

A New Horizon

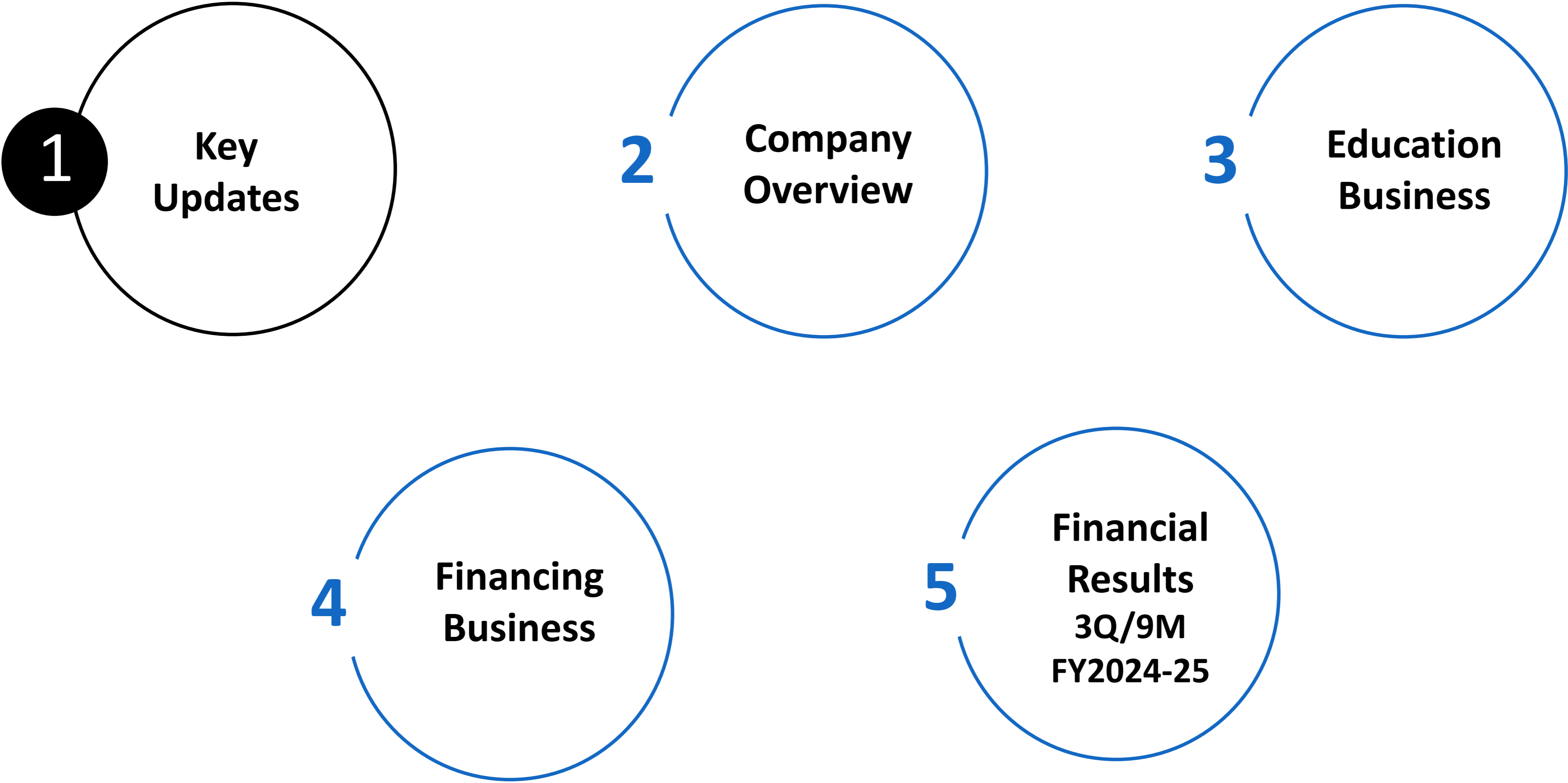
Unlocking Potential Through Strategic Merger and Demerger



CAREER POINT

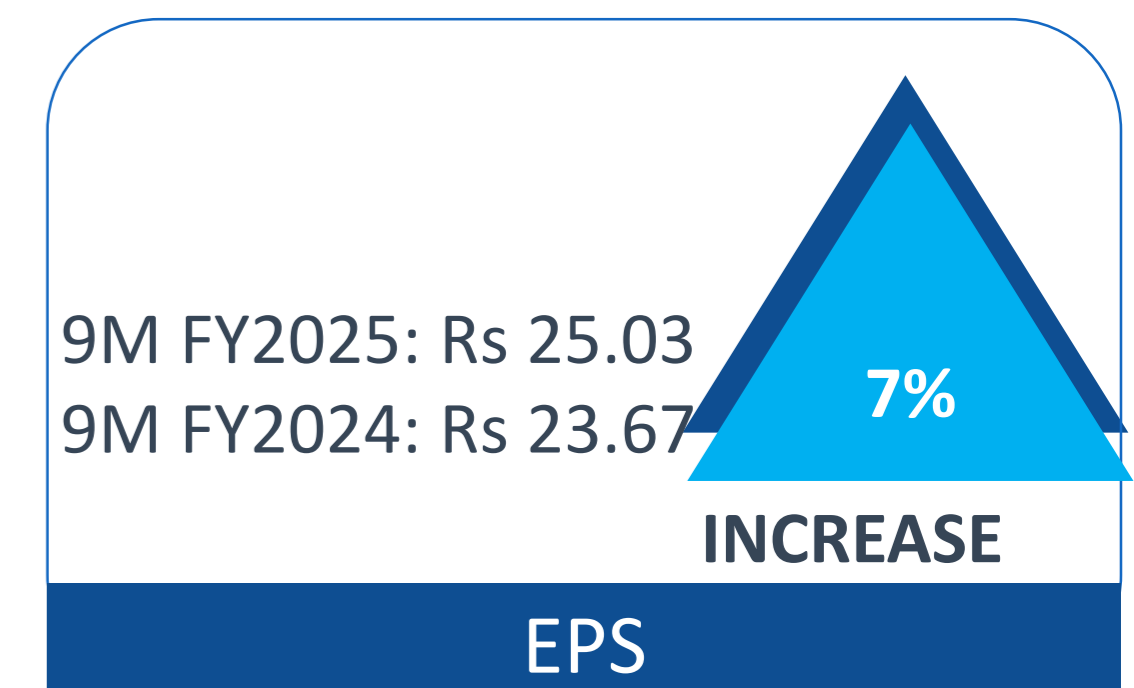
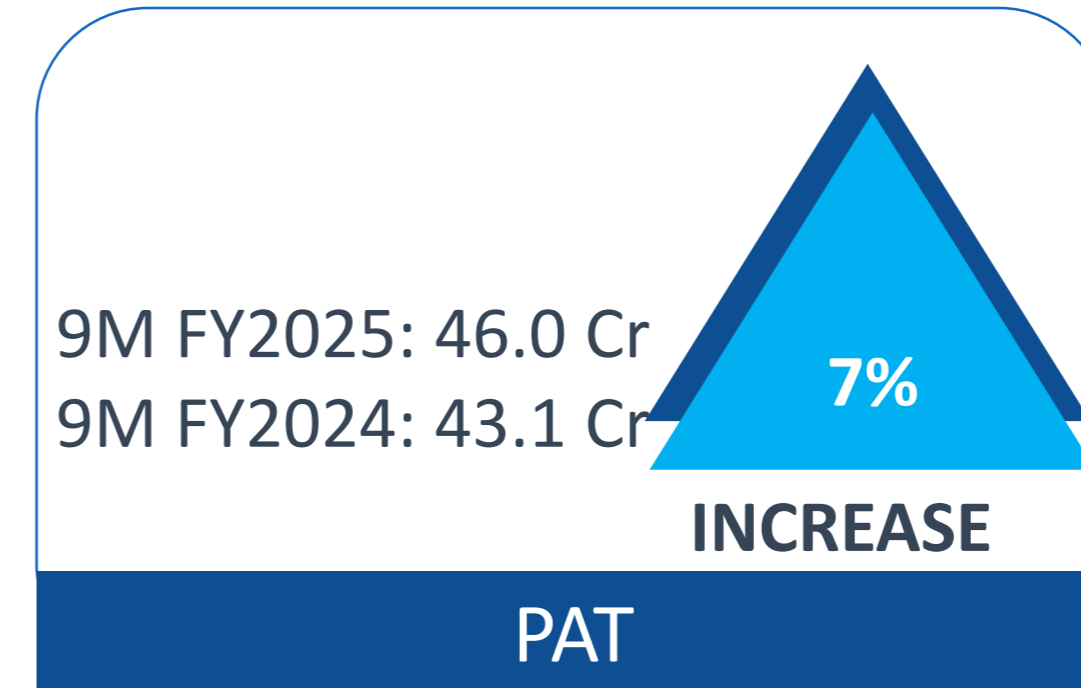
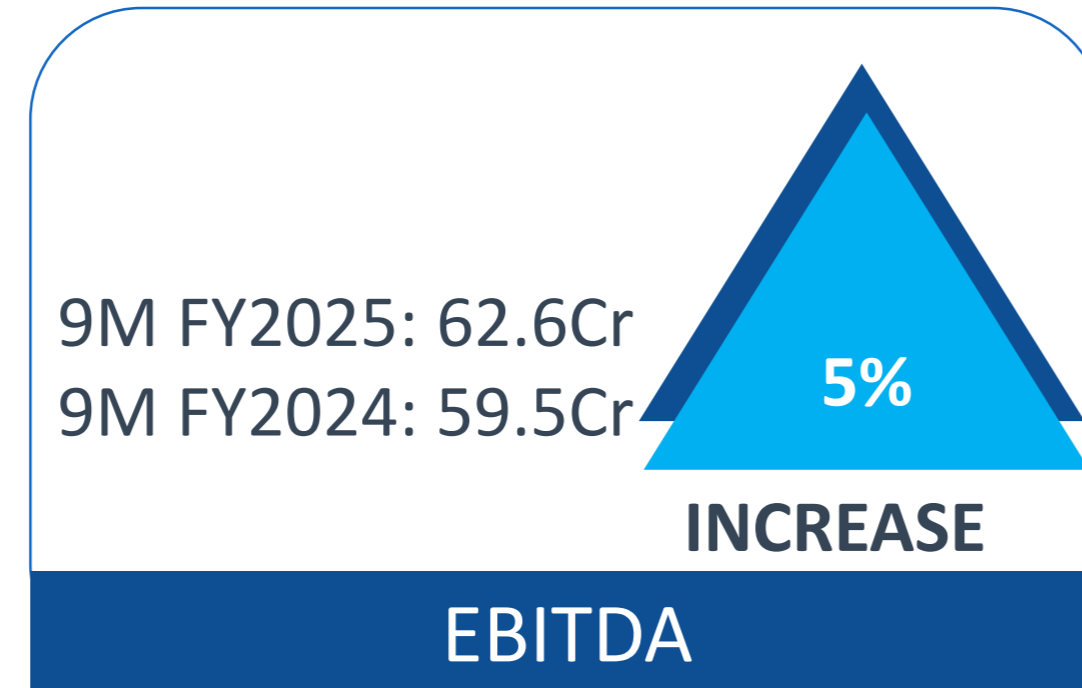
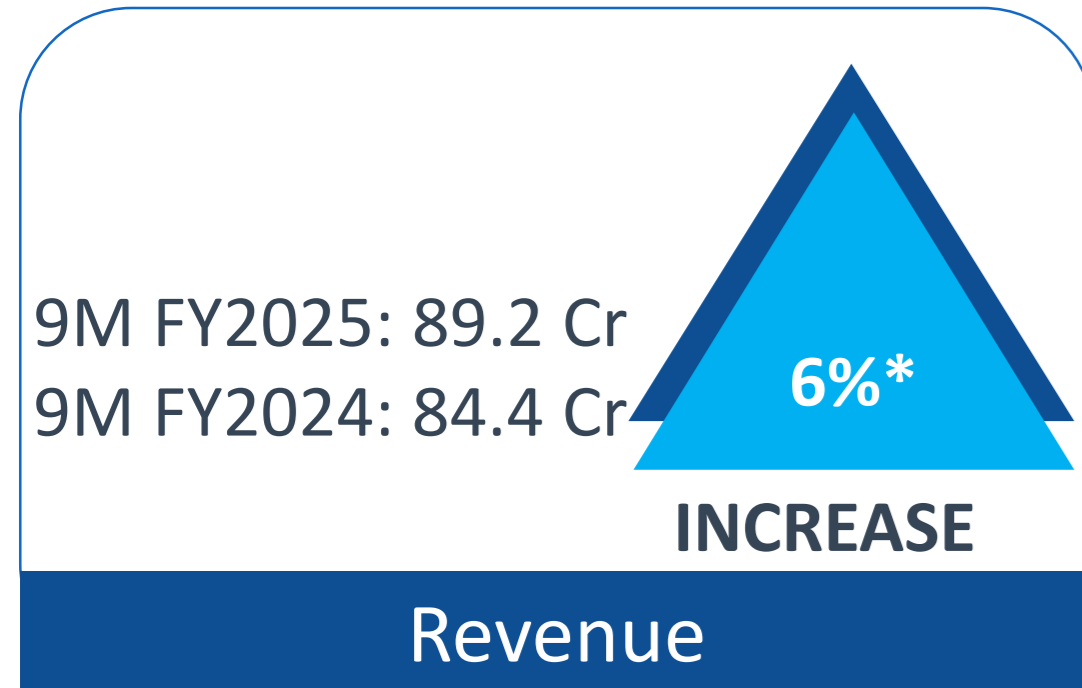
Investors Update | Q3 – 9M FY2024-25

