

**June 26, 2025**

<b>BSE Limited</b> Dept of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange of India Limited</b> The Listing Department, Exchange Plaza, Bandra Kurla Complex, Mumbai – 400 051
<b>Scrip Code: 543514</b>	<b>Symbol: VERANDA</b>

Dear Sir/Madam,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation**

This is further to our communication dated June 16, 2025, informing you that the representatives of the Company will be meeting with investors/analysts on Thursday, June 26, 2025, at 10:00 A.M. at St. Regis, Mumbai, during the GIA Promoter's Conference 2025. In this regard, please find attached the investor presentation for the same.

Kindly take the same on record and display the same on the website of your exchange. This information will also be hosted on the Company's website at <https://www.verandalearning.com/web/index.php/stock-exchange-intimations>

**Thanking you,  
For Veranda Learning Solutions Limited**

**S Balasundharam  
Company Secretary & Compliance Officer  
M. No: ACS-11114**

✉ [contact@verandalearning.com](mailto:contact@verandalearning.com)

🌐 [www.verandalearning.com](http://www.verandalearning.com)

☎ +91 44 4690 1007

G.R. Complex First floor No.807-808, Anna Salai, Nandanam, Chennai -600 035

CIN: L74999TN2018PLC125880

The background of the slide is a composite image. On the left, there is a dark blue vertical bar with the 'Veranda' logo in white. The main area is a blue-toned image featuring silhouettes of business professionals in a meeting, some holding documents. Overlaid on this are various digital data visualizations, including line graphs, bar charts, and circular gauges, all in shades of blue and white. A large, glowing handshake is visible in the lower center, symbolizing agreement or partnership. The overall aesthetic is modern and tech-oriented.

Veranda

# Veranda Learning Solutions Ltd

Investor Presentation



## Safe Harbor

- This presentation and the following discussion may contain “forward looking statements” by Veranda Learning Solutions Limited (“Veranda Learning” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Veranda Learning about the business, industry and markets in which Veranda Learning operates.
- These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Veranda Learning’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.
- Such statements are not, and should not be construed, as a representation as to future performance or achievements of Veranda Learning. In particular, such statements should not be regarded as a projection of future performance of Veranda Learning. It should be noted that the actual performance or achievements of Veranda Learning may vary significantly from such statements.



## About Us:

We are a lifelong learning companion, empowering every stage of a student's journey.

Profitable Portfolio of Brands.

Outcome-driven education model spanning K–12, test prep, commerce, vocational skilling, and beyond

Portfolio of trusted, founder-led brands delivering academic excellence and career success

Scalable , asset-light Hybrid Delivery model with **200+ Offline centers** across India.

# Our company at a glance:



We operate across **4 Key Education verticals**, offering **outcome-driven learning** from school to career.



## Commerce Test Prep

Leading provider of CA, CS, CMA, ACCA, and B.Com coaching with a legacy of success.



## Government Test Prep

Comprehensive hybrid prep for Civil Services, SSC, Banking, and State PSC exams with a strong regional footprint.



## Academic

CBSE and Cambridge curriculum schools focused on academic rigour, future readiness, and measurable student outcomes.



## Vocational

Industry-aligned skilling in IT, BFSI, digital, and management—delivered online with global corporate tie-ups.

# Key Business Metrics



**2000+**

Employees



**518 Crores**

Turnover



**1,466 Crores**

NSE Market Cap



**200+**

Offline Centers



**2.5 Lakhs+**

Students/ Year



**Our Journey  
so far...**

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2020

2021

2022

2023

2024

2025

Veranda | TRACE

edureka!

J.K. SHAH  
CLASSES

SIX  
PHRASE  
Skilling Personalized

TAPASYA  
COLLEGE OF COMMERCE & MANAGEMENT

NAVKAR  
Digital Institute

Government Test Prep

Vocational

Commerce Test Prep

TALENT  
ACADEMY

BB VIRTUALS

Phire  
HIRE. TRAIN. DEPLOY

LOGIC  
...it's simple logic

Veranda K-12

- ❖ Acquired profitable brands which are market leaders in their segment.
- ❖ Positioning company as a lifelong learning partner for a student.
- ❖ Building diversified portfolio of offerings to risk proof the business.
- ❖ Setting up strong foundation for a exponential organic growth.

