



Knowledge is wealth

# Investor Presentation

As On 31st December 2019



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# **COMPANY OVERVIEW**

Navneet Education Limited, founded by the Gala Family, is an educational syllabus-based supplementary content provider in Print & Digital medium and a manufacturer of Scholastic Paper stationery for domestic and international markets. New range of text books for students of CBSE and ICSE Boards are sold across India.

Over the years, the company has built a strong brand in the Educational Content & Scholastic Stationery gaining a leadership position. The company has a dominant market share of about 65% in western India.





**Vision**

To provide the highest quality of educational products and services to customers in the language / medium of their choice.

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**Mission**

To provide students with best quality supplementary study material and curriculum text books at affordable price.

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To harness the power of Information Technology and bring home its wonder to children through e-learning.

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To provide students with scholastic stationery products.



**Core Values**

Excellence

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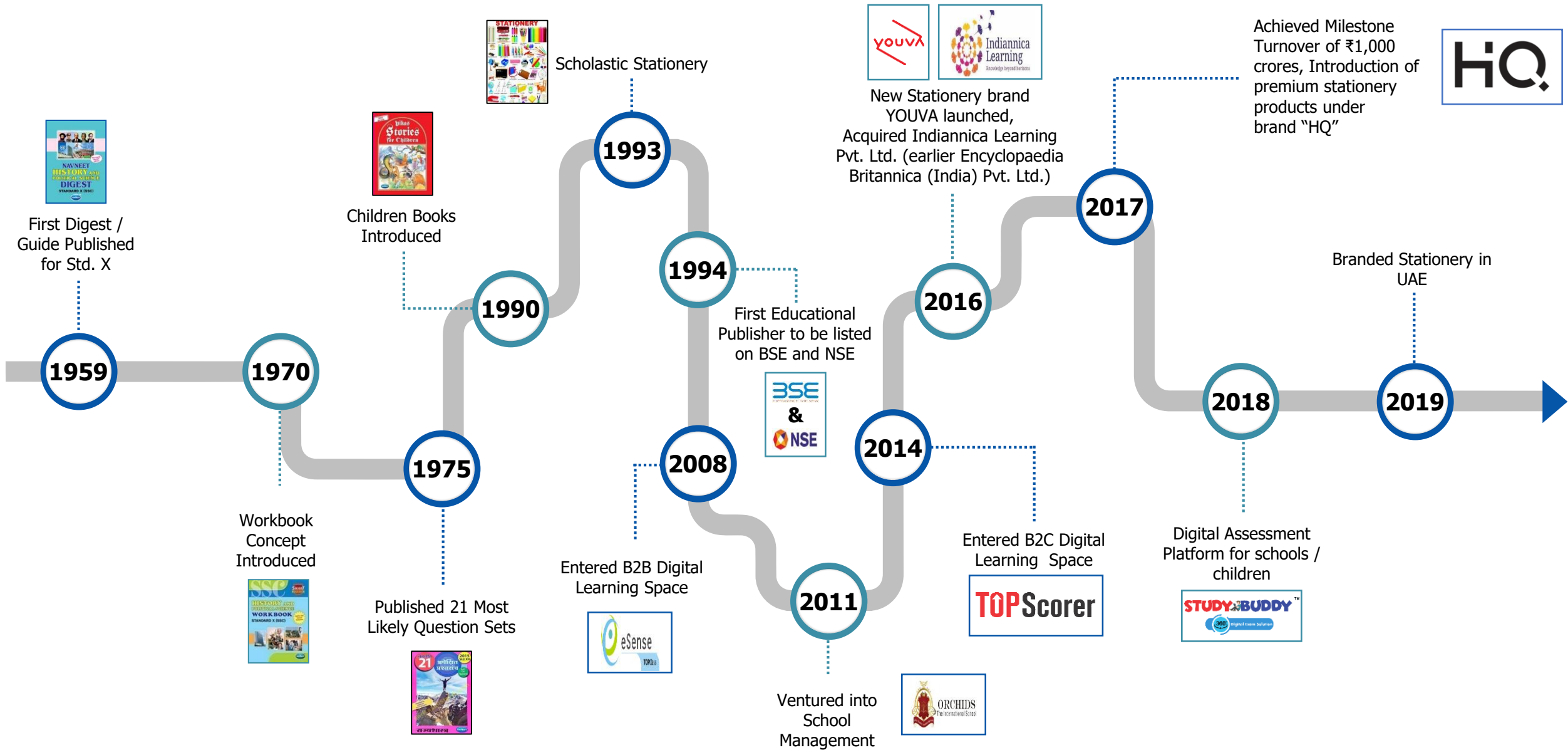
Proactive