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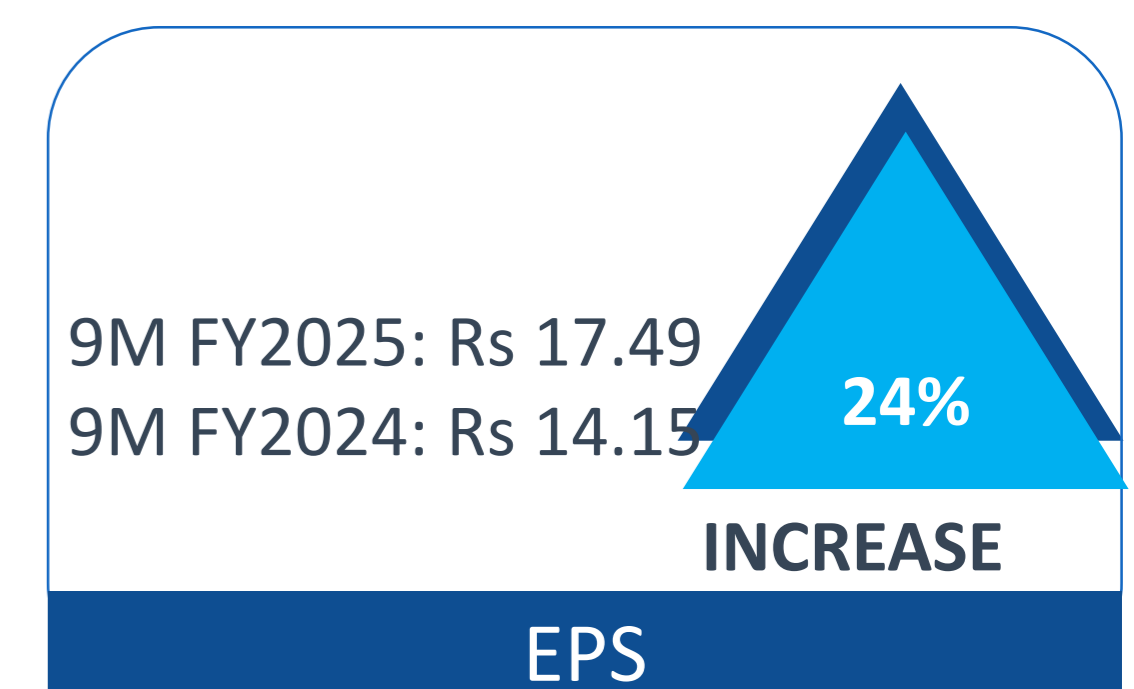
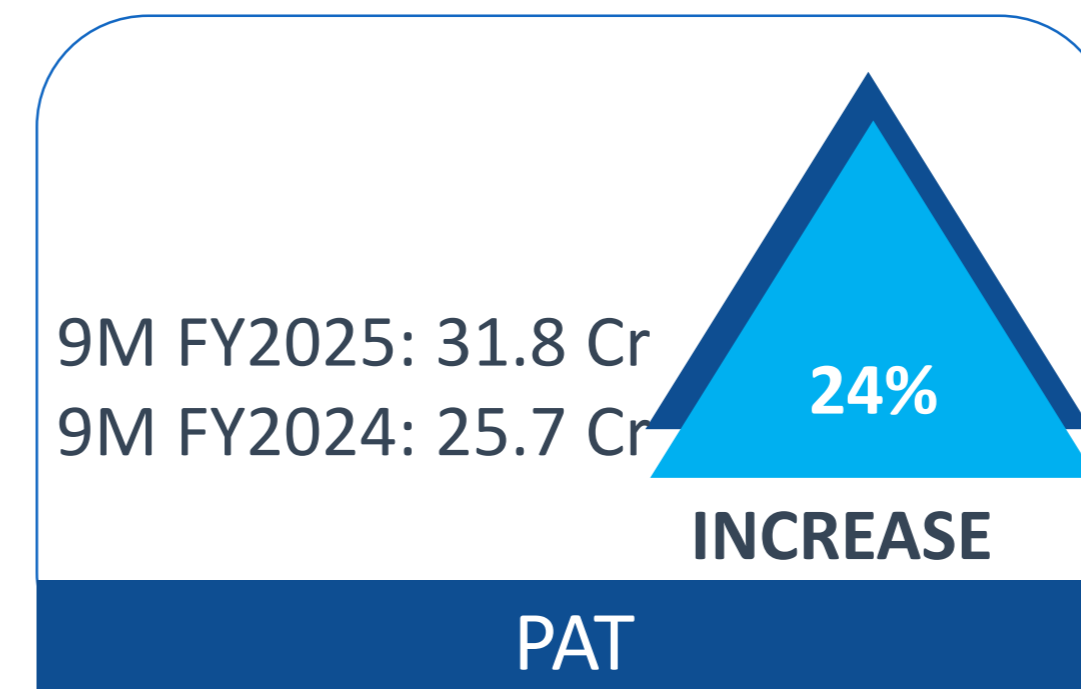
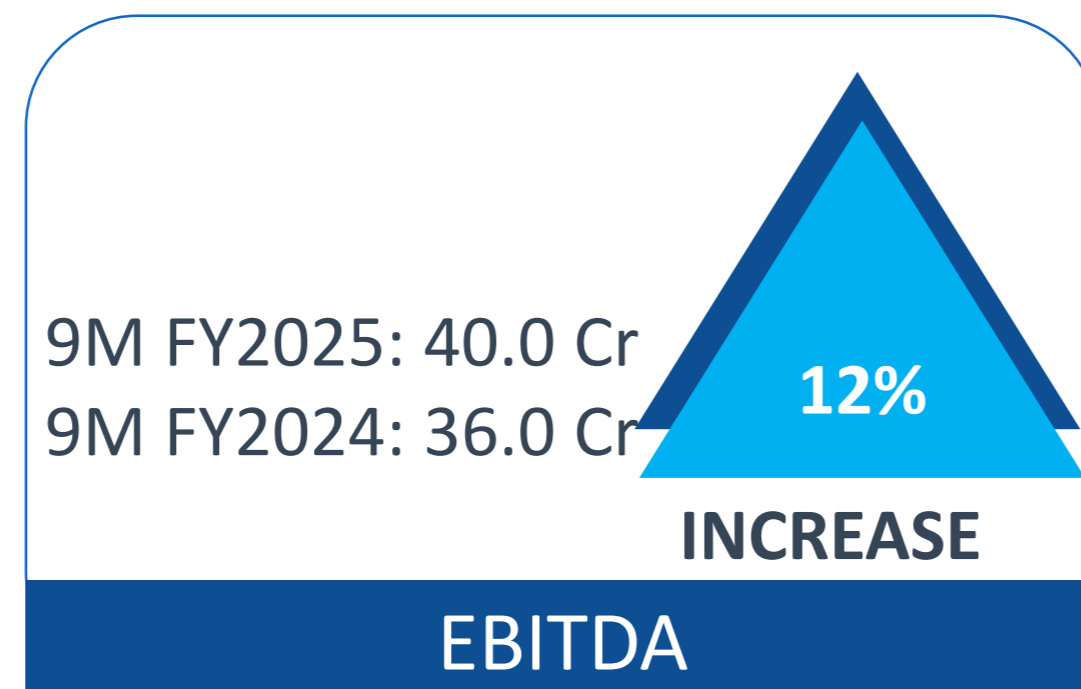
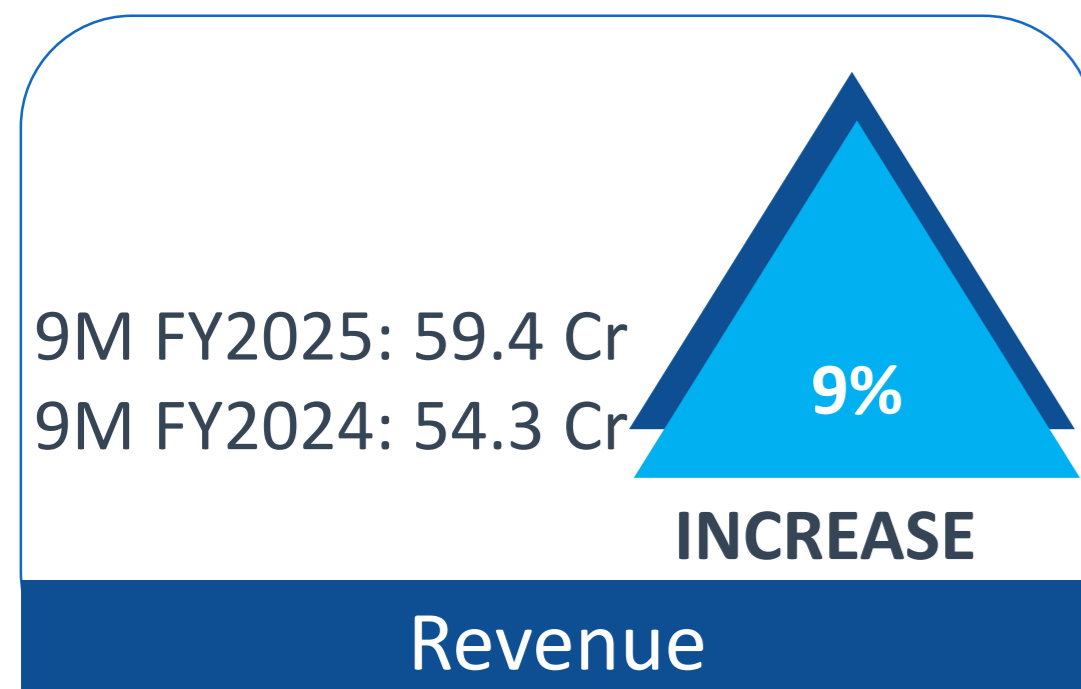
Key Highlights (9M FY2024-25)

Consolidate*



*Adjusted growth after excluding extraordinary income in NBFC subsidiary for both periods: Revenue: 13%, EBITDA: 16%, PAT/EPS: 18%

Standalone



Dividend: The Board of Directors has also approved the 3rd interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2024-25.

Financial Result Highlights (Q3 - 9M FY2024-25)



Consolidated Basis:

- Total Revenue for the period (9M FY2024-25) at consolidated level is rupees 89.2 Crores with year-on-year growth of 5.7%. *Adjusted growth is 12.8% after excluding extraordinary income in NBFC subsidiary.*
- Subsidiary recovered rupees 8.16 Crores from an NPA account (already 100% provisioned) in previous financial year against rupees 3.23 Crores recovered and booked as interest income in the current fiscal.
- Yielded EBITDA (including other income) of rupees 62.6 Crores with extraordinary EBITDA margin 70.1%. Net profit results at rupees 46 crores and EPS (Earning per share) of rupees 25.30 on consolidated basis with y-o-y growth of 6.9% and *adjusted growth of 18.0%*.
- As on 31 Dec 2024, Net worth of the company was reported to be rupees 573 Crores and Book value per share of rupees 315.

Standalone Result:

- At standalone level, the company reported net income of rupees 31.8 Crores and EPS of rupees 17.49 up by remarkable 23.6% versus the prior year.
- Total Revenue for the period (9M FY2024-25) at standalone level is rupees 59.4 Crores with year-on-year growth of 9.3%. This also includes other income of capital gain from sale of assets which is rupees 1.6 Crores in 9M FY2024-25 against rupees 3.3 Crores in FY2023-24.
- The increase in operating income is primarily driven by higher revenues from the formal education division and franchisee business.
- Reported EBITDA (including other income) is rupees 40.0 Crores with y-o-y growth of 13.6% and healthy EBITDA margin 68.1%.

Dividend:

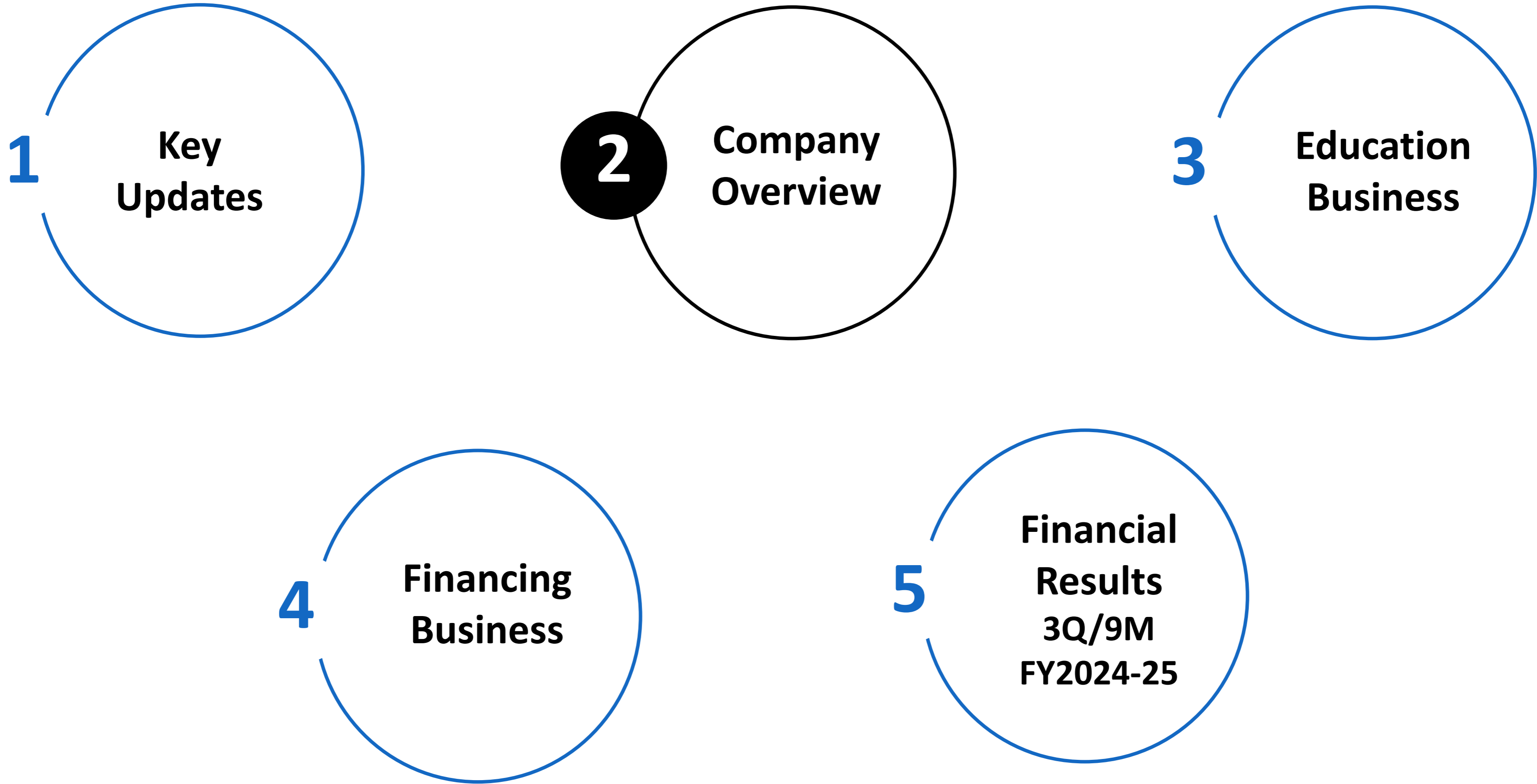
- The Board of Directors has also approved the 3rd interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2024-25.

Update on Strategic Merger & Demerger Scheme

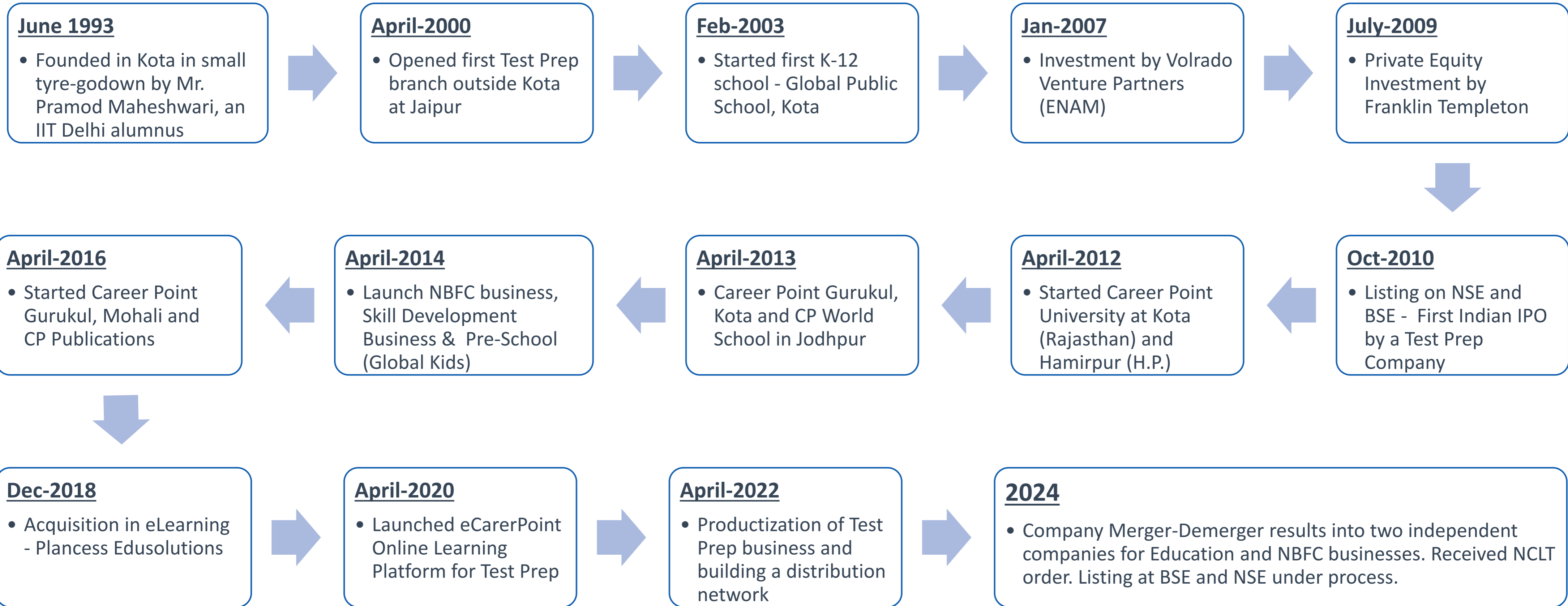
The Board of Directors of the Company in their meeting held on 14th February 2023, approved a composite scheme of arrangement ('Scheme') under section 230 to 232, amongst Srajan Capital Limited (Transferor Company), Career Point Limited (CPL) (Transferee Company/Demergered Company) and Career Point Edutech 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 CPL to Career Point Edutech Ltd (to be listed separately);
 - ii. Merger of Srajan Capital Limited (wholly owned subsidiary) with Career Point Limited (proposed new name 'CP Capital Ltd.').
- Update on the Company's Strategic Merger-Demerger plans pursuant to above scheme:
 - i. RBI gave No Objection Letter dated 14 Sep 2022 for merger of Srajan Capital Ltd. in Career Point Ltd.
 - ii. BSE and NSE also advised with letters dated 9 Aug 2023 to go ahead for filing the scheme with Hon'ble NCLT.
 - iii. As per NCLT's first motion order on 4 Jan 2024, Shareholders' meeting was convened on 17 Feb 2024 for scheme approval.
 - iv. On 30 Aug 2024, hon'ble NCLT formally reserved the order and then released on 23 Sep 2024. Certified copy of final order was signed on 22 Oct 2024. The appointed date for the purpose of giving scheme effect is 1 April 2023.
 - v. Application to grant NBFC license in Career Point Ltd is under process at RBI with proposed new name as 'CP Capital Ltd.'
- **Post RBI license, the company will proceed with the application to separately list two companies on both stock exchanges (BSE & NSE).**

