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## OUR TOP READS OF **THE MONTH**



### **Elder Care Market in India**

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The eldercare market in India has been witnessing significant growth in recent years, driven by several factors including demographic shifts, changing family structures, and increasing life expectancy. As India's population ages, the demand for eldercare services and solutions is expected to rise exponentially.

We expect 'At Center' Care and 'Assisted Living' to see significant growth and will also see more established players foray into this segment of the market. This will see the deployment of capital in this sector leading to infrastructure creation and upskilling of talent.

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### **Education Markets and Deals Roundup — 10th Edition**

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In April, the M&A activity in private education markets continue to remain robust, with headline transactions such as Navneet Learning selling its stake in K12 Techno Services, valuing the company at 525Mn\$ and Veranda Learning's acquisition of Logic Management Training Institute getting announced while the news of Bain Capital looking to acquire PowerSchool for \$6 billion also broke out.

With public education companies announcing their quarterly/ annual results we witnessed a volatile movement in their stock prices. Further, both Chegg and Skillsoft underwent leadership changes, announcing the appointment of their new CEOs.

Read more in our Education Markets and Deals Roundup, by clicking on the link below

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## THROWBACK HITS: REVISITING OUR TOP ARTICLES



### Unlocking Growth in Education with Sale and Leaseback Financing

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School and college owners are now incentivized to grow from a single-campus -institution, to a multi-campus group. There is a rising FOMO that the ones who do not capitalize on the market opportunity will be big losers a decade from now.

Amidst the rising interest, Sale and Leaseback transactions have emerged as an innovative source of financing for promoters as more players want a piece of the growing Indian education market.

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### Opportunity for Private Sector Investment in Higher Education

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It is not news that the higher education sector has been starved of capital, despite advocacy for the need to improve infrastructure, support research and development, and update the curriculum. Despite philanthropic efforts and corporate social responsibility (CSR) funding, the capital inflow into the sector has not effectively addressed.

It's time for HEIs to roll up their sleeves and dive into the diverse funding options available. The world of private funding offers a bunch of choices for HEIs to raise finance.

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## TIMELESS INSIGHTS: TOP REPORTS FROM OUR COLLECTION



**HealthTech: Sectoral Research**

## The What, Why, and How of K12 Platforms

K12 platforms are networks of schools under one ownership, operating at different price points with diverse strategies. These platforms tailor expansion and branding strategies based on regions, audiences, and offerings. Operating models can be centralized or decentralized, depending on factors like scale and management quality.

K12 platforms require patient capital due to the long gestation period, often sourced from family offices, sovereign wealth funds, and private equity.

Read our latest report on K12 Platforms to understand what they are, why they matter, and how they work.

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## Report

India's Healthtech market projected to reach US\$25bn by 2025.

Technological innovation in healthcare has revolutionized the industry, improving patient outcomes and boosting healthcare system efficiency. Owing to it, providers and businesses now offer diverse services alongside traditional medical products.

Tech is blurring the distinction between D2C and B2B leading to a highly interconnected and patient-centric healthcare ecosystem. Technology has enabled consumers to have direct access to care services while also allowing stakeholders to collaborate.

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### SOME TOP READS AROUND THE SECTOR

#### FINANCIAL TIMES

##### Private equity targets India's healthcare sector with record investments

Buyout funds and venture capitalists invested a record \$5.5bn in Indian hospital chains and pharmaceutical groups in 2023, up 25% from the year before.

#### STANTON CHASE

##### Future Forward: A Roadmap for Growth and Transformation in Indian Higher Education

India's NEP 2020 aims for a 50% Gross Enrolment Ratio by 2035, necessitating major investments in infrastructure and regulatory changes. It promotes multidisciplinary education, autonomy for colleges, online courses, and global collaboration with top universities.

#### live**mint**

##### Apollo to Aster, Manipal to Max, hospital chains ready for a big-bang expansion

Major hospital chains set to add 17,800 beds, investing over ₹14,600 crore in their largest expansion post-pandemic.



##### Telangana government to regulate school fees

The Telangana government plans to establish a school fee regulatory committee to systematically regulate fees and ensure quality education is accessible to all.

## #6 Rank in League Table (CY22) - Venture Intelligence

**₹8,000 Cr+**

Combined Deal Value

**100+**

Clients Advised

**500+**

Investors in Global Network



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