<b>1,299</b>	<b>1,015</b>
PAT Margin	29.3%	30.6%	32.7%	19.9%	6.7%	13.6%	18.4%	19.0%	16.0%	12.3%
<b>EPS (Rs)</b>	<b>14.71</b>	<b>16.82</b>	<b>17.53</b>	<b>8.49</b>	<b>2.32</b>	<b>5.35</b>	<b>7.98</b>	<b>8.62</b>	<b>7.15</b>	<b>5.59</b>

# 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	FY2018-19
<b>Income</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>IGAAP</b>	<b>Ind AS</b>	<b>Ind AS</b>
Income from Ops.	6,166	7,863	7,959	7,763	6,521	7,788	7,589	8,374	8,959	10,053
Other Income	418	675	1,580	1,962	1,281	1,116	1,079	882	1,070	653
<b>Total Income</b>	<b>6,584</b>	<b>8,537</b>	<b>9,539</b>	<b>9,725</b>	<b>7,802</b>	<b>8,904</b>	<b>8,668</b>	<b>9,257</b>	<b>10,029</b>	<b>10,706</b>
<b>Expenditure</b>										
Cost of Material	218	282	221	253	239	1,432	278	284	561	534
Employees Cost	2,086	3,126	3,359	3,436	3,695	3,588	3,565	3,553	3,431	3,856
G&A and other exp.	1,473	1,484	1,538	1,388	1,619	1,786	1,703	1,601	1,911	2,057
Dep. & Amort.	66	131	166	258	516	537	527	526	460	446
Finance Charges	3	5	5	168	508	497	444	588	655	642
<b>Total Exp.</b>	<b>3,847</b>	<b>5,028</b>	<b>5,288</b>	<b>5,503</b>	<b>6,577</b>	<b>7,839</b>	<b>6,517</b>	<b>6,551</b>	<b>7,019</b>	<b>7,535</b>
<b>EBITDA</b>	<b>2,806</b>	<b>3,646</b>	<b>4,421</b>	<b>4,647</b>	<b>2,249</b>	<b>2,099</b>	<b>3,122</b>	<b>3,819</b>	<b>4,126</b>	<b>4,259</b>
EBITDA Margin	42.6%	42.7%	46.4%	47.8%	28.8%	23.6%	36.0%	41.3%	41.1%	39.8%
<b>Operating EBITDA</b>	<b>2,388</b>	<b>2,971</b>	<b>2,841</b>	<b>2,686</b>	<b>968</b>	<b>982</b>	<b>2,044</b>	<b>2,937</b>	<b>3,056</b>	<b>3,606</b>
Op. EBITDA margin	38.7%	37.8%	35.7%	34.6%	14.8%	12.6%	26.9%	35.1%	34.1%	35.9%
<b>Profit Before Tax</b>	<b>2,737</b>	<b>3,509</b>	<b>4,251</b>	<b>4,222</b>	<b>1,225</b>	<b>1,065</b>	<b>2,151</b>	<b>2,705</b>	<b>3,010</b>	<b>3,171</b>
PBT Margin	41.6%	41.1%	44.6%	43.4%	15.7%	12.0%	24.8%	29.2%	30.0%	29.6%
<b>Profit After Tax</b>	<b>1,779</b>	<b>2,329</b>	<b>2,980</b>	<b>3,013</b>	<b>978</b>	<b>582</b>	<b>1,447</b>	<b>1,768</b>	<b>2,219</b>	<b>2,414</b>
PAT Margin	27.0%	27.3%	31.2%	31.0%	12.5%	6.5%	16.7%	19.1%	22.1%	22.5%
<b>EPS (Rs)</b>	<b>13.17</b>	<b>14.31</b>	<b>16.43</b>	<b>16.61</b>	<b>5.40</b>	<b>3.21</b>	<b>7.98</b>	<b>9.75</b>	<b>12.22</b>	<b>13.29</b>

