



CAREER POINT

Investor Update: Q1 FY2016-17

Our Story



1993

- Organisation founded

2000

- Network Expansion

2006

- Formal Education

2010

- NSE & BSE Listing

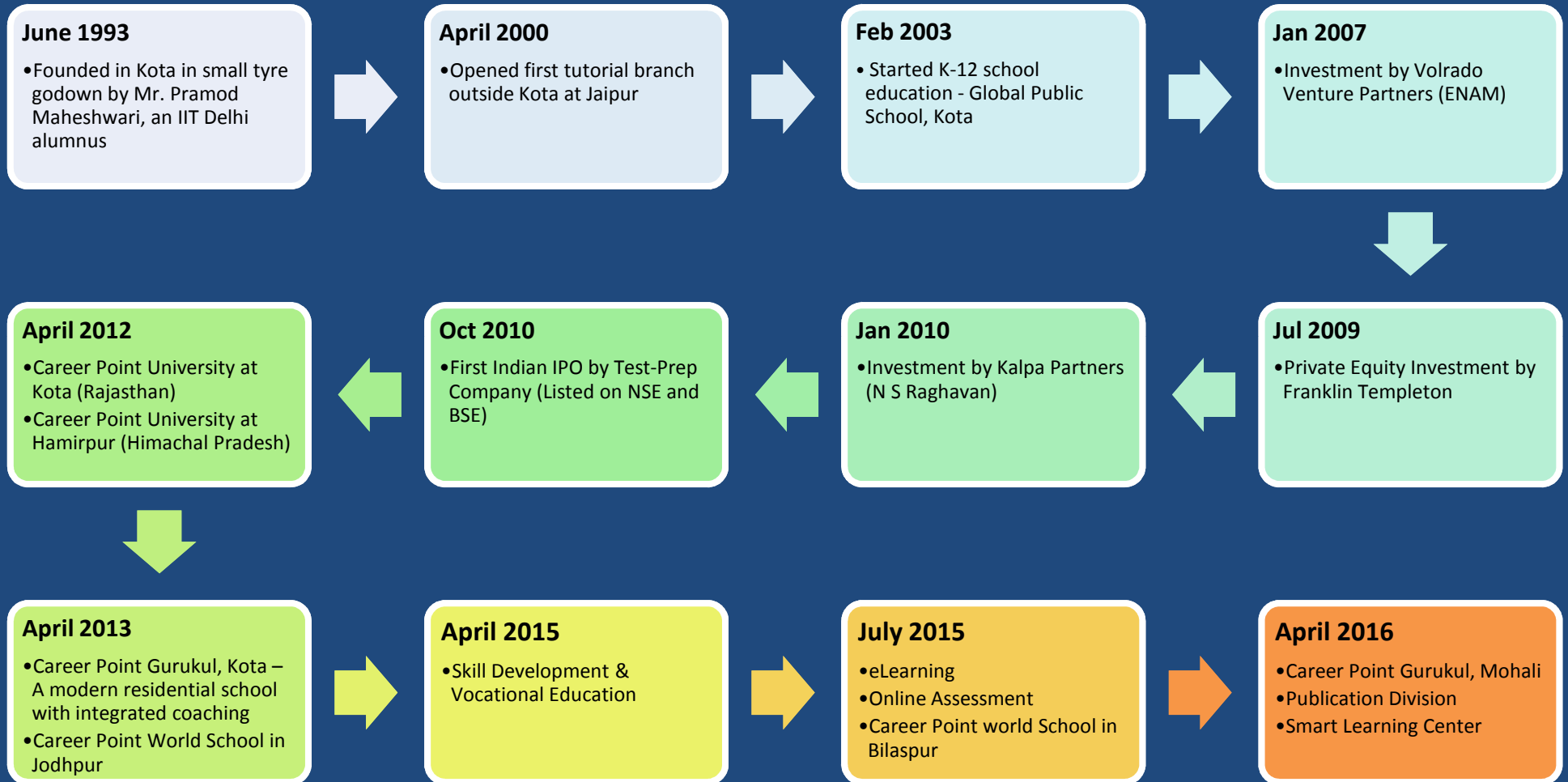
2014

- Vocational
- eLearning

2016

- Building a Global Brand

Company evolution



Service Offering – KG to PhD

School Education



GLOBAL KIDS
from the house of **CAREER POINT**

CAREER POINT
PUBLIC SCHOOL

CAREER POINT
WORLD SCHOOL

Tutorial Services



CAREER POINT
Pre-Engineering, Pre-Medical & Pre-Foundation

CAREER POINT
gurukul
Residential Coaching and School Campus

Synchro School
School Integrated Coaching Program

e-learning



Video Lectures on
PEN DRIVE | MEMORY CARD



eCAREERPOINT
Online Test Series

StudyBoard.com

Higher Studies Skill Development



CAREER POINT
UNIVERSITY
Kota (Rajasthan)

CAREER POINT
UNIVERSITY
Hamirpur (H.P.)

 **Career Point Institute**
of Skill Development

Integrated Solution Provider across Education value chain throughout the Life Cycle of a Student.

Business Divisions

School Education | Test-Prep | Higher Education | Skill Development



Global Kids: Pre-School Chain

- ✓ Mentoring early childhood with a core focus on holistic development and child centric philosophy
- ✓ Expansion through franchisee network with a complete technical know-how and structured support system in-place
- ✓ Facilities include Audio-Visual Room, Doll House, Art & Craft Room, Creativity Center

Academic Pedagogy

- Activity based Learning
- Intellectual Development
- Creativity Advancement
- Physical Activities
- Social Skills

Expansion Strategy: Adding new franchisees with incremental premium service offerings



CP Schools: Career Point World Schools



Global Public School, Kota (Raj.)



