



Career Point Ltd.

Investor Update – 1H FY2014-15

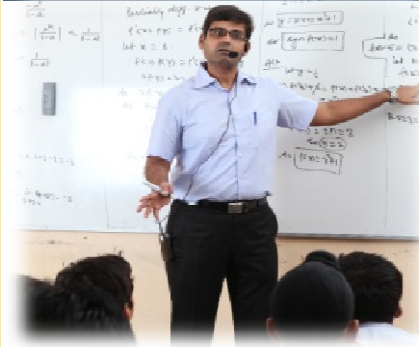
Product Portfolio – KG to PhD



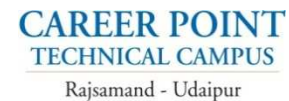
School Education



Tutorial Services



Higher Education



E-Learning Solutions



Integrated Solution Provider across Education Value Chain throughout the Life Cycle of a Student

Key Highlights (1HFY15)



■ Informal Education Division

- Tutorial services division has reached 18,209 new enrollments by the second quarter of current academic session; resulted a growth of 16% in total enrollments over first half last year.
- With a remarkable growth of 95% in enrollments at CP Gurukul – the residential coaching cum school campus – total enrollments have reached at 1,317 against 674 in FY 2014.
- Due to increase in enrollments as well as average fee per student, the residential income at CP Gurukul is up by 216% in 1HFY15 over same period last year.

■ Formal Education Division

- Formal Education division is continuing its outstanding performance. The total enrollments in the division are close to 5,000 by end of 1HFY15 witnessed 40% growth over FY2014 numbers.
- The contribution in growth was mix of both - higher education and school education verticals. Both verticals constitute three units each at multiple locations.
- New enrollments are resulted an increase of about 60% in auxiliary education fee in first half of current financial year in comparison same period of previous year

Key Highlights (1HFY15)



■ Financials

- Income from operations for the period (1HFY15) is Rupees 31.06 Crores (y-o-y: +16.1%) and total income including other income is Rupees 35.28 Cr (y-o-y: +16.0%) at standalone level.
- Operating EBITDA is reported about Rupees 3.05 Crore (margin: 9.8%) for 1HFY15; increased against Rupees 1.55 Crores in 1HFY14 with improvement in margins of 4 percentage points.
- Net Income in 1HFY15 is improved by more than 300% compared to same period previous year with Rupees 3.59 Crores (margin: 10.2%) vs Rupees 86.9 Lacs (margin: 2.9%) in 1HFY14.

■ Other important events

- Career Point Infra Ltd. has executed the transaction to sell the fixed assets of higher education institutions.
- The transaction will simplify the overall structure and will be more financially efficient, for the company point of view.
- In the current period, the financial performance at consol level is impacted by extraordinary items as outcome of said transaction.

