



Career Point Limited

Investors Update – February 2016



Key Highlights:



❑ Company

- Presence in evergreen education sector that leads Indian consumption growth story
- Established and leading player with strong brand equity of providing quality education since 1993
- Strong promoter and rich experienced management team with upmost corporate governance focus

❑ Businesses

- Diversified products and integrated services in both regulated and non-regulated businesses
- Tutorial business provides higher returns whilst Formal education offers sustainability
- New initiatives i.e. e-Learning, Vocational are fuelling growth without additional capex

❑ Financials

- Large operating leverage to kick-in with Tutorial rebound witnessed over 7 consecutive quarters
- Formal education business is out-of gestation with yielding returns and capital back to the company
- Debt free strong balance sheet with potential value appreciation on investments in tangible assets

Product Portfolio – KG to PhD



CAREER POINT

Informal Education

Tutorial Services



CAREER POINT
Pre-Engineering, Pre-Medical & Pre-Foundation

CAREER POINT
gurukul
Residential Coaching and School Campus

Synchro School
School Integrated Coaching Program

Vocational & E-learning



CAREER POINT
Institute of Skill Development

e-Learning by CAREER POINT
ONLINEPADO

eCAREERPOINT
Online Test Series

Formal Education

School Education




GLOBAL KIDS


GLOBAL
PUBLIC SCHOOL


CAREER POINT
WORLD SCHOOL

Higher Education



CAREER POINT
UNIVERSITY
Kota (Rajasthan)

CAREER POINT
UNIVERSITY
Hamirpur (H.P.)

CAREER POINT
TECHNICAL CAMPUS
Rajsamand - Udaipur

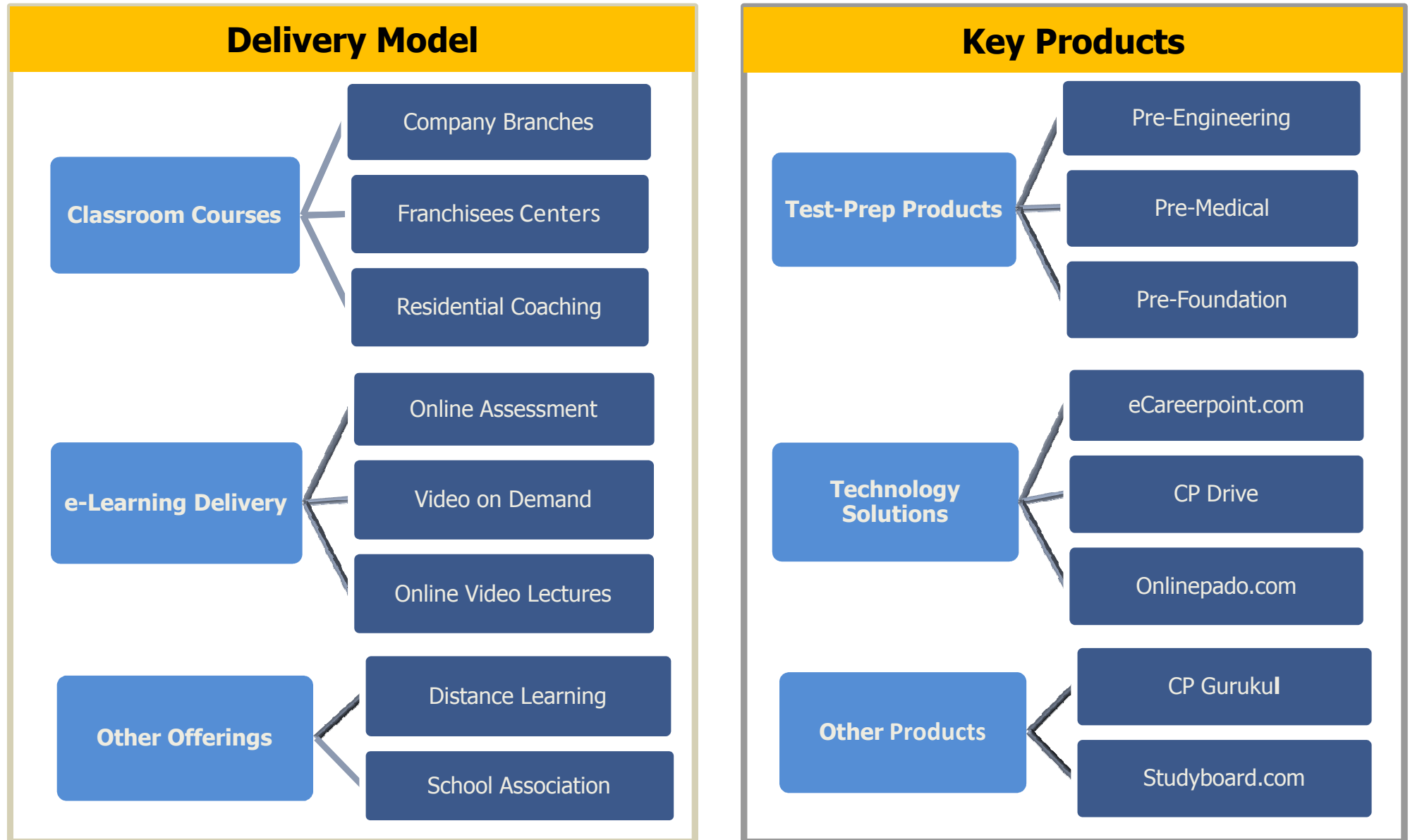
Integrated Solution Provider across Education value chain throughout the Life Cycle of a Student.



