



CL Educate Announces Q3 FY25 results
Revenue from Operations up by 7%;
CL signs the Share Purchase Agreement to acquire NSEIT Ltd.

Delhi, February 04th, 2025: CL Educate Ltd (BSE: 540403), (NSE: CLEUCATE) has delivered steady growth, with a 7% year-over-year increase in Revenue from Operations for the period ending December 31, 2024. The company has also demonstrated consistent operational efficiency, maintaining stable Operating EBITDA Margins at ~7%, vis-à-vis 8% last year same period. The Revenue from Operations generated by the company has grown to ₹263.20 crore during the period ended 31 December 2024, from ₹245.50 crore for the period ended 31 December 2023.

The Company has executed a Share Purchase Agreement with NSE Investments Ltd to acquire 100% shareholding of NSEIT Limited ('DEX'), marking a strategic foray into the high-growth ₹7,000 crore Digital Assessments Market. This acquisition enables the Company to leverage the expanding opportunities in the digital assessments sector, strengthening its portfolio and creating long-term value for stakeholders.

Structured at an upfront consideration of ₹230 crore, with an additional ₹75 crore earn-out tied to FY25 performance, the transaction aligns with CL Educate's vision to diversify and expand into adjacent education segments.

DEX, one of the largest players in India's digital assessments market, brings a strong market reputation, advanced technological capabilities, and a significant relative market share of over 20%. DEX's scalable solutions span key areas such as Recruitment & Promotion Exams, Professional Certifications, Vocational Assessments, Entrance Exams, and Employability Enhancement, positioning the Company to capture a broader share of the digital assessments ecosystem. This strategic move underscores CL Educate's commitment to innovation and growth in the evolving education landscape.

Review of consolidated financial performance for the period ended 31 December, 2024 (Y-o-Y basis):

- Revenue from Operations grew to ₹263.20 crore for the period ended 31 December 2024, as compared to ₹245.50 crore for the same period last year.
- Operating EBITDA Margins remained stable at 7% for the period ended 31 December 2024 vis-à-vis 8% for the same period last year

Review of consolidated financial performance for the Quarter ended 31 December 2024 (Y-o-Y basis):

- Revenue from Operations grew by 6% to ₹70.54 crore for the quarter ended 31 December 2024, as compared to ₹66.42 crore for the quarter ended 31 December, 2023.

Commenting on the results, Mr. Arjun Wadhwa, CFO, CL Educate said: “We are delighted to share that the finishing line is now in sight with regards to our acquisition of NSEIT Limited with the definitive documents having been executed between the companies. We hope to consummate the transaction soon and integrate the NSEIT business under the CL Educate umbrella.

Meanwhile, our expansion into ‘Social Events’ with the start of Kestone Utsav has begun to take shape. We hope to share plenty more news on this front with the launch of this exciting new business line.

Our EdTech and MarTech businesses continue to grow well from a revenue perspective, and despite a challenging quarter from a margins point of view, have a positive outlook over the next 5-6 quarters.”

About CL Educate

CL Educate Ltd., a technology-driven and well-diversified company in the EdTech and MarTech sectors, was listed on the BSE and NSE of India in 2017. As a market leader, CL Educate has established a strong presence in both consumer & enterprise-focused businesses by offering a range of products and services through physical & digital delivery channels. Since its inception in 1996, the company has expanded its operations to include test-preparation and training services, content development & publishing, integrated business solutions, marketing & sales services for corporates, as well as comprehensive solutions for educational institutions. Guided by a team of accomplished professionals, including IIT-IIM alumni, CL Educate has grown from a single MBA test-prep center to a nationwide conglomerate over its 27+ year existence. The company's asset-light, technology-enabled approach has allowed it to effectively leverage synergies among its various businesses.

For more information on CL Educate, visit our corporate website (www.cleducate.com):

[Annual Report](#) | [Financial Statements](#) | [Quarterly Results](#) | [Telegram Channel](#)

For further information, please contact:

Amit Kanabar Senior Manager – Finance & Investor Relations CL Educate Ltd. Phone: +91-11-4128 1100 Email: amit.kanabar@careerlauncher.com
--

***Note:** Except for the historical information and discussion contained herein, statements included in this release may constitute forward-looking statements. These statements involve several risks & uncertainties that could cause actual results to differ materially from those projected by these forward-looking statements. These risks & uncertainties include – but are not limited to – such factors as competition, growth, pricing environment, recruitment & retention, technology, wage inflation, law & regulatory policies, etc. Such risks & uncertainties are detailed in the Annual Report of the company, which is available on the website www.cleducate.com. CL Educate Ltd undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof. The figures have been rounded at places.*