

CAREER POINT

INVESTOR PRESENTATION

AUGUST 2025





30+ Years
of rich legacy in
education



Leading
Education Service
Provider in India



8,000+
students currently
enrolled across CP
managed
universities and
schools



44,000+
student capacity
under management,
in formal education
offering clear
headroom for
expansion



Annuity-driven
revenues through
long-term
institutional
contracts in
formal education



40+
Test Prep
Franchisee
Centers



70+
Schools partnered
for Live interactive
classes



5,500+
enrollments in
test preps
Centers



ROIC: 333%*
ROCE: 40.0%
ROE: 32.7%
(FY25 - consol)



0.0x
Net Debt to Equity

** Return on Invested Capital (ROIC) is calculated by considering loans, investment, cash, bank balances, and other financial assets as non-operating*



COMPANY OVERVIEW

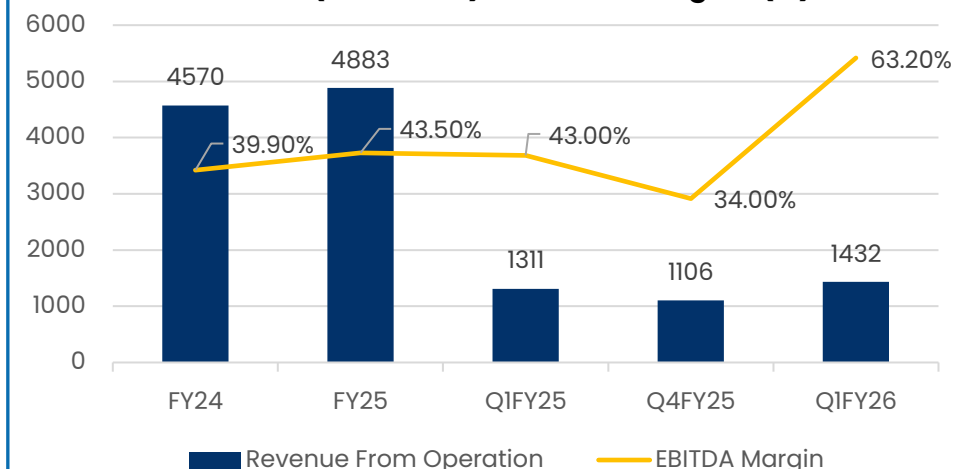
The education business of Career Point Edutech Limited (Career Point or CP) traces its roots back to 1993, when Career Point Limited (now CP Capital Limited) was founded with the vision of transforming education and creating new learning opportunities for students across India. Pursuant to the Scheme of Arrangement approved by the Hon'ble NCLT, the education business undertaking of Career Point Limited, along with its associated assets and liabilities, has been transferred to Career Point Edutech Limited with effect from April 1, 2023 (appointment date).

As a result, Career Point Edutech Limited carries forward a legacy of over 30 years, operating as a focused platform for growth across formal education and test preparation.

