



since 1993



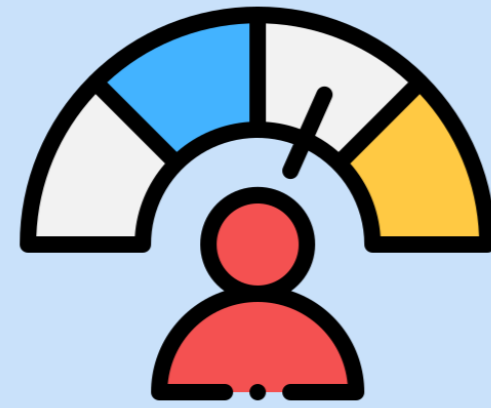
Sustain - Innovate - Elevate

Investors Update | Q2 - H1 FY2024-25

CAREER POINT

Career Point : Business Distinctions

Sustain



Maintain and strengthen our achievements by focusing on long-term stability and resilience.

Innovate



Drive continuous improvement and creativity to stay ahead in a competitive market.

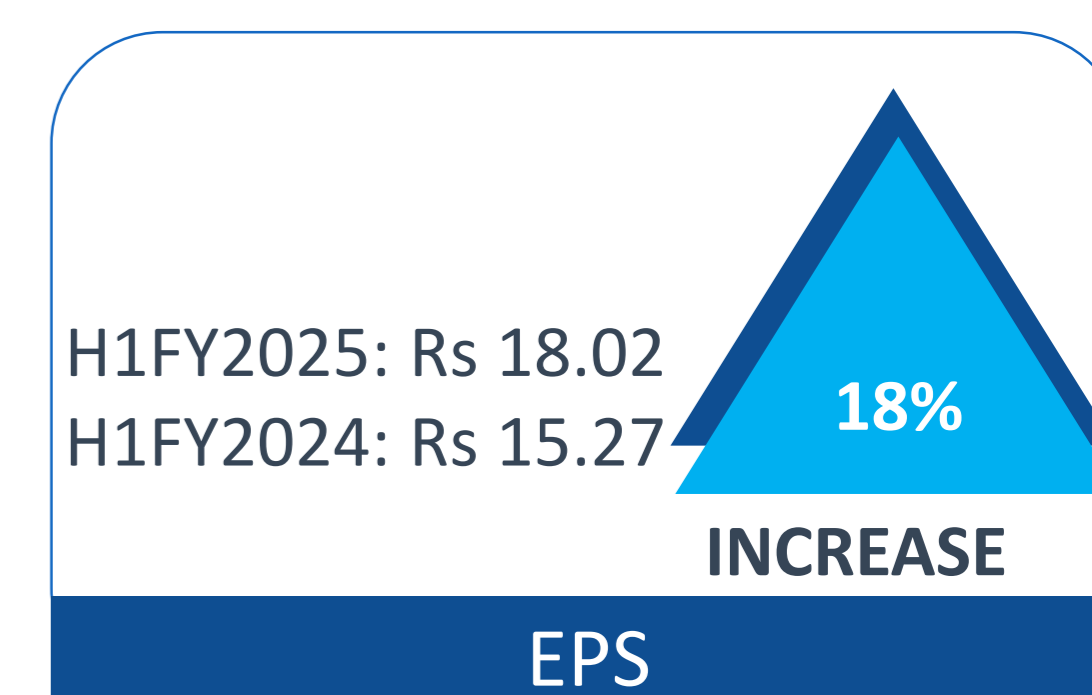
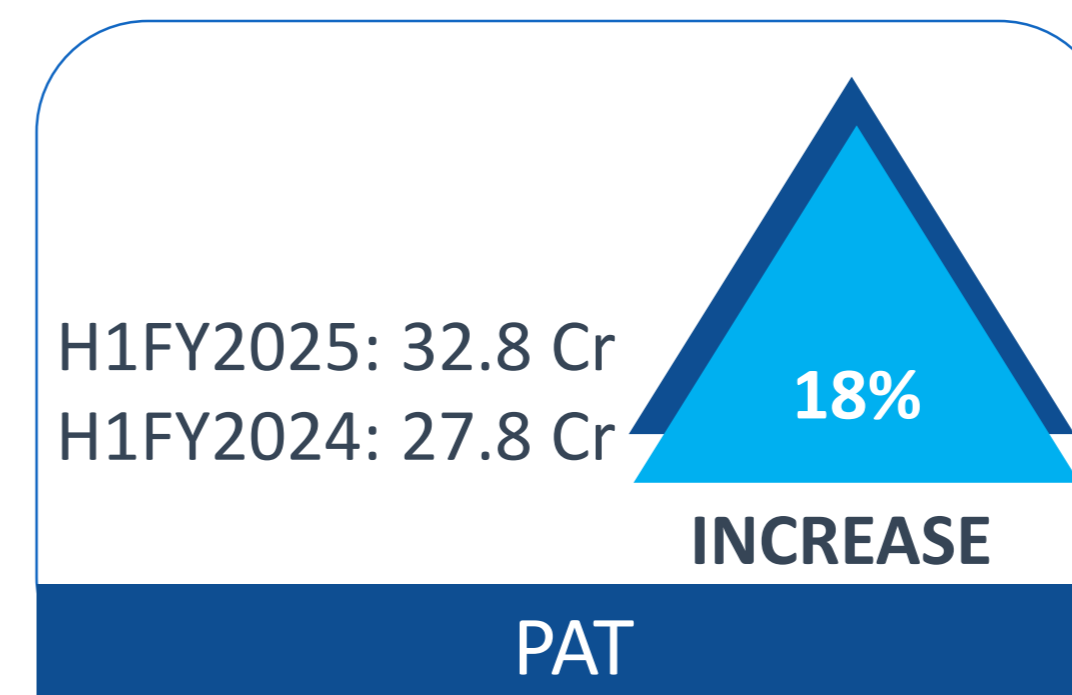
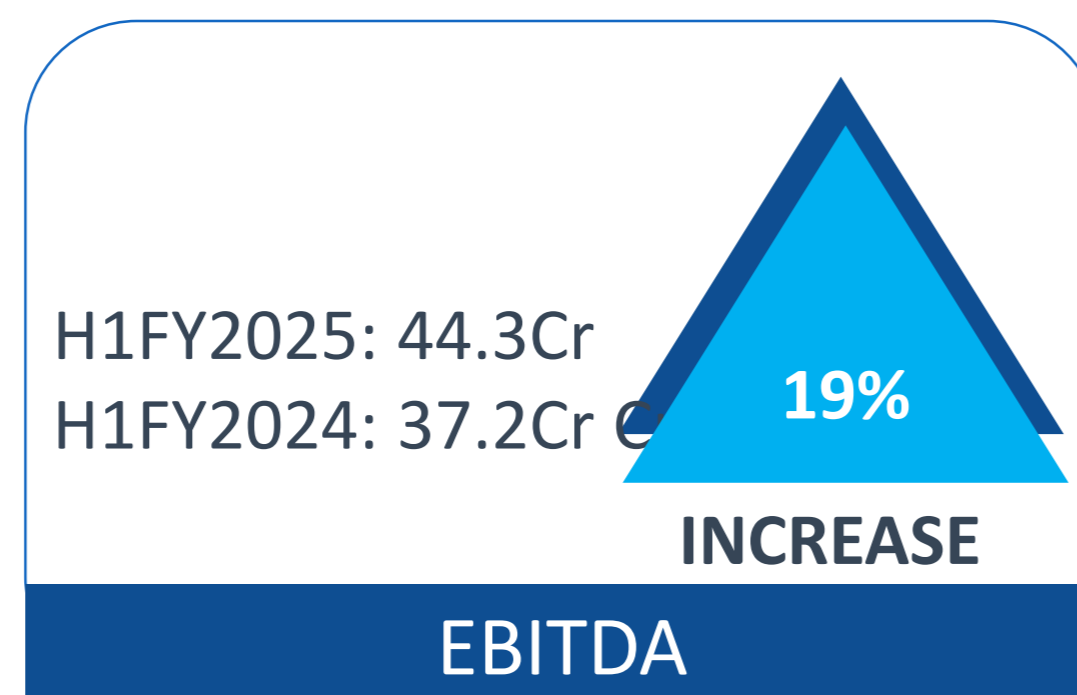
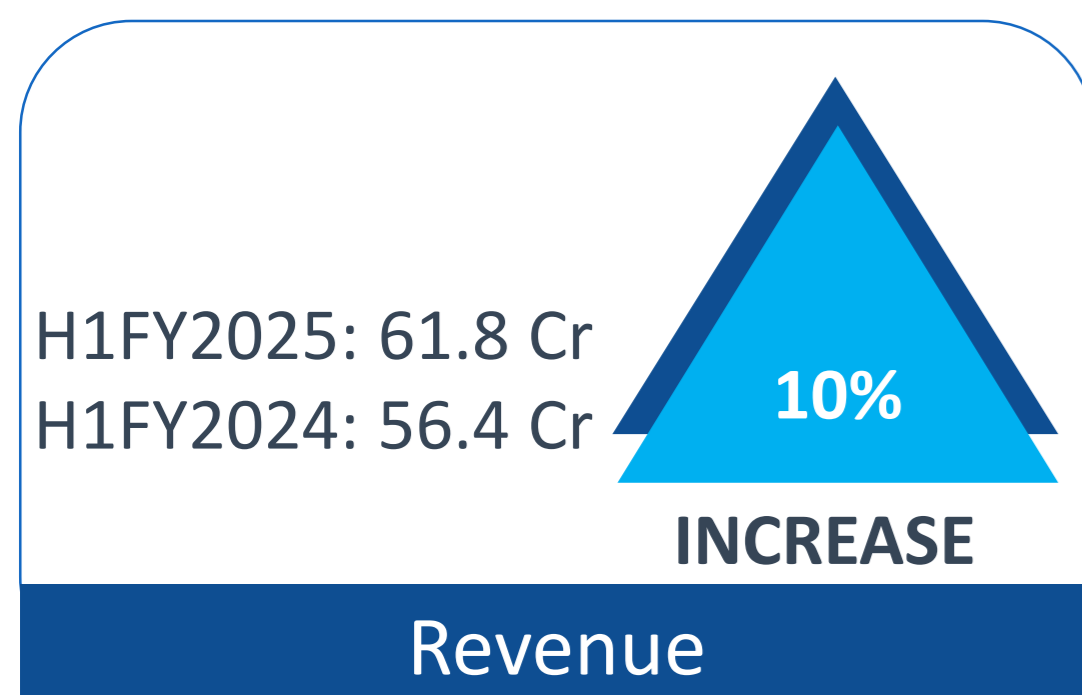
Elevate



Raise our standards and performance to new heights, ensuring exceptional outcomes for our stakeholders.

