



Date: February 09, 2026

To,
The Manager,
Bombay Stock Exchange Limited,
Corporate Relationship Department,
Phirozee Jeejeebhay Tower,
Dalal Street, Fort,
Mumbai-400 001

BSE Scrip Code: 544499

To,
The Manager,
National Stock Exchange of India Limited,
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex,
Bandra (East),
Mumbai-400 051,

NSE Symbol: CPEDU

Sub: Q3 & 9MFY26 Investor Update

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Q3 & 9MFY26 Investor Update on the unaudited financial results (Standalone & Consolidated) for the quarter and nine months ended December 31, 2025.

This disclosure will also be hosted on the Company's website www.cpedutech.in.

You are requested to kindly take the above information on record.

Thanking you,

For Career Point Edutech Limited

(CS Bhavika Sharma)
Company Secretary
ICSI Mem. No. ACS48235

Enclosed:

1. Q3 & 9 Months FY 2026 Investor Update

CAREER POINT EDUTECH LIMITED

Registered Office: Village Tangori, Banur, Mohali, Karala, Patiala, Rajpura, Punjab-140601

Corporate Office: CP Tower-1, Road No-1, IPIA, Kota (Rajasthan)- 324005

Ph.: +91 744 3559282 | **website:** www.cpedutech.in | **Email ID:** info@cpedutech.in | **CIN:** L80302PB2006PLC059674

Q3 & 9MFY26 Investor Update

Operating Leverage in Action: EBITDA Up 24% with 880 bps Margin Expansion

Dear Investors,

Career Point Edutech Limited is pleased to report strong financial performance for Q3FY26 and 9MFY26, demonstrating significant operating leverage inherent in our asset-light business model.

Our diversified business approach spanning test preparation, technology-enabled learning solutions and formal education services continues to deliver sustainable, annuity-based revenue streams with expanding profitability. The quarter and nine-month period showcase how this model generates strong profitability growth and margin expansion without requiring significant incremental capital.

As our partner institutions scale their enrollments and our franchise network expands geographically, we are witnessing the tangible benefits of our asset-light, scalable business model - where revenue growth translates into disproportionate EBITDA and profitability expansion.

This performance validates our core thesis. By positioning Career Point Edutech Limited as an integrated enabler across the education value chain from student acquisition and admissions management to curriculum development and program delivery, we create deep, sticky partnerships that generate predictable cash flows while requiring minimal incremental capital as we scale.

Financial Performance Highlights

9MFY26 Financial Summary (Consolidated)

Metric (₹ in Laacs)	9MFY26	9MFY25	Growth %	Variance
Operating Revenue	4,057	3,845	5.5%	₹2.12 Cr
EBITDA	2,410	1,946	23.9%	₹4.64 Cr
EBITDA Margin	59.40%	50.61%	+879 bps	—
Profit After Tax	1,737	1,480	17.3%	₹2.57 Cr
PAT Margin	42.80%	38.50%	+430 bps	—

Note: EBITDA grew 4.3x faster than revenue, demonstrating significant operational leverage as our scalable model and infrastructure absorb incremental volume with minimal cost addition.