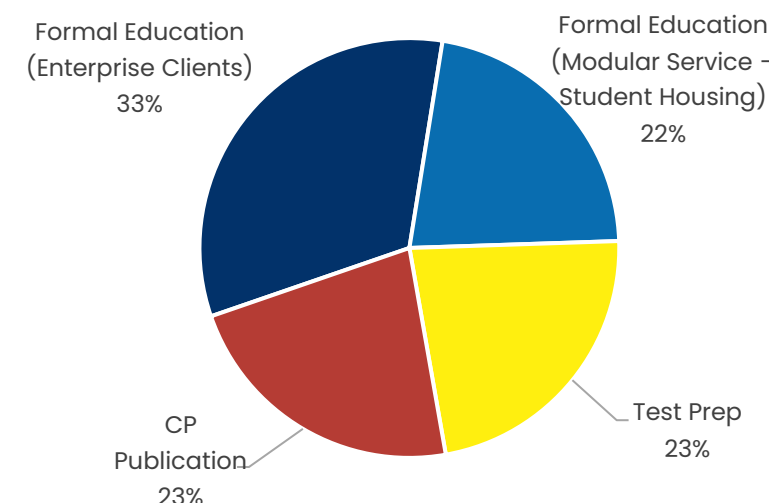
COMPANY OVERVIEW

- Career Point Edutech Ltd. (CP) is a leading Indian education company, renowned for its comprehensive educational services.
- Founded by Mr. Pramod Maheshwari, who serves as the Managing Director, is an alumnus of IIT Delhi, who founded Career Point in 1993, starting with a small group of 50 students.
- The company has evolved from a tutorial service provider into an integrated education provider that empowers the entire education ecosystem – from students and parents to schools, colleges, and universities
- The company offers comprehensive school and university management services under its formal education vertical, while delivering test preparation solutions through a robust network of franchisee centers, partner schools, e-learning platforms, and vocational training programs
- CP is uniquely positioned in the education services industry as its leadership has more than 30 years of proven expertise in providing a full array of support services in the education sector and has developed significant expertise, operational processes, technological solutions and infrastructure to provide superior service in these areas on a large scale.
- Over the years, CP has built an annuity-driven sustainable, scalable and profitable business model by successfully and strategically diversifying into the right mix of educational services spanning from formal education to test preparation, and strong brand equity by consistently delivering excellent service, fostering continuous innovation, and earning enduring trust.

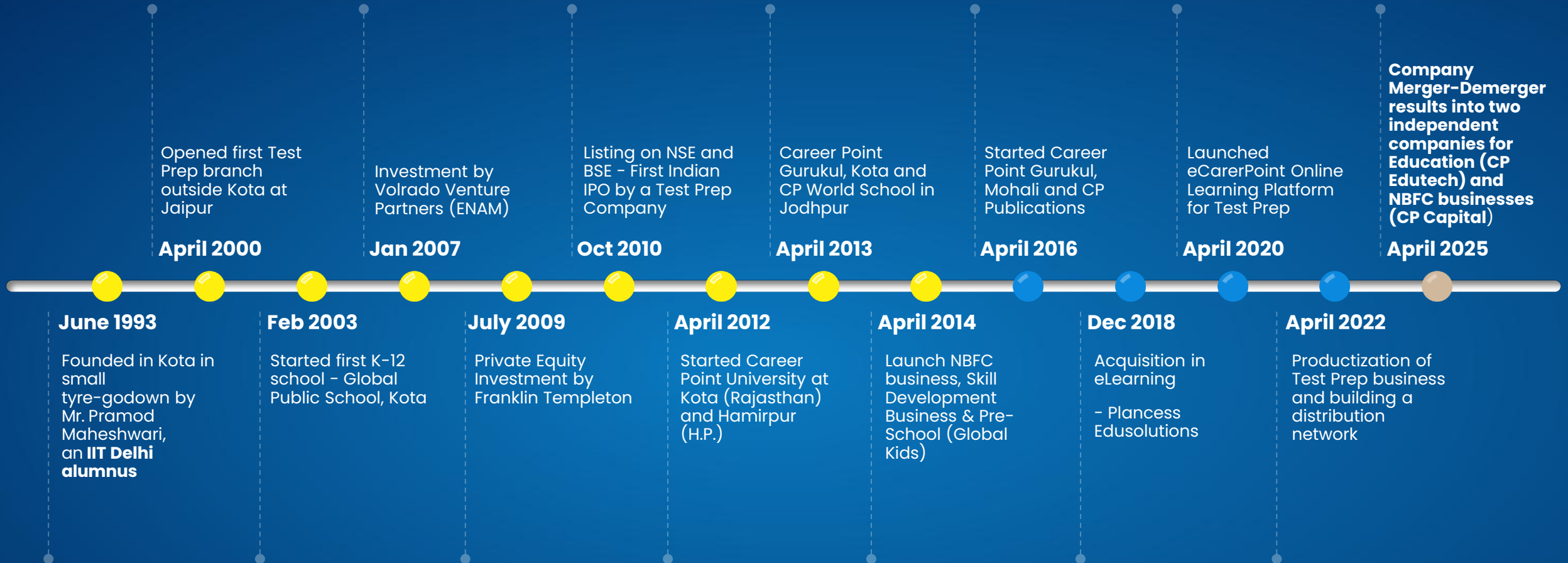
Revenue (INR Lakhs) & EBITDA Margins (%)



