



CAREER POINT

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Investor Update – Q1 FY2013

# Business Update – Tutorial Services



Mode of Operations	
Company Operated Learning Centers	12
Franchisees Centers	12
CP Live Centers	22
Test Series Centers	60+

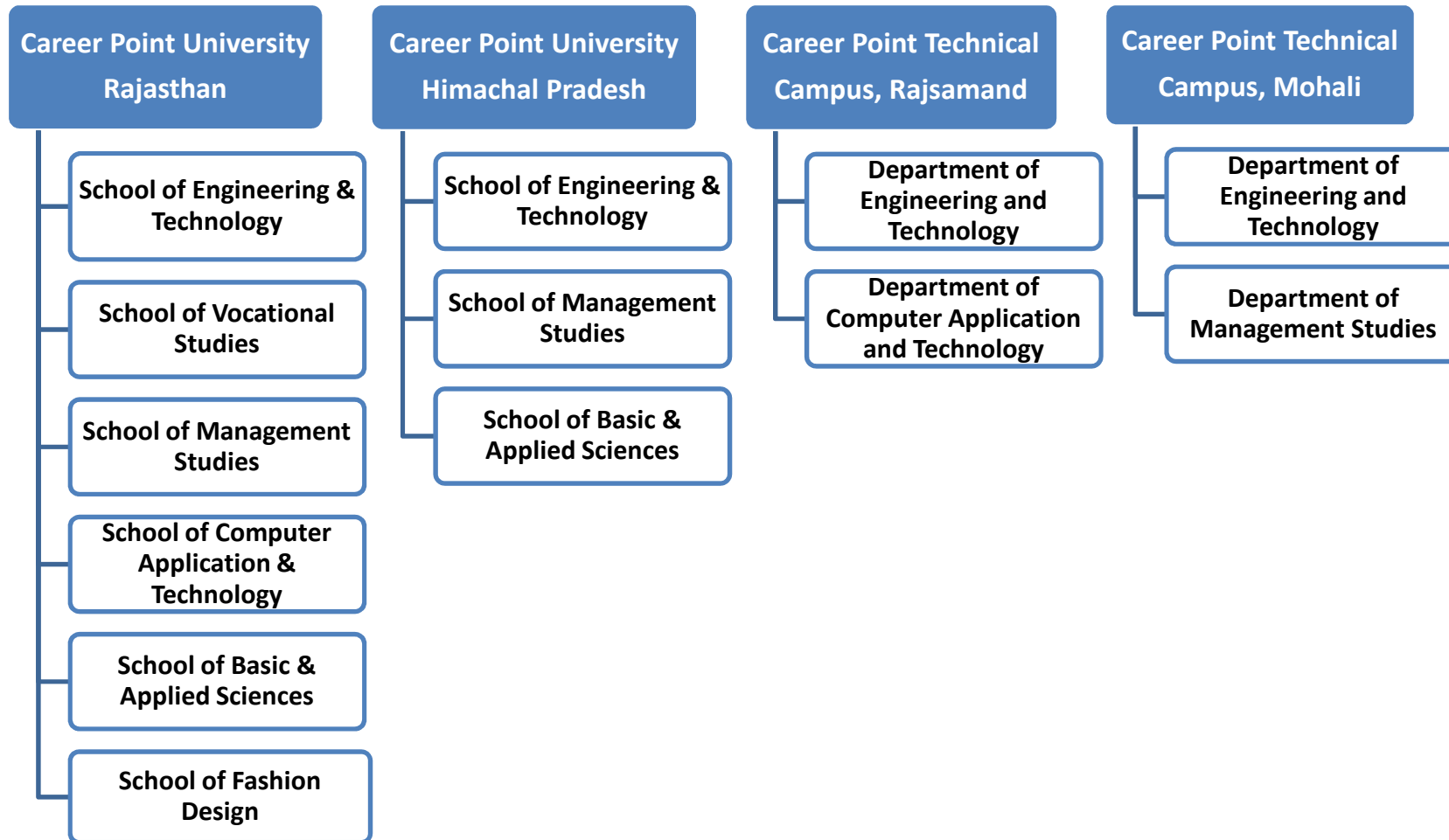
<u>Enrollments</u>	1Q FY12	FY 2012	1Q FY13
<b>Company Centers</b>	<b>16,189</b>	<b>24,436</b>	<b>13,463</b>
Branches LT*	12,999	21,246	10,485
Branches ST*	3,190	3,190	2,978
<b>Franchisees</b>	<b>1,662</b>	<b>2,512</b>	<b>1,213</b>
Franchisee LT	949	1,799	832
Franchisee ST	713	713	381
<b>Distance Learning</b>	<b>526</b>	<b>4,931</b>	<b>586</b>
<b>Total Enrollments</b>	<b>18,377</b>	<b>31,879</b>	<b>15,262</b>