Career Point World School, Jodhpur



Career Point World School, Bilaspur



	Global Public School, Kota	Career Point World School, Jodhpur	Career Point World School, Bilaspur
Operational Since	Year 2003	July 2012	July 2015
Location	Kota, Rajasthan	Jodhpur, Rajasthan	Bilaspur, Chattisgarh
Affiliation	CBSE	CBSE	CBSE
Category	Owned	Owned	Franchisee

Expansion Strategy:
Through franchisee and
leased asset-light mode

CP Gurukul: Residential School with Coaching



CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



Expansion Strategy: Premium pricing and asset-light mode at selective locations

Academic facilities

- Coaching Campus
- CBSE School up to 12th
- Library & Reading Rooms
- Practical Labs
- Academic Assistance

Living Experience

- Boys and Girls Hostels
- Guest house for relatives
- Apartments (1&2 BHK) for parents
- Staff residences
- Play Grounds

Student Welfare

- Mess, Cafeteria and Food Court
- Health care Services
- Departmental Stores
- 24 Hrs Security

Tutorial Products and Test-Prep Services



Key Products

Test-Prep
Products

Pre-Engineering

Pre-Medical

Pre-Foundation

Expansion Strategy: Improve operating leverage
and selective franchising

Delivery Model

Company Branches

Franchisees Centers

Residential Coaching

School Association

Distance Learning

E-Learning

CP Higher Education Institutions



**Career Point University
Kota, Rajasthan**



**Career Point University
Hamirpur, Himachal Pradesh**



Courses offered

Engineering & Technology	B. Tech, M. Tech and PhD.
Computer Applications	BCA, MCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Law and Governance	LLB, BA-LLB, BBA-LLB
Vocational Studies	Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

Expansion Strategy:

Adding new degree, diploma and professional courses on regular and distance learning delivery mode

e-Learning Division

Videos on Demand | Online Assessment | Social Learning Marketplace



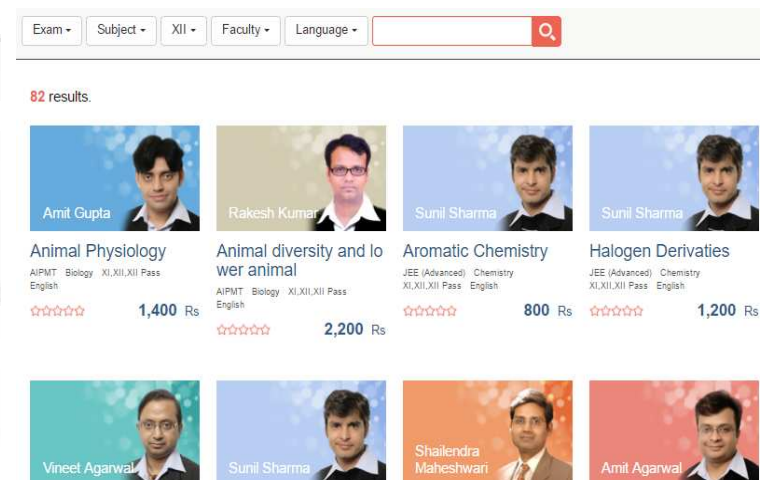
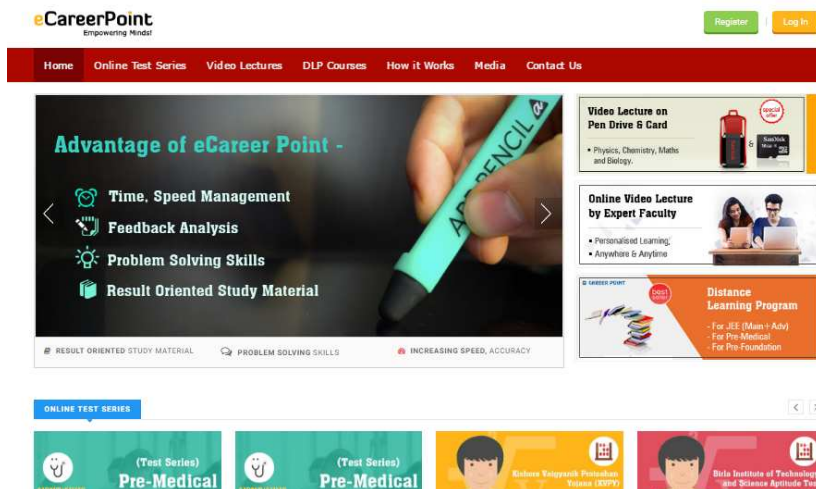
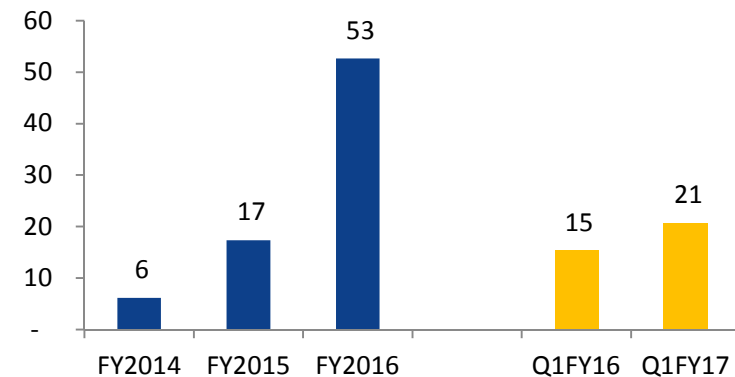
Career Point Edutech Limited



Wholly owned subsidiary of Career Point Ltd for Educational technology businesses