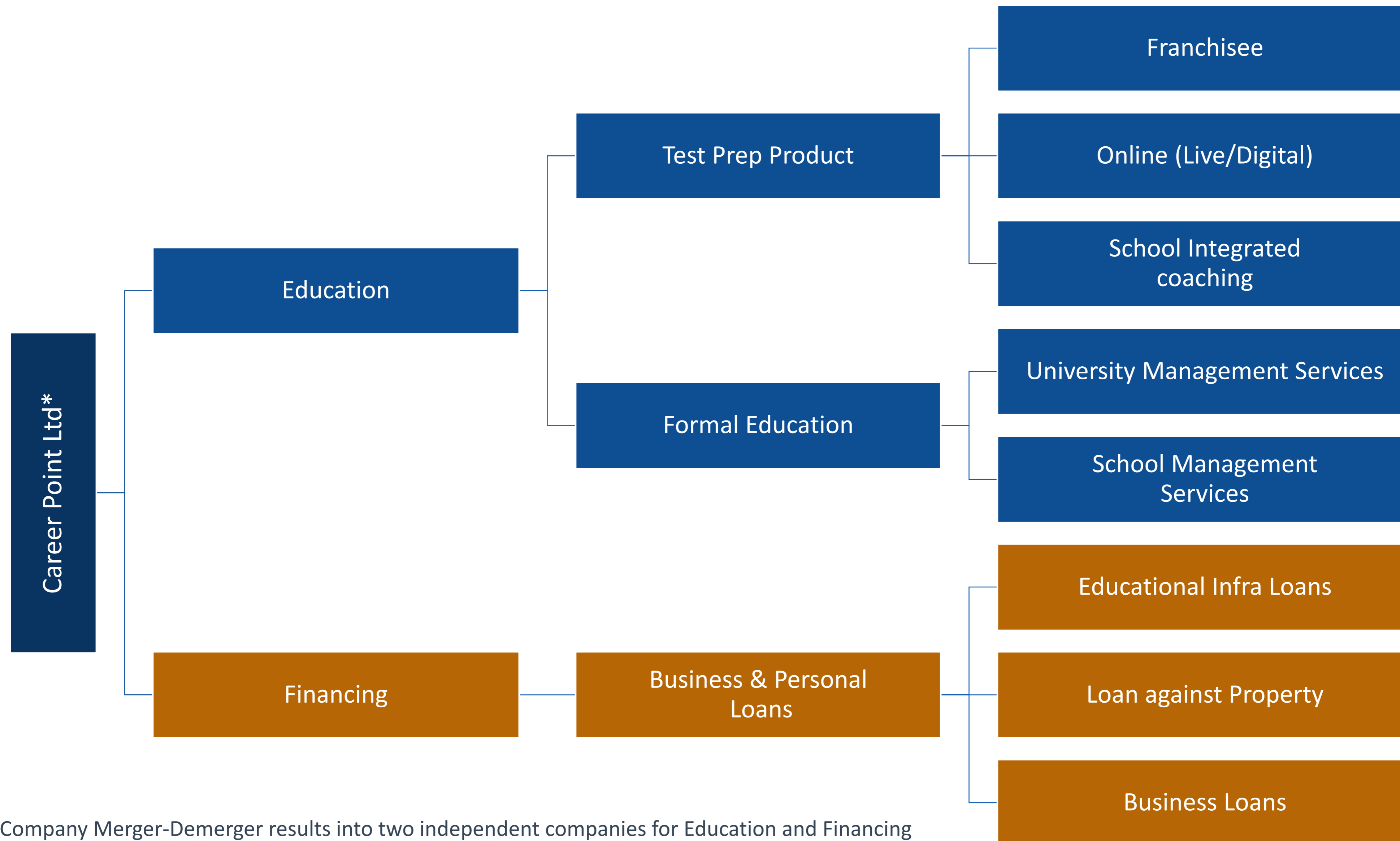
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Career Point limited - Since 1993

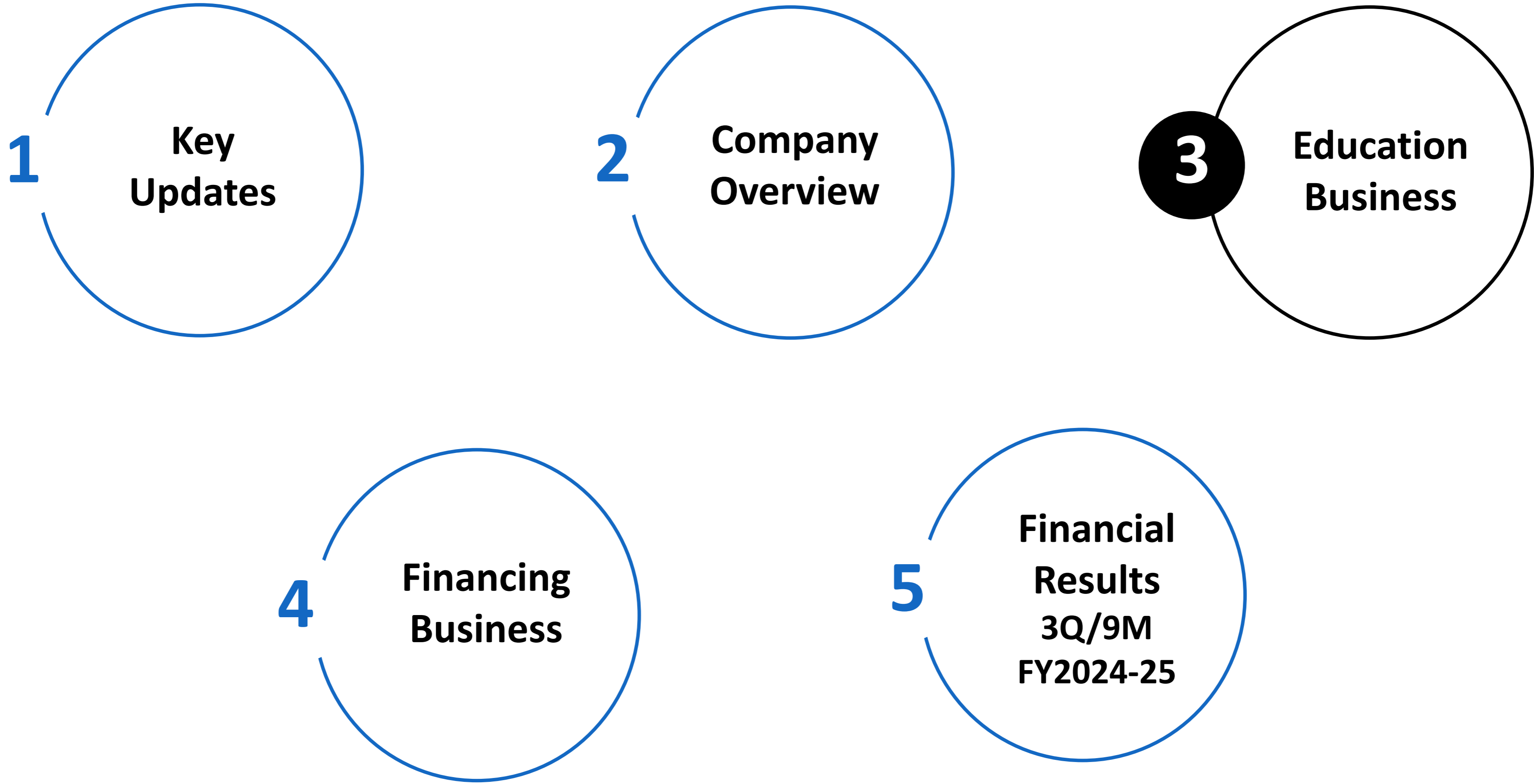


Career Point : Business Divisions



* Company Merger-Demerger results into two independent companies for Education and Financing businesses. Received NCLT order. Listing at BSE and NSE under process.

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Our Education Brands

Test Prep



Offline Test Prep




Online Test Prep




Books Publication

K-12



Residential School



Day School



from the house of CAREER POINT

Play School

Higer Education



Higher Education



Empowering Education

Online Higher Education



since 1993

Skill Development

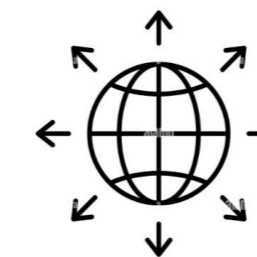
Test Prep Product

- With more than 30 years of experience in test prep services, in the last three years, Career Point has transformed itself from a test prep services provider to a test prep product company.
- CP offered its Test Prep Product through a network of partner study centers, schools, and online platforms.
- Test Prep products includes comprehensive tutorial services, Study Material Packages, Online and Digital tutorial services and Educational content etc.
- CP provide end-to-end support to partners, including curriculum, academic management, faculty recruitment and training, marketing, and student enrollment solutions etc.
- Test Prep product business model has provided the company with numerous short-term and long-term benefits, including faster expansion of product lines, greater scalability, and improved quality of offerings.

Key highlights of the Test Prep Division include:

- With 56 existing partner study centers for offline coaching, CP network is growing rapidly. 14+ new partners have joined so far, will be operational by the 2025-26.
- Introduced CP Techno Academy to deliver live interactive classes directly in schools, enhancing student learning. Already partnered with 30+ schools for session 2025-26 and growing.
- Specialized Test Prep products for JEE Advanced, JEE Main, NEET, Foundation, and NDA exam in classroom, online and distance learning formats.

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.

University & School Management Services

- CP's formal education division works as a shared services partner for schools, colleges, and universities, providing essential support to enhance their growth and improve student outcomes. Through variety of auxiliary education services, CP helps partner institutions strengthen their operations and deliver better educational outcome.
- Our services span the entire student life cycle, including enrollment management, academic advising, financial services, learning management system (LMS) support, technical assistance, student information systems, compliance, marketing, human resources, classroom operations, curriculum development, faculty recruitment, and training, among other critical functions
- The company offers a range of auxiliary educational and management services that help the educational institutions imparting knowledge and achieving excellence.
 - Infrastructure and Facilities Management
 - Faculty Development and Teachers Training
 - Specialized Content and Study Material
 - Academic Pedagogy Solutions
 - IT Education and Digital Support
 - Examinations, Transport and Sports Training
 - Administrative Services related to Admissions

CP specializes in designing tailored programs to meet the needs of diverse student populations, whether on campus or online, at the K-12, undergraduate, master's, and doctoral levels.

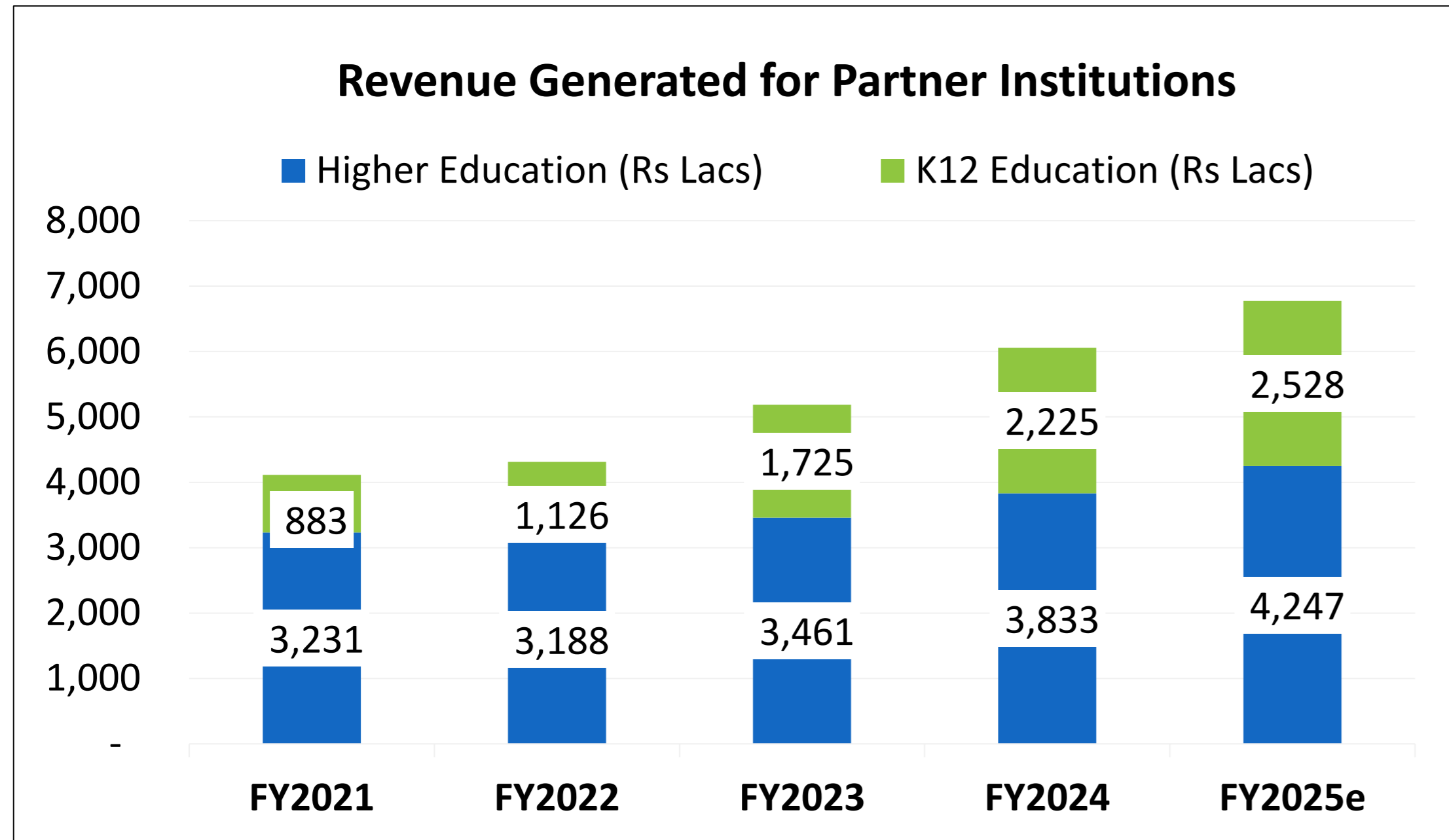
Our Partner Institutions

- **Higher Education**
 - 10 colleges of Career Point University, Kota (Rajasthan)
 - 8 colleges of Career Point University, Hamirpur (Himachal Pradesh)
- **K12**
 - Career Point Gurukul, Kota (Residential School)
 - Career Point Gurukul, Mohali (Residential School)
 - Global Public School, Kota (Day School)
 - Career Point Gurukul, Rajsamand (Day School)
 - Career Point World School, Jodhpur (Day School)
 - Career Point World School, Bilaspur (Day School)

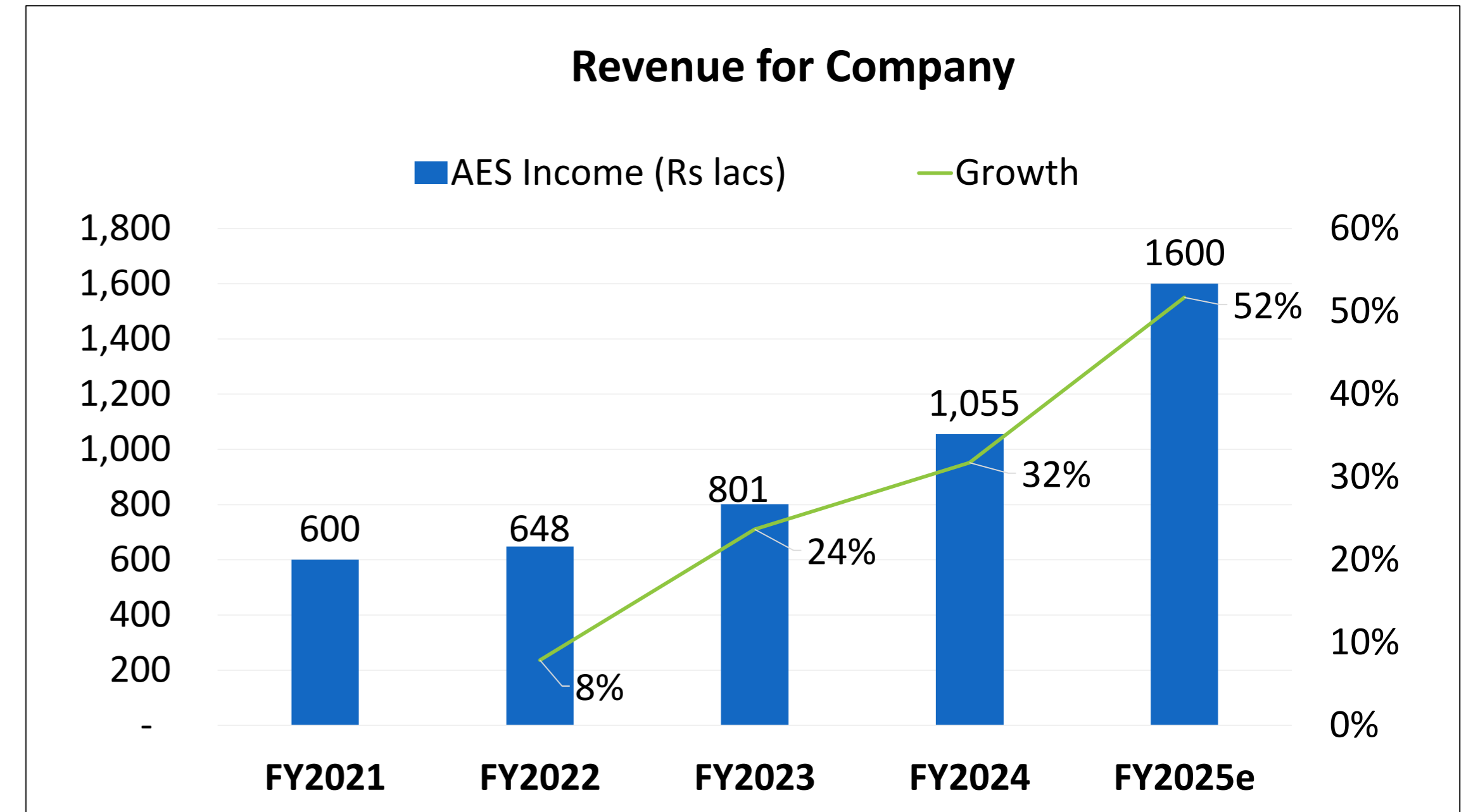
Partner Institutions Capacity & Enrolments

