



CAREER POINT

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Investor Update – Q1 FY2013-14

Key Highlights



Informal Education Division

- Tutorial services division enrolled more than 9000 enrollments despite a delay in admission cycle and a change in market dynamics.
- The transformational venture of school cum coaching campus has successfully took-off with more than 600 new enrollments, giving an edge to company against other players.
- New school integrated tie-ups across different parts of the nation with different schools following a variety of board curriculums set a benchmark in delivery of tutorial programs.

Formal Education Division

- The launch of two new schools with more than 200 enrollments each in the first academic session has set-up a key milestone and a sustainable business for next 12 years.
- A significant jump is recorded in new enrollments at higher education institutions which gives a visible outlook for the duration of course programs (from 2 years to 5 years).
- Enrolling more than 30 research scholars in doctorate programs at various disciplines demonstrates an academic excellence of higher education institutions.

Key Highlights



Financials

- Total income for the quarter is Rupees 17.65 Crores at consolidate level with operating revenue of Rs 15.15 Crores (y-o-y: -3.9%).
- Operating EBITDA for the quarter is Rs 2.8 Crores (y-o-y: +22.1%) with a margin of 18.5% against 14.5% in 1QFY13; thanks to significant cost control in non-core expenses.
- Net Income for 1QFY14 is Rs 1.64 Crores representing a margin of about 10% at consol basis.

Subsidiary Operations

- Major projects of wholly owned subsidiary CP Infra Limited have started generating revenue for company. In the quarter, Income of Rs 2.35 Crores was reported (1QFY13: Rs 1.4 Crores).
- Newly formed subsidiary, Career Point Accessories Pvt. Ltd. reported an income of Rs 35.2 Lacs and net profit of Rs 17.1 Lacs in this quarter.
- Career Point Infra Ltd. has fixed assets of Rs 97.4 Crores in the balance sheet as of 30th Jun 2013.

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>	1Q FY13	FY 2013	1Q FY14
Company Centers	13,463	20,240	8,083
Branches - Long Term	10,485	17,262	6,914
Branches - Short Term	2,978	2,978	1,169
Franchisees	1,213	2,135	771
Franchisees - Long Term	832	1,754	748
Franchisees - Short Term	381	381	23
Distance Learning	586	4,882	377
Total Enrollments	15,262	27,257	9,231

Business Update – Formal Education



Name of the Project / Institution	Services		Status
	AES	ISS	
Career Point University, Kota	Yes	Yes	<ul style="list-style-type: none"> •Act was passed by Govt. of Rajasthan in April 2012 •Running second academic session 2013-14
Career Point University, Hamirpur	Yes	Yes	<ul style="list-style-type: none"> •Approved by Govt. of Himachal Pradesh in May 2012 •Running second academic session 2013-14
Career Point Technical Campus, Rajsamand	Yes	Yes	<ul style="list-style-type: none"> •Approved by AICTE and Raj. Technical University •Running second academic session 2013-14
K-12 School at Jodhpur	Yes	Yes	<ul style="list-style-type: none"> •Started the first year of operations 2013-14
Residential K-12 School at Kota	Yes	Yes	<ul style="list-style-type: none"> •Started the first year of operations 2013-14
Residential K-12 School at Abu	Yes	Yes	<ul style="list-style-type: none"> •Operations are not started yet
ProSeed Business School	Yes	No	<ul style="list-style-type: none"> •Operational (division of Career Point University, Kota)
Global Public School (K-12), Kota	Yes	No	<ul style="list-style-type: none"> •Operational since year 2003

AES: Auxiliary Education Services, ISS: Infrastructure Support Services

Financials – Income Statement



Income Statement	←-----Standalone ----->			←----- Consolidated ----->		
Rs Lakhs	1QFY14	1QFY13	4QFY13	1QFY14	1QFY13	4QFY13
Income						
Income from Operation	1,262.5	1,433.8	1,918.1	1,514.6	1,576.3	2,118.5
Other Income	134.3	200.4	81.6	250.5	270.3	577.2
Total Income	1,396.8	1,634.1	1,999.7	1,765.1	1,846.6	2,695.6
Expenditure						
Cost of Study Material	7.0	42.9	75.7	17.2	42.9	75.7
Employees Cost	730.8	749.8	871.2	753.9	751.5	877.1
G&A and other expenses	438.5	552.2	263.8	463.0	552.3	286.7
Dep. & Amort.	73.5	42.6	44.0	102.8	58.7	66.4
Finance Charges	70.2	0.9	66.6	136.4	0.9	138.3
Total Expenditure	1,320.0	1,388.5	1,321.3	1,473.4	1,406.3	1,444.2
EBITDA	220.5	289.2	789.0	530.9	499.9	1,456.2
EBITDA Margin	15.8%	17.7%	39.5%	30.1%	27.1%	54.0%
Operating EBITDA	86.2	88.8	707.4	280.4	229.6	879.0
Op. EBITDA margin	6.8%	6.2%	36.9%	18.5%	14.6%	41.5%
Profit Before Tax	76.8	245.6	678.4	291.7	440.3	1,251.5
PBT Margin	5.5%	15.0%	33.9%	16.5%	23.8%	46.4%
Profit After Tax	25.6	199.7	246.4	164.0	311.8	773.2
PAT Margin	1.8%	12.2%	12.3%	9.3%	16.9%	28.7%
EPS (Rs)	0.14	1.1	1.4	0.9	1.7	4.3

Financials – Balance Sheet



Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lakhs	30-Jun-2013	31-Mar-2013	30-Jun-2013	31-Mar-2013
Liabilities				
Total Shareholders' fund	32,062	32,037	32,707	32,559
(a) Share Capital	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	30,249	30,224	30,893	30,745
Non-current Liabilities	163	125	357	279
(a) Deferred Tax Liabilities (Net)	116	79	309	233
(b) Long Term Provisions	47	46	47	46
Current Liabilities & Provisions	2,488	1,160	2,709	1,384
(a) Current Liabilities	2,259	1,047	2,475	1,265
(b) Provisions	228	112	235	119
Short-term borrowings	2,721	2,715	4,767	5,316
Total Liabilities	37,435	36,037	40,540	39,537
Assets				
Fixed Assets (Including CWIP)	11,503	10,778	20,749	19,834
Non-current Assets	15,419	14,503	6,924	6,790
(a) Loans and Advances	1,806	891	6,880	6,747
(b) Non-current Investments	13,612	13,612	42	42
(c) Other Non-current Assets	-	-	1	1
Current Assets	10,513	10,756	12,867	12,912
(a) Inventories	307	196	338	196
(b) Sundry Debtors	196	112	1,020	752
(c) Cash & Bank Balances	844	681	895	727
(d) Current Investments	7,288	9,158	8,755	10,635
(e) Loans and Advances	1,876	608	1,860	602
Total Assets	37,435	36,037	40,540	39,537

Thank You



Career Point Limited

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