

Jaro Institute of Technology Management & Research Ltd.

22nd September, 2025

IPO Details

IPO Date	September 23, 2025 to September 25, 2025
Face Value	₹10 per share
Price Band	₹846 to ₹890 per share
Lot Size	16 Shares
Sale Type	Fresh Capital-cum-Offer for Sale
Total Issue Size	50,56,179 shares (aggregating up to ₹450.00 Cr)
Fresh Issue	19,10,112 shares (aggregating up to ₹170.00 Cr)
Offer for Sale	31,46,067 shares of ₹10 (aggregating up to ₹280.00 Cr)
Issue Type	Book building IPO
Listing At	BSE, NSE
Shareholding pre issue	2,02,29,895 shares
Share Holding Post Issue	2,21,40,007 shares
QIB Shares Offered	Not more than 50% of the Net Issue
Retail Shares Offered	Not less than 35% of the Net Issue
NII (HNI) Shares Offered	Not less than 15% of the Offer
Retail (Min & Max) shares	16 Shares & 224 shares
Retail (Min & Max) application amount	₹14,240 & ₹1,99,360
S-HNI (Min shares & application amount)	240 shares & ₹2,13,600
S-HNI (Max shares & application amount)	1,120 shares & ₹9,96,800
B-HNI (Min shares & application amount)	1,136 shares & ₹10,11,040
Basis of Allotment	Fri, Sep 26, 2025
Initiation of Refunds	Mon, Sep 29, 2025
Credit of Shares to Demat	Mon, Sep 29, 2025
Listing Date	Tue, Sep 30, 2025
Cut-off time for UPI mandate confirmation	5 PM on Thu, Sep 25, 2025
Promoters	Sanjay Namdeo Salunkhe and Balkrishna Namdeo Salunkhe are the promoters of the company.
Registrar	Bigshare Services Pvt.Ltd.

Note 1: Application made using third party UPI or ASBA A/C is liable to be rejected. For apply please click on the Link <https://ipo.adroitfinancial.com/> for any kind of assistance please contact to their helpdesk team at 0120-6826800 or mail us on ipo@adroitfinancial.com

Company Profile

Incorporated in 2009, Jaro Institute of Technology Management and Research Limited (Jaro Education) is an online higher education company. The company has a pan-India presence of over 22 offices-cum-learning centres across major cities for offline learning, apart from 15 immersive tech studio set-ups in the campuses of various IIMs, Jaro Education cater to a total of 34 Partner Institutions, as of March 31, 2024. The company's roster of 34 partnerships comprises premier Partner Institutions both in India and globally, including IITs, IIMs and premier global institutions such as Swiss School of Management and Rotman School of Management, University of Toronto, and top corporates, out of which 24 institutions have earned the distinction of being ranked among the top 100 partners in their respective streams by NIRF, as of 2024. The Company's repertoire includes: Doctor of Business Administration ("D.B.A."), Master of Business Administration ("M.B.A."), Master of Commerce ("M.Com."), Master of Arts ("M.A."), Post Graduate Diploma in Management ("P.G.D.M."), Master of Computer Applications ("M.C.A."), Bachelor of Commerce ("B.Com."), Bachelor of Computer Applications ("BCA") and other degree programs in partnership with 13 universities in India, out of which 9 universities have been ranked in the top 100 by NIRF, as of March 31, 2024. Online, hybrid and in-person certification courses in management, fintech, data science, business analytics, design thinking and digital marketing, in partnership with 21 institutes in India, including 7 IIMs and 6 IITs, and 2 other institutions which have been ranked in the top 100 by NIRF, as of March 31, 2024.

Objects of the issue

- ☐ Marketing, brand building and advertising activities – Rs 81 Cr
- ☐ Prepayment or scheduled re-payment of a portion of certain outstanding borrowings availed by our Company – Rs 45 Cr
- ☐ Offer for sale – Rs 280 Cr
- ☐ General corporate purposes – Rs 89 Cr

Financial Details

Particulars (Amount in Crs)	31-Mar-25	31-Mar-24	31-Mar-23
Revenue from Operations	252.26	199.05	122.15
Other income	1.8	3.5	2.4
Total Income	254.0	202.6	124.6
Expenses			
- Employee benefit expenses	73.9	62.0	44.8
- Finance cost	4.3	4.8	4.6
- Depreciation and amortization	9.1	6.8	5.3
- Other expenses	96.5	74.6	54.2
Total expenses	183.9	148.2	108.9
EBITDA	81.8	60.0	23.1
EBITDA Margin (%)	32.44%	30.16%	18.92%
Profit/(Loss) before tax	70.1	52.0	15.6
Tax expense/(credit)	18.5	14.0	4.2
Profit/(Loss) After Tax	51.7	38.0	11.4
PAT Margin (%)	20.48%	19.10%	9.35%
Basic EPS (in Rs.)	25.53	18.92	5.66

Key Metrics	Mar-25	Mar-24	Mar-23
Net Debt to Equity	0.3	0.21	0.45
Number of Universities and Institutions	36	34	29
Number of Admission/ Learner Enrolment Rate	31,434	29,145	21,579
Learner Acquisition Cos	24,356	20,203	18,372

