CAREER POINT

February 13, 2019

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: Outcome of Board Meetings held on February 13, 2019- -Financial Results for Quarter and nine months ended December 31, 2018

This is to inform you that in the meetings of the Board of Directors of the Company held on Wednesday, February 13, 2019 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 for the quarter and nine months ended December 31, 2018.

2. Considered and taken on record the Limited Review Report for the quarter and nine months ended December 31, 2018;

3. Considered and approved advertisement for publication of Financial Results in Financial Express (English Daily), Jansatta (Hindi Daily) and Nafa Nuksan (Hindi Daily) on or before 15th February 2019. Full format of the Financial Results for the quarter ended 31st December 2018 shall be available on the website of the Stock Exchange where shares of the Company are listed i.e. www.nseindia.com; www.bseindia.com and on company`s website www.cpil.in

4. Adopted and amended "Policy for Determination of Legitimate Purposes" as part of Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information pursuant to Regulation 3(2A) of SEBI (Prohibition of Insider Trading) Regulations, 2015 which shall come into force w.e.f. April 01, 2019.

5. Adopted "Policy of procedures for inquiry in case of leak of Unpublished price sensitive Information", pursuant to Regulation 9A (5) of SEBI (Prohibition of Insider Trading) Regulations, 2015 which shall come into force w.e.f. April 01, 2019

6. Adopted and amended Code of Conduct for prevention of Insider Trading pursuant to SEBI (Prohibition of Insider Trading) Regulations, 2015 pursuant to SEBI (prohibition of Insider Trading) (Amendment) Regulations, 2018 (w.e.f, April 01.,2019).

CAREER POINT LIMITED

7. Amended following policies pursuant to the SEBI (Listing Obligations & Disclosure Requirements) (Amendment) Regulations, 2018:

   i. Nomination and Remuneration Policy &
   ii. Policy on Related Party Transactions.

8. Considered the quarterly compliances made by the company as per the SEBI (LODR) Regulations, 2017.

9. The Board took note of Investor Grievance Report for the period ended 31st December 2018.

The meeting of Board of Directors commenced at 12.30 pm and concluded at 5.45 pm

Thanking you
For **Career Point Limited**

Tarun Kumar Jain
Company Secretary & Compliance Officer

Enclosed:

1. *Key business update and Results Highlights*
2. *Financial Results for the quarter ended December 31, 2018 (Consolidated & Standalone)*
3. *Limited Review Report (Consolidated & Standalone)*

Key business updates and result highlights (Q3/9M FY2018-19)

Key Financials (Rupees Crores)	Nine months FY2018-19		Third quarter FY2018-19	
	Consolidate	Standalone	Consolidate	Standalone
Revenue from Operations	76.3	53.4	23.7	15.9
Op. EBITDA	28.1	8.1	9.2	2.2
Op. EBITDA Margin	37%	15%	39%	14%
Profit After Tax	18.8	9.5	5.8	2.6
EPS (Rs)	**10.36**	**5.22**	**3.17**	**1.40**

Financials Updates:

- Income from operations for the period (9M FY2018-19) is rupees 76.3 Crores increased by 7.7% year on year (y-o-y) at consol basis. (Total Income: Rupees 80.7 Cr, up by 1.6% y-o-y)
- EBITDA of rupees 28.3 Crores on consol basis with y-o-y growth of 6.6% resulted an EBITDA Margin of 36.9% vs 9M FY2017-18: 37.3%. (adding other income: Rupees 32.5 Cr, 40.3% margin)
- Net income for 9M FY2018-19 was reported at rupees 18.8 Crores with PAT margin of 23.3% on consol level. EPS (Earning per share) for period was rupees 10.36.

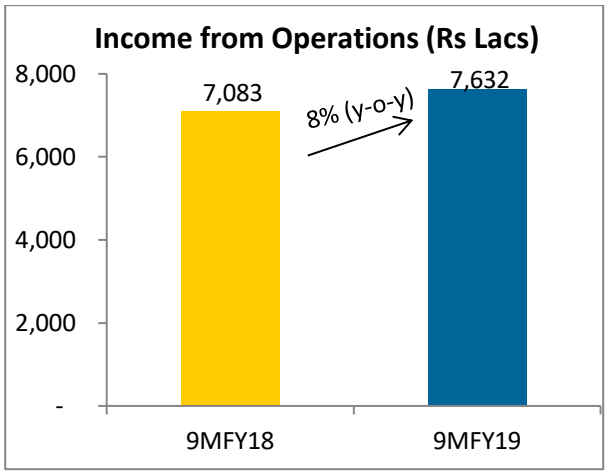
Business Updates:

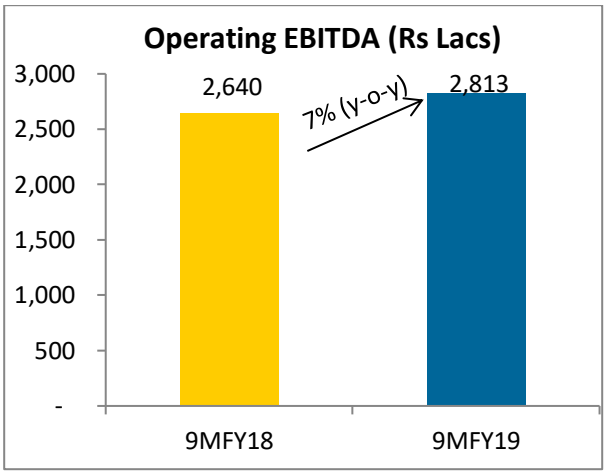
- Total enrollments were reported at 27,034 (9M FY2018: 27,393) including 12,471 in formal education (9M FY2018: 10,840); 13,855 in Tutorial education division (9M FY2018: 16,553) and 708 in Pre-schools.
- A remarkable growth of 19% (y-o-y) in higher education enrollments is a result of increased admissions both the Universities including Career Point University, Kota and Career Point University, Hamirpur. Admissions in skill development grew by 58% to 3,066.
- Enrollment in higher education is growing by way of higher capacity utilization in existing courses as well as addition of new courses.

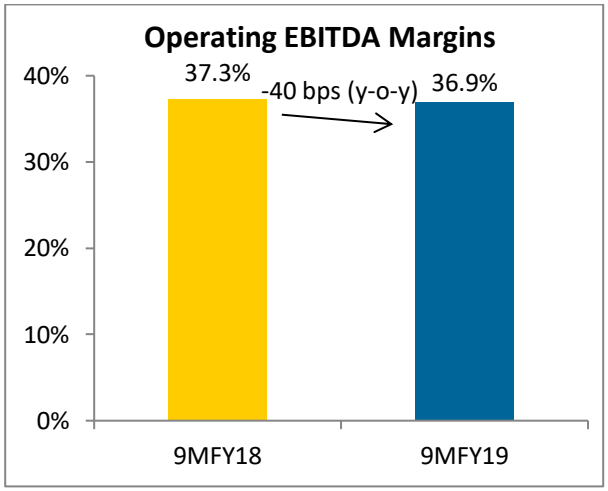
Management Outlook:

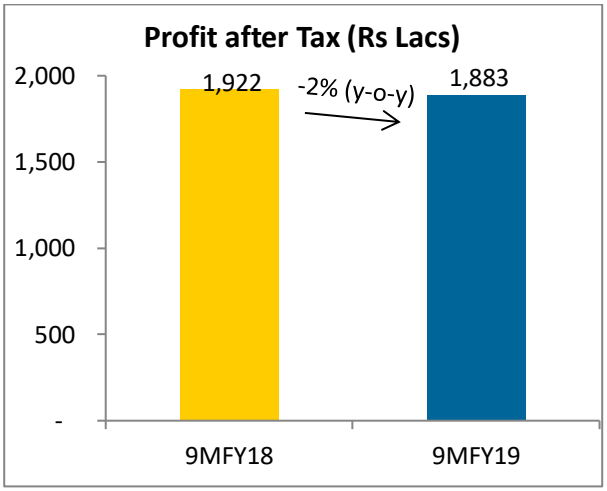
- Tutorial services delivery through franchisee & School association network has been perfectly in-line with our strategic plan provide new long-term growth avenues to the business
- Larger growth in higher education and addition of courses year on year ascertain growth and sustainability to the businesses.
- An impact of the measures to optimize the costs and strategies to overall business extension shall be seen in coming time periods.
- The company's business mix of formal, informal and e-learning is well positioned and management holds up positive views on overall business prospects going forward.

