



Career Point Limited

Q3 FY 2012 Investor Update

Quarter Ended December 2011

9 February 2012

Career Point Universe



Engineering and Medical entrance test preparation

Synchro School

School Association Programme



e-careerpoint



A2Z Feedback

Technology enabled learning



Educational Consultancy & Management Services

Education Consultancy and Management Services



Playgroup and K-12 school



CAREER POINT UNIVERSITY

CAREER POINT TECHNICAL CAMPUS

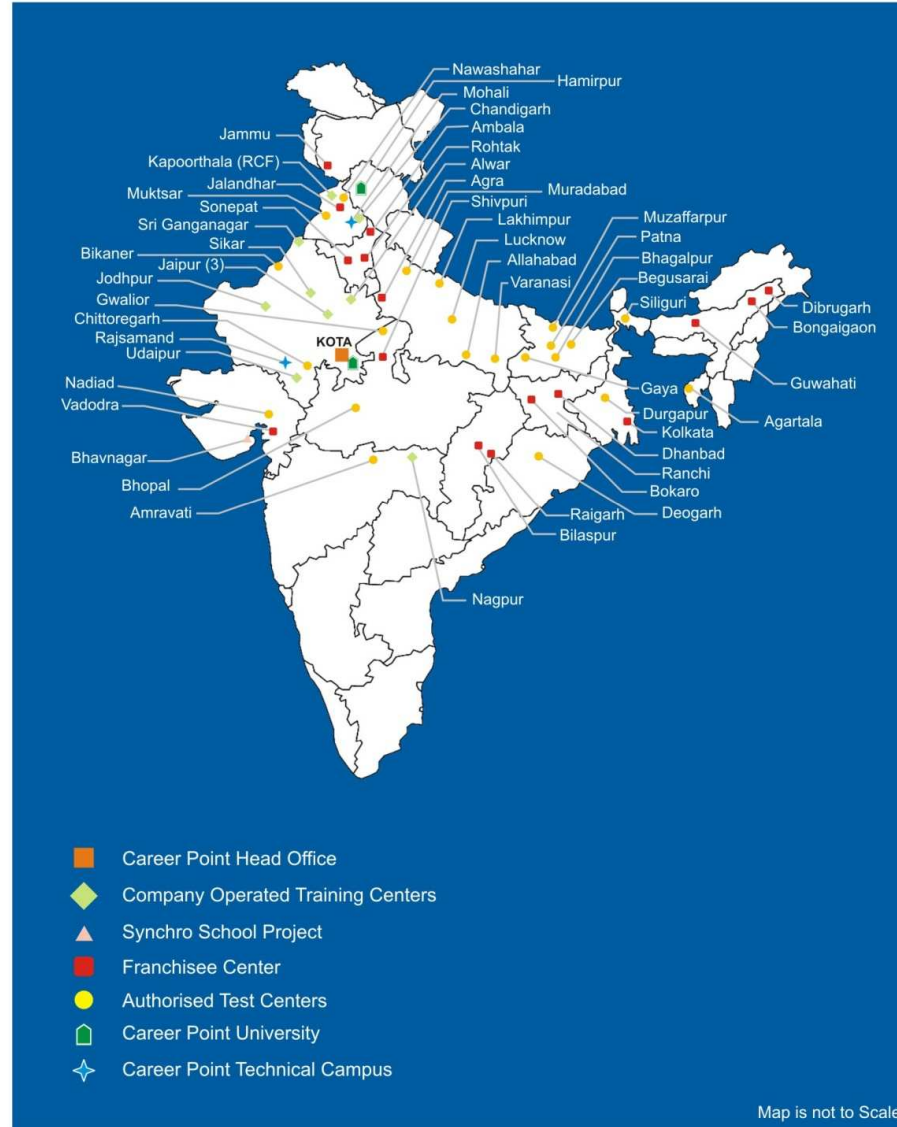
Higher Education



Business school & Vocational training



National Science Proficiency Test



Highlights of Q3 FY12 Result

1. In Q3 FY12, income from operations is Rs. 21.4 Cr (y-o-y: + 15.6%, q-o-q: + 2.9%).
2. As on 31st December 2011, company has Rs. 20.8 Cr of unearned income (Advance Fee) which shall be booked in Q4 when services will be delivered.
3. Total income including other income for Q3 FY 12 is Rs. 28.1 Cr (y-o-y: +31.6%) and on nine months basis it is Rs. 72.9 Cr (+11.8%). The other Income is on account of interest/dividend received.
4. Operating EBITDA (excluding Other Income) for Q3 FY 12 is Rs. 8.85 Cr with operating EBITDA margin of 41.4% vs 32.2% in Q3 FY11 and 35.4% in Q2 FY12.
5. EBITDA (including other income) for Q3 FY12 is Rs. 15.55 Cr with EBITDA margin 55.3%.
6. The net income was more than doubled at Rs. 11.5 Cr. EPS for the quarter is Rs. 6.32 vs Rs. 3.00 in Q3 FY11. On nine months basis also, the company has witnessed a reasonable growth of more than 16%.
7. By end of the quarter, the net worth of the company was Rs. 296 Cr and the company was having about Rs. 90 Cr of cash and zero debt.

Q3 FY 2012 – Standalone Financials

Standalone Income Statement						
Rs Lakhs	Q3 FY12	Q3 FY11	Q2 FY12	9M FY 12	9M FY 11	FY 2011
Income						
Income from Operation	2,139.6	1,850.4	2,078.9	5,796.2	5,892.1	7,862.4
Other Income	671.5	286.0	383.1	1,493.5	629.7	1,070.3
Total Income	2,811.2	2,136.4	2,462.0	7,289.7	6,521.8	8,932.6
Expenditure						
Employees Cost	941.5	860.0	804.4	2,483.3	2,291.3	3,113.0
G&A and other expenses	243.4	376.3	449.4	1,219.2	1,068.5	1,485.2
Cost of Study Material	69.9	19.1	90.0	173.6	193.4	281.9
Finance Charges	1.6	2.9	0.5	3.0	4.4	5.3