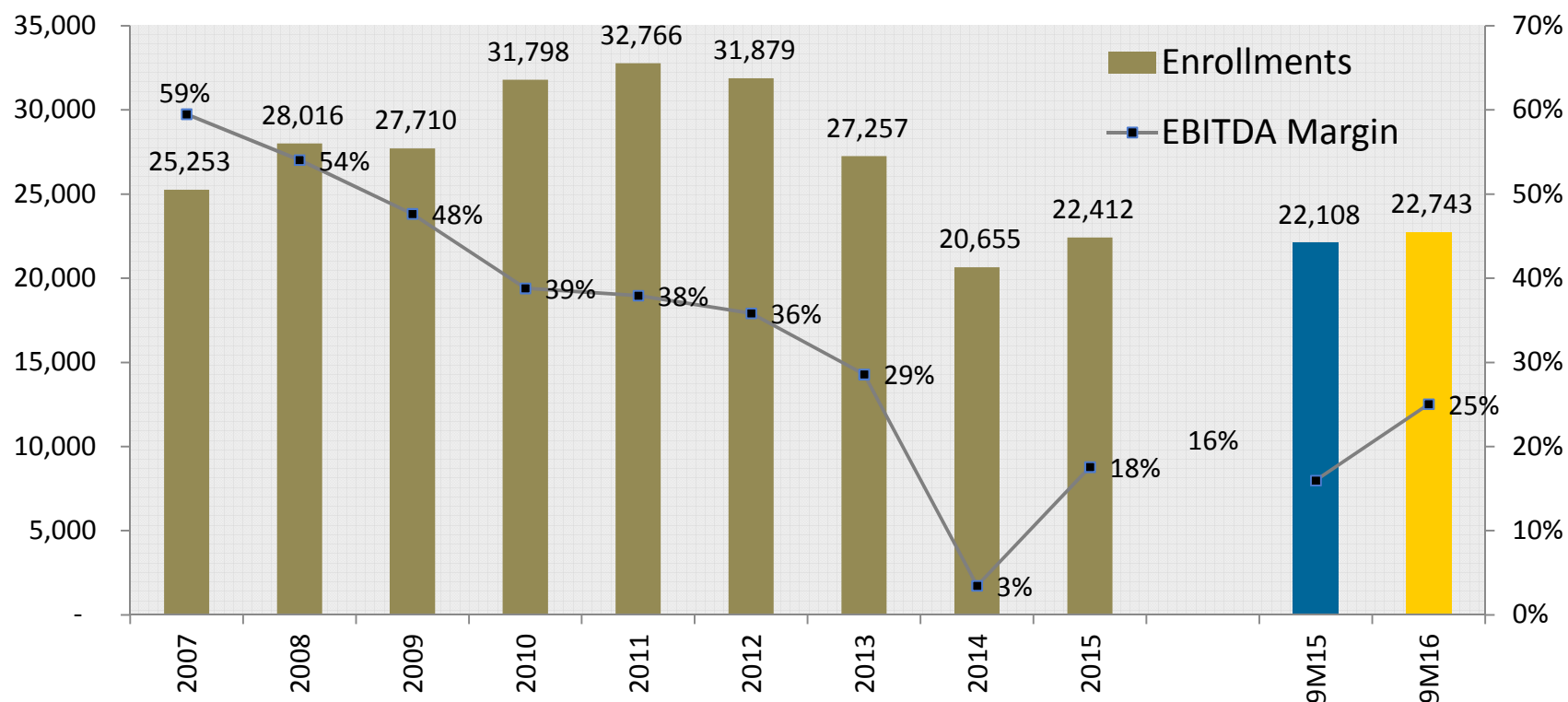
Tutorial Division



Tutorial Products and Delivery Model



Tutorial Enrollments and Margins



Key Highlights

- ❑ Growth recovery is observed despite closure of inefficient branch centers
- ❑ Large operating leverage indicates a potential profitability improvement

OnlinePado.com

- Online marketplace with experts' videos on demand
- Choice to students for anytime, any topic and anyplace learning on multiple devices.
- Video on-demand



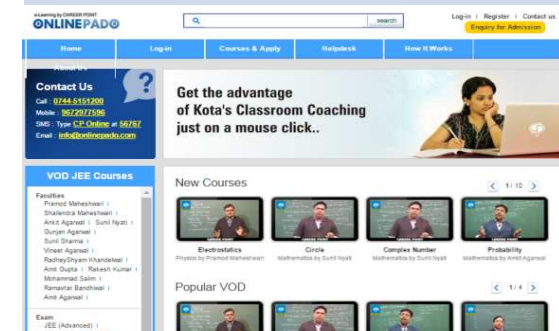
eCareerPoint.com

- Online assessment platform
- Provides personalized and relative feedback based on statistical techniques



CP Drive

- Video lectures on pen drives and memory cards
- Class wise, Subject wise & Unit wise Lectures by star faculty members
- On any device Laptop, Desktop, Tablet, Mobile



Vocational Education – Partner in Skill India Mission



CAREER POINT

Associations and Partnerships

- ✓ Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- ✓ Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- ✓ Affiliation with AMHSSC (Apparel Made-ups and Home made furnishing) as Training Provider(TP)

Sectors Focus

- Banking & Accounts
- Courier & Logistics
- Information Technology
- Retail
- Business & Commerce
- Agriculture
- Automotive & Repair
- Hospitality
- Electrical and Electronics

Industrial Visits



On-Job Trainings





Formal Education Division



CP Higher Education Institutions

**Career Point University
Kota, Rajasthan**



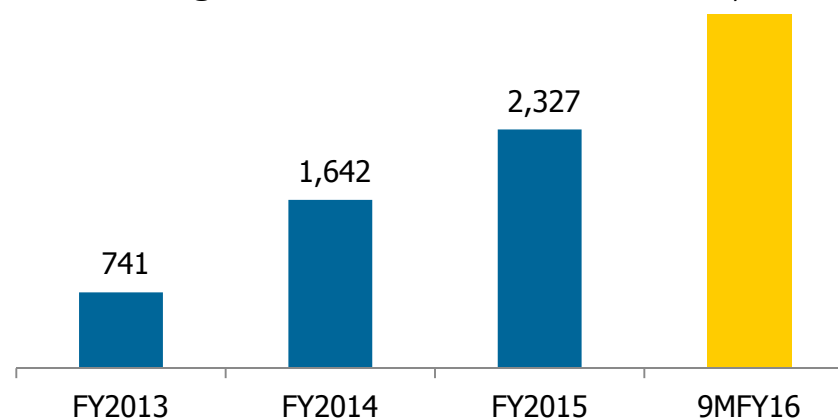
Courses offered

Engineering & Technology	B. Tech, M. Tech and PhD.
Computer Applications & Technology	BCA, MCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Law and Governance	LLB, BA-LLB, BBA-LLB
Vocational Studies	Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

**Career Point University
Hamirpur, Himachal Pradesh**



Higher Education Enrollments 3,455



Residential Schools integrated with Coaching

Academic facilities

- Coaching Campus
- CBSE School up to 12th
- Library & Reading Rooms
- Practical Labs
- Academic Assistance

Living Experience

- Boys and Girls Hostels
- Guest house for relatives
- Apartments (1&2 BHK) for parents
- Staff residences
- Play Grounds

Student Welfare

- Mess, Cafeteria and Food Court
- Health care Services
- Departmental Stores
- 24 Hrs Security

CP Gurukul, Kota (Raj.)



CP Gurukul, Mohali (Punjab)



CP Gurukul, Rajsamand (Raj.)



