



CAREER POINT LTD.

Investors Update Q1 FY2022-23

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Key Annexures

Overview: Excellence in Education Services Delivery

Career Point Limited (CPL) is a leading Indian Education company (NSE: CAREERP, BSE: 533260) with integrated solutions across the education value chain. Since 1993, Career Point has built a strong foundation of academic excellence and become a pioneer in the field of education while operating in both, the formal and informal streams of education through on-campus as well as e-Learning platforms.



VISION

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



MISSION

To develop individual student efficiencies through excellent physical and digital teaching methodologies

Career Point USPs

Brand Legacy

- 3 decades of legacy in providing quality education in both offline and online education delivery format

KG to PhD Service Offering

- Test-Prep (Offline and Online), Play School, K12, University Education and Skilling,

Strong Financials

- Consistently profitable with strong balance-sheet and cash flows

Large Opportunity

- Favourable industry, economic and demographic drivers

Company Evolution



April-2000
Opened first tutorial branch outside Kota at Jaipur

June-1993
Founded in Kota in small tyre-godown by Mr. Pramod Maheshwari, an IIT Delhi alumnus

Feb-2003
Started K-12 school education - Global Public School, Kota

Jan-2007
Investment by Volrado Venture Partners (ENAM)

Oct-2010
First Indian IPO by Test-Prep Company (Listed on NSE and BSE)

July-2009
Private Equity Investment by Franklin Templeton

April-2012
Career Point University at Kota (Rajasthan) and Hamirpur (H.P.)

April-2013
Career Point Gurukul, Kota and CP World School in Jodhpur

April-2014
Skill Development & Pre-School (Global Kids)

Dec-2018
Acquisition in e-Learning - Planceess Edusolutions

April-2016
Career Point Gurukul, Mohali and CP Publications

Mar-2019
Career Point Coaching Version 2.0 and eClassroom (Online Classes)

April-2020
Launch of eCareerPoint Android app

Apr-2022
Products development in TestPrep space on Hybrid mode - (Physical + Digital) and building distribution network

Jun-2021
Govt. exams preparation live classes and assessments

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

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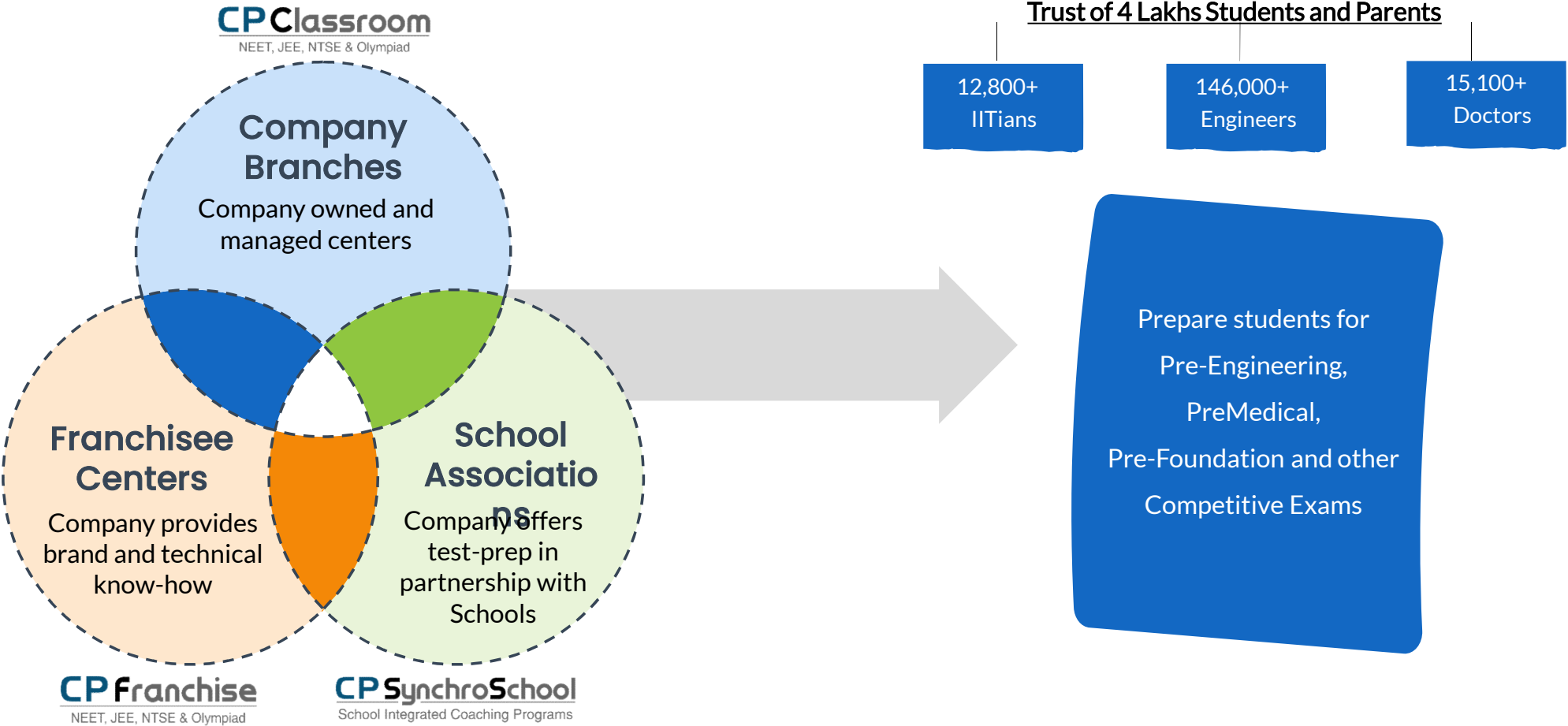
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New Edge Classroom Coaching

