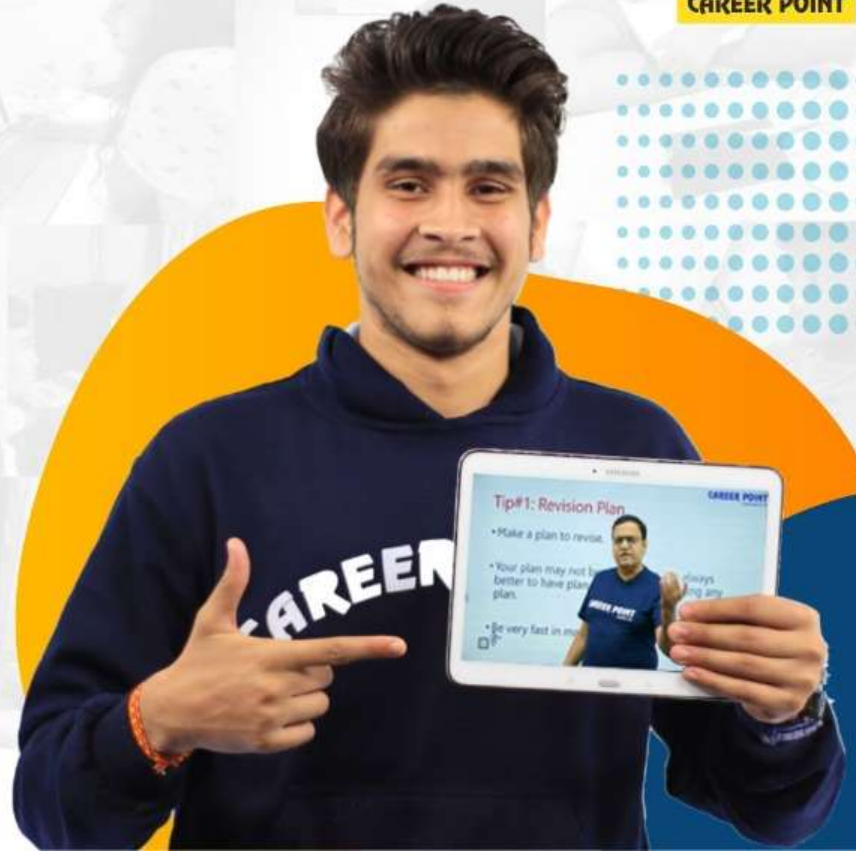




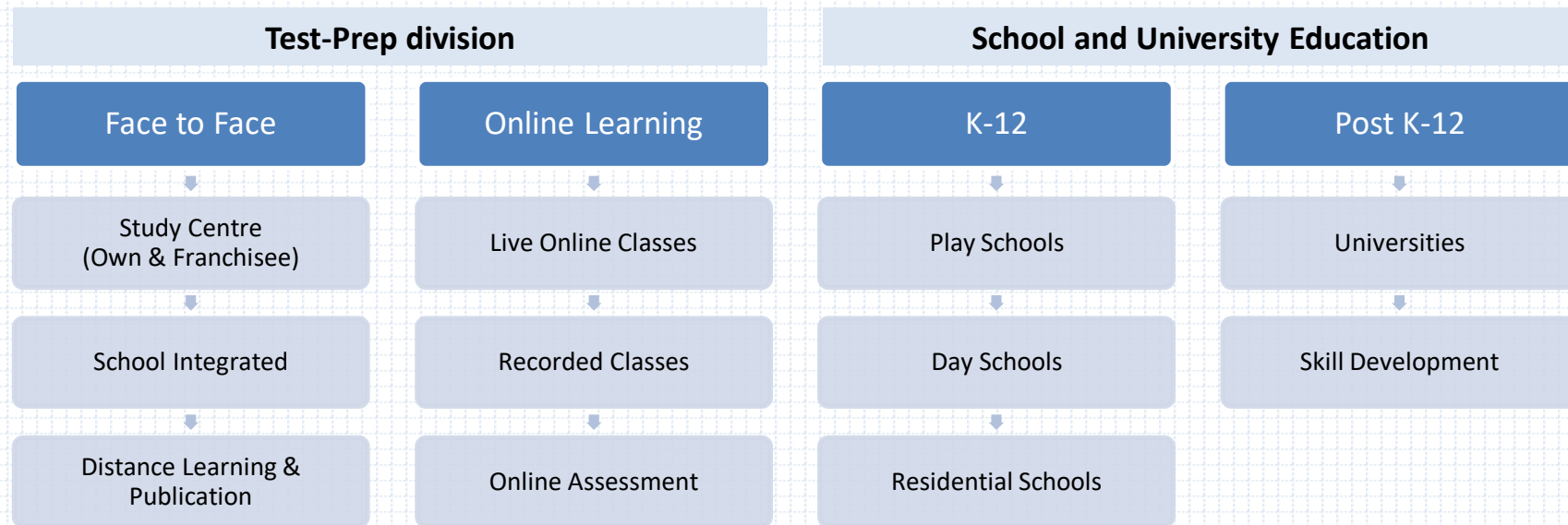
CAREER POINT

version 2.0

Investor Update : Q3 / 9M FY2021-22



Our Businesses



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

Our Brands

CAREER POINT
version 2.0

 **eCareerPoint**
Kota Coaching At Home

CAREER POINT
gurukul
Residential Coaching and School Campus

 **CAREER POINT**
WORLD SCHOOL

 **GLOBAL KIDS**
from the house of CAREER POINT

CAREER POINT
UNIVERSITY



Business Updates – Q3/9M FY2021-22

- Launching a new category - Govt. Jobs preparatory courses at Career Point's fast growing e-learning division on Mobile App as well as Web mode.
- Most of the courses at Career Point institutions are now unique with hybrid model of education services wherein leveraging technology platforms of eCareerPoint with network of different centers and institutions.
- For offline test-prep delivery; the company has added 3 new centers at Karauli (Rajasthan), Bardhaman (West Bengal) and Bargarh (Orisa).
- Career Point has designed a customized Faculty Development Program (FDP) to meet the increased number of faculty resources in online and offline education delivery.
- Career Point University Hamirpur (HP) recently achieved 3 milestones:
 - i) Successful accreditation by NAAC - National Assessment and Accreditation Council
 - ii) MoU with Indian Army - ARTRAC for Higher Education to Army officers
 - iii) Awarded as 'Promising' in ARIIA ranking - Atal Ranking of Institutions on Innovation Achievements
- The restructuring of the company businesses is under progress. Objective is to align existing businesses as per changed market dynamics while improving efficiency in operations.

Financial Updates – Q3/9M FY2021-22

- Income from operations for the period (9M FY2021-22) is rupees 40.9 crores on consol basis and rupees 23.2 crores at standalone level.
- A decline of 9% in the revenue is primarily from reduced financial income. This is in rationale to the provision on substandard assets in Q4 of FY2020-21 that results into lower financial assets.
- Total revenue, including other income, is reported of rupees 43.9 crores on consol basis and rupees 31.1 crores at standalone level.
- Reported EBITDA (including other income) of rupees 30.6 crores on consolidate numbers and rupees 18.8 crores on standalone resulted EBITDA Margin of 69.8% and 60.4%, respectively.
- Net income was reported at rupees 10.6 crores and EPS (Earning per share) of rupees 5.81 on standalone basis. At consol level, the company reported net income of rupees 19.1 crores and EPS of rupees 10.5 despite a lower financing income.
- As on 31 December 2021, Net worth of the company was reported of rupees 467 crores and Book value per share of rupees 257.

