Veranda Learning Solutions Limited

Q2 FY27 Earnings Conference Call

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MANAGEMENT: **MR. SURESH KALPATHI– CHAIRMAN AND EXECUTIVE DIRECTOR – VERANDA LEARNING SOLUTIONS LIMITED**
MR. MOHASIN KHAN – CHIEF FINANCIAL OFFICER – VERANDA LEARNING SOLUTIONS LIMITED

Moderator: Ladies and gentlemen, good day, and welcome to Veranda Learning Solutions Limited Q2 FY '27 Earnings Conference Call hosted by Go India Advisors. As a reminder, all participant lines will be in the listen only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to the management. Thank you, and over to you. Sir, please go ahead.

Suresh Kalpathi: Yes. Thank you. This is Suresh Kalpathi. Good afternoon, everyone, and thank you for joining us today. On behalf of the entire leadership team, I sincerely appreciate your continued engagement and confidence in Veranda Learning Solutions.

At Veranda, our strategy has consistently been to focus on outcomes, whether through government test prep, academic programs or K-12 education or digital first delivery models. The increasing emphasis on employability, competitive examinations and scalable education continues to validate the direction of our Veranda 2.0 strategy. We are pleased to report a strong performance for the second quarter of this financial year with continued momentum across our businesses.

During the quarter, we saw revenue grow 17% year-on-year to INR51 crores, while collections rose 17% and enrollments grew 12% in the first half of this year, supported by sustained demand across government test prep and academic segments, while we continue to invest in building the next phase of our K-12 and managed schools platform.

Importantly, Q2 marks a significant milestone in the evolution of Veranda Learning. The scheme of demerger of our commerce business has been approved by the NCLT and has become effective from 1st September of this year. The record date for the demerger has passed on 6th October and J.K. Shah Commerce Education Limited has received inprinciple approval for listing from SEBI, NSE and BSE.

They are expected to list in the next few days and exchange announcement on the same shall be shared with you soon. With this transition, Veranda is now a more focused education platform with our future strategy centered on government test prep, academic businesses and other high potential education opportunities and as well as our stake in SNVA Veranda.

As a result, the financial performance of Veranda from this quarter onwards will reflect the business, excluding the commerce vertical. We believe this provides greater clarity on the underlying strength and economics of the business that remains with Veranda, while allowing each platform to pursue its respective growth opportunities with sharper focus and dedicated capital allocation.

Our government test prep continues to be a key growth driver. We have a strong presence across examinations, including UPSC, SSC, Banking, Tamil Nadu Public Service Commission and other state level examinations with an established network of over 40 centers across South India.

During the year, we have also expanded the course portfolio through new Group 1 programs, Junior IAS and subscription led offerings while our expansion into Karnataka provides another significant opportunity to tap the state level competitive examinations in that market.

At the same time, we see a significant long term opportunity in managed schools. We currently have 6 schools with more than 5,400 students operating under an asset light managed services model. The business provides us with an opportunity to participate in the large and underpenetrated K-12 market while building a longer learning relationship starting from an early stage.

Our target is to scale this portfolio to over 30 schools in the next few years. The progress made over the last year in reducing customer acquisition costs, lowering financial costs and creating a leaner operating structure is also beginning to provide a stronger foundation for the coming years in the business.

Advertising spends has reduced materially, while the benefits of the balance sheet deleveraging and refinancing initiatives have resulted in a significant reduction in quarterly financial costs, which have declined by 58% year-on-year.

As we move forward, our focus remains on scaling the continuing businesses through our targeted expansion and strategic partnerships. In government test prep, we will continue to expand geographically, particularly into Karnataka and other high potential markets.

In academic and K-12, we will focus on strengthening our existing brands, and we aim to expand through partnerships with existing school owners, taking up the management of additional schools while also entering the preschool segment as an adjacent growth opportunity.

