Crizac Limited
(Formerly known as Crizac Private Limited
and GA Solutions Private Limited)
CIN : L80903WB2011PLC156614
WING A, 3rd FLOOR,Constantia Building,
11 Dr. U.N.Brahmachari Street,
Shakespeare Sarani,Kolkata- 700017
West Bengal, India

Crizac
MAKING
EDUCATION EASY

Date: August 4, 2026

To **National Stock Exchange of India Ltd** Exchange Plaza, 5th Floor, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai 400051 **Symbol: CRIZAC**	To **BSE Limited** 1st Floor, Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400001 **Scrip Code: 544439**

Sub: Copy of Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) regulations, 2015

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of "Investors Presentation" in connection with the Unaudited Financial results of the Company for the quarter ended on June 30, 2026.

The aforesaid information is being uploaded on the Company's website i.e https://www.crizac.com/stock-exchange

This is for your information and record.

Thanking you,

For Crizac Limited

KASHISH
ARORA

Digitally signed by KASHISH ARORA
DN: c=IN, o=Personal, title=6872,
2.5.4.20=6bd7d2860daf098d3a1d9cd57e5e9076e48b8e5e84f3748d7cf8726795c34316, postalCode=700007,
st=West Bengal,
serialNumber=4e330ab72196e32dbffb8bb05461fbd73d4eb638fc83f3c44990c54da419309c, cn=KASHISH ARORA
Date: 2026.08.04 11:47:07 +05'30'

Kashish Arora
Company Secretary and Compliance Officer
Membership no: A38644

Enclosed: As above

Crizac
MAKING EDUCATION EASY

CRIZAC LIMITED

Investor Presentation

Q1 FY27

SAFE HARBOUR STATEMENT

This presentation may contain certain "forward-looking statements" within the meaning of applicable securities laws and regulations, which may include those describing the Company's strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business's verticals in the Company's portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.

COMPANY SNAPSHOT

One of India's leading AI native global mobility platform

- **Founded in 2011**, Crizac Limited is a **AI native global mobility platform**
- Connects students, Counselling Partners, and universities across **international markets**
- **Headquartered in India** with co-primary operations in **London, UK and Sharjah, UAE**
- Established presence across **11 countries** through **regional offices and operations**
- Leverages a **proprietary platform** to source, verify, and process global student applications
- Facilitated **12 lakh+ student applications** till Q1 FY27, establishing a strong track record in global student mobility and university partnerships

450+
Partner Universities

12
Destination Countries

4,032
Active Counselling Partners in Q1 FY27[1]

1.04 lakhs
Applications Processed in Q1 FY27

85+
Source Countries

Financial Highlights Q1 FY27

₹2,012 Mn
Operating Income

₹600 Mn I 29.8%
EBITDA[2] & Margin

₹471 Mn I 22.6%
PAT[3] & Margin

28.8%
ROE[4]

40.3%
ROCE[5]

1. Active counselling partners are counselling partners who submitted applications during the period; 2. EBITDA is calculated as profit for the period minus other income plus finance costs, depreciation and amortization, (Gain) / loss on Forward Contracts and Exchange rate differences and total income tax expenses 3. PAT is Net Profit attributable to the Owners of the Company; 4. annualised Profit for the period divided by Total Equity (excluding Translation Reserve) as at the end of the period; 5. Capital employed is calculated as total equity (excluding Translation Reserve) plus total borrowing while EBIT (annualised) is calculated as Profit for the period plus total tax expense plus finance costs;

MANAGEMENT COMMENTARY

"Q1 FY27 demonstrated the resilience of Crizac Limited's platform-led model. Operating Income stood at ₹2,012 million, a decline of 4.0% YoY, reflecting a less favourable mix of university partners this quarter rather than any reduction in underlying platform activity. Sequentially, operating income was lower than the ₹3,917 million reported in Q4 FY26, in line with the pronounced seasonality of our business, with Q4 being the peak intake quarter and Q1 being the seasonal trough. Applications processed moderated by 6.2% YoY to 1.04 lakh. Nevertheless, our underlying network continued to expand, with active counselling partners increasing by 2.1% to 4,032 and student enrolments rising by 15.0% to 4,751.
Global student mobility continues to navigate an evolving regulatory and currency landscape across key destination markets, with the composition of demand across universities and destinations shifting accordingly.

We believe this environment is structurally favourable for scaled, compliant and technology-led platforms such as ours, as universities increasingly consolidate their recruitment around trusted partners capable of delivering quality at scale. This is already evident in our own performance: despite a contraction in overall study-visa volumes in our largest destination market as well as overall visas issued to Indian students, our share in both categories has increased.
This was also a quarter of continued inorganic momentum, building on the acquisition-led strategy pursued over the past year. In June 2026, we made a strategic investment in ForeignAdmits, an AI-led student mobility platform, extending our reach into education financing and visa preparation and bringing its founder, Nikhil Jain, onto our leadership team as Chief Product & Marketing Officer. Subsequent to quarter-end, in July 2026, we acquired 100% of Inova Consultancy Limited through our wholly owned UK subsidiary, strengthening our university partnerships across the UK and Europe, extending our presence into Mexico, and marking our entry into the Netherlands as a new destination market. Inova's founder, Eric Wijmenga, who has built strong institutional relationships across England and the wider European region over more than 25 years, joins our executive leadership as Regional Director, UK and Europe. Alongside this, Mr. Christopher Nagle will step down as Chief Executive Officer of our UK entity while continuing to serve on its Board as a Director, and will take on the role of Non-Executive Director and Chairman of the Indian holding company. In these capacities, he will provide Board-level strategic oversight, governance and mentorship, while day-to-day operational responsibility continues to rest with executive management, ensuring leadership continuity and preserving institutional knowledge as we enter our next phase of growth.
These transactions build on our earlier expansions and reflect our consistent strategy of using targeted acquisitions to compress timelines for geographic entry and capability build-out. We believe these acquisitions will serve as a key growth engine in the near future.

EBITDA for Q1 FY27 stood at ₹600 million, at a margin of 29.8%. On a YoY basis, EBITDA moderated by 7.6% from ₹649 million due to a deliberate step-up in our cost base to support team build-out following our ongoing expansion. Sequentially, EBITDA was lower due to seasonality; EBITDA margin nonetheless expanded by nearly 585 bps QoQ (from 24.0% to 29.8%), driven by favourable remunaration economics carried by the Q1 intake. PAT for the quarter stood at ₹471 million, a YoY growth of 2.9%, with PAT margin expanding 152 bps to 22.6%, supported by the scalable and asset-light nature of our operating model. Due to seasonality, the higher margins reported in Q1 are not directly comparable to full-year margins and are hence expected to normalise to more typical levels over the remaining quarters of the year.
We are clear-eyed about the near-term headwinds from evolving visa policies and currency movements, and expect volume trends to remain policy-sensitive over the coming quarters. Notwithstanding these headwinds, long-term structural demand for quality international education remains strong, underpinned by growing aspirations across India, Africa and wider Asia, and by India's emergence as the largest source market in several key destinations. We are well-positioned to capture this opportunity through our diversified presence across 85+ source countries and 12 destination markets, our expanding ancillary revenue layer, platform scalability, and continued focus on resilient organic as well as inorganic growth."

Vikash Agarwal, Managing Director

*PAT is Net Profit attributable to the Owners of the Company

OUR JOURNEY

"What began as a vision in 2011 has evolved into a global journey, powered by our team's passion and purpose."

2011
Incorporated as 'GA Educational Services Pvt. Ltd.' in Kolkata

2014
Commenced work with Ireland Institutions

2016
Commenced work with Canadian Institutions

2017
Commenced work with New Zealand Institutions

2018
Commenced work with Australian Institutions

2023
Crossed INR 2,500 Mn revenue

2024
Acquired Crizac UK

Mar'25
Incorporated wholly-owned UAE subsidiary

July'25
Listed on NSE & BSE

July '25
Launched accommodation services on our platform

Oct'25
Acquired StudiesPlanet.com, expanding presence into LATAM

Jan'26
Acquired 51% stake in Global Tree Careers Pvt Ltd

Mar'26
Strategic Investment in AI Platform Edumentor

Apr'26
Strengthened the NZ presence through onboarding of the Medway Educational Consultant team

Jun'26
Strengthened AI-powered financing and visa capabilities via Foreign Admits' investment

Jul'26
Acquired Inova Consultancy, expanding presence into Mexico and Netherlands

KEY HIGHLIGHTS

Profit and Loss Summary

₹ in millions

Particulars	Operating Income	EBITDA[1]	PBT	PAT[2]
Q1 FY27	**2,012**	**600**	**648**	**471**
Growth (YoY)	(4.0%)	(7.6%)	4.3%	2.9%
Margin		*29.8%*	*31.1%*	*22.6%*
EPS				*2.69*

1.EBITDA is calculated as profit for the period minus other income plus finance costs, depreciation and amortization, (Gain) / loss on Forward Contracts and Exchange rate differences and total income tax expenses; 2.PAT is Net Profit for the period attributable to the Owners of the Company

OUR BUSINESS MODEL

End-to-end support for students from application to admission

Student

Shares study abroad goals and academic profile

Counselling Partner

Guides selection and prepares applications through our proprietary tech platform

Crizac

Reviews applications and drives a seamless admission journey by processing applications to universities using AI-powered ML automation

University

Reviews applications and extend offers to selected candidates

Remuneration

Crizac shares a portion of revenue with the onboarding Counselling Partners

Crizac receives remuneration upon successful student enrolment

Our proprietary technology platform connects over 17,400+ global Counselling Partners and institutions on a seamless interface; streamlining applications, real-time updates, and data-driven insights to maximize admission success

OUR PLATFORM

Counselling Partners

- Student Onboarding & Profile Creation
- Application Submission
- Document Upload and Verification
- Real time Status updates

Crizac's Proprietary Platform

- AI Led application screening
- Compliance & Quality Checks
- Automated Workflow Engine
- Real-time Analytics

Global Institutions

- Application Assessment
- Offer Letter Issuance
- Enrollment Processing
- Fee Updates

Key Features

Dashboard & Reporting
Real-time dashboards with actionable insights and performance tracking

Advanced Search & Filters
Search and filter applications by multiple parameters and criteria

Application Tracking
Track applications by stage and monitor progress in real time

Global Institution Updates
Access deadlines, fee structures and updates from partner institutions