Name of the Institution	Educational Segment	Affiliation Agency	Operational Since	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity			Website
						Built-up	Overall Campus	Enrolled Students	
Career Point University, Kota	Higher Education	UGC	2012	32.7	5+ Lacs	5,000	>20,000	3070	www.cpur.in
Career Point University, Hamirpur	Higher Education	UGC	2012	25.34	2+ Lacs	3,000	>5,000	2448	www.cpuh.in
Career Point Gurukul, Kota	Residential (K12)	CBSE	2013	10.27	5+ Lacs	1,400	3,000	506	www.cpgurukul.com
Global Public School, Kota	Day School (K12)	CBSE	2003	1.54	70,000	2,400	2,400	1,463	www.globalpublicschool.com
Career Point Gurukul, Rajsamand	Residential (K12)	CBSE	2017	10.33	1.6 Lacs	500	1,000	409	www.cprajsamand.in
Career Point World School, Jodhpur	Day School (K12)	CBSE	2013	2.08	60,000	1,200	2,400	312	www.cpwsjodhpur.com
Career Point Gurukul, Mohali	Residential (K12)	CBSE	2016	10.98	1.5 Lacs	500	1,000	230	www.cpmohali.in
Career Point World School, Bilaspur	Day School (K12)	CBSE	2015	2.5	70000	1200	2400	590	www.cpwsbilaspur.com/
					Total	15200	>37000	9028	

Formal Education Income - For Partner and For Company

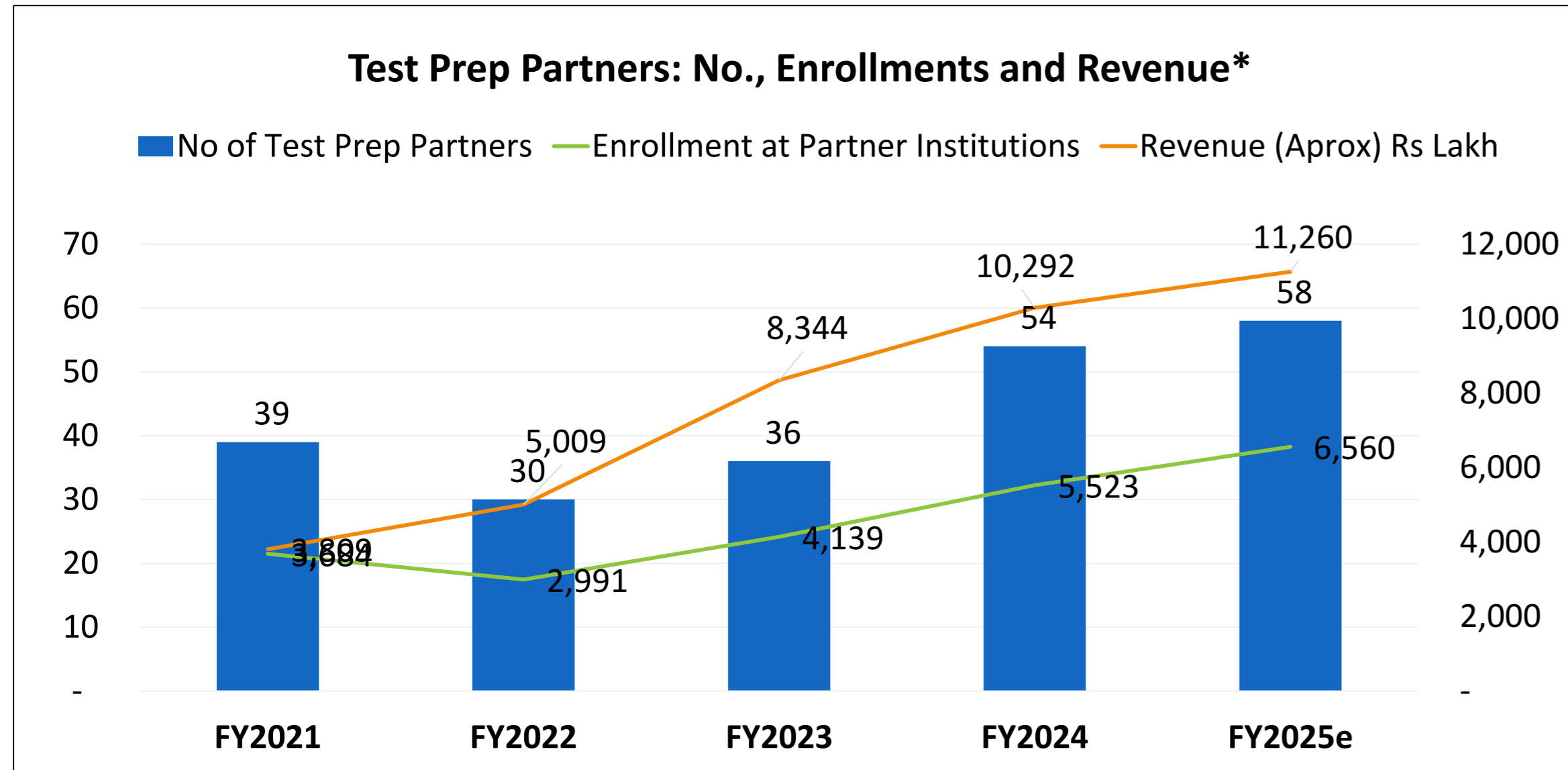


In Rupees Lakh	FY2021	FY2022	FY2023	FY2024	FY2025e
Higher Education (Rs Lacs)	3,231	3,188	3,461	3,833	4,247
K12 Education (Rs Lacs)	883	1,126	1,725	2,225	2,528
Total Formal Education (Rs Lacs)	4,114	4,314	5,186	6,058	6,775

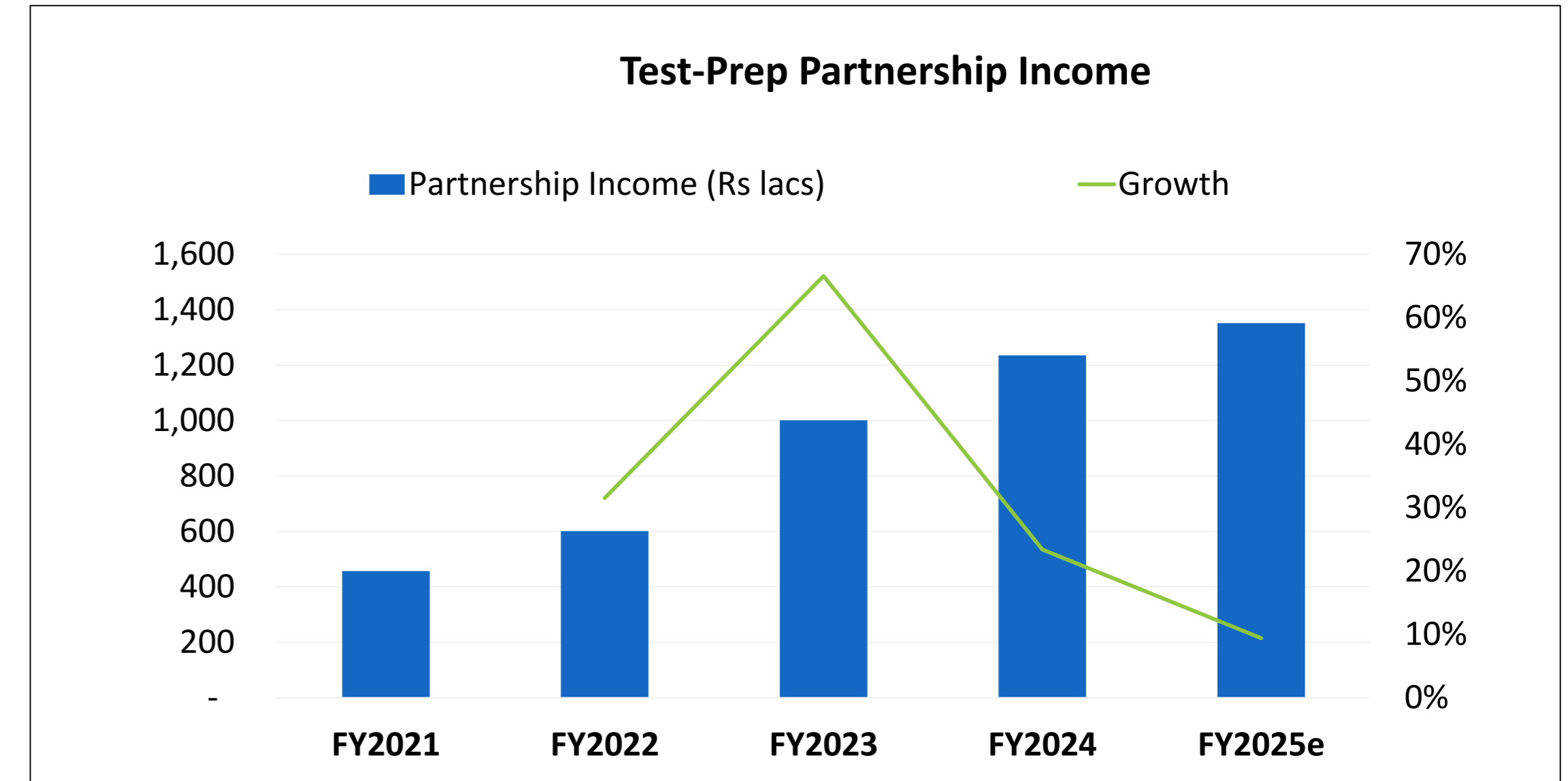


Rs Lacs	FY2021	FY2022	FY2023	FY2024	FY2025e
Partnership Income for Company (Rs lacs)	600	648	801	1,035	1,600
Growth	-	8%	24%	32%	52%

Test Prep Partner Number, Enrolment and Revenue



	FY2021	FY2022	FY2023	FY2024	FY2025e
No of Test Prep Partners	39	30	36	54	56
Enrollment at Partner Institutions	3,684	2,991	4,139	5,523	6,560
Total Revenue* (Aprox) Rs Lakh	3,809	5,009	8,344	10,292	11,260



Rs Lacs	FY2021	FY2022	FY2023	FY2024	FY2025e
Partnership Income	457	601	1,001	1,235	1,351
Growth		32%	67%	23%	9%

*Revenue is calculated based on enrollment numbers and the estimated blended fee. Actual numbers may vary from the figures mentioned above.

Growth Strategies - Education Business

Formal Education



Universities

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

TAM: 20 mn Students

Market Size: \$8 bn

Growth Rate: 15% y-o-y



K12 - Schools

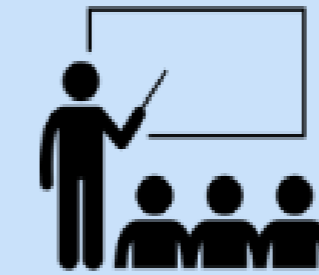
- Adding new career oriented programs with schools i.e. Overseas Education, CA/CLAT etc.
- Improving capacity utilization along with premium pricing through USPs

TAM : 60 mn Students*

Market Size : \$4 bn

Growth Rate : 18% y-o-y

Test Prep



Classrooms

- Launching new Test-Prep products and expanding distribution network through franchisee and SIP
- Reaching new markets through Digital content delivery model

TAM : 240 mn Students

Market Size : \$24 bn

Growth Rate : 14% y-o-y



eLearning

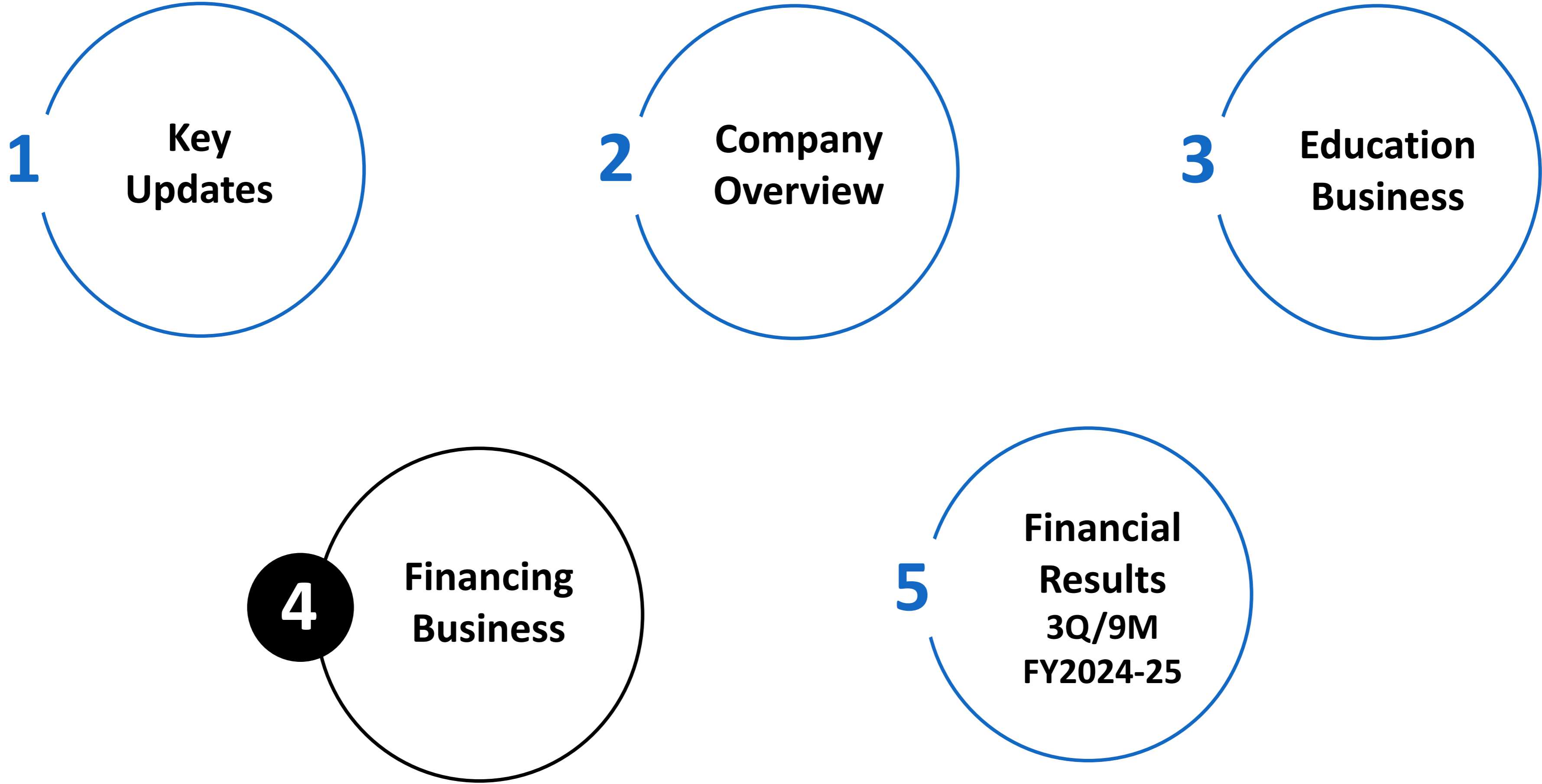
- Offering new products- Live classes, Videos eBooks, Online Assessments etc
- Expansion more courses offering – CUET, CLAT, NDA Govt. Exams, UG/PG etc.

TAM : 40 mn Students

Market Size : \$12 bn

Growth Rate : 11% y-o-y

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Financing Business

- Career Point has been offering **new-age financial services under NBFC division** that leverages customization and flexible operations to make lending efficient and accessible to deserving potential customers.
- The division has **AUM of Rupees 400+ Crores** without any external leverage by 31 December 2024. Profitable since first year of operations.
- The Financing division, under the new proposed name **CP Capital Limited**, will also have investment assets in form of real estates. The company management has plans to monetize those assets going forward.



- Generating Leads via selling agents and online form.
- Capturing credit information, loan purpose, and personal information for primary positive/ negative check for further underwriting.

- **Credit Check** - Technology integration to access fraudulent conduct, income statements and other obligations.
- **Physical Verification** - physical check of the collateralized property, and applicant, for a further intention check.

- E-sign and physical sign available as per customer's convenience.
- **Customer Engagement** - Timely update to the customer via SMS, Whatsapp etc.

- 100% cashless disbursements.
- **E-NACH / RTGS** set-up along with cheque payment for a convenient payment for the customer.

Financing Products

Secured Loans

Customized loans for SME/MSMEs and Individuals secured through collateralized property.

