



CAREER POINT

Investor Update: Q2/H1 FY2016-17

Our Vision



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

Our Mission

To become a most ethical educational brand

Technology

Infosys
TCS

Banking

ICICI
HDFC

Auto

Tata Motors
Bajaj Auto

Hotel

Taj Group
Oberoi

Education

??



CAREER POINT

Our Corporate Philosophy

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

Our Story



1993

- Organisation founded

2000

- Network Expansion

2006

- Formal Education

2010

- NSE & BSE Listing

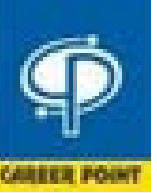
2014

- Vocational
- eLearning

2016

- Building a Global Brand

Company evolution



June 1993

- Founded in Kota in small tyre godown by Mr. Pramod Maheshwari, an IIT Delhi alumnus

April 2000

- Opened first tutorial branch outside Kota at Jaipur

Feb 2003

- Started K-12 school education - Global Public School, Kota

Jan 2007

- Investment by Volrado Venture Partners (ENAM)

April 2012

- Career Point University at Kota (Rajasthan)
- Career Point University at Hamirpur (Himachal Pradesh)

Oct 2010

- First Indian IPO by Test-Prep Company (Listed on NSE and BSE)

Jan 2010

- Investment by Kalpa Partners (N S Raghavan)

Jul 2009

- Private Equity Investment by Franklin Templeton

April 2013

- Career Point Gurukul, Kota – A modern residential school with integrated coaching
- Career Point World School in Jodhpur

April 2014

- Skill Development & Vocational Education

July 2015

- eLearning
- Online Assessment
- Career Point world School in Bilaspur

April 2016

- Career Point Gurukul, Mohali
- Publication Division
- Smart Learning Center

Service Offering – KG to PhD



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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

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



	Global Public School, Kota	Career Point World School, Jodhpur	Career Point World School, Bilaspur
Operational Since	Year 2003	July 2013	July 2015
Location	Kota, Rajasthan	Jodhpur, Rajasthan	Bilaspur, Chattisgarh
Affiliation	CBSE	CBSE	CBSE
Category	Owned	Owned	Franchisee

Expansion Strategy:

Through franchisee and leased asset-light mode

CP Gurukul: Residential School with Coaching



CAREER POINT

CP Gurukul, Kota (Raj.)

CP Gurukul, Mohali (Punjab)

CP Gurukul, Rajsamand (Raj.)



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

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

Tutorial Products and Test-Prep Services



Key Products

Test-Prep
Products

Pre-Engineering

Pre-Medical

Pre-Foundation

Expansion Strategy: Improve operating leverage
and selective franchising

Delivery Model

Company Branches

Franchisees Centers

Residential Coaching

School Association

Distance Learning

E-Learning

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
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.

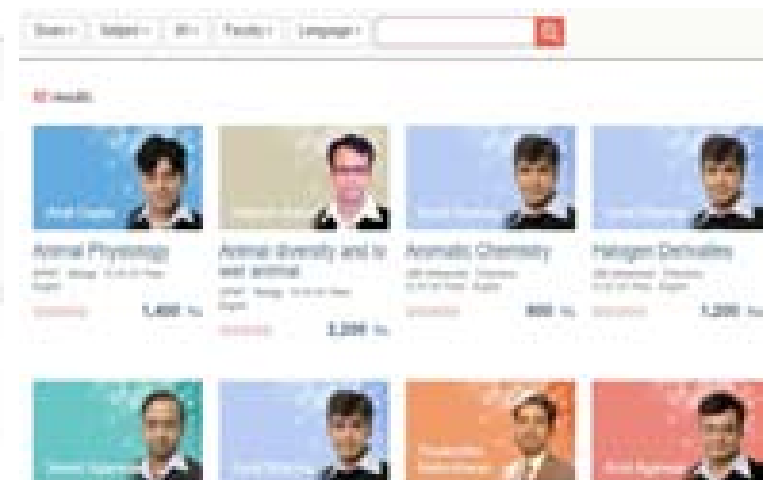
Expansion Strategy:

