



Career Point Infosystems Limited

Q1 FY 2012 Investor Update

Quarter Ended June 2011

8th August 2011

Area of Operation: On Multi-Fold Growth Path

	Informal Education	Formal Education
	Tutorial services	ECAMS and ISS
Key focus	<p>Tutorial services to aspirants of competitive examinations like:</p> <ul style="list-style-type: none"> All India Engineering Entrance Examination (AIEEE) Indian Institute of Technology -Joint Entrance Examination (IIT-JEE) All India Pre-Medical Test (AIPMT) 	<ul style="list-style-type: none"> Catering to K-12 and Higher Education segments ECAMS: Education Consultancy and Management Services provides necessary management services for administration of institutes ISS: Infrastructure Support Services through a wholly owned subsidiary rendering infrastructure and allied services for setting up educational institutions
Reaching Out Through	<ul style="list-style-type: none"> Tutorial Centers Distance Learning Program Synchro-School Program Pre-Foundation Courses Technology based learning through <ul style="list-style-type: none"> CPLive Centers (Live Interactive classes over internet broadband) ecareerpoint.com : Online Test Series 	<ul style="list-style-type: none"> Global Public School, Kota and Jodhpur ProSeed Business School at Kota, Technical Campus at Rajsamand, Rajasthan comprising of an Engineering college, MBA College and MCA College Technical Campus at Mohali, Punjab comprising of an Engineering college and MBA College Career Point University at Kota Career Point University at Hamirpur, Himachal Pradesh

History & Milestones : *Knowledge has its own roots*

1993

The Story begins

- Career Point was founded in Kota by Mr. Pramod Maheshwari, an IIT Delhi alumnus

1994-2000

Strengthen Presence in Kota

- Grown business in Kota and emerged as a leader in the engineering test preparation segment.

2001-2005

Expanding into new markets & segments

- Launched franchisee learning center as a part of expansion plan
- Launch of two more centers in Rajasthan, under proprietorship concerns

2006-2008

Emerges as an integrated solutions provider

- Ventured into company operated training centers
- Received investment from Volrado Venture Partners
- Launch of Synchro School Program (School Association Program)
- ECAMS agreement with Singhania University for establishing university off-campus

History & Milestones : *Knowledge has its own roots*

2009-2011

Forges strategic initiatives to have sustainable business with annuity

- Equity investment by Franklin Templeton Private Equity Strategy and Nadathur Raghavan for and behalf of Kalpa Partners aggregating total Rs 600 mn.
- Executed ECAMS for Global Public School, Technical Campus at Rajsamand (Rajasthan), Technical Campus at Mohali (Punjab), University at Kota (Rajasthan) and University at Hamirpur (Himachal Pradesh)
- Mobilized Rs. 1150 mn equity investment through IPO
- MOU with government of Gujrat to set up educational institution in higher education, vocational training and skill development segment.
- Launch of CPLive – an interactive live classroom solution over internet
- Launchiof eCareerPoint.com, a web based assessment solution
- Entry into vocational education space by taken over ITIs under Private Public Partnership

Starting from Kota in Rajasthan, Career Point today is an integrated provider of learning solutions across the life cycle of the student

