



CAREER POINT

By online submission

August 24, 2017

To,  
The Manager  
Bombay Stock Exchange Limited  
Corporate Relationship Department  
Phirozee Jeejeebhay Tower  
Dalal Street, Fort,  
Mumbai-400 001  
**BSE Scrip Code:533260**

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: careerp**

Dear Sir/Madam,

**Sub: (i). Outcome of Board Meeting held on August 24, 2017- -Financial Results for Quarter ended June 30, 2017 (ii) Intimation of Book Closure, AGM of the Company, Cut-off date for E-voting**

This is to inform you that in the meeting of the Board of Directors of the Company held on Thursday, August 24, 2017 at its Registered Office, the Board *inter alia* has transacted the following businesses:

1. Considered and taken on record Standalone and Consolidated Unaudited Financial Results (Statement) for the quarter ended June 30, 2017.
2. Considered and taken on record the Limited Review Report for the quarter ended June 30, 2017;
3. Considered and approved advertisement for publication of Financial Results in HT Mint (English Daily), Rashtriya Sahara (Hindi Daily) and Nafa Nuksan (Hindi Daily) on or before 26<sup>th</sup> August 2017. Full format of the Financial Results for the quarter ended 30<sup>th</sup> June 2017 shall be available on the website of the Stock Exchange where shares of the Company are listed i.e. [www.nseindia.com](http://www.nseindia.com); [www.bseindia.com](http://www.bseindia.com) and on company's website [www.cpil.in](http://www.cpil.in)
4. Annual General Meeting for the financial year ended March 31, 2017 will be held on September 26, 2017 at 4 pm at the registered office of the Company. The Annual Report for the Financial Year 2016-17 of the Company would be sent to the Stock Exchange in due course, pursuant to regulation 34 of SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015.
5. The Register of Members & Share Transfer Books of the Company will remain closed from September 19, 2017 to September 26, 2017 (both days inclusive) for the purpose of Annual General Meeting (AGM) of the Company to be held on September 26, 2017.
6. pursuant to the provisions of regulation 44 of SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015 as well as Section 108 of the Companies Act, 2013 read with the Companies (Management and Administration) Rules, 2014, the Company is offering e-voting facility to all the shareholders of the Company and fixed September 18, 2017 as the cut-off date for the same. During the period of e-voting, members of the Company holding shares either in physical form or in dematerialised form, as on cut-off date, may cast their vote electronically.



7. Approved the remuneration of Mr. Pramod Maheshwari, Managing Director & CEO of the Company.
8. recommended to the members for approval of Related Party Transaction(s), in compliance of Section 188 of the Companies Act, 2013 and as required under SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015.
9. recommended to the members appointment of M/s. Lodha & Co., Chartered Accountants, (Firm Registration No. 301051E) as the Statutory Auditors of the Company in place of the retiring auditors M/s. Sharp & Tannan, Chartered Accountants
10. The Board has appointed Advocate Amit Gupta, to act as scrutinizer for conducting E-voting process (including voting through Ballot Form received from the members) at the Annual General Meeting of the Company.
11. Considered the quarterly compliances made by the company as per the SEBI (LODR) Regulations, 2015.
12. The Board took note of Investor Grievance Report for the period ended June 30, 2017.
13. The Board has considered Reconciliation of Share Capital Audit Report for the period ended June 30, 2017

Further, please note that the Company has already made necessary arrangement to publish the same in the newspapers as required under SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015.

