



Education and training sector



Introduction

- ▶ The education industry is expanding rapidly and its many businesses are eager for new talent, including experienced professionals and enthusiastic individuals just entering the workforce. The education industry can be described as the collection of organizations and businesses that provide products and services aimed at enhancing the quality of education in society.
- ▶ The education industry consists of schools, colleges, universities, and various private institutions. The education industry provides its students with the knowledge and skills to adapt to a continually changing working world. The industry consists of an expanding array of organizations that strive to provide lifelong learning to its customers.
- ▶ The Education industry is crucial to the workforce capability of all other industries, but it also faces unique workforce development challenges of its own.



Education Industry and Employment



- ▶ The education sector employs an enormous amount of graduates. It covers the three main areas of the school, further and higher education, as well as education that take place in non-school or college settings. The main area of work is teaching and lecturing, but there are other roles, particularly in education advice and development.
- ▶ any companies in the education industry offer idealistic goals, combined with competitive salaries and generous benefits. Employment opportunities are as diverse as the companies themselves, ranging from consulting with school operators to working with software and textbook publishers.

Advantages

**ROBUST
DEMAND**

**COMPETITIVE
ADVANTAGE**

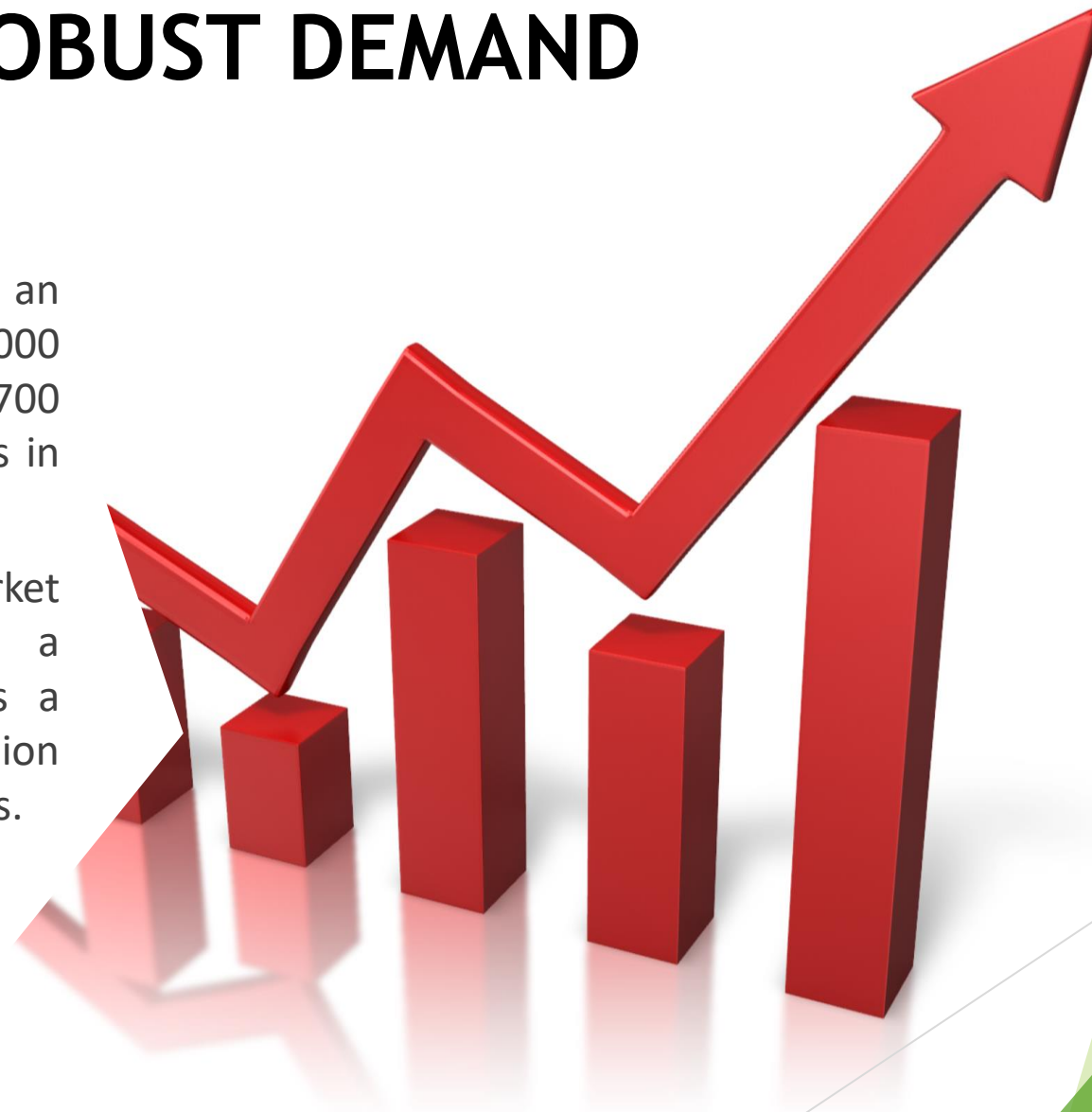
**INCREASING
INVESTMENT**

**POLICY
SUPPORT**



ROBUST DEMAND

- ▶ Huge demand supply gap with an additional requirement of 200,000 schools , 35,000 colleges , 700 universities and 40 million seats in the vocational training centers
- ▶ India ,where the education market constitutes of people with a median age of 25 years, has a target base of over 550 million people below the age of 25 years.





Increase Investment

- ▶ In past few years , inflow of USD 1,256.08 million was witnessed as Foreign Direct Investment in education sector
- ▶ An estimated of USD 200 billion needed by government to achieve its target of 30 per cent GER for the higher education segment by 2020





Competitive Advantage



- Largest population in the world of about 500 million in the age bracket 5 to 24 years , India have literacy rate of only 73 percent compared to the world average of 84 percent , presence an opportunity for private players to explore the untapped market .
- Education market constitutes of people with a median age of 25 years, has a target base of over 550 million people below the age of 25 years. This means that the number of people in India needing primary and secondary education alone exceeds the entire population of the USA. Since these students will be seeking higher education in India over the next decade it illustrates the sheer size of the Indian education market.

Policy support

- ▶ 100 percent FDI (automatic route) is allowed in the Indian education sector to liberalise the sector , the government has taken initiatives such as National Accreditation Regulatory Authority Bill for Higher Educational and the Foreign Educational Institutions Bills
- ▶ In 2016, the government is expected to launch Naional Education Policy to address the changing dynamics in the education industry of the country .The National Education Policy as on June 2016 , awaits as a draft by the HRD ministry



