



CAREER POINT

version 2.0

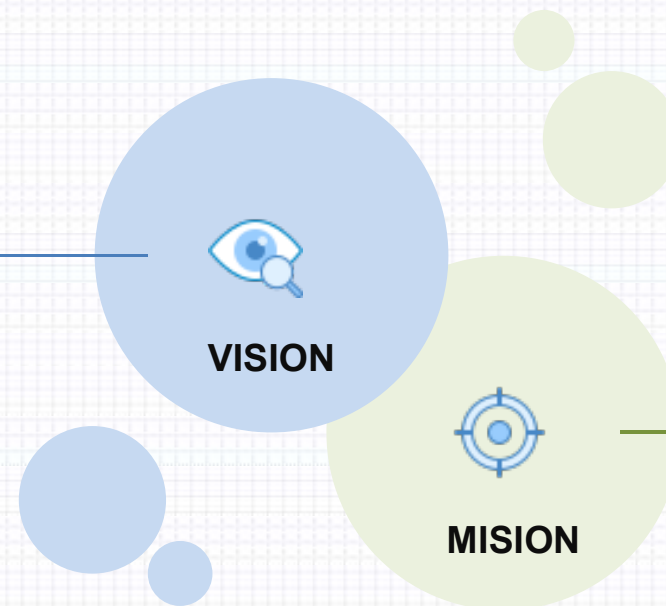
Investor Update : Q1 FY2020-21

Agenda



Our Vision & Mission

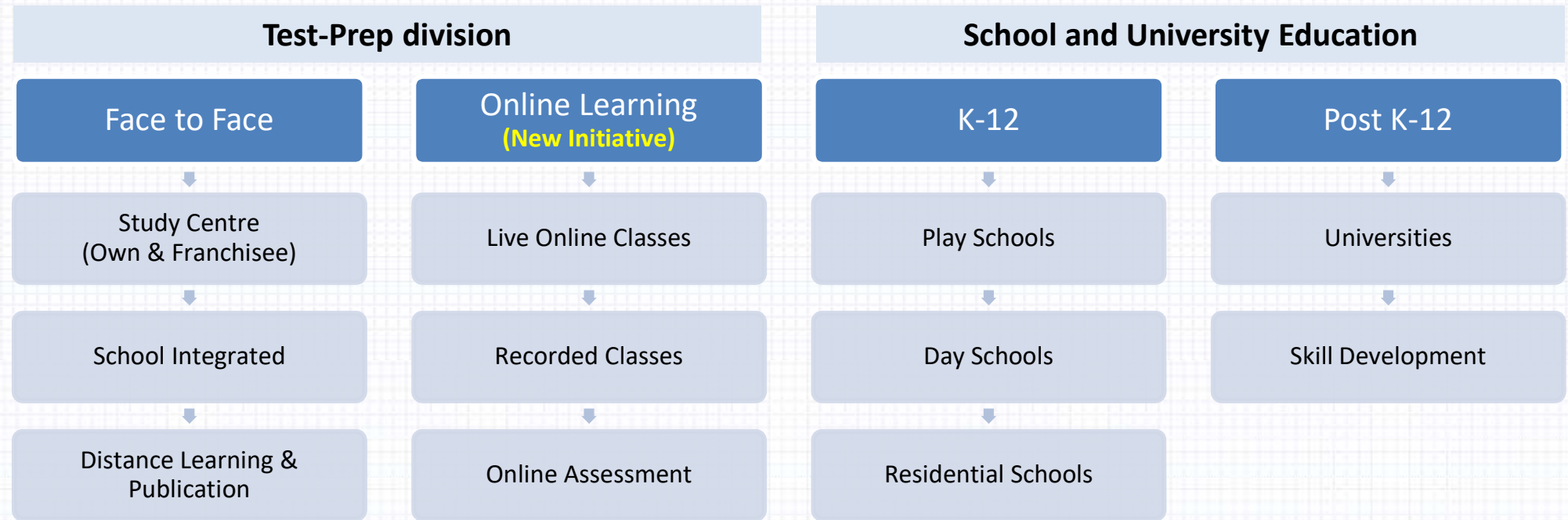
Betterment of
Society by
empowering youth
through the power
of education.



To become
a most ethical
educational
brand

Corporate Philosophy - Pursue Excellence...rest everything shall follow

Our Businesses



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

Our Brands

CAREER POINT
version 2.0

eCareerPoint

CAREER POINT
gurukul
Residential Coaching and School Campus

CAREER POINT
WORLD SCHOOL

GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
UNIVERSITY



Growth Strategies

Test-Prep Classrooms

- Expanding in new market through school associations & franchising
- Expansion through Physical + Digital centers, offering more courses

eLearning Division*

- Reaching to masses in remotest location through online digital learning
- Expansion through more courses offering – state education boards, UG/PG Competitive exams, Government Job Exams preparation targeting large universe

University Education

- Adding new degree courses on regular and distance learning delivery mode
- Starting Online Certificate & professional courses for continuing education

School Education

- Improving capacity utilization along with premium pricing through international accreditations
- Adding more schools at strategic locations through leased asset-light mode and franchisee

Vocational Education

- Expansion of skill development courses in association with Central & State governments
- Capacity building through adding skills assessments and empanelment with more SSCs

Pre-Schools

- Adding new franchisees with incremental premium service offerings
- Start education merchandise in Kids segment with brand “Global Kids”

* New Initiative

Agenda



Online Learning - Introduction

- **eCareerPoint** is an ed-tech initiative of the company with niche focus on online preparations for competitive exam & school curriculum.
- The company has very simple and scalable business model of eCareerPoint where tutor and student can be from any part of the world.
- eCareerPoint acts as a platform to connect tutors and students with all necessary technology and content support required for efficient education delivery.
- eCareerPoint platform and business model is **designed to expand** in both ways horizontally (Other competitive exams, education boards) and vertically (PG and other classes).
- Platform features includes Live Interactive Classes with live Chat, Recorded Video Streaming, Online Assessment System with feedback etc.
- Available both on mobile and web

8:50

Types of Natural Selection

Based upon different organism - environment relationship.

