

Career Point Limited



Investors Update (Q1 FY2019-20)

Service Offering – KG to PhD

Informal Education (Test-Prep division)

Tutorial Service
NEET, JEE, NTSE, Foundation



CAREER POINT
version 2.0

SynchroSchool
School Integrated Coaching Programs

CP PUBLICATION

eLearning Service
NEET, JEE, NTSE, Foundation



eClassRoom
Recorded Video Lectures with
Online & Offline Support

CP LIVE
Live Interactive Classes by CAREER POINT

Online Tests
Online Assessment &
Feedback

Formal Education Division

School Education
KG to Grade-XII



GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
WORLD SCHOOL

CAREER POINT
gurukul
SCHOOL
CO-ED RESIDENTIAL SCHOOL, KOTA

University Education
Diploma, UG, PG, PhD



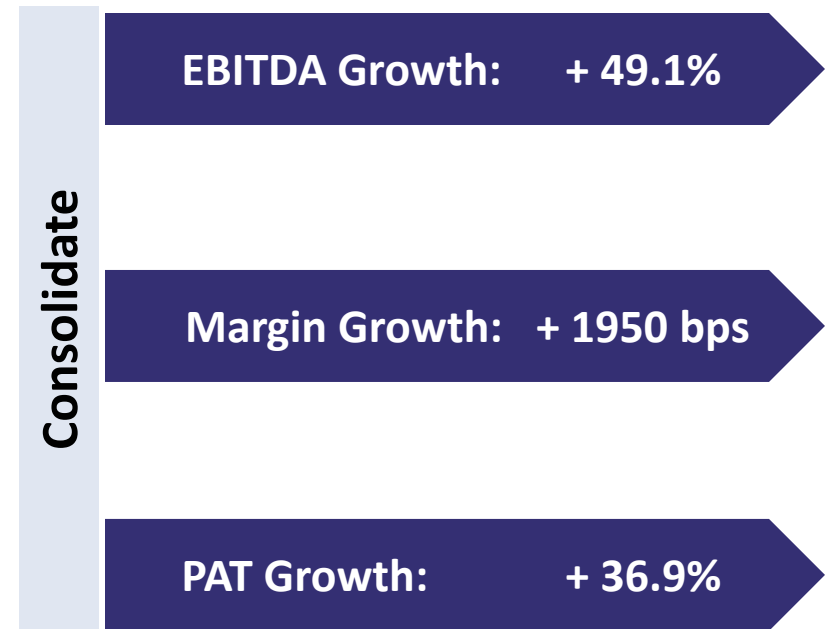
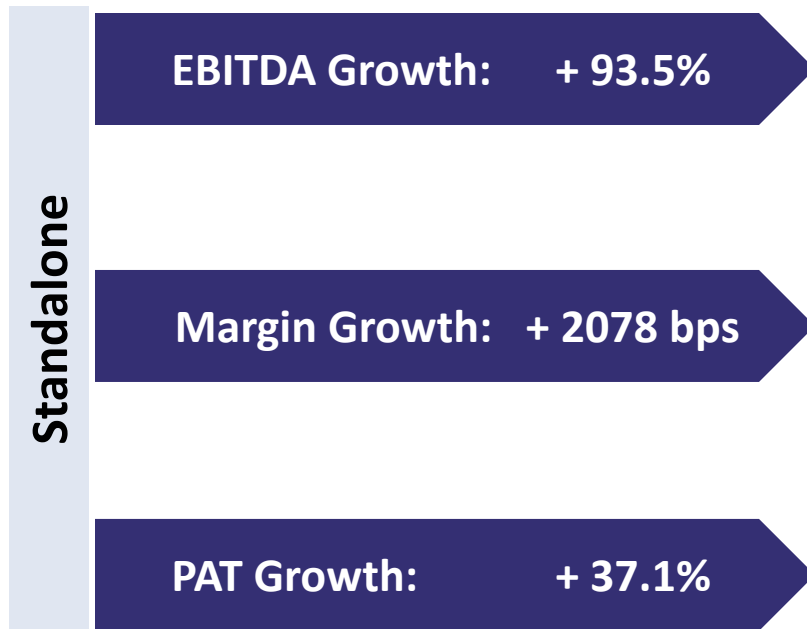
CAREER POINT
UNIVERSITY
— KOTA —