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

e-Learning Solutions

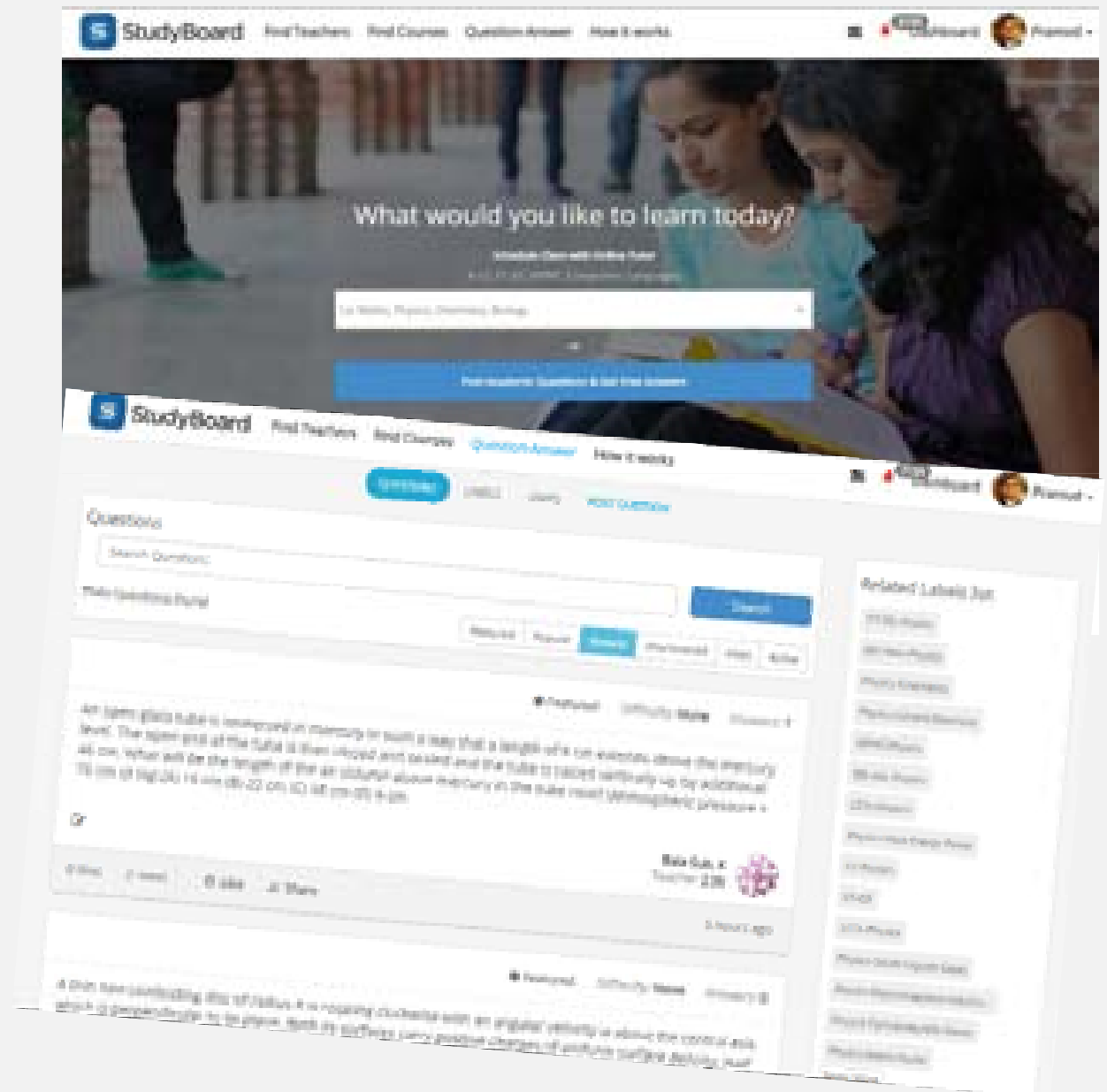


- **eCareerPoint** (www.ecareerpoint.com): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques which strategically identify the learning gaps and suggest various corrective measures
- **Video-on-Demand** (www.onlinepado.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



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



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.
- 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
- Partnered with state government for training of ST/SC/OBC students



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



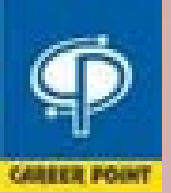
- Empanelled with RSLDC (Rajasthan Skill Livelihood Development Corporation) as Project Implementation Agency (PIA) under ELSTP programs
- Banking & Accounts, Courier & Logistics, Information Technology, Retail, Automotive, Business & Commerce, Hospitality, Agriculture, Electrical and Electronics

- 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.onlinepado.com): Choice to students for anytime, any topic and anyplace learning on multiple devices. Through online or offline video lectures by experts
 - **eCareerPoint** (www.ecareerpoint.com): Online adaptive assessment engine with personalized and relative feedback based on our proprietary 'A2ZFeedback Technology' using scientific and statistical techniques.
 - **Learning Marketplace** (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 700+ placements in 97 esteemed organization during session 2015-16. 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 2015-16, the company reported a revenue growth in double-digits, margins increase of more than double and a significant improvement in positive cash flows. The balance sheet is net cash positive with net worth of more than Rupees 350 crores.

Growth Strategies



Pursue excellence in the service delivery

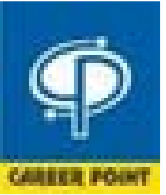
Expansion through fast and cost-effective technology based solutions

Strengthen the presence in unrepresented industry verticals

Pursue selective strategic acquisitions and JV opportunities

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.