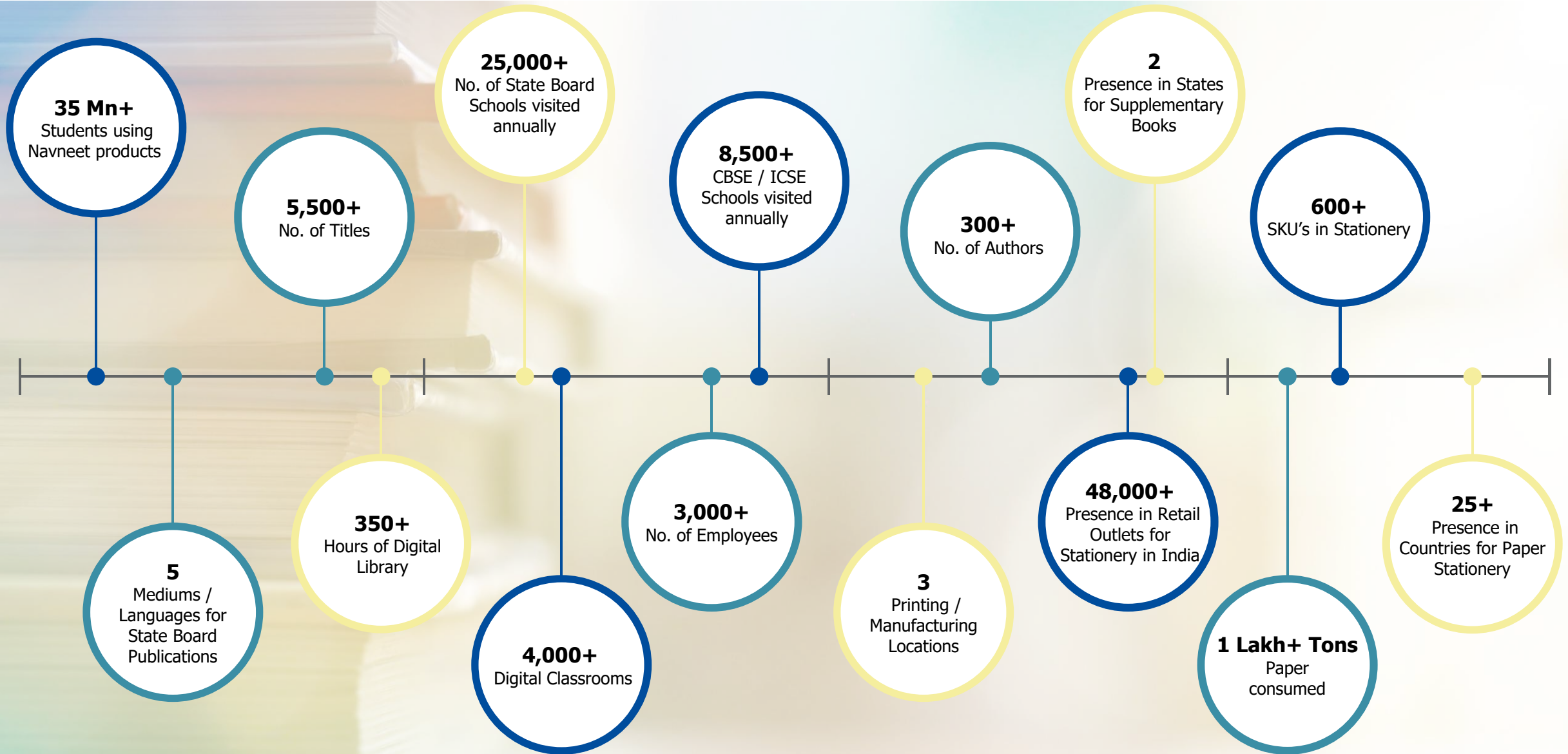
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Student Centric