CAREER POINT
UNIVERSITY
— HAMIRPUR —

C.P.I.S.D
Career Point
Institute of
Skill Development

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

Key Highlights (Q1 FY 2019-20)



All growth numbers are year-on-year



- Being pioneer in industry innovations, Career Point took the **responsibility to change** the **25 years old** format of Test-Prep education delivery.
- The new format of Test-prep delivery is **more relevant** to latest examination trends, present needs of the students & offers **higher efficiency at all fronts**.
- Apart from regular business activities, under Career Point Version 2.0 company has taken following initiatives -
 - Classroom Coaching Version 2.0
 - eClassroom Coaching

The details about these initiatives are given on subsequent pages.

Classroom Coaching Version 2.0

- It is Flexible, highly efficient and cost effective coaching system.
 - Provides student choice to take coaching as per his/her requirements along with full support of complete coaching ecosystem.
 - The revolutionary Coaching Version 2.0 is **globally accepted tutoring system** that ensures best quality education with flexibility & high efficiency.
 - The new format also offers the Company a business model that is **more growth oriented** and margin accretive.
- Early reflections are clearly seen in the first quarter financials of the Company with **93% of y-o-y growth in operating profitability** with 2000+ basis points growth in margins at standalone.
- A temporary dip in revenue is also attributed to the new format which eventually offer larger room for **growth with higher potential** of margin improvements.

More details: <http://bit.do/cpversion2-0>



1
One / Two / All subject coaching (as per student needs)



2
More time to subject & topic which needs to be strengthen



3
Access to All Subjects Test Series and Doubt removal Counters



4
Best Faculty Team for all Or individual subjects



5
Access to Video Lectures Library for all subjects



6
Increase Time for Self Study & Cost Effective

- This is company EdTech initiative to provide coaching services “Direct to Home” with all features of classroom coaching.
- Under this format, company securely provides digital content like Video Lectures, ebooks, Test Series etc to students on USB drive, SD Card and online streaming using technological solution.
- This format covers best features of offline & online coaching in an efficient & cost effective manner.
- This Expand company reach to students across geographies.

More details visit

<http://careerpoint.ac.in/e-classroom/>


1



RECORDED LECTURES OF EXPERT FACULTY

- Recorded lectures of expert faculty in SD Card / Pen Drive
- Study at your own pace, place and time
- Study as many time as you need, as per your requirement
- Prioritise your study by selecting chapters and topics.


2



MISCELLANEOUS EXAMPLES

- Miscellaneous End Chapter Examples with Explanatory Video Solutions
- Master applications of concept of one or more chapters with the help of solved video solutions
- Improve your thinking ability and question solving skills


3



SMP & EXERCISE SHEETS SAME AS CLASSROOM

- To the point scientifically designed relevant study material same as classroom coaching
- Topic wise theory notes to build up a solid foundation
- Covers various pattern of questions to master the question solving skills also enhances speed & scoring ability


4



DOUBT REMOVAL COUNTERS

- Free access to Doubt removal counters at CP Study Centres
- Online Support to Solve Doubts is also available

5



ONLINE TEST SERIES

- Online Test Series with detailed performance analysis report
- Topic wise, subject wise, revision and full syllabus tests to provide real time exam experience