Following different kinds of natural selection have been recognised.

- Stabilising selection.
- Directional selection.
- Disruptive selection.

Figure. Diagrammatic representation of natural selection in different traits:

Definition of Vector, Types of Vector, Representation of Vectors

VOD Time 01:59:28

Bookmark Chat

Purosharth Bhatt
sir neet postpone hoga kya? aisi news aa rhi h 11:21 AM

7 Scales
HAA SR CONCEPT CLEAR HO GAYA AB HLATI NAHI HOGI..... 11:21 AM

Kamaldeep Singh Saluja
21/5 11:21 AM

Abhishek Singh
21/5 11:21 AM

Vaishnavi Khurmute
hanji Sir 11:21 AM

Chanderprakash
point Kaise manai 11:21 AM

Vaishnavi Khurmute
smj gaye 11:21 AM

7 Scales
BYOYANCY.....UOWARD FORCE OR UPTHURST 11:22 AM

Enter your message here

11:45

Medical

Engineering

Live Course Recorded Pen Drive Test Series

Medical

NEET 2020 NEET (Eng + Hin) NEET (English)

6th to 10th

NEET 2020 View All

My Exam Preferences

NEET 2020 CRASH COURSE English Medium 30 Days

30 Days Live Crash Course NEET (English)

Live Classes & Online Test Series (English Medium) from 22 June 2020

Rs 2999/- Rs-5000 /- Validity 2020-06-05:2020-07-31

NEET 2020 PHYSICS REVISION 60 Days

Physics Revision in 60 Days for NEET 2020

For XII/XII pass students

Rs 1999/- Rs-4500 /- Validity 80 Days

NEET 2020 CHEMISTRY REVISION 60 Days

Chemistry Revision in 60 Days for NEET ...

For XII/XII pass students

Rs 2299/- Rs-4500 /- Validity 80 Days

NEET 2020 CRASH COURSE Video Lecture, SMP & Test Series

Crash Course for NEET (Mix Language)

Recorded Classes Printed Study Material & Online Test Series

Rs 3999/- Rs-4500 /- Validity 120 Days

Feeds Daily Dose Courses Free Stuff My Profile

eCareer Point – Product Categories

eCareer Point product catalogue has a mix of different categories to serve the need of large number of students. Long term courses, Short term and Micro Courses offer choice to students as per their need and affordability.

CPLIVE
Live Online Classes

**Live Online
interactive Classes
by experts faculties
and multiple program
offerings**

- Long Term Programs
- Medium Term Programs
- Short Term Programs
- Micro Programs

CPeTutor
Recorded Video Lectures

**Recorded Video
Courses accessible
anytime on any
device through App
or Pen Drive**

- Full Syllabus Courses
- Subject Specific Courses
- Topic Specific Courses

CPeTest
Online Test Series

**Online Test Series
and assessment to
provide real-time
exam experience
along with
performance review**

- Practice Test Series
- Complete Test Series
- Revision Test Series

CPeDLP
Online Test, DPP & eBooks

**Distance Learning
Program through
eBooks and topic
wise DPP (Daily
Practice Problems)**

- Full Syllabus Study Package
- Revision Study Material
- Question Bank & Books

eCareerPoint - Product Attributes

Quality eLearning solution for students who need lectures & academic support from expert faculties

Advantage of Coaching by Top faculties on a mouse click

Strengthen Fundamentals with Result driven Content

Personalized Service to students who desire a self-pace coaching

Effective Technology solution enabling student to learn on the fly.