Business Update – Number of Enrollments

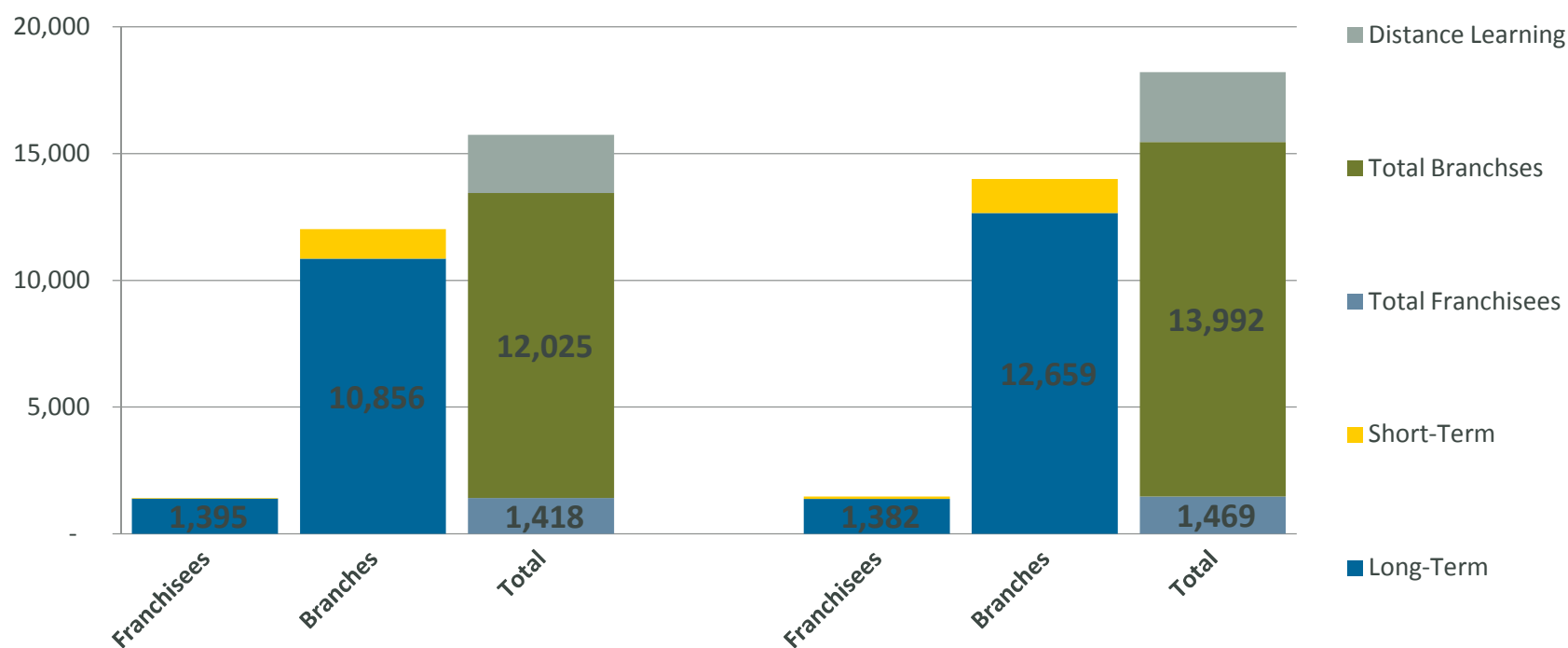


Tutorial Services Enrollments

1H14: 15,740

16% y-o-y →

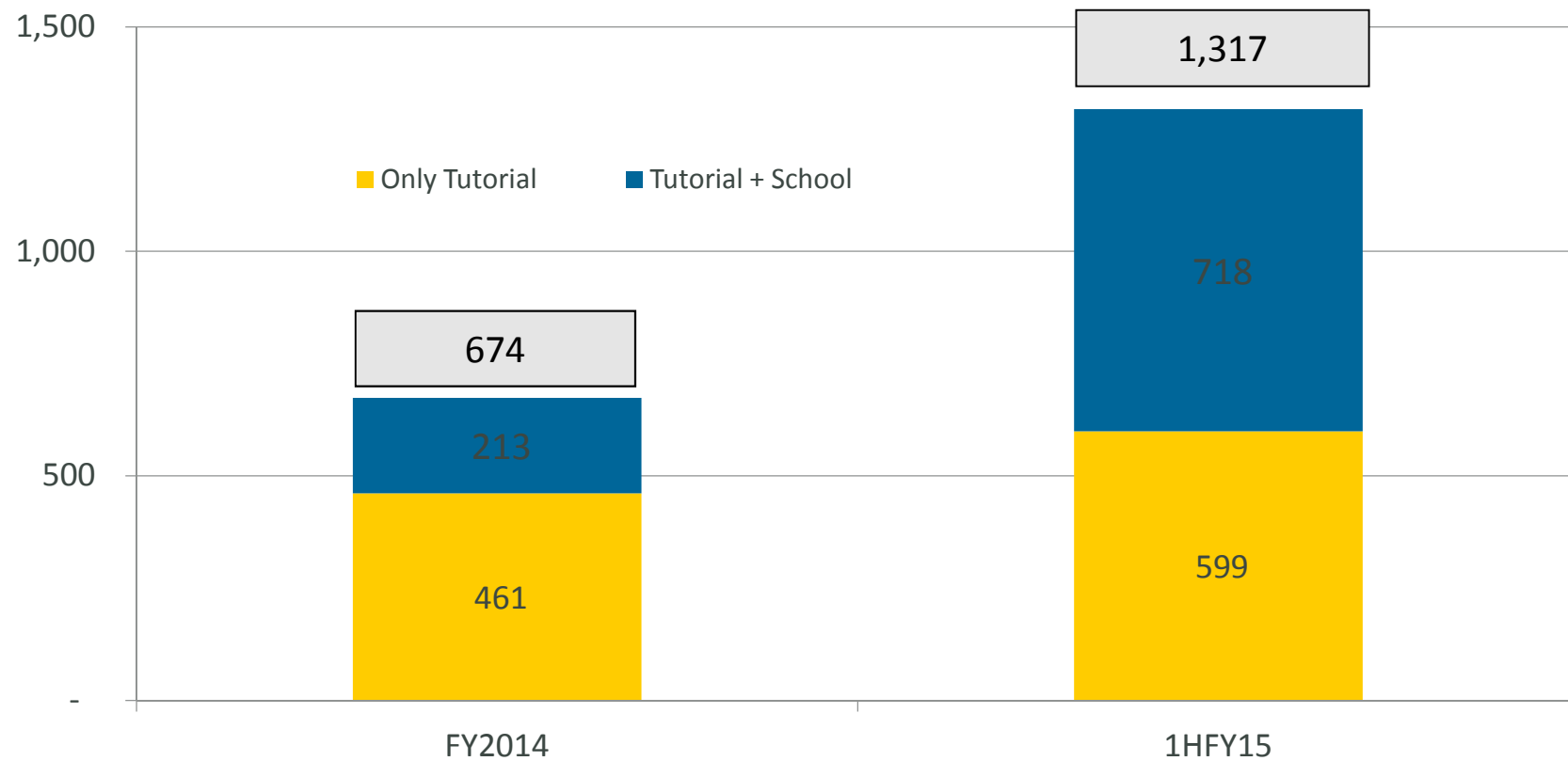
1H15: 18,209



Business Update – Number of Enrollments