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Q2 / H1 FY2016-17 Performance



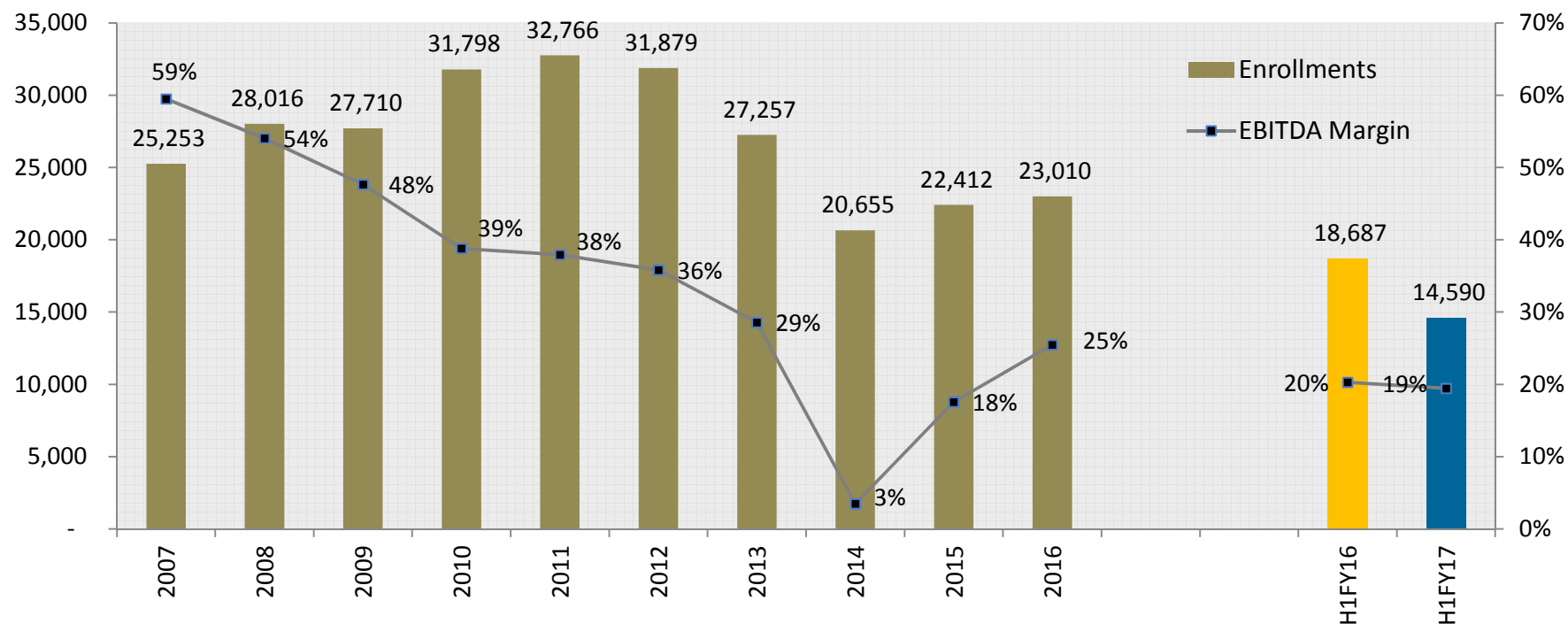
Enrolments Split

Enrollments	FY2013	FY2014	FY2015	FY2016	Q2FY16	Q2FY17
Total	29,398	24,120	27,366	30,857	25,313	21,879
Tutorial Division	27,257	20,655	22,412	23,010	18,687	14,590
Formal Education	2,141	3,465	4,954	7,847	6,626	7,289
Tutorial Enrollments Split						
Branches-LT CR	17,262	11,122	12,946	13,688	13,267	10,064
Branches-ST CR	2,978	1,169	1,333	1,011	1,011	625
Franchisees-LT CR	1,754	1,764	1,576	1,395	1,320	1,043
Franchisees-ST CR	381	23	87	52	52	-
Distance Learning	4,882	6,577	6,470	6,864	3,037	2,858
Formal Break-up						
Higher Education	741	1,642	2,327	3,455	3,250	3,628
School Education	1,400	1,823	2,627	3,372	3,376	3,451
Vocational Education				1,020		210



