



Career Point Limited

Q2 FY 2012 Investor Update

Quarter Ended September 2011

13th November 2011

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

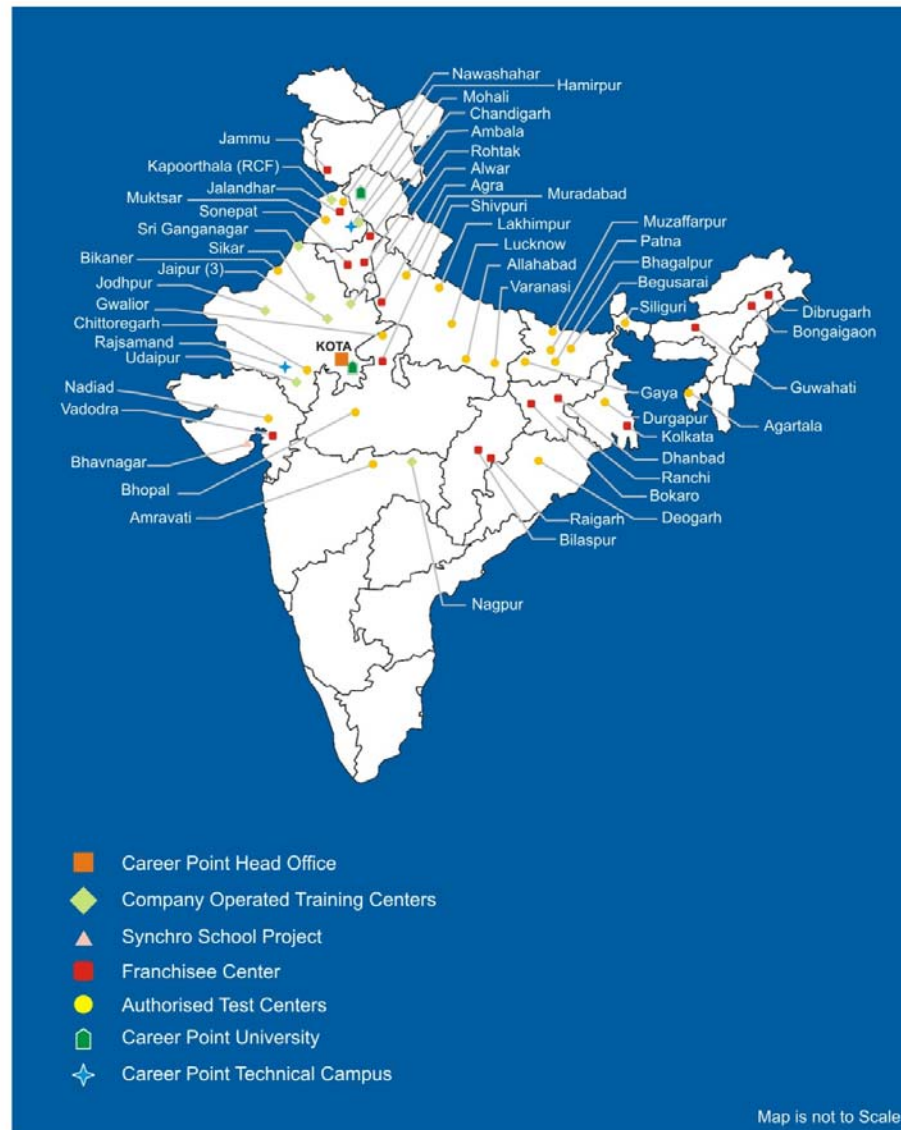
Higher Education



Business school & Vocational training



National Science Proficiency Test



Q2 FY 2012 – Standalone Financials

Standalone Financials						
	Q2 FY12	Q2 FY11	Q1 FY12	H1 FY 12	H1 FY 11	FY 2011
	Rs Lakhs	Rs Lakhs	Rs Lakhs	Rs Lakhs	Rs Lakhs	Rs Lakhs
Income						
Income from Operation	2078.9*	2558.9	1577.6	3656.5	4041.6	7862.4
Other Income	383.1	207.3	359.4	822.0	343.8	1070.3
Total Income	2462.0	2766.2	1937	4478.5	4385.4	8932.6
Expenditure						
Employees Cost	804.4	741.5	734.7	1541.8	1431.3	3113
General Administration and Other Expenses	449.4	266.9	526	975.9	692.2	1481.8
Cost of Study Material*	90.0	127.7	13.7	103.7	204.1	281.9
Finance Charges	0.5	1.4	0.9	1.4	1.6	5.3
Depreciation & Amortization	42.6	24.0	31.1	73.8	47.5	130.4
Total Expenditure	1387.0	1161.5	1306.5	2696.5	2376.7	5012.3
EBITDA	1118.1	1630.1	662.6	1857.2	2057.8	4056
EBITDA Margin	45.4	58.9	34.20%	41.5	46.9	45.40%
Profit Before Tax	1075.0	1604.7	630.1	1782.0	2008.7	3917
PBT Margin	43.7	58.0	32.50%	39.8	45.8	43.90%
Profit After Tax	604.1	1117.7	464.9	1145.9	1398.3	2737.4
PAT Margin	24.5	40.4	24.00%	25.6	31.9	30.60%
EPS (Rs)						
Basic	3.33	7.75	2.6	6.32	9.70	16.8
Diluted	3.33	7.75	2.6	6.32	9.70	16.8

