

23 June, 2020

To,
The Manager
Bombay Stock Exchange Limited
Corporate Relationship Department
Phirozee Jeejeebhay Tower
Dalal Street, Fort, Mumbai-400 001
BSE Scrip Code:533260

To,
The Manager
National Stock Exchange of India Limited
Exchange Plaza, C/1, Block G
Bandra Kurla Complex
Bandra (East), Mumbai-400 051
NSE Symbol: careerp

Dear Sir/Madam,

Sub: Outcome of Board Meeting held on 23rd June, 2020-Audited Financial Results for the Quarter and Year ended March 31, 2020

This is to inform you that in the meeting of the Board of Directors of the Company held on Tuesday, 23rd June, 2020 at its Registered Office, the Board *inter alia* has transacted the following businesses:

1. Considered and approved Audited Standalone and Consolidated Financial Results of the company for the quarter and year ended March 31, 2020. The above results are audited by Statutory Auditors of the Company (Enclosed)
2. Considered and took note of Auditors Report along with 'Statement on Impact of Audit Qualifications' for the period ended March 31, 2020 (Enclosed)
3. Approval of Draft of Directors Report, Corporate Governance Report and Management Discussion and analysis Report etc
4. Considered and ratified the appointment of Statutory Auditors of the Company
5. Re-appointed CS Sourabh Mishra, Company Secretaries (C. P. No.:19132) as Secretarial Auditor of the Company for Financial Year 2020-21.
6. Re-appointed M/s BDG & Associates, Chartered Accountants as the Internal Auditors of the Company for FY 2020-21.

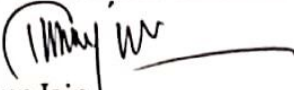




7. Based on the recommendation of Nomination and Remuneration Committee, the Board of Directors appointed Mrs. Divya Sodani (DIN:08045653) as an Additional Director in the category of Independent Director of the Company with effect from June 24, 2020 subject to the approval of shareholders at the ensuing general meeting. Further, she is not debarred from holding the office of director by virtue of any SEBI order or of any other authority.
8. The Board took note of Investor Grievance Report for the period ended March 31, 2020.
9. The Board has considered Reconciliation of Share Capital Audit Report for the period ended March 31, 2020.
10. Considered the quarterly compliances made by the company as per the SEBI (LODR) Regulations, 2015.

The meeting of Board of Directors commenced at 12:30 pm and concluded at 2:00 pm.

Thanking you,
For Career Point Limited


Tarun Jain
Company Secretary

Enclosed:

1. Results Highlights
2. Audited Financial Results for the quarter and year ended March 31, 2020 (Consolidated & Standalone)
3. Auditor's Report (Consolidated & Standalone)
4. Statement of Impact of Audit Qualification

Key business updates and result highlights (FY2019-20)

- **Consolidate - EBITDA:** Rs 44 Crores (+21% y-o-y); **Profits:** Rs 27 Crores (+13% y-o-y)
- **Standalone - EBITDA:** Rs 10 Crores (+23% y-o-y); **Profits:** Rs 16 Crores (+62% y-o-y)

Financials (FY 2019-20 and y-o-y comparisons)	Consolidate		Standalone	
	Rs Crores	Growth	Rs Crores	Growth
Revenue (excluding other income)	104.6	+4%	52.1	-24%
EBITDA	43.5	+21%	9.8	+23%
EBITDA Margin	41.6%	575 bps	19%	722 bps
Profit After Tax	27.2	13%	16.4	62%
EPS (Rs)	14.97	13%	9.05	62%

Financials Updates:

- 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 at consolidate level was reported at 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.

