



CAREER POINT

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Investor Update – 4Q and FY2013-14

# Key Highlights



## Tutorial Services Division

- Successful completion of first year of operation for CP Gurukul - Residential Coaching and School Campus, promises a long-term sustainable business to the company.
- Added new centers and school association projects which resulted total contact centers almost same in numbers despite closing few non-performing centers to improve efficiency.
- An upward trend in new enrollments for coming academic session validates the advantage of unique strategies including CP STAR and trust in Career Point's excellent academic system.

## Formal Education Division

- Added School of Law with approval from Bar Council of India and School of Library Sciences for Bachelors, Masters as well as Doctorate programs at Career Point University, Kota
- Signed an MOU with CIDC – Construction Industry Development Council for various job-oriented and placement linked course programs in the sector.
- Entry in to Vocational Education to address the shortage of skilled manpower by providing vocational training and various skill development courses.

# Key Highlights



## Financials

- Total income for the period (FY2013-14) is Rupees 78.0 Crores (y-o-y: -19.8%) at consolidate level with operating revenue of Rs 65.2 Crores (y-o-y: -16.0%).
- Operating EBITDA was reported Rupees 9.7 Crores (margin: 14.8%) for FY2013-14; declined against FY2013-14 primarily due to lower top-line at tutorial division.
- Net Income for the quarter and full year were reported as Rupees 1.8 Crores (margin: 9.4%) and Rupees 9.8 Crores (margin: 12.5%), respectively.

## Subsidiary Operations

- The contribution from the formal education division including lease rental and auxiliary education services has reached nearly 20% of total income compared to 10% in previous year.
- Newly formed subsidiary, Career Point Accessories Pvt. Ltd. reported an income of Rs 102 Lacs and net profit of Rs 12.2 Lacs (Net margin: 12%) in FY2013-14.
- CP Infra Ltd. has fixed assets of Rs 111.8 Crores in the balance sheet as of 31 March 2014.

# 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>	FY2012-13	9M FY14	FY2013-14
<b>Company Centers</b>	<b>20,240</b>	<b>12,287</b>	<b>12,291</b>
Branches - Long Term	17,262	11,118	11,122
Branches - Short Term	2,978	1,169	1,169
<b>Franchisees</b>	<b>2,135</b>	<b>1,780</b>	<b>1,787</b>
Franchisees - Long Term	1,754	1,757	1,764
Franchisees - Short Term	381	23	23
<b>Distance Learning</b>	<b>4,882</b>	<b>4,853</b>	<b>6,077</b>
<b>Total Enrollments</b>	<b>27,257</b>	<b>18,920</b>	<b>20,155</b>

# Business Update – Formal Education



Name of the Institution / Project	Services		Status
	AES	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>•On schedule to complete second academic session</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>•On schedule to complete second academic session</li> </ul>
Career Point Technical Campus, Rajsamand	Yes	Yes	<ul style="list-style-type: none"> <li>•Approved by AICTE and Raj. Technical University</li> <li>•On schedule to complete second academic session</li> </ul>
Career Point World School at Jodhpur	Yes	Yes	<ul style="list-style-type: none"> <li>•Successfully completed first year of operations 2013-14</li> </ul>
CP Gurukul - Residential School & Coaching	Yes	Yes	<ul style="list-style-type: none"> <li>•Successfully completed first year of operations 2013-14</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

