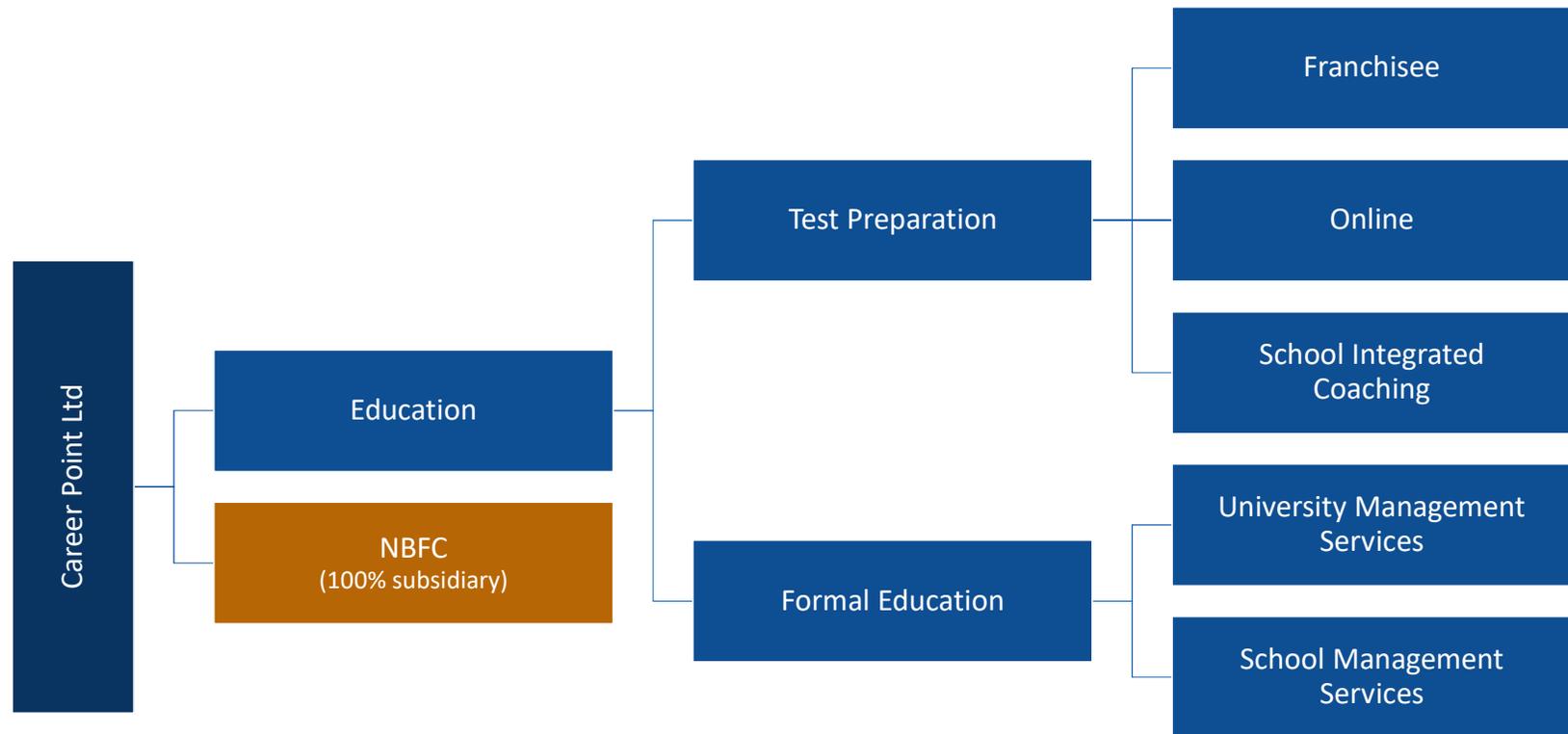




CAREER POINT

Investors Update- Q1 FY2023-24

Career Point : Business Division



Test Prep Business Model



New Product & Network Development

New Product Development & Acquisition

A committed team conducts research and develops new products that are subsequently distributed through a network.

