

Career Point Limited



Service Offering – KG to PhD



Informal Education (Test-Prep division)

Tutorial Service



CAREER POINT
version 2.0

CP Classroom
NEET, JEE, NTSE & Olympiad

CP Franchise
NEET, JEE, NTSE & Olympiad

CP SynchroSchool
School Integrated Coaching Programs

CP PUBLICATION

eLearning Service



eCareerPoint

CP LIVE
Live Online Classes

CPeTutor
Recorded Video Lectures

CPeDLP
Online Test, DPP & eBooks

Formal Education Division

School Education



GLOBAL KIDS
from the house of CAREER POINT

CAREER POINT
WORLD SCHOOL

CAREER POINT
gurukul
SCHOOL
RESIDENTIAL & DAY BOARDING

University Education



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.

Financial Highlights FY2019-20



Standalone

EBITDA (Rs Cr): Rs 9.82 Cr
EBITDA Growth: + 23.0%

EBITDA Margin: 18.8%
Margin Growth: + 722 bps

EPS (Rs): 9.05
EPS Growth: + 61.8%

Consolidate

EBITDA (Rs Cr): Rs 43.5 Cr
EBITDA Growth: + 41.6%

EBITDA Margin: 41.6%
Margin Growth: + 575 bps

EPS (Rs): 14.97
PAT Growth: + 12.6%

All growth numbers are year-on-year

Growth momentum continued...

More than 300K+ existing users including 50K+ App downloads

CP LIVE
Live Online Classes

Live Online Regular Classes by experts faculties with interactive facility and multiple program offerings

- Long Term Programs
- Medium Term Programs
- Short Term Programs
- Micro Programs

CPeTutor
Recorded Video Lectures

Recorded Video Courses accessible anytime on any device through App or Pen Drive

- Full Syllabus Lectures
- Topic Specific Lectures

CPeTest
Online Test Series

Online Test Series and assessment to provide real-time exam experience along with performance review

- Complete Course Test Series
- Crash Course Test Series

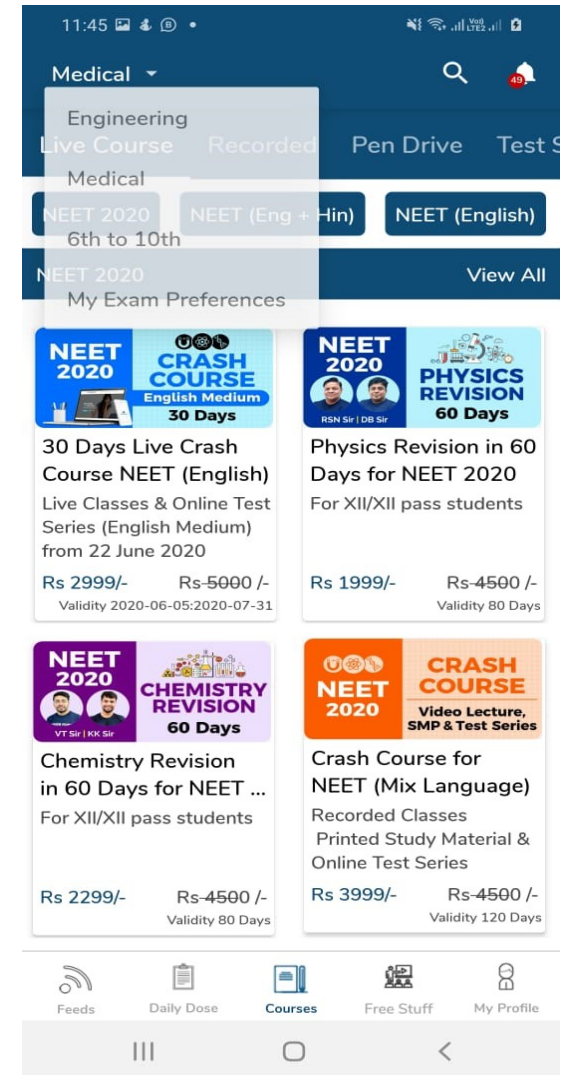
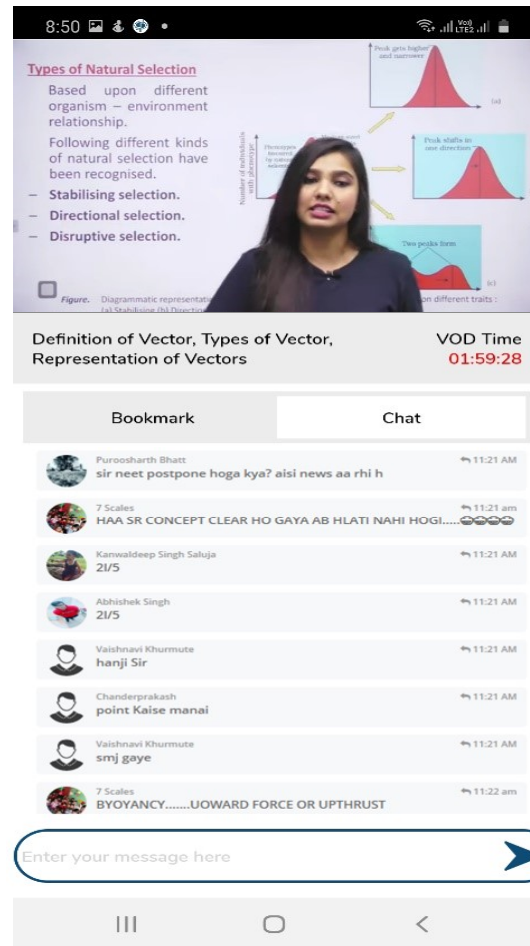
CPeDLP
Online Test, DPP & eBooks