6



ACADEMIC AND MOTIVATIONAL SEMINAR

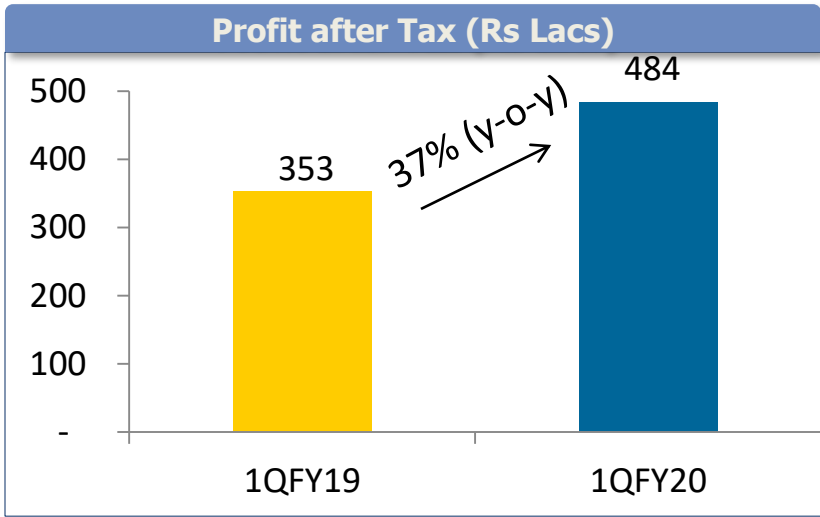
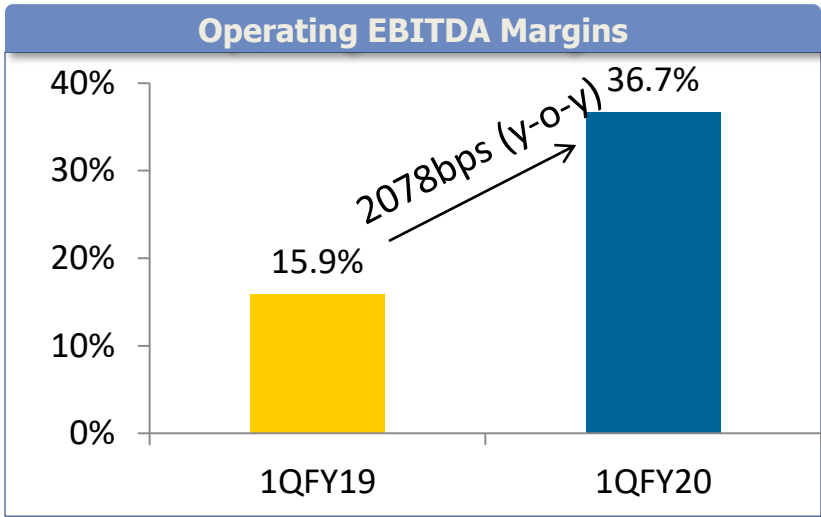
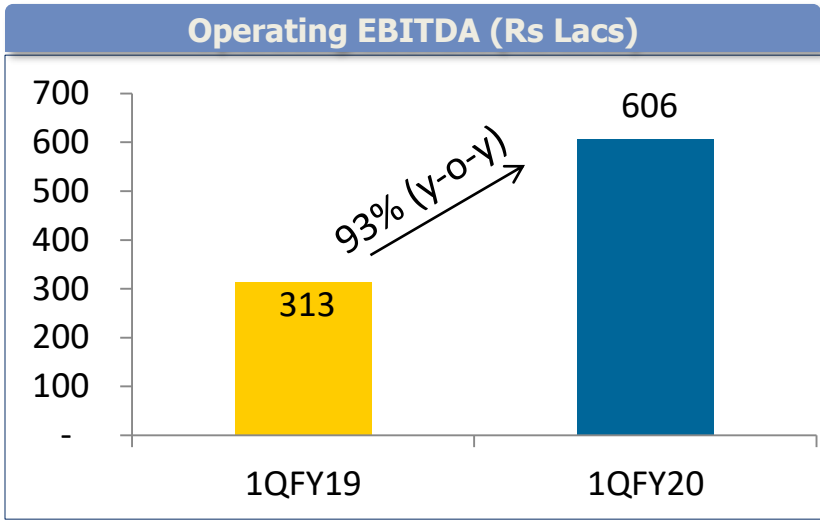
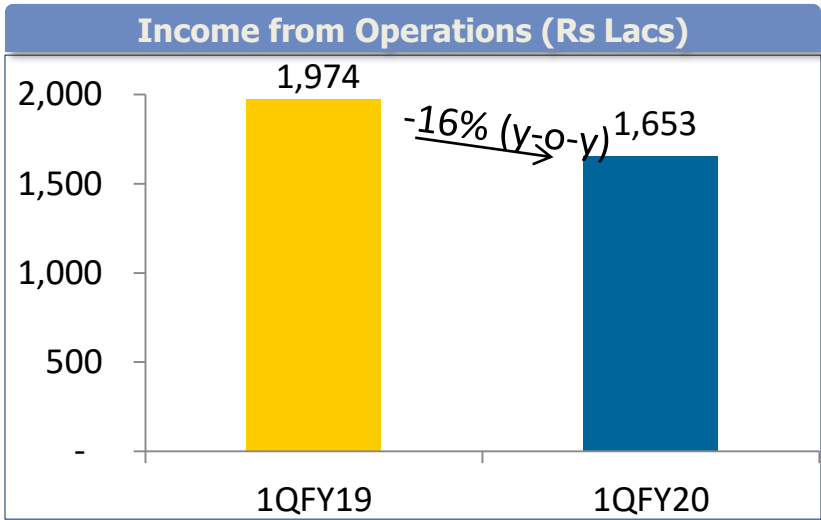
- Free access to academic, motivational or performance improvement seminars at CP study centres
- Online Live Seminars are also accessible

