

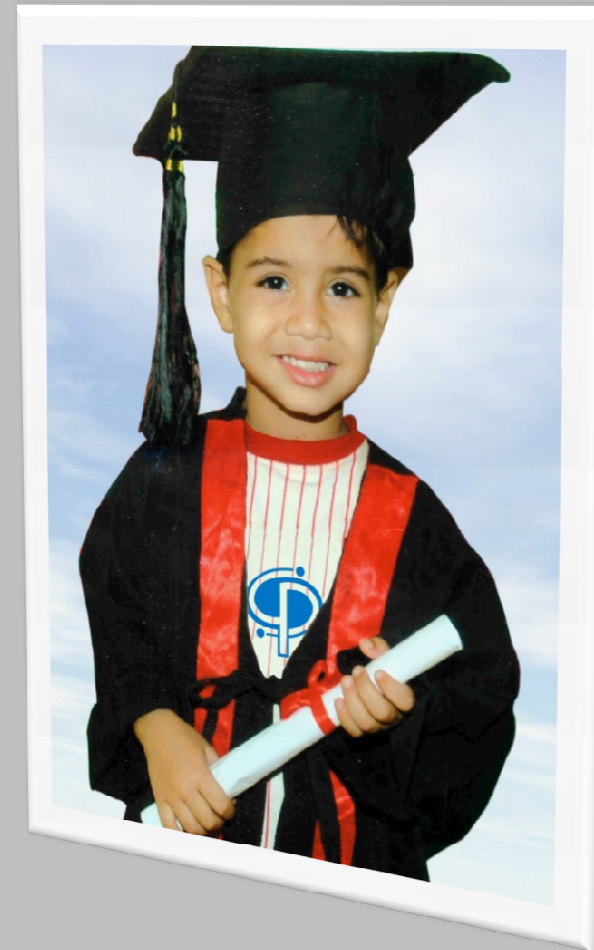
School Education

Tutorial Services

Higher Education

e-Learning Solutions

Vocational Education



# CAREER POINT LIMITED

Investor Update – 1Q FY2014-15

# Key Highlights



## Informal Education Division

- Tutorial services division has enrolled 12,381 new enrollments in the first quarter of current academic session; resulted a growth of 34% in total enrollments over first quarter of last year.
- An impressive growth in long-term classroom courses sets a platform to register a growth for throughout the year 2014-15.
- With enrollments of more than 1,200, CP Gurukul – the residential coaching cum school campus provides a long-term sustainable income to the company.

## Formal Education Division

- New enrollments in existing courses as well as new courses have increased auxiliary education fee at Rupees 69.06 Lacs in comparison to Rupees 45.6 Lacs in first quarter of previous year
- A remarkable performance has been witnessed in residential school in Kota with 500 new enrollments against 200 enrollments by end of last academic session.
- With regulatory approvals and tie-ups in the field of Vocational education, this vertical has started delivering the results.

# Key Highlights



## Financials

- Income from operations for the period (1QFY15) is Rupees 15.2 Crores (y-o-y: +20.1%) and total income including other income is Rupees 16.44 Cr (y-o-y: +17.7%) at standalone level.
- Operating EBITDA is reported about Rupees 1 Crore (margin: 6.5%) for 1QFY15; increased against Rupees 16.4 Lacs in 1QFY14 and Rupees 86.2 Lacs in FY2014.
- Net Income for the quarter is improved significantly compared to same period last year with Rupees 61 Lacs (margin: 3.7%) in 1QFY15 vs Rupees 25.6 Lacs (margin: 1.8%) in 1QFY14.

## Other important events

- Career Point Infra Ltd. has signed a MoU with sponsors of higher education institutions to process a potential sell of the educational infrastructure. The prospective transaction which is reflected in reduced income from lease rental at consolidate level will enhance efficiency in business operations, if executed.
- A significant increase in depreciation was a result of the criterion under schedule II of the Companies Act, 2013.
- The board has considered and recommended 10% of the face value as interim dividend

# Business Update – Tutorial Services



Mode of Operations	
Company Operated Centers	10
Franchisees Centers	9
CP Live Centers	7
School Association Projects	8
Test Series Centers	60+

<u>Enrollments</u>	1QFY14	FY2014	1QFY15
<b>Company Centers</b>	<b>8,083</b>	<b>12,291</b>	<b>10,294</b>
Branches - Long Term	6,914	11,122	8,961
Branches - Short Term	1,169	1,169	1,333
<b>Franchisees</b>	<b>771</b>	<b>1,787</b>	<b>1,045</b>
Franchisees - Long Term	748	1,764	958
Franchisees - Short Term	23	23	87
<b>Distance Learning</b>	<b>377</b>	<b>6,077</b>	<b>1,042</b>
<b>Total Enrollments</b>	<b>9,231</b>	<b>20,155</b>	<b>12,381</b>

# Business Update – Formal Education



Name of the Institution / Project	Services		Status
	AES	ISS	
Career Point University, Kota	Yes	UR*	<ul style="list-style-type: none"> <li>•Act was passed by Govt. of Rajasthan in April 2012</li> <li>•Third academic session (2014-15) has begun</li> </ul>
Career Point University, Hamirpur	Yes	UR*	<ul style="list-style-type: none"> <li>•Approved by Govt. of Himachal Pradesh in May 2012</li> <li>•Third academic session (2014-15) has begun</li> </ul>
Career Point Technical Campus, Rajsamand	Yes	UR*	<ul style="list-style-type: none"> <li>•Approved by AICTE and Raj. Technical University</li> <li>•Third academic session (2014-15) has begun</li> </ul>
Career Point World School at Jodhpur	Yes	Yes	<ul style="list-style-type: none"> <li>•Running second year of operations</li> </ul>
CP Gurukul - Residential School & Coaching	Yes	Yes	<ul style="list-style-type: none"> <li>•Running second 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), Kota	Yes	No	<ul style="list-style-type: none"> <li>•Operational since year 2003</li> </ul>

