

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: CLEUCATE
ISIN: INE201M01029

Sub: Outcome 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 disclosure dated August 02, 2022, with respect to Schedule of Analysts and Investors Earnings Call to discuss the Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter ended June 30, 2022, please find attached herewith the presentation made at the Investors/ Analysts Earning call.

A recording of the Analysts and Investors Earnings Call is available on the website of the Company at the web link: <http://www.cleducate.com/quarterly-results.html>

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: New Delhi
Date: August 05, 2022

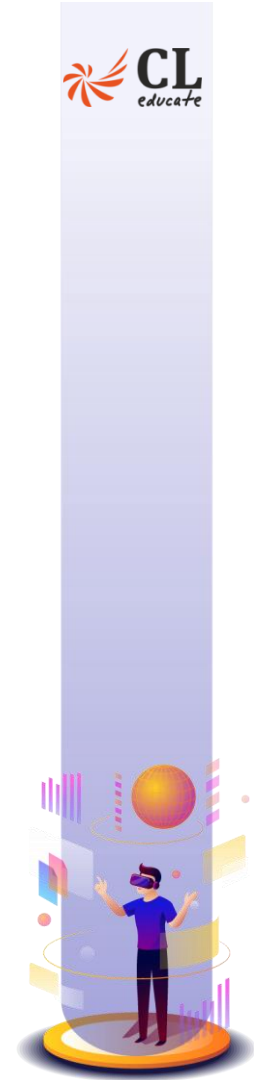
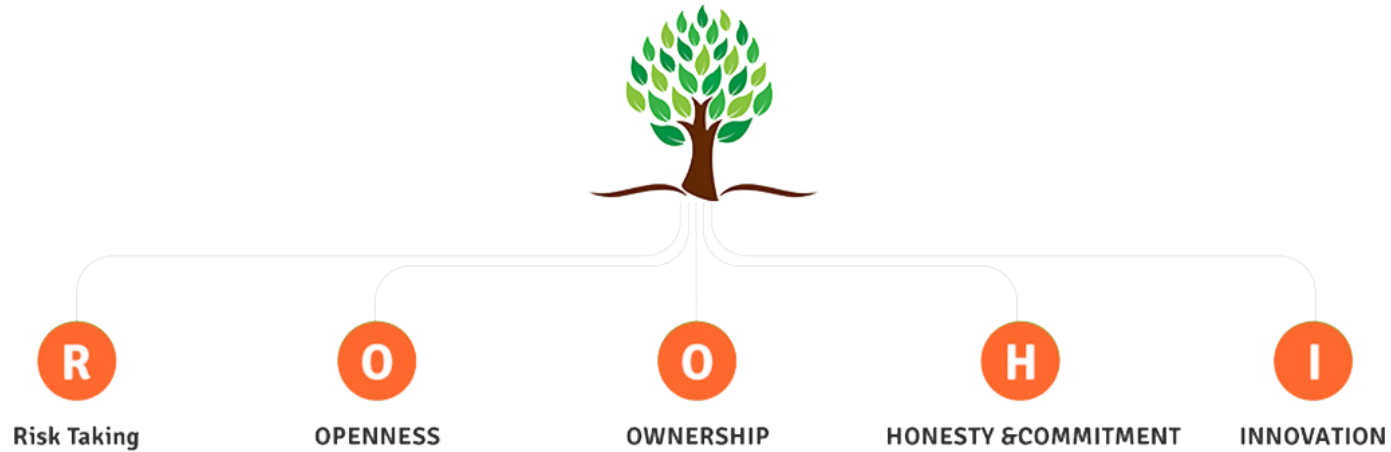


Excellence Since 1995

Investor Presentation Q1 FY22-23



Core Values



Safe Harbour

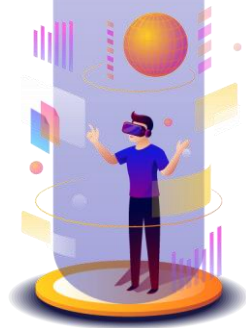
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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could 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.

