

EDUCATION

01

WHAT IS THE PORTFOLIO OF COURSES OFFERED?



Segments served



Course level



Field of study

02

REVENUE MODEL



Revenue streams



Scope for capacity additions



Expansion into new courses or markets



New product offerings



Scalability



Revenue per student



Operating profit per student

03

SERVICE PROFILE



Number of centers/facilities



Operating costs



Overseas student participation



Use of virtual delivery channels



Offerings in emerging domains

06

ESG CONSIDERATIONS



Contribution to local community



Contribution to charity



Scholarships for hardship

04

STRUCTURAL INFLUENCES



Barriers to entry



Government policy/funding



Standing of public institutions



Teacher-student ratio



Brand and reputation



Market for part time and virtual study



Franchise model

05

PERFORMANCE AND PROFITABILITY



Enrollment trends and number of new students



Marketing strategy and cost



New student acquisition cost



Conversion success rate from enquiry to enrollment

