



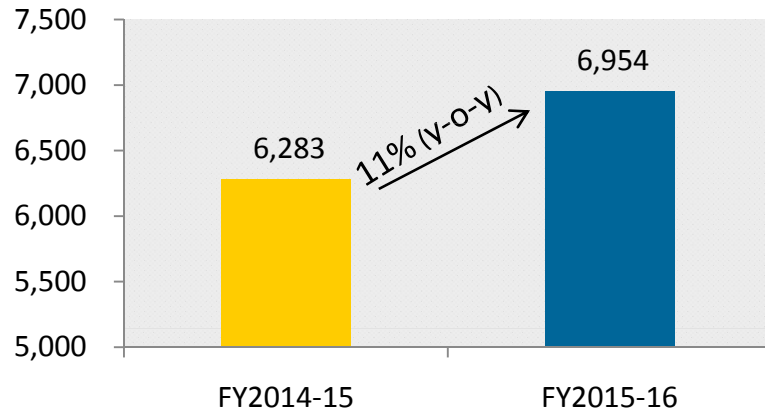
CAREER POINT

Investors Update – FY 2015-16

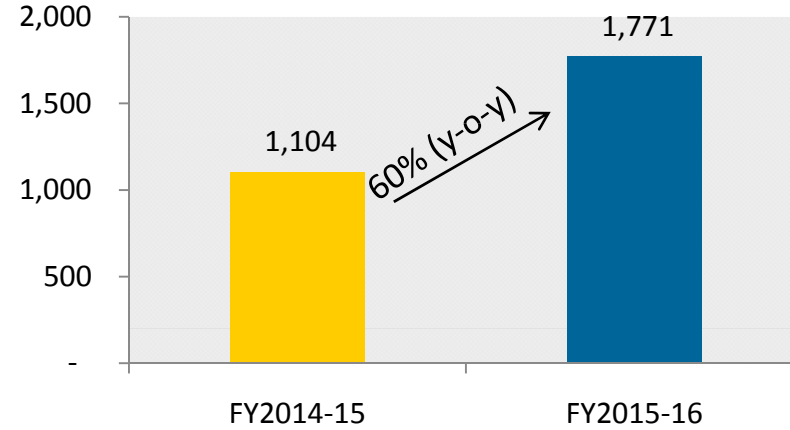


Standalone Financials - Snapshot

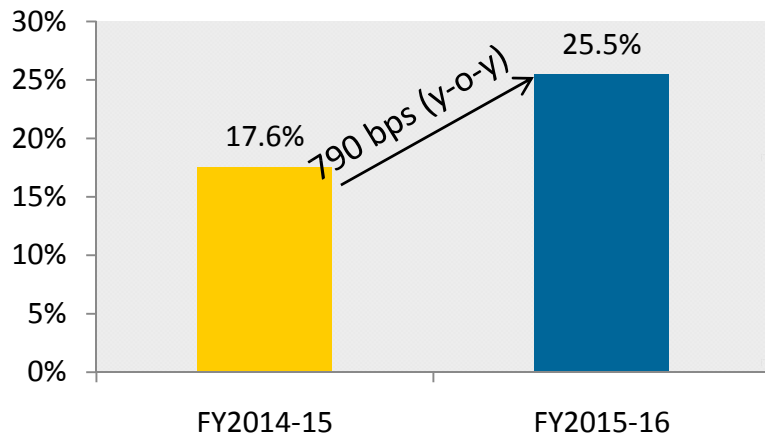
Income from Operations (Rs Lacs)



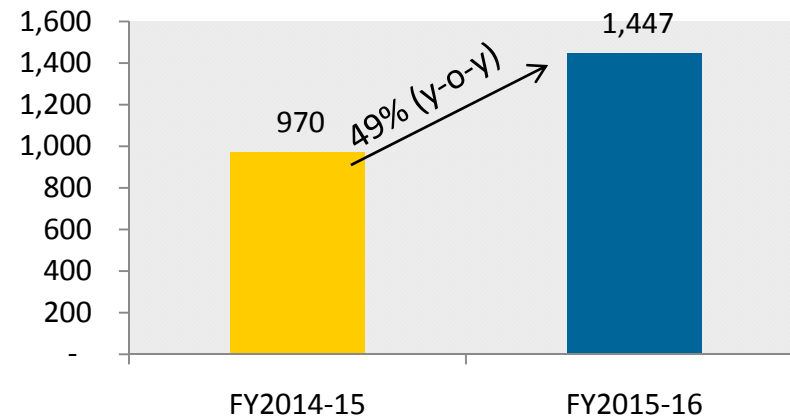
Operating EBITDA (Rs Lacs)



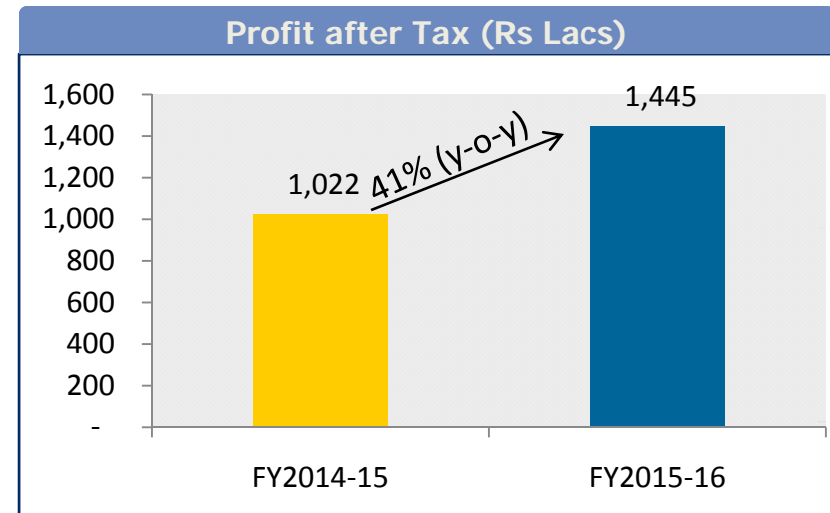
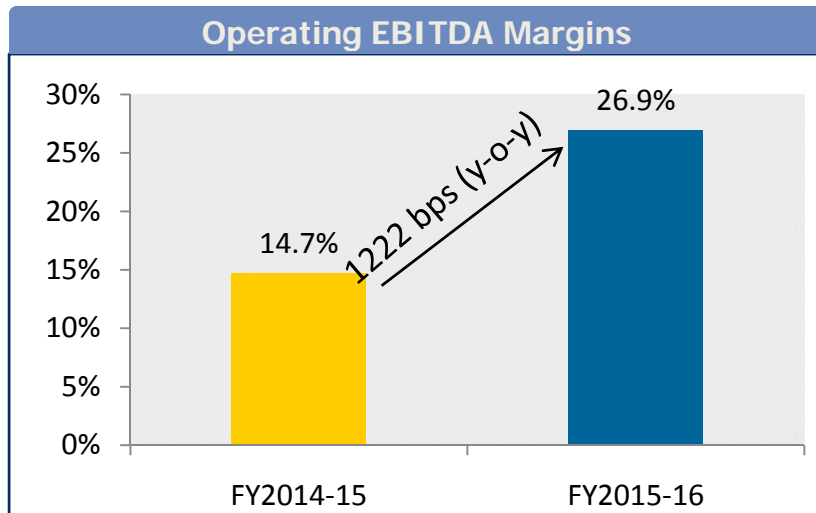
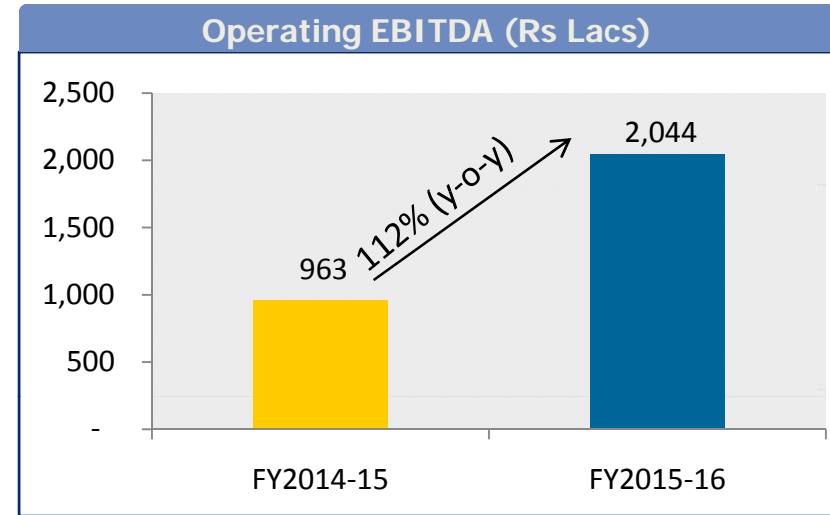
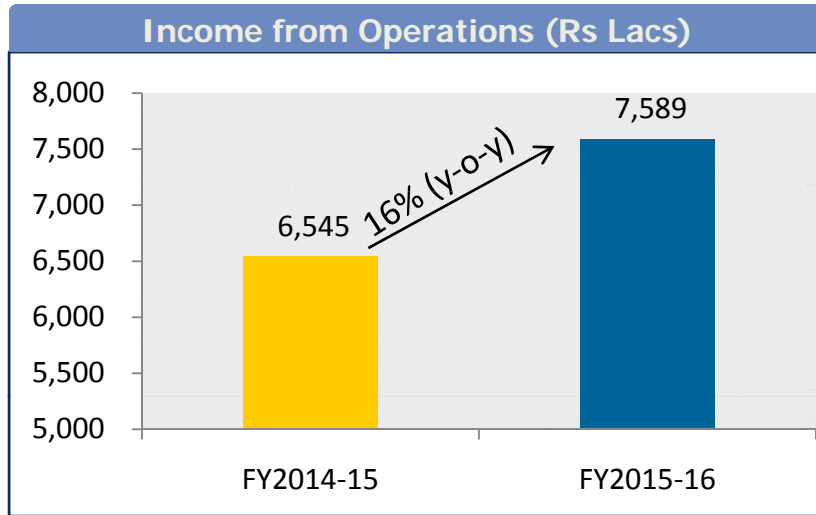
Operating EBITDA Margins