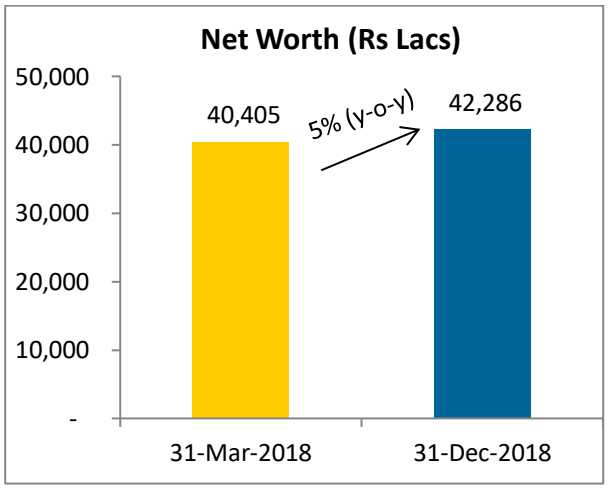
Consolidated Financials – Snapshot (9M FY2018-19)

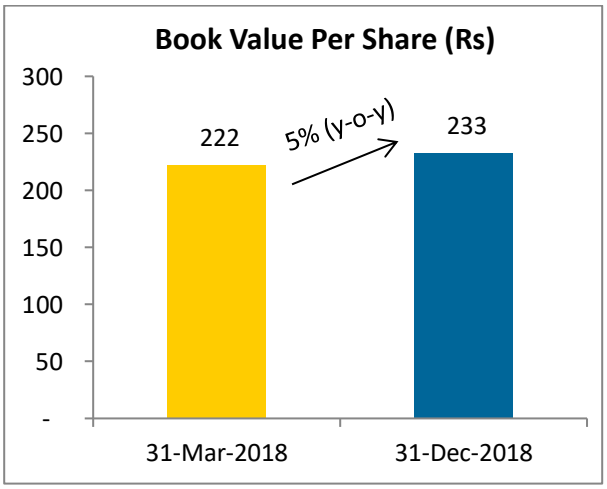












CAREER POINT LTD

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

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER / NINE MONTH ENDED ON 31.12.2018

(Rs. in Lakhs)

		Particulars	Quarter ended			Nine months ended		Year Ended
			31/12/2018	30/09/2018	31/12/2017	31/12/2018	31/12/2017	31/03/2018
			(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
		Revenue						
I		Income from Operations	2,369.78	2,623.12	2,548.56	7,631.51	7,083.23	8,959.22
II		Other Income	143.11	217.35	199.77	440.82	861.17	1,069.87
III		**Total Income (I+II)**	**2,512.89**	**2,840.47**	**2,748.33**	**8,072.33**	**7,944.40**	**10,029.09**
IV		**Expenses**						
		Cost of Material Consumed	57.28	67.24	48.82	280.58	658.87	744.73
		Changes in inventories	2.34	134.98	14.33	127.23	(211.09)	(183.38)
		Employees Benefit Expenses	971.09	943.74	884.92	2,916.22	2,554.12	3,431.34
		Finance Cost	165.55	134.20	121.08	475.52	517.98	654.96
		Depreciation & Amortisation	113.55	106.95	115.35	337.25	348.96	460.41
		Other expenses	416.38	527.11	525.60	1,494.13	1,441.71	1,910.53
		Total Expenses	**1,726.19**	**1,914.22**	**1,710.10**	**5,630.93**	**5,310.55**	**7,018.59**
V		**Profit before tax (III-IV)**	**786.70**	**926.25**	**1,038.23**	**2,441.40**	**2,633.85**	**3,010.50**
		Share of profit/ (Loss) in Associate and joint venture	(1.46)	4.63	(0.13)	2.49	(0.39)	(6.25)
		Profit before tax	**785.24**	**930.88**	**1,038.10**	**2,443.89**	**2,633.46**	**3,004.25**
VI		**Tax Expenses**						
		a) Current tax	193.15	230.49	228.11	656.73	707.72	750.42
		b) MAT Credit Entitlement	(26.27)	22.38	5.19	(66.55)	(40.00)	(60.79)
		c) Deferred tax	39.81	(9.22)	39.25	(43.28)	42.85	107.47
		d) Income tax for earlier years	3.96	5.95	(1.24)	15.27	(1.24)	(13.72)
		Total taxes	**210.65**	**249.60**	**271.31**	**562.17**	**709.33**	**783.38**
		Profit after tax (V-VI)	**574.59**	**681.28**	**766.79**	**1,881.72**	**1,924.13**	**2,220.87**
VII		**Other Comprehensive Income (net of taxes)**						
		(A) Items that will not be Reclassified to Profit or Loss:	(1.01)	-	8.50	(1.01)	11.57	20.37
		(A1) Income tax on Items that will not be Reclassified to Profit or Loss:	-	-	-	-	-	(1.98)
		(B) Items that will be Reclassified to Profit or Loss:	-	-	-	-	-	-
		Total Other Comprehensive Income	**(1.01)**	**-**	**8.50**	**(1.01)**	**11.57**	**18.39**
VIII		**Total Comprehensive Income for the period**	**573.58**	**681.28**	**775.29**	**1,880.71**	**1,935.70**	**2,239.26**
IX		**Profit for the Period attributable to**	**574.59**	**681.28**	**766.79**	**1,881.72**	**1,924.13**	**2,220.87**
		Owner of the parent	575.01	681.52	772.25	1,882.61	1,922.04	2,219.00
		Non Controlling Interest	(0.42)	(0.24)	(5.46)	(0.88)	2.09	1.87
X		**Other Comprehensive Income for the period attributable to**						
		Owner of the parent	(1.01)	-	8.50	(1.01)	11.57	18.39
		Non Controlling Interest	-	-	-	-	-	-
XI		**Total Comprehensive Income attributable to**						
		Owner of the parent	574.00	681.52	780.75	1,881.60	1,933.61	2,237.39
		Non Controlling Interest	(0.42)	(0.24)	(5.46)	(0.88)	2.09	1.87
XII		Other Equity						38,576.26
XIII		Paid-up Equity Share Capital (Face value of Rs. 10/- each)	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29
XIV		Earnings Per Share (EPS) (Rs./ Share)						
		a) Basic EPS - Not annualised	3.16	3.75	4.25	10.36	10.59	12.23
		b) Diluted EPS - Not annualised	3.16	3.75	4.25	10.36	10.59	12.23