LTCR: Long-Term Classroom, STCR: Short-Term Classroom

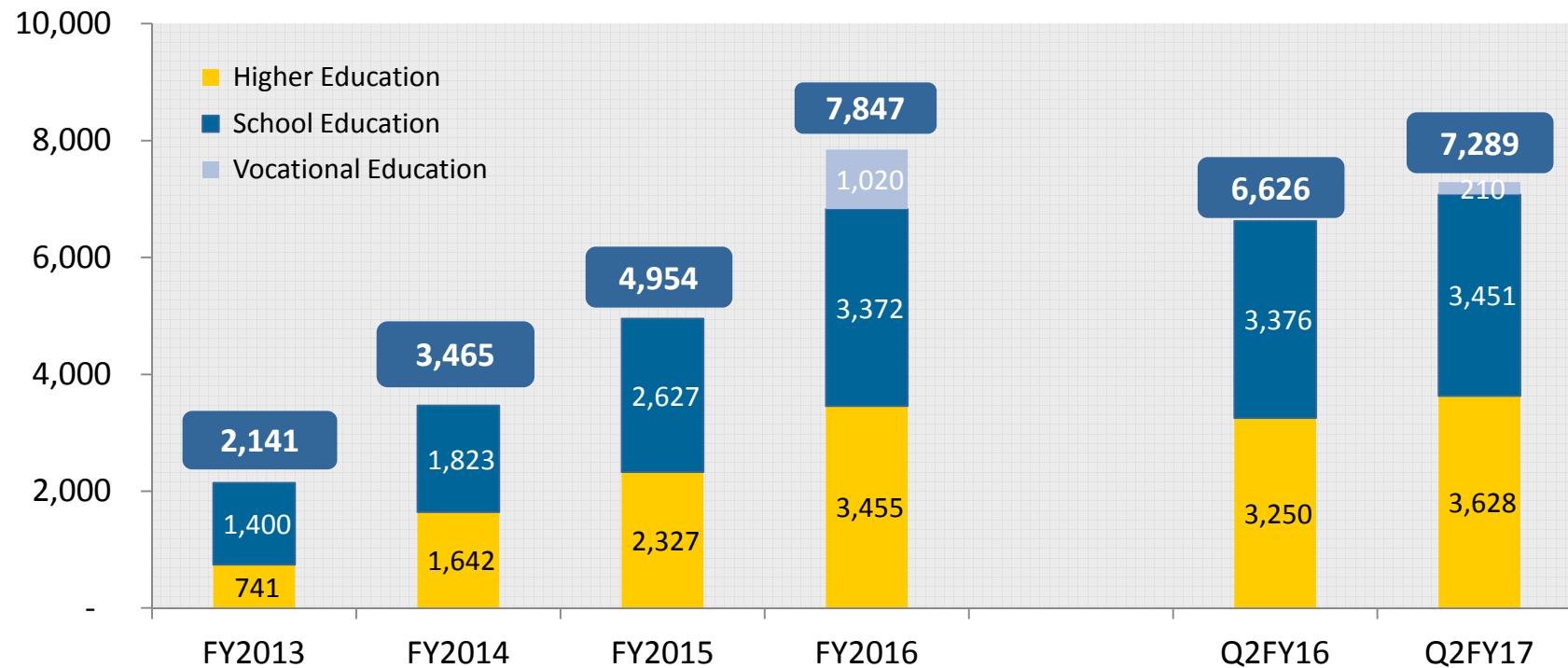
Tutorial Enrollments and Margins



Key Highlights

- ❑ Improvement in average fee per student results in to higher revenues
