To
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001

To
Listing Department,
National Stock Exchange of India Limited
C-1, G-Block, Bandra - Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code: 540403, Scrip Symbol: CLEDUCATE
ISIN: INE201M01029

Subject: Transcript of Investors Earnings Call pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Ma'am/Sir(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our disclosures dated October 30, 2026, and November 04, 2026, please find enclosed the transcript of the earnings call held with the Analysts / Investors (public at large) on November 04, 2026.

The aforesaid information will also be hosted on the Company's website at www.cleducate.com.

Kindly take the above details on record.

Thanking You
For CL Educate Limited

ARJUN WADHWA

Digitally signed by ARJUN WADHWA
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Date: 2026.11.07 13:24:23 +05'30'

Arjun Wadhwa
Chief Financial Officer

Place: New Delhi
Date: November 07, 2026

"CL Educate Limited Q2 FY 2027 Earnings Conference Call"

November 04, 2026

Management Attendees:

Mr. Gautam Puri	**–**	**Vice Chairman & Managing Director, CL Educate Limited**
Mr. Nikhil Mahajan	**–**	**Group CEO & Executive Director, CL Educate Limited**
Mr. Arjun Wadhwa	**–**	**Group CFO, CL Educate Limited**
Mr. Harshit Maniar	**–**	**CFO, DEXIT Global Limited**

Earnings Call Link: CL Earnings Conference Call Q2 FY27

Results Link:

- Consolidated Results – Q2 FY27
- Standalone Results – Q2 FY27

CL EDUCATE LIMITED
Q2/H1 FY27 Investor / Analyst Conference Call Transcript
(Held on the Metaverse Platform – VOSMOS)

Opening Remarks

Arjun Wadhwa: Good afternoon, ladies and gentlemen, and welcome to CL Educate Limited's H1 FY27 Analyst Call. Let me first just confirm with my fellow panelists if I am audible. Could someone give me a thumbs up? Thank you. Thank you. As I said, welcome once again to CL Educate Limited's H1 FY27 Analyst Call.

My name is Arjun Wadhwa. I am the Group CFO of CL Educate, and I will be your host today. Once again, we are on our Metaverse platform called VOSMOS, which we have been using for almost four years now for our analyst calls. This call, as always, will be recorded, transcribed and made available in the investor zone on our website within the next 48 hours. Should you have any questions at any point in time, please feel free to type them in the chat box in the bottom right-hand corner of your screen. We will address them at the end of the session.

Joining me on this conference call today are Mr. Gautam Puri — he is our Co-Founder, Vice Chairman and Managing Director; Gautam takes direct reporting of the EdTech business, including our Test Prep business. And Mr. Nikhil Mahajan, he is the Executive Director and Group CEO of our Enterprise business; Nikhil anchors the MarTech business. And Mr. Harshit Maniar, CFO of DEXIT Global Limited, subbing in today for Mr. Yatrik Vin, who unfortunately is ill and recovering from a major surgery. Welcome, Harshit, and other gentlemen, to this call.

I would now like to hand over to Nikhil to take you through the presentation, after which I shall come back and assist with the Q&A. Over to you, Nikhil.

Nikhil Mahajan: Thank you, Arjun. Please confirm if I am clearly audible.

Arjun Wadhwa: Yes, please go ahead.

Capital Reduction Scheme Update

Nikhil Mahajan: So, before I jump into the performance and the detailed analysis of the business performance, I just wanted to give an update on a critical item. As you are aware, post the DEXIT acquisition, there was a capital reduction scheme which was underway at DEXIT for the RPS — Redeemable Preference Shares — of about ₹ 203 crores. I am happy to share that the NCLT approval came through in the month of July, and we were able to close that transaction of redeeming those preference shares and repaying the money to NSE Investments in the middle of August.

So this action has resulted in our overall balance sheet size getting trimmed by over ₹ 200 crores, and is more reflective of the actual business and of all the three businesses. Unfortunately, we had to go that route, and that loaded the balance sheet by about ₹ 200 crores, which was beyond our control. A

couple of other updates I will come to towards the end of the session, but I will straight away jump into the business performance and the numbers for the one half year.