CP School Education



	Global Public School	Jeevan Jyoti Public School,	Career Point World School
Operational Since	Year 2003	July 2012	July 2015
Location	Kota	Jodhpur	Bilaspur
Affiliation	CBSE	CBSE	CBSE
Category	Owned	Owned	Franchisee

Global Public School, Kota (Raj.)



Jeevan Jyoti Public School, Jodhpur



Career Point World School, Bilaspur



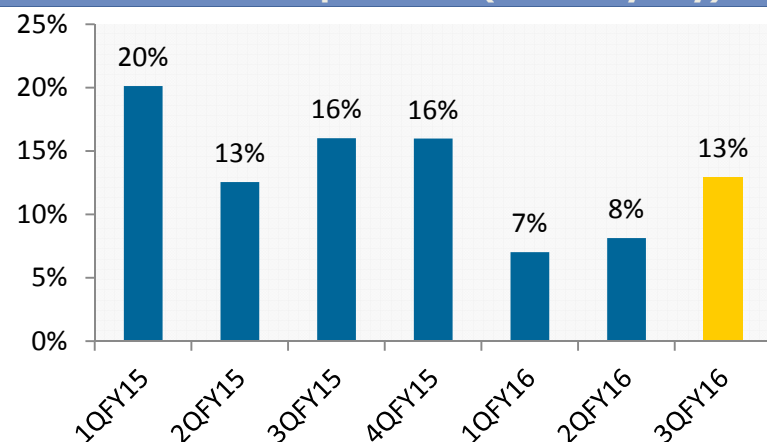


Financials

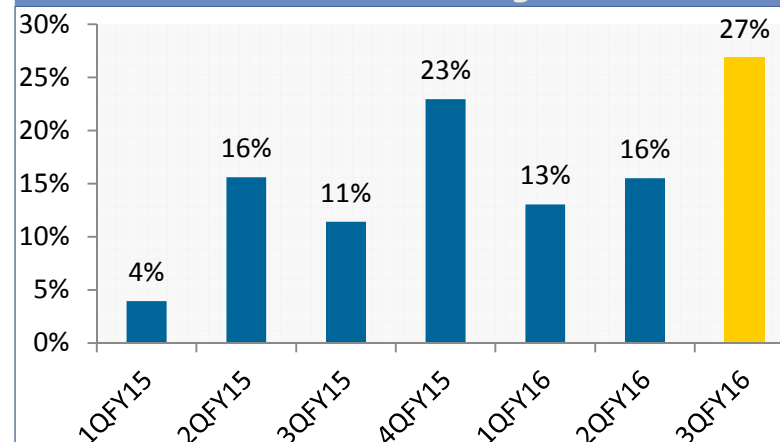


Growth Momentum – Since Last 7 Quarters

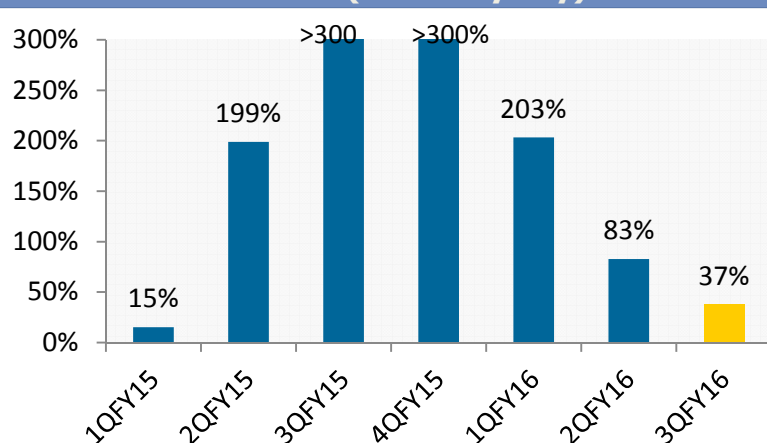
Income from Operations (Growth y-o-y)



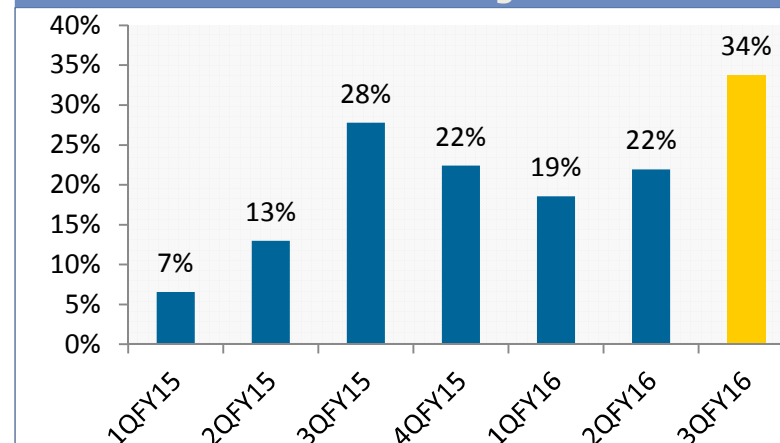
Net Profit Margin



EBITDA (Growth y-o-y)