Profit after Tax (Rs Lacs)

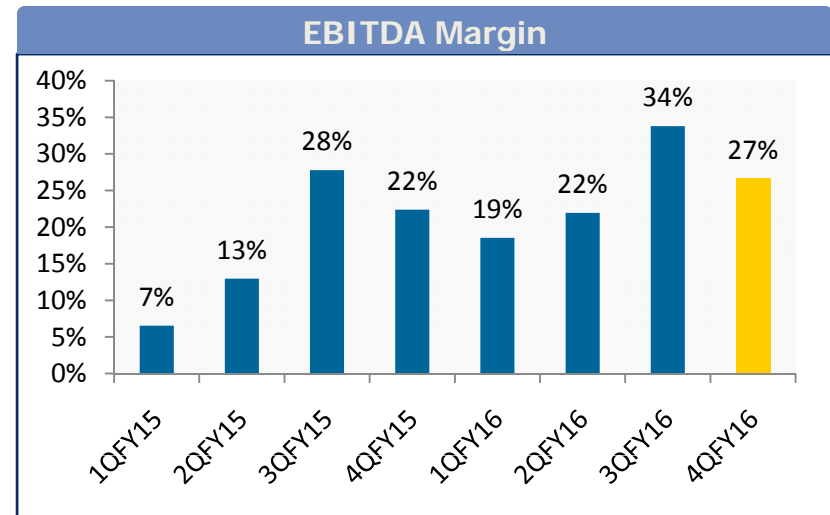
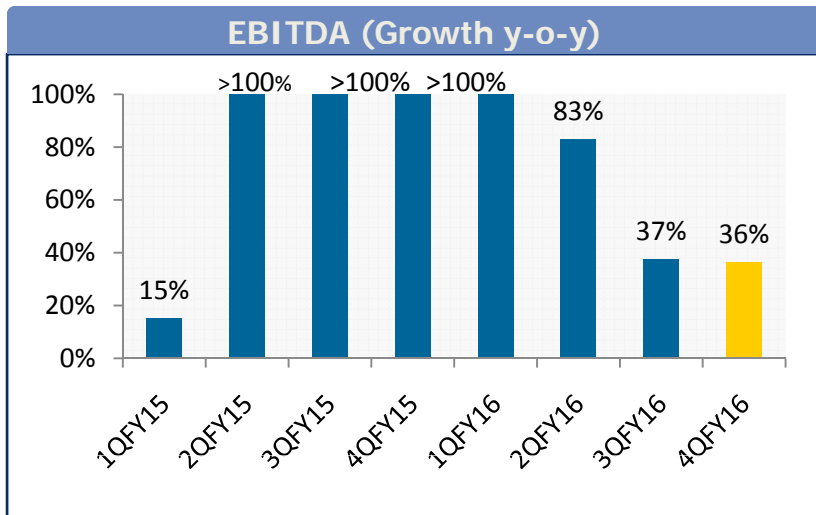
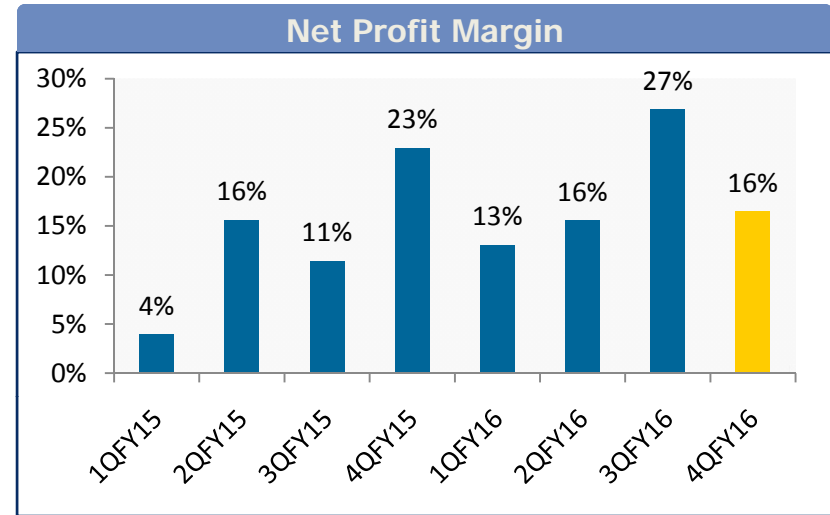
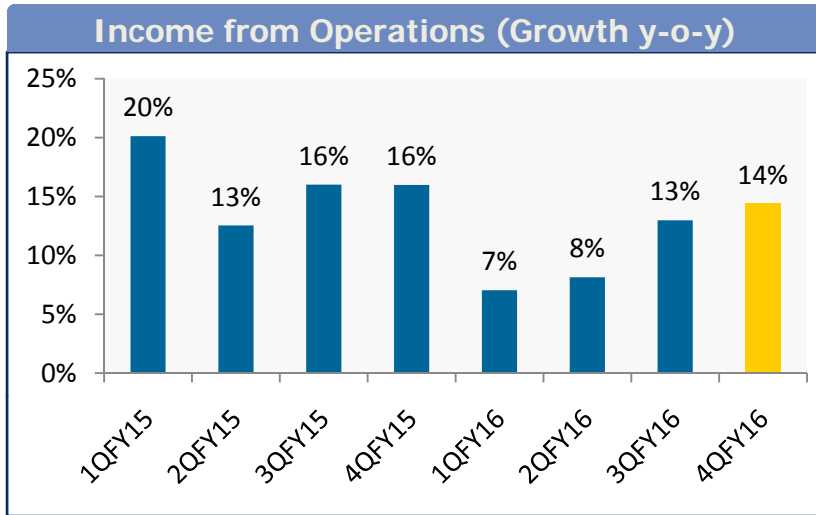