# Balance Sheet – Standalone (Historicals)

Balance Sheet	←----- Standalone -----→									
Rs Lakhs	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	3/31/2019
	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS	Ind AS
<b>Liabilities</b>										
<b>Shareholders' fund</b>	<b>13,757</b>	<b>27,318</b>	<b>30,497</b>	<b>32,037</b>	<b>32,458</b>	<b>33,219</b>	<b>34,672</b>	<b>36,245</b>	<b>38,509</b>	<b>39,535</b>
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813	1,816	1,816
(b) Reserve and Surplus	12,315	25,505	28,684	30,224	30,645	31,406	32,858	34,432	36,693	37,719
<b>Non-current Liabilities</b>	<b>30</b>	<b>61</b>	<b>68</b>	<b>125</b>	<b>122</b>	<b>431</b>	<b>629</b>	<b>755</b>	<b>949</b>	<b>734</b>
(a) Def. Tax Liabilities	19	27	29	79	80	371	573	702	760	664
(b) Long Term Provisions	11	34	40	46	42	59	56	54	189	70
<b>Current Liabilities</b>	<b>1,037</b>	<b>2,255</b>	<b>1,068</b>	<b>1,160</b>	<b>1,200</b>	<b>1,460</b>	<b>1,772</b>	<b>1,654</b>	<b>2,149</b>	<b>2,167</b>
(a) Current Liabilities	1,001	1,073	916	1,047	1,102	1,366	1,554	1,567	1,970	1,863
(b) Provisions	36	1,182	152	112	98	94	219	87	179	304
<b>Borrowings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,715</b>	<b>992</b>	<b>988</b>	<b>1,413</b>	<b>2,565</b>	<b>6,261</b>	<b>6,458</b>
<b>Total Liabilities</b>	<b>14,824</b>	<b>29,634</b>	<b>31,634</b>	<b>36,037</b>	<b>34,771</b>	<b>36,098</b>	<b>38,486</b>	<b>41,220</b>	<b>47,869</b>	<b>48,894</b>
<b>Assets</b>										
<b>Fixed Assets (inc. WIP)</b>	<b>3,479</b>	<b>4,736</b>	<b>7,815</b>	<b>10,778</b>	<b>12,190</b>	<b>12,799</b>	<b>12,844</b>	<b>13,871</b>	<b>14,012</b>	<b>13,672</b>
<b>Non-current Assets</b>	<b>4,315</b>	<b>12,111</b>	<b>15,769</b>	<b>14,503</b>	<b>15,954</b>	<b>17,950</b>	<b>15,276</b>	<b>18,388</b>	<b>18,184</b>	<b>19,702</b>
(a) Loans and Advances	-	5,011	2,185	891	2,098	239	734	299	306	1,370
(b) Investments	4,166	7,099	13,584	13,612	13,856	17,711	14,542	18,089	17,878	18,332
(c) Other Assets	148	2	-	-	-	-	-	-	-	-
<b>Current Assets</b>	<b>7,030</b>	<b>12,787</b>	<b>8,050</b>	<b>10,756</b>	<b>6,628</b>	<b>5,349</b>	<b>10,366</b>	<b>8,961</b>	<b>15,672</b>	<b>15,520</b>
(a) Inventories	174	167	198	196	238	191	168	109	133	99
(b) Sundry Debtors	47	99	90	112	144	408	343	154	639	1,198
(c) Cash & Bank	2,262	2,199	1,247	681	398	205	92	302	360	102
Balances										
(d) Current Investments	-	6,517	6,083	9,158	4,198	300	2,866	2,778	4,506	921
(e) Loans and Advances	4,548	3,805	432	608	1,650	4,244	6,898	5,618	10,034	13,201
<b>Total Assets</b>	<b>14,824</b>	<b>29,634</b>	<b>31,634</b>	<b>36,037</b>	<b>34,771</b>	<b>36,098</b>	<b>38,486</b>	<b>41,220</b>	<b>47,869</b>	<b>48,894</b>

