



Date: May 25, 2026

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

BSE Scrip Code: 544499

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: CPEDU

Sub: Q4 FY26 & Fiscal Year 26 Investor Update

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Q4 FY26 & Fiscal Year 26 Investor Update on the Audited financial results (Standalone & Consolidated) for the quarter and year ended March 31, 2026.

This disclosure will also be hosted on the Company's website www.cpedutech.in.

You are requested to kindly take the above information on record.

Thanking you,

For Career Point Edutech Limited

(CS Bhavika Sharma)
Company Secretary
ICSI Mem. No. ACS48235

Enclosed:

1. Q4 FY26 & Fiscal Year 26 Investor Update

CAREER POINT EDUTECH LIMITED

Registered Office: Village Tangori, Banur, Mohali, Karala, Patiala, Rajpura, Punjab-140601

Corporate Office: CP Tower-1, Road No-1, IPIA, Kota (Rajasthan)- 324005

Ph.: +91 744 3559282 | **website:** www.cpedutech.in | **Email ID:** info@cpedutech.in | **CIN:** L80302PB2006PLC059674



Investor Update: Q4 FY26 & Fiscal Year26

1. Highlights from the Management

FY26 marks a year of meaningful financial and strategic progress for Career Point Edutech Limited ("CP Edutech" or "the Company"). On a standalone basis, the Company delivered a 23.4% growth in Profit After Tax to ₹2,239.39 Lakhs, supported by disciplined cost management, improved operating leverage, and a sharper focus on its core education-services business. Earnings per share rose from ₹9.97 to ₹12.31.

The quality of earnings has strengthened materially. The Q4 performance with PAT growing 48.6% YoY reflects the operating efficiencies that were promised in Q3FY'26 that have begun to flow through, even as the Company concurrently invests in expanding its service offering for the next phase of growth. The year ahead is shaped by CPEL's deepening role as a partner of choice for educational institutions: assisting partner school Career Point Gurukul with its premium international residential cum day boarding transition, facilitating the AI-first transformation at partner institutions, and extending its admission services into new geographies.

2. Financial Performance

2.1 Full Year FY26 vs FY25 (Standalone)

Particulars (₹ in Lakhs)	FY26	FY25	YoY	Change
Revenue from Operations	5,033.28	4,883.44	+3.1%	↑
Total Income	5,548.96	5,099.75	+8.8%	↑
Total Expenses	2,523.57	2,852.10	-11.5%	↓
EBITDA	3,089.40	2,339.56	+32.1%	↑↑
EBITDA Margin (%)	55.68%	44.88%	+980 bps	↑↑
Profit Before Tax	3,025.39	2,247.65	+34.6%	↑↑
Profit After Tax	2,239.39	1,814.58	+23.4%	↑↑
PAT Margin (%)	40.36%	35.58%	+478 bps	↑↑
EPS (₹, basic & diluted)	12.31	9.97	+23.4%	↑↑

Profitability expanded sharply during the year. EBITDA grew 32.1% to ₹3,089.40 Lakhs, taking the EBITDA margin from 44.9% to 55.7%, an expansion of approximately 980 basis points. PAT grew 23.4% to ₹2,239.39 Lakhs, with PAT margin rising from 35.6% to 40.4%. The improvement was driven by operating leverage and disciplined cost management across the business.

2.2 Q4 FY26 vs Q4 FY25 (Standalone)

Particulars (₹ in Lakhs)	Q4 FY26	Q4 FY25	YoY	Change
Revenue from Operations	1,050.96	1,106.24	-5.0%	↓
Total Income	1,200.92	1,175.79	+2.1%	↑
Total Expenses	470.57	752.12	-37.4%	↓↓
EBITDA	747.82	445.17	+68.0%	↑↑
EBITDA Margin (%)	62.27%	37.86%	+2,441 bps	↑↑
Profit Before Tax	730.35	423.67	+72.4%	↑↑
Profit After Tax	552.71	371.84	+48.6%	↑↑
PAT Margin (%)	46.02%	31.62%	+1,440 bps	↑↑
EPS (₹, not annualised)	3.04	2.04	+48.6%	↑↑

The fourth quarter underscores the operating leverage building into the business. Despite a 5.0% YoY decline in revenue from operations to ₹1,050.96 Lakhs, EBITDA grew 68.0% to ₹747.82 Lakhs, with EBITDA margin expanding from 37.9% to 62.3%, an increase of 2,441 basis points. PAT grew 48.6% to ₹552.71 Lakhs and PAT margin rose from 31.7% to 46.0%. The decline in revenue from operations was more than offset by a 37.4% reduction in total expenses. EPS for the quarter rose to ₹3.04 from previous year's ₹2.04.