Q1 FY 22 means the Quarter ending June 30, 2021

Q1 FY 23 means the Quarter ending June 30, 2022



Content



Journey from Disruption to Growth



Business Update



Financial Update

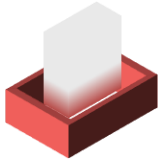


Corporate Updates



The Match is not lost when you fall,
the Match is lost when You decide not to get up





Journey of Disruption to Growth



Journey of Disruption to Growth



Disruption

❖ EdTech

- ✓ Test Prep
 - ✓ Physical Centres
- ✓ Platform & Publishing:
 - ✓ Schools/Colleges
 - ✓ Physical Book Shops



❖ MarTech

- ✓ Events
 - ✓ Physical Events



Transformation

❖ EdTech

- ✓ Test Prep
 - ✓ Digital
- ✓ Platform & Publishing:
 - ✓ Media Online Services
 - ✓ Online Distributors & POD

❖ MarTech

- ✓ Events
 - ✓ Virtual Events Platform



Growth

❖ EdTech

- ✓ Test Prep
 - ✓ Phygital
- ✓ Platform & Publishing:
 - ✓ Platform Monetization
 - ✓ Content Monetization

❖ MarTech

- ✓ Events
 - ✓ Journey to the **Meta**
 - ✓ **Hybrid** Events



Improving Financials & Value Creation



Improving Financials & Profitability



Accelerated Earnings growth



Improved Margins



Healthy Balance Sheet



Shareholder Value Creation



10 Cr: Shareholder Value Distribution

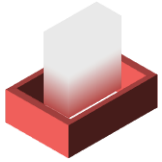


Liquidation of Land Assets

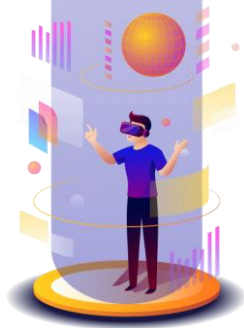


Stock Split (Q3 FY22)