Marketing Resource Access
Access brochures, presentations and marketing collateral in one place

Streamlined Communication
Facilitates communication between universities and counselling partners

One Stop Window
Unified window connecting Counselling Partners and universities for streamlined admissions

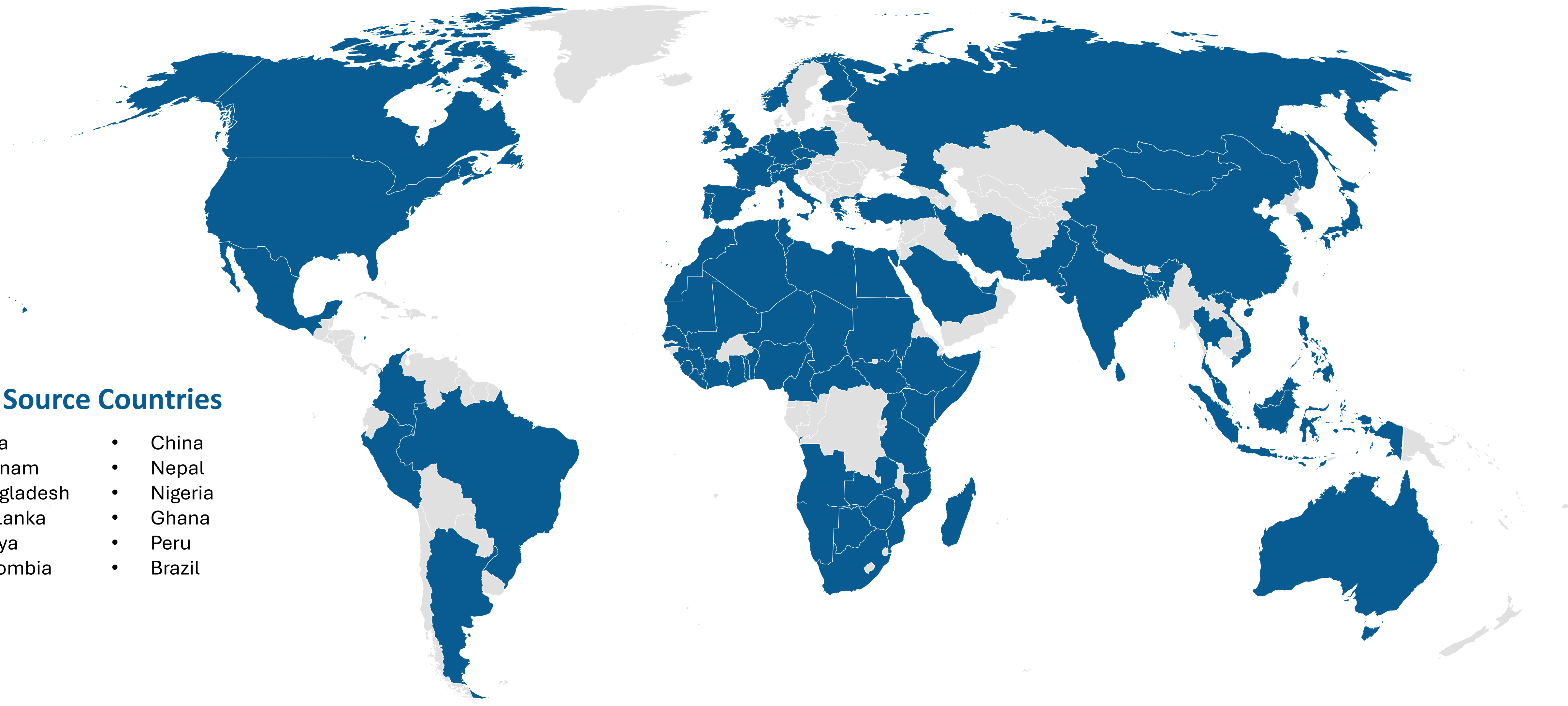
Our Strategic AI - focused Investment

- **\$2.5M committed** to EduMentor Project over a five-year roadmap
- **AI/ML**-powered mentor onboarding, credentialing, and matching
- **Matches students** by programme, location, language, and career interest
- Led by **IIM Calcutta alumnus,** Mr. Dishant Kharbanda with ~20 years experience in edtech

- Enables precise student - university matching
- Integrates verified peer mentorship
- Enhances decision - making & builds trust
- Improves conversion outcomes

SOURCE COUNTRIES

Our global footprint spans 85+ source countries

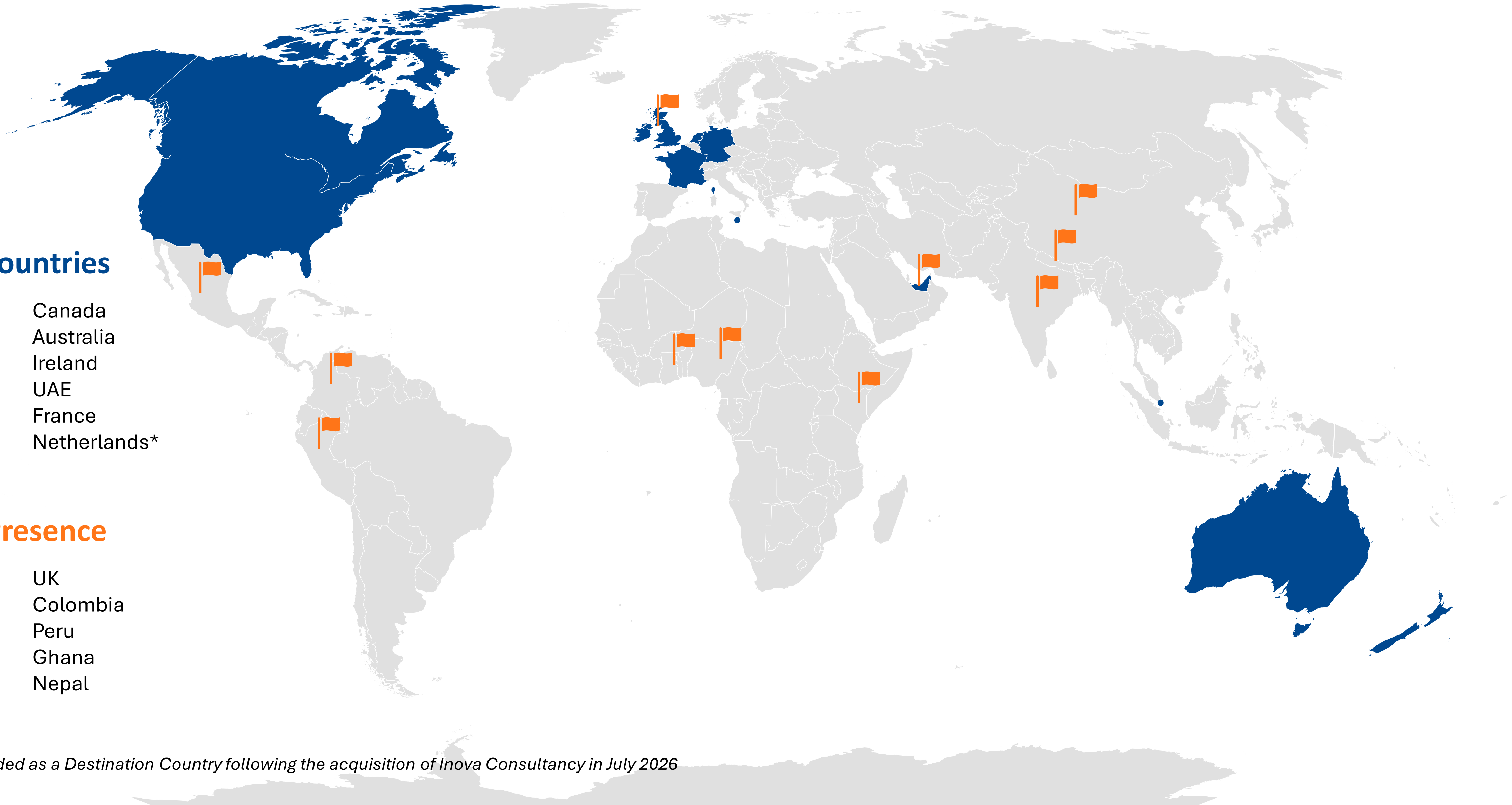


Key Source Countries

- India
- Vietnam
- Bangladesh
- Sri Lanka
- Kenya
- Colombia
- China
- Nepal
- Nigeria
- Ghana
- Peru
- Brazil

DESTINATION COUNTRIES & PRESENCE

Our global footprint spans across 12 Destination countries and Operational Presence across 11 countries



Destination Countries

- UK
- USA
- New Zealand
- Singapore
- Germany
- Malta
- Canada
- Australia
- Ireland
- UAE
- France
- Netherlands*

Operational Presence

- India
- UAE
- Mexico
- China
- Nigeria
- Kenya
- UK
- Colombia
- Peru
- Ghana
- Nepal

**Note: Netherlands was added as a Destination Country following the acquisition of Inova Consultancy in July 2026*

Q1 FY27 KEY OPERATIONAL HIGHLIGHTS

Performance Indicators

Top 10 Universities Revenue Share
₹ 1,383 Mn
68.7% of Revenue

Top 10 Counselling Partners Payout Share#
24.5%
of Cost of Services

Revenue per University Partner*
₹ 18.3 Mn

Revenue per Active Counselling Partner
₹ 0.5 Mn

Network Health & Engagement

Number of Universities*
110

Source Countries
85+

Destination Countries
12

Active Counselling Partners
4,032
YOY Growth : 2.1%

Applications Processed
1.04 lakhs

Unique Applicants
47,488

Enrollments
4,751
YOY Growth : 15.0%

Student Enrollment Rate**
10%

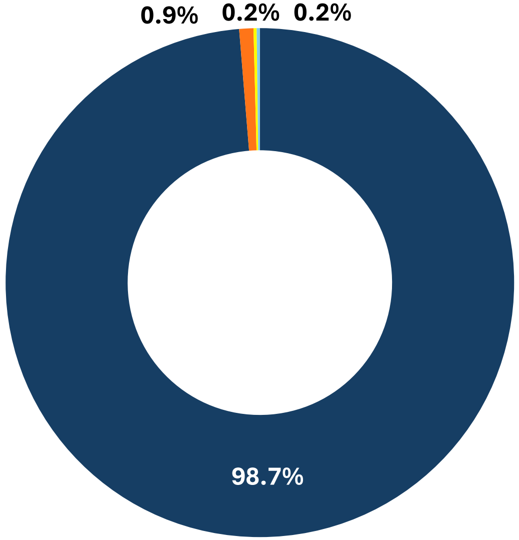
 # Proportion of total partner payout costs (Cost of Services) allocated to the top 10 counselling partners.
*No. of Global Higher Education Institutions generating revenue for the company in the 3 months ending June'26
** Defined as the percentage of unique applicants who successfully enrol at a partner university, calculated by dividing enrolled students by total unique applicants.*

