

# Career Point Limited

(Formerly known as Career Point Infosystems Ltd.)

Registered Office: 112B, Shakti Nagar, Kota, Rajasthan - 324009

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED ON 30TH JUNE, 2013

PART - I		(₹ in Lakhs) (except EPS and share data)			
S. No.	Particulars	3 Months ended			Year ended March 31, 2013
		June 30, 2013	March 31, 2013	June 30, 2012	(Audited)
	(a) Income from Operations	1,282.50	1,918.06	1,433.79	7,055.88
	<b>Total Income</b>	<b>1,282.50</b>	<b>1,918.06</b>	<b>1,433.79</b>	<b>7,055.88</b>
2	<b>Expenditure</b>				
	a) Cost of Study Material consumed	108.47	63.42	90.35	243.83
	b) Changes in inventories of finished goods	(101.50)	12.24	(47.41)	9.84
	c) Employees costs	730.85	871.18	749.79	3,425.93
	d) Depreciation & Amortisation	73.46	43.99	42.64	177.60
	e) General Administration and Other expenses	438.45	263.80	552.22	1,360.68
	<b>Total Expenditure</b>	<b>1,249.73</b>	<b>1,254.63</b>	<b>1,387.69</b>	<b>5,217.68</b>
3	Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	12.77	663.43	46.20	1,838.20
4	Other Income	134.27	81.61	200.35	682.91
5	<b>Profit before interest and Exceptional Items (3+4)</b>	<b>147.04</b>	<b>745.04</b>	<b>246.55</b>	<b>2,521.11</b>
6	Interest Expense	70.22	66.63	0.93	95.88
7	<b>Profit after Interest Expense but before Exceptional Items (5-6)</b>	<b>76.82</b>	<b>678.41</b>	<b>245.62</b>	<b>2,425.23</b>
8	Exceptional items	-	-	-	-
9	<b>Profit from Ordinary Activities before tax (7+8)</b>	<b>76.82</b>	<b>678.41</b>	<b>245.62</b>	<b>2,425.23</b>
10	<b>Provision for taxes</b>				
	a) Provision for tax	14.80	206.75	35.50	617.25
	b) Provision for deferred tax	36.42	7.60	10.43	50.44
	c) Income tax for earlier years	-	217.65	-	217.65
	<b>Total Provision for taxes</b>	<b>51.22</b>	<b>432.00</b>	<b>45.93</b>	<b>885.34</b>
11	<b>Profit from Ordinary Activities after tax (9-10)</b>	<b>25.60</b>	<b>246.41</b>	<b>199.69</b>	<b>1,539.89</b>
12	Extraordinary items	-	-	-	-
13	<b>Net Profit after tax for the period/Year(11-12)</b>	<b>25.60</b>	<b>246.41</b>	<b>199.69</b>	<b>1,539.89</b>
14	Paid-up Equity Share Capital (Face value of ₹ 10/- each)	1,813.29	1,813.29	1,813.29	1,813.29
15	Reserves excluding Revaluation Reserve	-	-	-	30,223.49
16	Earnings Per Share (EPS)				
	a) Basic & Diluted EPS before Extraordinary items ₹	0.14	1.36	1.10	8.49
	b) Basic & Diluted EPS after Extraordinary items ₹	0.14	1.36	1.10	8.49

## PART - II SELECT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2013

A	PARTICULARS OF SHAREHOLDING	3 Months ended			Year ended March 31, 2013
		June 30, 2013	March 31, 2013	June 30, 2012	(Audited)
1	<b>Public Shareholding</b>				
	- No. of shares	7,191,518	7,199,841	7,251,482	7,199,841
	- Percentage of shareholding	39.66	39.71	39.99	39.71
2	<b>Promoters and promoter group Shareholding</b>				
	a) Pledged/Encumbered				
	-Number of shares	Nil	Nil	Nil	Nil
	-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
	-Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil
	b) Non-encumbered				
	-Number of Shares	10,941,421	10,933,098	10,881,457	10,933,098
	-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100
	-Percentage of shares (as a % of the total share capital of the company)	60.34	60.29	60.01	60.29
B	<b>INVESTOR COMPLAINTS</b>	3 month ended June 30, 2013			
	Pending at the beginning of the quarter	Nil			
	Received during the quarter	Nil			
	Disposed of during quarter	Nil			
	Remaining unresolved at the end of the quarter	Nil			