# Business Update – Formal Education



Name of the Project / Institution	Services		Status
	ECAMS	ISS	
Career Point University, Kota	Yes	Yes	<ul style="list-style-type: none"> <li>Act was passed by Govt. of Rajasthan in April 2012</li> <li>Started the academic session 2012-13</li> </ul>
Career Point University, Hamirpur	Yes	Yes	<ul style="list-style-type: none"> <li>Approved by Govt. of Himachal Pradesh in May 2012</li> <li>Started the academic session 2012-13</li> </ul>
Career Point Technical Campus, Mohali	Yes	No	<ul style="list-style-type: none"> <li>Started Operation in September 2011</li> </ul>
Career Point Technical Campus, Rajsamand	Yes	Yes	<ul style="list-style-type: none"> <li>Approved by AICTE and Rajasthan Technical University</li> </ul>
			<ul style="list-style-type: none"> <li>Started the academic session 2012-13</li> </ul>
K-12 School at Jodhpur	Yes	Yes	<ul style="list-style-type: none"> <li>Started the first year of operations</li> </ul>
K-12 School at Kota	Yes	Yes	<ul style="list-style-type: none"> <li>Started the first year of operations</li> </ul>
Residential K-12 School at Abu	Yes	Yes	<ul style="list-style-type: none"> <li>Expecting to start by Academic session FY13-14</li> </ul>
ProSeed Business School	Yes	No	<ul style="list-style-type: none"> <li>Operational (division of Career Point University, Kota)</li> </ul>
Global Public School (K-12)	Yes	No	<ul style="list-style-type: none"> <li>Operational</li> </ul>

# Higher Education Institutions



# Financials – Income Statement



Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	1QFY13	1QFY12	4QFY12	1QFY13	1QFY12	4QFY12
<b>Income</b>						
Income from Operation	1,433.8	1,577.6	2,162.8	1,576.3	1,577.6	2,162.8
Other Income	200.4	359.4	277.0	270.3	233.9	259.9
<b>Total Income</b>	<b>1,634.1</b>	<b>1,937.0</b>	<b>2,439.8</b>	<b>1,846.6</b>	<b>1,811.5</b>	<b>2,422.7</b>
<b>Expenditure</b>						
Cost of Study Material	42.9	13.7	47.1	42.9	13.7	47.1
Employees Cost	749.8	734.7	870.4	751.5	742.9	872.4
G&A and other expenses	552.2	526.4	313.6	552.3	526.4	317.5
Dep. & Amort.	42.6	31.1	37.0	58.7	31.2	37.1
Finance Charges	0.9	0.9	1.3	0.9	1.0	1.3
<b>Total Expenditure</b>	<b>1,388.5</b>	<b>1,306.9</b>	<b>1,269.4</b>	<b>1,406.3</b>	<b>1,315.2</b>	<b>1,275.3</b>
<b>EBITDA</b>	<b>288.3</b>	<b>661.2</b>	<b>1,207.5</b>	<b>499.0</b>	<b>527.5</b>	<b>1,184.5</b>
EBITDA Margin	17.6%	34.1%	49.5%	27.0%	29.1%	48.9%
<b>Operating EBITDA*</b>	<b>88.8</b>	<b>302.8</b>	<b>931.7</b>	<b>229.6</b>	<b>294.6</b>	<b>925.8</b>
Op. EBITDA margin	6.2%	19.2%	43.1%	14.6%	18.7%	42.8%
<b>Profit Before Tax</b>	<b>245.6</b>	<b>630.1</b>	<b>1,170.4</b>	<b>440.3</b>	<b>496.3</b>	<b>1,147.4</b>
PBT Margin	15.0%	32.5%	48.0%	23.8%	27.4%	47.4%
<b>Profit After Tax</b>	<b>199.7</b>	<b>464.9</b>	<b>888.0</b>	<b>311.8</b>	<b>332.4</b>	<b>865.3</b>
PAT Margin	12.2%	24.0%	36.4%	16.9%	18.3%	35.7%
<b>EPS (Rs)</b>	<b>1.1</b>	<b>2.6</b>	<b>6.3</b>	<b>1.7</b>	<b>1.8</b>	<b>4.8</b>

# Financials – Balance Sheet



Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lakhs	30-Jun-2012	31-Mar-2012	30-Jun-2012	31-Mar-2012
<b><u>Liabilities</u></b>				
<b>Total Shareholders' fund</b>	<b>30,697</b>	<b>30,497</b>	<b>29,866</b>	<b>29,539</b>
(a) Share Capital	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	28,883	28,684	28,052	27,725
<b>Non-current Liabilities</b>	<b>81</b>	<b>68</b>	<b>108</b>	<b>68</b>
(a) Deferred Tax Liabilities ( Net)	39	29	66	29
(b) Long Term Provisions	42	40	42	40
<b>Current Liabilities &amp; Provisions</b>	<b>3,666</b>	<b>1,068</b>	<b>3,886</b>	<b>1,195</b>
(a) Current Liabilities	3,386	916	3,546	1,044
(b) Provisions	280	152	340	151
<b>Total Liabilities</b>	<b>34,444</b>	<b>31,634</b>	<b>33,859</b>	<b>30,802</b>
<b><u>Assets</u></b>				
<b>Fixed Assets (Including CWIP)</b>	<b>9,215</b>	<b>7,815</b>	<b>18,577</b>	<b>15,692</b>
<b>Non-current Assets</b>	<b>16,773</b>	<b>15,769</b>	<b>6,492</b>	<b>6,916</b>
(a) Loans and Advances	3,166	2,185	6,450	6,874
(b) Non-current Investments	13,606	13,584	42	41
(c) Other Non-current Assets	-	-	-	-
<b>Current Assets</b>	<b>8,456</b>	<b>8,050</b>	<b>8,790</b>	<b>8,195</b>
(a) Inventories	222	198	222	198
(b) Sundry Debtors	273	90	401	90
(c) Cash & Bank Balances	1,417	1,247	1,495	1,318
(d) Loans and Advances	624	432	714	506
(e) Current Investments	5,920	6,083	5,958	6,083
<b>Total Assets</b>	<b>34,444</b>	<b>31,634</b>	<b>33,859</b>	<b>30,802</b>

Thank You



## Career Point Limited

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