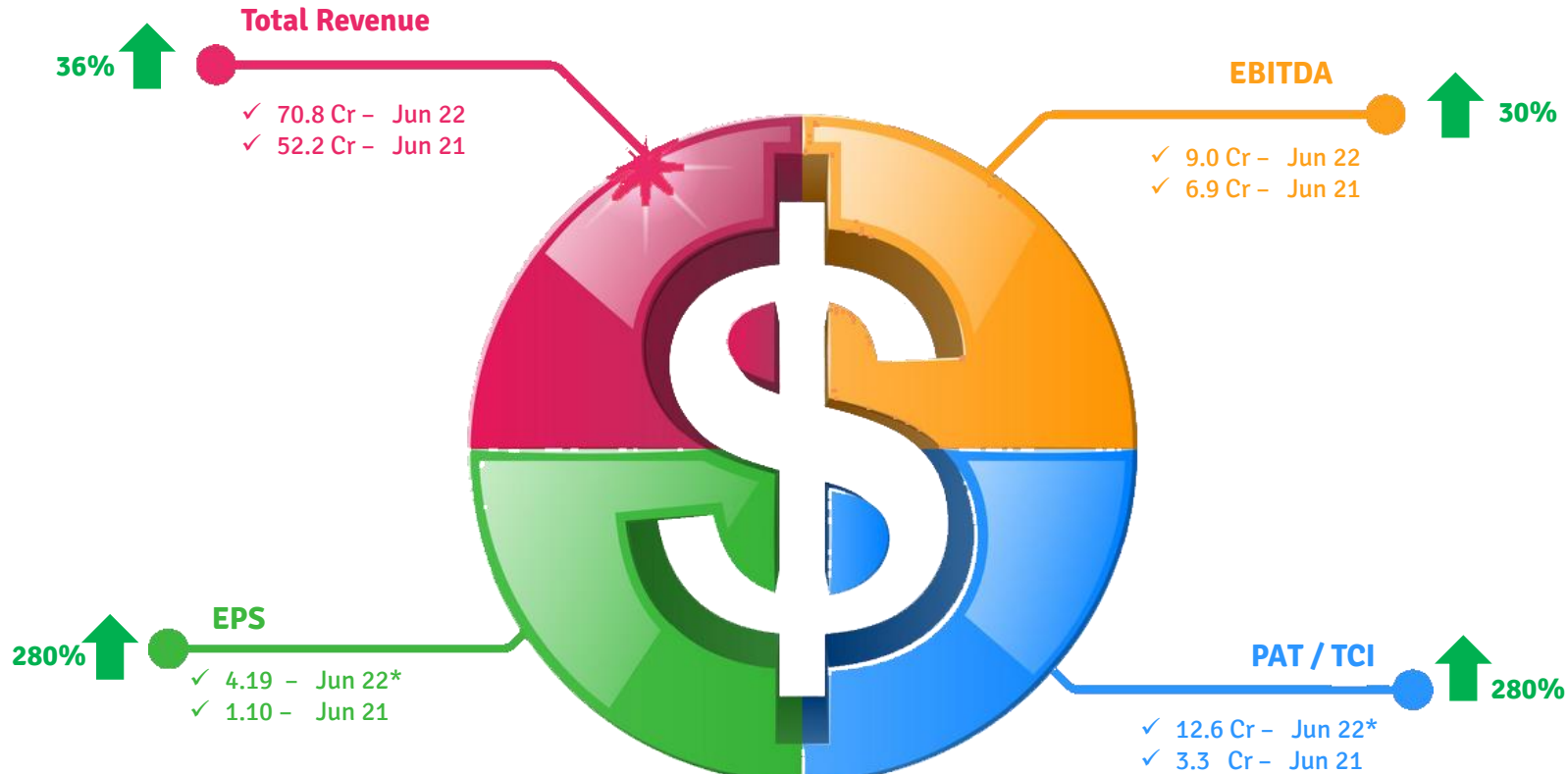




Financial Update



Financial Update

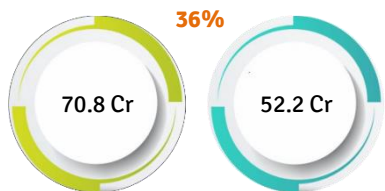


* Includes Net exceptional gains

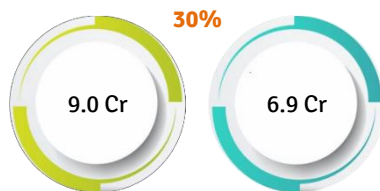


Financial Summary

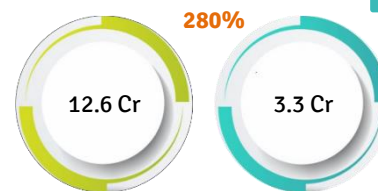
■ Q1 FY23
■ Q1 FY22



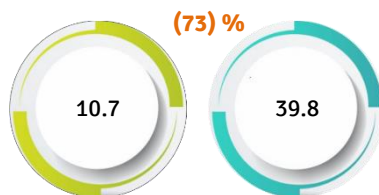
Total Revenue



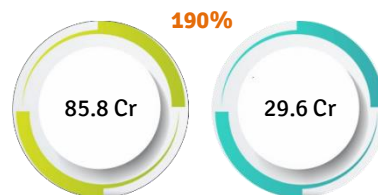
EBITDA



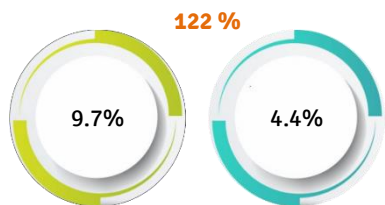
PAT/TCI*



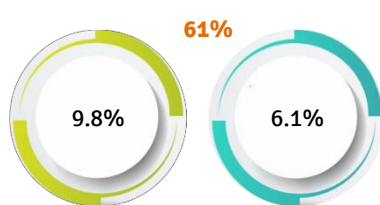
Total Borrowings



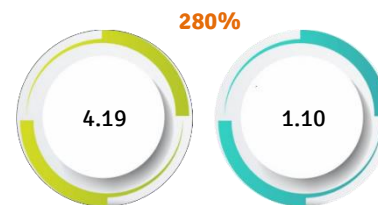
Net Cash



Annualized ROE* (%)