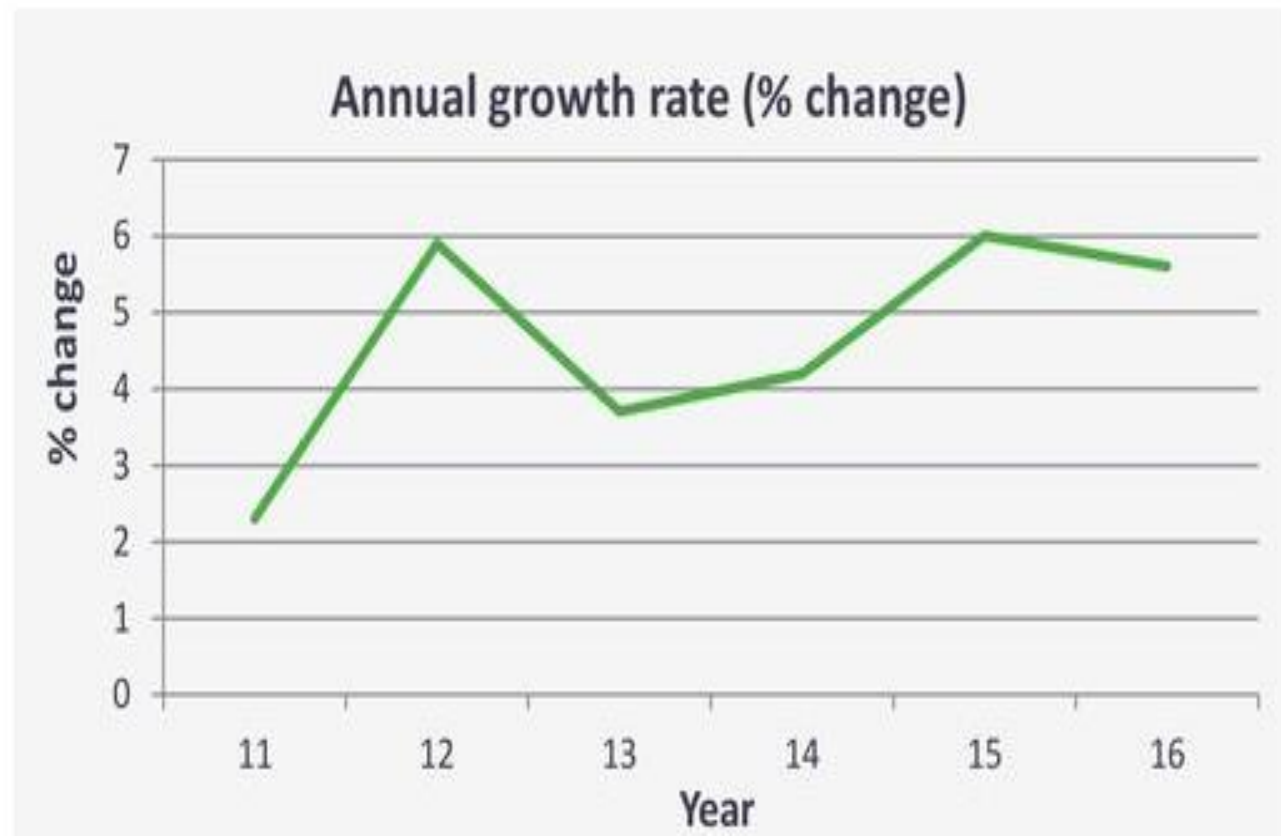


Education & Training: A growth industry

The Education & Training sector has grown strongly over the past five years on the back of solid demand and higher government funding.

Revenue Growth

Year	Revenue \$ million	Growth %
2010-11	92,600.2	2.3
2011-12	98,040.9	5.9
2012-13	101,704.6	3.7
2013-14	105,998.1	4.2
2014-15	112,387.5	6.0
2015-16	118,670.2	5.6

