



# CAREER POINT

FINANCIAL RESULTS: 3Q / 9M FY2020-21

## Service Offering – KG to PhD

### Informal Education (Test-Prep division)

**Tutorial Service**  
NEET, JEE, Foundation

**CAREER POINT**  
version 2.0

SynchroSchool  
School Integrated Coaching Programs

**CP PUBLICATION**

**eLearning Service**  
Test-Prep & K-12

**eCareerPoint**

**VEDAM** LIVE 1-TO-1  
TUTORING

**CP-TAB**  
with Kota's expert faculties

### Formal Education Division

**School Education**  
KG to Grade-XII

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

**CAREER POINT**  
WORLD SCHOOL

**CAREER POINT**  
**gurukul**  
SCHOOL

**University Education**  
Diploma, UG, PG, PhD

**CAREER POINT**  
**UNIVERSITY**  
— KOTA —

**CAREER POINT**  
**UNIVERSITY**  
— HAMIRPUR —

**C·P·I·S·D**  
**Career Point**  
Institute of  
Skill Development

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

# Business Updates – Q3/9M FY2020-21

- Career Point's e-learning division – eCareerPoint – has gained significant popularity with more than 1.2 Lacs App downloads and thousands of paid subscribers.
- In addition to Engineering (JEE) and Medical test-prep, eCareerPoint has also its offerings for Board preparation (school curricula) and Govt. Exams.
- Career Point's e-Learning division has also launched 'Vedam Learning' a 1-to-1 Online Tutoring Platform for personalized learning with many advanced features.
- Additionally, there are more than 300K subscribers on YouTube channels of Career Point's eLearning division having 5000+ Videos and 25 million views.
- The physical campuses are now functional for classroom education. They are being opened in phases for students' teaching from Jan-2021.
- The Demerger Scheme of the Non-Infrastructure Undertakings from Career Point Infra Ltd to Srajan Capital Ltd (both 100% subsidiaries) – was approved by the Board of Directors in Q2 FY2020-21 - is filed with the NCLT. No financial impact in the books of accounts, yet.

## Financial Updates – Q3/9M FY2020-21

- Income from operations for the period (9M FY2020-21) is rupees 44.9 crores on consol basis and rupees 16.7 crores at standalone level.
- Total revenue, including other income, is reported of rupees 52.0 crores on consol basis and rupees 32.1 crores at standalone level.
- Reported EBITDA (including other income) of rupees 39.1 crores on consolidate numbers and rupees 21.8 crores on standalone resulted EBITDA Margin of 75.2% and 67.8%, respectively.
- A remarkable improvement of 2700+ basis points was reported in EBITDA margin against previous year is due to resilient operating performance added by income from sale of non-operating assets amounting rupees 3 crores.
- Net income was reported at rupees 12.75 crores and EPS (Earning per share) of rupees 7.01 on standalone basis. At consol level, the company reported net income of rupees 24.8 crores and EPS of rupees 13.64.
- The company board has approved an interim dividend of 10% on face value of rupees 10 per share.
- As on 31 December 2020, Net worth of the company was reported of rupees 474 crores and Book value per share of rupees 260.7.

# Management Outlook

- The education sector has been dramatically transformed as a result of the Covid19. The management is in opinion that the situation has opened the doors to take advantage of the multiple opportunities still untapped in the education sector.
- With Career Point's legacy of about 3 decades of educational expertise, Management is quite optimistic with next growth trajectory fuelled by - eCareerPoint.
- Taking the best features from offline and online models, the company has created a Phygital model of hybrid service delivery that dramatically expands the target market scope in test-prep segment.
- In addition to high growth, more efficient and scalable Phygital services in test-prep, Career Point's annuity driven and sustainable formal education division will continue to contribute significantly at the profit level.

# Income Statement – Standalone

Income Statement	<----- Standalone ----->				
Rs Lakhs	Q3FY20	Q2FY21	Q3FY21	9MFY20	9MFY21
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,395.4	640.7	544.3	4,411.4	1,669.5
Other Income	583.8	449.8	692.6	1,485.9	1,541.3
<b>Total Income</b>	<b>1,979.2</b>	<b>1,090.5</b>	<b>1,236.9</b>	<b>5,897.3</b>	<b>3,210.8</b>
<b>Expenditure</b>					
Cost of Study Material	24.0	16.1	39.6	137.7	77.1
Employees Cost	738.2	219.3	224.4	2,121.4	592.3
G&A and other expenses	298.4	99.9	173.3	964.8	364.5
Dep. & Amort.	102.7	94.5	96.0	301.8	285.6
Finance Charges	147.6	99.9	89.2	466.4	301.7
<b>Total Expenditure</b>	<b>1,310.8</b>	<b>529.8</b>	<b>622.5</b>	<b>3,992.1</b>	<b>1,621.2</b>
<b>EBITDA</b>	<b>918.6</b>	<b>755.2</b>	<b>799.5</b>	<b>2,673.4</b>	<b>2,176.9</b>
EBITDA Margin	46.4%	69.2%	64.6%	45.3%	67.8%
<b>Operating EBITDA</b>	<b>334.8</b>	<b>305.4</b>	<b>106.9</b>	<b>1,187.5</b>	<b>635.6</b>
Op. EBITDA margin	24.0%	47.7%	19.6%	26.9%	38.1%
<b>Profit Before Tax</b>	<b>668.4</b>	<b>560.7</b>	<b>614.4</b>	<b>1,905.3</b>	<b>1,589.6</b>
PBT Margin	33.8%	51.4%	49.7%	32.3%	49.5%
<b>Profit After Tax</b>	<b>568.1</b>	<b>420.9</b>	<b>520.5</b>	<b>1,462.9</b>	<b>1,274.9</b>
PAT Margin	28.7%	38.6%	42.1%	24.8%	39.7%
<b>EPS (Rs)</b>	<b>3.13</b>	<b>2.32</b>	<b>2.86</b>	<b>8.04</b>	<b>7.01</b>

