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**Sub- ENTERPRISE ANALYSIS AND DESK
RESEARCH**

Topic - Unacademy

FOUNDERS AND PROMOTERS OF UNACADEMY

It was founded by Gaurav Munjal, Hemesh Singh and Roman Saini in 2015. As of May 2022, Unacademy was valued at USD \$3.44 billion.

Unacademy is an Indian educational technology company that provides online educational platform with its headquarters in Bangalore, Karnataka. It prepares students

for various competitive exams (like JEE, NEET, UPSC, CA, GATE, UPSC NDA, CUET, Boards etc.), as well as provides content on foundational (K-12) and skill building courses (programming, photography, entrepreneurship, etc.).



Mission and Vision

Mission

To create an effective framework to enable the process of developing policies, programmes and practices which will ensure equal rights and opportunities for women in the family, community, workplace and in governance

Vision

Unacademy's vision is to partner with the brightest minds and have courses on every possible topic in multiple languages so the whole world can benefit from these courses. Unacademy offers a wide range of courses, which includes test-prep, K-12, personal development, and other life skills.

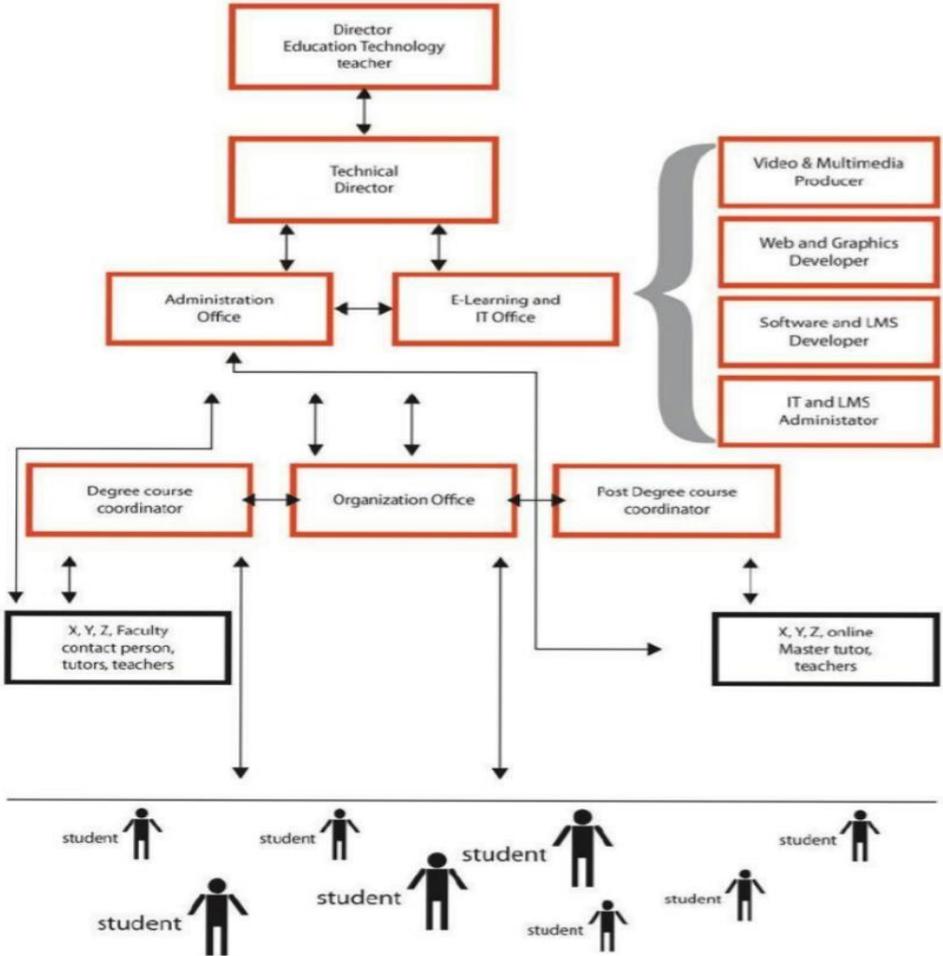
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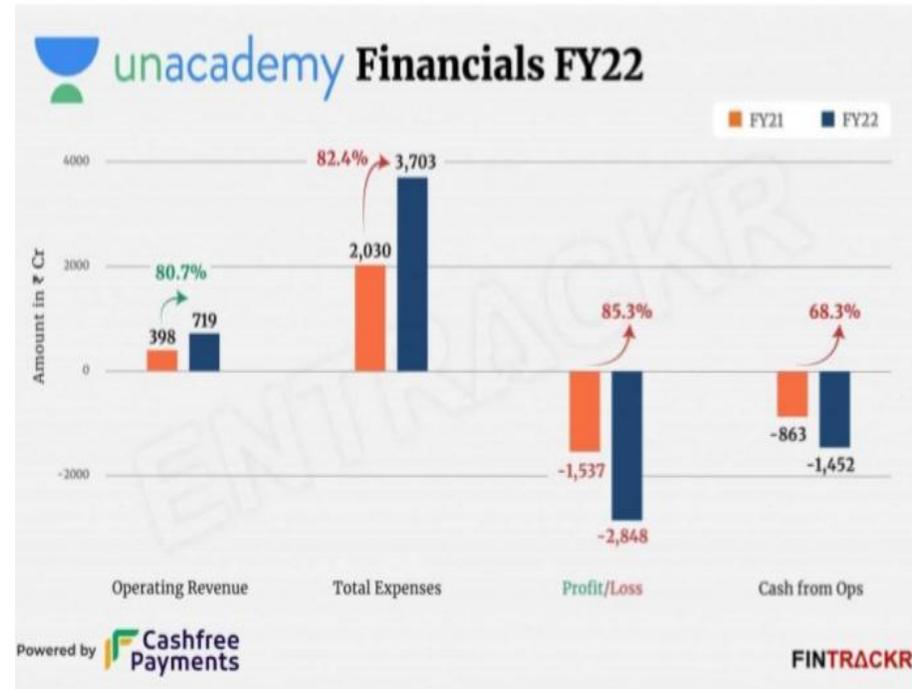
UNACADENY MANAGEMENT STRUCTURE



UNACADEMY FINANCIAL STRUCTURE

Unacademy's operating revenue surged by 80.7% to Rs 719 crore during the financial year ending March 2022 from Rs 398 crore recorded in FY21, as per the company's annual financial statements with the Registrar of Companies (RoC).

