



EDUCATION REIMAGINED

From Education Service Company to
Educational Product Company

K-12 | Test-Prep | e-Learning | Higher Education | Skills

CAREER POINT

Investors Update: Q2 / FY2023-24



since 1993

Key Highlights (H1 FY2023-24)

Consolidate

H1 FY 24: 56.4 Cr
H1 FY 23: 40.0 Cr

41%

INCREASE

Revenue

H1 FY 24: 37.2 Cr
H1 FY 23: 26.2 Cr

42%

INCREASE

EBITDA

H1 FY 24: 27.8 Cr
H1 FY 23: 17.7 Cr

57%

INCREASE

PAT

H1 FY 24: Rs 15.27
H1 FY 23: Rs 9.71

57%

INCREASE

EPS

The Board of Directors has also approved the 1st interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2023-24.

Standalone

H1 FY 24: 37.6 Cr
H1 FY 23: 29.1 Cr

29%

INCREASE

Revenue

H1 FY 24: 24.7 Cr
H1 FY 23: 18.8 Cr

31%

INCREASE

EBITDA

H1 FY 24: 18.4Cr
H1 FY 23: 12.5 Cr

47%

INCREASE

PAT

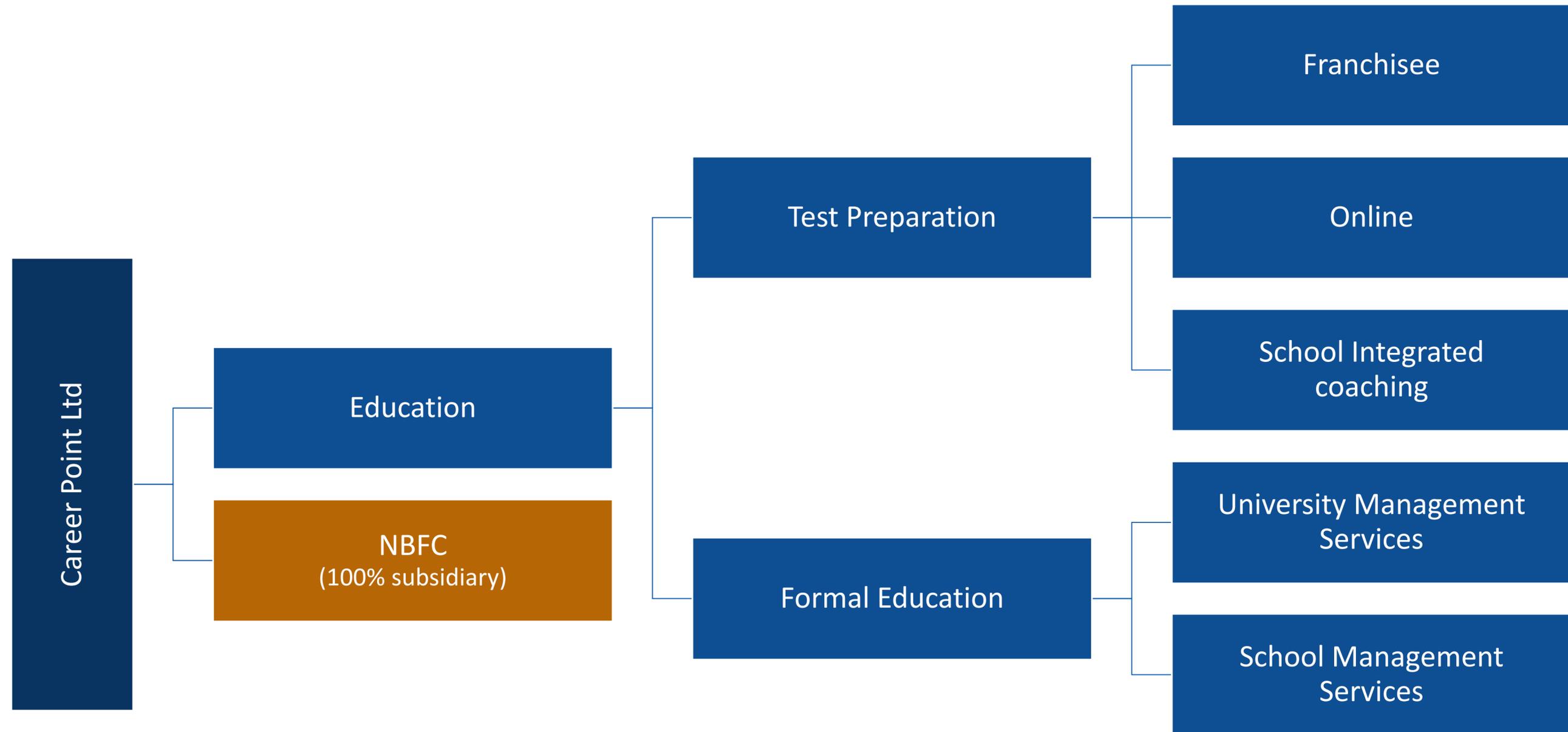
H1 FY 24: Rs 10.12
H1 FY 23: Rs 6.89

47%

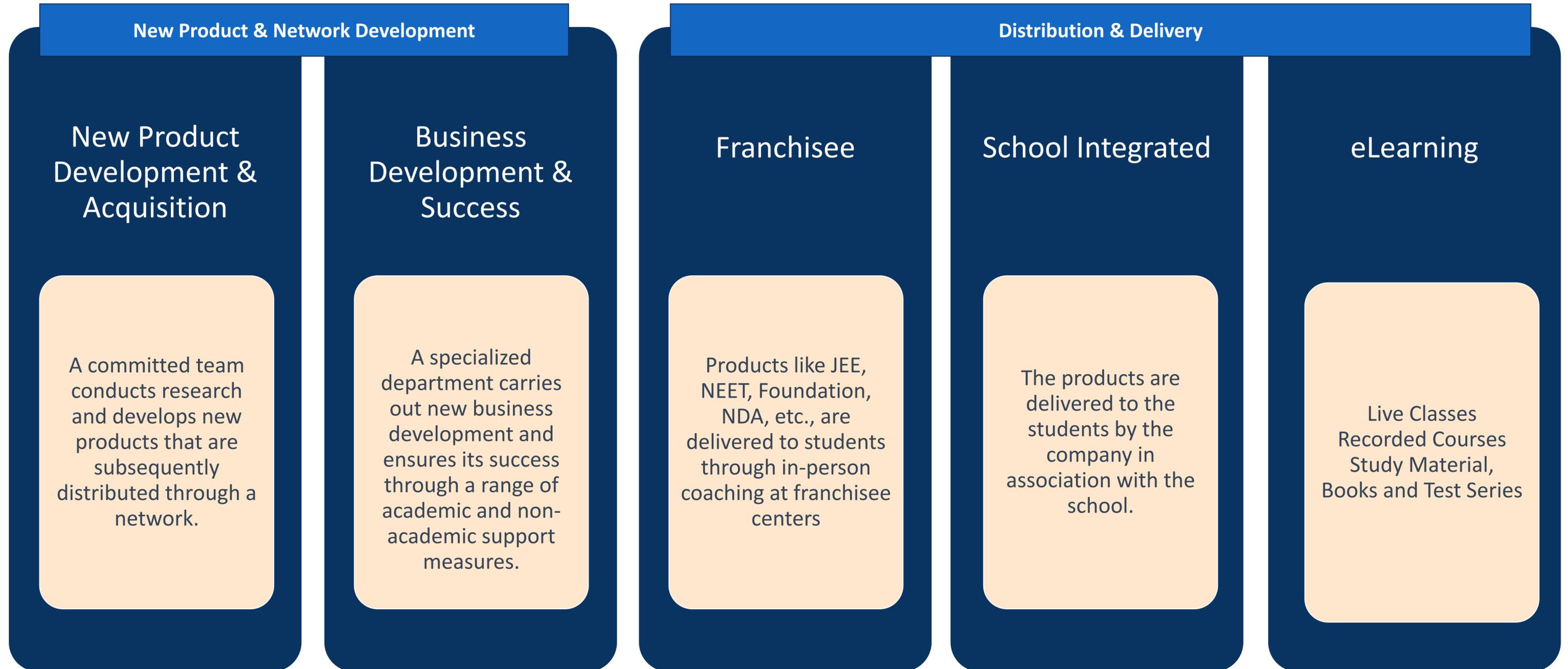
INCREASE

EPS

Career Point : Business Division

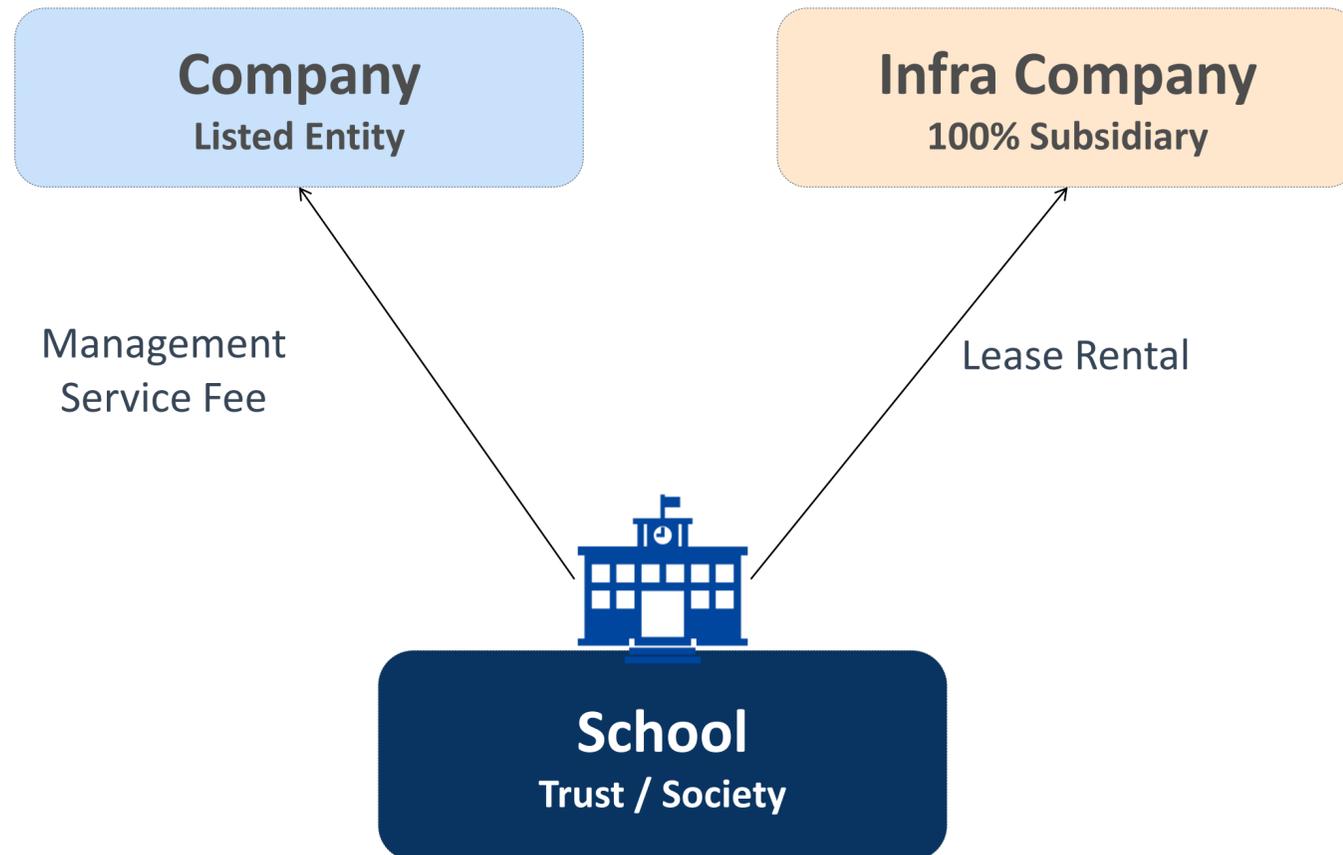


Test Prep Business Model



Formal Education Business Model

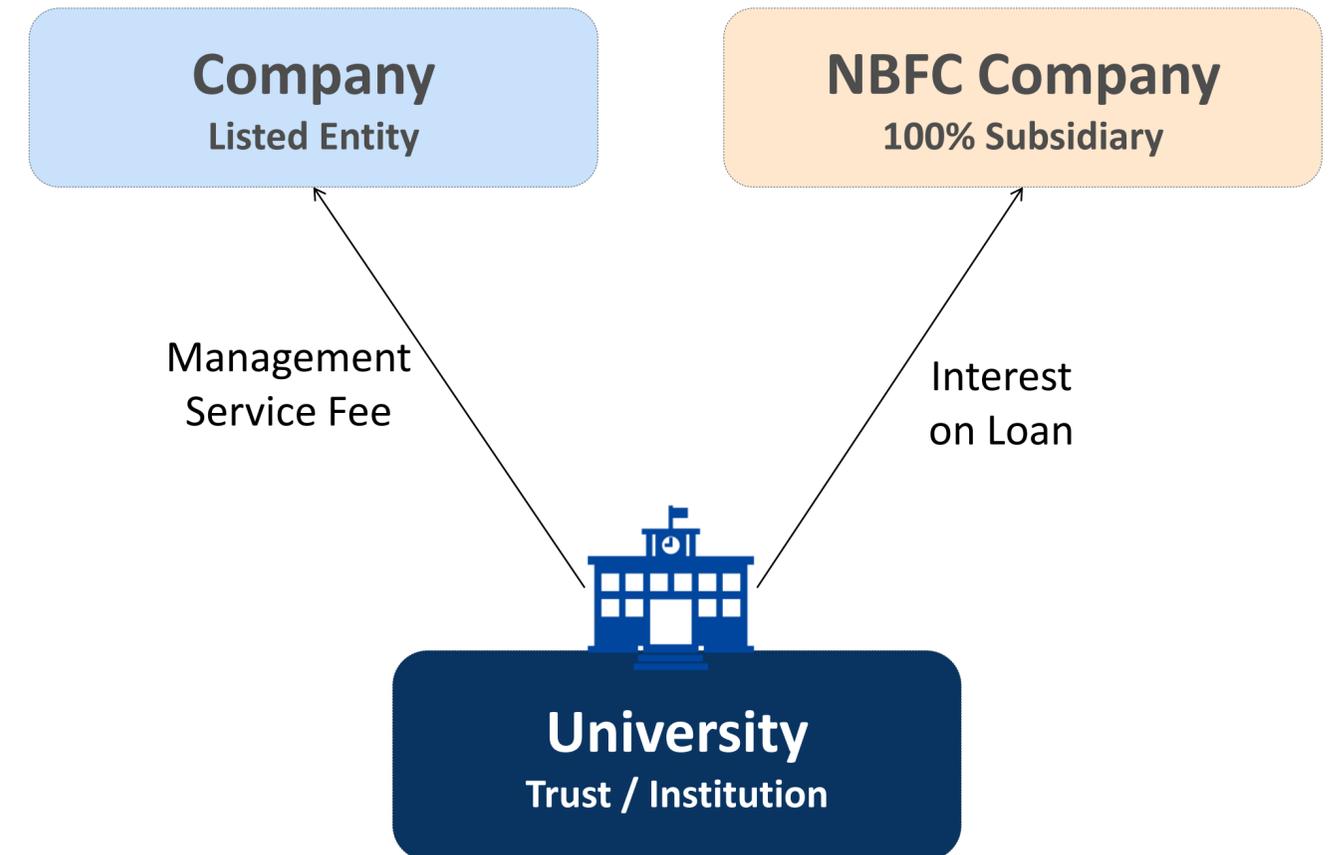
K12 – School Education



- Career Point World School
- Career Point Gurukul Schools

www.careerpointschool.in

University Education



- Career Point University, Kota (Rajasthan)
- Career Point University, Hamirpur (H.P.)

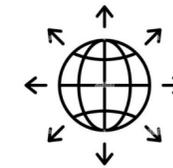
www.cpuniverse.in

A New Era for Career Point : Educational Product Company



- Since 1993, Career Point has been pioneer in providing educational services across various educational 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 transition to education product company, company planned end executing a detailed stepwise process including product development, distribution and execution.