Key Balance Sheet Items as on 30th September 2011

Item	In Rs (Cr)
Net Worth	284.63
Cash, Bank balance & Investment in Liquid fund/FMPs etc	131.32
Loans & Advances	139.23
Debt	Nil

* Company has Rs 39 Cr of unearned income (Advance Fee) as on 30th September 2011, which shall be booked in Q3 and Q4 when services will be delivered

Highlights of Q2 FY12 Result

1. In Q2 FY12, income from operations is 20.78 Cr as compared to 25.58 Cr in Q2 FY 11.
2. As on 30th September 2011, company has Rs 39 Cr of unearned income (Advance Fee) which shall be booked in Q3 and Q4 when services will be delivered.
3. There is 31.8% growth in income from operation in Q2FY12 on QoQ basis.
4. Total income including other income for Q2 FY 12 is 24.62 Cr and on half yearly basis it is 44.78 Cr. The other Income is on account of interest/dividend received
5. Operating EBITDA (excluding Other Income) for Q2 FY 12 is 7.35 Cr with operating EBITDA Margin for Q2 FY 12 is 35.3%.
6. EBITDA (including other income) for Q2FY11 is 11.18 Cr with EBITDA margin 45.4%.
7. EPS for the quarter is Rs. 3.33
8. Administrative expenses in this quarter have increased primarily due to increased cost of Advertisement & Business Promotion.

Standalone Statement of Assets and Liabilities

	Half Year ended		Year ended
	30.09.2011	30.09.2010	31.03.2011
	Unaudited	Unaudited	Audited
Sources of Fund	(in Lakhs)	(in Lakhs)	(in Lakhs)
(a) Share Capital	1813.29	1442.03	1813.29
(b) Reserves & Surplus	26650.36	13713.17	25504.56
Loan Fund :			
(c) Secured Loans	0.00	247.43	0.00
(d) Differed Tax Liability (Net)	31.06	27.71	27.34
Total	28494.71	15430.34	27345.19
Application of Fund			
Fixed Assets (Including CWIP)	5602.06	4041.88	4736.88
Investments	12407.30	2300.53	13615.92
Current Assets, Loans & Advances	15549.19	13401.21	11280.15
(a) Inventories	227.59	144.56	167.45
(b) Sundry Debtors	273.72	121.29	98.79
(c) Cash & Bank Balances	1124.48	7022.69	2198.63
(d) Loans and Advances	13923.40	6112.68	8815.28
Current Liabilities & Provisions	5063.84	4466.25	2289.34
(a) Current Liabilities	4545.22	3812.07	1073.71
(b) Provisions	518.62	654.18	1215.63
Net Current Assets	10485.35	8934.96	8990.81
Miscellaneous Expenditure (Not written off or adjusted)			
Preliminary Expenses	0.00	152.97	1.58
TOTAL	28494.71	15430.34	27345.19

Business Update – Tutorial Business

1. Enrollment Mix as on 30th September 2011

	HY 12	HY 11	2010-11
Branches LT*	19478	21182	21491
Branches ST*	3190	4356	4356
Franchisee LT	1610	2003	2080
Franchisee ST	713	988	1145
Distance Learning	2119	1428	3694
Total	27110	29957	32766

* LT : Long Term Courses | ST : Short Term Courses

- Status of Residential Coaching Campus at Kota:** The project is on Track, we are expecting to start the campus activities by May 2012.
- CPLive Business Expansion by Franchising & School Association:**
 - In current academic session, company launched technology enabled classroom centers with Brand name “CPLive”. Under this we provide tutorial services in live-interactive manner over internet.
 - Running 4 centers successfully for last 6 months and now company is aggressively spreading network of such centers primarily through Franchising and associating schools .
 - Targeting to start 50 such centers by Q1 FY13.
- Launching of School Curriculum Coaching Division:** From next academic session, company is planning to start School Curriculum Coaching division (from class 8th to 12th) at all of its branches & Franchisees.
- MOU with C S Ltd.:** C S Ltd. is a Korean technology company with one of the focus area is to deliver education online. Career Point Ltd. has signed MOU with C S Ltd. to explore possibilities to deliver online content. Company has already launched online testing & assessment solutions “ecareerpoint.com

