



# CAREER POINT

## Investor Update

3Q / 9M FY2017-18





## Our Vision

**Betterment of Society by  
empowering youth  
through the power of  
education.**



# Our Mission

To become a most ethical educational brand

## Technology

**TCS**  
**Infosys**

## Banking

**HDFC**  
**ICICI**

## Auto

**Tata Motors**  
**Bajaj Auto**

## Hotel

**Taj Group**  
**Oberoi**

## Education

**??**



# Our Corporate Philosophy



CAREER POINT

**Pursue Excellence...  
....rest everything shall follow.**



# Our Story



**1993**

- Organisation founded

**2000**

- Network Expansion

**2006**

- Formal Education

**2010**

- NSE & BSE Listing

**2014**

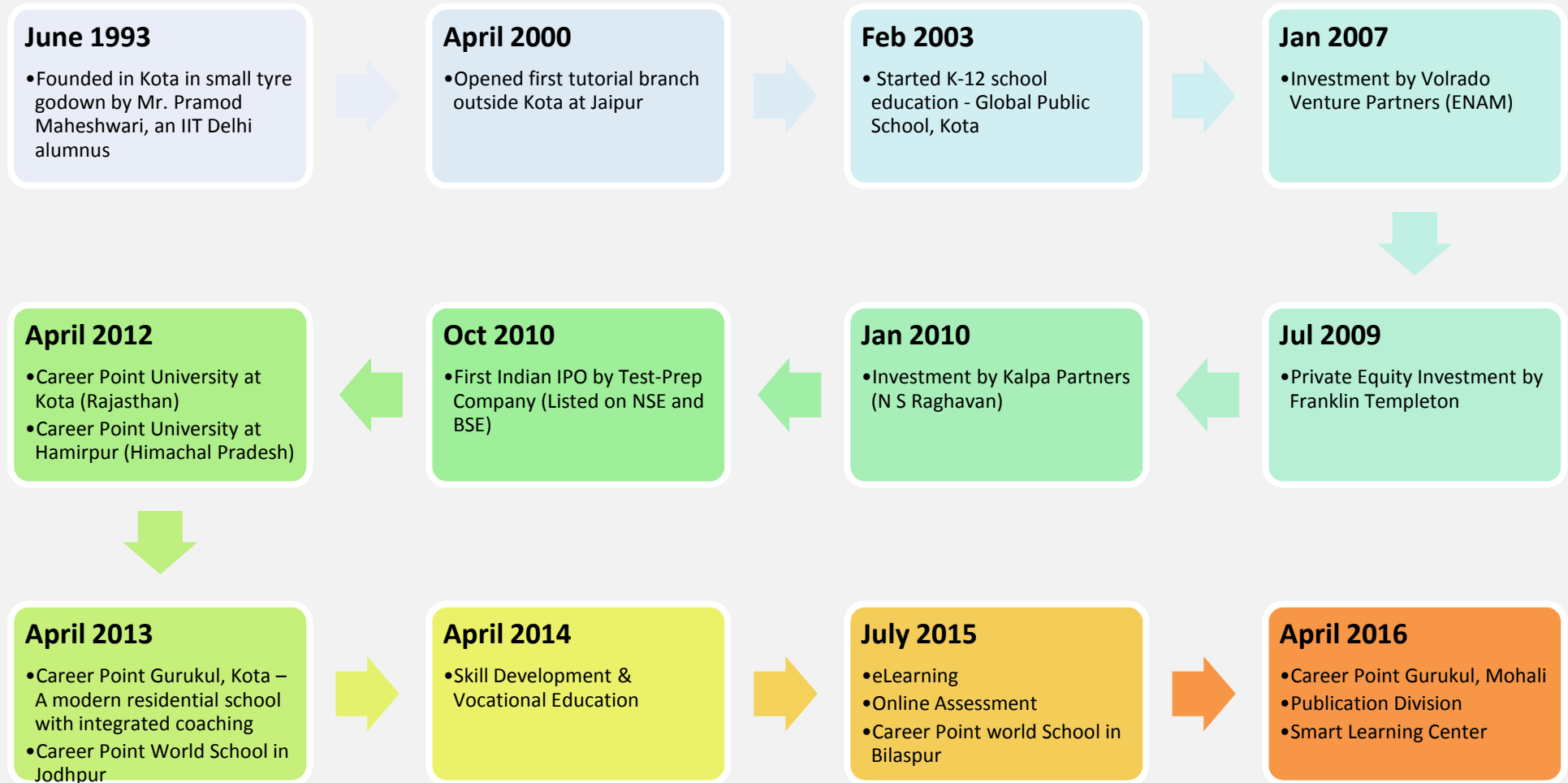
- Vocational
- eLearning

**2016**

- Building a Global Brand



# Company evolution





# Service Offering – KG to PhD



CAREER POINT

## School Education



**GLOBAL KIDS**  
from the house of **CAREER POINT**

**CAREER POINT**  
PUBLIC SCHOOL

**CAREER POINT**  
WORLD SCHOOL

## Tutorial Services



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

**CAREER POINT**  
*gurukul*  
Residential Coaching and School Campus

**Synchro School**  
School Integrated Coaching Program

## e-learning



Video Lectures on  
**PEN DRIVE | MEMORY CARD**



**eCAREERPOINT**  
Online Test Series

**StudyBoard.com**

## Higher Studies Skill Development



**CAREER POINT**  
UNIVERSITY  
Kota (Rajasthan)

**CAREER POINT**  
UNIVERSITY  
Hamirpur (H.P.)

 **Career Point Institute  
of Skill Development**

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



# Business Divisions

School Education | Test-Prep | Higher Education | Skill Development





# Global Kids: Pre-School Chain

- ✓ Mentoring early childhood with a core focus on holistic development and child centric philosophy
- ✓ Expansion through franchisee network with a complete technical know-how and structured support system in-place
- ✓ Facilities include Audio-Visual Room, Doll House, Art & Craft Room, Creativity Center

## Academic Pedagogy

- Activity based Learning
- Intellectual Development
- Creativity Advancement
- Physical Activities
- Social Skills





# Global Kids: Business Potential

## Projected to grow at CAGR of 22% in next 5 years...

- ✓ Under penetrated market with organized sector comprising below 30% of the total Pre-school market
- ✓ Less than 10% gross enrollments in Preschools vs more than 90% in Primary division at present in India
- ✓ Rise in competition among parents to secure admissions of their children in best schools for mainstream formal education is inducing Pre-school enrollments
- ✓ Minimum startup investments and less regulatory challenges attract more franchisees

## Global Kids Presence at:

- Ahmednagar (Maharashtra)
- Anta (Rajasthan)
- Bharatpur (Rajasthan)
- Hoshangabad (Madhyapradesh)
- Kota (Rajasthan)
- Rajsamand (Rajasthan)
- Sagar (Madhyapradesh)
- Sawai Madhopur (Rajasthan)

## Expansion Strategy:

Adding new franchisees with incremental premium service offerings



# CP Schools: Career Point World Schools



Global Public School, Kota (Raj.)



Career Point World School, Jodhpur



Career Point World School, Bilaspur



Career Point World School, Aurangabad



# CP Schools: Business Potential

	Global Public School, Kota	Career Point World School, Jodhpur	Career Point World School, Bilaspur	Career Point World School, Aurangabad
Operational Since	Year 2003	July 2013	July 2015	Apr 2017
Location	Kota, Rajasthan	Jodhpur, Rajasthan	Bilaspur, Chattisgarh	Aurangabad, Maharashtra
Affiliation	CBSE	CBSE	CBSE	CBSE
Category	Day School (Co-Ed)	Day School (Co-Ed)	Day & Residential (Co-Ed)	Day & Residential (Co-Ed)
Land Area (Acres)	1.54	2	9	3
Built-up Area (Sq. Ft.)	208 K	57 K	100 K	20 K
Students Capacity (Built-up)	2,000	1,200	2,000	500
Students Capacity (Overall campus)	2,400	2,400	2,000	1,800

**Expansion Strategy:** Through franchisee and leased asset-light mode



# CP Gurukul: Residential School with Coaching

CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



## Academic facilities

- Coaching Campus
- CBSE School up to 12<sup>th</sup>
- 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 Gurukuls: Business Potential



	Career Point Gurukul, Kota (Rajasthan)	Career Point Gurukul, Mohali (Punjab)	Career Point Gurukul, Rajsamand (Rajasthan)
School (K-12)	✓	✓	✓
Tutorial (Coaching)	✓	✓	✓
Residence (Hostels)	✓	✓	✓
Operational Since	Year 2013	Year 2016	Year 2017
Land Area (Acres)	10.27	10.98	10.33
Built-up Area (Sq. Ft)	5 Lacs	1.5 Lacs	1.6 Lacs
Students Capacity (Built-up)	1,450	500	500
Students Capacity (Overall Campus)	3,000	1,000	1,000

**Expansion Strategy:**  
Premium pricing and asset-light mode at selective locations



# Tutorial Products and Test-Prep Services



## Key Products

Test-Prep  
Products

Pre-Engineering

Pre-Medical

Pre-Foundation

## Delivery Model

Company Branches

Franchisees Centers

Residential Coaching

School Association

Distance Learning

E-Learning

# Tutorial Services (Test-Prep): Business Potential

Type of Center	Locations
<b>Branch Centers (5)</b>	Kota, Jaipur, Alwar, Jodhpur (Rajasthan), Kapurthala (Punjab)
<b>Franchisee Centers (18)</b>	Akola (Mah.), Bhagalpur (Bihar), Bilaspur (MP), Bhubneshwar (Orisa), Guwahati (Assam), Gwalior (MP), Himmatnagar (Guj.), Jammu (J&K), Jamnagar (Guj.), Kolkata (W.B.), Lucknow (UP), Mysore (Karn.) Modasa (Guj.), New Delhi (Delhi), Patiala (Punjab) Raurkela (Orisa), Srinagar (J&K), Trivendrum (Kerla)
<b>School Associations (25)</b>	Pilani -3 (Raj.), Kishangarh (Raj.), Siligudi (W.B.), Hubli (W.B.), Mundra (Guj.), Barbil (Jharkhand), Dantewada (CG), Jagdalpur (CG), Korba (CG), Malkapur (Mah.), Chennai -6 (TN), Madurai -2 (TN), Tenni (TN), Mathura (UP), Todaraisingh (Raj.), Sriharikota (AP), Narayangao (Mah.)