Veranda





**Veranda**

**Veranda 2.0**

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# Veranda 2.0

BRANDS

Veranda K-12

BRANDS



BRANDS



BRANDS



K - 12

Post Schooling Education

Professional development



Academic

**Catering K-12:** Veranda's K-12 segment, includes **five CBSE** and **two international Cambridge schools**. We've since expanded into an asset-light managed school model. This vertical is growing at **25% CAGR** (FY 24 to FY 26)



Commerce Test Prep

**Dedicated** coaching for CA, ACCA, CMA, CFA and other foreign commerce courses. Acquisitions like **BB Virtuals and Navkar Institute** will fuel expansion in both online and offline markets in North India. The vertical is growing at **26% CAGR** (FY 22 to FY 26)



Government Test Prep

**Specialized coaching** for various competitive & civil services exams (**PSC, SSC, RRB, TNPSC, KPSC, Banking**). The vertical is growing at **29% CAGR** (FY 22 to FY 26)



Vocational

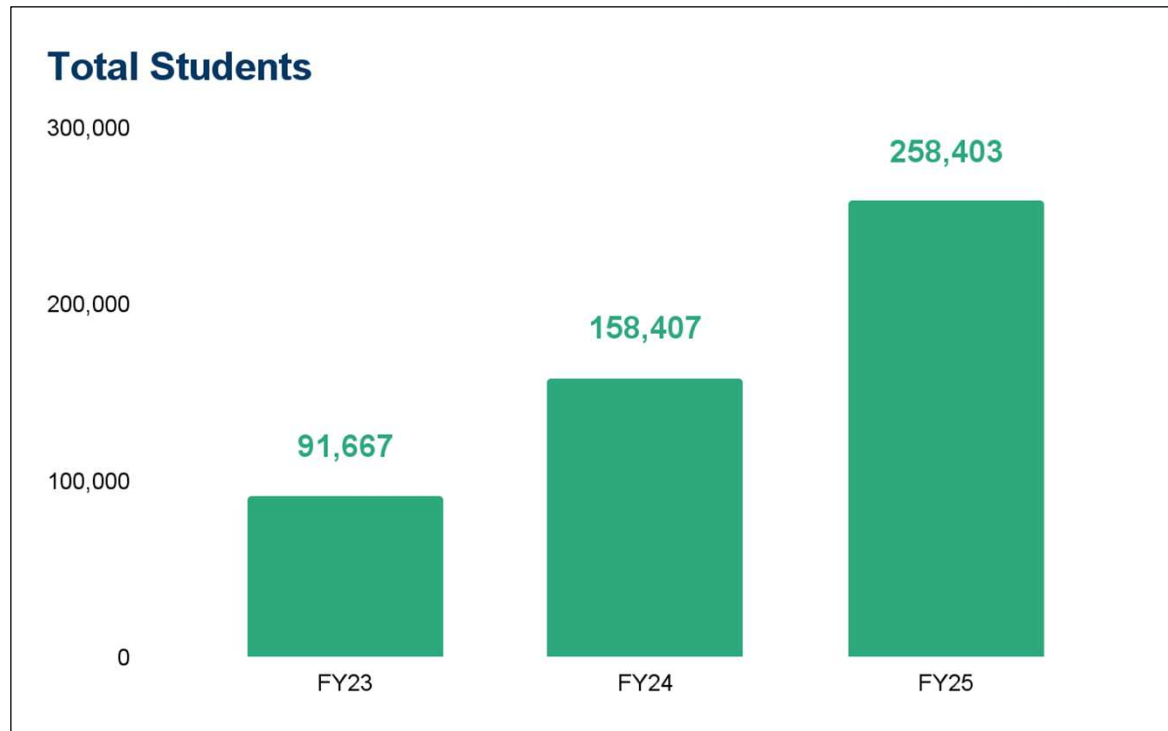
**Skill Training & Internships, Upskilling Courses, Recruitment Training** in the **BFSI sector**. Focusing more on degree programs and higher ticket size certification courses in and outside India. The vertical is growing at **20% CAGR** (FY 22 to FY 26)



