

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: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation for the Quarter and Financial Year ended March 31, 2026

Dear Ma'am/Sir(s),

In compliance with the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and in furtherance to our intimation dated May 11, 2026, please find enclosed herewith Analysts and Investors Earnings Call presentation on the Company's Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2026. The presentation will be presented during the Earnings Call scheduled today, i.e., May 14, 2026, at 04:00 P.M. IST.

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
Chief Financial Officer

Place: Mumbai
Date: May 14, 2026

INVESTOR PRESENTATION

Q4 & Full Year FY 2026

May 14, 2026



PLATFORM LED STRATEGIC TRANSFORMATION

From Test Prep pioneer to Integrated Solutioning Platform



SAFE HARBOR

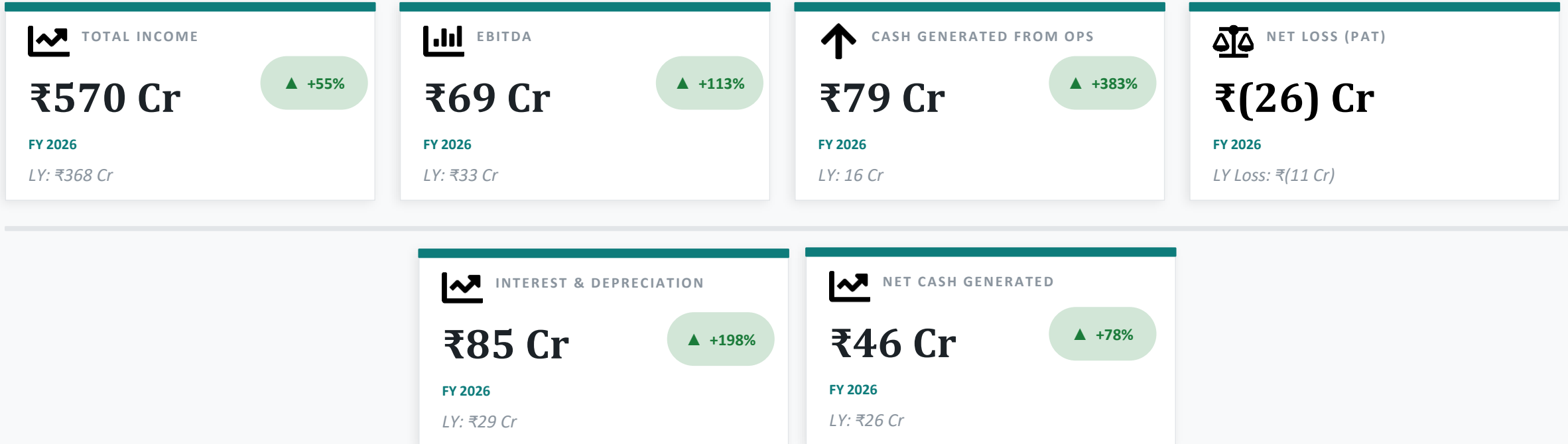
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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

CL Educate Ltd. will not be in any way responsible for any action taken based on such data or comments or statements and undertakes no obligation to publicly update these data or comments or forward-looking statements to reflect subsequent events or circumstances.

CONSOLIDATED FINANCIAL SUMMARY

FY 2026 — Full Year Key Metrics (₹ in Crores)



KEY BALANCE SHEET METRICS : As at 31 March 2026 · ₹ in Crores



A SNAPSHOT

Year in review — three businesses, three trajectories · FY 2026

EDTECH

EdTech Assessments + Learning & Development

01 ASSESSMENTS

₹ 223 Cr vs ₹ 205 Cr LY ↑ 9%

- First full year — focus on integration
- 100% rollover of pre-acquisition clients
- 8 Contract extensions including marquee clients renewed with meaningful pricing improvements
- Acquired 20 new accounts

02 LEARNING & DEVELOPMENT

₹ 163 Cr vs ₹ 182 Cr LY ↓ 11%

- Enrolments have grown 4%; Avg realizations impacted
- Continue to operate in an evolving market environment
- Increase in adoption of modular, flexible, and digital-first learning formats
- Empaneled by EdCIL (India) Limited as a “Partner for Online Degree Programs/Trainings with Recognized Institutes”.

MARTECH

MarTech & Events platform

₹ 161 Cr vs ₹ 145 Cr LY ↑ 11%

- India biz grew 5%; International biz grew 20%
- Continued trust from leading global technology and enterprise clients like Dell, Salesforce, AWS and Google
- International biz added Moody’s, Adobe, Autodesk, etc.
- Indian biz clients added - Deloitte, PWC, Hilton, Emirates, etc.