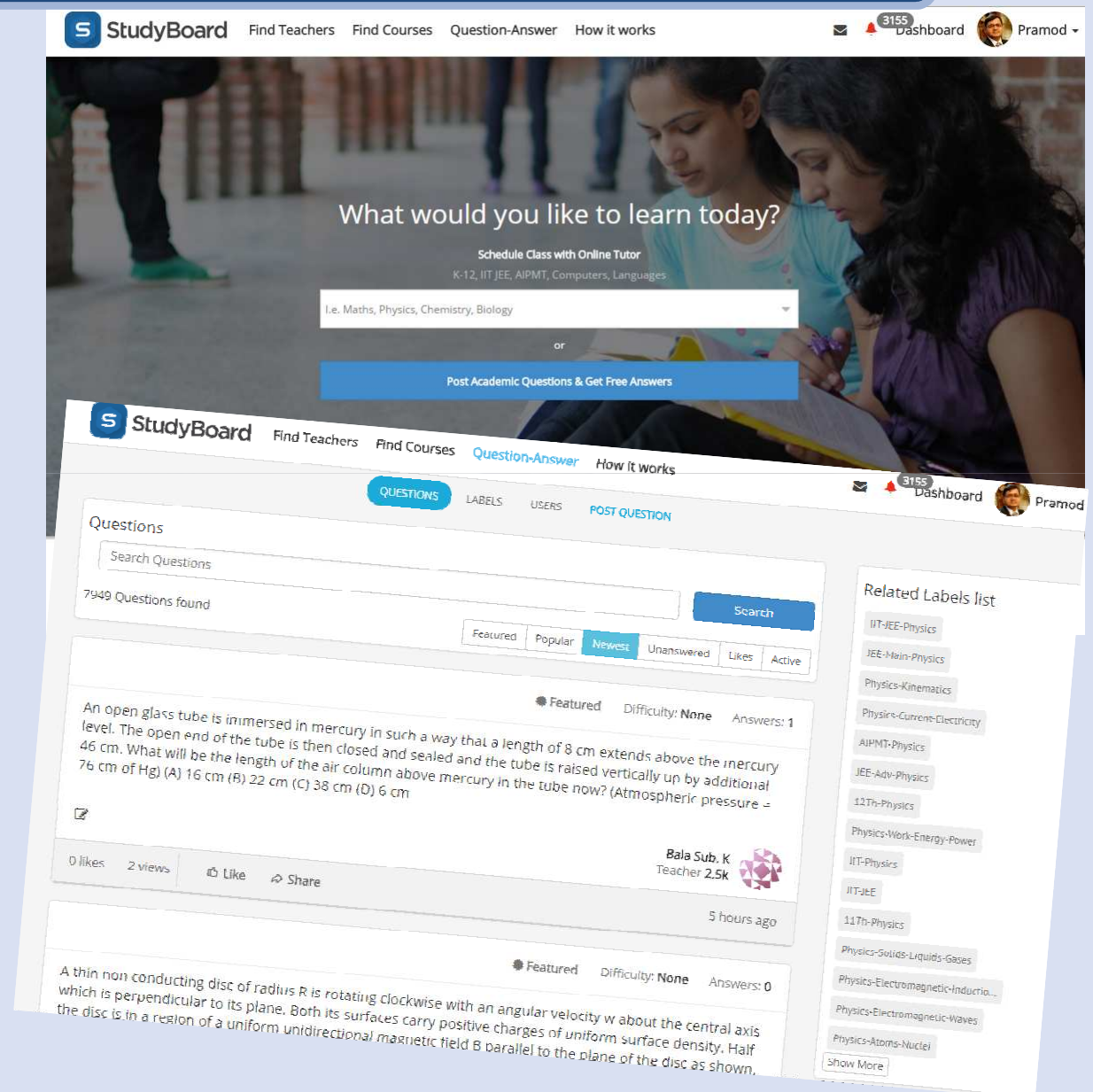
- o **eCareerPoint** (www.ecareerpoint.com): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques which strategically identify the learning gaps and suggest various corrective measures
- o **Video-on-Demand** (www.onlinepado.com): Video lectures on USB drives, Memory Cards and Online with Class wise, Subject wise & Unit wise facility to students for anytime, anyplace learning on multiple devices i.e. Laptop, Desktop, Tablet, Mobile

CP Edutech - Revenue (Rs Lacs)



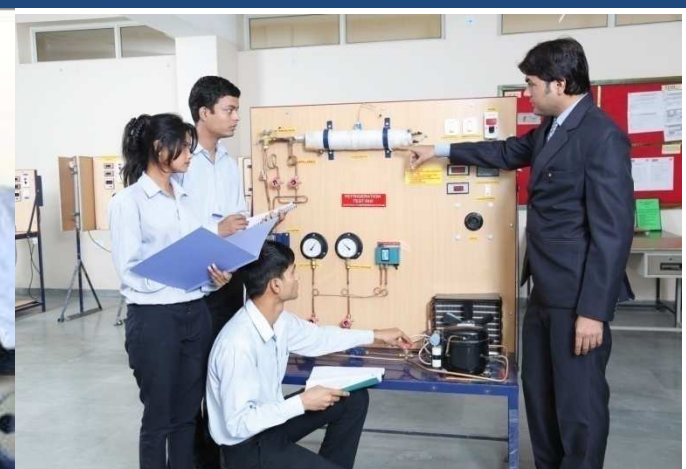
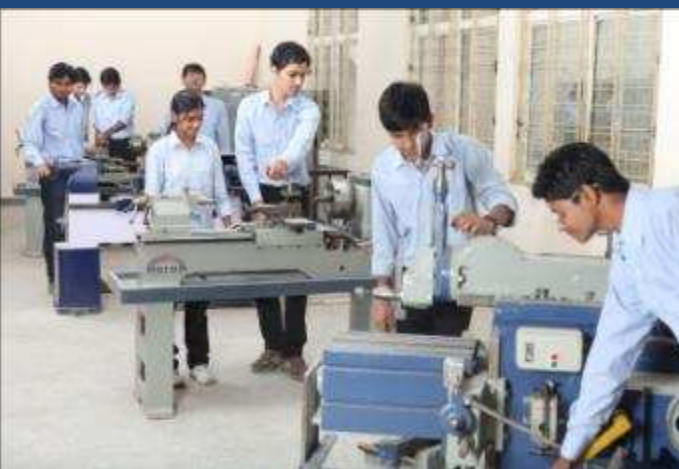
Studyboard.com : Social Learning platform

- Social learning and Online tutoring marketplace
- Paid Question & Answer services on Mobile app.
- Audio-Video Conferencing, Interactive Whiteboard, Group Chat & Live Sessions



Skill Development Division

State Govt. Partnership | Govt. of India Programs



Vocational Education – Partner in Skill India Mission

Associations and Partnerships

- ✓ Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- ✓ Affiliated Training Partner in Govt. of India's PMKVY (Pradhan Mantri Kaushal Vikas Yojna) Scheme for multiple sectors
- ✓ Trained number of batches at Owned as well as Franchisee centers with focus on Placements through Industrial Visits, Personality Development and On-Job Trainings

Sectors Focus

- Banking & Accounts
- Courier & Logistics
- Information Technology
- Retail
- Automotive & Repair
- Business & Commerce
- Hospitality
- Agriculture
- Electrical and Electronics



NSDC and Sector Skill Councils Partnership



- ✓ Partnership with NSDC – National Skill Development Corporation as Training Provider
- ✓ Allotment of 9 sectors including Banking & Financial Services, Courier & Logistics, Information Technology, Retail, Automotive, Healthcare, Capital Goods, Construction and Electronics
- ✓ Training for various job roles in allotted sectors at multiple locations



- ✓ Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- ✓ Courses include Retail – Cashier, Retail – Sales Associate

- ✓ Affiliation with AMHSSC (Apparel Made-ups and Home made furnishing) as Training Provider(TP)
- ✓ Courses include Export Executive, Fabric Checker, Export Assistant