Our FY '27 guidance for the continuing business remains intact at INR175 crores in revenue and INR46 crores in EBITDA and a PAT of about INR32 crores, with growth expected to be supported by expansion in government test preparation, scaling of the academic business into new geographies, managed schools and continued operating leverage.

We believe the completion of the commerce demerger marks the beginning of an important new chapter for Veranda Learning, and we remain focused on building strong, sustainable and profitable businesses for the long term. I would now request Mohasin to take you through the financial performance for the quarter.

Mohasin Khan: Yes sir. Good afternoon, everyone. Thank you, Suresh sir. Let me take you through the financial performance for the quarter 2 and the half yearly for the financial year '27. As Suresh sir mentioned, following the sanction of the Composite Scheme of demerger by the NCLT effective 1st September 2026, the commerce business has been demerged into J.K. Shah Commerce Education Limited.

Consequently, our financial results from this quarter onwards reflect our continuing operations, which includes government test prep and academics. We closed quarter 2 with a strong operational and financial momentum across the continuing business verticals.

Revenue from operations for quarter stood at INR51 crores, registering a healthy growth of 17% year-on-year, driven by healthy enrollment and admissions traction in government test prep, which posted a 31% year-on-year top line growth.

For H1 revenue from operations increased 34% year-on-year to INR104 crores from INR77 crores. Gross profit for the quarter 2 increased 12% to INR28.2 crores, while gross margin standing at 56 percentage. Our continued focus on operating leverage translated into strong profitability improvement during the quarter by reported EBITDA for the quarter increased 28% year-on-year to INR12.7 crores, up 8% sequentially from the previous quarter, quarter 1, with EBITDA margin expanded to 25% in quarter 2 compared to 23% in quarter 1.

And for half yearly, EBITDA reached INR24.4 crores, up 39% from the loss INR17.6 crores in half year ended. The improvement was supported by stronger scale, discipline in corporate and marketing spend on the operating efficiencies of our streamlined platform under Veranda 2.0.

Importantly, due to the refinancing and other initiatives taken, finance costs have been declined materially during the quarter following our balance sheet deleveraging initiatives. Finance costs for the quarter 2 fell 58% year-on-year to INR4.8 crores from INR11.5 crores in the earlier quarter, Q2 of last year.

The operational gains and reduced interest expenses enabled the company to report a decisive turnaround in profitability. PAT stood at INR13.4 crores for the quarter 2 compared to a net loss of INR12.8 crores in quarter 2 of FY '26. For H1, we did a PAT of INR25.6 crores against a loss of INR24.5 crores in the last similar half year ended '26.

Before moving ahead, I would like to clarify that the impact of exceptional items on our reported financial performance for the current quarter and half year. Additionally, the discontinued business, which is commerce business has been shown as the discontinued operations in our current financials, which have been reported today.

Commerce business for the 2 months has reported a PAT of INR31.36 crores prior to completion of the demerger, which is prior to 1st September, including PAT contribution of INR21.6 crores during the quarter 1 of the current financial year. So the discontinued operations, commerce business reported a PAT of profit after tax of INR53 crores for 5 months.

This represents the contribution of commerce business during the 5 months for which it remained part of Veranda operations in the current financial year. So commerce business, as we were initiating in the first quarter with a PAT guidance of INR110 crores. The commerce business has achieved a INR53 crores PAT during the 5month period, so trading in the guidance what we have projected.

During the quarter, the consolidated financial statements also recognized an exceptional gain of INR1,047 crores arising from the fair valuation of the demerged commerce business pursuant to scheme of demerger in accordance with the Ind AS accounting standard, this has been accounted. This is a onetime nonoperational accounting profit, which has been shown in the financials. As we look ahead to the remainder of FY '27, we remain focused on disciplined

expansion across our continuing verticals, which is government test prep and academic business. Thank you.

Moderator: Thank you very much. The first question is from the line of Suresh Babu from an Independent Research Analyst. Please go ahead.

