



INVESTOR PRESENTATION

- Q3 FY2026 -



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CAREER LAUNCHER - TRUSTED PAN INDIA OMNICHANNEL TEST PREP BRAND

150
Centers

35%+
Market Share:
MBA & Law

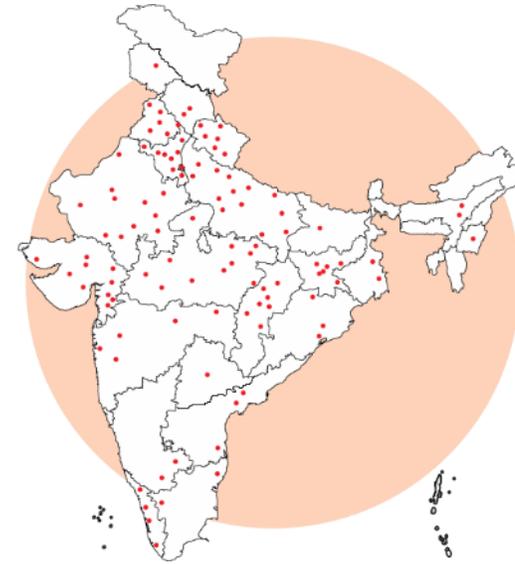
700K+
Books Sold

400+
Institutional
Clients

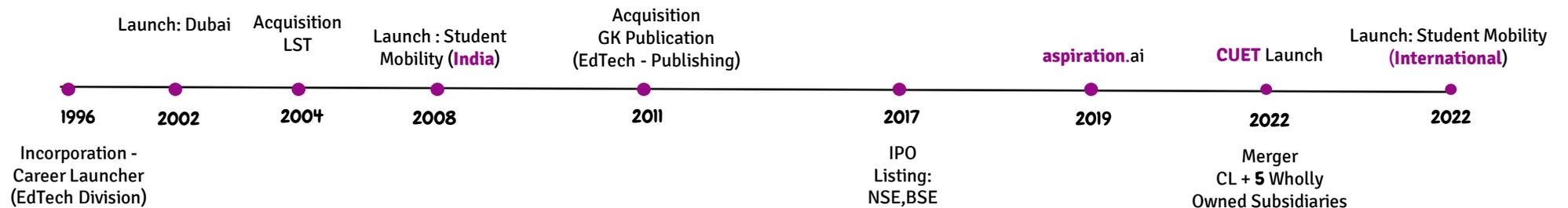
5+
Locations in UAE

9
Locations in
Asia + Africa

- Present in the verticals of:
 - Test preparation and admission consulting
 - Content Monetization: Publishing of competitive books
 - Platform Monetization: Integrated Solutions to Educational Institutions & Universities
- Established dominance in Aptitude segments of MBA, Law & IPM
- CUET & Study Abroad added as verticals in **FY23**.
- Proprietary content, complemented by experienced faculty members & trainers
- International presence predominantly in the Middle East at present



Key Milestones



Course : **MBA** | TAM : **3.3 Lacs** | Launch : **1996** |
 | Market Share : **30-35%** |

Expansion Plan:

- ✓ Market share expansion
- ✓ State level exams: MHCET, SNAP, XAT





 Classroom Teaching


 Online Teaching

Course : **CUET (UG)** | TAM : **14 Lacs** | Launch : **2022** |
 | Market Share : **New Exam** |

Expansion Plan:

- ✓ Brand New Market; Expected to be GaoKao (China) of India
- ✓ 17 Lakh+ Students registered
- ✓ Expected registrations: **70** Lakh in next **3-5** years
- ✓ Add **100+** physical centers dedicated towards CUET + board exam coaching




Course : **Student Mobility** | Launch : **2022** |
 | Market Share : **New Product** |

Expansion Plan:

- ✓ New Market
- ✓ 6 Million Students studying in non-native countries
- ✓ Markets: India to Anywhere & Anywhere to Anywhere
- ✓ Focus: Network Expansion, Consulting growth





Course : **Law** | TAM : **60K** | Launch : **2004** |
 | Market Share : **35-40%** |

Expansion Plan:

- ✓ FY24 CLAT+AILET Registrations:60K;
- ✓ Law as career is gaining acceptance and momentum.
- ✓ Expected to reach **100K** registrations with change in exam cycle





 Test Series


 Admission Consultancy

Global offices – **India, USA, Singapore, Indonesia & UAE**

Services offered:

- ✓ Event Management (Physical) & Virtual Events Platform
- ✓ Digital & MarComm Services
- ✓ Customized Engagement Programs (CEP)
- ✓ Transitioning Biz to Metaverse



900+ Days of Events



50+ Days of Events



50+ Days of Events

Key Milestones



Highest volume
in CBT



73 L+

A Single Examination

20+ years



Market leader in Certification
Exams

India's largest



237 Own Centers

PAN India Network

Sustained Revenue



200+ Cr
EBITDA % (Avg.)