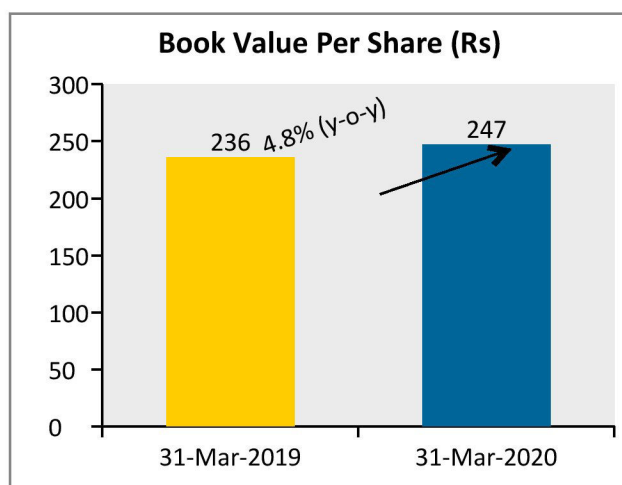
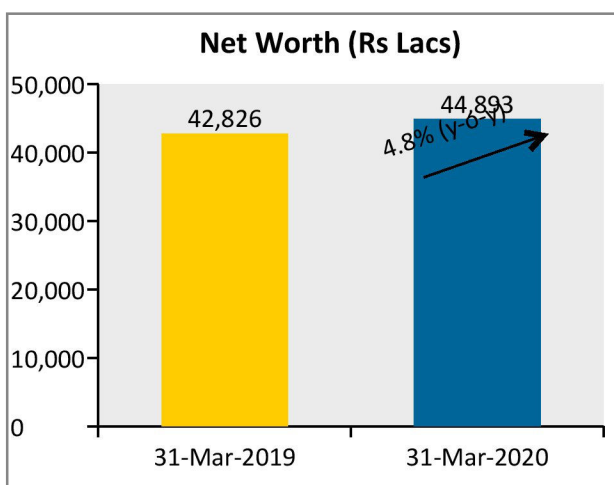
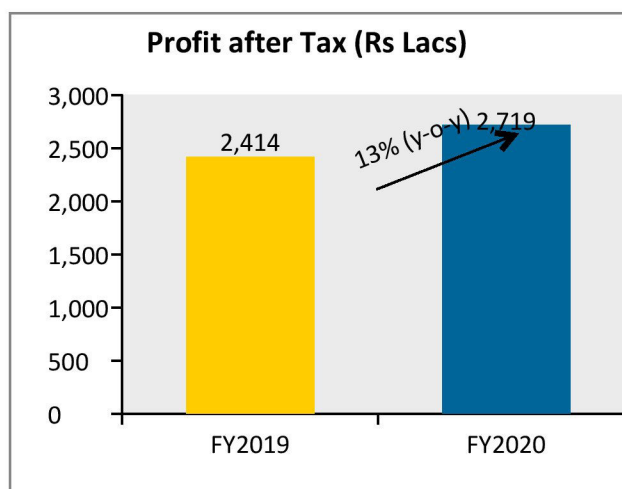
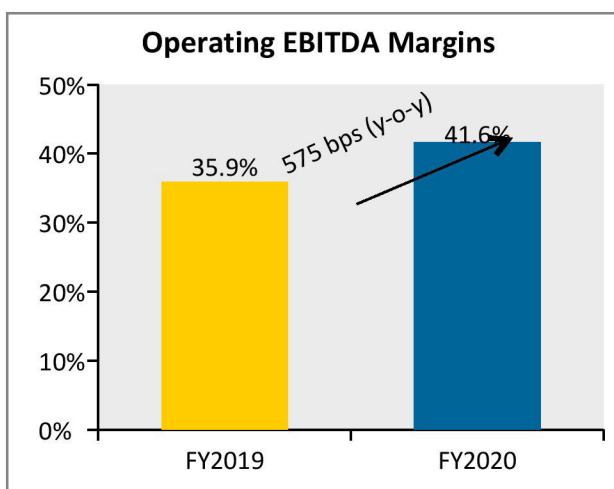
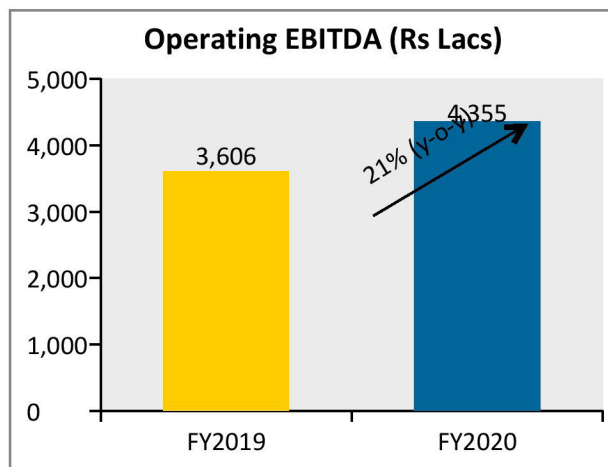
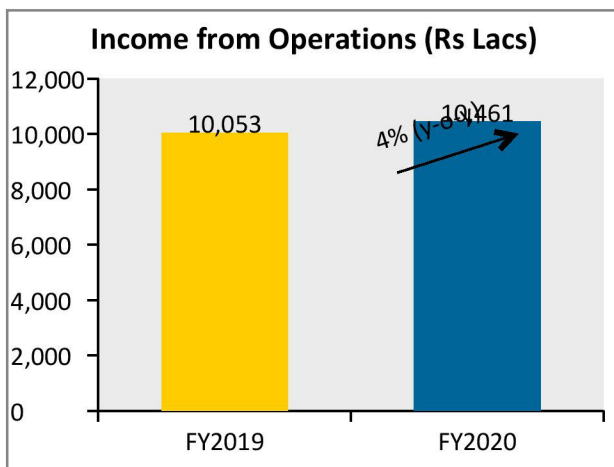
Business Updates:

- 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 fuelled 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.