- ❑ Large operating leverage indicates a potential profitability improvement

Enrolments Split – Formal Education



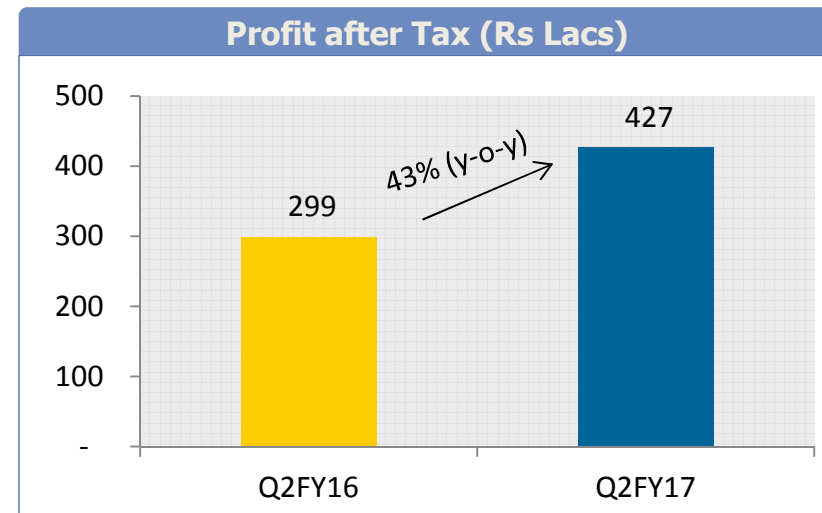
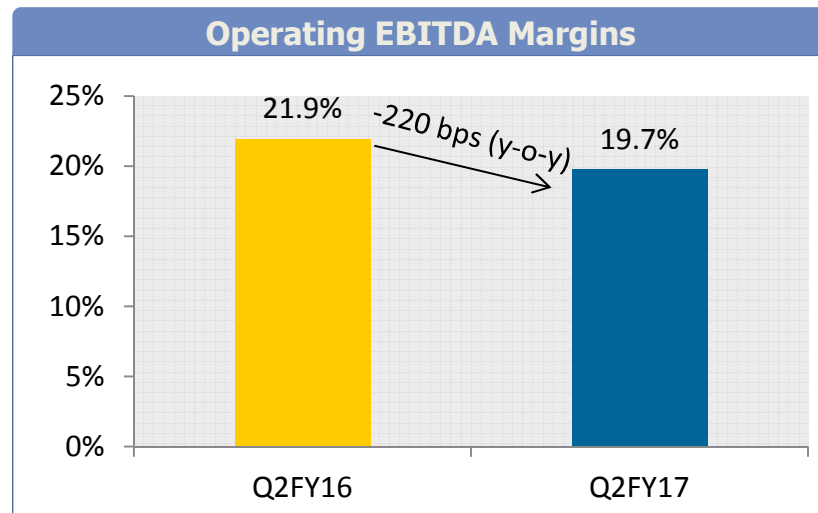
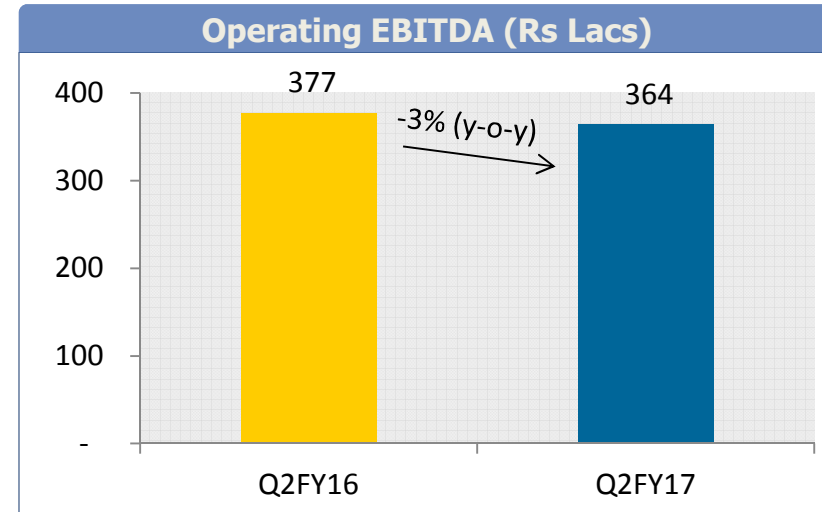
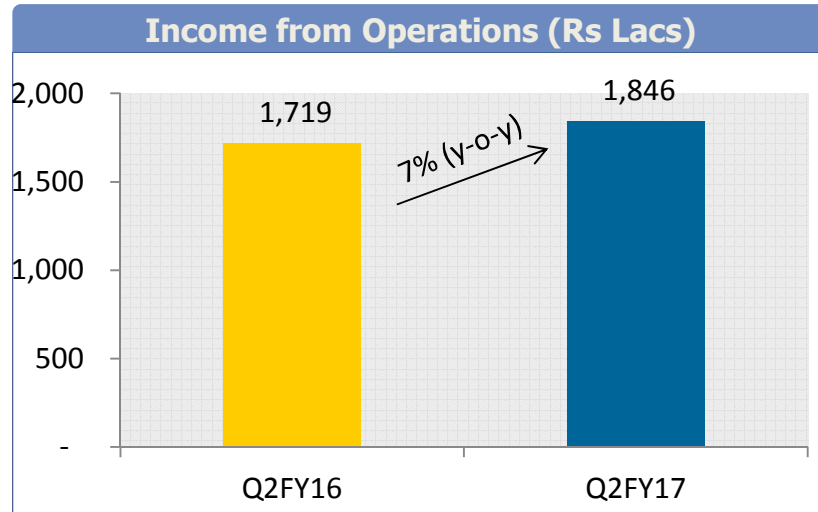
Key Highlights