## Expansion Strategy:

School associations, selective franchising and improve operating leverage at branches



# CP Higher Education Institutions

**Career Point University  
Kota, Rajasthan**



**Career Point University  
Hamirpur, Himachal Pradesh**



## Courses offered

Engineering & Technology	B. Tech, M. Tech and PhD.
Computer Applications	BCA, MCA, PGDCA
Management and Commerce	BBA, MBA, B. Com, M. Com
Basic & Applied Sciences	B.Sc. and M.Sc.
Pharmacy	D. Pharma, B.Pharma
Law and Governance	LLB, BA-LLB, BBA-LLB
Hotel Management	BHMCT, DIFP/DIFBS
Vocational Studies	B.Voc, Polytechnic Diploma etc.
Post PG	M.Phil, PhD.

# Higher Education: Business Potential



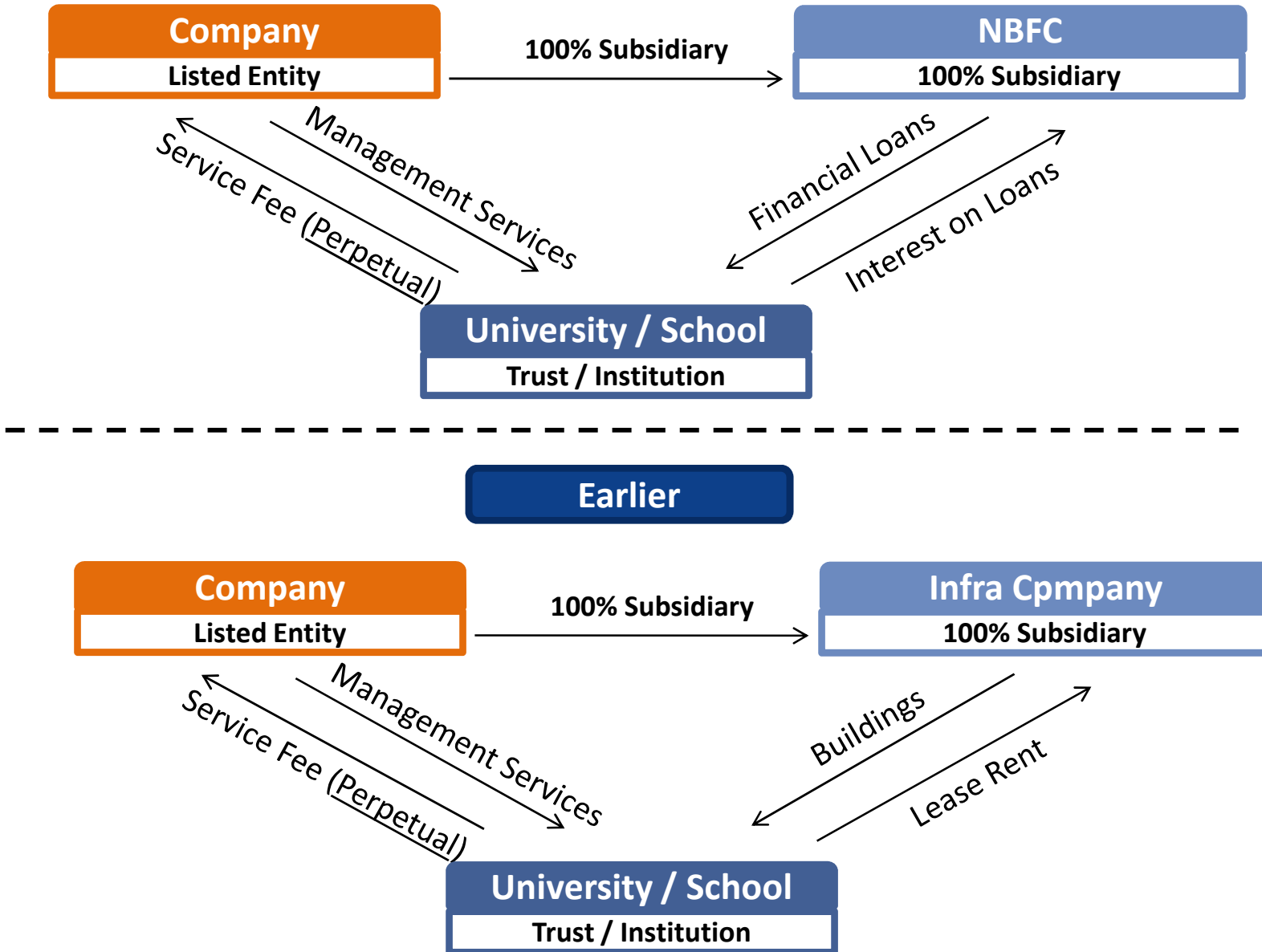
	Career Point University, Kota (Rajasthan)	Career Point University, Hamirpur (H.P.)
Status	Act no 13 of Govt. of Rajasthan in year 2012	Act no 13 of Govt. of Himachal Pradesh in year 2012
UGC Approval	✓	✓
Operational Since	Year 2012	Year 2012
Land Area (Acres)	32.7	25.34
Built-up Area (Sq. Ft)	5 Lacs	1.8 Lacs
Students Capacity (Built-up)	5,000	1,500
Students Capacity (Overall Campus)	>20,000	>5,000
Hostel Facility	✓	✓

## Expansion Strategy:

Adding new degree, diploma and professional courses on regular and distance learning delivery mode



# Formal Education Units - Structure



# Formal Education Units - Overview

## Universities

### Higher Education

#### University, Kota

- Assets in Trust (GBFT)
- Company given loans
- Funds to Company:
  - a) Service Fee
  - b) Interest
  - c) Loan repayment

#### University, Hamirpur

- Assets in Trust (GBFT)
- Company given loans
- Funds to Company:
  - a) Service Fee
  - b) Interest
  - c) Loan repayment

## Gurukuls

### Residential Schools

#### Gurukul, Kota

- Assets in **Company**
- Income to Company:
  - a) Hostel Fee
  - b) Tutorial Fee

#### Gurukul, Mohali

- Assets in Trust
- Company given loans
- Funds to Company:
  - a) Interest
  - b) Loan repayment
  - c) Service Fee

#### Gurukul, Rajsamand

- Assets in Trust
- Company given loans
- Funds to Company:
  - a) Interest
  - b) Loan repayment
  - c) Service Fee

## Schools

### K-12 Day Schools

#### School, Kota

- Assets in Trust
- Income to Company:
  - a) Service Fee

#### School, Jodhpur

- Assets in **Company**
- Income to Company:
  - a) Lease Rent
  - b) Service Fee

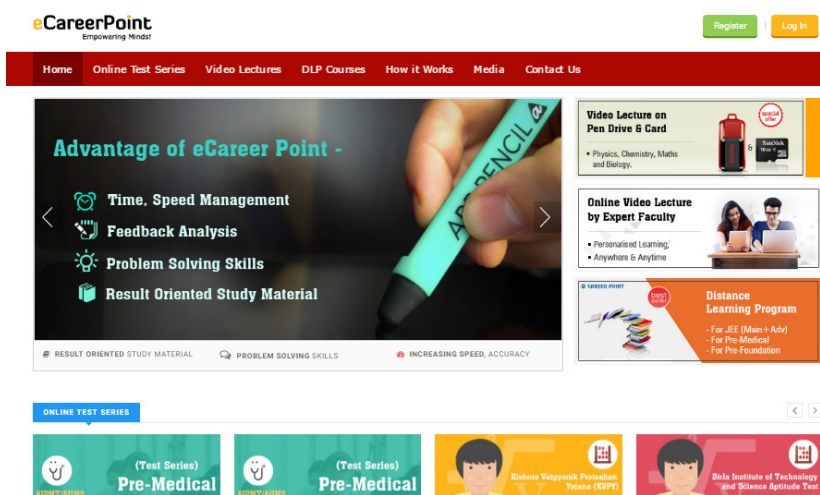
#### School, Bilaspur

- Franchisee School
- Income to Company:
  - a) License Fee
  - b) Royalty Income



# e-Learning Solutions

- **Video-on-Demand** ([www.ecareerpoint.com](http://www.ecareerpoint.com)): Video lectures on USB drives, Memory Cards and Online with Class wise, Subject wise & Unit wise facility to students for anytime, anyplace learning on multiple devices i.e. Laptop, Desktop, Tablet, Mobile
- **Online Assessments** ([www.ots.careerpoint.ac.in](http://www.ots.careerpoint.ac.in)): 24\*7 access to online test series based on latest examination pattern with detailed solution of the test and section wise analysis. It also offers all India ranking, comparison with toppers and time management report etc.

**eCareerPoint**  
Empowering Minds

Register Log In

Home Online Test Series Video Lectures DLP Courses How it Works Media Contact Us

**Advantage of eCareer Point -**

- Time, Speed Management
- Feedback Analysis
- Problem Solving Skills
- Result Oriented Study Material

RESULT ORIENTED STUDY MATERIAL PROBLEM SOLVING SKILLS INCREASING SPEED, ACCURACY

**Video Lecture on Pen Drive & Card**

- Physics, Chemistry, Maths and Biology.

**Online Video Lecture by Expert Faculty**

- Personalised Learning.
- Anywhere & Anytime

**Distance Learning Program**

- For JEE (Main + Adv)
- For Pre-Medical
- For Pre Foundation

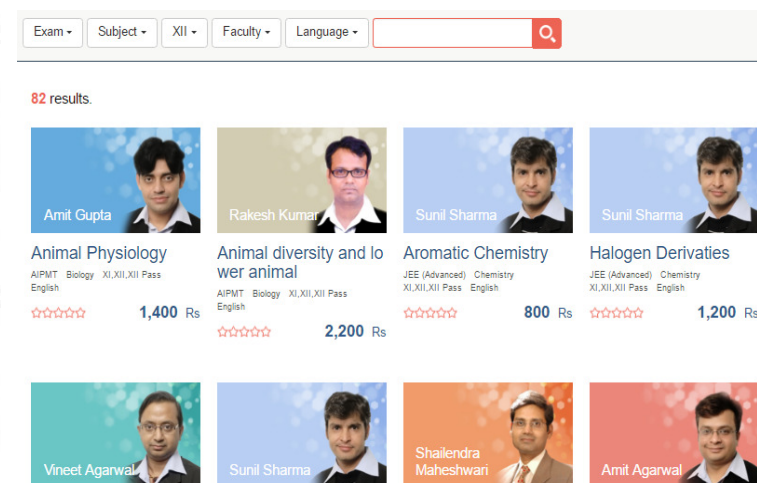
**ONLINE TEST SERIES**

(Test Series) Pre-Medical

(Test Series) Pre-Medical

Richa Veluprasad Prasad (RVP)

Rita Institute of Technology and Science Aptitude Test

Exam - Subject - XII - Faculty - Language -

82 results.

