

Education Technology (EdTech)A USD 30 Billion Opportunity in India

Valuation | Investment Banking | Restructuring Transaction Services | Transaction Tax

APRIL 2021



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Quality education for a child is an aspiration of every parent in India. *Indian education system, being one of the largest across the world, caters to the education needs of massive population of ~430 mn between the age group of 6-23 years.*

Though, formal education system in India is multi fold and regulated, the demand for informal education which includes supplemental learning tools, coaching classes, test preparation, vocational training etc. has grown up significantly in last five years as a result of introduction of education technology in India. The transformation is significant in tier 3 and 4 cities, towns and villages where the students have been able to get access to quality education at the remote locations through edtech platforms.

Fortunately for India, the introduction of edtech has coincided with growing internet penetration in with availability of cheaper smartphones and low data prices. This has increased ease of access to the quality education through various learning platforms among Indian students across the nation.

The sector has attracted private equity investments of ~US\$ 4Bn in last 5 years which has led to the emergence of global edtech leaders like Byju's commanding a valuation of US\$ 15Bn. The market has also witnessed consolidation of the sector with aggressive M&A activities leading to the market leaders like Byju's, Unacademy, UpGrad, Vedantu etc. With current market size of USD 700 - 800 mn, **we expect the edtech to become a USD 30 Bn industry in next 10 years** on the backing of growing demand and evolving business models.

Further, lockdown imposed due to Covid – 19 has increased the demand for edtech products multifold. It has broadened the landscape of edtech products from supplemental education platforms, test preparation and vocational training apps to B2B products helping the conventional educational infrastructure to go online. The pandemic has been a shot in the arm of edtech and we strongly believe that the current edtech product landscape will keep on evolving with new products focusing on providing more customised and personalised learning experience for users.

"The opportunity is enormous and we are currently only scratching the surface of meeting the learning needs of \sim 430 mn Indian diaspora."

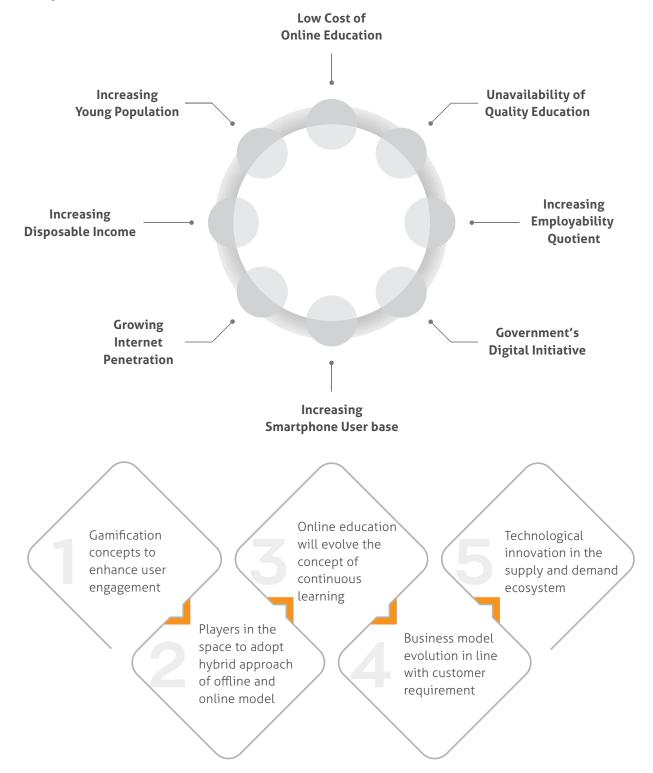


Rajeev R. Shah Managing Director & CEO



India is currently positioned to take advantage of the all the key edtech growth drivers, being in its favour, to unleash the hidden potential in the country.

Edtech Key Growth Drivers in India





What Future Holds for us?