Distance Learning Program through eBooks and topic wise DPP (Daily Practice Problems)

- Full Syllabus Study Package
- Revision Study Material

Career Point eLearning Division product catalogue has a mix of different categories to serve the masses. Long term courses to short term or micro courses offer choice to customers as per their need and affordability.

- Add any exam category within the same app without mixing it with other streams.
- Live Interactive Classes with live Chat, Book Mark features
- Recorded Video Streaming with Pre-defined Book Mark and user defined book mark
- Online Assessment System with feedback
- Add to Notes feature to mark important topics, key concepts for quick revision later
- Doubt Solving Section
- Online Live Quiz section
- Free Stuff Section
- Daily Dose Section



- This is company EdTech initiative to provide coaching services “*Direct to Home*” with all features of classroom coaching. (On App and Web)
- Under this format, company securely provides Online Live Tutoring, Recorded Video Lectures and other digital content on USB drive, SD Card and online streaming using technological solution.
- The product covers best features of offline & online coaching in an efficient & cost effective manner.
- This Expand company reach to students across geographies.



More details visit

<http://ecareerpoint.com>

- Company launched Career Point Version 2.0 to empower students with best quality education at advanced flexibility and efficiency.
- Through expansion of new tutorial franchisees and school association centers; Career Point group network is now reached at 86 different units in 73 cities across 21 states of the country.
- In addition to reforms in test-prep division by Version 2.0; Career Point's growth is **continually fueled by Formal education division** that is highly sustainable and annuity driven.
- Total enrollments were reported at 25,623 (9MFY2020: 24,093) including 11,814 in formal education; 13,024 in Tutorial education division and 785 in Pre-schools.
- Growth in enrollment at higher education institutions is coming by way of higher capacity utilization in existing courses as well as addition of new courses i.e. Pharmacy, Agri., IT etc.
- Career Point University has record placements of more than 1800 students placed in 250+ top MNCs across multiple sectors