Consolidated Financials* - Snapshot



*Adjusted with previous year's income from Automobile venture

Growth Momentum – Since Last 8 Quarters



On Standalone financials

Key Highlights:



□ Company

- Presence in evergreen education sector that leads Indian consumption growth story
- Established and leading player with strong brand equity of providing quality education since 1993
- Strong promoter and rich experienced management team with upmost corporate governance focus

□ Businesses

- Diversified products and integrated services in both regulated and non-regulated education segments
- Tutorial business provides higher returns whilst Formal education offers annuity and sustainability
- New initiatives i.e. e-Learning, Skill Development, Pre-school are fuelling growth without additional capex

□ Financials

- Large operating leverage to kick-in with Tutorial rebound witnessed over 8 consecutive quarters
- Formal education business is out-of gestation with yielding returns and capital back to the company
- Debt free strong balance sheet with potential value appreciation on investments in tangible assets

Product Portfolio – KG to PhD



Informal Education

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 Division



Video Lectures on
PEN DRIVE | MEMORY CARD



eCAREERPOINT
Online Test Series

StudyBoard.com

Formal Education

School Education



GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
PUBLIC SCHOOL

CAREER POINT
WORLD SCHOOL

Higher Studies Vocational Education



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.

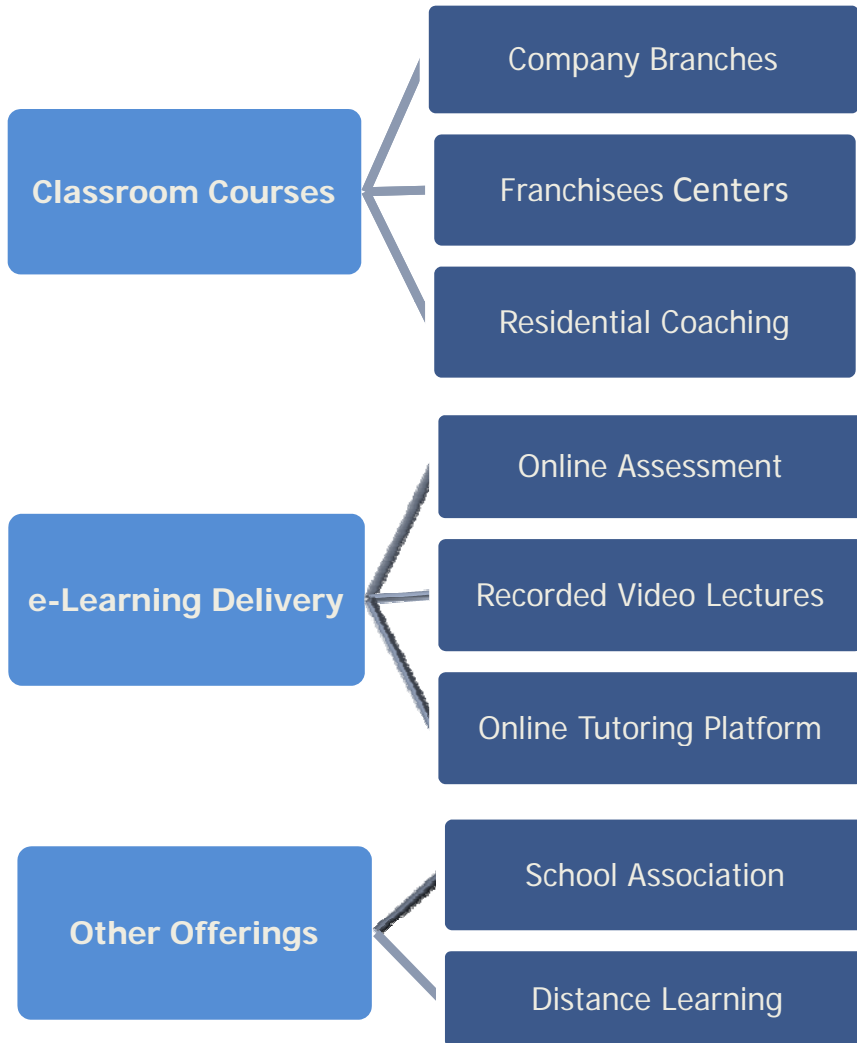
Tutorial Division

Pre-Engineering | Pre-Medical | Pre-Foundation

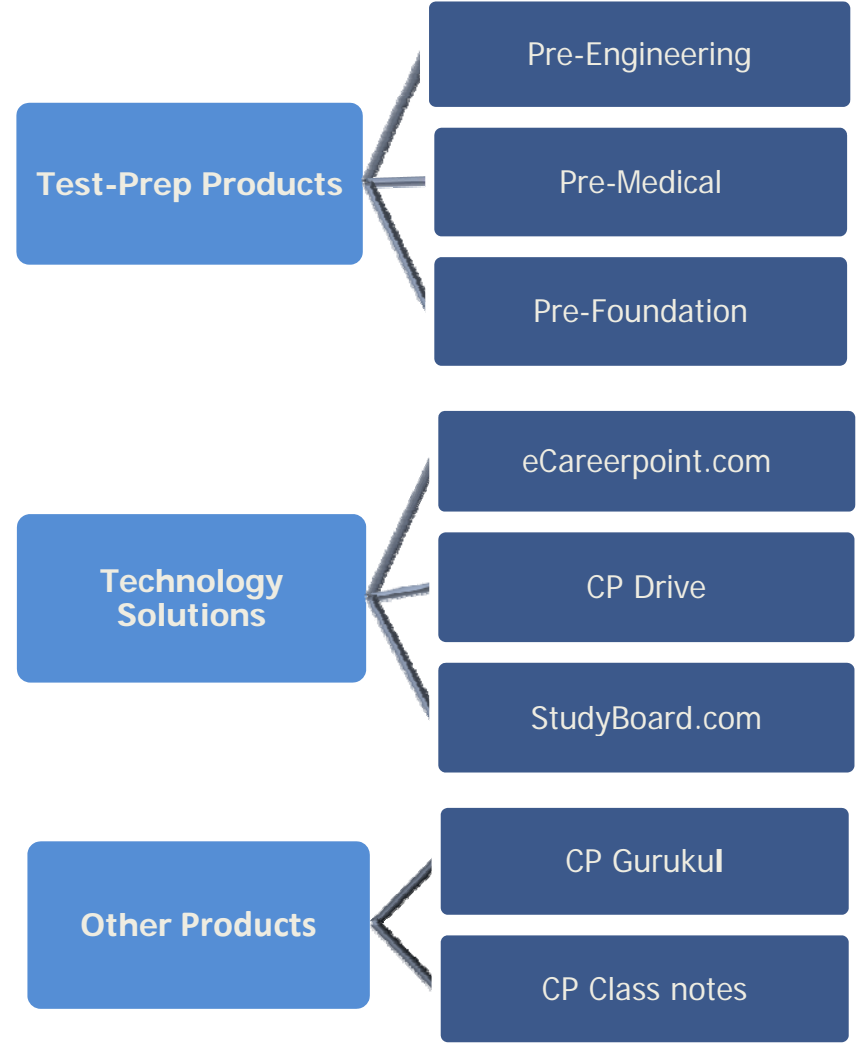


Tutorial Products and Delivery Model

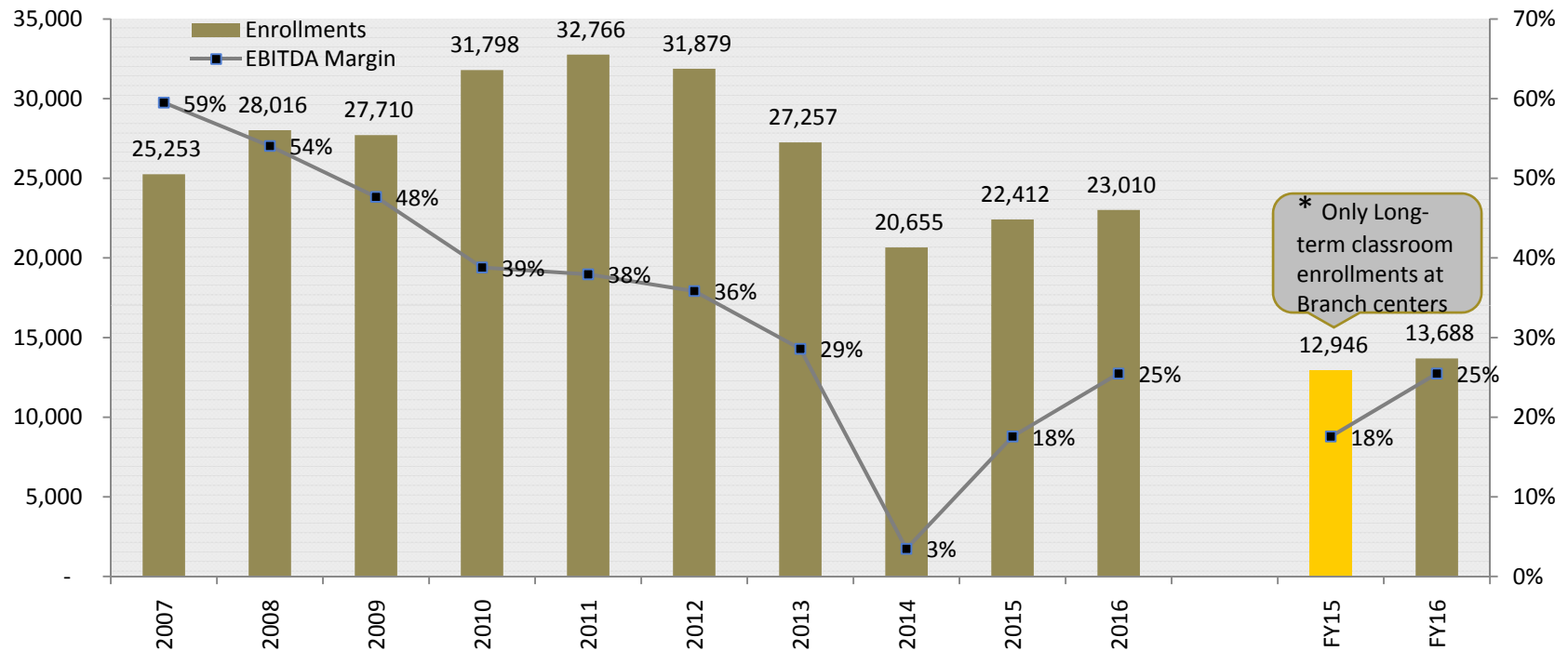
Delivery Model



Key Products



Tutorial Enrollments and Margins



Key Highlights

- ❑ Growth recovery is observed despite closure of inefficient branch centers