Financial Performance Overview — H1 FY27

Nikhil Mahajan: A brief snapshot of it is that our business is doing well, our margins are expanding. As you can see, our EBITDA margin has expanded by about 3 percentage points from the same time last year. It has increased from 15.7% last year to about 18.6% this year, despite a 4% decline in the overall revenue from ₹ 319 crores to ₹ 305 crores in H1. It has seen an increase in EBITDA from ₹ 50 crores to about ₹ 57 crores, and returning to positive PAT with a 350% growth in PAT from the same time last year.

Yes, the revenue has declined by about 4%, predominantly in two business segments. In the EdTech segment, the revenue declined by about ₹ 12 crores, and it also declined by about ₹ 10 crores in DEX, which was largely on account of the fall-through of the base effect of last year, wherein in the first quarter of FY26 there were certain rollover contracts which got executed which were no longer there in the current fiscal. In Q2, the DEX revenues have more or less remained stable and have just marginally exceeded the revenue of Q1 in the current year. Q2 over the last year, the MarTech revenues have expanded, and as a result, a margin expansion across all three verticals has resulted in an overall 300 basis point increase in the EBITDA margin, translating into a positive EBITDA.

There have been significant contract wins in DEXIT Global. The total multi-year contract wins, as we speak, aggregate to about ₹ 172 crores, which will get delivered over the next two to three years. Some contracts are two-year wins, some are three-year wins. As we speak, I think the business is on a pretty strong footing, and as we walk into H2, I think our numbers are going to look better, significantly better than what they were in the last H2. Arjun, we can move to the next slide, please.

While, as I stated earlier, there has been a decline in our revenues by about 4%, as a proactive management action we had also started acting on our cost structures at the beginning of the current fiscal year or earlier than that. There has been a marginal decline in service delivery costs, which is more or less pro-rated as a percentage of the decline in revenue. But the critical element to note is the decline in the overhead cost by about ₹ 12.5 crores in the first six months as compared to the same cost in H1 of last year. This significant optimization in terms of cost overheads, spread across people, infrastructure and various other overhead costs, has translated into a positive saving of about ₹ 12.5 crores.

The savings will continue to reflect in H2 of the current fiscal year as well. However, the total quantum may not be ₹ 12.5 crores, because the savings started to get into effect from Q4 of this year, so there will be some tempering in the cost savings in H2. But on an overall basis, I think we should be able to reflect total cost savings of around ₹ 20 to 22 crores on overheads during the current fiscal year, during the remaining part of H2.

Segment Performance Overview

Nikhil Mahajan: Now let me do a slight deep dive into each of our businesses. Our EdTech business saw a decline of revenue of about 13%, with a major chunk still getting attributed to the flattening trajectory in the test prep market — not just in our segments, but across multiple other segments, even

those which we are not operating in. But despite the 13% decline, our EBITDA increased by about 8%, which translated to an EBITDA margin of about 21 or 22% against 17% the same time last year.

DEX also, despite a revenue decline, as I shared, driven predominantly by the impact of the base effect wherein in Q1 of FY26 there were rollover contracts from FY25 which got delivered in the first quarter of FY26 — and if you recall, in the Q1 analyst call I had also shared that there was a decline by about ₹ 10 crores in the revenue of DEXIT predominantly due to the base effect — as a result of slightly lower revenue by 8%, the absolute EBITDA declined by about 2%, but here also we reflected a growth in the EBITDA margin. MarTech revenue showed a growth of about 14%, accompanied by an EBITDA growth of over 26%. Overall, as I shared in a previous slide, we have achieved a much higher EBITDA margin of about 18.5% as compared to 15% in the previous H1.

EdTech (Learning & Development) Business Update

Nikhil Mahajan: As stated in the previous slide, our EdTech margin expanded by about 400 basis points, from 17.5% to close to 22%. And despite a decline in revenue, we were able to report a higher EBITDA. This has been achieved predominantly by a significant amount of cost optimization in terms of various overhead costs and infrastructure rationalization, and these will continue to play out in H2 as well.

