



**Excellence Since 1995**

**Investor Presentation Q2 FY22-23**



# Core Values



# Safe Harbour

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Q2 FY 22 means the Quarter ending September 30, 2021

H1 FY22 means Half Year ending September 30, 2022

Q2 FY 23 means the Quarter ending September 30, 2022

H1 FY23 means Half Year ending September 30, 2022



# Content



Corporate Action



Macro View

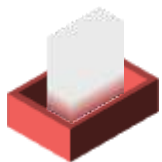


Financial Updates



Business Updates





## Corporate Action

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# Corporate Action: A Summary



## Liquidation of Unproductive Assets



**Indore Property Sale Initiated**  
(Proposed Transaction: Rs 17.5 Cr) – **Q2 FY23**



**Greater NOIDA Property**  
(Transaction Value: Rs 48 Cr) – **Q4 FY22**



**Faridabad Properties (2)**  
(Transaction Value: Rs 10.5 Cr) – **Q3 FY22**



**Amritsar Property**  
(Transaction Value: Rs 2.3 Cr) – **Q3 FY22**



## Shareholder Value Creation



**Bonus Issue (1:1) – (Q2 FY23)**

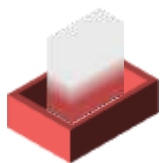


**Buyback (Q4 FY22)**



**Stock Split (Q2 FY22)**



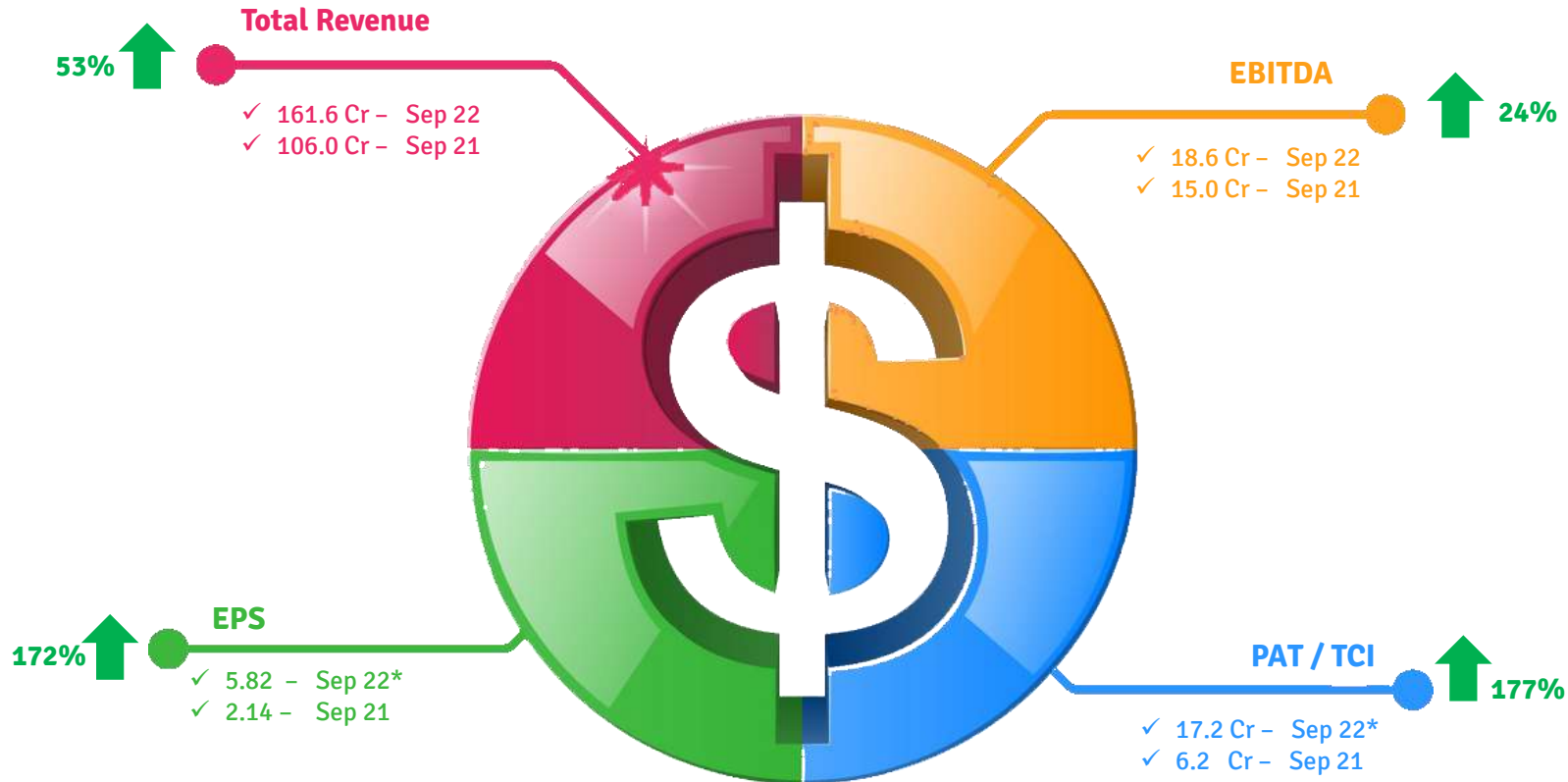


## Financial Update

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# Financial Update



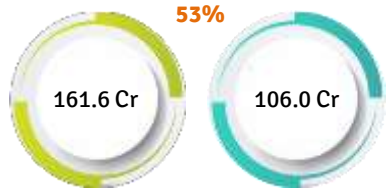
\* Includes Net exceptional gains



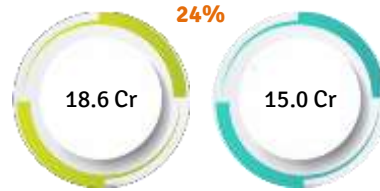


# Financial Summary

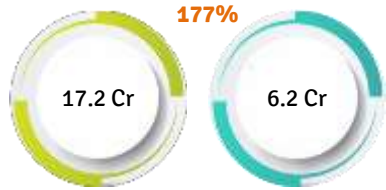
■ Sep 22    ■ Sep 21



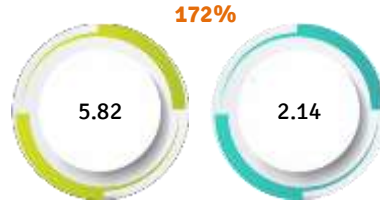
**Total Revenue**



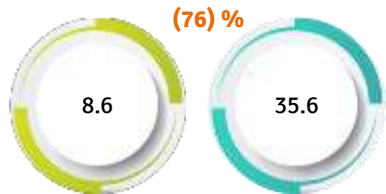
**EBITDA**



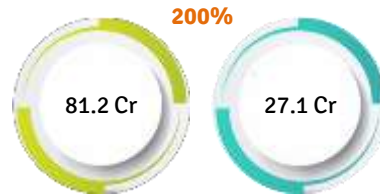
**PAT/TCI\***



**EPS\***

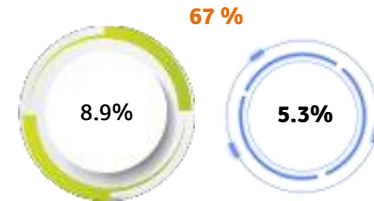


**CC Utilization**  
(LT Borrowings: 1.8 Cr vs 3.8 Cr)

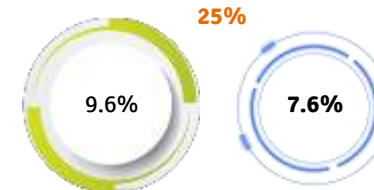


**Net Cash**

■ Sep 22 (E)    ■ Mar 22 (A)