Q1 FY27 REVENUE BIFURCATION

Detailed breakdown of revenue concentration

Geography

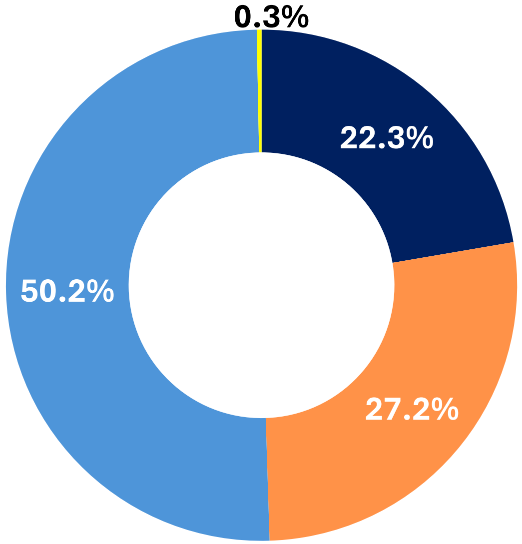
Destination Country



UK	98.7%
Republic Of Ireland	0.9%
Dubai	0.2%
Others	0.2%

Student Origin

Source Country



India	50.2%
Asia (excluding India)	27.2%
Africa	22.3%
Others	0.3%

Total Revenue ₹2,012 Mn **Key Destination : UK**

PROFIT & LOSS SUMMARY

Crizac MAKING EDUCATION EASY

₹ in millions

Particulars	Q1 FY27	Q1 FY26	YoY(%)	Q4 FY26	QoQ(%)	FY26
Operating Income	**2,012**	2,095	(4.0%)	**3,917**	(48.6%)	**10,422**
EBITDA[1]	**600**	649	(7.6%)	**939**	(36.1%)	**2,824**
EBITDA Margin (%)	**29.8%**	31.0%	(116 bps)	**24.0%**	585 bps	**27.1%**
Other Income	**72**	77	(5.9%)	**68**	5.6%	**290**
Finance Cost	**0**	0	586.2%	**1**	(63.9%)	**1**
Depreciation[2]	**35**	67	(47.3%)	**91**	(61.2%)	**274**
(Gain) / loss on Forward Contracts and Exchange rate differences	**(11)**	38	(130.5%)	**(13)**	(10.3%)	**(33)**
PBT	**648**	621	4.3%	**929**	(30.2%)	**2,872**
PAT[3]	**471**	458	2.9%	**750**	(37.2%)	**2,191**
PAT Margin (%)	**22.6%**	21.1%	152 bps	**18.8%**	378 bps	**20.5%**
EPS[4] (₹)	**2.69**	2.62	2.8%	**4.29**	(37.2%)	**12.52**

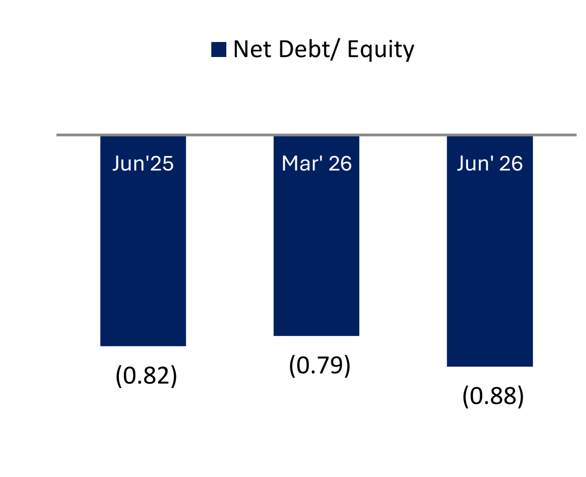
1.EBITDA is calculated as profit for the period/year minus other income plus finance costs, depreciation and amortization, (Gain) / loss on Forward Contracts and Exchange rate differences and total income tax expenses; 2. Depreciation method revised from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. April 01, 2026 (accounted for prospectively) ; 3.Attributable to the owners of the company ; 4. Diluted EPS

BALANCE SHEET SUMMARY

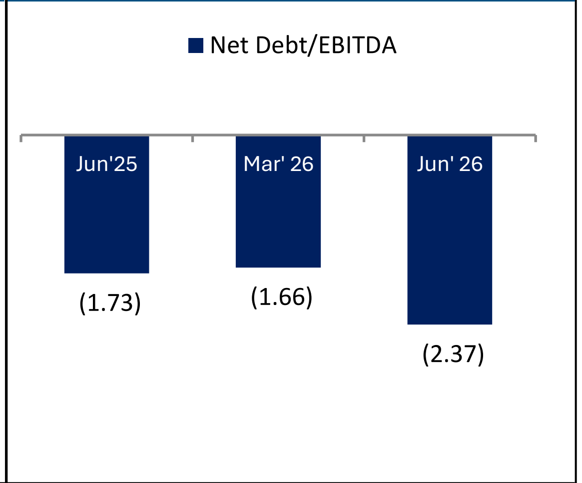
₹ in millions

Particulars	Jun'25	Mar'26	Jun'26
Total Equity	**5,492**	**5,924**	**6,452**
Borrowings	0	18	15
Lease Liabilities	1	1	1
Free Cash[1]	4,498	4,693	5,711
Net Debt[2]	**(4,497)**	**(4,674)**	**(5,695)**
Net Fixed Assets[3]	725	885	908
Other Non-Current Assets[4]	561	712	720
Net Current Assets[5]	(227)	(266)	(780)
Total Assets	8,297	8,756	8,413

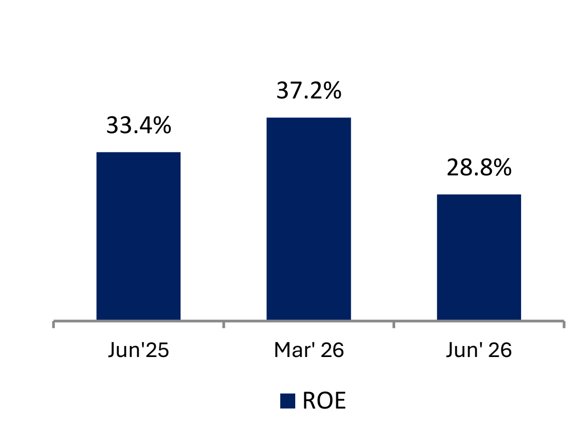
Net Debt[2]/ Equity



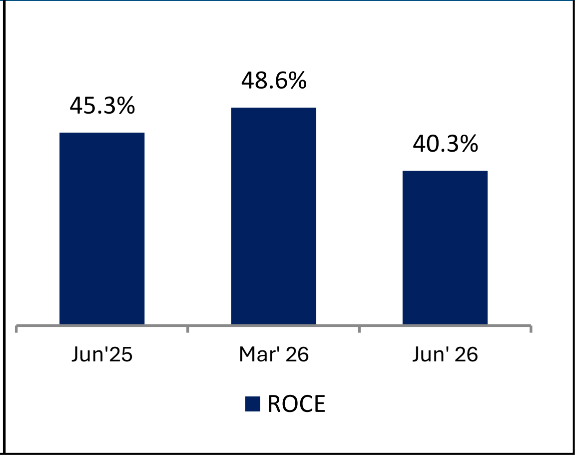
Net Debt[2]/ EBITDA*



ROE*[6]



ROCE*[7]



*1. Includes Cash and Cash Equivalents, Bank Balances, and Fixed Deposits of all maturities; 2.Net Debt is calculated as Borrowings plus Lease Liabilities minus Free Cash; 3.Includes PPE, ROU and Other Intangible Assets; 4. Sum of Non-Current Investments, Investment Property, Goodwill, Other Financial Assets, Income Tax Assets, Other Non-Current Assets, minus Deposits with Bank with remaining maturity of more than 12 months; 5. Net Current Assets is calculated as Total Current Assets less Cash and Cash Equivalents, Bank Balances, Fixed Deposits with maturity less than 12 months and Total Current Liabilities; 6. Profit for the period/ year divided by Total Equity as at the end of the year excluding Translation reserve; 7. Capital Employed is calculated as total equity (excluding Translation Reserve) plus total borrowing while EBIT is calculated as profit for the period/ year plus total tax expense plus finance costs; *Jun' 25 and Jun'26 are annualised*

KEY INVESTMENT HIGHLIGHTS

Crizac
MAKING EDUCATION EASY

01 Structural Growth Drivers in Global Education

02 Strong Relationship With Global Institutions

03 Platform-Led Network Effects Driving Scalable Growth

04 Strong Management

05 Consistent Financial Delivery with Strong Cash Generation

06 Growth Drivers

1.STRUCTURAL GROWTH DRIVERS IN GLOBAL EDUCATION (1/3)

