



Career Point Ltd.

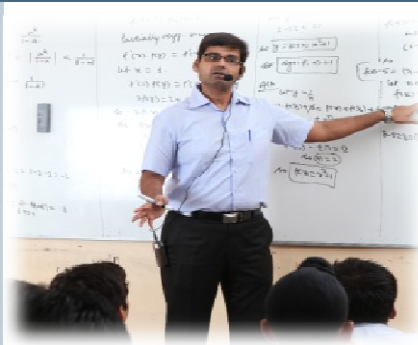
Investor Update – 1Q FY2015-16

Product Portfolio – KG to PhD



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



Skillzone

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.

Key Highlights - Informal Education Division



■ Business updates – Informal Education

- Tutorial services division has reached 12,517 new enrollments by the first quarter of current academic session against 12,381 by 1QFY2014-15; growth was impacted due to deferment of Pre-Medical enrollments and closure of two loss-making branch centers.
- Pre-Medical exam (AIPMT) held on 3 May 2015 was cancelled by Supreme Court due to accusations of a cheating scandal and paper leakage. Re-examination took place on 25th July 2015, result is expected on 17th August.
- Operational efficiency is improved on account of closure of two loss making centers which has impacted the enrollment growth negatively but improved the profitability.
- Average fee at Gurukul campus is improved significantly. Though, a change in tutorial fee policy for class XI & XII students has resulted a small decline in fee realization for the first quarter over same period previous year.
- Due to overall increase in average fee per student, the income from operations is up by 7% in 1QFY2015-16 over 1QFY2014-15.

Key Highlights - Formal Education Division



■ Business updates – Formal Education

- Career Point World School at Bilaspur, Chattisgarh has commenced its first academic session. Formal education entities now have reached at 7 including 3 in Higher Education and 4 in Schools Education.
- Career Point University has established a new academic partnership and collaboration with Regenesys Business School, Johanburg, South Africa.
- Career Point University, Kota witnessed a remarkable placement performance for the students passed out in academic session 2014-15. Total 283 students were required by 28 esteemed recruiters.
- Formal Education division is growing rapidly. The total enrollments in the division have reached at 5,921 by end of 1QFY2015-16 with a growth of 20% over FY2014-15 numbers.
- The contribution in growth was mix of both - higher education and school education verticals. Higher Education enrollments are 46% of the total formal education enrollments.