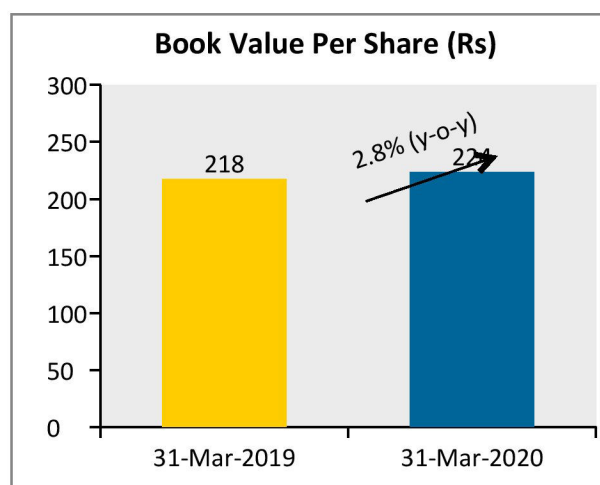
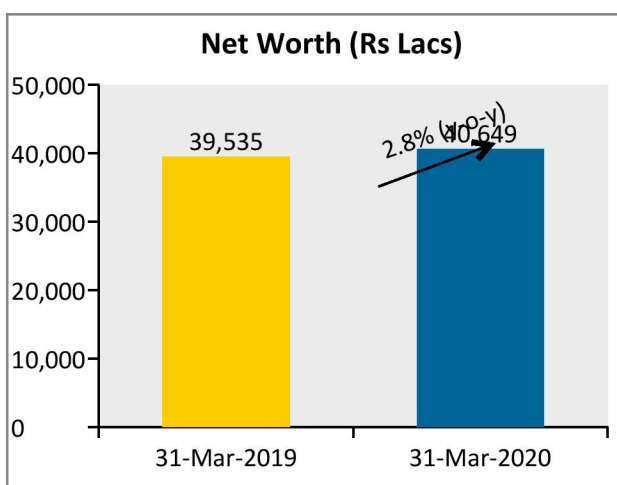
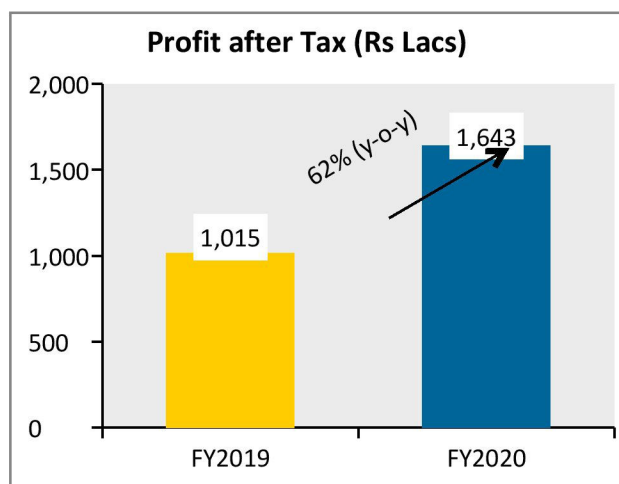
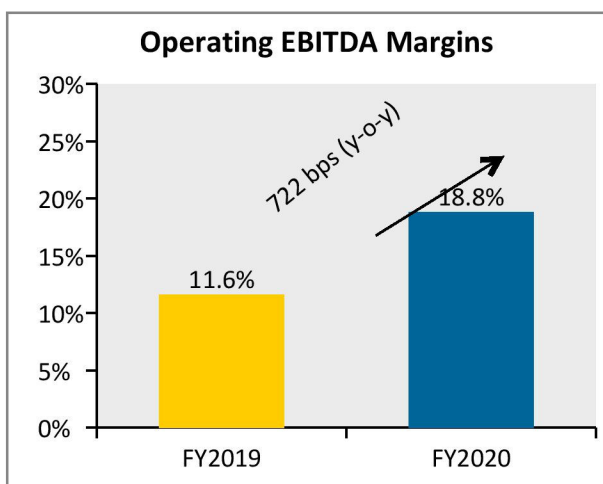
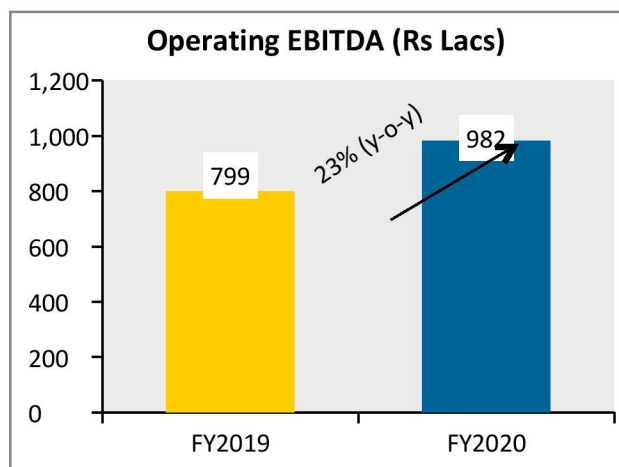
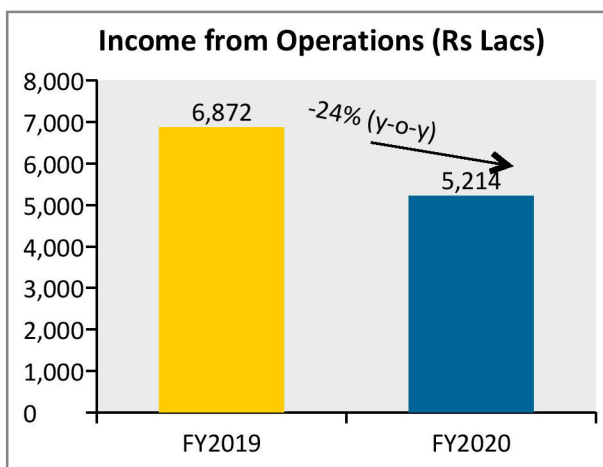
Management Outlook:

- 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 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.

Consolidated Financials – Snapshot (FY2019-20)



Standalone Financials – Snapshot (FY2019-20)



CAREER POINT LIMITED

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CIN-L72200RJ2000PLC016272

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Website: www.cpil.in

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED ON 31.03.2020

		(Rs. in Lakhs)				
	Particulars	Quarter ended			Year Ended	
		31/03/2020	31/12/2019	31/03/2019	31/03/2020	31/03/2019
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
	Revenue					
I	Income from Operations	1,635.85	3,421.08	2,421.82	10,461.29	10,053.33
II	Other Income	173.92	123.65	212.06	531.89	652.88
III	Total Income (I+II)	1,809.77	3,544.73	2,633.88	10,993.18	10,706.21
IV	Expenses					
	Cost of Material Consumed	26.61	893.18	132.23	2,017.08	412.81
	Changes in inventories	53.38	157.18	(5.73)	(187.54)	121.50
	Employees Benefit Expenses	654.34	760.04	939.32	2,842.05	3,855.54
	Finance Cost	145.70	163.02	166.44	664.70	641.96
	Depreciation & Amortisation	105.31	113.49	108.65	440.97	445.90
	Other expenses	367.66	324.55	563.00	1,435.03	2,057.13
	Total Expenses	1,353.00	2,411.46	1,903.91	7,212.29	7,534.84
V	Profit before tax (III-IV)	456.77	1,133.27	729.97	3,780.89	3,171.37
	Share of profit/ (Loss) in Associate and joint venture	(0.31)	0.19	(0.68)	5.16	1.81
	Profit before tax	456.46	1,133.46	729.29	3,786.05	3,173.18
VI	Tax Expenses					
	a) Current tax	62.96	214.95	185.28	870.08	842.01
	b) MAT Credit Entitlement	(1.37)	(16.15)	(27.34)	(30.30)	(93.89)
	c) Deferred tax	38.38	63.63	39.33	194.10	(3.95)
	d) Income tax for earlier years	2.79	-	0.89	33.74	16.16
	Total taxes	102.76	262.43	198.16	1,067.62	760.33
	Profit after tax (V-VI)	353.70	871.03	531.13	2,718.43	2,412.85
VII	Other Comprehensive Income (net of taxes)					
	(A) Items that will not be Reclassified to Profit or Loss:	22.68	-	13.50	21.69	12.49
	Income tax on Items that will not be Reclassified to Profit or Loss:	(6.58)	-	(4.49)	(6.58)	(4.49)
	(B) Items that will be Reclassified to Profit or Loss:	-	-	-	-	-
	Total Other Comprehensive Income	16.10	-	9.01	15.11	8.00
VIII	Total Comprehensive Income for the period	369.80	871.03	540.14	2,733.54	2,420.85
IX	Profit for the Period attributable to	353.70	871.03	531.13	2,718.43	2,412.85
	Owner of the parent	353.61	871.13	531.37	2,718.60	2,413.97
	Non Controlling Interest	0.09	(0.10)	(0.24)	(0.17)	(1.12)
X	Other Comprehensive Income for the period attributable to					
	Owner of the parent	16.10	-	9.01	15.11	8.00
	Non Controlling Interest	-	-	-	-	-
XI	Total Comprehensive Income attributable to					
	Owner of the parent	369.71	871.13	540.38	2,733.71	2,421.97
	Non Controlling Interest	0.09	(0.10)	(0.24)	(0.17)	(1.12)
XII	Other Equity				43,075.03	40,998.22
XIII	Paid-up Equity Share Capital (Face value of Rs. 10/- each)	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29
XIV	Earnings Per Share (EPS) (Rs./ Share) (EPS for the quarter are not Annualised)					
	a) Basic EPS	1.95	4.80	2.93	14.97	13.29
	b) Diluted EPS	1.95	4.80	2.93	14.97	13.29