- ❑ Large operating leverage indicates a potential profitability improvement
- ❑ Higher growth in company owned centers results larger revenue increase

Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016
Total	29,398	24,120	27,366	30,857
Tutorial Division	27,257	20,655	22,412	23,010
Formal Education	2,141	3,465	4,954	7,847
Tutorial Enrollments Split				
Branches-LT CR	17,262	11,122	12,946	13,688
Branches-ST CR	2,978	1,169	1,333	1,011
Franchisees-LT CR	1,754	1,764	1,576	1,395
Franchisees-ST CR	381	23	87	52
Distance Learning	4,882	6,577	6,470	6,864



e-Learning Division

Videos on Demand | Online Assessment | Social Learning Marketplace



CP Drive [Video Lectures on Pen Drive & Memory Card]



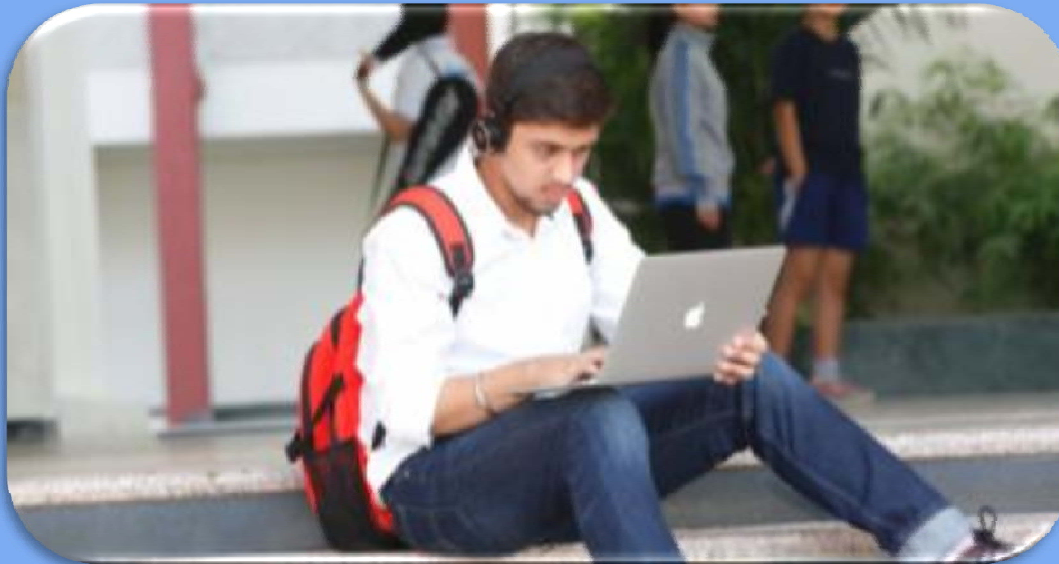
- Video lectures on USB drives and Memory Cards
- Class wise, Subject wise & Unit wise Lectures by star faculty members
- On any device Laptop, Desktop, Tablet, Mobile

eCareerPoint.com



- Online assessment platform and performance analysis solution
- Provides personalized and relative feedback based on scientific and statistical techniques
- Strategically identify the learning gaps and suggest various corrective measures

StudyBoard.com



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

Formal Education Division

Pre-School | School Education | Higher Education



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



CP School Education



	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

Global Public School, Kota (Raj.)



Career Point World School, Jodhpur



Career Point World School, Bilaspur



Residential Premium Schools integrated with Coaching

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

CP Gurukul, Kota (Raj.)



CP Gurukul, Mohali (Punjab)



CP Gurukul, Rajsamand (Raj.)



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 & Technology	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.