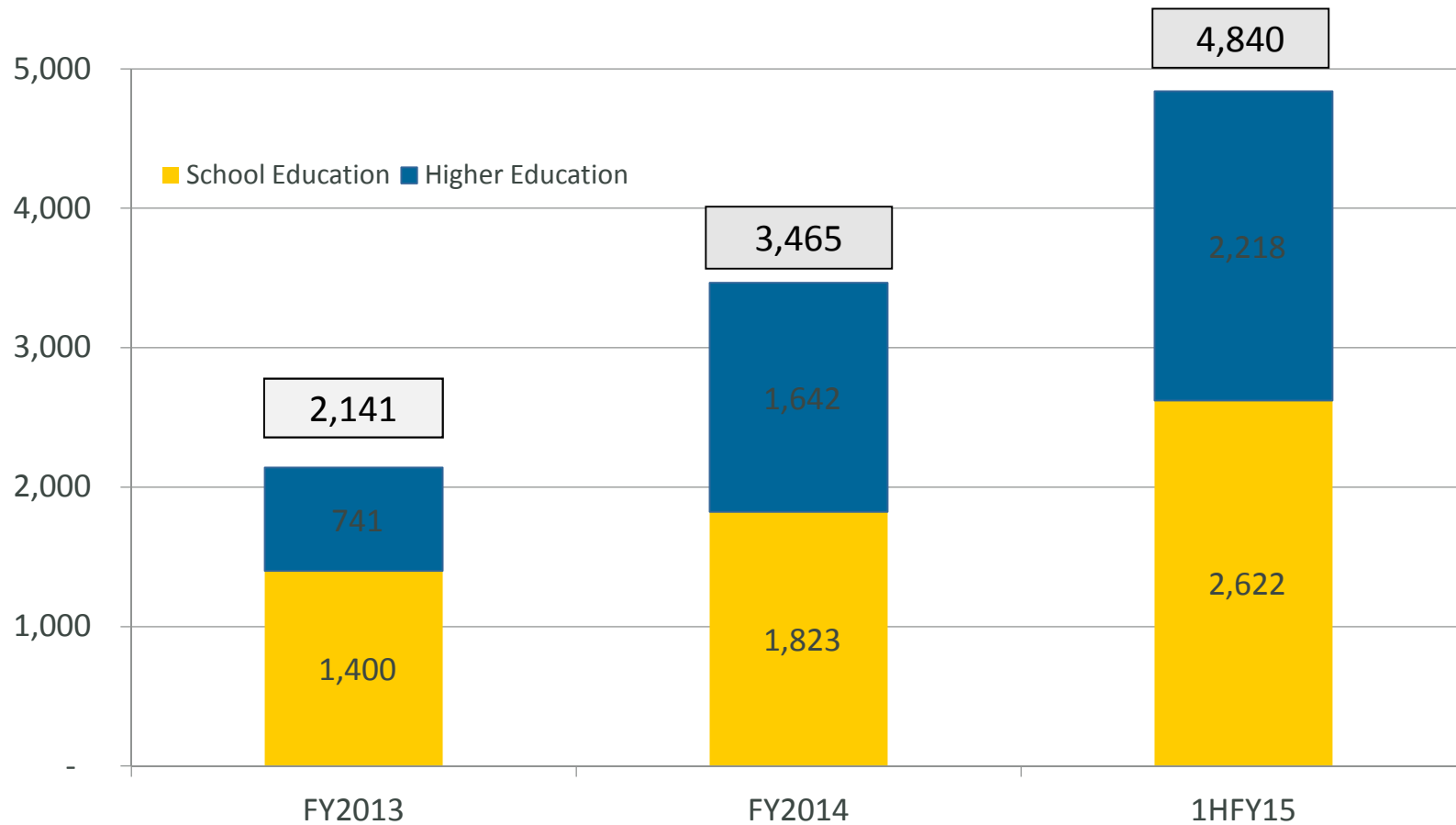
Residential Campus Enrollments



Business Update – Number of Enrollments



Formal Education Enrollments



Business Update – Number of Business Units

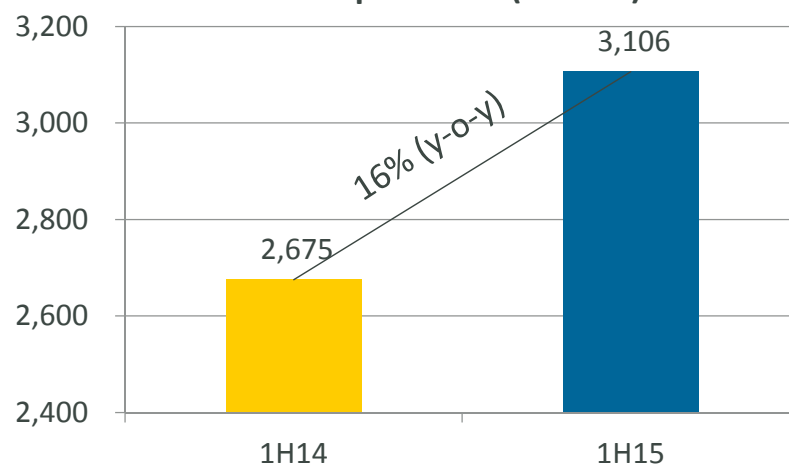


Service Delivery Units	No.
Schools (KG to Grade 12th)	3
Universities and Colleges	3
Company Operated Study Centers	10
Franchisees Centers	9
Technology Enabled Classroom Centers	7
School Association Projects	9
Test Series & Assessment Centers	65