15%

Technology



OWN OS

6 Copyrights & 2 Patents

1 Lakh+



Concurrent Single
Session Exams

4th



Largest Standalone
Digital Assessments
Company in the World

Working with



**Regulators, PSUs,
Institutions &
Intl. Clients**

Flexi Self-Scheduling



ON DEMAND

Exam Anywhere Anytime



DEX CUSTOMER LANDSCAPE

55Mn+ Assessments conducted till March 25



20+ years Successful Track Record



Certification & Accreditation and Recruitment & Entrance exams (Regulators, Strategic Accounts, Railways & States)

<p>IRDAI</p> <p>20Mn+ Exam Count</p> <p>17+ Vintage</p>	<p>AADHAAR UIDAI</p> <p>1.8Mn+ Exam Count</p> <p>10+ Vintage</p>	<p>NiSM NISM/NCFM</p> <p>1.7Mn+ Exam Count</p> <p>10+ Vintage</p>	<p>IIBF</p> <p>4Mn+ Exam Count</p> <p>09+ Vintage</p>	<p>DGT</p> <p>9Mn+ Exam Count</p> <p>04+ Vintage</p>	<p>NTA</p> <p>2Mn+ Exam Count</p> <p>02+ Vintage</p>	<p>ICAI</p> <p>0.4Mn+ Exam Count</p> <p><1 Vintage</p>	
<p>RPF</p> <p>7.3Mn+ Exam Count</p> <p>FY19 Year of exam</p>	<p>Railway Recruitment Board</p> <p>0.4Mn+ Exam Count</p> <p>FY20 Year of exam</p>	<p>DGAFMS</p> <p>64K+ Exam Count</p> <p>02+ Vintage</p>	<p>INDIAN NAVY</p> <p>0.2Mn+ Exam Count</p> <p>FY21 Year of exam</p>	<p>UPPRPB</p> <p>1.9Mn+ Exam Count</p> <p>FY15 Onwards</p>	<p>TNeGA</p> <p>1.4Mn+ Exam Count</p> <p>04+ Vintage</p>	<p>OSSC</p> <p>0.8Mn+ Exam Count</p> <p>FY22 onwards</p>	<p>India Post DOP</p> <p>0.6Mn+ Exam Count</p> <p>FY21 Year of exam</p>