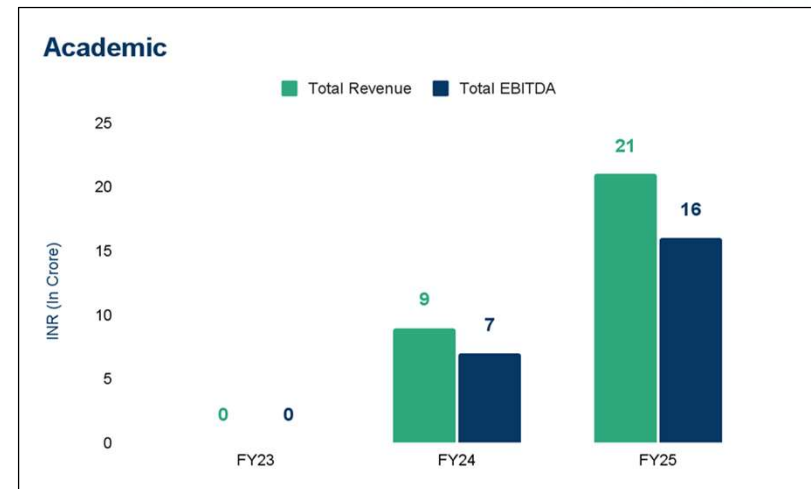
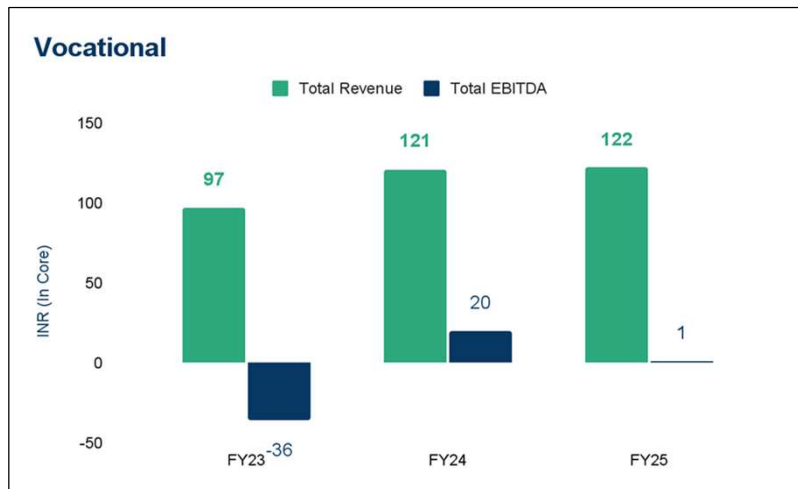
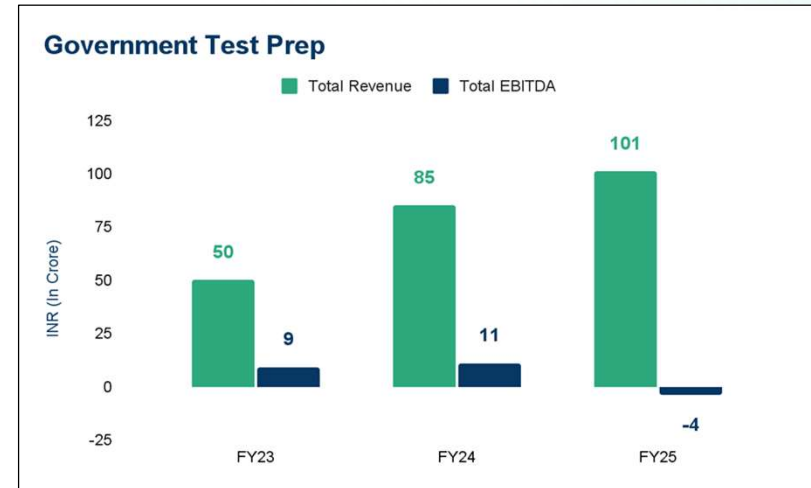
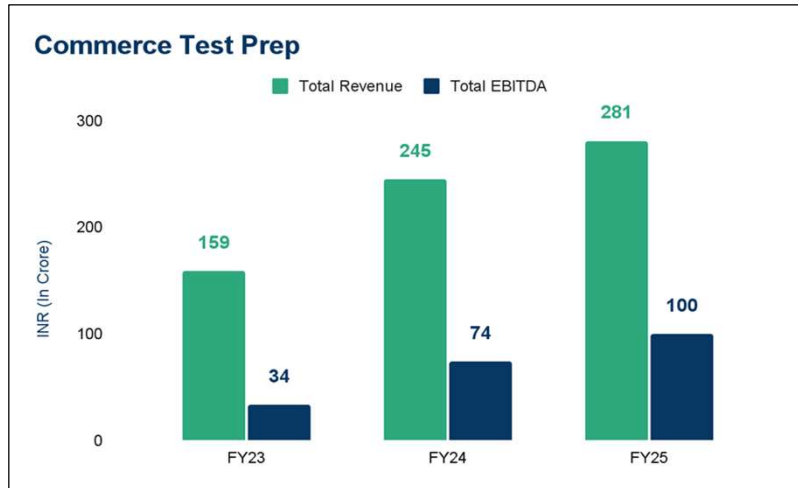
# Performance Highlights