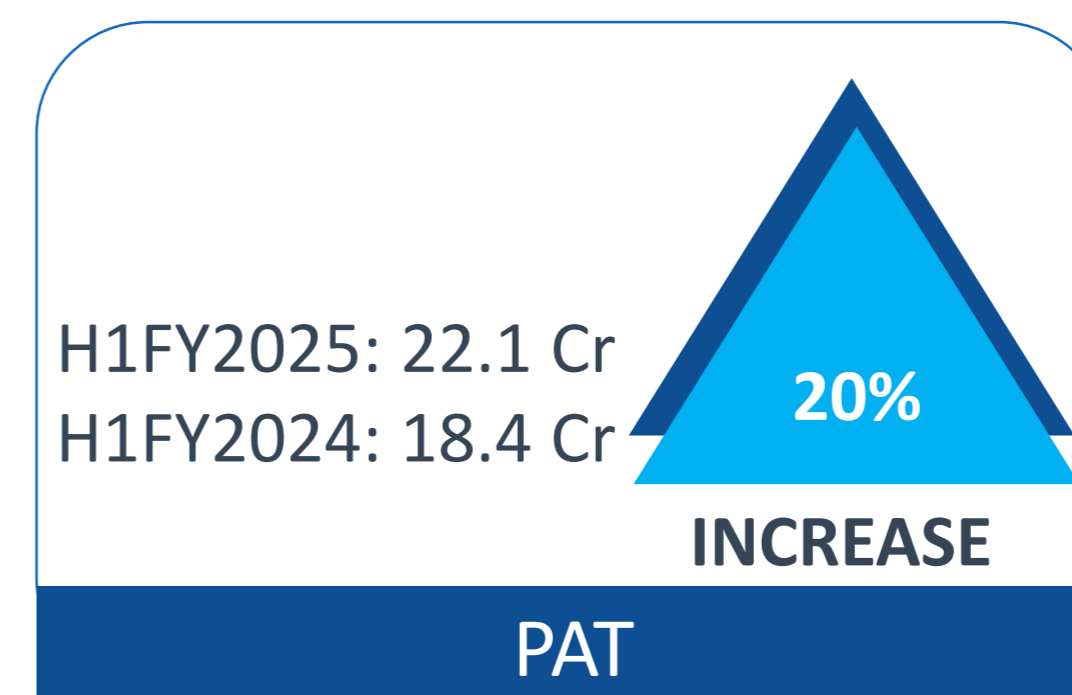
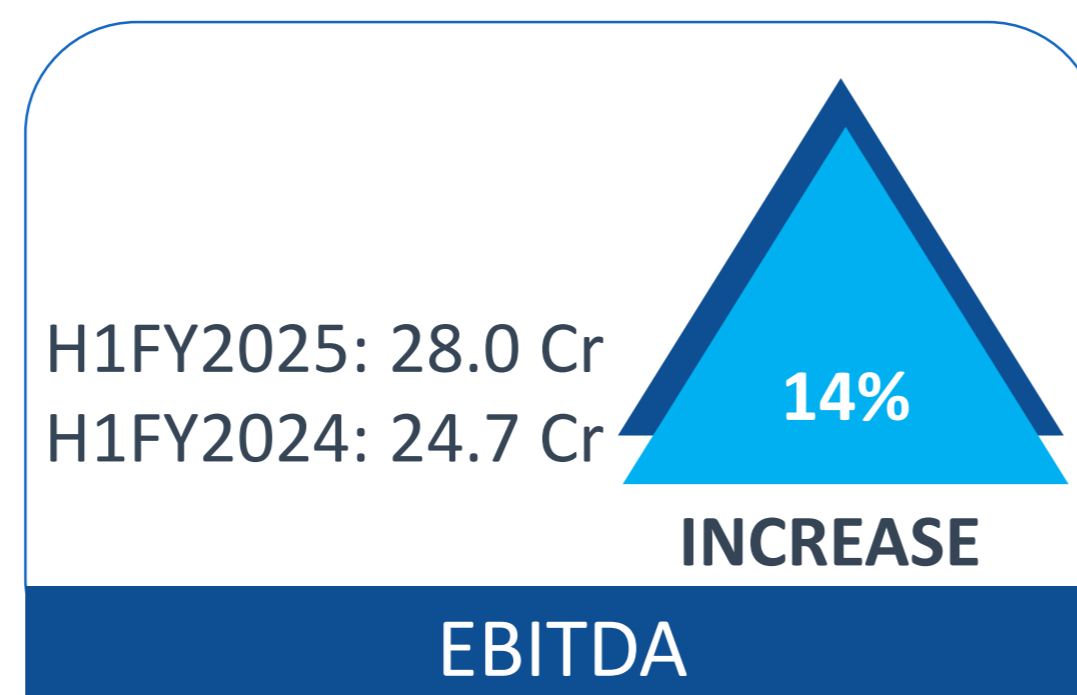
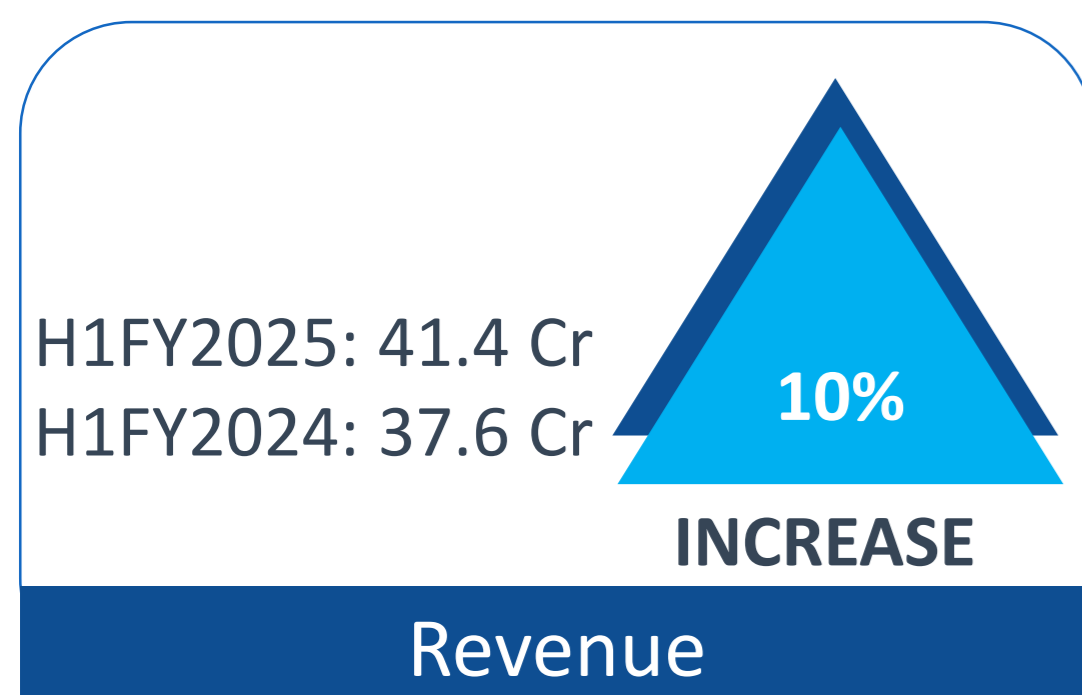
Key Highlights (H1 FY2024-25)

Consolidate



The Board of Directors has also approved the 2nd interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2024-25.

Standalone



Key business updates and Result highlights (Q2- H1 FY2024-25)



Consolidated Basis:

- Total Revenue for the period (H1 FY2024-25) at consolidated level is rupees 61.8 Crores with remarkable year-on-year growth of 9.7%
- Yielded EBITDA (including other income) of rupees 44.3 Crores with extraordinary EBITDA margin 71.6%. Net profit results at rupees 32.8 crores and EPS (Earning per share) of rupees 18.02 on consolidated basis with robust y-o-y growth of 18%.
- As on 30 Sep 2024, Net worth of the company was reported to be rupees 561 crores and Book value per share of rupees 309.

Standalone Result:

- Total Revenue for the period (H1 FY2024-25) at standalone level is rupees 41.4 Crores with year-on-year growth of 10.1%. This includes rupees 38.8 crores of revenue from operations. Other income includes rupees 2.8 crores of rent and capital gain from sale of assets.
- Reported EBITDA (including other income) is rupees 28.0 Crores with healthy EBITDA margin 67.8% and y-o-y growth of 13.6%.
- At standalone level, the company reported net income of rupees 22.1 Crores and EPS of rupees 12.17 up by 20.3% versus the prior year.

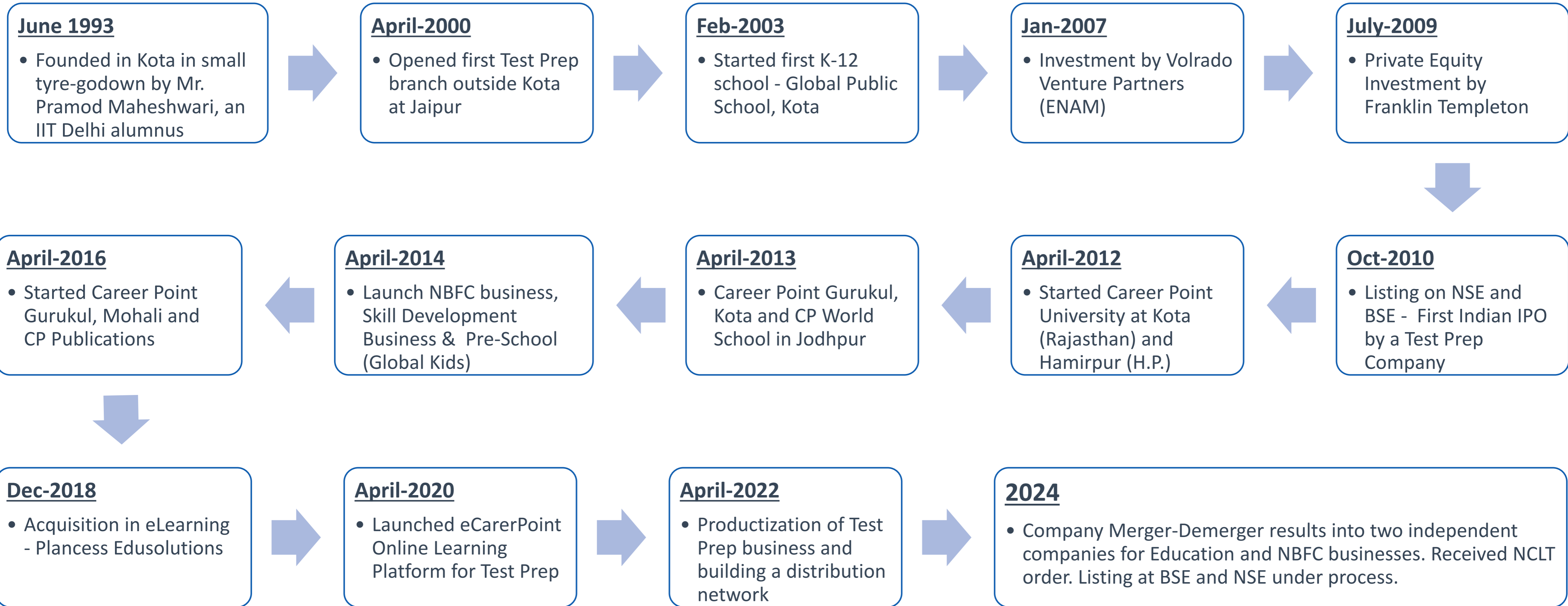
Dividend:

- The Board of Directors has also approved the 2nd interim dividend of 10% on the face value of Rs 10 per share for current fiscal FY2024-25.

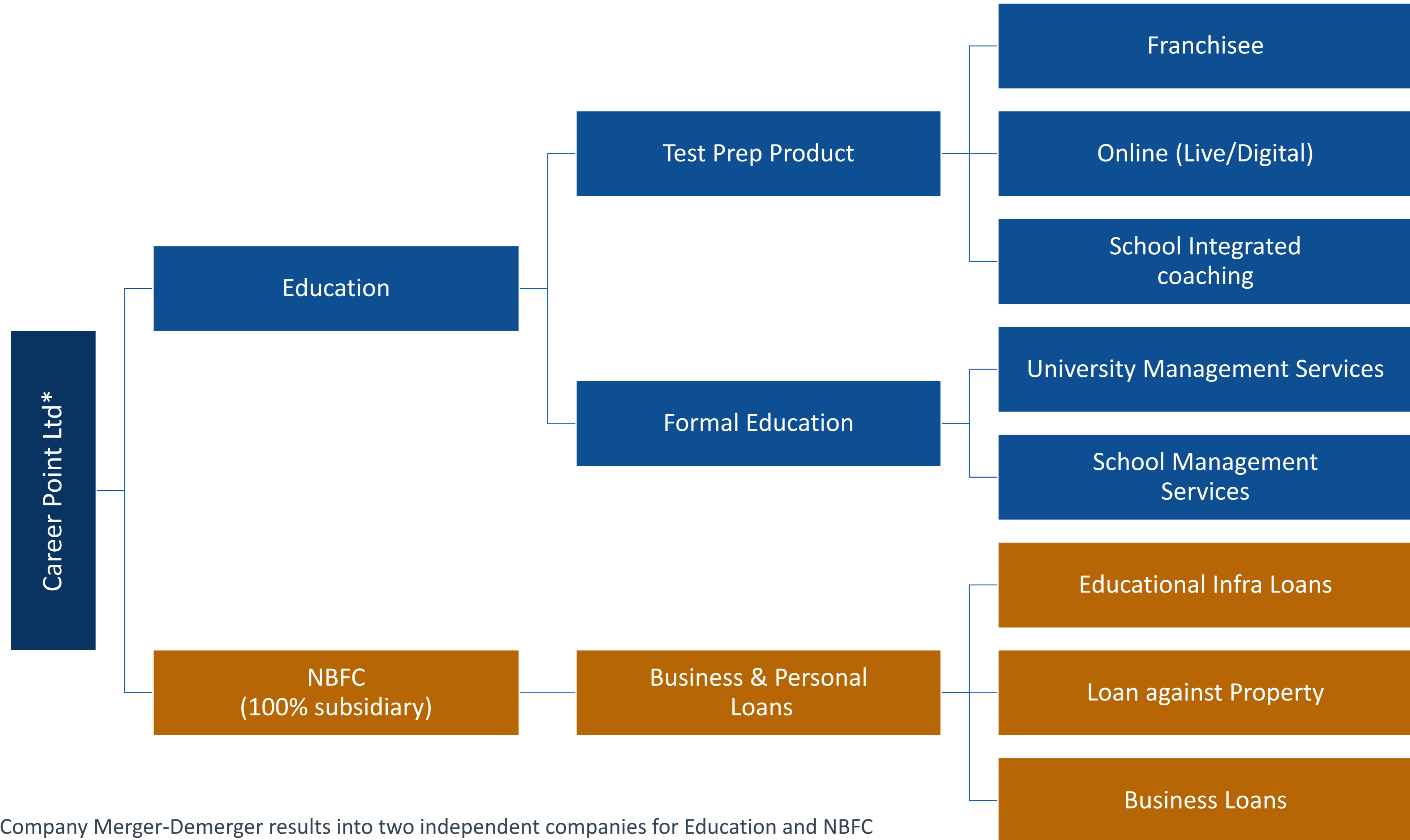
Analysis:

- The increase in operating income is primarily driven by higher revenues from the formal education division and franchisee business.
- At the consolidated level, this growth is further enhanced by contributions from our NBFC and EdTech subsidiaries.
- Notably, this rise in revenue and net profits occurred despite a decrease in other income, which was primarily affected by lower capital gains from asset sales.

Career Point limited - Since 1993



Career Point : Business Division



* Company Merger-Demerger results into two independent companies for Education and NBFC businesses. Received NCLT order. Listing at BSE and NSE under process.

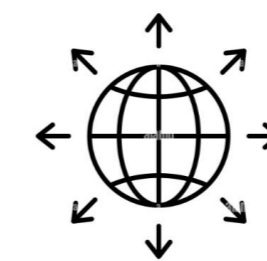
Test Prep Product

- With more than 30 years of experience in test prep services, in the last three years, Career Point has transformed itself from a test prep services provider to a test prep product company.
- CP offered its Test Prep Product through a network of partner study centers, schools, and online platforms.
- Test Prep products includes comprehensive tutorial services, Study Material Packages, Online and Digital tutorial services and Educational content etc.
- CP provide end-to-end support to partners, including curriculum, academic management, faculty recruitment and training, marketing, and student enrollment solutions etc.
- Test Prep product business model has provided the company with numerous short-term and long-term benefits, including faster expansion of product lines, greater scalability, and improved quality of offerings.