The test prep business continues to face headwinds, and this is a factor evident across almost all test prep segments, affecting most of the test prep players, not just in the segments we are operating in. Another critical thing is our revenue mix coming from various channels — which is basically our franchise partners and what is coming from our digital and company-owned centers — has moved more towards network, and this has aided a greater achievement of a higher EBITDA margin. It also has resulted in a higher average ARPU realized, because most of our network partners are still largely classroom-oriented and they have been able to realize a higher fee realization.

In the platform monetization division, which is our CL Media business, while the revenue is flat in H1 as compared to last year, there is a reasonably strong pipeline and there has been a shift in the seasonality because of the delayed admission cycle closure. What used to be largely the business cycle getting initiated in the month of July-August now starts literally in October, because most of the colleges continue their previous year's admission cycle right up to end of September. So I think this vertical will see a pretty solid H2, and a significant revenue growth in this segment is expected, accompanied by a reasonably positive EBITDA margin.

Digital Assessments (DEXIT) Business Update

Nikhil Mahajan: In the digital assessments DEX business, I think I have already covered — there is a marginal ₹ 11-odd crores of decline of revenue, which more or less is a pass-through from Q1. I have already articulated the reason. The EBITDA margin has shown an expansion of about 171 basis points in H1 as compared to H1 of last year.

Some of the critical factors which I would want to outline are some of the new customers which have been added, which include Edsel, IIT Madras — the implementation of the GATE exam — GPSC, the Bihar Civil Services; and the contracts with IIBF and DGFMS have got renewed and extended for a further period of two to three years. The total value of multi-year contracts which have been signed in the last

six months amounts to about ₹ 172 crores, and of that about ₹ 40 crores is likely to accrue in the current fiscal year. So some of that implementation has resulted in its accrual in H1, but a very insignificant amount; a significant chunk of that will accrue in H2, and that should result in a revenue expansion in DEXIT in H2 over the previous year.

MarTech Business Update

Nikhil Mahajan: In the MarTech business, the revenue, as I have already shared, has expanded by about 14%, EBITDA by about 26.7%, a margin expansion of about 100%. We have done some pretty large marquee events for Dell. We executed the Dell Forum event at the Jio World Convention Centre in the month of September. We are doing its sequel, the largest Dell event in Asia Pacific, in Kuala Lumpur next week. International revenues now account for about 40% and the India revenues account for about 60%. The technology business of VOSMOS and VIRSA is getting significant momentum, and we have had new wins with Infosys signing up for a global implementation. We have advanced with Salesforce and Dell, and we are currently in talks with a couple of other large IT major players for their implementation during the next six to 12 months.

A couple of aspects before I come to the corporate update — a couple of specific pointers which I would want to highlight, especially in our large B2B practice both at DEX as well as Kestone, has been the stickiness of the accounts, many of which have been with us for 10, 12, 15 years, both in DEX and in Kestone. And every year the engagement and the contribution from the older customer base has been increasing. For example, Dell has been working with us in Kestone for the last 12, 13 years and their contribution in our business overall has been increasing. Similarly, most of the DEX customers have stuck around with DEX for 10, 15, 20 years, and every year the value they contribute towards the DEX revenues keeps increasing. I think one of the core attractions of both DEX and Kestone is the stickiness of our corporate B2B customers, and that largely emanates from the excellent, world-class delivery we provide to our customers in this sector.

Corporate Update

Nikhil Mahajan: Now moving to the corporate update. As I shared in the last analyst call in August, we had filed for the shifting of our registered office. The process of shifting our registered office to Mumbai has been completed. The Form INC-22 was approved by ROC Mumbai day before yesterday. The merger scheme between CL Educate and DEX was approved last week by both the boards, and since now the INC-22 has been received, we are working towards an early filing with NCLT sometime during the course of this month.