Career Point Universe



Engineering and Medical entrance test preparation

Synchro School

School Association Programme



e-careerpoint



Technology enabled learning



Educational Consultancy & Management Services

Education Consultancy and Management Services



Playgroup and K-12 school



CAREER POINT UNIVERSITY

CAREER POINT TECHNICAL CAMPUS

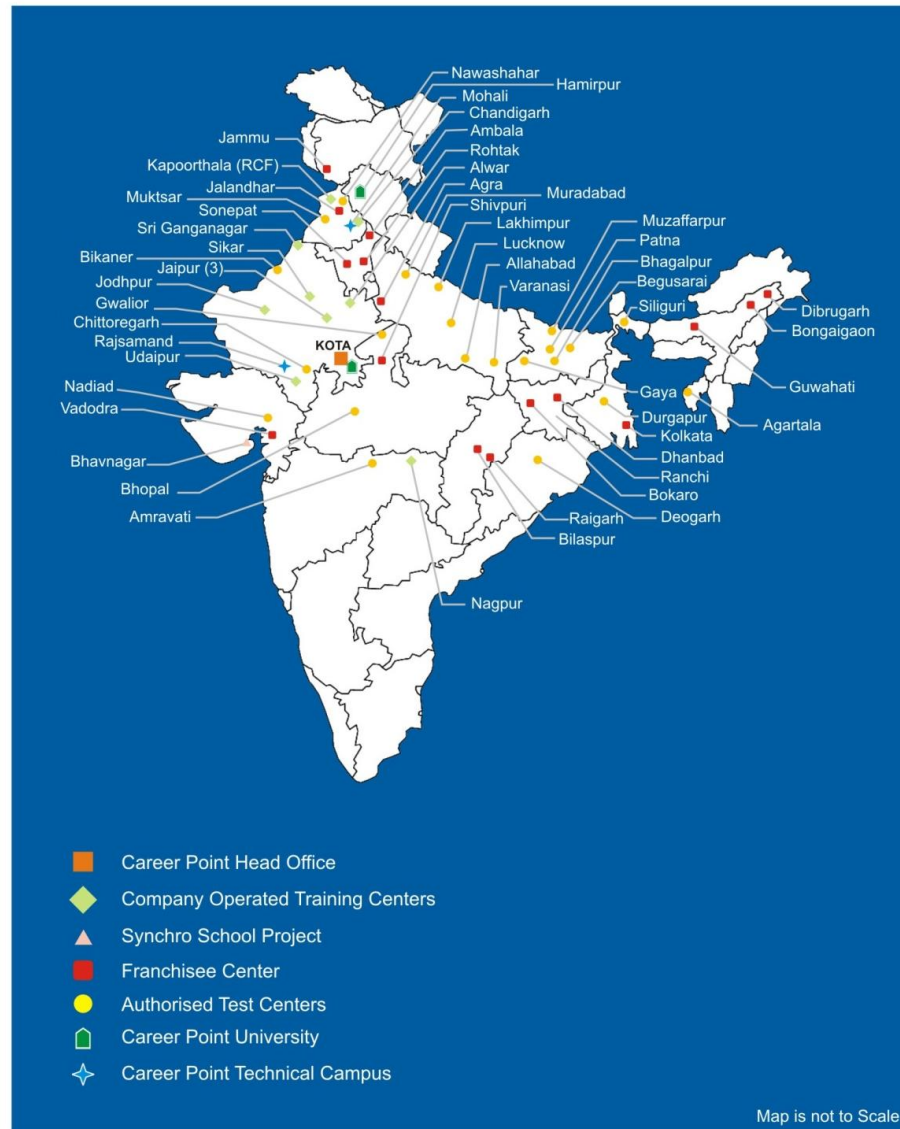
Higher Education



Business school & Vocational training



National Science Proficiency Test



Q1 FY 2012 – Standalone Financials

Q1 FY 12 - Standalone Financials				
	Q1 FY12	Q1 FY11	YoY	FY 2011
	Rs Lakhs	Rs Lakhs	%age	Rs Lakhs
Income				
Income from Operation	1577.6	1482.7	6.4%	7862.4
Other Income	359.4	136.5		1070.3
Total Income	1937	1619.2	19.6%	8932.6
Expenditure				
Employees Cost	734.7	689.8	6.5%	3113.0
General Administration and Other Expenses	526.0	424.6	23.9%	1481.8
Cost of Study Material*	13.7	76.4	-82.1%	281.9
Finance Charges	0.9	0.2	434.2%	5.3
Depreciation & Amortisation	31.1	23.5	32.6%	130.4
Total Expenditure	1306.5	1214.4	7.6%	5012.3
EBITDA	662.6	428.4	54.6%	4056.0
EBITDA Margin	34.2%	26.5%		45.4%
Profit Before Tax	630.1	404.0	56.0%	3917.0
PBT Margin	32.5%	24.9%		43.9%
Profit After Tax	464.9	280.6	65.7%	2737.4
PAT Margin	24.0%	17.3%		30.6%
EPS (Rs)				
Basic	2.6	1.9	31.8%	16.8
Diluted	2.6	1.9	31.8%	16.8

Key Balance Sheet Items as on 30th June 2011

Item	In Rs (Cr)
Net Worth	277.81
Cash & Bank balance	13.55
Investment in Liquid fund & FMPs etc	148.16
Loans & Advances	91.80
Debt	Nil

Highlights of Q1 FY12 Result

1. Income from operations is up 6.4% from 14.82 Cr to 15.77 Cr.
2. Total income including other income is up by 19.6% to 19.37 cr. Other Income is on account of interest/dividend received
3. Operating EBITDA (excluding Other Income) for Q1 FY 12 is 3.03 Cr up by 4% as compared to Q1 FY11 (2.91 Cr)
4. Operating EBITDA Margin for Q1 FY 12 is about 19.2% which is almost the same as Q1 FY11 (19.6%)
5. EBITDA is up by 54.6% to 6.62 Cr.
6. EBITDA margin is also up from 26.5% to 34.2%
7. PAT is up by 65.7% from 2.8 Cr to 4.64 Cr
8. EPS for the quarter is up by 31.8%
9. Administrative expenses have increased by 23.9% . This cost is primarily due to Students' kits cost. In FY11, this cost was booked in Q3 FY11 as we received the bill in Q3 FY11 whereas we had incurred this cost in Q1. To follow prudent accounting policy, this year we have provisioned this cost in Q1 itself.

