Canara Bank Securities Ltd
canmoney.in

ABOUT THE COMPANY: Founded in 2009 by Sanjay Namdeo Salunkhe, the company is a pioneer in India's online up-skilling space, with 22 centres and 17 IIM-based studios offering blended learning. It partners with 36 institutions—including 7 IIMs, 7 IITs, and 15 Tier-2 universities—to deliver degrees and certifications. Its network includes top Indian and global institutions, with 29 partners ranked in the world's top 100 as of 2025.

KEY BUSINESS INSIGHTS: Jaro Institute, a leading online education platform, partners with 36 institutions including 7 IITs, 7 IIMs, and global names like Rotman, offering 268 programs across various fields. With 22 centers and 17 IIM-based studios, they provide end-to-end support. By March 2025, learner counts included 2.16 crore at Dr. D.Y. Patil Vidyapeeth, 1.41 crore at Bharti Vidyapeeth, 1.10 crore at Symbiosis, and 0.15 crore across IIMs, with marketing spend rising from ₹32.48 crore in FY23 to ₹58.01 crore in FY25. Despite growth, cash flow is negative due to upfront costs and staggered fee collections, creating working capital pressure and higher receivables.

SUBSCRIBE

OUR VIEW:

Jaro Institute is a leading online higher education and upskilling platform in India, partnering with 36 institutions—including 7 IITs, 7 IIMs, and global names like Rotman—offering comprehensive support through 22 offline centres and 17 IIM tech studios. Despite revenue concentration from its top three partners contributing over ₹133 crore (50%+ of FY25 revenue) and a focus on Western India, it manages risks with strong institutional ties, referral growth, and a diverse program mix. Revenues more than doubled from ₹122 crore to ₹252 crore in three years, with EBITDA margins improving from 20.9% to 33.1%, and it trades at a reasonable P/E of 34.8x for a tech-driven education platform.

We recommend investors to **"SUBSCRIBE"** for long-term investment.

ISSUE DETAILS	
Price Band (in ₹ per share)	846-890
Issue size (in ₹ Crore)	450
Fresh Issue (in ₹ Crore)	170
Offer for Sale (in ₹ Crore)	280
Issue Open Date	23-09-2025
Issue Close Date	25-09-2025
Tentative Date of Allotment	26-09-2025
Tentative Date of Listing	30-09-2025
Total Number of Shares (in lakhs)	53.19-50.56
Face Value (in ₹)	10.00
Exchanges to be Listed on	BSE & NSE

APPLICATION	LOTS	SHARES	AMOUNT (₹)
Retail (Min)	1	16	14,240
Retail (Max)	14	224	1,99,360
S-HNI (Min)	15	240	2,13,600
S-HNI (Max)	70	1120	9,96,800
B-HNI (Min)	71	1136	10,11,040

BRLMs: Nuvama Wealth Management Limited, Motilal Oswal Investment Advisors Limited & Systematix Corporate Services Limited.

PROMOTERS: Sanjay Namdeo Salunkhe and Balkrishna Namdeo Salunkhe

BRIEF FINANCIALS

PARTICULARS (Rs. Cr) *	FY25	FY24	FY23
Share Capital***	20.23	15.04	15.04
Net Worth	171.54	117.43	77.84
Revenue from Operations	252.26	199.04	122.14
EBITDA	83.58	63.55	25.53
EBITDA Margin (%)	33.13	31.93	20.92
Profit/(Loss) After Tax	51.66	38.01	11.65
EPS Basic (in Rs.)	25.53	18.90	5.78
Net Asset Value Basic (in Rs.)	84.77	58.43	41.67
Total borrowings	51.10	24.84	37.77
P/E#	34.86	NA	NA
P/B#	10.50	NA	NA

**Restated consolidated financials; #Calculated at upper price band ***Share capital increased on the back of issue of bonus share in the ratio of one equity share for every three equity share of up to 5,056,435 equity shares and then again bonus issue on July 27, 2024 and on November 25, 2024 in the ratio of one equity share for every three equity share held*

OBJECTS OF THE OFFER

The Company proposes to utilize the net proceeds towards funding the following objects:

- The company will not receive any proceeds from the Offer and all such Offer Proceed.
- The fresh issue aims to raise up to ₹170 crores, with ₹81 crores allocated for marketing and brand building, and ₹45 crores for prepayment or scheduled repayment of outstanding borrowings.