LODHA & CO. New Delhi Chartered Accountants

CAREER POINT LIMITED

MANAGING DIRECTOR

(Rs. in Lakh)

Segment Wise Revenue, Results, Segment Assets & Segment Liabilities

	Particulars	Quarter ended			Nine months ended		Year Ended
		31/12/2018	30/09/2018	31/12/2017	31/12/2018	31/12/2017	31/03/2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	**Segment Revenue (Net Sales Income from Segment)**						
	Education & Related Activities Division	1,675.14	1,999.98	2,228.28	5,697.48	6,192.25	7,641.33
	Financing (NBFC) Division	691.60	618.75	317.82	1,922.23	879.15	1,301.70
	Infra Division	4.39	4.39	3.69	13.16	13.06	17.42
	Less:Inter Segment Revenue	(1.350)	-	(1.228)	(1.350)	(1.228)	(1.228)
	Net Sales/Income from Operation	**2,369.78**	**2,623.12**	**2,548.56**	**7,631.51**	**7,083.23**	**8,959.22**
2	**Segment Results** Profit/(Loss) before interest and Tax						
	Education & Related Activities Division	143.52	240.87	664.84	608.81	1,490.01	1,383.83
	Financing (NBFC) Division*	238.46	228.43	107.03	700.48	192.94	344.06
	Infra Division	(5.570)	(5.250)	(6.390)	(16.260)	(18.110)	(23.850)
	Total	**376.42**	**464.06**	**765.48**	**1,293.03**	**1,664.84**	**1,704.04**
	Less: Finance Cost	165.55	134.20	350.87	475.52	274.00	425.13
	Add: Other Un-allocable income Net of Un-allocable Expenditure	574.38	601.02	623.49	1,626.39	1,242.62	1,725.34
	Profit before Tax (Including share of profit/(loss) of Associates & Joint Ventures)	**785.24**	**930.88**	**1,038.10**	**2,443.89**	**2,633.46**	**3,004.25**
3	**Segment Assets**						
	Education & Related Activities Division	15,116.45	15,121.97	14,499.64	16,028.08	14,499.64	15,445.48
	Financing (NBFC) Division	21,695.81	19,886.50	12,160.82	20,784.18	12,160.82	18,594.71
	Infra Division	9,954.38	9,222.87	11,289.99	9,954.38	11,289.99	9,043.87
	Unallocated Assets	5,973.34	7,097.20	12,100.24	5,973.34	12,100.24	8,844.02
	Total	**52,739.98**	**51,328.54**	**50,050.69**	**52,739.98**	**50,050.69**	**51,928.08**
4	**Segment Liabilities**						
	Education & Related Activities Division	8,714.72	8,106.25	6,562.37	8,714.72	6,562.37	9,040.73
	Financing (NBFC) Division	266.05	139.61	53.67	266.05	53.67	48.36
	Infra Division	916.10	742.45	2,491.89	916.10	2,491.89	1,777.15
	Unallocated Liabilities	556.96	627.69	775.60	556.96	775.60	656.41
	Total	**10,453.83**	**9,616.00**	**9,883.53**	**10,453.83**	**9,883.53**	**11,522.65**