- Income from operations for the period (FY2019-20) is rupees 104.6 crores on consol basis and rupees 52.1 crores at standalone level.
- Total revenue, including other income, is reported of rupees 109.9 crores on consol basis and rupees 72.8 crores at standalone level.
- Reported EBITDA (including other income) of rupees 30.5 crores on standalone numbers with an impressive y-o-y growth of 37.8% resulted an EBITDA Margin of 41.9% (FY2018-19: 26.7%).
- A remarkable improvement of 1517 basis points was reported in EBITDA margin against previous year is a result of initial outcomes from successful launch of Coaching version 2.0.
- Net income was reported at rupees 16.4 crores and EPS (Earning per share) of rupees 9.05 on standalone with year on year growth of 61.8%.
- At consol level, the company reported net income of rupees 27.2 crores and EPS of rupees 14.97 with y-o-y growth of 12.6%.
- As on 31st March 2020, Net worth of the company was reported of rupees 449 crores and Book value per share of rupees 247 against rupees 428 crores and rupees 236 respectively by 31st March 2019.
- During the year, the company board had distributed 3 interim dividends of 10% on face value each time.

- Career Point's legacy of educational brand with expertise in creating the exemplary learning techniques is enabling the company for next growth trajectory in e-Learning space. Management is quite optimistic with initial results of newly launched **eCareerPoint**.
- Adoption of new format under Coaching version 2.0 ensures larger potential for scale the tutorial division without compromising on profitability. The new format is more aligned with current industry dynamics and students preferences.
- Larger growth in higher education and addition of courses year on year ascertain growth and sustainability to the businesses. Profitability of the formal education division is further fuelled by school education and vocational education.
- As per strategy of the Company; the investments in NBFC business has been delivering significant returns. The plan to de-merge the NBFC subsidiary from education businesses is also among the next priorities of the company management.
- On COVID-19, the management is in opinion that the pandemic has created short term challenges for the sector, but at the same time – the situation has opened the doors to take advantage of the multiple opportunities still untapped in the education sector.

- On COVID-19, the management is in opinion that the pandemic has impacted the global economy and the education sector is also affected by the outbreak. It has created short-term challenges for the industry.
- However, the education sector has also been dramatically transformed as a result of the Covid19. The situation has opened the doors to take advantage of the multiple opportunities still untapped in the education sector.
- A blessing in disguise, the Covid outbreak has benefitted Career Point's ed-tech initiatives to a large extent. eCareerPoint App – was launched in midst of the crisis.
- A dynamic approach and quick execution of the team resulted, Career Point to achieve its top position in online coaching among other Kota coaching institutes.
- A division-wise description of Covid19 impact along with strategies to tap potential new opportunities is also chartered.

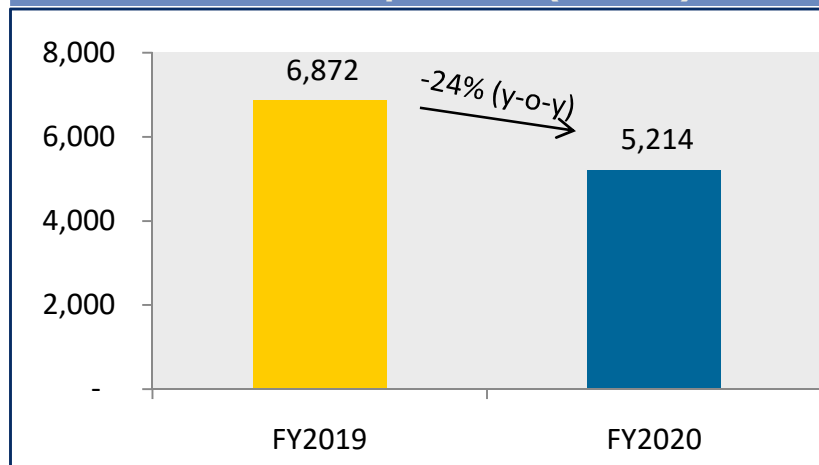
Enrolments Split FY2019-20 (Standalone)