- Company launched Career Point Version 2.0 to empower students with best quality education at advanced flexibility and efficiency.
- Through expansion of new tutorial franchisees and school association centers; Career Point group network is now reached at 86 different units in 73 cities across 21 states of the country.
- In addition to reforms in test-prep division by Version 2.0; Career Point's growth is **continually fuelled by Formal education division** that is highly sustainable and annuity driven.
- Total enrollments were reported at 15,456 (Q1FY2019: 18,375) including 9,548 in formal education (Q1FY2019: 8,723); 5,238 in Tutorial education division and 670 in Pre-schools.
- Growth in enrollment at higher education institutions is coming by way of higher capacity utilization in existing courses as well as addition of new courses i.e. Pharmacy, Agri., IT etc.
- Career Point University has record placements of more than 1700 students placed in 230+ top MNCs across multiple sectors

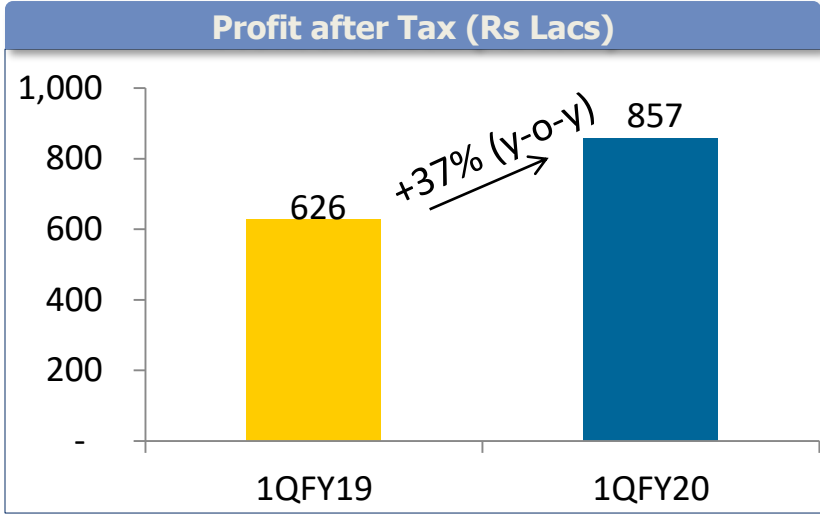
