

EDUCATION REIMAGINED



**EDUCATIONAL
SERVICES**



**EDUCATIONAL
PRODUCTS**

K12 ■ Test-Prep ■ e-Learning ■ Higher Education ■ Skills

CAREER POINT LTD.

Investors Update- 4Q / FY2022-23

Productizing Education: A New Era for Career Point



Career Point is an Indian company that specializes in providing high-quality educational products across all levels, from kindergarten to PhD. **Over the years, the company has evolved its business model from being a service provider to a product company, focusing on the development of innovative and dynamic educational products.** This new business model offers the company numerous short-term and long-term benefits, such as faster expansion of its product lines, easier scalability, and better quality offerings. As a result, Career Point is well-positioned to become a leader in the rapidly evolving and growing global education market.

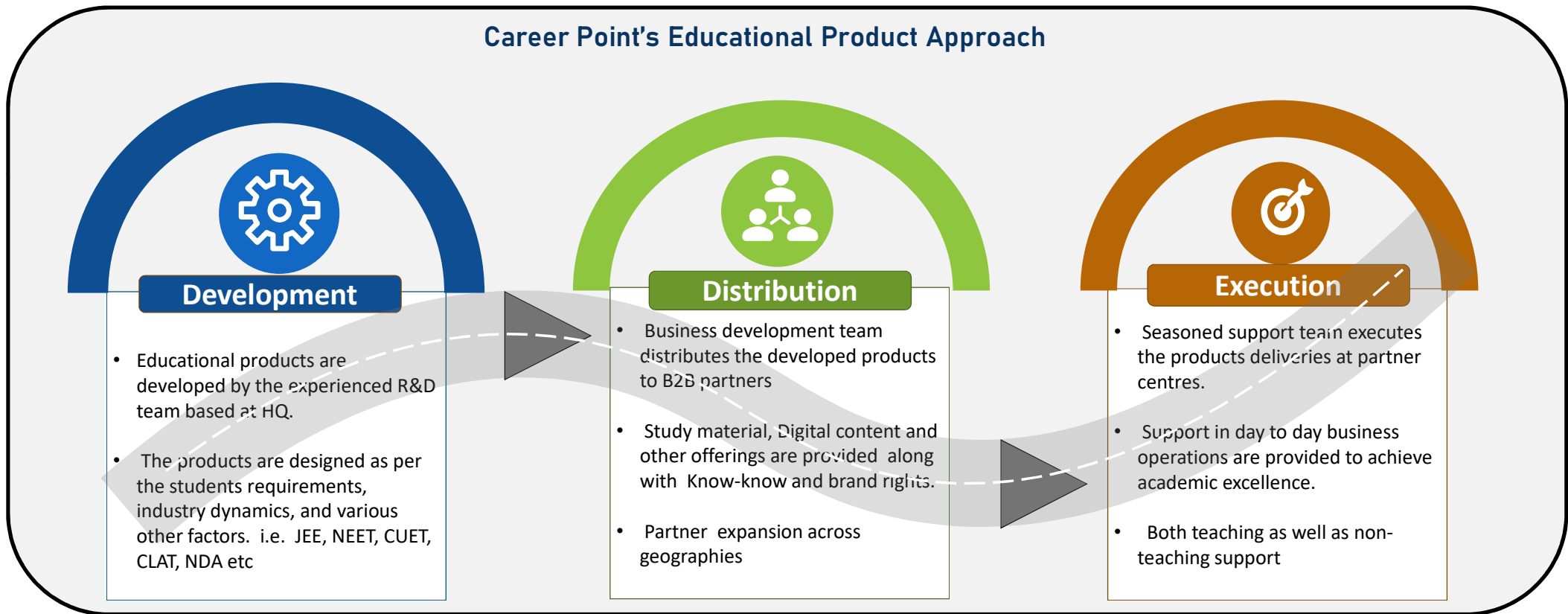


Product Play: Process Flow



Since 1993, the company has been pioneer in providing education solutions across the verticals including test-prep, K12, higher education, ed-tech, vocational education etc. This experience helped the company management to smoothen the transition from an educational service provider to an educational product company. For successful implementation, a detailed process flow is designed with steps including development, distribution and execution.

Career Point's Educational Product Approach



CP Products: Ground Work



Career Point has successfully transformed its business model without compromising its operational philosophy of academic excellence, once again demonstrating its leadership in the industry. This transformation involved significant groundwork, including team realignment, ERP support, and the redesign of pricing models to revamp future strategies. The company's objective was to adapt to the changing industry dynamics and provide long-term value to all stakeholders.

Building a Foundation for the Future: Career Point's Strategic Groundwork for Business Model Transformation



Team Realign

Changed from traditional academic and non-academic to functional specialists



ERP Support

Customized ERP support to partners and students for effective management



Redesign Pricing

Pricing s are also redesigned with the changed business model



Revamp Strategies

Future growth strategies both organic and inorganic are revamped

Early Outcome: Profitable Growth



With due credit to Career Point's three decades of strong brand equity, the new business model has performed an exponential growth in very short span of time. This growth has been witnessed across the business operations. The course titles is doubled due to flexibility. Numbers of centers are increased to 2.75x in the current academic session. Education division's revenue and operating profits are increased to 2x and 4.5x, respectively.