Business Loan

- Loan Against Property (LAP)
- Refinancing Existing Loans
- Institutional Loans
- Line of Credit

Portfolio Loan

- Portfolio Hypothecation Loans to other NBFCs

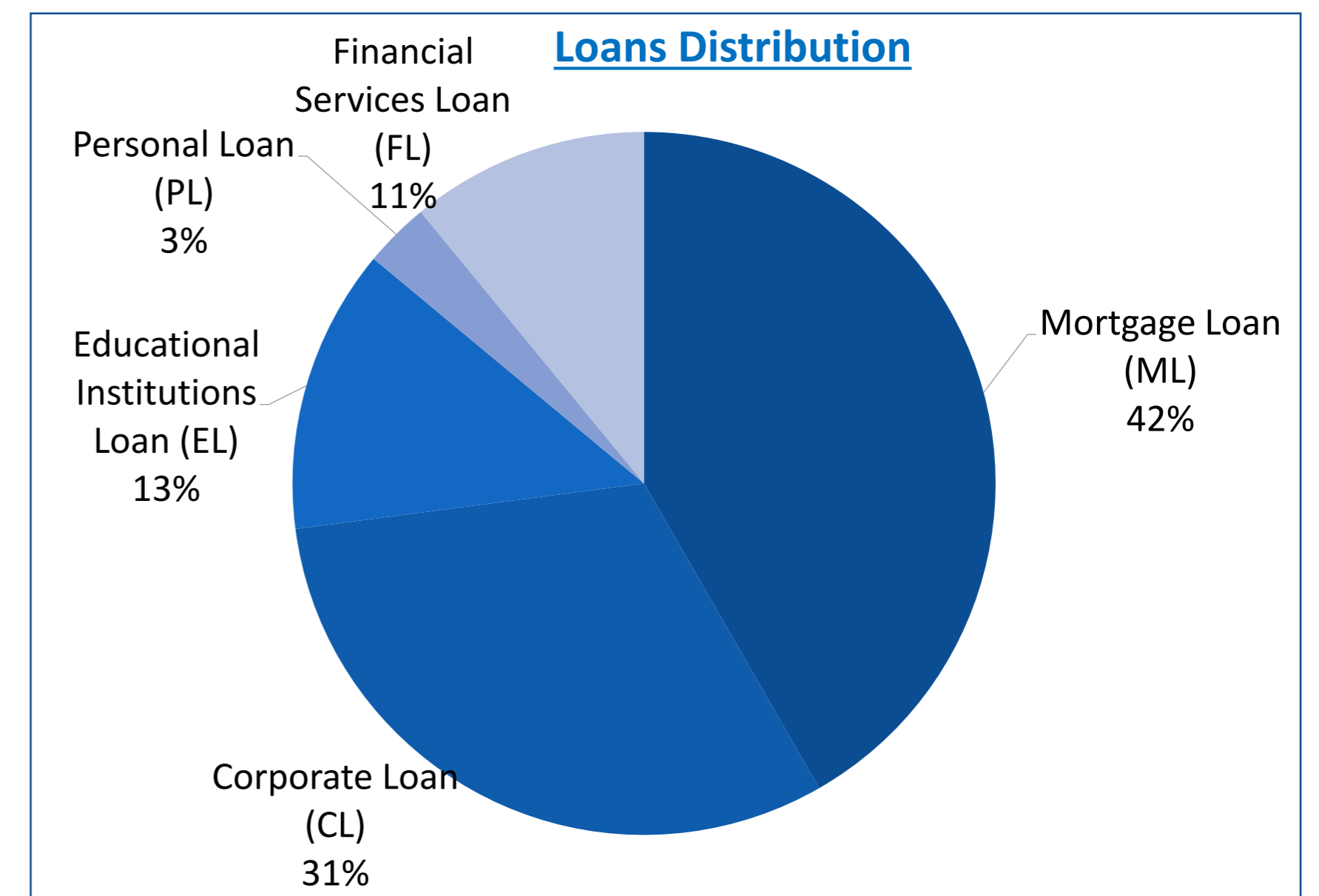
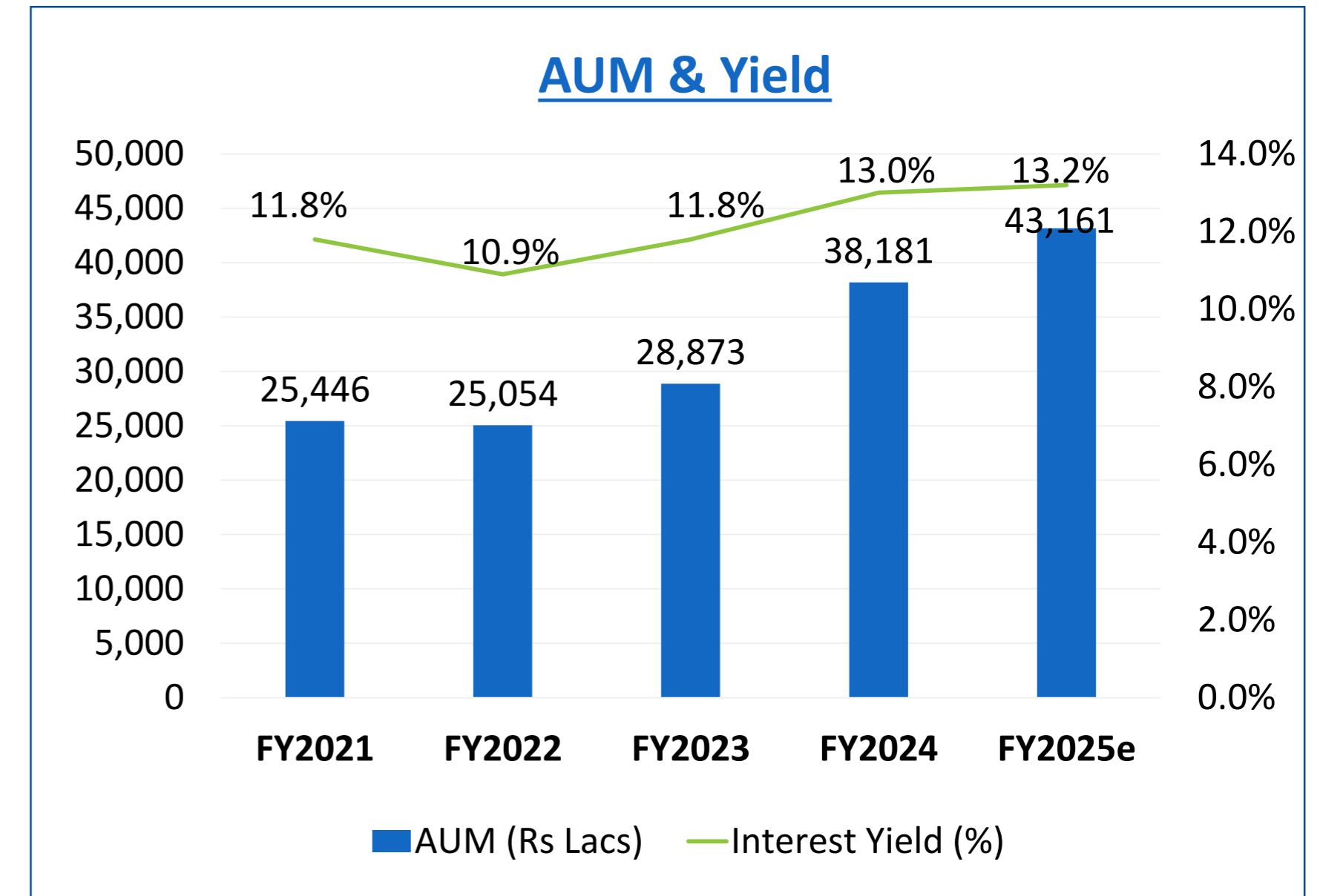
Personal Loan

- Loan Against Property
- Debt Refinancing Loans
- Interest Subvention Loan
- Other Mortgage Loan

Unsecured Loan

Short-term loans to selective corporates & individuals.

- Working Capital Loans
- Loans to Individuals (Proprietors / Salaried)



Financing – Value Propositions



Well-established group

Backed by the deep-rooted and prestigious publicly listed group with a multi-decade history.



Vigilant approach

Very healthy portfolio with due focus on credit assessment, reference check, and collateral securities.



Strong leadership

With decades of experience, our leaders have changed the informal lending practises to a completely formal lending procedure.



Governance excellence

Best in class corporate governance through strict policy control, safeguard mechanism, and transparency.



Distinct Operations

Continuous technological improvement at all levels including underwriting, operations, and collections.

Growth Strategies – Financing Division



Geographic Expansion - Expansion from Rajasthan to target selected geographies of North-Central-Western India.



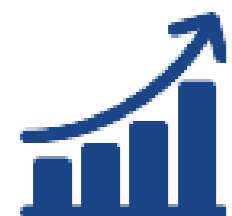
Product Expansion - Introducing unique products to tap more into the unorganized, unreached & underserved segments.



Lender Addition - Attract a diversified set of lenders (to co-lend) and investors to fuel the planned credit growth.

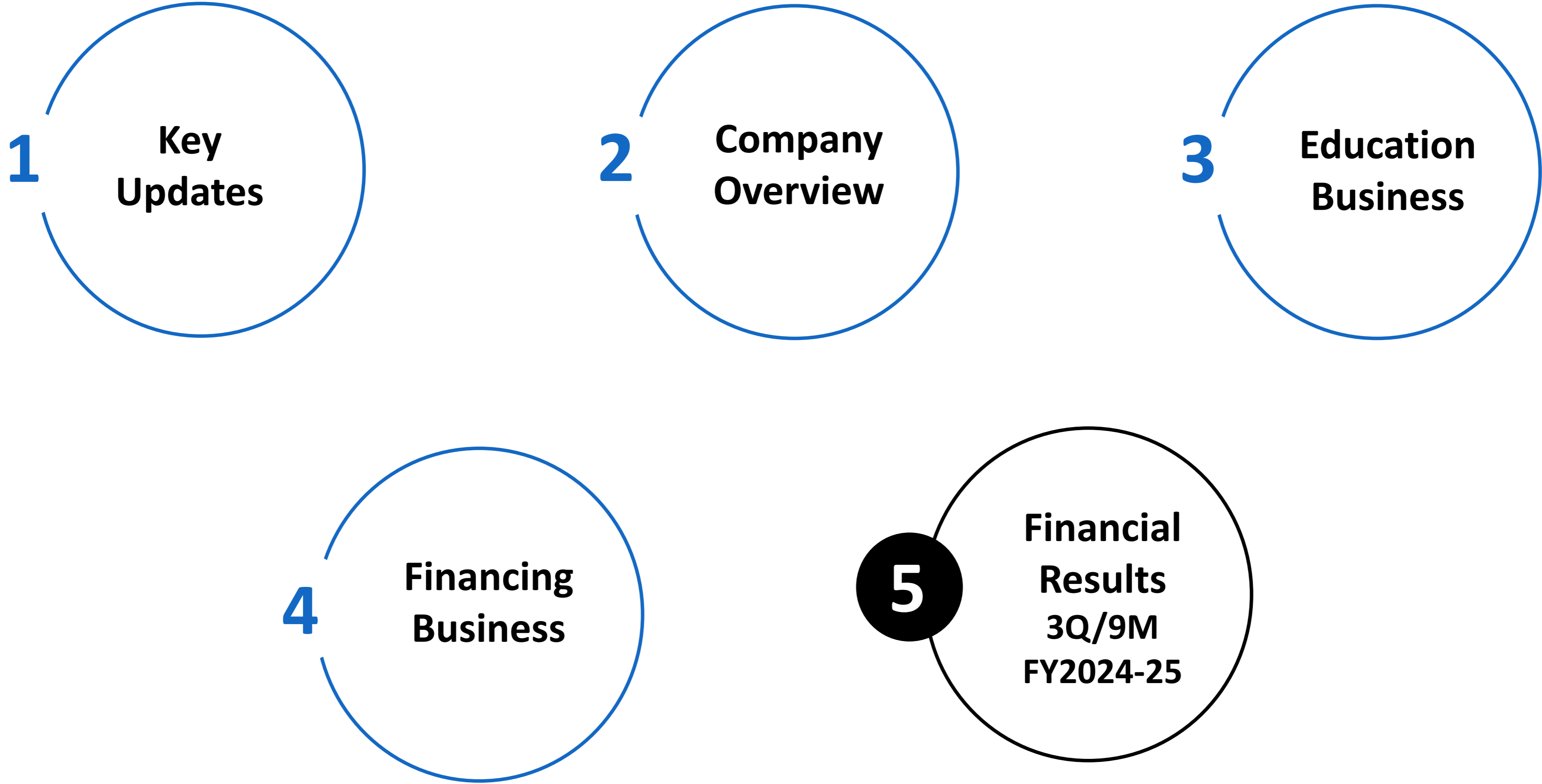


Operational Efficiency - Technology improved delivery to improve processes and customer touch points.