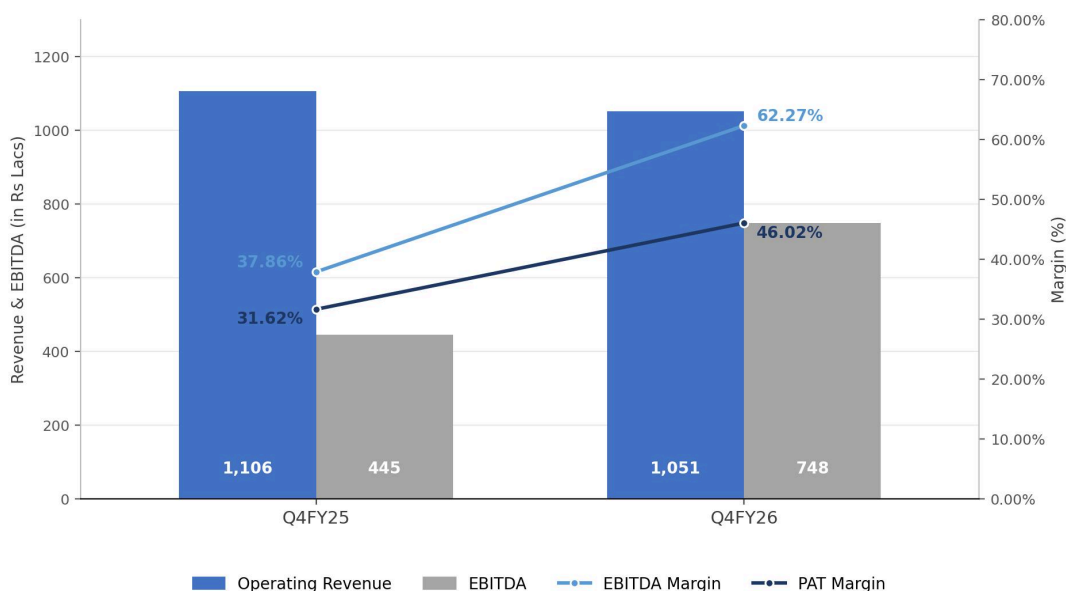


Figure 1: Q4 FY26 vs Q4 FY25

As Figure 1 illustrates, EBITDA in Q4 FY26 expanded by 68% YoY to ₹747.82 Lakhs and PAT margin from 31.62% to 46.02%, a clear demonstration of the operating leverage now embedded in the business.

3. Key Growth Drivers

FY26 has been a year in which Career Point Edutech Limited ("CPEL" or "the Company") has put in place strategic moves designed to expand its service offering, strengthen its position as a partner of choice for educational institutions, and create new revenue streams from FY27 onwards. The Company's growth strategy is built around three pillars: unlocking Career Point Gurukul's full potential through day-scholar admissions, rolling out the AI-First Institution Programme, and expanding admission services across India.

3.1 Unlocking Gurukul's Full Potential

CP Gurukul has capacity to enroll for 3000 students but operates as a residential-only institution with an enrolled base of approximately 400 students - utilising just 13% of the capacity. The primary constraint is not demand but access: *a residential-only model limits the addressable market to outstation families, excluding the large and affluent local Kota population entirely.*

The next phase of growth is straightforward: open admissions to day scholars.

Despite its prominence as an education city, Kota currently lacks a high-quality international english-medium school that offers a truly global outlook for the children of local families. The city has a large professional class: a high-income, education-first demographic. We estimate that we would be able to service 1,500 - 2,000 parents of this demographic. CP Gurukul, with its already built campus, residential grade infrastructure, and established academic rigour, is uniquely positioned to serve this segment.