Online learning is here to stay

Be it a blended or standalone model, online education is going to be an integral part



Number of Edtech start-ups to increase substantially

With 4X rise in funding, investor focus & rising demand for Edtech products, an increase in new Edtech start-ups is imminent



Schools / Universities to take digital route

Not just classes, schools & universities will shift their activities (admin, exams, evaluation etc.) online



More Collaborations

Schools & universities may partner with Edtech firms for relevant courses and technology collaborations



Digital Divide - Lack of Infrastructure & Vernacular content a hindrance

Focused investments in internet connectivity, devices, local language content



Access to Global Universities no longer a distant dream

Edtech firms are collaborating with global universities to offer online degrees



COVID has fast tracked Edtech adoption

Millions of students
moved online during the
pandemic adopting digital
education. 5-10X surge in
online course searches
were recorded

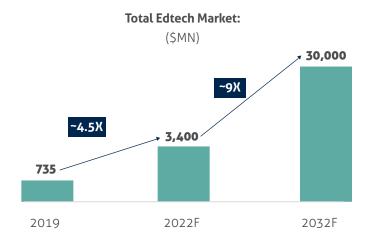


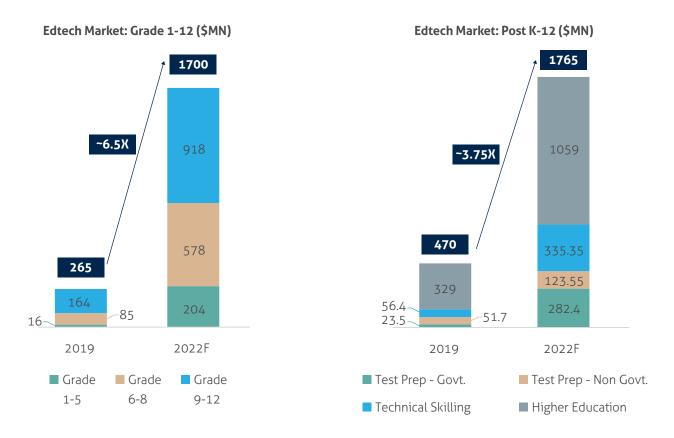
More Mergers and Acquisitions

Large Edtech firms will rapidly go for merger & acquisition activities.



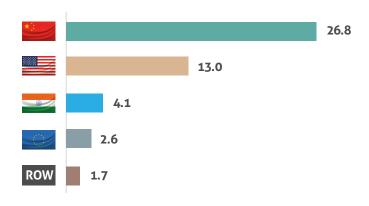
A US\$ 30 Billion Market Potential in next 10 Years





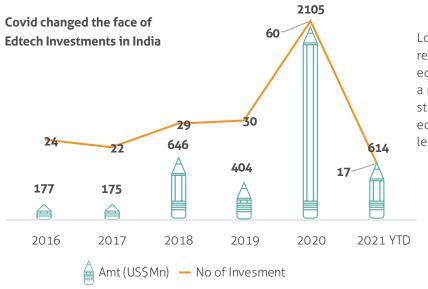


Global EdTech Venture Funding - 2010 - 2020 (US\$Bn)



India has emerged to be among the top three countries in the world after China and USA to get the venture capital funding in edtech sector.

Total Edtech funding in India for Last 5 years



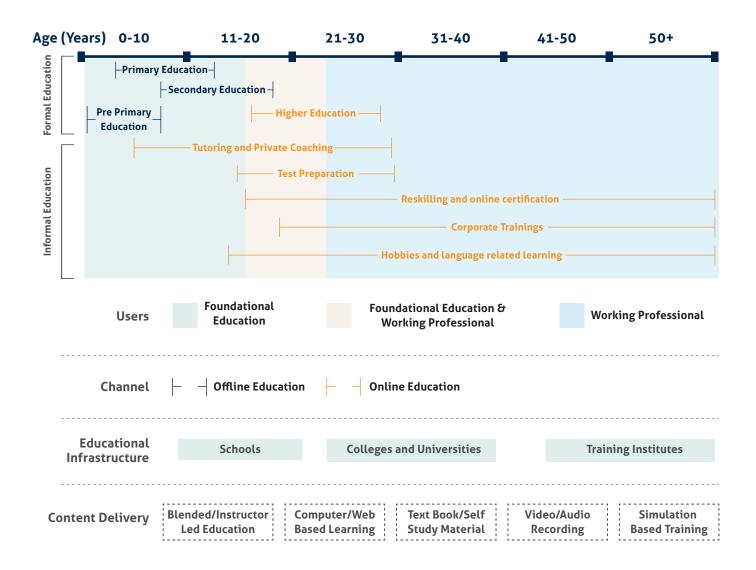
Lockdown as a result of the pandemic has resulted in massive increase in the private equity investments in the edtech sector as a result of increasing inclination of students and parents to opt for getting education from home through various learning platforms.