Key Highlights – Financial Updates



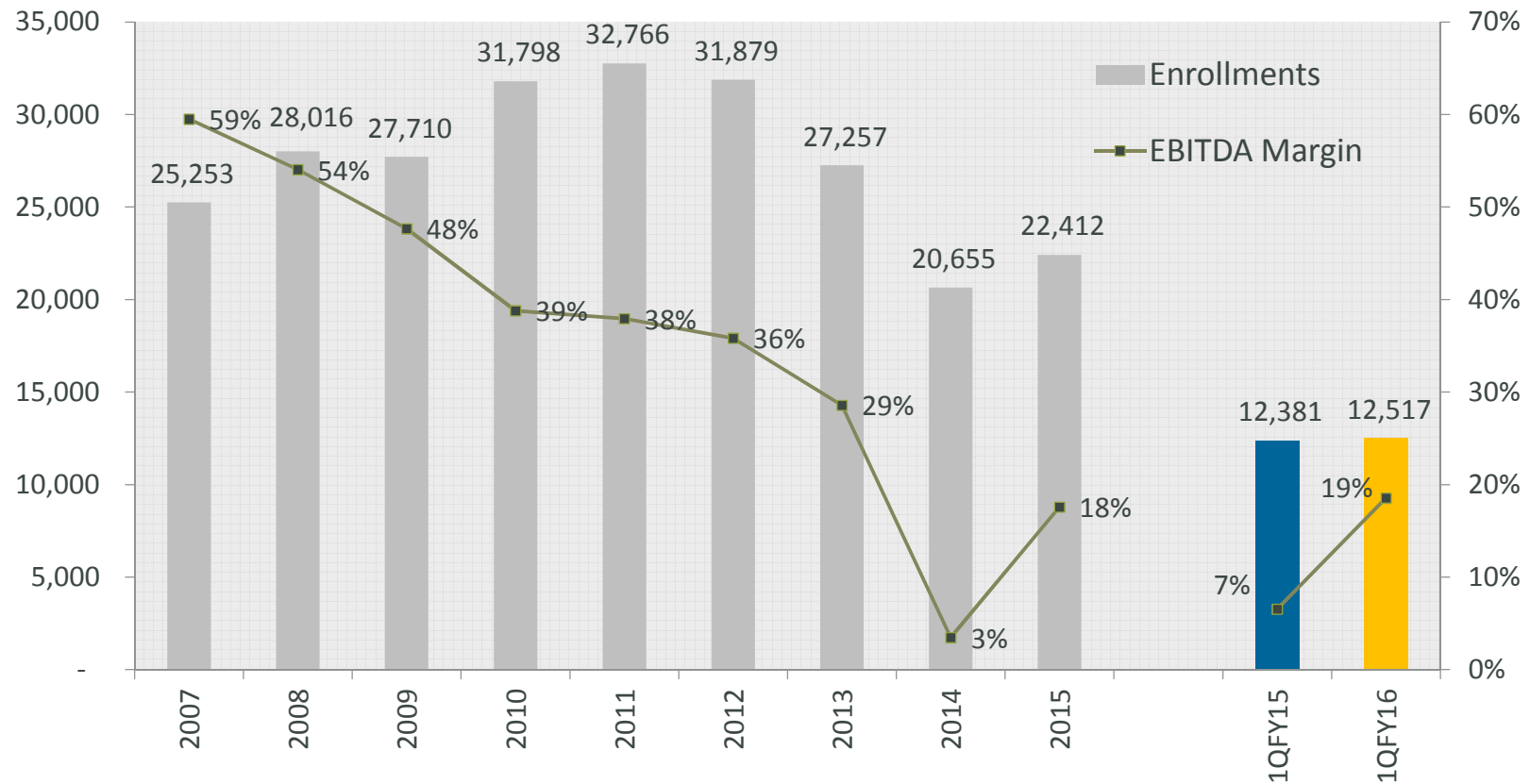
■ Financials

- Income from operations for the period (1QFY16) is Rupees 16.23 Crores (y-o-y: +7%) and total income including other income is Rupees 18.03 Cr (y-o-y: +9.7%) at standalone level.
- The other income includes sale of a land parcel in the Company. Career Point Ltd. realized a gain of Rupees 44.4 Lacs on the asset which had a book value of Rs 4.7 Lacs.
- Operating EBITDA is tripled at Rupees 3.01 Crore (margin: 18.5%) for 1QFY16; against Rupees 0.99 Crores in 1QFY15 with improvement in margins of 1200 basis points.
- Operating performance was significantly improved on the accounts of closure of inefficient centers and optimization in promotional strategies.
- Net Income in 1QFY16 is improved by 262% compared to same period previous year with Rupees 2.35 Crores (margin: 13%) vs Rupees 0.65 Crores (margin: 4%) in 1QFY15.



