

CL Educate Q3 and Nine Months FY19 Press Release



CL Educate reports 20% growth in Y-o-Y revenues, 136% growth in PAT

Mumbai, January 31st, 2019: CL Educate Ltd. (BSE: 540403), (NSE: CLEDUCATE), has reported a 20% growth on its Y-o-Y revenue, at Rs. 267 crore in 9MFY19, driven by returns from new product lines in consumer business and a strong third quarter performance in the enterprise business. 9MFY18 revenues stood at Rs. 222 crore.

The core test-prep business saw a 13% growth in its Operating Revenue, from Rs 114 crore in 9MFY18 to Rs. 130 crore in 9MFY19 while the Operating Revenue of Kestone, the enterprise arm of CL Educate that provides knowledge and related services, grew 27% from Rs 75 crore in 9MFY18 to Rs. 96 crore in 9MFY19.

The PAT for the 9 month period grew by 136% from Rs 7.5 Crore in 9MFY18 to Rs 17.7 crore in 9MFY19.

The Board of Directors of CL Educate Ltd., India's leading education & knowledge services provider, announced its unaudited financial results for the Third Quarter and first nine months of financial year 2018-19 following its meeting on Thursday, 31st January 2019, in New Delhi. The accounts have been subjected to a limited review by the company's statutory auditors in line with the regulatory guidelines.

Review of consolidated financial performance for the Nine Months ended December 31st, 2018:

- Total income stood at Rs. 267.1 crore during the nine month period under review as compared to Rs. 222.2 crore during the corresponding period of previous year; reflecting a growth of 20.2%.
- EBITDA stood at Rs. 33.2 crore with the margin at 12.4% during the nine month period under review as compared to Rs. 20.7 crore with the margin at 9.3% during the corresponding period of previous year; reflecting a growth of 60.3%.
- Profit after Tax (Inc. other comprehensive income) stood at Rs. 17.7 crore during the nine month period under review as compared to Rs. 7.5 crore during the corresponding period of previous year reflecting a growth of 136.0%.



On a year-on-year basis:

- Total income was Rs. 71.9 crore in Q3FY19 as compared to Rs. 69.5 crore during the corresponding quarter of previous year; reflecting a growth of 3.5%.
- EBITDA stood at Rs. 9.2 crore in Q3FY19 as compared to Rs. 3.7 crore during the corresponding quarter of previous year; reflecting a growth of 146%.
- EBITDA Margin stood at 12.73% in Q3FY19 as compared to the margin of 5.37% during the corresponding quarter of the previous year.
- Profit after Tax (Inc. other comprehensive income) stood at Rs. 4.97crore in Q3FY19 as compared to loss of Rs. 0.39 crore during the corresponding quarter of previous year.

Commenting on the results, Arjun Wadhwa, CFO, CL Educate said: "Our third quarter performance was based on healthy growth of our consumer and enterprise businesses. Our continued focus on staying asset light and technology enabled is delivering encouraging results. I am pleased to see our efforts in improving operating efficiencies culminating in Net Profits growing 136% to Rs.17.68 crore."

About CL Educate

Listed on the BSE and NSE of India in 2017, CL Educate Ltd. is a well-diversified and technology enabled provider of education products, services, contents and infrastructure with presence across the education value-chain. It commenced its operations in 1996 and is present in test-preparation & training services, publishing & content development, integrated business, marketing & sales services for corporate, vocational training programs, and integrated solutions to educational institutions. Led by a team of highly qualified professionals including IIT-IIM alumni, with a passion for excellence, the twenty-year-old company has successfully diversified from a single MBA Test- prep center to a pan India conglomerate in an asset-light, technology enabled manner leveraging strong synergies between its businesses. For details, visit www.cleducate.com

For further information, please contact:

Amit Kanabar – Finance & Strategy CL Educate Ltd. Phone: +91-11-41280800 Email: amit.kanabar@careerlauncher.com	Asha Gupta Christensen Investor Relations Tel : +91 22 4215 0210 Email: agupta@christensenir.com
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