Q1 FY2016-17 Performance



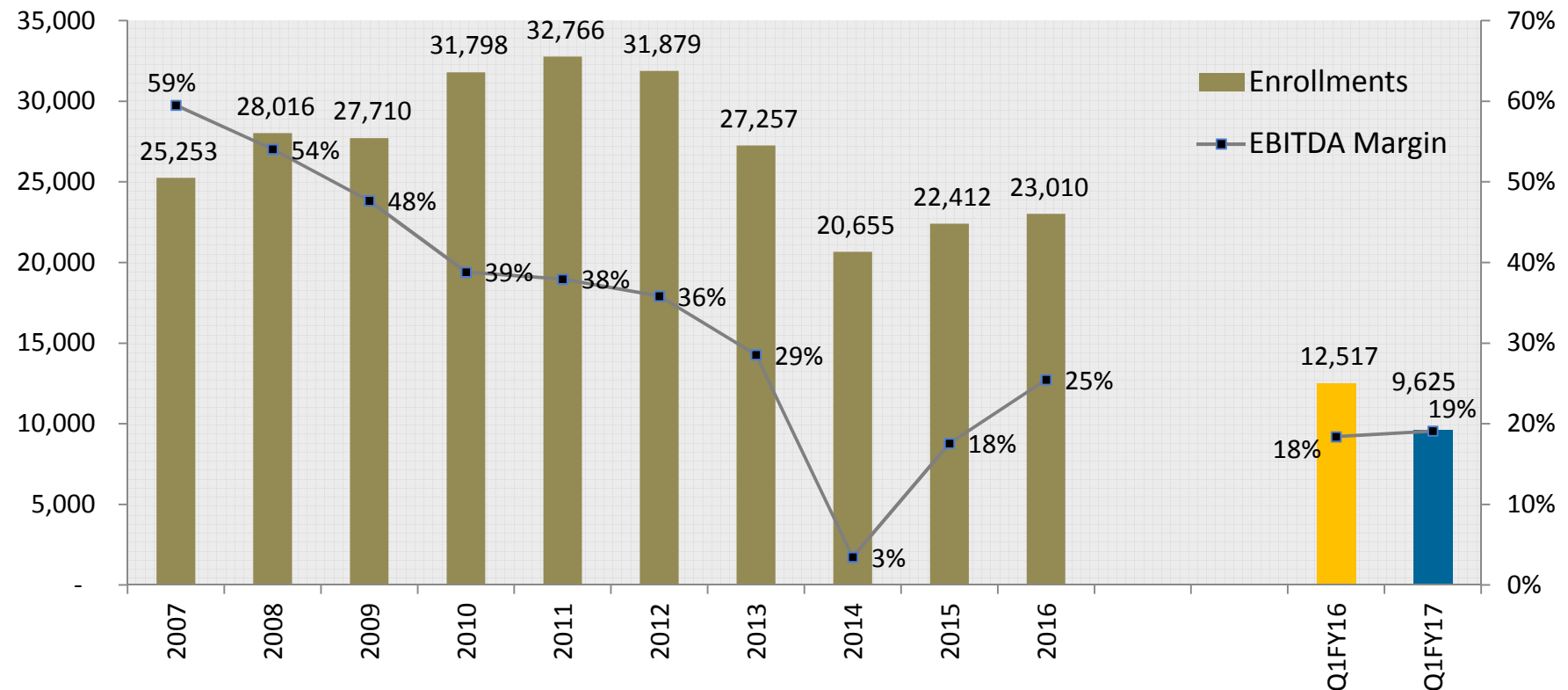
Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	Q1FY16	Q1FY17
Total	29,398	24,120	27,366	30,857	18,438	16,270
Tutorial Division	27,257	20,655	22,412	23,010	12,517	9,625
Formal Education	2,141	3,465	4,954	7,847	5,921	6,645
Tutorial Enrollments Split						
Branches-LT CR	17,262	11,122	12,946	13,688	9,025	6,777
Branches-ST CR	2,978	1,169	1,333	1,011	1,011	625
Franchisees-LT CR	1,754	1,764	1,576	1,395	924	710
Franchisees-ST CR	381	23	87	52	52	-
Distance Learning	4,882	6,577	6,470	6,864	1,505	1,513
Formal Break-up						
Higher Education	741	1,642	2,327	3,455	3,198	2,984
School Education	1,400	1,823	2,627	3,372	2,723	3,451
Vocational Education				1,020		210



