

Press release

Productizing Education: A New Era for Career Point

(Key Business and Financial Updates- Q3/9MFY2022-23)

Kota, India – February 14, 2023: Career Point Limited (NSE: CAREERP; BSE: 533260), a leading Indian education company providing educational solutions across the value chain (KG to PhD), reported strong Q3 / 9M performance with close to 50% year-on-year growth from top-line to bottom-line.

The key important update of this period is early reflection of outcome from a major transition in the company. Career Point has transformed its business operations from an educational service provider to an educational product company. The new business model has performed an exponential growth in very short span of time.

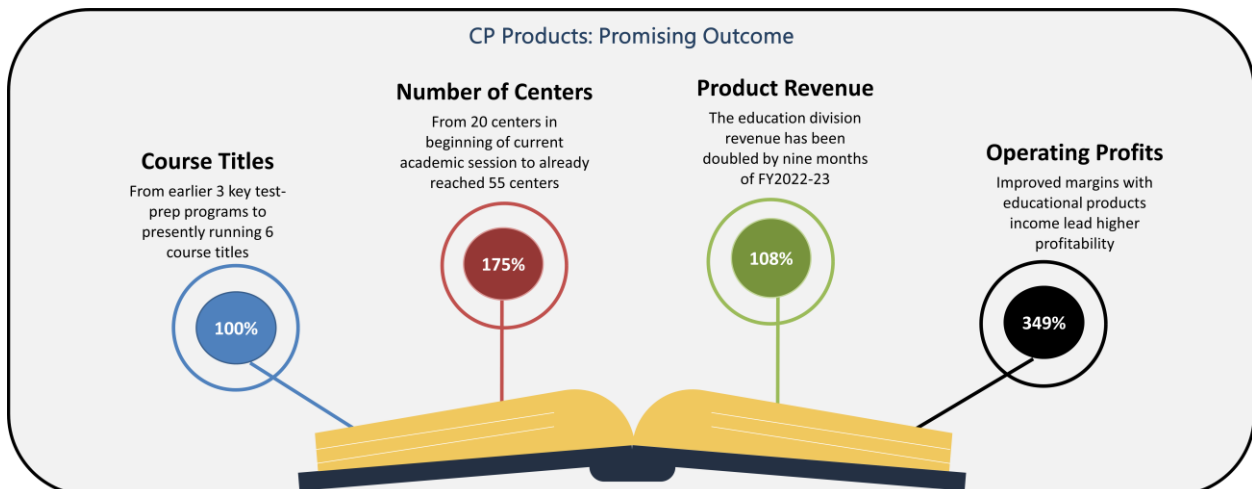
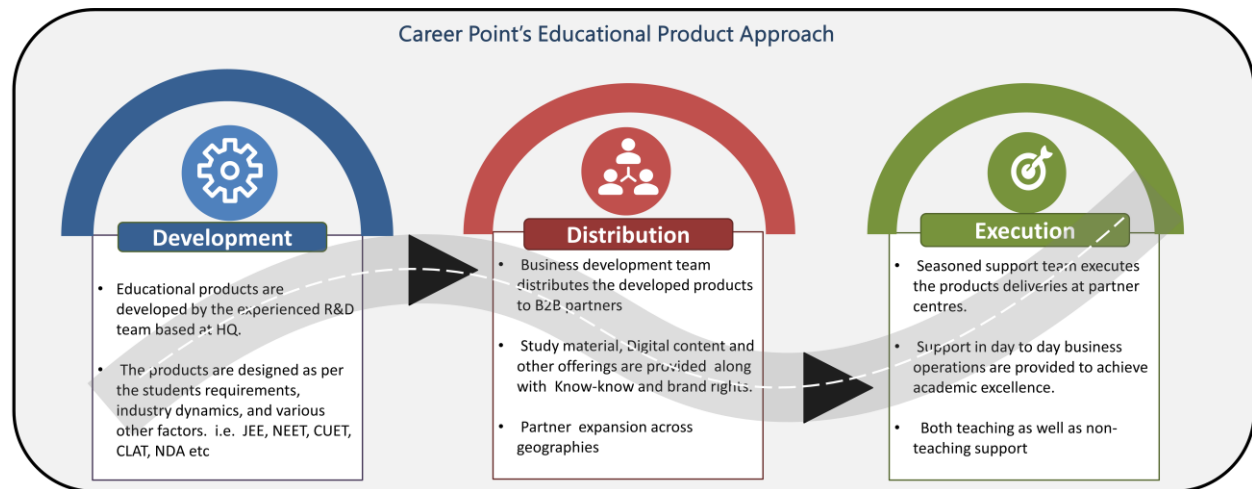