Annualized ROCE (%)



EPS*

* Includes Net exceptional gains



Segment Update

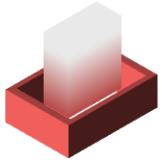
(Rs. In Cr)

	Q1 FY23	Q1 FY22	Y-o-Y
EdTech	45.2	33.7	34%
EBITDA	10.4	8.0	29%
MarTech	24.1	18.1	33%
EBITDA	1.5	1.2	18%
Total	69.3	51.9	34%
EBITDA*	11.4	9.1	26%

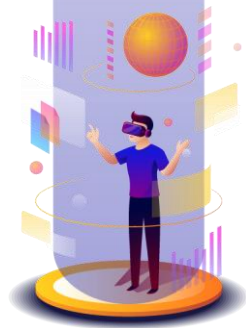
** Includes EBITDA for Others (Discontinued & Scaled Down) as well*

- Physical Events & Centers fully operational. Face-to-face business returns (along with associated costs)
- Re-registration with clients & authorities complete resulting in improvement in MarTech revenue in upcoming quarters





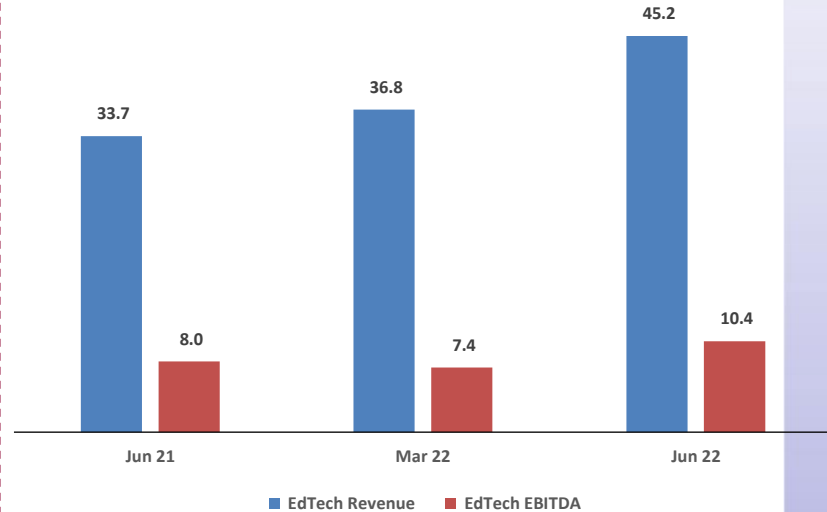
Business Update: EdTech



Business Update

- Physical Center fully operational. Partner expansion gaining traction.
 - 7 new centers added (LY Q1: 4 centers added)
- UG Leadership through CUET. CUET, Law, IPM, Study Abroad – 6 Cr Student Market
- CL brand reinforced with higher Marketing/Advertisement spends.
- Test Prep Shows strong growth.
 - ARPU up 31% Y-o-Y; Enrolments also shows positive growth
- Increase in paper cost being passed on to customers

(Rs. In Cr)



CUET - The Next Big Thing!

INTERVIEW | M JAGADESH KUMAR, UGC CHAIRPERSON

'CUET need of hour... will provide level playing field for students'

NEW DELHI: A day after the University Grants Commission (UGC) announced that central universities will admit students to undergraduate courses solely on the basis of the Common University Entrance Test (CUET) from the 2022-23 academic year, chairman M Jagadeesh Kumar said the commission will provide equal opportunity to students from different backgrounds and boards.