# Financials – Income Statement (Standalone)



Income Statement	←----- Standalone -----→				
Rs Lakhs	4QFY14	4QFY13	3QFY14	FY2013-14	FY2012-13
<b>Income</b>					
Income from Operation	1,351.0	1,918.1	1,388.1	5,414.0	7,055.9
Other Income	143.0	81.6	324.9	835.0	682.9
<b>Total Income</b>	<b>1,494.0</b>	<b>1,999.7</b>	<b>1,713.0</b>	<b>6,249.0</b>	<b>7,738.8</b>
<b>Expenditure</b>					
Cost of Study Material	57.4	75.7	38.7	177.0	253.5
Employees Cost	906.8	871.2	1,017.6	3,536.0	3,425.9
G&A and other expenses	370.4	263.8	316.0	1,513.7	1,360.7
Dep. & Amort.	66.1	44.0	73.3	369.4	177.6
Finance Charges	26.8	66.6	44.4	211.3	95.9
<b>Total Expenditure</b>	<b>1,427.5</b>	<b>1,321.3</b>	<b>1,490.0</b>	<b>5,807.3</b>	<b>5,313.6</b>
<b>EBITDA</b>	<b>159.4</b>	<b>789.0</b>	<b>340.7</b>	<b>1,022.4</b>	<b>2,698.7</b>
EBITDA Margin	10.7%	39.5%	19.9%	16.4%	34.9%
<b>Operating EBITDA</b>	<b>16.4</b>	<b>707.4</b>	<b>15.8</b>	<b>187.4</b>	<b>2,015.8</b>
Op. EBITDA margin	1.2%	36.9%	1.1%	3.5%	28.6%
<b>Profit Before Tax</b>	<b>66.5</b>	<b>678.4</b>	<b>223.1</b>	<b>441.7</b>	<b>2,425.2</b>
PBT Margin	4.5%	33.9%	13.0%	7.1%	31.3%
<b>Profit After Tax</b>	<b>71.2</b>	<b>246.4</b>	<b>263.0</b>	<b>421.0</b>	<b>1,539.9</b>
PAT Margin	4.8%	12.3%	15.4%	6.7%	19.9%
<b>EPS (Rs)</b>	<b>0.4</b>	<b>1.4</b>	<b>1.5</b>	<b>2.3</b>	<b>8.5</b>

# Financials – Income Statement (Consolidated)



Income Statement	←----- Consolidated -----→				
Rs Lakhs	4QFY14	4QFY13	3QFY14	FY2013-14	FY2012-13
<b>Income</b>					
Income from Operation	1,647.8	2,118.5	1,662.7	6,520.7	7,763.4
Other Income	275.6	577.2	425.1	1,280.8	1,961.5
<b>Total Income</b>	<b>1,923.4</b>	<b>2,695.6</b>	<b>2,087.9</b>	<b>7,801.5</b>	<b>9,724.9</b>
<b>Expenditure</b>					
Cost of Study Material	81.1	75.7	49.8	238.8	253.5
Employees Cost	954.4	877.1	1,065.6	3,695.5	3,436.3
G&A and other expenses	401.7	286.7	333.6	1,618.7	1,387.8
Dep. & Amort.	114.9	66.4	107.6	516.2	257.7
Finance Charges	121.9	138.3	122.9	507.5	167.9
<b>Total Expenditure</b>	<b>1,674.0</b>	<b>1,444.2</b>	<b>1,679.5</b>	<b>6,576.6</b>	<b>5,503.2</b>
<b>EBITDA</b>	<b>486.2</b>	<b>1,456.2</b>	<b>638.9</b>	<b>2,248.6</b>	<b>4,647.3</b>
EBITDA Margin	25.3%	54.0%	30.6%	28.8%	47.8%
<b>Operating EBITDA</b>	<b>210.6</b>	<b>879.0</b>	<b>213.7</b>	<b>967.8</b>	<b>2,685.7</b>
Op. EBITDA margin	12.8%	41.5%	12.9%	14.8%	34.6%
<b>Profit Before Tax</b>	<b>249.4</b>	<b>1,251.5</b>	<b>408.3</b>	<b>1,225.0</b>	<b>4,221.7</b>
PBT Margin	13.0%	46.4%	19.6%	15.7%	43.4%
<b>Profit After Tax</b>	<b>181.7</b>	<b>784.5</b>	<b>446.5</b>	<b>978.5</b>	<b>3,012.7</b>
PAT Margin	9.4%	29.1%	21.4%	12.5%	31.0%
<b>EPS (Rs)</b>	<b>1.0</b>	<b>4.3</b>	<b>2.5</b>	<b>5.4</b>	<b>16.6</b>