Transparency

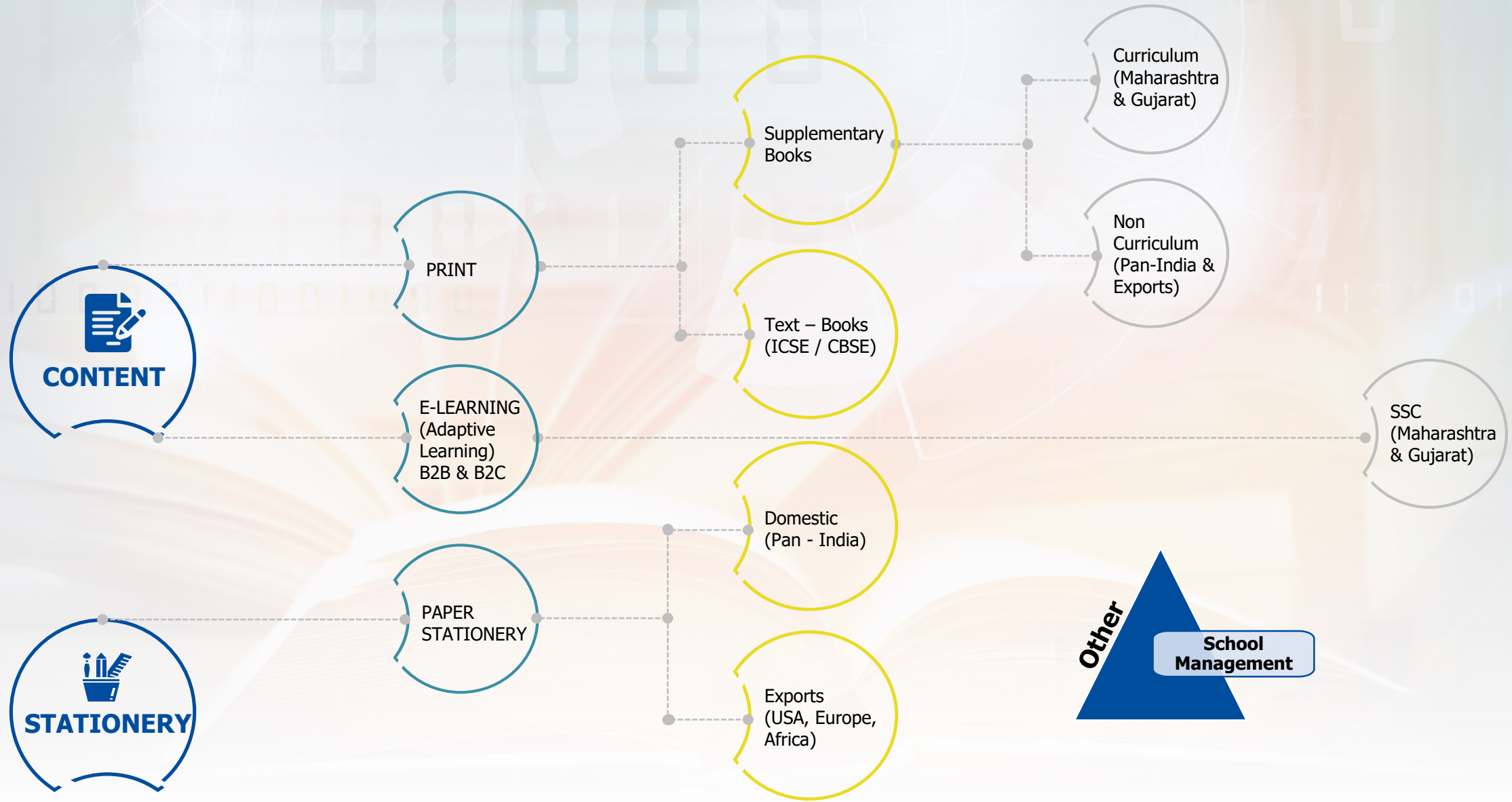
# 6 DECADES OF NAVNEET – A SNAPSHOT

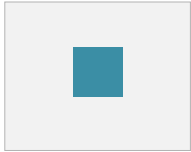
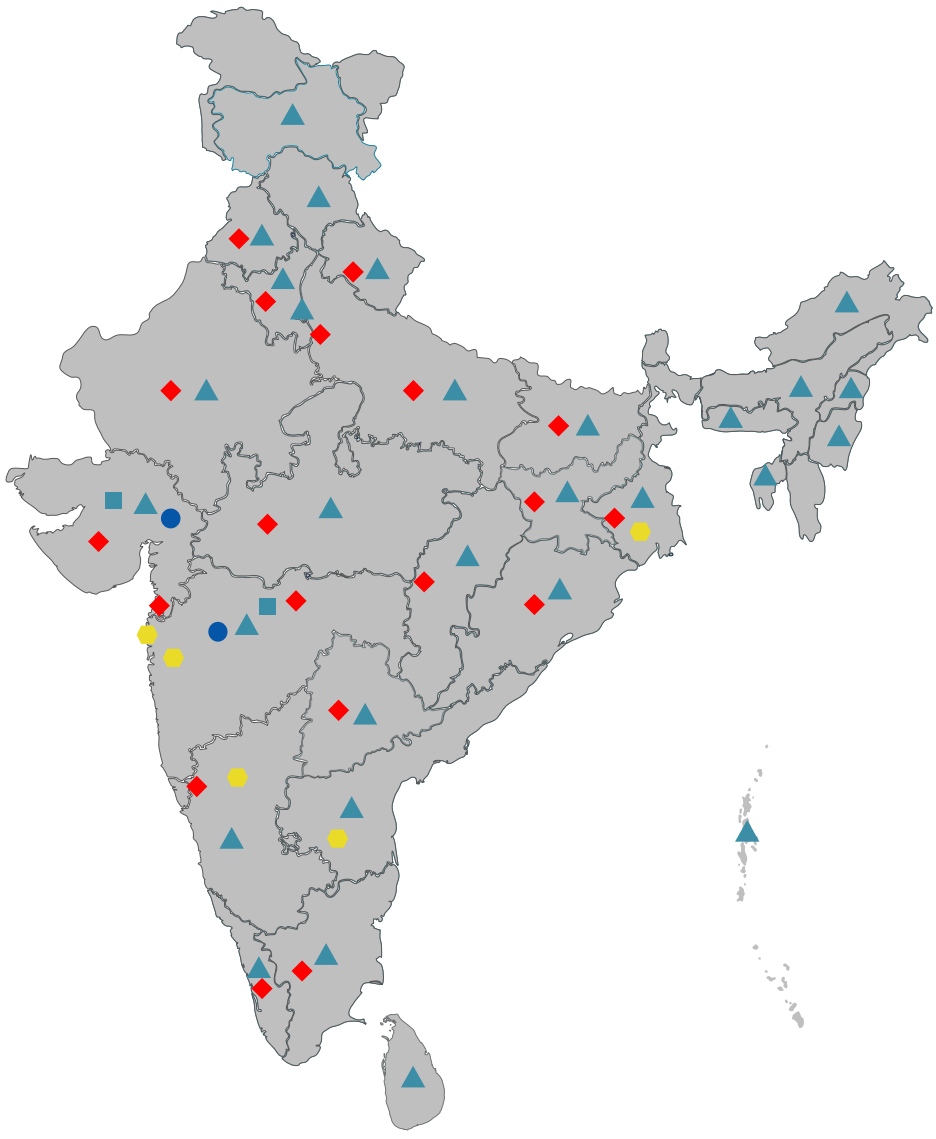












**Supplementary Books**  
Maharashtra & Gujarat



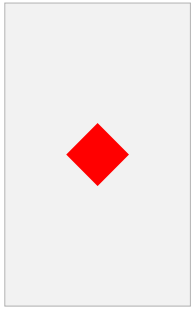
**Digital Presence**  
Maharashtra & Gujarat



**Orchid International**  
Mumbai, Pune, Bengaluru, Hyderabad and Kolkata



**Text Books**  
Andaman & Nicobar, Andhra Pradesh, Arunachal Pradesh, Assam, Bihar, Chhattisgarh, Delhi, Gujarat, Haryana, Himachal Pradesh, Jammu & Kashmir, Jharkhand, Karnataka, Kerala, Madhya Pradesh, Maharashtra, Manipur, Meghalaya, Nagaland, Odisha, Punjab, Rajasthan, Tamil Nadu, Telangana, Tripura, Uttar Pradesh, Uttarakhand, West Bengal and Sri Lanka