### Notes:

- i) The above financial results have been subject to Limited Review by the Statutory Auditors, reviewed by the audit committee and approved by the Board of Directors at its meeting held on August 13, 2013.
- ii) The Initial Public Offer (IPO) proceeds have been utilised as per Objects of the issue as stated in the prospectus as under:

#### A) Issue proceeds from IPO is as follows :

Particulars of Fund utilisation for	(₹ in Lakhs)	
	Amount	Amount
Gross Proceed of the Issue	11,500.00	11,500.00

#### B) The utilisation of issue proceeds from IPO is as follows (Refer to note below) :

Particulars of Fund utilisation for	(₹ in Lakhs)	
	Total amount utilised up to 30/06/2013	Total amount utilised up to 31/03/2013
Construction and Development an integrated campus facility	5,474.02	5,140.80
Construction of CP Tower 2-Expansion of classroom and infrastructure facility	1,900.89	1,900.89
Issue Expenses	678.99	678.99
General corporate purposes	3,448.10	3,448.10
<b>Total</b>	<b>11,500.00</b>	<b>11,168.78</b>

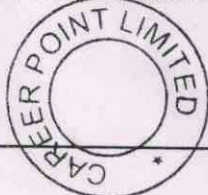
#### C) The un-utilised proceeds are invested/held in :

Particulars	(₹ in Lakhs)	
	Amount as on 30/06/2013	Amount as on 31/03/2013
Investment in units of FMP's and Liquid Funds	-	333.22

### Note:

Pursuant to Special Resolution passed at Extra Ordinary General Meeting held on March 19, 2012 the company obtained the approval from the members for deviation in the utilisation of IPO Proceeds and delegated the powers to the Board of Directors of the Company to utilise any part of the net proceeds for a purpose or purposes other than those described in the Prospectus of the company.

- iii) The Company is only in one business activity therefore segment reporting is not applicable.
- iv) Figures of the previous periods have been regrouped/re-classified to confirm to the figures of the current periods.



BY ORDER OF THE BOARD OF DIRECTORS  
FOR CAREER POINT LIMITED

PRAMOD MAHESHWARI  
Chairman, Managing Director and CEO

Place: Kota (Rajasthan)  
Date : August 13, 2013

## Career Point Limited

(Formerly known as Career Point Infosystems Ltd.)

Registered Office: 112B, Shakti Nagar, Kota, Rajasthan - 324009

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED ON 30TH JUNE, 2013

PART - I		(₹ in Lakhs) (except EPS and share data)			
S. No.	Particulars	3 Months ended			Year ended March 31, 2013
		June 30, 2013	March 31, 2013	June 30, 2012	(Audited)
1	(a) Income from Operations				
	Total Income	1,514.59	2,118.45	1,576.32	7,763.36
2	Expenditure				
	a) Cost of Study Material consumed	145.22	63.42	90.35	243.63
	b) Changes in inventories of finished goods	(128.03)	12.24	(47.41)	9.64
	c) Employees costs	753.94	877.11	751.46	3,436.33
	d) Depreciation & Amortisation	102.80	66.42	58.71	257.67
	e) General Administration and Other expenses	463.04	286.70	552.30	1,387.82
	Total Expenditure	1,336.97	1,306.89	1,405.41	5,335.29
3	Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	177.62	812.56	170.91	2,428.07
4	Other Income	250.48	577.18	270.30	1,961.53
5	Profit before interest and Exceptional Items (3+4)	428.10	1,389.74	441.21	4,389.60
6	Interest Expense	136.39	138.28	0.93	167.87
7	Profit after Interest Expense but before Exceptional Items (5-6)	291.71	1,251.46	440.28	4,221.73
8	Exceptional Items	-	-	-	-
9	Profit from Ordinary Activities before tax (7+8)	291.71	1,251.46	440.28	4,221.73
10	Provision for taxes				
	a) Provision for tax	66.38	205.57	91.81	799.42
	b) Provision for deferred tax	76.61	55.32	37.13	203.85
	c) Income tax for earlier years	-	217.32	-	218.15
	Total Provision for taxes	142.99	478.21	128.94	1,221.42
11	Profit from Ordinary Activities after tax (9-10)	148.72	773.25	311.34	3,000.31
12	Extraordinary Items	-	-	-	-
13	Net Profit after tax for the period/Year (11-12)	148.72	773.25	311.34	3,000.31
14	Share of profit of associates (net)	0.08	0.64	0.44	0.62
15	Adjustment for minority interest	16.19	10.87	0.03	11.75
16	Net Profit after tax, minority interest and share of profit of associates (13+14+15)	163.99	784.56	311.81	3,012.68
17	Paid-up Equity Share Capital (Face value of ₹ 10/- each)	1,813.29	1,813.29	1,813.29	1,813.29
18	Reserves excluding Revaluation Reserve	-	-	-	30,736.15
19	Earnings Per Share (EPS)				
	a) Basic & Diluted EPS before Extraordinary items ₹	0.90	4.33	1.72	16.81
	b) Basic & Diluted EPS after Extraordinary items ₹	0.90	4.33	1.72	16.81