Learn Anytime, Anywhere by Faculties of Learner's choice

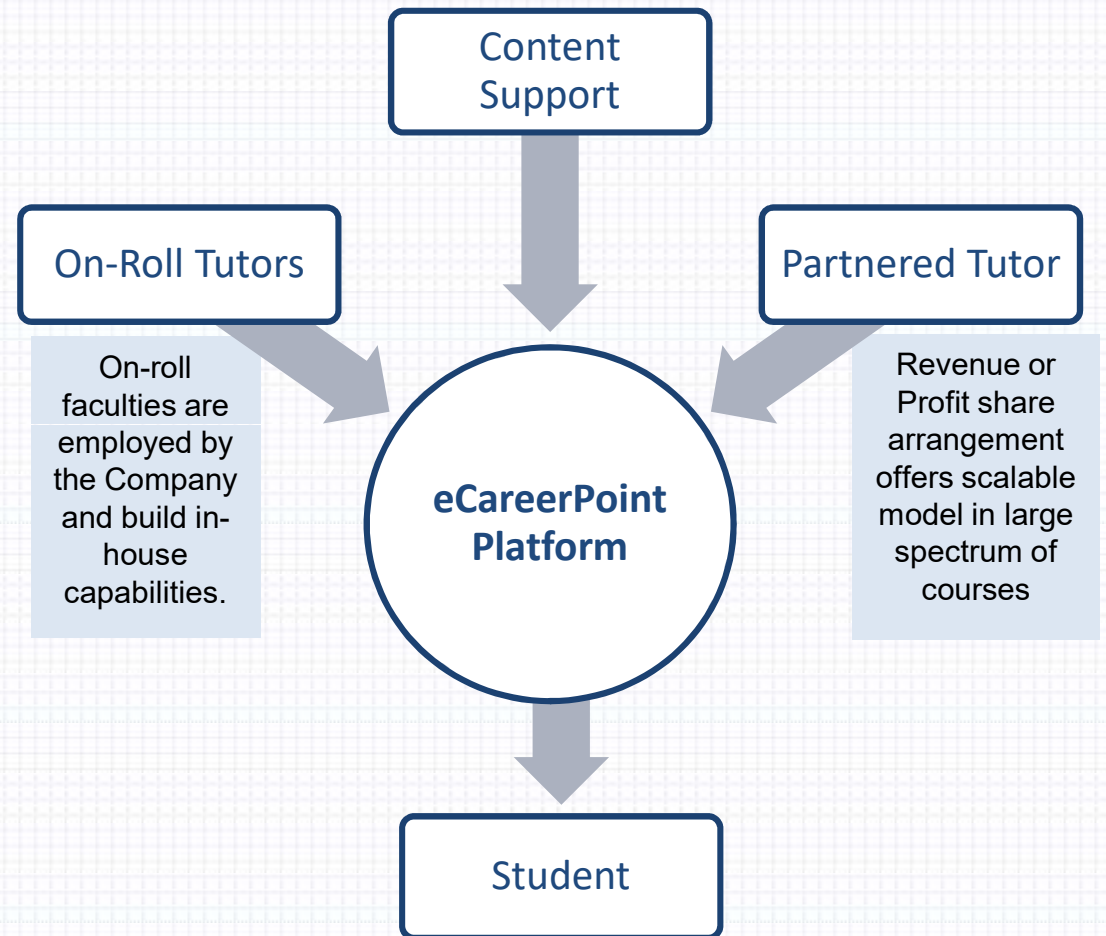
Pay only for what User needs, hence Affordable

Cost effective quality tutorial offerings across the verticals

eCareerPoint - Tutor Engagement Model

Scalable Tutor Engagement Model

- The company follows a blended model of On-roll as well as Partnered faculties. This model offers required **operational and financial efficiency** to the business.
- Technology enabled performance driven compensation system ensures **retention of best faculties and quality in education delivery**.
- Content Support enable company to ensure the quality & retain IP.
- Partnered Faculty Model facilitate accelerated category expansion in large spectrum of courses.



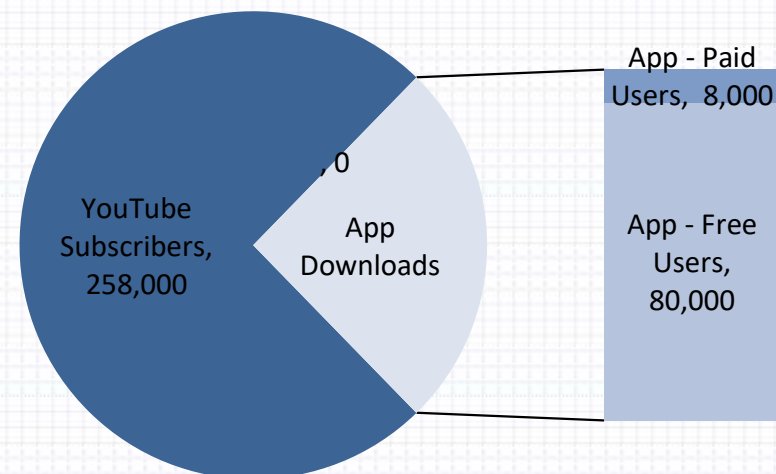
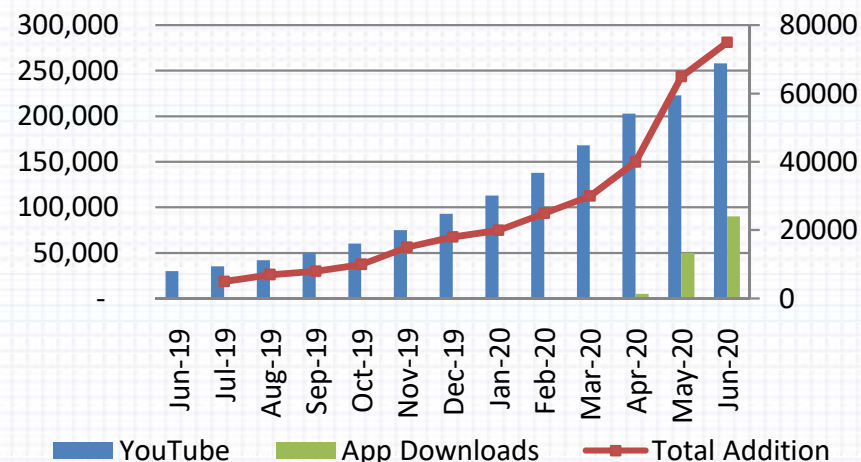
Online Learning - Journey so far

In very short span time, the User base of CP eLearning division has surpassed many other players in its domain. Most importantly, the growth has always been on up-trend only.