Profile	Subject	Exam	Score	Price
Amit Gupta	Animal Physiology	AIPMT Biology XI,XII,XII Pass English	☆☆☆☆	1,400 Rs
Rakesh Kumar	Animal diversity and lower animal	AIPMT Biology XI,XII,XII Pass English	☆☆☆☆	2,200 Rs
Sunil Sharma	Aromatic Chemistry	JEE (Advanced) Chemistry XI,XII,XII Pass English	☆☆☆☆	800 Rs
Sunil Sharma	Halogen Derivatives	JEE (Advanced) Chemistry XI,XII,XII Pass English	☆☆☆☆	1,200 Rs
Vineet Agarwal				
Sunil Sharma				
Shailendra Maheshwari				
Amit Agarwal				

# Social Learning platform: Studyboard.com

- Social learning and Online tutoring marketplace
- Paid Question & Answer services on Mobile app.
- Audio-Video Conferencing, Interactive Whiteboard, Group Chat & Live Sessions

The screenshot displays the StudyBoard website interface. At the top, the navigation bar includes the StudyBoard logo, links for 'Find Teachers', 'Find Courses', 'Question-Answer', and 'How it works', along with a user dashboard icon and the name 'Pramod'. The main header area features a large image of two students studying, with the text 'What would you like to learn today?' and a search bar containing 'I.e. Maths, Physics, Chemistry, Biology'. Below this is a blue button labeled 'Post Academic Questions & Get Free Answers'.

The main content area is titled 'Questions' and shows a search bar with '7949 Questions found'. A filter bar includes options for 'Featured', 'Popular', 'Newest', 'Unanswered', 'Likes', and 'Active'. The 'Newest' filter is selected. The first question displayed is: 'An open glass tube is immersed in mercury in such a way that a length of 8 cm extends above the mercury level. The open end of the tube is then closed and sealed and the tube is raised vertically up by additional 46 cm. What will be the length of the air column above mercury in the tube now? (Atmospheric pressure = 76 cm of Hg) (A) 16 cm (B) 22 cm (C) 38 cm (D) 6 cm'. The question is marked as 'Featured' with a difficulty of 'None' and has 'Answers: 1'. It is posted by 'Bala Sub. K Teacher 2.5k' 5 hours ago. Below the question are options for '0 likes', '2 views', 'Like', and 'Share'.

The second question displayed is: 'A thin non conducting disc of radius R is rotating clockwise with an angular velocity  $\omega$  about the central axis which is perpendicular to its plane. Both its surfaces carry positive charges of uniform surface density. Half'. This question is also marked as 'Featured' with a difficulty of 'None' and has 'Answers: 0'.

On the right side, there is a 'Related Labels list' with various tags such as 'IIT-JEE Physics', 'JEE-Main-Physics', 'Physics-Kinematics', 'Physics-Current-Electricity', 'APMEE Physics', 'JEE-Adv-Physics', 'IIT-JEE Physics', 'Physics-Work-Energy-Power', 'IIT-Physics', 'IIT-JEE', 'IIT-Physics', 'Physics-Solids-Liquids-Gases', 'Physics-Electromagnetic-Induction', 'Physics-Electromagnetic-Waves', 'Physics-Atoms-Nuclei', and 'Show More'.



# Vocational Education: Partner in Skill India Mission



- Initiative of Career Point with a vision to bring about social change, by empowering the unemployed and out-of-work youth with vocational skills and making them '**Eduployable**' [**Educated** and **Employable**], capable of earning a livelihood and support their families.
- Partnership with **NSDC** (National Skill Development Corporation) as Training Provider.
- Empanelled with **DGET** (Directorate General of Employment & Training) and various Sector Skill Councils for **Assessments** of skill development training
- Partnered with Ministry of Rural Development (MoRD) for **DDUGKY** project in Rajasthan
- Trained youth at owned as well as Franchisee centers under **PMKVY** (Pradhan Mantri Kaushal Vikas Yojna)
- Empanelled with **RSLDC** (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency for Employment linked Skill Training Programs
- Affiliated with various **sector skill councils** including Retail (RASCI), Apparel (AMHSSC), IT & Ites (NASSCOM)
- Mentored Industrial Training Institutes (**ITI**) at Rajasthan and Hariyana



# Skill Development Partnerships: NSDC, RSLDC & Sector Councils



- Partnership with NSDC – National Skill Development Corporation as Training Provider
- Allotment of 9 sectors including Banking & Financial Services, Courier & Logistics, Information Technology, Retail, Automotive, Healthcare, Capital Goods, Construction and Electronics
- Training for various job roles in allotted sectors at multiple locations



- Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- Banking & Accounts, Courier & Logistics, Information Technology, Retail, Automotive, Business & Commerce, Hospitality, Agriculture, Electrical and Electronics

- Affiliated with RASCI (Retailer Association Council of India) as Training Provider(TP)
- Courses include Retail – Cashier, Retail – Sales Associate



- Affiliation with AMHSSC (Apparel Made-ups and Home made furnishing) as Training Provider(TP)
- Courses include Export Executive, Fabric Checker, Export Assistant



# CP Differentiators

- ❑ **Innovative Offerings:** We have initiated innovative products to drive the next generation of education delivering process.
  - **Video-on-Demand** ([www.ecareerpoint.com](http://www.ecareerpoint.com)): Choice to students for anytime, any topic and anyplace learning on multiple devices. Through online or offline video lectures by experts
  - **Online Assessments** ([www.ots.careerpoint.ac.in](http://www.ots.careerpoint.ac.in)): 24\*7 access to online test series based on latest examination pattern with detailed solution of the test and section wise analysis. It also offers all India ranking, comparison with toppers and time management report etc.
  - **Learning Marketplace** ([www.studyboard.com](http://www.studyboard.com)) : Online education marketplace with agile integrated platform for convenient and cost-effective 'Online Tutoring 'and 'Question-Answer Service'
  
- ❑ **Integrated Teaching:**
  - Providing school education and coaching together with residential facility for effective utilization of time of student which he/she spend in school.
  - For a holistic development of the students, campuses are blended with various other facilities i.e. sports complex, swimming pool, commercial plaza, guest house etc.
  
- ❑ **Ultimate Personal Care**
  - To take the education experience for students to a new level of excellence and differentiate services from others, Career Point initiated the concepts of Individual Problem Solving Counters, Student Welfare Cell, Video Library, Online Content, Students-Parent Zone, etc



# Initiatives



## ❑ **Diversification:**

- The diversified business operations with multiple product offerings including Test Preparation, K-12 Schools, Residential Coaching, e-Learning, Private Universities, and Skill Development in various geographies, not only provided forward and backward integration to the existing business but also offered an annuity for the long-term sustainable business operations.

## ❑ **Leverage Technology:**

- Adding the power of technology to the business and taking this to the clients (students), Career Point has launched various online and offline technology based learning solutions to provide flexible personalized learning solutions.

## ❑ **Corporate Social Responsibilities:**

- Career Point has initiated several programs for the communities around us in the area of Education, Health, Environment etc. including Free schooling for children of workers at our various projects, Eye care camp for the rural underprivileged, Financial support program for deserving candidates, Save water rally and green initiative etc

# Growth Indicators



## Students Performances

- Students' success in competitive exams and job placements signifies our quality of deliverables. Career Point University, Kota recorded best placement in the region with 850+ placements in 125+ esteemed organization. Selections of 956 in JEE-Advanced 2016 with 34 among Top-500 in different categories was much superior result in terms of the success ratio.



## Successful New Ventures

- New business divisions and projects are fuelling the growth and yielding returns. Entry in to Formal Education space has been successful with its significant and sustainable contribution to company's overall business. Other new ventures i.e. Skill Development, e-Learning are also expanding without any significant capex.



## Improved Financials

- In FY 2016-17, the company reported a revenue growth in double-digits, significant increase in margins and the profits growth of 20%+. The balance sheet is net cash positive with net worth of more than Rupees 370 crores at consolidate level.

# Growth Strategies

Pursue excellence in the service delivery

Strengthen the presence in unrepresented industry verticals

Pursue selective strategic acquisitions and JV opportunities

Expansion in education related verticals through fast and cost-effective solutions

Continuing restructuring efforts aiming for an improved return on investments



# Awards and Recognitions...

- **Accolades and nominations**

- In June 2016, Life Time Achievement Award to Career Point by Laghu Udyog Bharti - ministry of small industries for outstanding work in the field of education
- In June 2015, honored 'Himachal Ratan' award to Mr. Pramod Maheshwari, Chancellor, Career Point University, Hamirpur (H.P.) for extraordinary achievements in noble profession of education
- 'STAR CEO' award to company CEO Mr. Pramod Maheshwari in Medium Enterprise Category by Business Today and Yes Bank in year 2012
- Among the finalist of 'Emerging India Award – 2011' by CNBC-TV18, ICICI Bank and Crisil
- Edupreneur Award 2013

**The most satisfying feature, however, is the outstanding performances of our students**

- Total selections 956 in JEE-Advanced -2016 with 34 among Top-500 in different categories
- Best placement in the region with 700+ students of Career Point University in 97 esteemed organizations during session 2015-16
- All India Rank 4 and 14 in AIIMS-2016, All India 1st Rank in IIT-JEE 2012 in general category, Minority and Handicap categories.