Global Education Market

$7.4 Tn By CY 30E

3.5% CAGR CY24 – CY30E

Global Higher Education Market

$2.4 Tn By CY 30E

3.9% CAGR CY24 – CY30E

Global Higher Education Enrollments

332 Mn By CY 30E

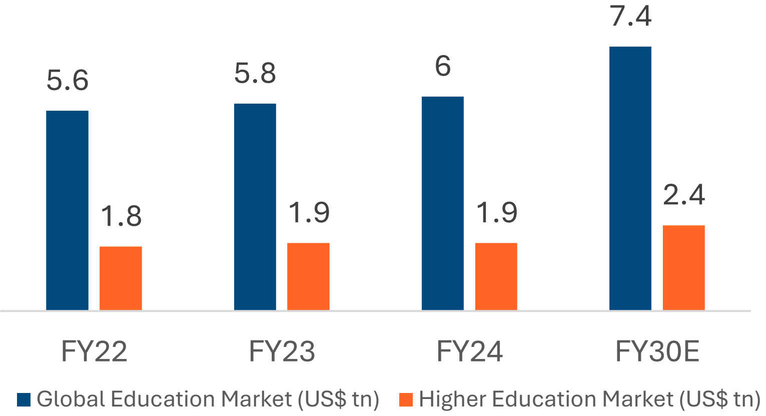
3.4% CAGR CY22– CY30E

Global Spend on Overseas Education

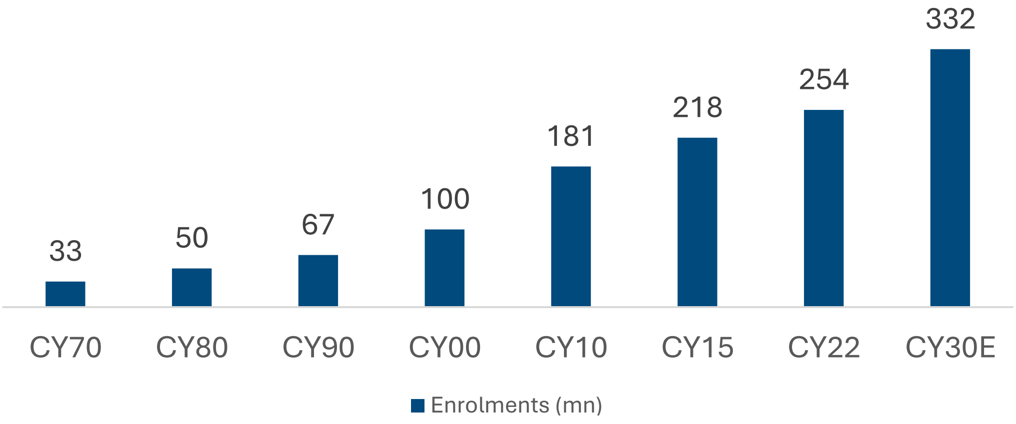
$420 Bn By CY 30E

7.0% CAGR CY24 – CY30E

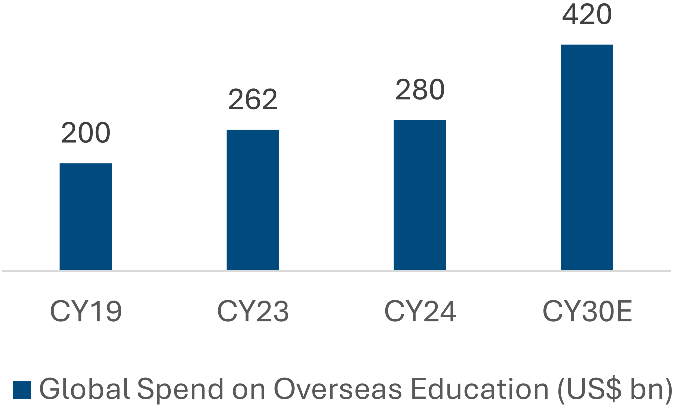
Global Education Sector Market Size $ TN[1]



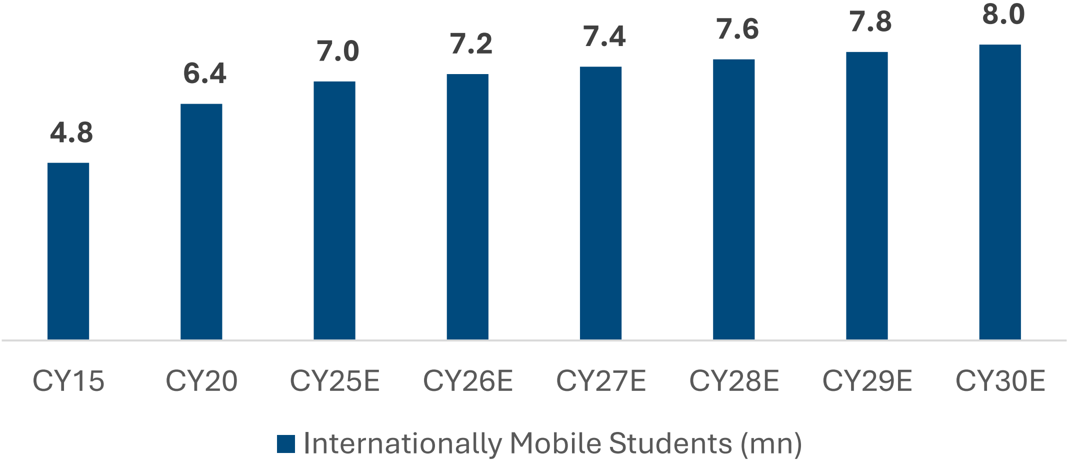
Global Higher Education Enrolments[1]



Global Spend on Overseas Education (US$ bn)[1]



International Student Mobility[1]



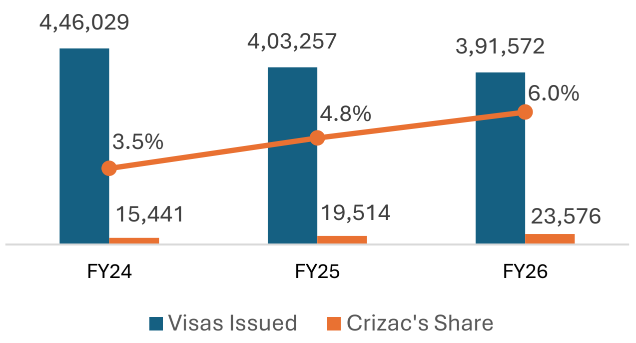
"Global higher education continues to expand steadily, supported by strong long-term demand despite short-term policy uncertainties."

1. F&S Report

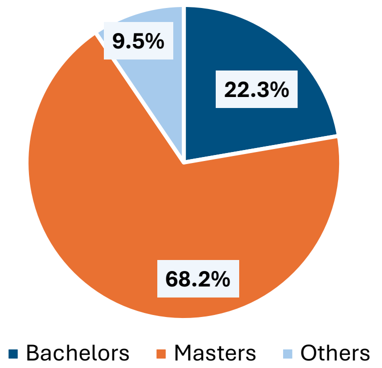
1.STRUCTURAL GROWTH DRIVERS IN GLOBAL EDUCATION (2/3)

Industry Overview - United Kingdom

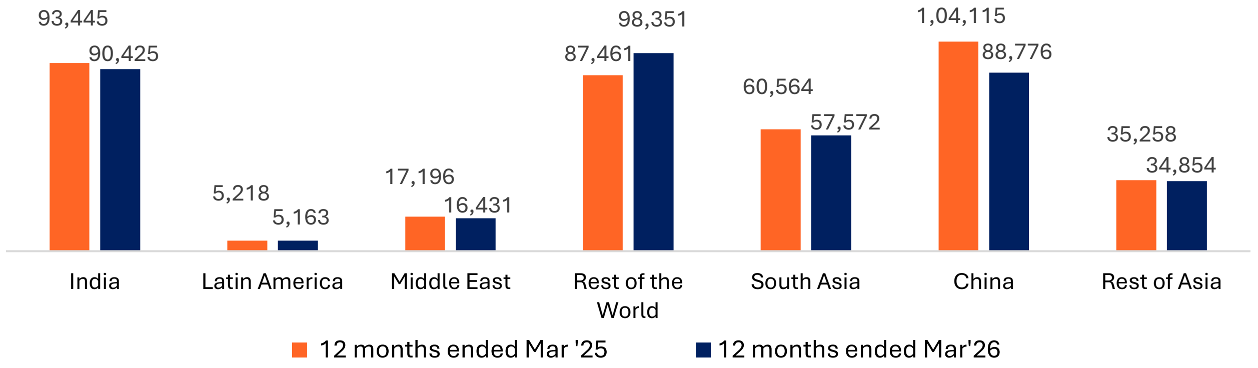
Total UK Study Visas vs. Crizac's Share[1]



Course Pursued (3 months ended Mar'26) [2]

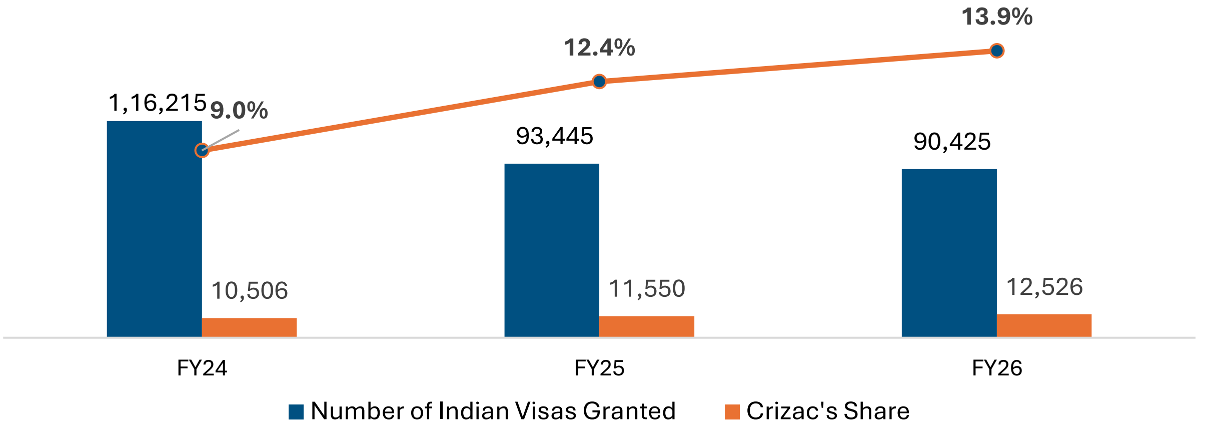


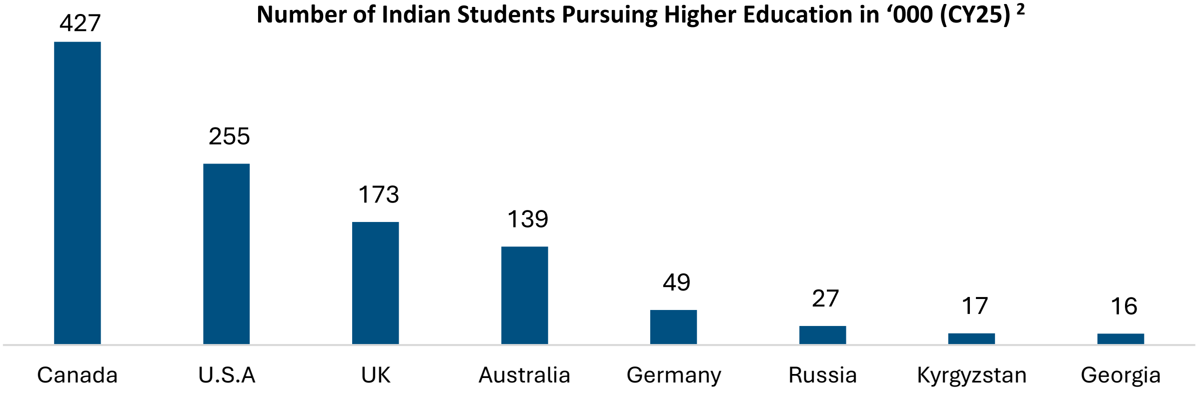
Number of Visa granted [3]