- These educational products are distributed through network of partner centers and business associative across geographies.
- 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 Advantage



Expansion

Plug n play product model provides facility to add new product lines in a faster mode



Quality

Standardization of the products helps in maintaining the product quality levels



Scalability

Product play offers easy scalability across geographies vis-à-vis service delivery model



Annuity

Transitioning from services to product offering commands higher annuity to the businesses.

Early Outcome of Education Products : Profitable Growth



- Career Point has successfully transformed its business model without compromising its operational philosophy of academic excellence.
- 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.
- 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 Profit before Tax and Return on Assets are increased by 43% and 454 bps, respectively in H1 FY2023-24 vs H1 FY2022-23.

CP Products: Promising Outcome

100%

Course Titles

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

175%

Number of Centers

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

43%

Operating Profits

Educational products led higher profitability with 43% y-o-y growth in profit before tax for the division

454
bps

Return on Assets

RoA from the education division improved by 454 basis points in H1 FY2023-24 over H1 FY2022-23

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

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eLearning

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

eCareerPoint



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

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gurukul

CAREER POINT
WORLD SCHOOL

Formal Education Division



Universities

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



CAREER POINT
UNIVERSITY

Growth Levers: Multiple factors to drive sustainable growth



Career Point focuses on students, aiming for innovation and profit.

We offer courses that fit education's changing needs and build long-term partnerships for smart business growth.



Key business updates and Result highlights (Q2/H1 FY2023-24)



Consolidated Basis:

- Total Revenue for the period (H1 FY2023-24) at consolidated level is Rs. 56.4 Crores with significant year-on-year growth of 41%
- EBITDA (including other income) is reported rupees 37.2 Crores with extraordinary EBITDA margin 66%. Net profit results at rupees 27.8 crores and EPS (Earning per share) of rupees 15.27 on consolidated basis with remarkable y-o-y growth of 57%.
- As on 30 September 2023, Net worth of the company was reported to be rupees 506 crores and Book value per share of rupees 278.

Standalone Result:

- Total Revenue for the period (H1 FY2023-24) at standalone level is rupees 37.57 Crores with an impressive year-on-year growth of +29%.
- Reported EBITDA (including other income) is rupees 24.69 Crores with healthy EBITDA margin 65.7%.
- At standalone level, the company reported net income of rupees 18.42 Crores and EPS of rupees 10.12 with remarkable year-on-year growth of 46.9%.

Dividend:

- The Board of Directors has also approved the 1st interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2023-24.

Analysis:

- The increase in income is a result of growth across the verticals. A bigger network of study centers advanced enrollment numbers in informal division. Whilst, formal education income also grew with higher enrollments and increased average student fee realization.
- The growth validates our strategy of transitioning from an “Educational Service Provider” to an “Educational Product Company”.