LTCR: Long-Term Classroom, STCR: Short-Term Classroom

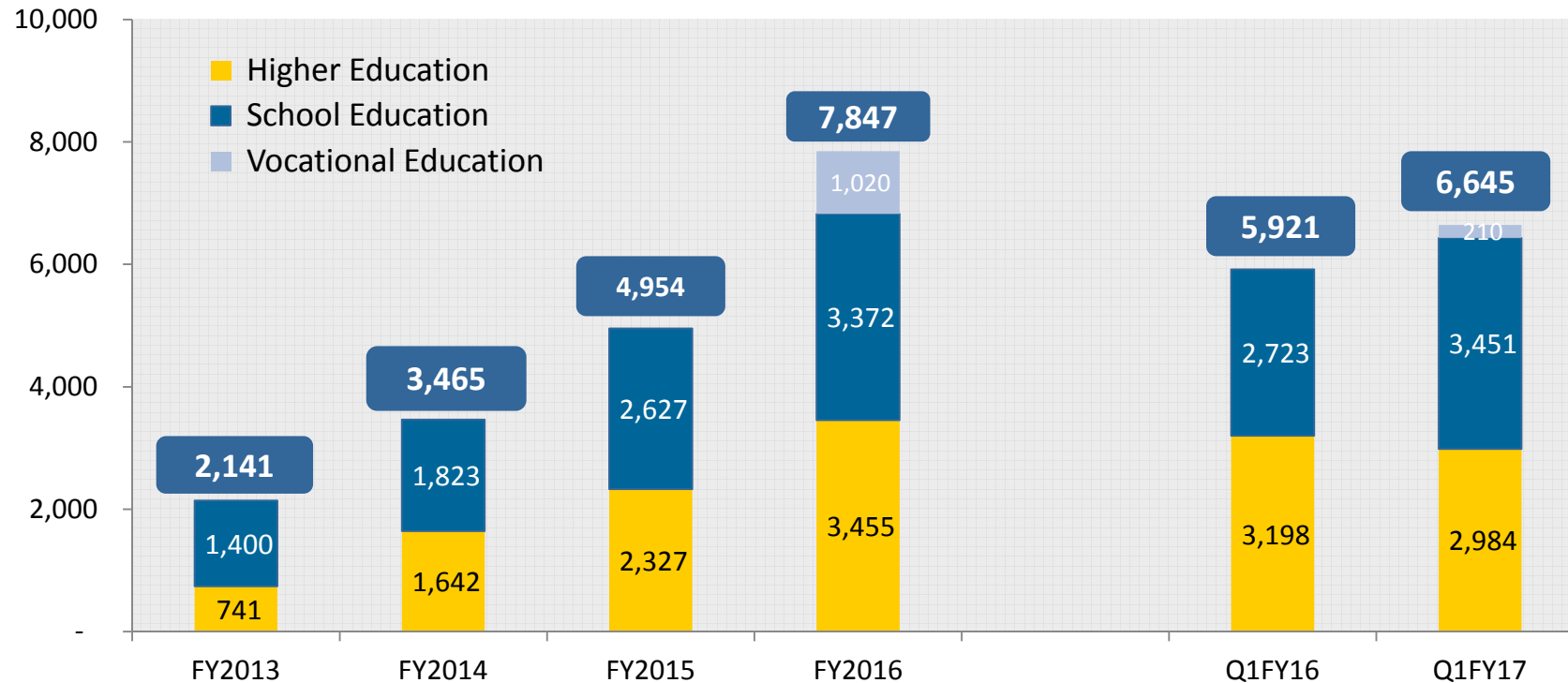
Tutorial Enrollments and Margins



Key Highlights

- ❑ Improvement in average fee per student results in to higher operating margins
- ❑ Large operating leverage indicates a potential profitability improvement

Enrolments Split – Formal Education



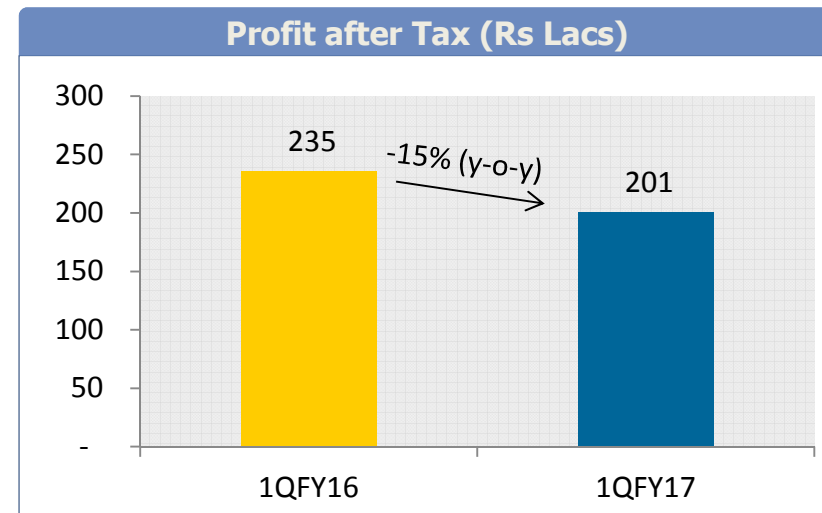
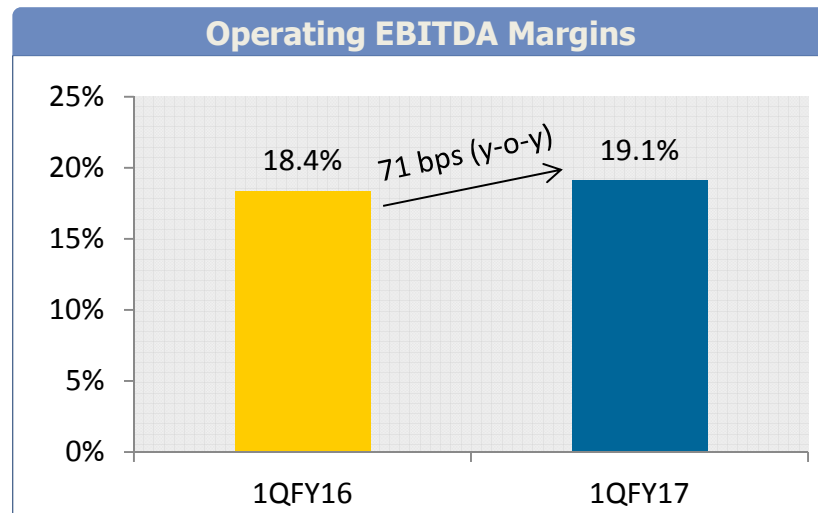
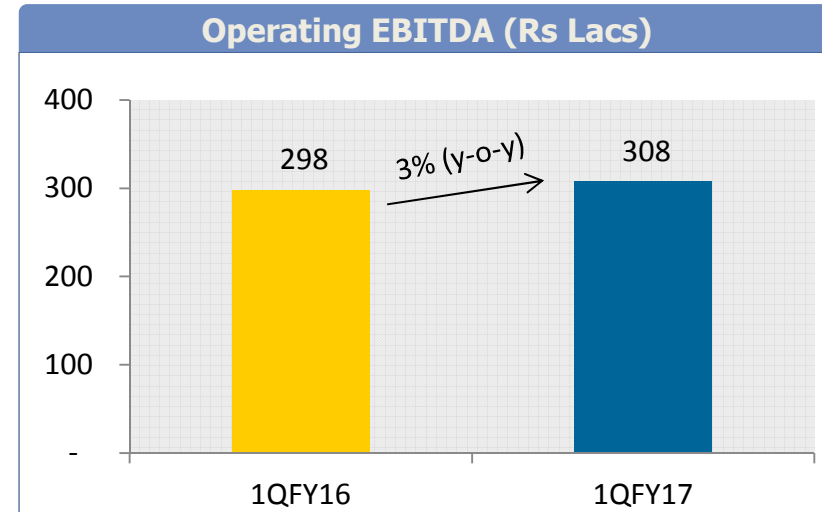
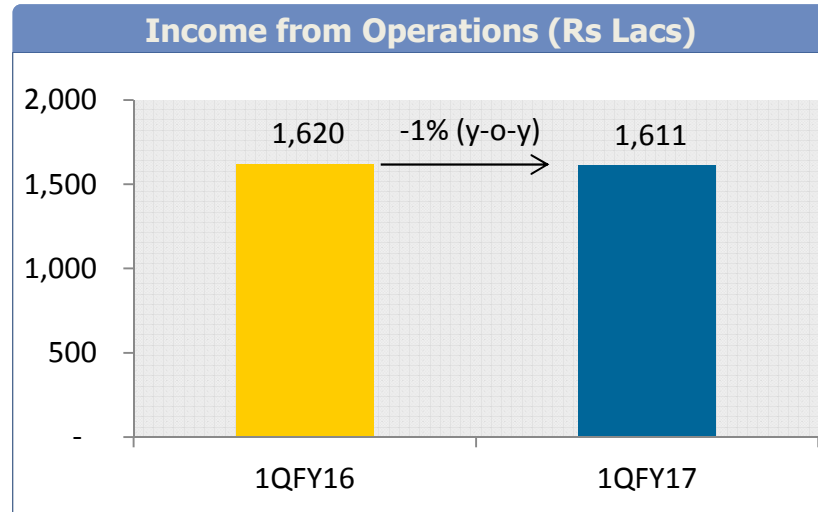
Key Highlights