Education Landscape in India

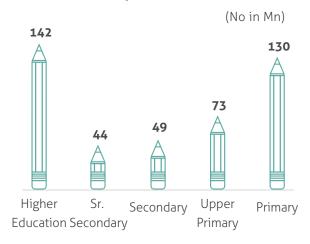
- Indian education system is multi fold and one of the largest in the world with more than ~271 mn students enrolled in more than ~1.5 mn schools and ~37.2 mn under graduate and post graduate students enrolled in over ~39000 colleges across India.
- Formal education in India includes primary and secondary school education, graduation, post graduation and diploma courses.

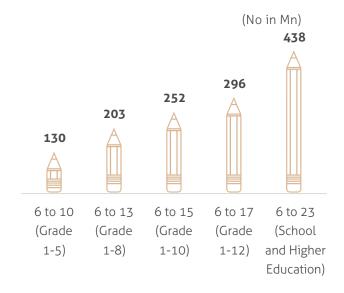




Education in India -Demand and Supply

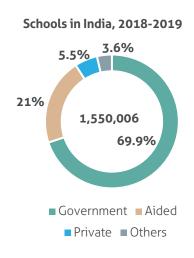
Demand Landscape

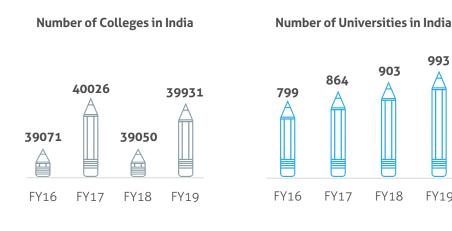




- India, with enormous potential to reap demographic dividend, has a population of ~438 MN between the age group of 6-23 seeking education at various level
- India has 56 of the world's best universities as per Times Higher Education (THE) World University Rankings 2020.
- NEP 2020 offers multiple exit options and appropriate certification within undergraduate education period and an Academic Bank of Credit will be established for digitally storing academic credits earned from different institutes so that these can be transferred and counted towards final degree earned.

Supply Landscape





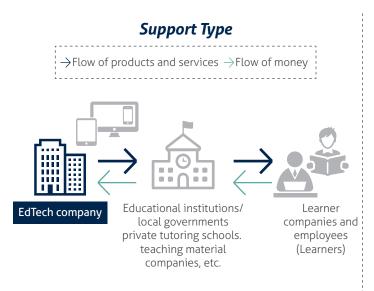
993

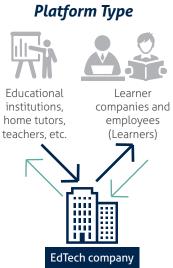
FY19

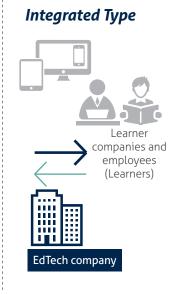




Business Models in Edtech







Support Type

The main businesses provide digital tools such as school administration management and learning management system (LMS), program creation tools for adaptive learning and communication tools to educational institutions and private tutoring schools etc.

Platform Type

Operations of platforms for delivering existing educational institution and educator programs and content to learners (MOOCs/language education, vocational education etc.

Integrated Type

In - house production and development of lesson videos and learning content and delivery on websites and smart phone apps.

- The first to emerge was support for business operators, and companies providing such support are growing mainly in developed countries with the established presence of educational institutions and private tutoring schools.
- The business model of platforms for learners is also growing mainly in developed countries where educational institutions are already established. Companies providing services called Massive Open Online Courses (MOOCs) are showing particular growth.
- In contrast, companies providing integrated services from content development to delivery are growing significantly in emerging countries like India and China. These services are focused on the field of supplementary learning, capturing learners in areas with a shortage of conventional private tutoring schools and home tutors.



