

# **EDUCATION SECTOR UNACADEMY**

NAME- SHRUTI PATIL

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# UNACADEMY



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, as well as provides content on foundational and skill building courses.

# FOUNDERS

Founder Name- Roman Saini

Hemesh Singh  
Gaurav Munjal



# VISION & MISSION

Unacademy is an Indian educational technology company, based in Bangalore. It was originally started as a YouTube channel in 2010 by Gaurav Munjal. The company was officially founded in 2015. Unacademy is currently India's largest online learning app.

## Mission and Vision of Unacademy

### Mission

Democratise access to high quality education

### Vission

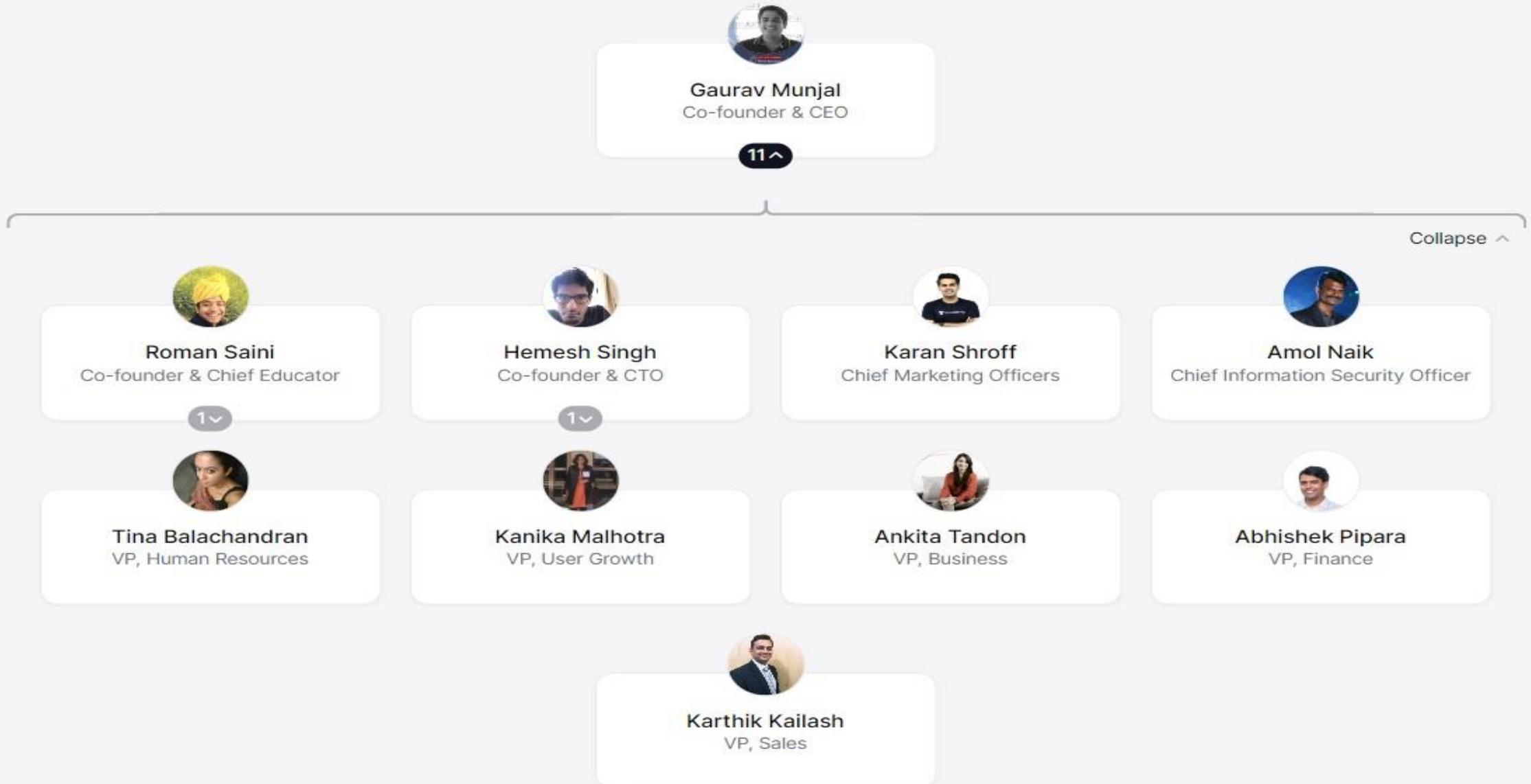
Get the best minds of the country to share knowledge in an easily comprehensible form.