AES: Auxiliary Education Services, ISS: Infrastructure Support Services; UR\*: Agreement is Under Review

# Financials – Income Statement



Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	1QFY15	1QFY14	4QFY14	1QFY15	1QFY14	4QFY14
<b>Income</b>						
Income from Operation	1,516.5	1,262.5	1,351.0	1,601.9	1,514.6	1,647.8
Other Income	127.4	134.3	143.0	337.7	250.5	275.6
<b>Total Income</b>	<b>1,643.9</b>	<b>1,396.8</b>	<b>1,494.0</b>	<b>1,939.7</b>	<b>1,765.1</b>	<b>1,923.4</b>
<b>Expenditure</b>						
Cost of Study Material	17.8	7.0	57.4	55.4	17.2	81.1
Employees Cost	867.2	730.8	906.8	913.6	753.9	954.4
G&A and other expenses	532.2	438.5	370.4	563.3	463.0	401.7
Dep. & Amort.	120.1	73.5	66.1	183.3	102.8	114.9
Finance Charges	28.0	70.2	26.8	119.1	136.4	121.9
<b>Total Expenditure</b>	<b>1,565.4</b>	<b>1,320.0</b>	<b>1,427.5</b>	<b>1,834.7</b>	<b>1,473.4</b>	<b>1,674.0</b>
<b>EBITDA</b>	<b>226.7</b>	<b>220.5</b>	<b>159.4</b>	<b>407.4</b>	<b>530.9</b>	<b>486.2</b>
EBITDA Margin	13.8%	15.8%	10.7%	21.0%	30.1%	25.3%
<b>Operating EBITDA</b>	<b>99.3</b>	<b>86.2</b>	<b>16.4</b>	<b>69.7</b>	<b>280.4</b>	<b>210.6</b>
Op. EBITDA margin	6.5%	6.8%	1.2%	4.3%	18.5%	12.8%
<b>Profit Before Tax</b>	<b>78.6</b>	<b>76.8</b>	<b>66.5</b>	<b>105.0</b>	<b>291.7</b>	<b>249.4</b>
PBT Margin	4.8%	5.5%	4.5%	5.4%	16.5%	13.0%
<b>Profit After Tax</b>	<b>61.0</b>	<b>25.6</b>	<b>71.2</b>	<b>246.4</b>	<b>164.0</b>	<b>181.5</b>
PAT Margin	3.7%	1.8%	4.8%	12.7%	9.3%	9.4%
<b>EPS (Rs)</b>	<b>0.34</b>	<b>0.14</b>	<b>0.4</b>	<b>1.4</b>	<b>0.9</b>	<b>1.0</b>

# Financials – Balance Sheet



Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lakhs	30-Jun-2014	31-Mar-2014	30-Jun-2014	31-Mar-2014
<b>Liabilities</b>				
<b>Total Shareholders' fund</b>	<b>32,278</b>	<b>32,062</b>	<b>33,770</b>	<b>32,707</b>
(a) Share Capital	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	30,465	30,249	31,957	30,893
<b>Non-current Liabilities</b>	<b>137</b>	<b>163</b>	<b>227</b>	<b>357</b>
(a) Deferred Tax Liabilities ( Net)	94	116	184	309
(b) Long Term Provisions	43	47	43	47
<b>Current Liabilities &amp; Provisions</b>	<b>2,965</b>	<b>2,488</b>	<b>3,034</b>	<b>2,709</b>
(a) Current Liabilities	2,551	2,259	2,822	2,475
(b) Provisions	414	228	212	235
<b>Borrowings</b>	<b>1,034</b>	<b>2,721</b>	<b>4,415</b>	<b>4,767</b>
<b>Total Liabilities</b>	<b>36,415</b>	<b>37,435</b>	<b>41,446</b>	<b>40,540</b>
<b>Assets</b>				
<b>Fixed Assets (Including CWIP)</b>	<b>12,267</b>	<b>11,503</b>	<b>23,178</b>	<b>20,749</b>
<b>Non-current Assets</b>	<b>16,588</b>	<b>15,419</b>	<b>7,503</b>	<b>6,924</b>
(a) Loans and Advances	2,732	1,806	7,438	6,880
(b) Non-current Investments	13,856	13,612	42	42
(c) Other Non-current Assets	-	-	23	1
<b>Current Assets</b>	<b>7,560</b>	<b>10,513</b>	<b>10,764</b>	<b>12,867</b>
(a) Inventories	239	307	282	338
(b) Sundry Debtors	198	196	1,554	1,020
(c) Cash & Bank Balances	623	844	885	895
(d) Current Investments	4,388	7,288	5,546	8,755
(e) Loans and Advances	2,111	1,876	2,498	1,860
<b>Total Assets</b>	<b>36,415</b>	<b>37,435</b>	<b>41,446</b>	<b>40,540</b>

Thank You



## Career Point Limited

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