IPO Report

SME IPO

Fusion Klassroom Edutech Limited

Services

Price Band: ₹151 to ₹159 per share
Bidding: 31 July to 04 Aug, 2026
Listing At: BSE SME
Listing Date: Aug 7, 2026

Details of the Issue

Lead Manager	Narnolia Financial Services Ltd.
Registrar	Maashitla Securities Pvt.Ltd.
Market Maker	PUNE E-STOCK BROKING Ltd.

Promoters Holding (%)

Pre-Issue	55.05
Post-Issue	39.52

Offer Structure

QIB	11,61,600 Shares
Market Maker	1,23,200 Shares
Retail	8,17,600 Shares
NII	3,52,800 Shares
Fresh Issue	19,89,400 Shares
Offer For Sale	4,65,800 Shares
Total Issue	₹39.04 Cr

Financial Summary (₹ in Lakhs)

Particular	FY26	FY25	FY24
Revenue	2,303.95	1,008.65	458.30
EBITDA	1,299.00	406.35	101.54
PAT	760.12	290.42	34.38

Minimum Application

Category	Lots	Shares	Amount
Retail	2	1,600	₹2,54,400
S-HNI	3-7	2,400-5,600	₹3,81,600-₹8,90,400
B-HNI	8	6,400	₹ 1,017,600

Customer Concentration (% of Revenue)

Particulars	FY26	FY25	FY24
Top 1 Customer	40.11	39.43	54.76
Top 5 customers	75.65	69.07	59.78
Top 10 customers	78.72	70.25	60.29

Valuations

NAV(FY26)	₹ 25.22
EPS(FY26)	₹ 10.41
P/E(Pre Issue)	15.27

Promoters

Mrs. Alka Nikhil Javeri, Mr. Dhruv Nikhil Javeri, and Mr. Dhumil Nikhil Javeri.

Company Overview

Fusion Klassroom Edutech Ltd., Incorporated in 2016 is an edtech company providing professional and competitive examination coaching, including CA, CS and CMA, through digital and hybrid learning models across multiple cities.

Object of the Issue

- Prepayment or repayment of all or a portion of certain outstanding borrowings availed by the Company: ₹235.61 Lakhs
- Expenditure towards Technology & AI\ML Model Development, Servers and Cloud Infrastructure: ₹671.10 Lakhs
- Funding the capital expenditure towards Content Development: ₹535.43 Lakhs
- Funding the capital expenditure towards procurement of Desktop and Laptops for the new Offline Centers' AI/ML labs: ₹195.00 Lakhs
- Expenditure towards Marketing initiatives: ₹521.97 Lakhs
- Funding inorganic growth through unidentified acquisitions and general corporate purposes

Price Band Analysis

At the price band of ₹159 per share Fusion Klassroom Edutech Limited is valued at a post-issue P/E of 19.49x and a P/B of 6.30x based on FY26 earnings, indicating a reasonable valuation relative to its listed peers.

Peer Comparison (as of FY26)

CompanyName	EPS (₹)	P/E	RONW (%)	NAV (₹)
Fusion Klassroom Edutech Limited	13.96	15.27	53.45	25.22
Physicswallah Limited	-0.86	NA	-15.96	15.80
MPS Limited	87.80	21.39	31.12	279.69
Verand Learning Solutions Limited	-34.73	NA	-97.93	34.54
Arihant Academy Limited	7.34	61.99	13.8	41.35

Risk Measures:

- The Company does not own its operating properties and may face operational disruptions and higher relocation costs if existing leases cannot be renewed or are renewed on unfavorable terms.
- A significant portion of the Company's revenue is concentrated in Uttar Pradesh, Rajasthan and Maharashtra, which collectively accounted for 93.36% of total revenue from operations in FY26, exposing the Company to regional regulatory, economic, political and operational risks.
- In FY26, the Company's top customer contributed 40.11% of total revenue, indicating a high level of customer concentration.

Investment Rationale:

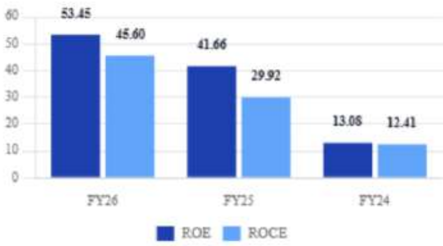
- Revenue from operations grew at a strong two-year CAGR of 124.21%, from ₹458.30 lakh in FY24 to ₹2,303.95 lakh in FY26, primarily driven by tuition fees, which accounted for 93.5% of FY26 revenue.
- The Company operates through a combination of AI-powered digital education, offline partner centres, B2B/B2B2C partnerships and government projects. This hybrid model can potentially provide greater scalability than a purely offline coaching business.
- The Company has partnerships and projects involving entities such as NSDC, TSSC, MSSDS, RSLDC and state education initiatives. Expansion into AI/ML training and employability-focused skilling could provide additional growth opportunities beyond traditional academic coaching.
- However, the Company's hybrid model and institutional partnerships offer growth potential, its heavy dependence on student enrolments and tuition fees, coupled with significant customer and geographic concentration, raises concerns about the sustainability of its recent 100%+ growth rate.

Financials (₹ in Lakhs, Except for Percentage & Ratios)

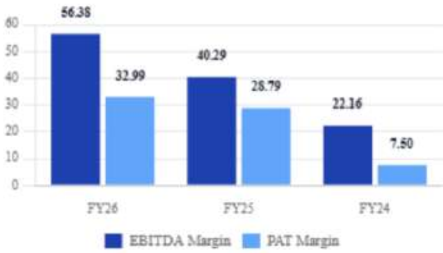
Particular	FY26	FY25	FY24
Revenue From Operations	2,303.95	1,008.65	458.30
EBITDA	1,299.00	406.35	101.54
EBITDA Margin (%)	56.38	40.29	22.16
PAT	760.12	290.42	34.38
PAT Margin (%)	32.99	28.79	7.50
Return on Equity (RoE%)	53.45	41.66	13.08
Return on Capital Employed (RoCE%)	45.60	29.92	12.41
EPS	10.41	4.14	0.50
Debt to Equity Ratio	0.19	0.10	0.08

FINANCIAL HIGHLIGHTS

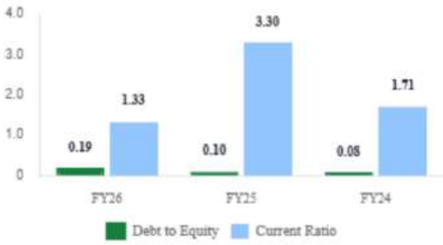
Return Ratios



EBITDA and PAT Margin



Key Ratios:



Category wise Revenue Bifurcation (₹ in Lakhs)

Particulars	FY26	FY25	FY24
B2B	1,053.96	397.70	261.94
Channel Partner	694.98	213.06	-
Distributor	57.38	95.20	0.35
B2C	492.13	296.99	182.23
NGO and Sponsors	5.49	5.69	13.78
Total	**2,303.94**	**1,008.64**	**458.3**

About The Founder

Mr. Dhruv Nikhil Javeri, Managing Director and CFO, holds a B.E. in Electronics and Telecommunication Engineering and has over 11 years of experience in IT and banking, along with over 20 years as a mathematics tutor. His expertise spans financial operations, enterprise technology, system design, analytics and digital transformation.