Business Development & Success

A specialized department carries out new business development and ensures its success through a range of academic and non-academic support measures.

Distribution & Delivery

Franchisee

Products like JEE, NEET, Foundation, NDA, etc., are delivered to students through in-person coaching at franchisee centers

School Integrated

The products are delivered to the students by the company in association with the school.

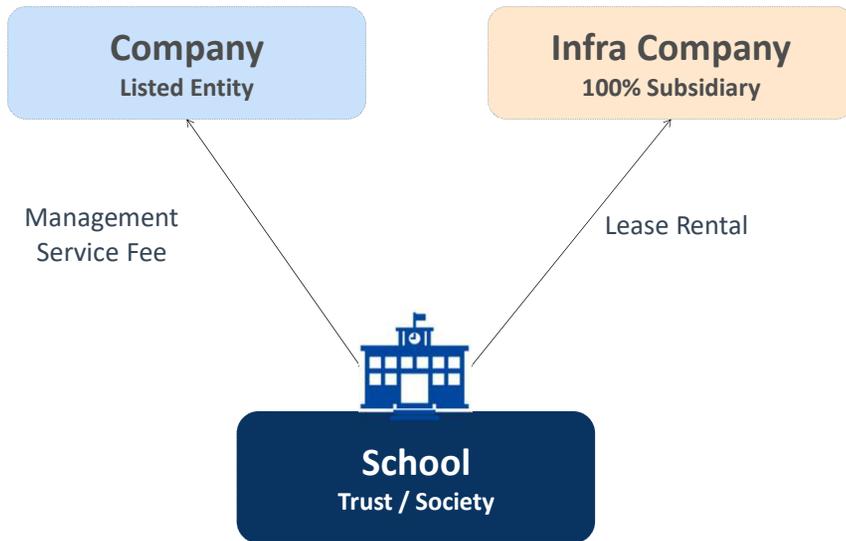
eLearning

Live Classes
Recorded Courses
Study Material,
Books and Test Series

Formal Education Business Model



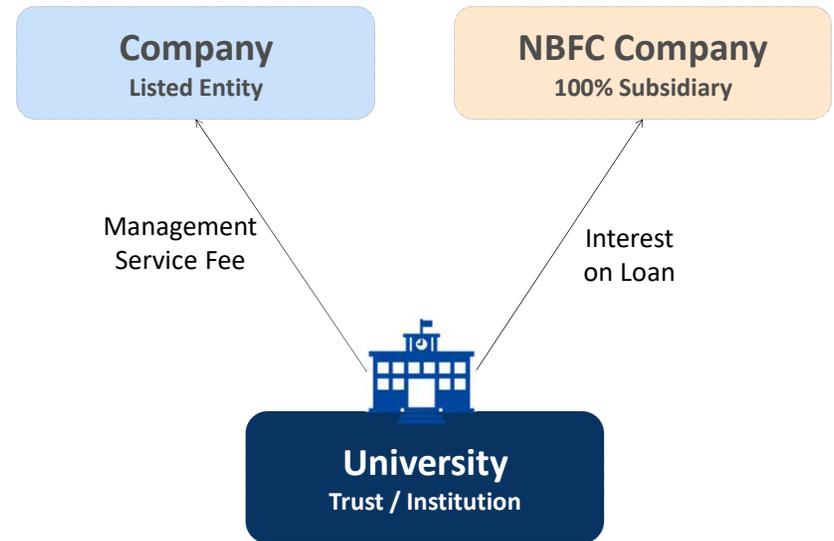
K12 – School Education



- Career Point World School
- Career Point Gurukul Schools

www.careerpointschool.in

University Education



- Career Point University, Kota (Rajasthan)
- Career Point University, Hamirpur (H.P.)

www.cpuniverse.in

Growth Levers: Multiple factors to drive sustainable growth



Career Point focuses on students, aiming for innovation and profit.