# Income Statement – Consolidated

Income Statement	←----- Consolidated ----->				
Rs Lakhs	Q3FY20	Q2FY21	Q3FY21	9MFY20	9MFY21
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	3,421.1	1,506.2	1,602.6	8,825.4	4,490.1
Other Income	123.7	174.8	408.2	358.0	713.7
<b>Total Income</b>	<b>3,544.7</b>	<b>1,681.0</b>	<b>2,010.8</b>	<b>9,183.4</b>	<b>5,203.8</b>
<b>Expenditure</b>					
Cost of Study Material	1,050.4	26.9	157.6	1,749.6	208.9
Employees Cost	760.0	232.2	238.9	2,187.7	631.4
G&A and other expenses	324.5	122.8	223.5	1,067.3	450.4
Dep. & Amort.	113.5	106.5	108.2	335.7	320.6
Finance Charges	163.0	124.1	108.3	519.0	369.2
<b>Total Expenditure</b>	<b>2,411.4</b>	<b>612.4</b>	<b>836.6</b>	<b>5,859.2</b>	<b>1,980.6</b>
<b>EBITDA</b>	<b>1,409.8</b>	<b>1,299.2</b>	<b>1,390.8</b>	<b>4,178.8</b>	<b>3,913.0</b>
EBITDA Margin	39.8%	77.3%	69.2%	45.5%	75.2%
<b>Operating EBITDA</b>	<b>1,286.2</b>	<b>1,124.3</b>	<b>982.6</b>	<b>3,820.9</b>	<b>3,199.3</b>
Op. EBITDA margin	37.6%	74.6%	61.3%	43.3%	71.3%
<b>Profit Before Tax</b>	<b>1,133.3</b>	<b>1,068.6</b>	<b>1,174.2</b>	<b>3,324.2</b>	<b>3,223.2</b>
PBT Margin	32.0%	63.6%	58.4%	36.2%	61.9%
<b>Profit After Tax</b>	<b>870.7</b>	<b>797.2</b>	<b>932.6</b>	<b>2,364.5</b>	<b>2,481.5</b>
PAT Margin	24.6%	47.4%	46.4%	25.7%	47.7%
<b>EPS (Rs)</b>	<b>4.79</b>	<b>4.39</b>	<b>5.13</b>	<b>13.02</b>	<b>13.64</b>

# Balance Sheet – Q3/9M FY2020-21

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2020 Ind AS	30-Sep-2020 Ind AS	31-Dec-2020 Ind AS	31-Mar-2020 Ind AS	30-Sep-2020 Ind AS	31-Dec-2020 Ind AS
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>40,649</b>	<b>41,404</b>	<b>41,960</b>	<b>44,893</b>	<b>46,454</b>	<b>47,423</b>
(a) Share Capital	1,816	1,816	1,819	1,816	1,816	1,819
(b) Reserve and Surplus	38,833	39,587	40,141	43,076	44,638	45,603
<b>Non-current Liabilities</b>	<b>856</b>	<b>879</b>	<b>862</b>	<b>921</b>	<b>950</b>	<b>954</b>
(a) Def. Tax Liabilities	792	806	787	801	818	814
(b) Provisions & Others	64	73	75	120	131	140
<b>Current Liabilities</b>	<b>1,510</b>	<b>1,152</b>	<b>994</b>	<b>1,818</b>	<b>1,470</b>	<b>1,591</b>
(a) Current Liabilities	1,502	1,145	987	1,764	1,347	1,408
(b) Provisions	7	7	7	54	123	183
<b>Borrowings</b>	<b>5,663</b>	<b>4,585</b>	<b>4,909</b>	<b>6,720</b>	<b>5,706</b>	<b>6,102</b>
<b>Total Liabilities</b>	<b>48,678</b>	<b>48,020</b>	<b>48,725</b>	<b>54,352</b>	<b>54,580</b>	<b>56,069</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>13,646</b>	<b>13,246</b>	<b>13,199</b>	<b>19,446</b>	<b>19,145</b>	<b>19,094</b>
<b>Non-current Assets</b>	<b>18,325</b>	<b>18,485</b>	<b>18,714</b>	<b>9,833</b>	<b>9,699</b>	<b>10,323</b>
(a) Loans and Advances	872	970	1,161	8,205	7,997	8,579
(b) Investments	17,453	17,515	17,553	1,628	1,702	1,744
(c) Other Assets	-	-	-	-	-	-
<b>Current Assets</b>	<b>16,707</b>	<b>16,288</b>	<b>16,812</b>	<b>25,073</b>	<b>25,736</b>	<b>26,652</b>
(a) Inventories	95	91	88	501	542	385
(b) Sundry Debtors	1,219	1,029	1,116	4,945	4,734	4,829
(c) Cash & Bank Balances	254	292	272	1,187	914	861
(d) Current Investments	1,385	1,055	1,082	1,405	1,075	1,102
(e) Loans and Advances	13,754	13,821	14,254	17,034	18,471	19,474
<b>Total Assets</b>	<b>48,678</b>	<b>48,020</b>	<b>48,725</b>	<b>54,352</b>	<b>54,580</b>	<b>56,069</b>



# Thank You



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