- ❑ Annuity driven business division with 10% y-o-y growth in H1FY16 and 54% CAGR in enrollments from year 2013 to 2016.
- ❑ Remarkable placement records, Overseas academic collaborations and New school franchisees signify long-term prospects of the division.

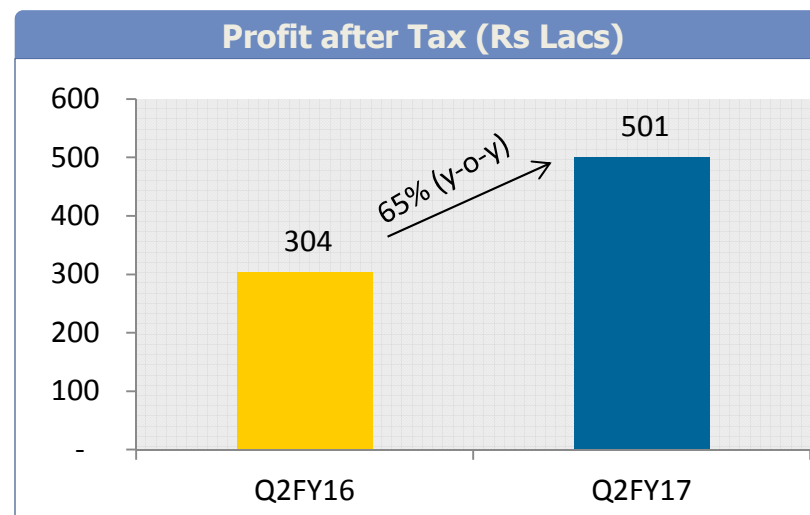
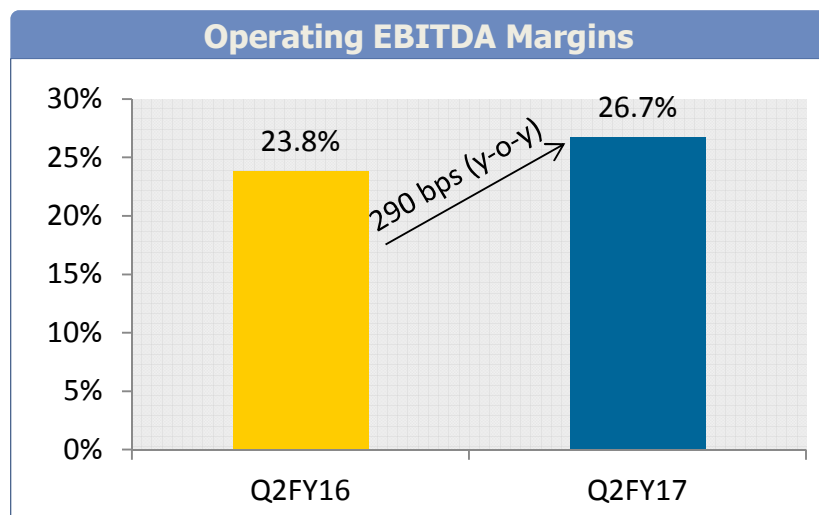
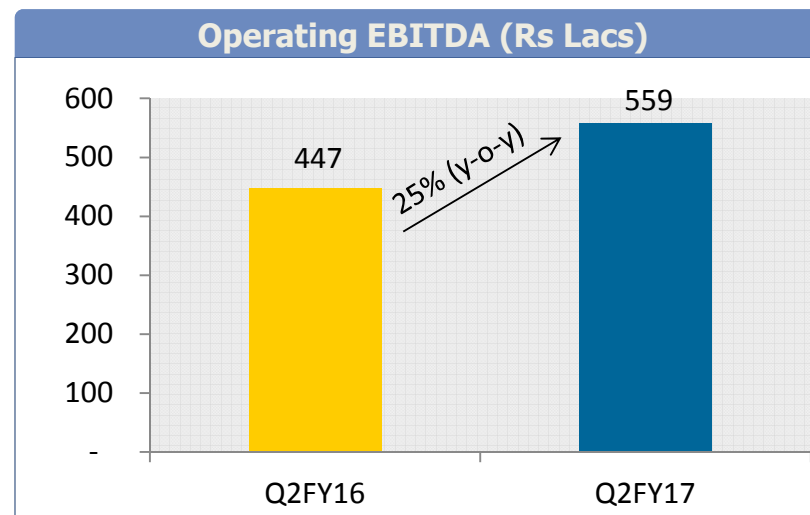
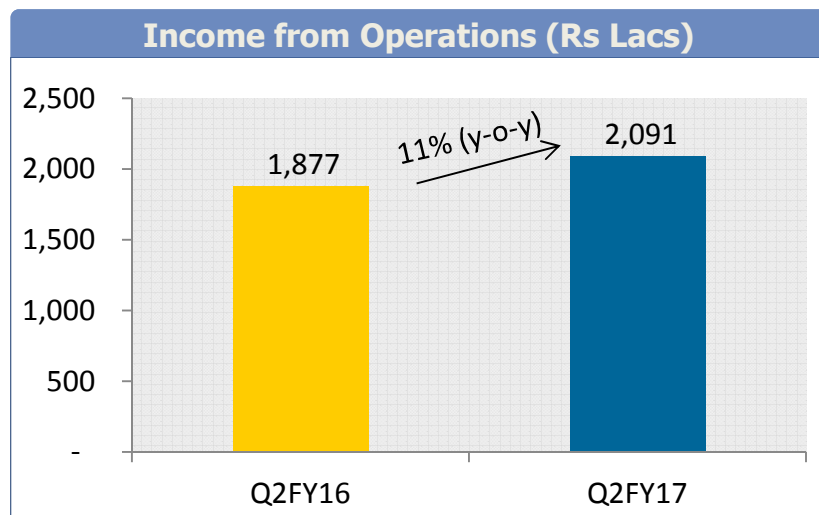
Financial Details



Standalone Financials – Snapshot (Q2 FY2016-17)



Consolidated Financials – Snapshot (Q2 FY2016-17)



Income Statement - Standalone



Income Statement	----- Standalone ----->				
Rs Lakhs	Q2FY16	Q1FY17	Q2FY17	H1FY16	H1FY17
Income					
Income from Operation	1,718.9	1,611.5	1,845.8	3,342.2	3,457.2
Other Income	206.1	164.5	288.8	385.7	453.3
Total Income	1,925.1	1,776.0	2,134.5	3,727.8	3,910.5
Expenditure					
Cost of Study Material	56.9	59.5	82.4	94.5	141.9
Employees Cost	850.6	837.8	910.1	1,688.6	1,747.9
G&A and other expenses	434.4	406.3	489.0	881.1	895.3
Dep. & Amort.	117.3	114.3	111.9	234.7	226.2
Finance Charges	25.3	33.9	37.7	50.8	71.6
Total Expenditure	1,484.4	1,451.8	1,631.0	2,949.7	3,082.8
EBITDA	583.2	472.4	653.1	1,063.7	1,125.4
EBITDA Margin	30.3%	26.6%	30.6%	28.5%	28.8%
Operating EBITDA	377.0	307.9	364.3	678.0	672.2
Op. EBITDA margin	21.9%	19.1%	19.7%	20.3%	19.4%
Profit Before Tax	440.6	324.2	503.5	778.2	827.7
PBT Margin	22.9%	18.3%	23.6%	20.9%	21.2%
Profit After Tax	298.9	200.7	427.0	534.1	627.6
PAT Margin	15.5%	11.3%	20.0%	14.3%	16.0%
EPS (Rs)	1.65	1.11	2.35	2.95	3.46