- ❑ Annuity driven business division with 12% y-o-y growth in Q1FY15 and 54% CAGR in enrollments from year 2013 to 2016.
- ❑ Remarkable placement records, Overseas academic collaborations and New school franchisees signify long-term prospects of the division.

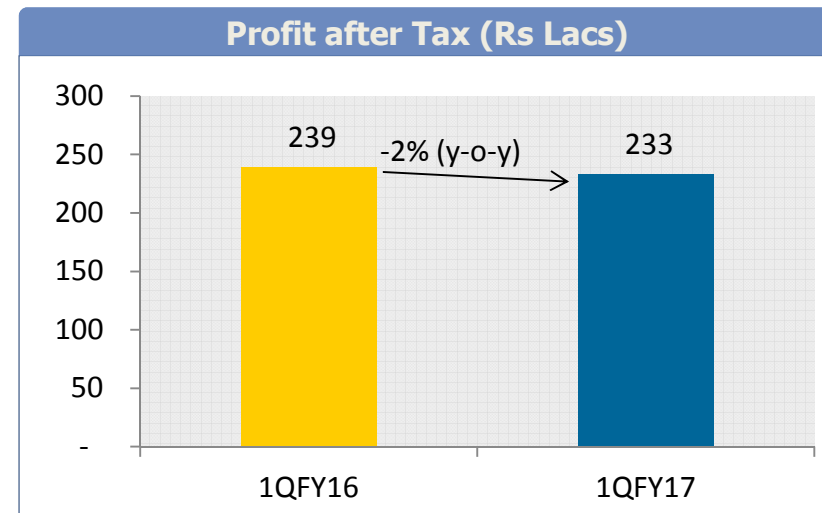
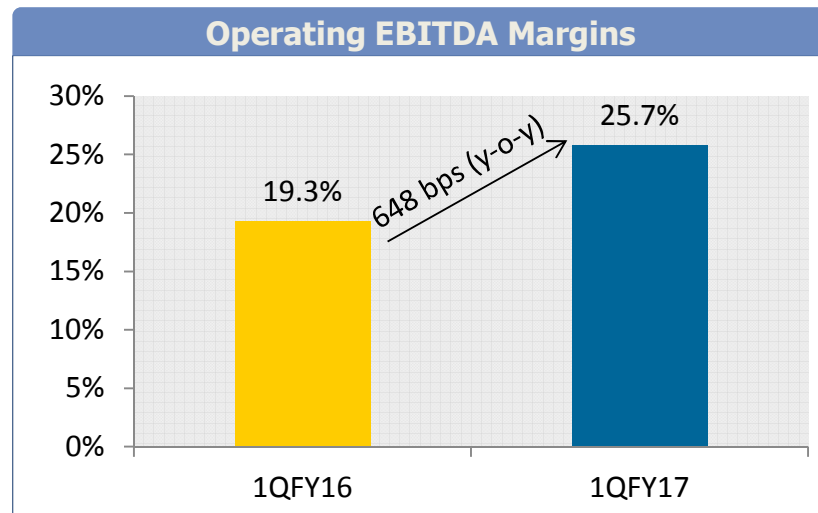
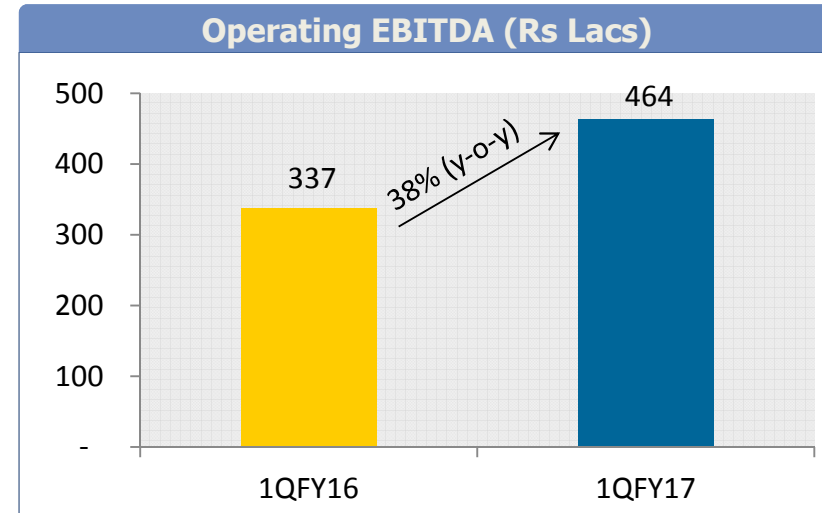
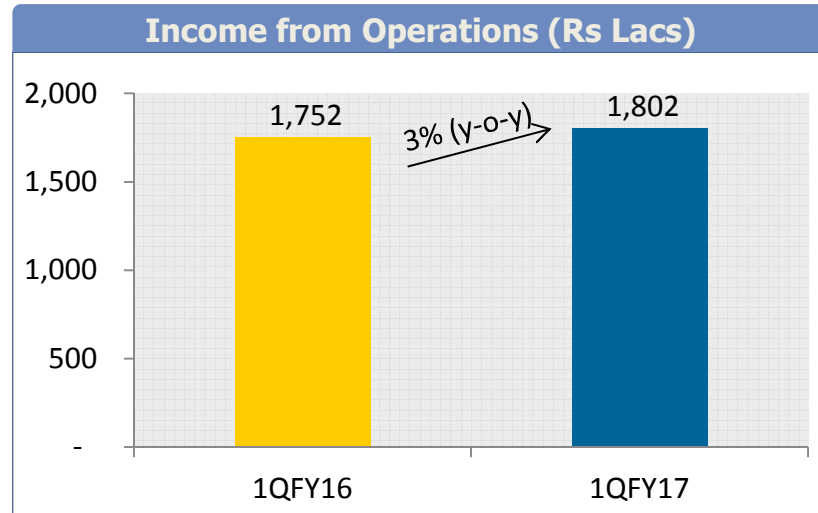
Financial Details