Enrollment Updates

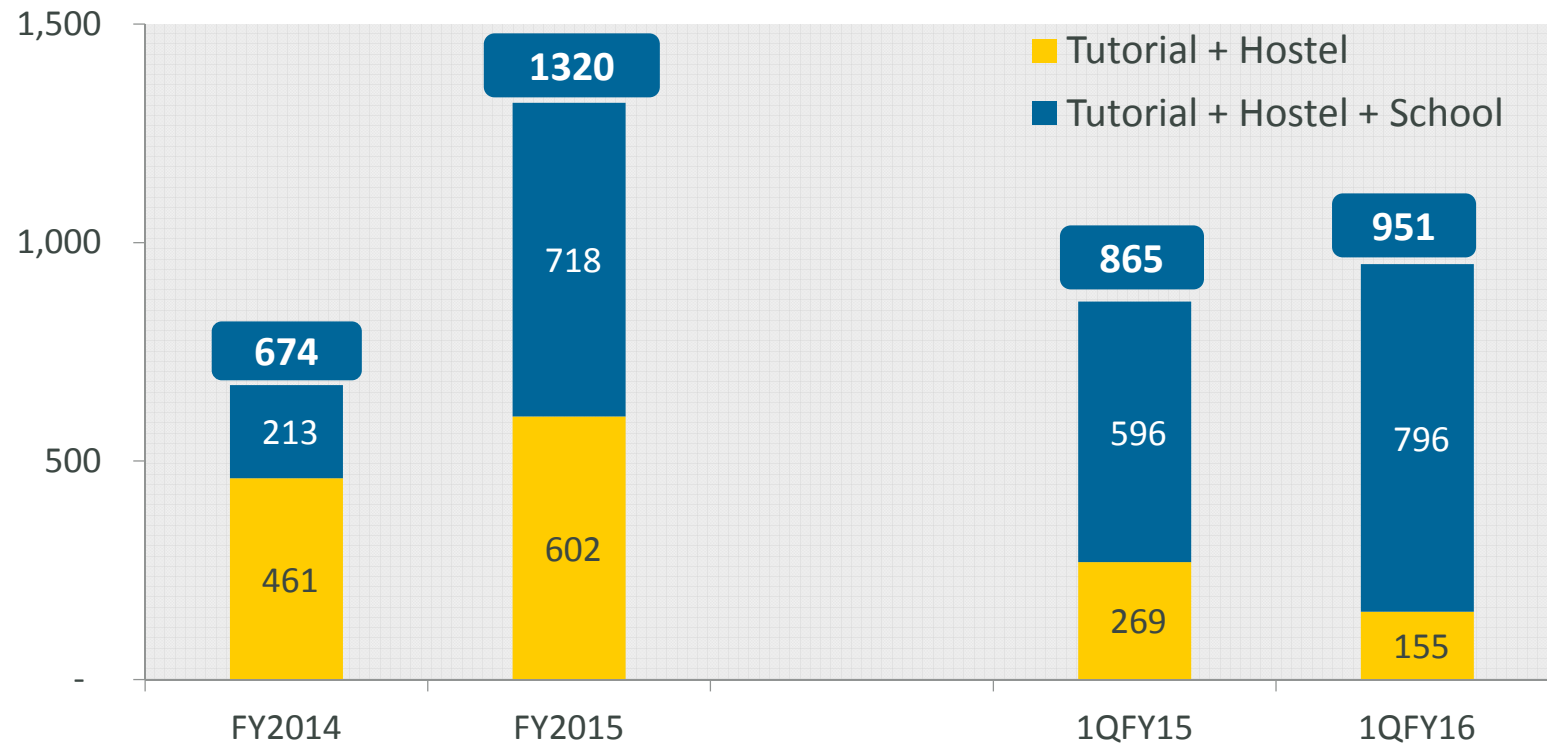
Tutorial Enrollments



Key Highlights

- ❑ Growth in 1QFY15 is impacted on account of deferment in Pre-Medical enrollments and closure of inefficient branch centers
- ❑ Enrollment are mix of all verticals including Pre-engineering, Pre-medical and Pre-foundation