Revenue Mix FY25



Journey



Educate (1993-2014)

Evolve (2014-2022)

Elevate (2022 onwards)

Organisation Found

Test Prep Network Expansion

NSE and BSE Listing

School and Universities management

NBFC Business

eLearning

Education Product in Test Prep

Company Restructuring



BUSINESS OVERVIEW

BRANDS



Higher Education



Online Higher Education



Skill Development



Residential School



Day School



from the house of CAREER POINT

Play School



Formal Education Services

- University and School Management Services
- Admission and Enrollment Services
- Skill Development Services

EDUCATION



Test Prep Services

- Franchisee Centers
- Career Point Techno Academy
- eCareerPoint
- CP Publication

BRANDS

CAREER POINT

Offline Test Prep

eCareerPoint

Online Test Prep

CAREER POINT TECHNO ACADEMY
Live classes from kota

CP PUBLICATION

Books Publication

- CP's formal education services division provides end-to-end management Services to K12 Schools, colleges and universities.
- CP is uniquely positioned in the education services industry as its leadership has more than 30 years of proven expertise in providing a full array of support services in the education sector and has developed significant expertise, operational processes, technological solutions and infrastructure to provide superior service in these areas on a large scale.
- CP's services encompass end-to-end support functions across the complete student lifecycle, driving institutional growth and student success.

Services Provided

- Admission Management Services
- Infrastructure and Facilities Management
- Student Records Management
- Curriculum Development
- Specialized Content and Study Material
- Faculty & staff recruitment and Training
- IT infrastructure and Digital Support
- Examinations, Transport and Sports Training etc.

Engagement Models for Institutions

- **Enterprise Solution:** A full-service exclusive partnership model for institutions seeking end-to-end operational support across all departments. CP's experienced team becomes an extension of the institution, managing critical functions so that the institution can focus on core academics and student success.
- **Modular Solution:** A flexible, component-based model where institutions can opt for one or more specific services as per their requirement—such as admissions, technology, curriculum support, or records management—while maintaining control over other internal operations.

CP specializes in designing tailored programs to meet the needs of diverse student populations, whether on campus or online, at the K-12, undergraduate, master's, and doctoral levels.

Enterprise Solution

Enterprise Solution Clients

Higher Education

- 10 colleges of Career Point University, Kota (Rajasthan)
- 8 colleges of Career Point University, Hamirpur (Himachal Pradesh)

K12

- Career Point Gurukul, Kota (Residential School)
- Career Point Gurukul, Rajsamand (Day School)
- Global Public School, Kota (Day School)
- Career Point World School, Jodhpur (Day School)

Growth Lever : Untapped Capacity, High-Margin Growth

- 8,000+ students enrolled across CP-managed schools & universities; 17,000+ capacity available, targeted for full utilization by 2028 with minimal capex/opex, driving margin-accretive growth
- Capacity can be expanded further to >44,000 students within exiting partner institutions.
- New course launches and annual fee increments act as recurring growth levers
- Opportunity to launch online certificate and degree programs, creating new high-margin revenue streams
- Strong operating leverage - even a modest increase in revenue leads to a disproportionately higher growth in profitability
- Long term institutions partnership under Enterprise solution acts as a key growth lever within CP's formal education vertical

Our Enterprise Clients



MODULAR SOLUTION – Flexible, Scalable Services

- Started modular Admission Service in January 2025 through dedicated online portals for domestic and international higher education institutions.
- Offers comprehensive information on top colleges and universities.
- Helps students make informed decisions through curated insights and guided application support.
- Provides expert assistance with admissions and scholarships for UG and PG programs.
- Step-by-step expansion of modular services: adding new services & verticals across student and institution domains to drive cross-sell and scale

Modular Service Clients – Higher Education

- 30+ leading Indian universities, with the network continuously expanding (Admission Services – BetterStudy.in)
- 1500+ international universities, direct/indirect partners worldwide (Admission Services – ApplyPoint.in)

Better Study
Search The Best Place to Study

ApplyPoint
A Unit of CP Edutech Ltd.