### PART - II SELECT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2013

A	PARTICULARS OF SHAREHOLDING	3 Months ended			Year ended March 31, 2013
		June 30, 2013	March 31, 2013	June 30, 2012	(Audited)
1	Public Shareholding				
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	- Percentage of shareholding	39.66	39.71	39.99	39.71
2	Promoters and promoter group Shareholding				
	a) Pledged/Encumbered				
	- Number of shares	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil
	b) Non-encumbered				
	- Number of Shares	10,941,421	10,933,098	10,861,457	10,933,098
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100
	- Percentage of shares (as a % of the total share capital of the company)	60.34	60.29	60.01	60.29

B	INVESTOR COMPLAINTS	3 month ended June 30, 2013
	Pending at the beginning of the quarter	Nil
	Received during the quarter	Nil
	Disposed of during quarter	Nil
	Remaining unresolved at the end of the quarter	Nil

#### Notes:

- i) The above financial results have been subject to Limited Review by the Statutory Auditors, reviewed by the audit committee and approved by the Board of Directors at its meeting held on August 13, 2013.
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Construction and Development an integrated campus facility	5,474.02	5,140.80
Construction of CP Tower 2-Expansion of classroom and infrastructure facility	1,900.89	1,900.89
Issue Expenses	676.99	676.99
General corporate purposes	3,448.10	3,448.10
Total	11,500.00	11,166.78

#### C) The un-utilised proceeds are invested/held in :

Particulars	(₹ in Lakhs)	
	Amount as on 30/06/2013	Amount as on 31/03/2013
Investment in units of FMP's and Liquid Funds	-	333.22

#### Note:

- i) Pursuant to Special Resolution passed at Extra Ordinary General Meeting held on March 19, 2012 the company obtained the approval from the members for deviation in the utilisation of IPO Proceeds and delegated the powers to the Board of Directors of the Company to utilise any part of the net proceeds for a purpose or purposes other than those described in the Prospectus of the company.
- ii) The Company is only in one business activity therefore segment reporting is not applicable.
- iii) Figures of the previous periods have been regrouped/re-classified to confirm to the figures of the current periods.



BY ORDER OF THE BOARD OF DIRECTORS  
FOR CAREER POINT LIMITED

PRAMOD MAHESHWARI  
Chairman, Managing Director and CEO

Place: Kota (Rajasthan)  
Date: August 13, 2013



**CAREER POINT**

## Key updates

Career Point Limited (Career Point) reported its financial results for first quarter of financial year 2013-14, period ended on 30 June 2013. Key highlights are as below:

### Informal Education Division

- Tutorial services division enrolled more than 9000 enrollments despite a delay in admission cycle and a change in market dynamics.
- The transformational venture of residential coaching cum school has successfully took-off with more than 600 new enrollments, giving an edge to company against other players.
- New school integrated tie-ups across different parts of the nation with different schools following a variety of board curriculums set a benchmark in delivery of tutorial programs.

### Formal Education Division

- The launch of two new schools with more than 200 enrollments each in the first academic session has set-up a key milestone and a sustainable business for next 12 years.
- A significant jump is recorded in new enrollments at higher education institutions which gives a visible outlook for the duration of course programs (from 2 years to 5 years).
- Enrolling more than 30 research scholars in doctorate programs at various disciplines demonstrates an academic excellence of higher education institutions.

### Financials

- Total income for the quarter is Rupees 17.65 Crores at consolidate level with operating revenue of Rs 15.15 Crores (y-o-y: -3.9%).
- Operating EBITDA for the quarter is Rs 2.8 Crores (y-o-y: +22.1%) with a margin of 18.5% against 14.5% in 1QFY13; thanks to significant cost control in non-core expenses.
- Net Income for 1QFY14 is Rs 1.64 Crores representing a margin of about 10% at consol basis.