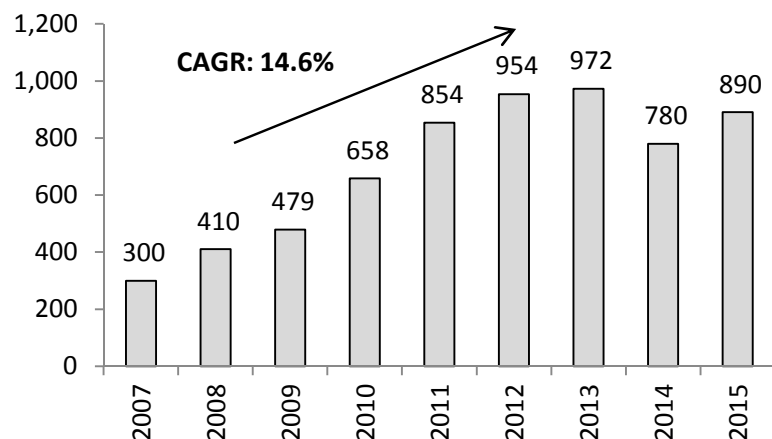


EBITDA Margin

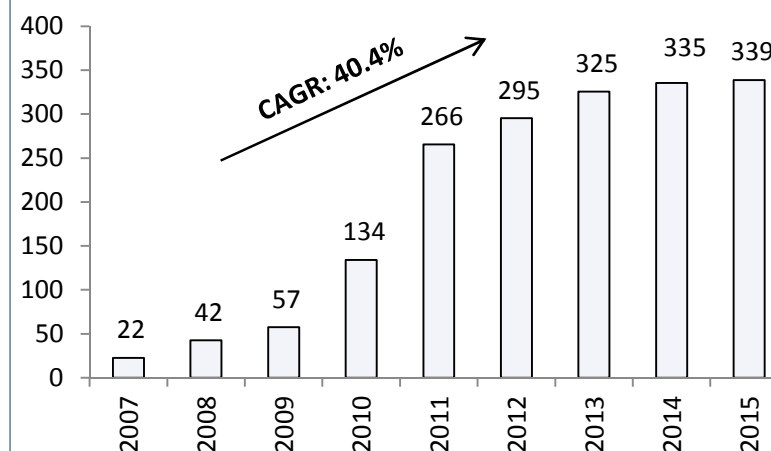


Financial Snapshot

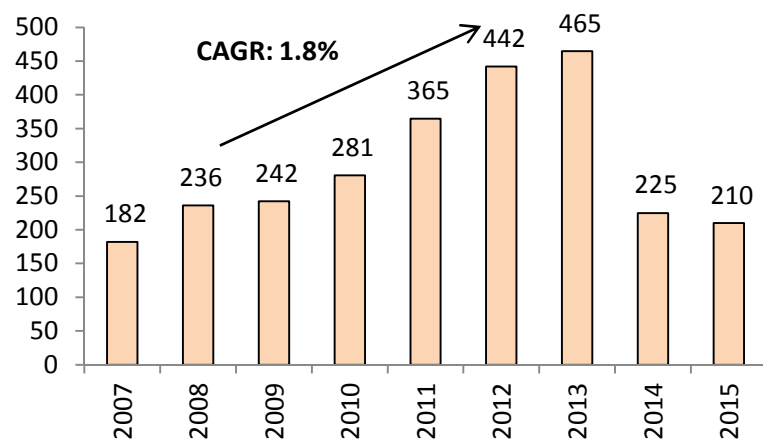
Revenue (Rs million)



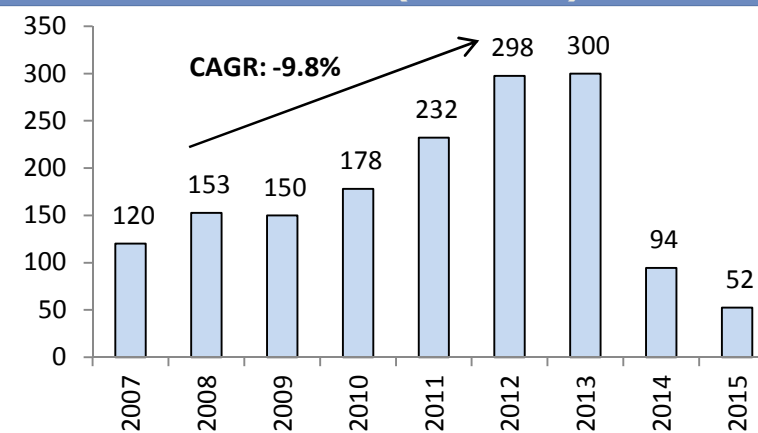
Net Worth (Rs crores)



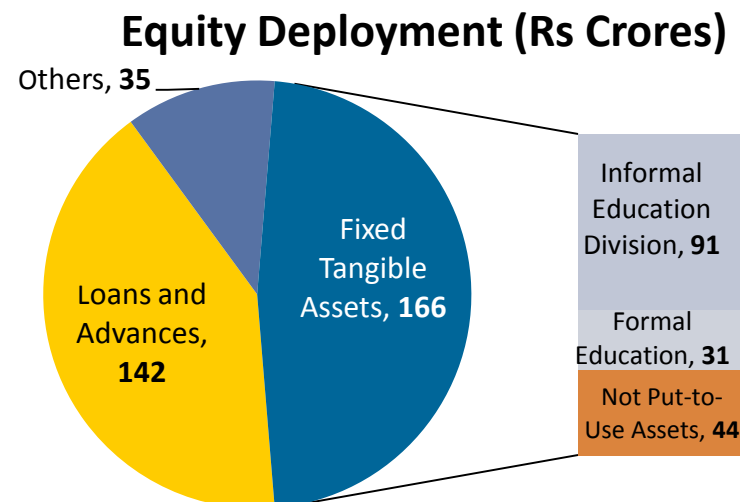
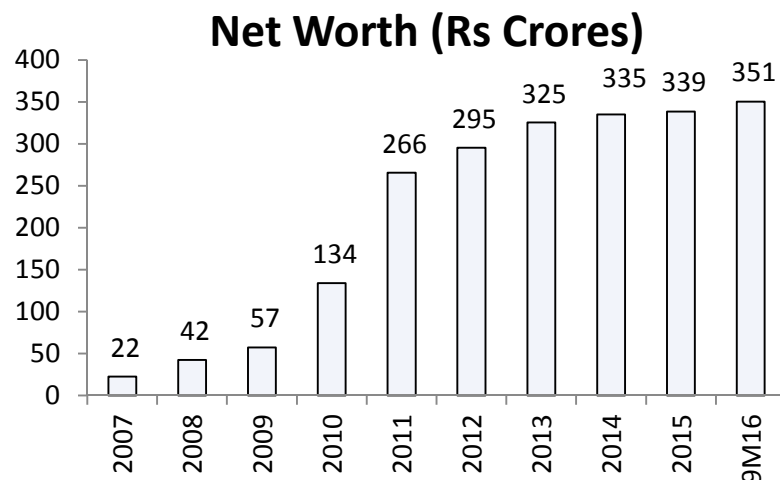
EBITDA (Rs million)



Net Profit (Rs million)



Balance Sheet Highlights



Net Cash & Cash Equivalents: Rs 65 Crores

Unleveraged: The balance sheet is debt free. The borrowing of Rs 44 Crores essentially leveraged against the liquid investments of about Rs 45 Crores by 31 Dec. 2015.

Assets Appreciation: The company holds tangible fixed assets of Rs 166 Cr including 'Not Put-to-Use assets' of Rs 44 Cr. The market value of these assets is significantly higher.

Business Advances: Second biggest component of balance sheet as Loans and Advances. These are incidental to formal education business division.