CP Products: Promising Outcome

Course Titles

From earlier 3 key test-prep programs to presently running 6 course titles

100%

Number of Centers

From 20 centers in beginning of current academic session to already reached 55 centers

175%

Product Revenue

The education division revenue has been doubled in the year FY2022-23

108%

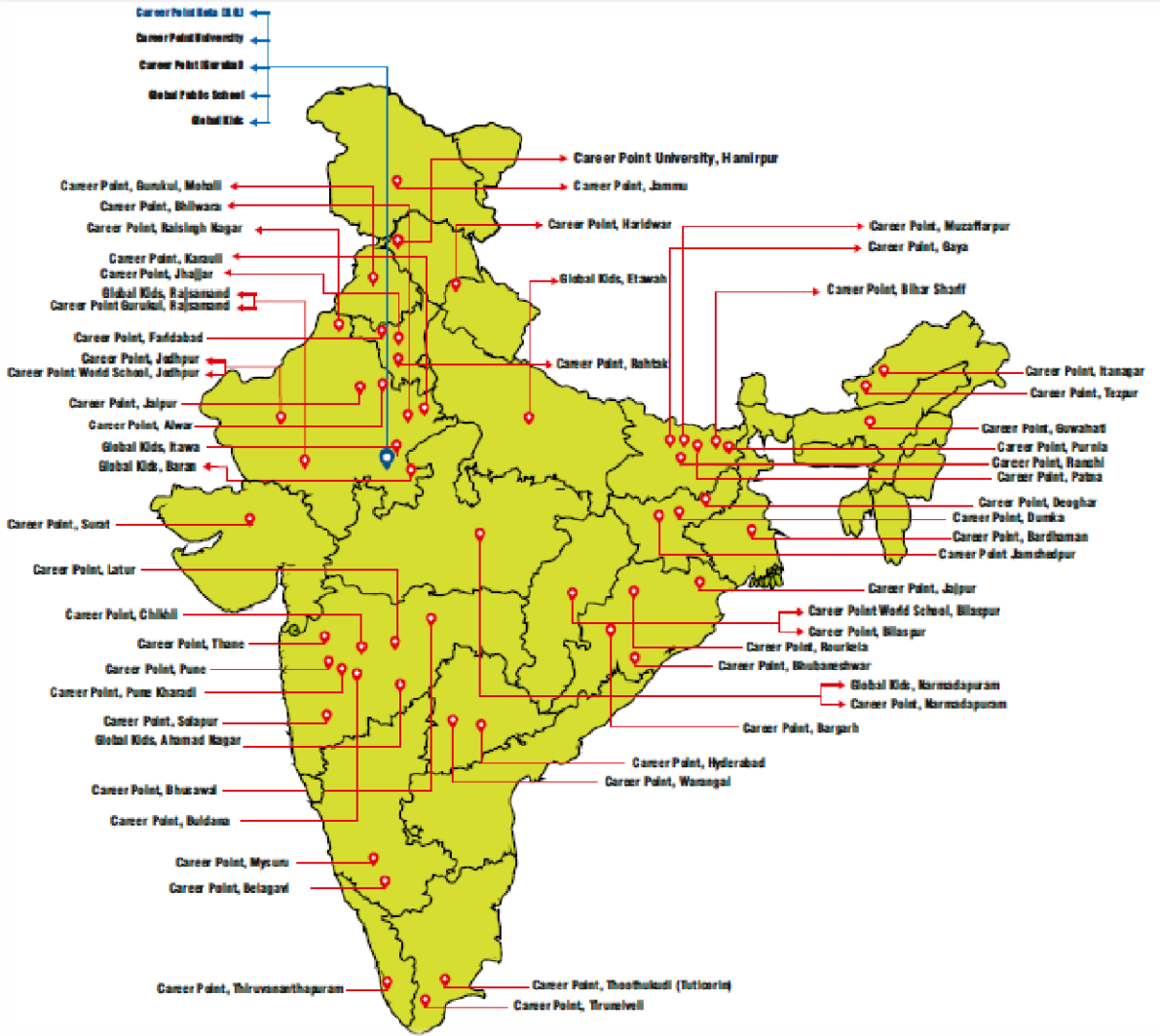
Operating Profits

Improved margins with educational products income lead higher profitability

349%



Career Point Network : The New Look



2 Universities

- Career Point University, Kota
- CP University Hamirpur (HP)

6 K12 Schools

- 3 Day schools
- 3 CP Gurukuls (Residentais)

55 Test-Prep

- Franchisee Partner Centers
- Branch & School Integrated

21 Play Group

- Global Kids Centers

45 Skilling Centers

- CPISD Vocational Centers
- Skilling partner centers

Strategic Focus: Our Six Pillars



Career Point's strategic focus lies in providing value-based courses that cater to the evolving needs of the education industry. With a people-centric and ethical approach, the company aims to foster a culture of innovation and profitability. Additionally, Career Point prioritizes partner delight by establishing long-term partnerships and providing them with excellent support.