Few Modular Solution Clients (Domestic)



ENTERPRISE CLIENTS – CAPACITY & ENROLMENTS

Name of the Institution	Educational Segment	Affiliation Agency	Operational Since	Campus Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity				Website
						Available Capacity* (Number)	Enrolled Students (FY25)	Capacity Utilisation (%age)	Campus Capacity (Max Number)\$	
Career Point University, Kota	Higher Education	UGC	2012	32.7	5+ Lacs	7,500	3,070	41%	>20,000	www.cpur.in
Career Point University, Hamirpur	Higher Education	UGC	2012	25.34	2+ Lacs	3,500	2,448	70%	>15,000	www.cpuh.in
Career Point Gurukul, Kota	Residential (K12)	CBSE	2013	10.27	5+ Lacs	1,400	506	36%	3,000	www.cpgurukul.com
Global Public School, Kota	Day School (K12)	CBSE	2003	1.54	70,000	2,400	1,463	61%	2,400	www.globalpublicschool.com
Career Point Gurukul, Rajsamand	Day School (K12)	CBSE	2017	10.33	1.6 Lacs	1,500	409	41%	2,000	www.cprajsamand.in
Career Point World School, Jodhpur	Day School (K12)	CBSE	2013	2.08	60,000	1,500	312	21%	2,400	www.cpwsjodhpur.com
Total						17,800	8208	46%	>44000	

- The company has significant headroom to enhance capacity utilization across existing enterprise clients, creating a clear pathway for higher revenues and improved profitability.

* Number of students which can be accommodate in the exiting infra
\$ Space available for capacity expansion

- CP's Test Prep Division delivers intensive courses for JEE, NEET, Foundation, NDA, and other competitive exams through a network of study centers, schools and online platforms.
- With over 30 years of experience, Career Point has turned its **test prep services into ready-to-use products** by standardizing the entire delivery process. This makes it easier to maintain quality, expand to new locations quickly, use technology to reach more students, and grow faster without relying heavily on individual.

- **Mode of Delivery of Test Prep Services**

[Career Point Franchisee Centers](#)

A nationwide network of offline coaching centers operated through franchise partners and partner schools

[Career Point Techno Academy](#)

A unique initiative delivering live, online competitive exam coaching integrated seamlessly with school education, conducted directly through partner schools.

[eCareerPoint](#)

A comprehensive digital learning platform providing live and recorded online courses, test series, and study material packages.

[CP Publications](#)

Publisher of high-quality educational resources, including study material packages, reference books, and exam guides designed to support both students and educators

Test Prep Product Advantage



Product / Course Expansion

Plug n play product model provides facility to add new product (courses) lines in a faster mode



Scalability

Product play offers easy scalability across geographies vis-à-vis service delivery model



Quality

Standardization of the products helps in maintaining the product quality levels



Annuity

Transitioning from services to product offering commands higher annuity to the businesses.

CP Franchisee Centers

- Nationwide network of franchise coaching centres and schools.
- Offers high-quality preparation for JEE, NEET, NDA, Olympiads, Foundation, and other exams
- Built on Kota's proven coaching methodology – standardized study material, practice papers, test series & expert mentorship
- Franchisee Support Model: Complete know-how to set up and run centres successfully, Faculty & staff recruitment & training support by CP, Comprehensive academic resources – study material, test series, curriculum design and Day-to-day academic & operational support provided
- As on June FY26, CP is having 37 active franchisee partners with 5000+ students and aiming to add 25+ franchisee by end of FY26
- **Revenue Model**
 - One-time license fee charged to franchisee plus ongoing royalty for continued academic, operational & brand support
 - Scalable, asset-light model with recurring income and minimal capital expenditure for CP

Career Point Techno Academy

- Live, interactive coaching for NEET, JEE & Foundation for students in grades 8 to 12, delivered directly in schools
- Conducted by Kota's expert faculty, integrated with school timetables
- Schools pay an annual subscription fee regardless of the number of students and each student gains access to eCareerPoint app for 24x7 access to Recorded lectures, Notes & quizzes, pdf Study material & test series
- Launched in 2025–26 with 75+ schools and 7700+ students
- Expansion target: 2,000+ schools nationwide in the coming years
- **Revenue Model**: B2B – schools subscribe to Career Point services for their students and additional offerings like printed study material and live doubt-solving sessions are available to students for additional fee.