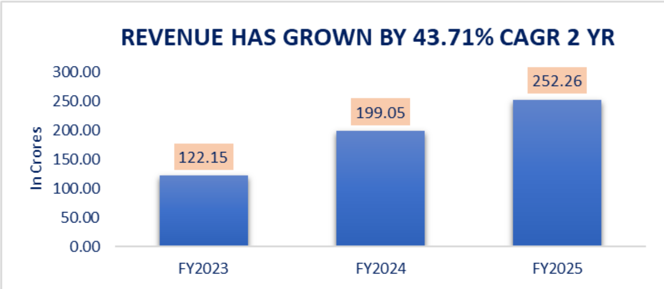
FINANCIAL STATEMENTS

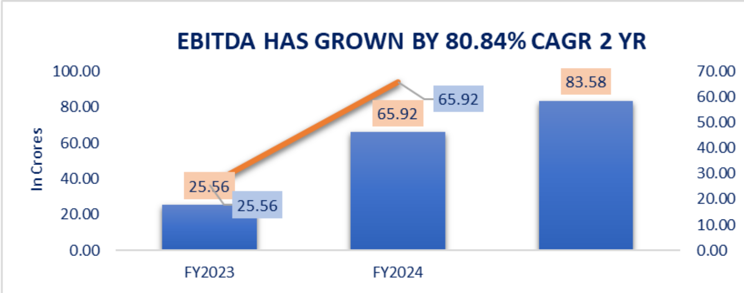
Profit & Loss Statement			
Particulars (In Crores)	**FY2023**	**FY2024**	**FY2025**
INCOME			
Revenue from operations	122.15	199.05	252.26
Other Income	2.44	3.52	1.76
Total Income	**124.59**	**202.57**	**254.02**
YoY Growth (%)		62.59%	25.40%
EXPENSES			
Employee benefits expenses	44.80	62.04	73.90
Employee benefits expenses as a % of Revenue	36.68%	31.17%	29.30%
Other Expenses	54.23	74.61	96.54
EBIDTA (Calculated)	**25.55**	**61.20**	**83.58**
EBIDTA Margin (%)	20.92%	30.75%	33.13%
Depreciation and amortisation expense	5.34	6.76	9.15
EBIT	**20.21**	**54.44**	**74.43**
EBIT Margin (%)	16.55%	27.35%	29.51%
Finance cost	4.58	4.81	4.29
Profit before Tax and Exceptional Items	**15.64**	**54.35**	**70.14**
Exceptional Items		-2.36	
Profit Before Tax For the Year	**15.64**	**51.99**	**70.14**
Tax expenses			
Current tax	3.34	6.88	6.97
Tax for earlier years	-	-0.81	0.87
Deferred Tax	0.88	7.92	10.63
Total tax expenses	**4.22**	**13.98**	**18.48**
Profit for the year	**11.42**	**38.01**	**51.67**
PAT Margin (%)			
Earnings per share			
Basic earnings per share (₹)	**5.78**	**18.90**	**25.53**

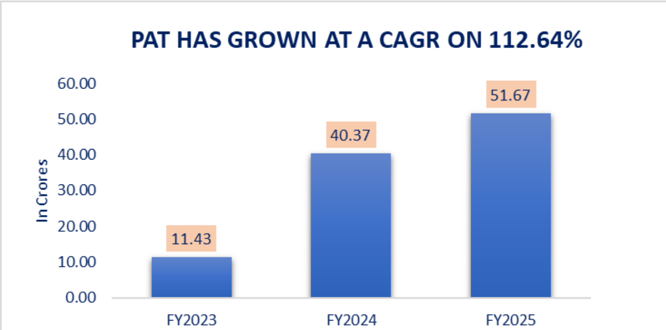
Cash flow statement			
Particulars (In Crores)	**FY2023**	**FY2024**	**FY2025**
Net cash flow from/(used in) operating activities	2.87	-16.96	-23.45
Net cash flow from/(used in) investing activities	-7.67	47.14	-4.08
Net cash flow from/(used in) financing activities	4.51	-19.16	14.18
Net increase/(decrease) in cash and cash equivalents	**-0.29**	**11.02**	**-13.35**
Cash and cash equivalents at the beginning of the year	7.70	7.42	18.43
Cash and cash equivalents at the end of the year	**7.41**	**18.44**	**5.08**