TAM: Total Addressable Market



Career Point : Integrated learning solution provider across the education value chain

Leveraging over 30 years of experience with trust of 5 Lacs students and parents, Career Point offers a scalable educational products platform with multiple touch points along learners' education and career to increase lifetime value

School Education

TAM: 240 mn Students
Market Size: \$25 bn
Growth Rate: 14% y-o-y



Test-Prep Classrooms

TAM: 20 mn Students
Market Size: \$8 bn
Growth Rate: 15% y-o-y



e-Learning

TAM: 60 mn Students*
Market Size: \$5 bn
Growth Rate: 18% y-o-y



Higher & Vocational Education

TAM: 40 mn Students
Market Size: \$12 bn
Growth Rate: 11% y-o-y



\$ 50 bn
Market
in India,
alone

* including free users (Only Indian market)

Divisional Growth Strategies

Informal Education Division



Test-Prep Classrooms

- Launching new Test-Prep products and expanding distribution network through franchisee and SIP
- Reaching new market through Hybrid (Physical + Digital) model

CAREER POINT
version 2.0

www.careerpoint.ac.in

www.cpil.in



eLearning

- Offering new products of eBooks, Videos, Online Assessments etc
- Expansion more courses offering – CUET, CLAT, NDA Govt. Exams, UG/PG etc.

eCareerPoint

www.ecareerpoint.com

www.cplive.in



School Education

- Adding new career oriented programs with schools i.e. Overseas Education, CA/CLAT etc.
- Improving capacity utilization along with premium pricing through USPs

 **CAREER POINT**
gurukul

www.careerpointschool.in

www.globalkidsworld.in



Universities

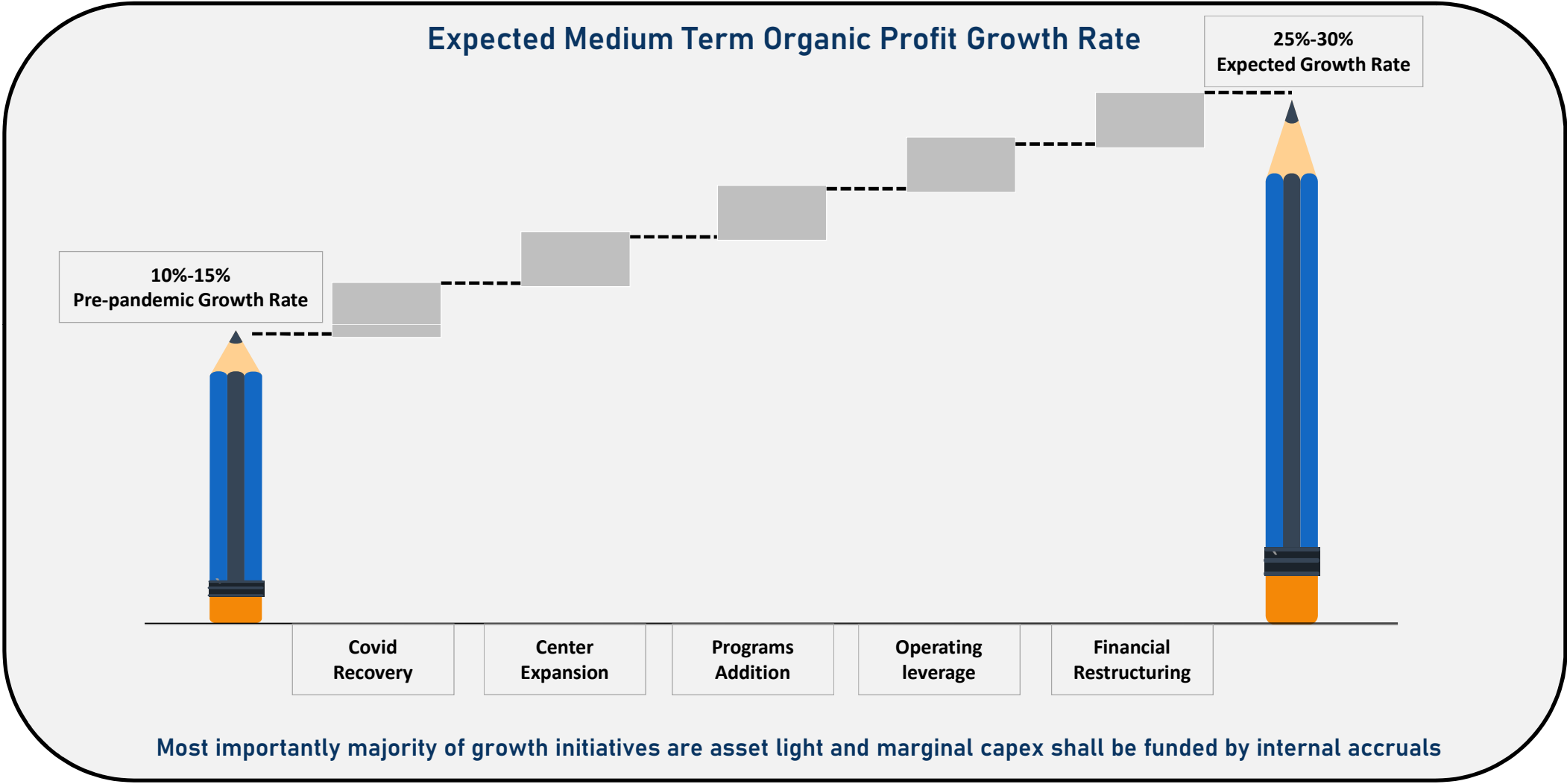
- New innovative products as per NEP – Dual degree, Digital learning
- Online Certificate & professional courses for continuing education