Suresh Babu: Good afternoon team. I'm Suresh from Chennai. I'm the long term shareholder of Veranda Learning. This company entered into the capital markets in 2024, I think so issued at the price of INR135. I have only 3 questions to the management that to Chairman and Managing Director, Suresh Kalpathi.

My question one, sir, you have issued per share via initial initial public offer approximately at the rate of INR135. By now, approximately 36 months are over, why cannot you declare a dividend to the shareholders pertaining to the parent company Veranda Learning.

Second question, post demerger, what is your book value of the parent company? Third question, as far as Ministry of Finance and Department of Economic Affairs and Companies Act is concerned, post COVID, no one is conducting Annual General Meeting in person, in physical.

I request Suresh ji to consider to conduct AGM within the school, auditorium, K-12 school auditorium so that long term shareholders like senior people can visit the lab, classroom, school building, interaction with the 1 or 2 teachers, interaction with other 1 or 2 students so that the proposed AGM if you can conduct in person in any one of the schools pertaining to you, this will spread word of mouth for bringing more value to your brand and the sourcing of students also. We are all senior citizens. If the school and interaction is very good, we can recommend the students for our generation. That's all sir.

Suresh Kalpathi: So thank you very much for taking the time and ask your questions patiently. I'll answer a couple of them and I will leave it to Mohasin to answer. The first one on dividend. After the demerger, a significant part of the profits are in the commerce division. As we project, as Mohasin had indicated, we are on track, at least for the first 5 months with a trend of about INR55 crores of PAT. We expect to the system should get to about INR110 or more in terms of PAT for the full year.

So a significant part of the cash flow and profits are in the demerged business. But as you had mentioned, I will definitely pass it on to the Board and the management of that company to consider a dividend, if not this year, in the following years.

As far as the non-commerce business is concerned, we expect to plow back all free cash flows to build out our government test prep and to keep adding more new managed schools. That's where we would be making investment of our cash flows because the returns we can generate from such investments, we expect in the coming years to be significantly large.

Having said that, at some point in time, if we can apportion certain cash flows for dividend payout, we definitely will take your advice. We'll definitely look into it. As far as the AGM is

concerned, yes, we have been contained doing all our AGMs online. It's I can understand from your viewpoint being from Chennai. But this allows people from all over India to participate.

And today, we do have shareholding significantly spread over the country. So but having said that, we will see if we can look into organizing specific meetings in some of the locations which are part of your business, not specifically at an AGM, but specific groups of shareholders who can participate in some events we will conduct. That is something that we will take it up and we will work on it. On the second question, Mohasin, we can take it up.

Mohasin Khan: Yes. On the second question, book value post the demerger with the Veranda, we'll be having a book value per share of INR54, sir. So the plan is to grow significantly from the coming profit. As of today, we stand at INR54 crores INR54 per share.

Moderator: The next question is from the line of Riya Shah from Acme Capital.

Riya Shah: Congratulations on the good set of numbers. My first question is government test prep is growing strongly at 31%, whereas the academic segment has seen a slight decline in revenue. What is the underlying reason for this stagnation in academics?

Suresh Kalpathi: Go ahead Mohasin.

Mohasin Khan: I'll take it up, sorry. So from compared to last quarter, considering the first quarter of the business is generally the admission season for the students. So we had the book sales for the kids to be distributed everything. So hence, the sales were higher in the first quarter of the financial year, whereas dip has been in the second quarter. Otherwise, the H1 to H1 performance, if you have seen, it has grown by 12 percentage from INR17 crores last year to INR19 crores on a revenue basis, on EBITDA basis from INR11 crores, it has gone to INR15 crores. So the quarterly difference is only because of these books.

Riya Shah: Okay. And sir, when test prep EBITDA has grown 79% against revenue growth of 31%. So what specifically has driven this disproportionate increase in profitability? Is this primarily operating leverage from existing centers? Or have there been structural improvements in the cost base? Like what EBITDA margins should investors consider sustainable also for this business?

Mohasin Khan: Okay. For the...