AGENDA



FINANCE UPDATE



BUSINESS UPDATE



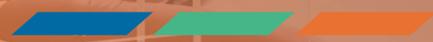
CORPORATE UPDATE





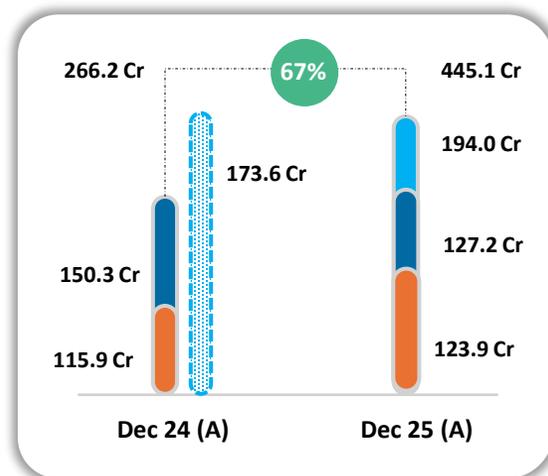
FINANCE UPDATE

- Q3 FY2026 -

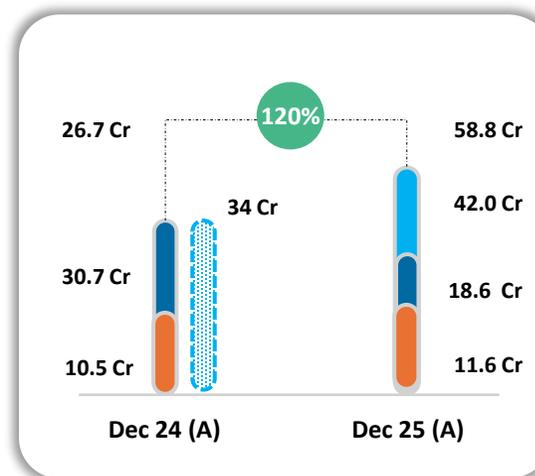


CONSOLIDATED FINANCIAL SUMMARY

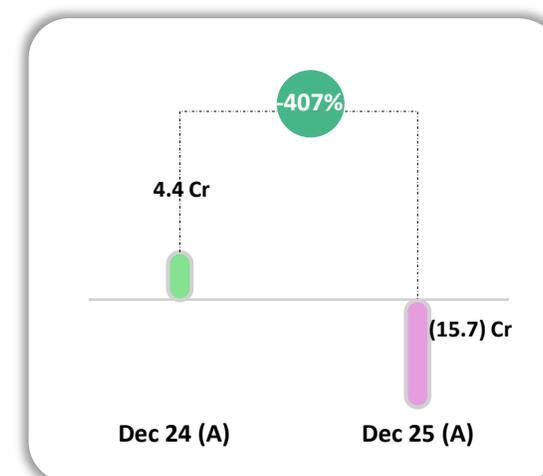
TOTAL REVENUE



BIZ EBITDA



PAT



■ EdTech ■ MarTech ■ DEX

- ✓ Revenue growth driven by Assessments and MarTech Biz
- ✓ Consolidated Net Loss at Rs. 15.7 Cr
 - ❖ Primarily due to increase in Finance Cost & Depreciation aggregating to Rs. 68 Cr (vs 15 Cr LY), and
 - ❖ Actual Interest Cost: 21 Cr
 - ❖ IND AS Impact (Interest Cost & Depreciation): 28 Cr
 - ❖ One-time exceptional expenses due to changes in Labour codes : Rs. 5.3 Cr



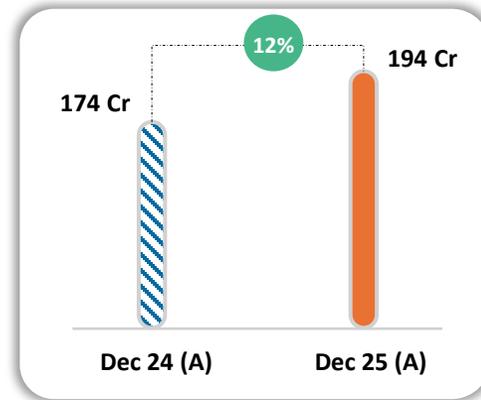
DEXIT UPDATE

- Q3 FY2026 -

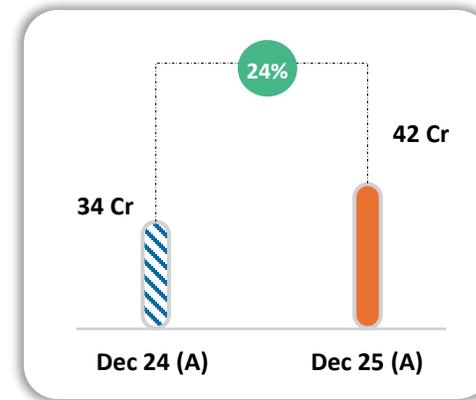


M&A

REVENUE



BIZ EBITDA

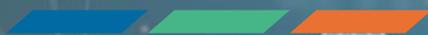


Highlights:

- ✓ 100% rollover of clients post acquisition
- ✓ Steady business growth of 12% over previous year, Margins improved over last year
- ✓ Nearly 70L exams this year :
 - ✓ C&A : ~25L
 - ✓ R&E: ~45L
- ✓ New segment / Business generated : CCRAS, DGAFMS, IIM-B, Ashoka University, Meazure Learning, NACIN, mFin



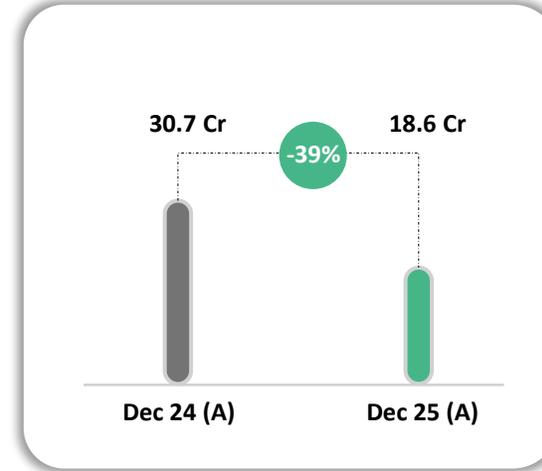
EDTECH UPDATE
-Q3 FY2026-



TOTAL REVENUE



BIZ EBITDA



Business Highlights

- ✓ MBA segment – A difficult CAT exam sees a renewed interest in coaching.
- ✓ BBA & IPM – Emerging Segment
- ✓ Law – Steady business
- ✓ Platform Monetization: Carry forward revenue at Rs. 1.9 Cr vs 0.4 Cr LY;
 - ✓ Order Book at 2 Cr; revenue to accrue in Q4.
- ✓ Publishing Biz – Moving towards product offering instead of just books.
 - ✓ Author-led series, white-label sales and online sales continue to exhibit growth