As we have separately disclosed, we have also received a term sheet from a lender for ₹ 100 crores of debt raise in the form of listed NCDs. This will largely be used to refinance a couple of existing long-term acquisition lenders who are desired to be moved out or refinanced. And the refinancing is only largely replacing our existing loans which we have taken to fund the term loans for the acquisition. These refinancings, while commercially more or less at similar terms, carry certain other significant benefits which have emerged, and we expect to complete this refinance over the next four to six weeks. With that I come to an end, and I am happy to take any questions from all of you. Thank you.

Q&A

Arjun Wadhwa: Thank you, Nikhil. There is a question from Mr. Aditya Deora seeking an update on mySathi. GP, is this something you would like to take?

Gautam Puri: Yes, mySathi is progressing as per the plan, and at this point of time what we are looking at is essentially the pilot stage, and we hope that it is going to be a full-fledged launch in the coming season.

Nikhil Mahajan: GP, just to add to that, I think about 15,000 mySathi tests have been executed till date, and we are hoping that over the next four to five months 25,000 students will write the test, proving its acceptance and validity in the student community as well as the university community. So yes, while the numbers may not be significantly large, at the end of this year we will probably be talking about 35,000, 40,000 students having been taken in. But I think that is a reasonably strong base from where we can work towards scaling it up pretty aggressively over the coming years.

Arjun Wadhwa: Thanks, Nikhil. The next question is from Mr. Henil Bagadia. He is asking, what are the savings that will accrue in terms of lower taxation rates after DEX is merged into CL Educate, and the savings that shall accrue from the debt refinancing? How much time will it take for the formalities of the DEX merger to be completed? And will the long route of exchange and NCLT be pursued, or the fast track route pursued via postal ballot, since DEX is a 100% wholly owned subsidiary? He is also asking if Yatrik Vin is no longer with DEX, and has a succession plan been put in place, and is there any impact of that on the business?

Nikhil Mahajan: Let me take it one by one, so you might have to repeat a few of those questions in case I missed any. Let me first address the merger thing. We have, after deliberate discussion, decided to go the NCLT route rather than go the RD route of a fast track merger, because we felt that getting 90% of the debtholder and shareholder confirmation — the time taken to achieve that probably could be more or less similar to what we might have to do via the NCLT route. The time estimate given by our advisors, Deloitte, and the lawyers is anywhere between 9 to 15 months at Bombay NCLT. So our hope is that by end of September, October next year the process of NCLT approval and its implementation would have been completed. So that is a broad timeline estimate towards the process. But with NCLTs, we really do not know. There are times when some mergers have gone through in six to nine months; there are times when it has taken longer, close to 15 to 18 months. But we are keeping our fingers crossed and hope to achieve it at the earliest.

Coming to the savings which will accrue on account of the merger, there are two or three kinds of savings which will probably accrue. One clearly is the tax saving, which, as we have done a preliminary estimate, for the next three years we estimate that our tax savings are likely to be between ₹ 11 to 15 crores annually at the current base in terms of the optimized tax as a combined entity — the net cash saving which will accrue to us. Besides that, there will be certain other savings in terms of administrative overheads, compliance overheads, audits and all other legal fees and all that stuff, which as separate legal entities we currently end up spending, which will result in some amount of cash saving. And obviously in the administrative back-end departments there is always opportunity for greater synergizing of operations in the areas of commercial procurement, HR, finance and, to some extent, even technology.

And we are starting to have the teams at both sides start working together, and whatever optimizations which can be achieved be worked out and figured out, so that they can be put into place as soon as the merger is given effect. At this stage it might be difficult for me to quantify that amount of saving, but

our estimate is that besides the tax savings, the other administrative and other overhead savings are likely to be between ₹ 3 to 5 crores annually. But these numbers can vary when we do the detailed analysis and put that into practice. On the Yatrik question, since you met him, it would be better for you to take up that question and answer that.