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UNIVERSITY

www.cpuniverse.in

www.cpsid.in

Growth Vectors



Key business updates and Result highlights (FY 2022-23)



Standalone Result:

- Revenue from operations for the period (FY 2022-23) at standalone level is rupees 51.9 crores with a remarkable year-on-year growth of +77%.
- Reported EBITDA (including other income) is rupees 33.6 Crores with healthy EBITDA margin 60.3%.
- At standalone level, the company reported net income of rupees 22.2 crores and EPS of rupees 12.2 with remarkable year-on-year growth of 106%.
- The increase validates the new strategies being implemented post pandemic – especially the transition from an “Educational Service Provider” to an “Educational Product Company”. This resulted in increased enrollments through a bigger network of study centers and new courses.

Consolidated Basis:

- Revenue from operation for the period (FY 2022-23) at consolidated level is Rs. 85.4 Crores with significant year-on-year growth of 57.4%
- Net profit excluding one-off provision (Please refer Note ‘a’ of the Consolidated Audit Report and Note 5 of the Consolidated Financials) results at rupees 41.57 crores and EPS (Earning per share) of rupees 22.85 on consolidated basis.
- As on 31 March 2023, Net worth of the company was reported to be rupees 480 crores and Book value per share of rupees 264.

Dividend:

- The board has proposed a final dividend of 10% on face value. This results in a total 20% dividend during the year FY 2022-23.

One-off Provision on Consolidate Financials



- Srajan Capital Limited, a subsidiary of the company, granted a loan to an entity engaged in education services, viz. Proseed Foundation (PF). The outstanding amount on this loan was Rs 4397 Lacs.
- PF financials got impacted negatively due to Covid19 outburst, that resulted in the challenges in meeting its financial obligations pertaining to this loan.
- Though, in the improving scenario for the education business of PF, post COVID, PF has started the payments and paid a total amount of Rs. 1007.20 Lacs during the year.
- Nonetheless, the company made provision in the books of subsidiary accounts and compiled all applicable regulations. The net profit at the consolidated level by adjusting this one-off provision is Rs 41.57 Cr – a y-o-y growth of 81%.
- The company management is quite optimistic in recovery of this due for which provision has already been made. Hence, any future recovery will result a positive impact on net financials of the company.

Update on Corporate Restructuring Plan



The Board of Directors of the Company in their meeting held on 14th February 2023, has approved a composite scheme of arrangement ('Scheme') under section 230 to 232, amongst Srajan Capital Limited (Transferor Company), Career Point Limited (CPL) (Transferee Company/Demerged Company) and Career Point Edutech Limited (Resulting Company) and their respective shareholders.