Asset Details

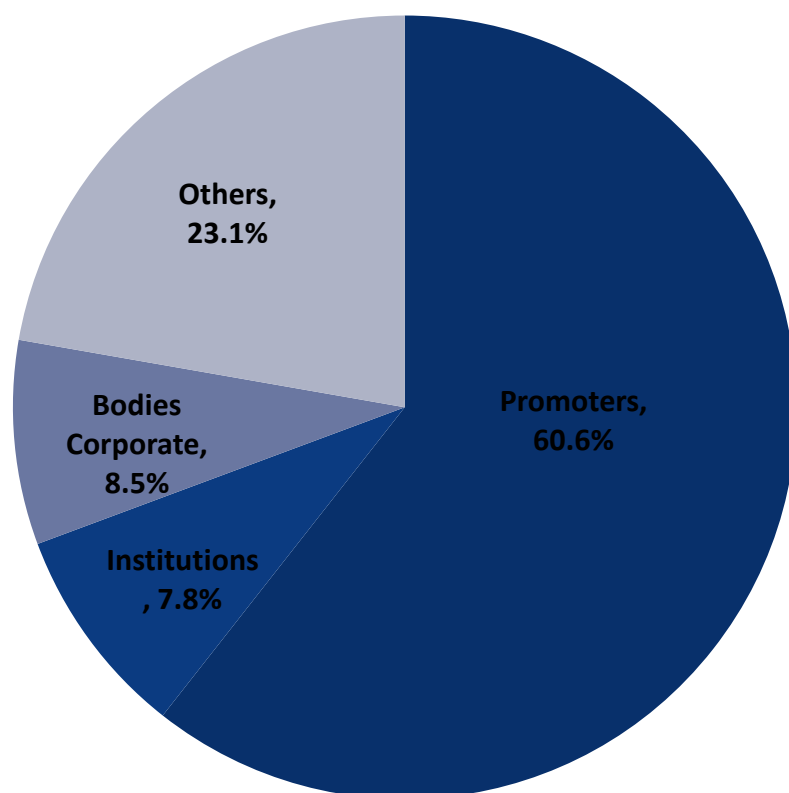


Name of the Institution	Educational Segment	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity	Built-up capacity
Career Point University, Kota	Higher Edu.	41.61	4 Lacs	>20,000	5,000
Career Point University, Hamirpur	Higher Edu.	25.34	1.6 Lacs	>5,000	1,500
Career Point Technical Campus, Rajsamand	Higher Edu.	10.33	1.6 Lacs	>3,000	1,500
Global Public School, Kota	School-K12	1.54	50K	2,400	2,000
Jeevan Jyoti Public School, Jodhpur	School-K12	2.08	57K	2,400	1,200
Career Point Gurukul, Mohali	Residential K12	10.98	1.5 Lacs		
Career Point Gurukul, Kota	Residential K12	10.27	5 Lacs	3,000	1,450
Career Point, IPIA, Kota	Tutorial	1.01	1.25 Lacs	N.A.	15,000
Career Point Tower-2, Kota	Vocational Edu.	1.03	1.25 Lacs		1,500
Career Point Ltd., Jaipur	Tutorial	0.19		N.A.	5,000
JBS Childrens' Paradise, Kota (CP Gurukul)	School-K12		1 Lac	2,400	1,500

Shareholding Structure



Stock exchange	Symbol
National Stock Exchange	CAREERP
Bombay Stock Exchange	533260



Key Non-Promoters Ownership	
Fidelity	6.10%
Franklin Templeton	2.96%
Akash Bhanshali	2.49%
Nadathur Estates	1.88%
DSP Blackrock	1.57%
Enam Investments	1.12%
Vikas Singhi	1.10%
ICICI Prudential	0.89%
Total	18.12%
As on 31 Dec 2015	

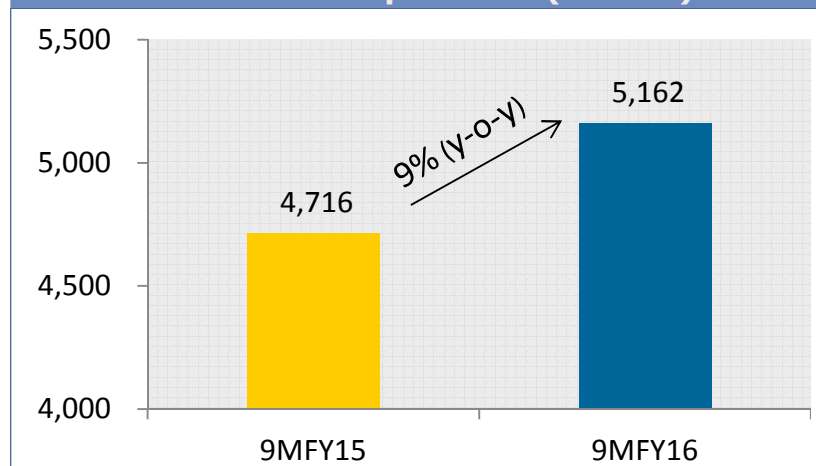


Latest Quarter Results (3Q-9M 2015-16)

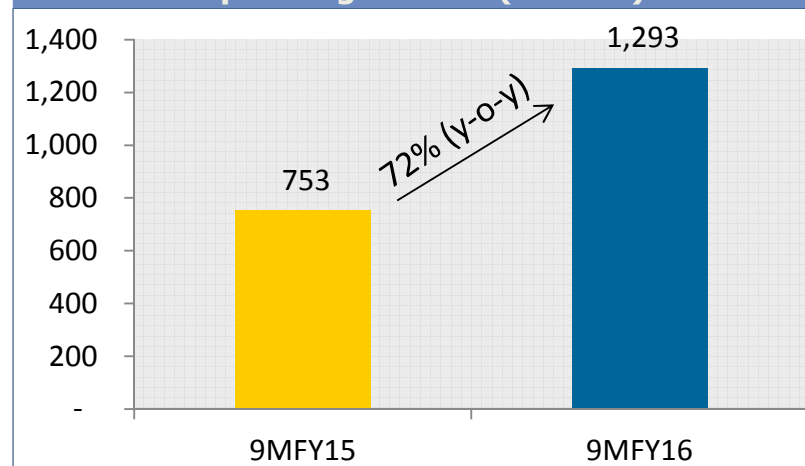


Standalone Financials

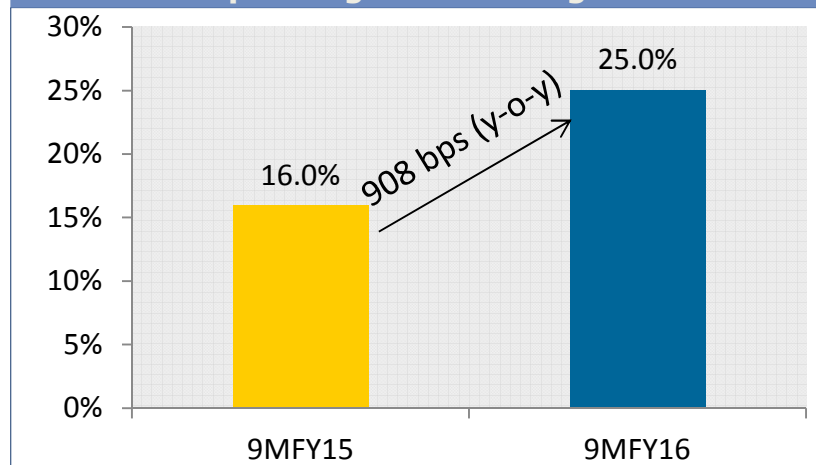
Income from Operations (Rs Lacs)