Skill Development Division

State Govt. Partnership | Govt. of India Programs



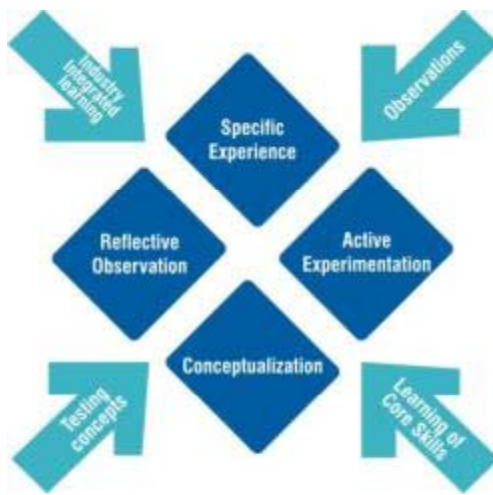
Vocational Education – Partner in Skill India Mission

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

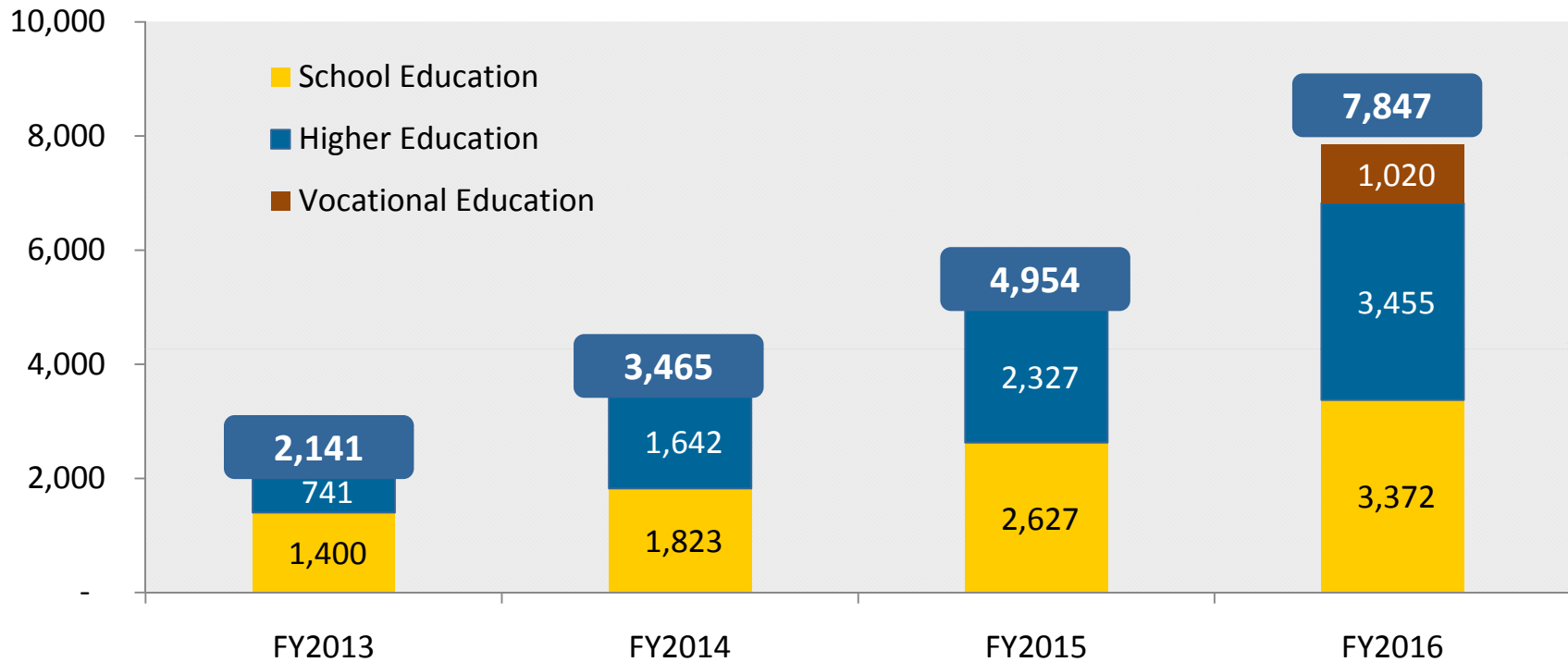


- ✓ Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- ✓ Courses include Retail – Cashier, Retail – Sales Associate

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



Enrolments Split – Formal Education



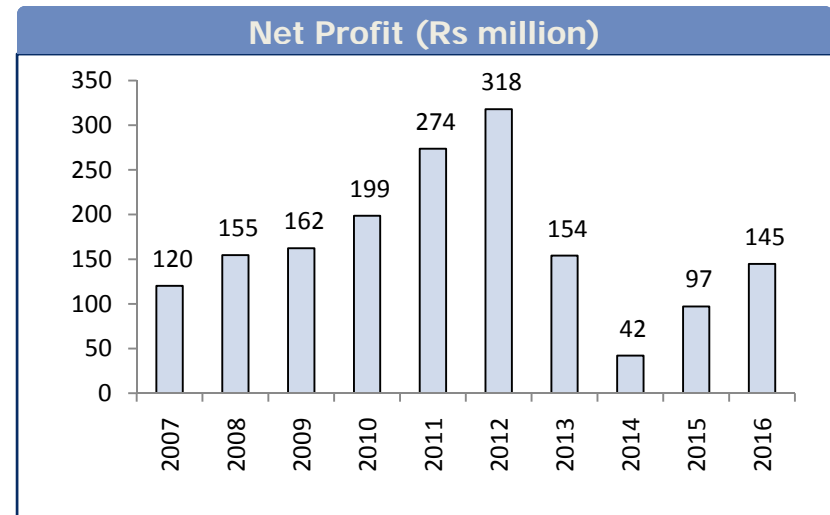
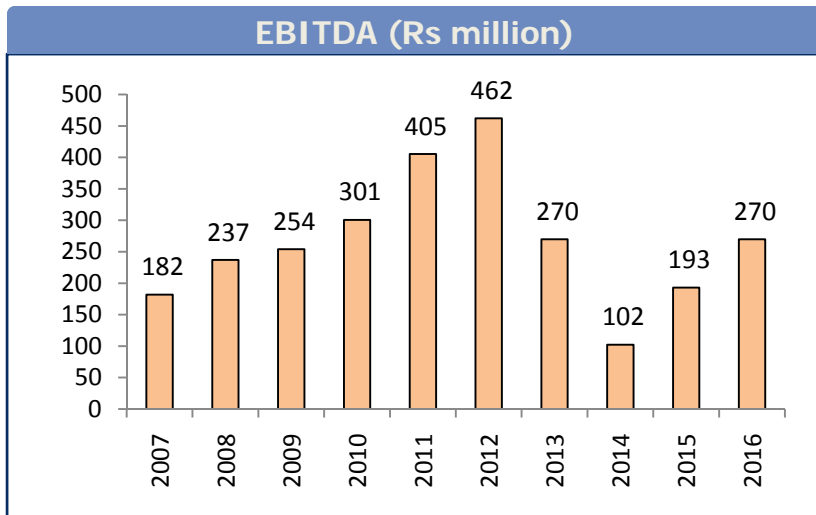
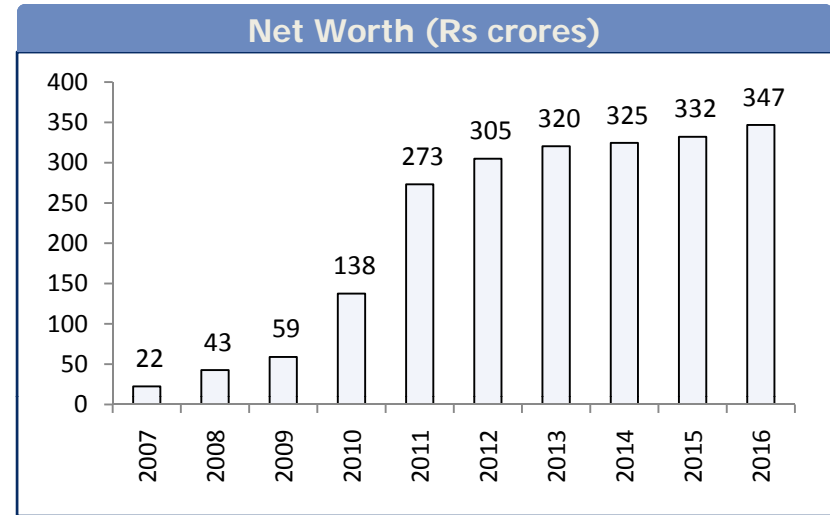
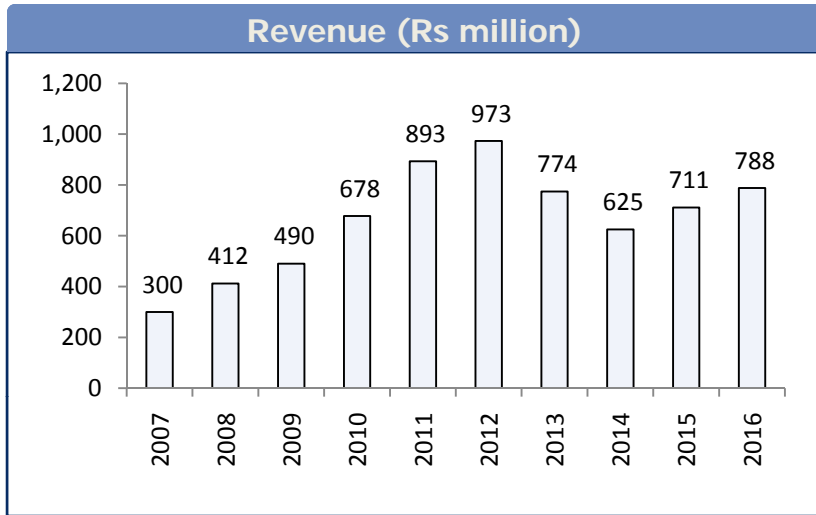
Key Highlights

