

OPPORTUNITY EDUFINANCE MARKET KNOWLEDGE

Financing the Affordable
Education Sector in India

Background



88M

Students enrolled
in Private Unaided
Schools



335,844

Private Unaided
Schools in India

Scope

OF MARKET RESEARCH



360

Private unaided
schools interviewed



754

Parents
Interviewed



2023

over the
months of
Feb–May



ACROSS 5 STATES

Andhra Pradesh / Telangana,
Karnataka, Madhya Pradesh,
Rajasthan and Uttar Pradesh

School selection
criteria:



INR 500–2K

Monthly school
fees per child



200

STUDENTS

Minimum school
enrolment

Characteristics

OF SCHOOLS INTERVIEWED



22 YEARS

Average
age of school



463

Average number
of students in
academic year
2022–23



20%

of schools
reported reduced
enrolment over
last 3 years



46%

Average
female student
enrolment rate



26:1

Pupil-Teacher
Ratio

Average monthly school fees: INR 1,100 (USD 13.40)



61%

collect fees
monthly



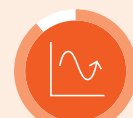
64%

report no change
in fees for 3 years



92%

report cash as main
method of fee collection

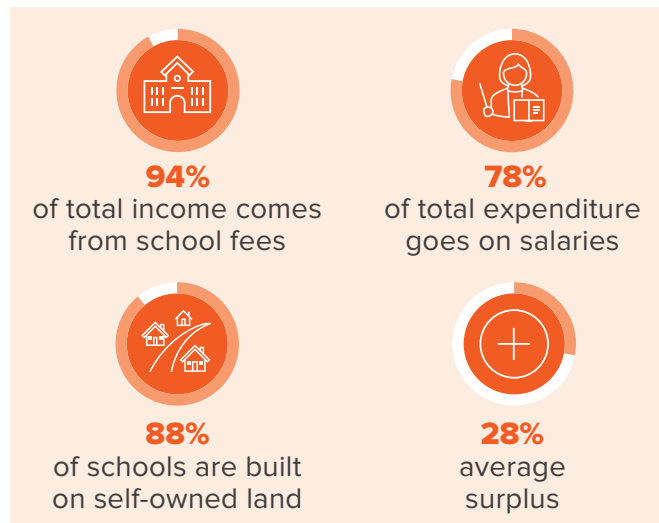


89%

fee collection
efficiency

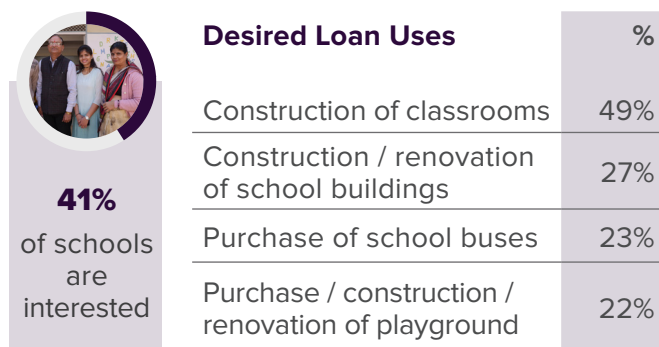
Financial Profile

OF SCHOOLS INTERVIEWED

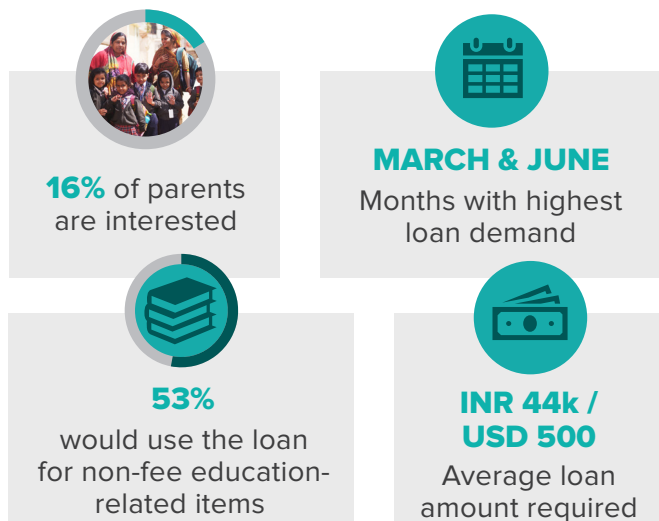


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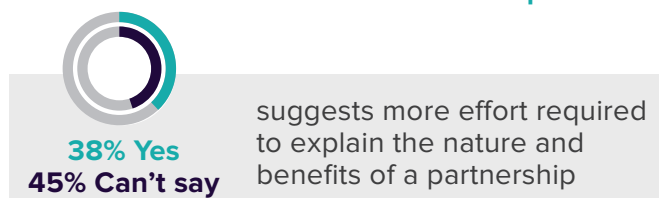
SCHOOL IMPROVEMENT LOANS



SCHOOL FEE LOANS



Schools' Interest in partnering with a financial institution to offer school fee loans to parents:



Borrowing Experience

HISTORICAL

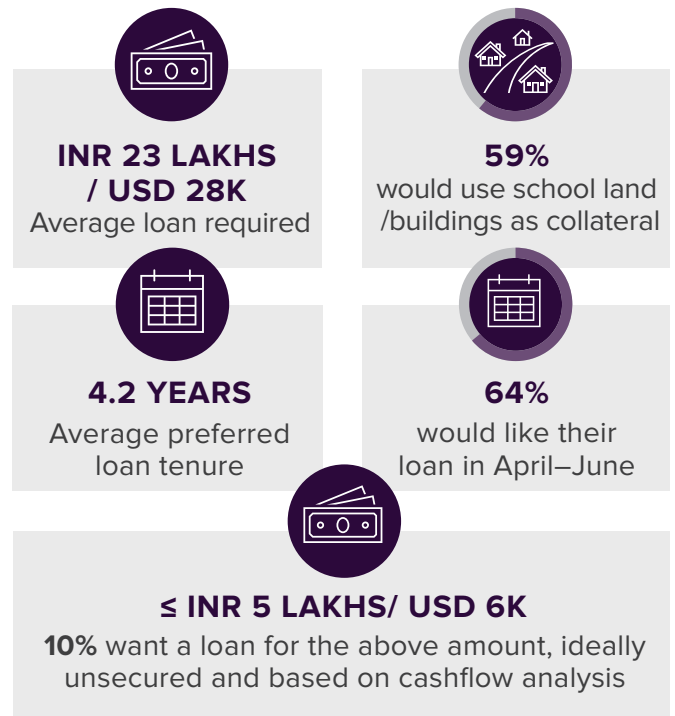


Barriers to accessing loans:



Loan Characteristics

REQUIRED BY SCHOOLS



ESTIMATED SIZE OF THE EDUFINANCE MARKET IN INDIA

Product	Estimated Market Size
School Improvement Loan – secured (>INR 5 lakhs)	INR 8,200 crores
School Improvement Loan – unsecured (<INR 5 lakhs)	INR 360 crores
School Fee Loan	INR 9,300 crores
Total Estimated Market Size	INR 17,900 crores USD 2.2 billion