Suresh Kalpathi: So there are 2 or 3 factors at play. First is we typically increase the fees by about 7% to 10% year-on-year. That generally contributes to an increase in revenue without increase in any capacity expansion or operating costs? We do have an increase in costs, which are typically on an average about 4% in a year. So that adds to the margins. That's the first one.

Two, we have been expanding. So the student count has also gone up compared to last year, the student count has gone up, which has largely been through incremental capacity utilization rather than having to set up new capacities. And since it's coming from capacity utilization, the

costs remain the same, the revenues go up. So that is so in terms of the factors, first is increase in fees. Second, capacity utilization of existing capacities without adding new capacities.

And I think we have also added some new programs in the government test prep space, especially programs like Junior IAS, which has significantly expanded. And also in terms of our UPSC offering itself, where student counts have significantly jumped.

Riya Shah: Okay. So sir, what EBITDA margin should investors consider sustainable for this business?

Suresh Kalpathi: I think what you are seeing currently as the margins, EBITDA margins, I think these are margins that are sustainable because as we go forward, we will keep adding new centers, especially the focus is in Karnataka, where we'll be adding quite a few of new centers. I think those initial costs will get balanced out by our growth that we are seeing in the new programs. So I think while adding new locations, new capacity is additional cost, the existing new product lines will compensate. So I would believe that the current margins that we have, EBITDA margins are sustainable margins.

Mohasin Khan: 23% to 25%. Yes.

Riya Shah: Okay. And we are targeting 30 schools in the next 3 years. So how many schools have we added in the last 3 years?

Suresh Kalpathi: Actually, we have added except for one international school, we have really not added any new schools. I think the last couple of years after the acquisition, typically, the first year, we stabilize because we make some changes in terms of the existing promoters slowly phasing out and our team coming in.

We also balance out system process, compliance, regulations and reporting, all in the first year. So after that, for the last 2 years, we have been setting the platform for growth. So we have introduced a future focused curriculum. Over the last 6, 7 months, we have introduced a completely new curriculum starting from 1st to 12th standard. We are also introducing our preschool under the name of Veranda Sprouts.

So the preschool segment is also being entered into with a very clear defined methodical planning. So a lot of groundwork has happened basis which we expect to be able to grow in the coming years. So first year was more to phase out previous management, new teams coming in.

Last couple of years, we have really stabilized the systems process and procedures. Setting the stage for expansion of managed schools. And of course, we are entering into the preschool segment this year. So foundations have been laid. We have also been sort of not aggressively invested in the growth because, as you know, we have spent the last 14, 15 months to deleverage our balance sheet.

So quite a bit of our earnings were going into cost of finance costs relating to some of our corporate actions. So given that our finance cost has reduced by over 58% compared to last year, now we have also the money to invest in growth apart from the systems and process. I think

now you will see the cash flows we generate being put into growth. So expect to see more coming in the next 3, 4 years than what you have seen in the K-12 segment in the last couple of years.

Riya Shah: Understood. Okay. And sir, my last question is that when do we get details of J.K. Shah and its investor presentation?

Suresh Kalpathi: I really don't want to jump the gun given that now they are a separate business. So but the listing is expected in the next few days, given that all approvals are in place. So dates are being chosen, logistics is being worked out. So you should see the announcement coming from that Board shortly. Listing is expected in the next few days. Along with the listing, there would be a significant investment.

Moderator: The next question is from the line of Ashish Jain from AG Capital.

Ashish Jain: Hello.

Moderator: Sir, you are audible. Please go ahead.

Ashish Jain: Yes. Sir, my question was how should we evaluate the economics of your Karnataka expansion? And also wanted a color on what is the expected investment per center?

Suresh Kalpathi: Mohasin, do you want to take this?

Mohasin Khan: Yes, I'll take it up sir. So Karnataka the plan of action, Ashish. So what we are doing is we are opening actually 2 days back, we opened one of our center in Mysore. And we are planning to open 4 centers this year and next 4 centers in next year. The plan of action is to have all our legacy exams like banking, PSC, KPSC, which is Karnataka's main thing to concentrate on the growth parameters.