Launched on YouTube	June 2019
Subscriber on YouTube	2.5+ Lacs
Examination Covered	NEET, JEE & Foundation
App Launched	1 April 2020
App Downloads	90,000+
Paid Transaction in App	8000+
Category Launched on App	NEET, JEE & NTSE
Subjects Covered on App	Physics, Chemistry, Maths, Biology, Mental Ability
Number of Studios	6

As on Aug 2020

Subscribers Statistics



eCareer Point Differentiators

Brand Equity of Career Point

eCareerPoint enjoys the direct access to brand Career Point – one of the leading and established Indian education player with history of more than 25 years of providing quality education across geographies.

Best pool of experts and faculty team

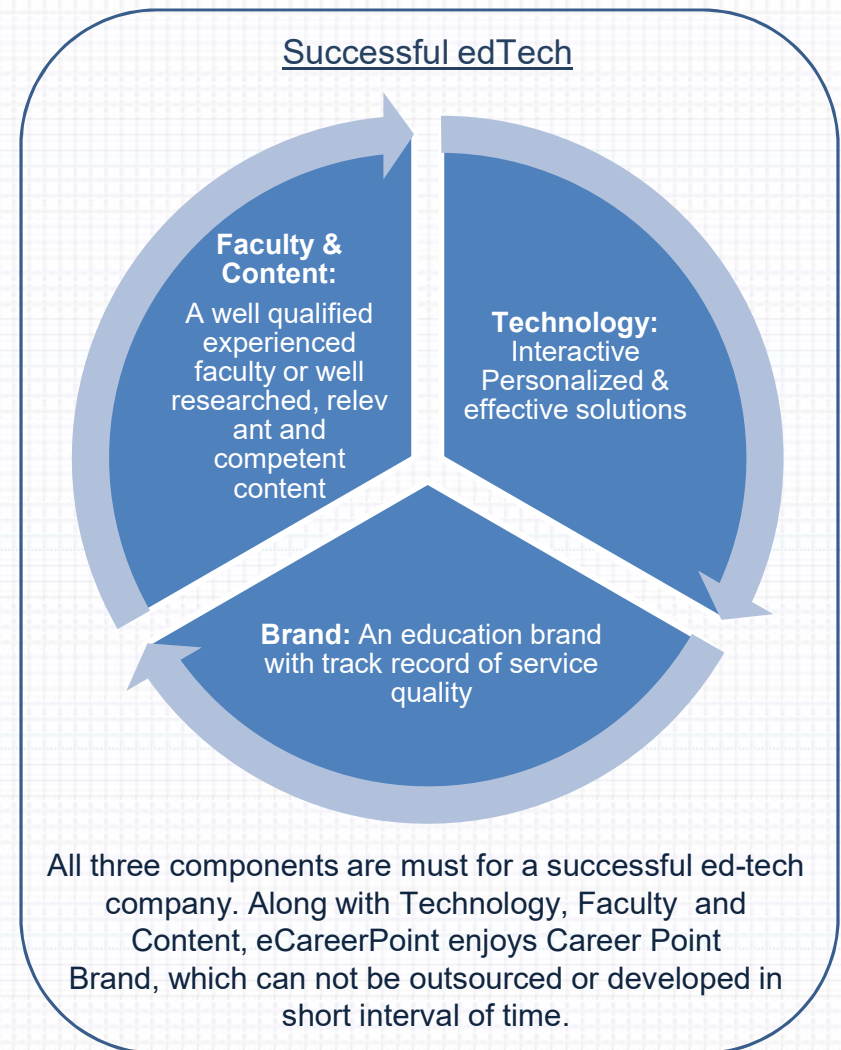
Thanks to its locational advantages and roots of the company, eCareerPoint is benefitted with an access to large and best pool of faculty team and subject matter experts.