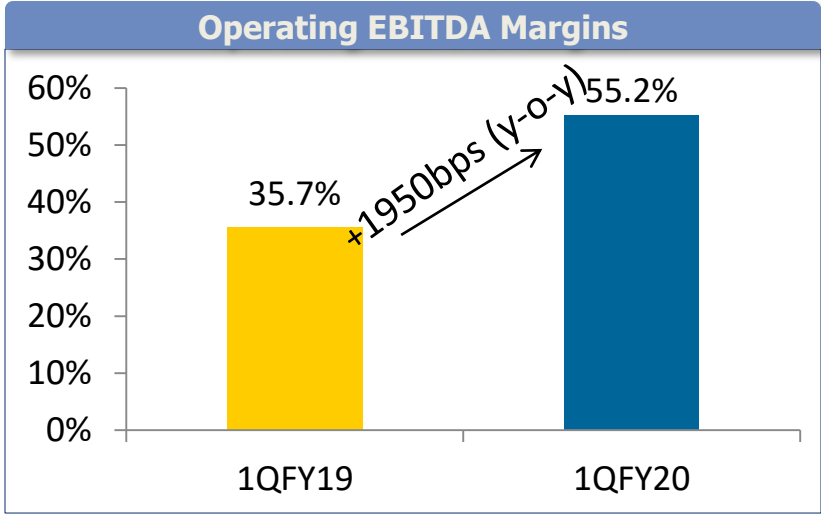
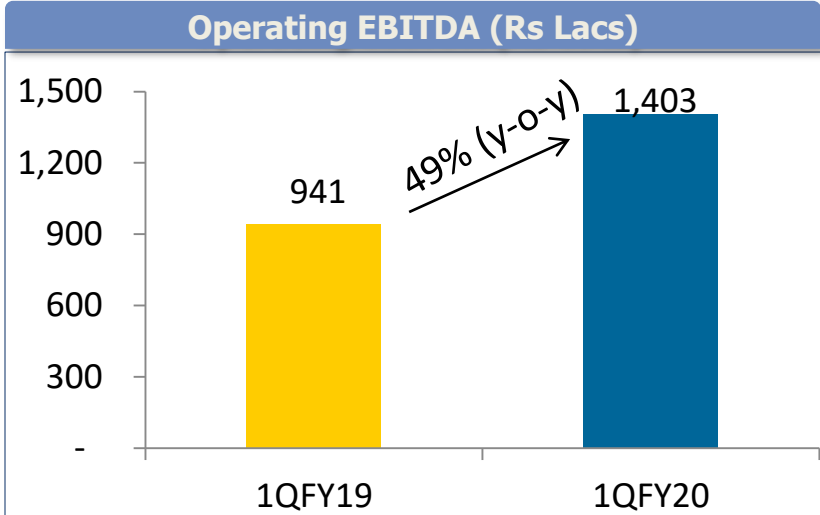
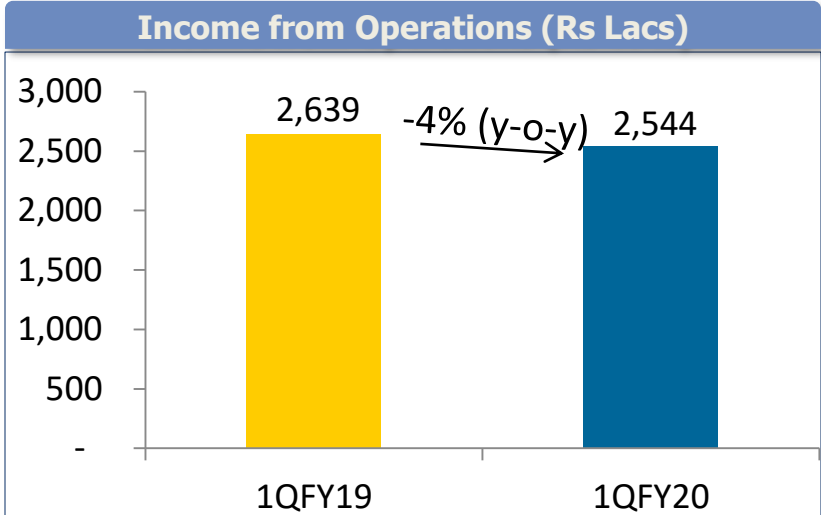
- Income from operations for the period (Q1 FY2019-20) is rupees 16.6 crores at standalone and rupees 25.4 crores on consol basis.
- Total revenue, including other income, is reported of rupees 19.9 crores at standalone and rupees 26.1 crores on consol basis.
- Reported EBITDA of rupees 6.0 crores on standalone numbers with an impressive year on year growth of 93.5% resulted an EBITDA Margin of 36.7% (Q1 FY2018-19: 16%).
- A remarkable improvement of 2078 basis points was reported in EBITDA margin against previous year is a result of initial outcomes from successful launch of Coaching version 2.0.
- Net income was reported at rupees 4.8 crores and EPS (Earning per share) of rupees 2.66 on standalone with y-o-y growth of 37.1%.
- At consol level, the company reported net income of rupees 8.6 crores and EPS of rupees 4.72 with y-o-y growth of 36.9%.
- The company board also approved an interim dividend of 10% on face value.