The meeting of Board of Directors commenced at 12.30 pm and concluded at 2.30 pm

For **Career Point Limited**

Tarun Kumar Jain  
Company Secretary & Compliance Officer

**Enclosed:**

1. Financial Results for the quarter ended June 30, 2017 (Consolidated & Standalone)
2. Limited Review Report (Consolidated & Standalone)
3. Key business updates and result highlights (Q1 FY2017-18)

## CAREER POINT LTD

Registered Office: CP Tower-1, Road No. 1., IPIA, Kota, Rajasthan - 324005

CIN-L72200RJ2000PLC016272

Tel : +91-744-3040000

Email : investors@cpil.in

Website: www.cpil.in

**CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED ON 30th JUNE, 2017**

Particulars	(Rs. in Lakhs) (except EPS)	
	Quarter ended	
	Three months ended 30/06/2017 (Unaudited)	Three months ended 30/06/2016 (Unaudited)
Revenue		
I Income from Operations		
II Other Income	2,261.98	1,802.02
III Total Income (I-II)	377.41	305.53
IV Expenses	2,639.39	2,107.55
Cost of Material Consumed	142.50	82.35
Changes in inventories	(2.65)	(1.87)
Employees Benefit Expenses	817.21	851.56
Finance Cost	238.70	111.34
Depreciation & Amortisation	118.86	129.37
Other expenses	488.37	403.95
Total Expenses	1,802.99	1,576.69
V Profit before tax (III-IV)	836.40	530.86
VI Share of profit / (Loss) in associate Companies and joint venture	(0.12)	(3.23)
VII Profit before tax (V-VI)	836.28	527.63
VIII Tax Expenses		
a) Current tax	221.15	108.35
b) MAT Credit Entitlement	(5.73)	11.72
c) Deferred tax	(74.45)	59.49
d) Income tax for earlier years	-	9.08
Total taxes	140.96	188.64
Profit after tax (VII-VIII)	695.32	338.99
IX Profit for the period attributable to:		
Owner of the Parent	692.48	337.78
Non-controlling Interest	2.83	1.21
X Other Comprehensive Income (net of taxes)		
(A) Items that will not be Reclassified to Profit or Loss:		
(B) Items that will be Reclassified to Profit or Loss:	0.42	(0.96)
XI Other Comprehensive Income for the period attributable to:		
Owner of the Parent	-	-
Non-controlling Interest	-	-
XII Total Comprehensive Income for the period attributable to:		
Owner of the Parent	692.90	336.82
Non-controlling Interest	2.83	1.21
XIII Paid-up Equity Share Capital (Face value of RS. 10/- each)	1,813.29	1,813.29
XIV Earnings Per Share (EPS) Not Annualized		
a) Basic & Diluted EPS	3.82	1.86

1

Previous period figures have been regrouped/ rearranged wherever considered necessary to make them comparable with current period.

2. The Company has adopted Indian Accounting Standards (Ind-AS) w.e.f 01.04.2017 as notified by the Ministry of Corporate Affairs and accordingly these financial results for the quarter ended 30th June, 2017 are in compliance with Ind AS. Consequently, the results for the quarter ended 30th June, 2016 have been restated to comply with Ind AS to make them comparable.

3. Reconciliation of profit after tax for the quarter ended 30th June 2016 between Ind AS Compliant results reported above with results reported in previous year as per Indian GAAP are given below:

Nature of Adjustments	Amount (INR in Lacs)
	Quarter Ended 30.06.2016
Net Profit as per Indian GAAP	233.04
Measurement of Financial Assets (Investment) at fair Value	125.42
Others	0.14
Deferred Tax	20.54
Net Profit as per Ind-AS	337.78
Other Comprehensive Income (net of taxes)	0.96
Total Comprehensive Income per Ind-AS	336.82

4

These results have been reviewed by the Audit Committee and have been approved by the Board of Directors at their respective in its meeting held on August 24, 2017. The Statutory Auditors of the Company have carried out a 'Limited Review' for the quarter ended June 30 2017 only. of the same. The financial results for the quarter ended June 30, 2016 have not been subjected to limited review or audit. However, the management has exercised necessary due diligence to ensure that the financial results provide true and fair view of Company's affairs.

5 The management has identified three segments i.e. Formal education, Financing and infra at consolidated level and segment report is prepared accordingly.