The Bengaluru-based company mainly generates revenue from course subscription fees it collects from students. Collection from this vertical grew 81% to Rs 705.5 crore in FY22 from Rs 390 crore in the previous fiscal year. It made another Rs 13.7 crore from the sale of educational materials during FY22.



Unacademy generated total revenue of Rs 844 crore during FY22 including a non-operating income of Rs 125 crore mainly from interest on fixed deposits, gain on mutual funds, and other financial investments.

CHALLENGES FACED BY UNACADEMY DURING COVID-19

Unacademy talks about how the coronavirus (Covid-19) pandemic may have shortened the time the company has taken to achieve .Even before Covid-19, our valuation in February 2020 was 10 times better than what it was in February 2019. We were the first ones to build a live class subscription product and get the best teachers on board from Delhi and Kota. During Covid-19, after people realised the importance of our product, they came on our platform and started using Unacademy. We have free classes and a subscription product, so if your goal is to clear an exam or even learning chess, we get you the best educators who teach you live. We are like Netflix for live education by the best experts.

SALE FORECAST OF UNACADEMY DURING COVID-19

In the manic action that Indian edtech space saw during fiscal 2020-2021 that was racked by Covid-19 disruptions, if Byju's was everywhere, Unacademy stood out as one of the largest companies amongst its peers, raising Rs 1,965 crore and acquiring eight companies including CodeChef, Graphy, Coursavy during the fiscal year ending March 2021.

Collections from paid subscriptions were the largest source of income for the company, with 95.7% of the operating revenue coming in from these repeat customers. Subscription revenue expanded over six-fold to Rs 380.8 crore during FY21 from only Rs 61.5 crore collected in FY20

.Unacademy collected another Rs 7.92 crore from the sale of education material and Rs 9.01 crore from advertising and other related operations during FY21. Further, the company also earned Rs 66.8 crore from its financial assets during the same period. On the expense sheet, payment of employee benefits was the single largest expense for the edtech major, accounting for 37% of its annual expenses. During FY21, these costs blew up 6.2X year-on-year to Rs 748.5 crore, out of which Rs 474.4 crore were share-based payments. Importantly, around 83% i.e. Rs 392 crore of these share-based payments will be settled in cash in the coming years.

Co-founders Gaurav Munjal, Hemesh Singh and Roman Saini were awarded managerial remuneration and phantom stocks worth Rs 203.1 crore, Rs 152.01 crore and Rs 40.3 crore respectively.

SALES OF UNACADEMY DURING COVID-19 AND POST COVID

Online education startup Unacademy has said that it will allow 60% of its entire workforce to permanently work from home even after the coronavirus lockdown was over. “We are bringing some major changes to the way we work. Even post the lockdown, 60% of our entire workforce will be working from home permanently,” the company tweeted.

The company has around 600 employees in sales and operations. Apart from a few core teams like product and content, where we need a lot of interactions and meetings on a daily basis everything can be moved remotely. The sales and operations people can come in when leaders call for meetings,” he added. Unacademy already has more than 1,000 educators who are working from home.

HOW UNACADEMY HANDLED HIS EMPLOYEE DURING COVID-19

Unacademy has extended the work from the home facility for all staff till January 1, 2021. The Bengaluru-based startup has become one of the few firms which have announced work from home for the entire workforce for the next four-five months. Earlier in May, Unacademy had announced that 60% of its 1000-workforce would be allowed to work from home permanently even after lifting of coronavirus-induced lockdown. The company's co-founder and CEO Gaurav Munjal confirmed the development to Entrackr. The decision comes soon after 20 Unacademy's staff allegedly tested Covid-19 positive. According to our sources, the company announced remote work to avoid gathering of employees and contain the spread of coronavirus among its employees.

POLICIES OF THE GOVERNMENT AND SUPPORT GIVEN TO UNACADEMY

Online education has been a new way for students to learn outside of the classroom and this concept has received much attention worldwide. With the current situation globally, many schools and universities are closed, forcing students to make use of e-learning platforms. The government plays an important role in funding and supporting this form of learning. Policies have been created that help shape education, providing resources and promoting e-learning.

With online learning becoming the norm, educators and students will have to learn how they can benefit from resources available, including those from government

agencies. Check out some of the free essays about government support to see what policies are being put into place. Not only are students learning from home, but they are also creating essays and research papers focused on e-learning. There are some great topics ideas for your government essay, providing you with unique ideas, innovative concepts, as well as the latest facts.

When it comes to decisions about public education, these are often made at the state level by Governors, State Board of Education, State Legislatures, and Education Agencies. The federal government also plays a role in shaping education policy. There are two main levers that are controlled by the federal government. These include money and fairness.

Thank you

The background features abstract, overlapping geometric shapes in various shades of green, ranging from light lime to dark forest green. These shapes are primarily located on the right side of the frame, creating a modern, layered effect against the white background.