# ...Awards and Recognitions

कोटा, गुरुवार, 30.06.2016 राजस्थान पत्रिका 13

## करियर पॉइंट को मिला लाइफ टाइम अचीवमेन्ट अवार्ड



कोटा. कोटा में विगत दिनों आयोजित हुए लघु उद्योग भारती सम्मेलन मध्यक्षेत्र के उद्यमी सम्मेलन में करियर पॉइंट समूह को शिक्षा के क्षेत्र में उत्कृष्ट कार्य करने पर लाइफ टाइम अचीवमेन्ट अवार्ड से नवाजा गया। समारोह में केन्द्रीय इस्पात मंत्री नरेन्द्र सिंह तोमर, खान, वन एवं पर्यावरण मंत्री राजकुमार रिणवा ने यह सम्मान करियर पॉइंट समूह के गुलाबचंद माहेश्वरी को सौंपा। साथ ही समूह के निदेशक ओम माहेश्वरी, प्रमोद माहेश्वरी, नवल माहेश्वरी, शैलेन्द्र माहेश्वरी को भी प्रशस्ति पत्र व स्मृति चिन्ह देकर सम्मानित किया गया।

## प्रमोद माहेश्वरी को मिला 'स्टार सीईओ अवार्ड'

कोटा। आईआईटी से बीटेक के बाद 1983 में टायर के एक छोटे गोदाम से द्यूशन की शुरुआत करते हुए कॉर्पोरेट कोचिंग के शिखर पर पहुंचे शहर के करियर पॉइंट समूह के एमडी व सीईओ प्रमोद माहेश्वरी को 'स्टार सीईओ अवार्ड' से सम्मानित किया गया है। मंगलवार को दिल्ली में एक बिजनेस पत्रिका और निजी क्षेत्र के बैंक के एसएमई अवार्ड समारोह में देश के चार प्रमुख उद्यमियों को 200 करोड़ से कम टर्नओवर वाली स्माल व मीडियम एंटरप्राइजेज श्रेणियों में स्टार अवार्ड के लिए चुना गया। राज्य से वे इकलौते उद्यमी हैं, जिन्हें यह सम्मान मिला है। केन्द्रीय लघु उद्योग मंत्री वीरभद्रसिंह ने ये अवार्ड दिए हैं। शेष | पेज 10 (एक्सीलेन्स के पीछे भागो:- पेज 4)



## हमीरपुर

दमोवाल, मंगलवार 16 जून, 2015

दिव्य हिमाचल

IV

## करियर यूनिवर्सिटी को हिमाचल रतन

उल्लेखनीय उपलब्धियों पर अखिल भारतीय सम्मान संस्थान ने नवाजा

दिव्य हिमाचल ब्यूरो, हमीरपुर

करियर प्वाइंट यूनिवर्सिटी हमीरपुर को हिमाचल रतन का सम्मान मिला है। अखिल भारतीय सम्मान संस्थान ने इस सम्मान के लिए यूनिवर्सिटी को चुना था।

दिल्ली में आयोजित राष्ट्र स्तरीय सम्मान समारोह में यह अवार्ड यूनिवर्सिटी को दिया गया। यह संस्था समाज में विभिन्न सरकारी व गैर सरकारी क्षेत्रों में उल्लेखनीय उपलब्धियों प्राप्त करने वाले महान बुद्धिजीवियों को सम्मानित करती है। इस संस्था का उद्देश्य राष्ट्र भक्ति, न्यायाधीश, सोबीआई निर्देशक तथा मानवता शांति भाईचारा, बिना किसी जात-पात व लिंग भेद के राष्ट्र



कल्याण के लिए कार्यरत है। इस संस्था के संरक्षक पूर्व केंद्रीय मंत्री, राज्य पाल, भारत के मुख्य न्यायाधीश, सीबीआई निर्देशक तथा मुख्य चुनाव आयुक्त व जाने माने विधि वक्ता रहे हैं। इसमें डा. भीष्म

प्रमोद माहेश्वरी को शिक्षा के क्षेत्र में सराहनीय कार्य करने के लिए हिमाचल रतन-2015 से नवाजा है। यह पुरस्कार विश्वविद्यालय के कुलसचिव डा. संजीव शर्मा ने कुलाधिपति की जगह 14 जून को भव्य समारोह में प्राप्त किया। समारोह की अध्यक्षता दिक्षित पूर्व डीआईजी पुलिस उत्तर प्रदेश ने की। समारोह का आयोजन हिमालयन फॉरेस्ट रिसर्च इंस्टीट्यूट कॉन्फरेंस शिमला हिमाचल प्रदेश ने किया। प्रमोद माहेश्वरी आईआईटी दिल्ली के विद्यार्थी रहे हैं तथा शिक्षा के क्षेत्र में पिछले 20 वर्षों से कार्यरत रहे हैं। इन्हें इससे पहले भी कई विभिन्न संस्थानों ने सम्मानित किया है।

## Bringing Success to each Student

### AIIMS 2016



Total Selections 123

### JEE [Adv] 2016



Total Selections 956

## एक पिता का विश्वास

अरविन्द कुमार सिन्हा की कलम से...



MOHIT SINHA AIR - 3781 (JEE Adv) AIR - 7740 (JEE Main) Year - 2016  
GAURAV SINHA AIR - 2072 (IIT) AIR - 1749 (AIEEE) Year - 2012

## करियर प्वाइंट यूनिवर्सिटी में जॉब फेयर में पहले दिन 590 का चयन

सभाग के 17 सौ से अधिक छात्रों ने कराया रजिस्ट्रेशन कोटा। करियर प्वाइंट यूनिवर्सिटी में दो दिवसीय निशुल्क जॉब फेयर का शुभारंभ सोमवार को हुआ। उप कुलपति मिथिलेश दीक्षित ने बताया कि इस तरह का आयोजन कोटा में पहली बार किया जा रहा है। इसमें एचसीएल टेक्नोलॉजी, वीडियोकॉन, माईक्रोमेक्स, ब्रिटिश टेलीकॉम, डेल टेल, इंफोटेक, टीमेन सिस्टंस् जैसी 12 से अधिक कंपनियां भाग ले रही हैं। प्लेसमेंट ऑफिसर आकाश अदलक्वा ने बताया कि "अवसर-2016" के लिए देशभर से 17

सौ से अधिक छात्रों ने निशुल्क आर्नेलाइन रजिस्ट्रेशन करवाया तथा प्रथम दिन 800 से अधिक छात्रों ने भाग लिया। दूसरे दिन मंगलवार को माईक्रोमेक्स, वीडियोकॉन, वाई-फाई डाट कॉम, च्वाइस ग्रुप, मिडोज द्वारा कैंपस प्लेसमेंट होगा। मंगलवार को सुबह प्रातः 9 बजे तक रजिस्ट्रेशन कराया जा सकेगा। करियर पॉइंट यूनिवर्सिटी के कुलपति प्रमोद माहेश्वरी ने बताया कि 85 कंपनियों द्वारा 590 से अधिक विद्यार्थियों का चयन किया जा चुका है।



# 3Q / 9M FY2017-18 Performance





# Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	FY2017	9MFY17	9MFY18
<b>Total</b>	<b>29,398</b>	<b>24,120</b>	<b>27,366</b>	<b>30,857</b>	<b>29,086</b>	<b>27,129</b>	<b>27,393</b>
Tutorial Division	27,257	20,655	22,412	23,010	21,057	19,538	16,553
Formal Education	2,141	3,465	4,954	7,847	8,029	7,691	10,840
<b>Tutorial Enrollments Split</b>							
Branches-LT CR	17,262	11,122	12,946	13,688	10,689	10,598	5,733
Branches-ST CR	2,978	1,169	1,333	1,011	625	625	7
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,605	1,334	2,039
Franchisees-ST CR	381	23	87	52	-	-	89
School Associations				458	1,801	1,535	3,718
Distance Learning	4,882	6,577	6,470	6,406	6,337	5,346	4,967
<b>Formal Break-up</b>							
Higher Education	741	1,642	2,327	3,455	3,738	3,700	4,763
School Education	1,400	1,823	2,627	3,372	3,451	3,451	4,142
Vocational Education				1,020	840	540	1,935

LT CR: Long-Term Classroom, ST CR: Short-Term Classroom



## Key Financial Highlights (Q3 / 9M FY2017-18)

The consolidate numbers represent a right picture of growth in company financials.

**The subsidiaries contribution in Operating EBITDA and Profit After Tax was 26% and 12% respectively during 9MFY2016-17. Now in 9MFY2017-18; the contribution by subsidiaries has increased to 40% at operating and 37% at net profit level.**

Key Financials (9M FY 2017-18)	Rs Crores	Growth
Revenue from Operations	70.8	16%
EBITDA	26.4	29%
EBITDA Margin	37%	398 bps
Profit After Tax	19.2	27%

*Consolidate numbers and y-o-y comparison as per Ind AS*

### **Financials Updates:**

- Income from operations for the period (9M FY2017-18) is rupees 70.8 Crores increased by 16% (y-o-y) at consol basis on higher income from existing businesses and subsidiaries in new edge segments.
- Reported EBITDA of rupees 26.4 Crores on consol basis with an impressive year on year growth of 29% resulted an EBITDA Margin of 37% (9M FY2016-17: 33%).
- Net income was reported at rupees 19.2 Crores and EPS (Earning per share) of rupees 10.6 on consol level with y-o-y growth of 27%.

## Key result highlights (Q3 / 9M FY2017-18)



### Key highlights:

- Return on Equity is improved on increased margins from education businesses; growth in income of other verticals publications, skill development; and greater leverage in NBFC business operations.
- With expansion through new centers; Career Point group network is now reached at 77 different units in 66 cities across 21 states of the country.
- As per strategy of the Company; the loans and advances to institutions are being financed by wholly owned NBFC subsidiary.
- A remarkable improvement of 398 basis points was reported in EBITDA margin against previous year on account of increased contributions from higher margin delivery channels and businesses verticals.
- Due to Ind-AS conversion; the unrealized gain on investment income is added back in previous year's numbers. It results higher other income in previous year.