Experienced Management Team

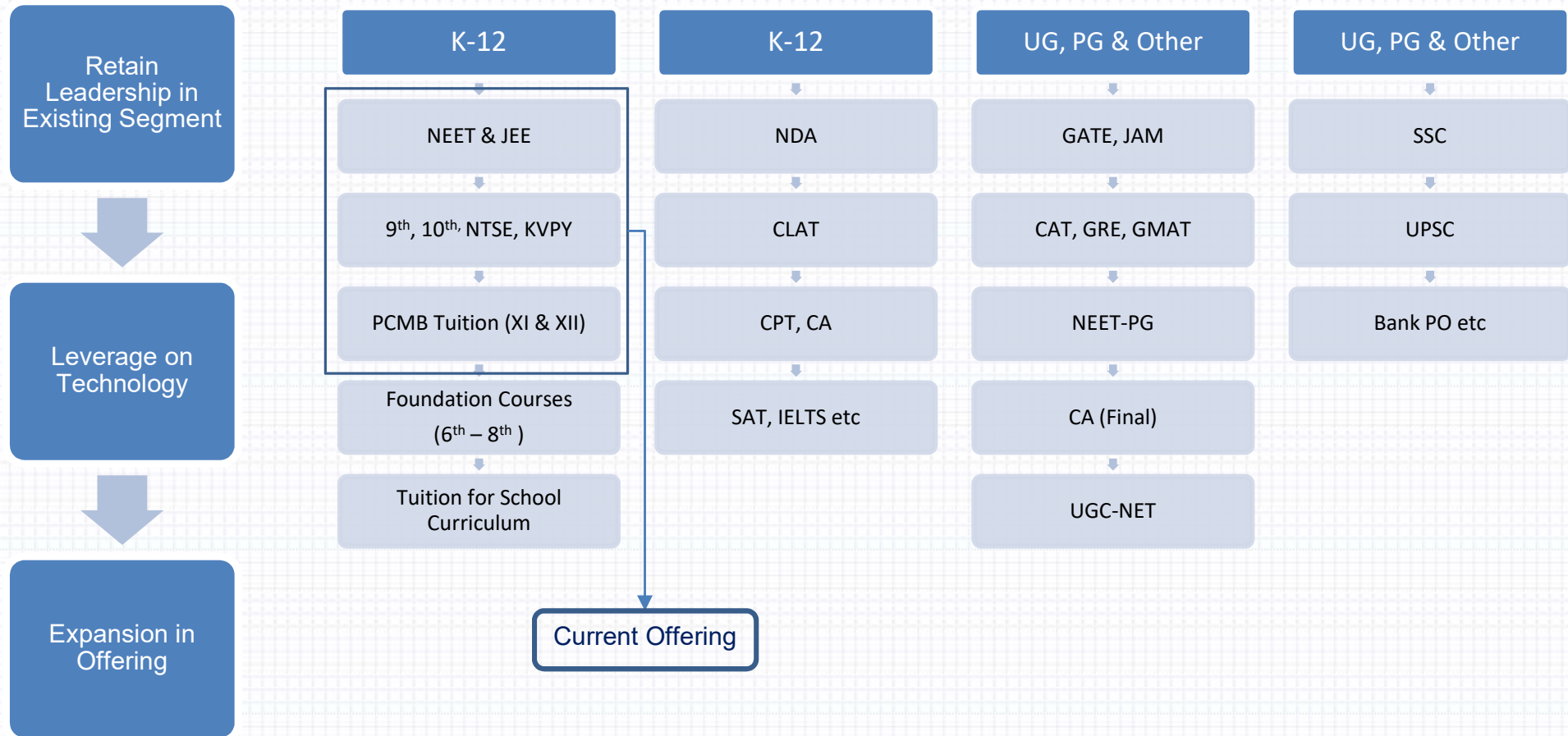
eCareerPoint has a strong Promoter and professional Management Team who have rich experience in education sector while building successful ventures in different verticals of education including test-prep, higher education, school education, skill development etc.

Philosophy of Excellence

eCareerPoint shares the vision to become global leader in providing exemplary education for betterment and empowerment of individuals through excellence in quality in academics, advanced technologies and superior education delivery.



Scope of Offering



Agenda



Business Updates - Q1 FY2020-21

- In Q1 FY2020-21, Career Point launched its most ambitious elearning project – eCareerPoint App – in midst of the Covid crisis.
- There are more than 270K existing users of Career Point’s eLearning division including 96K App downloads.
- There has been a mixed impact of the Covid outbreak on the Company. It has benefitted Company’s ed-tech initiatives whilst the services at physical centres were impacted negatively.
- The physical campuses were non-operational during the lockdown period. However, the students were being serviced through online mode of teaching.
- Offices/ institutions / campuses have now become partially operational in all locations and shall follow Government guidelines further.

Financial Updates - Q1 FY2020-21

- Income from operations for the period (Q1 FY2020-21) is rupees 13.8 crores on consol basis and rupees 4.8 crores at standalone level.
- Total revenue, including other income, is reported of rupees 15.1 crores on consol basis and rupees 8.8 crores at standalone level.
- Reported EBITDA (including other income) of rupees 6.2 crores on standalone numbers and rupees 12.2 crores on standalone numbers resulted EBITDA Margin of 80.9% and 70.4%, respectively.
- A remarkable improvement of more than 2000 basis points was reported in EBITDA margin against previous year is a testimony to be resilient operating performance in a non-ordinary business environment .
- Net income was reported at rupees 3.3 crores and EPS (Earning per share) of rupees 1.84 on standalone basis. At consol level, the company reported net income of rupees 7.5 crores and EPS of rupees 4.14.
- As on 30 June 2020, Net worth of the company was reported of rupees 456 crores and Book value per share of rupees 251.

Management Outlook

- The education sector has been dramatically transformed as a result of the Covid19. The management is in opinion that the situation has opened the doors to take advantage of the multiple opportunities still untapped in the education sector.
- With Career Point's legacy of about 3 decades of educational expertise, Management is quite optimistic with next growth trajectory fuelled by - eCareerPoint.
- In addition to high growth, more efficient and scalable eLearning services, Career Point's formal education division will continue to contribute significantly at the profit level.
- As the outbreak has redefined the conventional education, the company management continually explores plans to strengthen existing capabilities while developing new offerings by various modes i.e. technology platforms, integrations, diversification, and inorganic growth.