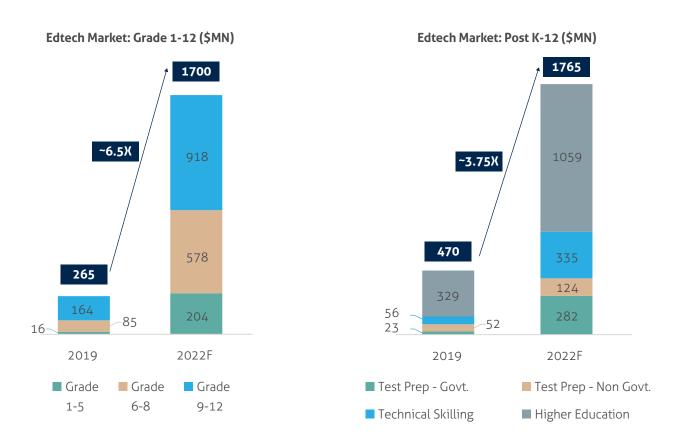
Edtech India - Key Segments

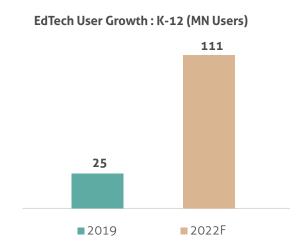


Supplemental	Test	Certification and	Language	Learning	Digital Tutoring
Education	Preparation	Online Courses	Classes	Management System	Enables
Vedantic LIVE ONLINE TUTORING CUEMATH WARRING Lick Gyrot of Grade MINDSPARK Swiftlearn LIDO	■ unacademy □ unacademy □ unacademy □ testbook.com □ testbook.com	upGrad simplilearn Get Certified, Get Ahead. Great Learning POWER AHEAD EDUPRISTINE Empowering Professionals	ENGULU CultureAlley englishbolo	WizIQ Schoolguru	Classplus Teachmint Classpro



Edtech India - Current Market Size and Forecast





- Growth in the K-12 Edtech opportunity will be driven by strong growth in user base, with Edtech users growing proportionately faster than overall student base.
- Online education offerings for Classes 1 to 12 are projected to increase 6.3X by 2022, creating a \$1.7 billion market, while the post-K12 market is set to grow 3.7X to touch \$1.8 billion.
- This growth is expected to be driven by K12, higher education, test preparation and upskilling categories.

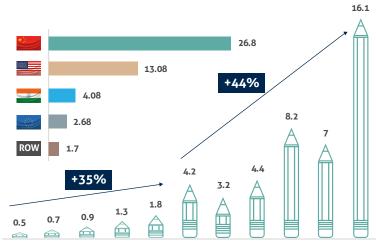




Global Decade of EdTech Venture Capital Investment

- Global EdTech started the last decade with \$500m of Venture Capital invested in 2010 and finished 32x higher at \$16.1B in 2020, nearly 2x the previous investment record in 2018.
- US and China continuing to grow, along with spectacular rise of India as an EdTech powerhouse

Global EdTech Venture Funding - 2010 - 2020 (US\$Bn)



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Global Major Funding Rounds of 2020

Select top rounds in 2020

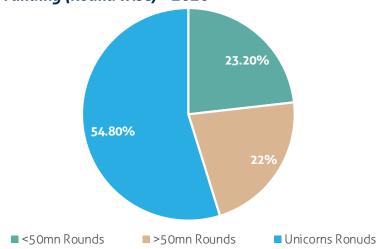
◎ 猿辅导	Yuanfudao Provides live courses and tutoring	Beijing	\$1.0 Series G Mar 2020
作业帮	Zuoyebang Platform to look answers to study-related problems	Tianjin Shi	\$750M Series E Jun 2020
BYJU'S	BYJU'S Online tutoring	Bengaluru	\$200M Growth Equity Jan 2020
coursera	Coursera Free online courses from top universities	Mountain View	\$130M Series F Jul 2020
campuslogic	CampusLogic Help students manage financial aid	Chandler, US	\$120M Growth Equity Jul 2020
unacademy	Unacademy Online learning platform	Bengaluru	\$110M Series E Feb 2020
Vedanti LIVE ONLINE TUTORING	Vedantu Online tutoring	Bengaluru	\$199M Series D Feb 2020
MASTERCLASS	MasterClass Video courses developed around individual celebrities	San Francisco	\$100M Series E May 2020