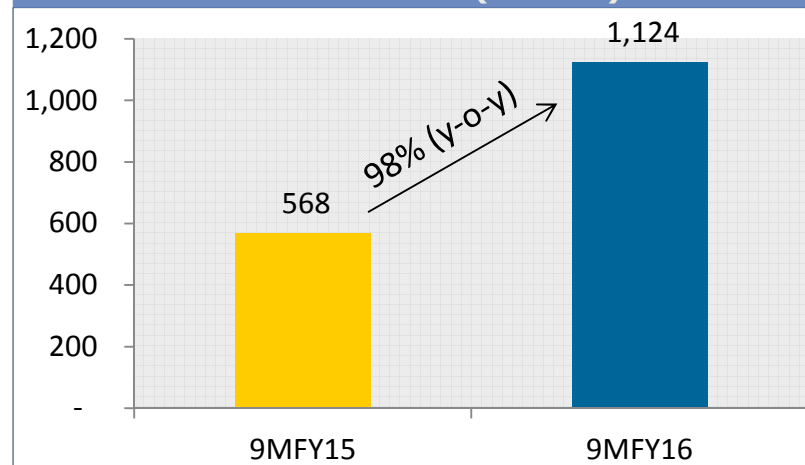
Operating EBITDA (Rs Lacs)



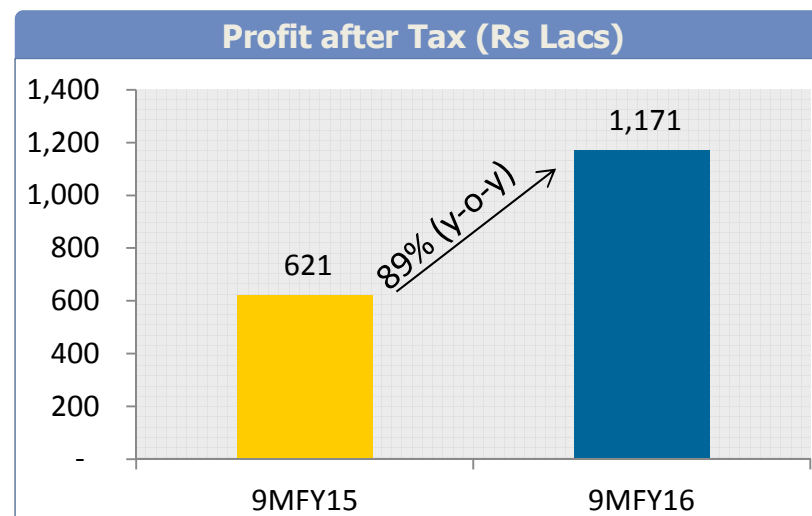
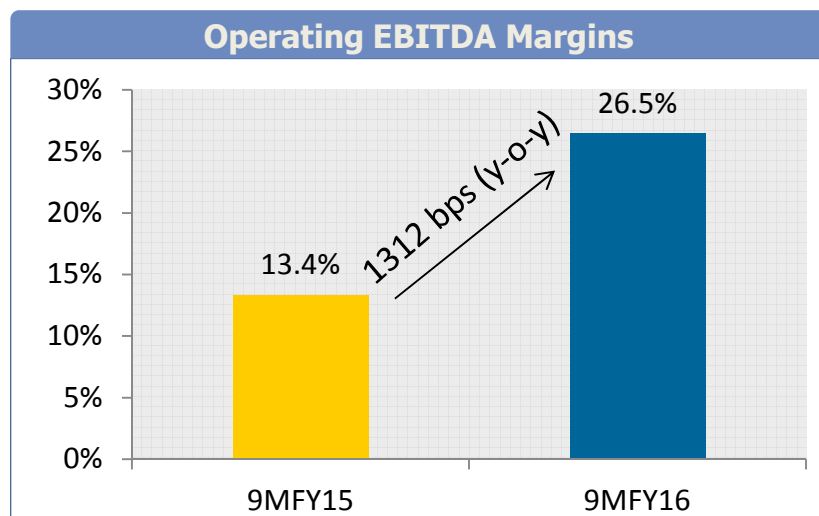
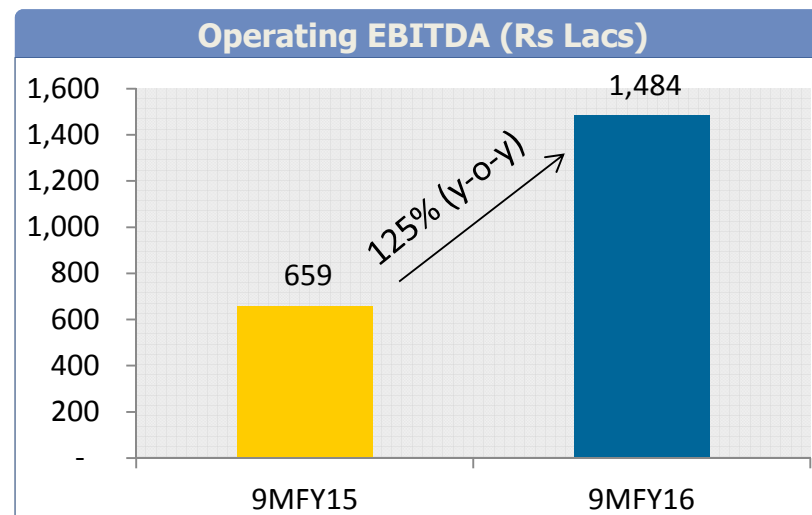
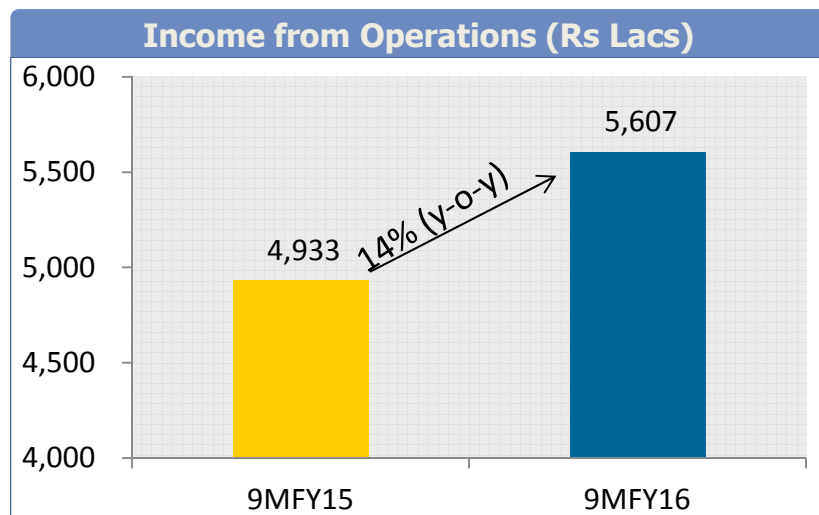
Operating EBITDA Margins