Key highlights of the Test Prep Division include:

- 56 partner study centers and schools for offline coaching.
- Specialized Test Prep products for JEE Advanced, JEE Main, NEET, Foundation, and NDA exam in classroom, online and distance learning formats.
- Education division's Profit before Tax and Return on Assets are increased by 45% and 813 bps, respectively in 1H FY2024-25 vs 1H FY2023-24.

Product Play Advantage



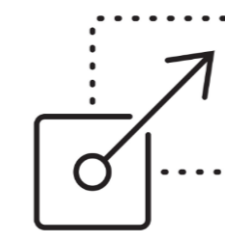
Expansion

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



Quality

Standardization of the products helps in maintaining the product quality levels



Scalability

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



Annuity

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

University & School Management Services

- CP's formal education division works as a shared services partner for schools, colleges, and universities, providing essential support to enhance their growth and improve student outcomes. Through variety of auxiliary education services, CP helps partner institutions strengthen their operations and deliver better educational outcome.
- Our services span the entire student life cycle, including enrollment management, academic advising, financial services, learning management system (LMS) support, technical assistance, student information systems, compliance, marketing, human resources, classroom operations, curriculum development, faculty recruitment, and training, among other critical functions
- The company offers a range of auxiliary educational and management services that help the educational institutions imparting knowledge and achieving excellence.
 - Infrastructure and Facilities Management
 - Faculty Development and Teachers Training
 - Specialized Content and Study Material
 - Academic Pedagogy Solutions
 - IT Education and Digital Support
 - Examinations, Transport and Sports Training
 - Administrative Services related to Admissions

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.

Our Partner Institutions

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


For various details like courses offered, facilities, infrastructure, capacity and revenue of partner institutions, please refer annexure.

Our Education Brands

Test Prep



Offline Test Prep



Online Test Prep



Books Publication

K-12



Residential School



Day School



Play School

Higer Education



Higher Education



Online Higher Education



Skill Development

- **Srajan Capital Limited** is a RBI registered NBFC and 100% subsidiary of Career Point Ltd. It's Listing at BSE and NSE is under process through demerger route at NCLT.
- Srajan is a **new-age financial services company** that leverages customization and flexible operations to make lending efficient and accessible to deserving potential customers.
- **AUM of Rupees 400+ Crores** without any external leverage by 30 September 2024. Profitable since first year of operations.



- Generating Leads via selling agents and online form.
- Capturing credit information, loan purpose, and personal information for primary positive/ negative check for further underwriting.

- **Credit Check** - Technology integration to access fraudulent conduct, income statements and other obligations.
- **Physical Verification** - physical check of the collateralized property, and applicant, for a further intention check.

- E-sign and physical sign available as per customer's convenience.
- **Customer Engagement** - Timely update to the customer via SMS, Whatsapp etc.

- 100% cashless disbursements.
- **E-NACH / RTGS** set-up along with cheque payment for a convenient payment for the customer.

Divisional Growth Strategies

Test Prep Product

Test-Prep Classrooms

- Launching new Test-Prep products – CUET, Study abroad, CLAT, Govt UG/PG Program and expanding distribution network through franchisee and SIP
- Reaching new market through Hybrid (Physical + Digital) model

TAM: 20 mn Students
Market Size: \$8 bn
Growth Rate: 15% y-o-y

eLearning

- CP Techno - Expanding partner institutions network for live delivery of Test Prep Product
- Offering new products- Live classes, Videos eBooks, Online Assessments etc

TAM : 60 mn Students*
Market Size : \$4 bn
Growth Rate : 18% y-o-y

Formal Education

School Education

- Improving capacity utilization of exiting partner school along with premium pricing through USPs
- Expanding Partner school Network (Asset light)

TAM : 240 mn Students
Market Size : \$24 bn
Growth Rate : 14% y-o-y

Universities

- Addition of new courses as per NEP – Dual degree, Digital learning
- Online Degree, Certificate & professional courses for continuing education
- Campus in campus program with partner universities

TAM : 40 mn Students
Market Size : \$12 bn
Growth Rate : 11% y-o-y

Financing

NBFC

- Expanding Micro-Lap product
- Expansion of geographies, products and co-lending partners
- Operational efficiency by digital transformation

TAM : \$300 bn AUM^
Market Size : \$35 bn
Growth Rate : 17% y-o-y

^ Source: BCG Consulting

Blueprint for Growth: Multiple factors to drive sustainable growth

Growth is driven by strategic actions executed in recent years that have transformed the company and ensured sustainable growth. With multi-levered long-term strategies and division-specific plans, we are set to maximize our potential and achieve significant expansion.



Investment Highlights

NSE: CAREERP, BSE: 533260

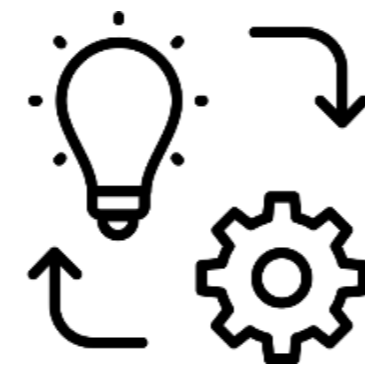
Legacy

Strong brand equity since 1993, Experienced management and Proprietary resources



Sustainable Businesses

Annuity driven long-term core businesses in both education and financing businesses