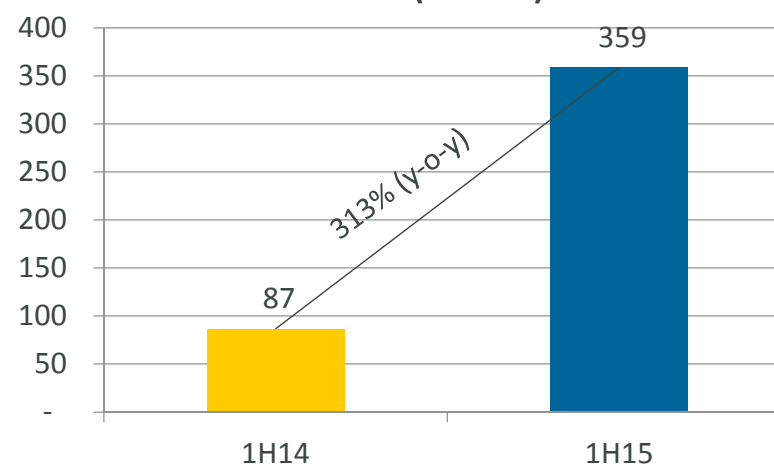
Business Update – Financials Snapshot



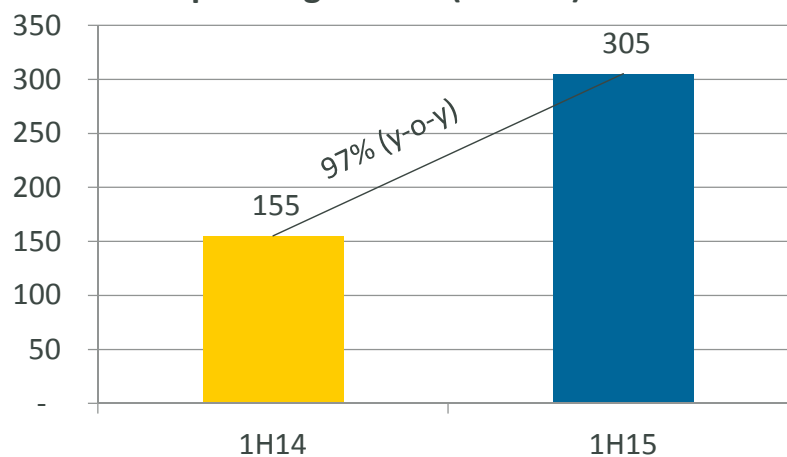
Income from Operations (Rs Lacs)



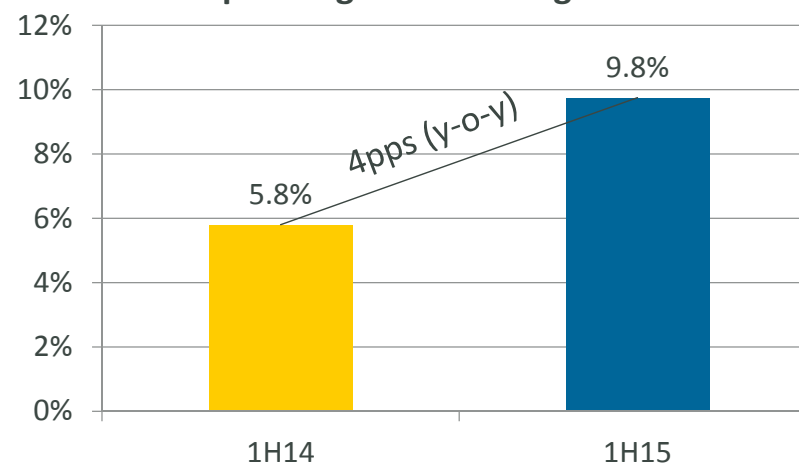
Profit After Tax (Rs Lacs)



Operating EBITDA (Rs Lacs)



Operating EBITDA Margins



Financials – Income Statement (Standalone)



Rs Lakhs	2QFY15	2QFY14	1QFY15	1HFY15	1HFY14
Income					
Income from Operation	1,589.6	1,412.4	1,516.5	3,106.1	2,674.9
Other Income	294.1	232.8	127.4	421.6	367.1
Total Income	1,883.7	1,645.2	1,643.9	3,527.6	3,041.9
Expenditure					
Cost of Study Material	104.0	73.9	17.8	121.7	80.8
Employees Cost	869.3	880.7	867.2	1,736.6	1,611.5
G&A and other expenses	410.1	388.9	532.2	942.3	827.3
Dep. & Amort.	117.0	156.6	120.1	237.1	230.0
Finance Charges	27.6	69.9	28.0	55.7	140.1
Total Expenditure	1,528.0	1,569.9	1,565.4	3,093.4	2,889.8
EBITDA	500.3	301.8	226.7	727.0	522.3
EBITDA Margin	26.6%	18.3%	13.8%	20.6%	17.2%
Operating EBITDA	206.2	69.0	99.3	305.4	155.2
Op. EBITDA margin	13.0%	4.9%	6.5%	9.8%	5.8%
Profit Before Tax	355.7	75.3	78.6	434.3	152.1
PBT Margin	18.9%	4.6%	4.8%	12.3%	5.0%
Profit After Tax	297.8	61.3	61.0	358.7	86.9
PAT Margin	15.8%	3.7%	3.7%	10.2%	2.9%
EPS (Rs)	1.6	0.3	0.3	2.0	0.5