DEX – FY 26 BUSINESS UPDATE

First full year of operations — stabilization & integration

REVENUE (TOTAL)

₹239 Cr

vs ₹228 Cr LY +5%

BUSINESS REVENUE

₹223 Cr

vs ₹205 LY +9%

OPERATING EBITDA

₹51 Cr

vs ₹34 Cr LY +49%

FY 27 KEY PRIORITIES

Accelerating from stabilization to growth

- Significant enhancement in scale
- New age technology – BYOD, AI driven Remote Proctoring
- Foundation for long term IP play (mySATHI)
- Deeper inroads in the EdTech system with multiple offerings beyond assessments for varied customer segments
- Realize enhanced synergies within CL group
- Early initiatives for global footprints

KEY BUSINESS ACHIEVEMENTS — FY 2026

01 CONTRACT ROLLOVERS

20 Renewal / roll-over of customer contracts (all), 8 contract extensions

02 mySATHI ROLLOUT

Entire technology backbone built and rolled out

03 NEW LOGOS

20 new customers added — broadening of the addressable annuity base.

04 OPERATING RHYTHM

First-year integration milestones largely on plan — foundation set for FY 27 acceleration.



EDTECH – FY 26 BUSINESS UPDATE & KEY ACTIONS INITIATED

Structural realignment of an entire industry — context for FY 26 outcomes

REVENUE (TOTAL)

₹163 Cr

vs ₹182 Cr LY -11%

EBITDA

₹10 Cr

vs ₹38 Cr LY -73%

KEY BUSINESS ACHIEVEMENTS — FY 2026

01 AI-LED PRODUCTS

Embed AI tutoring, doubt-resolution and adaptive practice into the core product to defend value at lower price points.

02 CHANNEL REDESIGN & PLATFORM ACCELERATION

Tilt acquisition mix toward digital and EasyApply; increase centre penetration and outreach formats.

03 MODULARIZED PRODUCT OFFERING

Rebuild the price ladder around modular, short-format offerings priced for the new realized-revenue zone.

04 B2C MORPH TO INSTITUTIONALIZED BIZ

To move from B2C to B2I for greater and direct access to end customers

FY 27 KEY PRIORITIES

Reinventing Core Competencies

- Modularized Offerings – To enhance reach, penetration and scale
- AI tech deployment for basic customer delivery solutions leading to better customer experience
- Continued focus on EasyApply platform to facilitate student connect to universities
- Re-pivot cost structures to enhance sustainable profitability

EDTECH – SYNERGISED GROWTH ENGINES

LARGE TAM, SCALABLE THROUGH TECHNOLOGY

mySATHI

1,00,000

TARGET REACH

- CBSE programme
- CL in School pilots

University Biz

100 uni

COVERAGE

- 22 signed
- EdCIL / Study in India
- IGNOU, IP, Online

AI Reinvention

Always-on

CAPABILITY

- AI-product-led growth
- Seamless integration

Corporate

25 – 30

CORP ACCOUNTS

- Talevate / mySATHI
- Team & Tech in place

Pathways & Acad Services

Aus / UK

FOREIGN UNI

- Foreign university tie-ups

MARTECH – FY 26 BUSINESS UPDATE

11% revenue growth (Net-off. pass-through) International strong

TOTAL REVENUE

₹161 Cr

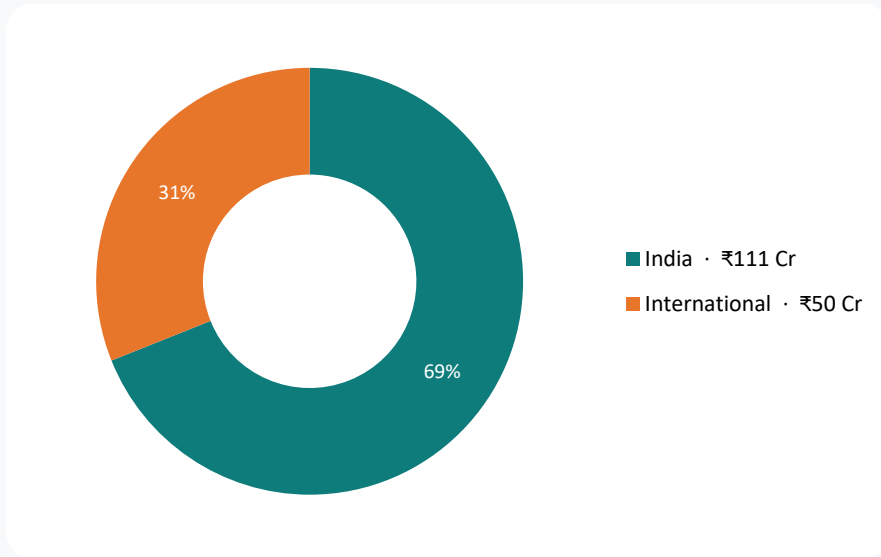
Net of pass-through · +11% YoY

EBITDA

₹13 Cr

vs ₹14 Cr LY · -7%

REVENUE GEOGRAPHY



FY 27 KEY PRIORITIES

Accelerated growth with Enhanced profitability

- Re-pivoting revenue mix for high margins - CEP & Tech business greater focus
- Prune lower margin MMS & Passthrough Business
- Price recalibration for higher value realization
- Reposition as product & technology solutions driven company
- Enhanced growth in international business





THANK YOU

Open for questions and investor discussions



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INVESTOR RELATIONS · CL EDUCATE LIMITED

NSE / BSE Listed · Q4 & Full Year FY 2026 · May 14, 2026 ·

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