# Financials – Balance Sheet



Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2014	31-Dec-2013	31-Mar-2013	31-Mar-2014	31-Dec-2013	31-Mar-2013
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>32,458</b>	<b>32,387</b>	<b>32,037</b>	<b>33,566</b>	<b>33,380</b>	<b>32,559</b>
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	30,645	30,573	30,224	31,753	31,567	30,745
<b>Non-current Liabilities</b>	<b>122</b>	<b>132</b>	<b>125</b>	<b>370</b>	<b>296</b>	<b>279</b>
(a) Def. Tax Liabilities	80	81	79	328	245	233
(b) Long Term Provisions	42	51	46	42	51	46
<b>Current Liabilities</b>	<b>1,200</b>	<b>1,921</b>	<b>1,160</b>	<b>1,436</b>	<b>2,164</b>	<b>1,384</b>
(a) Current Liabilities	1,102	1,787	1,047	1,321	2,018	1,265
(b) Provisions	98	134	112	115	146	119
<b>Short-term borrowings</b>	<b>992</b>	<b>1,025</b>	<b>2,715</b>	<b>4,322</b>	<b>4,564</b>	<b>5,316</b>
<b>Total Liabilities</b>	<b>34,771</b>	<b>35,464</b>	<b>36,037</b>	<b>39,695</b>	<b>40,404</b>	<b>39,537</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>12,190</b>	<b>12,020</b>	<b>10,778</b>	<b>22,985</b>	<b>21,952</b>	<b>19,834</b>
<b>Non-current Assets</b>	<b>15,954</b>	<b>14,767</b>	<b>14,503</b>	<b>7,202</b>	<b>6,816</b>	<b>6,790</b>
(a) Loans and Advances	2,098	1,130	891	7,141	6,769	6,747
(b) Investments	13,856	13,636	13,612	42	43	42
(c) Other Assets	-	-	-	19	5	1
<b>Current Assets</b>	<b>6,628</b>	<b>8,677</b>	<b>10,756</b>	<b>9,507</b>	<b>11,636</b>	<b>12,912</b>
(a) Inventories	238	239	196	301	283	196
(b) Sundry Debtors	144	315	112	1,498	1,573	752
(c) Cash & Bank Balances	398	259	681	668	303	727
(d) Current Investments	4,198	5,413	9,158	5,356	6,896	10,635
(e) Loans and Advances	1,650	2,452	608	1,685	2,581	602
<b>Total Assets</b>	<b>34,771</b>	<b>35,464</b>	<b>36,037</b>	<b>39,695</b>	<b>40,404</b>	<b>39,537</b>



# Segmental Break-up



Segment Wise Results (Rs Lacs)	4QFY14	3QFY14	4QFY13	FY2013-14	FY2012-13
<b>Revenue</b>					
Informal Education Division	1,375	1,370	1,917	5,482	7,055
Formal Education Division	273	293	202	1,038	709
<b>Net Sales / Income from Operations</b>	<b>1,648</b>	<b>1,663</b>	<b>2,118</b>	<b>6,521</b>	<b>7,763</b>
<b>Profit before Interest and Tax</b>					
Informal Education Division	(12)	(93)	438	8	1,830
Formal Education Division	222	281	176	831	622
<b>Total</b>	<b>210</b>	<b>188</b>	<b>614</b>	<b>839</b>	<b>2,451</b>
Less: Finance Cost	122	123	138	508	168
Add: Other Un-allocable Net Income	162	344	776	893	1,938
<b>Profit Before Tax</b>	<b>249</b>	<b>408</b>	<b>1,251</b>	<b>1,225</b>	<b>4,222</b>
<b>Capital Employed</b>					
Informal Education Division	17,210	17,149	17,915	17,210	17,915
Formal Education Division	16,317	16,196	14,635	16,317	14,635
<b>Total Capital Employed</b>	<b>33,527</b>	<b>33,346</b>	<b>32,549</b>	<b>33,527</b>	<b>32,549</b>

Thank You



## Career Point Limited

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