Financials – Income Statement (Consolidated)



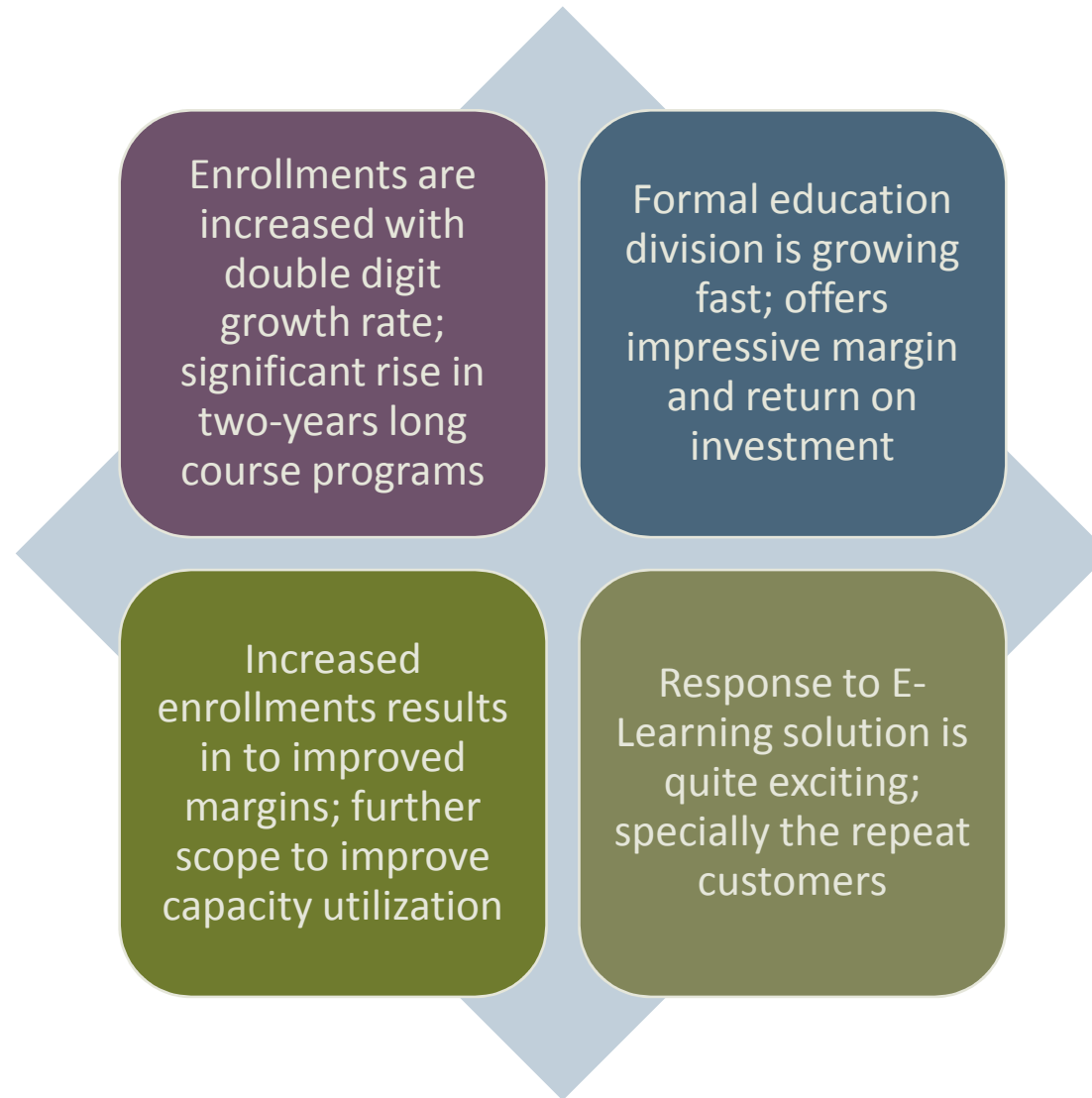
Income Statement	<----- Consolidated ----->				
Rs Lakhs	2QFY15	2QFY14	1QFY15	1HFY15	1HFY14
Income					
Income from Operation	1,669.6	1,695.6	1,601.9	3,271.6	3,210.2
Other Income	202.9	329.6	337.7	540.6	580.1
Total Income	1,872.5	2,025.2	1,939.7	3,812.2	3,790.3
Expenditure					
Cost of Study Material	128.0	90.7	55.4	183.4	107.9
Employees Cost	927.9	921.5	913.6	1,841.4	1,675.5
G&A and other expenses	437.5	420.3	563.3	1,000.8	883.4
Dep. & Amort.	180.7	190.9	183.3	364.1	293.7
Finance Charges	120.0	126.3	119.1	239.1	262.7
Total Expenditure	1,794.1	1,749.7	1,834.7	3,628.8	3,223.1
EBITDA	379.1	592.6	407.4	786.5	1,123.6
EBITDA Margin	20.2%	29.3%	21.0%	20.6%	29.6%
Operating EBITDA	176.2	263.0	69.7	245.9	543.4
Op. EBITDA margin	10.6%	15.5%	4.3%	7.5%	16.9%
Profit Before Tax & Extraordinary items	78.4	275.5	105.0	183.3	567.2
PBT Margin	4.2%	13.6%	5.4%	4.8%	15.0%
Profit After Tax	(205.6)	186.3	246.4	40.7	350.3
PAT Margin	-11.0%	9.2%	12.7%	1.1%	9.2%
EPS (Rs)	(1.1)	1.0	1.4	0.2	1.9