* Profit Before Tax

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

2 The Company has identified three reportable segmnents namely : Education & related Activities, Financing (NBFC) and Infra Division.

3 The consolidated results of the Company have been reviewed by the Audit Committee and have been approved by the Board of Directors at their meeting held on 13th Feb, 2019. The Statutory Auditors of the Company have carried out limited review of the same.

4 IND AS 115 Revenue from the Contracts with Customer's, has been made effective from 1st April, 2018. The Company has evaluated the effect of the same on the consolidated financial results & the impact was immaterial.

Pramod Maheshwari
Chairman & Managing Director

CAREER POINT LIMITED

MANAGING DIRECTOR

Date :- 13/02/2019
Place: Kota (Rajasthan)

LODHA & CO. New Delhi Chartered Accountants

CAREER POINT LTD

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CIN-L72200RJ2000PLC016272

Tel : +91-744-3040000 **Email** : investors@cpil.in **Website:** www.cpil.in

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER / NINE MONTHS ENDED ON 31.12.2018

(Rs. in Lakhs)

	Particulars	Quarter ended			Nine Month Ended		Year Ended
		31/12/2018	30/09/2018	31/12/2017	31/12/2018	31/12/2017	31/03/2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
	Revenue						
I	Income from Operations	1,590.21	1,775.26	2,204.75	5,339.16	5,721.26	7,108.89
II	Other Income	371.93	390.16	197.40	1,031.34	738.85	1,009.04
III	**Total Income (I+II)**	**1,962.14**	**2,165.42**	**2,402.15**	**6,370.50**	**6,460.11**	**8,117.93**
IV	**Expenses**						
	Cost of Material Consumed	27.36	37.10	75.69	200.86	358.70	409.20
	Changes in inventories of finished goods, work in progress and trading goods	1.39	29.44	(18.52)	32.91	(67.45)	(48.59)
	Employees Benefit Expenses	952.62	929.87	867.22	2,870.43	2,502.52	3,365.57
	Finance Cost	139.00	116.52	84.52	394.38	210.35	303.41
	Depreciation & Amortisation	103.15	98.99	107.50	310.88	325.40	428.73
	Other expenses	388.55	501.16	480.84	1,423.74	1,341.08	1,802.90
	Total Expenses	**1,612.07**	**1,713.08**	**1,597.25**	**5,233.20**	**4,670.60**	**6,261.22**
V	**Profit(+)/ Loss (-) before tax & exceptional items (III-IV)**	**350.07**	**452.34**	**804.90**	**1,137.30**	**1,789.51**	**1,856.71**
VI	**Exceptional items**	-	-	-	-	-	-
VII	**Profit before tax** (V +/- VI)	**350.07**	**452.34**	**804.90**	**1,137.30**	**1,789.51**	**1,856.71**
VIII	**Tax Expenses**						
	a) Current tax	75.51	97.40	134.59	296.68	505.28	447.29
	b) MAT Credit Entitlement	(24.60)	21.07	-	(63.27)	(3.47)	(21.18)
	c) Deferred tax	35.92	(5.46)	30.69	(56.93)	78.57	139.60
	d) Income tax for earlier years	8.18	-	-	13.54	-	(7.71)
	Total tax expenses	**95.01**	**113.01**	**165.28**	**190.02**	**580.38**	**558.00**
IX	**Profit for the Period (VII-VIII)**	**255.06**	**339.33**	**639.62**	**947.28**	**1,209.13**	**1,298.71**
X	**Other Comprehensive Income (net of taxes)**						
	(A) (i) Items that will not be Reclassified to Profit or Loss:	-	-	-	-	-	**5.73**
	(ii) Income tax relating to items that will not be reclassified to Profit or Loss:	-	-	-	-	-	**(1.98)**
	(B) (i) Items that will be Reclassified to Profit or Loss:	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to Profit or Loss:	-	-	-	-	-	-
	Total Other Comprehensive Income, net of income tax	-	-	-	-	-	**3.75**
XI	**Total Comprehensive Income for the period (IX +/- X)**	**255.06**	**339.33**	**639.62**	**947.28**	**1,209.13**	**1,302.46**
XII	Paid-up Equity Share Capital (Face value of Rs. 10/- each)	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29	1,816.29
XIII	**Other Equity**						**36,692.60**
XIV	Earnings Per Share (EPS) (Rs./ Share)						
	a) Basic EPS - Not annualised	1.40	1.87	3.52	5.22	6.66	7.16
	b) Diluted EPS - Not annualised	1.40	1.87	3.52	5.22	6.66	7.16