## Key business updates (Q3 / 9M FY2017-18)

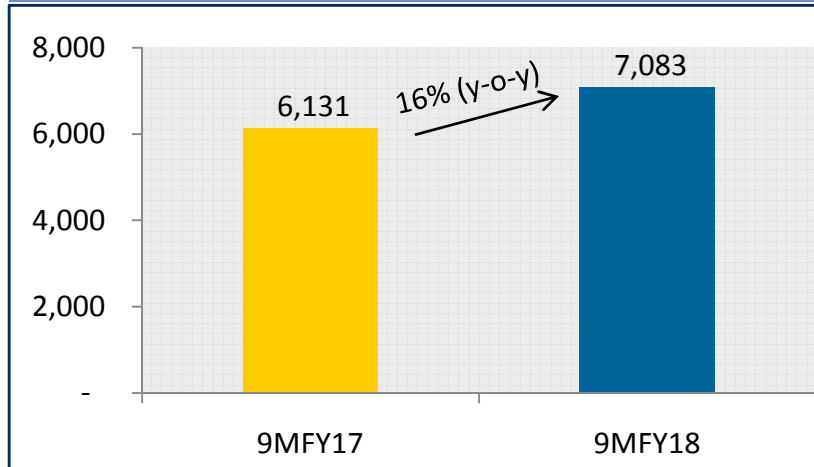


### Business updates:

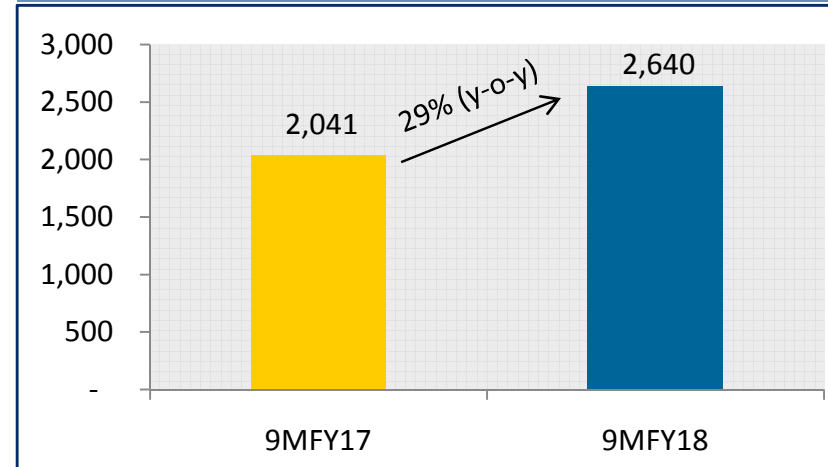
- Total enrollments were reported at 27,393 (9M FY2017: 27,129) including 10,840 in formal education division (9M FY2017: 7,691) and 16,553 in informal education division (9M FY2017: 19,438).
- A remarkable growth of more than 40% (y-o-y) in formal education enrollments is a result of increased admissions in all three sub-verticals including higher education, school education and vocational division.
- The company has achieved a strategic shift in tutorial enrollments to more efficient delivery channels which is clearly reflected in improved operating performance.
- Enrollment in formal education is growing by way of higher capacity utilization in existing courses as well as addition of new courses.

# Consolidated Financials – Snapshot (9M FY2017-18)

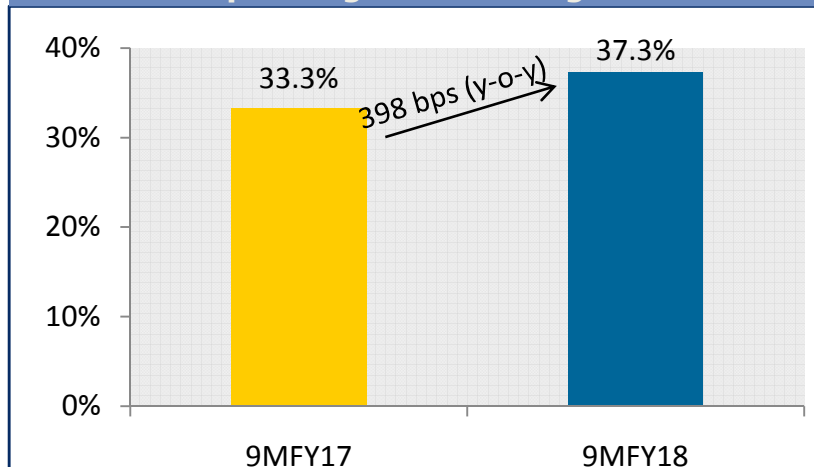
**Income from Operations (Rs Lacs)**



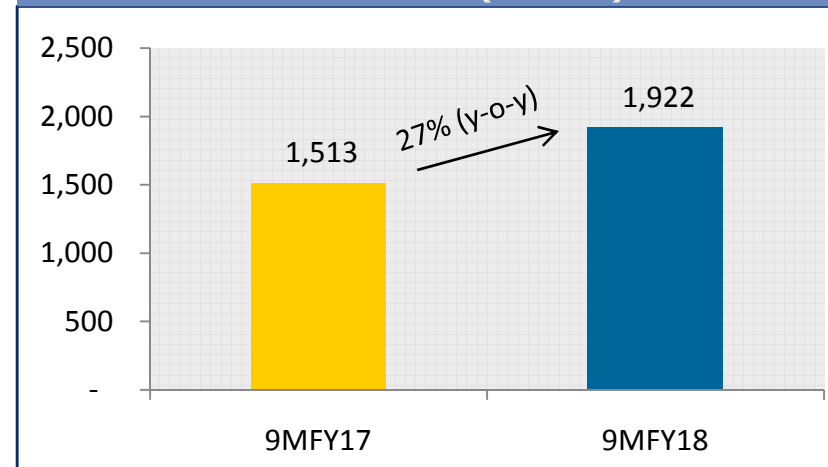
**Operating EBITDA (Rs Lacs)**



**Operating EBITDA Margins**



**Profit after Tax (Rs Lacs)**



# Income Statement – (Standalone)

Income Statement	<----- Standalone ----->				
Rs Lakhs	Q3FY17	Q2FY18	Q3FY18	9MFY17	9MFY18
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,013.7	1,724.5	2,204.8	5,470.9	5,721.3
Other Income	280.5	247.1	197.4	856.8	738.9
<b>Total Income</b>	<b>2,294.2</b>	<b>1,971.6</b>	<b>2,402.1</b>	<b>6,327.6</b>	<b>6,460.1</b>
<b>Expenditure</b>					
Cost of Study Material	26.5	94.9	57.2	168.4	291.2
Employees Cost	862.3	834.6	867.2	2,610.2	2,502.5
G&A and other expenses	294.3	414.8	480.8	1,189.6	1,341.1
Dep. & Amort.	147.0	106.9	107.5	373.2	325.4
Finance Charges	43.7	69.2	84.5	115.5	210.4
<b>Total Expenditure</b>	<b>1,373.7</b>	<b>1,520.4</b>	<b>1,597.2</b>	<b>4,456.8</b>	<b>4,670.6</b>
<b>EBITDA</b>	<b>1,111.1</b>	<b>627.3</b>	<b>996.9</b>	<b>2,359.5</b>	<b>2,325.3</b>
EBITDA Margin	48.4%	31.8%	41.5%	37.3%	36.0%
<b>Operating EBITDA</b>	<b>830.6</b>	<b>380.2</b>	<b>799.5</b>	<b>1,502.7</b>	<b>1,586.4</b>
Op. EBITDA margin	41.2%	22.0%	36.3%	27.5%	27.7%
<b>Profit Before Tax</b>	<b>920.4</b>	<b>451.2</b>	<b>804.9</b>	<b>1,870.8</b>	<b>1,789.5</b>
PBT Margin	40.1%	22.9%	33.5%	29.6%	27.7%
<b>Profit After Tax</b>	<b>616.7</b>	<b>228.6</b>	<b>639.6</b>	<b>1,324.0</b>	<b>1,209.1</b>
PAT Margin	26.9%	11.6%	26.6%	20.9%	18.7%
<b>EPS (Rs)</b>	<b>3.40</b>	<b>1.26</b>	<b>3.52</b>	<b>7.30</b>	<b>6.66</b>



# Income Statement – (Consolidated)

Income Statement	<----- Consolidated ----->				
Rs Lakhs	Q3FY17	Q2FY18	Q3FY18	9MFY17	9MFY18
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	2,249.3	2,272.7	2,548.6	6,131.1	7,083.2
Other Income	169.9	284.0	199.8	866.6	861.2
<b>Total Income</b>	<b>2,419.2</b>	<b>2,556.7</b>	<b>2,748.3</b>	<b>6,997.8</b>	<b>7,944.4</b>
<b>Expenditure</b>					
Cost of Study Material	36.0	244.8	63.2	218.3	447.8
Employees Cost	876.0	852.0	884.9	2,650.4	2,554.1
G&A and other expenses	307.6	427.7	525.6	1,221.5	1,441.7
Dep. & Amort.	153.1	114.8	115.4	403.5	349.0
Finance Charges	89.1	158.2	121.1	317.0	518.0
<b>Total Expenditure</b>	<b>1,461.9</b>	<b>1,797.4</b>	<b>1,710.1</b>	<b>4,810.7</b>	<b>5,310.6</b>
<b>EBITDA</b>	<b>1,199.5</b>	<b>1,032.2</b>	<b>1,274.7</b>	<b>2,907.6</b>	<b>3,500.8</b>
EBITDA Margin	49.6%	40.4%	46.4%	41.6%	44.1%
<b>Operating EBITDA</b>	<b>1,029.6</b>	<b>748.2</b>	<b>1,074.9</b>	<b>2,041.0</b>	<b>2,639.6</b>
Op. EBITDA margin	45.8%	32.9%	42.2%	33.3%	37.3%
<b>Profit Before Tax</b>	<b>957.3</b>	<b>759.2</b>	<b>1,038.2</b>	<b>2,187.0</b>	<b>2,633.8</b>
PBT Margin	39.6%	29.7%	37.8%	31.3%	33.2%
<b>Profit After Tax</b>	<b>648.2</b>	<b>457.3</b>	<b>768.2</b>	<b>1,513.0</b>	<b>1,922.0</b>
PAT Margin	26.8%	17.9%	28.0%	21.6%	24.2%
<b>EPS (Rs)</b>	<b>3.6</b>	<b>2.5</b>	<b>4.2</b>	<b>8.34</b>	<b>10.6</b>