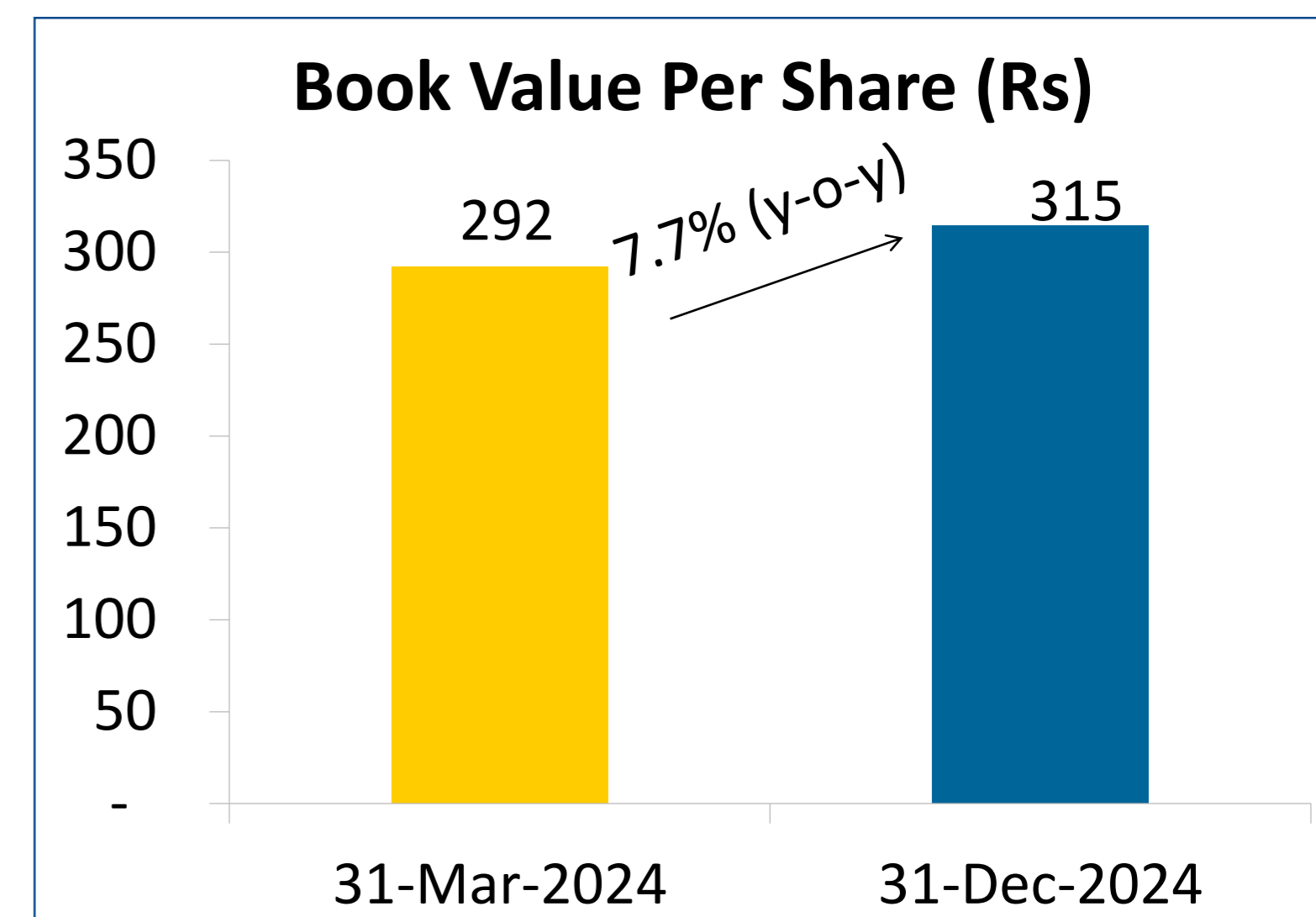
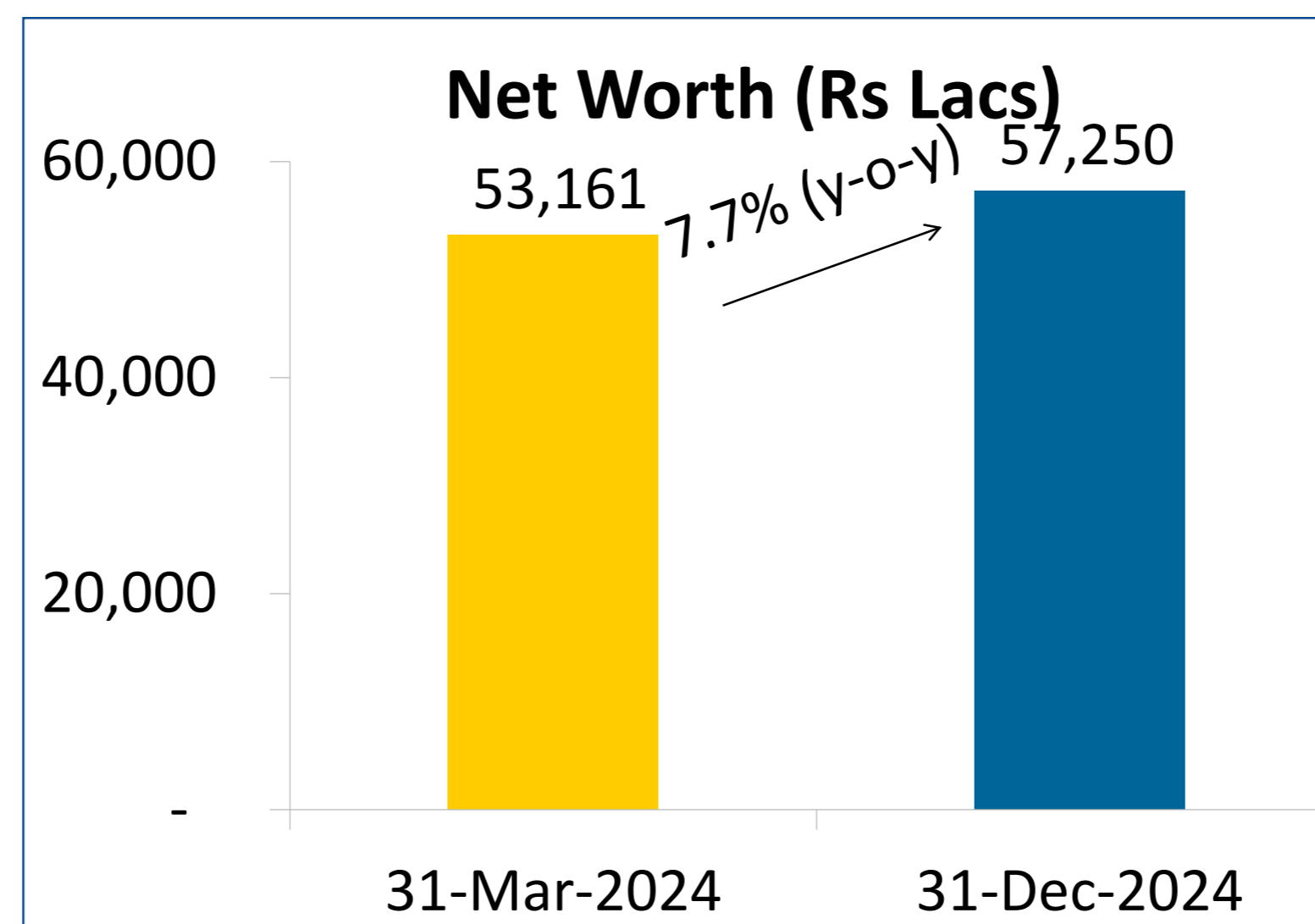
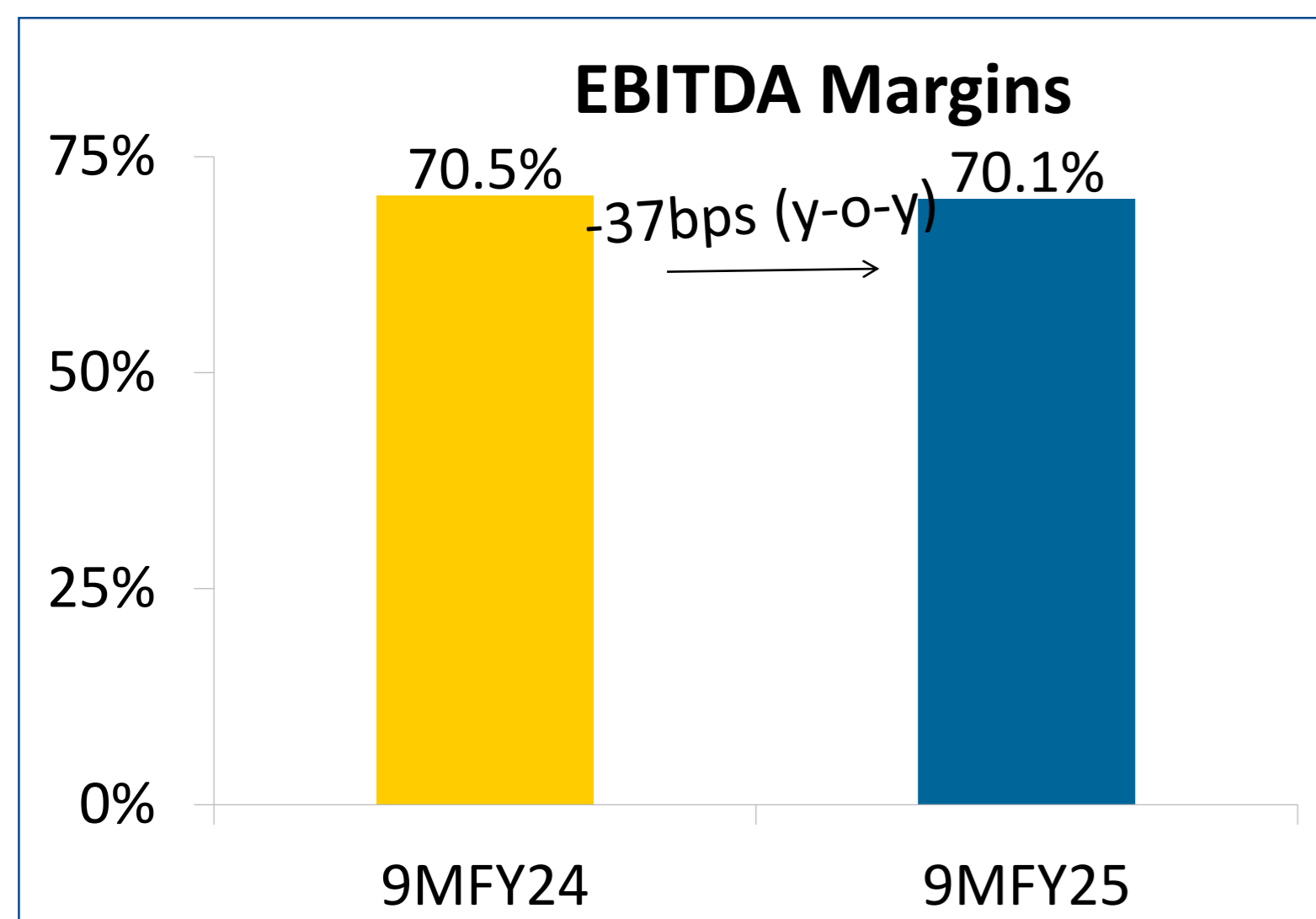
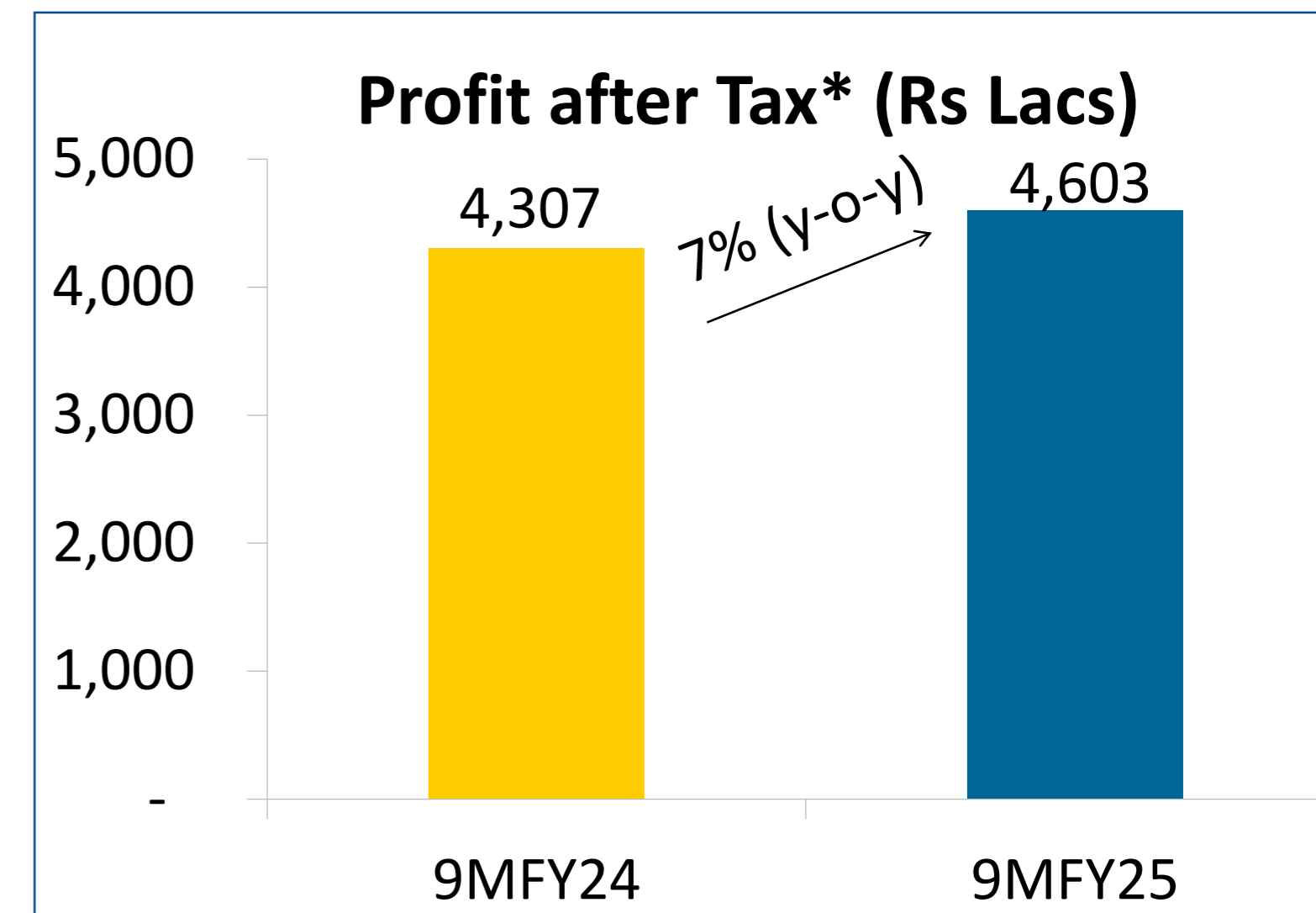
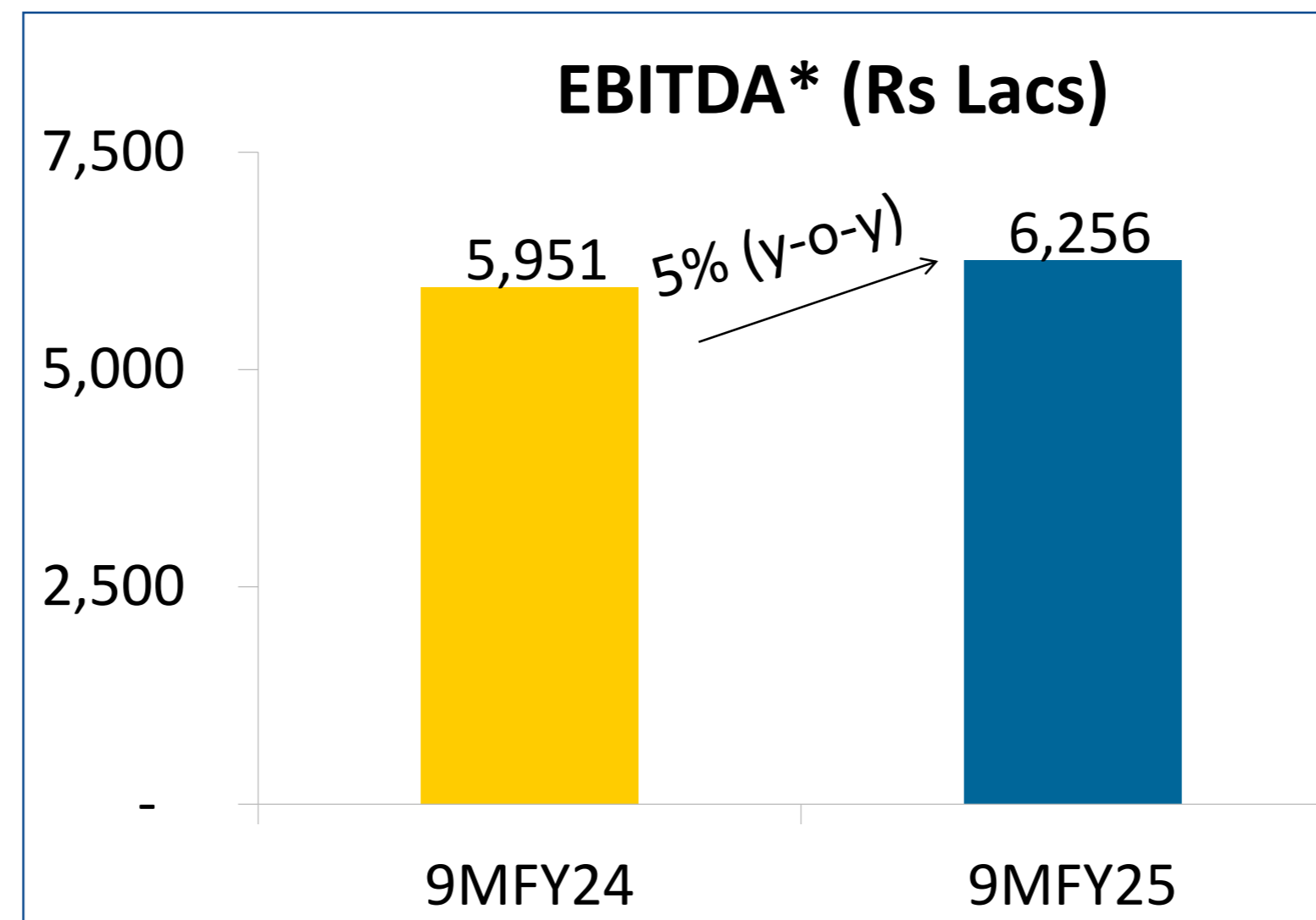
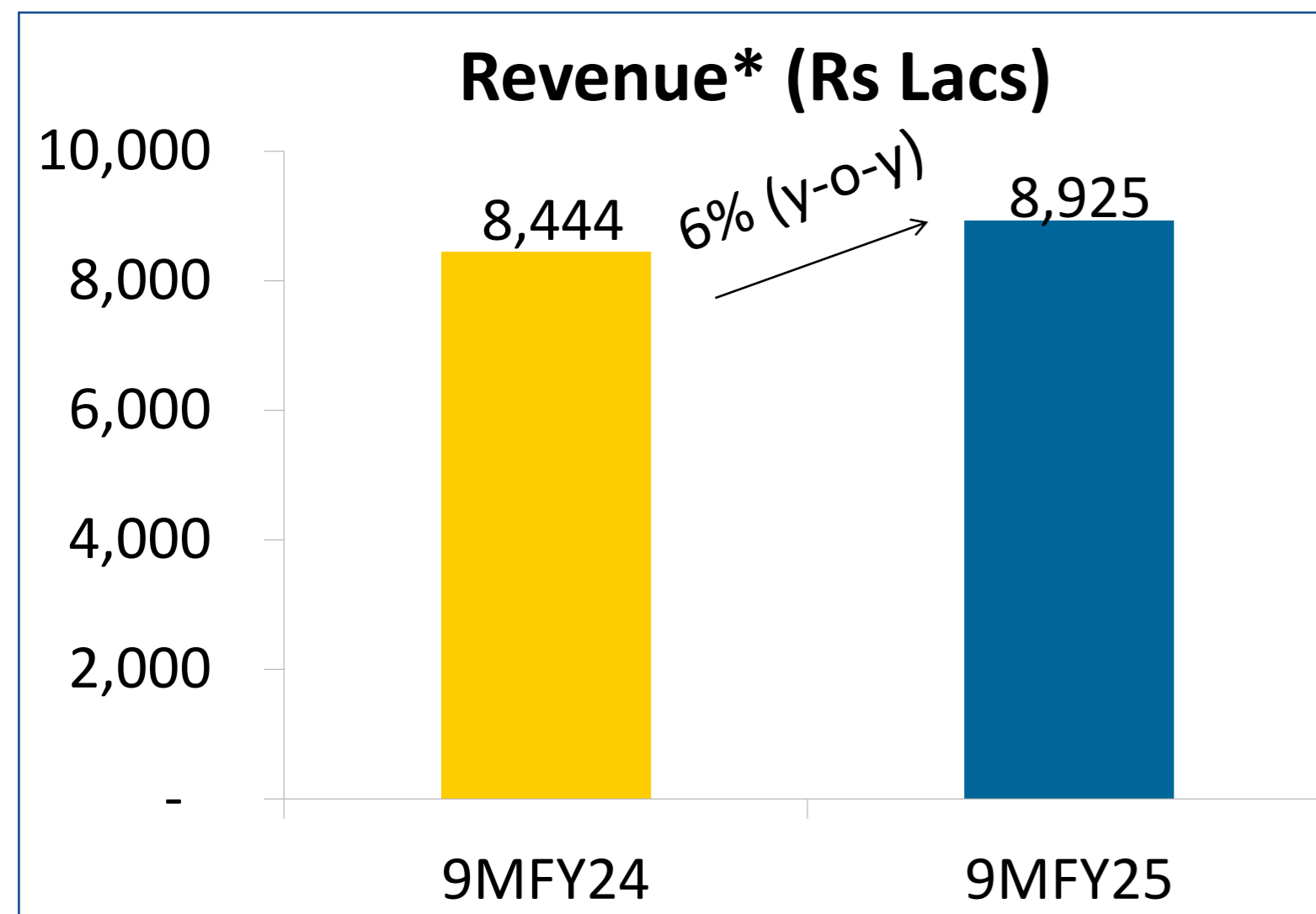


Financial Proficiency - Advancement in net interest margins with continued robust credit discipline.