Income Statement - Consolidated



Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY16	Q1FY17	Q2FY17	H1FY16	H1FY17
Income					
Income from Operation	1,877.4	1,802.2	2,090.8	3,629.3	3,893.0
Other Income	245.2	180.1	308.9	491.9	489.0
Total Income	2,122.6	1,982.3	2,399.7	4,121.1	4,382.0
Expenditure					
Cost of Study Material	82.4	80.5	101.9	147.4	182.3
Employees Cost	893.1	852.1	922.2	1,777.6	1,774.3
G&A and other expenses	454.9	405.7	508.1	918.8	913.9
Dep. & Amort.	132.7	129.5	120.9	265.4	250.4
Finance Charges	109.8	111.2	110.6	220.0	221.8
Total Expenditure	1,672.8	1,579.1	1,763.7	3,329.1	3,342.8
EBITDA	692.3	644.0	867.5	1,277.4	1,511.5
EBITDA Margin	32.6%	32.5%	36.2%	31.0%	34.5%
Operating EBITDA	447.1	463.9	558.6	785.5	1,022.5
Op. EBITDA margin	23.8%	25.7%	26.7%	21.6%	26.3%
Profit Before Tax	449.8	403.2	636.1	792.0	1,039.3
PBT Margin	21.2%	20.3%	26.5%	19.2%	23.7%
Profit After Tax	304.0	233.0	500.8	543.8	733.8
PAT Margin	14.3%	11.8%	20.9%	13.2%	16.7%
EPS (Rs)	1.7	1.3	2.8	3.0	4.0