## Balance Sheet – (Latest)

Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Mar-2017	30-Sep-2017	31-Dec-2017	31-Mar-2017	30-Sep-2017	31-Dec-2017
	IGAAP	Ind AS	Ind AS	IGAAP	Ind AS	Ind AS
<b>Liabilities</b>						
<b>Shareholders' fund</b>	<b>36,245</b>	<b>37,804</b>	<b>38,426</b>	<b>37,074</b>	<b>39,355</b>	<b>40,167</b>
(a) Share Capital	1,813	1,813	1,816	1,813	1,813	1,816
(b) Reserve and Surplus	34,432	35,991	36,610	35,260	37,541	38,351
<b>Non-current Liabilities</b>	<b>755</b>	<b>885</b>	<b>853</b>	<b>580</b>	<b>906</b>	<b>884</b>
(a) Def. Tax Liabilities	702	828	792	505	828	793
(b) Long Term Provisions	54	57	60	75	78	90
<b>Current Liabilities</b>	<b>1,654</b>	<b>2,634</b>	<b>2,308</b>	<b>1,811</b>	<b>2,675</b>	<b>2,444</b>
(a) Current Liabilities	1,567	2,562	2,073	1,694	2,603	2,356
(b) Provisions	87	71	236	117	72	88
<b>Borrowings</b>	<b>2,565</b>	<b>2,073</b>	<b>3,861</b>	<b>12,903</b>	<b>2,993</b>	<b>6,556</b>
<b>Total Liabilities</b>	<b>41,220</b>	<b>43,396</b>	<b>45,448</b>	<b>52,367</b>	<b>45,929</b>	<b>50,051</b>
<b>Assets</b>						
<b>Fixed Assets (inc. WIP)</b>	<b>13,871</b>	<b>13,822</b>	<b>14,056</b>	<b>18,417</b>	<b>18,298</b>	<b>18,556</b>
<b>Non-current Assets</b>	<b>18,388</b>	<b>19,505</b>	<b>18,474</b>	<b>4,361</b>	<b>7,131</b>	<b>7,065</b>
(a) Loans and Advances	299	597	300	2,238	3,174	4,192
(b) Investments	18,089	18,908	18,174	2,123	2,953	2,231
(c) Other Assets	-	-	-	-	1,004	642
<b>Current Assets</b>	<b>8,961</b>	<b>10,068</b>	<b>12,918</b>	<b>29,589</b>	<b>20,500</b>	<b>24,430</b>
(a) Inventories	109	146	158	7,641	400	380
(b) Sundry Debtors	154	454	1,068	4,002	4,263	4,923
(c) Cash & Bank Balances	302	367	189	888	766	668
(d) Current Investments	2,778	2,275	3,016	3,996	2,596	3,334
(e) Loans and Advances	5,618	6,827	8,486	13,062	12,475	15,126
<b>Total Assets</b>	<b>41,220</b>	<b>43,396</b>	<b>45,448</b>	<b>52,367</b>	<b>45,929</b>	<b>50,051</b>

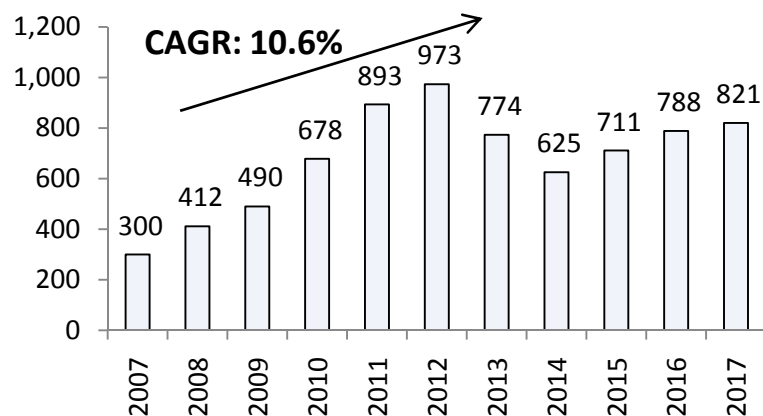
# Financial Details



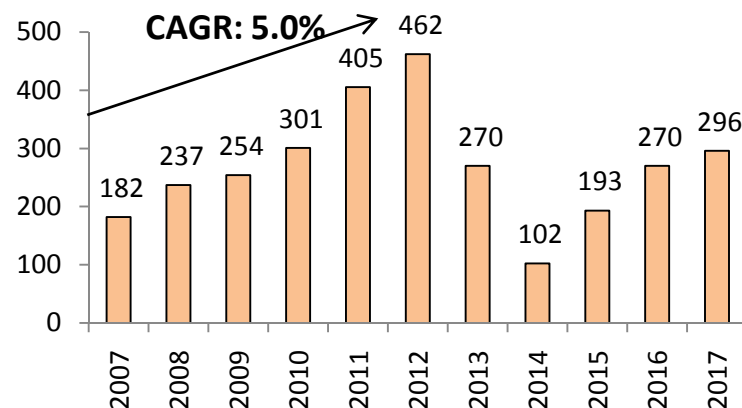


# Standalone Financials – Overview (10 years)

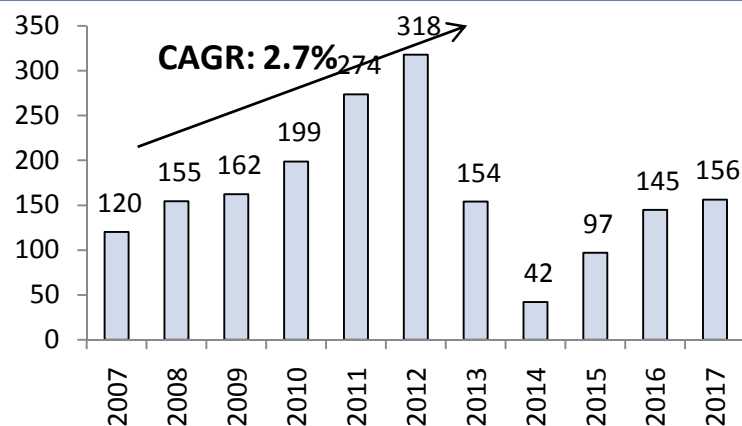
## Revenue (Rs millions)



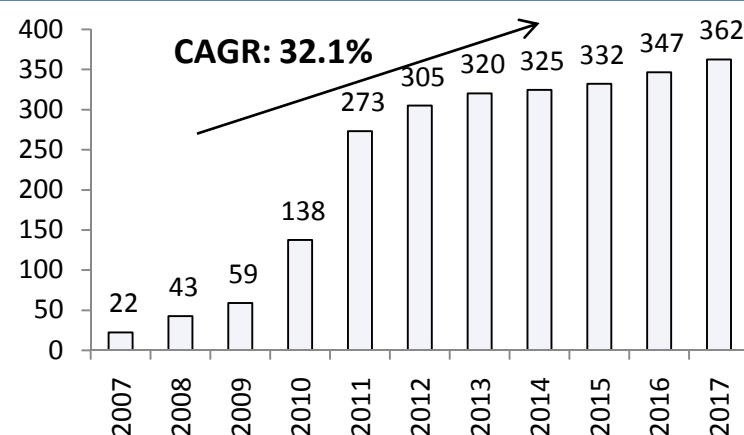
## EBITDA (Rs millions)