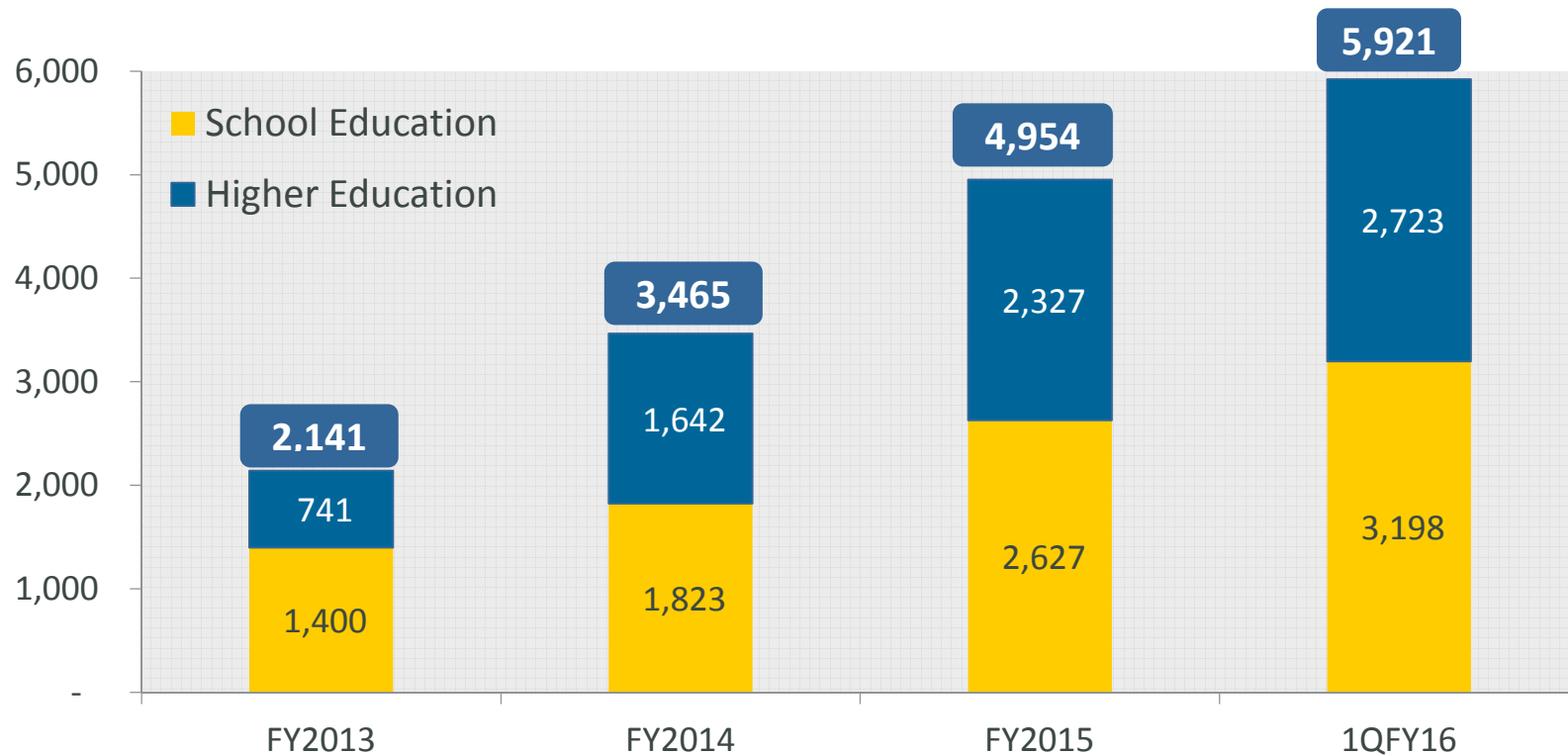
CP Gurukul Campus Enrollments



Key Highlights

- ❑ Higher growth in students who avail both - school and tutorial services - against only tutorial results in to higher price realization per student
- ❑ Academic session 2015-16 is third year of operations and the campus has students from more than 22 states of the country.