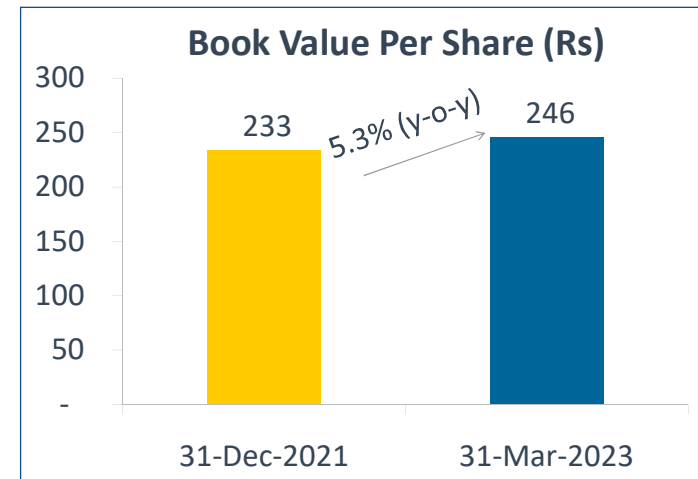
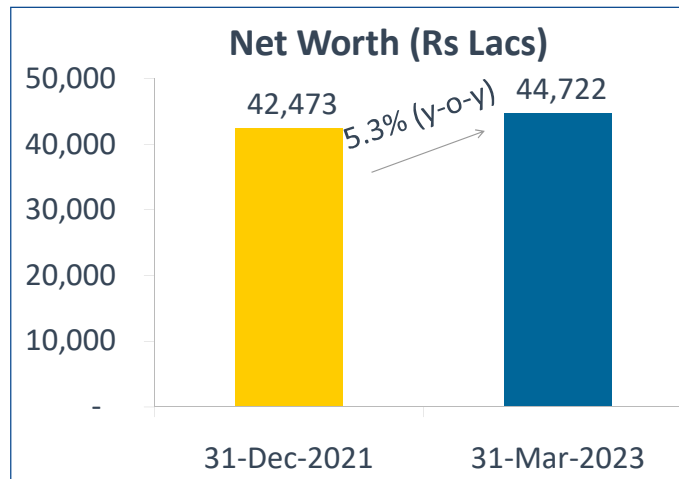
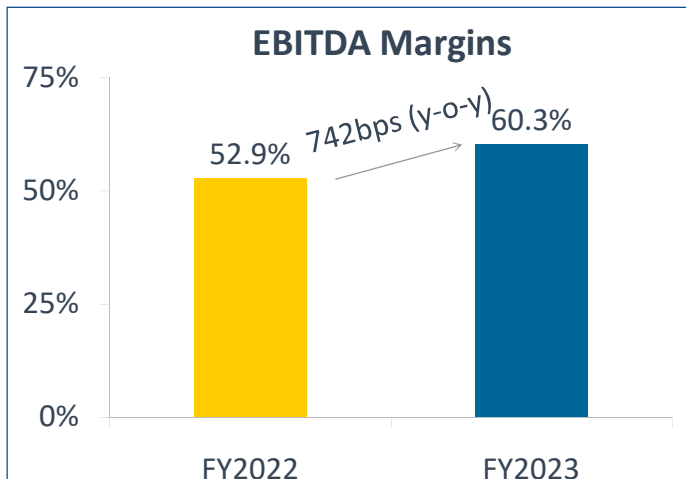
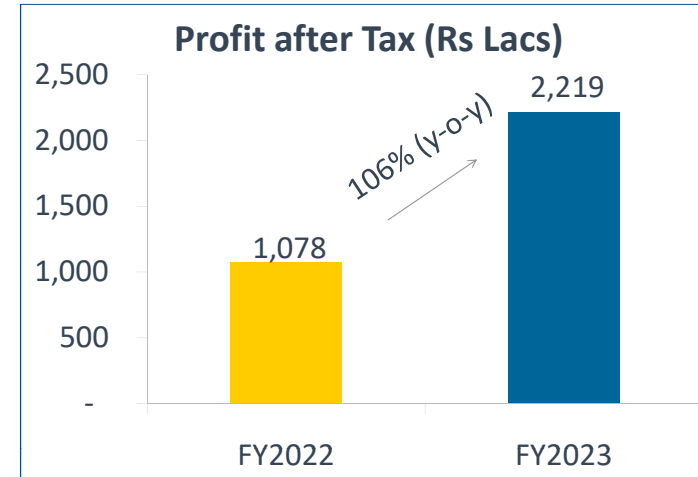
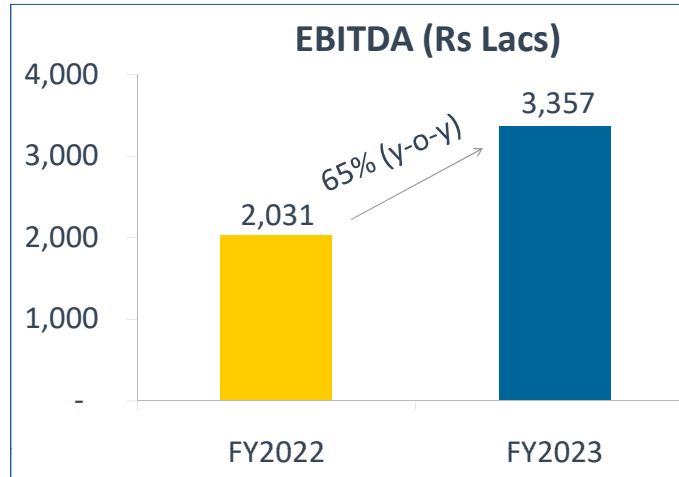
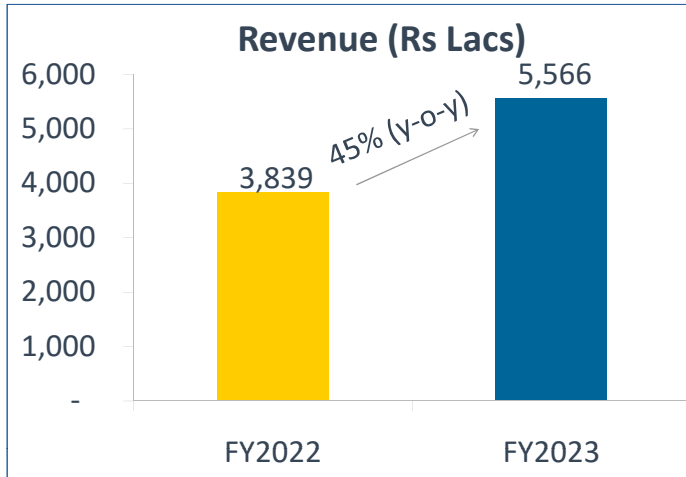
- The Scheme provides for:
 - i. Demerger of education business ('Demerged Undertaking') from Career Point Limited to Career Point Edutech Limited (wholly owned subsidiary); and
 - ii. Merger of Srajan Capital Limited (wholly owned subsidiary) with Career Point Limited (Transferee Company).