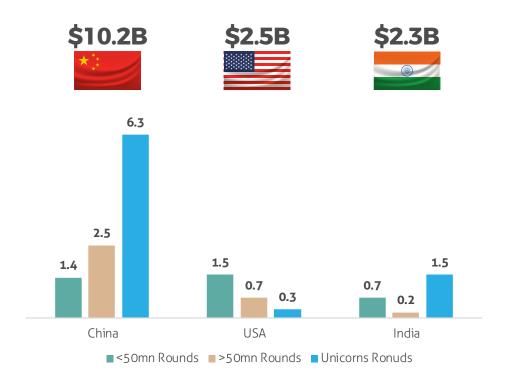
Mega (\$100M+) and Billion dollar+ funding rounds dominated the VC EdTech landscape in 2020

- China accounted for almost two-thirds of VC funding in 2020, with investment in the US and India each at around \$2.5B.
- \$8B, or over half of all EdTech VC in 2020, was raised by EdTech Unicorns.

Global EdTech Venture Funding (Round wise) – 2020



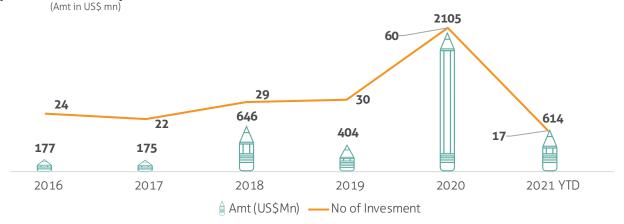
Round wise total VC funding in major countries - 2020





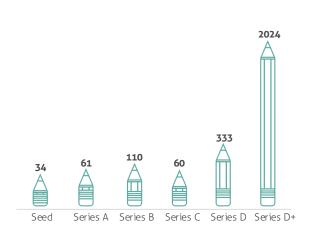
Indian EdTech Startup Sees Investment of more than US\$ 2 Bn in 2020 - Largest in the last 5 years

Total Investment & # of deals in India (2016 -2021 YTD)

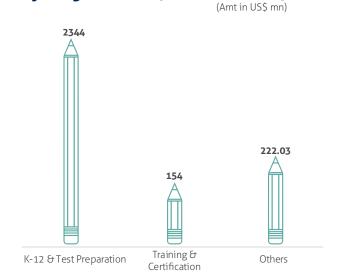


Total Funding in India Major Stage wise (2020 - 2021YTD)

(Amt in USS mn)



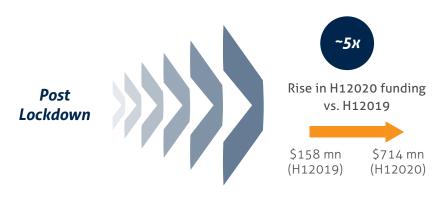
Total Funding in India -Major Segment wise (2020 – 2021YTD)

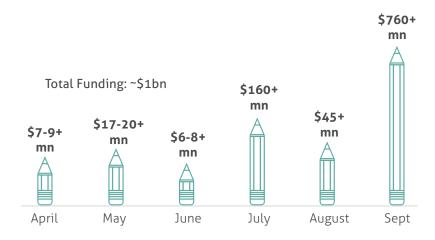


Rise on Funding on the Edtech industry post covid pandemic



Rise in Funding (Pre-COVID vs. During COVID)





Edtech Funding (April 2020 onwards)

- Online education offerings for Classes 1 to 12 are projected to increase 6.3X by 2022, creating a \$1.7 billion market, while the post-K12 market is set to grow 3.7X to touch \$1.8 billion.
- This growth is expected to be driven by K12, higher education, test preparation and upskilling categories. With more adoption towards Edtech and a different outlook for education in the post COVID world, we can expect a bigger number than this.

Market Leaders Consolidated the Sector by Redefining the Growth via M&A

Loath with Cash, M&A intensifies in Edtech

Eleven of these transactions have happened in the last four months, with January seeing the world's largest EdTech M&A so far - BYJU'S (again) acquiring Aakash Educational Services Ltd (AESL) for a mammoth \$1 billion.