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

2 The Company is primarily engaged in the business of 'Education and related activities' and operates in a single business segment. Accordingly these standalone financial results have been prepared for the single segment.

3 The standalone results of the Company have been reviewed by the Audit Committee and have been approved by the Board of Directors at their meeting held on 13th Feb., 2019 The Statutory Auditors of the Company have carried out limited review of the same.

4 IND AS 115 Revenue from the Contracts with Customer's, has been made effective from 1st April, 2018. The Company has evaluated the effect of the same on the standalone financial results & the impact was immaterial.

Pramod Maheshwari
Chairman & Managing Director

CAREER POINT LIMITED

MANAGING DIRECTOR

Date :- 13/02/2019
Place: Kota (Rajasthan)

LODHA & CO. New Delhi Chartered Accountants

LODHA
& CO
Chartered Accountants

12, Bhagat Singh Marg, New Delhi - 110 001, India
Telephone : 91 11 23710176 / 23710177 / 23364671 / 2414
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Independent Auditor's Review Report

To
The Board of Directors of
Career Point Limited

1. We have reviewed the accompanied statement of unaudited consolidated financial results of Career Point Limited ("the Company"),its subsidiaries (the Company and its subsidiaries together hereinafter referred to as the "Group"),its associate and its joint venture (listed in Annexure 1) for the quarter and nine month ended December 31st ,2018 ("the Statement") being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

   This Statement which is the responsibility of the Company's Management and approved by the Board of Directors in their meeting held on 13th February 2019, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our 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 statement is free of material statement.A review is limited primarily to enquire of Company's 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.

3. We did not review the financial results of 8 subsidiaries included in the quarterly financial results, whose financial results reflect total revenue of Rs. 999.3 lakhs & 2993.67 lakhs for the quarter and nine month ended 31st December, 2018 respectively, total profit after tax of Rs. 323.5 lakhs & 934.44 lakhs for the quarter and nine months ended 31st December, 2018 respectively and total comprehensive income of Rs. 323.5 lakhs & 934.44 lakhs for the quarter and nine months ended 31st December, 2018 respectively, as considered in the consolidated financial results. The consolidated financial results also include the Company's share of net profit/(loss) of Rs. (1.46) lakhs & Rs. 2.49 lakhs and other comprehensive income/(loss) of Rs. (1.01) lakhs & Rs (1.01) for the quarter and nine months ended 31st December, 2018 for the quarter and nine months ended 31st December, 2018 as considered in the consolidated financial results in respect of an associate and a joint venture. These financial results have been reviewed by other auditors whose reports have been furnished to us by the management and our report on the consolidated results, insofar as it relates to the amounts and disclosures included in respect of these subsidiaries/ associate/ joint venture is based solely on the report of other auditors.

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement has not been prepared in all material respects in accordance with the applicable Indian Accounting Standards (IND AS) prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized

Chartered Accountants

accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Lodha & Co.
Chartered Accountants
Firm's Registration No. 301051E

(Gaurav Lodha)
Partner
Membership No.:- 507462

LODHA & CO. New Delhi Chartered Accountants

Place: Mumbai
Date:13th February 2019

Annexure-I

List of Entities Included in the consolidated financial results for the quarter/nine months ended 31st December 2018.