- Update on the Company's Business Restructuring plans pursuant to above scheme:
 - i. The application to approve merger of Srajan Capital Ltd. in Career Point Ltd is already approved by RBI Chandigarh.
 - ii. A separate application to grant NBFC license in Career Point Ltd is filed at RBI Mumbai and approval in being awaited.

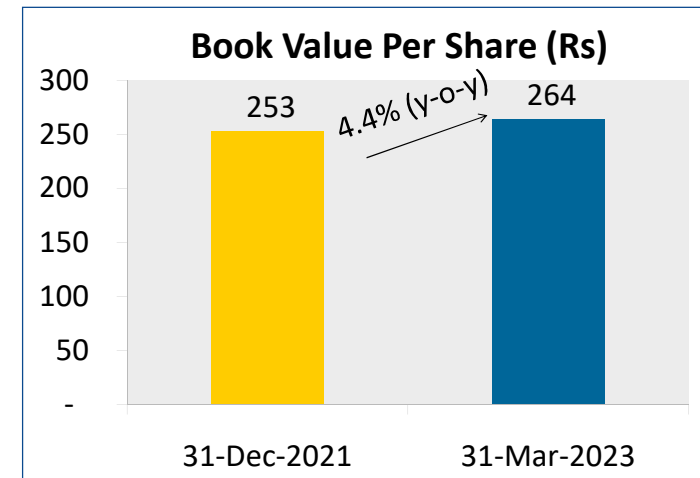
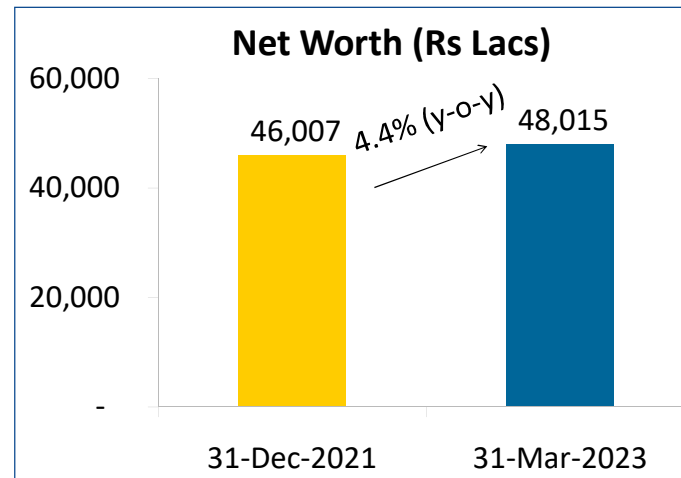
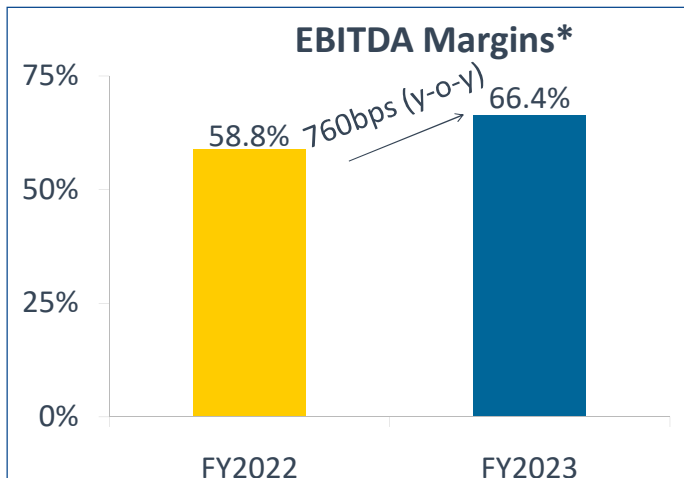
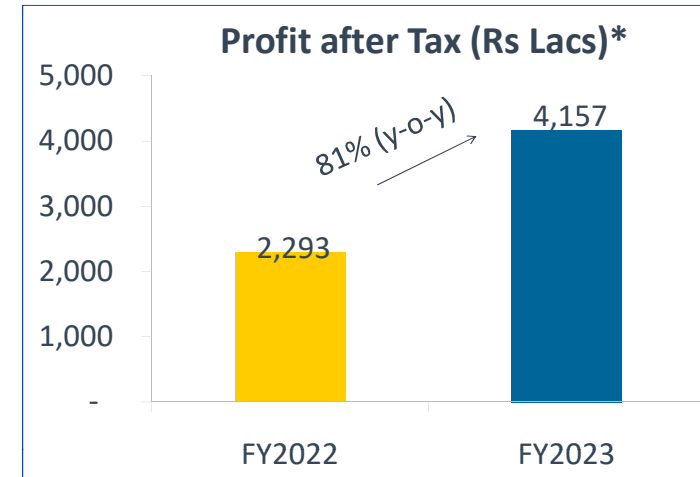
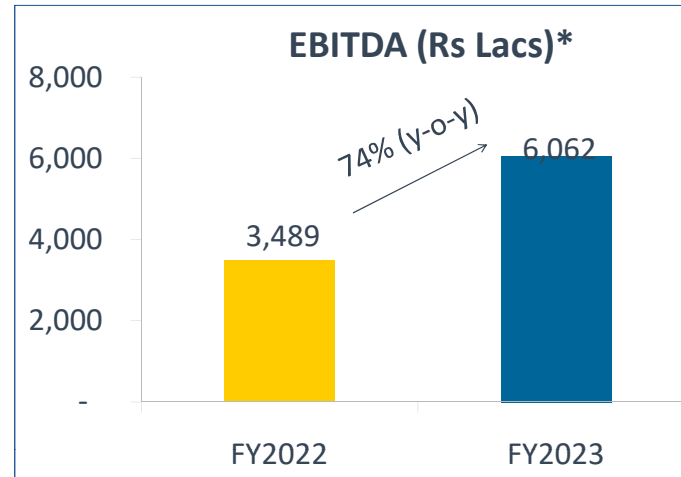
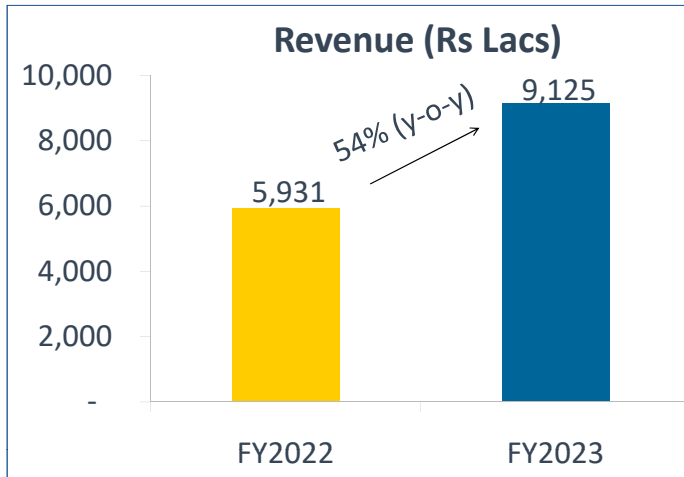
- The Scheme, approved by the board, is also filed to SEBI for its approval, that shall be followed by filing to honorable NCLT.