Standalone Financials – Snapshot (Q1 FY2016-17)



Consolidated Financials – Snapshot (Q1 FY2016-17)



Income Statement



Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
Rs Lacs	1QFY16	4QFY16	1QFY17	1QFY16	4QFY16	1QFY17
Income						
Income from Operation	1,620.2	1,793.0	1,611.5	1,751.9	1,982.4	1,802.2
Other Income*	182.6	164.9	164.5	246.7	182.2	180.1
Total Income	1,802.8	1,957.8	1,776.0	1,998.5	2,164.7	1,982.3
Expenditure						
Cost of Study Material	37.6	49.6	59.5	66.1	69.1	80.5
Employees Cost	838.0	840.4	837.8	884.5	905.2	852.1
G&A and other expenses	446.7	425.0	406.3	463.9	447.7	405.7
Dep. & Amort.	117.5	114.7	114.3	132.7	130.4	129.5
Finance Charges	25.5	34.2	33.9	110.2	115.1	111.2
Total Expenditure	1,465.2	1,463.9	1,451.8	1,657.5	1,667.4	1,579.1
EBITDA	480.5	642.8	472.4	584.0	742.7	644.0
EBITDA Margin	26.7%	32.8%	26.6%	29.2%	34.3%	32.5%
Operating EBITDA	298.0	478.0	307.9	337.3	560.5	463.9
Op. EBITDA margin	18.4%	26.7%	19.1%	19.3%	28.3%	25.7%
Profit Before Tax	337.5	493.9	324.2	341.1	497.3	403.2
PBT Margin	18.7%	25.2%	18.3%	17.1%	23.0%	20.3%
Profit After Tax	235.2	322.4	200.7	238.7	276.8	233.0
PAT Margin	13.0%	16.5%	11.3%	11.9%	12.8%	11.8%
EPS (Rs)	1.30	1.78	1.11	1.32	1.53	1.29

* Other Income of Q1 FY2015-16 included one-off gain of Rs 44 Lacs from an asset sale.