Income Statement: Q1 FY2020-21

Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
	1QFY20	4QFY20	1QFY21	1QFY20	4QFY20	1QFY21
Rs Lacs						
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,653.4	802.8	484.5	2,543.5	1,635.8	1,381.3
Other Income	333.7	578.0	398.9	67.8	171.1	130.7
Total Income	1,987.1	1,380.8	883.4	2,611.4	1,806.9	1,511.9
Expenditure						
Cost of Study Material	65.8	35.2	21.3	96.2	80.0	24.4
Employees Cost	658.8	634.7	148.6	681.8	654.3	160.3
G&A and other expenses	322.8	338.1	91.3	362.6	367.7	104.1
Dep. & Amort.	97.8	97.1	95.0	110.1	105.3	105.8
Finance Charges	156.8	122.7	112.7	163.8	145.7	136.8
Total Expenditure	1,302.1	1,227.8	468.9	1,414.6	1,353.1	531.5
EBITDA	939.7	372.8	622.2	1,470.7	704.8	1,223.1
EBITDA Margin	47.3%	27.0%	70.4%	56.3%	39.0%	80.9%
Operating EBITDA	606.0	(205.2)	223.3	1,402.8	533.8	1,092.4
Op. EBITDA margin	36.7%	-25.6%	46.1%	55.2%	32.6%	79.1%
Profit Before Tax	685.1	153.0	414.5	1,196.7	453.8	980.4
PBT Margin	34.5%	11.1%	46.9%	45.8%	25.1%	64.8%
Profit After Tax	483.7	180.0	333.5	857.1	351.7	751.5
PAT Margin	24.3%	13.0%	37.8%	32.8%	19.5%	49.7%
EPS (Rs)	2.66	0.99	1.84	4.72	1.94	4.14