**Stationery**  
Maharashtra, Dadra & Nagar Haveli, Bihar, Jharkhand, Odisha, West Bengal, Karnataka, Kerala, Tamil Nadu, Telangana, Gujarat, Chhattisgarh, Delhi, Haryana, Madhya Pradesh, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand



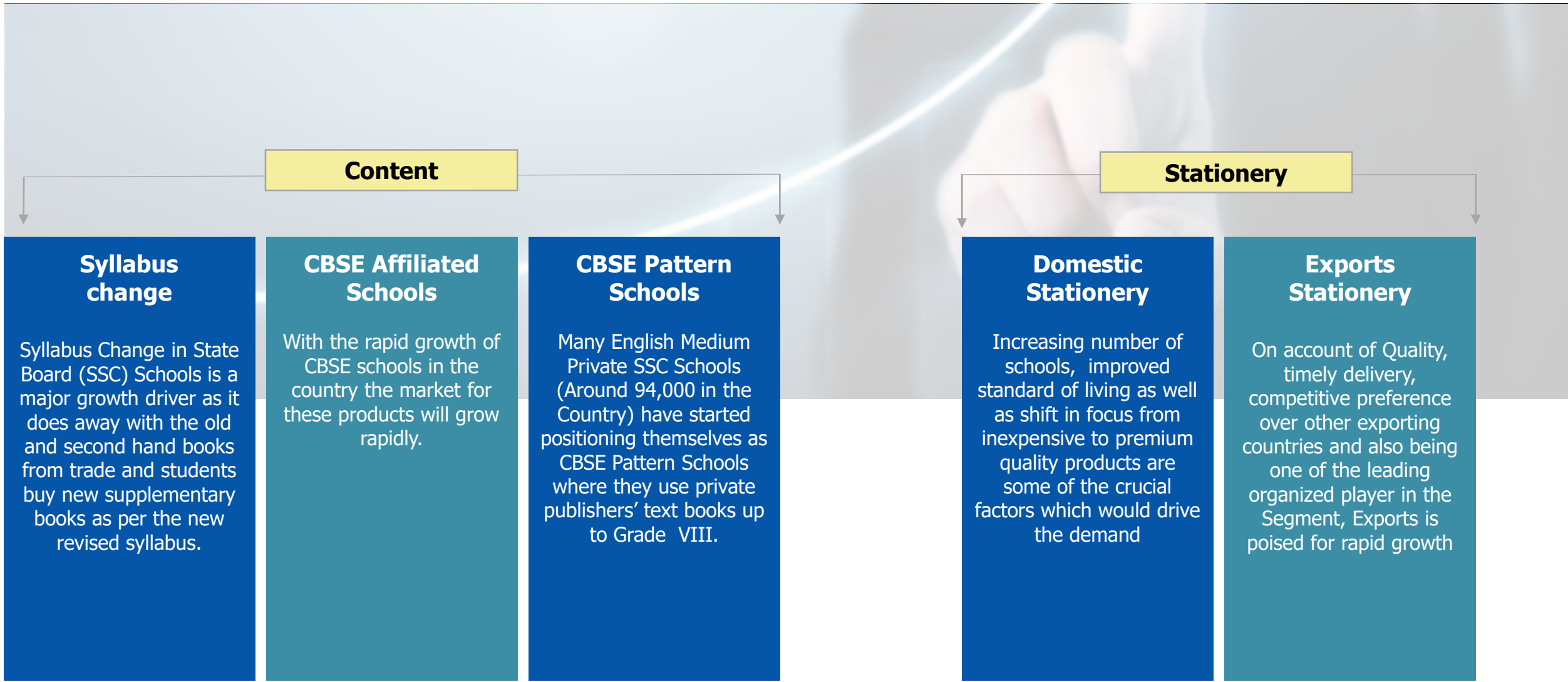
- 1. Canada
- 2. U.S.
- 3. Mexico
- 4. Honduras
- 5. Jamaica