Enrollments	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Total	29,398	24,120	27,366	30,857	29,086	29,509	29,642	25,623
Tutorial Division	27,257	20,655	22,412	23,010	21,057	18,235	15,162	13,024
Formal Education	2,141	3,465	4,954	7,847	8,029	11,274	13,772	11,814
Pre-School							708	785
Tutorial Enrollments Split								
Branches-LT CR	17,262	11,122	12,946	13,688	10,689	5,836	5,100	3,023
Branches-ST CR	2,978	1,169	1,333	1,011	625	516	121	151
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,605	2,049	3,512	3,917
Franchisees-ST CR	381	23	87	52	-	138	-	33
School Associations				458	1,801	3,726	2,523	3,007
Distance Learning	4,882	6,577	6,470	6,406	6,337	5,970	3,906	3,029
Formal Break-up								
Higher Education	741	1,642	2,327	3,455	3,738	4,822	5,706	6,505
School Education	1,400	1,823	2,627	3,372	3,451	4,142	3,752	3,688
Vocational Education				1,020	840	2,310	4,314	1,621

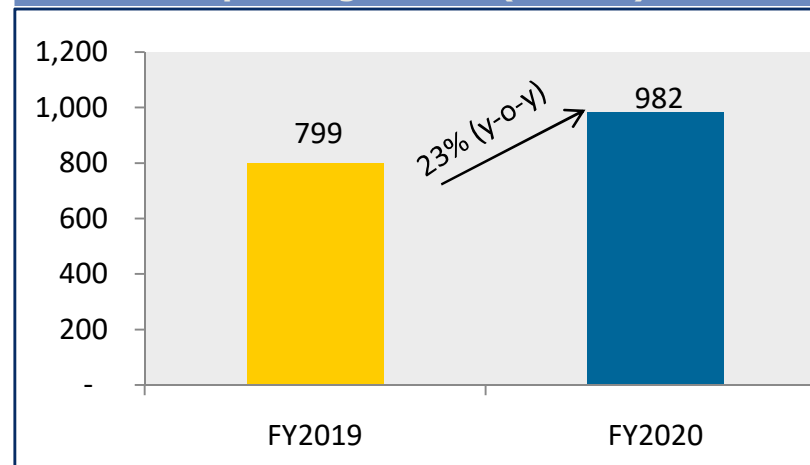


Financial Highlights: FY2019-20 (Standalone)

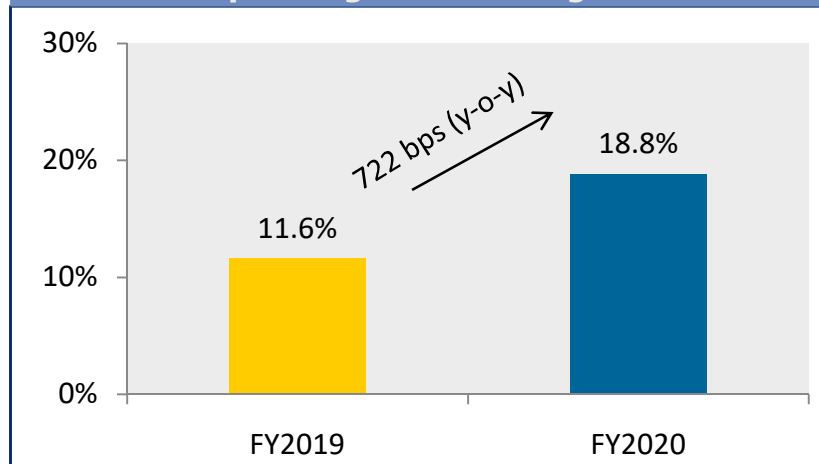
Income from Operations (Rs Lacs)



