



CAREER POINT

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Investor Update – Q3 FY2013

# Business Update – Tutorial Services



Mode of Operations	
Company Operated Learning Centers	13
Franchisees Centers	13
CP Live Centers	21
Test Series Centers	60+

<u>Enrollments</u>	9M FY12	1H FY13	9M FY13
<b>Company Centers</b>	<b>23,154</b>	<b>19,421</b>	<b>19,695</b>
Branches LT*	19,964	16,443	16,717
Branches ST*	3,190	2,978	2,978
<b>Franchisees</b>	<b>2,461</b>	<b>1,907</b>	<b>2,130</b>
Franchisee LT	1,748	1,526	1,749
Franchisee ST	713	381	381
<b>Distance Learning</b>	<b>3,556</b>	<b>2,664</b>	<b>3,872</b>
<b>Total Enrollments</b>	<b>29,171</b>	<b>23,992</b>	<b>25,697</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>Completed the first sem. of 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>Completed the first sem. of academic session 2012-13</li> </ul>
Career Point Technical Campus, Rajsamand	Yes	Yes	<ul style="list-style-type: none"> <li>Approved by AICTE and Rajasthan Technical University</li> <li>Completed the first sem. of 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>
Residential 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>Operations are not started yet</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>

# Financials – Income Statement (Standalone)



Income Statement	←----- Standalone -----→				
Rs Lakhs	3QFY13	3QFY12	2QFY13	9MFY13	9MFY12
<b>Income</b>					
Income from Operation	1,882.7	2,139.6	1,821.4	5,137.8	5,796.2
Other Income	128.3	671.5	272.7	601.3	1,493.5
<b>Total Income</b>	<b>2,010.9</b>	<b>2,811.2</b>	<b>2,094.0</b>	<b>5,739.1</b>	<b>7,289.7</b>
<b>Expenditure</b>					
Cost of Study Material	58.2	69.9	76.6	177.8	173.6
Employees Cost	931.3	941.5	873.7	2,554.7	2,483.3
G&A and other expenses	223.1	243.4	321.6	1,096.9	1,219.2
Dep. & Amort.	45.7	55.2	45.2	133.6	129.0
Finance Charges	20.9	1.6	7.4	29.2	3.0
<b>Total Expenditure</b>	<b>1,279.2</b>	<b>1,311.6</b>	<b>1,324.6</b>	<b>3,992.3</b>	<b>4,008.2</b>
<b>EBITDA</b>	<b>777.5</b>	<b>1,554.7</b>	<b>814.7</b>	<b>1,880.4</b>	<b>3,410.5</b>
EBITDA Margin	38.7%	55.3%	38.9%	32.8%	46.8%
<b>Operating EBITDA</b>	<b>670.1</b>	<b>884.8</b>	<b>549.4</b>	<b>1,308.4</b>	<b>1,920.0</b>
Op. EBITDA margin	35.6%	41.4%	30.2%	25.5%	33.1%
<b>Profit Before Tax</b>	<b>731.8</b>	<b>1,499.5</b>	<b>769.4</b>	<b>1,746.8</b>	<b>3,281.5</b>
PBT Margin	36.4%	53.3%	36.7%	30.4%	45.0%
<b>Profit After Tax</b>	<b>493.5</b>	<b>1,145.7</b>	<b>575.3</b>	<b>1,268.5</b>	<b>2,291.6</b>
PAT Margin	24.5%	40.8%	27.5%	22.1%	31.4%
<b>EPS (Rs)</b>	<b>2.7</b>	<b>6.3</b>	<b>3.2</b>	<b>7.0</b>	<b>12.6</b>