Formal Education Enrollments

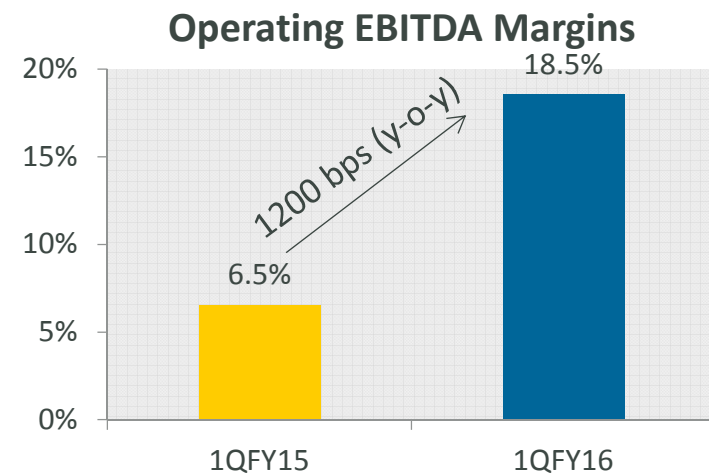
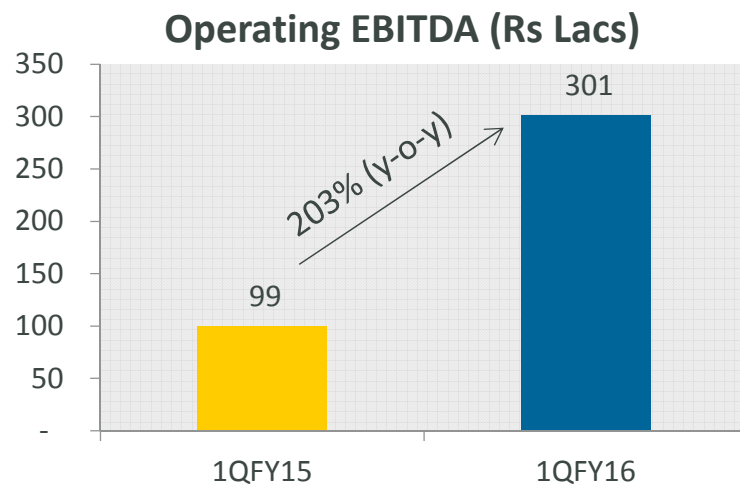
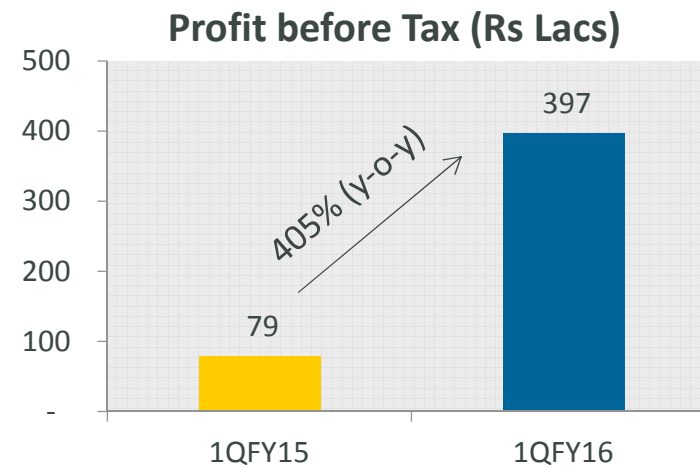
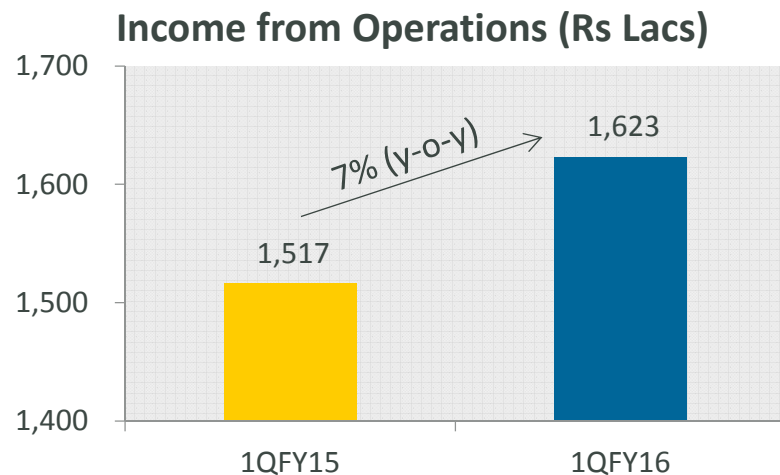