The financial logic is compelling - Day scholar additions require zero incremental capex - the campus, faculty, labs, sports, and hostel infrastructure are already in place. Adding 1500–2,000 day scholars at a fee of ₹1.2 - 1.8 lakh per annum generates ₹18 - 36 crore in incremental revenue that flows almost entirely to operating profit, given that fixed costs are already absorbed by the residential programme and further variable costs are minimal.

The dual model also reinforces the residential business: a larger, more visible enrolled base strengthens brand equity in the city, increases residential inquiries from outstation families, and positions CP Gurukul as Kota's benchmark premium school rather than a niche boarding institution.

By FY29, the target is a combined enrollment of 1,800–2,000 students, converting a significantly under-monetised asset into one of the Group's highest-margin operating businesses.

3.2 AI-First Institution Programme

CP Edutech's existing business - curriculum design, admissions, faculty, and operations support for partner schools, colleges, and universities is now being extended with a high-value new offering- "helping partner institutions become AI-First."

Most Indian higher education institutions face an urgent gap. Their curricula were built for a pre-AI world and they lack the internal capability to redesign them. CP Edutech has developed a proprietary AI curriculum framework and teaching pedagogy that embeds AI meaningfully across every stream - law, commerce, management, science, arts, and engineering. This is not a standalone AI elective; it is discipline-specific integration where a law student learns AI in the context of legal research, a commerce student in financial modelling, a management student in strategy and operations.

For partner institutions, this creates a credible competitive differentiator in student recruitment at precisely the moment when AI-readiness is a top concern for students and parents. For CP Edutech, it deepens existing partnerships, increases revenue per institution, and opens new institution relationships that would not have engaged with a traditional curriculum provider.

The economics are highly attractive - The curriculum frameworks, pedagogy guides, faculty training modules, assessment tools are built once and deployed across a growing partner base at near-zero marginal cost, amplifying the operating leverage already inherent in CP Edutech's asset-light model.

The flywheel is straightforward: AI-First institutions attract more students → stronger enrolments deepen their CP Edutech engagement → CP Edutech scales revenue and margin with zero additional infrastructure investment.

3.3 Enhancing Outreach: Geographic Expansion

CP Edutech has historically served partner institutions and students primarily in partner institution's neighbouring markets. With its strengthened service offering including the AI-First Institution Programme, expanded curriculum capabilities, and a more comprehensive student support stack, the company is now positioned to compete in markets well beyond its home geography.

CP Edutech is executing a focused expansion into new geographies across India, targeting high-potential markets identified on the basis of strong student demographics, under-served demand for guidance-led admission services, and a large base of institutions seeking credible academic partners. The expansion is being led through CP Edutech's core admission services offering, with dedicated digital and offline outreach and conversion efforts designed to build enrolment pipelines for partner institutions.

The strategic logic extends beyond admissions. A wider geographic footprint creates a broader funnel: students and institutions engaged through admission services become natural prospects for CP Edutech's fuller suite - curriculum design, faculty support, AI-First integration, and ongoing institutional management. Each new market entered is therefore not a single-service relationship but a platform for deeper, multi-service engagement over time.

As this national expansion gathers momentum, CP Edutech transitions from a regional operator in higher education to a pan-India education services company with the same asset-light model, the same IP-driven delivery, and a significantly larger addressable market.

4. Conclusion

FY26 has been a transitional year in which CP Edutech has both strengthened its financial foundation. Delivering 23.4% PAT growth to ₹2,239.39 Lakhs and a sharp Q4 expansion in EBITDA laying the strategic groundwork for the next phase of growth. The three growth drivers articulated in this update, unlocking Career Point Gurukul's full potential through day-scholar admissions, rolling out the AI-First Institution Programme, and expanding admission services across India, are each built on the same asset-light model that has delivered FY26's margin profile, positioning the Company to scale revenue with minimal incremental infrastructure investment as it continues to build a durable, partner-led education services business.

Disclaimer: This investor update contains certain forward-looking statements concerning Career Point Edutech Limited's future business prospects and business performance. These statements are based on management's current expectations, assumptions, and estimates, and involve known and unknown risks, uncertainties, and other factors that may cause actual results, performance, or achievements to differ materially from those expressed or implied. The Company does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. Financial figures are based on the Audited Standalone Financial Results for the quarter and year ended 31 March 2026, and are stated in ₹ Lakhs unless otherwise specified.