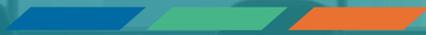
Market Action:

- ✓ Newer variants launched at multiple price points with some early success
 - ✓ AfA
 - ✓ Hybrid options
 - ✓ 1000 series
- ✓ AI Driven academic support
- ✓ Expanded into schools through institutional partnerships
- ✓ Test series launched on DEX platform for real-life simulation
- ✓ EasyApply update:
 - ✓ ~14K forms CY 9-month vs ~10k LY FY
 - ✓ Exams live – XAT, SNAP, NMAT, SLAT, BITS LAW, LNAT all major MBA exams



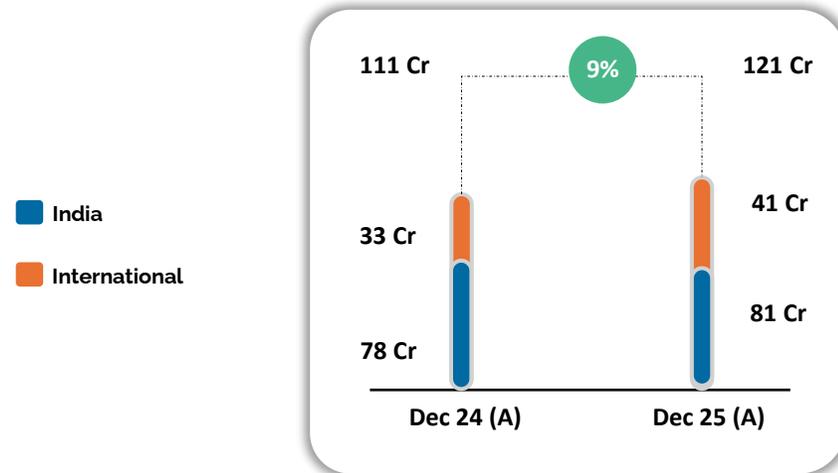
MARTECH UPDATE

- Q3 FY2026 -

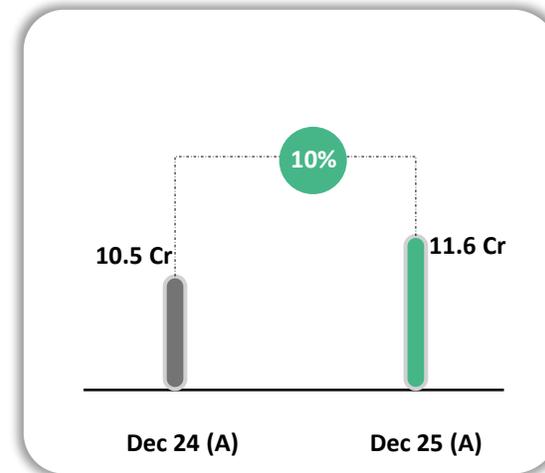


MARTECH - HIGHLIGHTS

TOTAL REVENUE



EBITDA



- ✓ New Clients include PwC, Himalaya and Zoho
 - ✓ Air India Biz restarts post the unfortunate crash LY
- ✓ Audience & CXO generation momentum continues – Projects completed for Google & PwC
 - ✓ Engagements for CXO program initiated with Dell, Salesforce, Nutanix, Apple
- ✓ APAC Update:
 - ✓ Revenue mix improved.
 - ✓ Marquee new clients accounts added – Autodesk, H2O, Certis and Xiamen Airlines
 - ✓ Social Events – Bollywood Night in planning stage
- ✓ Utsav – Strong wedding and social events pipeline
 - ✓ 9 months revenue @ 6 Cr



CORPORATE UPDATE

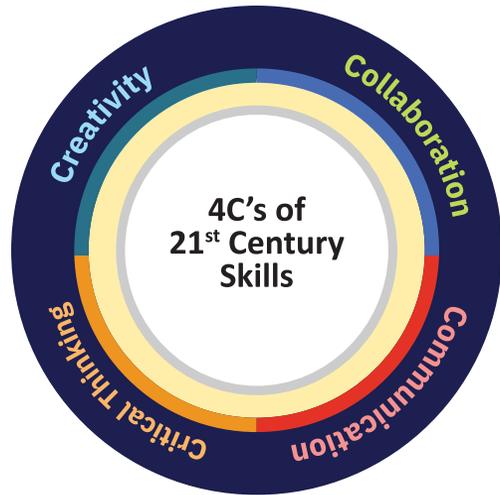
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SATHI - WHAT AND WHY

