



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: Outcome of Investors Earnings Call pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Ma'am/Sir(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our disclosure dated August 02, 2025 with respect to Schedule of Analysts and Investors Earnings Call (for public at large) to discuss the Unaudited Financial Results (Standalone & Consolidated) of the Company for the Quarter ended June 30, 2025, please find attached herewith the presentation made at the Investors/ Analysts Earning call.

A recording of the Analysts and Investors Earnings Call is available on the Company's website at the weblink: <http://www.cleducate.com/quarterly-results.html>

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

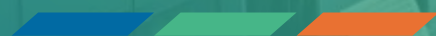
Arjun Wadhwa
Chief Financial Officer

Place: New Delhi
Date: August 08, 2025



INVESTOR PRESENTATION

- Q1 FY2026 -



This presentation has been prepared by CL Educate Limited (the “Company”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. Data and comments contained in the presentation are basis what the Company believes are a reasonable representation of its businesses. The numbers represented at certain places are management estimations carried out on the basis assumption taken regarding the nature of business. By accessing this presentation, the person acknowledges and agrees that the information contained herein is not a substitute for their independent investigation, analysis, and judgment. The person should consult their own financial, legal, tax, and other advisors before making any investment decisions based on the information presented.

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.

150
Centers

35%+
Market Share:
MBA & Law

700K+
Books Sold

400+
Institutional
Clients

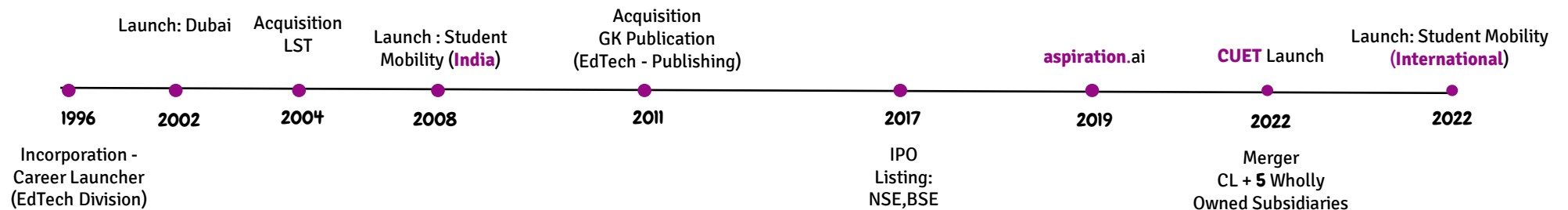
5+
Locations in UAE

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



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 : **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