We offer courses that fit education's changing needs and build long-term partnerships for smart business growth.

Majority of growth initiatives are asset light and marginal capex shall be funded by internal accruals



New Course Offerings: Adding new value added academic & professional courses (Test-prep, K12, and University education)



Operating and Financial Strategy : Improve operating leverage and optimize capital allocation



Product Innovation: Fostering tech-innovations in product and new pricing solutions



Geographic Expansion: By adding new business partners



Inorganic route: Targeted M&A

Key business updates and Result highlights (Q1 FY2023-24)



Consolidated Basis:

- Revenue from operation for the period (Q1 FY2023-24) at consolidated level is Rs. 29 Crores with significant year-on-year growth of 48%
- EBITDA (including other income) is reported rupees 22.64 Crores with extraordinary EBITDA margin 73.8%. Net profit results at rupees 16.24 crores and EPS (Earning per share) of rupees 8.93 on consolidated basis with remarkable y-o-y growth of 70.8%.
- As on 30 June 2023, Net worth of the company was reported to be rupees 496 crores and Book value per share of rupees 273.

Standalone Result:

- Revenue from operations for the period (Q1 FY2023-24) at standalone level is rupees 16.84 crores with an impressive year-on-year growth of +19%.
- Reported EBITDA (including other income) is rupees 10.84 Crores with healthy EBITDA margin 61.1%.
- At standalone level, the company reported net income of rupees 7.04 crores and EPS of rupees 3.87 with remarkable year-on-year growth of 11.7%.

Analysis:

- The increase in income is a result of growth across the verticals. A bigger network of study centers advanced enrollment numbers in informal division. Whilst, formal education enrollments also grew on the new courses.
- The growth validates our strategy of transitioning from an “Educational Service Provider” to an “Educational Product Company”.