Gautam Puri: Yes. First of all, Yatrik is still on the board of DEX and he is still the Chairperson of the board. He has resigned from the CL Educate board essentially because of his health issues. He had a minor surgery to be conducted and his doctors have advised him to reduce the workload, and since being on the board of CL Educate also meant a substantial amount of travel, he chose to resign from here, but he is continuing on the DEXIT board. In fact, he chaired the last meeting also. Going forward, Yatrik Sir is still there. And while there is a succession plan in place, we think that at least for the foreseeable future, in the short term, which is the next three to six months, definitely Mr. Yatrik Sir would be there. And subsequent movement will be a function of his health and the advice which he receives from the doctors, for which we will hold on for another couple of months before we comment anything.

Arjun Wadhwa: Right. Thank you, Nikhil and Gautam. There are more questions from Mr. Henil Bagadia. Some of these are DEX related, so Harshit, I will request you to take them, and then I will come back to Nikhil and Gautam for the MarTech and EdTech questions that Henil has put up. Number one is, with new contract wins in DEX with new customers, what is the average duration of the new contracts? And when the contracts come for rebidding or resigning, does the company have right of refusal by offering the lowest price that any other competitor may offer?

Harshit Maniar: Yes, so good afternoon, Henil. So on this question in particular, generally the contract ranges between two to three years. That is where the multi-year contracts are awarded to DEXIT. On the right of first refusal, generally these are government tender contracts which are through an e-auction platform. So in some contracts we do have a choice where it comes up for a reverse auction where we have a right of refusal, or we can do it at a lower price; but there are a few contracts which are at a fixed price where the bid cannot be revised after the tenders are open. So it is a multiple of both the models put together.

Arjun Wadhwa: Right. Thanks, Harshit. This is the next question from Henil. With the MarTech customers, how is the initial response on mining corporate relations for their internal corporate exams via DEXIT, for hiring or periodic training-based examinations, panning out? I think this would be more appropriate for Nikhil. Nikhil, if you would like to take this.

Nikhil Mahajan: Yes, so I think we have started reaching out on a selective basis to a few corporates. The response, or the excitement some of those people have shown, is positive. We do not want to move on to it pretty aggressively. We will do small pilots with three to five customers in the next three to six months, largely concentrated in either the BFSI sector or the IT space. And after these pilots are successfully executed, then we will widen both the funnel and try to go deeper into these corporates as well. So I think maybe in two quarters from now we will have more appropriate information for us to share with. At this stage I cannot disclose the corporates in which we are delivering the pilots, because of confidentiality. But I think once the contracts are signed up and done, I think we would be able to share those details.

Arjun Wadhwa: Thanks, Nikhil. Harshit, just bringing you back, there are some questions related to the IIT GATE contract that DEX has won. The questions are, does DEX have the whole mandate? What kind of student volumes would this provide? And what was the basis of winning this contract from the previous provider of the exam, if it was TCS iON?

Harshit Maniar: Okay, so IIT GATE generally has around 8 to 10 lakh students appearing every year. So this is not an exclusive contract, because we have now got empanelled for the first time. So there is a split of order between the existing vendor and DEXIT. So they will be giving us a certain portion of the examinations that we will do, and obviously it gets scaled up basis the delivery that we do. Also, the tenders are awarded basis the technical qualification and the price, and DEXIT has been able to secure a good position on the technical qualification as well as on the pricing, which has led us to get this contract at the DEX level.

Arjun Wadhwa: Right. Thank you, sir. Harshit, Nikhil, this question is for you. With the merger taking place, do we plan to raise capital only at the parent level now, or are we open to raising money at the DEX level as well? Is the IPO of DEXIT ruled out in the medium term? This question is from Mr. Rahul Bhansali.

Nikhil Mahajan: Okay. So we are open to all options till the merger is approved and given effect in the legal sense. If we have an attractive offer at any time between now and the next 12, 15 months while the work is in progress, we are keeping all options open. If tomorrow somebody seems interested and is willing to take out or put on the table a cheque reflecting an appropriate value, we have no hesitancy in considering that. But till that happens, we are proceeding on all options. The merger will proceed. If there is something which comes up, we will review it, and our boards will take an appropriate decision at that stage.