Post Covid, all the classroom product offerings also have digital learning supports to provide benefits of hybrid learning



Digital Learning



Live Online interactive Classes by experts faculties for multiple program offerings



Recorded Video Courses accessible anytime offers learning with own pace



Online Assessment to provide real-time exam experience along with performance review



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



Vedam Learning 1 to 1 live tutoring with 2-way interactions for personalized learning

Trust of 2.5 Lakhs of Existing Subscribers

2500+ Hours of Video Lectures

25,000+ Pages of e-Study Material

125,000+ Questions in Digi-Bank

Content Support

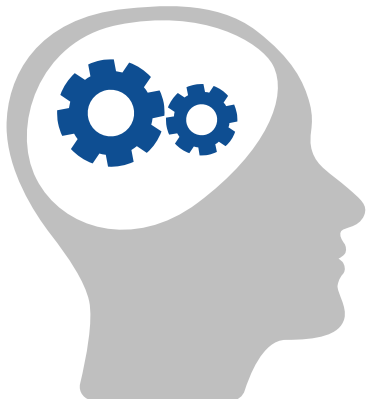
On-Roll Tutors

Partnered Tutors



Student

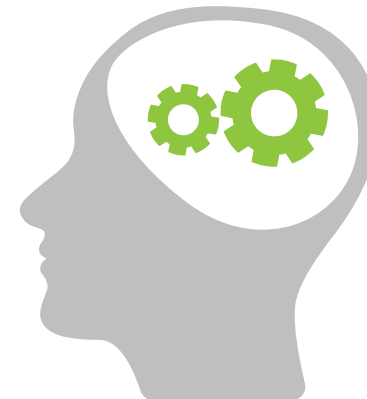
School Education



Day-Schools

Career Point World School
Global Public School
Global Kids

2000+



Residential Schools

Career Point Gurukul, Kota
Career Point Gurukul, Mohali
Career Point Gurukul, Rajsamand

600+

Number of Existing Students

Company
Listed Entity

Management Service Fee

School
Trust / Society

Lease Rental

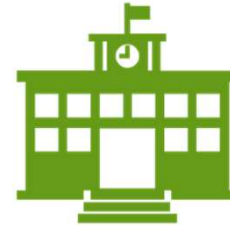
Infra Company
100% Subsidiary

Higher Education – Universities

MBA
B. Tech
LLB
MSW
B.Com
Ph.D
BHMCT
M.Sc
B. Pharm
B.Ed
PGDCA
BCA

Career Point University
Kota, Rajasthan

www.cpur.in



Career Point University
Hamirpur, H.P.