Depreciation & Amortization	55.2	26.4	42.6	129.0	73.9	130.4
Total Expenditure	1,311.6	1,284.6	1,387.0	4,008.2	3,631.6	5,015.7
EBITDA	1,554.7	878.1	1,117.6	3,410.5	2,964.1	4,047.4
EBITDA Margin	55.3%	41.1%	45.4%	46.8%	45.4%	45.3%
Operating EBITDA*	884.8	595.0	735.0	1,920.0	2,338.8	2,982.4
Op. EBITDA margin	41.4%	32.2%	35.4%	33.1%	39.7%	37.9%
Profit Before Tax	1,499.5	851.8	1,075.0	3,281.5	2,890.2	3,917.0
PBT Margin	53.3%	39.9%	43.7%	45.0%	44.3%	43.9%
Profit After Tax	1,145.7	544.7	604.1	2,291.6	1,972.7	2,737.4
PAT Margin	40.8%	25.5%	24.5%	31.4%	30.2%	30.6%
EPS (Rs): Basic	6.32	3.00	3.33	12.64	12.60	14.71
EPS (Rs): Diluted	6.32	3.00	3.33	12.64	12.60	14.71

* excluding Other Income

Standalone Statement of Assets and Liabilities

Standalone Balance Sheet			
Rs Lakhs	31-Dec-2011	31-Dec-2010	31-Mar-2011
	Unaudited	Unaudited	Audited
Sources of Fund			
Share Capital	1,813.3	1,813.3	1,813.3
Reserves & Surplus	27,795.6	24,738.5	25,504.6
Non-current Liabilities	75.64	77.78	61.47
(a) Deferred Tax Liabilities (Net)	36.9	32.2	27.3
(b) Long Term Provisions	38.7	45.6	34.1
Total	29,684.5	26,629.6	27,379.3
Application of Fund			
Fixed Assets (Including CWIP)	6,592.6	4,325.2	4,736.9
Investments	19,037.1	21,696.4	12,111.1
Current Assets, Loans & Advances	7,555.4	4,000.3	12,786.5
(a) Inventories	198.9	200.9	167.5
(b) Sundry Debtors	180.4	74.9	98.8
(c) Cash & Bank Balances	1,065.8	2,178.0	2,198.6
(d) Loans and Advances	6,110.4	1,546.5	10,321.7
Current Liabilities & Provisions	3,500.7	3,392.3	2,255.2
(a) Current Liabilities	2,670.2	2,476.1	1,073.7
(b) Provisions	830.5	916.2	1,181.5
Net Current Assets	4,054.8	607.9	10,531.3
Mis. Exp. (Not written off or adjusted)	-	-	-
Preliminary Expenses	-	-	-
TOTAL	29,684.5	26,629.6	27,379.3

Business Update – Tutorial Business

1. **Enrollment Mix as on 31th December 2011**

Enrollments	9M FY 12	9M FY 11	FY 2011
Branches LT*	19,964	21,397	21,491
Branches ST*	3,190	4,064	4,356
Franchisee LT	1,748	2,125	2,080
Franchisee ST	713	988	1,145
Distance Learning	3,556	2,548	3,694
Total	29,171	31,122	32,766

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

2. **Status of Residential Coaching Campus at Kota:** The Phase-I of the project is on-track, we are expecting to start the campus activities by May 2012.