M&A Deals in Indian Education Sector – 2016 – 2021 YTD

Announce Date	Target Co	Acquirer Co	Sub - Sector	Deal Value (US\$ M)
Mar-21	Handa Ka Funda	▼ unacademy	E-Learning & Test Preparation	
Mar-21	noesis	İMAGINXP Design Thicking and UX Design	E-Learning & Test Preparation	
Jan-21	Aakash Medicaliii 7 EEI Foundations	BYJU'S	Test Preparation	1000
Dec-20	QUIZNEXT	LEAD SCHOOL January Comment Leathers Fare Yeary Child	E-Learning	
Dec-20	COMMAND SERVICE VO (10) DOMAND SERVICE VO (10) DOMAND SERVICE SERVICE VO (10) DOMAND SERVICE SERVICE VO (10) DOMAND SERVICE SE	<u>Veranda 🎏</u>	Test Preparation (Coaching Institutes)	13.55
Dec-20	NeoStencil	▼ unacademy	Test Preparation	
Nov-20	KLARITY	<u>eduv</u> ▲nz Making Education Accessible	Career Coaching	
Nov-20	talent ∱ sprint ∕	♥ NSE	Vocational Training	35
Nov-20	THE GATE ACADEMY	upGrad	Test Preparation	
Sep-20	a coursavy	▼ unacademy	Test Preparation	
Aug-20	WhiteHatJr Live Ordiner Coding for Kide	BYJU'S	E-Learning - Coding for Kids	300
Jul-20	mastree	🕎 unacademy	E-Learning	5.85
Jul-20	PrepLadder	▼ unacademy	E-Learning & Test Preparation-Medical	50
Jun-20	avagmah Geraldosan	GETMYUNI	E-Learning	
Jun-20	Instasolv	Vedanti, LIVE ONLINE TUTORING	Test Preparation	2
Jun-20	حين <mark>CODECHEF</mark>	▼ unacademy	Training & Certification	
Mar-20	REALBYX.	🛫 unacademy	E-Learning & Test Preparation	
Feb-20	Online	С ЕМВІВЕ	Test Preparation	
Jan-20	[≒] нагарра	Lupa Systems	E-Learning	
Jan-20	merit nation	Aakash Medcultil Tell Foundation	K-12	9.45

4 Most Active nvestors & Funded Startup in India



Top 10 Most Active Investors in Edtech Sector in India

	No of Companies	Rounds Participated	Investment Amt	Major Inv	estment
01 BLUME VENTURES	05 Companies	14 Rounds	US\$ 230 mn	▼ unacademy	Classplus
SEQUOIA 些	09 Companies	22 Rounds	US\$ 751 mn	BBYJU'S	▼ unacademy
UN OMIDYAR NETWORK INDIA	05 Companies	11 Rounds	US\$ 250 mn	Vedantiu LIVE ONLINE TUTORING	o doubtnut
nexus venture partners	03 Companies	11 Rounds	US\$ 360 mn	▼ unacademy	G inizizz
05 ◆ELEVATION	02 Companies	04 Rounds	US\$ 60 mn	▼ unacademy	
06 Accel	03 Companies	09 Rounds	US\$ 249 mn	Vedantu LIVE ONLINE TUTORING	Mind <i>Tickle</i> *
TIGERGLOBAL	03 Companies	08 Rounds	US\$ 1375 mn	BYJU'S	Vedantiu LIVE ONLINE TUTORING
Lightspeed	02 Companies	04 Rounds	US\$ 166 mn	BYJU'S	🎁 Teachmint
TRIFECTA CAPITAL	02 Companies	03 Rounds	US\$ 49 mn	Vedanti LIVE ONLINE TUTORING	shifu
TO INOVEN	06 Companies	06 Rounds	US\$ 10 mn		ERUDITUS EXECUTIVE EDUCATION