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# VLS Consolidated



# VLS - Segment Wise Overview



# VLS Consolidated

Total Students (Nos)	FY23	FY24	FY25	
		91,667	1,58,407	2,58,403
Total Revenue (INR Crore)	FY23	FY24	FY25	
	Commerce Test Prep	159	245	281
	Government Test Prep	50	85	101
	Vocational	97	121	122
	Academic	0	9	21
	<b>Total</b>	<b>306</b>	<b>460</b>	<b>526</b>
Total EBITDA (INR Crore)	FY23	FY24	FY25	
	Commerce Test Prep	34	74	100
	Government Test Prep	9	11	-4
	Vocational	-36	20	1
	Academic	0	7	16
	<b>Total</b>	<b>7</b>	<b>112</b>	<b>113</b>

# Momentum now, Milestones Ahead..



## Academic

- Veranda K-12 is **expanding student intake** at its Chennai, Bengaluru, Trichy and Coimbatore campuses to meet growing demand.
- The move reinforces the institution's commitment to accessible, high-quality education.
- This expansion allows more students to benefit from our holistic learning approach.



## Commerce Test Prep

- **Expanding into global certifications** like CMA US, ACCA, CIMA UK, and CPA US to tap rising demand for international finance careers.
- **Scaling CS, CMA (India), and Junior PU coaching** to serve a broader base of aspiring professionals.
- **Strengthening regional presence** beyond Maharashtra into Gujarat, Delhi, and Rajasthan to drive centre-level growth.
- **Flagship offline courses now available online**, widening access to high-quality commerce coaching across India.
- **College vertical expanding**, with new campuses including a recently launched institute in Bengaluru.



## Government Test Prep

- **Regional Expansion:** Strengthened presence in Karnataka and Kerala with new centers and campus outreach.
- **TNPSC Trigger:** TNPSC notification (Apr'25) expected to drive surge in enrolments across Tamil Nadu.
- **Content Upgrade:** Enhanced classroom content in Kerala aligned with latest exam patterns.
- **Digital Push:** Launched Race Mobile App with expert content, mock tests & performance tracking.
- **Strong Positioning:** Among top Govt. exam prep brands in South India, poised for next growth wave.



## Vocational

- **Next-Gen Programs:** Focus on future-ready postgraduate courses like DBA, MBA, MSc & AI.
- **Global Reach:** Expanding across Indian and international markets with industry-relevant offerings.
- **Hybrid Delivery:** Flexible online & hybrid formats tailored for working professionals and graduates.
- **Career Upskilling:** Targeting high-growth sectors with programs designed for career acceleration.
- **Portfolio Expansion:** Sharpened focus on globally aligned, tech-driven credentials.



Thank You