- ❑ Universities have completed 4th year of operations and two schools are in just 4th year of operations. Hence growth momentum will continue in subsequent years.
- ❑ Remarkable placement records, Overseas academic collaborations and New school franchisees signify long-term prospects of the division.

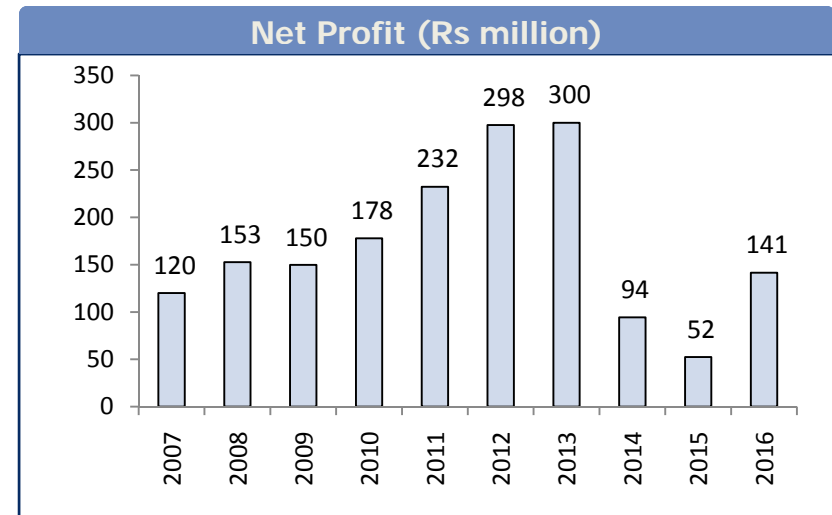
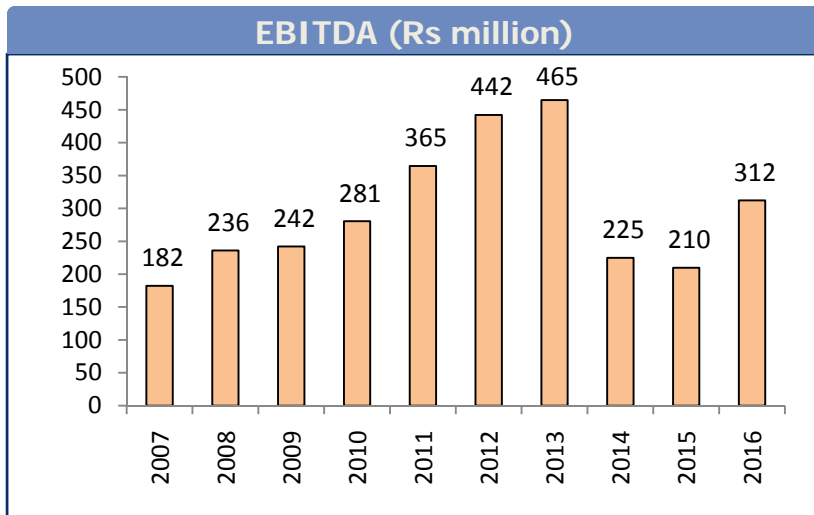
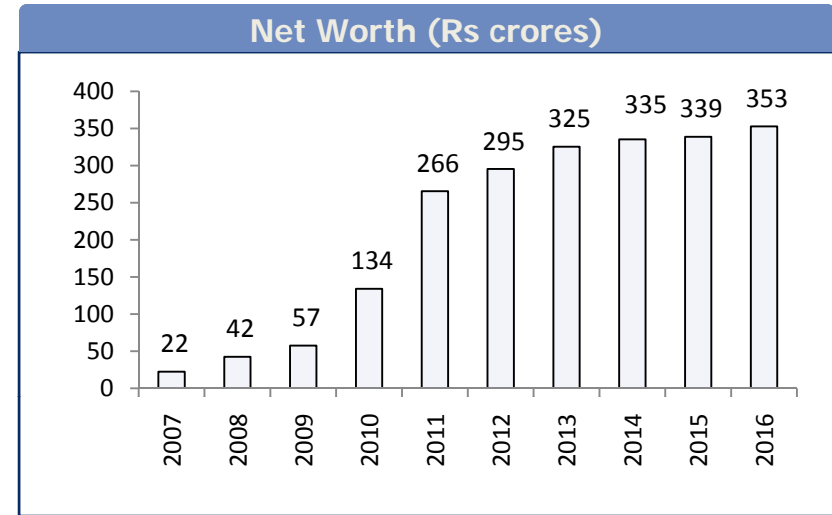
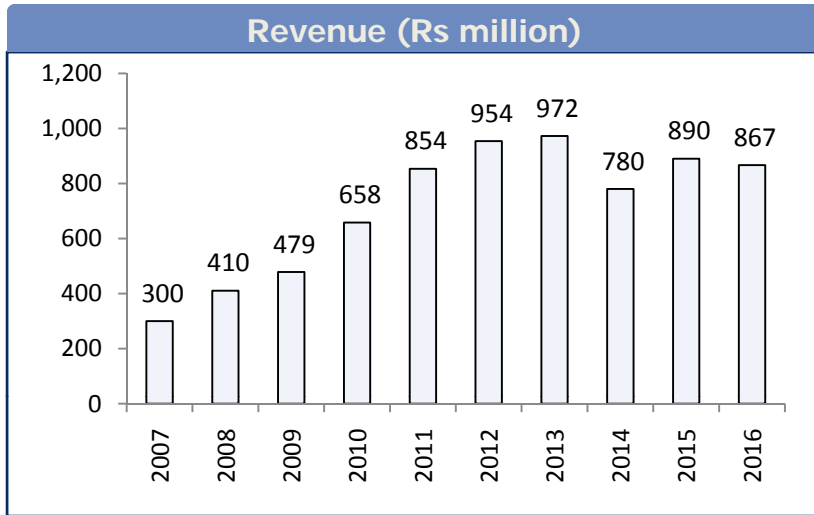
Financials



