

Company Business

Wagons Learning Limited is a corporate training, digital learning, and skill development solutions provider operating under a B2B model. The company offers:

- Corporate training (sales, soft skills, customer service, behavioral)
- Trainer outsourcing & payroll services
- Learning Management Systems (LMS), Learning Experience Platforms (LxP)
- NSDC-certified skill development under Skill Sathi
- Market presence in India and UAE

They have trained over **5.5 lakh professionals** via classroom, virtual, and digital modes.

Industry Analysis and TAM

India’s **Corporate Training Market** is in its growth phase and expected to grow at a **CAGR of 16.3% between 2023–2027**. Key drivers:

- Large, young workforce.
- Evolving IT, Telecom, BFSI sectors.
- Rising demand for skill development and e-learning
- Post-COVID digitization and hybrid learning models

Major verticals: IT/ITES, BFSI, Telecom, Retail, Manufacturing, Healthcare.

Pros and Cons

Pros

- High RoNW (60.80%) and PAT margin (~17%)
- Strong B2B presence across key industries
- Growing demand in India for digital training
- NSDC-certified with presence in India + UAE

Cons

- Small revenue base compared to peers
- High promoter dilution post-IPO (drop to 48.52%)
- Dependence on continued tech investments
- Competitive market with large and established players.
- Negative CFOA
- The company is facing corporate governance issues, as it consistently fails to file statutory returns related to PF, ESI, GST, and MCA within the prescribed timelines.

IPO Details

- IPO Size** : 46.8 lakh shares-Rs.38.38 Cr. (30.8L Fresh Issue + 16L OFS)
- Pre-Issue Shares** : 1.25 Cr | Post-Issue Shares: 1.56 Cr
- Promoters** :
 - Uday Shetty: Pre-issue 36.62%, Post-issue 24.26%
 - Raviraj Poojary: Pre-issue 36.62%, Post-issue 24.26%
- Combined Promoter Holding** : Pre: 73.24%, Post: 48.52%.

Objects of the Issue

- Working capital** : 7.5
- Repayment/prepayment of borrowings** : 4.5
- General corporate purposes & expenses**

Financials of the company

(Fig. in Cr)

Particulars	Dec 31, 2024	March 31, 2024	March 31, 2023	March 31, 2022
Revenue from Operations	33.05	33.37	16.10	9.79
EBITDA	8.44	8.12	1.20	0.25
EBITDA Margins	25.54%	24.34%	7.48%	2.61%
PAT	5.54	5.61	0.70	0.09
PAT Margins	16.77%	16.81%	5.35%	0.97%
ROCE	27.33% (Not Annualised)	45.27%	17.74%	4.69%
CFOA	-1.21	1.71	-0.34	-0.81

Comparison with Peers

Companies	Revenue	EBITDA Margin	PAT Margin	D/E Ratio	MCap	P/E
Wagons Learning (FY 2024)	33.37 Cr.	24.34%	16.81%	0.31	127.92 Cr.	22.80*
NIIT Learning Systems (TTM)	1,621 Cr.	23%	14.37%	0.11	5,321 Cr.	22.10
Vinsys IT Services (TTM)	183 Cr.	19%	14.20%	0.27	583 Cr.	22.60

*Forward PE on the basis of FY 25 PAT is 17.33



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