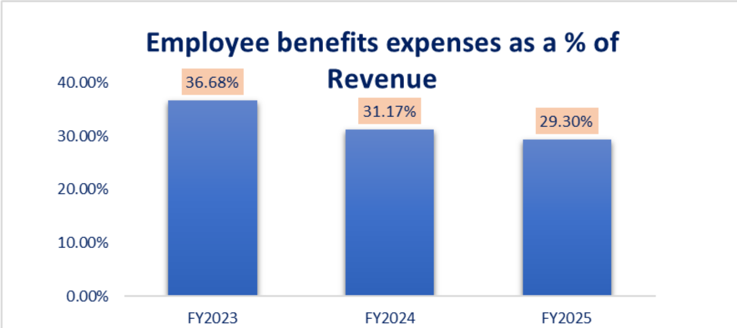
Balance Sheet			
Particulars (In Crores)	**FY2023**	**FY2024**	**FY2025**
Asset			
Non-current assets			
Property, Plant and Equipment	3.78	1.97	10.06
Right of Use Assets	12.38	15.29	16.31
Goodwill	-	-	2.76
Other Intangible Assets	-	-	0.01
Financial Assets: Investments	0	0	0
Financial Assets: Loans	-	-	16.21
Financial Assets: Other financial assets	6.36	6.28	4.47
Non-current tax assets (net)	14.71	15.13	12.48
Deferred tax assets (net)	0.01	0.01	-
Other non-current assets	-	0	0
Total Non-Current Assets (A)	**37.24**	**38.68**	**62.3**
II Current Assets			
Financial Assets: Trade Receivables	36.22	11.69	7.88
Financial Assets: Cash and Cash Equivalents	5.08	18.44	7.42
Financial Assets: Bank balances other than cash an	0.08	0.08	6.01
Financial Assets: Loans	0.05	0.05	21.56
Financial Assets: Other Financial Assets	0.24	4.53	5.26
Other Current Assets	197.81	128.31	65.33
Total Current Assets (B)	**239.48**	**163.10**	**113.5**
TOTAL ASSETS (A+B)	**276.72**	**201.78**	**175.8**
EQUITY AND LIABILITIES			
I Equity			
Equity share capital	20.24	15.04	15.04
Other equity	151.31	102.39	62.9
Non-controlling interest	-	-	5.72
Total Equity (C)	**171.55**	**117.43**	**83.66**
II Liabilities			
Non-Current Liabilities			
Financial liabilities: Borrowings	0.38	0.56	7.4
Financial liabilities: Lease liabilities	5.45	9.92	11.63
Provisions	1.47	1.27	0.92
Deferred tax liability (net)	20.26	9.71	2.19
Total Non-Current Liabilities (D)	**27.56**	**21.46**	**22.14**
Current Liabilities			
Financial liabilities: Borrowings	50.73	24.29	30.37
Financial liabilities: Lease liabilities	7.51	5.77	4.39
Financial liabilities: Trade payables (MSME)	0.39	0.38	0.37
Financial liabilities: Trade payables (Others)	12.66	20.27	19.19
Financial liabilities: Other financial liabilities	4.59	1.06	3.96
Other current liabilities	1.13	10.49	11.13
Provisions	0.6	0.63	0.48
Current tax liabilities (net)	-	-	0.07
Total Current Liabilities (E)	**77.61**	**62.89**	**69.96**
Total Liabilities (D+E)	**105.17**	**84.35**	**92.1**
TOTAL EQUITY AND LIABILITIES (C+D+E)	276.72	201.78	175.76