Financial Snapshot - Standalone



Financial Snapshot - Consolidated



Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q4FY15	Q3FY16	Q4FY16	FY2014-15	FY2015-16
Income					
Income from Operation	1,567.0	1,819.4	1,793.0	6,283.4	6,954.5
Other Income	187.6	377.3	164.9	827.2	927.8
Total Income	1,754.5	2,196.6	1,957.8	7,110.6	7,882.3
Expenditure					
Cost of Study Material	60.7	46.6	49.6	201.9	190.7
Employees Cost	793.6	835.3	840.4	3,348.8	3,364.3
G&A and other expenses	361.8	322.6	425.0	1,629.0	1,628.3
Dep. & Amort.	116.5	115.8	114.7	468.9	465.2
Finance Charges	25.3	27.0	34.2	106.7	112.0
Total Expenditure	1,357.9	1,347.3	1,463.9	5,755.2	5,760.5
EBITDA	538.4	992.1	642.8	1,931.0	2,699.0
EBITDA Margin	30.7%	45.2%	32.8%	27.2%	34.2%
Operating EBITDA	350.9	614.8	478.0	1,103.7	1,771.2
Op. EBITDA margin	22.4%	33.8%	26.7%	17.6%	25.5%
Profit Before Tax	396.7	849.4	493.9	1,355.4	2,121.8
PBT Margin	22.6%	38.7%	25.2%	19.1%	26.9%
Profit After Tax	402.6	589.9	322.4	970.4	1,446.8
PAT Margin	22.9%	26.9%	16.5%	13.6%	18.4%
EPS (Rs)	2.22	3.25	1.78	5.35	7.98

* Income of FY2014-15 included revenue from discontinued branch centers.

Other Income of FY2014-15 was positively impacted on account of one-off Dividend Income.

Income Statement - Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q4FY15	Q3FY16	Q4FY16	FY2014-15	FY2015-16
Income					
Income from Operation	2,485.7	1,977.7	1,982.4	7,787.6	7,589.4
Other Income	279.3	404.4	182.2	1,116.2	1,078.5
Total Income	2,765.1	2,382.1	2,164.7	8,903.8	8,667.9
Expenditure					
Cost of Material	880.3	60.1	69.1	1,431.6	277.7
Employees Cost	858.2	882.5	905.2	3,587.7	3,565.3
G&A and other expenses	423.6	336.2	447.7	1,786.0	1,702.6
Dep. & Amort.	134.9	131.2	130.4	537.2	527.0
Finance Charges	133.2	108.9	115.1	496.5	444.0
Total Expenditure	2,430.2	1,519.0	1,667.4	7,839.0	6,516.6
EBITDA	602.9	1,103.3	742.7	2,098.5	3,122.3
EBITDA Margin	21.8%	46.3%	34.3%	23.6%	36.0%
Operating EBITDA	323.6	698.9	560.5	982.3	2,043.8
Op. EBITDA margin	13.0%	35.3%	28.3%	12.6%	26.9%
Profit Before Tax	334.9	863.2	497.3	1,064.8	2,151.3
PBT Margin	12.1%	36.2%	23.0%	12.0%	24.8%
Profit After Tax	362.7	627.3	274.9	582.1	1,444.8
PAT Margin	13.1%	26.3%	12.7%	6.5%	16.7%
EPS (Rs)	2.0	3.5	1.5	3.2	7.97

* Income of Q4FY15/FY2014-15 included income from discontinued Automobile venture

Net Profit of FY2014-15 was negatively impacted by book-loss on asset sale transaction

Balance Sheet



Balance Sheet	←----- Standalone ----->			←----- Consolidated ----->		
	Rs Lakhs	31-Mar-2015	31-Dec-2015	31-Mar-2016	31-Mar-2015	31-Dec-2015
Liabilities						
Shareholders' fund	33,219	34,345	34,345	33,832	34,981	35,283
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	31,406	32,532	32,532	32,019	33,168	33,470
Non-current Liabilities	431	568	568	194	317	380
(a) Def. Tax Liabilities	371	495	495	134	244	312
(b) Long Term Provisions	59	73	73	59	73	67
Current Liabilities	1,460	2,346	2,346	1,580	2,469	1,883
(a) Current Liabilities	1,366	2,286	2,286	1,479	2,389	1,646
(b) Provisions	94	60	60	101	80	238
Borrowings	988	1,133	1,133	4,312	4,455	4,735
Total Liabilities	36,098	38,392	38,392	39,917	42,222	42,282
Assets						
Fixed Assets (inc. WIP)	12,799	12,786	12,786	16,476	16,589	16,607
Non-current Assets	17,950	14,779	14,779	10,098	6,928	9,468
(a) Loans and Advances	239	247	247	6,468	6,447	7,836
(b) Investments	17,711	14,532	14,532	3,624	480	1,632
(c) Other Assets	-	-	-	6	1	0
Current Assets	5,349	10,827	10,827	13,343	18,705	16,207
(a) Inventories	191	186	186	234	222	199
(b) Sundry Debtors	408	249	249	8,124	7,971	8,082
(c) Cash & Bank Balances	205	126	126	246	161	248
(d) Current Investments	300	2,866	2,866	1,458	4,024	3,031
(e) Loans and Advances	4,244	7,401	7,401	3,282	6,327	4,647
Total Assets	36,098	38,392	38,392	39,917	42,222	42,282

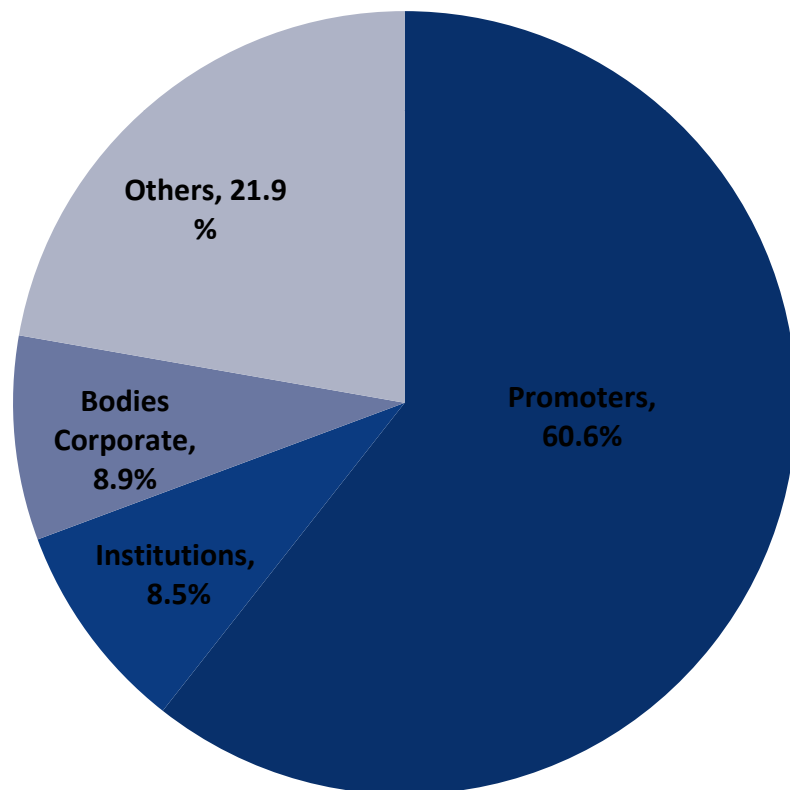


Investment Details



Shareholding Structure

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

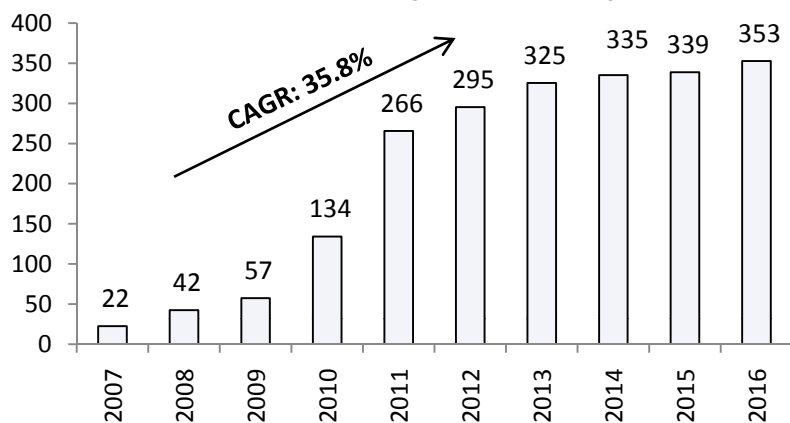


Key Non-Promoters Ownership (>1%)	
Fidelity	6.80%
Mr. Akash Bhanshali	2.49%
Franklin Templeton	2.23%
Nadathur Estates	1.88%
Rajasthan Global Securities	1.63%
DSP Blackrock	1.57%
Bhanshali Stock Brokers	1.11%
Mr. Vikas Singhi	1.10%
Total	18.81%
As on 31 Mar 2016	