- Career Point's legacy of educational brand with expertise in creating the exemplary learning techniques is enabling the company for next growth trajectory in e-Learning space. Management is quite optimistic with initial results of newly launched eClassroom.
- Adoption of new format under Coaching version 2.0 ensures larger potential for scale the tutorial division without compromising on profitability. The new format is more aligned with current industry dynamics and students preferences.
- Larger growth in higher education and addition of courses year on year ascertain growth and sustainability to the businesses. Profitability of the formal education division is further fuelled by school education and vocational education.
- As per strategy of the Company; the investments in NBFC business has been delivering significant returns. The plan to de-merge the NBFC subsidiary from education businesses is among the next priorities of the company management.
- With advanced clarity on Company cash-flows through more sustainable businesses, the company board also approved a dividend policy with annual dividend of 10% or more on face value of the share.

Financial Highlights: Q1 FY2019-20 (Standalone)



Financial Highlights: Q1 FY2019-20 (Consolidated)



Income Statement (Latest)

Income Statement	←-----Standalone ----->			←----- Consolidated ----->		
	1QFY19	4QFY19	1QFY20	1QFY19	4QFY19	1QFY20
<u>Rs Lacs</u>	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income						
Income from Operation	1,973.7	1,533.0	1,653.4	2,638.6	2,421.8	2,543.5
Other Income	269.2	380.5	333.7	80.4	211.1	67.8
Total Income	2,242.9	1,913.6	1,987.1	2,719.0	2,632.9	2,611.4
Expenditure						
Cost of Study Material	138.5	99.5	65.8	146.0	126.5	96.2
Employees Cost	987.9	924.4	658.8	1,001.4	939.3	681.8
G&A and other expenses	534.0	521.6	322.8	550.6	563.0	362.6
Dep. & Amort.	108.7	100.0	97.8	116.8	108.7	110.1
Finance Charges	138.9	152.7	156.8	175.8	166.4	163.8
Total Expenditure	1,908.1	1,798.3	1,302.1	1,990.4	1,903.9	1,414.6
EBITDA	582.5	368.0	939.7	1,021.1	1,004.1	1,470.7
EBITDA Margin	26.0%	19.2%	47.3%	37.6%	38.1%	56.3%
Operating EBITDA	313.2	(12.5)	606.0	940.7	793.0	1,402.8
Op. EBITDA margin	15.9%	-0.8%	36.7%	35.7%	32.7%	55.2%
Profit Before Tax	334.9	115.3	685.1	728.6	729.0	1,196.7
PBT Margin	14.9%	6.0%	34.5%	26.8%	27.7%	45.8%
Profit After Tax	352.9	68.0	483.7	626.2	530.4	857.1
PAT Margin	15.7%	3.6%	24.3%	23.0%	20.1%	32.8%
EPS (Rs)	1.94	0.37	2.66	3.45	2.92	4.72

Balance Sheet (Latest)

Balance Sheet Rs Lacs	<-----Standalone ----->		<-----Consolidated----->	
	31-Mar-2019 Ind AS	30-Jun-2019 Ind AS	31-Mar-2019 Ind AS	30-Jun-2019 Ind AS
Liabilities				
Total Shareholders' fund	39,535	40,019	42,826	43,685
(a) Share Capital	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	37,719	38,202	41,010	41,869
Non-current Liabilities	734	741	660	686
(a) Deferred Tax Liabilities (Net)	664	666	539	558
(b) Long Term Provisions & Others	70	75	122	128
Current Liabilities & Provisions	2,167	2,028	2,380	3,203
(a) Current Liabilities	1,863	1,587	1,995	2,623
(b) Provisions	304	441	385	581
Borrowings	6,458	6,453	7,034	7,465
Total Liabilities	48,894	49,241	52,901	55,039
Assets				
Fixed Assets (Including CWIP)	13,672	13,608	19,119	19,082
Non-current Assets	19,702	19,680	10,153	10,126
(a) Loans and Advances	1,370	1,374	6,487	7,238
(b) Non-current Investments	18,332	18,306	2,993	2,454
(c) Other Non-current Assets	-	-	674	435
Current Assets	15,520	15,953	23,628	25,830
(a) Inventories	99	146	244	1,241
(b) Sundry Debtors	1,198	1,570	5,131	5,511
(c) Cash & Bank Balances	102	512	829	1,129
(d) Current Investments	921	943	942	1,498
(e) Loans and Advances	13,201	12,782	16,483	16,452
Total Assets	48,894	49,241	52,901	55,039

Thank You



Career Point Limited

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