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CAREER POINT LIMITED

MANAGING DIRECTOR

STATEMENT OF CONSOLIDATED ASSETS & LIABILITIES

Particulars		As at 31.03.2020	As at 31.03.2019
		Amount (Rs. In Lakhs)	Amount (Rs. In Lakhs)
		(Audited)	(Audited)
ASSETS			
(1) Non-current Assets			
Property, plant and equipment	11,338.18	11,375.68	
Capital work-in-progress	252.43	224.29	
Investment Property	7,859.29	7,519.26	
Other intangible assets	9.04	0.28	
Financial Assets			
(i) Investments	1,627.79	2,993.33	
(ii) Loans	7,770.30	6,486.52	
(iii) Other Financial Assets	250.52	133.94	
Other non-current assets	296.22	539.69	
(2) Current Assets			
Inventories	501.31	244.02	
Financial Assets			
(i) Investments	1,405.04	941.81	
(ii) Trade receivables	4,945.39	5,130.83	
(iii) Cash and Cash Equivalents	1,041.41	757.10	
(iv) Bank Balances Other than (iii) above	33.24	71.74	
(v) Loans	16,337.37	16,242.96	
(vi) Others	404.25	84.51	
Other current assets	65.81	148.25	
Current tax assets (Net)	122.22	7.01	
Assets held-for-sale	104.25	-	
TOTAL ASSETS	54,364.06	52,901.22	
EQUITY AND LIABILITIES			
EQUITY			
Equity Share Capital	1,816.29	1,816.29	
Other Equity	43,075.03	40,998.22	
NON CONTROLLING INTEREST	14.09	11.76	
LIABILITIES			
(1) Non-current Liabilities			
Financial Liabilities			
(i) Borrowings	2,605.54	2,555.51	
Provisions	119.63	121.64	
Deferred Tax Liabilities(Net)	801.16	538.77	
Other non current liabilities	-	-	
(2) Current Liabilities			
Financial Liabilities			
(i) Borrowings	4,114.59	4,478.92	
(ii) Trade payables			
-Micro & Small Enterprises	-	21.72	
-Other than Micro and Small enterprises	21.42	16.03	
(iii) Other Financial liabilities	1,396.36	1,555.15	
Other Current Liabilities	345.67	682.46	
Provisions	7.24	5.58	
Current Tax Liabilities (Net)	47.04	99.17	
TOTAL EQUITY AND LIABILITIES	54,364.06	52,901.22	

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CAREER POINT LIMITED


MANAGING DIRECTOR

AUDITED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31ST MARCH 2020

Particulars	YEAR ENDED	
	As at 31.03.2020	As at 31.03.2019
	(Audited)	(Audited)
A Cash Flows from Operating Activities		
Profit/(Loss) Before Taxation	3,786.05	3,173.18
Adjustments for:		
Depreciation and Amortisation Expenses	440.97	445.90
Dividend Income	(2.70)	-
Short/Long Term Capital Gain on shares/assets	(147.26)	(208.27)
Interest Income	(211.04)	(189.51)
Interest expense	664.70	641.96
Profit on sale of Property, Plant & Equipments	(152.57)	(223.09)
Provision for Doubtful Advances	4.22	9.43
Contingent Provision for Substandard Assets	3.31	6.29
Bad debts written off	0.92	1.55
Provision for Gratuity	21.08	23.32
Operating Profit before Working Capital Changes	4,407.68	3,680.76
(Increase)/Decrease in Trade Receivables	177.01	(609.77)
(Increase)/Decrease in Inventories	(257.29)	101.24
(Increase)/Decrease in others Assets	(71.92)	(292.61)
Increase/(Decrease) in Liabilities	(562.51)	(24.40)
Cash generated from operations	3,692.97	2,855.22
Direct taxes paid	(925.80)	(860.62)
Net Cash from Operating Activities	2,767.17	1,994.60
B Cash Flow from Investing Activities		
Sale of Property Plant & Equipment, Investment Property and Intangible assets	(291.11)	528.11
Interest & Dividend Received	213.74	188.47
Purchase of Property Plant & Equipment, Investment Property and Intangible assets (including CWIP)	(440.97)	(1,389.90)
Loans given	(1,378.19)	(2,397.46)
Sale/(Purchase) of Investments (net)	1,049.57	2,861.23
Net Cash (used in)/ from Investing Activities	(846.96)	(209.55)
C Cash Flows from Financing Activities		
Proceeds/(Repayment) of Long Term Borrowings	(314.30)	(1,425.88)
Interest paid	(664.70)	(642.33)
Dividend Paid	(656.90)	-
Net Cash from Financing Activities	(1,635.90)	(2,068.21)
Net increase/(decrease) in cash and cash equivalents (A + B + C)	284.31	(283.16)
Cash and Cash Equivalents at beginning of the period	757.10	1,040.26
Cash and Cash Equivalents at end of the period	1,041.41	757.10

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CAREER POINT LIMITED


MANAGING DIRECTOR

Segment Wise Revenue, Results, Segment Assets & Segment Liabilities

(Rs. In Lakh)