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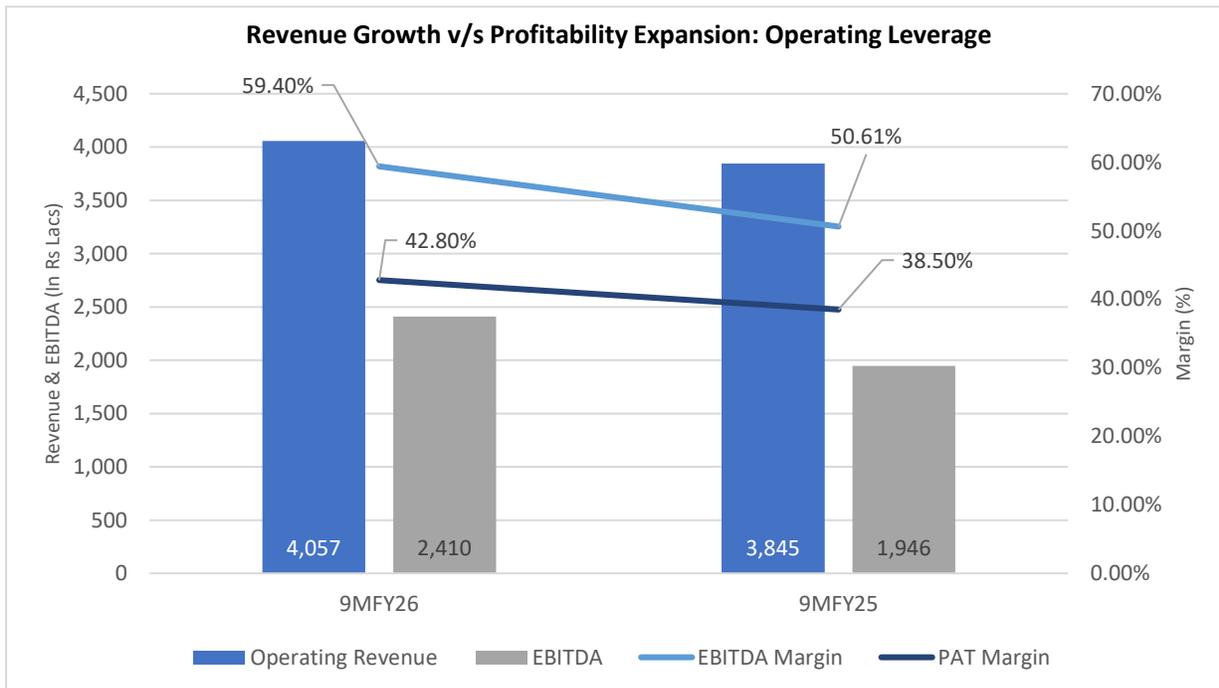
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Q3FY26 Quarterly Performance (Consolidated)

Metric (₹ in Lacs)	Q3FY26	Q3FY25	Growth %	Variance
Operating Revenue	1,463	1,351	8.3%	₹1.12 Cr
EBITDA	736	735	0.1%	₹0.01 Cr
EBITDA Margin	50.32%	54.43%	Healthy	-
Profit After Tax	511	576	-	See note

Note on Q3 PAT: Q3FY26 PAT is lower than Q3FY25 primarily due to higher tax incidence, as the company no longer benefits from carry-forward loss adjustments that were available in the prior year. At the EBITDA and PBT (Profit Before Tax) levels, performance is in line with expectations and demonstrates continued business strength. Also, our strong 9-month PAT margin of 42.8% (up 430 bps YoY) demonstrates sustained underlying profitability improvement.

Key Insights: Operating Leverage



- EBITDA grew 4.3x faster than revenue (23.9% vs 5.5%), demonstrating significant operating leverage
- EBITDA margin expanded by 879 basis points to 59.4%, reflecting the scalability of the business model
- PAT margin improved by 430 basis points to 42.8%, showing sustained profitability enhancement
- Asset-light model enables revenue growth to translate into disproportionate profitability expansion

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Operating Leverage Validation:

Our 9MFY26 performance with **EBITDA growing 4.3x faster than revenue** - validates the operating leverage inherent in our business model. As we continue expanding our institutional footprint, franchise network, and school partnerships, we are positioned to deliver:

✓ Sustainable revenue growth through enrollment expansion at existing partners and addition of new institutional clients
✓ Continued margin expansion as our scalable technology infrastructure absorbs incremental volume efficiently
✓ Strong cash generation from annuity-based, predictable revenue streams with limited working capital requirements
✓ Capital-light growth model enabling shareholder value creation without dilutive equity raises

Management Commentary

The Company's outstanding performance during the period was primarily driven by strong growth in its Formal Education and Student Support Services segments.

Our Formal Education business continued to deliver stable, annuity-based revenues through long-term institutional partnerships, improved capacity utilization, and the introduction of new, innovative academic programs.

Additionally, the Test Preparation segment continued to strengthen its position as a leading brand-led vertical through an asset-light franchise model and hybrid delivery approach. Expansion of CP Techno Academy across schools nationwide and growing publication reach further contributed to revenue growth and profitability.