Industry Overview - India

Indian Student Visas in UK vs. Crizac's Share[1]





Key Highlights for United Kingdom

- Consistent long-term demand across all levels of study
- India becomes the largest source country in Mar'26
- Strong preference for Masters Programs

Key Highlights for India

- India is the largest source of international students in the USA and the UK
- Growing presence across Canada, Australia and New Zealand
- Indian students enrolling in higher education expected to reach 92 Mn by 2035

1. Migration statistics ;2. Statista

1.STRUCTURAL GROWTH DRIVERS IN GLOBAL EDUCATION (3/3)

Crizac MAKING EDUCATION EASY

Compliance Favors Structure

Policy Tightening

Stricter regulations are reshaping international recruitment

Higher Compliance Requirement

Universities now demand stronger compliance standards

Need For Trusted Platforms

Trust and transparency are becoming essential

Shift Toward Scaled & Structured Players

The market is favoring organized and scalable companies

PLATFORM ADVANTAGE

- Stronger screening & documentation capabilities
- High-quality , compliant applications becoming critical
- Error Minimization through AI-Led Automation

SUSTAINED OUTBOUND DEMAND

- Tighter compliance is accelerating adoption of trusted platforms
- Universities increasingly favour compliance-driven recruitment partners

SHIFT IN STUDENT FLOWS[1]

Canada/US tightening redirecting demand towards **UK, Ireland, Germany and New Zealand**

AQF & BCA COMPLIANCE[2]

UK AGENT QUALITY FRAMEWORK

- UK's Agent Quality Framework(AQF) raises oversight and entry barriers
- Universities prefer compliant recruitment partners

Key Message

Global education demand remains resilient however, rising visa complexity is making student mobility increasingly policy-sensitive thus, enhancing the importance of structured platforms

1. Student Flow ; 2. AQF & BCA

2. STRONG RELATIONSHIP WITH GLOBAL INSTITUTIONS

Crizac
MAKING EDUCATION EASY

450+

Institutional Partnerships Across Global Markets

5+ years

of long-standing relationships across our Top 30 Universities

Revenue Concentration Q1FY27

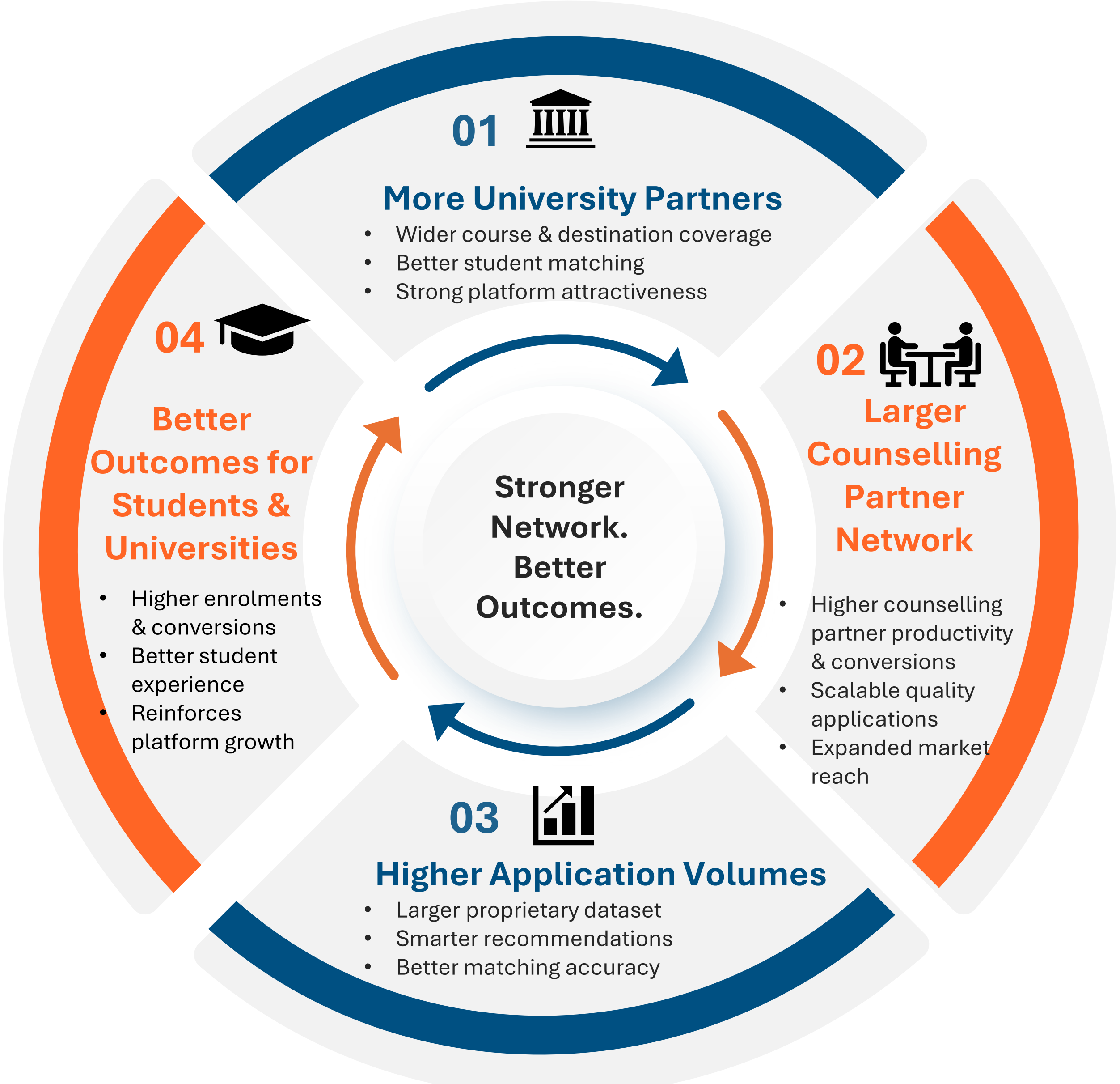
Relationship with Marquee Universities

University of Bristol
University of Birmingham
University of Leeds
University of Liverpool
Queen Mary University of London
King's College London
University of Central Florida
Nottingham Trent University
University of Greenwich
Coventry University
Victoria University of Wellington Te Herenga Waka
UCC University College Cork, Ireland Coláiste na hOllscoile Corcaigh
University of Bradford
University of Canterbury Te Whare Wānanga o Waitaha Christchurch New Zealand
University of Surrey
Trent University
University of Regina
Queen's University
Brock University
Oregon State University
Colorado State University
New Jersey Institute of Technology
Northeastern University

ETS Strategic Tie-Up (July 2026): Collaboration with ETS to provide official TOEFL® & GRE® test preparation, strengthen counseling support, and expand test center infrastructure

3. PLATFORM-LED NETWORK EFFECT DRIVING SCALABLE GROWTH

Every additional student, counselling partner, and university strengthens the intelligence and efficiency of the platform



Cross-sell opportunities across the ecosystem

Universities | Counselling Partners | Students

Every additional student, Counselling Partner, and university strengthens the overall platform ecosystem and network effect

Strategic Highlights

- **Proprietary AI-enabled platform** with automated processing capabilities
- **Scaled global ecosystem** across students, counselling partners and universities
- **Strong network effects** driving stickiness and conversion efficiency
- **Data-driven intelligence engine** enhancing matching and recommendations
- **Integrated one-stop platform** across applications, compliance, and visa support

4. BACKED BY STRONG MANAGEMENT (1/3)

Board of Directors

Dr. Vikash Agarwal
Managing Director
- 21+ years of experience with a Ph.D
- Key Promoter with a deep domain expertise in international education consultancy. His strategic direction leverages technology to scale the B2B platform

Christopher Nagle
Chairman & Non-Executive Director– Crizac India
- Holds a degree from University College London (UCL)
- Brings international, board-level experience to support the strategic growth of the Group's global business

Mr. Anuj Saraswat
Independent Director
- 11+ years of experience and an ICSI Fellow
- Proprietor of a practicing secretarial firm with expert knowledge in regulatory compliance and secretarial standards

Manish Agarwal
Whole Time Director & CFO
- 15+ years of experience
- An FCA and ICAI member, he has been associated with the organization since its inception in 2011, overseeing its financial health and stewardship

Ms. Payal Bafna
Independent Director
- 9+ years of experience and an ICSI Fellow
- Proprietor of P. B. & Associates and brings strong expertise in legal advisory, corporate governance, regulatory compliance, and ethical standards

Mr. Rakesh Agrawal
Independent Director
- 12+ years of experience and an ICAI Member
- Specialized experience in the financial services sector, guiding the Board on robust financial oversight and stewardship

4. BACKED BY STRONG MANAGEMENT (2/3)

Strong Management

Priya Fulfagar
Chief Operating Officer
- Associated since 2015
- Deep expertise in managing and coordinating internal operations through disciplined execution

Nikhil Jain
Chief Product & Marketing Officer
- IIT (BHU) Varanasi alumnus with doctoral research at IIT Bombay–Monash University.
- Founder of ForeignAdmits, leads product strategy and marketing for Crizac's AI-led education platform.

Dishant Kharbanda
Chief Innovation Officer
- Nearly 20 years in edtech and international education; founder of award-winning Uniagents
- Leads emerging technology initiatives and innovation at Crizac

CS Kashish Arora
CS & Compliance Officer
- An ICSI Associate focused on governance, overseeing secretarial functions and ensuring statutory and regulatory compliance
- Dual certifications in ESG and Data Protection, driving compliance and responsible corporate stewardship

Rituparno Sarkar
Chief Technology Officer
- B. Tech in Computer Science (IT), Sikkim Manipal Institute of Engineering & Technology.
- 19+ years of technology leadership in engineering, product development, and digital transformation.