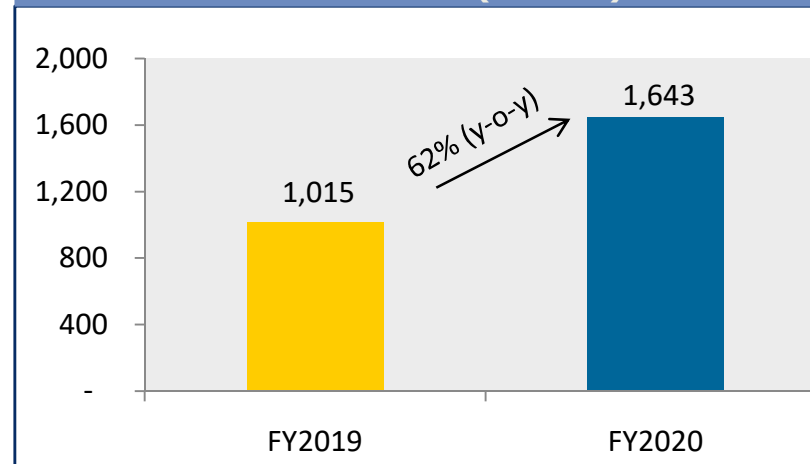
Operating EBITDA (Rs Lacs)



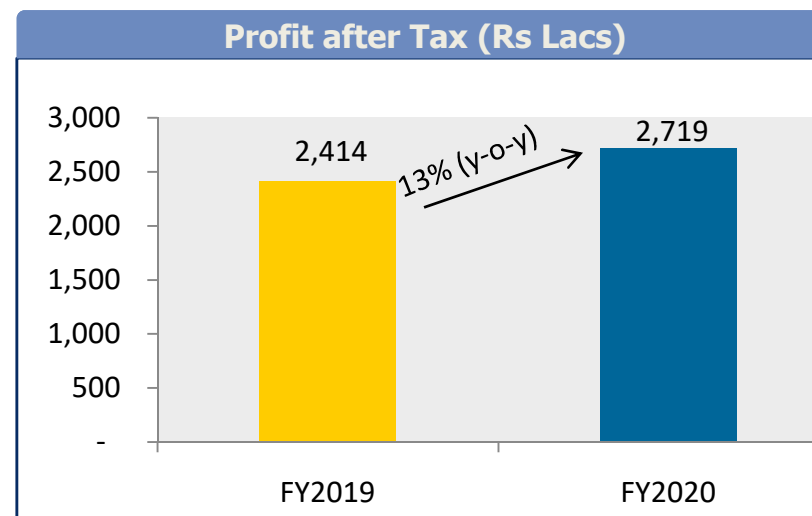
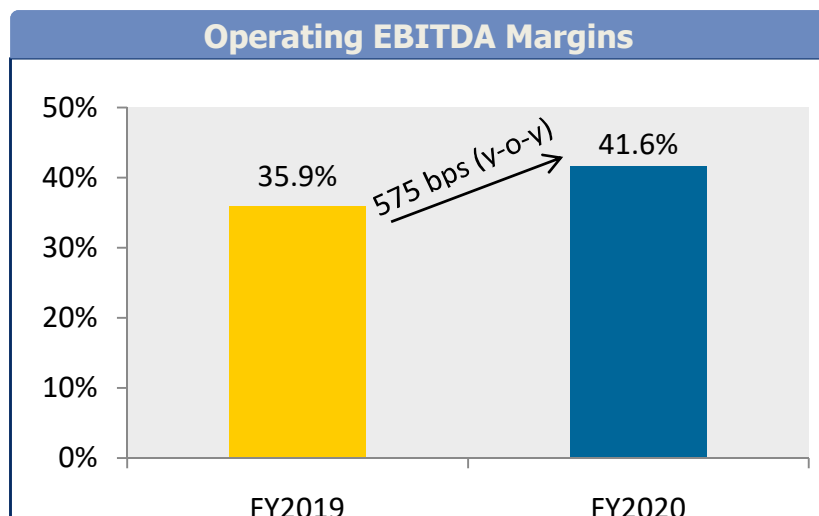
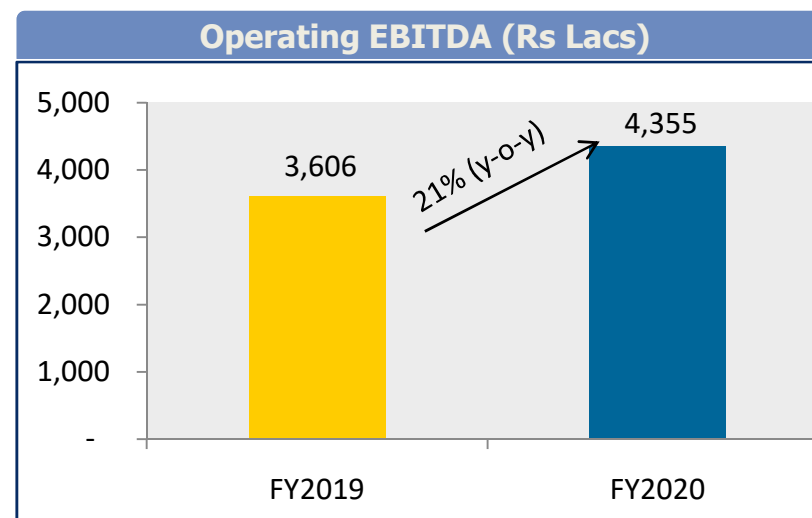
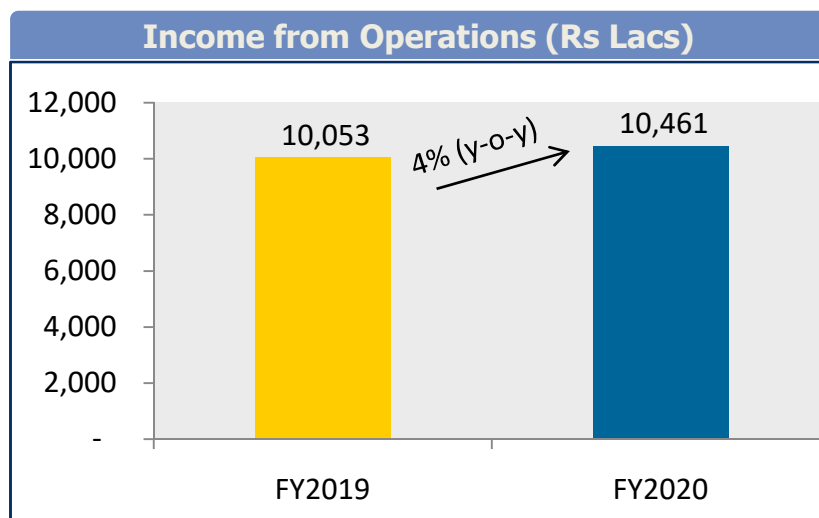
Operating EBITDA Margins