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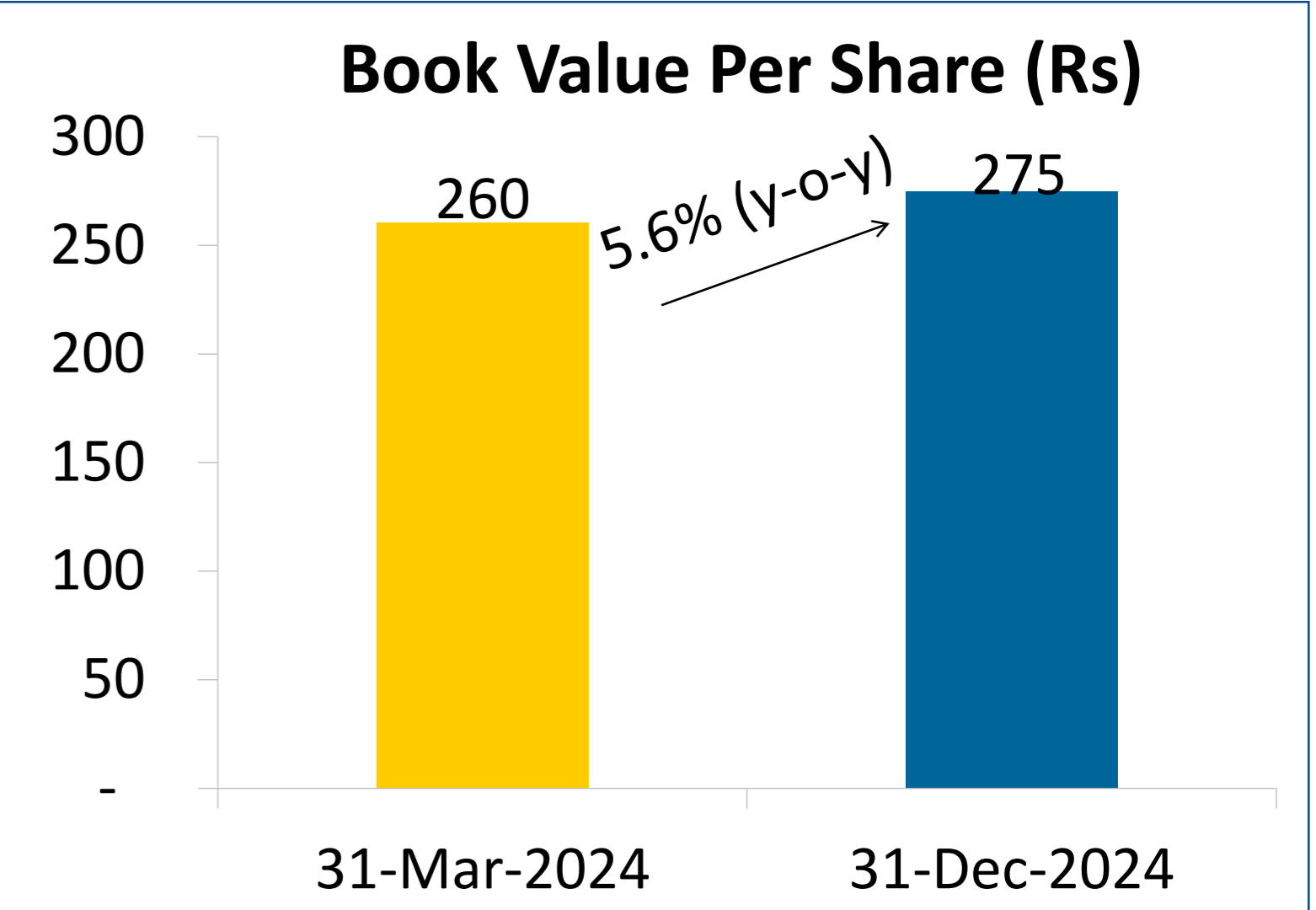
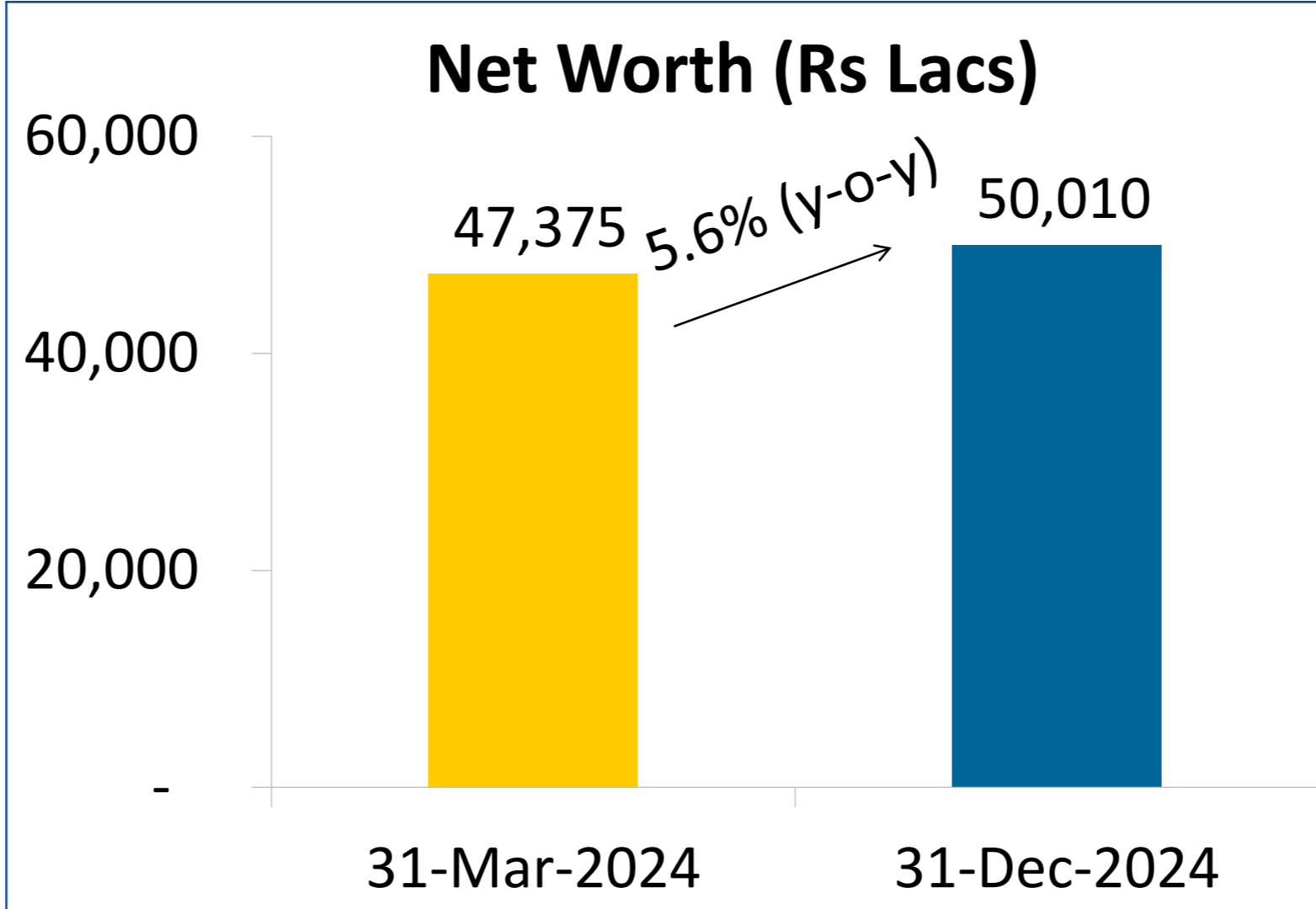
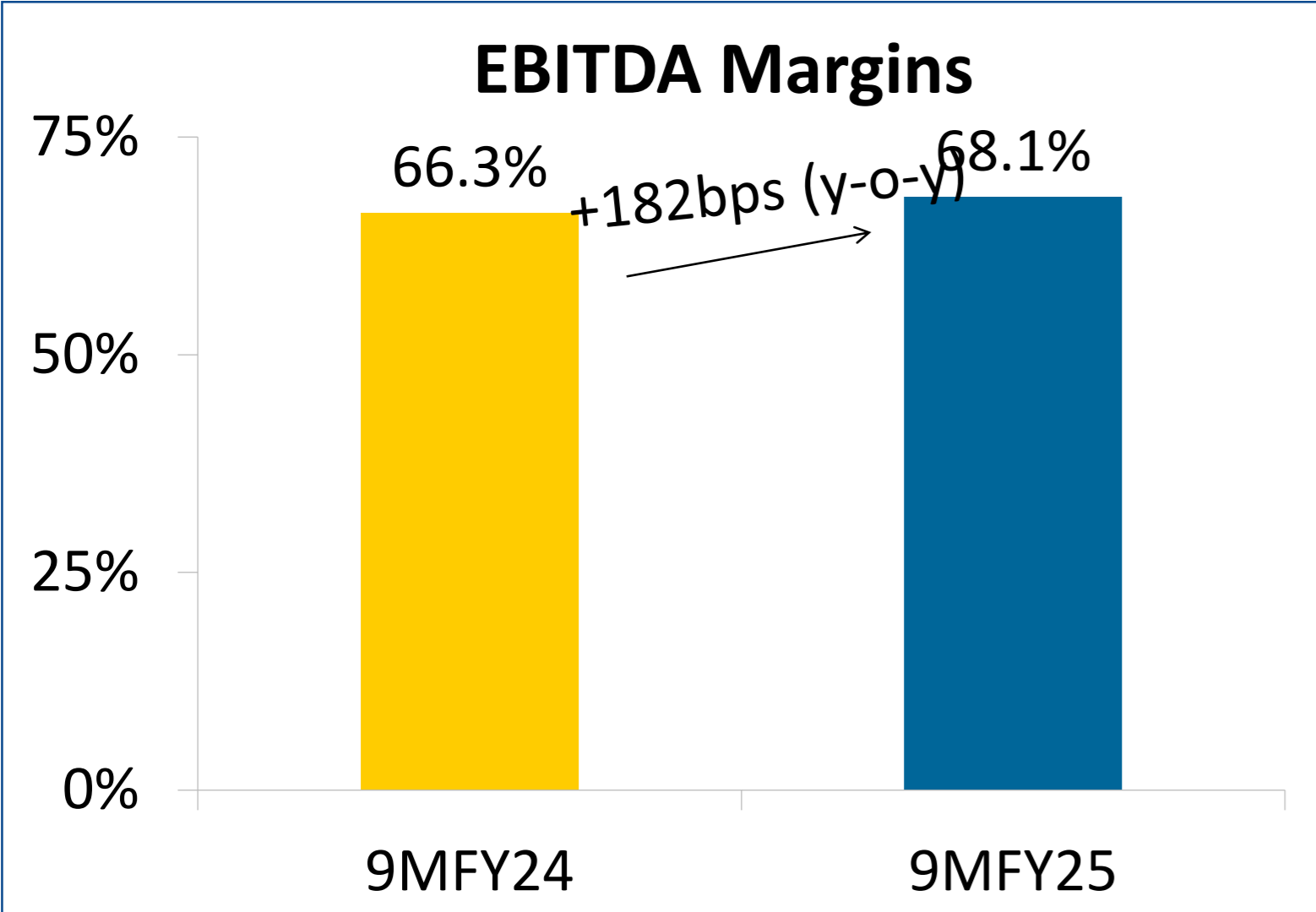
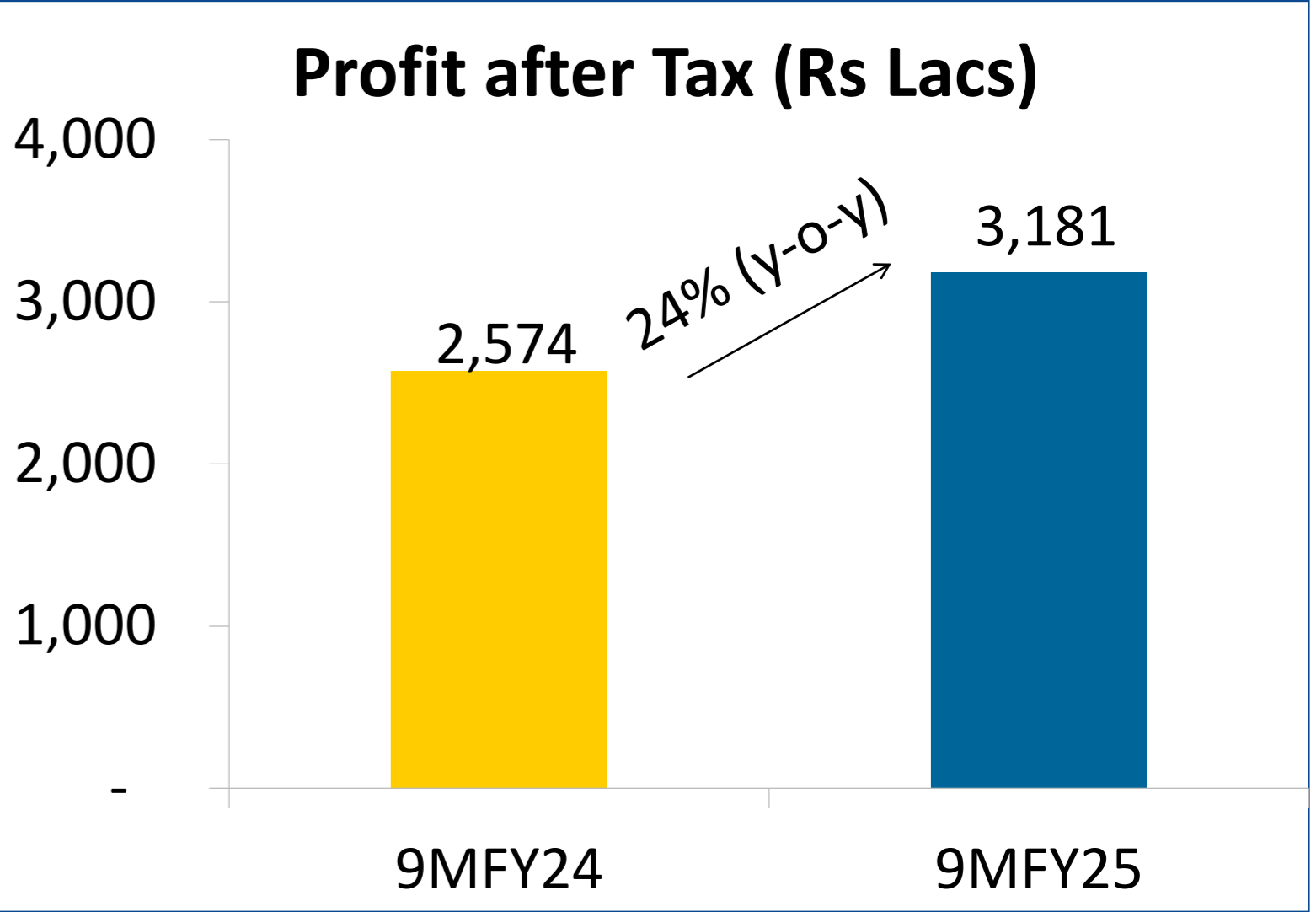
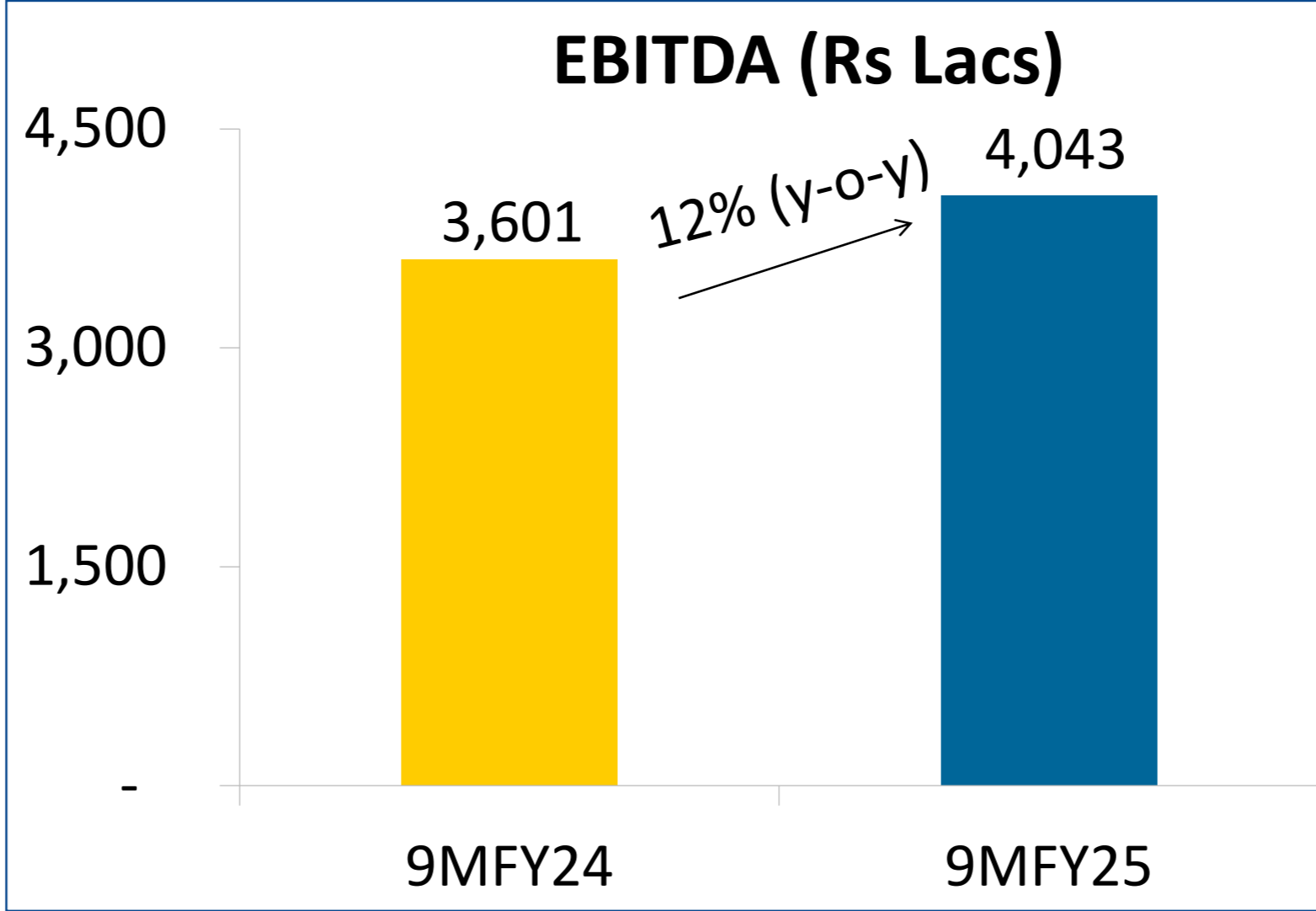
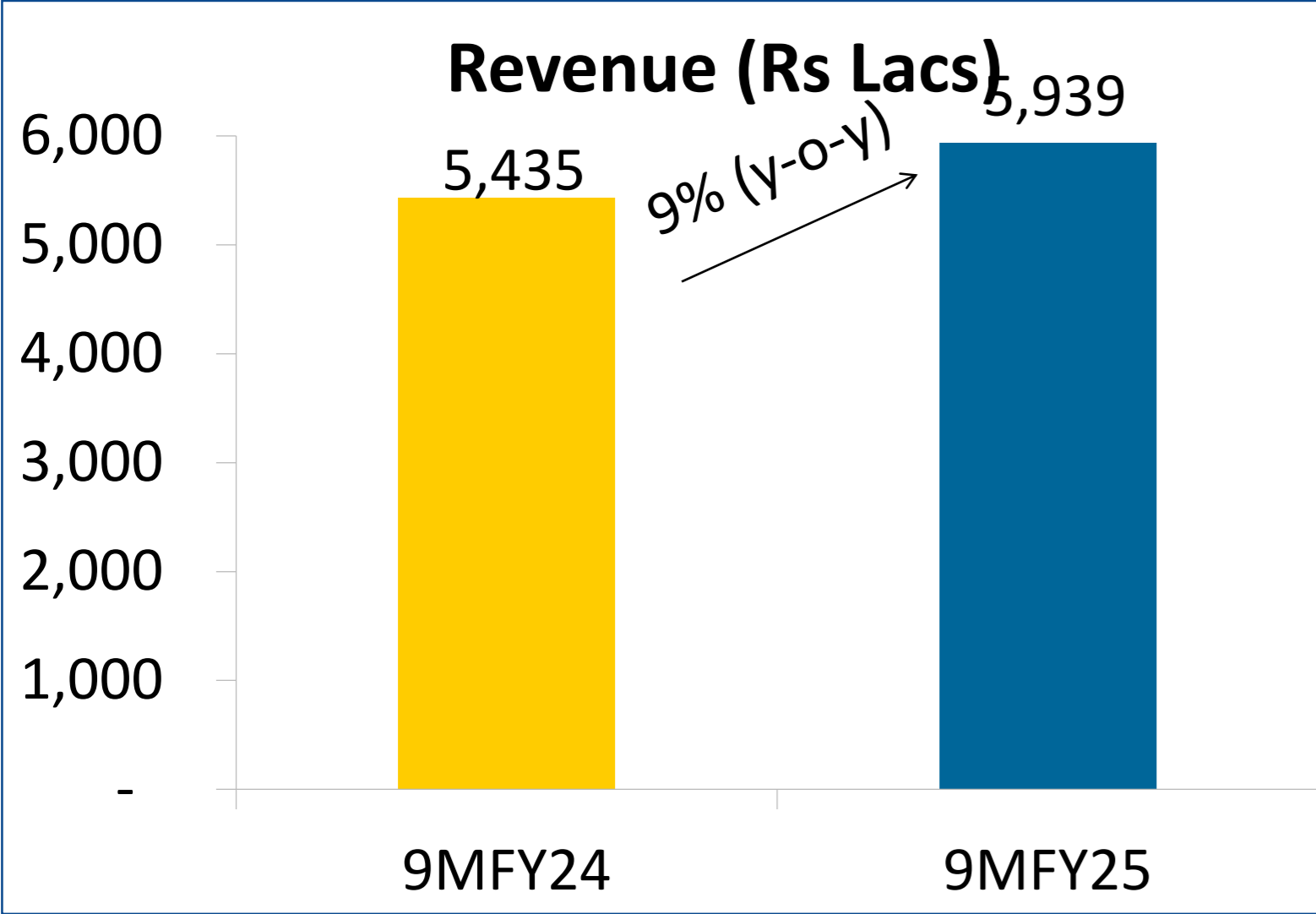