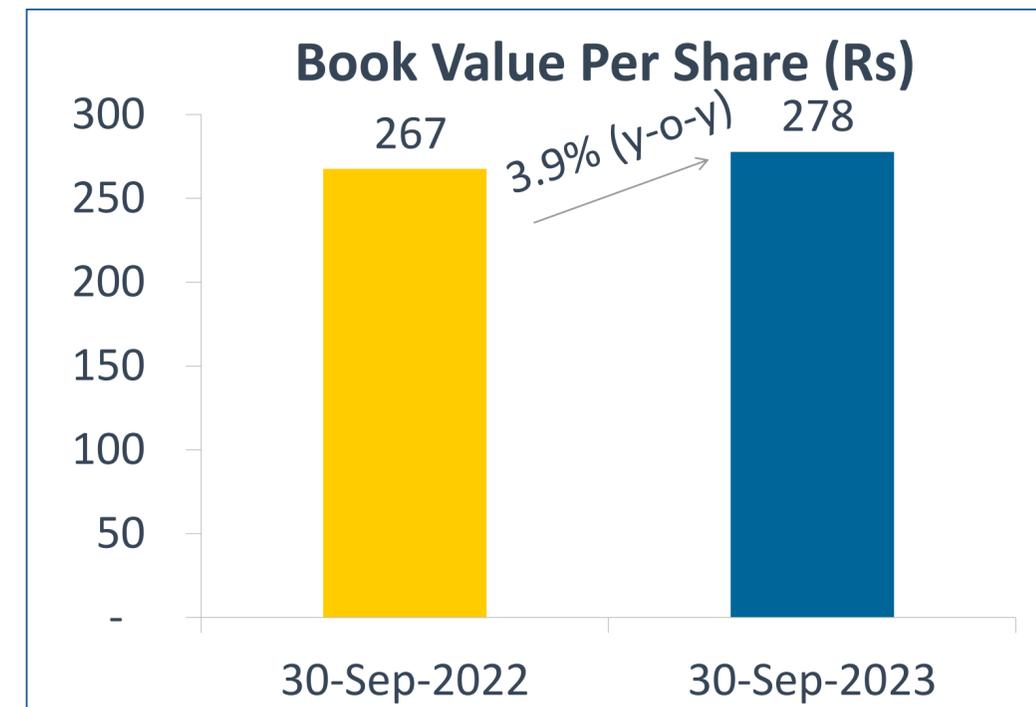
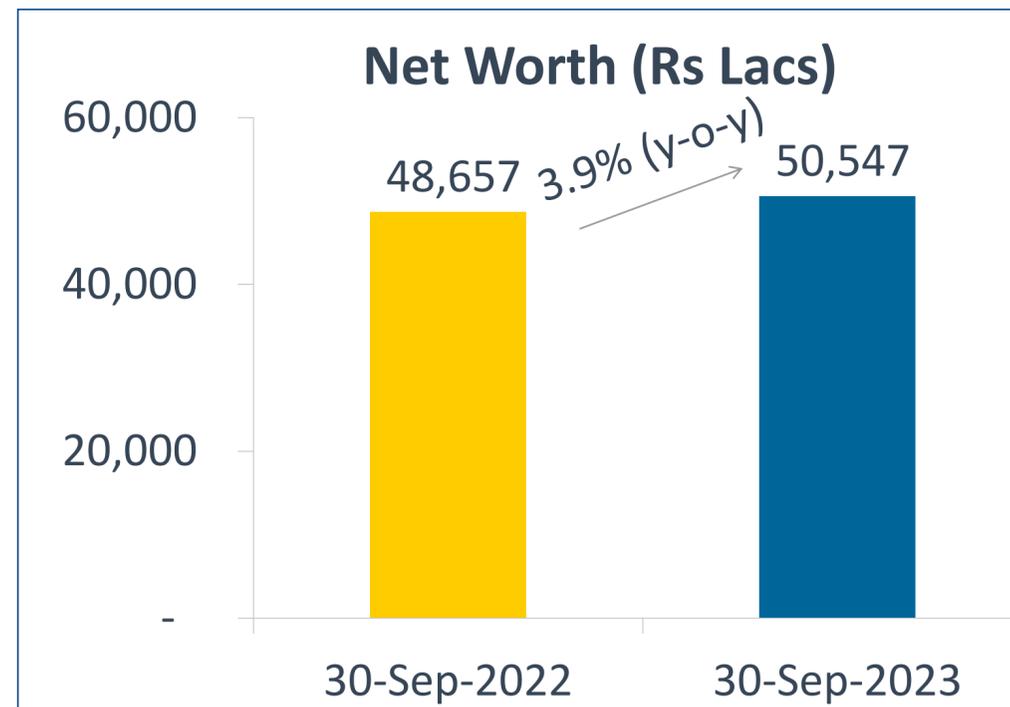
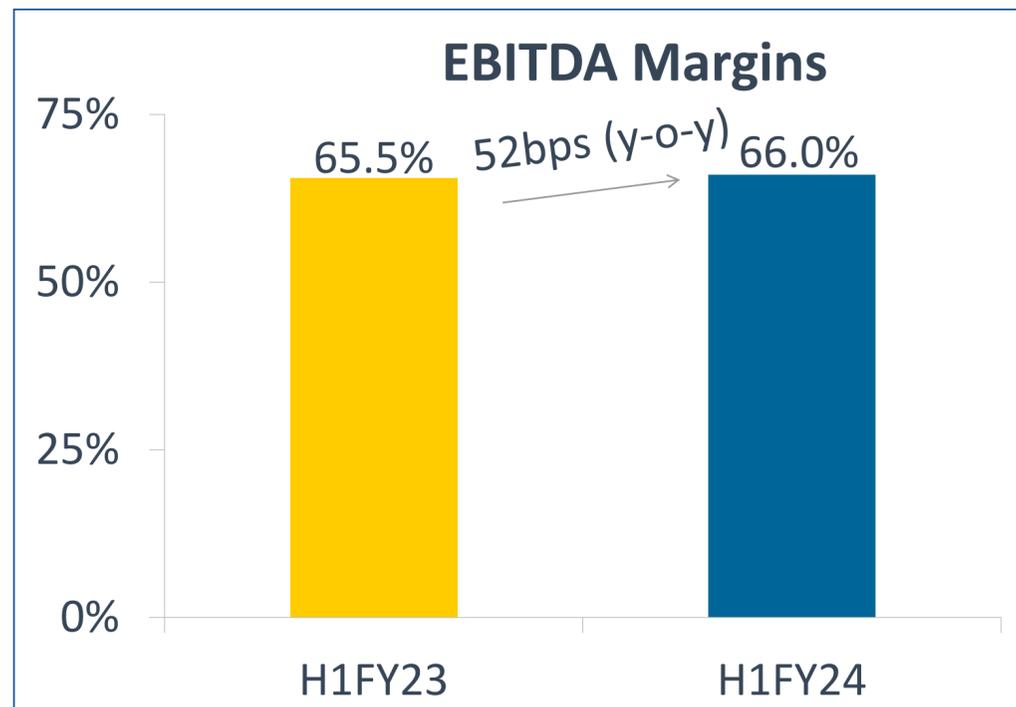
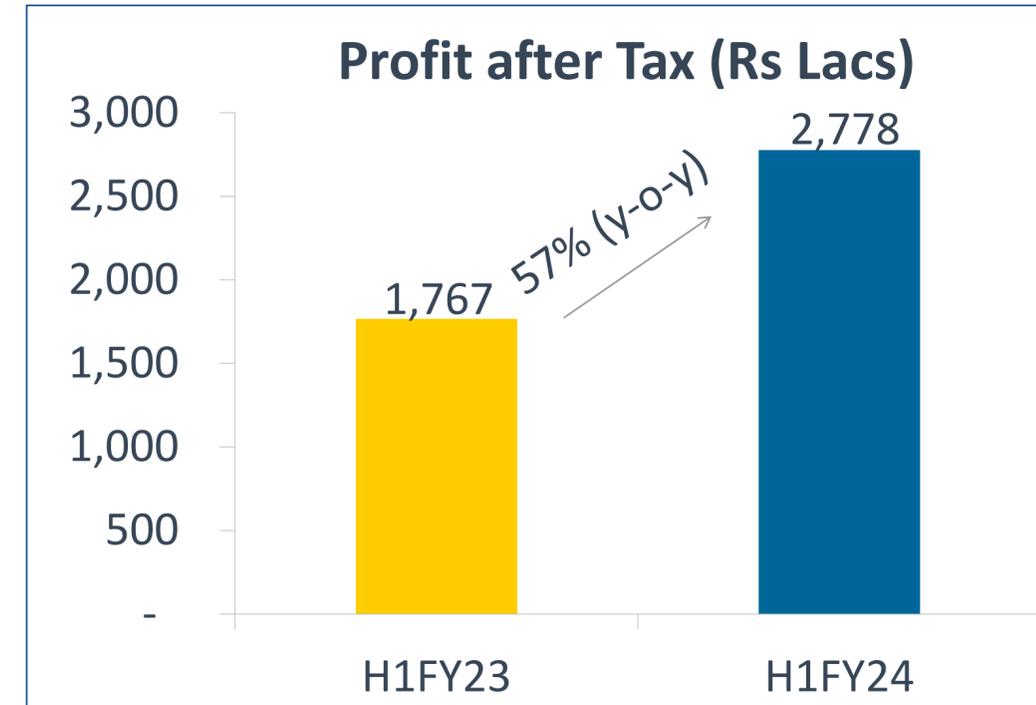