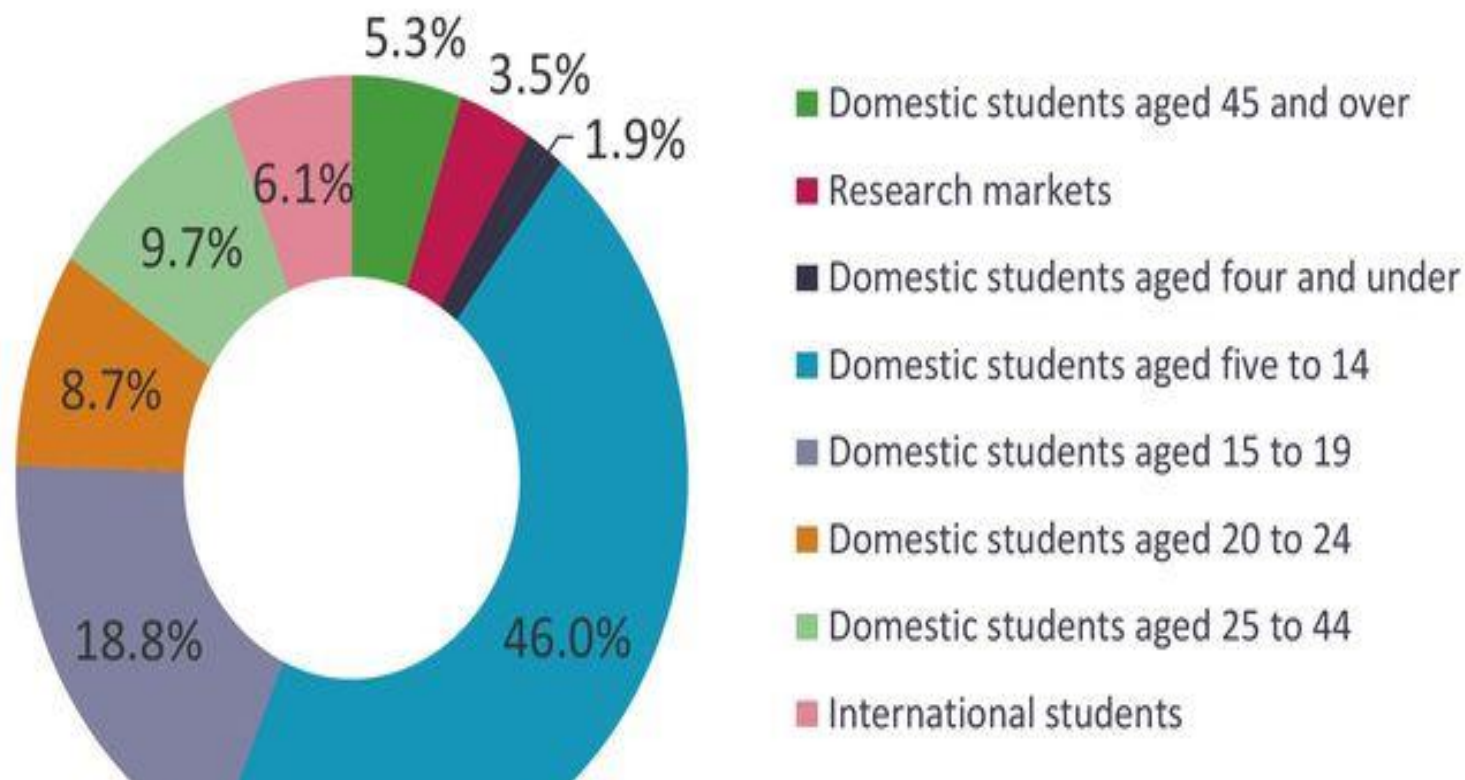




Education & Training: Major markets

Major market segmentation, 2015 – 2016

A breakdown of the revenue derived from major market segments as a percentage of total industry revenue shows domestic students aged five to 14 are the largest contributors, accounting for 46% of revenue, while domestic students aged four and under make up just 3.5%.





Strategies Adopted



Offering scholarships



Joint ventures



**Providing online and
supplements solution**

Offering scholarships



- ▶ EU-funded scholarship to Indian students increased 15 percent in 2017
- ▶ In 2017, NIIT launched India 's Next Tech Star movement to mentor students across India in building applications for the next generations
- ▶ India is one of the largest beneficiary of Erasmus Funding for higher education outside of European countries



Joint ventures

-Domestic services providers have formed joint ventures with foreign players .for example Educomp has formed joint venture with Raffles to form Raffles Millennium International Colleges which offer courses in fashion design ,fashion marketing ,interior design ,product design and graphic design ,jewellery design

-Indian Institutions are open to establish strategic alliances with Australians Institutions ,as the country is the preferred destination for Indian students seeking quality foreign education



Providing Online and Supplemental Solutions

- ▶ As Indian education industry opens up to new innovative ways of learning for example they have explore the opportunity by offering various online and supplement solution which help institutions to leverage the most of technology
