



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 May 11, 2026 with respect to Schedule of Analysts and Investors Earnings Call (for public at large) to discuss the Audited Financial Results (Standalone & Consolidated) of the Company for the Quarter and Financial Year ended March 31, 2026, please find attached herewith the presentation made at the Investors/ Analysts Earning call.

A recording of the Analysts and Investors Earnings Call will be made 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](http://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: May 14, 2026**

# INVESTOR PRESENTATION

Q4 & Full Year FY 2026

May 14, 2026



## PLATFORM LED STRATEGIC TRANSFORMATION

*From Test Prep pioneer to Integrated Solutioning Platform*



# SAFE HARBOUR

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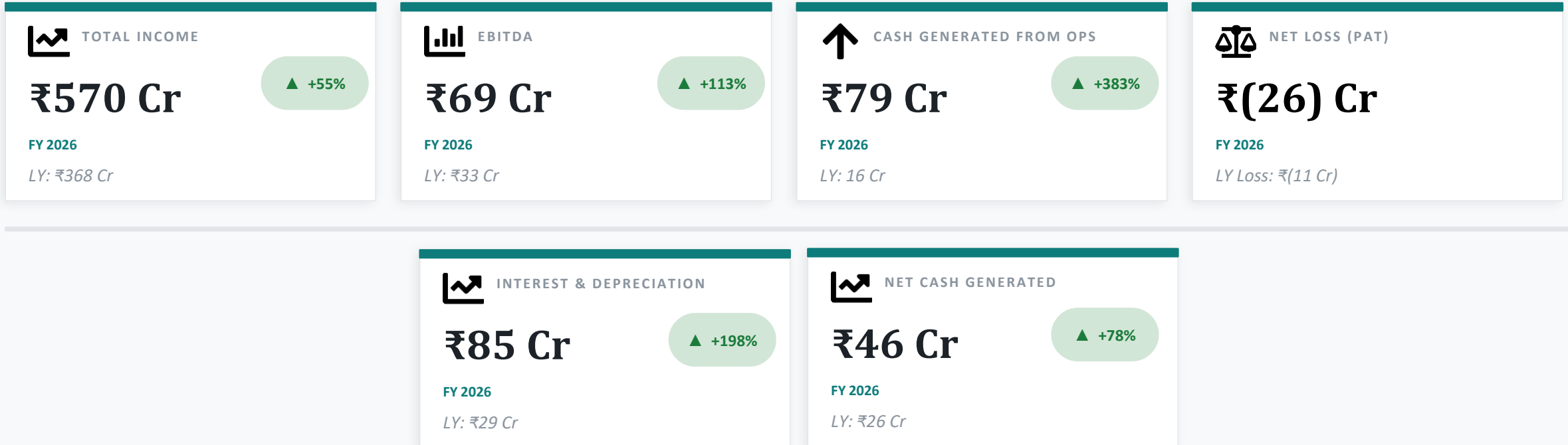
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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could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

# CONSOLIDATED FINANCIAL SUMMARY

FY 2026 — Full Year Key Metrics (₹ in Crores)



KEY BALANCE SHEET METRICS : As at 31 March 2026 · ₹ in Crores



# A SNAPSHOT

Year in review — three businesses, three trajectories · FY 2026

## EDTECH

EdTech Assessments + Learning & Development

### 01 ASSESSMENTS

₹ 223 Cr vs ₹ 205 Cr LY ↑ 9%

- First full year — focus on integration
- 100% rollover of pre-acquisition clients
- 8 Contract extensions including marquee clients renewed with meaningful pricing improvements
- Acquired 20 new accounts

### 02 LEARNING & DEVELOPMENT

₹ 163 Cr vs ₹ 182 Cr LY ↓ 11%

- Enrolments have grown 4%; Avg realizations impacted
- Continue to operate in an evolving market environment
- Increase in adoption of modular, flexible, and digital-first learning formats
- Empaneled by EdCIL (India) Limited as a “Partner for Online Degree Programs/Trainings with Recognized Institutes”.

## MARTECH

MarTech & Events platform

₹ 161 Cr vs ₹ 145 Cr LY ↑ 11%

- India biz grew 5%; International biz grew 20%
- Continued trust from leading global technology and enterprise clients like Dell, Salesforce, AWS and Google
- International biz added Moody’s, Adobe, Autodesk, etc.
- Indian biz clients added - Deloitte, PWC, Hilton, Emirates, etc.

# DEX – FY 26 BUSINESS UPDATE

First full year of operations — stabilization & integration

## REVENUE (TOTAL)

# ₹239 Cr

vs ₹228 Cr LY +5%

## BUSINESS REVENUE

# ₹223 Cr

vs ₹205 LY +9%

## OPERATING EBITDA

# ₹51 Cr

vs ₹34 Cr LY +49%

## FY 27 KEY PRIORITIES

# Accelerating from stabilization to growth

- Significant enhancement in scale
- New age technology – BYOD, AI driven Remote Proctoring
- Foundation for long term IP play (mySATHI)
- Deeper inroads in the EdTech system with multiple offerings beyond assessments for varied customer segments
- Realize enhanced synergies within CL group
- Early initiatives for global footprints

## KEY BUSINESS ACHIEVEMENTS — FY 2026

### 01 CONTRACT ROLLOVERS

20 Renewal / roll-over of customer contracts (all), 8 contract extensions

### 02 mySATHI ROLLOUT

Entire technology backbone built and rolled out

### 03 NEW LOGOS

20 new customers added — broadening of the addressable annuity base.