Business Update – Formal Education

Company currently providing ECAMS # and also ISS\$ to the following institutions –

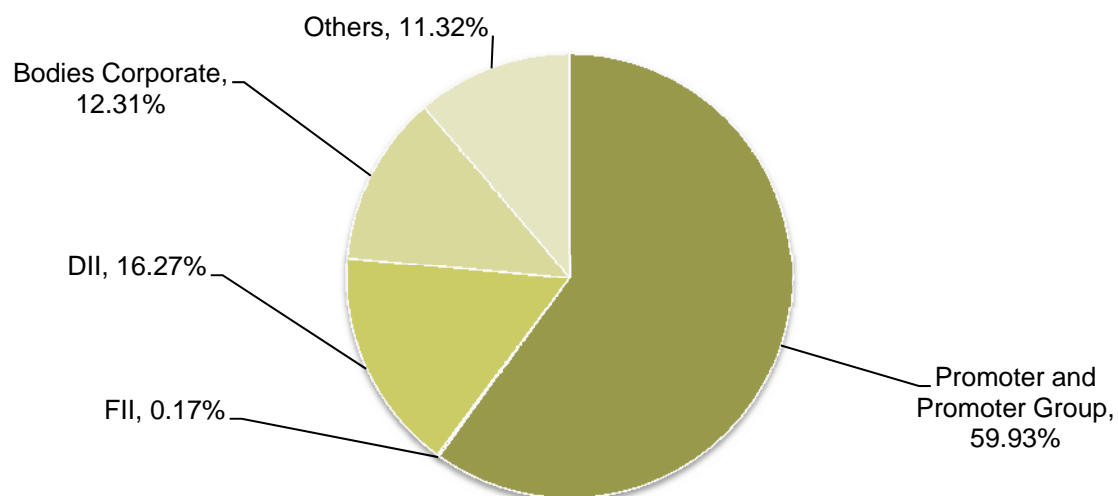
Name of the Project / Institution	Services Provided		Status
	ECAMS	ISS	
Career Point University, Kota	Yes	Yes	<ul style="list-style-type: none"> ▪Ordinance is being prepared by Government of Rajasthan ▪Expecting to start session by April 2012
Career Point University, Hamirpur	Yes	Yes	<ul style="list-style-type: none"> ▪Compliance report has been filed ▪Expecting to start session by April 2012
Career Point Technical Campus, Mohali	Yes	No	<ul style="list-style-type: none"> •Started Operation September 2011
Career Point Technical Campus, Rajsamand	Yes	Yes	<ul style="list-style-type: none"> ▪Infrastructure will be ready by April 2012 ▪Expecting to start session by July 2012
K-12 School at Jodhpur	Yes	Yes	<ul style="list-style-type: none"> •Expecting to start session by April 2012
K-12 School at Kota	Yes	Yes	<ul style="list-style-type: none"> •Expecting to start session by April 2012
Residential K-12 School at Abu	Yes	Yes	<ul style="list-style-type: none"> •Expecting to start session by April 2013
ProSeed Business School	Yes	No	<ul style="list-style-type: none"> •Operational
Global Public School (K-12)	Yes	No	<ul style="list-style-type: none"> •Operational

ECAMS: Educational Consultancy & Management Services by Career Point Limited

\$ ISS: Infrastructure Support Services by wholly owned subsidiary Career Point Infra Ltd

Share Holding pattern as on September 30, 2011

	Sep-11	Jun-11	Mar-11	Dec-10
Promoter and Promoter Group	59.93%	59.92%	59.92%	59.92%
<i>Indian</i>	59.93%	59.92%	59.92%	59.92%
<i>Foreign</i>	--	--	--	--
Public	40.07%	40.08%	40.08%	40.08%
Institutions	16.44%	16.25%	15.62%	14.92%
<i>FII</i>	0.17%	0.21%	0.21%	0.39%
<i>DII</i>	16.27%	16.04%	15.41%	14.53%
Non Institutions	23.63%	23.83%	24.46%	25.16%
<i>Bodies Corporate</i>	12.31%	12.11%	12.17%	12.68%
<i>Custodians</i>	--	--	--	--
Total	1,81,32,939	1,81,32,939	1,81,32,939	1,81,32,939



Share Holding pattern as on Sept 30, 2011



Career Point Limited

Investor Contact Details

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Career Point Limited

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