Key Highlights

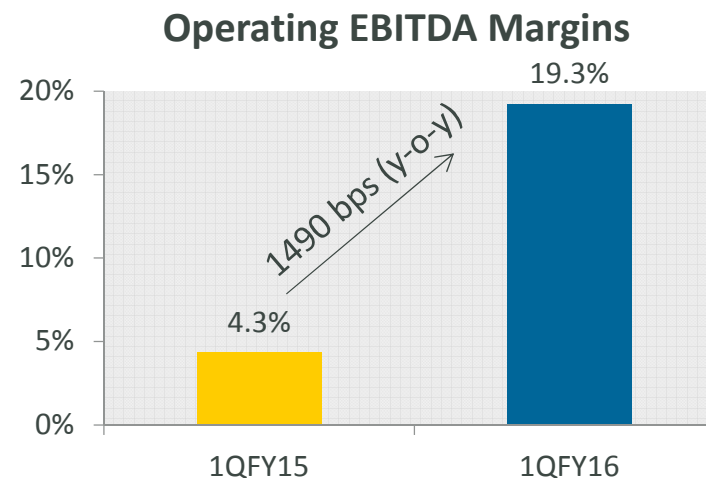
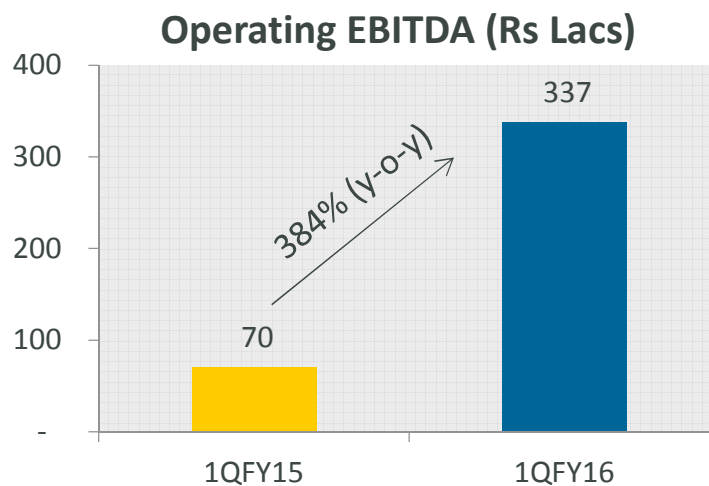
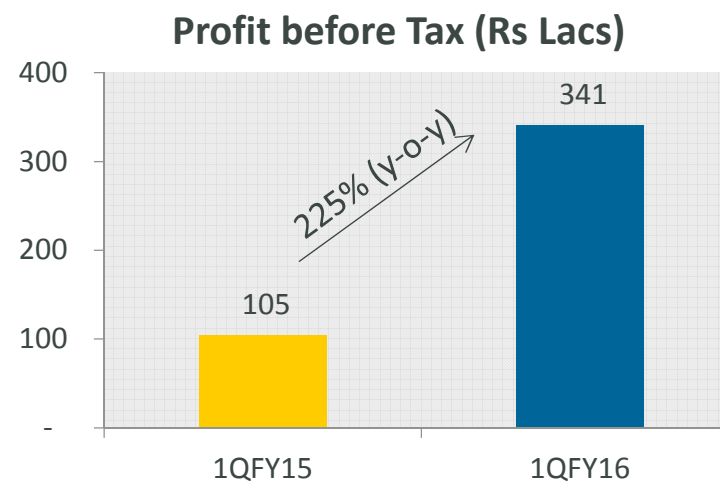
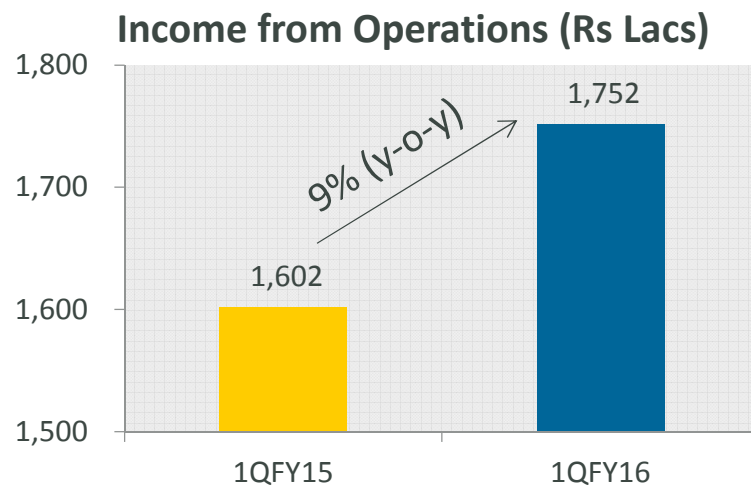
- ❑ Universities have just completed 3rd Year of operation and two schools have completed 2nd year of operation. Hence growth momentum will continue in subsequent years.
- ❑ Remarkable placement records, Overseas academic collaborations and New school franchisees signify long-term prospects of the division.