Particulars	Quarter ended			Year Ended	
	31/03/2020	31/12/2019	31/03/2019	31/03/2020	31/03/2019
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1 Segment Revenue (Net Sales Income from Segment)					
Education & Related Activities Division	882.37	1,457.98	1,682.28	5,618.80	7,379.76
Financing (NBFC) Division	739.96	842.14	740.66	3,119.68	2,662.89
Infra Division	7.04	7.05	4.38	25.98	17.54
Other Segment	14.24	1,127.61	-	1,725.51	-
Less: Inter Segment Revenue	(7.76)	(13.70)	(5.51)	(28.68)	(6.86)
Net Sales/Income from Operation	1,635.85	3,421.08	2,421.82	10,461.29	10,053.33
2 Segment Results Profit/(Loss) before interest and Tax					
Education & Related Activities Division	(265.19)	266.01	(32.76)	798.81	576.05
Financing (NBFC) Division*	262.51	365.94	314.67	1,224.52	1,015.15
Infra Division	(7.42)	(10.25)	(7.51)	(35.03)	(23.77)
Other Segment	(13.63)	101.45	-	123.67	-
Total	(23.73)	723.15	274.40	2,111.97	1,567.43
Less: Finance Cost	145.70	163.02	166.44	664.70	641.96
Add: Other Un-allocable income Net of Un-allocable Expenditure	625.89	573.33	621.32	2,338.78	2,247.71
Profit before Tax (Including share of profit/(loss) of Associates & Joint Ventures)	456.46	1,133.46	729.29	3,786.05	3,173.18
3 Segment Assets					
Education & Related Activities Division	16,469.77	16,824.72	14,929.42	16,469.77	14,929.42
Financing (NBFC) Division	22,801.33	22,557.58	21,880.73	22,801.33	21,880.73
Infra Division	10,072.47	10,470.81	9,972.57	10,072.47	9,972.57
Other Segment	128.97	156.83	-	128.97	-
Unallocated Assets	4,891.52	4,600.81	6,118.50	4,891.52	6,118.50
Total	54,364.06	54,610.75	52,901.22	54,364.06	52,901.22
4 Segment Liabilities					
Education & Related Activities Division	7,665.32	8,308.38	9,157.96	7,665.32	9,157.96
Financing (NBFC) Division	730.06	431.21	252.02	730.06	252.02
Infra Division	215.27	220.67	27.03	215.27	27.03
Unallocated Liabilities	848.00	896.14	637.94	848.00	637.94
Total	9,458.65	9,856.40	10,074.95	9,458.65	10,074.95

* Profit Before Tax

Notes:-

- Previous period figures have been regrouped/ rearranged/ recasted wherever considered necessary to make them comparable with current period.
- The consolidated results of the Company have been reviewed by the Audit Committee and have been approved by the Board of Directors at their meeting held on 23rd June, 2020.
- The Company has identified Reportable segments namely : Education & Related Activities, Financing (NBFC),Infra Division and Other Segment.
- The company has adopted Ind AS 116 "Leases" effective 1st April 2019 as notified by Ministry of Corporate Affairs (MCA) and applied the standard to its leases. This has resulted in recognising right of use assets and corresponding lease liabilities. The impact of adoption of Ind AS 116 on the profit for the quarter/year is not material.
- Career Point Publication Private limited has ceased to be the associate of the Company with effect from 13th March 2020.
- A. The outbreak of Coronavirus (COVID-19) pandemic globally is causing a slowdown in economic activity and has caused global widespread economic and business disruption leaving uncertainties with respect to its severity, which currently cannot be reasonably ascertained. In many countries, businesses are being forced to cease or limit their operations for long or indefinite period of time. Measure taken to contain the spread of the virus including travel bans, quarantines, social distancing and closure of non-essential services have triggered disruptions to the business worldwide, resulting in an economic slowdown and uncertainties pertaining to future operations.
However, the Company has evaluated and factored in to the extent possible the likely impact that may result from COVID-19 pandemic as well as all events and circumstances up to the date of approval of these financial results, on the carrying value of its assets and liabilities as at 31st March 2020 (Refer Note B).Based on current indicators of future economic conditions, the Company expects to recover the carrying amount of these assets and adequate liquidity is available. The impact of any events and developments occurring after the balance sheet date on the financial results for the quarter and year ended 31st March 2020 may differ from that estimated as at the date of approval of these financial results and will be recognized prospectively. The Company will continue to monitor any material changes to the future economic conditions
B. The company has not recognized the revenue of Rs 4.81 crore in the accounts of Financial Year 2019-20 due to lack of virtual certainty on the projects impacted by the COVID-19 circumstances. The same will be accounted in the coming financials years based on virtual certainty and recovery of the amount depending upon normalisation of the situation in the next financial year.
- The consolidated figures for the quarter ended March 31, 2020 and March 31, 2019 are the balancing figures between the audited figures in respect to the full financial year and the published figures of Nine month ending December 31, 2019 and December 31, 2018 respectively , which were subject to limited review by the statutory auditors.

For and on behalf of Board

Pramod Maheshwari
Chairman and Managing Director
DIN: 00185711

CAREER POINT LIMITED

MANAGING DIRECTOR

Date : 23/06/2020
Place: Kota (Rajasthan)