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



KESTONE - SOLVING EXPERIENTIAL BUSINESS & MARKETING PROBLEMS GLOBALLY



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 



55Mn+ Assessments conducted till March 25



20+ years Successful Track Record



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



IRDAI

20Mn+
Exam Count

17+
Vintage



UIDAI

1.8Mn+
Exam Count

10+
Vintage



NISM/NCFM

1.7Mn+
Exam Count

10+
Vintage



IIBF

4Mn+
Exam Count

09+
Vintage



DGT

9Mn+
Exam Count

04+
Vintage



NTA

2Mn+
Exam Count

02+
Vintage



ICAI

0.4Mn+
Exam Count

<1
Vintage



RPF

7.3Mn+
Exam Count

FY19
Year of exam



Railway
Recruitment
Board

0.4Mn+
Exam Count

FY20
Year of exam



DGAFMS

64K+
Exam Count

02+
Vintage



INDIAN NAVY

0.2Mn+
Exam Count

FY21
Year of exam



UPPRPB

1.9Mn+
Exam Count

FY15
Onwards



TNeGA

1.4Mn+
Exam Count

04+
Vintage



OSSC

0.8Mn+
Exam Count

FY22
onwards



DOP

0.6Mn+
Exam Count

FY21
Year of exam

AGENDA



FINANCE UPDATE



BUSINESS UPDATE



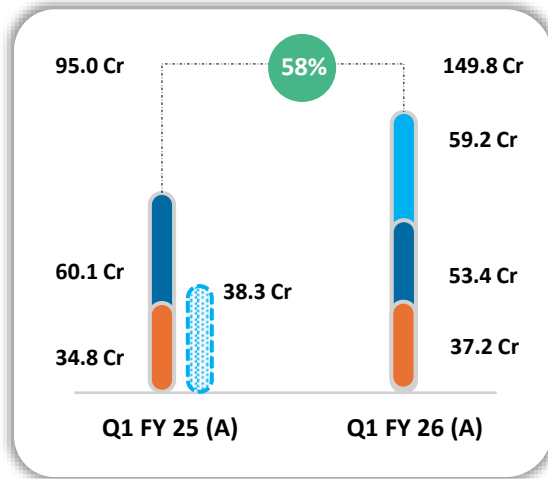
FINANCE UPDATE

- Q1 FY2026 -

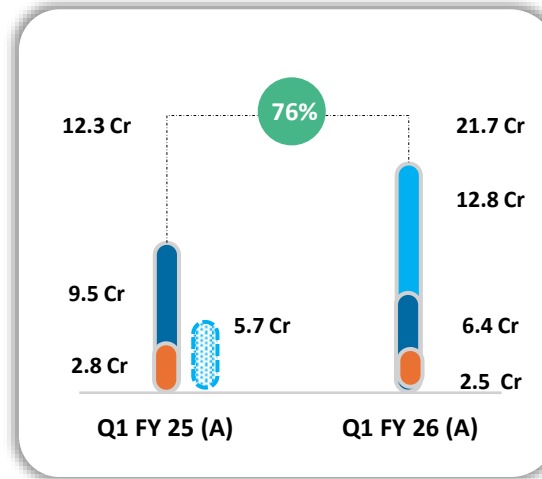


INTEGRATED FINANCIAL SUMMARY

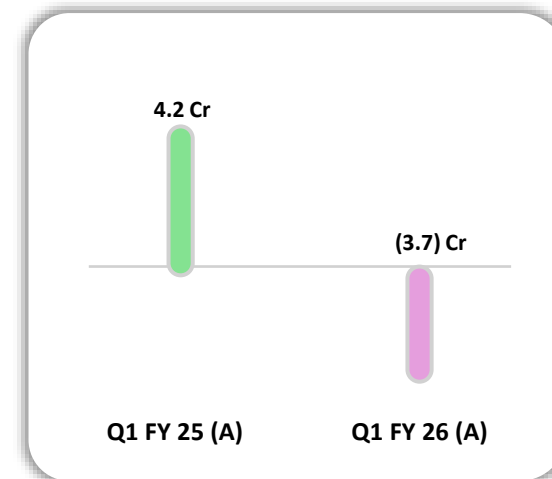
TOTAL REVENUE



EBITDA



PAT



■ EdTech ■ MarTech ■ DEX

- ✓ Revenue growth driven largely by DEX
- ✓ DEX Biz EBITDA up from LY Rs 3.3 Cr to Rs. 9.6 Cr
- ✓ Consolidated Net Loss at Rs. 371 Lacs
 - ❖ Primarily due to increase in Finance Cost to Rs. 1,272 Lacs, and
 - ❖ Increase in depreciation due to creation of Intangible Assets (PPA) to Rs. 874 Lacs

KEY HIGHLIGHTS

- ✓ Consolidated operating revenue up by 56% YoY to Rs. 14,568 Lacs
- ✓ Consolidated operating EBITDA up by 66% to Rs. 1,750 Lacs
- ✓ Consolidated Net Loss at Rs. 371 Lacs
 - ✓ Primarily due to increase in Finance Cost to Rs. 1,276 Lacs (72 lacs), and
 - ✓ Increase in depreciation due to addition of DEX and creation of Intangible Assets (PPA) to Rs. 874 Lacs (413 lacs)

- ✓ Standalone operating revenue down by 9% YoY to Rs. 7,701 Lacs
- ✓ Standalone operating EBITDA down by 33% to Rs. 517 Lacs
- ✓ Standalone Net Loss at Rs. 455 Lacs
 - ✓ Primarily due to increase in Finance Cost to Rs. 1,228 Lacs

Consolidated:

- ✓ Total Revenue : Rs. 14,984 Lacs (LY : Rs. 9,499 Lacs)
 - ✓ Y-o-Y increase of 58%
- ✓ Operating Revenue : Rs. 14,568 Lacs (LY : Rs. 9,322 Lacs)
 - ✓ Y-o-Y increase of 56%
- ✓ Operating Expenses : Rs. 12,817 Lacs (LY: Rs. 8,268 Lacs)
 - ✓ Y-o-Y increase of 55%
 - ✓ Non-Cash Expenses stood at 300 Lacs (LY: 168 Lacs)
- ✓ Operating EBITDA : Rs. 1,750 Lacs (LY: 1,054 Lacs)
 - ✓ Y-o-Y increase of 66%
- ✓ Discontinued Operations: (97) Lacs LY: (121) Lacs
- ✓ (Loss) / Profit After Tax : Rs. (371) Lacs [LY: 418 Lacs]
- ✓ EPS (Non-Annualized): (0.68) [LY: 0.77]
- ✓ Book Value: 47 (FV = 5)