Obviously, in the short run, if the merger does happen, then obviously an IPO in the short run would not happen. But if there is somebody who is willing to write a cheque, or a potential equity funding into DEXIT, then it could take a different course. And at this moment, while we are filing with NCLT for the process to get started, if there are attractive opportunities which emerge over the next 12 to 15 months during the course of this journey, we are open to explore them on merit.

Arjun Wadhwa: Thank you, Nikhil. There is a question from Mr. Subrata Das. Gautam, if you would like to please take this. Can you please update me with important information on NEET and any plans of it going CBT? And there is a follow-up question from Mr. Amit, who is asking — if the Nilekani panel had suggested that the only way to improve the paper leaks issue is to do exams digitally, if the government decides to move all exams online, what type of revenue pool is it likely to open up, and are we in touch with the panel for pitching DEX to the government?

Gautam Puri: Okay, first of all, when you look at NEET as such, the government has already announced a few months ago that going forward the exam will be conducted in CBT mode, which obviously means there is going to be a huge opportunity from the DEX point of view, more than anyone else. And going forward, I would assume that most of the exams slowly get shifted to the same mode, primarily for the reason of being able to avoid leakages.

What does it mean in terms of volumes? It is something which is a little difficult to estimate at this point of time, or to give a number as such. But given the numbers involved, when you look at NEET, about 20 lakh students take the paper — more than that, actually. And it is safe to assume that it will not be given to one player; it will be split between multiple parties, as has been the case for government exams in the past. So what share we get is going to be the question. And in the meanwhile, we are looking at increasing our capacity so that we are eligible for the NEET exam or any other exam whenever it comes up. Harshit, anything else you would want to add with respect to NEET or this area?

Harshit Maniar: Nothing in specific. I think you have covered a majority of the aspects of NEET, and the report is awaited. So once we have a final blueprint of the report, which probably is expected somewhere in January of 2027, that is where we will exactly start planning out how the business on these aspects

will start ramping up. And one last comment based on the question asked — are we in touch with the committee? Yes, the committee had reached out to us, and I presume they had reached out to others also, for inputs on what we think should be the way forward, and we had shared our inputs. Beyond that, it would be presumptuous to say anything else about it.

Arjun Wadhwa: Gautam, if I may just add to this — in 2023 the offline assessments market was about ₹ 2,500 crores, growing at a CAGR of about 8%. In a couple of years that market size was expected to grow to about ₹ 3,500 crores. So just to help people understand what is the opportunity that lies once things move from a pure offline mode to a potential online mode — that is the opportunity space that exists. How much of that we are able to capture, of course, is something that only time will tell.

That is the last of the questions that I have in front of me right now. There are a few other questions which are related to forward-looking statements, which we do not provide as part of our analyst calls. So my apologies to individuals who might have asked those which we are not able to address. With that, I think we will wrap up today's analyst call if there are no further questions. I will just wait for a minute or two.

And of course, if you have had a question which we have not been able to address, or if anything else strikes you later, these are our contact details, both of our IR team and of my colleague Amit and me. So feel free to reach out to us if you have any questions. Boy, I see a flurry of late questions now.

There is a question from Mr. Henil. Gautam, maybe it would be better if you address this — what is the contribution from the UG and PG segments currently across our businesses, and at what numbers do you see stability in revenues and margins, and at what levels do you think things will start stabilizing post cost optimization? Harshit, I will also just leave a question with you — what is our revenue per student approximately for the GATE exam, and in general what are our average revenues? I will come back to you to take that up once Gautam is finished.

Gautam Puri: Yes, Arjun, can you just repeat the question? The three or four questions — the first one?

Arjun Wadhwa: On the EdTech side, what is the contribution of the PG versus UG segments to our business? And where do we see stability in terms of revenues and margins, in terms of the ups and downs we have seen in the business of late?

Gautam Puri: First of all, when you look at the split between UG and PG, at present it is close to 50-50. But going forward, I see the UG becoming a bigger share of the pie. Secondly, when it comes to revenues, the revenues are likely to be around the current number for maybe another one year or so, after which I see them increasing, for the simple reason that the volumes and our share in the UG segment would have increased significantly. Also, the market would have stabilized at the kind of programs that they are looking at.