So we are seeing a strong 30% to 35% CAGR, which we are expecting to grow in that business. The long term plan is over the next 5 years or 4 years plan to reach the same EBITDA as our Tamil Nadu, Kerala, which is INR20 crores EBITDA, INR20 crores to INR25 crores and that level also. And as your next question on each center, what is the capex we're expecting? So along with interiors, rental deposit, we expect it to be in the range of INR30 lakhs to INR35 lakhs per center. Not a capex, it will be...

Ashish Jain: INR35 lakhs per center, right?

Mohasin Khan: Yes, correct.

Ashish Jain: Okay. And sir, another question I had was, how did you get a fair value gain when it is a common control demerger. Just wanted to know.

Mohasin Khan: Yes. Good thing. Okay. So it's not a common control demerger, hence, that accounting has come. The reason being we accounted under Ind AS 10. The reason being common control, no

single shareholder has more than 51 percentage in the company. So when demerger happened, it's accounted as a fair value accounting and not as a common control accounting.

Ashish Jain: Okay. Got it, sir. And just the last question that I had was the value of stake in SNVA is around, I think, INR350 crores. And why are all the other businesses of the company being valued in negative by the market?

Mohasin Khan: No. See, investment in associate has been shown in the consol books. Investment in the subsidiaries will be knocked off in the consolidation. It will be sitting as a goodwill and intangibles.

Moderator: The next question is from the line Sudarsan Narasimhan an individual investor.

Sudarsan Narasimhan: In the recent time, we could see many private equity firms entering K-12 market like Vitruvian Partners acquired a major stake in Orchids and all that. So how do you view with respect to this acquisition like on the premium K-12 school segment? Like is it going to make the competition tough or it provides more and more opportunities in terms of fundraising and all that? So that's my first question.

And is it possible for you to give any guideline for this non-commerce business as well for the next 3 to 5 years, something which you used to provide for commerce? That's my second question. And third one is about the SNVA Veranda any you mentioned in the past like there could be a listing possibility in the near future, but is it something which you're working on as well parallelly? So these are my 3 questions.

Suresh Kalpathi: As far as so the first one on private equity entering the K-12 segment. So it's been happening in fits and starts. The first investments happened even 10 years ago. There is some level of hesitancy which over the last couple of years is slowly going away, and there is an increasing momentum of private equity starting to favorably look at this space.

What it essentially for us means is that it helps get the sector a much better and healthy valuation. It also ensures that the businesses that are not up to size will now be available for aggregation because when private equity comes in, they look for a certain size in terms of investing.

So the smaller ones will be much more open to an aggregation because, as you mentioned, the competition will go up. And the smaller the player you are, the more difficult it is to survive. So we expect to be able to look at multiple schools where we can take up the management of these schools, which will aggregate into our branding and bottom line.

So in one sense, yes, one can see some competition, but in pockets, but it also means that it will help drive aggregation even faster. So we expect to see more schools starting to approach us for management and sharing of our common brand. And we expect it to have a very positive impact on the way we have built the school segment. Mohasin you want to take the other one?

Mohasin Khan: Yes. On the guidance, I'll say it. So on the guidance, Ashish, so what we're expecting is with the current guidance of INR175 crores this year to reach INR600 crores in the next 5 years, both

government test prep and school business on the top line front. On the EBITDA front and the current expectation currently at INR45 crores, we are planning to reach EBITDA of INR120 crores to INR140 crores. This is a long term plan, which we are having a prospective targets set for each individual teams. So this is the long term plan. On the third point on the SNVA listing?

Suresh Kalpathi: I think as far as SNVA is concerned, so just to give some background, SNVA Veranda as the name of the company is now called, we have about 40% ownership. SNVA promoters have 50, 10% roughly about 10% is with employees who have been given as stocks and grants.