In an interview with *Fareeha Bhatkar*, Kumar dismissed apprehensions that the apex test will make high school performance irrelevant and said universities will be allowed to set performance eligibility criteria in entrance class 12 exams of candidates. **Edutopia** covers.



CUET: Origins go back to 2010

WHY NOW?
The UGC was initially constituted in the year 2010. At that time, central universities were set up. At present, 46 central universities conduct entrance exams. It was decided to have a common entrance exam for all central universities. Another reason was that NIPTE had been set up. It was felt that there should be a common entrance exam to provide equal opportunity to students from different backgrounds and boards.

THE BOARDS QUESTION
The first part will be general aptitude, current affairs, reasoning ability, quantitative reasoning, logical and analytical reasoning. There will also be an optional language exam for students who would want to pursue language courses.

Will class 12 performance become irrelevant now?
Absolutely not. The students would look out for CUET, they will look for colleges, for knowledge, for skills. Boards, the universities will be allowed to fix their minimum qualifying criteria in terms of class 12 marks, as they are already doing. For students, they can say students should have made 70% marks in their board exam in addition to their CUET scores entered with their UGC. We will not fix any minimum criteria and will let it be up to the universities to decide. However, to appear in CUET, students will have to pass past the class 12

What is a common entrance test?
One of the reasons why we introduced a common entrance test was to reduce the burden on students. Students right now are applying to different universities and appearing in different entrance exams. For undergraduate admissions, the universities also have to focus on their board scores for 10% and 90% marks. We should not assume that

all central universities were conducting examinations on the basis of class 12 marks. Many universities have already been conducting their entrance exams on the basis of the Common University Entrance Test (CUET) from the 2022-23 academic year. Chairman M Jagadeesh Kumar said the commission will provide equal opportunity to students from different backgrounds and boards.

Will class 12 performance become irrelevant now?
Absolutely not. The students would look out for CUET, they will look for colleges, for knowledge, for skills. Boards, the universities will be allowed to fix their minimum qualifying criteria in terms of class 12 marks, as they are already doing. For students, they can say students should have made 70% marks in their board exam in addition to their CUET scores entered with their UGC. We will not fix any minimum criteria and will let it be up to the universities to decide. However, to appear in CUET, students will have to pass past the class 12

What will be the structure of the exam?
The exam will be divided into two parts. The first part will be general aptitude, current affairs, reasoning ability, quantitative reasoning, logical and analytical reasoning. There will also be an optional language exam for students who would want to pursue language courses. Students will appear at separate examination centres and the test will be computerised with multiple-choice questions. Students will be allowed to bring their own piece of paper and mark their

How will the test facilitate the interdisciplinary movement from school to college?
Students from a holistic-driven university will announce which domains specific test a candidate has to do for which programme. The first part will be general aptitude, current affairs, reasoning ability, quantitative reasoning, logical and analytical reasoning. There will also be an optional language exam for students who would want to pursue language courses. Students will appear at separate examination centres and the test will be computerised with multiple-choice questions. Students will be allowed to bring their own piece of paper and mark their

What about skill-based courses having major practical components?
For such courses, including music, painting, sculpture and dance, the universities will be allowed to conduct practical exams in interview along with CUET.

Is there a risk CUET will be taken time to become a driver's compulsion?
The UGC chairperson also rejected concerns that the new test will reduce the importance of the Class 12 board examinations - which hitherto determined eligibility to several universities such as Delhi University.

Partners have bought into the product
The test will follow the NCERT curriculum, the government announced, which too raised some concerns that students who study in other boards may find it difficult to navigate.