www.cpuh.in

4000+

Number of Existing Students

2000+

Company
Listed Entity

Management Service Fee

University
Trust / Institution

Interest on Loans

NBFC Company
100% Subsidiary

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Business Update



Update on Service Delivery

Pre-Covid

Post-Covid

In-campus

Digital



/



Separate offerings of In-campus and Digital courses

Test-Prep Division

In-campus

Digital



+



Hybrid courses with mix of In-campus and Digital learning

Academic

Extracurricular



+



Formal Education

Academic

Extracurricular

Career Prep*



+

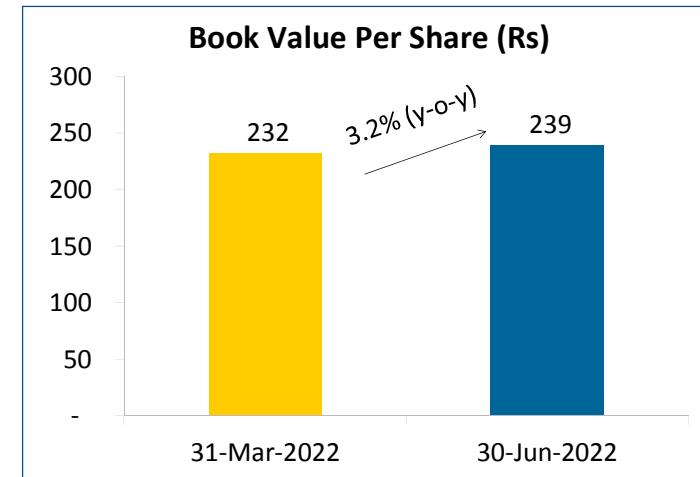
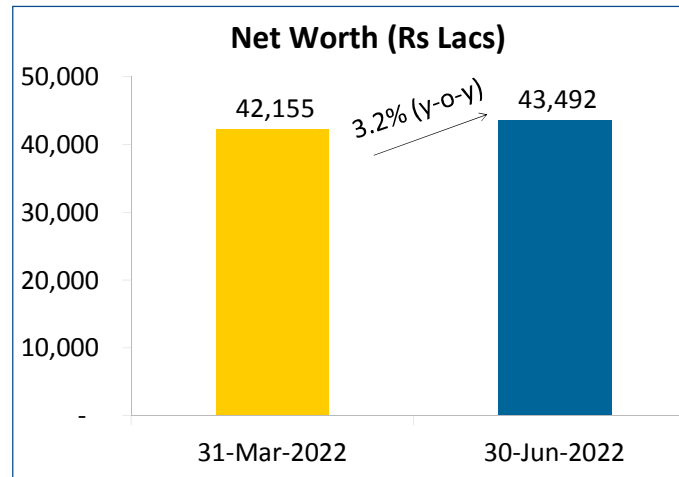
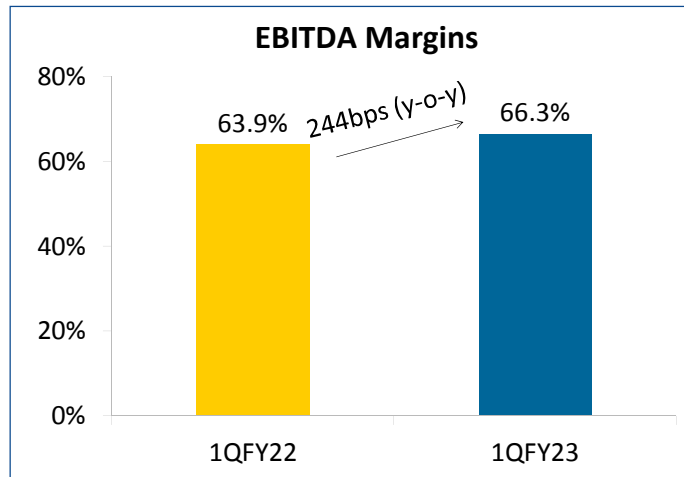
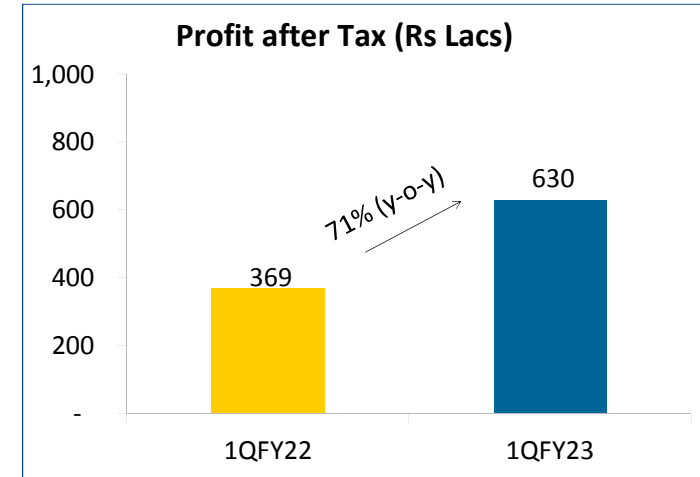
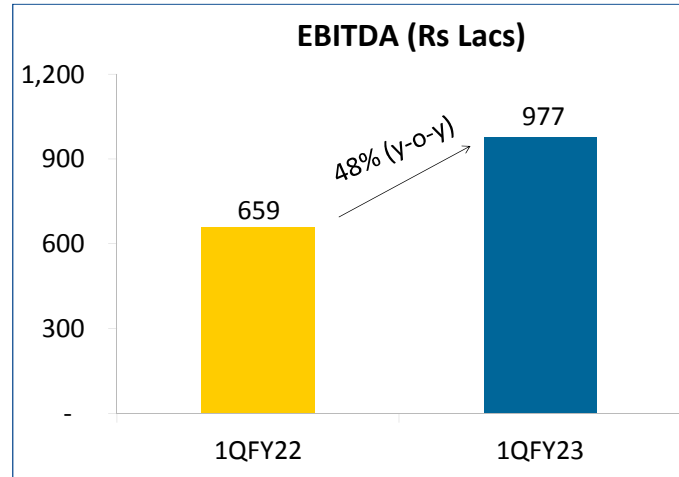
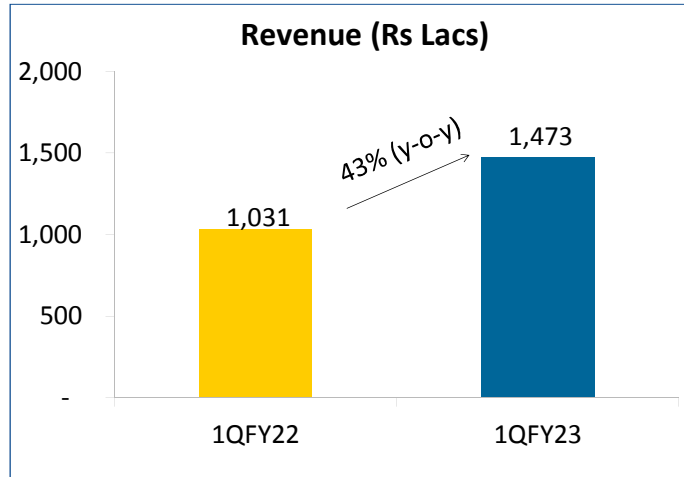