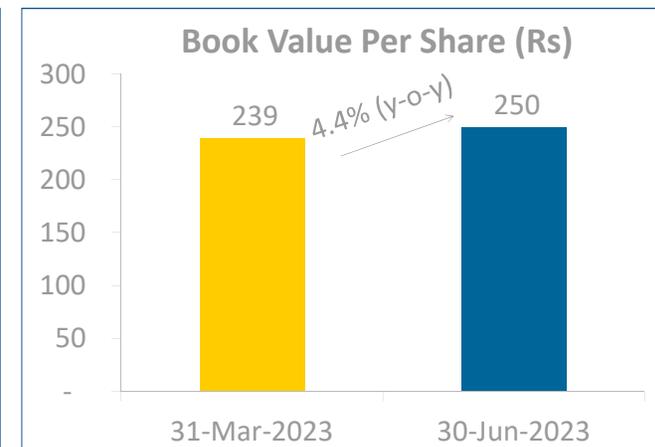
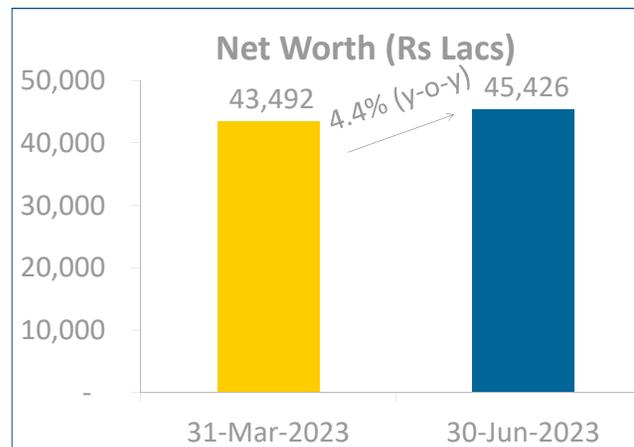
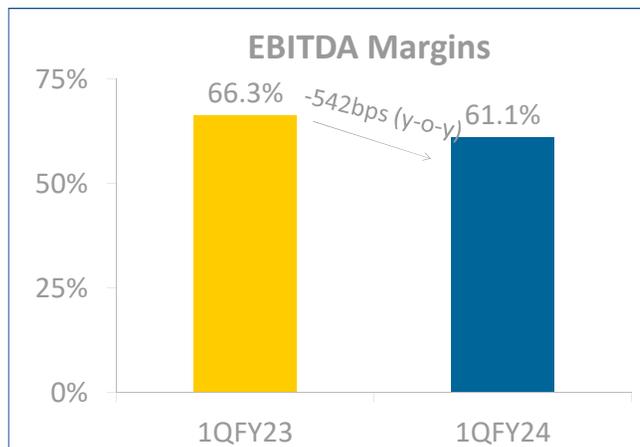
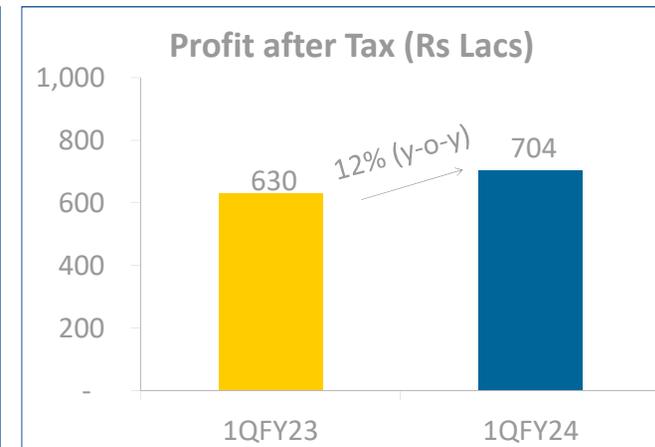
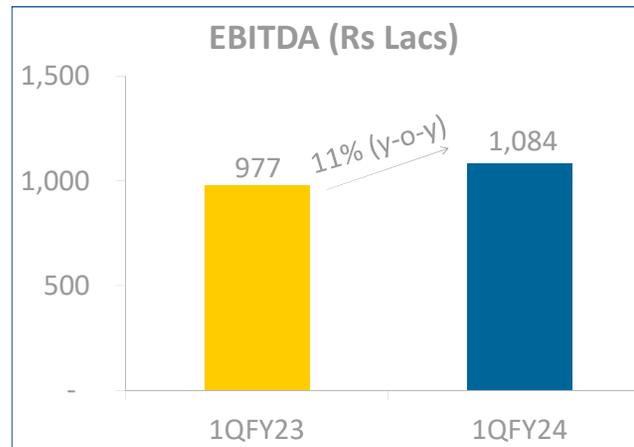
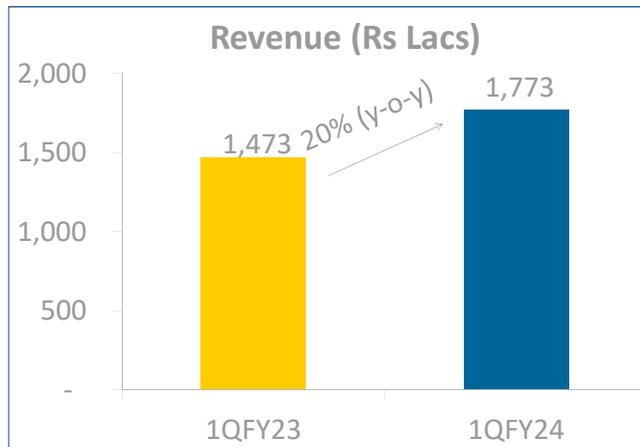
Update on Corporate Restructuring Plan