Standalone:

- ✓ Total Revenue : Rs. 8,338 Lacs (LY : Rs. 8,591 Lacs)
 - ✓ Y-o-Y decrease of 3%
- ✓ Operating Revenue : Rs. 7,701 Lacs (LY : Rs. 8,419 Lacs)
 - ✓ Y-o-Y decrease of 9%
- ✓ Operating Expenses : Rs. 7,183 Lacs (LY: Rs. 7,650 Lacs)
 - ✓ Y-o-Y decrease of 6%
 - ✓ Non-Cash Expenses stood at 140 Lacs (LY: 124 Lacs)
- ✓ Operating EBITDA : Rs. 518 Lacs (LY: Rs. 770 Lacs);
 - ✓ Decrease by 33%
- ✓ (Loss) / Profit After Tax : Rs. (455) Lacs [LY: 393 Lacs]
- ✓ EPS (Non-Annualized): (1.02) [LY: 0.50]
- ✓ Book Value: 44 (FV = 5)

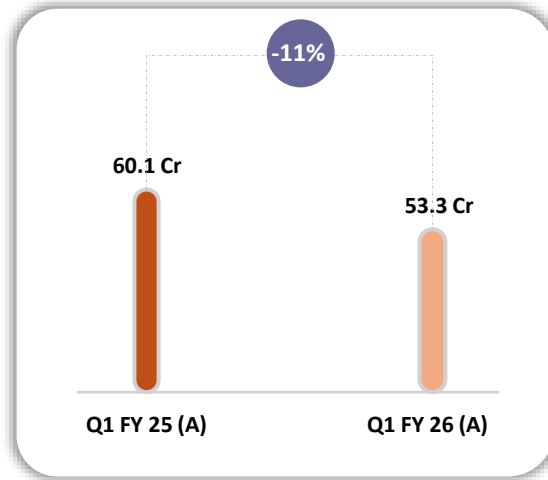


EDTECH UPDATE

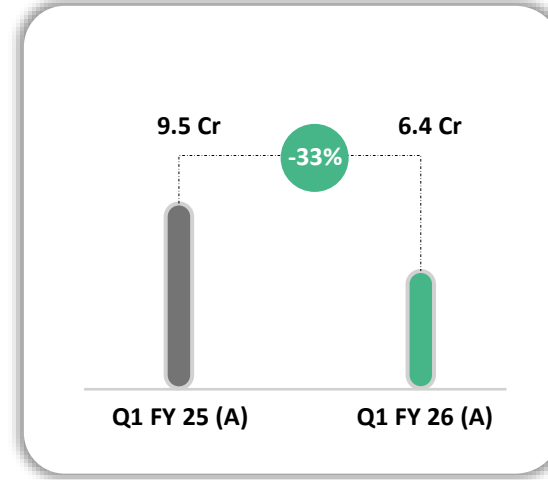
- Q1 FY2026 -



TOTAL REVENUE



EBITDA



Business Highlights

- ✓ Test Prep witnessing structural churn in student prep habits - self prep, online, etc.
- ✓ BAU has had a challenging quarter from a billing perspective despite a similar enrolment count.
 - ✓ BBA & IPM – A solid third pillar. Billing up by 12%
 - ✓ CUET also leaning towards self prep rather than Classroom
 - ✓ MBA & Law similar customer nos as that of LY;
- ✓ Platform Monetization: Slow quarter as per seasonality; EasyApply App & Web portal being tested internally. Launch scheduled in Aug 25
- ✓ Publishing Biz – New titles ready for market distribution.

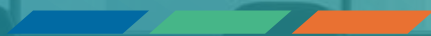
Initiatives

- ✓ New variants getting good response from the market – AFA, Sprint, etc.
- ✓ CL Mobile App launched in Jul 25
- ✓ Synergies between Test Prep and DEX
 - ✓ Testing product launched. Tests underway.