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	Particulars	As at 31.03.2020	As at 31.03.2019
		Amount (Rs. In Lakhs)	Amount (Rs. In Lakhs)
		(Audited)	(Audited)
	ASSETS		
(1)	Non-current Assets		
	Property, plant and equipment	11,307.24	11,350.17
	Capital work-in-progress	57.92	-
	Investment Property	2,271.63	2,321.62
	Intangible assets	9.02	0.25
	Financial Assets		
	(i) Investments	17,452.51	18,332.30
	(ii) Loans	622.04	1,017.52
	(ii) Other Financial Assets	196.80	133.94
	Other non-current assets	165.47	218.36
	Total Non Current Assets	32,082.63	33,374.16
(2)	Current Assets		
	Inventories	95.17	98.95
	Financial Assets		
	(i) Investments	1,385.48	921.30
	(ii) Trade receivables	1,218.53	1,197.56
	(iii) Cash and Cash Equivalents	108.82	29.92
	(iv) Bank Balances other than (iii) above	33.24	71.74
	(v) Loans	13,354.02	13,045.03
	(vi) Others	157.86	117.20
	Other current assets	53.80	38.36
	Current Tax Assets (Net)	84.01	-
	Assets held-for-sale	104.25	-
	Total Current Assets	16,595.18	15,520.06
	TOTAL ASSETS	48,677.81	48,894.22
	EQUITY AND LIABILITIES		
(1)	EQUITY:		
	Equity Share Capital	1,816.29	1,816.29
	Other Equity	38,832.82	37,718.79
	Total Equity	40,649.11	39,535.08
	LIABILITIES:		
(2)	Non-current Liabilities		
	Financial Liabilities		
	Borrowings	2,168.31	2,129.30
	Provisions	64.33	69.65
	Deferred Tax Liabilities(Net)	791.89	664.22
	Total Non Current Liabilities	3,024.53	2,863.17
(3)	Current Liabilities		
	Financial Liabilities		
	(i) Borrowings	3,494.50	4,328.98
	(ii) Trade payables		
	- Micro & Small Enterprises	-	21.16
	- Other than Micro & Small Enterprises	13.20	10.15
	(iii) Other Financial liabilities	1,209.38	1,514.85
	Other Current Liabilities	279.85	597.26
	Provisions	7.24	5.58
	Current Tax Liabilities (Net)	-	17.99
	Total Current Liabilities	5,004.17	6,495.97
	TOTAL EQUITY AND LIABILITIES	48,677.81	48,894.22

AUDITED STANDALONE STATEMENT OF CASH FLOW FOR YEAR ENDED 31ST MARCH 2020

	Particulars	YEAR ENDED	
		Amount (in Rs. Lakhs)	
		31.03.2020	31.03.2019
A	<u>Cash Flows from Operating Activities</u>	Audited	Audited
	Profit/(Loss) Before Taxation	2,058.20	1,252.61
	Adjustments for:		
	Depreciation and Ammortization Expenses	398.86	410.89
	Short/Long Term Capital Gain on shares/assets	(147.27)	(171.16)
	Interest Income	(1,377.65)	(1,134.65)
	Interest expense	589.12	547.08
	Profit on sale of Property, Plant & Equipments	-	(77.30)
	Bad debts written off	0.92	1.55
	Dividend Income	(544.92)	-
	Provision for Doubtful Debts	4.22	9.43
	Provision for Gratuity	21.08	23.32
	Operating Profit before Working Capital Changes	1,002.56	861.77
	(Increase)/Decrease in Trade Receivables	(26.10)	(569.83)
	(Increase)/Decrease in Inventories	3.78	33.76
	(Increase)/Decrease in others Assets	(27.57)	(194.65)
	Increase/(Decrease) in Liabilities	(667.57)	(47.22)
	Cash generated from operations	285.10	83.83
	Direct taxes paid	(396.19)	(400.69)
	Net Cash from Operating Activities	(111.09)	(316.86)
B	<u>Cash Flow from Investing Activities</u>		
	Sale of Property Plant & Equipment, Investment Property and Intangible assets	-	129.26
	Interest Received	1,377.65	1,131.81
	Purchase of Property Plant & Equipment, Investment Property and Intangible assets (including CWIP)	(476.87)	(122.58)
	Loans Given to related party (net)	86.49	(4,038.18)
	Dividend Received from subsidiary	544.92	-
	Sale/(Purchase) of Investment (net)	547.38	3,302.09
	Sale/(Purchase) of share of Associate (net)	15.50	-
	Net Cash (used in)/ from Investing Activities	2,095.07	402.40
C	<u>Cash Flows from Financing Activities</u>		
	Proceeds/(Repayment) of Borrowings	(781.99)	197.32
	Interest paid	(578.20)	(546.71)
	Dividend Paid	(544.89)	-
	Net Cash from Financing Activities	(1,905.08)	(349.39)
	Net increase/(decrease) in cash and cash equivalents (A + B + C)	78.90	(263.85)
	Cash and Cash Equivalents at beginning of the period	29.92	293.77
	Cash and Cash Equivalents at end of the period	108.82	29.92

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CAREER POINT LIMITED

MANAGING DIRECTOR

	Particulars	(Rs. in Lakhs)				
		Quarter Ended		Year Ended		
		31/03/2020 (Audited)	31/12/2019 (Unaudited)	31/03/2019 (Audited)	31/03/2020 (Audited)	31/03/2019 (Audited)
	Revenue					
I	Income from Operations	802.76	1,395.41	1,533.04	5,214.18	6,872.20
II	Other Income	578.02	583.77	380.55	2,063.94	1,411.89
III	Total Income (I+II)	1,380.78	1,979.18	1,913.59	7,278.12	8,284.09
IV	Expenses					
	Cost of Material Consumed	15.61	19.73	97.12	176.11	297.98
	Changes in inventories of finished goods, work in progress and trading goods	19.61	4.29	2.43	(3.16)	35.34
	Employees Benefit Expenses	634.67	738.18	924.39	2,756.07	3,794.82
	Finance Cost	122.73	147.56	152.70	589.12	547.08
	Depreciation & Amortisation	97.08	102.69	100.01	398.86	410.89
	Other expenses	338.11	298.40	521.63	1,302.92	1,945.37
	Total Expenses	1,227.81	1,310.85	1,798.28	5,219.92	7,031.48
V	Profit(+) / Loss (-) before tax & exceptional items (III-IV)	152.97	668.33	115.31	2,058.20	1,252.61
VI	Exceptional items	-	-	-	-	-
VII	Profit before tax (V +/- VI)	152.97	668.33	115.31	2,058.20	1,252.61
VIII	Tax Expenses					
	a) Current tax	(59.31)	60.21	26.80	310.67	323.48
	b) MAT Credit Entitlement	-	-	(22.14)	-	(85.41)
	c) Deferred tax	31.93	40.02	41.96	117.34	(14.97)
	d) Income tax for earlier years	0.34	-	0.72	(12.73)	14.26
	Total tax expenses	(27.04)	100.23	47.34	415.28	237.36
IX	Profit after Tax (VII-VIII)	180.01	568.10	67.97	1,642.92	1,015.25
X	Other Comprehensive Income (net of taxes)					
	(A) (i) Items that will not be Reclassified to Profit or Loss:	22.58	-	15.43	22.58	15.43
	(ii) Income tax relating to items that will not be reclassified to Profit or Loss:	(6.58)	-	(4.49)	(6.58)	(4.49)
	(B) (i) Items that will be Reclassified to Profit or Loss:	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to Profit or Loss:	-	-	-	-	-
	Total Other Comprehensive Income, net of income tax	16.00	-	10.94	16.00	10.94
XI	Total Comprehensive Income for the period (IX +/- X)	196.01	568.10	78.91	1,658.92	1,026.19
XII	Paid-up Equity Share Capital (Face value of Rs. 10/- each)	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29
XIII	Other Equity				38,832.82	37,718.79
XIV	Earnings Per Share (EPS) (Rs./ Share) (EPS for the quarter are not Annualised)					
	a) Basic EPS	0.99	3.13	0.37	9.05	5.59
	b) Diluted EPS	0.99	3.13	0.37	9.05	5.59