Together, these segments are driving sustainable, annuity-based growth and reinforcing the Company's diversified and resilient revenue model for long-term value creation.

Contd. (Business update) on next page ...

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Business Update

1. Test Preparation Segment

Our test preparation business operates through three complementary channels 1) franchisee centers, 2) school partnerships, and 3) government-sponsored projects - creating a diversified, scalable student acquisition engine.

1.1 Career Point Franchisee Centers

Our franchise-based test preparation network continues to expand strategically across India:

Metric	Status / Achievement
Active Franchisee Centers	34 centers operational
Current Student Base	~4,918 students (JEE/NEET/Foundation)
New Centers Signed (9MFY26)	10 new franchisee centers
Upcoming Operational Start	April 2026 (for newly signed centers)
Q4FY26 Pipeline	Additional signups expected

Strategic Advantage: *Asset-light franchise model ensures geographic expansion without significant capital deployment, while maintaining quality through standardized curriculum and brand equity.*

1.2 CP Techno Academy - School Partnership Model

Our innovative school partnership model delivers live online interactive test preparation classes from our Kota facility directly to partner schools during school hours:

Metric	Status / Achievement
Active School Partners	97 partner schools
Current Student Base	~7,000 students (JEE/NEET/Foundation)
New Partners Signed (for next session)	30 new school partners
Exiting Partner Renewal Process	Ongoing for next academic session
Q4FY26 Outlook	Additional school signups expected

Scalability Advantage: *Digital delivery model from centralized Kota facility enables us to serve thousands of students with minimal incremental cost per student. High retention demonstrates strong value delivery.*

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1.3 Government-Sponsored Coaching Projects

Strategic partnerships with government bodies for both offline and online coaching delivery:

Metric	Details
Total Active Projects	5 projects with government authorities
Offline Projects	4 projects serving 350 students
Online Projects	1 large-scale project serving 3,500 students
Combined Estimated Revenue	~₹24.5 Cr across all 5 projects
Revenue Recognition	Aligned with service delivery milestones

2. School and College Management Services

Career Point Edutech Ltd operates as an **integrated university and school services platform**, enabling student acquisition, academic delivery support, technology solutions, and operational excellence for partner institutions.

Value Proposition & Business Model

Our performance is structurally linked to the growth trajectory of our partner institutions. As an integrated enabler, we benefit from institutional scale expansion without balance sheet intensity. Our revenue model is tied to enrollments and program growth at partner institutions.

This creates a powerful alignment: as our partner universities and schools succeed in attracting more students and expanding their programs, Career Point Edutech's revenue grows proportionally through our revenue-linked partnership model, delivering predictable cash flows with minimal incremental capital requirements.

Comprehensive Service Portfolio

We provide end-to-end institutional support across the complete education value chain:

Service Category	Description
Admission Management	Complete enrollment lifecycle management from lead generation to enrollment confirmation
Infrastructure & Facilities	Campus operations, maintenance, and facilities management services
Student Records	Digital student information systems and comprehensive records management
Curriculum Development	Industry-aligned program design and academic content development
Content & Study Material	Proprietary learning resources and specialized educational content
Faculty & Staff	Talent acquisition, recruitment, and ongoing training & development

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IT & Digital Support	Technology backbone, digital platforms, and infrastructure management
Student Services	Examinations, transportation, sports training, and comprehensive student support

Competitive Moat: *Our comprehensive service delivery creates deep institutional integration and high switching costs, resulting in strong client retention and predictable revenue streams.*

Flexible Engagement Models

We offer institutions two distinct partnership approaches tailored to their operational requirements:

Model	Description & Value Proposition
Enterprise Solution	Full-Service Model: An exclusive, comprehensive partnership where CP Edutech's experienced team becomes an extension of the institution, managing critical functions across all departments. This enables institutions to focus on core academics and student success while we handle operational excellence. Highest revenue per client, deepest integration.
Modular Solution	Component-Based Model: A flexible approach where institutions select specific services—such as admissions, technology, curriculum support, or records management—based on their requirements, while maintaining control over other internal operations. Enables market entry and relationship building with lower initial commitment.