### 04 OPERATING RHYTHM

First-year integration milestones largely on plan — foundation set for FY 27 acceleration.



# EDTECH – FY 26 BUSINESS UPDATE & KEY ACTIONS INITIATED

Structural realignment of an entire industry — context for FY 26 outcomes

REVENUE (TOTAL)

**₹163 Cr**

vs ₹182 Cr LY -11%

EBITDA

**₹10 Cr**

vs ₹38 Cr LY -73%

## KEY BUSINESS ACHIEVEMENTS — FY 2026

### 01 AI-LED PRODUCTS

Embed AI tutoring, doubt-resolution and adaptive practice into the core product to defend value at lower price points.

### 02 CHANNEL REDESIGN & PLATFORM ACCELERATION

Tilt acquisition mix toward digital and EasyApply; increase centre penetration and outreach formats.

### 03 MODULARIZED PRODUCT OFFERING

Rebuild the price ladder around modular, short-format offerings priced for the new realized-revenue zone.

### 04 B2C MORPH TO INSTITUTIONALIZED BIZ

To move from B2C to B2I for greater and direct access to end customers

## FY 27 KEY PRIORITIES

# Reinventing Core Competencies

- Modularized Offerings – To enhance reach, penetration and scale
- AI tech deployment for basic customer delivery solutions leading to better customer experience
- Continued focus on EasyApply platform to facilitate student connect to universities
- Re-pivot cost structures to enhance sustainable profitability

# EDTECH – SYNERGISED GROWTH ENGINES

## LARGE TAM, SCALABLE THROUGH TECHNOLOGY

### mySATHI

1,00,000

TARGET REACH

- CBSE programme
- CL in School pilots

### University Biz

100 uni

COVERAGE

- 22 signed
- EdCIL / Study in India
- IGNOU, IP, Online

### AI Reinvention

Always-on

CAPABILITY

- AI-product-led growth
- Seamless integration

### Corporate

25 – 30

CORP ACCOUNTS

- Talevate / mySATHI
- Team & Tech in place

### Pathways & Acad Services

Aus / UK

FOREIGN UNI

- Foreign university tie-ups

# MARTECH – FY 26 BUSINESS UPDATE

11% revenue growth (Net-off. pass-through) International strong

TOTAL REVENUE

**₹161 Cr**

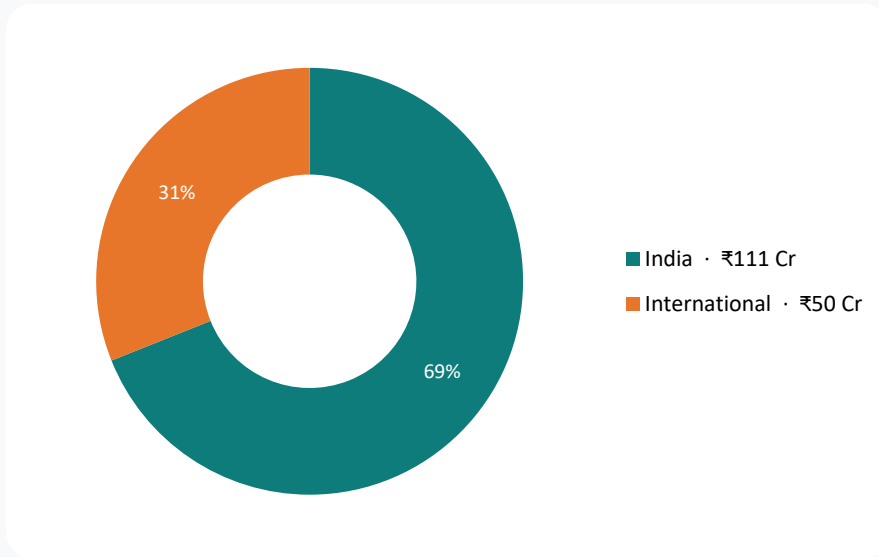
*Net of pass-through · +11% YoY*

EBITDA

**₹13 Cr**

*vs ₹14 Cr LY · -7%*

REVENUE GEOGRAPHY



FY 27 KEY PRIORITIES

## Accelerated growth with Enhanced profitability

- Re-pivoting revenue mix for high margins - CEP & Tech business greater focus
- Prune lower margin MMS & Passthrough Business
- Price recalibration for higher value realization
- Reposition as product & technology solutions driven company
- Enhanced growth in international business





# THANK YOU

Open for questions and investor discussions



ARJUN WADWA  
Chief Financial Officer

 +91 98116 17289

 [arjun.wadhwa@careerlauncher.com](mailto:arjun.wadhwa@careerlauncher.com)

AMIT KANABAR  
Chief. Manager – Finance & Investor Relations

 +91 88009 76683

 [amit.kanabar@careerlauncher.com](mailto:amit.kanabar@careerlauncher.com)

AJAY JINDAL - WISDOMSMITH IR

 [ajay@wisdomsmith.com](mailto:ajay@wisdomsmith.com)

MUTHUKUMAR - WISDOMSMITH IR

 [muthukumar@wisdomsmith.com](mailto:muthukumar@wisdomsmith.com)

INVESTOR RELATIONS · CL EDUCATE LIMITED

NSE / BSE Listed · Q4 & Full Year FY 2026 · May 14, 2026 ·

*This presentation contains forward-looking statements based on current assumptions and expectations. Actual results may differ materially. This document is for information purposes only.*