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Competitive Strengths

- **Market-leading position in online higher education and upskilling and pan-India presence:** Jaro has established itself as one of the early movers in the online higher education industry since its launch in 2009, supported by its extensive network of collaborations with premier Partner Institutions across India (partnerships with top-tier universities, including 16 Tier-1 universities (7 IIMs and 7 IITs) and 15 Tier-2 universities as of FY25).
- **Long-lasting client relationships:** Its top 5 Partner Institutions, which contributed 62.40% of its revenue from operations for Fiscal 2025, have established relationships spanning up to approximately 7 years. Its client base grew from 21 partnerships as of FY22, to 36 partnerships as of FY25.
- **Diversified course offerings:** Jaro emphasizes both degree and certification domains, unlike many competitors who focus primarily on certification courses. As of FY25, Jaro markets the delivery of 268 degree programs and certification courses (193 degree programs and 75 certification courses), with offerings from 36 Partner Institutions.
- **Leveraging technology for enhancing client experience and business expansion:** Jaro uses AI-powered tools like the "Upskilling ROI Calculator" and "Jaro Skill Calculator" (with Assist 2 Path Tech), along with an AI chatbot for real-time support and lead generation. It employs LeadSquared CRM for lead management and operates multiple LMSs for diverse needs. Jaro has also been appreciated by IITs and IIMs for its tech and infrastructure support in lecture delivery and student acquisition.
- **Comprehensive solutions to Partner Institutions and learners:** The company serves as a one-stop solution for universities and institutions, offering online, hybrid, and in-person degree programs and certification courses.

Key Risk Factors

- **Concentration of Revenue from Few Partner Institutions:** A significant portion of Jaro's revenue (approximately 62.40% for FY25) is derived from its top 5 Partner Institutions. The loss of one or more of these major clients or a reduction in business from them could adversely affect Jaro's business and prospects. This dependence can also limit Jaro's negotiation ability, impacting profit margins.
- **Geographical Concentration of Business in the Western Region:** Most of Jaro's business operations and a significant portion of its revenue (approximately 73.00% for FY25) originate from the Western region of India. A concentration of Partner Institutions (33.33%) also operate from this region. This geographical concentration exposes Jaro to the economic and demographic conditions of this specific region, potentially restricting its results of operations and growth.
- **Reliance on Third-Party Learning Management System (LMS) Providers:** Jaro depends on third-party LMS service providers for its operations. Disruptions in these services, or their discontinuation, could reduce client and Learner satisfaction, impact Jaro's ability to attract new Learners and Partner Institutions, and harm its reputation, business, financial condition, and results of operations.
- **High Attrition Rates:** The Company faces challenges in attracting and retaining skilled personnel, as evidenced by high attrition rates for KMP (100% in FY24) and Senior Management (50% in FY24). Loss of these key individuals could hinder growth and execution of strategy.
- **Working Capital Requirements:** Jaro has working capital requirements due to upfront revenue recognition but incremental fee collection. It relies on internal accruals and loans. A failure to obtain adequate financing on favorable terms could adversely affect its business, results of operations, financial condition, and cash flows. As a result, the company has reported negative cash flows from operations in the last two years.

Comparison with Listed Peers

Name of the Companies	Market Price	Face Value (per Share)	P/E Ratio	EPS (Basic)	EPS (Diluted)	RoNW	NAV (per Share)
Jaro Institute of technology	890	10	38.2*	23.39**	23.00	30.12%	84.77

*P/E Ratio calculated based on upper band price.

** EPS calculated including fresh issue shares.

^ there are no listed companies or peers in India that engage in a business which is similar to jaro institute

Summary

Jaro Education (incorporated in 2009) is an online higher education company with 22 learning centres and 15 tech studios across India. It partners with 34 institutions, including IITs, IIMs, Rotman (Toronto), and Swiss School of Management. As of March 2024, 24 partners are ranked in the top 100 by NIRF.

Its offerings span doctoral, postgraduate, and undergraduate degrees (DBA, MBA, M.Com, MA, PGDM, MCA, B.Com, BCA) through 13 Indian universities (9 in NIRF top 100). It also runs online, hybrid, and in-person certification programs in fields like fintech, data science, business analytics, design thinking, and digital marketing, with 21 Indian institutes including 7 IIMs and 6 IITs.

The online higher education and upskilling sector in India is expanding rapidly, driven by digitization, skill-based learning demand, and supportive policies like NEP 2020. The online education and upskilling market in India are expected to reach ₹ 85,000 Cr by FY 2028 from current market value of ₹ 38,000 Cr in FY 2024, growing at a CAGR of 22.2%. This sector includes all types of Online education such as online higher degree, skilling & certification, language courses, test preparation, etc. Key drivers include rising demand for AI, data science, and cybersecurity skills, greater corporate partnerships for workforce upskilling, and global collaborations with leading universities. While offering huge potential, the sector remains highly competitive and dynamic, with risks from seasonality, disruptive technologies, and aggressive pricing strategies.

It provides marketing, technology, infrastructure, and business intelligence support, earning 25–60% of course fees depending on program pricing. Jaro serves mainly working professionals, with over 31,000 learners last year, and also partners with corporates for employee upskilling. Courses range from 3-month certifications to 2-year MBAs. Its top three clients—Symbiosis, D.Y. Patil, and Bharati Vidyapeeth—contribute 53% of revenue. With India's online education TAM expected to grow from ₹13,200 Crs (2023) to ₹41,450 Crs (2028) at a 25.7% CAGR, Jaro is positioned strongly, supported by rising demand for continuous learning, NEP 2020 reforms, and a marketing spend of ₹60 Crs annually.

Given the recession free nature of this business and the partnerships the company has with top universities, the valuation is fair at the IPO price

Therefore, it is recommended to **“Subscribe”** to the IPO for long-term investment, considering it's valuation and growth potential.

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