Current Institutional Footprint

Client Category	Current Status
Enterprise Clients	6 institutions (2 universities + 4 schools) - Deep, comprehensive partnerships
Modular University Clients	40 universities - Targeted service delivery
Total Students Served	~8,526 students across all partnerships
Higher Education	5,853 students
K-12 School Education	2,673 students

Recent Strategic Initiatives & Impact

Student Acquisition Enhancement: We have significantly strengthened our student acquisition capabilities for partner institutions through:

Initiative	Implementation Details
Expanded Digital Marketing Engine	Deployed across key geographies with targeted campaigns, SEO optimization, and multi-channel presence
Centralized Admission Counseling	Introduced standardized framework ensuring consistent, high-quality prospective student engagement

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CRM-Led Lead Nurturing System	Implemented technology-driven lead management with automated workflows and personalized follow-up
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Measurable Impact Delivered:

✓ Increased applications and enrollment pipeline across programs
✓ Higher conversion efficiency from inquiry to admission
✓ Improved geographic diversification of student base, reducing dependency on single regions
✓ Partner universities achieved 20% average enrollment growth YoY

Academic Excellence & Industry Relevance:

Developed industry-relevant curriculum integrated across Enterprise client courses
Ensured program relevance and employability outcomes for students through industry partnerships
Positioned partner institutions for stronger market competitiveness and student preference
Launched new Allied Health Sciences programs addressing growing healthcare sector demand
Embedded AI as a compulsory subject across all programs, strengthening student preparedness for technology-integrated workplaces

Value Creation Model: *By enhancing student acquisition, improving academic quality, and delivering measurable enrollment growth, we strengthen our partner institutions' competitive positioning. Their success directly translates into our revenue growth through our revenue linked partnership model, creating a virtuous cycle of mutual value creation.*

Contd. (Strategic outlook & Path forward) on next page ...

Strategic Outlook

Career Point Edutech's dual-engine (Test Prep & Formal Education) business model demonstrates strong resilience and growth potential across complementary revenue streams:

Business Segment	Strategic Positioning & Growth Drivers
Test Preparation	Asset-light franchise and digital delivery models driving geographic expansion with minimal capital intensity. CP Techno Academy's school partnership approach creates sticky, recurring revenue with high incremental margins as student base scales.
Institutional Partnerships	Annuity-based revenue streams with structural alignment to partner institution growth. Our comprehensive service model creates deep integration and high switching costs, delivering operating leverage as enrollments scale without proportional cost increases.
Technology Enablement	Scalable digital platforms (AI-enabled learning, digital content delivery, CRM systems) supporting thousands of students with high marginal efficiency. Technology investments create competitive moats and enable rapid scaling of new partnerships.

Path Forward:

With 6 Enterprise institutional partnerships now operational, 40 Modular university clients, 97 school partnerships through CP Techno Academy, and 44 franchisee centers (34 active + 10 upcoming), we have established a **proven, scalable platform for growth**. Our focus remains on:

Near-Term	Onboarding newly signed franchise and school partners, executing government project deliverables, deepening engagement with existing institutional clients
Medium-Term	Expanding Enterprise institutional partnerships (target universities and schools), scaling CP Techno Academy to 150+ schools, growing franchise network to 60+ centers
Long-Term	Building India's leading education services platform with comprehensive offerings across test prep, institutional management, and technology enablement. Establishing Career Point Edutech as the preferred partner for institutions seeking to scale quality education delivery.

We appreciate your continued confidence in Career Point Edutech and look forward to updating you on our progress in the coming quarters.

Warm regards,
Management Team
Career Point Edutech Limited

For further information, please contact:

Investor Relations
 Pramod Maheshwari | Email: pramod@cpil.in | Mobile (Ms Kalpana, Executive Assistant) +91 90575 31986

Disclaimer: This investor update contains forward-looking statements based on current expectations and assumptions. Actual results may differ materially due to various factors including market conditions, competitive dynamics, regulatory changes, and execution risks. Past performance is not indicative of future results. Investors should conduct their own due diligence and consult with financial advisors before making investment decisions.

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