Notes:-

- Previous period figures have been regrouped/ rearranged/ recasted wherever considered necessary to make them comparable with current period.
- The Company is primarily engaged in the business of 'Education and related activities' and operates in a single business segment. Accordingly these standalone financial results have been prepared for the single segment.
- The standalone results of the Company have been reviewed by the Audit Committee and have been approved by the Board of Directors at their meeting held on 23rd June, 2020.
- The company has adopted Ind AS 116 "Leases" effective 1st April 2019 as notified by Ministry of Corporate Affairs (MCA) and applied the standard to its leases. This has resulted in recognising right of use assets and corresponding lease liabilities. The impact of adoption of Ind AS 116 on the profit for the quarter/year is not material.
- Career Point Publication Private limited has ceased to be the associate of the Company with effect from 13th March 2020.
- A. The outbreak of Coronavirus (COVID-19) pandemic globally is causing a slowdown in economic activity and has caused global widespread economic and business disruption leaving uncertainties with respect to its severity, which currently cannot be reasonably ascertained. In many countries, businesses are being forced to cease or limit their operations for long or indefinite period of time. Measure taken to contain the spread of the virus including travel bans, quarantines, social distancing and closure of non-essential services have triggered disruptions to the business worldwide, resulting in an economic slowdown and uncertainties pertaining to future operations.
However, the Company has evaluated and factored in to the extent possible the likely impact that may result from COVID-19 pandemic as well as all events and circumstances up to the date of approval of these financial results, on the carrying value of its assets and liabilities as at 31st March 2020 (Refer Note B).Based on current indicators of future economic conditions, the Company expects to recover the carrying amount of these assets and adequate liquidity is available. The impact of any events and developments occurring after the balance sheet date on the financial results for the quarter and year ended 31st March 2020 may differ from that estimated as at the date of approval of these financial results and will be recognized prospectively. The Company will continue to monitor any material changes to the future economic conditions
B. The company has not recognized the revenue of Rs 481 lakhs in the accounts of Financial Year 2019-20 due to lack of virtual certainty from the projects impacted by the COVID-19 circumstances. The same will be accounted in the coming financials years based on virtual certainty and recovery of the amount depending upon normalisation of the situation in the next financial year.
- The standalone figures for the quarter ended March 31, 2020 and March 31, 2019 are the balancing figures between the audited figures in respect to the full financial year and the published figures of Nine month ending December 31, 2019 and December 31, 2018 respectively , which were subject to limited review by the statutory auditors.

For and on behalf of board

CAREER POINT LIMITED

MANAGING DIRECTOR

Pramod Maheshwari
Chairman & Managing Director
DIN : 00185711

Date :- 23/06/2020
Place: Kota (Rajasthan)

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Independent Auditor's Report on the Quarterly and Year to Date Audited Consolidated Financial Results of Career Point Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To
The Board of Directors of
Career Point Limited
Report on the audit of the Consolidated Financial Results

Opinion

We have audited the accompanying Statement of Consolidated Financial Results of Career Point Limited ("the Company"/"Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), its associates and jointly controlled entity for the quarter and year ended March 31, 2020 ("the statement"), attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of reports of other auditors on separate audited financial statements /financial information of the subsidiaries, associates and jointly controlled entity referred in Other Matters section below, the aforesaid consolidated annual financial results :

a) Includes the results of the following entities;

Subsidiary companies

- i. Career Point Infra Limited
- ii. Career Point Edutech Limited
- iii. Srajan Capital Limited
- iv. Gyan Eduventure Private Limited
- v. Career Point Accessories Private Limited
- vi. Career Point Institute of Skill Development Private Limited
- vii. Edutiger Private Limited (w.e.f. 26th December, 2019)
- viii. Srajan Agritech Private Limited (Subsidiary of Career Point Infra Limited)
- ix. Coupler Enterprises Private Limited (Subsidiary of Career Point Infra Limited)

Associates

- i. Imperial Infin Private Limited
- ii. Career Point Publication Private Limited [w.e.f. 10th July, 2019 (ceased w.e.f. 13th March, 2020)]

Jointly Controlled entity

- i. Study Board Education Private Limited (Ceased w.e.f. 5th December, 2019)

- b) is presented in accordance with the requirements of the Listing Regulations in this regard; and
- c) gives a true and fair view in conformity with the applicable accounting standards and other accounting principles generally accepted in India of the consolidated net profit, other comprehensive income and other financial information of the Group for the quarter and year ended March 31,2020.

Emphasis of Matter

We draw attention to Note no. 6 of the consolidated financial results regarding the impact of COVID-19 on the operations of the company as assessed/ evaluated by the management.

Our opinion is not modified in respect of this matter.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditors' Responsibilities for the Audit of the Consolidated Financial Results" section of our report. We are independent of the Group, its associates and jointly controlled entity in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us and other auditors in terms of their reports referred to in "Other Matter" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

Management's Responsibilities for the Consolidated Financial Results

The statement has been prepared on the basis of the Consolidated annual financial statements. The Holding Company's Board of Directors are responsible for the preparation and presentation of the statement that gives a true and fair view of the net profit and other comprehensive income and other financial information of the Group including its associates and jointly controlled entity in accordance with the applicable accounting standards prescribed under section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulations 33 of the Listing Regulations.

