

CL Educate Q2 and Half Year FY19 Press Release



H1FY19 Revenue is Rs 195 crore, Net Profit grows 61% on a Y-o-Y basis

Mumbai, November 2nd, 2018: CL Educate Ltd. (BSE: 540403), (NSE: CLEDUCATE), has reported a 27.8 percent growth in half yearly revenues at Rs.195 crore driven by a strong second quarter performance in both its consumer and enterprise businesses. H1 Revenues in FY2018 stood at Rs 153 crore.

The core test-prep business saw a 20% growth in its Operating Revenue, from 84 crore to 101 crore while Kestone, the enterprise arm of CL Educate that provides knowledge and related services, grew more than 40% from 48 crore to 68 crore.

The Net Profit also grew 61.1% from 7.89 crore in H1 FY18 to 12.71 crore in H1 FY19.

The Board of Directors of CL Educate Ltd., India's leading education & knowledge services provider, announced its unaudited financial results for the Second Quarter and first Half Year of financial year 2018-19 following its meeting on Friday, 2nd November 2018, 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 quarter ended September 30th, 2018:

On a quarter-on-quarter basis:

- Total income was Rs104.27 Cr in Q2FY19 as compared to Rs 90.82 Cr in Q1FY19; a growth of 14.81 %.
- EBITDA stood at Rs 13.76 Cr with the margin at 13.20% in Q2FY19 as compared to Rs 10.23 Cr with the margin at 11.27% in Q1FY19.
- Profit after Tax (Inc. Other Comprehensive income) stood at Rs 7.81 Cr during the quarter under review as compared to Rs 4.90 Cr in Q1FY19.



On a year-on-year basis:

- Total revenue was Rs 104.27 Cr during the quarter under review as compared to Rs 77.24 Cr during the corresponding period of previous year reflecting a growth of 34.99% on Y-o-Y basis.
- The Company reported an EBITDA of Rs 13.76 Cr for the quarter under review as compared to Rs 9.48 Cr during the corresponding period of previous year, registering an increase of 45.07% on Y-o-Y basis.
- Net profit (Inc Other Comprehensive Income) stood at Rs 7.81 Cr for the quarter under review as compared to Rs 4.77 Cr in corresponding period of previous year, up by 63.47% on Y-o-Y basis.

For the Half year ended September 30th, 2018:

- Total income was Rs195.10 Cr in H1FY19 as compared to Rs 152.64 Cr in H1FY18; a growth of 27.81 %.
- EBITDA stood at Rs 23.99 Cr with the margin at 12.30 % in H1FY19 as compared to Rs 16.95 Cr with the margin at 11.11% in H1FY18.
- Profit after tax (Inc Other Comprehensive Income) stood at Rs 12.71 Cr during the period under review as compared to Rs 7.89 Cr in H1FY18.

Commenting on the results, Arjun Wadhwa, CFO, CL Educate said: "Our half-yearly performance is very much in line with our expectations. The topline has grown 27.8% on a year on year basis, mainly driven by our Consumer Test Prep and Enterprise Corporate segments. Better operating efficiencies have allowed us to improve our bottomline with Net Profits growing by 61.1% to 12.71 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



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Note: Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve several risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward-looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website www.cleducate.com. CL Educate Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof

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