Balance Sheet

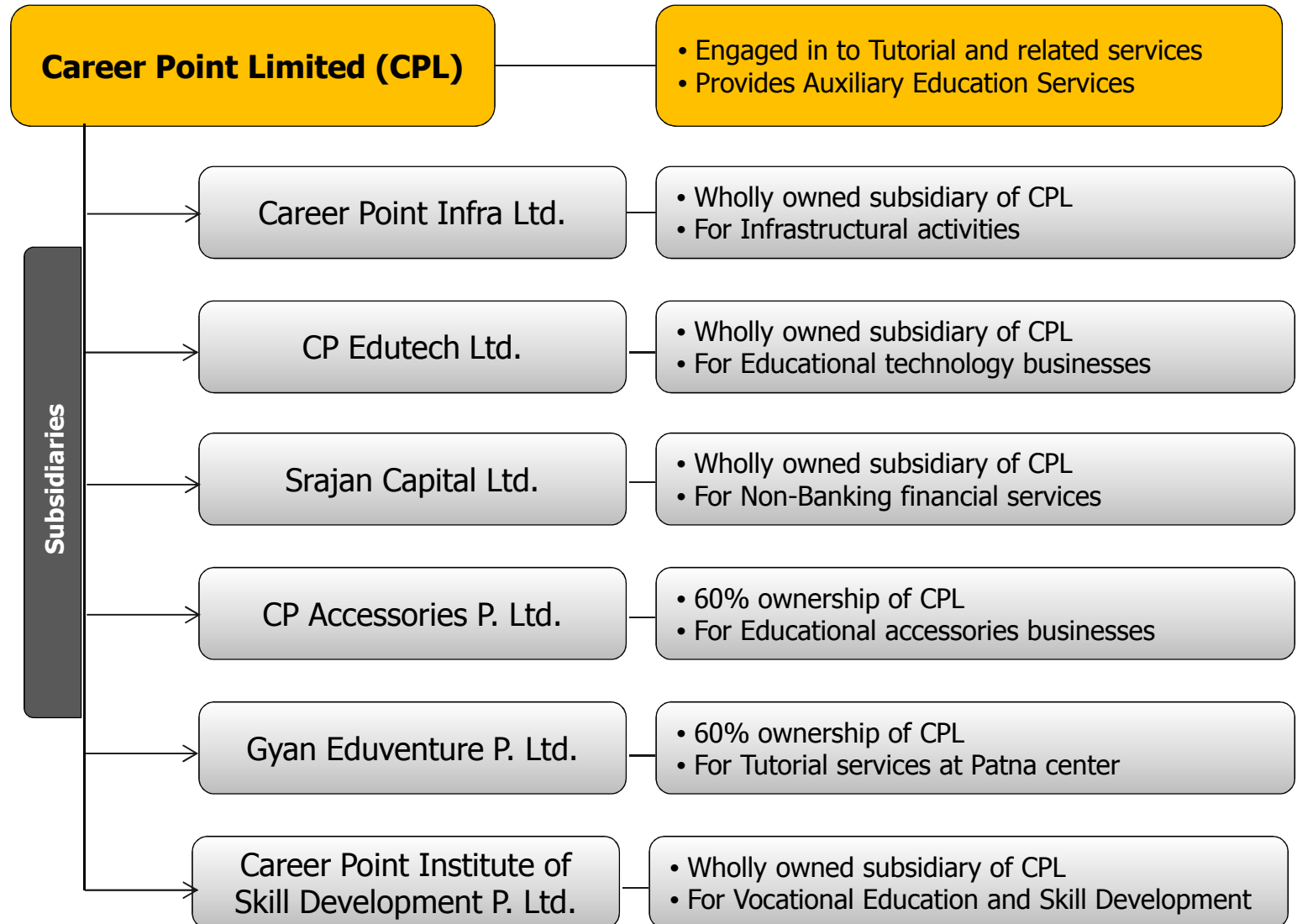


Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lacs	31-Mar-2016	30-Jun-2016	31-Mar-2016	30-Jun-2016
Liabilities				
Total Shareholders' fund	34,672	34,876	35,283	35,534
(a) Share Capital	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	32,858	33,063	33,470	33,720
Non-current Liabilities	629	665	380	423
(a) Deferred Tax Liabilities (Net)	573	606	312	352
(b) Long Term Provisions	56	59	67	72
Current Liabilities & Provisions	1,772	2,513	1,883	2,615
(a) Current Liabilities	1,554	2,210	1,646	2,284
(b) Provisions	219	303	238	331
Borrowings	1,413	1,583	4,735	5,167
Total Liabilities	38,486	39,637	42,282	43,740
Assets				
Fixed Assets (Including CWIP)	12,844	13,126	16,607	16,884
Non-current Assets	15,276	15,147	9,468	4,366
(a) Loans and Advances	734	765	7,836	3,193
(b) Non-current Investments	14,542	14,382	1,632	1,173
(c) Other Non-current Assets	-	-	0	-
Current Assets	10,366	11,364	16,207	22,489
(a) Inventories	168	156	199	206
(b) Sundry Debtors	343	319	8,082	8,060
(c) Cash & Bank Balances	92	171	248	228
(d) Current Investments	2,866	3,216	3,031	3,545
(e) Loans and Advances	6,898	7,501	4,647	10,450
Total Assets	38,486	39,637	42,282	43,740

Additional details



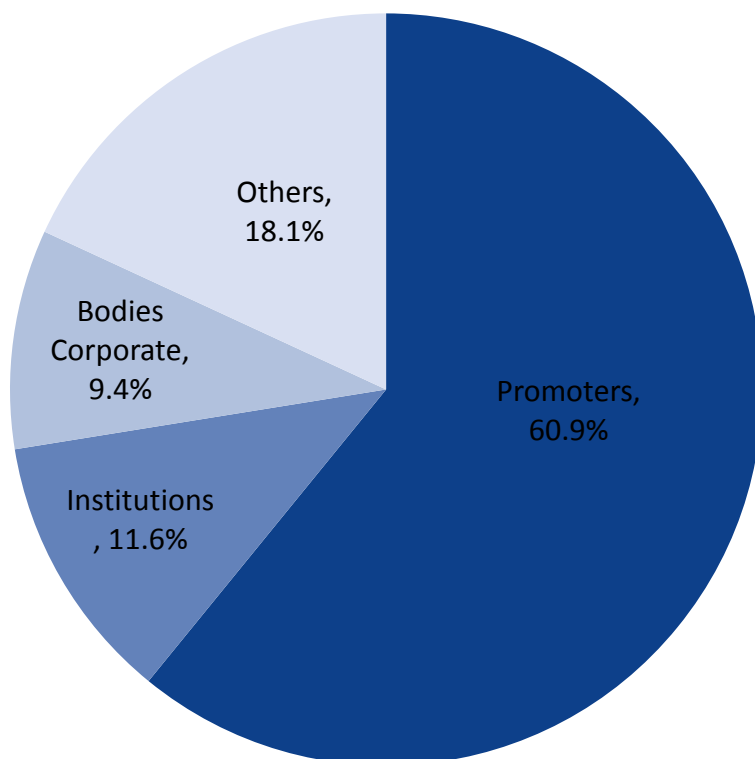
Company Structure



Shareholding Structure



Stock exchanges	Symbol	Databases	Code
National Stock Exchange	CAREERP	Reuters - RIC	CARP.BO
Bombay Stock Exchange	533260	Bloomberg – BB	CRPT:IN



Key Non-Promoters Ownership (>1%)	
Fidelity	9.82%
Mr. Akash Bhanshali	2.20%
Nadathur Estates	1.88%
DSP Blackrock	1.57%
Rajasthan Global Securities	1.55%
Bhanshali Stock Brokers	1.12%
Mr. Vikas Singhi	1.10%
Total	19.25%
As on 30 Jun 2016	

Asset Details



Name of the Institution	Educational Segment	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity	
				Built-up	Overall Campus
Career Point University, Kota	Higher Edu.	41.61	4 Lacs	5,000	>20,000
Career Point University, Hamirpur	Higher Edu.	25.34	1.6 Lacs	1,500	>5,000
Career Point Gurukul, Kota	Residential K12	10.27	5 Lacs	1,450	3,000
Career Point Gurukul, Mohali	Residential K12	10.98	1.5 Lacs	500	1,000
Career Point Gurukul, Rajsamand	Residential K12	10.33	1.6 Lacs	500	1,000
Global Public School, Kota	School-K12	1.54	50K	2,000	2,400
Career Point World School, Jodhpur	School-K12	2.08	57K	1,200	2,400
Career Point, IPIA, Kota	Tutorial	1.01	1.25 Lacs	15,000	N.A.
Career Point Tower-2, Kota	Vocational Edu.	1.03	1.25 Lacs	1,500	
Career Point Ltd., Jaipur	Tutorial	0.19		5,000	N.A.
JBS Childrens' Paradise, Kota (CP Gurukul)	School-K12		1 Lac	1,500	2,400

CSR: Giving back to the society



Glimpses: Corporate Social Responsibility

- ✓ Career Point has initiated several programs for the communities around in the space of Education, Healthcare and Environment
- ✓ Free schooling for children of workers at various projects, Eye care camp for rural underprivileged, Save Water campaign and various Green initiatives
- ✓ Integrated Career Point's financial support programs for deserving underserved candidates.



Thank you



Career Point Limited

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Visit us at: www.cpil.in | www.careerpoint.ac.in

Higher and Vocational Education: www.cpuniverse.in | www.skillzoneindia.com

Preschool and K12: www.globalkidsworld.in | www.careerpointschool.in

e-Learning Solutions: www.onlinepado.com | www.ecareerpoint.com

YouTube links: Career Point - www.youtube.com/watch?v=rd-SY0DHVPs

CP Gurukul - www.youtube.com/watch?v=f23ra5hf8M4

Gurukul Kota - www.youtube.com/watch?v=BAyMuE0nstQ

Career Point University - www.youtube.com/watch?v=K9aiGt_dSA4

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