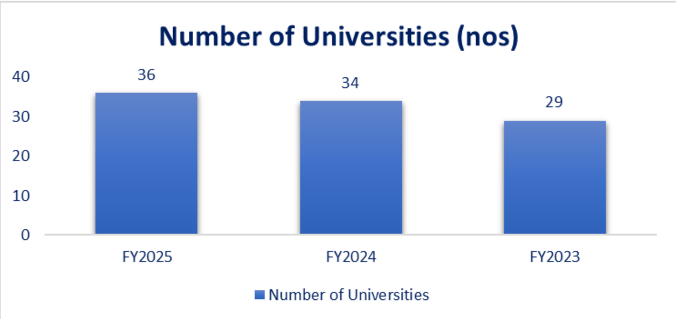
PERFORMANCE THROUGH CHARTS

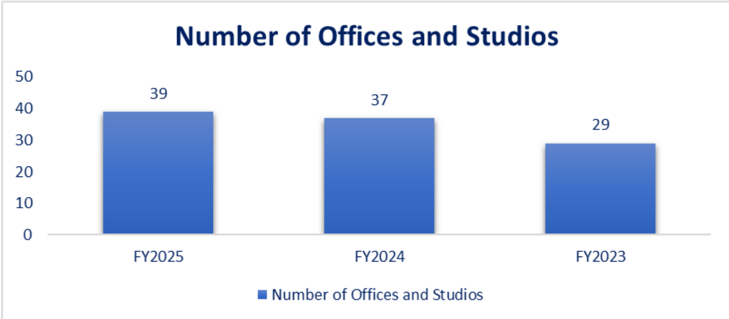


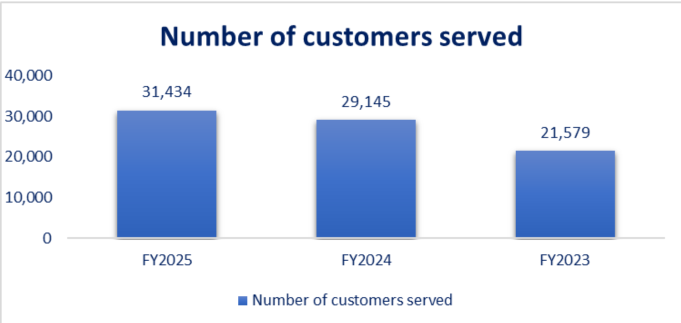


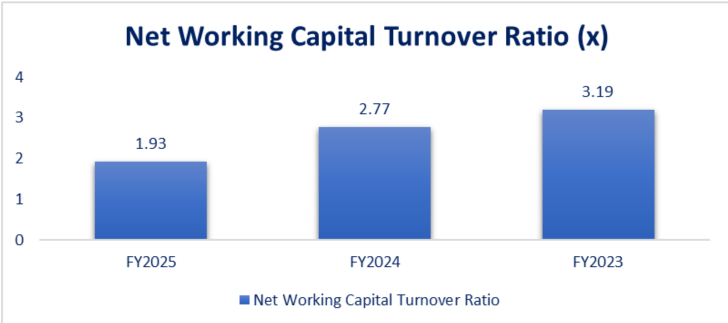










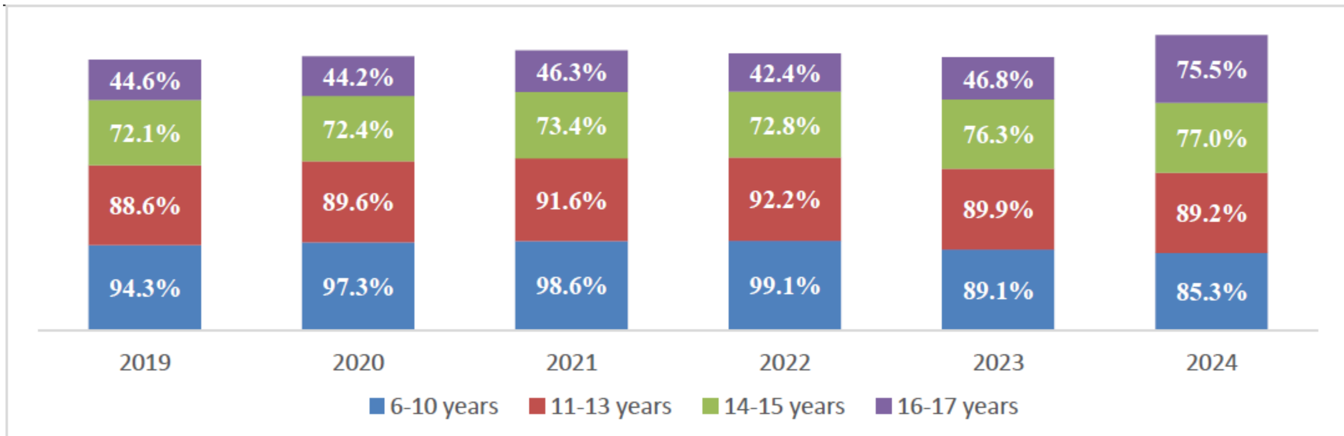


INDUSTRY REVIEW

OVERVIEW OF THE TECH-BASED EDUCATION INDUSTRY IN INDIA

- India ranks third globally in higher education enrolment, with a Gross Enrolment Ratio (GER) of 28.4% in FY 2022. The country boasts over 49,500 colleges and 1,300 universities, creating a massive ₹56 lakh crore education market. This market is expected to grow to ₹90 lakh crore by FY 2028, driven by rising enrolments, fee increases, and supportive policy reforms.
- The online education sector experienced rapid growth after COVID-19, fueled by widespread smartphone use, high-speed internet, and the University Grants Commission's 2022 recognition of online degrees as equivalent to traditional ones. Government initiatives and the growing need for workforce reskilling have made digital learning more accessible, flexible, and inclusive throughout India.
- India's online education market is projected to reach ₹8.5 lakh crore by FY 2028, expanding at a 22.2% compound annual growth rate (CAGR). Online degree programs are expected to grow from ₹0.40 lakh crore to ₹1.02 lakh crore, while certification and upskilling courses will rise from ₹1.32 lakh crore to ₹3.13 lakh crore. This growth is driven by demand in K-12 education, test preparation, and language learning.
- Increasing internet penetration, post-pandemic demand for upskilling, and affordability are key growth drivers. Emerging trends include adaptive technologies, partnerships with global universities, and industry-aligned skill courses in AI, data science, and management, making online education more personalized, scalable, and inclusive for India's diverse learners.

Exhibit 1.20: Age-Specific Enrolment Rate (%) in India (FY)



Source: UDISE+ report

COMPETITIVE STRENGTHS OF THE COMPANY

Technology-Driven Expansion & Proven Leadership

- Their leadership team, led by founder Sanjay Namdeo Salunkhe and CEO Ranjita Raman, brings extensive experience in online education and upskilling, driving growth and strategy. The independent Board adds diverse perspectives, and as of March 31, 2025, nearly 98.5% of employees hold a college degree.