## Profit After Tax (Rs millions)

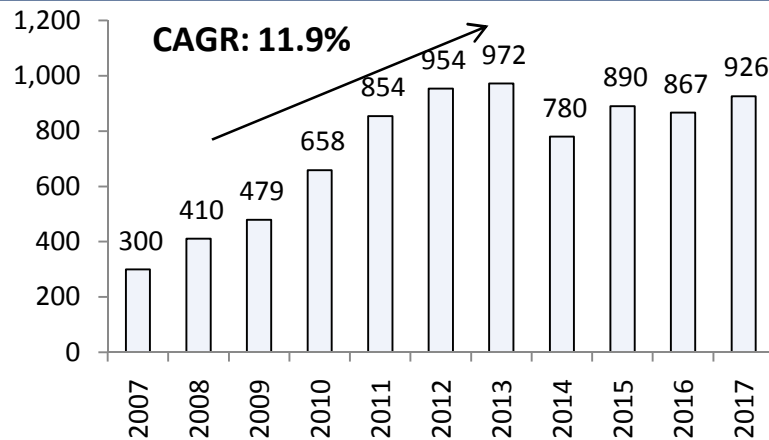


## Net Worth (Rs Crores)

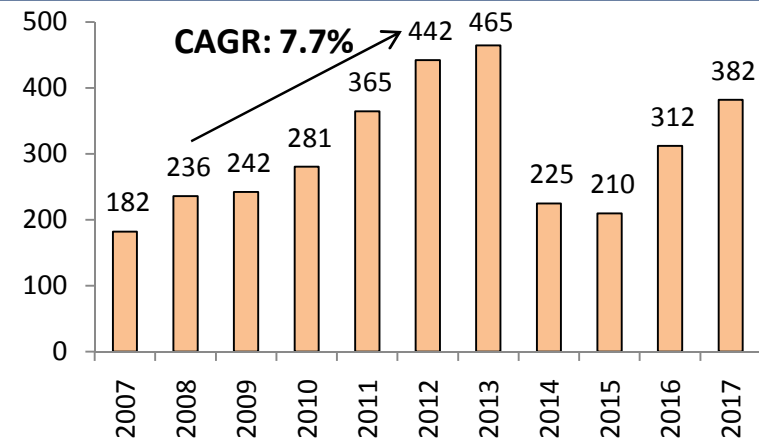


# Consolidated Financials – Overview (10 years)

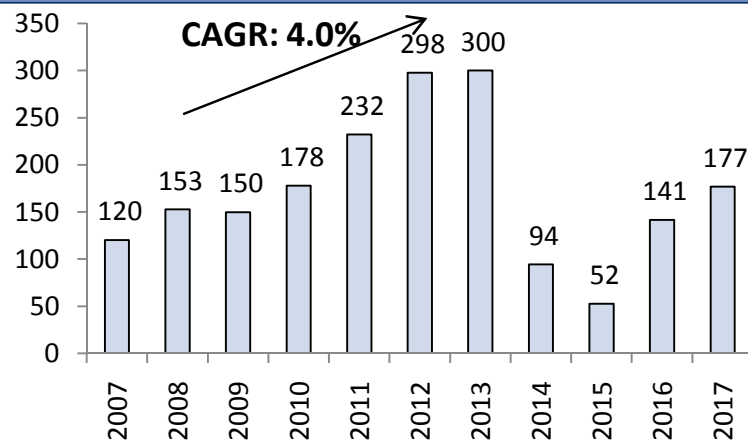
**Revenue (Rs millions)**



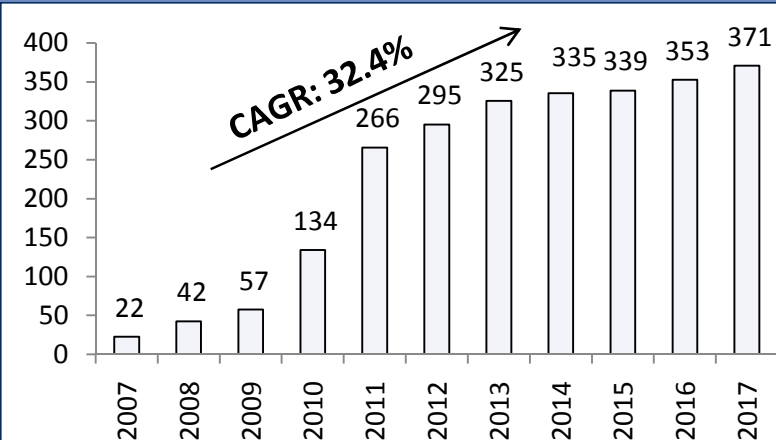
**EBITDA (Rs millions)**



**Profit After Tax (Rs millions)**



**Net Worth (Rs Crores)**



# Income Statement – Standalone (8 years)

Income Statement	<----- Standalone ----->							
Rs Lakhs	FY2009-10	FY2010-11	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY2016-17
<b>Income</b>								
Income from Operation	6,166	7,862	7,959	7,056	5,414	6,283	6,942	7,357
Other Income	615	1,070	1,771	683	835	827	940	851
<b>Total Income</b>	<b>6,780</b>	<b>8,933</b>	<b>9,729</b>	<b>7,739</b>	<b>6,249</b>	<b>7,111</b>	<b>7,882</b>	<b>8,208</b>
<b>Expenditure</b>								
Cost of Study Material	218	282	221	253	177	202	191	215
Employees Cost	2,082	3,113	3,354	3,426	3,536	3,349	3,364	3,496
G&A and other expenses	1,473	1,485	1,533	1,361	1,514	1,629	1,628	1,540
Dep. & Amort.	65	130	166	178	369	469	465	489
Finance Charges	3	5	4	96	211	107	112	169
<b>Total Expenditure</b>	<b>3,842</b>	<b>5,016</b>	<b>5,278</b>	<b>5,314</b>	<b>5,807</b>	<b>5,755</b>	<b>5,760</b>	<b>5,908</b>
<b>EBITDA</b>	<b>3,007</b>	<b>4,053</b>	<b>4,622</b>	<b>2,699</b>	<b>1,022</b>	<b>1,931</b>	<b>2,699</b>	<b>2,958</b>
EBITDA Margin	44.3%	45.4%	47.5%	34.9%	16.4%	27.2%	34.2%	36.0%
<b>Operating EBITDA</b>	<b>2,392</b>	<b>2,982</b>	<b>2,852</b>	<b>2,016</b>	<b>187</b>	<b>1,104</b>	<b>1,759</b>	<b>2,107</b>
Op. EBITDA margin	38.8%	37.9%	35.8%	28.6%	3.5%	17.6%	25.3%	28.6%
<b>Profit Before Tax</b>	<b>2,938</b>	<b>3,917</b>	<b>4,452</b>	<b>2,425</b>	<b>442</b>	<b>1,355</b>	<b>2,122</b>	<b>2,300</b>
PBT Margin	43.3%	43.9%	45.8%	31.3%	7.1%	19.1%	26.9%	28.0%
<b>Profit After Tax</b>	<b>1,987</b>	<b>2,737</b>	<b>3,180</b>	<b>1,540</b>	<b>421</b>	<b>970</b>	<b>1,447</b>	<b>1,562</b>
PAT Margin	29.3%	30.6%	32.7%	19.9%	6.7%	13.6%	18.4%	19.0%
<b>EPS (Rs)</b>	<b>14.71</b>	<b>16.82</b>	<b>17.53</b>	<b>8.49</b>	<b>2.32</b>	<b>5.35</b>	<b>7.98</b>	<b>8.62</b>



# Income Statement – Consolidated (8 years)

Income Statement	<----- Consolidated ----->							
Rs Lakhs	FY2009-10	FY2010-11	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY2016-17
<b>Income</b>								
Income from Operation	6,166	7,863	7,959	7,763	6,521	7,788	7,589	8,374
Other Income	418	675	1,580	1,962	1,281	1,116	1,079	882
<b>Total Income</b>	<b>6,584</b>	<b>8,537</b>	<b>9,539</b>	<b>9,725</b>	<b>7,802</b>	<b>8,904</b>	<b>8,668</b>	<b>9,257</b>
<b>Expenditure</b>								
Cost of Material	218	282	221	253	239	1,432	278	284
Employees Cost	2,086	3,126	3,359	3,436	3,695	3,588	3,565	3,553
G&A and other expenses	1,473	1,484	1,538	1,388	1,619	1,786	1,703	1,601
Dep. & Amort.	66	131	166	258	516	537	527	526
Finance Charges	3	5	5	168	508	497	444	588
<b>Total Expenditure</b>	<b>3,847</b>	<b>5,028</b>	<b>5,288</b>	<b>5,503</b>	<b>6,577</b>	<b>7,839</b>	<b>6,517</b>	<b>6,551</b>
<b>EBITDA</b>	<b>2,806</b>	<b>3,646</b>	<b>4,421</b>	<b>4,647</b>	<b>2,249</b>	<b>2,099</b>	<b>3,122</b>	<b>3,819</b>
EBITDA Margin	42.6%	42.7%	46.4%	47.8%	28.8%	23.6%	36.0%	41.3%
<b>Operating EBITDA</b>	<b>2,388</b>	<b>2,971</b>	<b>2,841</b>	<b>2,686</b>	<b>968</b>	<b>982</b>	<b>2,044</b>	<b>2,937</b>
Op. EBITDA margin	38.7%	37.8%	35.7%	34.6%	14.8%	12.6%	26.9%	35.1%
<b>Profit Before Tax</b>	<b>2,737</b>	<b>3,509</b>	<b>4,251</b>	<b>4,222</b>	<b>1,225</b>	<b>1,065</b>	<b>2,151</b>	<b>2,705</b>
PBT Margin	41.6%	41.1%	44.6%	43.4%	15.7%	12.0%	24.8%	29.2%
<b>Profit After Tax</b>	<b>1,779</b>	<b>2,329</b>	<b>2,980</b>	<b>3,013</b>	<b>978</b>	<b>582</b>	<b>1,447</b>	<b>1,768</b>
PAT Margin	27.0%	27.3%	31.2%	31.0%	12.5%	6.5%	16.7%	19.1%
<b>EPS (Rs)</b>	<b>13.17</b>	<b>14.31</b>	<b>16.43</b>	<b>16.61</b>	<b>5.40</b>	<b>3.21</b>	<b>7.98</b>	<b>9.75</b>

## Balance Sheet – Standalone (8 years)

Balance Sheet	<----- Standalone ----->							
Rs Lakhs	3/31/2010	3/31/2011	3/31/2012	3/31/2013	3/31/2014	3/31/2015	3/31/2016	3/31/2017
<b>Liabilities</b>								
<b>Shareholders' fund</b>	<b>13,757</b>	<b>27,318</b>	<b>30,497</b>	<b>32,037</b>	<b>32,458</b>	<b>33,219</b>	<b>34,672</b>	<b>36,245</b>
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	12,315	25,505	28,684	30,224	30,645	31,406	32,858	34,432
<b>Non-current Liabilities</b>	<b>30</b>	<b>61</b>	<b>68</b>	<b>125</b>	<b>122</b>	<b>431</b>	<b>629</b>	<b>755</b>
(a) Def. Tax Liabilities	19	27	29	79	80	371	573	702
(b) Long Term Provisions	11	34	40	46	42	59	56	54
<b>Current Liabilities</b>	<b>1,037</b>	<b>2,255</b>	<b>1,068</b>	<b>1,160</b>	<b>1,200</b>	<b>1,460</b>	<b>1,772</b>	<b>1,654</b>
(a) Current Liabilities	1,001	1,073	916	1,047	1,102	1,366	1,554	1,567
(b) Provisions	36	1,182	152	112	98	94	219	87
<b>Borrowings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,715</b>	<b>992</b>	<b>988</b>	<b>1,413</b>	<b>2,565</b>
<b>Total Liabilities</b>	<b>14,824</b>	<b>29,634</b>	<b>31,634</b>	<b>36,037</b>	<b>34,771</b>	<b>36,098</b>	<b>38,486</b>	<b>41,220</b>
<b>Assets</b>								
<b>Fixed Assets (inc. WIP)</b>	<b>3,479</b>	<b>4,736</b>	<b>7,815</b>	<b>10,778</b>	<b>12,190</b>	<b>12,799</b>	<b>12,844</b>	<b>13,871</b>
<b>Non-current Assets</b>	<b>4,315</b>	<b>12,111</b>	<b>15,769</b>	<b>14,503</b>	<b>15,954</b>	<b>17,950</b>	<b>15,276</b>	<b>18,388</b>
(a) Loans and Advances	-	5,011	2,185	891	2,098	239	734	299
(b) Investments	4,166	7,099	13,584	13,612	13,856	17,711	14,542	18,089
(c) Other Assets	148	2	-	-	-	-	-	-
<b>Current Assets</b>	<b>7,030</b>	<b>12,787</b>	<b>8,050</b>	<b>10,756</b>	<b>6,628</b>	<b>5,349</b>	<b>10,366</b>	<b>8,961</b>
(a) Inventories	174	167	198	196	238	191	168	109
(b) Sundry Debtors	47	99	90	112	144	408	343	154
(c) Cash & Bank Balances	2,262	2,199	1,247	681	398	205	92	302
(d) Current Investments	-	6,517	6,083	9,158	4,198	300	2,866	2,778
(e) Loans and Advances	4,548	3,805	432	608	1,650	4,244	6,898	5,618
<b>Total Assets</b>	<b>14,824</b>	<b>29,634</b>	<b>31,634</b>	<b>36,037</b>	<b>34,771</b>	<b>36,098</b>	<b>38,486</b>	<b>41,220</b>