# QUALITY POLICY OF THE COMPANY

## Quality Policy

- S – Specific
- M – Measurable
- A – Achievable
- R – Realistic
- T – Time Oriented

# MANAGEMENT STRUCTURE



# Teams at Unacademy



## Leadership Team

10 members



## CEO and Executive Team

4 members



## Founding Team

3 members



## Leadership Team

### About

The leadership team at Unacademy has a wide range of experience in many different industries including information security, finance, web development, e-commerce, and marketing. They also have a variety of educational backgrounds, from engineering and economics to computer science and medicine. This diverse team is well-equipped to handle the challenges of the modern world and provide students with the best possible education.

### Team members



**Abhishek Pipara**

VP, Finance



**Amol Naik**

Chief Information Security Off...



**Ankita Tandon**

VP, Business



**Gaurav Munjal**

Co-founder & CEO



**Hemesh Singh**

Co-founder & CTO



**Kanika Malhotra**

VP, User Growth



**Karan Shroff**

Chief Marketing Officers



**Karthik Kailash**

VP, Sales



**Roman Saini**

Co-founder & Chief Educator



**Tina Balachandran**

VP, Human Resources



## Founding Team

### About

The team at Unacademy has a wide range of experience in both the public and private sector. The CEO, Gaurav Munjal, is a computer engineer who has worked in the software development industry for companies such as Directi and Metacube. He also has experience in the public sector, having worked as an IAS officer for the government of India. The CTO, Sachin Gupta, also has a background in computer engineering and has worked as a software developer for Directi.

### Team members



**Gaurav Munjal**

Co-founder & CEO



**Hemesh Singh**

Co-founder & CTO



**Roman Saini**

Co-founder & Chief Educator



# CEO and Executive Team

## About

The executive team at Unacademy has a history of working in various industries, including information security, web application development, and marketing. They have also worked for various companies, such as Gojek Tech, Flipkart, and Xiaomi India. In addition, they have a range of educational backgrounds, including computer engineering and electronics & telecommunication engineering.

## Team members



**Amol Naik**

Chief Information Security Off...