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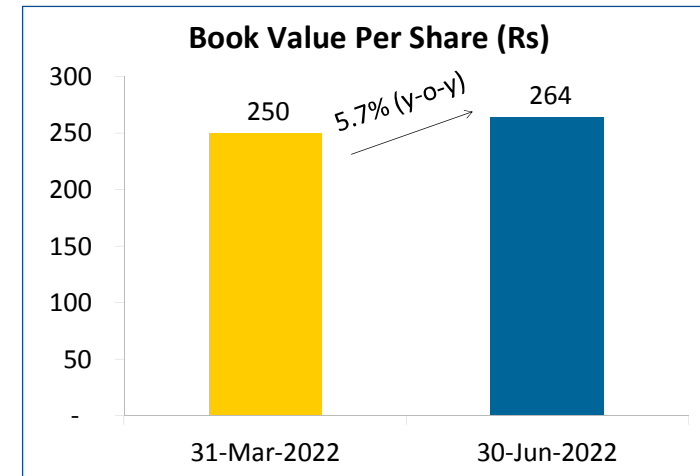
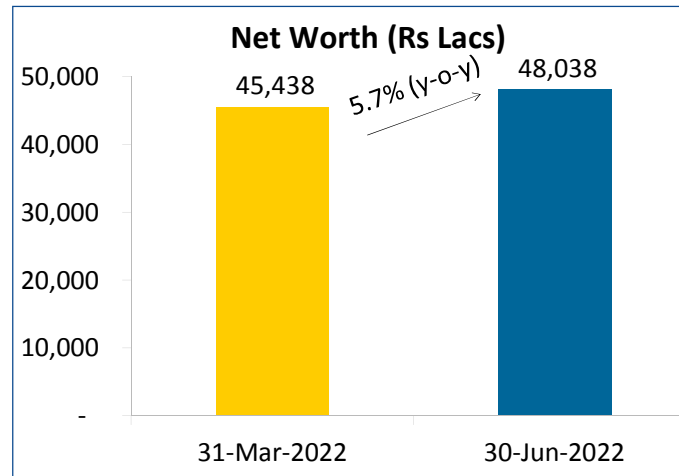
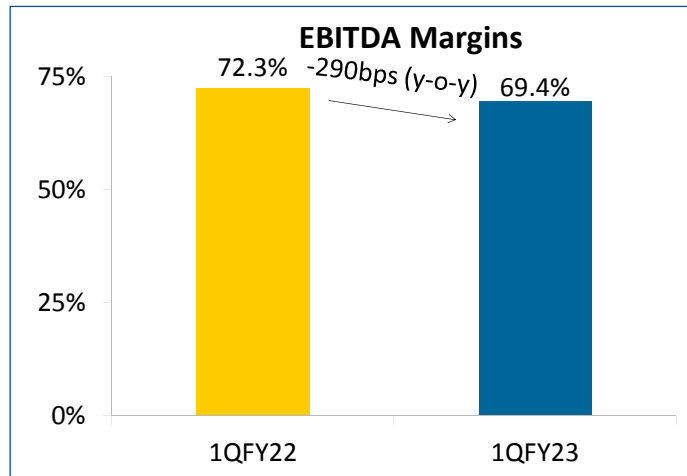
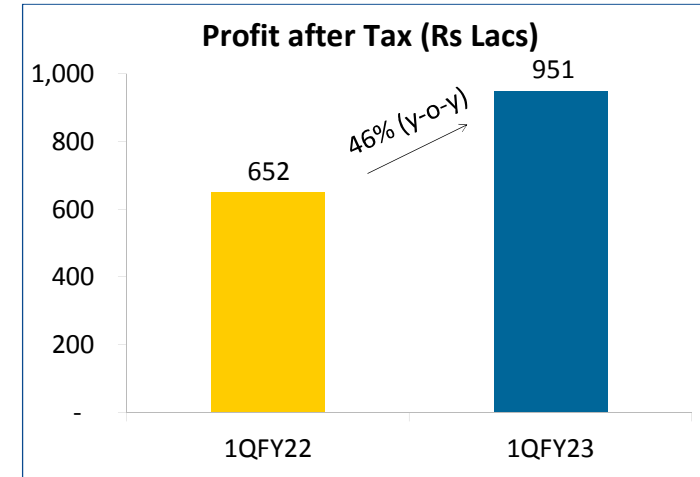
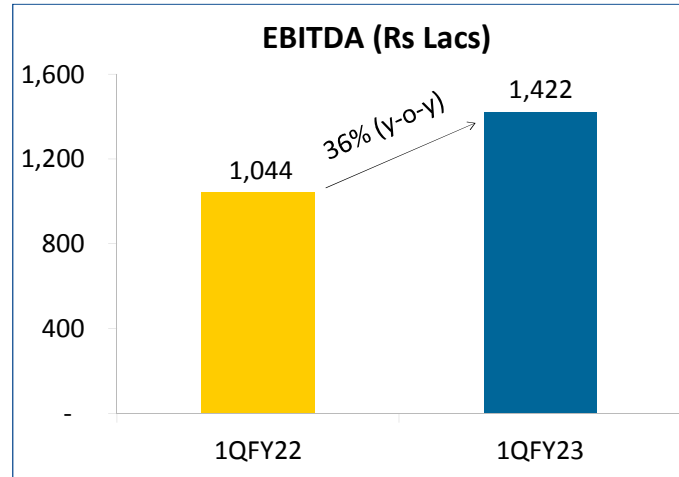
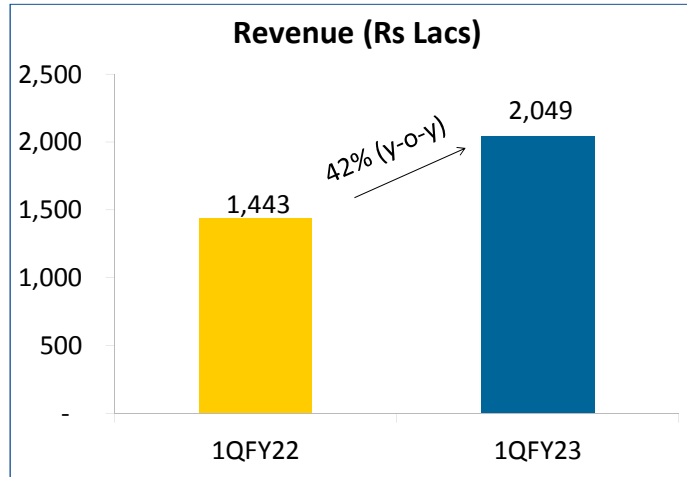