eCareerPoint

- Digital learning platform for Classes 9–12, Courses for JEE, NEET, board, and Olympiads.
- Features: Live & recorded classes with real-time doubt resolution, Online tests, daily practice sheets & e-book, quizzes, important questions & study tips
- Study support: Self-paced learning or structured revision options, study material (digital + optional print), Mock tests with All-India ranking comparisons
- Backed by interactive learning tools & analytics for measurable progress, speed & accuracy.
- **Revenue Model:**
 - B2C Model – Students purchase courses directly via web/app (subscription or course-based fee)
 - B2B Model – Partner institutions integrate eCareerPoint into their academic delivery and pay subscription/licensing fees
 - Add-on Revenue from sale of study materials (digital + print) and test series packages
 - Scalable, asset-light model leveraging technology for nationwide reach and recurring revenues

CP Publications

- Educational imprint of Career Point, focused on *“making learning simple and exams achievable”*, developed by Kota’s veteran faculty with 30+ years of experience
- 400+ titles and growing, covering Foundation & board and Competitive exams
- Portfolio includes: question banks, solved papers, DPPs, formula handbooks, theory books & quick-revision guides
- Books updated regularly to match latest syllabus & exam patterns
- Trusted by lakhs of students and institutions across India
- **Revenue Model:** CP Publication books are distributed through:
 - Online platforms and Offline bookstores under the CP brand
 - White-labeled editions for partner institutions



STRATEGIC OVERVIEW

STRATEGIC OVERVIEW

**The Company is
well-positioned to lead the
fast-growing education sector
Both in Formal Education and
Test Prep**



Sustainable Businesses

Annuity-driven, long-term revenue streams across formal education, student support solutions, and test preparation.



Large TAM

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



Legacy

Strong brand equity since 1993, Experienced management and Proprietary resources



Strong Financials

High margin visible cash flows with fundamentally strong balance sheet

Formal Education (Stable, Annuity-Driven Growth)

- Drive annuity-based revenues via long-term institutional partnerships
- Increase capacity utilization at existing enterprise clients (currently ~ 25%) to improve revenue & profitability
- Introduce new innovative courses at partner institutions to enhance student enrollment & premium pricing
- Launch Online Degree, Certificate & Professional Courses for continuing education and nationwide reach
- Expand K-12 management contracts across India, especially Tier-II & Tier-III cities

Student Support Services (High-Potential, Platform Play)

- Scale admissions platforms (BetterStudy.in for Indian colleges, ApplyPoint.in for international universities) to capture rising demand for higher education.
- Adding more offering in platform – K12 Admission, Fee Finance etc
- Position CP as a single-window lifecycle partner (counselling → admissions → finance etc)
- Strengthen international university partnerships to capture outbound student growth

Test Preparation (Brand-Led Expansion)