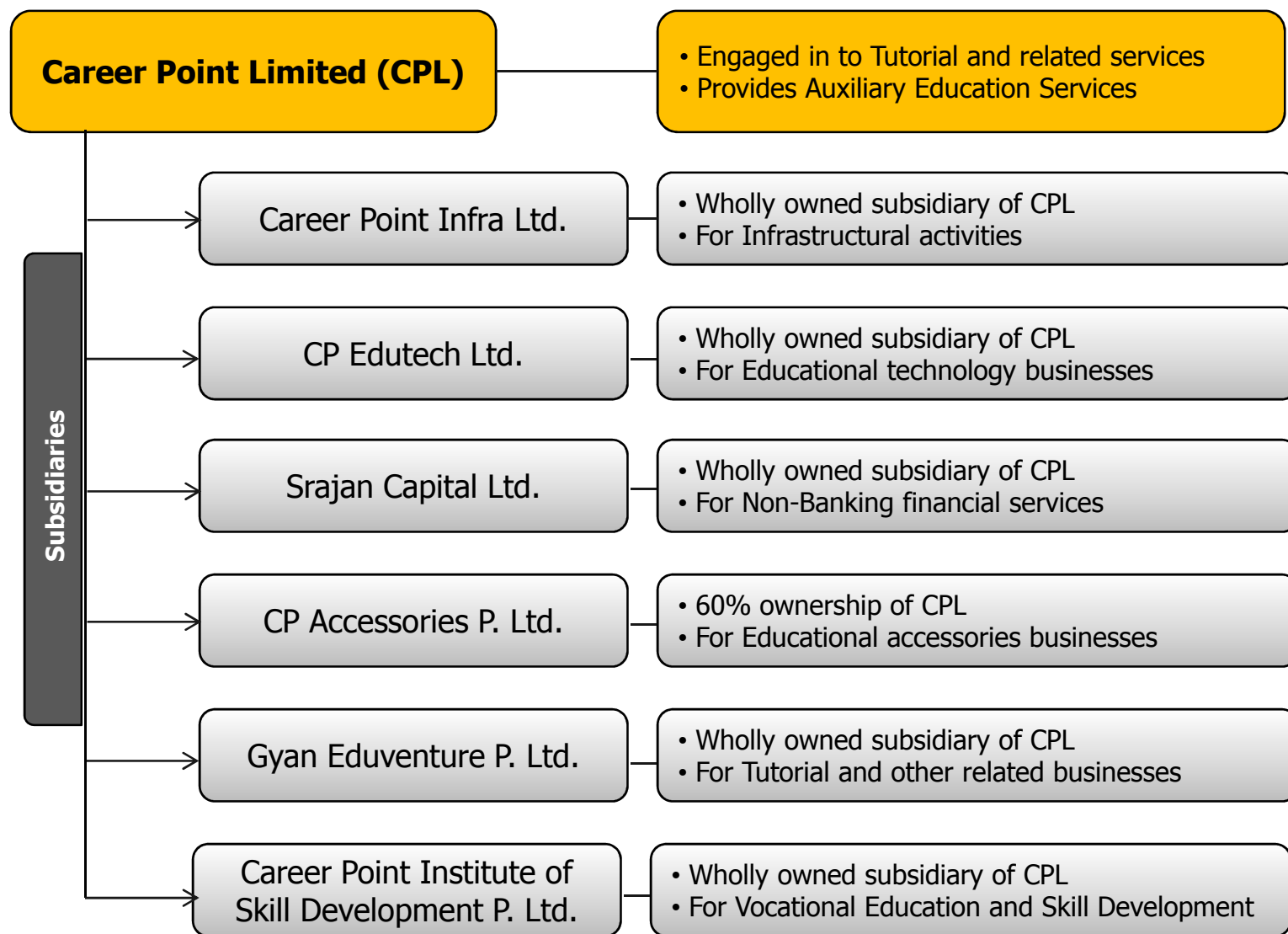
## Balance Sheet – Consolidated (8 years)

Balance Sheet	<----- Consolidated ----->							
Rs Lakhs	3/31/2010	3/31/2011	3/31/2012	3/31/2013	3/31/2014	3/31/2015	3/31/2016	3/31/2017
<b>Liabilities</b>								
<b>Shareholders' fund</b>	<b>13,407</b>	<b>26,559</b>	<b>29,539</b>	<b>32,559</b>	<b>33,566</b>	<b>33,832</b>	<b>35,283</b>	<b>37,074</b>
(a) Share Capital	1,442	1,813	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	11,965	24,746	27,725	30,745	31,753	32,019	33,470	35,260
<b>Non-current Liabilities</b>	<b>30</b>	<b>33</b>	<b>68</b>	<b>279</b>	<b>370</b>	<b>194</b>	<b>380</b>	<b>580</b>
(a) Def. Tax Liabilities	19	27	29	233	328	134	312	505
(b) Long Term Provisions	11	6	40	46	42	59	67	75
<b>Current Liabilities</b>	<b>1,058</b>	<b>1,211</b>	<b>1,195</b>	<b>1,384</b>	<b>1,436</b>	<b>1,580</b>	<b>1,883</b>	<b>1,811</b>
(a) Current Liabilities	1,022	1,165	1,044	1,265	1,321	1,479	1,646	1,694
(b) Provisions	36	46	151	119	115	101	238	117
<b>Borrowings</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,316</b>	<b>4,322</b>	<b>4,312</b>	<b>4,735</b>	<b>12,903</b>
<b>Total Liabilities</b>	<b>14,495</b>	<b>27,803</b>	<b>30,802</b>	<b>39,537</b>	<b>39,695</b>	<b>39,917</b>	<b>42,282</b>	<b>52,367</b>
<b>Assets</b>								
<b>Fixed Assets (inc. WIP)</b>	<b>4,807</b>	<b>8,075</b>	<b>15,692</b>	<b>19,834</b>	<b>22,985</b>	<b>16,476</b>	<b>16,607</b>	<b>18,417</b>
<b>Non-current Assets</b>	<b>190</b>	<b>46</b>	<b>6,916</b>	<b>6,790</b>	<b>7,202</b>	<b>10,098</b>	<b>9,468</b>	<b>4,361</b>
(a) Loans and Advances	-	-	6,874	6,747	7,141	6,468	7,836	2,238
(b) Investments	33	39	41	42	42	3,624	1,632	2,123
(c) Other Assets	157	6	-	1	19	6	0	-
<b>Current Assets</b>	<b>9,498</b>	<b>19,682</b>	<b>8,195</b>	<b>12,912</b>	<b>9,507</b>	<b>13,343</b>	<b>16,207</b>	<b>29,589</b>
(a) Inventories	174	167	198	196	301	234	199	7,641
(b) Sundry Debtors	47	99	90	752	1,498	8,124	8,082	4,002
(c) Cash & Bank Balances	2,274	2,262	1,318	727	668	246	248	888
(d) Current Investments	3,788	13,217	6,083	10,635	5,356	1,458	3,031	3,996
(e) Loans and Advances	3,215	3,938	506	602	1,685	3,282	4,647	13,062
<b>Total Assets</b>	<b>14,495</b>	<b>27,803</b>	<b>30,802</b>	<b>39,537</b>	<b>39,695</b>	<b>39,917</b>	<b>42,282</b>	<b>52,367</b>



# Additional details

# Company Structure





# Leadership Team



## Experienced Promoters



**Pramod Maheshwari**  
CMD & CEO



**Om Maheshwari**  
Executive Director



**Nawal Maheshwari**  
Executive Director

## Visionary Board of Directors



**Pawan Lalpuria**  
Independent Director



**Pritam Goswami**  
Independent Director



**Ramswarup Chaudhary**  
Independent Director



**Vishal Jain**  
Independent Director



**Mahesh Gupta**  
Independent Director



**J.P Sharda**  
Independent Director

## Professional Management Team



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



**Dr. D.N. Rao**  
VC, CP University, Kota



**Neelima Maheshwari**  
NonExecutive Director



**Shailendra Maheshwari**  
Senior VP - Academics



**Dr. Gurudatt Kakkar**  
GM-Higher Education



**U.S. Kejriwal**  
General Manager-Infra



**Mahesh Bhangriya**  
VP-Corporate Strategy



**Tarun Kumar Jain**  
Company Secretary

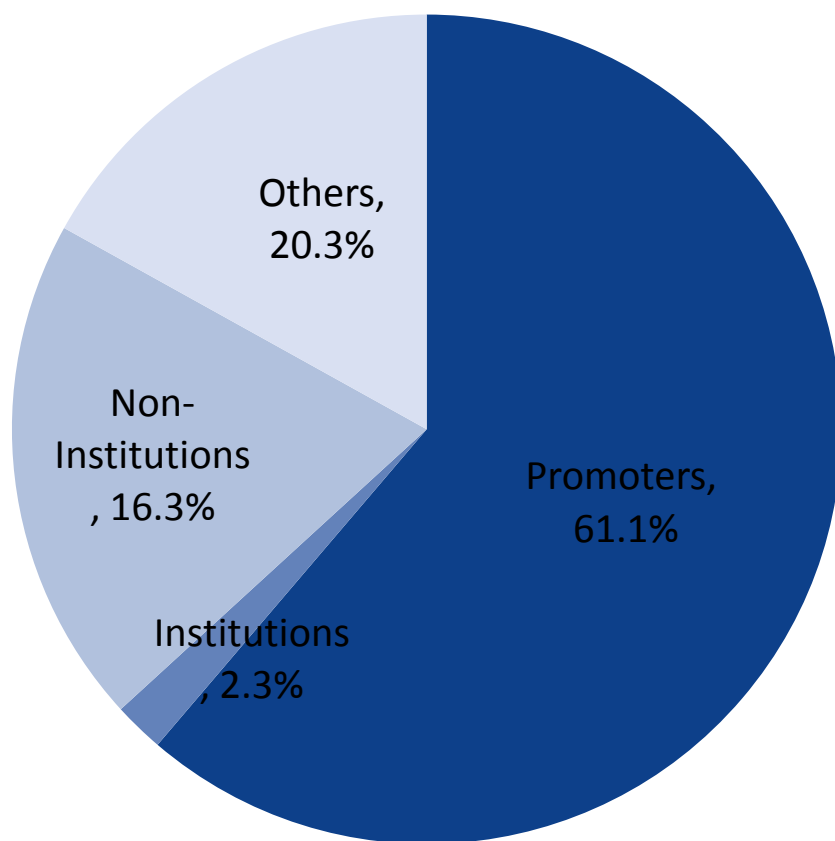


**Manish Sharma**  
AGM-Business Dev.



# Shareholding Structure

Stock exchanges	Symbol	Databases	Code
National Stock Exchange	CAREERP	Reuters - RIC	CARP.BO
Bombay Stock Exchange	533260	Bloomberg – BB	CRPT:IN



Key Non-Promoters Ownership	
KIFS Trade Capital	2.31%
Rajasthan Global Securities	2.24%
DSP Blackrock	1.87%
IL & FS Securities	1.13%
Aarti Bhatia	0.96%
Edelweiss Custodial Services	0.57%
Aarti Bhatia	0.55%
Sunaina Saraf	0.55%
<b>Total</b>	<b>10.19%</b>
As on 30 Dec 2017	

# CSR: Giving back to the society



## 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

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### Investor Contact Details

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Mr. Mahesh Bhangriya | Vice President - Corporate Strategy | [mahesh@cpil.in](mailto:mahesh@cpil.in)

Mr. Tarun Jain | Company Secretary | [tarun.jain@careerpointgroup.com](mailto:tarun.jain@careerpointgroup.com)

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