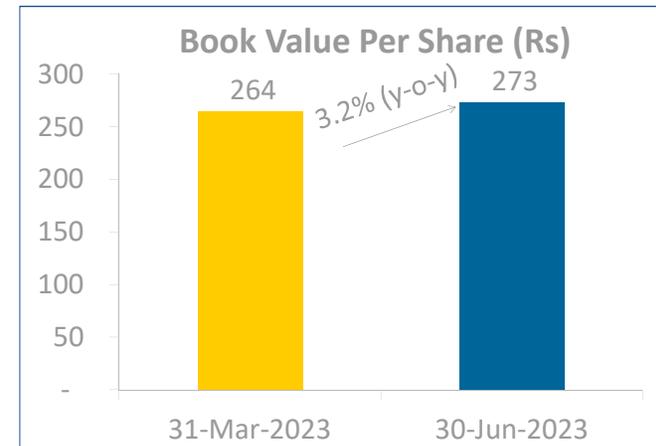
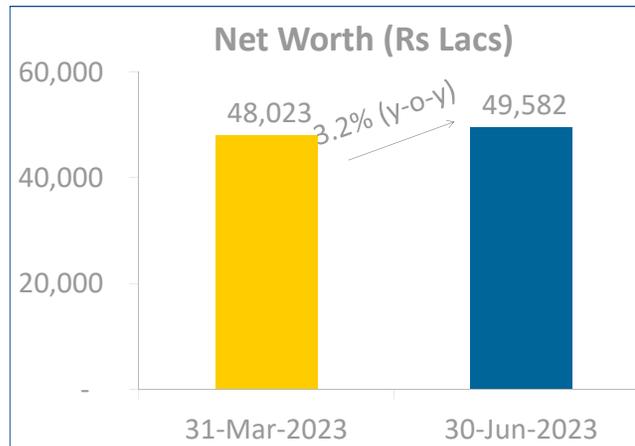
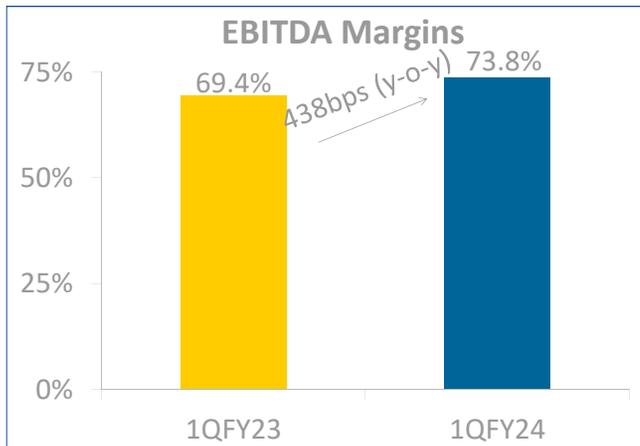
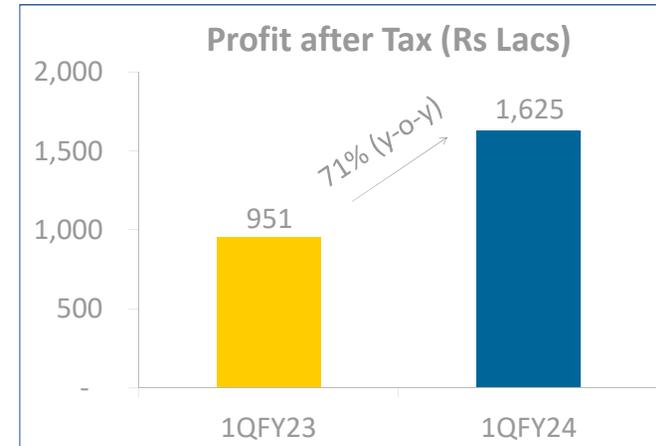
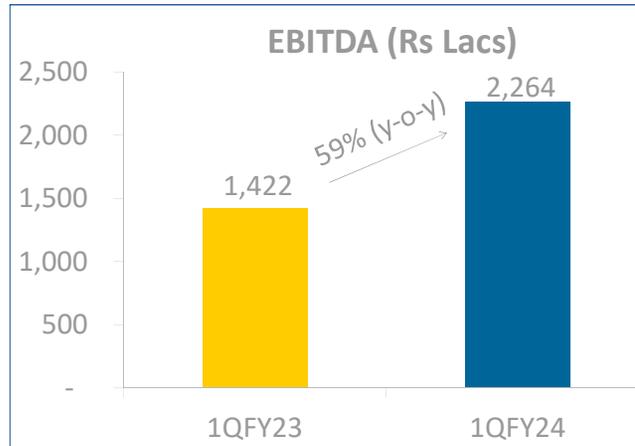
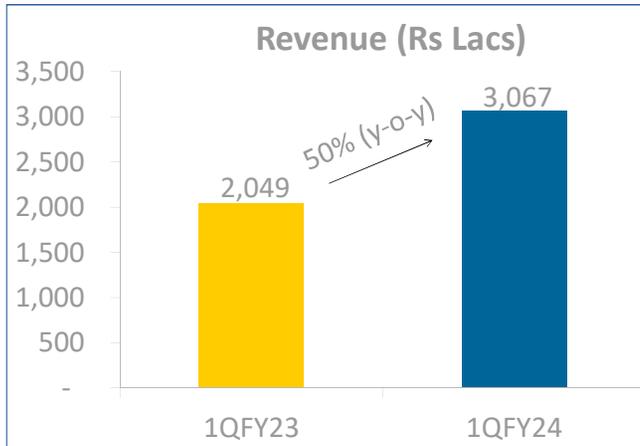
The Board of Directors of the Company in their meeting held on 14th February 2023, approved a composite scheme of arrangement ('Scheme') under section 230 to 232, amongst Srajan Capital Limited (Transferor Company), Career Point Limited (CPL) (Transferee Company/Demerged Company) and Career Point Edutech Limited (Resulting Company) and their respective shareholders.