### Subsidiary Operations

- Major projects of wholly owned subsidiary Career Point Infra Limited have started generating revenue for company. In the quarter, Income of Rs 2.35 Crores was reported (1QFY13: Rs 1.4 Crores).
- Newly formed subsidiary, Career Point Accessories Pvt. Ltd. reported an income of Rs 35.2 Lacs and net profit of Rs 17.1 Lacs in this quarter.
- Career Point Infra Ltd. has fixed assets of Rs 97.4 Crores in the balance sheet as of 30<sup>th</sup> Jun 2013.





# SHARP & TANNAN

## Chartered Accountants

The Board of Directors,  
Career Point Limited, Kota

LIMITED REVIEW REPORT OF  
CAREER POINT LIMITED  
(Formerly known as Career Point Infosystems Limited)

We have carried out a Limited Review of the accompanying statement of unaudited financial results of Career Point Limited "the Company" for the three months period ended 30<sup>th</sup> June, 2013, these financial statements are the responsibility of the Company's Management and have been approved by the Board of Directors/ Committee of Board of Directors. Our responsibility is to issue a report on these financial statements based on our limited review.

We conducted our limited review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our limited review conducted as above, we report that the financial results referred to in this report give the information in accordance with the books of accounts, records and other statements produced before us and nothing has come to our notice that cause us to believe that the accompanying statement of unaudited financial results prepared in accordance with accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of clause 41 of the listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

Place : New Delhi  
Date : 13<sup>th</sup> August, 2013

*Sharp & Tannan*  
SHARP & TANNAN  
Chartered Accountants  
ICAI Registration No. 000452N  
By the hand of

*Pavan K. Aggarwal*  
PAVAN K. AGGARWAL  
Partner  
Membership No. 091466



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Tel. (011) 41032506 Telfax: (011) 41033506 E-mail: [contact@stdelhi.com](mailto:contact@stdelhi.com)

Farook M. Kobla Shreedhar T. Kunte L. Vaidyanathan Milind P. Phadke  
Rajkumar Khullar Pavan K. Aggarwal Ashwin B. Chopra  
Associate Offices: Bangalore, Chennai, Goa, Mumbai, Pune & Secunderabad



# SHARP & TANNAN

## Chartered Accountants

The Board of Directors,  
Career Point Limited, Kota

LIMITED REVIEW REPORT OF  
CAREER POINT LIMITED  
(Formerly known as Career Point Infosystems Limited)

We have carried out a Limited Review of the accompanying statement of unaudited consolidated financial results of Career Point Limited and its subsidiaries and associate (the Career Point Group) for the three months period ended 30<sup>th</sup> June, 2013, these consolidated financial statements are the responsibility of the Company's Management and have been approved by the Board of Directors/ Committee of Board of Directors. Our responsibility is to issue a report on these financial statements based on our limited review.

We conducted our limited review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the consolidated financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

In respect of subsidiaries and associate we did not carry out the Limited Review. These financial statements have been Limited Reviewed by the other Auditors whose reports have been furnished to us, and The Limited Review, in so far as it relates to the amounts included in respect of the subsidiaries and associates is based solely on the reports of the other auditors.

(₹ in lacs)		
Audited by other Auditors	Total Assets	Total Revenues (including other income)
Indian Subsidiaries	18,956.36	413.80
	Net carrying cost of Investments	Current Quarter share of Profit / (Loss)
Associates	42.17	0.08

Based on our limited review conducted as above, and on consideration of separate Limited Review Reports on individual Limited Review of financial statements of Career Point Group, we report that the consolidated financial results referred to in this report give the information in accordance with the books of accounts, records and other statements produced before us and nothing has come to our notice that cause us to believe that the accompanying statement of unaudited consolidated financial results prepared in accordance with accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of clause 41 of the listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

*SHARP & TANNAN*  
SHARP & TANNAN  
Chartered Accountants  
ICAI Registration No. 000452N  
By the hand of

*PAVAN K. AGGARWAL*  
PAVAN K. AGGARWAL  
Partner  
Membership No. 091466

Place : New Delhi  
Date : 13<sup>th</sup> August, 2013



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Tel. (011) 41032506 Telfax: (011) 41033506 E-mail: [contact@stdelhi.com](mailto:contact@stdelhi.com)

Farook M. Kobla Shreedhar T. Kunte L. Vaidyanathan Milind P. Phadke  
Rajkumar Khullar Pavan K. Aggarwal Ashwin B. Chopra  
Associate Offices: Bangalore, Chennai, Goa, Mumbai, Pune & Secunderabad