3. **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.
- Our CP live centres have increased to 11 by this quarter and the company is aggressively spreading the network of such centers primarily through Franchising and associating schools .
- Targeting to start 50 such centers by Q1 FY13.

4. **Launching of School Curriculum Coaching Division:** For next academic session, the Company has already launched the School Curriculum Coaching courses (from class 7th to 12th) at all of its branches & Franchisees.

5. **eCareerPoint.com:** Career Point already has an Online Testing and Assessment Solution at ecareerpoint.com wherein we provide Online Testing Services to students preparing for various competitive examinations.

Business Update – Formal Education

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

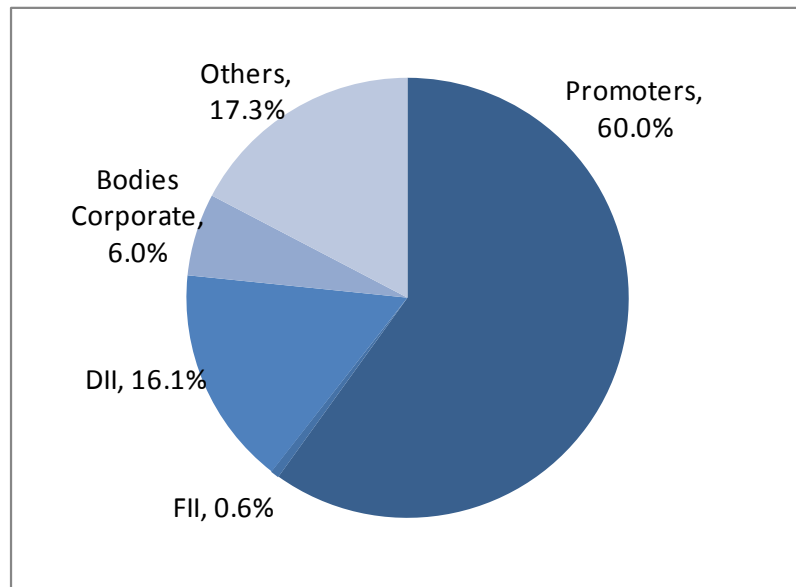
Name of the Project / Institution	Services		Status
	ECAMS	ISS	
Career Point University, Kota	Yes	Yes	<ul style="list-style-type: none"> ▪Final stages of approval by Government of Rajasthan ▪Expecting to start session by April 2012
Career Point University, Hamirpur	Yes	Yes	<ul style="list-style-type: none"> ▪Final stages of approval by Government of Himachal Pradesh ▪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 by Academic session FY12-13
K-12 School at Kota	Yes	Yes	<ul style="list-style-type: none"> •Expecting to start by Academic session FY12-13
Residential K-12 School at Abu	Yes	Yes	<ul style="list-style-type: none"> •Expecting to start by Academic session FY13-14
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

Shareholding Pattern						
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10	Oct-10
Promoter and Pro. Group	60.0%	59.9%	59.9%	59.9%	59.9%	59.9%
Indian	60.0%	59.9%	59.9%	59.9%	59.9%	59.9%
Foreign	-	-	-	-	-	-
Public	40.05%	40.07%	40.08%	40.08%	40.08%	40.08%
Institutions	16.7%	16.4%	16.3%	15.6%	14.9%	17.6%
FII	0.6%	0.2%	0.2%	0.2%	0.4%	5.3%
DII	16.1%	16.3%	16.0%	15.4%	14.5%	12.3%
Non Institutions	23.4%	23.6%	23.8%	24.5%	25.2%	22.5%
Custodians	-	-	-	-	-	-
Total	1,81,32,939	1,81,32,939	1,81,32,939	1,81,32,939	1,81,32,939	1,81,32,939



Share Holding pattern as on December 31, 2011



Career Point Limited

Investor Contact Details

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