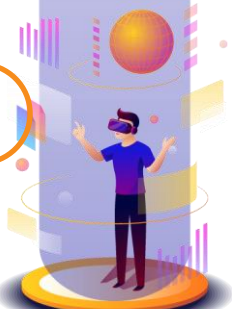
Long Term Classroom programs to target 11th & 12th Std Students
The syllabus will be announced in the first week of April and the examination will be held in July. So, there will be enough time for students to see if there is any difference between NCERT syllabus and their syllabus, and prepare for it. From next year onwards, students will already be aware of the syllabus, Kumar said.

Registration for 2022: 14.90 Lakhs

Can help grow CL 3x in 5 years

Partners have bought into the product

Long Term Classroom programs to target 11th & 12th Std Students



With IOL likely aspirants, CUET may beat JEE(M) in entrance test race

6L APPLY FOR ENGLISH
Application closed on May 11, 2022

English	Hindi	Urdu	Arabic
5,62,831	1,48,813	6,463	1,48,813
Male	Female	Male	Female
3,12,121	2,50,710	3,342	3,121

Top 5 countries

INDIA	5,62,831
USA	2,50,710
UK	1,48,813
Canada	6,463
Australia	1,48,813

Top 5 private universities

SRINIVASA UNIVERSITY	1,48,813
SRINIVASA UNIVERSITY	1,48,813
SRINIVASA UNIVERSITY	1,48,813
SRINIVASA UNIVERSITY	1,48,813
SRINIVASA UNIVERSITY	1,48,813

CUET a reform that will ease students' burden: UGC chief

Fareeha Iftikhar
@fareehaiftikhar

THE CUET WILL BE THE YARDSTICK FOR ADMISSIONS INTO A HOST OF CENTRAL GOVERNMENT UNIVERSITIES FOR THE ACADEMIC YEAR 2022-23

NEW DELHI: The Central University Entrance Test (CUET) will reduce the burden on students and cut the need for them to take separate tests for different central universities, University Grants Commission chairperson M Jagadeesh Kumar said on Tuesday, a day after the government announced a new assessment system for those applying to undergraduate courses.

The CUET will be the yardstick for admissions into a host of central government universities for the upcoming academic year 2022-23, and a more detailed plan - including the syllabus - is expected next month. One of the reasons why we introduced a common entrance test is to reduce the burden on students. Students right now apply to different universities and appear in different entrance exams. At the same time, they also have to focus on their board exams. Multiple exams were causing a lot of stress not only among the students but also their parents, Kumar said in an interview with HT.

CUET - The Next Big Thing!

14 New Subjects Added



Physics



Accounts



History



Chemistry



Business Studies



Political Sciences



Mathematics



Economics



Sociology



Biology



Geography



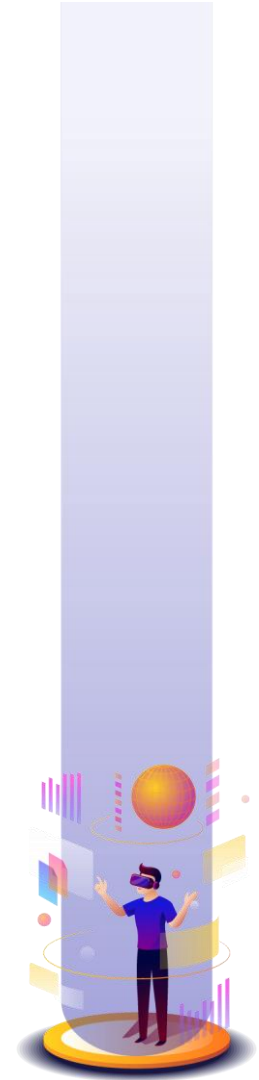
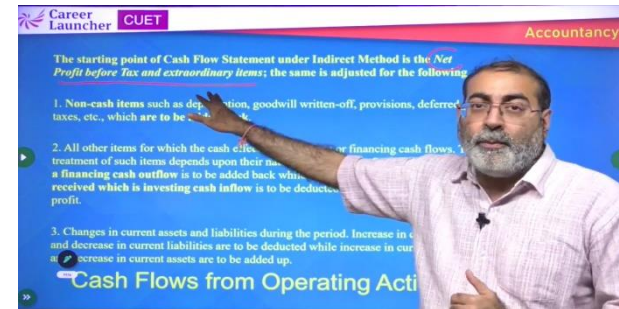
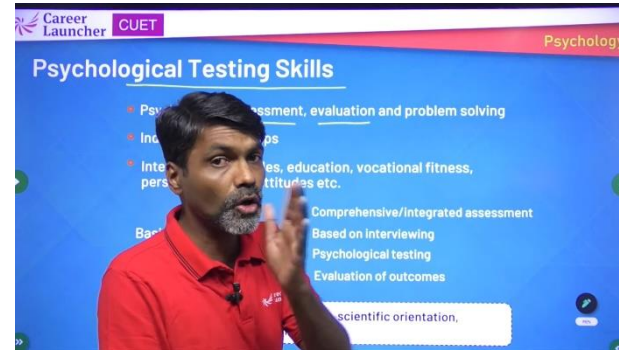
Computer Science