Key Financial Update

Financial Update – Standalone (reported)



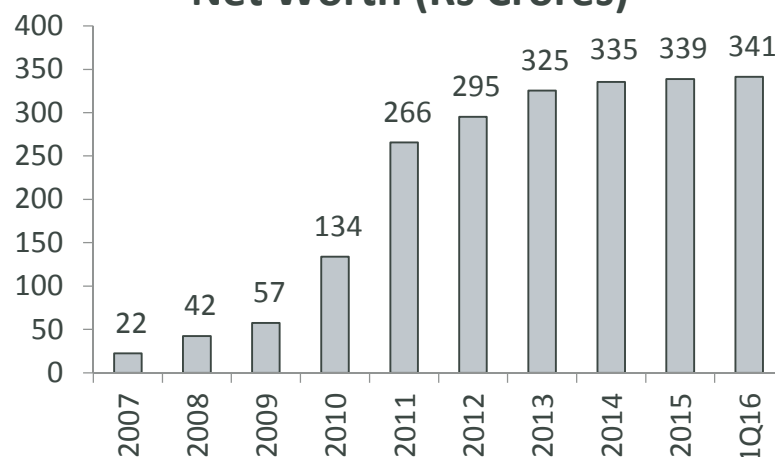
Financial Update – Consolidate



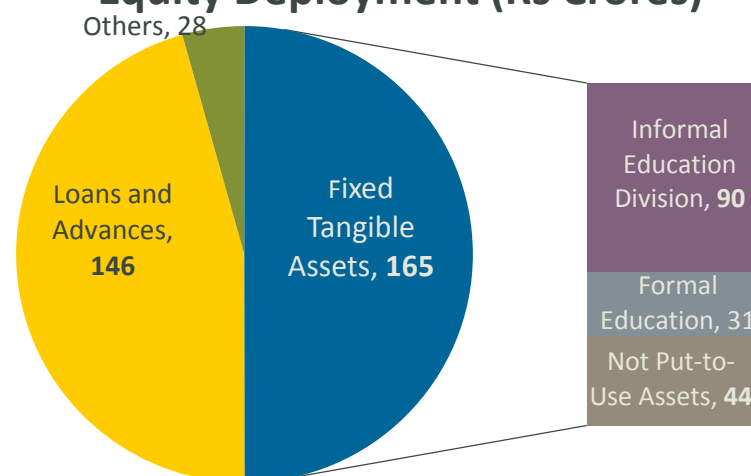
Balance Sheet Highlights



Net Worth (Rs Crores)



Equity Deployment (Rs Crores)



Unleveraged: The balance sheet is debt free. The borrowing of Rs 43 Crores essentially leveraged against the liquid investments of about Rs 54 Crores by 30 June 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.