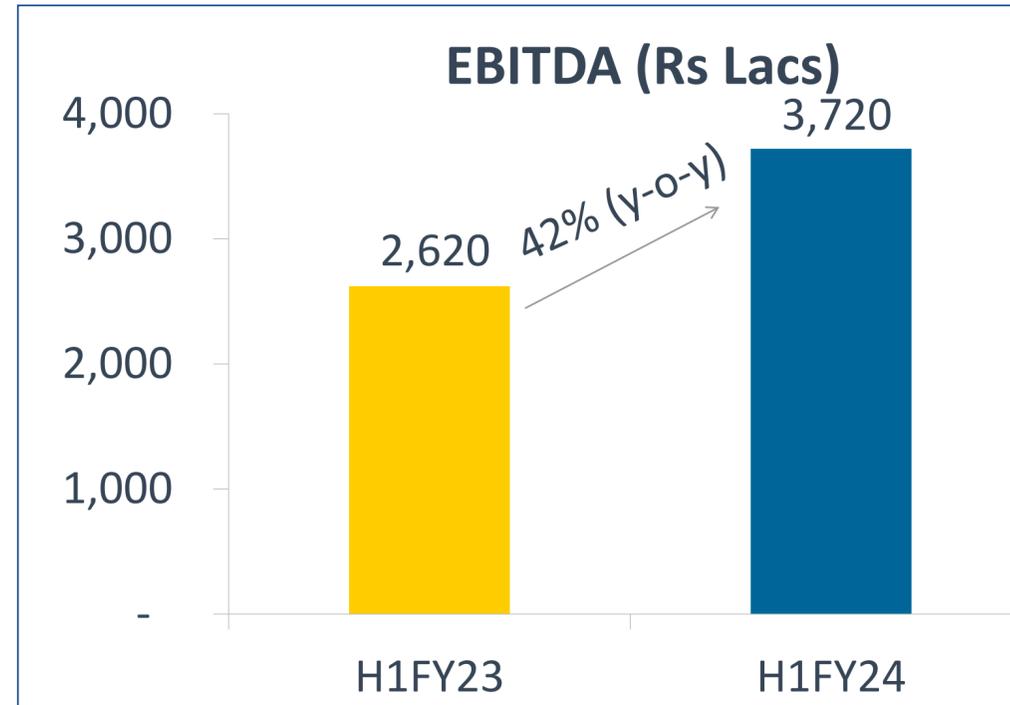
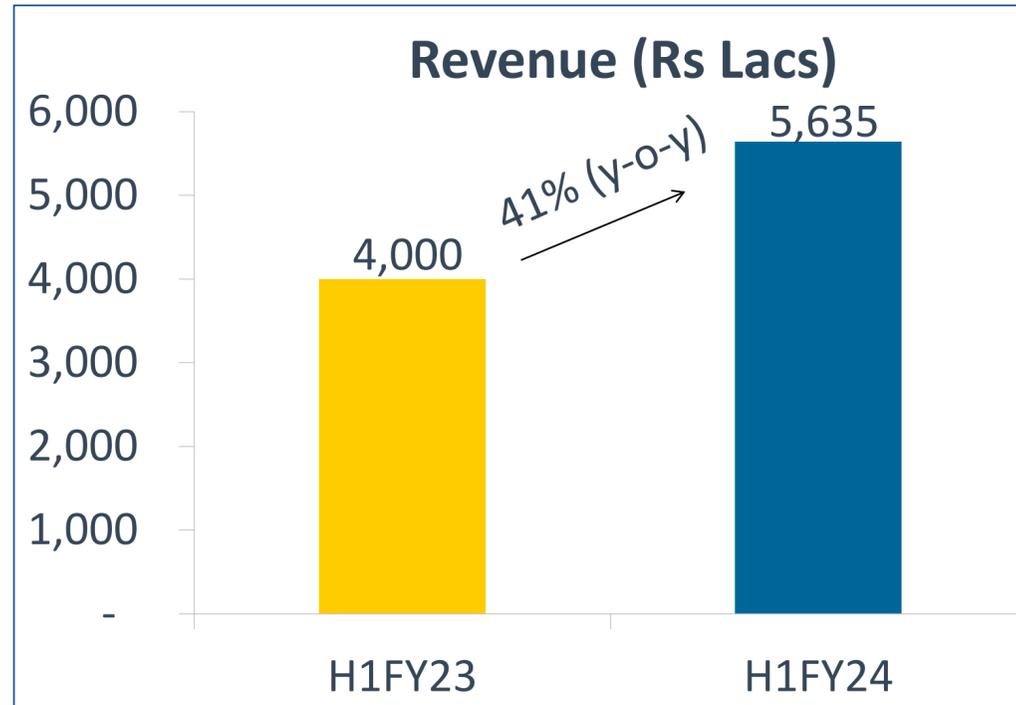
Update on Corporate Restructuring Plan