Top 15 most Funded Edtech Startup in India

Player	Launch	Offerings	Funding Round	Latest Funding	Total Funding	Latest Valuation (US\$ M)
B BYJU'S	2011	K-12 subject preparation Competitive exam preparation	Bridge 6	US\$ 460M	US\$ 2.4B	US\$ 15B (2021)
▼ unacademy	2015	• Live coaching across 60+ exam categories	Series H	US\$ 50M	US\$ 398M	US\$ 2B (2020)
Vedantu LIVE ONLINE TUTORING	2014	Live classes for K5-12JEE/NEET preparation	Series D	US\$ 100M	US\$ 206M	US\$ 575M (2020)
ERUDITUS EXECUTIVE EDUCATION	2015	Executive Education programs	Series D	US\$ 113M	US\$ 161M	US\$ 700M (2020)
	2013	Live classes for K5-12JEE/NEET preparation	Series D	US\$ 46.9M	US\$ 107M	NA
Next. Education Transforming Education	2007	Comprehensive school management services	Seed	US\$ 16.9M	US\$ 68.9M	NA
cuemath making kids great at math	2011	• Provides live tutoring & online classes for school students	Series C	US\$ 40M	US\$ 67.2M	US\$ 170M (2020)
VARSITY	2011	Comprehensive teaching course for K5-12	Series B	US\$ 4.3M	US\$ 61.6M	US\$ 225M (2020)
AUXILO The next level beckons	2017	• Education loan facility	Series B	US\$ 8.7M	US\$ 50.8M	US\$ 80M (2020)
LEAD SCHOOL Assured, Excellent Learning For Every Child	2012	Academic content learning provider for schools	Series C	US\$ 28M	US\$ 39.4M	US\$ 175M (2020)
simplilearn Get Certified. Get Ahead.	2009	Online portal for professional certification programs	Series C	US\$ 5.91M	US\$ 33.9M	US\$ 85M (2016)
Edu İs Fun	2014	Gamification based learning platform	Series B	US\$ 28.5M	US\$ 28.5M	NA
Extramarks	2007	Live classes for K-12JEE/NEET preparation	Series C	US\$ 15.9M	US\$ 28.3M	US\$ 70M (2011)
NURTURE Education Solutions TOMORROW'S HERE	2005	 Comprehensive campus management services such as content developement, student acquisition etc 	Series C	US\$ 1.3M	US\$ 27.6M	US\$ 60M (2019)
educational initiatives	2001	Adaptive learning programs and assessment for school students	Series A	US\$ 25.1M	US\$ 25.9M	US\$ 40M (2019)





Byjus Classes





Byju Raveendran

Founder

HQ: Bangalore Founded: 2011

Total No of Users: +50M (3.5mn Paid Users)

Total Funding: US\$ 2483M

Valuation: US\$ 15B (Apr - 2021)

Service Offering

- Disney Byju.s early learning App for LKG to 3rd grade student
- Byjus's App for grade 4 12 students & CBSE/ICSE/State board and competitive exam preparation
- Coding for Kids

Key Investors





















	Major Acquisition	า
Company	Sector	Deal Value
Aakash Medical IIT-JEE Foundations	Test Preparation	US\$ 1000M
WhiteHatJr Live Online Coding for Kids	Coding for Kids	US\$ 300M
Osmo	Educational Games	US\$ 120M



Unacademy





Gaurav Munjal, Roman Saini, Hemesh Singh

Co-Founders

HQ: Bangalore **Founded:** 2015

Total No of Users: +30M (350K Paid Users)

Total Funding: US\$ 398M

Valuation: US\$ 02B (Nov - 2020)

Service Offering

- Daily Online live coaching classes for 60+ exam categories
- · Recorded video lesson of over 1 mn
- 1000+ top Educator building quality content





















Major Acquisition

Company Sector Deal Value



mastree Skills
Development
Platform
US\$ 6M

NeoStencil

Test

NA

Preparation



Vedantu





Vamsi Krishna, Pulkit Jain, Saurabh Saxena, Anand Prakash

Co-Founders

HQ: Bangalore **Founded:** 2011

Total No of Users: +33M
Total Funding: US\$ 205M

Valuation: US\$ 600M (July - 2020)

Service Offering

- Live interaction classes for LKG -12 across all the subject and for CBSE/ICSE/State board
- · Online test preparation for JEE, NEET, NDA
- Coding for Kids

Key In	vestors
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TIGERGLOBAL

LEGEND CAPITAL 君联资本

GGVCAPITAL

KB Investment

Major Acquisition

Company Sector Deal Value





UpGrad

upGrad



Mayank Kumar, Phalgun Kompalli Ronnie Screwvala

Co-Founders

HQ: Mumbai

Founded: 2012

Total No of Users: +0.5M

(30K paid user)

Total Funding: US\$ 85M

Valuation: US\$ 450 - 500M (Feb - 2021)