* Career Prep Programs are integrated with curricula at Universities and Schools

Financial Highlights – Standalone



Financial Highlights – Consolidated



Income Statement

Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
Rs Lacs	1QFY22	4QFY22	1QFY23	1QFY22	4QFY22	1QFY23
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	588.4	618.2	1,413.6	1,360.0	1,335.0	1,960.5
Other Income	442.3	111.2	59.0	83.5	209.7	88.0
Total Income	1,030.7	729.4	1,472.6	1,443.4	1,544.7	2,048.5
Expenditure						
Cost of Study Material	24.9	10.7	107.7	23.2	111.6	149.2
Employees Cost	202.6	198.0	199.8	218.3	220.5	221.1
G&A and other expenses	144.6	366.8	188.3	158.0	786.7	255.9
Dep. & Amort.	91.3	87.2	80.6	104.3	105.4	99.8
Finance Charges	80.9	23.4	21.1	106.2	68.0	57.2
Total Expenditure	544.3	686.0	597.4	610.0	1,292.1	783.2
EBITDA	658.6	154.0	976.9	1,043.9	425.9	1,422.3
EBITDA Margin	63.9%	21.1%	66.3%	72.3%	27.6%	69.4%
Operating EBITDA	216.3	42.8	917.9	960.5	216.2	1,334.2
Op. EBITDA margin	36.8%	6.9%	64.9%	70.6%	16.2%	68.1%
Extraordinary items						
Profit Before Tax	486.4	43.4	875.2	833.5	252.6	1,265.3
PBT Margin	47.2%	5.9%	59.4%	57.7%	16.4%	61.8%
Profit After Tax	369.3	20.4	630.3	652.3	381.8	951.4
PAT Margin	35.8%	2.8%	42.8%	45.2%	24.7%	46.4%
EPS (Rs)	2.03	0.11	3.46	3.59	2.10	5.23

Balance Sheet

Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lacs	31-Mar-2022	30-Jun-2022	31-Mar-2022	30-Jun-2022
<u>Liabilities</u>				
Total Shareholders' fund	42,862	43,492	47,087	48,038
(a) Share Capital	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	41,042	41,673	45,268	46,219
Non-current Liabilities	916	974	1,358	1,427
(a) Deferred Tax Liabilities (Net)	887	940	810	872
(b) Long Term Provisions & Others	29	34	548	555
Current Liabilities & Provisions	733	934	908	1,224
(a) Current Liabilities	648	724	750	896
(b) Provisions	84	210	158	328
Borrowings	980	949	2,562	2,819
Total Liabilities	45,491	46,349	51,916	53,508
<u>Assets</u>				
Fixed Assets (Including CWIP)	12,890	12,805	20,780	20,655
Non-current Assets	30,134	30,419	14,516	15,624
(a) Loans and Advances	13,271	13,556	14,381	15,487
(b) Non-current Investments	16,863	16,863	134	138
(c) Other Non-current Assets	-	-	-	-
Current Assets	2,467	3,125	16,620	17,229
(a) Inventories	74	88	154	136
(b) Sundry Debtors	539	690	2,296	2,412
(c) Cash & Bank Balances	196	142	1,451	808
(d) Current Investments	273	1,108	273	1,108
(e) Loans and Advances	1,385	1,097	12,447	12,764
Total Assets	45,491	46,349	51,916	53,508