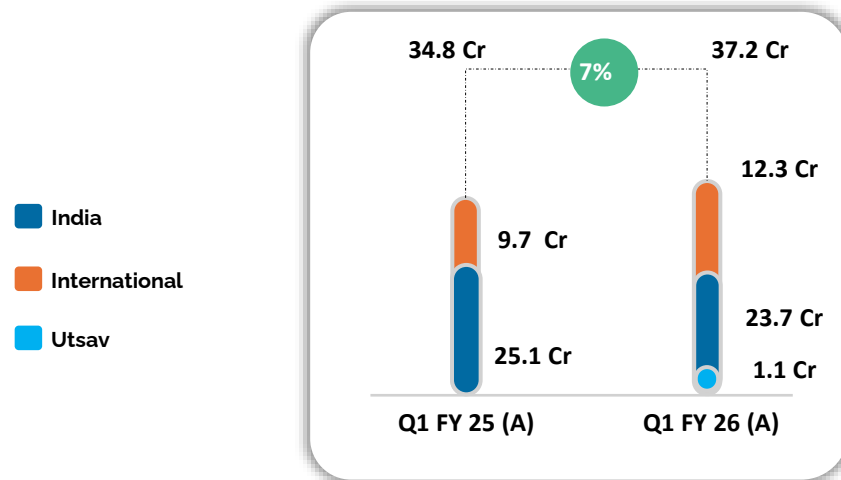


MARTECH UPDATE

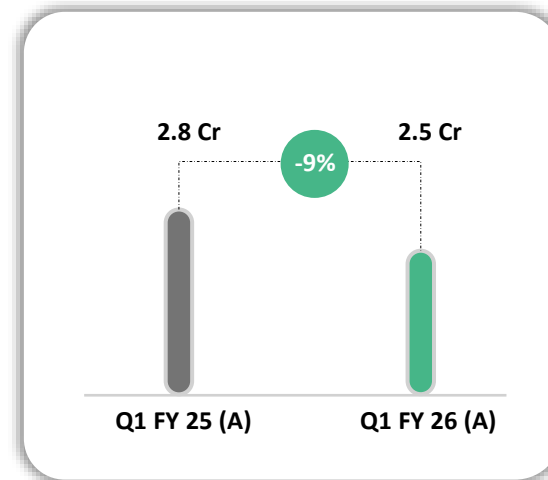
- Q1 FY2026 -



TOTAL REVENUE



EBITDA



- ✓ Digital & Tech business had a good start with Rs. 9 Cr business in Q1 FY26
- ✓ Dell and Google continue to be the growth accounts accounting for repeat business
- ✓ VIRSA
 - ✓ Salesforce, Infosys, Redington has given a go ahead; Salesforce for North America and can scale up quickly
 - ✓ Reseller onboarded in Singapore & Indonesia
 - ✓ Corestack & HP – Pilot to be launched
- ✓ AI first Organization
- ✓ Looking to grow into a Tech/Digital company with significant International revenues.
- ✓ Social events gaining traction



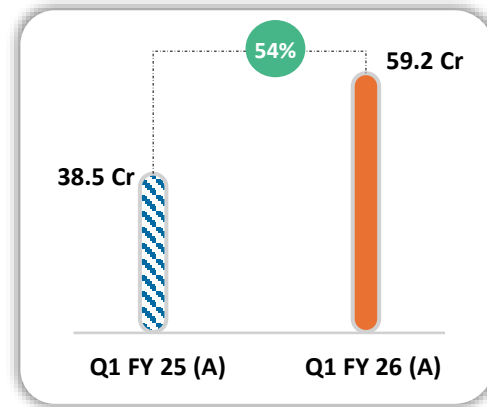
DEXIT UPDATE

- Q1 FY2026 -

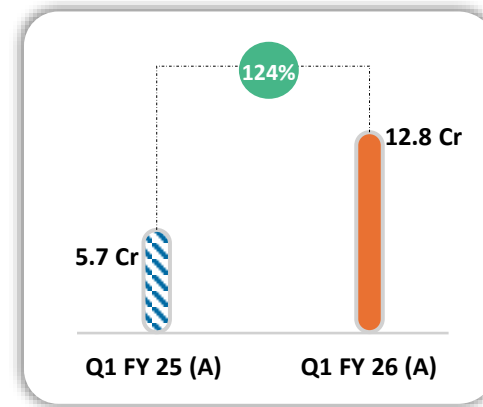


M&A

REVENUE



EBITDA



Highlights:

- ✓ Key clients retention successful
- ✓ Several new customer contracts executed in Q1 – Ayush, IIBF, UIDAI, Meazure etc.
- ✓ 17+ Lacs assessments conducted including IRDAI, NISM, ICAI, NTA etc.

GET IN TOUCH!



THANK YOU !

ARJUN WADWA
Chief Financial Officer



+91 98116 17289



arjun.wadhwa@careerlauncher.com

AMIT KANABAR
Chief. Manager – Finance & Investor Relations



+91 88009 76683



amit.kanabar@careerlauncher.com

AJAY JINDAL - WISDOMSMITH IR



ajay@wisdomsmith.com

MUTHUKUMAR - WISDOMSMITH IR



muthukumar@wisdomsmith.com