Service Offering

- Offer live classes and sessions to clear doubts, pre-recorded lessons and tests to K-12 students
- Test preparation platform for engineering, medical, commerce
- Coding for Kids

Key Investors





Major Acquisition

Company	Sector	Deal Value
AFound IT HIS Graduates	Test Preparation	NA
ACADVIEW	Job skilling Platform	NA
pyoopil	SaaS Platform for Online Training Program	NA



Valuation

- Business & Equity Valuation
- Valuation of Brands, Goodwill, Other Intangible Assets & Intellectual Property
- Valuation of Financial Securities, Instruments & Derivatives
- Valuation of Industrial Assets and Plant & Machinery
- Valuation of Real Estate
- Valuation of Infrastructure Assets & Specialized Assets
- Purchase Price Allocations (PPA) for Mergers & Acquisition (M&A)
- Impairment Studies for Tangible Assets
- Impairment Studies for Cash Generating Units, Intangible Assets & Goodwill
- Mines, Mineral Advisory and Valuation
- Valuation of ESOPs and Sweat Equity
- Valuation for Tax, Transfer Pricing and Company Law Matters
- Fairness Opinions
- Valuation under Insolvency & Bankruptcy Code (IBC)
- Determination of Swap Ratio under Mergers and Demergers
- Valuation of Inventory / Stocks and Debtors / Receivables
- Litigation and Dispute Valuation Services

Risk Consulting

Strategic Risk Advisory Services

- Techno Economic Feasibility Studies & Viability assessment
- Business Plan Review

Technical Support Services

- Lender's & Investor's /Independent Engineer Services
- Technical Due Diligence, Technical Opinions
- Chartered Engineers Opinion & Certification
- Project Cost Investigation and Monitoring

Agency for Specialized Monitoring (ASM)

• Term Loan, Working Capital and Cash Flow Monitoring

Financial & Treasury Risk Advisory

- Assessment of risks ALM, Credit, Market, Interest Rate & Liquidity Risk
- Asset Quality Review & Stress Testing
- Assessment of Expected Credit Loss

Business Risk Advisory

- Internal audits, Process and Internal Financial controls review
- SOP, policies and Authority level matrix development
- Supply chain improvement and Working capital optimization
- Enterprise Risk Management
- Regulatory compliance review

Dispute & Litigation Support

- Valuation Services
- Damages & Loss of Profit Analysis
- · Independent Expert testimony
- Anti-trust & Competition Advisory
- · Post–Acquisition Disputes, Joint Venture & Shareholder Disputes
- Civil & Construction Disputes, Real Estate Disputes
- · Intellectual Property Rights Dispute

Investment Banking

(Category 1 Merchant Bank)

- M&A Advisory:
 - Sell Side & Buy Side
 - Domestic & Cross Border
- Partner Search, Joint Ventures & Strategic Alliances
- Government Disinvestment & Privatization
- Fund Raising Equity, Mezzanine, Structured Finance & Debt (Corporate & Project Finance)
- Distressed Investment Banking One-Time Settlement, Priority and Interim Funding, Rescue Financing, and Buyouts
- Capital Market Advisory

Transaction Services

- Buy side due diligence and closing due diligence
- Vendor due diligence and vendor assistance
- Setting up and managing dataroom
- Advice on sale and purchase agreements (SPA) and business transfer agreements (BTA)
- Assistance in deal negotiation

Transaction Tax

Deal Tax Advisory (Strategic, IBC, PE/VC)

- Tax Due-Diligence
- Tax Structuring
- Deal Negotiation Review
- Transaction Documentation Review
- Post-Deal Integration

Corporate Restructuring

- Group Restructuring
- · Financial/Capital Restructuring

Succession Planning

Holistic Implementation Support

- Merger/Amalgamation
- Demerger/Spin-off
- Capital Reduction
- Share Buyback
- Business Transfers
- Liquidation/Wind-up

Restructuring

- Insolvency Professional Services
- Assistance in the preparation of Resolution Plan
- Independent Bid Evaluation of Restructuring Proposals
- Process Advisor
- Advisor to Committee of Creditors / Creditor Advisory
- CRO services Chief Restructuring Officer
- Priority and Interim Funding
- Turnaround Advisory and Business Transformation
- Interim Management Services



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