4. BACKED BY STRONG MANAGEMENT (3/3)

Strong Management

Saurav Bhaduri
Chief Strategy Officer
- 22+ years across technology, engineering & business growth in the U.S. and India
- Leads transformation, process optimization & scalable growth at Crizac

Subhakar Alapati
Director - Global Tree
- 17+ years' experience; founded Global Tree, scaling it to 10+ offices and 250+ employees
- Published 100+ articles; mentors Ivy League aspirants and drives innovation

Erica Rodriguez
Director - Studies Planet
- Built Studies Planet into a leading LATAM student recruitment agency
- Established strong university partnerships and expanded global education access

Eric Wijmenga
Regional Director, UK and Europe, Crizac Ltd (UK)
- Founder of Inova Education, leading student recruitment in Mexico for 25+ years, with experience across South Asia and East Africa
- Brings deep expertise in university partnerships and recruitment strategy to Crizac's UK and Europe operations

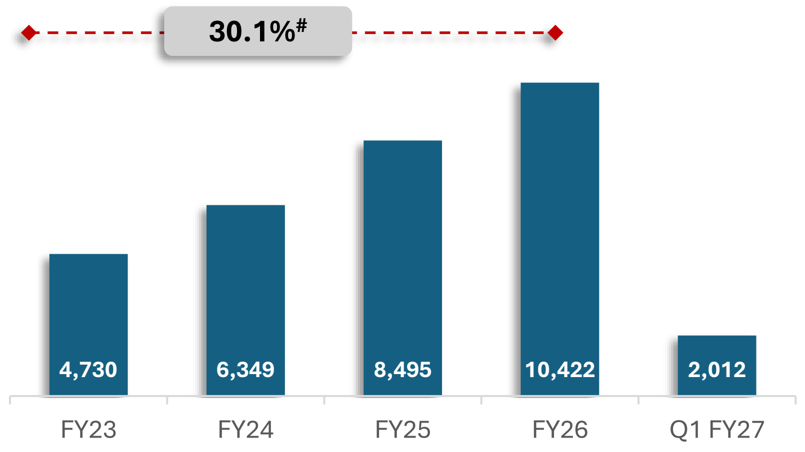
Srikar Alapati
Managing Director - Global Tree
- 20+ years experience in Education and Immigration consultancy; built Global Tree into a trusted global education platform
- Established a network spanning 14+ countries and 450+ university partnerships

Jagjit Singh
Managing Director (New Zealand)
- Leads New Zealand operations
- Founder of Medway, one of NZ's top study-abroad consultancies

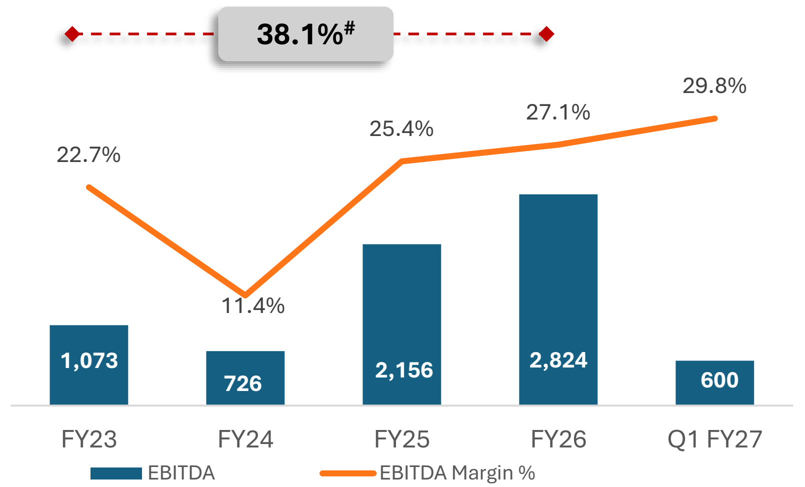
5. CONSISTENT FINANCIAL DELIVERY WITH STRONG CASH GENERATION (1/2)

Crizac MAKING EDUCATION EASY

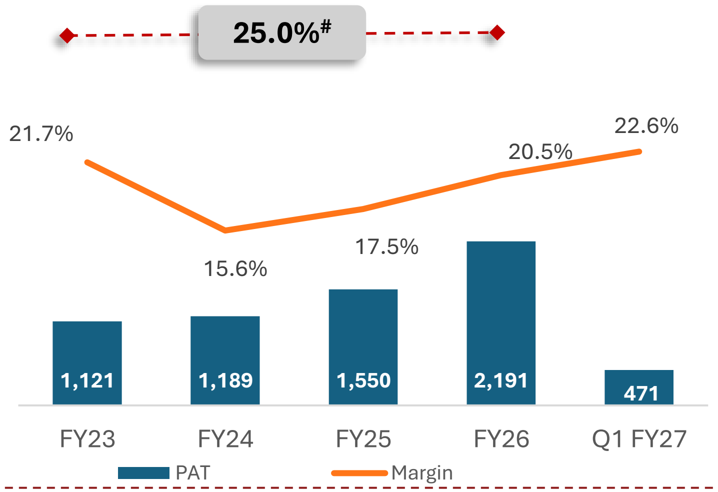
Operating Income
In INR Mn



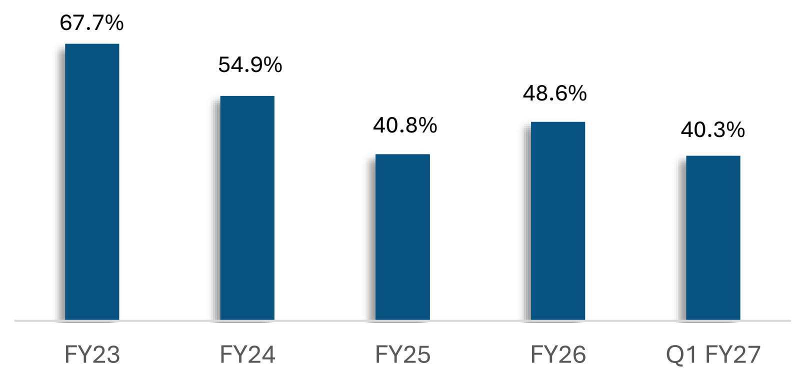
EBITDA[1] & Margin
In INR Mn & % Margin



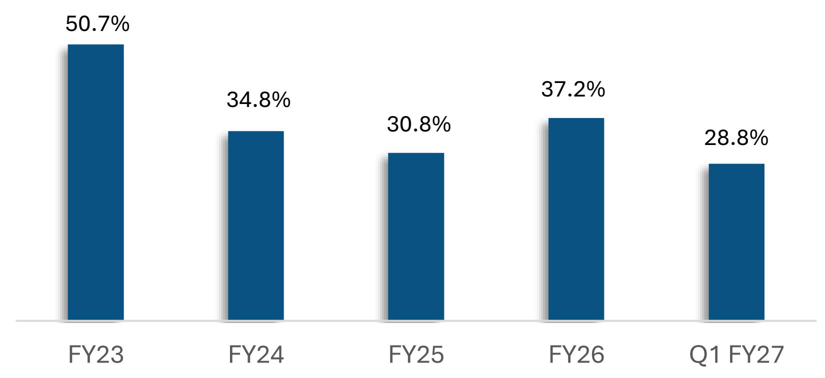
PAT[2] & Margin
In INR Mn & % Margin



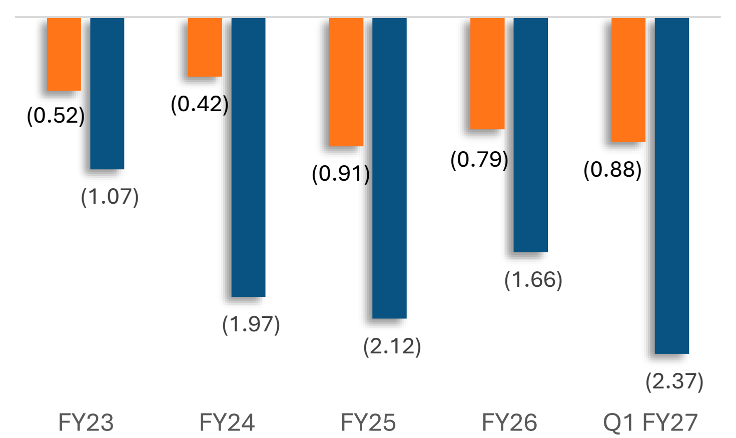
ROCE*



ROE*



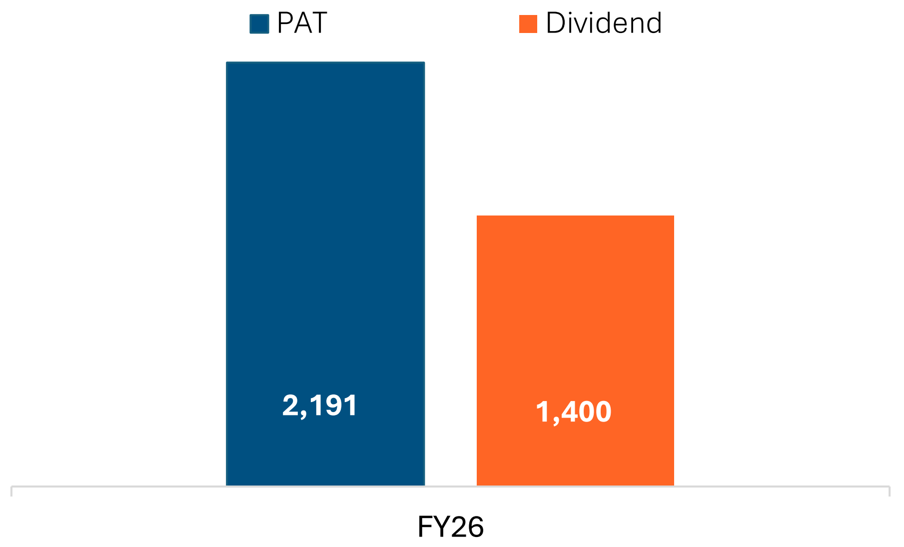
Net Debt/Equity Net Debt/EBITDA*



1. EBITDA is calculated as profit for the period/year minus other income plus finance costs, depreciation and amortization, (Gain) / loss on Forward Contracts and Exchange rate differences and total income tax expenses 2. PAT is Net Profit attributable to the Owners of the Company * Q1 FY27 is annualised
CAGR FY23 to FY26