Balance Sheet

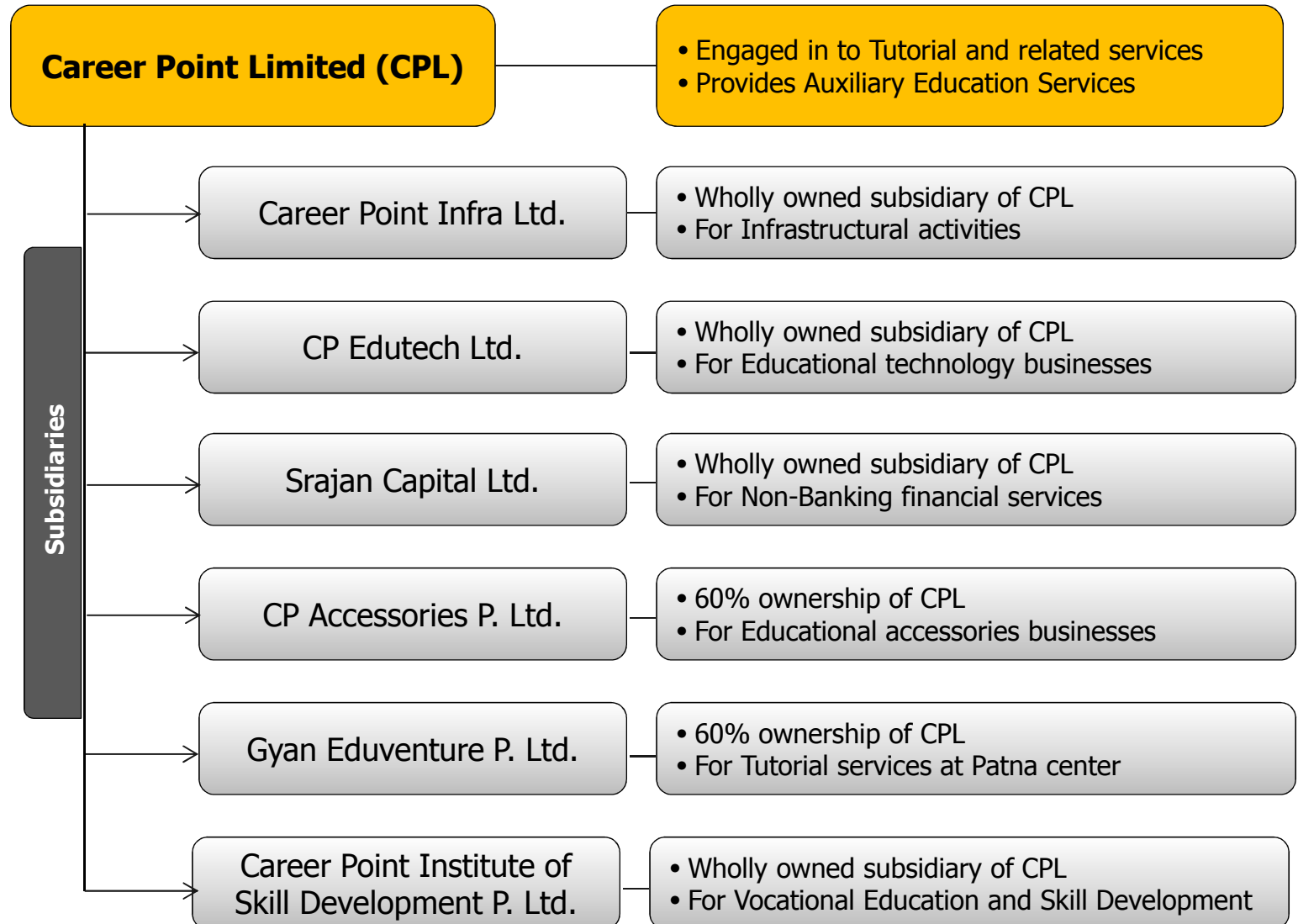


Balance Sheet	<----- Standalone ----->			<----- Consolidated ----->		
Rs Lakhs	31-Mar-2016	30-Jun-2016	30-Sep-2016	31-Mar-2016	30-Jun-2016	30-Sep-2016
Liabilities						
Shareholders' fund	34,672	34,876	35,307	35,283	35,534	36,041
(a) Share Capital	1,813	1,813	1,813	1,813	1,813	1,813
(b) Reserve and Surplus	32,858	33,063	33,494	33,470	33,720	34,227
Non-current Liabilities	629	665	702	380	423	472
(a) Def. Tax Liabilities	573	606	641	312	352	395
(b) Long Term Provisions	56	59	61	67	72	77
Current Liabilities	1,772	2,513	3,008	1,883	2,615	3,092
(a) Current Liabilities	1,554	2,210	2,912	1,646	2,284	2,959
(b) Provisions	219	303	95	238	331	133
Borrowings	1,413	1,583	1,545	4,735	5,167	5,533
Total Liabilities	38,486	39,637	40,562	42,282	43,740	45,137
Assets						
Fixed Assets (inc. WIP)	12,844	13,126	13,831	16,607	16,884	17,644
Non-current Assets	15,276	15,147	15,154	9,468	4,366	5,589
(a) Loans and Advances	734	765	272	7,836	3,193	3,916
(b) Investments	14,542	14,382	14,882	1,632	1,173	1,673
(c) Other Assets	-	-	-	0	-	-
Current Assets	10,366	11,364	11,578	16,207	22,489	21,904
(a) Inventories	168	156	114	199	206	167
(b) Sundry Debtors	343	319	265	8,082	8,060	8,101
(c) Cash & Bank Balances	92	171	47	248	228	131
(d) Current Investments	2,866	3,216	3,100	3,031	3,545	3,687
(e) Loans and Advances	6,898	7,501	8,052	4,647	10,450	9,818
Total Assets	38,486	39,637	40,562	42,282	43,740	45,137

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



Neelima Maheshwari
NonExecutive Director

Professional Management Team



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



Dr. Mithilesh Dixit
VC, CP University, Kota



Dr. Gurudatt Kakkar
GM-Higher Education



Shailendra Maheshwari
Director - Academics



Mahesh Bhangriya
VP-Corporate Strategy



U.S. Kejriwal
General Manager-Infra



Tarun Kumar Jain
Company Secretary



Ankesh Jain
GM-Marketing

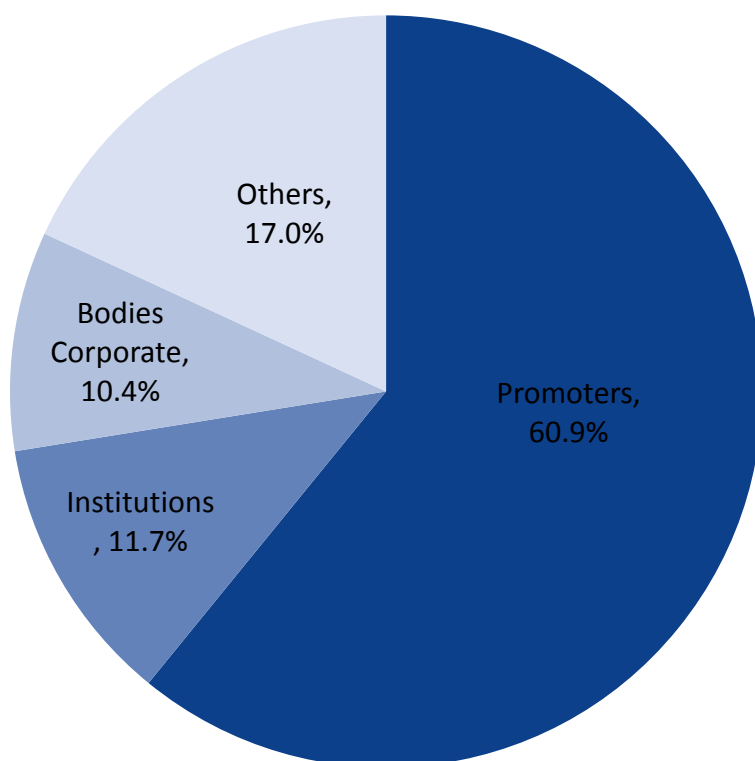


Manish Sharma
AGM-Business Dev.

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 (>1%)	
Fidelity	9.99%
Rajasthan Global Securities	5.30%
Mr. Akash Bhanshali	2.20%
Nadathur Estates	1.88%
DSP Blackrock	1.57%
Bhanshali Stock Brokers	1.12%
Mr. Vikas Singhi	1.10%
Total	23.16%
As on 30 Sep 2016	

Asset Details



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

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

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

Investor Contact Details

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