Legal Studies



Psychology



EdTech – Today is Omni



Physical

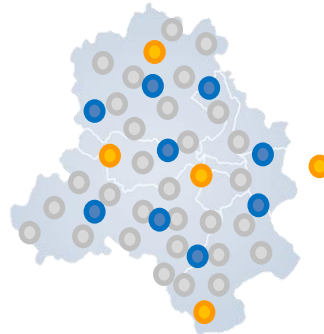


Digital

- 🌀 Omnichannel is the main dish (BYJUs + Aakash)
- 🌀 Online/Zoom fatigue is real
- 🌀 Technology \neq Behaviour
- 🌀 CL has coped well

🌀 **Distribution is the magic sauce**
CL in every district, every town (~5km)

🌀 **Delhi-NCR Pilot underway**
100 distribution points in 24 months



- Mega Centers
- Hub Centers
- Spoke Centers



CL in the Metaverse

CL in the virtual space – Metaverse

- Counselling
- Product awareness
- Unassisted/assisted enrolment
- Attend classes/Attempt mocks
- CL Shopping Mall

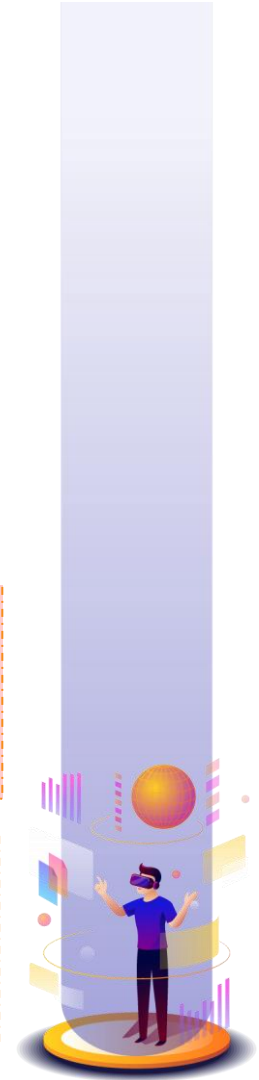


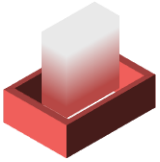
Student Identity stitching

- Collect incremental user data from various parts of Metaverse
- Align/combine various data points to assist personalization
- Data-driven outcome suggestions – e.g. IIM Profiler

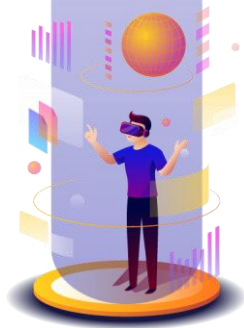
Personalized User-journeys and outcomes

- MBA and Law as the use-case – 99% unassisted
- Personalize for deeper academic assistance and support
- College applications, Admission consulting etc.