Financials – Balance Sheet



Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	30-Sep-2014	30-Jun-2014	31-Mar-2014	30-Sep-2014	30-Jun-2014	31-Mar-2014
Liabilities						
Shareholders' fund	32,607	32,278	32,458	33,343	33,770	33,566
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	30,794	30,465	30,645	31,530	31,957	31,753
Non-current Liabilities	195	137	122	(20)	227	370
(a) Def. Tax Liabilities	148	94	80	(67)	184	328
(b) Long Term Provisions	47	43	42	47	43	42
Current Liabilities	3,061	2,965	1,200	3,295	3,034	1,436
(a) Current Liabilities	2,962	2,551	1,102	3,180	2,822	1,321
(b) Provisions	100	414	98	115	212	115
Borrowings	985	1,034	992	4,543	4,415	4,322
Total Liabilities	36,849	36,415	34,771	41,161	41,446	39,695
Assets						
Fixed Assets (inc. WIP)	12,406	12,267	12,190	16,390	23,178	22,985
Non-current Assets	20,792	16,588	15,954	11,664	7,503	7,202
(a) Loans and Advances	3,038	2,732	2,098	6,556	7,438	7,141
(b) Investments	17,754	13,856	13,856	5,098	42	42
(c) Other Assets	-	-	-	10	23	19
Current Assets	3,650	7,560	6,628	13,107	10,764	9,507
(a) Inventories	180	239	238	360	282	301
(b) Sundry Debtors	288	198	144	8,671	1,554	1,498
(c) Cash & Bank Balances	545	623	398	859	885	668
(d) Current Investments	1,171	4,388	4,198	1,171	5,546	5,356
(e) Loans and Advances	1,467	2,111	1,650	2,046	2,498	1,685
Total Assets	36,849	36,415	34,771	41,161	41,446	39,695

Key Business Indicators



Thank You



Career Point Limited

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