**ROE (%)**



**ROCE (%)**

\* Includes Net exceptional gains



# Segment Update

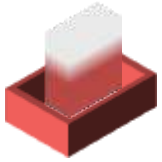
(Rs. In Cr)

	Q2 FY23	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
<b>Total Revenue</b>	<b>89.1</b>	<b>69.3</b>	<b>29%</b>	<b>158.4</b>	<b>104.4</b>	<b>52%</b>
<b>EBITDA*</b>	<b>12.1</b>	<b>11.4</b>	<b>6%</b>	<b>23.5</b>	<b>19.1</b>	<b>23%</b>
<i><b>EdTech Rev</b></i>	<i>51.7</i>	<i>45.2</i>	<i>14%</i>	<i>96.8</i>	<i>65.4</i>	<i>48%</i>
<i>EBITDA</i>	<i>10.5</i>	<i>10.4</i>	<i>1%</i>	<i>20.9</i>	<i>16.0</i>	<i>31%</i>
<i><b>MarTech Rev</b></i>	<i>37.5</i>	<i>24.1</i>	<i>56%</i>	<i>61.5</i>	<i>39.0</i>	<i>58%</i>
<i>EBITDA</i>	<i>1.9</i>	<i>1.5</i>	<i>32%</i>	<i>3.4</i>	<i>3.6</i>	<i>-5%</i>

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

- Revenue Growth boosted by return to 'Old Normal' across businesses
  - EdTech – Centers fully operational
  - MarTech – Physical events back fully, revenue growth strong , but margin dips
- EBITDA growth slower than revenue bcz of associated costs of physical biz, strong Spends on Marketing
- Key focus on gaining Market share and deeper penetration





## Macro View

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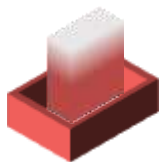
## Economic Environment

- Developed Country Economies – USA, Britain, Euro Zone , Japan, China facing slowdown .
  - x Russia-Ukraine conflict remains unresolved
- Inflation continues to remain high leading to hike in Interest rates around the world reducing demand & Consumption.
- Recession: A possibility before end of this year in the West.
- Impact on India: Further inflationary hike expected, Exports reduced, Domestic demand may be subdued.

## Education Policy

- Education Policy & NEP 2020
- Momentum post Parliament adoption
- Downstream:
  - CUET – Unified College Entrance Exams
  - Study in India
- India Education - Exports and global opportunities
  - Build in India
  - Service globally
  - Attract Talent / Students
- India 2022-2032
  - China (2005-2015)
  - USA (1990-2000)