- ▶ Dish tv has added 32 educational channels of ministry of human resource development to its platforms
- ▶ Plastic water is building virtual reality platform to help student understand science and mathematics better

Top colleges in education and training sector

Rank	University	City
1	<u>Indian Institute of Technology Bombay (IITB)</u>	<u>Mumbai</u>
2	<u>Indian Institute of Science (IISc) Bangalore</u>	<u>Bangalore</u>
3	<u>Indian Institute of Technology Delhi (IITD)</u>	<u>Delhi</u>
4	<u>Indian Institute of Technology Madras (IITM)</u>	<u>Chennai</u>
5	<u>Indian Institute of Technology Kharagpur (IITKGP)</u>	Kharagpur
6	<u>Indian Institute of Technology Kanpur (IITK)</u>	Kanpur
7	<u>University of Delhi</u>	Delhi
8	<u>University of Hyderabad</u>	Hyderabad
9	<u>Indian Institute of Technology Roorkee (IITR)</u>	Roorkee
10	<u>Indian Institute of Technology Guwahati (IITG)</u>	Guwahati

List of Indian higher education-related organizations

- ▶ All India Council for Technical Education
- ▶ Andhra Pradesh State Council of Higher Education
- ▶ Association of Indian Universities
- ▶ Commissionerate of Higher Education, Gujarat
- ▶ Department of Agricultural Research and Education, India
- ▶ Department of College Education, Rajasthan
- ▶ Department of Education, Chandigarh
- ▶ Department of Higher Education of the Ministry of Human Resources Development, India
- ▶ Department of Pharmaceuticals of the Ministry of Chemicals and Fertilizers, India
- ▶ Directorate of Higher & Technical Education, Arunachal Pradesh
- ▶ University Grants Commission, India



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