- Objective of the Scheme is to provide a simplified and streamlined group structure along with an efficient management control through separating education and non-education businesses in different listed entities.
- Structuring of the Scheme:
 - i. Demerger of education business ('Demerged Undertaking') from Career Point Limited to Career Point Edutech Limited (wholly owned subsidiary); and
 - ii. Merger of Srajan Capital Limited (wholly owned subsidiary) with Career Point Limited (Transferee Company).
- Update on the Company's Business Restructuring plans pursuant to above scheme:
 - i. RBI has given No Objection Letter dated 14 Sep 2022 for merger of Srajan Capital Ltd. in Career Point Ltd.
 - ii. BSE and NSE have also advised with letters dated 9 Aug 2023 to go ahead for filing the scheme with Hon'ble NCLT.
 - iii. A separate application to grant NBFC license in Career Point Ltd is also filed at RBI Mumbai and approval is being awaited.
- The scheme is, inter alia, subject to filing, receipt of approval from the statutory, regulatory and customary approvals, including approvals from RBI, NCLT Chandigarh jurisdiction. The appointed date for the purpose of giving scheme effect is 1 April 2023.

Financial Updates - Standalone



Financial Updates - Consolidated



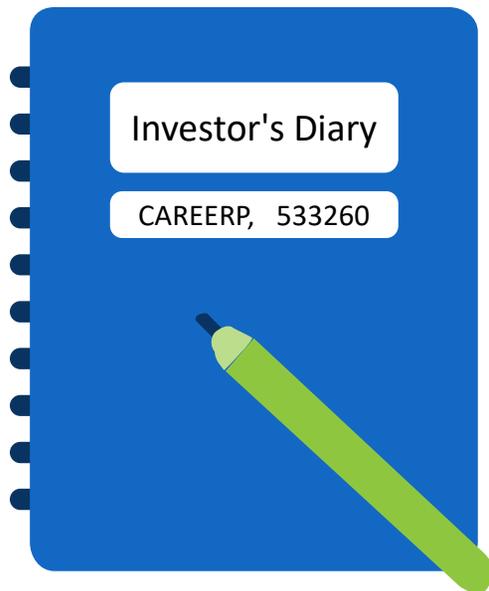
Income Statement

Income Statement	<-----Standalone ----->			<----- Consolidated ----->		
	1QFY23	4QFY23	1QFY24	1QFY23	4QFY23	1QFY24
Rs Lacs						
Income	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
Income from Operation	1,413.6	1,278.4	1,684.0	1,960.5	2,482.7	2,899.3
Other Income	59.0	128.1	89.0	88.0	223.9	167.7
Total Income	1,472.6	1,406.5	1,773.0	2,048.5	2,706.6	3,066.9
Expenditure						
Cost of Study Material	107.7	9.8	109.4	149.2	80.4	130.7
Employees Cost	199.8	217.7	215.9	221.1	243.2	243.9
G&A and other expenses	188.3	405.4	363.7	255.9	593.9	428.5
Dep. & Amort.	80.6	74.6	71.6	99.8	117.0	98.5
Finance Charges	21.1	21.7	25.3	57.2	30.6	39.2
One-off Provision					3,957.6	
Total Expenditure	597.4	729.2	786.0	783.2	5,022.7	940.9
EBITDA	976.9	773.6	1,083.9	1,422.3	(2,168.4)	2,263.8
EBITDA Margin	66.3%	55.0%	61.1%	69.4%	-80.1%	73.8%
Operating EBITDA	917.9	645.5	994.9	1,334.2	1,565.2	2,096.1
