



CL Educate reports Y-o-Y Revenue growth of 42%, PAT/TCI up 140%

Delhi, January 30th, 2023: CL Educate Ltd. (BSE: 540403), (NSE: CLEUCATE), has reported that its revenue grew by 42% to Rs. 226.9 crores during the period ended 31 December 2022 as compared to Rs. 159.3 crore during the period ended 31 December 2021. With this the company has also surpassed its last full year's revenue of Rs. 216.2 crores.

Total Comprehensive Income (TCI) grew by 140% to Rs. 22.4 crore (including ~ Rs. 6.0 crore Pre-Tax on account of a one-time exceptional gain) in the Period ended 31 December 2022 as compared to Rs. 9.3 crore in the period ended 31 December 2021.

The business is back to operating at full tilt with COVID 19 now firmly in the rear view mirror. The MRRs for both EdTech and MarTech business are nearly at pre-COVID levels, with the company investing aggressively in marketing in pursuit of improved market share.

Review of consolidated financial performance for the Period Ended December 31st, 2022:

- Revenue grew 42% to Rs. 226.9 crore during the period ended 31 December 2022 as compared to Rs. 159.3 crore during the period ended 31 December 2021.
- EBITDA grew by 24% to Rs. 26.7 crore with the margin at 11.8% during the period ended 31 December 2022 as compared to Rs. 21.6 crore during the period ended 31 December 2021.
- The Company reported a PAT (Total Comprehensive Income) of Rs. 22.4 crore in the period ended 31 December 2022 including one time Pre-Tax exceptional income of about Rs. 6 crores due to Sale of its Asset held at Greater NOIDA as compared to Rs. 9.3 crore during the period ended 31 December 2021.

Q3 Current Year vs Q3 Last Year:

- Revenue grew by 22% to Rs. 65.3 crore during the quarter ended 31 December 2022 as compared to Rs. 53.4 crore during the quarter ended 31 December 2021.
- With physical events recommencing in the MarTech segment and physical centers having re-opened in the EdTech segment, the company recorded an EBITDA of Rs. 8.0 crore in the quarter ended 31 December 2022 from an EBITDA of Rs. 6.6 crore in the quarter ended 31 December 2021 a growth of 23%.
- The company recorded a Total Comprehensive Income (PAT) of Rs. 5.1 crore during the quarter ended 31 December 2022 as compared to Rs. 3.1 crore during the quarter ended 31 December 2021 a growth of 65%.



Commenting on the results, Mr. Arjun Wadhwa, CFO, CL Educate said:

“ We are pleased to share that revenue have grown by almost 25% in Q3 FY23 vis-à-vis the same quarter last year, with even our traditionally weakest quarter contributing to our positive growth story. We are currently focused on aggressively growing our revenue and market share. We anticipate this story to expand further in Q4 and into FY24 as we build on leveraging our Career Launcher & VOSMOS brands across the two business segments”

About CL Educate

Listed on the BSE and NSE of India in 2017, CL Educate Ltd. is a well-diversified and technology enabled company operating in EdTech & MarTech market segments. CL Educate has emerged as a market leader in its core consumer- and enterprise-focused businesses; and continues to entrench itself with multiple product offerings across physical and digital channels of delivery. It commenced its operations in 1996 and is present in test-preparation & training services, publishing & content development, integrated business, marketing & sales services for corporates, and integrated solutions to educational institutions. Led by a team of highly qualified professionals including IIT-IIM alumni, with a passion for excellence, the twenty-seven-year-old company has successfully diversified from a single MBA Test-prep center to a pan India conglomerate in an asset-light, technology enabled manner leveraging strong synergies between its businesses. For details, visit www.cleducate.com

For more information, regarding CL Educate you can visit our corporate website:

[Annual Report](#) | [Financial Statements](#) | [Quarterly Results](#) | [Telegram Channel](#)

For further information, please contact:

| |
|--|
| Amit Kanabar – Finance & Investor Relations CL Educate Ltd. Phone: +91-11-4128 1100 Email: amit.kanabar@careerlauncher.com |
|--|

***Note:** Except for the historical information and discussion contained herein, statements included in this release may constitute forward looking statements. These statements involve several risks and uncertainties that could cause actual results to differ materially from those that be projected by these forward-looking statements. These risks and uncertainties include, but not limited to such factors as competition, growth, pricing environment, recruitment and retention, technology, wage inflation, law and regulatory policies etc. Such risks and uncertainties are detailed in the Annual Report of the company which is available on the website www.cleducate.com. CL Educate Ltd. undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof. The figures have been rounded at places.*