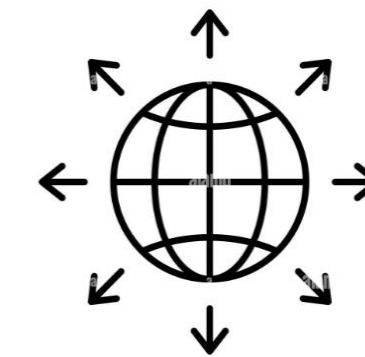
Strong Financials

High margin visible cash flows with fundamentally strong balance sheet



Large TAM

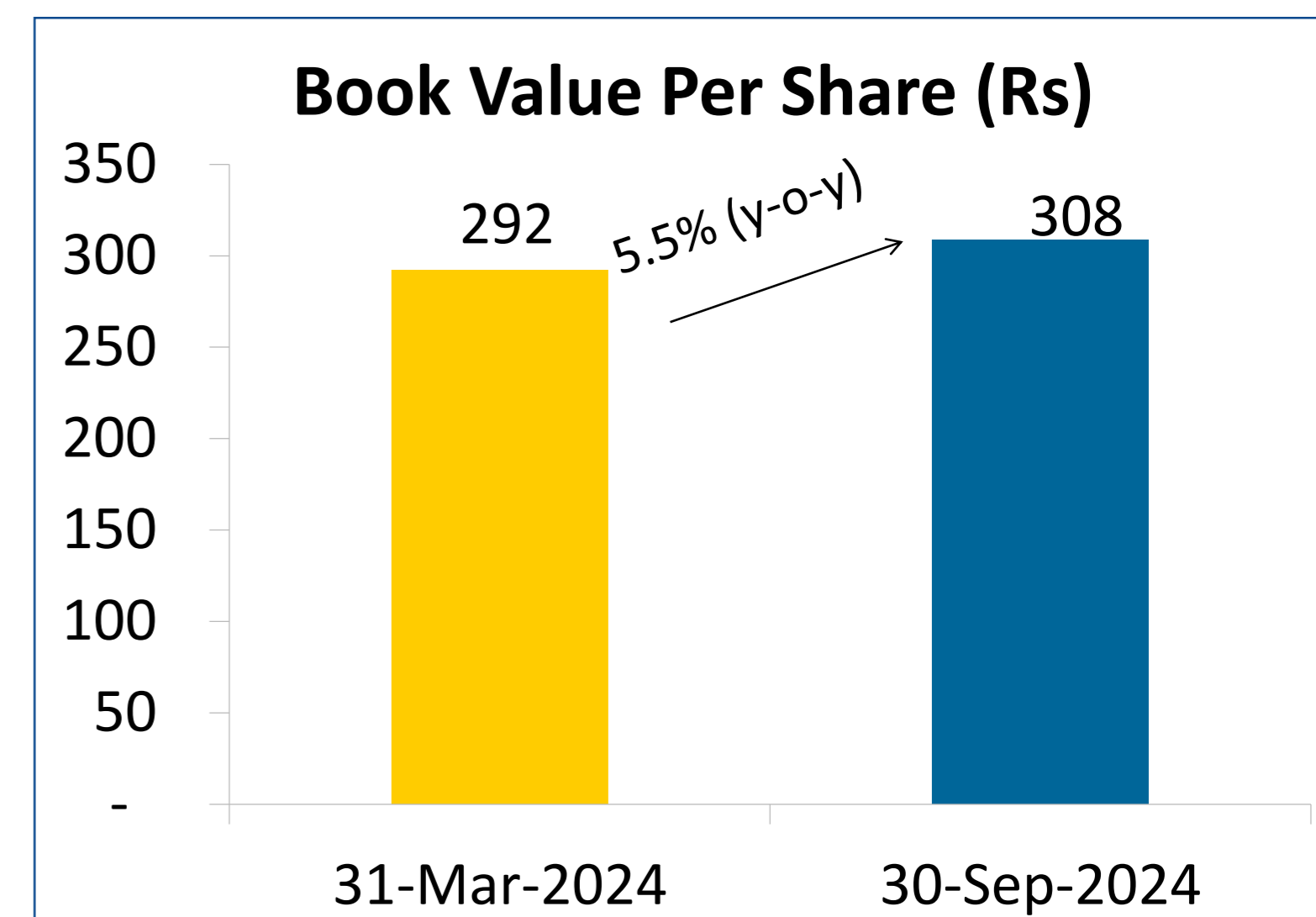
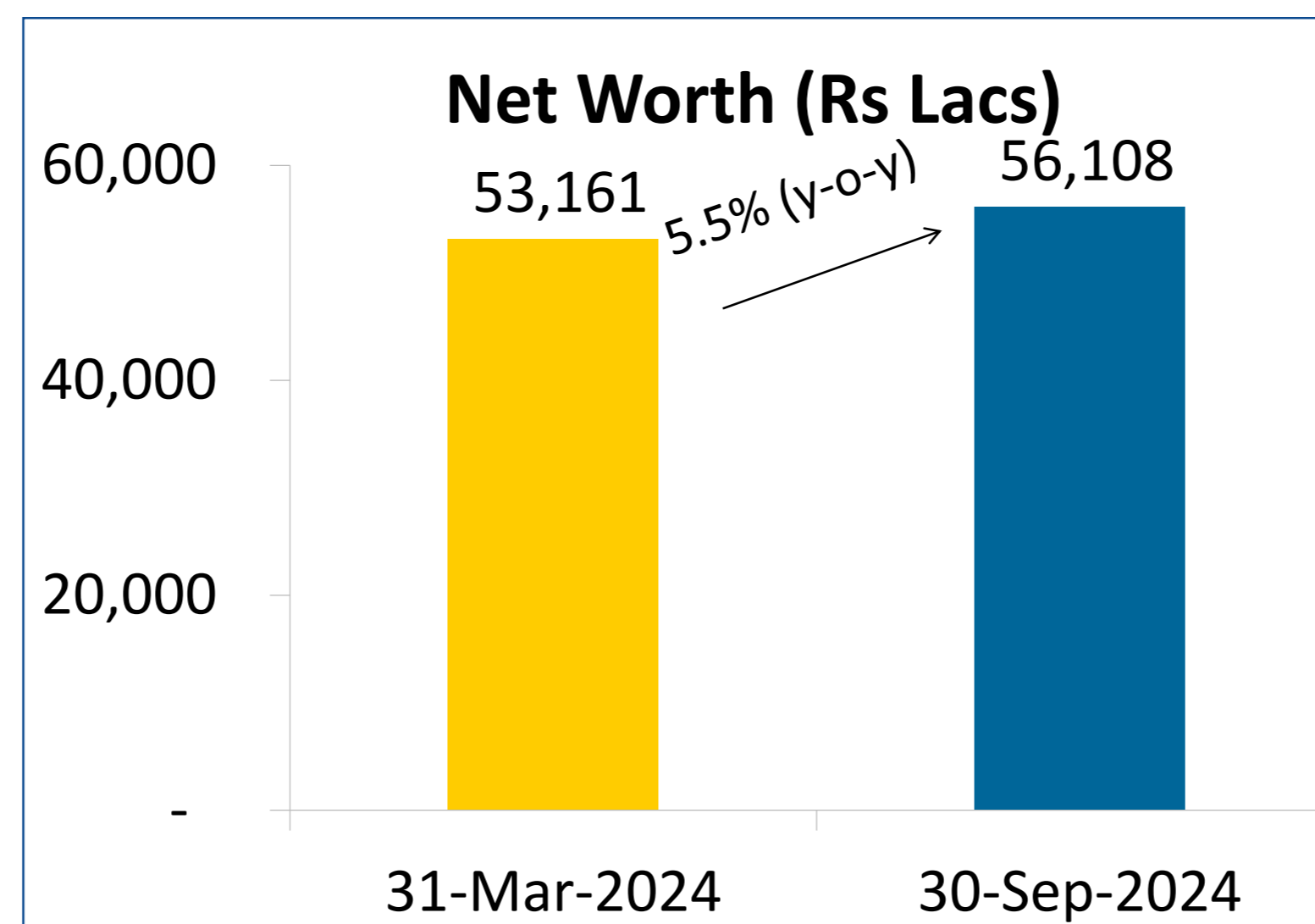
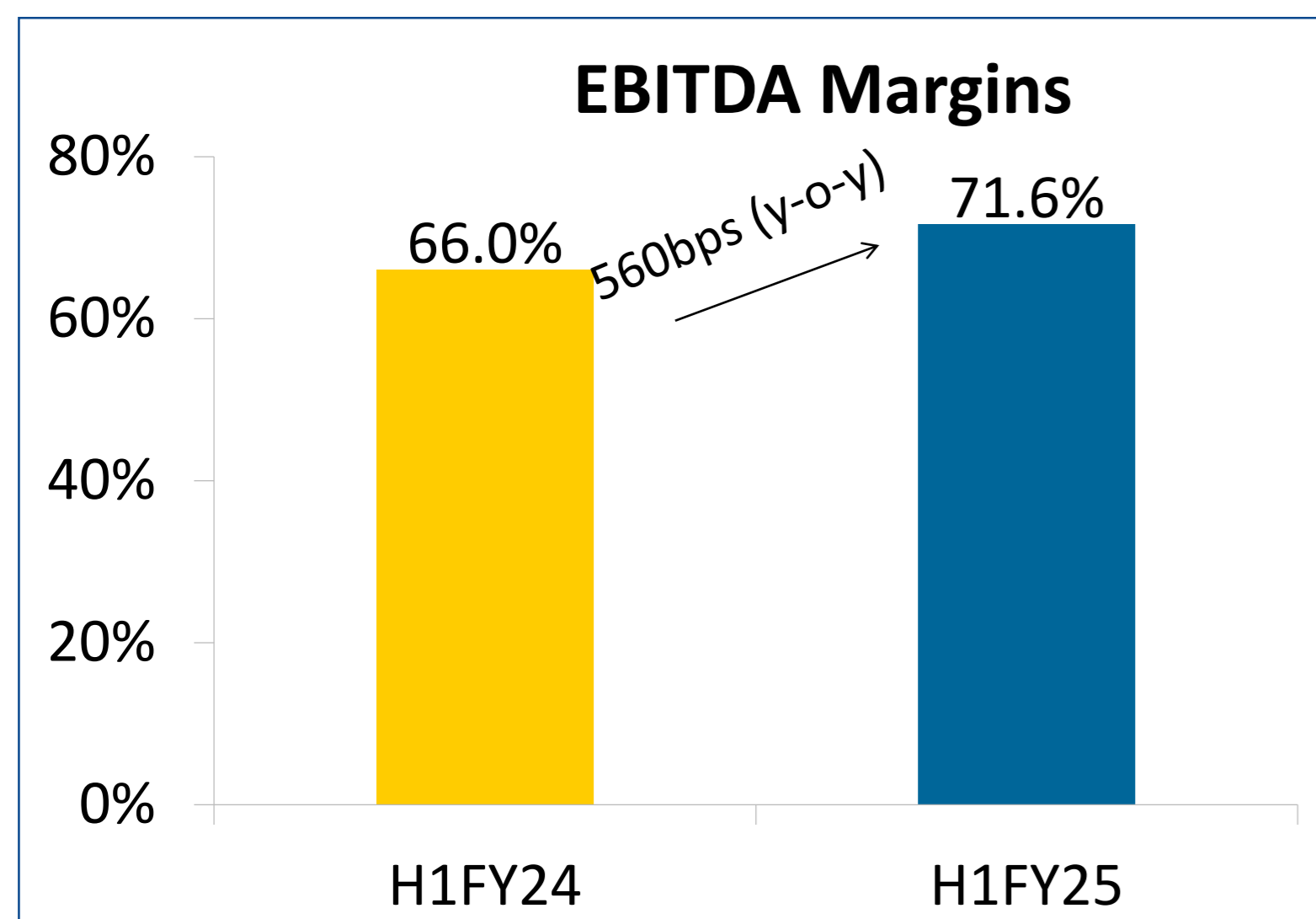
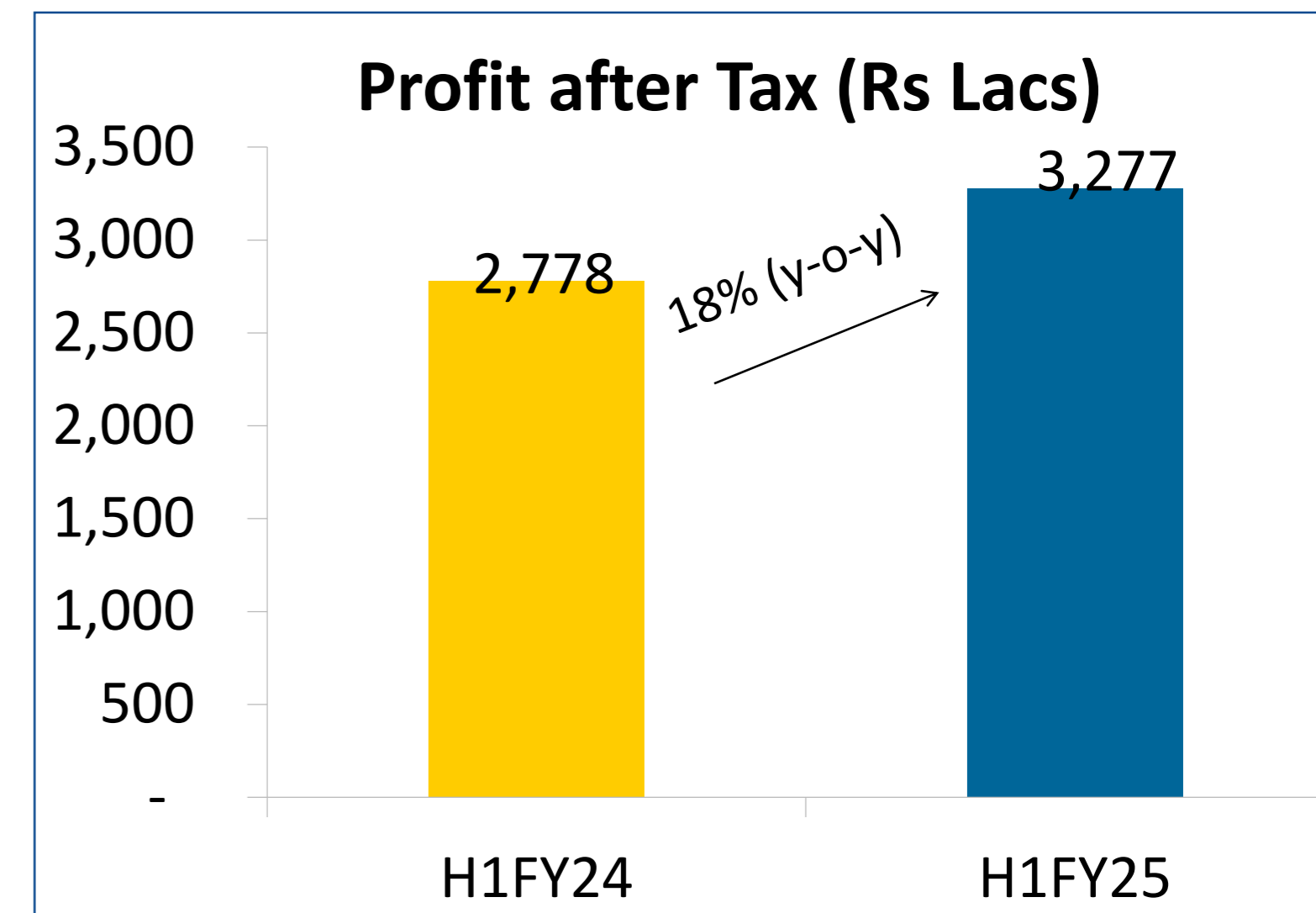
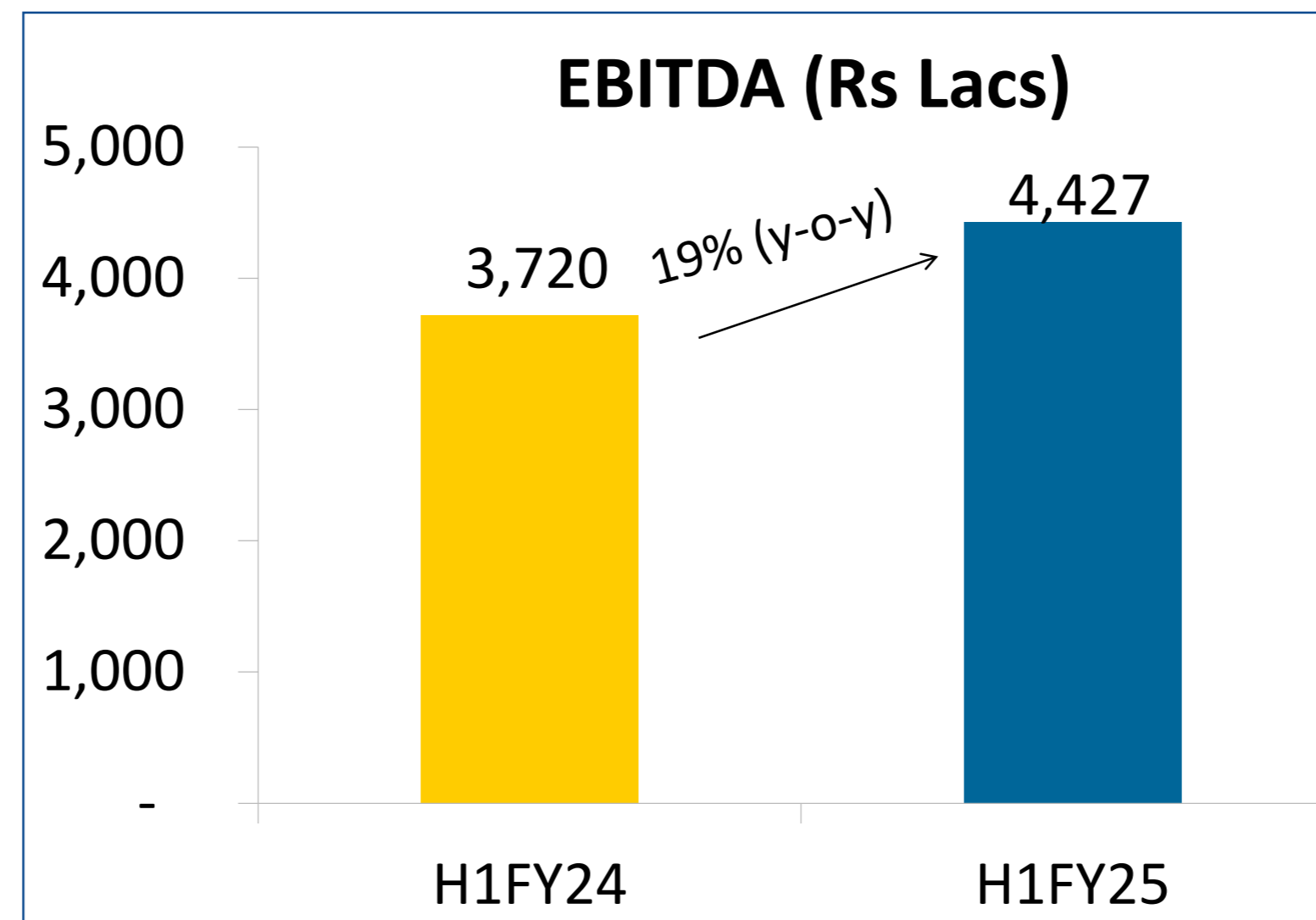
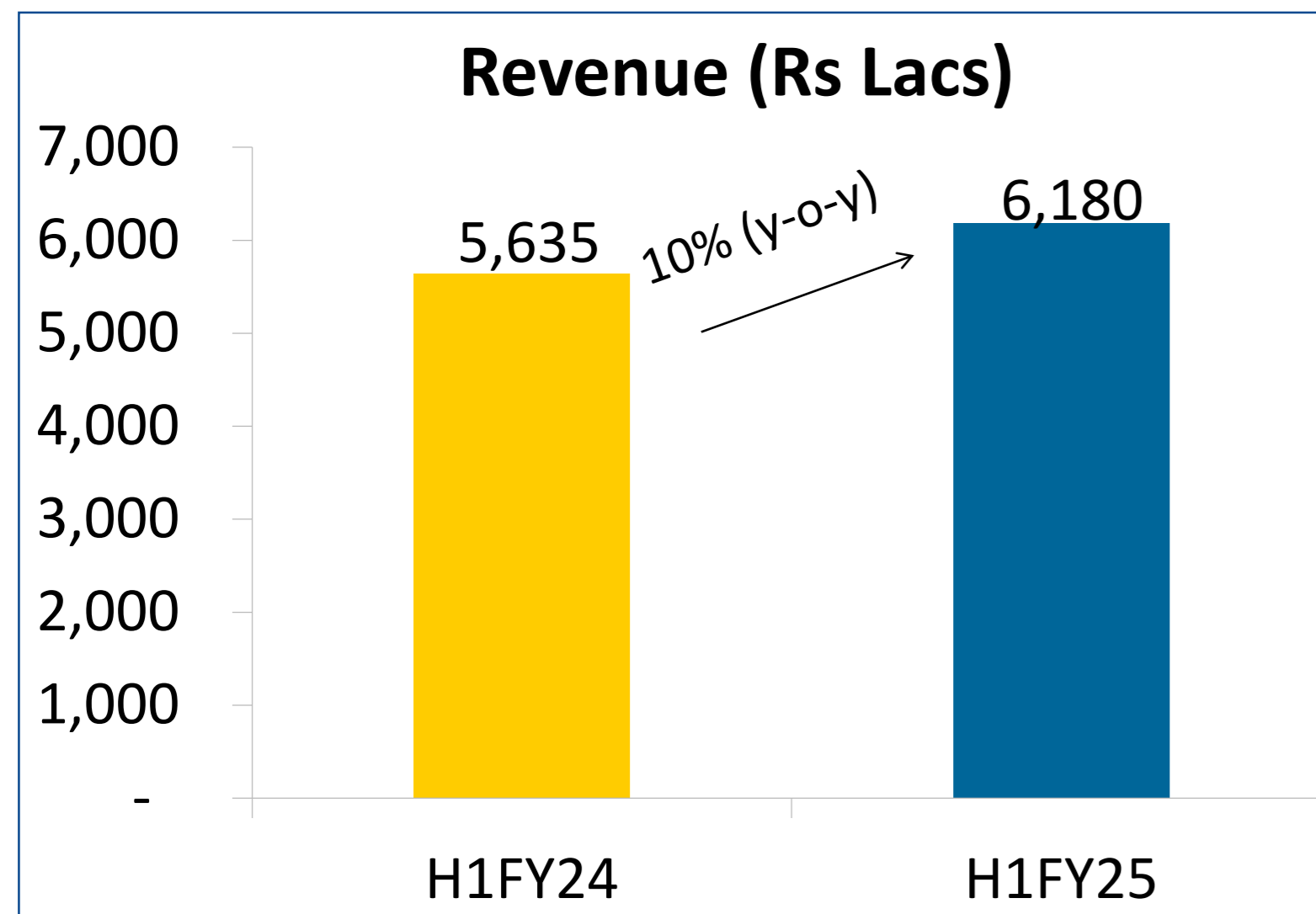
Addressing large total addressable markets with high potential of the growth across verticals