Op. EBITDA margin	64.9%	50.5%	59.1%	68.1%	63.0%	72.3%
Profit Before Tax	875.2	677.3	987.0	1,265.3	(2,316.1)	2,126.0
PBT Margin	59.4%	48.2%	55.7%	61.8%	-85.6%	69.3%
Profit After Tax	630.3	553.9	703.9	951.4	(1,717.8)	1,624.5
PAT Margin	42.8%	39.4%	39.7%	46.4%	-63.5%	53.0%
EPS (Rs)	3.46	3.04	3.87	5.23	(9.44)	8.93

Balance Sheet

Balance Sheet	<-----Standalone ----->		<-----Consolidated----->	
Rs Lacs	31-Mar-2023	30-Jun-2023	31-Mar-2023	30-Jun-2023
Liabilities				
Total Shareholders' fund	44,722	45,426	48,015	49,639
(a) Share Capital	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	42,903	43,607	46,196	47,820
Non-current Liabilities	1,190	1,263	4,697	4,793
(a) Deferred Tax Liabilities (Net)	1,169	1,261	109	220
(b) Long Term Provisions & Others	21	3	4,588	4,573
Current Liabilities & Provisions	831	2,028	1,371	2,763
(a) Current Liabilities	795	1,861	998	2,211
(b) Provisions	36	167	373	551
Borrowings	1,421	1,373	2,087	2,063
Total Liabilities	48,164	50,090	56,170	59,258
Assets				
Fixed Assets (Including CWIP)	12,635	12,465	20,740	20,547
Non-current Assets	30,152	30,131	16,176	18,076
(a) Loans and Advances	13,289	13,231	16,031	17,893
(b) Non-current Investments	16,863	16,900	145	183
(c) Other Non-current Assets	-	-	-	-
Current Assets	5,377	7,494	19,253	20,623
(a) Inventories	117	78	219	156
(b) Sundry Debtors	330	719	1,426	1,780
(c) Cash & Bank Balances	92	80	1,086	719
(d) Current Investments	-	1,310	-	1,310
(e) Loans and Advances	4,838	5,308	16,523	16,659
Total Assets	48,164	50,090	56,170	59,245

Investment Highlights



1

Legacy

Leading total learning solutions provider across education value chain (KG to PhD), since 1993.

2

Sustainable Businesses

Annuity driven long-term core businesses in both formal and informal education.

3

Large TAM

Addressing large total addressable markets with high potential of the growth across verticals.

4

Strong Financials

High margin sustainable model with visible cash flow and fundamentally strong balance sheet.

5

Competitive Moat

Moat of brand equity, large network, proprietary content, experienced management.

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Thank You



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