- The scheme is, inter alia, subject to filing, receipt of approval from the statutory, regulatory and customary approvals, including approvals from Stock Exchanges, NCLT Chandigarh jurisdiction. The appointed date for the purpose of giving scheme effect is 1 April 2023.

Financial Updates - Standalone



Financial Updates - Consolidated



* Adjusted while excluding one-off provision

Income Statement - Standalone



Income Statement	<----- Standalone ----->				
Rs Lakhs	Q4FY22	Q3FY23	Q4FY23	FY2022	FY2023
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	618.2	1,113.0	1,278.4	2,934.2	5,189.9
Other Income	111.2	134.3	128.1	904.6	376.1
Total Income	729.4	1,247.4	1,406.5	3,838.9	5,566.0
Expenditure					
Cost of Study Material	10.7	20.2	9.8	95.9	163.1
Employees Cost	198.0	210.5	217.7	817.1	841.0
G&A and other expenses	366.8	316.7	405.4	895.3	1,204.6
Dep. & Amort.	87.2	77.6	74.6	351.5	312.1
Finance Charges	23.4	21.0	21.7	203.2	83.6
Total Expenditure	686.0	646.1	729.2	2,363.0	2,604.4
EBITDA	154.0	699.9	773.6	2,030.6	3,357.3
EBITDA Margin	21.1%	56.1%	55.0%	52.9%	60.3%
Operating EBITDA	42.8	565.6	645.5	1,126.0	2,981.2
Op. EBITDA margin	6.9%	50.8%	50.5%	38.4%	57.4%
Profit Before Tax	43.4	601.3	677.3	1,475.9	2,961.6
PBT Margin	5.9%	48.2%	48.2%	38.4%	53.2%
Profit After Tax	20.4	411.7	553.9	1,077.9	2,219.3
PAT Margin	2.8%	33.0%	39.4%	28.1%	39.9%
EPS (Rs)	0.11	2.26	3.04	5.93	12.20