S. No.	NAME OF COMPANIES
A.	**Subsidiaries**
1.	Career Point Infra Limited
2.	Career Point Edutech Limited
3.	Gyan Eduventures Private Limited
4.	Srajan Capital Limited
5.	Career Point Institute of of Skill Development Private Limited
6.	Career Point Accessories Private Limited
7.	Srajan Agritech Private Limited (Subsidiary of Career Point Infra Limited)
8.	Coupler Enterprises Private Limited (Subsidiary of Career Point Infra Limited)
B.	**Associate**
1.	Imperial Infin Private Limited
C.	**Joint Venture**
1.	Study Board Education Private Limited

LODHA
& CO
Chartered Accountants

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Independent Auditor's Review Report

To
The Board of Directors of
Career Point Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of Career Point Limited ("the Company") for the quarter and nine months ended on December 31st, 2018 ("the Statement") being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations,2015 ("the Listing obligations 2015") read with SEBI circular no. CIR/CFD/FAC/62/2016 dated July 5, 2016.

   This Statement which is the responsibility of the Company's Management and approved by the Board of Directors in their meeting held on 13th February 2019, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conduct our 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 statement is free of material misstatements. A review is limited primarily to inquire of Company's 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.

3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement, prepared in all material respects in accordance with the applicable Indian Accounting Standards (IND AS) prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations,2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Lodha & Co.
Chartered Accountants
Firm's Registration No. 301051E

(Gaurav Lodha)
Partner
Membership No.: - 507462
Place: Mumbai
Date:13th February,2019

LODHA & CO. New Delhi Chartered Accountants

"Career Point Limited Q3 / 9M 2018-19 Management Commentary"

MANAGEMENT: MR. PRAMOD MAHESHWARI – CHIEF EXECUTIVE OFFICER & MANAGING DIRECTOR – CAREER POINT

MR. MAHESH BHANGRIYA - VICE PRESIDENT, CORPORATE STRATEGY– CAREER POINT

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Pramod Maheshwari: Good day ladies and gentlemen. I am glad to share the company's performance and recent business development during third quarter of the current financial year. This is followed by an update by my colleague, Mr. Mahesh Bhangriya – Vice President – Corporate Strategy and Investor Relations on Career Point's financial performance during third quarter and first nine months of fiscal 2018-19. The copy of our earning updates is also available on Investor Relations section at our website www.cpil.in.

I would first like to update you expansion of Tutorial business. In line with our strategy we have added 8 new locations out of which 4 are school integrated projects and 4 franchisee centers. The new locations are Dharamshala (Himachal Pradesh), PattuKotai (Tamilnadu), Gwalior (Madhya Pradesh), Indore (Madhya Pradesh), Jammu (Jammu & Kashmir), Vadodara (Gujrat), Shahjahanpur (Uttar Pradesh), and Siliguri (West Bengal).

You will be glad to know that new centers include our association with Govt. of Madhya Pradesh under Aanksha project. Similar associations we already have with couple of other state governments and with ministries i.e. Ministry of Minority Affairs. The expansion of coaching service delivery through school associations, govt. projects, and franchisee centers ascertains sustainability to the businesses and also aligns with recent change in the industry dynamics.

I would like to bring your notice on change in industry dynamics, which we believe is temporarily, impacting our company's financial performance. In past 4 years, All over India, the engineering aspirants have declined about 25% from more than 13 lacs to less than 10 lacs (as per latest JEE-Main enrollments in January 2019 attempt). This might be a temporary shift in career options among students due to higher unemployment of engineering graduates. However, it makes impact on the profitability of our engineering test-prep division. Over and above, there has been an unsustainable increase in costs heads in recent years. Again this would be a short-term phenomenon and it is relatively easy for players like us to overcome by this issue.

The factors like growth in NEET aspirants, implementation of online exams are supportive to the Tutorial division at industry level. We have our own company specific measures to counter the current issues and working strategically to capture new avenues of the business for a long-term growth. We are confident on our strategies and hopefully you will be able to see the impact of these measures in coming time periods. At this stage, I can now indicate you that our strategies are not just limited to optimize the costs but also focused upon overall business extension.

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Coming to our recent deal with PlancessEdusolutions, it is very attractive and promising in terms of future potential. Plancessdigital products coupled with Career Point brand and market reach certainly make a perfect combo to tap the large e-Learning opportunity. In fact, this transaction has also strengthened both digital and print publication division that is growing across geographies.