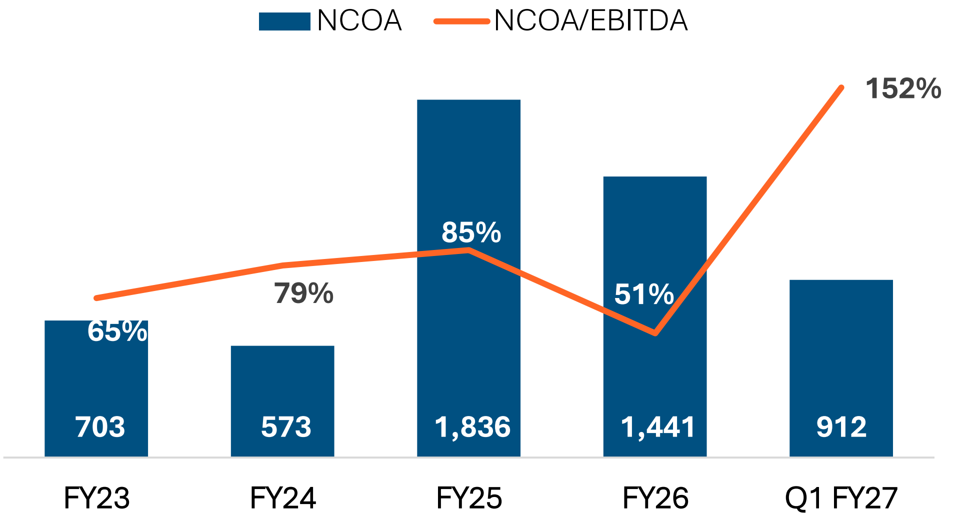
5. CONSISTENT FINANCIAL DELIVERY WITH STRONG CASH GENERATION (2/2)

Profitability with Rising Shareholder Returns (FY26)



Dividend payout ratio of 63.9% supported by the Company's strong financial performance and cash generation

Robust Operating Cash Flow Conversion



High earnings quality with a structurally strong NCOA-to-EBITDA conversion.

Key Highlights

Asset-Light Model

Enables healthy Balance Sheet and no Debt

Low Working Capital-Intensity

Net working capital days of (29) in Q1 FY27, showcasing rapid turnover and strong liquidity efficiency

Strong Cash Flows

Consistent cash generation supports both organic and inorganic growth while maintaining dividend payouts

6. GROWTH DRIVERS (1/3)- EXPANDING OUR GEOGRAPHICAL DIVERSIFICATION

" Building a globally diversified portfolio for sustainable long-term growth "

Our Diversification Pillars

Multi-Origin Processing

Applications processed from multiple origin countries across regions

Destination Diversification

University partnerships across the world- reducing single-market dependency

Global Presence

On-ground operations and network presence in key source and destination markets worldwide

Expansion Strategy

Target geographies identified with expansion strategy and execution underway

Driving geographic diversification through organic expansion initiatives and strategic acquisitions, strengthening presence across key source and destination countries

6. GROWTH DRIVERS (2/3)- BUILDING AN ANCILLARY REVENUE LAYER

Crizac MAKING EDUCATION EASY

Services Live on our Platform | **Commencing Soon on our Platform**

EXPANDING BEYOND CORE

Ancillary services are being developed in addition to student recruitment

Services Live on our Platform:
- Student Loans
- Accommodation Services
- Visa Services

Commencing Soon on our Platform:
- Insurance Services
- Forex Services

STUDENT LOANS - A KEY GROWTH DRIVER

Strong Partnerships

Tie-ups with leading banks and NBFCs

High Growth Outlook

Student loans services launched in FY26

Improved Stickiness

Increases Counselling Partners stickiness and strengthens client relationship

Monetization Improvement

Larger wallet share- Enhances revenue per student and overall monetization

Diversifying our offerings to create sustainable revenue streams

6. GROWTH DRIVERS (3/3)- INORGANIC & PARTNERSHIP LED GROWTH OPPORTUNITIES

Crizac MAKING EDUCATION EASY

Building on its acquisition-led expansion strategy, Crizac continues to evaluate opportunities that enhance scale, technology capabilities, and market presence.

Strategic Expansion Initiatives

Acquisition-led Expansion
Enabling Speed to market, strengthening reach & service capabilities

Geographic Expansion
Scaling presence across new destination and source markets

AI-led Technology Investments
Enhancing matching and conversion; enabling scale

Integrated Global Student Mobility Ecosystem

Inorganic Growth through Acquisitions and Investments

Jul'26 — Inova Education
Expanded further into Mexico and the Netherlands, strengthening UK and Europe partnerships

Jun'26 — ForeignAdmits
Strategic investment in AI-powered financing and visa platform, strengthening student mobility capabilities

Apr'26 — Medway Educational Consultant
Scaled New Zealand vertical by onboarding the entire Medway team, broadening presence

Mar'26 — Edumentor
A strategic investment in an AI platform for smarter overall student matching

May'24 — Raj Consultants
Strengthened U.S. recruitment capabilities via acquisition of university contracts and Counselling Partners network

Oct'25 — Studies Planet
Opens up the LATAM market as a source-destination, further strengthening overseas presence

Jan'26 — Global Tree Careers
Acquired a 51.04% majority stake, expanding domestic reach and overall service portfolio

Outcomes

- Accelerating Speed to-Market for Growth
- Broader Global Presence
- Diversified Revenue Streams
- Improved Cross-sell Opportunities
- AI backed Scalable Global Growth Platform

ESG – BUILDING RESPONSIBLE GROWTH

Crizac
MAKING EDUCATION EASY

ENVIRONMENTAL E
Responsible Operations

Waste segregation - wet and dry categories implemented across all office premises to support responsible waste handling and recycling.

Paperless operations - B2B platform enables digital-first application processing, reducing paper dependency across the recruitment workflow

SOCIAL S
People & community

Employee well- being - periodic health check-ups covering basic health parameters conducted for all employees.

PM-VBRY participation - registered under PM Viksit Bharat Rozgar Yojana; actively hiring first-time EPFO employees, contributing to India's formal employment generation agenda

GOVERNANCE G
Ethics, audit & compliance

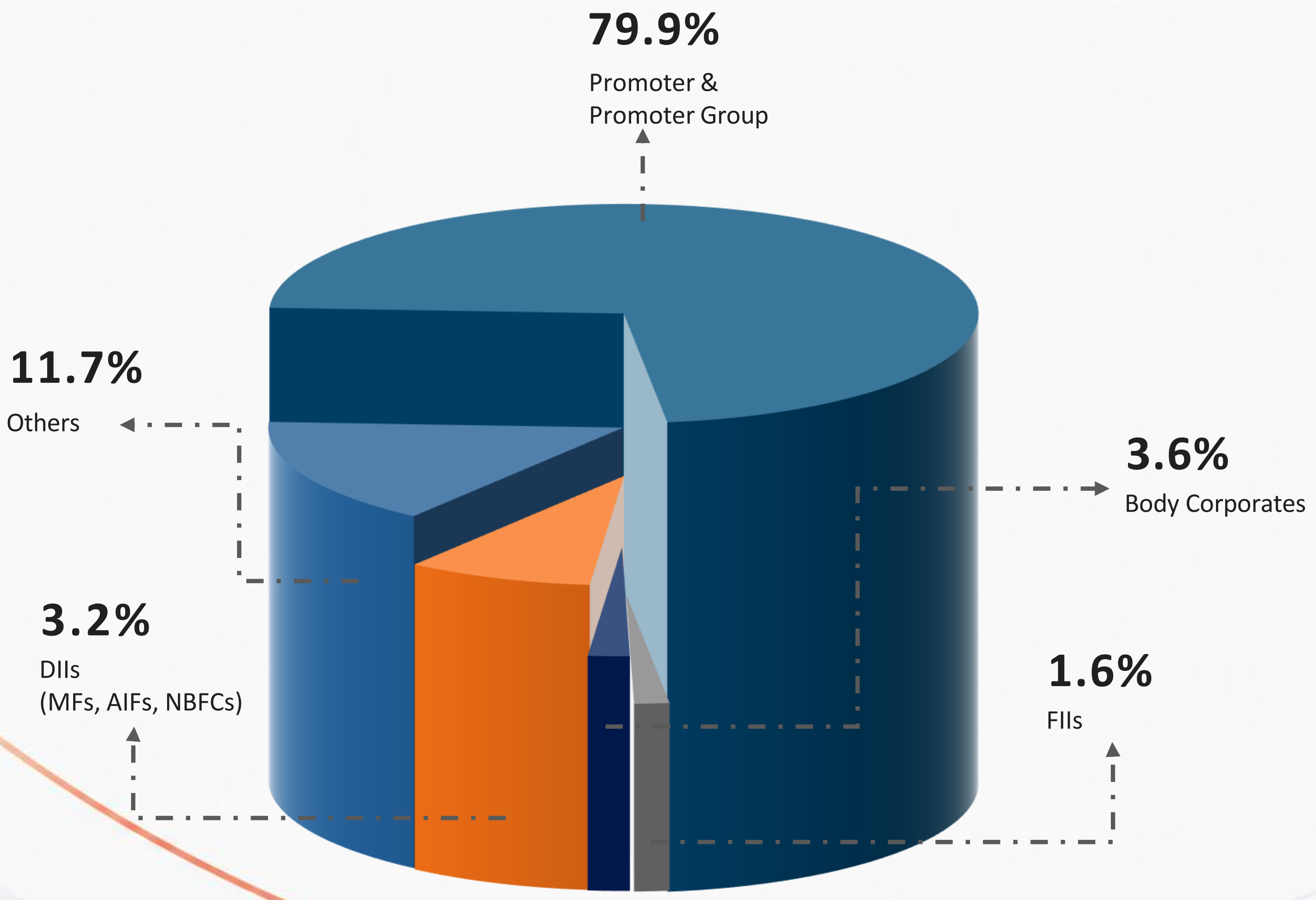
Ethical business conduct - continued strong emphasis on regulatory compliance and transparent reporting mechanisms across all operations.