Place: Kota (Rajasthan)  
Date : 24/08/2017

Pranod Maheshwari  
Managing Director & CEO



(Rs. in Lakh)

Segment Wise Revenue, Results and Capital Employed for the period ending 30.06.2017		
Particulars	Quarter ended	
	June 30,2017 (Unaudited)	June 30,2016 (Unaudited)
<b>1 Segment Revenue (Net Sales Income from Segment)</b>		
Education	1,791.97	1,611.46
Financing	297.30	135.00
Infra	3.75	3.75
Other	333.13	59.49
Less: Elimination	(164.17)	(7.67)
<b>Net Sales/Income from Operation</b>	<b>2,261.98</b>	<b>1,802.02</b>
<b>2 Segment Results Profit/(Loss) before interest and Tax</b>		
Education	590.04	455.39
Financing*	30.48	55.57
Infra	158.83	146.22
Other	144.35	12.59
<b>TOTAL</b>	<b>923.70</b>	<b>669.77</b>
Less: Finance Cost	85.02	111.34
Add: Other Un-allocable income Net of Un-allocable Expenditure		
Less: Elimination	2.27	27.57
<b>Profit before Tax</b>	<b>836.40</b>	<b>530.86</b>
<b>3 Segment Assets</b>		
Education	43,609.56	44,524.45
Financing	12,515.68	4,441.26
Infra	16,260.75	19,762.49
Other	1,128.87	250.13
Add: Unallocable		
Less: Elimination	(21,482.64)	(24,256.62)
<b>TOTAL</b>	<b>52,032.22</b>	<b>44,721.71</b>
<b>4 Segment Liabilities</b>		
Education	6,040.29	4,777.38
Financing	10,495.82	3,799.57
Infra	560.02	4,853.12
Other	710.79	321.68
Add: Unallocable		
Less: Elimination	(5,567.07)	(5,682.57)
<b>TOTAL</b>	<b>12,249.85</b>	<b>8,069.19</b>

\* Profit before tax



Pramoj Maheshwari  
Managing Director & CEO

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 CIN-L72200RJ2000PLC016272  
 Tel : +91-744-3040000 Email : investors@cpil.in Website: www.cpil.in  
**STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED ON 30th JUNE, 2017**

	Particulars	(Rs. in Lakhs) (except EPS)	
		Quarter ended	
		Three months ended 30/06/2017 (Unaudited)	Three months ended 30/06/2016 (Unaudited)
	<b>Revenue</b>		
I	Income from Operations		
II	Other Income	1,791.97	1,611.46
III	<b>Total Income (I-II)</b>	294.37	261.82
IV	<b>Expenses</b>	2,086.34	1,873.28
	Cost of Material Consumed		
	Changes in inventories	56.37	42.27
	Employees Benefit Expenses	82.78	17.22
	Finance Cost	800.67	837.82
	Depreciation & Amortisation	56.61	34.06
	Other expenses	111.01	114.29
	<b>Total Expenses</b>	445.48	406.28
V	<b>Profit before tax (III-IV)</b>	1,552.92	1,451.94
VI	<b>Tax Expenses</b>	533.42	421.33
	a) Current tax		
	b) MAT Credit Entitlement	172.05	69.00
	c) Deferred tax	-	11.72
	d) Income tax for earlier years	20.50	46.69
	<b>Total taxes</b>	-	9.09
VII	<b>Profit after tax (V-VI)</b>	192.55	136.50
		340.87	284.83
VIII	<b>Other Comprehensive Income (net of taxes)</b>		
	(A) Items that will not be Reclassified to Profit or Loss:	-	-
	(B) Items that will be Reclassified to Profit or Loss:	-	-
	<b>Total Other Comprehensive Income</b>	-	-
IX	<b>Total Comprehensive Income for the period</b>	-	-
X	<b>Paid-up Equity Share Capital (Face value of RS. 10/- each)</b>	1,813.29	1,813.29
XI	<b>Earnings Per Share (EPS) Not Annualized</b>		
	a) Basic & Diluted EPS	1.88	1.57