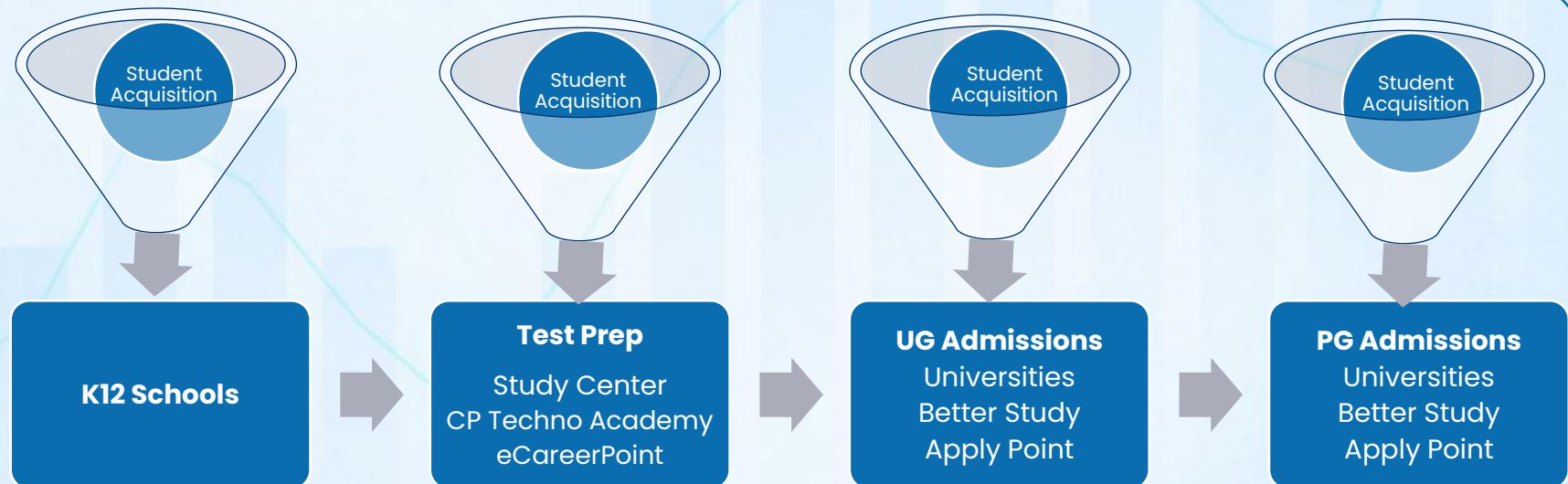
- Grow via asset-light franchise model and hybrid delivery (offline + online + school-integrated)
- Expand CP Techno Academy from 75 schools (7,700+ students in 2025-26) to 2,000+ schools nationwide in coming years
- Adding more courses offering – CUET, CLAT, NDA, Govt. Exams, UG/PG etc.
- Strengthen eCareerPoint with personalization, adaptive learning, and deep analytics
- Expand CP Publications (400+ titles) with wider reach and distribution channels

Cross-Segment Synergies (Flywheel Effect)

- Leverage Kota's 30+ year brand equity to drive credibility across verticals
- Cross-sell opportunities:
 - Test prep in partner schools
 - Publications via eCareerPoint
 - Admissions services through K12 and institutional partners
- Focus on sustainable, annuity-driven growth supported by diversified revenue streams

Student Lifecycle Acquisition & Cross-Sell Pipeline

At every stage of the student lifecycle from K12 to PG — Career Point acquires new student data while using past data, creating a continuous funnel of prospects. This enables cross-selling of services, recurring engagement, and long-term value extraction from each student relationship.





FINANCIAL OVERVIEW

INCOME STATEMENT – Strong YoY Growth Across Key Metrics

	Standalone				Consolidated				
Particulars (INR Lakhs)*	FY24	FY25	Q1FY25	Q1FY26	FY24	FY25	Q1FY25	Q1FY26	Growth (YOY)
Revenue from Operations	4570	4883	1311	1432	4673	4966	1282	1452	13.3%
Operating Expenses	2746	2760	748	527	2828	2829	711	545	-23.3%
EBITDA (Operating)	1824	2123	564	905	1846	2137	571	907	58.9%
EBITDA Margins (%)	39.9%	43.5%	43.0%	63.2%	39.5%	43.0%	44.5%	62.4%	1790 bps
Depreciation	99	92	24	16	102	93	24	16	
Finance Cost	-	-	-	-	2	-	-	-	
Other Income	116	216	52	61	159	275	65	76	
PBT	1841	2248	592	949	1900	2319	612	966	57.8%
Taxes	322	433	121	245	338	452	126	248	
PAT	1519	1815	471	704	1562	1867	486	718	47.7%
PAT Margins (%)	32.4%	35.6%	34.5%	47.2%	32.3%	35.6%	36.1%	47.0%	1090 bps
Other Comprehensive Income	4.89	-	-	-	4.89	-	-	-	
Total Comprehensive Income	1524	1815	471	704	1567	1867	486	718	47.8%
Diluted EPS (INR)	8.38	9.97	2.59	3.87	8.59	10.26	2.67	3.95	47.8%

