



## **CL Educate Breaks Records: Reports highest-ever PAT (TCI) of ₹24.6 Cr Total revenue close to ₹300 Cr**

**Delhi, May 10<sup>th</sup>, 2023:** CL Educate Ltd. (BSE: 540403), (NSE: CLEUCATE), has reported its highest-ever PAT (TCI) of ₹24.6 crore for the year ended 31 March, 2023, as compared to ₹14.6 crore for the year ended 31 March, 2022. The Company has further reported a growth of 37% in its total revenue: from ₹217.9 crore for the year ended 31 March, 2022 to ₹297.7 crore for the year ended 31 March, 2023.

The Company has achieved its goal of being a net-debt free company; and has accumulated net cash of ₹100 crore till the period ended 31 March, 2023.

### **Review of consolidated financial performance for the year ended 31 March, 2023:**

- Revenue grew 37% to ₹297.7 crore for the year ended 31 March 2023, as compared to ₹217.7 crore for the year ended 31 March, 2022.
- EBITDA grew by 10% to ₹32.0 crore—with the margin at 10.8%—for the year ended 31 March, 2023, as compared to ₹29.2 crore for the year ended 31 March, 2022.
- The Company reported a PAT (Total Comprehensive Income) of ₹24.6 crore for the year ended 31 March, 2023, as compared to ₹14.6 crore for the year ended 31 March, 2022.

### **Q4 Current Year vs Q4 Last Year:**

- Revenue grew by 23% to ₹70.8 crore for the quarter ended 31 March, 2023 as compared to ₹57.4 crore for the quarter ended 31 March, 2022.
- With physical events recommencing in the MarTech segment, physical centers having re-opened in the EdTech segment, and its strategy to increase market share in new segments (CUET & Student Mobility), the Company has increased its marketing, manpower, and technology expenses. As a result, the Company recorded an EBITDA of ₹5.3 crore for the quarter ended 31 March, 2023 as compared to ₹7.6 crore for the quarter ended 31 March, 2022.



*Commenting on the figures, Mr. Arjun Wadhwa, CFO, CL Educate said: “We are extremely pleased with our strong financial performance for the fiscal year 2022-23, marking the highest-ever PAT. Our unwavering focus on strategic growth, market expansion, and operational efficiency has enabled us to achieve this, despite a return to a hybrid model from a pure-online play, whilst investing heavily in product, people, technology, and marketing. With new segments across our EdTech and MarTech businesses already driving growth, we are confident in our ability to maintain the growth momentum and create lasting value for our stakeholders.”*

### **About CL Educate**

CL Educate Ltd., a technology-driven and well-diversified company in the EdTech and MarTech sectors, was listed on BSE and NSE of India in 2017. As a market leader, CL Educate has established a strong presence in both consumer and enterprise-focused businesses by offering a range of products and services through physical and digital delivery channels. Since its inception in 1996, the company has expanded its operations to include test preparation and training services, content development and publishing, integrated business solutions, marketing and sales services for corporates, as well as comprehensive solutions for educational institutions. Guided by a team of accomplished professionals, including IIT-IIM alumni, CL Educate has grown from a single MBA Test-prep center to a nationwide conglomerate over its 27-year history. The company's asset-light, technology-enabled approach has allowed it to effectively leverage synergies among its various businesses. For more information, visit [www.cleducate.com](http://www.cleducate.com)

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

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

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*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](http://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.*