Moving to formal education division in which we operate Universities and Schools including residential and day-boarding schools at different locations. We are very happy with the performance of this division on various fronts such as academics, extra-curricular, industry associations and overseas enrollments.

Student strength at both Universities, Career Point University Kota and Career Point University Hamirpur have increased significantly. Total enrollments in higher education are increased by 19% over December 2017 and 17% over last academic session of 2017-18.

Here we have got a flexibility to add or launch new courses as per the demand and requirements of industry. The Universities have already established themselves in their respective regions with exemplary education, holistic development and remarkable placements. Going forward, we shall see more positive outcomes of current efforts and our investments in these institutions.

Vocation education has also delivered exceptional performance in terms of new candidates trained. Just to highlight that we are partnered with NSDC for skill development courses and empanelled with various other agencies such as RSLDC (Rajasthan Skill Livelihood Development Corporation), NULM (National Urban Livelihood Mission) and SSCs (Sector Skill Councils).

Moving to School Education division, the residential campuses under the brand 'Career Point Gurukul' are now positioned as premier integrated schools with best of the academics, sport and extracurricular. Unique from the normal boarding schools, Career Point Gurukuls at Kota as well as Mohali are known for their students' overall life skill development and career preparation. Here the focus is not just limited to science or commerce, but it is aimed towards complete career planning. In last 3 years, 386 students from Gurukul campus have made it to world's top universities.

Overall we are very optimistic about the prospects of Gurukul campuses. In fact, the business mix with higher margins and higher returns sub-units has perfectly positioned the company for a long-term sustainable outlook. We are pretty excited with the visibility of future growth.

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Mahesh Bhangriya:

Good day ladies and gentlemen. I am pleased to share an overview of our financial result for the third quarter and nine months ended on December 31st, 2018.

Let me first give you a brief update on enrollment numbers. By end of the period, we had 27,034 enrollments in both formal and informal education division. A decline in tutorial division is offset by growth in formal education division. Here the point of emphasis is that any growth in formal education division is always more value accretive for the group because it is more annuities driven and sustainable.

Coming to financials, at standalone level, the company reported an income from operations of Rupees 53.4 Crores in first nine months with year on year decline of 6.7% due to lower enrollments in engineering division. If we look at the total income which is including the other income on standalone basis, it has stood at rupees 63.7 crores and a y-o-y decline of 1.4%.

At consol level, I would like to highlight the positive impact of other subsidiary businesses including NBFC, e-Learning and Skill development. At console level the revenue from operations for the period at rupees 76.3 crores witnessed a growth of 7.7% over first nine months of the previous year. Total income on consolidate basis came at rupees 80.7 crores with a y-o-y growth of 1.6%.

As mentioned earlier on the margins, the increased expenses are impacting margins temporarily on standalone numbers. The measures to optimize the costs are under process. At the same time, the increased contribution from subsidiary businesses is quite positive. At consol level, the company has realized rupees 28.3 crores of operating EBITDA in 9 months of FY18-19 with a year on year growth of 6.6% and margin of 36.9%.

The point to be highlighted is the subsidiaries contribution in Operating EBITDA and Profit After Tax which was 40% and 37% respectively during first nine months of FY2017-18. Now in same period current fiscal; the contribution by subsidiaries has increased to 71% at operating and 50% at net profit level.

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Moving to net profit, which was slightly lower due to impact from standalone operations; the net income at consol level was reported at Rs.18.8 Crores with 2.2% y-o-y decline. The company reported PAT margin of 23.3% and EPS of Rupees 10.36 for 9M FY2018-19.

As on 31 December 2018, the net worth of the company was Rs.423 Crores and cash & cash equivalents were Rs.45 Crores. The company holds Rs 142 Crores as net current assets including current loans, long-term investments and excluding all borrowings.

In conclusion, the higher contribution of formal education division and subsidiaries businesses are some of the key highlights of the financial performance. New center expansion through school associations and franchisees should result more operational efficiency from the next academic session.

Hence the points to keep track would be – a) margin expansion for tutorial division, b) more sustainable growth from the formal education division, c) increased contribution from new edge businesses i.e. e-Learning, vocational etc.

In case you have any further queries, please feel free to mail us or call us at:

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