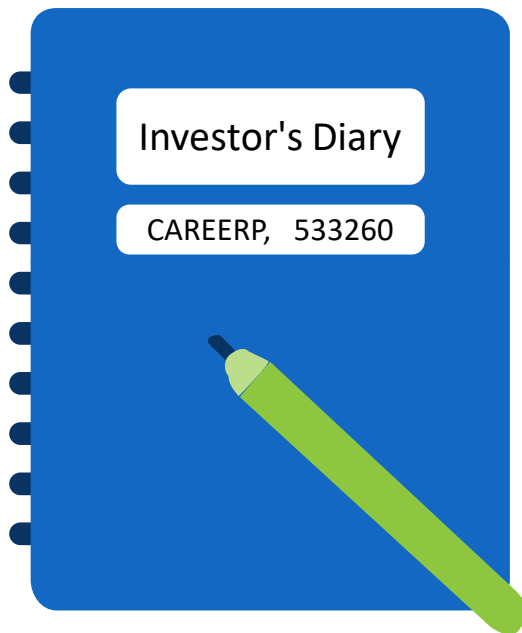
Income Statement - Consolidated

Income Statement	←----- Consolidated ----->				
Rs Lakhs	Q4FY22	Q3FY23	Q4FY23	FY2022	FY2023
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,335.0	2,231.5	2,482.7	5,423.8	8,536.7
Other Income	209.7	186.0	223.9	507.6	587.8
Total Income	1,544.7	2,417.6	2,706.6	5,931.4	9,124.5
Expenditure					
Cost of Study Material	111.6	87.7	80.4	308.1	326.7
Employees Cost	220.5	233.9	243.2	894.0	933.5
G&A and other expenses	786.7	499.1	593.9	1,239.9	1,802.5
Dep. & Amort.	105.4	99.4	117.0	413.0	416.4
Finance Charges	68.0	52.0	30.6	323.6	181.7
One-off Provision			3,957.6		3,957.6
Total Expenditure	1,292.1	972.2	5,022.7	3,178.6	7,618.4
EBITDA	425.9	1,596.8	(2,168.4)	3,489.4	2,104.2
EBITDA Margin	27.6%	66.0%	-80.1%	58.8%	23.1%
Operating EBITDA	216.2	1,410.8	1,565.2	2,981.9	5,474.0
Op. EBITDA margin	16.2%	63.2%	63.0%	55.0%	64.1%
Profit Before Tax	252.6	1,445.3	(2,316.1)	2,752.8	1,506.1
PBT Margin	16.4%	59.8%	-85.6%	46.4%	16.5%
Profit After Tax	381.8	1,091.1	(1,705.0)	2,292.7	1,195.5
PAT Margin	24.7%	45.1%	-63.0%	38.7%	13.1%
EPS (Rs)	2.10	6.00	(9.37)	12.62	6.57
Adjusted excluding one-off provision					
Profit After Tax	381.8	1,091.1	1,256.5	2,292.7	4,156.9
EPS (Rs)	2.10	6.00	6.91	12.62	22.85

Balance Sheet

Balance Sheet Rs Lakhs	<----- Standalone ----->			<----- Consolidated ----->		
	31-Mar-2022	31-Dec-2022	31-Mar-2023	31-Mar-2022	31-Dec-2022	31-Mar-2023
Liabilities						
Shareholders' fund	42,862	44,345	44,722	47,087	49,769	48,029
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	41,042	42,526	42,903	45,268	47,950	46,196
Non-current Liabilities	916	1,133	1,190	1,358	1,613	4,683
(a) Def. Tax Liabilities	887	1,100	1,169	810	1,033	109
(b) Provisions & Others	29	33	21	548	581	4,588
Current Liabilities	733	687	831	908	1,340	1,396
(a) Current Liabilities	648	622	795	750	1,092	1,022
(b) Provisions	84	65	36	158	248	373
Borrowings	980	1,123	1,421	2,562	2,021	2,087
Total Liabilities	45,491	47,288	48,164	51,916	54,743	56,194
Assets						
Fixed Assets (inc. WIP)	12,890	12,657	12,635	20,780	20,634	20,740
Non-current Assets	30,134	30,130	30,152	14,516	15,631	16,176
(a) Loans and Advances	13,271	13,267	13,289	14,381	15,487	16,031
(b) Investments	16,863	16,863	16,863	134	144	145
(c) Other Assets	-	-	-	-	-	-
Current Assets	2,467	4,501	5,377	16,620	18,479	19,278
(a) Inventories	74	99	117	154	127	219
(b) Sundry Debtors	539	569	330	2,296	2,184	1,426
(c) Cash & Bank Balances	196	68	92	1,451	1,859	1,086
(d) Current Investments	273	675	-	273	675	-
(e) Loans and Advances	1,385	3,091	4,838	12,447	13,634	16,548
Total Assets	45,491	47,288	48,164	51,916	54,743	56,194

Investment Highlights



1

Legacy

Leading total learning solutions provider across education value chain (KG to PhD), since 1993.

2

Sustainable Businesses

Annuity driven long-term core businesses in both formal and informal education.

3

Large TAM

Addressing large total addressable markets with high potential of the growth across verticals.

4

Strong Financials

High margin sustainable model with visible cash flow and fundamentally strong balance sheet.

5

Competitive Moat

Moat of brand equity, large network, proprietary content, experienced management.

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Thank You



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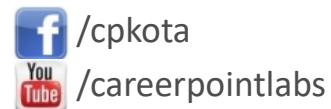
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