Income Statement: Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q3FY21	Q2FY22	Q3FY22	9MFY21	9MFY22
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	544.3	630.8	1,096.8	1,669.5	2,316.0
Other Income	692.6	289.5	61.7	1,541.3	793.5
Total Income	1,236.9	920.3	1,158.5	3,210.8	3,109.5
Expenditure					
Cost of Study Material	39.6	0.3	60.0	77.1	85.2
Employees Cost	224.4	209.4	207.1	592.3	619.1
G&A and other expenses	173.3	147.5	236.4	364.5	528.5
Dep. & Amort.	96.0	88.1	85.0	285.6	264.3
Finance Charges	89.2	59.8	39.1	301.7	179.7
Total Expenditure	622.5	505.1	627.5	1,621.2	1,676.9
EBITDA	799.5	563.1	655.0	2,176.9	1,876.6
EBITDA Margin	64.6%	61.2%	56.5%	67.8%	60.4%
Operating EBITDA	106.9	273.6	593.3	635.6	1,083.2
Op. EBITDA margin	19.6%	43.4%	54.1%	38.1%	46.8%
Profit Before Tax	614.4	415.2	530.9	1,589.6	1,432.6
PBT Margin	49.7%	45.1%	45.8%	49.5%	46.1%
Profit After Tax	520.5	317.8	370.4	1,274.9	1,057.5
PAT Margin	42.1%	34.5%	32.0%	39.7%	34.0%
EPS (Rs)	2.87	1.75	2.04	7.02	5.81

Income Statement: Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q3FY21	Q2FY22	Q3FY22	9MFY21	9MFY22
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,602.6	1,232.1	1,496.8	4,490.1	4,088.9
Other Income	408.2	90.3	124.0	713.7	297.8
Total Income	2,010.8	1,322.5	1,620.8	5,203.8	4,386.7
Expenditure					
Cost of Study Material	157.6	1.3	172.0	208.9	196.5
Employees Cost	238.9	225.3	229.9	631.4	673.5
G&A and other expenses	223.5	220.1	75.1	450.4	453.2
Dep. & Amort.	108.2	98.3	105.1	320.6	307.7
Finance Charges	108.3	88.4	61.1	369.2	255.6
Total Expenditure	836.6	633.4	643.1	1,980.6	1,886.5
EBITDA	1,390.8	875.8	1,143.8	3,913.0	3,063.6
EBITDA Margin	69.2%	66.2%	70.6%	75.2%	69.8%
Operating EBITDA	982.6	785.5	1,019.8	3,199.3	2,765.7
Op. EBITDA margin	61.3%	63.7%	68.1%	71.3%	67.6%
Profit Before Tax	1,174.2	689.1	977.7	3,223.2	2,500.3
PBT Margin	58.4%	52.1%	60.3%	61.9%	57.0%
Profit After Tax	932.6	557.7	700.9	2,481.5	1,910.9
PAT Margin	46.4%	42.2%	43.2%	47.7%	43.6%
EPS (Rs)	5.13	3.07	3.85	13.66	10.52

Balance Sheet: Q3/9M FY2021-22

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2021	30-Sep-2021	31-Dec-2021	31-Mar-2021	30-Sep-2021	31-Dec-2021
Liabilities						
Shareholders' fund	41,786	42,473	42,844	44,797	46,007	46,708
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	39,967	40,654	41,024	42,977	44,188	44,888
Non-current Liabilities	826	847	905	1,241	1,259	1,161
(a) Def. Tax Liabilities	789	810	871	699	728	835
(b) Provisions & Others	37	37	33	542	531	326
Current Liabilities	950	894	1,112	1,117	1,142	1,392
(a) Current Liabilities	947	806	979	1,009	963	1,132
(b) Provisions	3	88	133	109	178	261
Borrowings	5,678	3,091	1,737	7,178	4,478	2,882
Total Liabilities	49,240	47,306	46,598	54,333	52,886	52,144
Assets						
Fixed Assets (inc. WIP)	13,191	13,032	12,953	19,111	21,048	20,949
Non-current Assets	18,002	18,010	17,935	9,915	11,969	11,525
(a) Loans and Advances	1,144	1,147	1,072	9,546	11,580	11,392
(b) Investments	16,858	16,863	16,863	369	388	134
(c) Other Assets	-	-	-	-	-	-
Current Assets	18,047	16,264	15,710	25,307	19,869	19,670
(a) Inventories	86	83	70	354	303	190
(b) Sundry Debtors	560	679	936	4,216	2,640	2,887
(c) Cash & Bank Balances	184	196	238	1,192	770	826
(d) Current Investments	2,519	1,665	1,127	2,519	1,665	1,127
(e) Loans and Advances	14,699	13,642	13,339	17,026	14,492	14,640
Total Assets	49,240	47,306	46,598	54,333	52,886	52,144

Thank You



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