Third thing — so that takes care of the revenue and the margin. And from a margin perspective, greater the online contribution, greater is going to be the margin expansion. Obviously it will not go to a very high number, given that we still have a significant portion of our revenues coming from offline. So I would assume that wherever we are at present, the margin will remain around the same level or go up slightly. Arjun, anything I have missed out?

Arjun Wadhwa: No, GP, but perhaps you would like to also just point out the PG versus UG behavioural habits in terms of who pays for the course, and why things are stable in the UG space, according to you.

Gautam Puri: Okay, sure. Maybe I could have explained that better. Just going back to it, when you look at the UG versus PG segment, the reason why UG is going to be more than the PG one is essentially because, first of all, graduation is not an optional thing, but post-graduation is an optional item. So

anyone has to go for some kind of graduation. And with the kind of courses being offered by various colleges like the IIMs, etcetera, the opportunity for us to go in the UG segment is going to be much higher.

Secondly, in the UG segment it is the parent typically who is paying, while in the PG segment it is the student who himself or herself pays. And hence the propensity to pay and the propensity to go for coaching is much higher in the UG segment as compared to the PG segment. And that is the essential reason why I said going forward I see UG becoming bigger, getting a bigger share of the pie, both in terms of the revenues as well as in terms of margins, because the amount of fees which you are able to charge in the UG segment typically is higher as compared to the fees which you can charge in the PG segment. Thirdly, in the PG segment, because it is the student who is paying, the propensity is to go for smaller programs, shorter duration programs, while in the UG segment where the parent is paying, the propensity is to go for longer programs, which by and large get guaranteed results as such.

Arjun Wadhwa: Thank you, GP. Harshit, if I could just bring you back in for the question.

Harshit Maniar: Yes, sure. So on revenue per student, it is a function of the services that the client wishes to avail when they conduct an examination with DEX. DEX provides a wide array of services, right from the registration portal to the exam, pre-exam, post-exam, and various security aspects like CCTV, live monitoring and post-exam analytics, and so on and so forth. So there is no specific number that can be assigned to every exam. It completely depends on the tender and what all services the client wishes to avail. DEX generally does exams ranging right from starting from ₹ 150, which can go up to ₹ 1,000 to ₹ 1,200. And also it is a function of how many sessions in which the client would conduct the exam. So there is a wide range of revenue per student, starting from ₹ 150 which goes on up till ₹ 1,200.

Arjun Wadhwa: Harshit, last year we did what, 70-80 lakh exams?

Harshit Maniar: Yes, we have done around 80 lakh examinations last year.

Arjun Wadhwa: So at a revenue of ₹ 230 crores, that would on an average give about a shade under ₹ 300 per exam, right? So just so that Amit gets an idea in terms of what the average is — but as you rightly said, every exam is different and every client's requirements are different, so those numbers could vary depending on what the client needs.

Right. Thanks, Harshit. There is a question from Amit again on the debt outlook for the next two years. Amit, we repay about ₹ 24 to 28 crores of debt annually as part of our current structure. So unless there is either an equity raise or any other corporate event which causes us to repay some of the debt a little bit faster, that would continue to be the range in which the outflows would happen. Currently, our long-term acquisition debt outstanding as on 30th September was about ₹ 174-odd crores, and our short-term working capital requirements around that time were around ₹ 55 to 60 crores.

So the short-term working capital requirements change quarter to quarter, but they would typically stay in a similar range, because that is the nature of our business; and the long-term debt would obviously continue to be repaid at the rate of ₹ 24 to 30 crores a year on an average, if nothing changes. We have expressed in the past our desire to be a net debt-free company as soon as possible, and we continue to work towards that. When we have something to share in terms of a specific update on that, we will definitely share it with all investors.

Closing Remarks

Arjun Wadhwa: I think I will wrap up today's analyst call. As I said, we remain available for any questions you might have, and thank you for joining in today. Wish you and your families a very, very happy Diwali, and we will see you in about three months' time. Thank you so much, everyone. Have a good day.

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