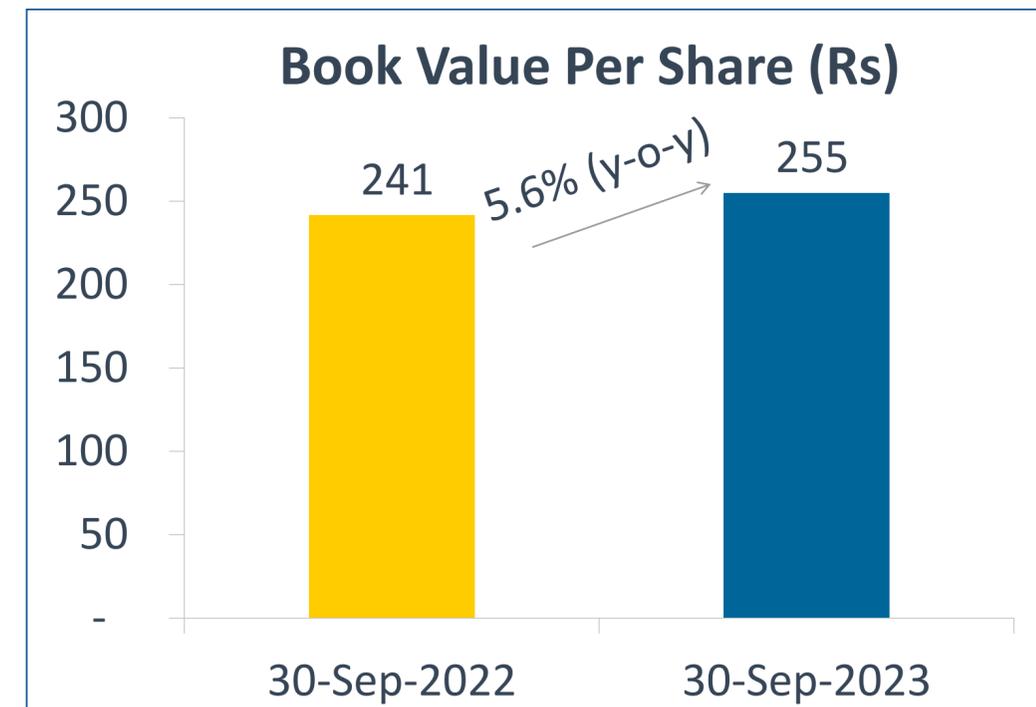
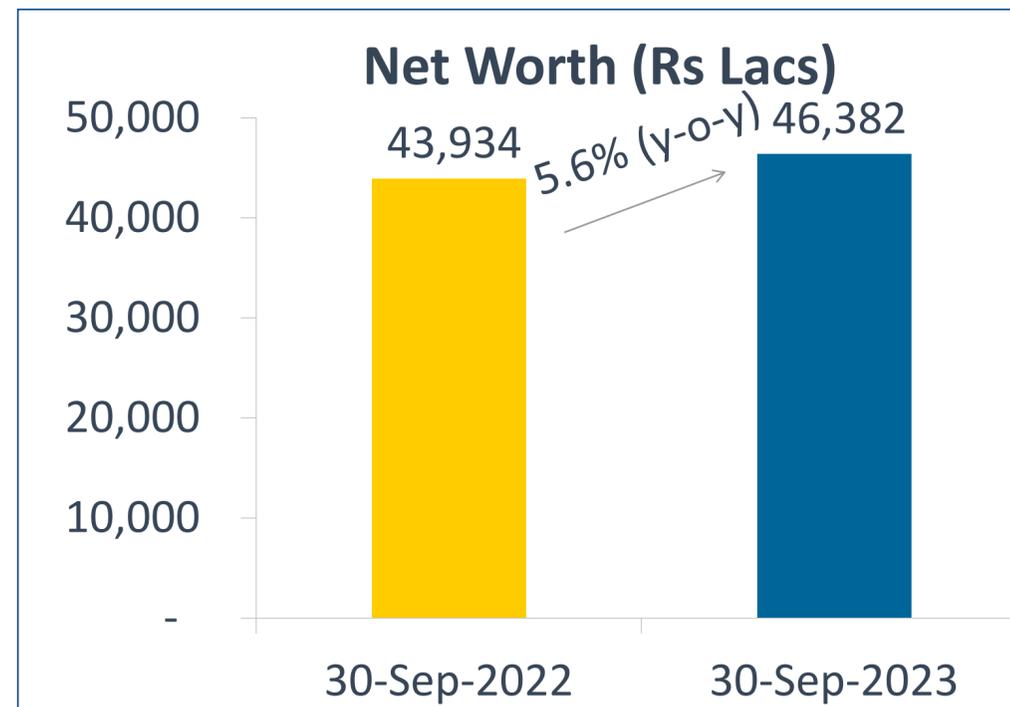
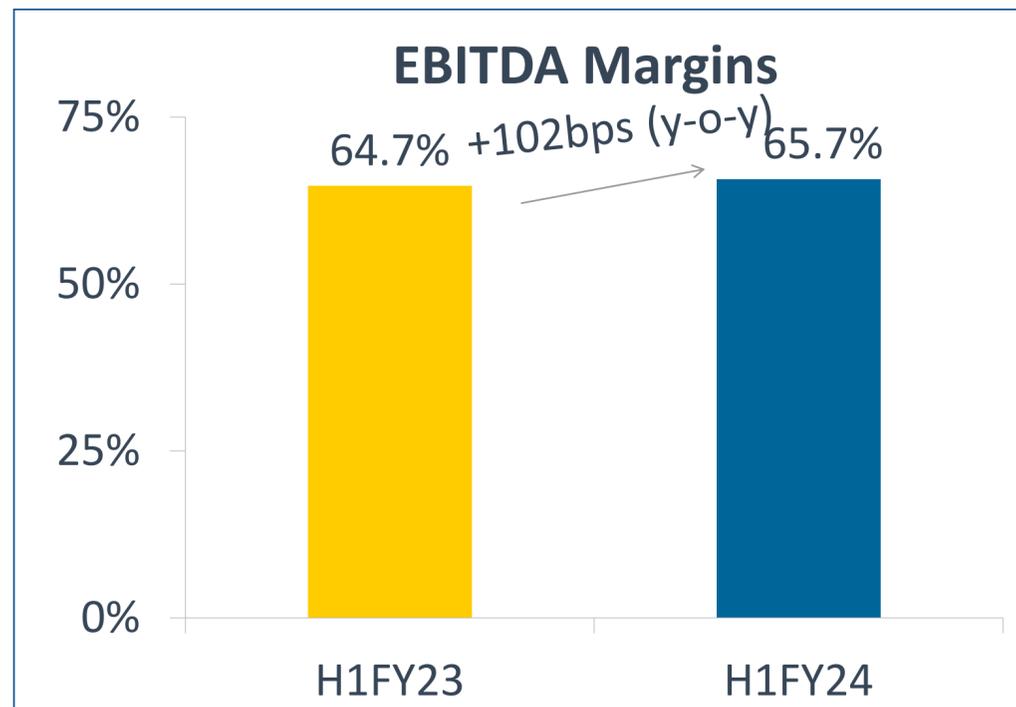
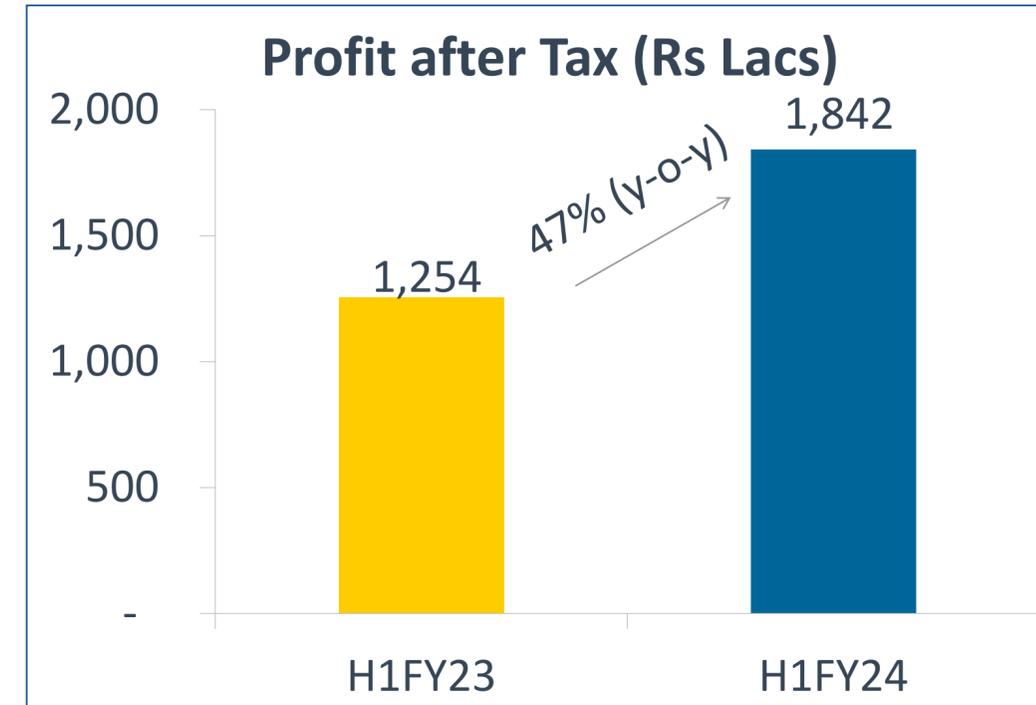
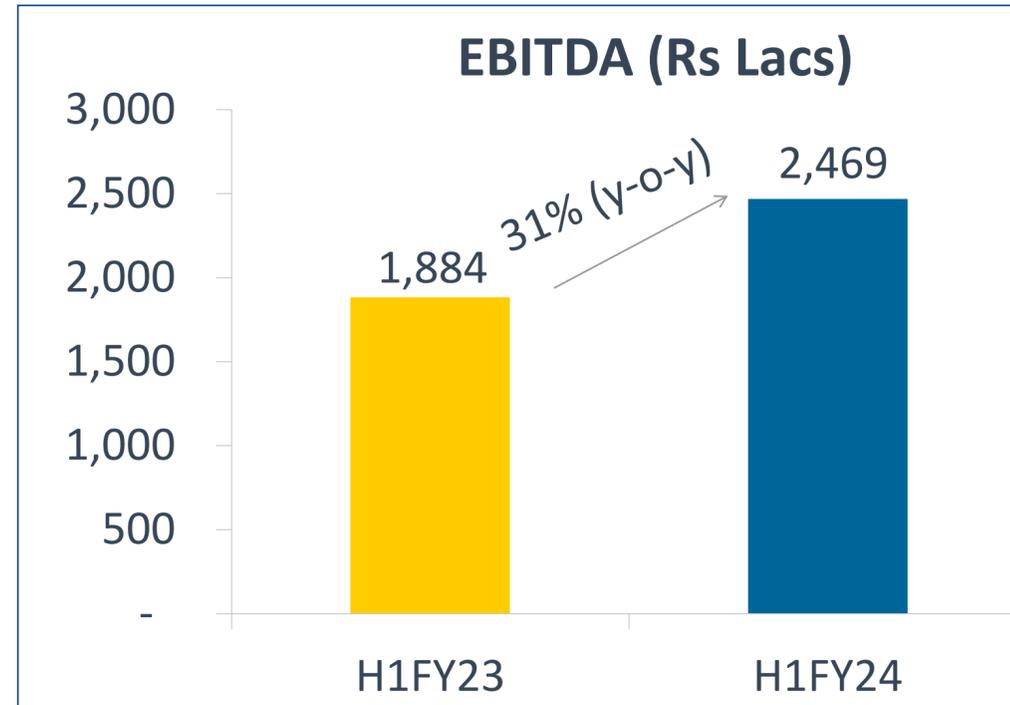
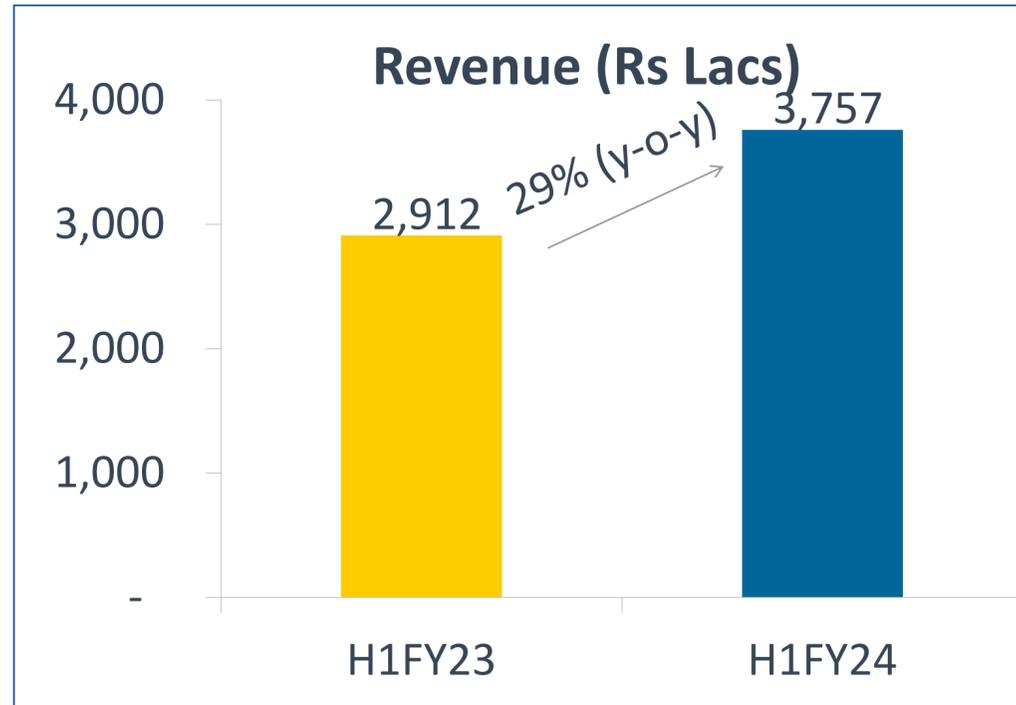
The Board of Directors of the Company in their meeting held on 14th February 2023, approved a composite scheme of arrangement ('Scheme') under section 230 to 232, amongst Srajan Capital Limited (Transferor Company), Career Point Limited (CPL) (Transferee Company/Demerged Company) and Career Point Edutech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