* FY24 & Q1FY25 : Restated Financials | FY25: Audited | Q1FY26: Limited Reviewed

BALANCE SHEET – STANDALONE

Particulars (INR Lakhs)	FY24 (RSF)	FY25 (A)
EQUITY AND LIABILITIES		
Equity Share Capital	1819	1819
Other Equity	1960	3775
Total Equity	3780	5594
Non-Current Liabilities		
Financial liabilities		
Borrowings	-	-
Deferred tax liabilities (net)	-	-
Provisions	19	49
Total Non-current Liabilities	19	49
Current Liabilities		
Financial liabilities		
(i) Borrowings	-	-
(ii) Trade payables	-	-
(a) Micro and Small Enterprises	-	0.4
(b) Other than Micro and Small enterprises	9.2	21.3
(iii) Other financial liabilities	123.0	248.0
Other current liabilities	470.5	298.9
Provisions	2.5	2.5
Current tax liabilities (Net)	25.2	249.1
Total Current Liabilities	630	820
Total Equity and Liabilities	4429	6464

Particulars (INR Lakhs)	FY24 (RSF)	FY25 (A)
ASSETS		
Non-Current Assets	1389	1279
Property, Plant and Equipment	366	329
Other intangible assets	21	0.2
Financial Assets		
(i) Investments	613	613
(ii) Loans	-	-
(iii) Other Financial Assets	41	17
Deferred tax assets (Net)	180	154
Other Non-current Assets	168	165
Current Assets	3040	5185
Inventories	98	102
Financial Asset		
(i) Trade Receivables	135	247
(ii) Cash & Cash Equivalents	120	362
(iii) Other Financial Assets	1375	2610
(iv) Loans	1221	1825
(v) Bank Balances Other than (ii) above	32	38
Other Current Assets	24	0.14
Current Tax Assets	35	-
Total Assets	4429	6464

RSF : Restated Financials
A: Audited

BALANCE SHEET – CONSOLIDATED

Particulars (INR Lakhs)	FY24 (RSF)	FY25 (A)
EQUITY AND LIABILITIES		
Equity Share Capital	1819	1819
Other Equity	2025	3887
Total Equity	3844	5706
Non Controlling Interest	28	34
Non-Current Liabilities		
Financial liabilities		
(i) Borrowings	-	-
Deferred tax liabilities (net)	-	-
Provisions	19	49
Total Non-current Liabilities	19	49
Current Liabilities		
Financial liabilities		
(i) Borrowings	0	0
(ii) Trade payables	0	0
(a) Micro and Small Enterprises	0	0.4
(b) Other than Micro and Small enterprises	9	21
(iii) Other financial liabilities	169	251
Other current liabilities	471	299
Provisions	2	2
Current tax liabilities (Net)	36	254
Total Current Liabilities	687	828
Total Equity and Liabilities	4578	6617

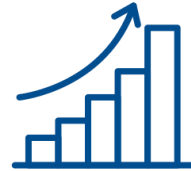
Particulars (INR Lakhs)	FY24 (RSF)	FY25 (A)
ASSETS		
Non-Current Assets	866	747
Property, Plant and Equipment	367	329
Other intangible assets	21	0.2
Financial Assets		
(i) Investments	10	10
(ii) Loans	5	6
(iii) Other Financial Assets	41	17
Deferred tax assets (Net)	190	161
Other Non-current Assets	231	224
Current Assets	3712	5870
Inventories	98	105
Financial Asset		
(i) Trade Receivables	189	248
(ii) Cash & Cash Equivalents	132	376
(iii) Other Financial Assets	1376	2611
(iv) Loans	1821	2490
(v) Bank Balances Other than (ii) above	32	38
Other Current Assets	24	0
Current Tax Assets	40	1
Total Assets	4578	6617

RSF : Restated Financials A:
Audited



Dividends / Buybacks

At least 40% of PAT * to be distributed via dividends or buybacks



Growth Opportunities

Flexibility to reinvest in education & allied sectors if compelling opportunities arise



Shareholder Commitment

Balancing consistent returns with long-term value creation

Dividend / Buyback Policy is subject to review depending on strategic investment opportunities and company financials.

**Proposed*

Career Point Edutech Ltd. (Disclaimer)

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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THANK YOU