- They use advanced digital tools and generative AI across three user-friendly LMS platforms to enhance learning and tailor offerings. AI-powered tools like the 'Upskilling ROI Calculator' and an AI chatbot improve learner support, marketing, and skill assessment.
- Operations are streamlined with CRM software (Lead Squared) for lead and application management. Their tech-enabled studios and learning centers feature HD video conferencing and interactive tools, enabling scalable, real-time program delivery and increased learner engagement.

Demonstrated Success in Providing Quality and Diverse Programs

- They offer flexible online programs from 6-week certifications to 36-month doctorates, partnering with 36 institutions—including 16 Tier-1 (7 IITs, 7 IIMs) and 15 Tier-2 universities. Many IIT/IIM certifications are exclusive, enhancing their strategic partnerships.
- Their portfolio targets high-demand areas like data science, fintech, and digital marketing, offering 2–10 certifications per top-ranked IIT/IIM. Global tie-ups include a 2-year DBA with Swiss School of Management and a Data Science certificate with Rotman.
- Using tech platforms, they deliver personalized learning and educator training. Completion rates for FY 2025 are strong—85.03% for degrees and 94.90% for certifications—reflecting high learner satisfaction and program quality.

Industry leader with a well-established brand and nationwide presence.

- Since 2009, they have been pioneers in India's online education space, growing through learner-focused, flexible programs and strategic partnerships with 36 institutions, including IIMs, IITs, and global names like Rotman and Swiss School of Management.
- With 22 centers and 17 tech studios nationwide, their ecosystem combines immersive learning, LMS platforms, career counselling, and support services. Their partner network spans all regions, ensuring broad learner access across India.
- Strong brand equity, academic collaborations, and high learner satisfaction drive growth, with 68.36% of enrolments as of March 2025 coming from marketing efforts. Their counselling-led approach ensures high conversion rates at low acquisition costs.