Financials – Income Statement (Standalone)



Income Statement	<-----Standalone----->			<----- Consolidated ----->		
Rs Lakhs	1QFY16	1QFY15	4QFY15	1QFY16	1QFY15	4QFY15
Income						
Income from Operation *	1,623.2	1,516.5	1,567.0	1,751.9	1,601.9	2,485.7
Other Income	179.6	127.4	187.6	246.7	337.7	279.3
Total Income	1,802.8	1,643.9	1,754.5	1,998.5	1,939.7	2,765.1
Expenditure						
Cost of Study Material	37.6	17.8	60.7	66.1	55.4	880.3
Employees Cost	838.0	867.2	793.6	884.5	913.6	858.2
G&A and other expenses	446.7	532.2	361.8	463.9	563.3	423.6
Dep. & Amort.	117.5	120.1	116.5	132.7	183.3	134.9
Finance Charges	25.5	28.0	25.3	110.2	119.1	133.2
Total Expenditure	1,465.2	1,565.4	1,357.9	1,657.5	1,834.7	2,430.2
EBITDA	480.5	226.7	538.4	584.0	407.4	602.9
EBITDA Margin	26.7%	13.8%	30.7%	29.2%	21.0%	21.8%
Operating EBITDA	301.0	99.3	350.9	337.3	69.7	323.6
Op. EBITDA margin	18.5%	6.5%	22.4%	19.3%	4.3%	13.0%
Profit Before Tax	337.5	78.6	396.7	341.1	105.0	334.9
PBT Margin	18.7%	4.8%	22.6%	17.1%	5.4%	12.1%
Profit After Tax[#]	235.2	65.0	402.6	238.7	246.4	362.7
PAT Margin	13.0%	4.0%	22.9%	11.9%	12.7%	13.1%
EPS (Rs)	1.30	0.36	2.22	1.32	1.36	2.00

* Income at 4QFY15 included discontinued income of the Automobile division.

PAT at 4QFY15 was positively impacted on account of MAT credit entitlements.

Taxes at 4QFY15 at Consolidated level had benefits of deferred tax assets due by asset sale.

Financials – Balance Sheet



Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lakhs	30-Jun-2015	31-Mar-2015	30-Jun-2015	31-Mar-2015
Liabilities				
Total Shareholders' fund	33,455	33,219	34,062	33,832
(a) Share Capital	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	31,642	31,406	32,249	32,019
Non-current Liabilities	465	431	220	194
(a) Deferred Tax Liabilities (Net)	401	371	156	134
(b) Long Term Provisions	64	59	64	59
Current Liabilities & Provisions	2,693	1,460	2,849	1,580
(a) Current Liabilities	2,621	1,366	2,748	1,479
(b) Provisions	72	94	101	101
Borrowings	1,028	988	4,356	4,312
Total Liabilities	37,641	36,098	41,486	39,917
Assets				
Fixed Assets (Including CWIP)	12,720	12,799	16,557	16,476
Non-current Assets	18,253	17,950	10,290	10,098
(a) Loans and Advances	242	239	6,357	6,468
(b) Non-current Investments	18,011	17,711	3,924	3,624
(c) Other Non-current Assets	-	-	8	6
Current Assets	6,668	5,349	14,640	13,343
(a) Inventories	239	191	291	234
(b) Sundry Debtors	593	408	8,309	8,124
(c) Cash & Bank Balances	345	205	410	246
(d) Current Investments	350	300	1,508	1,458
(e) Loans and Advances	5,140	4,244	4,120	3,282
Total Assets	37,641	36,098	41,486	39,917

Key Business Indicators



Tutorial Enrollments are increasing with significant rise in long duration course programs

Formal education division is growing fast; offers impressive margin and return on investment

Increased enrollments results in to improved margins; further scope to improve capacity utilization

Response to Vocational education and e-Learning solution are quite impressive; adding new growth avenues

Thank You



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