Marks alone are no longer enough

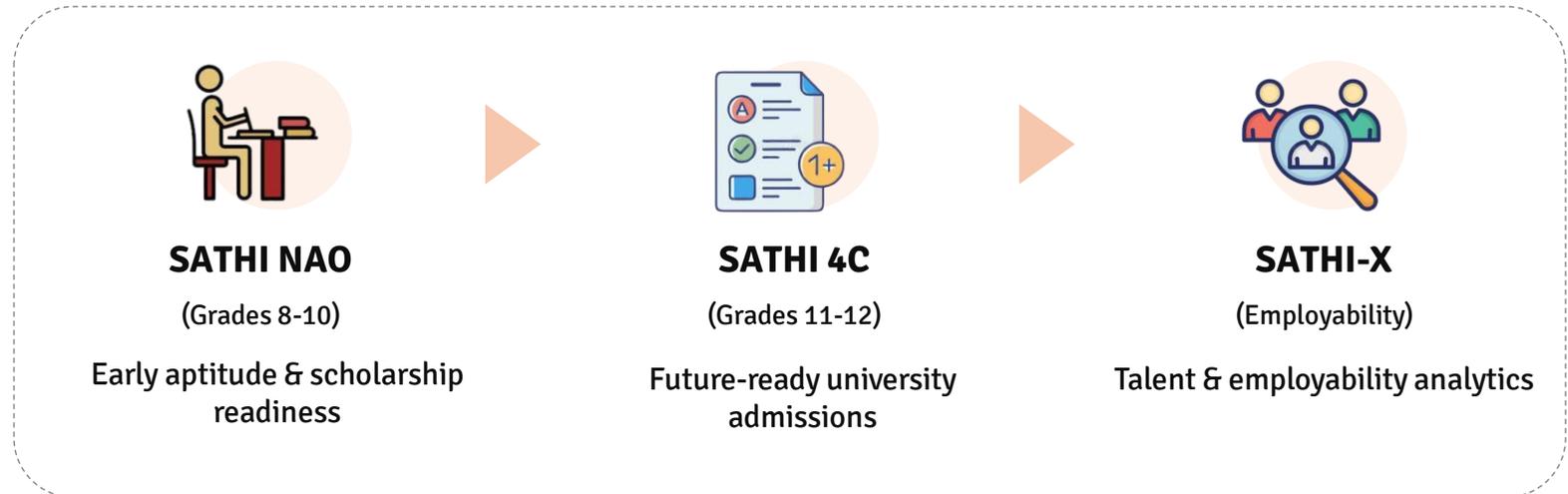
- Even the toughest entrance exams **only test domain knowledge**
- Quality in education begins with the right entry
- Global frameworks (OECD, WEF, UNESCO, UN) consistently emphasise:



What is SATHI?

- Measures **Critical Thinking, Creativity, Communication, Collaboration**
- Designed for **self-understanding** and **development**
- **Not** just an entrance exam

- ✓ Gives a fair, global-standard view of student readiness – beyond rote learning
- ✓ Better student–program fit – lower drop-outs
- ✓ NEP-aligned holistic intake - enables personalized learning pathways
- ✓ Can be used post-admission/during learning



SATHI - LAUNCHED



SATHI – Launched in the presence of of leaders from across industries and academia

2026



mySATHI Research Report released!

Potential Revenue Monetization



Assessment (Core Engine)

- **Universities:** ₹2.5 lakh/suite/year (Assessment, Personality, PI)
- **Schools:** ₹2 lakh / class / year (NAO / 4Cs) till 31 March 2026
- **Direct candidates:** ₹500 per attempt

Assessment remains the primary, scalable revenue anchor



Applications – EasyApply

- Per-application / volume-based commissions
- One profile → multiple applications increases stickiness



Practice & Learning Zones (Upsell)

- School-paid learning access (via CL) layered on top of assessments
- Student-paid practice packs / subscriptions

SATHI - INSTITUTIONS AND COLLEGES

Empaneled Institutions



and MREI



18 Empaneled Institutions

907 Courses

Institutions in Advanced Engagement



Mayo College
Ajmer, India



THE SCINDIA SCHOOL



GET IN TOUCH!



THANK YOU !

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