Profit after Tax (Rs Lacs)



Consolidated Financials*



*Adjusted with previous year's income from Automobile venture

Income Statement - Standalone

Income Statement	----- Standalone ----->				
Rs Lakhs	Q3FY15	Q2FY16	Q3FY16	9MFY15	9MFY16
Income					
Income from Operation*	1,610.3	1,718.9	1,819.4	4,716.4	5,161.5
Other Income#	218.1	206.1	377.3	639.7	763.0
Total Income	1,828.4	1,925.1	2,196.6	5,356.1	5,924.5
Expenditure					
Cost of Study Material	19.5	56.9	46.6	141.2	141.1
Employees Cost	818.6	850.6	835.3	2,555.2	2,523.9
G&A and other expenses	324.8	434.4	322.6	1,267.1	1,203.8
Dep. & Amort.	115.3	117.3	115.8	352.4	350.5
Finance Charges	25.8	25.3	27.0	81.4	77.8
Total Expenditure	1,304.0	1,484.4	1,347.3	4,397.3	4,297.0
EBITDA	665.6	583.2	992.1	1,392.6	2,055.7
EBITDA Margin	36.4%	30.3%	45.2%	26.0%	34.7%
Operating EBITDA	447.4	377.0	614.8	752.9	1,292.7
Op. EBITDA margin	27.8%	21.9%	33.8%	16.0%	25.0%
Profit Before Tax	524.5	440.6	849.4	958.7	1,627.4
PBT Margin	28.7%	22.9%	38.7%	17.9%	27.5%
Profit After Tax	209.0	298.9	589.9	567.7	1,123.9
PAT Margin	11.4%	15.5%	26.9%	10.6%	19.0%
EPS (Rs)	1.15	1.65	3.25	3.13	6.20

* Income at 9MFY15 included income from discontinued branch centers.

Other Income at 9MFY15 was positively impacted on account of one-off Dividend Income.

Income Statement - Consolidated

Income Statement	Consolidated				
Rs Lakhs	Q3FY15	Q2FY16	Q3FY16	9MFY15	9MFY16
Income					
Income from Operation*	2,030.3	1,877.4	1,977.7	5,301.9	5,607.0
Other Income	296.3	245.2	404.4	836.9	896.3
Total Income	2,326.6	2,122.6	2,382.1	6,138.8	6,503.3
Expenditure					
Cost of Material	367.8	82.4	60.1	551.2	207.5
Employees Cost	888.1	893.1	882.5	2,729.5	2,660.1
G&A and other expenses	361.7	454.9	336.2	1,362.5	1,254.9
Dep. & Amort.	38.2	132.7	131.2	402.3	396.7
Finance Charges	124.3	109.8	108.9	363.4	328.9
Total Expenditure	1,780.0	1,672.8	1,519.0	5,408.9	4,848.1
EBITDA	709.1	692.3	1,103.3	1,495.6	2,380.7
EBITDA Margin	30.5%	32.6%	46.3%	24.4%	36.6%
Operating EBITDA	412.8	447.1	698.9	658.7	1,484.5
Op. EBITDA margin	20.3%	23.8%	35.3%	12.4%	26.5%
Profit Before Tax	546.6	449.8	863.2	729.9	1,655.2
PBT Margin	23.5%	21.2%	36.2%	11.9%	25.5%
Profit After Tax#	178.6	304.0	627.3	219.4	1,171.0
PAT Margin	7.7%	14.3%	26.3%	3.6%	18.0%
EPS (Rs)	1.0	1.7	3.5	1.2	6.5

* Income at Q3FY15/9MFY15 included income from discontinued Automobile venture

Net Profit at Q3FY15/9MFY15 was negatively impacted by book-loss on asset sale transaction

Balance Sheet

Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Mar-2015	30-Sep-2015	31-Dec-2015	31-Mar-2015	30-Sep-2015	31-Dec-2015
Liabilities						
Shareholders' fund	33,219	33,754	34,345	33,832	34,361	34,981
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	31,406	31,941	32,532	32,019	32,547	33,168
Non-current Liabilities	431	501	568	194	248	317
(a) Def. Tax Liabilities	371	432	495	134	179	244
(b) Long Term Provisions	59	69	73	59	69	73
Current Liabilities	1,460	3,175	2,346	1,580	3,349	2,469
(a) Current Liabilities	1,366	3,101	2,286	1,479	3,233	2,389
(b) Provisions	94	74	60	101	115	80
Borrowings	988	1,014	1,133	4,312	4,340	4,455
Total Liabilities	36,098	38,444	38,392	39,917	42,298	42,222
Assets						
Fixed Assets (inc. WIP)	12,799	12,881	12,786	16,476	16,699	16,589
Non-current Assets	17,950	14,793	14,779	10,098	6,691	6,928
(a) Loans and Advances	239	248	247	6,468	6,231	6,447
(b) Investments	17,711	14,546	14,532	3,624	459	480
(c) Other Assets	-	-	-	6	1	1
Current Assets	5,349	10,770	10,827	13,343	18,908	18,705
(a) Inventories	191	190	186	234	229	222
(b) Sundry Debtors	408	245	249	8,124	7,964	7,971
(c) Cash & Bank Balances	205	188	126	246	263	161
(d) Current Investments	300	4,066	2,866	1,458	5,225	4,024
(e) Loans and Advances	4,244	6,081	7,401	3,282	5,228	6,327
Total Assets	36,098	38,444	38,392	39,917	42,298	42,222