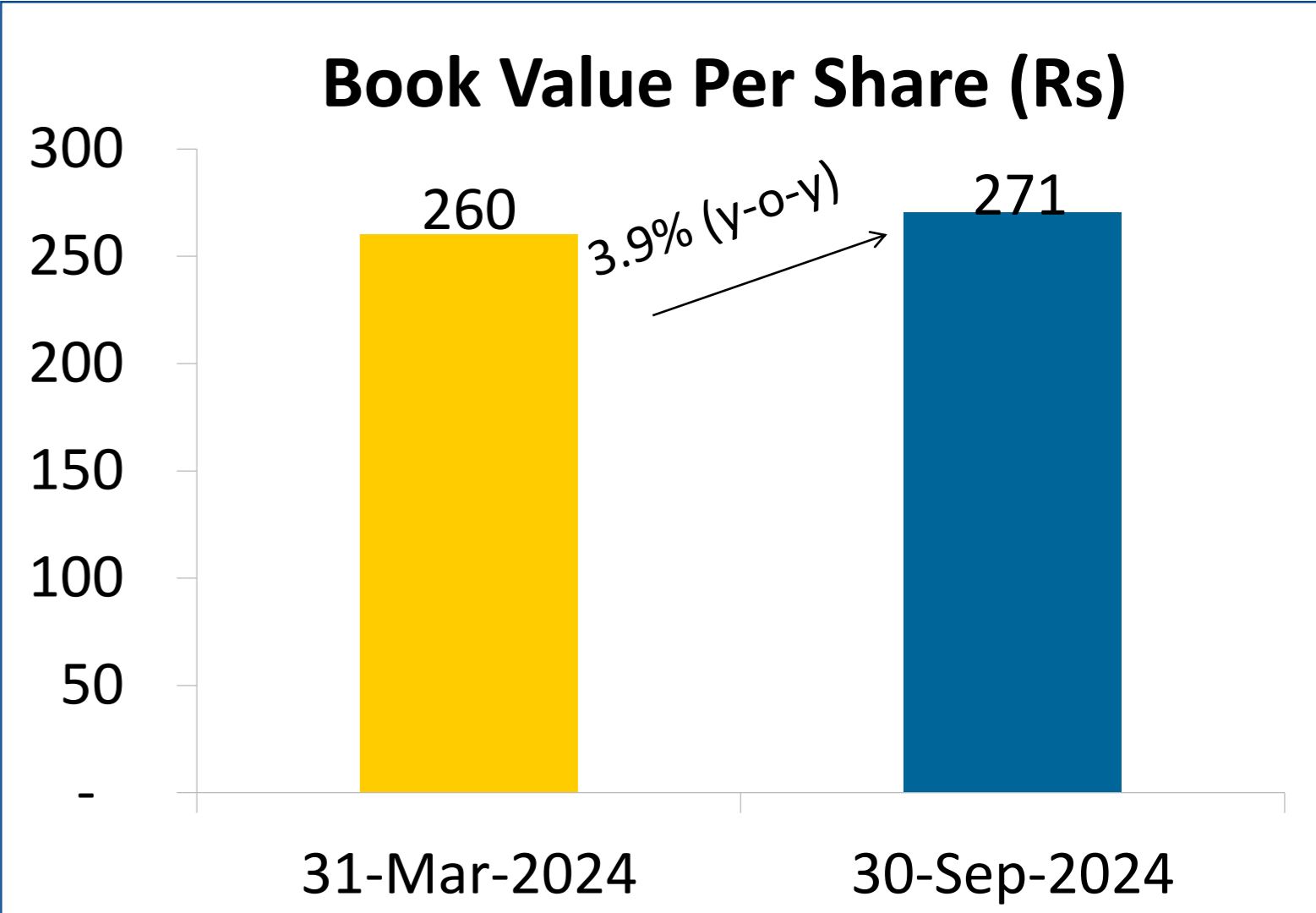
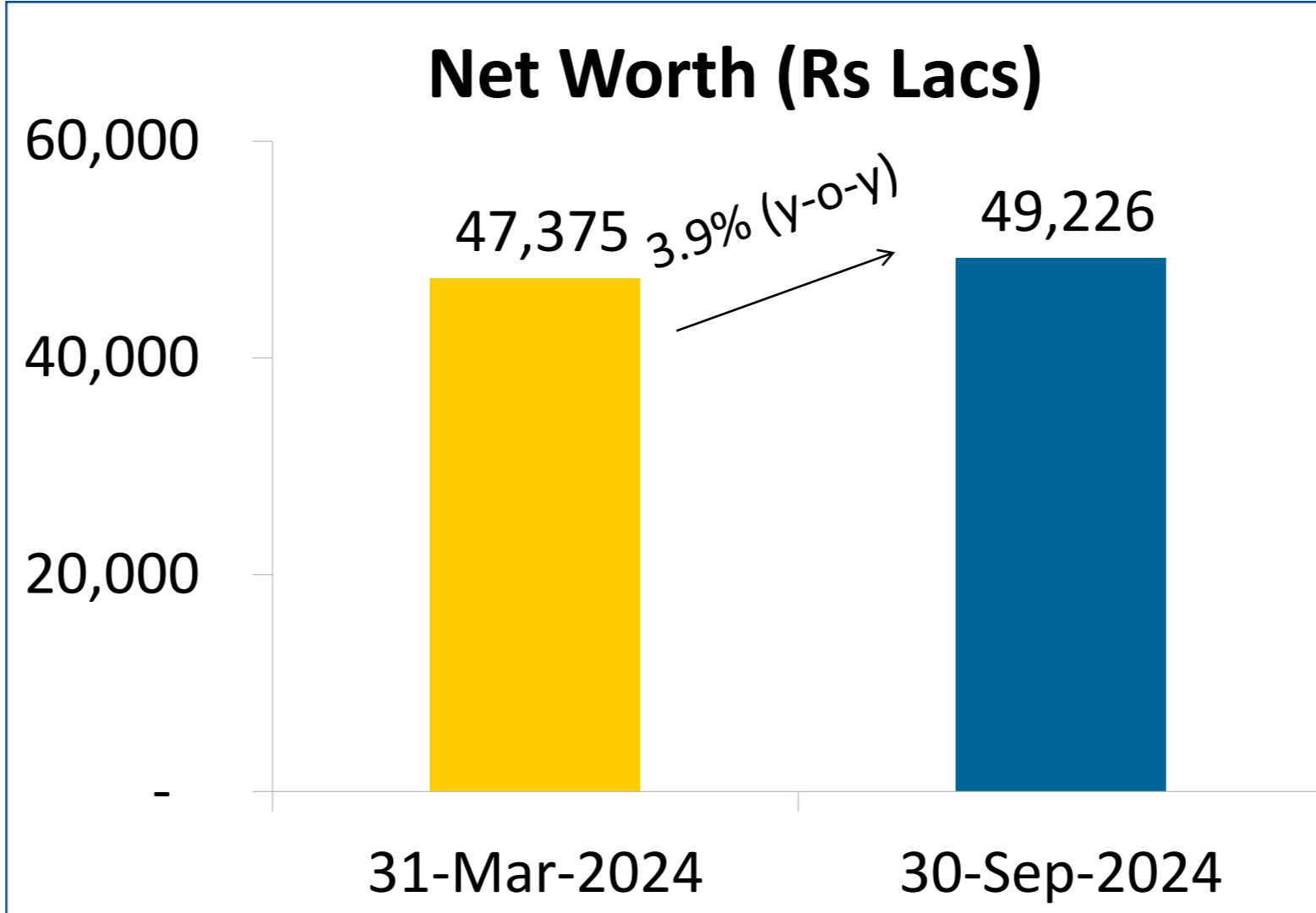
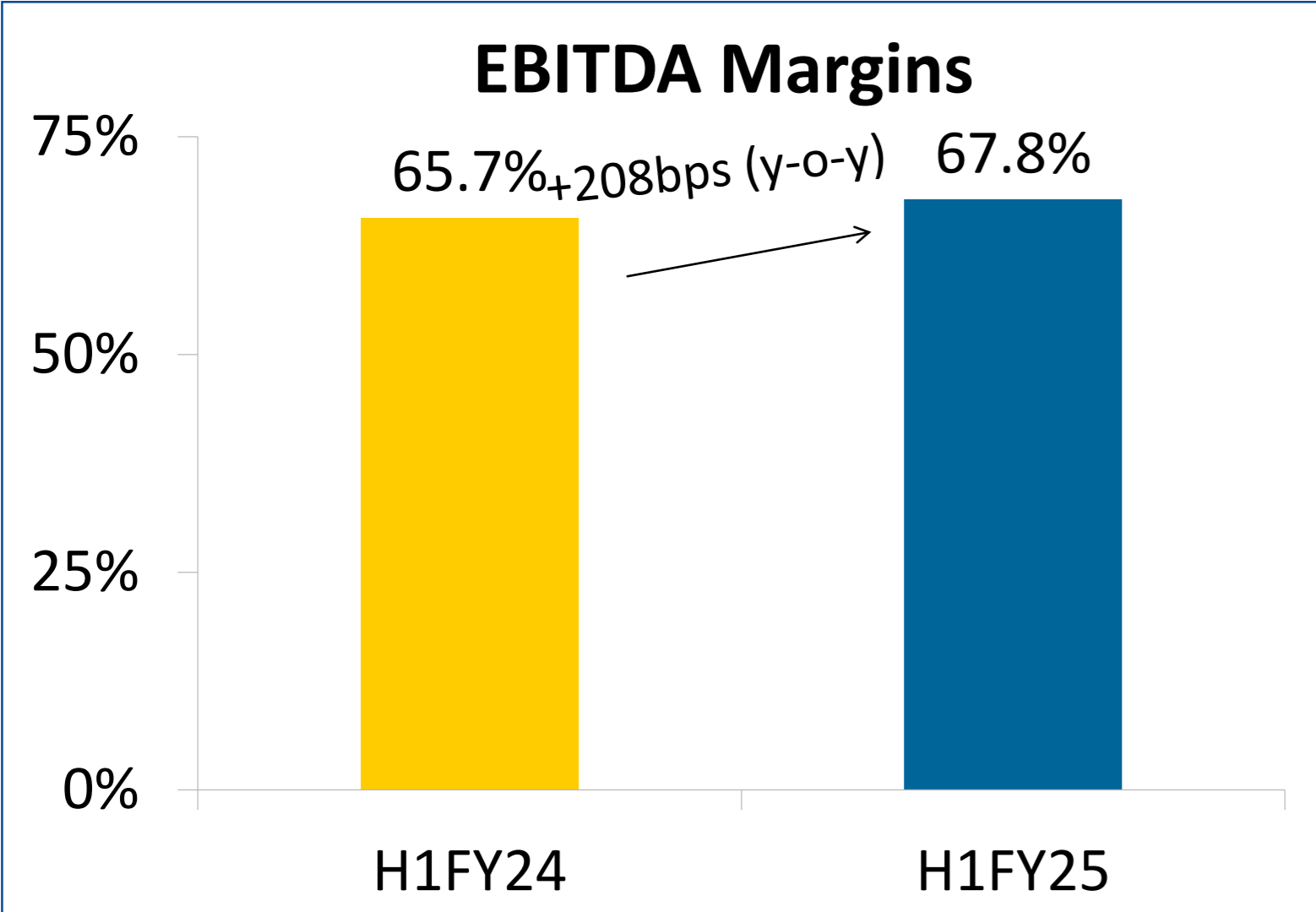
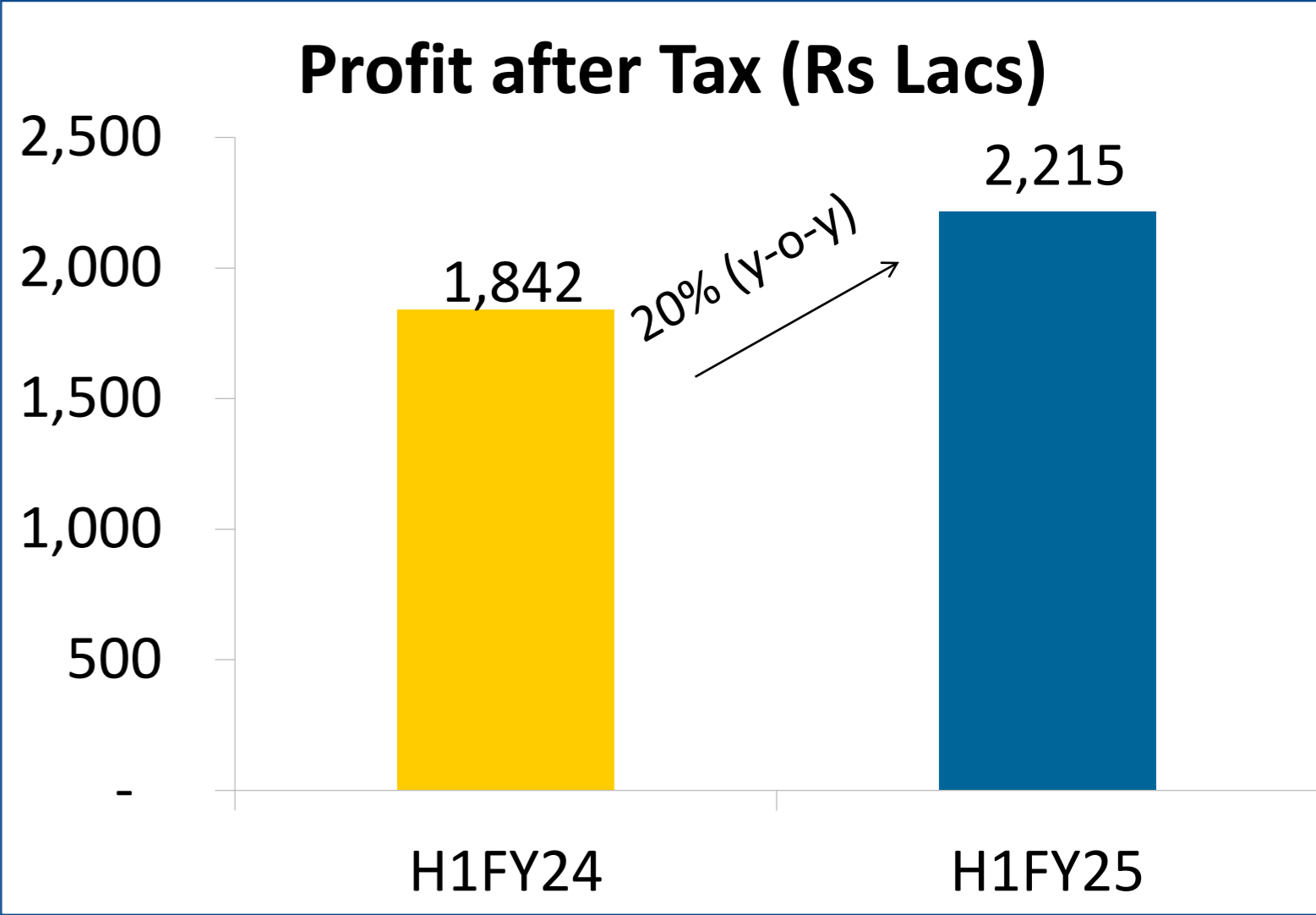
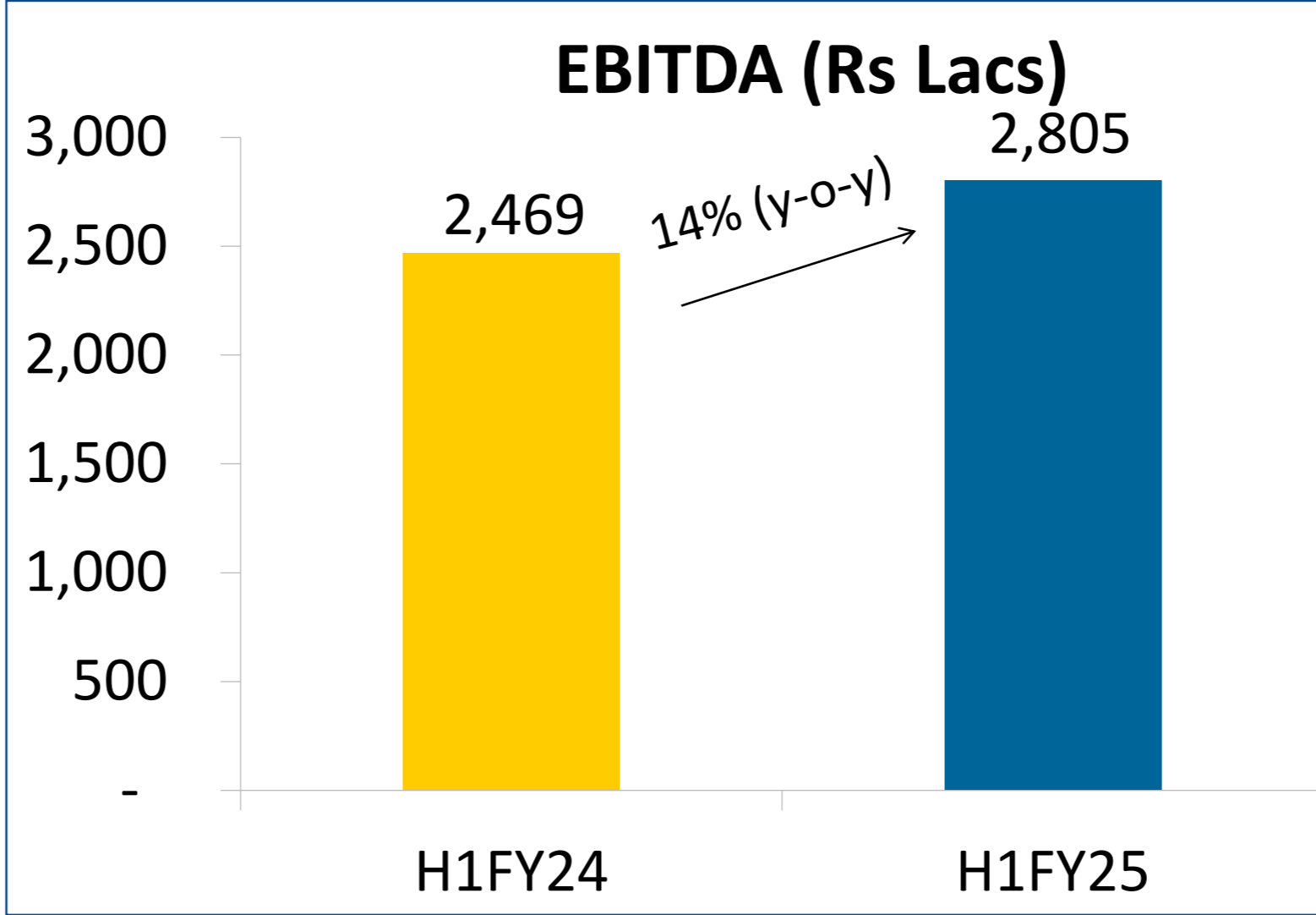
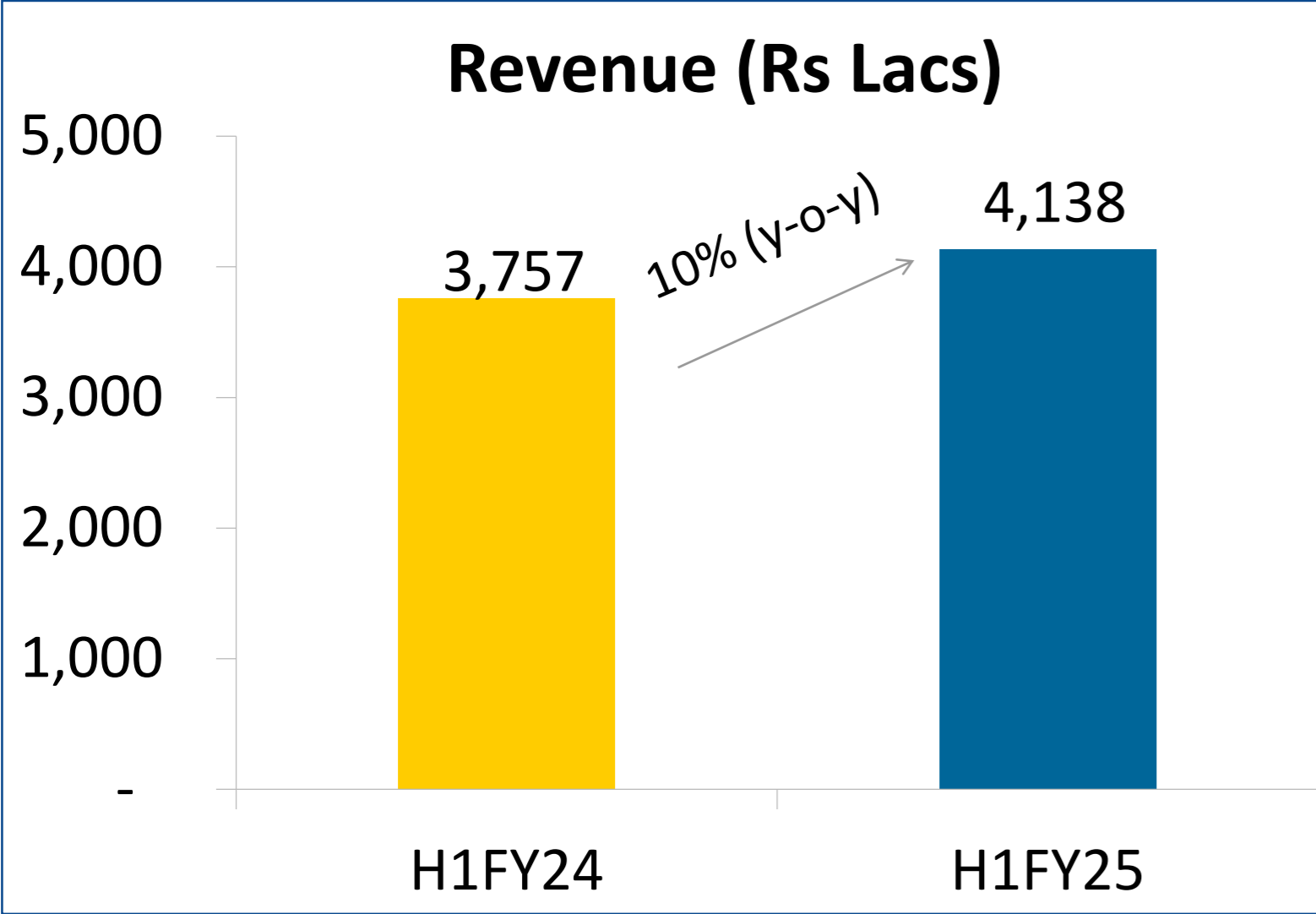
Investor's Diary