# Balance Sheet – Consolidated (Historicals)

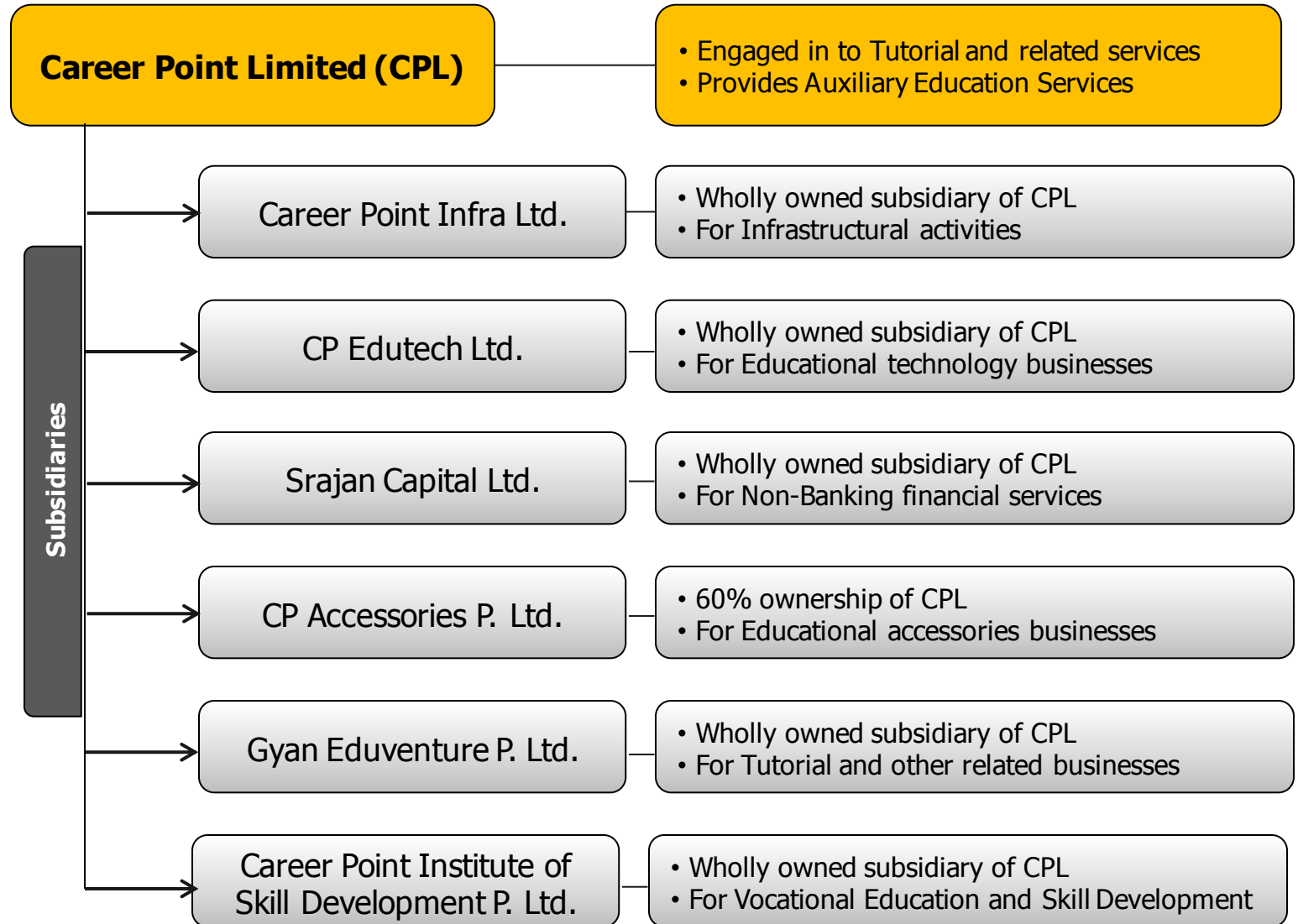
Balance Sheet Rs Lakhs	Consolidated									
	3/31/2010	3/31/2011	3/31/2012	3/31/2013	3/31/2014	3/31/2015	3/31/2016	3/31/2017	3/31/2018	3/31/2019
	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	IGAAP	Ind AS	Ind AS
<b>Liabilities</b>										
<b>Shareholders' fund</b>	<b>13,407</b>	<b>26,559</b>	<b>29,539</b>	<b>32,559</b>	<b>33,566</b>	<b>33,832</b>	<b>35,283</b>	<b>37,074</b>	<b>40,405</b>	<b>42,837</b>
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813	1,816	1,816
(b) Reserve and Surplus	11,965	24,746	27,725	30,745	31,753	32,019	33,470	35,260	38,589	41,021
<b>Non-current Liabilities</b>	<b>30</b>	<b>33</b>	<b>68</b>	<b>279</b>	<b>370</b>	<b>194</b>	<b>380</b>	<b>580</b>	<b>957</b>	<b>660</b>
(a) Def. Tax Liabilities	19	27	29	233	328	134	312	505	722	539
(b) Long Term Provisions	11	6	40	46	42	59	67	75	235	122
<b>Current Liabilities</b>	<b>1,058</b>	<b>1,211</b>	<b>1,195</b>	<b>1,384</b>	<b>1,436</b>	<b>1,580</b>	<b>1,883</b>	<b>1,811</b>	<b>2,270</b>	<b>2,369</b>
(a) Current Liabilities	1,022	1,165	1,044	1,265	1,321	1,479	1,646	1,694	2,171	1,995
(b) Provisions	36	46	151	119	115	101	238	117	99	374
<b>Borrowings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,316</b>	<b>4,322</b>	<b>4,312</b>	<b>4,735</b>	<b>12,903</b>	<b>8,460</b>	<b>7,034</b>
<b>Total Liabilities</b>	<b>14,495</b>	<b>27,803</b>	<b>30,802</b>	<b>39,537</b>	<b>39,695</b>	<b>39,917</b>	<b>42,282</b>	<b>52,367</b>	<b>52,094</b>	<b>52,901</b>
<b>Assets</b>										
<b>Fixed Assets (inc. WIP)</b>	<b>4,807</b>	<b>8,075</b>	<b>15,692</b>	<b>19,834</b>	<b>22,985</b>	<b>16,476</b>	<b>16,607</b>	<b>18,417</b>	<b>18,481</b>	<b>19,119</b>
<b>Non-current Assets</b>	<b>190</b>	<b>46</b>	<b>6,916</b>	<b>6,790</b>	<b>7,202</b>	<b>10,098</b>	<b>9,468</b>	<b>4,361</b>	<b>9,838</b>	<b>10,153</b>
(a) Loans and Advances	-	-	6,874	6,747	7,141	6,468	7,836	2,238	7,356	6,487
(b) Investments	33	39	41	42	42	3,624	1,632	2,123	1,804	2,993
(c) Other Assets	157	6	-	1	19	6	0	-	677	674
<b>Current Assets</b>	<b>9,498</b>	<b>19,682</b>	<b>8,195</b>	<b>12,912</b>	<b>9,507</b>	<b>13,343</b>	<b>16,207</b>	<b>29,589</b>	<b>23,776</b>	<b>23,628</b>
(a) Inventories	174	167	198	196	301	234	199	7,641	345	244
(b) Sundry Debtors	47	99	90	752	1,498	8,124	8,082	4,002	4,521	5,131
(c) Cash & Bank	2,274	2,262	1,318	727	668	246	248	888	1,042	829
<b>Balances</b>										
(d) Current Investments	3,788	13,217	6,083	10,635	5,356	1,458	3,031	3,996	4,784	942
(e) Loans and Advances	3,215	3,938	506	602	1,685	3,282	4,647	13,062	13,084	16,483
<b>Total Assets</b>	<b>14,495</b>	<b>27,803</b>	<b>30,802</b>	<b>39,537</b>	<b>39,695</b>	<b>39,917</b>	<b>42,282</b>	<b>52,367</b>	<b>52,094</b>	<b>52,901</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 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  
Pro-C,CP University, HP



