

Project University

Looking for equity fund raise

Company Overview

- The Group is one of the most trusted and widely acclaimed Conglomerate in Central India in the educational domain, it started with the establishment of a single institute in the year 1998
- The core focus of the group is on Education and allied areas
- The group has Under KG, Schools, Colleges UG and PG courses, with 24 institutes including 2 universities, spread across 7 cities including Nagpur, Jalgaon, Pune, Amravati, Ahmednagar, Raipur, and Chhindwara, spread over 319 acres of land
- Currently the group has over 22,000 students enrolled in its various institutes, with hostel capacity of over 2,300 students
- The group has over 1,600 faculties, maintaining a healthy Student to Teacher Ratio of 13:1
- The number of courses provided are over 69, starting from Under KG to University level
- Apart from Education, the Group has its business footprints in Construction, Manpower services, Real Estate and other diverse services
- Training partners for the group: Mahindra, Yamaha, Ashok Leyland, Bosch

Group Education Institutes' USPs

- Quality Education: well-updated courses for students, reflecting the latest trends owing to close association of the group with the industries
- State-of-the-art Infrastructure: each and every course gives the students pre-eminence in the learning procedure, the premium tools and the state-of-the-art infrastructure
- Variety of Courses: plethora of courses are executed at K-12, undergraduate and post graduate programs, including professional courses such as Management, Engineering, Law, MCA, Polytechnic, Commerce and Science
- Campus: developed specifically to provide students with a challenging and rewarding experience in an optimal learning environment, including extensive academic and social support services
- Career-focused curriculum: focus on career-driven strategies, a mix of practical and theoretical approach
- Team: knowledgeable and organized team of over 1,600 educators
- Placement cell: structured placement cell with comprehensive assistance

Colleges' Highlights

- Toastmasters: a pioneer of bringing toastmasters to Nagpur and has a strong foundation of 11 years (Toastmasters International is a world leader in communication and leadership development. The organization has more than 352,000 memberships. Members improve their speaking and leadership skills by attending one of the 16,400 clubs in 141 countries that make up our global network of meeting locations)

- Skill Development Program: part of the curriculum of the Engineering institutes, involves specially crafted classes for developing employability skills in the students, and inculcates customized programs associated with each and every department of the educational institute
- REAP: a program for undergraduate and post graduates, focuses on learning, it is based on development of concept of knowledge, emphasizes on the brushing of skills, makes sure that the students are able to comprehend the concepts and pursue its practical application
- Technology Business Incubator: Government granted project, helps in fabrication of enterprises/ ventures which have technology as their foundation stone by speeding up the process which converts the products of research to a commercial output, with special assistance to the enterprises belonging to the category of small to medium enterprises (SMEs)

Management

Chairman: A prominent figure in Central India in the field of education, he has been conferred with many awards for his exclusive contribution in Education, Business and Social field:

- Business man of the year awarded by Nagpur Chamber of Commerce in 2003
- Young Entrepreneur Award by 'Sarathi ' in 2004
- Entrepreneur Award 2013 for outstanding contributions to engineering Education in India
- Executive Member of Nagbhushan Award Foundation, All India Marwadi Foundation & Mahavir International, Nagpur

Industry Overview

- India is the second most populated country in the world, home to nearly 1.35 billion people
- India holds an important place in the global education industry, having one of the largest networks of higher education institutions in the world, there is however still a lot of potential for further development in the education system
- India happens to be a young country with half of its population under the age of 25, representing a huge potential market for the education sector
- As per a report by Technopak, India's education market was valued at US\$100 billion in 2016, and is expected to almost double to US\$180 billion by the end of 2020
- Number of colleges and universities in India reached 39,931 and 993 respectively in 2018-19
- India had 37.4 million students enrolled in higher education in 2018-19, with Gross Enrolment Ratio in higher education reaching 26.3% in 2018-19
- There is an acute shortage of seats in universities for undergraduate and graduate courses
- The total amount of Foreign Direct Investment (FDI) inflow into the education sector in India stood at US\$ 3Bn from April 2000 to December 2019, according to data released by Department for Promotion of Industry and Internal Trade (DPIIT)
- Education has been one of the prime focus of the government always, according to the Union Budget 2020-21, government allocated INR 59,845Cr (US\$ 8.56Bn) for Department of School Education and Literacy
- Revitalizing Infrastructure and Systems in Education (RISE) by 2022 was announced and in Union Budget 2020-21 an outlay of INR 3,000Cr (US\$ 429.55Mn) was proposed

Operating Performance

- The total Revenue of the group is around INR 236Cr (US\$ 33.7Mn)

- The total reserves of the group stands at around INR 300Cr (US\$ 42.8Mn)
- The revenue generated from Man power as well as the other services are basically the revenue generated from providing allied education and related services
- Keeping in mind the core focus of providing education, the educational revenue of the group is more than 50% of the overall group revenue
- For most of the major loans taken by the group, there has always been promoter/group company guarantee

Transaction

The company is looking to raise equity funding of about US\$ 30Mn from a strategic investor to restructure its capital allocation and expand business.

About Us

Headquartered in Madrid, Spain, ONEtoONE is the fastest growing, technology driven, cross border focused investment banking firm and boasts unparalleled capabilities in searching and executing middle market M&A transactions globally. We have a broad-based international team with offices covering 29 countries and over 200 investment banking professionals who are highly skilled and passionate about creating value for our clients and industry at larger through our M&A and corporate advisory services. A seasoned and impactful global lineup of over 60 Partners have completed more than 1,000 M&A mandates across over 20 sectors to date. We have rich experience in the field of facilitating international Merger & Acquisition and Divestment, Private Equity Syndication, Structured Finance, Joint Venture, Franchisee and Distribution. ONEtoONE India is headquartered in New Delhi. Please see our website for details: www.iloconsulting.in

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