The Company is well-positioned to lead the fast-growing education sector and rapidly-evolving financing market

Financial Updates - Consolidate



Financial Updates - Standalone



Income Statement - Consolidated

Income Statement	←----- Consolidated -----→				
Rs Lakhs	Q2FY24	Q1FY25	Q2FY25	H1FY24	H1FY25
Income					
Income from Operation	2,044.0	3,010.5	2,640.7	4,943.2	5,651.3
Other Income	524.5	292.8	236.3	692.2	529.1
Total Income	2,568.5	3,303.4	2,877.0	5,635.4	6,180.4
Expenditure					
Cost of Study Material	87.3	142.8	77.0	263.3	219.8
Employees Cost	251.1	259.0	257.8	495.0	516.7
G&A and other expenses	728.2	354.2	663.0	1,156.6	1,017.2
Dep. & Amort.	98.6	95.5	95.1	197.1	190.7
Finance Charges	33.8	45.0	53.1	73.0	98.1
One-off Provision					
Total Expenditure	1,198.9	896.5	1,146.0	2,185.1	2,042.6
EBITDA	1,501.9	2,547.4	1,879.3	3,720.5	4,426.6
EBITDA Margin	58.5%	77.1%	65.3%	66.0%	71.6%
Operating EBITDA	977.4	2,254.5	1,643.0	3,028.3	3,897.5
Op. EBITDA margin	47.8%	74.9%	62.2%	61.3%	69.0%
Profit Before Tax	1,369.5	2,406.9	1,731.0	3,450.3	4,137.8
PBT Margin	53.3%	72.9%	60.2%	61.2%	67.0%
Profit After Tax	1,198.3	1,985.4	1,292.1	2,777.6	3,277.5
PAT Margin	46.7%	60.1%	44.9%	49.3%	53.0%
EPS (Rs)	6.59	10.91	7.10	15.27	18.02

Income Statement - Standalone

Income Statement	←----- Standalone -----→				
Rs Lakhs	Q2FY24	Q1FY25	Q2FY25	H1FY24	H1FY25
Income					
Income from Operation	1,569.8	1,784.4	2,071.1	3,253.8	3,855.5
Other Income	414.2	193.2	88.9	503.2	282.0
Total Income	1,984.1	1,977.6	2,159.9	3,757.1	4,137.6
Expenditure					
Cost of Study Material	31.1	96.6	23.6	140.5	120.2
Employees Cost	222.1	227.6	229.7	438.0	457.3
G&A and other expenses	346.0	328.3	427.1	709.8	755.4
Dep. & Amort.	71.6	69.2	68.8	143.2	138.0
Finance Charges	20.9	32.0	36.0	46.2	68.0
Total Expenditure	691.7	753.6	785.2	1,477.7	1,538.8
EBITDA	1,384.8	1,325.1	1,479.6	2,468.8	2,804.7
EBITDA Margin	69.8%	67.0%	68.5%	65.7%	67.8%
Operating EBITDA	970.6	1,132.0	1,390.7	1,965.5	2,522.7
Op. EBITDA margin	61.8%	63.4%	67.1%	60.4%	65.4%
Profit Before Tax	1,292.4	1,224.0	1,374.7	2,279.3	2,598.7
PBT Margin	65.1%	61.9%	63.6%	60.7%	62.8%
Profit After Tax	1,137.9	1,081.1	1,133.7	1,841.9	2,214.9
PAT Margin	57.4%	54.7%	52.5%	49.0%	53.5%
EPS (Rs)	6.25	5.94	6.23	10.12	12.17