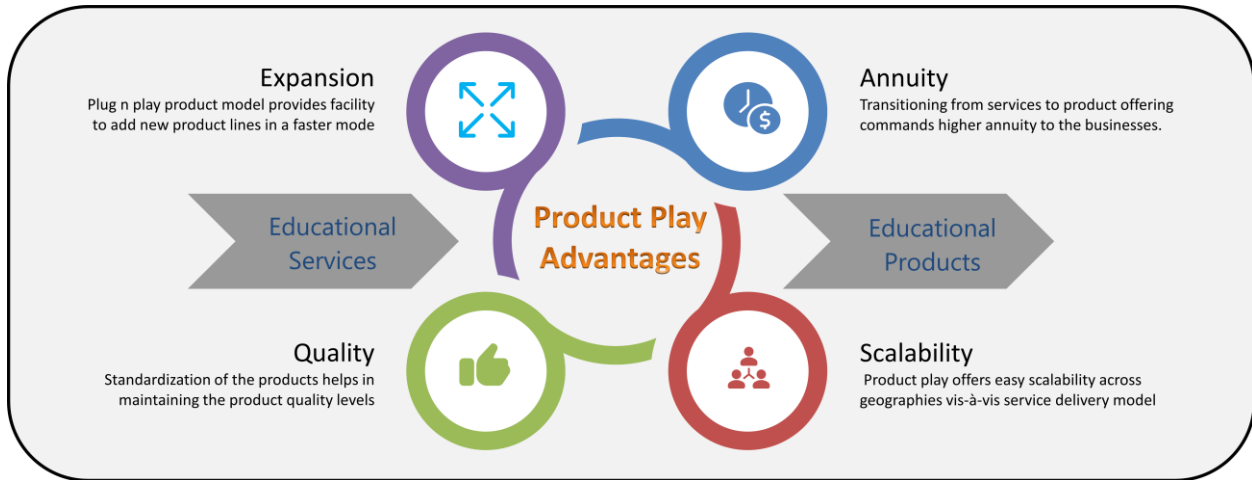
“With an objective to go along with the changed industry dynamics and provide a long-term value to all stakeholders, Career Point management took a decision to transition from an educational service provider to an educational product company. Before transforming the business model, a lot of ground work was done and a detailed process flow was designed to result a successful implementation.” said Mr. Pramod Maheshwari, CMD and CEO of Career Point Limited. “It’s quite encouraging that early outcomes are very promising. Numbers of centers are increased by 2.75x in the current academic session. Education division’s revenue and operating profits are increased by 2x and 4.5x, respectively. With these results, Career Point has once again pioneered the industry and proved its legacy”, he added.

