

# INVESTORS PRESENTATION

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**KGES**  
**BSE SCRIP Code: 543289**



# SAFE HARBOR

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# ABOUT US

Our Company was originally incorporated as Kuberan Global Edu Solutions Limited at Coimbatore, Tamil Nadu as a Public Limited Company under the provisions of Companies Act, 1956 vide Certificate of Incorporation dated May 22, 2013, issued by Registrar of Companies, Tamil Nadu, Coimbatore.

Currently, our Company is engaged in TEST PREP segment and our major stream of revenue is from Bank exam preparation courses, Capital market and wealth management courses and MBA Entrance Exam coaching and it is expanding to include various other TEST PREP courses under its belt. The company markets and Train students on various courses and has unique courses on wealth management and capital markets to the Investing community.

Our Company is registered with MSMSE and have ISO 9001:2015 certificate for Quality Management Systems . We provide services through online teaching and offline classroom which allows student to engage in self pace learning. We also offer short term courses and test series-based courses which have been designed specifically to provide education in simple and lucid manner. We deliver and support our education channels through digital features, including recorded video lectures and integrated test and assessment via Kuberan Global Edu Solutions App which include online assessment and test series.

# KUBERAN CLASSES

Kuberan class is a concept based on virtual classroom environment which replicates the model of a real classroom with the use of information technology. In a kuberan class, students interact with instructors online using audio and video conferencing facility and provide synchronous learning environment. E-learning courses and digital classes are created by using various audio-visual IT graphic tools by our digital editing team. The online assessments for e-learning are created using various artificial intelligence tools to ensure that the e-learning is fruitful to the student through our delivery platform. To leverage our content repository and to provide a personalized learning environment to our students, we have recorded the lectures of our experienced faculty members.

Further, we have designed and developed Online Examination contents which helps in Online preparation for competitive examination for our students. Further, to address technology enabled delivery platform for larger base of potential students, we have introduced KGES LTD an application. Even students can share knowledge with others by giving answer to the questions asked by others. Reaching student through our innovative product.

# FINANCIALS AT A GLANCE

Particulars	₹ in Lakhs		% Change
	FY 2021-22	FY 2020-21	
Total Income	93.69	92.88	0.81
EBIDTA	19.64	17.05	2.59
PBT	(1.37)	0.62	(1.99)
PAT	(1.37)	0.46	(1.83)

# HIGHLIGHTS OF THE YEAR

## DEBT



Debt free as on 31<sup>st</sup> March 2022

## PERFORMANCE



Improving EBIDTA and REVENUE margins year on year

## CAPITAL



Raised funds through listing in the BSE SME start-up platform for growth

# OUR COURSES AND ENROLLMENTS

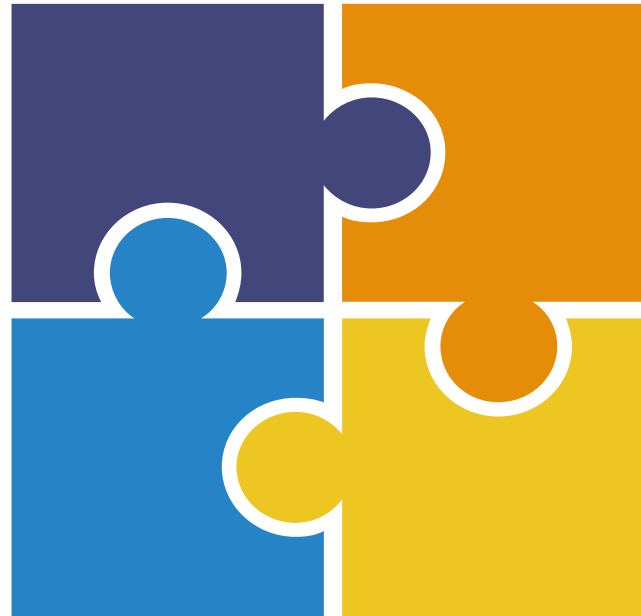
Test Prep Course	Enrolment during FY 2021-22	% of totals enrolment	Enrolment during FY 2020-21	% of totals enrolment
Banking and Financial Services courses	480	56.94%	510	60.79%
Wealth and Capital market courses	247	29.30%	220	26.22%
CAT/MAT test prep	56	6.64%	50	5.96%
Other test prep courses	60	7.12%	59	7.03%
<b>GRAND TOTAL</b>	<b>843</b>	<b>100%</b>	<b>839</b>	<b>100%</b>

# OUR STRENGTHS AND STRATEGIES

Professionally qualified, experienced and entrepreneurial management team.

Continue develop new course content with market scenario. Result oriented method of coaching. Offering courses through a blend of both online and offline

Domain expertise and technical excellence. Comprehensive range of service.



Expanding Our Clientele Network by Geographic expansion and use of technology to extend our reach

Upgrade our services in line with the student's requirement

Upgrade the contents for the online training business. Academy attention on investment and financial course



# MARKET AND COMPETITION

## EXISTING BUSINESS

- Banking test preparation
- Wealth management & capital market courses
- MBA entrance coaching and other competitive exam prep courses.

## CURRENT PLAYERS

- Career launcher
- TIME
- IBT Institute
- Mahendra's Institute
- Race institute

## MARKET OPPORTUNITY

- To enter into K12 segments with focus on NEET & JEE
- To enter the lucrative skill development space by tie up with Skill development councils and NSDC

# NEW PROPOSED EDUCATION SCHEME

## K12 (NEET AND JEE ) training wing

**Market Size and Opportunity-** More than 16 lakh students appear for NEET every year and more than 22 lakh students appear for JEE every year

**Current Players-** Byjus, Unacademy, TIME INSTITUTE, Gate IIT, NEET Prep , Allen, Toppers Academy and un-organized sector.

## Skill development training wing (PMKVY3.0)

**Opportunity and market-** Hon. Prime Minister Shri Narendra Modi's mission to train 10 million youth through Skill Development centers.

**Current Players-** IL&FS Skill Development Corporation Ltd, NIIT, Team-Lease Services Ltd and un-organized regional Training centers.

**Company plans to raise up to ₹1.3 crores to nurture the newly proposed K12 and Skill development business through Equity, Debt or any other means as decided by management.**

# 3 YEARS PROJECTION

Particulars	Current	Year 1	Year 2	Year 3
Revenue	₹93.69 Lakhs	₹150 Lakhs	₹350 Lakhs	₹800 Lakhs
PBT	₹(1.37) Lakhs	₹10 Lakhs	₹50 Lakhs	₹300 Lakhs



# WHAT OUR STUDENTS HAVE TO SAY

“It’s been absolutely amazing from the teachers that I have met and their level of Knowledge. I really couldn’t have asked for a better time here in KGES”

“The educational experience is, I think, one of the best I've ever had in my life, but other than that it's just amazing place to learn. Forever thankful to KGES”

“KGES is one of the most well-renowned institute. After experiencing the course here, I can see why because the teaching is great.”

“I think the experience and the exposure to different teaching styles has given me a different perspective about life and what I really want to do.”



THANK YOU

LEARN FROM  
INDUSTRY EXPERTS

Any Questions?  
Write to us on [investor@kgesltd.in](mailto:investor@kgesltd.in)