



Career Point Infosystems Ltd.
Earnings Updates: Q4 & Year ended March 31st, 2011

1. Financial Highlights for Q4 Ended March 31st 2011 & Year ended March 31, 2011

➤ **Net Sales**

| | Q4 Ended March, 31 st 2011 | | | Year ended March, 31 st 2011 | | |
|---------------------|---------------------------------------|------------|--------|---|---------|--------|
| | Q4 FY 2011 | Q4 FY 2010 | Growth | FY 2011 | FY 2010 | Growth |
| Net Sales (in Lacs) | 1970.33 | 1718.62 | 14.6% | 7862.38 | 6165.50 | 27.52% |

➤ **Operating EBITDA & Operating EBITDA Margin**

| | Q4 Ended March, 31 st 2011 | | | Year ended March, 31 st 2011 | | |
|----------------------------|---------------------------------------|------------|--------|---|---------|--------|
| | Q4 FY 2011 | Q4 FY 2010 | Growth | FY 2011 | FY 2010 | Growth |
| Operating EBITDA (in Lacs) | 643.6 | 638.35 | - | 2982.4 | 2392.0 | 24.6% |
| Operating EBITDA Margin | 32.6% | 37.14% | - | 37.9% | 38.8% | - |

➤ **Other Income**

| | Q4 Ended March, 31 st 2011 | | Year ended March, 31 st 2011 | |
|------------------------|---------------------------------------|------------|---|---------|
| | Q4 FY 2011 | Q4 FY 2010 | FY 2011 | FY 2010 |
| Other Income (in lacs) | 440.54 | 177.42 | 1070.26 | 614.59 |

- Other Income is on account of interest/dividend received

➤ **Profit After Tax (PAT) & PAT margin of total income**

| | Q4 Ended March, 31 st 2011 | | | Year ended March, 31 st 2011 | | |
|----------------------------|---------------------------------------|------------|--------|---|---------|--------|
| | Q4 FY 2011 | Q4 FY 2010 | Growth | FY 2011 | FY 2010 | Growth |
| Profit After Tax (in Lacs) | 764.70 | 528.16 | 44.7% | 2737.42 | 1986.95 | 37.7% |
| PAT/Total Income (%age) | 31.7% | 27.8% | | 30.6% | 29.3% | |

Total Income = Operating Income + Other Income

➤ **Earnings per share (Face Value of Rs. 10):**

| | Q4 Ended March, 31 st 2011 | | Year ended March, 31 st 2011 | |
|--|---------------------------------------|------------|---|---------|
| | Q4 FY 2011 | Q4 FY 2010 | FY 2011 | FY 2010 |
| Earnings per share (Face Value of Rs. 10) | 4.22 | 3.67 | 16.82 | 14.71 |

- Earnings per share have also improved in spite of increase in number of equity share due to IPO in September.

2. Revenue Break up

- The **Tutorial Services** segment, which caters to students preparing for competitive examinations like IIT-JEE, AIEEE, AIPMT, NTSE, KVPY and Science Olympiad, grew by 26.6% during FY11 to 77.8 Cr, led by 16.35 crore of corresponding revenue of FY 2010 on account of increased enrollment & increased realization
- The **Education Consultancy and Management Services (ECAMS)**, which includes consultancy and management services to schools, colleges and universities by entering into contracts with educational institutions, registered 302% increase in revenues from 20 lacs in FY 2010 to 82.3 lacs in FY 2011, on account of increase in number of education consultancy & management projects.

3. Key Ratios & Key Balance Sheet Items as on March 31st 2011

| Key ratios (%) | Q4FY11 | Q4FY10 | Year ended FY2011 | Year ended FY2010 |
|---------------------------|--------|--------|-------------------|-------------------|
| EBITDA Margin (Operating) | 32.6% | 37.14% | 37.9% | 38.8% |
| PAT Margin | 31.7% | 27.8% | 30.6% | 29.3% |
| ROCE | 3.76% | 5.80 | 14.32% | 21.54% |
| D/E (x) | - | - | - | - |
| Employee cost/Net Sales | 41.70% | | 39.59% | 33.77% |

Key balance Sheet Item

| | |
|------------------------|--------|
| Net worth | 273.18 |
| Cash & bank balance | 21.99 |
| Investment in FMPs etc | 136.15 |
| Loans & Advances | 74.27 |
| Debt | NIL |

4. Operational Highlights

- Number of Branches

| During 2010-11 | Branches closed | Added new branches | Total Branches operation for academic session 2011-12 |
|----------------|-----------------|--------------------|---|
| 17 | 7 | 2 | 12 |