Profit after Tax (Rs Lacs)



Financial Highlights: FY2019-20 (Consolidated)



Income Statement (Standalone)

Income Statement	<----- Standalone ----->				
Rs Lakhs	Q4FY19	Q3FY20	Q4FY20	FY2019	FY2020
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,533.0	1,395.4	802.8	6,872.2	5,214.2
Other Income	380.5	583.8	578.0	1,411.9	2,063.9
Total Income	1,913.6	1,979.2	1,380.8	8,284.1	7,278.1
Expenditure					
Cost of Study Material	99.5	24.0	35.2	333.3	172.9
Employees Cost	924.4	738.2	634.7	3,794.8	2,756.1
G&A and other expenses	521.6	298.4	338.1	1,945.4	1,302.9
Dep. & Amort.	100.0	102.7	97.1	410.9	398.9
Finance Charges	152.7	147.6	122.7	547.1	589.1
Total Expenditure	1,798.3	1,310.8	1,227.8	7,031.5	5,219.9
EBITDA	368.0	918.6	372.8	2,210.6	3,046.2
EBITDA Margin	19.2%	46.4%	27.0%	26.7%	41.9%
Operating EBITDA	(12.5)	334.8	(205.2)	798.7	982.3
Op. EBITDA margin	-0.8%	24.0%	-25.6%	11.6%	18.8%
Profit Before Tax	115.3	668.4	153.0	1,252.6	2,058.2
PBT Margin	6.0%	33.8%	11.1%	15.1%	28.3%
Profit After Tax	68.0	568.1	180.0	1,015.2	1,642.9
PAT Margin	3.6%	28.7%	13.0%	12.3%	22.6%
EPS (Rs)	0.37	3.13	0.99	5.59	9.05