## Business Update: EdTech

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# Business Update

## Test Prep

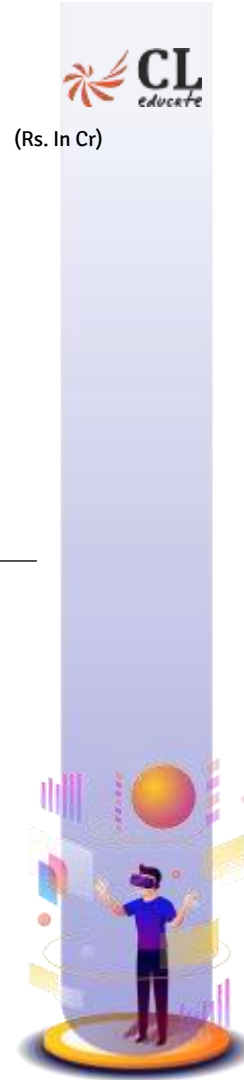
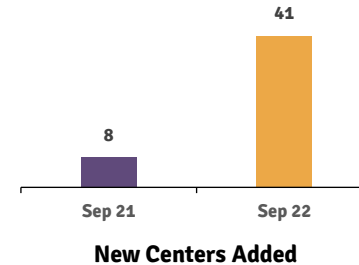
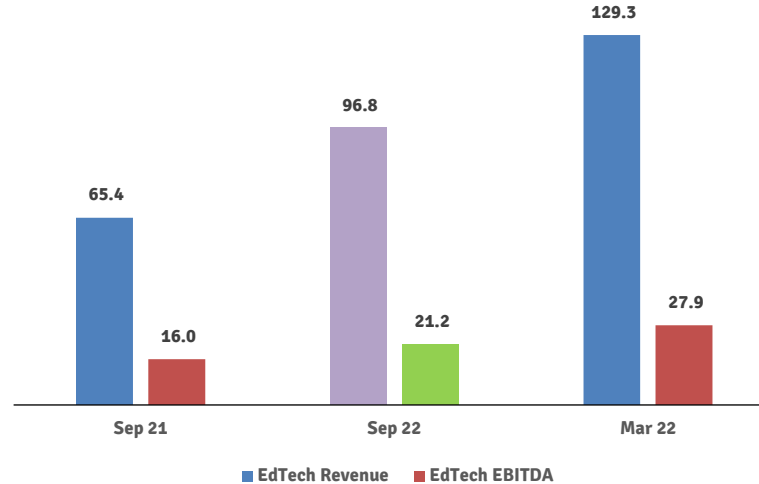
- Test Prep Shows strong growth.
  - ARPU up 30% Y-o-Y; Enrolments up 11%
  - Business Partner Billing up 65%.
  - Change in Law Exam date: seasonality
  - 41 New centers added in H1 FY23

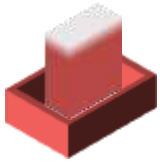
## Content

- Publishing Vol up 24% Y-o-Y
  - Paper costs high: however, margin has been largely preserved

## Platform

- Biz up 42% (Y-o-Y): New Clients signed up – 23
- Re-Opening of MBA Colleges helping push business
- CUET scenario evolving – promising for 2023-24.





## Business Update: MarTech

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## Biz Overview

- Revenue spike due to Hybrid events. Short term impact on margins.
  - Primary Goal: Pre-covid revenues
- Global Markets – US, Singapore, Indonesia, GCC

## VOSMOS

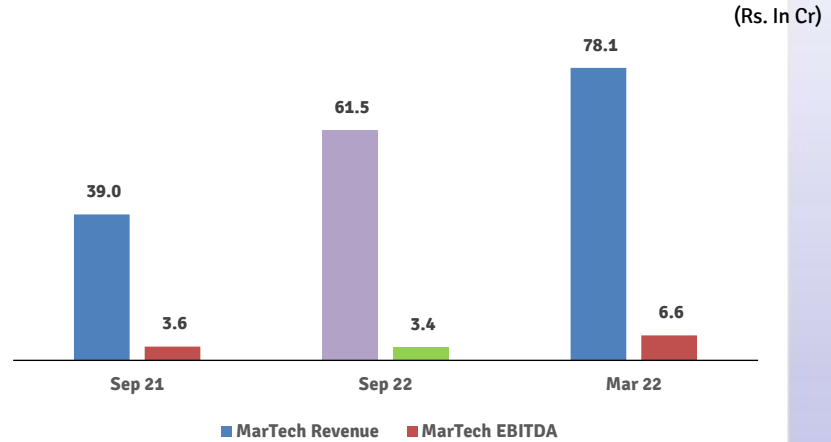
- ✓ The DIY of the same will be pushed from Jan onwards

## Metaverse/Meta-Commerce

- ✓ Focused Industries - Real Estate, Hospitality, Retail & E-Commerce and Education. A prominent hotel chain's meta-pilot should be delivered in next few weeks
- ✓ Our first Avatar driven store is ready

## Services Biz

- ✓ Flagship Hybrid events: Dell and AWS executed
- ✓ Digital Marketing / MarComm picking up well







# Get in Touch !



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