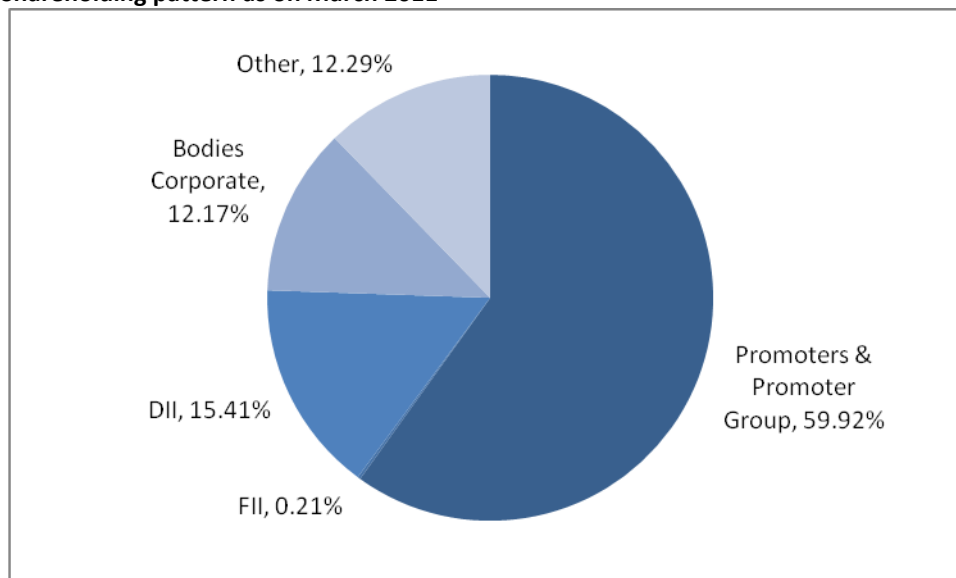
- Total operational Franchisee for academic session 2011-12 : 11
- Launched “CPlive”: Internet based live audio-video interactive classes to deliver test preparation education to students at remote locations. Already appointed 3 franchisee.
- ECAMS agreement with -
 - Career Point Education Society for setting up Technical Campus in Rajsamand (Rajasthan) which comprises of an Engineering College, MBA college and MCA college
 - ProSeed Foundation for setting up Technical Campus in Mohali which comprises of an Engineering College & MBA college

5. Enrollment Data Highlights

| Particulars | FY' 11 | FY' 10 |
|-------------------|---------------|---------------|
| IIT-JEE | 6,310 | 5,560 |
| AIEEE | 18,645 | 20,640 |
| AIPMT | 4,117 | 908 |
| Distance Learning | 3,694 | 4,690 |
| Total | 32,766 | 31,798 |

6. Income Statement – See attach file.

7. Shareholding pattern as on March 2011



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

8. Details on Examination: Given below are details of competitive examinations that are mostly taken by the students:

| Examination Year | AIEEE | IIT-JEE | AIPMT |
|------------------|----------|---------|--------|
| 2007 | 490193 | 243029 | 193119 |
| 2008 | 599096 | 311258 | 148865 |
| 2009 | 792752 | 384980 | 135613 |
| 2010 | 1118148 | 472103 | 156518 |
| 2011 | 1150000* | 485262 | 207590 |

*Company Estimate

AIEEE: All India Engineering Entrance Examination

IIT-JEE: Indian Institute of Technology - Joint Entrance Examination

AIPMT: All India Pre-Medical/Pre-Dental Entrance Examination

9. Industry outlook

Approximately 40% of the country's population falls in the age group of 6-24 years. In addition to this, with the economy growing rapidly, the per capita income of individuals is on a rising trend, thereby increasing demand for quality education. Further, the opening up of remote areas to technological progress has resulted in the Indian education industry becoming a very attractive field for private players. Further, with each consecutive budget, the Government has increased its allocation for education. The Plan allocation for School education has been increased in Union Budget 2010-2011, by 16% to Rs 31,036 crore as against Rs 26,800 crore in 2009-2010. All this augurs well for niche players in this sector.

10. About Career Point Infosystems Ltd:

Career Point Infosystems Ltd (CPIL) is leading education company headquartered at Kota (Rajasthan, India). The company operates in the following areas –

1. Test Preparation Services for various competitive examinations
2. School Education (K-12), Colleges & Universities

Under Test Preparation Services, Career Point provides tutorial services to High School and Post High School students for various competitive entrance examinations like AIEEE, PMT and IIT-JEE. The Company provides tutorials through classroom training programs conducted through a network of company operated training. Company also uses technology to deliver quality education to students at remote location. CPIL also offers distance learning programs comprising correspondence and test series courses. The Company has recently forayed into School Education (K-12), colleges & Universities. At present company is managing one K-12 school, two technical campuses & setting up university.

The company was incorporated in March 2000 and listed on Bombay Stock Exchange and National Stock Exchange in October 2010. CPIL plans to use the IPO proceeds to construct and develop an integrated campus, expand classroom infrastructure and meet expenses on general corporate activities.

Company has two subsidiaries.

1. Career Point Infra Ltd: It is wholly owned subsidiary & in the field of rendering infrastructure and allied services for setting-up of physical infrastructure for educational institution.
2. Career Point Edutech Ltd.: It provides technology driven assessment & online testing services.