Mr. Mahesh Bhangriya, VP – Corporate Strategy, mentioned on the latest financial results that “Revenue from operations witnessed y-o-y growth of +69% at standalone level and 48% at consolidate level during first nine months of current financial year. This remarkable growth validates the new corporate strategies being implemented post pandemic. The company reported very healthy EBITDA Margin of 62.1% (standalone) and 65.7% (consolidated) for this period. Net income was resulted of rupees 28.6 crores and EPS (Earning per share) of rupees 15.7 on consolidate basis, a y-o-y growth of 49%. As on 31 December 2022, Net worth of the company was reported of rupees 498 crores and Book value per share of rupees 273.6. The Board of Directors at their meeting held on 14th February 2023, has also approved the payment of interim dividend of Rs.1 per share.”

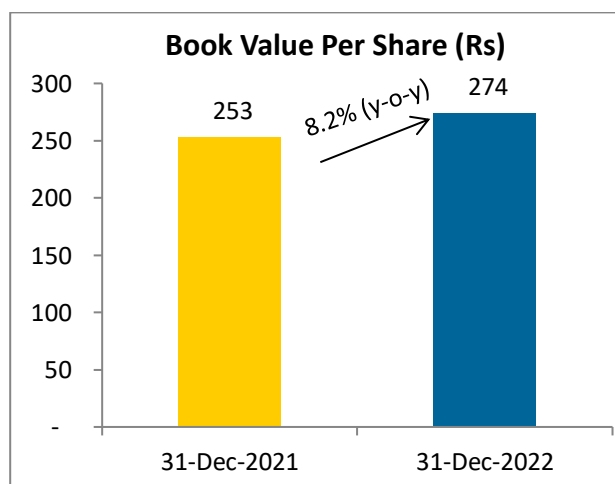
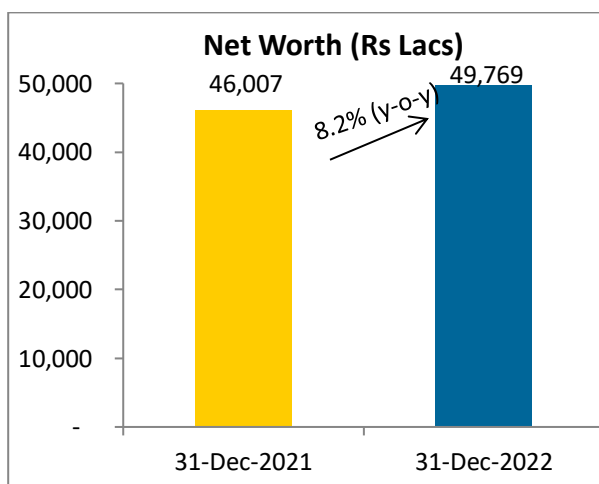
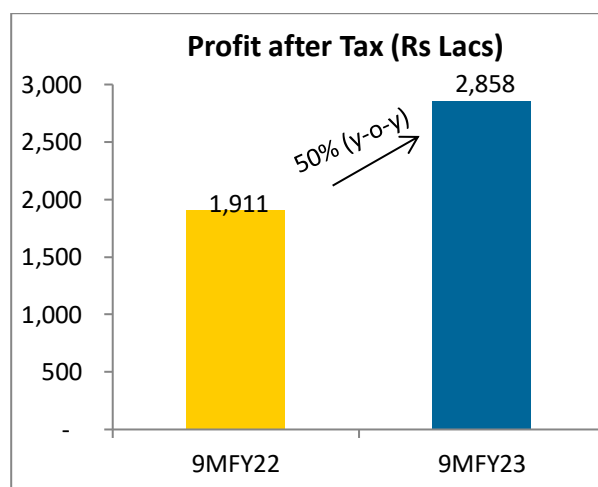
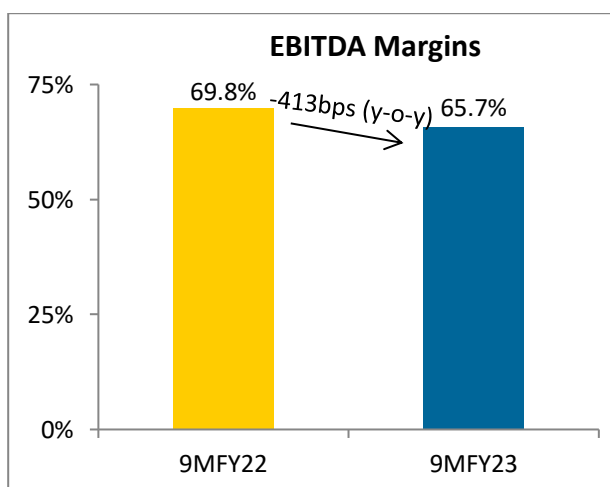
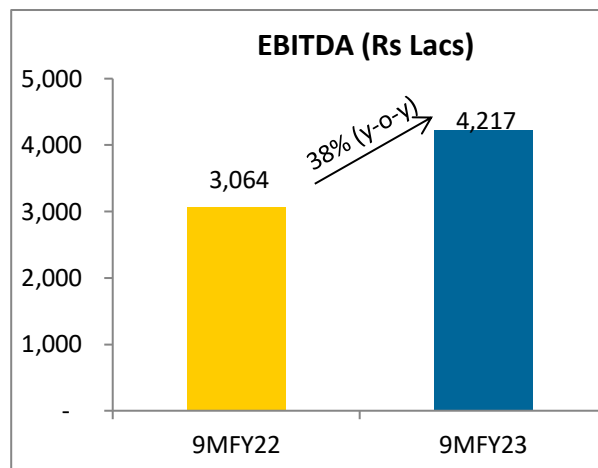
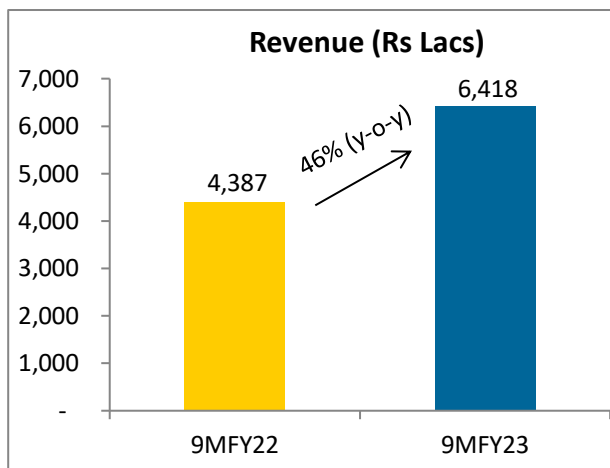
Update on the company’s corporate restructuring plans:

- The application to approve merger of Srajan Capital Ltd. (wholly owned subsidiary) in the company (Career Point Ltd) is already approved by RBI Chandigarh.
- A separate application to grant NBFC license in Career Point Ltd is filed at RBI Mumbai and approval in being awaited.
- Scheme of Arrangement including above merger and also demerger of education business is approved by the board today. Subsequently, this Scheme will be filed to SEBI for its approval.

Education Re-imagined – From Services to Products



Consolidated Financials – Snapshot (9M FY2022-23)



Standalone Financials – Snapshot (9M FY2022-23)