Balance Sheet

Balance Sheet	←----- Standalone -----→			←----- Consolidated -----→		
Rs Lakhs	31-Mar-2024	30-Jun-2024	30-Sep-2024	31-Mar-2024	30-Jun-2024	30-Sep-2024
Liabilities						
Shareholders' fund	47,375	48,456	49,226	53,189	55,175	56,140
(a) Share Capital	1,819	1,819	1,819	1,819	1,819	1,819
(b) Reserve and Surplus	45,555	46,636	47,406	51,370	53,356	54,321
Non-current Liabilities	1,315	1,171	1,168	4,904	4,781	4,731
(a) Def. Tax Liabilities	1,295	1,151	1,146	236	177	113
(b) Provisions & Others	19	20	22	4,669	4,604	4,618
Current Liabilities	824	1,284	1,242	2,363	2,707	2,730
(a) Current Liabilities	709	1,041	1,028	1,889	1,947	2,214
(b) Provisions	115	243	214	474	760	516
Borrowings	2,966	2,448	1,047	3,460	3,140	1,863
Total Liabilities	52,479	53,360	52,682	63,916	65,804	65,465
Assets						
Fixed Assets (inc. WIP)	11,016	10,927	10,875	19,211	19,104	18,486
Non-current Assets	30,134	30,134	30,134	27,820	30,492	30,457
(a) Loans and Advances	13,229	13,229	13,229	27,612	30,279	30,203
(b) Investments	16,905	16,905	16,905	209	212	253
(c) Other Assets	-	-	-	-	-	-
Current Assets	11,328	12,298	11,673	16,885	16,208	16,523
(a) Inventories	98	72	66	113	87	609
(b) Sundry Debtors	145	814	581	1,014	1,584	903
(c) Cash & Bank Balances	87	63	54	664	429	498
(d) Current Investments	-	-	-	-	-	-
(e) Loans and Advances	10,999	11,349	10,971	15,094	14,108	14,513
Total Assets	52,479	53,360	52,682	63,916	65,804	65,465

Update on strategic Merger & Demerger Scheme

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/Demergered 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 Ltd to Career Point Edutech Ltd (wholly owned subsidiary);
 - ii. Merger of Srajan Capital Limited (wholly owned subsidiary) with Career Point Limited (Transferee Company).
- Update on the Company's Strategic Merger-Demerger 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.
 - iv. As per NCLT's first motion order on 4 Jan 2024, Shareholders' meeting was convened on 17 Feb 2024 for scheme approval.
 - v. On 30 Aug 2024, hon'ble NCLT formally reserved the order and then released on 23 Sep 2024. Certified copy of final order was signed on 22 Oct 2024. The appointed date for the purpose of giving scheme effect is 1 April 2023.
- **The company is now in process of post order compliances with RBI, ROC and stock exchanges.**

Annexures

Proforma Financial – Education Company

Pro forma financials are based on a hypothetical scenario of two separate companies, as per the ongoing merger/demerger scheme.

P&L (Education) - Rs Lacs	H1 FY2025	H1 FY2024	FY2023-24		BS (Education) - Rs Lacs	30-Sep-24	30-Sep-23	31-Mar-24
Test-Prep	742	748	1,313	<ul style="list-style-type: none"> Career Point's education businesses will be demerged in Career Point Edutech Ltd. (CPEL) 	Liabilities			
Formal Education	800	525	1,055		<ul style="list-style-type: none"> CPEL will be an asset light company with relatively higher returns on equity 	Net Worth	452	825
Books and Study Material	536	466	1,289			Borrowings	961	777
Vocational Skills	15	67	90		Long Term Liabilities	22	24	19
Residential Campus	546	510	930		Current Liabilities	1,016	590	682
Total Revenue	2,639	2,315	4,678		Total Liabilities	2,451	2,216	1,984
					Fixed Assets (A)	436	464	468
Study Material Cost	220	263	429		Movable Assets	436	464	468
Salary	482	460	939		Immovables	-	-	-
Admin Exp.	750	714	1,456		Long-Term Assets (B)	912	928	913
EBITDA	1,188	878	1,854		Long Term Loans & Adv.	210	230	210
Depreciation	11	46	47		Investments	703	698	703
Finance Cost	22	35	24		Current Assets (C)	1,103	824	604
Profit Before Tax	1,155	796	1,783		Cash & Other CAs	653	398	280
Tax	386	199	446		Short Term Loans & Adv.	450	426	323
PAT	769	597	1,338		Total Assets (A+B+C)	2,451	2,216	1,984
Gross Margin	92%	89%	91%		Return on Assets	139%	131%	78%
EBITDA Margin	45%	38%	40%		Return on Invested Capital	307%	227%	146%
Net Margin	29%	26%	29%		Return on Equity	909%	547%	983%

Proforma Financial – NBFC Company

Pro forma financials are based on a hypothetical scenario of two separate companies, as per the ongoing merger/demerger scheme.

P&L (Financing) - Rs Lacs	H1 FY2025	H1 FY2024	FY2023-24		BS (Financing) - Rs Lacs	30-Sep-24	30-Sep-23	31-Mar-24
Financing	2,971	2,334	4,796	<ul style="list-style-type: none"> Career Point's NBFC businesses (Srajan Capital) will be merged in Career Point Ltd. (CPL) 	Liabilities			
Asset Sale	219	489	781		<ul style="list-style-type: none"> Management is intent to sell non-core assets that will further boost NBFC's ROE going forward. 	Net Worth	55,688	49,748
Lease Rent	60	95	215			Borrowings	903	563
Investment income	198	226	403		Long Term Liabilities	4,710	5,046	4,885
Other Income	153	176	581		Current Liabilities	1,714	1,313	1,681
Total Revenue (Rs Lacs)	3,601	3,320	6,777		Total Liabilities	63,014	56,671	61,932
					Fixed Assets (A)	18,050	19,037	18,743
Salary	35	35	78		Movable Assets	-	-	-
Admin Exp.	267	443	685		Immovables	18,050	19,037	18,743
EBITDA	3,299	2,842	6,014		Long-Term Assets (B)	29,544	22,096	26,907
Depreciation	180	151	348		Long Term Loans & Adv.	29,291	21,944	26,699
Finance Cost	76	38	140		Investments	253	152	209
Profit Before Tax	3,043	2,654	5,526		Current Assets (C)	15,421	15,538	16,281
Tax	474	480	1,160		Cash & Other CAs	1,358	1,633	1,510
PAT	2,569	2,174	4,366		Short Term Loans & Adv.	14,063	13,905	14,771
					Total Assets (A+B+C)	63,014	56,671	61,932
EBITDA Margin	92%	86%	89%		Return on Assets	16%	16%	7%
PBT Margin	85%	80%	82%		Return on Invested Capital	20%	18%	9%
Net Margin	71%	65%	64%		Return on Equity	19%	18%	9%

Higher Education Division Courses

Career Point Limited (CP) provides comprehensive support services to partner institutions, including enrollment, curriculum design, faculty recruitment, infrastructure management, and specialized content. CP collaborates with universities to offer diverse programs across fields like Engineering, Management, Law, and Vocational Studies, ensuring high-quality, industry-relevant education and academic excellence.

Career Point University, Kota (Rajasthan)



Career Point University, Hamirpur (Himachal Pradesh)



Courses offered by Partner Universities	
Engineering & Technology	B. Tech, M. Tech (Various Decipline)
Computer Applications	BCA, MCA, PGDCA, BSc-MSc (IT, CS)
Management & Commerce	BBA, MBA, B. Com, M. Com, PGDM
Basic & Applied Sciences	B.Sc., M.Sc., BSc-BEd
Health & Allied Sciences	BPT, MPT, MPH
Pharmacy (Allopathic and Ayurveda)	D. Pharma, B.Pharma, M.Pharma
Law and Governance	LLB, LLM, BA-LLB, BBA-LLB
Hotel Management	BHMCT, BSc - MSc (Hotel Management)
Arts and Humanities	BA, MA, MSW, BSc Bed, BA-Bed
Library Sciences	B.Lib, M.Lib, MSc (Lib. Sc.)
Education Courses	BEd., MEd.
Diploma Programs	Polytechnic, Food Production, Organic Farming, Digital Marketing, Taxation, Networking, Cyber Security, Cloud Computing, Library & Info. Science, Cyber Law, IPR, Food Production, Multipurpose Health Worker
Post PG	PhD.

School Education Division

Career Point offers comprehensive services to K-12 schools across multiple geographies. These schools are residential as well as day-schools. The company also manages the operations of the schools where the infrastructure is not owned by the company.

CP Pedagogy

- Career Oriented Education with Classroom Teaching aimed at in-depth Subject Knowledge
- Theoretical Training with Conceptualization and Practical Exposure
- Active Experimentation with Case Studies, Role Play and Project Works based Approach
- Life Skills building through Sports Activities, Personality Development & Extracurricular focus
- State of the Art Infrastructure for a Conducive Learning Environment

Services Matrix

	Branding and Expertise	Operational Management	Asset Ownership
Company Owned Company Operated (COCO Model)	✓	✓	✓
Partner Owned Company Operated (POCO Model)	✓	✓	✗
Partner Owned Partner Operated (POPO Model)	✓	✗	✗