- 1 Previous period figures have been regrouped/ rearranged wherever considered necessary to make them comparable with current period.
- 2 The Company has adopted Indian Accounting Standards (Ind-AS)w.e.f 01.04.2017 as notified by the Ministry of Corporate Affairs and accordingly these financial results for the quarter ended 30th June,2017 are in compliance with Ind AS. Consequently, the results for the quarter ended 30th June,2016 have been restated to comply with Ind AS to make them comparable.
- 3 Reconciliation of profit after tax for the quarter ended 30th June 2016 between Ind AS Compliant results reported above with results reported in previous year as per Indian GAAP are given below:

Nature of Adjustments	Amount (INR In Lacs)
	Quarter Ended 30.06.2016
Net Profit as per Indian GAAP	200.66
Measurement of Financial Assets (Investment) at fair Value	97.31
Others	0.14
Deferred Tax	13.00
<b>Net Profit as per Ind-AS</b>	<b>284.83</b>
Other Comprehensive Income (net of taxes)	-
<b>Total Comprehensive Income per Ind-AS</b>	<b>284.83</b>

- 4 These results have been reviewed by the Audit Committee and have been approved by the Board of Directors at their respective in its meeting held on August 24, 2017. The Statutory Auditors of the Company have carried out a 'Limited Review' for the quarter ended June 30 2017 only, of the same. The financial results for the quarter ended June 30, 2016 have not been subjected to limited review or audit. However, the management has exercised necessary due diligence to ensure that the financial results provide true and fair view of Company's affairs.
- 5 Pending Investor Complaint for the Quarter ended 30th June 2017 : NIL

Place: Kota (Rajasthan)  
Date :24/08/2017

Pramod Mehta  
Managing Director & CEO





**SHARP & TANNAN**  
**Chartered Accountants**

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF CAREER POINT LIMITED**

We have reviewed the accompanying statement of unaudited consolidated financial results ("the Statement") of **Career Point Limited** ("the Company") and its subsidiaries, associate and jointly controlled company (the Company and the subsidiaries, associate and jointly controlled company together referred to as the "Career Point Group") for the Quarter ended 30<sup>th</sup> June, 2017 being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review of the Statement 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 Statement is free of material misstatement. A review is limited primarily to inquiries of the 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.

The Statement includes the results of the following entities:

Sr. No.	Name of the Entities:
	<b>Wholly Owned Subsidiaries</b>
1	Career Point Infra Limited
2	Srajan Capital Limited
3	Career Point Edutech Limited
4	Career Point Institute of Skill Development Private Limited
5	Srajan Agritech Private Limited
6	Coupler Enterprises Private Limited
	<b>Subsidiaries</b>
1	Gyan Eduventures Private Limited
2	Career Point Accessories Private Limited
	<b>Jointly Controlled</b>
1	Study Board Educational Private Limited
	<b>Associate</b>
1	Imperial Infin Private Limited



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(011) 41032506 Telefax: (011) 41033506 E-mail: contact@stdelhi.com

Shreedhar T. Kunte Rajkumar Khullar  
Pavan K. Aggarwal Raghunath P. Acharya  
Associate Offices: Bangalore, Chennai, Goa, Mumbai, Pune & Hyderabad

# SHARP & TANNAN

Chartered Accountants

LETTER NO. \_\_\_\_\_

SHEET NO. \_\_\_\_\_

We did not review the interim financial results of these 8 subsidiaries, whose financial statements reflect total assets of Rs.29,787 lakhs as at 30 June 2017, total revenues of Rs.731 lakhs for the quarter ended on that date, as considered in the Statement. The Statement also includes the Group's share of net loss of Rs.1.72 lakhs for the quarter ended 30 June 2017, in respect of 1 associate and 1 jointly controlled company. The financial results of subsidiaries (excluding Srajan Capital Limited), associate and jointly controlled company have been limited reviewed by 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, associate and jointly controlled company is based solely on the reports of other auditors. Further the Interim financial results of Srajan Capital Limited have not been reviewed by its auditor and are based solely on the management's accounts (assets of Rs.12,516 lakhs and revenue of Rs. 306 lakhs)