RISK FACTORS

Significant Geographic and Program Concentration Risk in the Western Region

- Their business is heavily concentrated in the Western region, particularly Maharashtra, which presents a significant geographic risk. In FY25, 73% of their revenue (₹184.14 crore) came from this region, down from 77.76% in FY24 but higher than 86.51% in FY23. While the Northern and Southern regions showed growth with contributions of ₹27.88 crore (11.05%) and ₹38.07 crore (15.09%) respectively in FY25, revenue from the Eastern region (₹1.02 crore) and international markets (₹1.15 crore) remains minimal. This dependence on a limited geographic area could adversely affect financial performance if regional conditions deteriorate.
- Similarly, their Partner Institutions are mainly concentrated in the Western region, with 12 institutions (33.33%) based there as of March 31, 2025, slightly down from previous years. The Northern and Southern regions have seen an increase in partner institutions, while the Eastern region and international partners remain limited. This regional concentration exposes the business to risks from economic or regulatory disruptions in the Western region, which could impact their partners and overall performance. Although they conduct market research to anticipate trends, there is no certainty that they or their partners will be able to adapt effectively to such challenges.

Dependence on Major Partner Institutions Poses Revenue Concentration Risk

- In Fiscal 2025, the top three customers contributed ₹133.40 crore, representing 52.89% of total revenue from operations. The top five customers accounted for ₹157.40 crore (62.40%), and the top ten contributed ₹205.29 crore (81.38%). Although this concentration has slightly decreased compared to previous years, it still reflects a significant reliance on a small group of Partner Institutions. This dependence poses a risk, as any loss, reduction in business volume, or unfavorable changes in fee structures from these key clients could negatively impact revenue, margins, and overall financial performance.
- Additionally, reliance on a limited number of Partner Institutions exposes the company to risks related to their internal or external challenges, such as management changes, financial instability, mergers, or operational slowdowns. While Jaro has not experienced such disruptions so far, there is no guarantee this will continue. A substantial decline in business from any major partner could materially affect Jaro's financial health and future growth prospects.

Reliance on Partner Institutions for Program Content and Delivery

- Despite its name, Jaro Institute of Technology Management and Research Limited does not develop academic content or independently offer degree or certification programs. Instead, it markets and facilitates these programs on behalf of its Partner Institutions, which hold full responsibility for academic content, faculty recruitment, lectures, enrolment criteria, capacity, and degree conferral. While Jaro enhances offerings through business intelligence, sales, and marketing expertise, its operations and revenue are heavily reliant on these partners. Notably, no agreements with Partner Institutions were terminated during Fiscal Years 2023, 2024, or 2025.
- The shift toward online education accelerated during the COVID-19 pandemic, supported by the National Education Policy allowing up to 40% online course delivery and the UGC's 2022 notification equating online degrees with traditional ones. Budget cuts at premier institutions have increased their focus on scalable online certifications as a revenue source. To sustain growth and profitability, Jaro must continue securing new partnerships and encourage institutions to adopt online delivery, overcoming faculty resistance and adapting teaching methods. Any decline in online adoption or if Partner Institutions start marketing programs directly could adversely affect Jaro's business, revenue, and growth prospects.

PEER COMPARISION

Given the nature of the business, we believe that there are no listed companies or peers in India that engage in a business which is similar to that of this Company.

Research Desk
Canara Bank Securities Ltd

SEBI: RESEARCH ANALYST REGISTRATION: INH000001253

BSE: INB 011280238, BSE F&O: INF 011280238

NSE: INB 23180232, F&O: INF 231280232, CDS: 231280232

Maker Chambers III, 7th floor,

Nariman Point, Mumbai 400021

Contact No. : 022 - 43603861/62/63

Email id: researchdesk@canmoney.in

Canara Bank Securities Ltd
canmoney.in

Analyst Certification

We/I, Sankita V, MBA, Mcom Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer (s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation (s) or view (s) in this report. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