**Gaurav Munjal**

Co-founder & CEO



**Hemesh Singh**

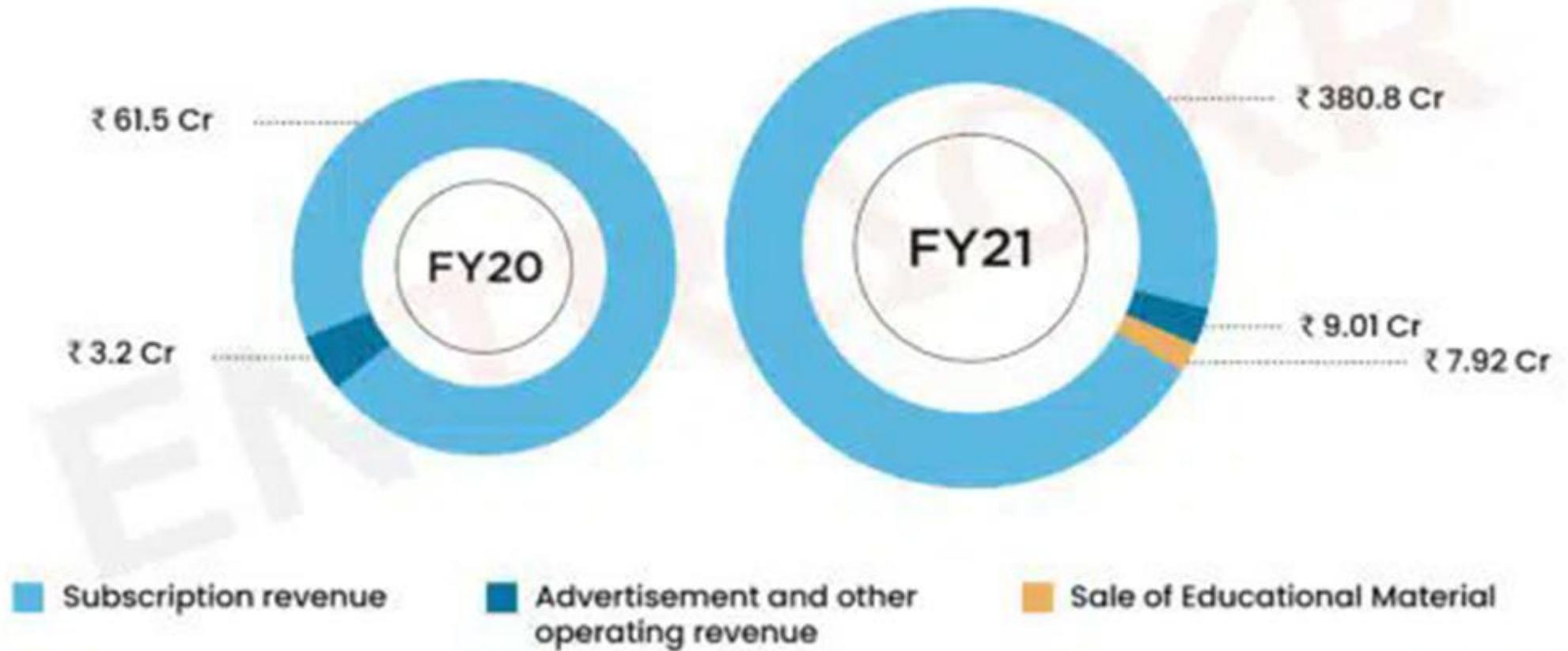
Co-founder & CTO



**Karan Shroff**

Chief Marketing Officers

## Unacademy Revenue Breakdown



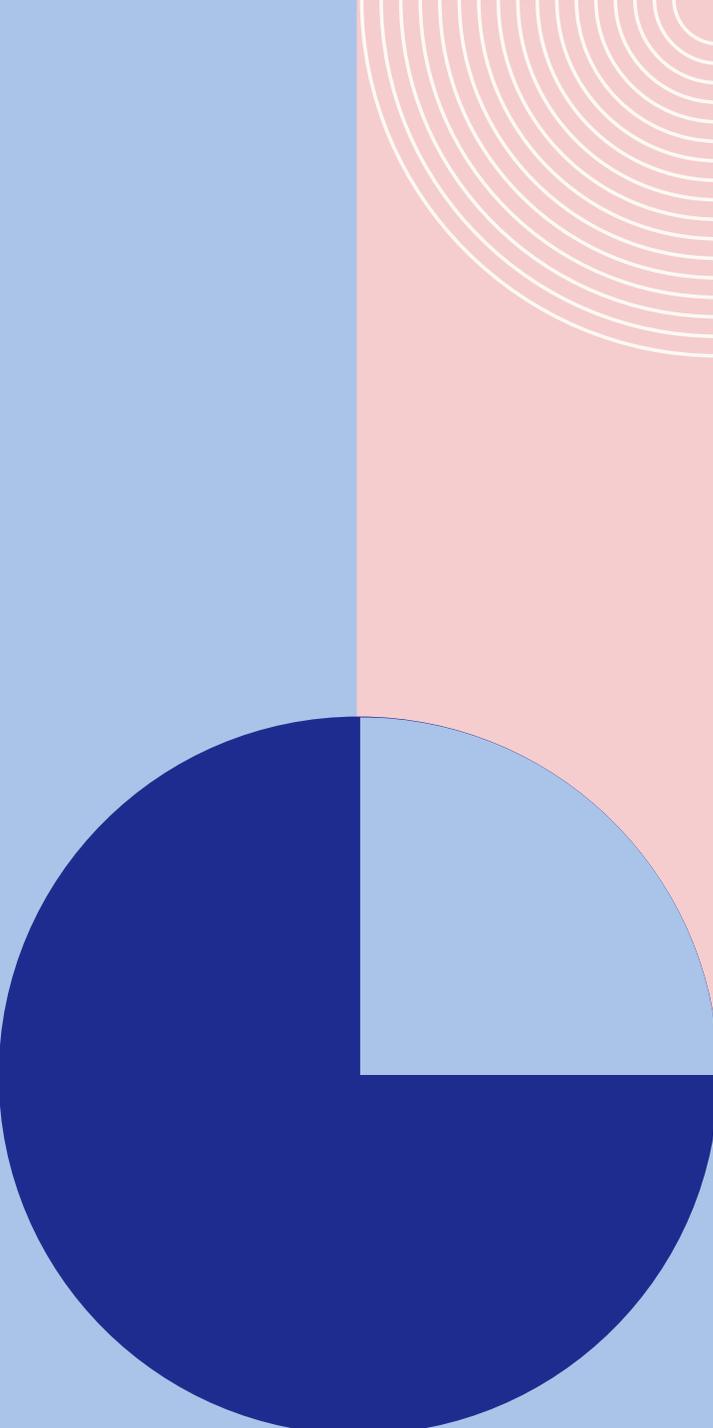
# Unacademy Financials FY21



	FY21	FY20
EBITDA Margin	-320.32%	-304.07%
Expense/₹ of Op Revenue	₹ 5.10	₹ 6.95
ROCE	-80.42%	-39.37%

# SERVICE CHALLENGES AT THE TIME OF COVID

- Unacademy NEET PG Educators who are also medical professionals are managing double shifts every single day for the betterment of the country. While they are fighting on the frontline to save patients, they are also mentoring the future doctors by taking classes on Unacademy. Their courage, perseverance, and hard work in balancing these two roles, during these extreme times, make them true heroes.



# **SALES DURING COVID AND POST COVID**

THE GROWTH STORY OF INDIA'S EDTECH SECTOR CAN BE DIVIDED INTO PRE- AND POST-CORONAVIRUS PANDEMIC

EDTECH UNICORN UNACADEMY'S CONSOLIDATED LOSS WIDENS TO RS 1,474 CRORE IN FY21.

THE ONGOING FINANCIAL YEAR HAS BEEN TOUGH FOR EDTECH COMPANIES AND UNACADEMY IS NO EXCEPTION. THE SOFTBANK-BACKED COMPANY HAD SHED EMPLOYEES, CUT COSTS, MOVED AWAY FROM THE K-12 BUSINESS, AND MARKED ITS ENTRY INTO OFFLINE LEARNING IN FY23.

# HOW THE COMPANY HANDLED ITS EMPLOYEES AT THE COVID TIME

15

- Edtech unicorn [Unacademy](#) has laid off more than 10% of its employees in India in a move that is being seen as a consolidation in the space where valuations of startups mushroomed during the Covid-19 pandemic period.

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The development comes close on the heels of another edtech newbie Lido Learning closing shop in February. Lido was backed by Indian entrepreneur Ronnie Screwvala.

**THANK YOU**

The background features three overlapping circles: a large light pink circle on the right, a dark blue circle at the top and bottom, and a white circle on the left. The pink circle contains several thin white concentric lines.