

NAMMA BENGALURU | ನಮ್ಮ ಬೆಂಗಳೂರು

WE ARE NOW IN BANGALORE.



Becoming Bigger and Better Everyday

We, at LoEstro Advisors, are keen to announce the opening of a new office in the start-up capital of the country - Bengaluru. This strategic expansion marks our growing presence across the deal-making landscape.

We look forward to meeting founders, operators, investors, and other stakeholders in the ecosystem, as we deepen our coverage across sectors.

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OUR TOP READS OF THE MONTH

The What, Why, and How of K12 Platforms

Executive Summary

What are K12 Platforms?



Large networks of schools under unified ownership, operating at different price points with diverse strategies.

Why K12 Platforms?



Benefits for Investors: (1) Recession-proof (2) Strong margins and price inelasticity (3) Favorable working capital dynamics






Benefits for Schools: (1) Cost synergies and economies of scale (2) Improved finances to invest in talent and tech (3) Shared best practices

Key Players

COGNITA	NORD ANGLIA EDUCATION	Spring Education	Inspired	LIGHTHOUSE	K12
 Headquarters: U.K.	 Headquarters: London	 Headquarters: London	 Headquarters: London	 Headquarters: India	 Headquarters: India
 Schools: 100+	 Schools: 80+	 Schools: 80+	 Schools: 100+	 Schools: 64 ¹	 Schools: 90+
 Students: 105K+	 Students: 90K+	 Students: 80K+	 Students: 80K+	 Students: NA ²	 Students: 75K+

Platform Playbook

 Tailored Expansion and Branding Strategies Expansion strategies (greenfield/brownfield) and Branding strategies (single / multibrand), depend on regions, audiences, and offerings.	 Operating Model linked to Offering / Scale Operating models can be either centralized or decentralized, depending on factors like scale, diversity of offerings, and local management quality.	 Access to Patient Capital K12 Platforms require patient capital. Typically, pension funds, family offices, sovereign wealth funds, bulge bracket private equity back K12 platforms.
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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.

[READ MORE](#)



Education Markets and Deals Roundup — 9th Edition

Momentum in private markets has started to build over the last few months as funding in late stage rounds has started to pick up pace. In March, private markets saw a good traction with companies like Avanse securing \$ 120 Mn in pre-IPO funding, Planet Spark closing its series B round for \$17 Million while funds such as Alta Capital looking to invest more than \$1 billion in education infrastructure.

Sale and Leaseback transactions have emerged as an alternative funding option as GEMS Modern Academy in Kerala closed an sale and leaseback transaction with a mega fund in the Middle East.

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TOP READS AROUND THE SECTOR

TIME

World'S Top Edtech Companies Of 2024

TIME and Statista ranked the top 250 EdTech firms globally, focusing on online learning's lasting impact. Nine of the top 15 specialize in online education. Eruditus leads with significant revenue growth, while Scaler Academy from India tops the Rising Stars list for revenue growth in coding education.



Offline-Dominant Models Will Unlock Deep Customer Value

Offline-dominant models are making a comeback across education, healthcare, and consumer brands post-pandemic. Successful examples include Eruditus in education, with a shift towards in-person learning, and Mamaearth in consumer brands, expanding to over 1.7 lakh retail touchpoints.

THE ECONOMIC TIMES

India's pharma exports rise 10% to USD 27.9 bn in FY24

India's pharmaceutical exports surged by 10% to reach USD 27.9 billion in FY24, with March alone seeing a 12.73% growth to USD 2.8 billion. The US remains the largest market, followed by the UK and the Netherlands. Experts predict India's pharma business may surpass USD 130 billion by 2030, fueled by global demand and market expansion initiatives like PLI schemes.

THE ECONOMIC TIMES

India on track to become a top 5 Global Bio-manufacturing hub by 2025: Union Minister Jitendra Singh

Union Minister Jitendra Singh predicts India as a top 5 bio-manufacturing hub by 2025, with the bioeconomy at USD 80 billion, targeting USD 300 billion by 2030. He highlights biotech startup surge and emphasizes interdisciplinary collaboration for India's R&D goals.

#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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