Dr. Sumer Singh  
VC, CP University, Kota



Ankesh Jain  
GM - Marketing



Shailendra Maheshwari  
Senior VP - Academics



Dr. Gurudatt Kakkar  
GM-Higher Education



U.S. Kejrwal  
General Manager-Infra



Mahesh Bhangriya  
VP-Corporate Strategy



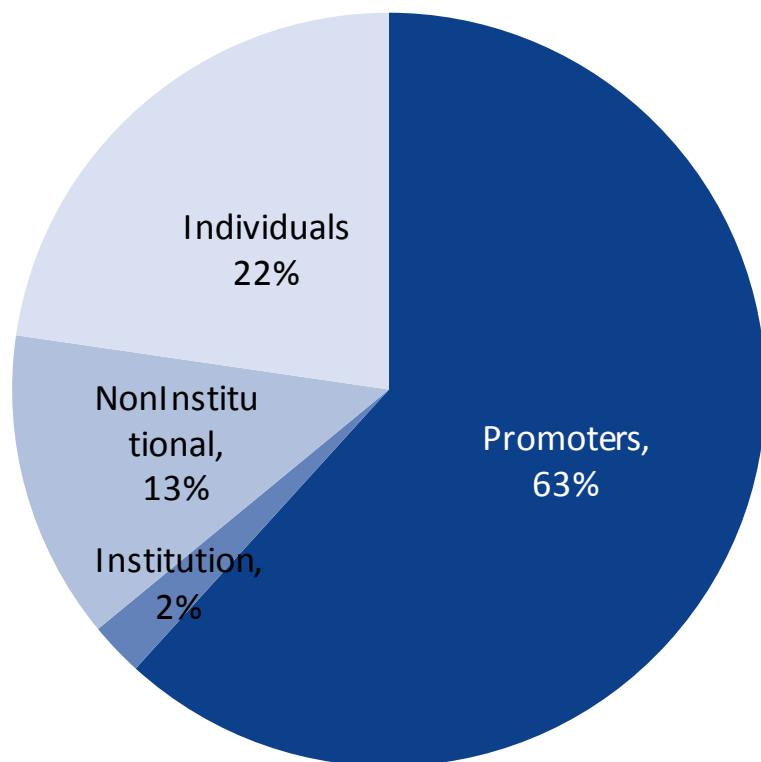
Tarun Kumar Jain  
Company Secretary



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	
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%
JM Financial Services Ltd.	0.50%
Mr. Sajan Verghis Mathew	0.40%
Visco Trade Associates	0.38%
<b>Total</b>	<b>13.18%</b>
As on 31 Mar 2019	

# 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

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### Investor Contact Details

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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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