Financial Updates - Consolidate



*Adjusted growth after excluding extraordinary income in NBFC subsidiary for both periods: Revenue: 13%, EBITDA: 16%, PAT/EPS: 18%

Financial Updates - Standalone



Income Statement - Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q3FY24	Q2FY25	Q3FY25	9MFY24	9MFY25
Income					
Income from Operation	2,650.3	2,640.7	2,684.9	7,593.6	8,336.2
Other Income	158.7	236.3	59.3	850.9	588.4
Total Income	2,809.0	2,877.0	2,744.2	8,444.5	8,924.6
Expenditure					
Cost of Study Material	65.4	77.0	51.0	328.7	270.8
Employees Cost	261.3	257.8	266.0	756.9	782.7
G&A and other expenses	277.6	663.0	597.5	1,408.0	1,614.7
Dep. & Amort.	99.8	95.1	95.2	296.9	285.9
Finance Charges	39.6	53.1	46.3	112.6	144.4
One-off Provision					
Total Expenditure	743.6	1,146.0	1,056.1	2,903.1	3,098.6
EBITDA	2,204.8	1,879.3	1,829.6	5,950.9	6,256.3
EBITDA Margin	78.5%	65.3%	66.7%	70.5%	70.1%
Operating EBITDA	2,046.1	1,643.0	1,770.4	5,100.0	5,667.9
Op. EBITDA margin	77.2%	62.2%	65.9%	67.2%	68.0%
Profit Before Tax	2,065.4	1,731.0	1,688.1	5,541.3	5,825.9
PBT Margin	73.5%	60.2%	61.5%	65.6%	65.3%
Profit After Tax	1,503.7	1,292.1	1,325.2	4,306.9	4,602.7
PAT Margin	53.5%	44.9%	48.3%	51.0%	51.6%
EPS (Rs)	8.27	7.10	7.28	23.67	25.30

Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q3FY24	Q2FY25	Q3FY25	9MFY24	9MFY25
Income					
Income from Operation	1,648.9	2,071.1	1,801.5	4,902.8	5,657.0
Other Income	29.5	88.9	0.2	532.7	282.2
Total Income	1,678.4	2,159.9	1,801.7	5,435.5	5,939.2
Expenditure					
Cost of Study Material	(24.3)	23.6	11.8	116.2	132.0
Employees Cost	230.9	229.7	233.2	668.9	690.5
G&A and other expenses	374.1	427.1	318.0	1,049.1	1,073.4
Dep. & Amort.	72.7	68.8	69.1	216.1	207.1
Finance Charges	28.2	36.0	28.3	74.4	96.3
Total Expenditure	681.6	785.2	660.5	2,124.8	2,199.4
EBITDA	1,097.7	1,479.6	1,238.6	3,601.2	4,043.3
EBITDA Margin	65.4%	68.5%	68.7%	66.3%	68.1%
Operating EBITDA	1,068.2	1,390.7	1,238.4	3,068.5	3,761.1
Op. EBITDA margin	64.8%	67.1%	68.7%	62.6%	66.5%
Profit Before Tax	996.9	1,374.7	1,141.1	3,310.7	3,739.9
PBT Margin	59.4%	63.6%	63.3%	60.9%	63.0%
Profit After Tax	706.0	1,133.7	966.2	2,573.9	3,181.1
PAT Margin	42.1%	52.5%	53.6%	47.4%	53.6%
EPS (Rs)	3.88	6.23	5.31	14.15	17.49

Balance Sheet

Balance Sheet	←----- Standalone -----→			←----- Consolidated -----→		
Rs Lakhs	31-Mar-2024	30-Sep-2024	31-Dec-2024	31-Mar-2024	30-Sep-2024	31-Dec-2024
Liabilities						
Shareholders' fund	47,375	49,226	50,010	53,189	56,140	57,284
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	45,555	47,406	48,191	51,370	54,321	55,464
Non-current Liabilities	1,315	1,168	1,177	4,904	4,731	4,898
(a) Def. Tax Liabilities	1,295	1,146	1,155	236	113	161
(b) Provisions & Others	19	22	23	4,669	4,618	4,737
Current Liabilities	824	1,242	1,011	2,363	2,730	2,242
(a) Current Liabilities	709	1,028	841	1,889	2,214	1,736
(b) Provisions	115	214	170	474	516	506
Borrowings	2,966	1,047	1,074	3,460	1,863	1,811
Total Liabilities	52,479	52,682	53,272	63,916	65,465	66,235
Assets						
Fixed Assets (inc. WIP)	11,016	10,875	10,145	19,211	18,486	17,881
Non-current Assets	30,134	30,134	30,108	27,820	30,457	27,732
(a) Loans and Advances	13,229	13,229	13,203	27,612	30,203	27,475
(b) Investments	16,905	16,905	16,905	209	253	256
(c) Other Assets	-	-	-	-	-	-
Current Assets	11,328	11,673	13,020	16,885	16,523	20,623
(a) Inventories	98	66	64	113	609	605
(b) Sundry Debtors	145	581	966	1,014	903	985
(c) Cash & Bank Balances	87	54	78	664	498	688
(d) Current Investments	-	-	-	-	-	-
(e) Loans and Advances	10,999	10,971	11,911	15,094	14,513	18,345
Total Assets	52,479	52,682	53,272	63,916	65,465	66,235

Proforma Financial – Education Company (Career Point Edutech Ltd)



Pro forma financials are based on a hypothetical scenario of two separate companies, as per the ongoing merger/demerger scheme.

P&L (Education) - Rs Lacs	9M FY2025	9M FY2024	FY2023-24		BS (Education) - Rs Lacs	31-Dec-24	30-Sep-24	31-Mar-24
Test-Prep	1,005	1,093	1,313	<ul style="list-style-type: none"> Career Point's education businesses will be demerged in Career Point Edutech Ltd. (CPEL) CPEL will be an asset light company with relatively higher returns on equity 	Liabilities			
Formal Education	1,200	788	1,055		Net Worth	1,295	452	224
Books and Study Material	878	846	1,289		Borrowings	910	961	1,058
Vocational Skills	23	70	90		Long Term Liabilities	23	22	19
Residential Campus	850	718	930		Current Liabilities	829	1,016	682
Total Revenue	3,955	3,514	4,678		Total Liabilities	3,057	2,451	1,984
					Fixed Assets (A)	414	436	468
Study Material Cost	271	329	429		Movable Assets	414	436	468
Salary	729	701	939		Immovables	-	-	-
Admin Exp.	1,339	925	1,456		Long-Term Assets (B)	912	912	913
EBITDA	1,616	1,559	1,854		Long Term Loans & Adv.	210	210	210
					Investments	703	703	703
Depreciation	31	35	47		Current Assets (C)	1,731	1,103	604
Finance Cost	62	51	24		Cash & Other CAs	1,059	653	280
Profit Before Tax	1,523	1,474	1,783		Short Term Loans & Adv.	671	450	323
					Total Assets (A+B+C)	3,057	2,451	1,984
Tax	118	211	446					
PAT	1,405	1,263	1,338		Return on Assets	74%	86%	78%
					Return on Invested Capital	138%	170%	146%
Gross Margin	93%	91%	91%		Return on Equity	247%	673%	983%
EBITDA Margin	41%	44%	40%					
Net Margin	36%	36%	29%					

Proforma Financial – NBFC Company (CP Capital Limited)



Pro forma financials are based on a hypothetical scenario of two separate companies, as per the ongoing merger/demerger scheme.

P&L (Financing) - Rs Lacs	9M FY2025	9M FY2024	FY2023-24		BS (Financing) - Rs Lacs	31-Dec-24	30-Sep-24	31-Mar-24
Financing	4,325	3,573	4,796	<ul style="list-style-type: none"> Career Point's NBFC businesses will be merged in Career Point Ltd. (proposed new name as CP Capital Ltd.) Management is intent to sell non-core assets that will further boost NBFC's ROE going forward. 	Liabilities			
Asset Sale	109	599	781		Net Worth	55,989	55,688	52,965
Lease Rent	90	163	215		Borrowings	901	903	2,401
Investment income	305	306	403		Long Term Liabilities	4,876	4,710	4,885
Other Income	230	289	581		Current Liabilities	1,414	1,714	1,681
Total Revenue (Rs Lacs)	5,060	4,930	6,777		Total Liabilities	63,179	63,014	61,932
					Fixed Assets (A)	17,467	18,050	18,743
Salary	53	56	78		Movable Assets	-	-	-
Admin Exp.	276	483	685		Immovables	17,467	18,050	18,743
EBITDA	4,730	4,392	6,014		Long-Term Assets (B)	26,819	29,544	26,907
Depreciation	255	262	348		Long Term Loans & Adv.	26,563	29,291	26,699
Finance Cost	82	62	140		Investments	256	253	209
Profit Before Tax	4,393	4,068	5,526		Current Assets (C)	18,892	15,421	16,281
Tax	1,106	1,024	1,160		Cash & Other CAs	1,219	1,358	1,510
PAT	3,287	2,174	4,366		Short Term Loans & Adv.	17,673	14,063	14,771
					Total Assets (A+B+C)	63,179	63,014	61,932
EBITDA Margin	93%	89%	89%		Return on Assets	7%	5%	7%
PBT Margin	87%	83%	82%		Return on Invested Capital	9%	6%	9%
Net Margin	65%	44%	64%		Return on Equity	8%	6%	9%

Investment Highlights

NSE: CAREERP, BSE: 533260

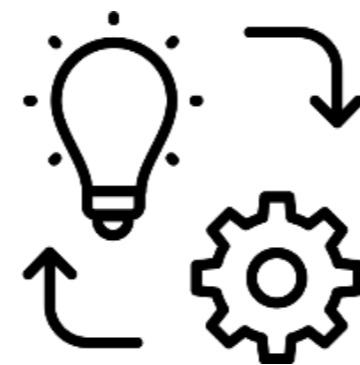
Legacy

Strong brand equity since 1993, Experienced management and Proprietary resources



Sustainable Businesses

Annuity driven long-term core businesses in both education and financing businesses



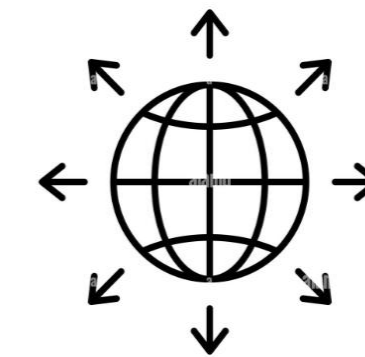
Strong Financials

High margin visible cash flows with fundamentally strong balance sheet



Large TAM

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



Investor's Diary

The Company is well-positioned to lead the fast-growing education sector and rapidly-evolving financing market

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Thank You

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