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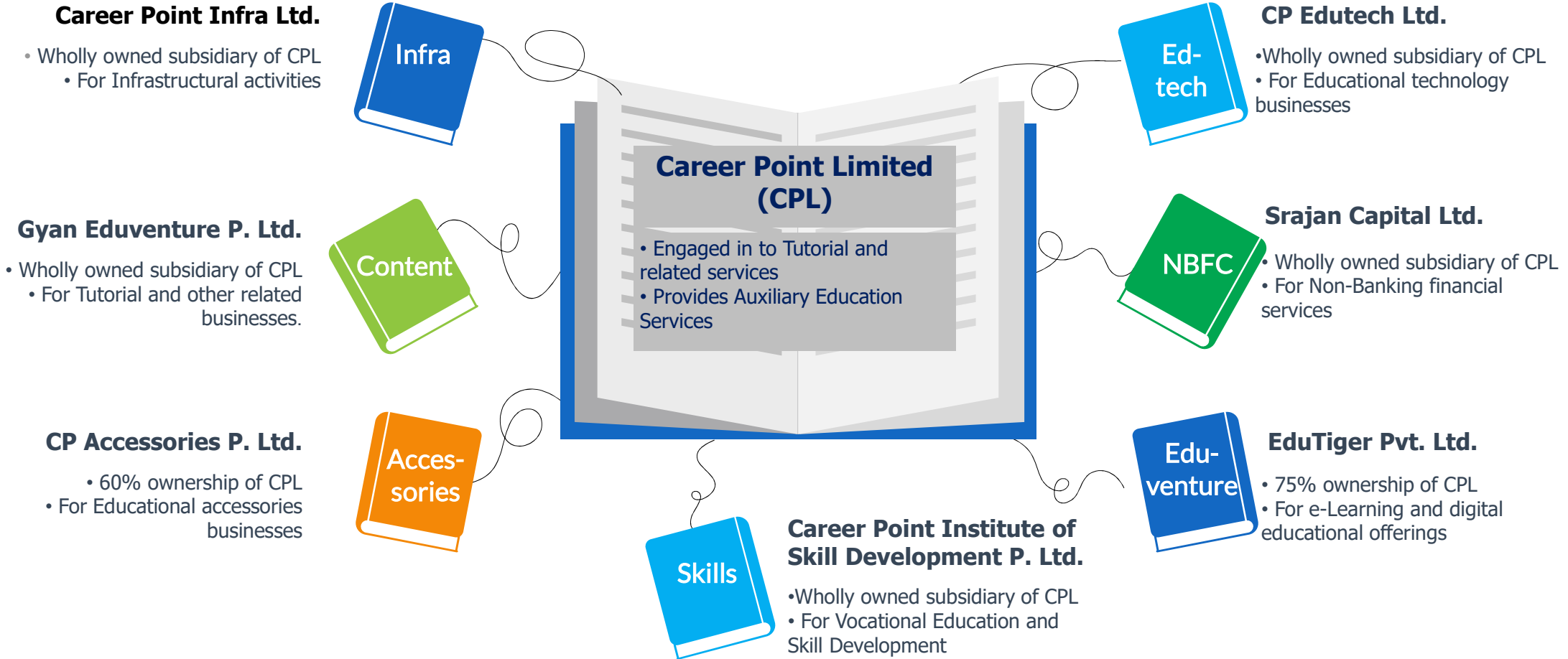
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Company Structure



Leadership Team

Experienced Promoters	
Name	Position
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	Designation
Dr. P. L. Gautam	Pro-C, CP University, HP
Dr. T. R. Sharma	VC, CP University, Kota
Mr. Shailendra Maheshwari	Senior VP - Academics
Mr. Mahesh Bhangriya	VP – Corporate Strategy
Dr. Gurudatt Kakkar	GM-Higher Education
Mr. Manmohan Pareek	Company Secretary
Mr. U.S. Kejriwal	General Manager-Infra
Mr. Pankaj Gossain	Sales Head – B2B
Mr. Vikas Vir Batra	Sales Head – B2C
Mr. Sanjay Gupta	Head – School Edu.
Mr. Deependra Sharma	AGM-Business Dev.
Mr. Vikas Saraswat	Digital Marketing

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Thank You



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