

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: CLEDUCATE
ISIN: INE201M01029

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation for the Quarter and Nine Months Period ended December 31, 2025

Dear Ma'am/Sir(s),

In compliance with the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and in furtherance to our intimation dated February 03, 2026, please find enclosed herewith Analysts and Investors Earnings Call presentation on the Company's Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months period ended December 31, 2025. The presentation will be presented during the Earnings Call scheduled today, i.e., February 06, 2026, at 03:30 P.M. IST.

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

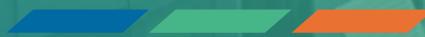
Arjun Wadhwa
Chief Financial Officer

Place: Mumbai
Date: February 06, 2026



INVESTOR PRESENTATION

- Q3 FY2026 -



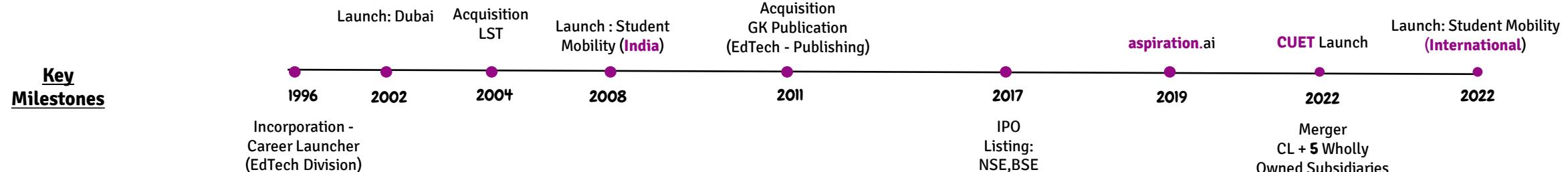
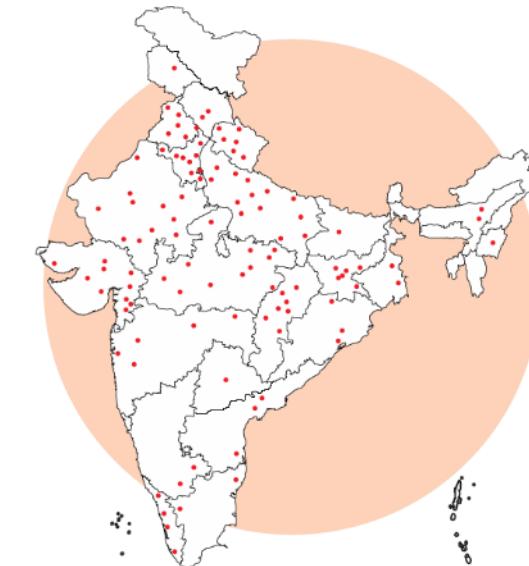
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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could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



- 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



Course : **MBA** | TAM : **3.3 Lacs** | Launch : **1996** |

| Market Share : **30-35%** |

Expansion Plan:

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



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



Classroom Teaching



Online Teaching



Test Series



Admission Consultancy

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



- 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



Esteemed Clients



900+
Days of Events



50+
Days of Events



50+
Days of Events

Key Milestones

1996
Incorporation - CL Educate

2008
Acquisition Kestone

2016
Launch: Kestone Singapore

2017
IPO Listing: NSE,BSE

2018
Launch: Kestone US

2020
Virtual Events Platform
VEP

2022
Merger CL + 5 Wholly Owned Subsidiaries

2022
Kestone Metaverse
2023
Kestone Indonesia

2024
Kestone Utsav



55Mn+ Assessments conducted till March 25



20+ years Successful Track Record



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



20Mn+
Exam Count

17+
Vintage



1.8Mn+
Exam Count

10+
Vintage



1.7Mn+
Exam Count

10+
Vintage



4Mn+
Exam Count

09+
Vintage



9Mn+
Exam Count

04+
Vintage



2Mn+
Exam Count

02+
Vintage



0.4Mn+
Exam Count

<1
Vintage



7.3Mn+
Exam Count

FY19
Year of exam



0.4Mn+
Exam Count

FY20
Year of exam



64K+
Exam Count

02+
Vintage



0.2Mn+
Exam Count

FY21
Year of exam



1.9Mn+
Exam Count

FY15
Onwards



1.4Mn+
Exam Count

04+
Vintage



0.8Mn+
Exam Count

FY22
onwards



0.6Mn+
Exam Count

FY21
Year of exam

AGENDA



FINANCE UPDATE



BUSINESS UPDATE



CORPORATE UPDATE

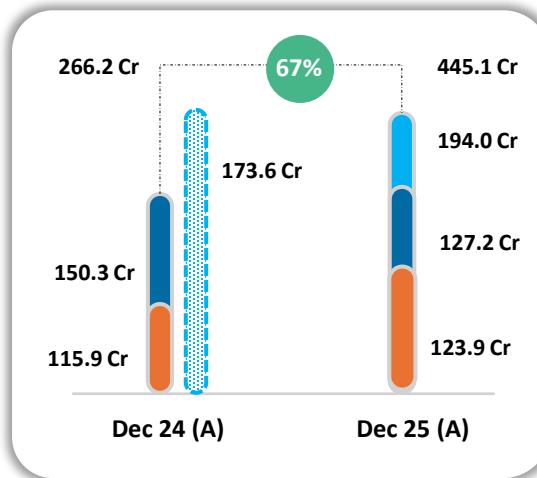




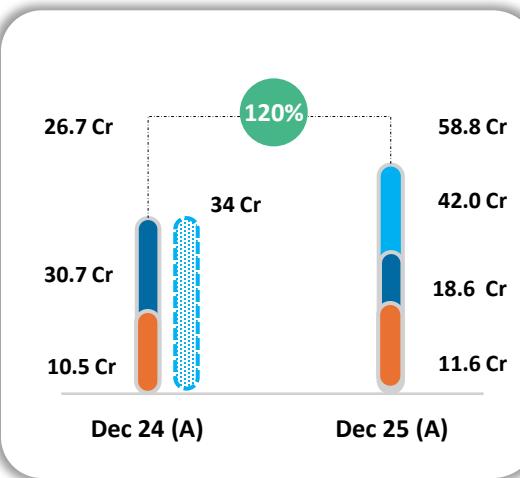
FINANCE UPDATE - Q3 FY2026 -

May JUN

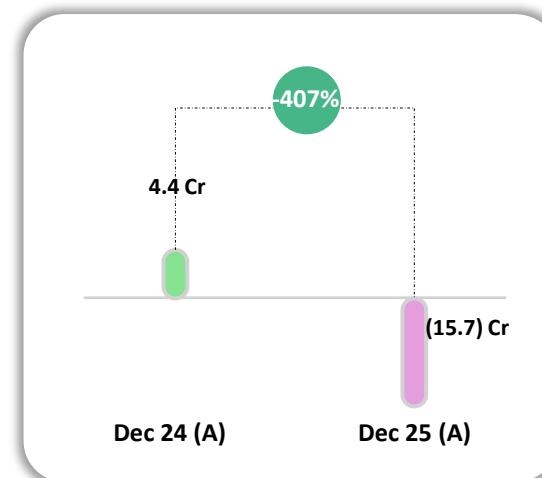
TOTAL REVENUE



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 -

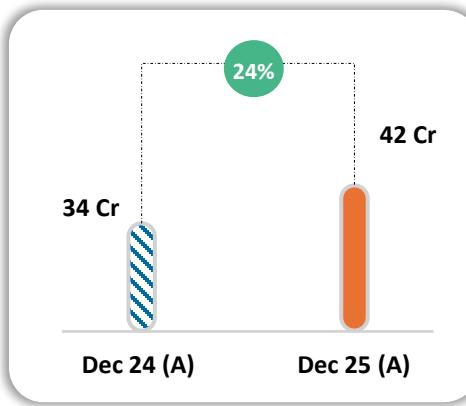
M&A



REVENUE



BIZ EBITDA

**Highlights:**

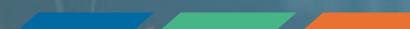
- ✓ 100% rollover of clients post acquisition
- ✓ Steady business growth of 12% over previous year, Margins improved over last year
- ✓ Nearly 70L exams this year :
 - ✓ C&A : ~25L
 - ✓ R&E: ~45L
- ✓ New segment / Business generated : CCRAS, DGAFMS, IIM-B, Ashoka University, Meazure Learning, NACIN,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



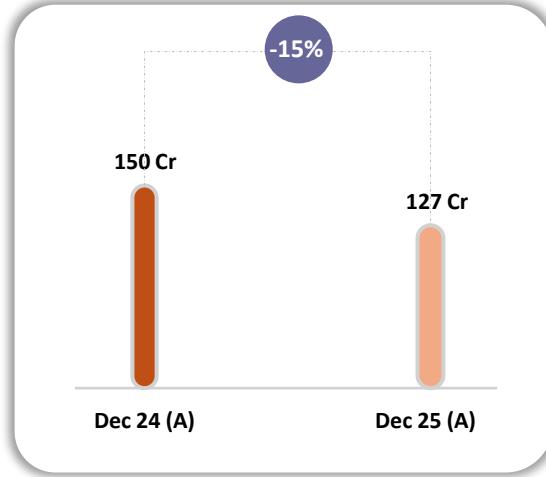
CL
educate

EDTECH UPDATE

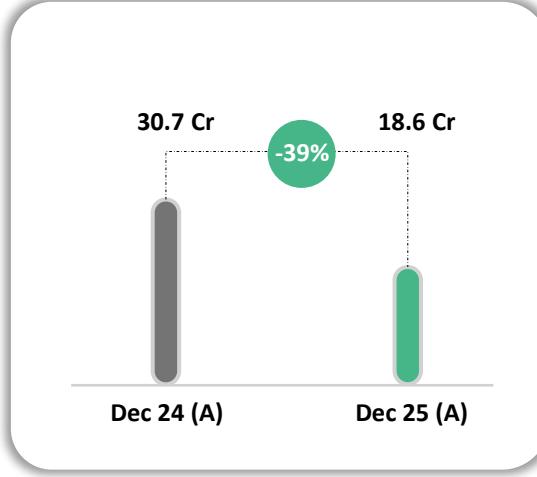
- Q3 FY2026 -



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:

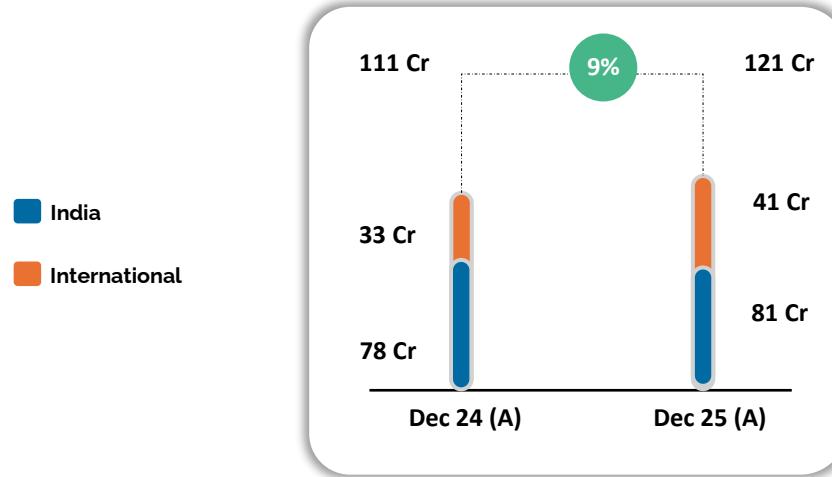
- ✓ Newer variants launched at multiple price points with some early success
 - ✓ AfA
 - ✓ Hybrid options
 - ✓ 1000 series
- ✓ AI Driven academic support
- ✓ Expanded into schools through institutional partnerships
- ✓ Test series launched on DEX platform for real-life simulation
- ✓ EasyApply update: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



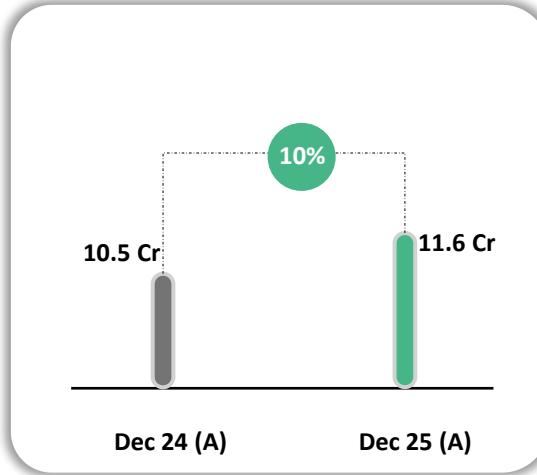
MARTECH UPDATE

- Q3 FY2026 -

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



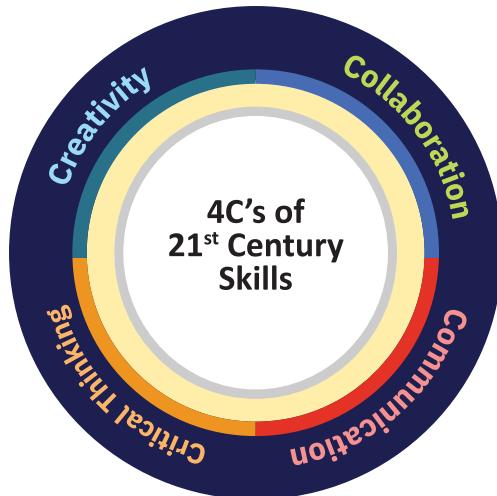
CORPORATE UPDATE

- Q3 FY2026 -



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 NAO

(Grades 8-10)

Early aptitude & scholarship readiness



SATHI 4C

(Grades 11-12)

Future-ready university admissions



SATHI-X

(Employability)

Talent & employability analytics

JAN
23

2026

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



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



BITS Pilani
Pilani | Dubai | Goa | Hyderabad



CHANDIGARH
UNIVERSITY

Discover. Learn. Empower.



and MREI



18 Empaneled Institutions

907 Courses

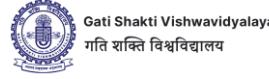
Schools in Advanced Engagement



THE SCINDIA SCHOOL



Institutions in Advanced Engagement



GET IN TOUCH!



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THANK YOU !