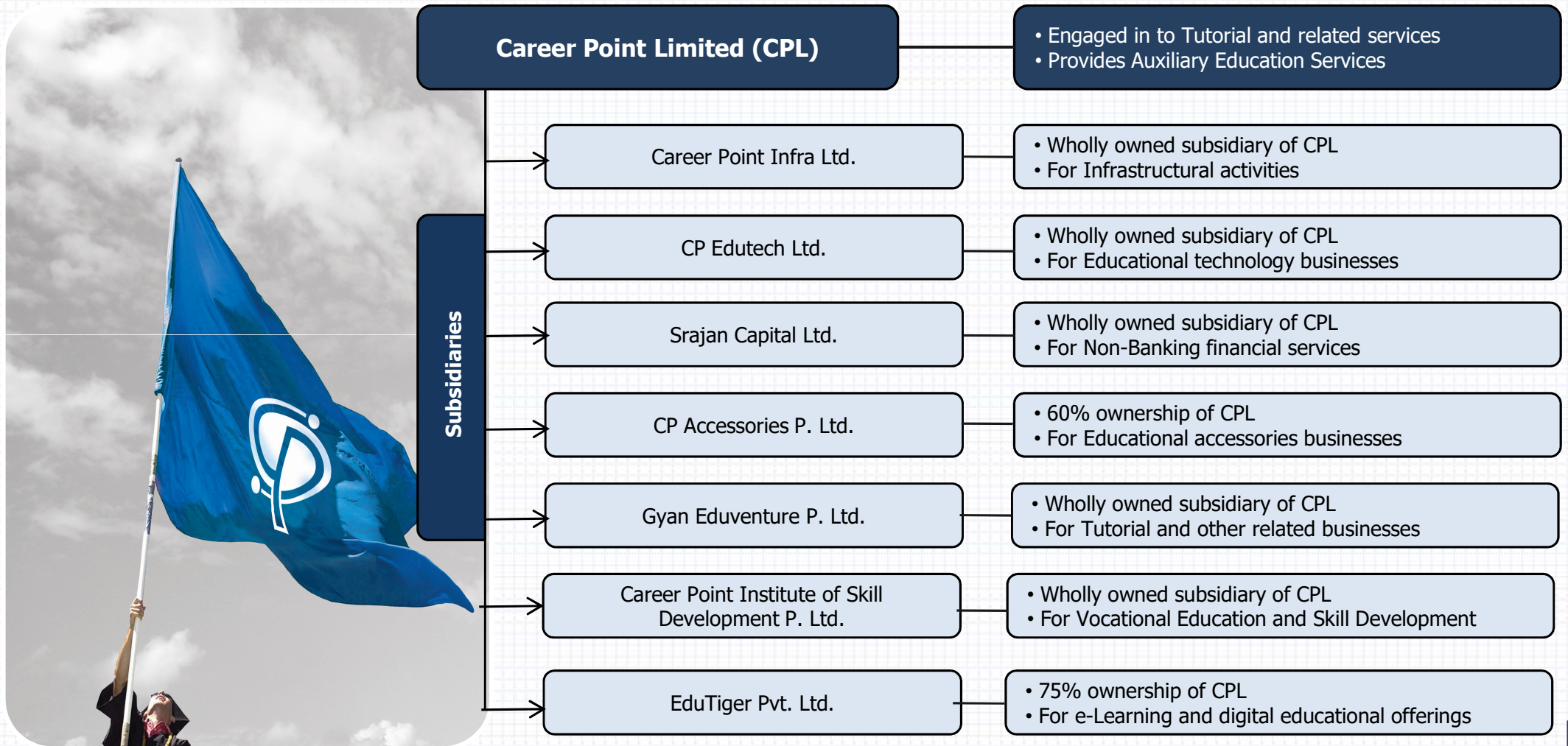
Balance Sheet: Q1 FY2020-21

Balance Sheet Rs Lacs	<-----Standalone ----->		<-----Consolidated----->	
	31-Mar-2020	30-Jun-2020	31-Mar-2020	30-Jun-2020
Liabilities				
Total Shareholders' fund	40,649	40,983	44,893	45,645
(a) Share Capital	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	38,833	39,166	43,076	43,829
Non-current Liabilities	856	821	921	890
(a) Deferred Tax Liabilities (Net)	792	751	801	763
(b) Long Term Provisions & Others	64	70	120	127
Current Liabilities & Provisions	1,510	1,204	1,818	1,561
(a) Current Liabilities	1,502	1,190	1,764	1,412
(b) Provisions	7	14	54	150
Borrowings	5,663	5,159	6,720	6,222
Total Liabilities	48,678	48,166	54,352	54,318
Assets				
Fixed Assets (Including CWIP)	13,646	13,651	19,446	19,486
Non-current Assets	18,325	18,346	9,833	9,717
(a) Loans and Advances	872	872	8,205	8,060
(b) Non-current Investments	17,453	17,474	1,628	1,657
(c) Other Non-current Assets	-	-	-	-
Current Assets	16,707	16,170	25,073	25,115
(a) Inventories	95	80	501	558
(b) Sundry Debtors	1,219	916	4,945	4,616
(c) Cash & Bank Balances	254	249	1,187	1,105
(d) Current Investments	1,385	1,040	1,405	1,060
(e) Loans and Advances	13,754	13,885	17,034	17,775
Total Assets	48,678	48,166	54,352	54,318

Agenda



Company Structure



Leadership Team

Experienced Promoters

Name	Designation
Mr. Pramod Maheshwari	CMD & CEO
Mr. Om Maheshwari	Executive Director
Mr. Nawal Maheshwari	Executive Director

Board of Directors

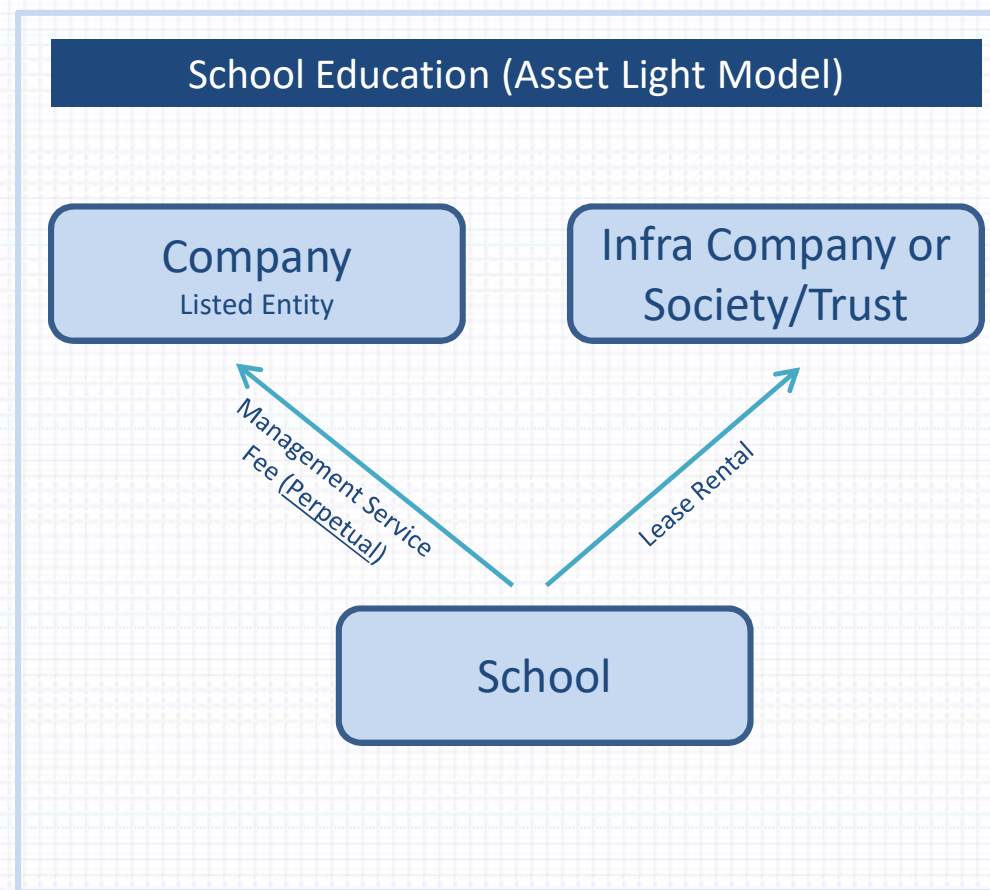
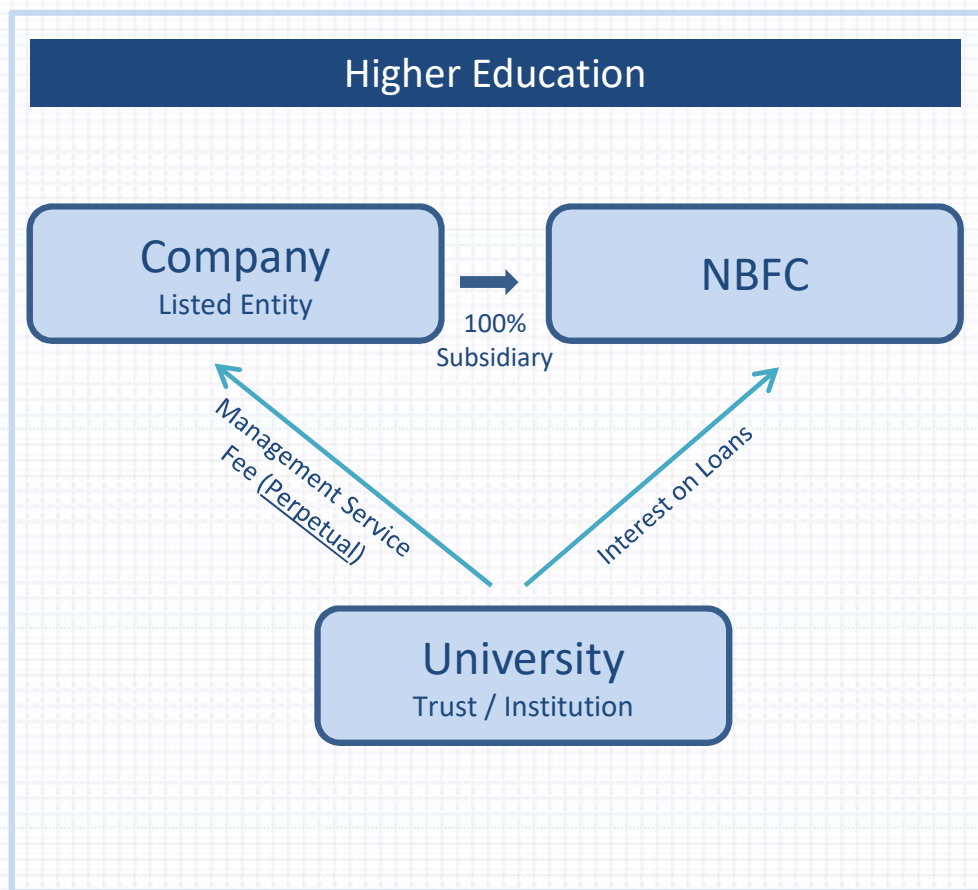
Name	Position
Mr. Pawan Lalpuria	Independent Director
Mr. Vishal Jain	Independent Director
Mr. Ramswarup Chaudhary	Independent Director
Mr. Mahesh Gupta	Independent Director
Mr. J.P Sharda	Independent Director
Ms. Neelima Maheshwari	Non- Independent Director
Ms. Divya Sodani	Independent Director