# Financials – Income Statement (Consolidated)



Income Statement	←----- Consolidated ----->				
Rs Lakhs	3QFY13	3QFY12	2QFY13	9MFY13	9MFY12
<b>Income</b>					
Income from Operation	2,081.5	2,139.6	1,987.1	5,644.9	5,796.2
Other Income	623.1	592.6	490.9	1,384.4	1,198.6
<b>Total Income</b>	<b>2,704.7</b>	<b>2,732.2</b>	<b>2,478.0</b>	<b>7,029.3</b>	<b>6,994.8</b>
<b>Expenditure</b>					
Cost of Study Material	58.2	69.9	76.6	177.8	173.6
Employees Cost	932.4	943.2	875.3	2,559.2	2,486.8
G&A and other expenses	227.2	243.8	321.6	1,101.1	1,220.2
Dep. & Amort.	67.7	55.3	64.8	191.3	129.2
Finance Charges	21.2	81.1	7.4	29.6	106.1
<b>Total Expenditure</b>	<b>1,306.9</b>	<b>1,393.3</b>	<b>1,345.7</b>	<b>4,059.0</b>	<b>4,115.8</b>
<b>EBITDA</b>	<b>1,465.5</b>	<b>1,394.2</b>	<b>1,197.0</b>	<b>3,161.5</b>	<b>3,008.1</b>
EBITDA Margin	54.2%	51.0%	48.3%	45.0%	43.0%
<b>Operating EBITDA*</b>	<b>863.6</b>	<b>882.7</b>	<b>713.5</b>	<b>1,806.8</b>	<b>1,915.5</b>
Op. EBITDA margin	41.5%	41.3%	35.9%	32.0%	33.0%
<b>Profit Before Tax</b>	<b>1,397.8</b>	<b>1,338.9</b>	<b>1,132.2</b>	<b>2,970.3</b>	<b>2,878.9</b>
PBT Margin	51.7%	49.0%	45.7%	42.3%	41.2%
<b>Profit After Tax</b>	<b>1,112.0</b>	<b>985.0</b>	<b>778.7</b>	<b>2,203.1</b>	<b>1,890.1</b>
PAT Margin	41.1%	36.1%	31.4%	31.3%	27.0%
<b>EPS (Rs)</b>	<b>6.1</b>	<b>5.4</b>	<b>4.3</b>	<b>12.1</b>	<b>10.4</b>

# Financials – Balance Sheet



Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Dec-2012	30-Sep-2012	31-Mar-2012	31-Dec-2012	30-Sep-2012	31-Mar-2012
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>31,765</b>	<b>31,272</b>	<b>30,497</b>	<b>31,756</b>	<b>30,645</b>	<b>29,539</b>
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	29,952	29,459	28,684	29,943	28,832	27,725
<b>Non-current Liabilities</b>	<b>117</b>	<b>102</b>	<b>68</b>	<b>223</b>	<b>161</b>	<b>68</b>
(a) Def. Tax Liabilities	72	58	29	177	117	29
(b) Long Term Provisions	46	44	40	46	44	40
<b>Current Liabilities</b>	<b>2,465</b>	<b>4,077</b>	<b>1,068</b>	<b>2,845</b>	<b>5,008</b>	<b>1,195</b>
(a) Current Liabilities	2,274	3,883	916	2,465	4,558	1,044
(b) Provisions	191	195	152	380	451	151
<b>Short-term borrowings</b>	<b>800</b>	<b>1,057</b>	<b>-</b>	<b>1,760</b>	<b>1,057</b>	<b>-</b>
<b>Total Liabilities</b>	<b>35,148</b>	<b>36,508</b>	<b>31,634</b>	<b>36,584</b>	<b>36,871</b>	<b>30,802</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>10,069</b>	<b>9,704</b>	<b>7,815</b>	<b>18,898</b>	<b>19,570</b>	<b>15,692</b>
<b>Non-current Assets</b>	<b>15,518</b>	<b>15,678</b>	<b>15,769</b>	<b>5,903</b>	<b>5,422</b>	<b>6,916</b>
(a) Loans and Advances	1,911	2,071	2,185	5,862	5,379	6,874
(b) Investments	13,606	13,606	13,584	41	43	41
(c) Other Assets	-	-	-	-	-	-
<b>Current Assets</b>	<b>9,562</b>	<b>11,126</b>	<b>8,050</b>	<b>11,783</b>	<b>11,879</b>	<b>8,195</b>
(a) Inventories	190	212	198	190	212	198
(b) Sundry Debtors	108	196	90	565	692	90
(c) Cash & Bank Balances	401	598	1,247	408	630	1,318
(d) Current Investments	8,130	9,486	6,083	9,344	9,524	6,083
(e) Loans and Advances	733	634	432	1,276	822	506
<b>Total Assets</b>	<b>35,148</b>	<b>36,508</b>	<b>31,634</b>	<b>36,584</b>	<b>36,871</b>	<b>30,802</b>

Thank You



## Career Point Limited

**Corporate Office:** CP Tower, Road No-1, IPIA, Kota (Rajasthan) – India. Ph: +91 744 3040000

**Registered Office:** 112-B, Shakti Nagar, Kota (Rajasthan) – India

**Websites:** [www.cpil.in](http://www.cpil.in) | [www.careerpointgroup.com](http://www.careerpointgroup.com) | [www.cpuiverse.in](http://www.cpuiverse.in)

### Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | [pramod@cpil.in](mailto:pramod@cpil.in)  
Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | [mahesh@cpil.in](mailto:mahesh@cpil.in)  
Mr. Tarun Jain | Company Secretary | [tarun.jain@careerpointgroup.com](mailto:tarun.jain@careerpointgroup.com)