Appendices



Leadership Team

Experienced Promoters

Visionary Board of Directors

Professional Management Team



Pramod Maheshwari
CMD & CEO



Pawan Lalpuria
Independent Director



Vishal Jain
Independent Director



Dr. P. L. Gautam
VC, CP University, HP



Shailendra Maheshwari
Director - Academics



Tarun Kumar Jain
Company Secretary



Om Maheshwari
Executive Director



Pritam Goswami
Independent Director



Mahesh Gupta
Independent Director



Dr. Mithilesh Dixit
VC, CP University, Kota



Mahesh Bhangriya
VP-Corporate Strategy



Ankesh Jain
GM-Marketing



Nawal Maheshwari
Executive Director



Ramswarup Chaudhary
Independent Director



Neelima Maheshwari
NonExecutive Director



Dr. Gurudatt Kakkar
GM-Higher Education

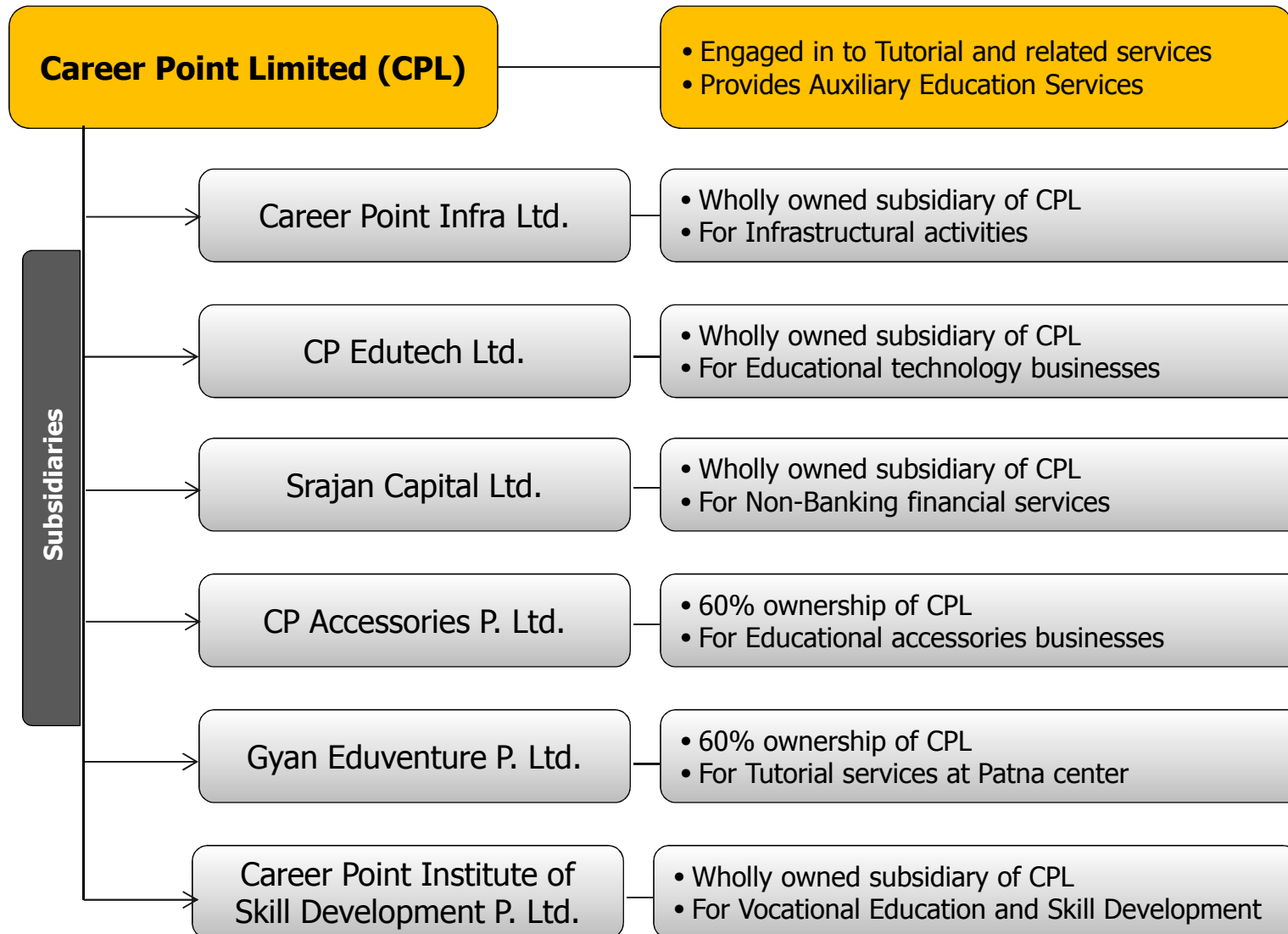


U.S. Kejriwal
General Manager-Infra



Manish Sharma
AGM-Business Dev.

Company Structure



Enrolments Split

Enrollments	FY2013	FY2014	FY2015	9MFY16
Total	29,398	24,120	27,366	29,570
Tutorial Division	27,257	20,655	22,412	22,743
Formal Education	2,141	3,465	4,954	6,827
Tutorial Break-up				
Branches-LT CR	17,262	11,122	12,946	13,626
Branches-ST CR	2,978	1,169	1,333	1,011
Franchisees-LT CR	1,754	1,764	1,576	1,395
Franchisees-ST CR	381	23	87	52
Distance Learning	4,882	6,577	6,470	6,659
Formal Break-up				
Higher Education	741	1,642	2,327	3,455
School Education	1,400	1,823	2,627	3,372
Higher Edu. Break-up				
Engineering	487	1,089	1,377	1,600
Management	102	210	279	488
Polytechnic	86	174	278	377
Others	66	169	393	990



CSR: Giving back to the society



CAREER POINT



Glimpses: Corporate Social Responsibility

- ✓ Career Point has initiated several programs for the communities around in the space of Education, Healthcare and Environment
- ✓ Free schooling for children of workers at various projects, Eye care camp for rural underprivileged, Save Water campaign and various Green initiatives
- ✓ Integrated Career Point's financial support programs for deserving underserved candidates.



Thank you



Career Point Limited

Corporate Office: CP Tower, Road No-1, IPIA, Kota (Rajasthan) – India. Ph: +91 744 3040000

Registered Office: 112-B, Shakti Nagar, Kota (Rajasthan) – India

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Preschool and K12: www.globalkidsworld.in | www.careerpointschool.in

e-Learning Solutions: www.onlinepado.com | www.ecareerpoint.com

Investor Contact Details

Mr. Pramod Maheshwari | Chairman & Managing Director | pramod@cpil.in

Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | mahesh@cpil.in

Mr. Tarun Jain | Company Secretary | tarun.jain@areerpointgroup.com