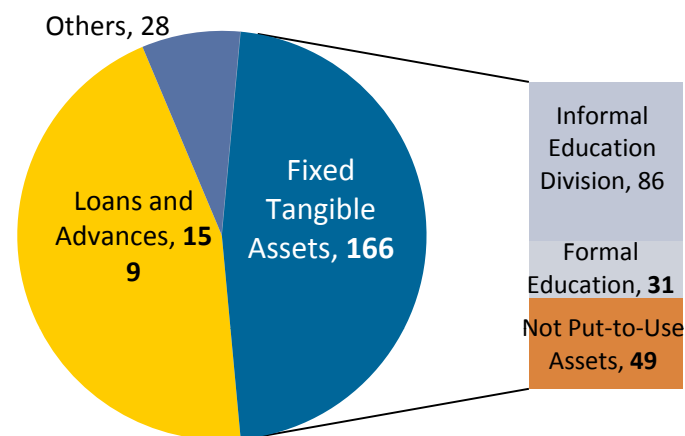
Balance Sheet Highlights



Net Worth (Rs Crores)



Equity Deployment (Rs Crores)



Net Cash & Cash Equivalents: Rs 36 Crores

Unleveraged: The balance sheet is debt free. The borrowing of Rs 47 Crores by 31 Mar. 2016 essentially leveraged against the liquid investments.

Assets Appreciation: The company holds tangible fixed assets of Rs 166 Cr including 'Not Put-to-Use assets' of Rs 49 Cr. The market value of these assets is significantly higher.

Business Advances: Second biggest component of balance sheet as Loans and Advances. The major portion of this is incidental to company's formal education business division.

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 Technical Campus, Rajsamand	Higher Edu.	10.33	1.6 Lacs	1,500	>3,000
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 Gurukul, Mohali	Residential K12	10.98	1.5 Lacs		
Career Point Gurukul, Kota	Residential K12	10.27	5 Lacs	1,450	3,000
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

Appendices



Leadership Team



Experienced Promoters



Pramod Maheshwari
CMD & CEO



Om Maheshwari
Executive Director



Nawal Maheshwari
Executive Director

Visionary Board of Directors



Pawan Lalpuria
Independent Director



Pritam Goswami
Independent Director



Ramswarup Chaudhary
Independent Director



Vishal Jain
Independent Director



Mahesh Gupta
Independent Director



Neelima Maheshwari
NonExecutive Director

Professional Management Team



Dr. P. L. Gautam
VC, CP University, HP



Dr. Mithilesh Dixit
VC, CP University, Kota



Dr. Gurudatt Kakkar
GM-Higher Education



Shailendra Maheshwari
Director - Academics



Mahesh Bhangriya
VP-Corporate Strategy



U.S. Kejriwal
General Manager-Infra



Tarun Kumar Jain
Company Secretary

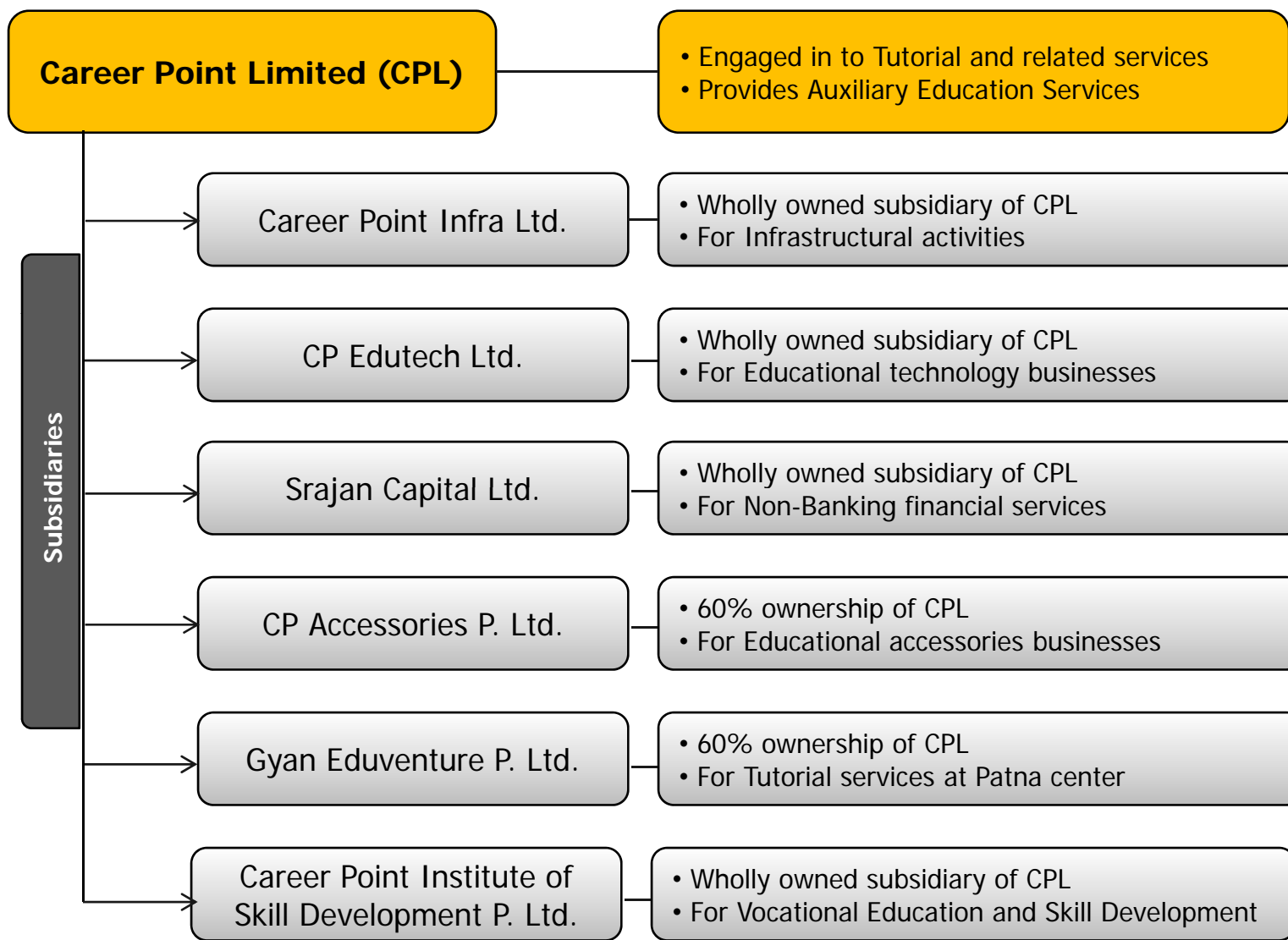


Ankesh Jain
GM-Marketing



Manish Sharma
AGM-Business Dev.

Company Structure



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

Corporate & Reg. Office: CP Tower, Road No-1, IPIA, Kota (Rajasthan) – India. Ph: +91 744 3040000

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

Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | pramod@cpil.in

Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | mahesh@cpil.in

Mr. Tarun Jain | Company Secretary | tarun.jain@areerpointgroup.com