Global Public School, Kota



Career Point World School, Jodhpur



Career Point Gurukul, Kota



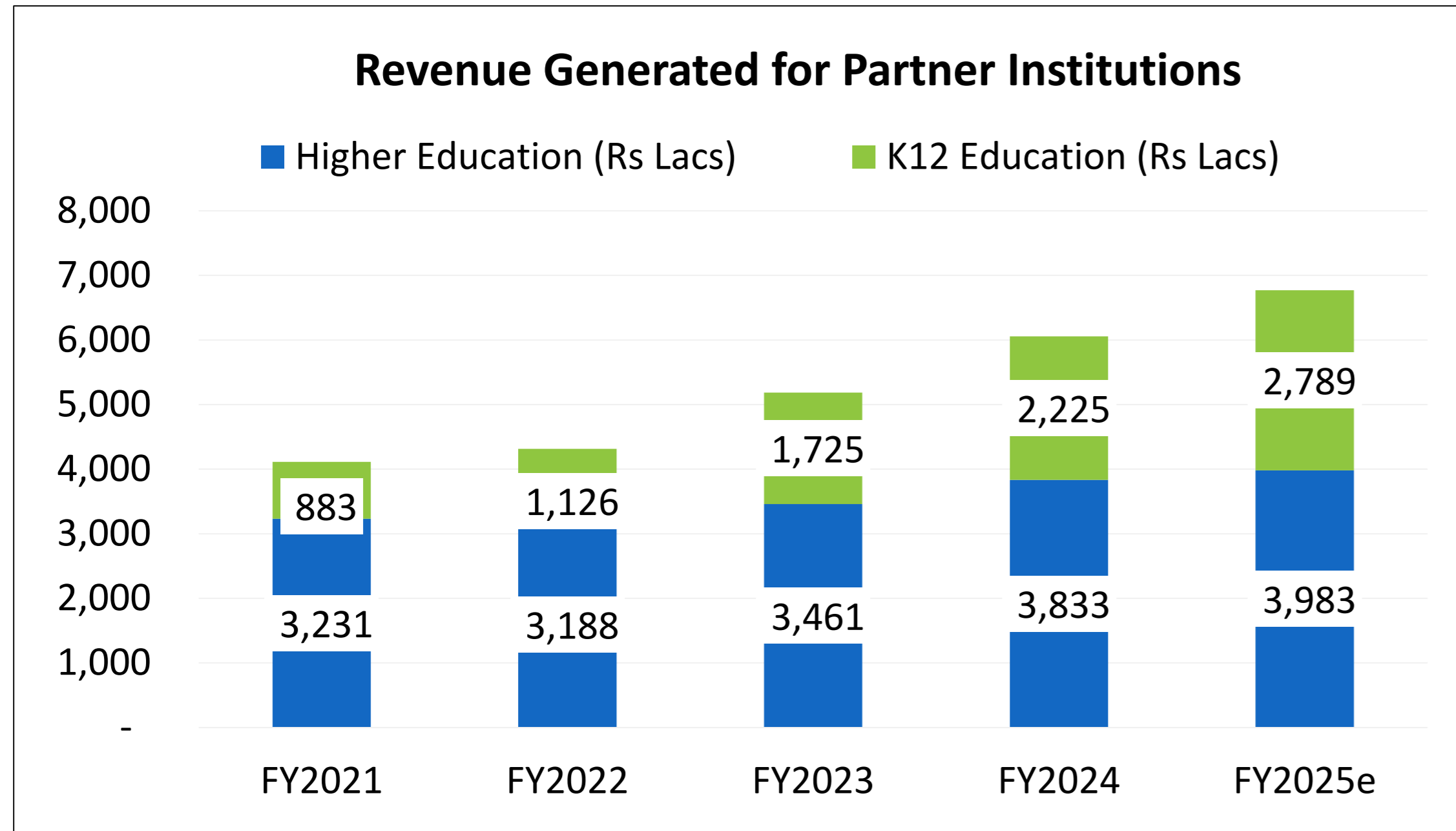
Career Point Rajsamand



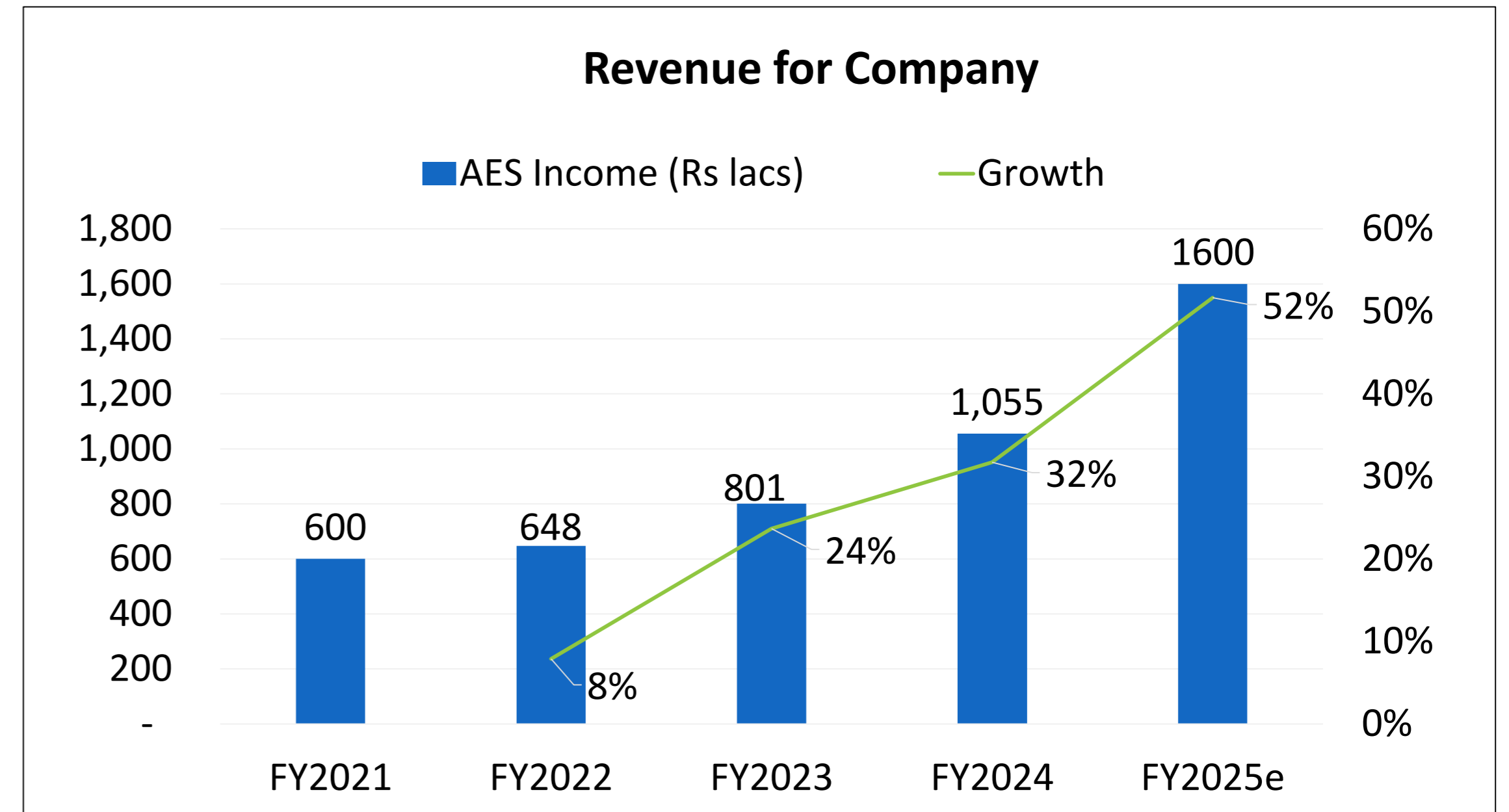
Partner Institutions Capacity & Enrolments

Name of the Institution	Educational Segment	Affiliation Agency	Operational Since	Land Area (Acres)	Built-up Area (Sq. Ft.)	Students Capacity			Website
						Built-up	Overall Campus	Enrolled Students	
Career Point University, Kota	Higher Education	UGC	2012	32.7	5+ Lacs	5,000	>20,000	3038	www.cpur.in
Career Point University, Hamirpur	Higher Education	UGC	2012	25.34	2+ Lacs	3,000	>5,000	2477	www.cpuh.in
Career Point Gurukul, Kota	Residential (K12)	CBSE	2013	10.27	5+ Lacs	1,400	3,000	510	www.cpgurukul.com
Global Public School, Kota	Day School (K12)	CBSE	2003	1.54	70,000	2,400	2,400	1,463	www.globalpublicschool.com
Career Point Gurukul, Rajsamand	Residential (K12)	CBSE	2017	10.33	1.6 Lacs	500	1,000	409	www.cprajsamand.in
Career Point World School, Jodhpur	Day School (K12)	CBSE	2013	2.08	60,000	1,200	2,400	312	www.cpwsjodhpur.com
Career Point Gurukul, Mohali	Residential (K12)	CBSE	2016	10.98	1.5 Lacs	500	1,000	410	www.cpmohali.in
Career Point World School, Bilaspur	Day School (K12)	CBSE	2015	2.5	70000	1200	2400	637	www.cpwsbilaspur.com/
					Total	15200	>37000	9256	

Formal Education Income - For Partner and For Company

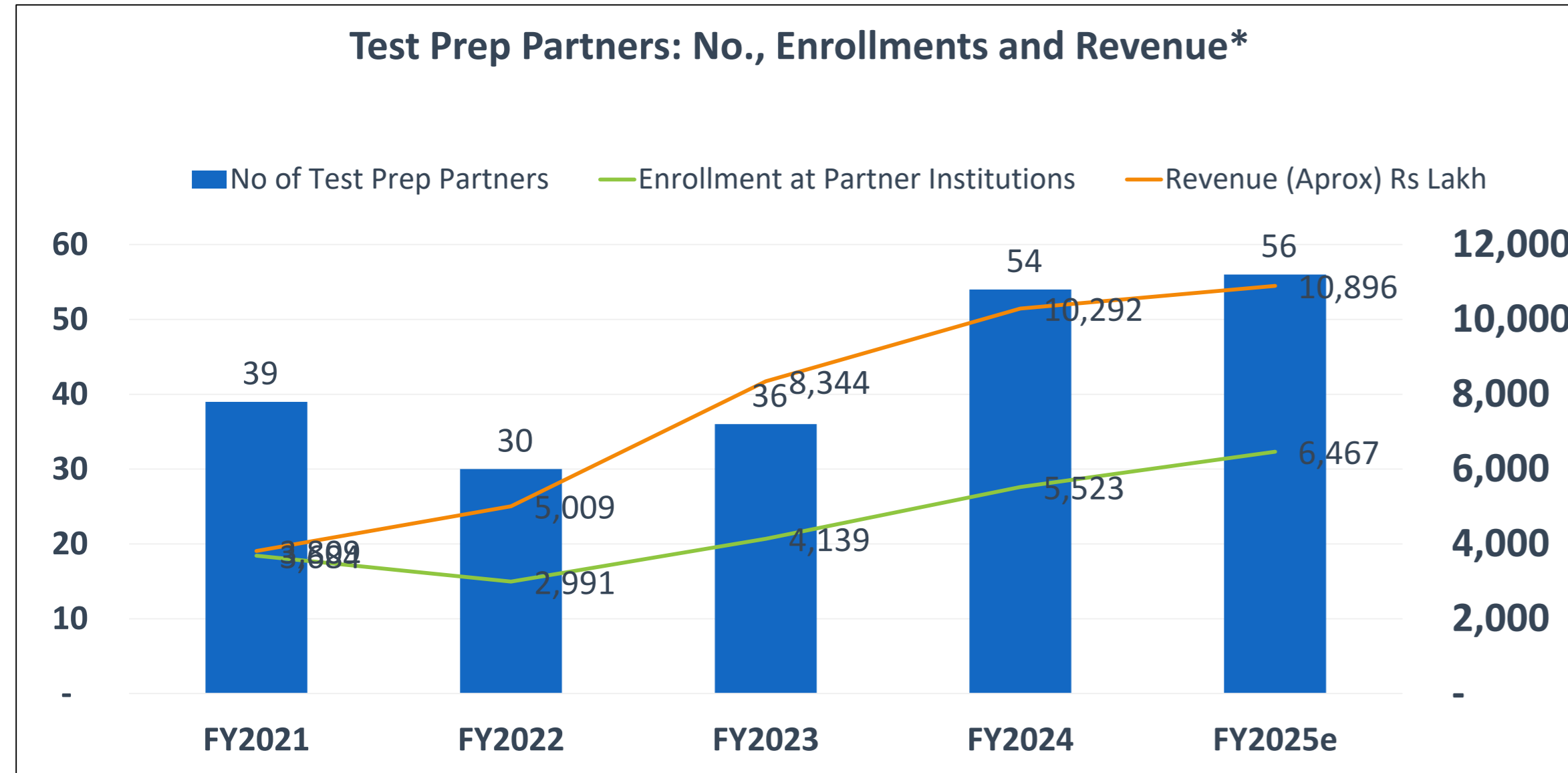


In Rupees Lakh	FY2021	FY2022	FY2023	FY2024	FY2025e
Higher Education (Rs Lacs)	3,231	3,188	3,461	3,833	3,983
K12 Education (Rs Lacs)	883	1,126	1,725	2,225	2,789
Total Formal Education (Rs Lacs)	4,114	4,314	5,186	6,058	6,772



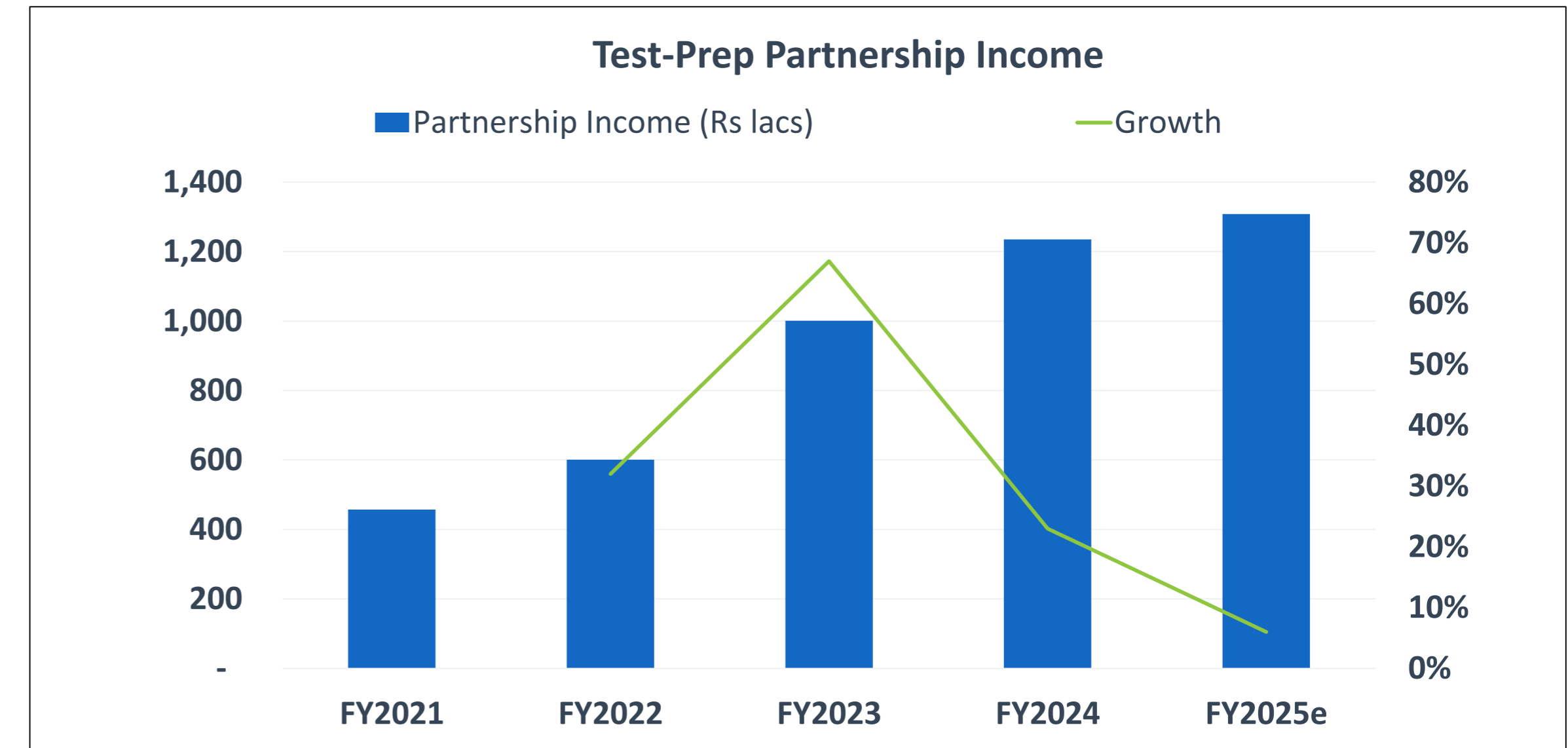
Rs Lacs	FY2021	FY2022	FY2023	FY2024	FY2025e
Partnership Income for Company (Rs lacs)	457	601	1,001	1,235	1,600
Growth	-	32%	67%	23%	52%

Test Prep Partner Number, Enrolment and Revenue



	FY2021	FY2022	FY2023	FY2024	FY2025e
No of Test Prep Partners	39	30	36	54	56
Enrollment at Partner Institutions	3,684	2,991	4,139	5,523	6,467
Total Revenue* (Aprox) Rs Lakh	3,809	5,009	8,344	10,292	10,896

*Revenue is calculated based on enrollment numbers and the estimated blended fee. Actual numbers may vary from the figures mentioned above.



Rs Lacs	FY2021	FY2022	FY2023	FY2024	FY2025e
Partnership Income	457	601	1,001	1,235	1,308
Growth		32%	67%	23%	6%

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Thank You

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