Business Update – Tutorial Business

- 1. Residential Campus at Kota :** is coming-up to provide residential facilities to students who come to Kota for taking our coaching services. The construction work is on progress and we are expecting to finish phase one by April 2012.
- 2. CPLive:** Recently launched technology driven learning solution with Brand name “CPLive”. Under this we provide tutorial services in live-interactive classes over internet. Company is expanding its reach through franchisee route. So far four franchisees have been finalized.
- 3. Pre-Foundation Division:** In this quarter, company also launched Pre-Foundation division under which students from class 7th to 10th are prepared for various competitive examinations. This was launched only at Kota and got good response. Company is planning to launch it across branch and franchisee network by next academic session.
- 4. Government Contract:** Company is also aiming to work with government to provide tutorial services to government school students. Recently in June 2011, company completed one project with Government of Haryana where-in company provided tutorial services to Haryana Government School students. Over 2400 students benefited with this one month program at 11 cities. Company is looking forward for more such projects.

Enrollment Mix as on 30th June 2011

	2010-11	Q1 FY 12 *	Q1 FY 11 *
Branches LT*	21491	12999	13706
Branches ST*	4356	3190	4356
Franchisee LT	2080	949	1151
Franchisee ST	1145	713	998
Distance Learning	3694	526	137
Total	32766	18377	20348

Number of Centers as on 30th June 2011

	Number of Centers as on 30th March 2011	Added in Q1 FY 12	Closed in Q1 FY 12	Number of Centers Q1 FY 12
Company Owned	17	2	7	12
Franchisee Centers	16	1	6	11
CPLive Franchisee	-	4	-	4
School Projects	-	-	2	2

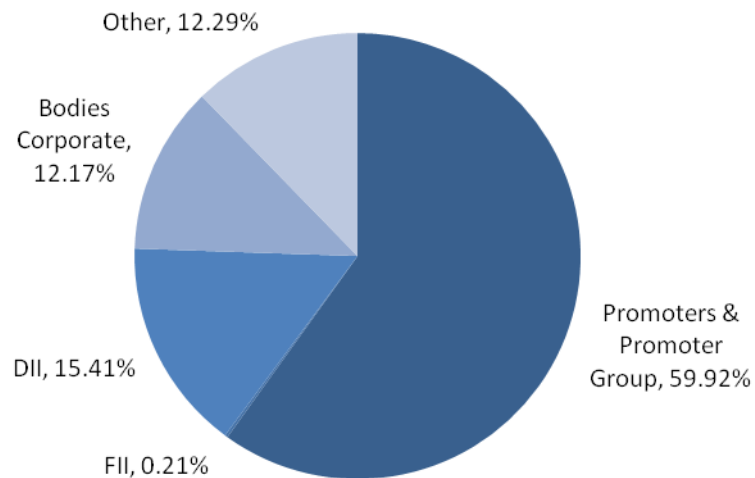
Business Update – Formal Education

1. **Educational Consultancy & Management Services:** Company currently providing Education Consultancy & Management Services to the following institutions –
 - Upcoming Private University at Kota and Hamirpur
 - Upcoming Technical Campus at Rajsamand and Mohali
 - K-12 School at Kota
 - Upcoming K-12 school at Jodhpur

2. **Infrastructure Support Service:** Company also providing Infrastructure support to the following institution through its wholly owned subsidiary
 - Upcoming University at Kota & Hamirpur
 - Upcoming Technical Campus at Rajsamand
 - Upcoming K-12 School and Jodhpur

Share Holding pattern as on June 30, 2011

	June-11	Mar-11	Dec-10	1-Oct-10
Promoter and Promoter Group	59.92%	59.92%	59.92%	59.92%
Indian	59.92%	59.92%	59.92%	59.92%
Foreign		--	--	--
Public	40.08%	40.08%	40.08%	40.08%
Institutions	16.25%	15.62%	14.92%	17.60%
FII	0.21%	0.21%	0.39%	5.27%
DII	16.04%	15.41%	14.53%	12.33%
Non Institutions	23.83%	24.46%	25.16%	22.48%
Bodies Corporate	12.11%	12.17%	12.68%	12.56%
Custodians		--	--	--
Total	1,81,32,939	1,81,32,939	1,81,32,939	1,81,32,939



Total Number of Issued Shares: 18,132,939

Our goal is to strengthen our role as a leading and diversified provider of tutorial services for various competitive entrance examinations and emerge a significant player in ECAMS to have business with annuity.

Investor Contact Details

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