The business is largely in universities. There are 3 online universities in the U.S. There is another online university, which operates in the European Union, a first physical campus in Lyon in France and one more is expected to come up in the Middle East in Dubai in the coming months.

The businesses that rest of the businesses that we have works one of them works in Indian colleges to provide training in the last year to improve their employability. Otherwise, we sell programs of other universities in India, whether degrees, diplomas or certification programs.

So it's an app combination on one side, universities. On the other side, we sell programs of these universities in combination with upcoming skills like AI, analytics, defense technologies, cybersecurity, et cetera. We plan to expand this business significantly, expand the presence in India and also expand the presence elsewhere in the world.

We are working on a few options. It's too early to comment, but we are working on some interesting options where we expect to see a significant increase in the value of our investments that we have made. So you will hear in the next couple of quarters if all things go well, we are working on something very interesting as far as SNVA Veranda is concerned. So is the listing planned? At some point of time, yes, not in the distant future, but in the near future.

That's the target. That's what we are working on. Of course, these are work in progress. So as we achieve some definitive milestones, we will definitely make an announcement.

Moderator: The next question is from the line of Suresh Babu, an Individual Investor.

Suresh Babu: The gentleman said the book value is approximately INR52. You have gained onetime exemption of INR1,047 crores. If you add in the coming quarters, this amount, then the book value goes approximately INR144.

Mohasin Khan: No, sir. So the INR1,000 crores, which you have shown the gain this quarter, this will the entry for this, okay, I go into accounting. So the profit which I have shown, sir, it will be retained earnings debit to profit and loss account, okay? The retained earnings will be INR1,000 crores. Again, this profit will go back to INR1,000 crores negative.

So the reserve movement will be zero. So this profit which you are showing in the P&L INR1,000 crores as a discontinued operation on fair valuation will not impact the results. As

you can see our financials where the balance sheet has been given. The balance sheet shows the INR500 crores INR518 crores as the book net worth.

Suresh Babu: And my request is to Mr. Suresh Kalpathi, the final request and the suggestion. When you are going for printing of profit and loss account and the balance sheet on the print media, please do not opt for QR code methodology. Please roll out the way in which how BSE and NSE used to roll out their quarterly results. Avoid QR code because when you are giving QR code also, you have to pay the money to the print media.

Okay. If you are not going ahead with the QR code, you roll out with the figures, revenue figures, net profit results, equity, something like that. I mean the way in which how the BSE and NSE is the publishing on the business standards, Financial Express, et cetera. The same methodology you go, sir, then only the reach will be more to the investors and private equity players and venture capital is high net worth individuals like that. Never opt QR code methodology, rolling out the results in print media.

Mohasin Khan: Noted, sir. I think we are doing the same, sir. We are issuing the full numbers...

Suresh Kalpathi: Along with QR.

Mohasin Khan: Only QR, we are issuing?

Suresh Kalpathi: Along with QR.

Moderator: The next question is from the line of Ravi Khandelwal, an Individual Investor.

Ravi Khandelwal: I'm sorry, I joined the meeting a little late. Maybe my question will be a little repetitive if it has been answered earlier. Now I've been an investor for the last 2 to 3 years. And when the J.K. Shah listing was announced in the last 2 quarter results, we've been told that this will unlock shareholder value. Now the price went up to INR270 came down to INR213 when it closed, then Veranda listed at a price which we were not expecting it to list lower than what it was expected.

Now if the J.K. Shah listing does not happen beyond INR250 or something, then actually shareholder value is eroded. How is it that we are expecting the shareholder value to go up? I could have bought these shares even after the J.K. Shah listings. I'm a little confused on this account. If there can be some clarity, I'll be obliged.

Suresh Kalpathi: So I think the if you look at the reason for the demerger itself, while we have we don't have control on the shareholder value because it depends on how the shareholders perceive the business plans, each one of us now separately. I think the fundamental reason for the demerger was to create a fairly sharply focused business and get people who have significant expertise in driving those businesses to be at the top as a CEO for the company.