Income Statement (Consolidated)

Income Statement	<----- Consolidated ----->				
Rs Lakhs	Q4FY19	Q3FY20	Q4FY20	FY2019	FY2020
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,421.8	3,421.1	1,635.8	10,053.3	10,461.3
Other Income	211.1	123.4	171.1	652.9	531.4
Total Income	2,632.9	3,544.5	1,806.9	10,706.2	10,992.7
Expenditure					
Cost of Study Material	126.5	1,050.4	80.0	534.3	1,829.5
Employees Cost	939.3	760.0	654.3	3,855.5	2,842.1
G&A and other expenses	563.0	324.5	367.7	2,057.1	1,435.0
Dep. & Amort.	108.7	113.5	105.3	445.9	441.0
Finance Charges	166.4	163.0	145.7	642.0	664.7
Total Expenditure	1,903.9	2,411.4	1,353.1	7,534.8	7,212.3
EBITDA	1,004.1	1,409.6	704.8	4,259.2	4,886.1
EBITDA Margin	38.1%	39.8%	39.0%	39.8%	44.4%
Operating EBITDA	793.0	1,286.2	533.8	3,606.4	4,354.7
Op. EBITDA margin	32.7%	37.6%	32.6%	35.9%	41.6%
Profit Before Tax	729.0	1,133.1	453.8	3,171.4	3,780.4
PBT Margin	27.7%	32.0%	25.1%	29.6%	34.4%
Profit After Tax	530.4	870.4	351.7	2,414.0	2,718.6
PAT Margin	20.1%	24.6%	19.5%	22.5%	24.7%
EPS (Rs)	2.92	4.79	1.94	13.29	14.97

Balance Sheet (Latest)

Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Mar-2019	31-Dec-2019	31-Mar-2020	31-Mar-2019	31-Dec-2019	31-Mar-2020
	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Liabilities						
Shareholders' fund	39,535	40,635	40,649	42,826	44,754	44,893
(a) Share Capital	1,816	1,816	1,816	1,816	1,816	1,816
(b) Reserve and Surplus	37,719	38,818	38,833	41,010	42,938	43,076
Non-current Liabilities	734	893	856	660	950	921
(a) Def. Tax Liabilities	664	808	792	539	810	801
(b) Provisions & Others	70	85	64	122	141	120
Current Liabilities	2,167	1,914	1,510	2,380	2,272	1,818
(a) Current Liabilities	1,863	1,706	1,502	1,995	1,962	1,764
(b) Provisions	304	208	7	385	310	54
Borrowings	6,458	5,848	5,663	7,034	6,634	6,720
Total Liabilities	48,894	49,290	48,678	52,901	54,611	54,352
Assets						
Fixed Assets (inc. WIP)	13,672	13,646	13,646	19,119	19,428	19,446
Non-current Assets	19,702	18,363	18,325	10,153	10,029	9,833
(a) Loans and Advances	1,370	941	872	6,487	7,919	8,205
(b) Investments	18,332	17,422	17,453	2,993	1,963	1,628
(c) Other Assets	-	-	-	674	147	-
Current Assets	15,520	17,281	16,707	23,628	25,154	25,073
(a) Inventories	99	115	95	244	478	501
(b) Sundry Debtors	1,198	830	1,219	5,131	4,757	4,945
(c) Cash & Bank Balances	102	231	254	829	1,018	1,187
(d) Current Investments	921	1,360	1,385	942	1,009	1,405
(e) Loans and Advances	13,201	14,745	13,754	16,483	17,893	17,034
Total Assets	48,894	49,290	48,678	52,901	54,611	54,352

Thank You



Career Point Limited

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