SEBI BRSR committed - as a listed entity from FY26, Crizac is committed to full Business Responsibility and Sustainability Reporting disclosures.

Independent internal audit framework - We recently appointed Grant Thornton Bharat LLP as our Internal Auditor to strengthen governance oversight, internal controls, and compliance standards across operations.

Promoting employee well-being, generating formal employment, and maintaining highest standards of ethical conduct -building a business that is responsible by design, not by compliance alone

SHAREHOLDING PATTERN AS ON 30TH JUNE 2026



Promoter & Promoter Group	79.9%
Institutional Investors	4.8%
Retail & Non-Institutions	15.3%

MARQUEE INVESTORS

- *CARNELIAN FUNDS*
- *ARYABHATA INDIA FUND (ABAKKUS FUND)*
- *INDIA EQUITY FUND*
- *360 ONE FUNDS*
- *ALLIANZ GLOBAL FUND*
- *ICICI PRUDENTIAL FUND*

ACTIVE PARTICIPATION IN INDUSTRY EVENTS & TRADE SHOWS

Strengthening visibility via International fairs and public exhibitions

Sao Paulo - British Education Fair

Lima - British Education Fair

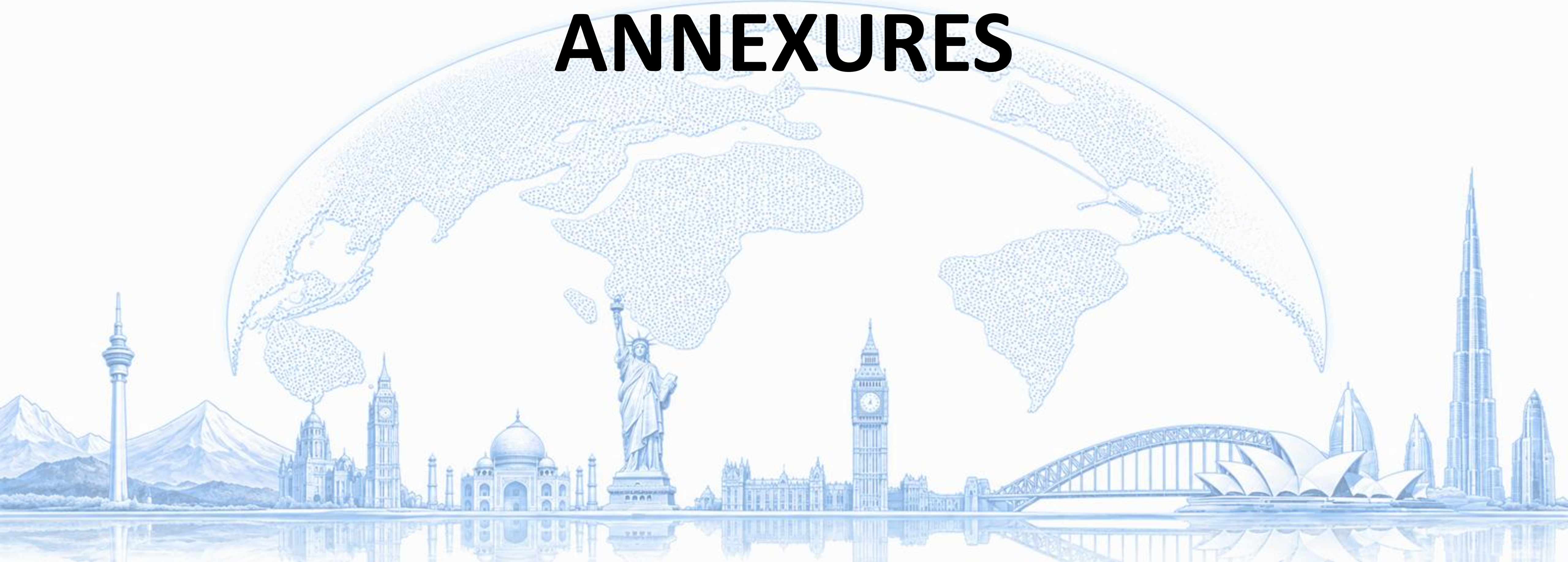
Bogotá - British Education Fair

Buenos Aires- British Education Fair

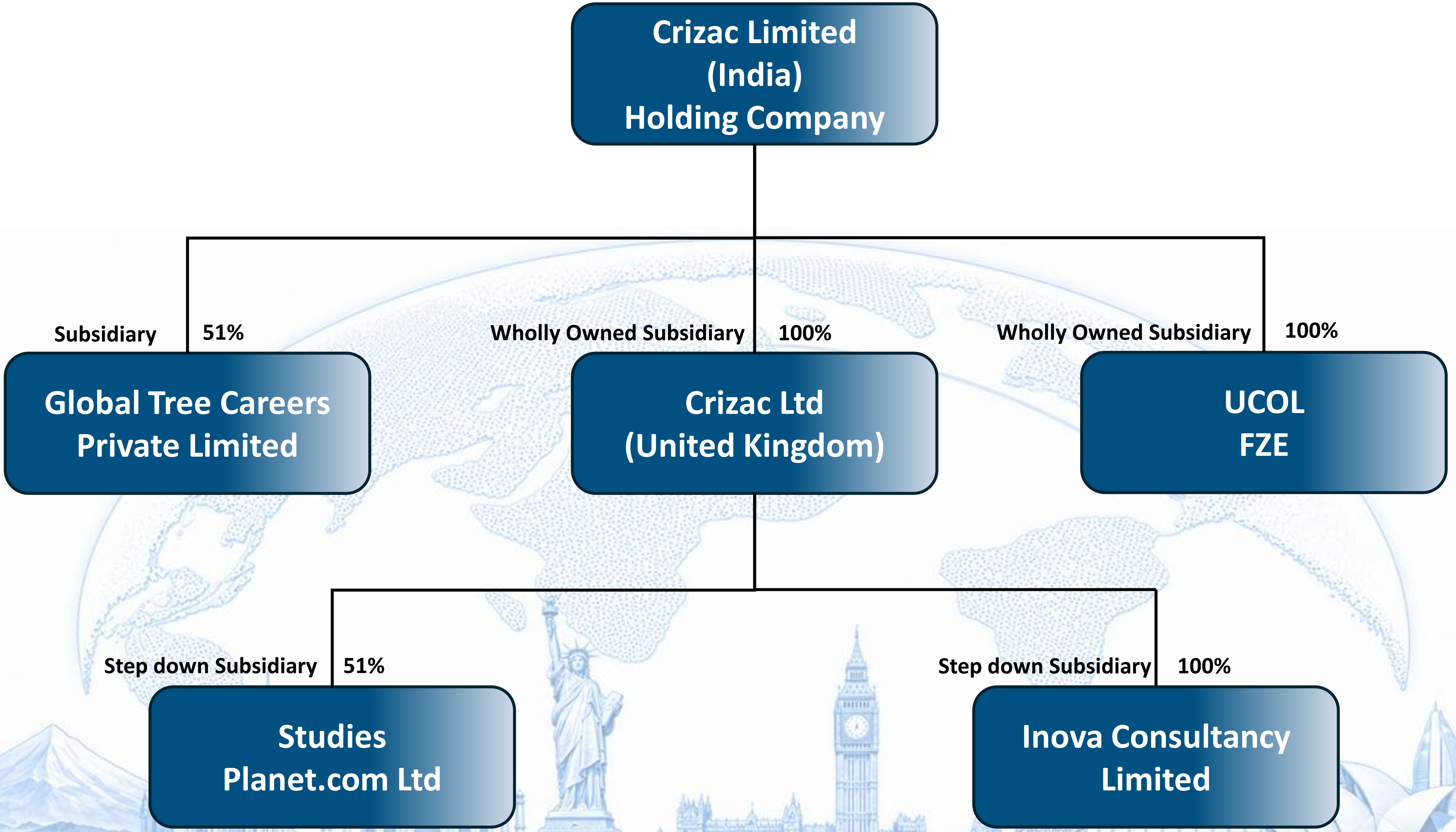
ACTIVE PARTICIPATION IN INDUSTRY EVENTS & TRADE SHOWS

Strengthening visibility via Domestic fairs and public exhibitions

ANNEXURES



CORPORATE STRUCTURE



KEY BUSINESS METRICS

Particulars	FY24	FY25	FY26	Q1 FY27
Financial KPIs				
Revenue From Operations*	6,349	8,495	10,422	2,012
Growth In Revenue From Operations During The Period	34.2%	33.8%	22.7%	(4.0%)
Cost Of Services	4,446	5,992	7,032	1,257
Cost Of Services As % Of Revenue From Operations	70.0%	70.5%	67.5%	62.5%
EBITDA[1]	726	2,156	2,824	600
EBITDA Margin	11.4%	25.4%	27.1%	29.8%
Profit After Tax (PAT)[2]	1,189	1,550	2,191	471
PAT Margin %	15.6%	17.5%	20.5%	22.6%
ROE[3#] %	34.8%	30.8%	37.2%	28.8%
Net Working Capital As # Days Of Revenues From Operations[4]	21.76	(1.80)	1.72	(29.22)
Operational KPIs				
No. Of Student Applications Processed[5]	2,62,502	2,75,897	3,94,629	1,03,539
No. Of Active Counselling Partners[6]	2,532	3,948	5,389	4,032
No. Of Global Institutions Of Higher Education Catered To In The Period[7]	124	173	198	110
No. of Enrollments	17,842	21,710	24,697	4,751

*1. EBITDA is calculated as profit for the period/year minus other income plus finance costs, depreciation and amortization, (Gain) / loss on Forward Contracts and Exchange rate differences and total income tax expenses; 2. PAT is Net Profit attributable to the Owners of the Company; 3. Profit for the period/year divided by Total Equity (excluding Translation Reserve) as at the end of the year; 4. Calculated as Trade Receivables minus Trade Payables divided by Revenue from Operations multiplied by number of days during the period/ year ; 5. Total number of student applications that the company processed for admission to Global Institutions of Higher Educations in the mentioned period/ year; 6. Active Counselling Partners are Counselling Partners who submitted applications during the period; 7. Number of Global Institutions of Higher Education from whom the company has received revenue in the fiscal/period *Revenue From Operations=Operating Income*
 # Annualised

Thank You!

Company Secretary and Compliance Officer	Investor Relations Advisor
Kashish Arora Email: compliance@crizac.com	**Udit Sancheti** Email: ir@uirtus.in