Now as far as the Veranda whole business was concerned, I think a couple of things that came in multiple investor meetings was the inability to understand the model itself because in a simple case, if somebody should look at a business, people look at what is the addressable market

segment, what is the ARPU, what is the growth in customer acquisition is typically how people evolve models and business strategies.

Given the range of businesses that Veranda was involved in, people were finding it difficult to gauge and understand exactly where the value was. With the demerger, commerce, J.K. Shah Commerce now becomes a very focused business, services the commerce, financial services markets, leader in that segment with over 40 years of pedigree, the most profitable in that segment by far, delivers over 90% of the ranks in professional exams on an all India basis.

The only national player, both online and offline, services over 20,000 students through their commerce education in junior college and colleges. So as a leader in this segment, it is expected to get a multiple much higher than a business that was into everything. So that's the reason that the demerger was conceived and executed. I think along with it, multiple things happened. We significantly deleveraged.

We brought the cost of borrowing significantly down from where it was before at about 17% to about 9%. All of that added up to create. Now as far as where the demerged non-commerce business is trading at, I think as we go along, as we continue to build this business out, the realization of value will come for the balanced business.

But our belief is this significant value, you will see being created and unfolding post the listing of J.K. Shah Commerce. Now it would not I mean I wouldn't know, and I can't jump the gun and say what the value will be. But given the market leadership position that it has, where there is the number 2 is far and away in India and the only national player of repute in that segment, it should get a very significant multiple compared to rest of businesses in the EdTech space. So it is expected to be a great listing, but post the listing, time will tell.

Ravi Khandelwal: That's great, sir. And yes, that's all I wanted to know because unlocking shareholder value means very clearly that when the demerger happens, whatever average holding price is there, that holding price after demerger and listing will be significantly higher. It's not very, very high, significantly higher. Otherwise, as an investor, I could have bought the J.K. Shah shares at the day of the listing itself.

Suresh Kalpathi: No, I think I'll be quite surprised if there isn't a significant move up in value compared to the price it closed at before the demerger happened.

Ravi Khandelwal: That is very, very honorable and encouraging.

Moderator: The next question is from the line of Suresh Babu, an Individual Investor.

Suresh Babu: Sir, many investors, those who are acquiring shares from the secondary market from the exchanges, they are comparing our company with Jaro Institute and Elevate campuses, Physics Wallah, etcetera. If you compare you, the share prices are very, very high. The face value is very, very low and the price earning ratio is very, very high. As far as our parent company is concerned, Veranda's, price is low, face value is very high. Price earning ratio is also very, very low.

And it is quoting around INR31. When you rolled out the scheme of arrangement, book value was INR99. And you mentioned very clearly cost of acquisition is 65% to Veranda. If I take into the consideration INR100, 65%, the book value should become around INR64 at least 2x of the book value should quote no? At other peer industries are quoting 4x of its book value, 7x of its book value, etcetera. Ours is quoting 0.5 sorry, 50% of its book value, something you have to do and take initiative steps to maintain the good relationship with the investors.

Management: Sure sir, noted. So will see look into it.

Moderator: That was the last question for today. I now hand the conference over to the management for closing remarks.

Suresh Kalpathi: Thank you. Thank you again for all of you taking the time on a busy day to be in our investor call. This is a very significant and pivotal point in time for Veranda Learning, where we have been working on the demerger of our commerce vertical for the last 10 to 12 months. And now we are at a stage where all approvals are in place and the listing is expected to happen in the next few days.

Like all of you as long term investors with us, we are also looking forward to the listing, and we expect that to create significant investor value when the listing happens and the stock starts stabilizing. Thank you once again for being with us on this journey as shareholders, and I look forward to talking to you again with the next quarter results. Thank you. Thank you, one and all.

Moderator: Thank you, sir. On behalf of Go India Advisors, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.