Based on our review conducted as stated above, and based on the consideration of separate limited review reports of the 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, prepared in accordance with the applicable accounting standards i.e. Ind AS prescribed under section 133 of the Companies Act, 2013, read with relevant rules issued there under and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Place : New Delhi  
Date : 24<sup>th</sup> August, 2017



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

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



August 24, 2017

To,  
The Manager  
Bombay Stock Exchange Limited  
Corporate Relationship Department  
Phirozee Jeejeebhay Tower  
Dalal Street, Fort,  
Mumbai-400 001  
BSE Scrip Code:533260

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: careerp

Dear Sir/Madam,

**Ref: SEBI Circular No. CIR/CFD/CMD/56/2016 dated 27<sup>th</sup> May 2016**

**Sub: Declaration pursuant to Regulation 33 (3)(d) of SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015 ("LODR")**

Dear Sir,

In compliance with Regulation 33 (3) (d) LODR as amended by SEBI Circular No. CIR/CFD/CMD/56/2016 dated 27<sup>th</sup> May 2016, I, Pramod Maheshwari, Managing Director of the Company hereby declare that the Statutory Auditors of the Company M/s. Sharp & Tannan, Chartered Accountants, New Delhi have issued Limited Review Report with unmodified opinion on Standalone and Consolidated Unaudited Financial Results of the Company for the quarter ended June 30, 2017.

Kindly take the same on records.

For Career Point Limited

  
Pramod Maheshwari  
Managing Director



## Key business updates and result highlights (Q1 FY2017-18)

Key Financials	Rs Crores	Growth
Revenue from Operations	23	26%
EBITDA	8	75%
EBITDA Margin	36%	1024 bps
Profit After Tax	7	106%

*(Q1 FY 2017-18 Consolidate numbers and y-o-y comparison as per Ind AS)*

### Business updates

- The diversification of revenue segments, improved profits from high margin verticals and larger growth from more sustainable businesses are some of the key outcomes of this quarter.
- Total enrollments were reported at 18,094 (Q1 FY2017: 16,270) including 8,641 in formal education division (Q1 FY2017: 6,645) and 9,453 in informal education division (Q1 FY2017: 9,625).
- The expansion of footprints in tutorial division has provided bigger opportunities to the Company. The reported numbers are clear reflection of the positive outcomes of this expansion.
- A remarkable growth of 30% (y-o-y) in formal education enrollments is a result of 32% growth in higher education and 22% in school education. Enrollment in University education is growing by way of addition in new courses as well as higher capacity utilization of existing courses.
- Career Point University at Kota, Rajasthan has added more courses in health and medical science which is a very strategic move towards medical sciences in a phased manner. Overall enrollment mix is strengthening with larger growth in agriculture, pharmacy and applied science courses.

### Financials

- Income from operations for the period (Q1 FY2017-18) is rupees 22.6 Crores increased by 25% (y-o-y) at consol basis on higher income from existing businesses and subsidiaries in new edge segments.
- Reported EBITDA of rupees 8.2 crores on consol basis with an impressive year on year growth of 75% resulted an EBITDA Margin of 36% (Q1 FY2016-17: 26%).
- A remarkable improvement of 1024 basis points was reported in EBITDA margin against previous year on account of increased contributions from higher margin businesses verticals.
- Net income was reported at rupees 6.9 crores and EPS (Earning per share) of rupees 3.82 on consol level with y-o-y growth of 106%.