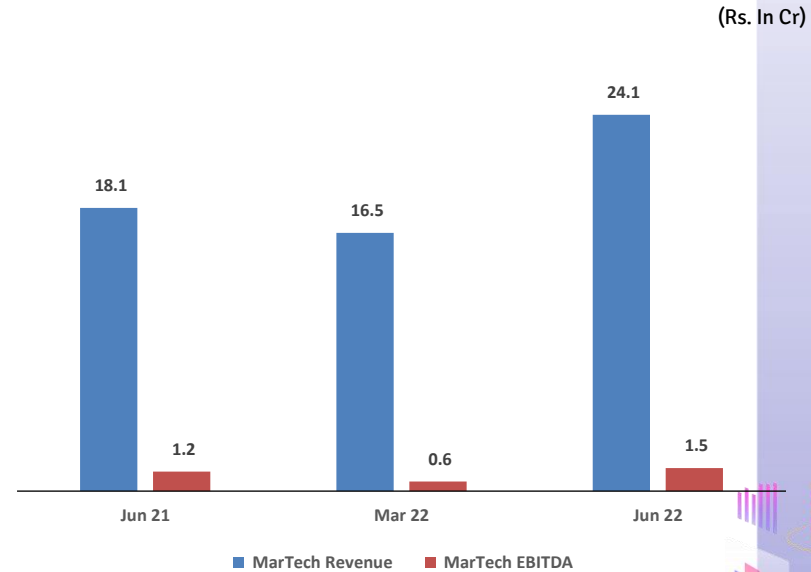


Business Update: MarTech



Business Snapshot

- VOSMOS launched with new website www.vosmos.world
 - 7 brands signed
 - Leading hotel chain pilot is promising
- Revenue up 24 Cr vs 18 Cr LY (Y-o-Y: 33%); Rise in Operating Expenses due to return of the physical events
- Physical Events Business has picked up
 - Dell and AWS are key clients
 - This poses a margins challenge
- Singapore Operations has had a very solid start to Q1



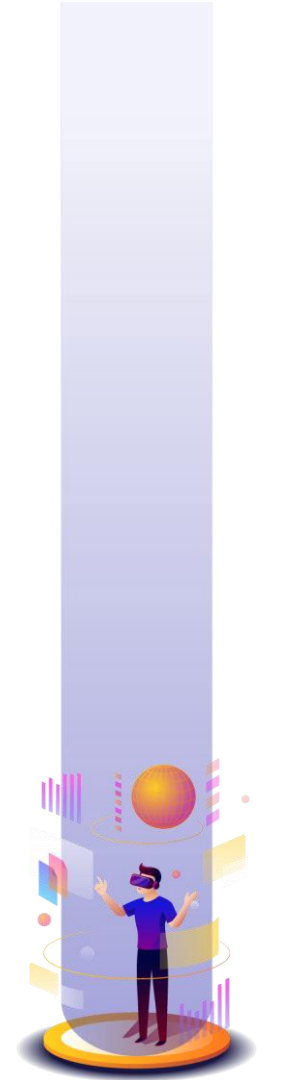


Corporate

- Microsoft
- Sun Pharma
- Frost & Sullivan
- Nutanix
- Dell EMC

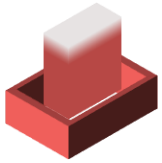
Variety

- Science Expo
- Women Leadership Conference
- Multilingual Doctor's Conference



Awards & Accolades





Corporate Updates



Corporate Updates



**Greater NOIDA Property Sale Concluded
(Value Realized: Rs 48 Cr)**



Buyback Completed

27 May

Buyback Start Date

11.8 Cr

Shareholder Payout
(Inc Buyback Taxes)

**Rs
125.4**

Buyback Average Price

29 July

Buyback End Date

**7.97
Lakhs**

Total Number of Shares Bought back

5.7%

Non-Promoter Shares bought back

30 bps

Estimated Annualized
ROCE Improvement

20 bps

Estimated Annualized
ROE Improvement





Get in Touch !



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