The respective Board of Directors of the Companies included in Group, its associates and jointly controlled entity are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group, its associates and jointly controlled entity and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies, making judgements and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the statement that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the Statement by the Directors of the Holding Company, as aforesaid.

In preparing the statement, the respective Board of Directors of the companies included in the Group, its associates and jointly controlled entity are responsible for assessing the ability of the Group, its associates and jointly controlled entity to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the Group or the cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group, its associates and jointly controlled entity are also responsible for overseeing of financial reporting process of the Group, its associates and jointly controlled entity.

Auditor's Responsibilities for the Audit of Consolidated Financial Results

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is the high level of assurance but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatement can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the statement.

As part of an audit in accordance with SAs, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risk of material misstatement of the statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentation, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3) (i) of the Act, we are also responsible for expressing our opinion through a separate report on the complete set of consolidated financial results on whether the Holding Company, subsidiary companies, associates and jointly controlled entity incorporated in India (based on the auditors' report of respective companies) has adequate internal financial controls with reference to consolidated financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on ability of the Group, its associates and jointly controlled entity to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group, its associates and jointly controlled entity to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the statement, including the disclosures, and whether the statement represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial results/financial information of the entities within the Group, its associates and jointly controlled entity to express an opinion on the statement. We are responsible for the direction, supervision and performance of the audit of the financial information of such entities included in the Statement of which we are the independent auditors. For the other entities included in the Statement, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion. Our responsibilities in this regard are further described in para (1 & 2) of the section titled "Other Matters" in this audit report.

We communicate with those charged with governance of the Holding Company and such other entities included in the statement of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities Exchange Board of India under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

Other Matters

1. The consolidated annual financial results include the audited financial results of nine subsidiaries, whose financial statements/financial information reflects total assets of Rs. 42,638.52 lacs as at 31 March 2020, total revenue of Rs. 1075.15 lacs and Rs. 6,163.08 lacs, total net profit /(loss) after tax of Rs. 376.06 lacs and Rs. 1610.21 lacs and total comprehensive income of Rs. 376.06 lacs and Rs. 1610.21 lacs for the quarter and year ended 31 March 2020 respectively on that date, as considered in the consolidated annual financial results, which have been audited by their respective independent auditors. The independent auditors' reports on financial statements of these entities have been furnished to us and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these entities, is based solely on the report of such auditors and the procedures performed by us are as stated in paragraph above.
2. The Consolidated financial results include the Company's share of net profit / (loss) of Rs. (0.07) lacs & Rs. 5.40 lacs and total comprehensive income of Rs. 0.03 lacs & Rs. 4.51 lacs for the quarter and year ended 31st March, 2020 respectively as considered in the consolidated financial results in respect of two associates and one jointly controlled entity, whose financial statements have been audited by other auditor whose reports have been furnished to us by the management and our opinion on the financial results, to the extent they have been derived from such financial statements is based solely on the reports of the other auditor.

3. The consolidated financial results include the results for the quarter ended 31st March 2020 being the balancing figure between the audited figures in respect of the full financial year ended 31st March, 2020 and the published unaudited year to date figures up to the third quarter of the current financial year, which is subjected to a limited review by us.

Our opinion is not modified in respect of these matters.

For **LODHA & CO.**

Chartered Accountants

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(Gaurav Lodha)

Partner

Membership No. 507462

UDIN: 20507462AAAAKA9346

Place: New Delhi

Dated: 23rd June, 2020

Independent Auditor's Report on the Quarterly and Year to Date Audited Standalone Financial Results of Career Point Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To
The Board of Directors of Career Point Limited
Report on the audit of the Standalone Financials Statements

Opinion

1. We have audited the accompanying Statement of Standalone Financial Results of Career Point Limited ('the Company') for the quarter and year ended March 31, 2020 ("the statement"), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations"). In our opinion and to the best of our information and according to the explanations given to us, the statement:
 - a) is presented in accordance with the requirements of the Listing Regulations in this regard, 2015; and
 - b) gives a true and fair view in conformity with the applicable accounting standards and other accounting principles generally accepted in India of the net profit, other comprehensive income and other financial information of the Company for the quarter and year ended 31st March, 2020.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditors' Responsibilities for the Audit of the Standalone Financial Results" section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter

We draw attention to Note no. 6 of the standalone financial results regarding the impact of COVID-19 on the operations of the company as assessed/ evaluated by the management. Our opinion is not modified in respect of this matter.

Management's Responsibilities for the Standalone Financial Results

The statement has been prepared on the basis of the Standalone annual financial statements. The Board of Directors of the Company are responsible for the preparation and presentation of the statement that gives a true and fair view of the net profit and other comprehensive income of the Company and other financial information in accordance with the applicable accounting standards prescribed under section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulations 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies, making judgements and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the statement, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or the cease operations, or has no realistic alternative but to do so.

The Board of Directors is also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the audit of Standalone Financial Results

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is the high level of assurance but, is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatement can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the statement.

As part of an audit in accordance with SAs, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risk of material misstatement of the statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentation, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion through a separate report on the

complete set of standalone financial statements on whether the Company has adequate internal financial control with reference to financial statements in place and the operating effectiveness of such controls.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the statement, including the disclosures, and whether the statement represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Other Matters

The Statement includes the results for the quarter ended 31st March, 2020 being the balancing figure between the audited figures in respect of the full financial year and the published unaudited year to date figures up to the third quarter of the current financial year.

Our opinion on the same is not modified in respect of this matter.

For LODHA & CO.

Chartered Accountants

Firm Registration No: 301051E

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Gaurav Lodha

Partner

Membership No. 507462

UDIN 20507462AAAAJZ3965

Place: New Delhi

Date: 23rd June, 2020



23 June, 2020

'Statement on Impact of Audit Qualifications'

We hereby declare that LODHA & CO., Chartered Accountants, New Delhi, Statutory Auditor of the Company have issued Auditors' Report with unmodified opinion for Consolidated and Standalone Financial Results for the quarter and year ended 31st March, 2020.

For Career Point Limited

Pramod Maheshwari
Managing Director