- Objective of the Scheme is to provide a simplified and streamlined group structure along with an efficient management control through separating education and non-education businesses in different listed entities.
- Structuring of the Scheme:
 - 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. RBI has given No Objection Letter dated 14 Sep 2022 for merger of Srajan Capital Ltd. in Career Point Ltd.
 - ii. BSE and NSE have also advised with letters dated 9 Aug 2023 to go ahead for filing the scheme with Hon'ble NCLT.
 - iii. A separate application to grant NBFC license in Career Point Ltd is also filed at RBI Mumbai.
 - iv. The Scheme along with applicable documents has been filed with honorable NCLT Chandigarh jurisdiction on 8 November 2023.**
- The scheme is, inter alia, subject to filing, receipt of approval from the statutory, regulatory and customary approvals, including approvals from RBI, NCLT Chandigarh jurisdiction. The appointed date for the purpose of giving scheme effect is 1 April 2023.

Financial Updates - Consolidate



Financial Updates - Standalone



Income Statement - Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,862.0	2,899.3	2,044.0	3,822.5	4,943.2
Other Income	89.9	167.7	524.5	177.9	692.2
Total Income	1,951.8	3,066.9	2,568.5	4,000.4	5,635.4
Expenditure					
Cost of Study Material	65.0	130.7	87.3	214.2	263.3
Employees Cost	235.3	243.9	251.1	456.4	495.0
G&A and other expenses	453.5	428.5	728.2	709.4	1,156.6
Dep. & Amort.	100.2	98.5	98.6	200.0	197.1
Finance Charges	41.9	39.2	33.8	99.1	73.0
Total Expenditure	895.9	940.9	1,198.9	1,679.1	2,185.1
EBITDA	1,198.0	2,263.8	1,501.9	2,620.3	3,720.5
EBITDA Margin	61.4%	73.8%	58.5%	65.5%	66.0%
Operating EBITDA	1,108.2	2,096.1	977.4	2,442.4	3,028.3
Op. EBITDA margin	59.5%	72.3%	47.8%	63.9%	61.3%
Profit Before Tax	1,055.9	2,126.0	1,369.5	2,321.2	3,450.3
PBT Margin	54.1%	69.3%	53.3%	58.0%	61.2%
Profit After Tax	815.2	1,624.5	1,198.3	1,766.6	2,777.6
PAT Margin	41.8%	53.0%	46.7%	44.2%	49.3%
EPS (Rs)	4.48	8.93	6.59	9.71	15.27

Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,384.9	1,684.0	1,569.8	2,798.4	3,253.8
Other Income	54.6	89.0	414.2	113.7	503.2
Total Income	1,439.5	1,773.0	1,984.1	2,912.1	3,757.1
Expenditure					
Cost of Study Material	25.3	109.4	31.1	133.0	140.5
Employees Cost	213.1	215.9	222.1	412.8	438.0
G&A and other expenses	294.3	363.7	346.0	482.5	709.8
Dep. & Amort.	79.3	71.6	71.6	159.9	143.2
Finance Charges	19.8	25.3	20.9	40.8	46.2
Total Expenditure	631.7	786.0	691.7	1,229.1	1,477.7
EBITDA	906.8	1,083.9	1,384.8	1,883.7	2,468.8
EBITDA Margin	63.0%	61.1%	69.8%	64.7%	65.7%
Operating EBITDA	852.2	994.9	970.6	1,770.1	1,965.5
Op. EBITDA margin	61.5%	59.1%	61.8%	63.3%	60.4%
Profit Before Tax	807.8	987.0	1,292.4	1,683.0	2,279.3
PBT Margin	56.1%	55.7%	65.1%	57.8%	60.7%
Profit After Tax	623.4	703.9	1,137.9	1,253.7	1,841.9
PAT Margin	43.3%	39.7%	57.4%	43.1%	49.0%
EPS (Rs)	3.43	3.87	6.25	6.89	10.12

Balance Sheet

Balance Sheet	←----- Standalone -----→			←----- Consolidated -----→		
Rs Lakhs	31-Mar-2023	30-Jun-2023	30-Sep-2023	31-Mar-2023	30-Jun-2023	30-Sep-2023
Liabilities						
Shareholders' fund	44,722	45,426	46,382	47,087	49,626	50,573
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	42,903	43,607	44,563	45,268	47,807	48,754
Non-current Liabilities	1,190	1,263	1,263	1,358	4,793	5,070
(a) Def. Tax Liabilities	1,169	1,261	1,239	810	220	168
(b) Provisions & Others	21	3	24	548	4,573	4,902
Current Liabilities	831	2,028	966	908	2,763	1,903
(a) Current Liabilities	795	1,861	825	750	2,211	1,313
(b) Provisions	36	167	141	158	551	591
Borrowings	1,421	1,373	844	2,562	2,063	1,340
Total Liabilities	48,164	50,090	49,456	51,916	59,245	58,887
Assets						
Fixed Assets (inc. WIP)	12,635	12,465	11,361	20,780	20,547	19,500
Non-current Assets	30,152	30,131	30,122	14,516	18,076	23,024
(a) Loans and Advances	13,289	13,231	13,222	14,381	17,893	22,872
(b) Investments	16,863	16,900	16,900	134	183	152
(c) Other Assets	-	-	-	-	-	-
Current Assets	5,377	7,494	7,973	16,620	20,623	16,362
(a) Inventories	117	78	79	154	156	112
(b) Sundry Debtors	330	719	309	2,296	1,780	1,395
(c) Cash & Bank Balances	92	80	60	1,451	719	524
(d) Current Investments	-	1,310	-	273	1,310	-
(e) Loans and Advances	4,838	5,308	7,525	12,447	16,659	14,330
Total Assets	48,164	50,090	49,456	51,916	59,245	58,887

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Thank You

Career Point Limited

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