Disclosures and Disclaimers

CANARA BANK SECURITIES LTD (CBSL), a wholly owned subsidiary of CANARA BANK, is a SEBI registered intermediary offering broking services to its institutional and retail clients; we also run a proprietary trading desk. CBSL is member of BSE & NSE. We are registered as RESEARCH ANALYST under SEBI (INH000001253). CBSL or its associates do not have an investment banking business. Hence, they do not manage or co mange any public issue. Neither CBSL nor its associates, neither the research analysts nor their associates nor his/her relatives (i) have any financial interest in the company which is the subject matter of this research report (ii) holds ownership of one percent or more in the securities of subject company (iii) have any material conflict of interest at the end of the month immediately preceding the date of publication of the research report OR date of the public appearance (iv) have received any compensation from the subject company in the past twelve months (v) have received any compensation for investment banking merchant banking or brokerage services from the subject company in the past twelve months (vi) have received any compensation for any other product or services from the subject company in the past twelve months (vii) have received any compensation or other benefits from the subject company or third party in connection with the research report. (viii) Research Analyst involved in the preparation of Research report discloses that he /she has not served as an officer, director, or employee of subject company (ix) is involved in market making activity of the company.

We shall adhere to SEBI guidelines from time to time.

We may have earlier issued or may issue in future reports on the companies covered herein with recommendations/ information inconsistent or different those made in this report. We may rely on information barriers, such as "Chinese Walls" to control the flow of information contained in one or more areas within us, or other areas, units, groups or affiliates of CBSL. The Research Desk does not solicit any action based on the material contained herein. It is for the general information of the clients / prospective clients of CBSL. CBSL will not treat recipients as clients by virtue of their receiving the research report. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of clients / prospective clients. Similarly, the Research Desk does not have regard to the specific investment objectives, financial situation/circumstances and the particular needs of any specific person who may receive it. The securities discussed in the report may not be suitable for all investors. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Persons who may receive the research report should consider and independently evaluate whether it is suitable for his/ her/their particular circumstances and, if necessary, seek professional/financial advice. And such person shall be responsible for conducting his/her/their own investigation and analysis of the information contained or referred to in the research report and of evaluating the merits and risks involved in the securities forming the subject matter of the reports. All projections and forecasts in research reports have been prepared by our research team.

The client should not regard the inclusion of the projections and forecasts described herein as a representation or warranty by CBSL For these reasons; The client should only consider the projections and forecasts described in the research reports after carefully evaluating all of the information in the report, including the assumptions underlying such projections and forecasts. Past performance is not a guide for future performance. Future returns are not guaranteed and a loss of original capital may occur. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. We do not provide tax advice to our clients, and all investors are strongly advised to consult regarding any potential investment. CBSL or its research team involved in the preparation of the research reports, accept no liabilities for any loss or damage of any kind arising out of the use of these reports. The technical levels and trend etc mentioned in our reports are purely based on some technical charts/levels plotted by software used by us and these charts/levels are believed to be reliable. No representation or warranty, express or implied is made that it is accurate or complete. The recommendation expressed in the reports may be subject to change. The recommendations or information contained herein do/does not constitute or purport to constitute investment advice in publicly accessible media and should not be reproduced, transmitted or published by the recipient. This research reports are for the use and consumption of the recipient only. This publication may not be distributed to the public used by the public media without the express written consent of CBSL. The Research reports or any portion hereof may not be printed, sold or distributed without the written consent of CBSL. The research report is strictly confidential and is being furnished to client solely for client's information, may not be distributed to the press or other media and may not be reproduced or redistributed to any other person. The opinions and projections expressed herein are entirely based on certain assumptions & calculations and are given as part of the normal research activity of CBSL and are given as of this date and may be subject to change. Any opinion estimate or projection herein constitutes a view as of the date of this report and there can be no assurance that future results or events will be consistent with any such opinions, estimate or projection. The report has not been prepared by or in conjunction with or on behalf of or at the instigation of, or by arrangement with the company or any of its directors or any other person. Any opinions and projections contained herein are entirely based on certain assumptions and calculations. None of the directors of the company or any other persons in the research team accepts any liability whatsoever for any loss arising from any use of the research report or its contents or otherwise arising in connection therewith. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that the client has read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India (SEBI) before investing in Securities Market. Please remember that investment in stock market is subject to market risk and investors/traders need to do study before taking any position in the market.