Professional Management Team

Name	Position
Dr. P. L. Gautam	Pro-C,CP University, HP
Dr. Sumer Singh	VC, CP University, Kota
Mr. Shailendra Maheshwari	Senior VP - Academics
Mr. Mahesh Bhangriya	VP-Corporate Strategy
Dr. Gurudatt Kakkar	GM-Higher Education
Mr. Tarun Kumar Jain	Company Secretary
Mr. Ankesh Jain	GM - Marketing
Mr. U.S. Kejriwal	General Manager-Infra
Mr. Ashish Jha	National Sales Head
Mr. Manish Sharma	AGM-Business Dev.

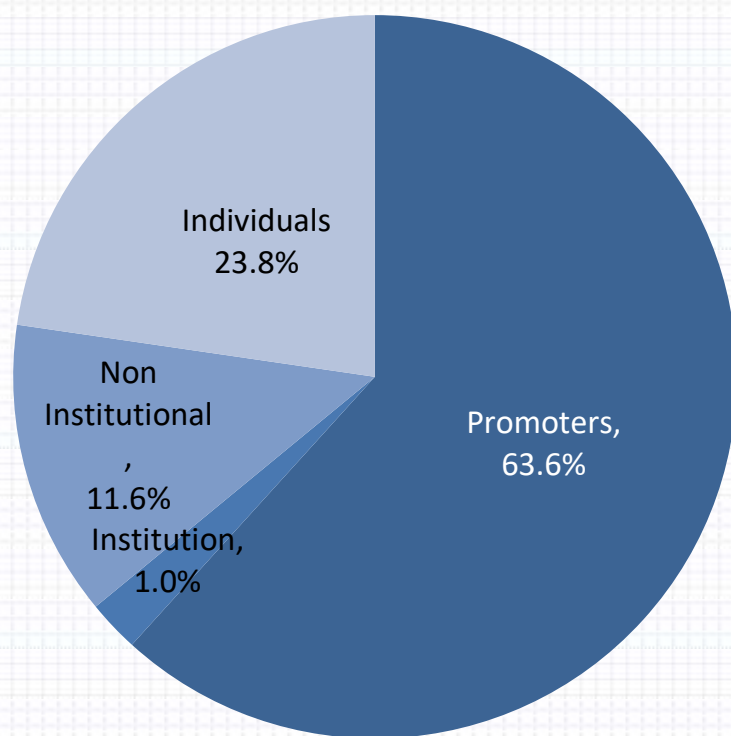
Formal Education Model

Career Point provides services to K-12 Schools and Higher Education Institutions under its Formal Education division. These services include Auxiliary Educational Services & other services related to management of the institutions.



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	4.72%
Navneet Education Limited	1.87%
Ms. Gita Kirti Ambani	1.60%
Kuntal Hasmukhlal Shah	1.37%
Vibgyor Investors	0.96%
ICICI Bank Limited	0.77%
Sajan Verghis Mathew	0.64%
Sabjot Singh Sahni	0.62%
Dhirajlal Varjivandas Shah	0.62%
Total	13.18%

As on 30 Jun 2020

Disclaimer & Confidentiality

This Information Memorandum sets out the key highlights of the business, historic and current business updates and future financial projections of Edutiger Private Limited (“Company”). This Memorandum is being made available for exclusive use and for the sole purpose of assisting potential investor while updating about Company and its businesses.

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Thank You



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Mr. Tarun Jain | Company Secretary | tarun.jain@cpil.in

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www.cpuniverse.in | www.cpisd.in

Preschool and K12

www.globalkidsworld.in | www.careerpointschool.in


e-Learning Solutions


www.ecareerpoint.com | www.cplive.in


YouTube links


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