- 6. Puerto Rico
- 7. Costa Rica
- 8. Panama
- 9. Ireland
- 10. Norway

- 11. Sweden
- 12. Denmark
- 13. Germany
- 14. U.K.
- 15. Spain

- 16. Turkey
- 17. Ethiopia
- 18. Kenya
- 19. Rwanda
- 20. Tanzania

- 21. Zambia
- 22. Madagascar
- 23. South Africa
- 24. New Zealand
- 25. UAE



**4,000+**  
Digital Classrooms using  
Top Class

**20,000+**  
Teachers trained

**1,20,000+**  
Students learning  
through Top Class

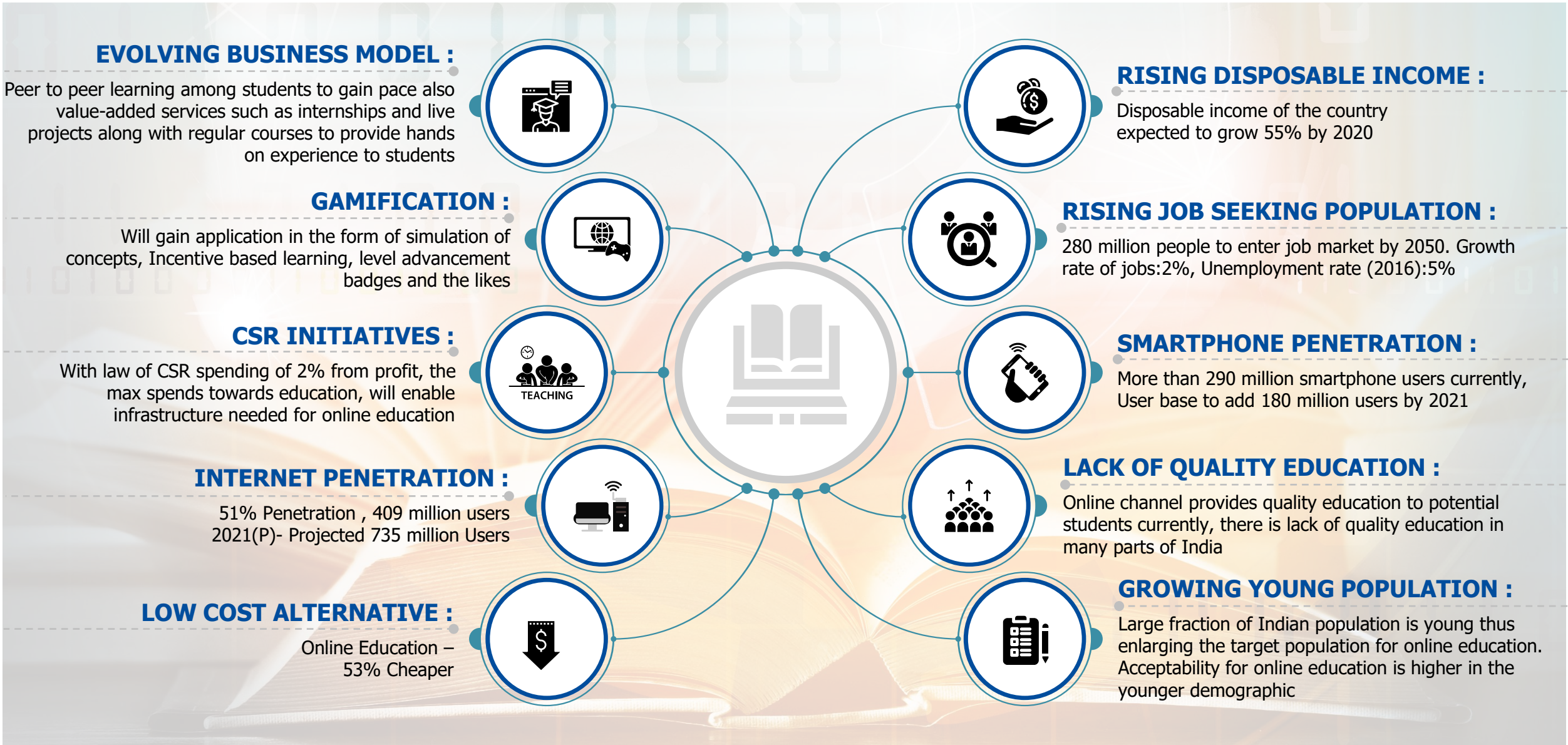
**150+**  
Team of authors,  
Illustrators and  
animators

**350+**  
Hours of digital content

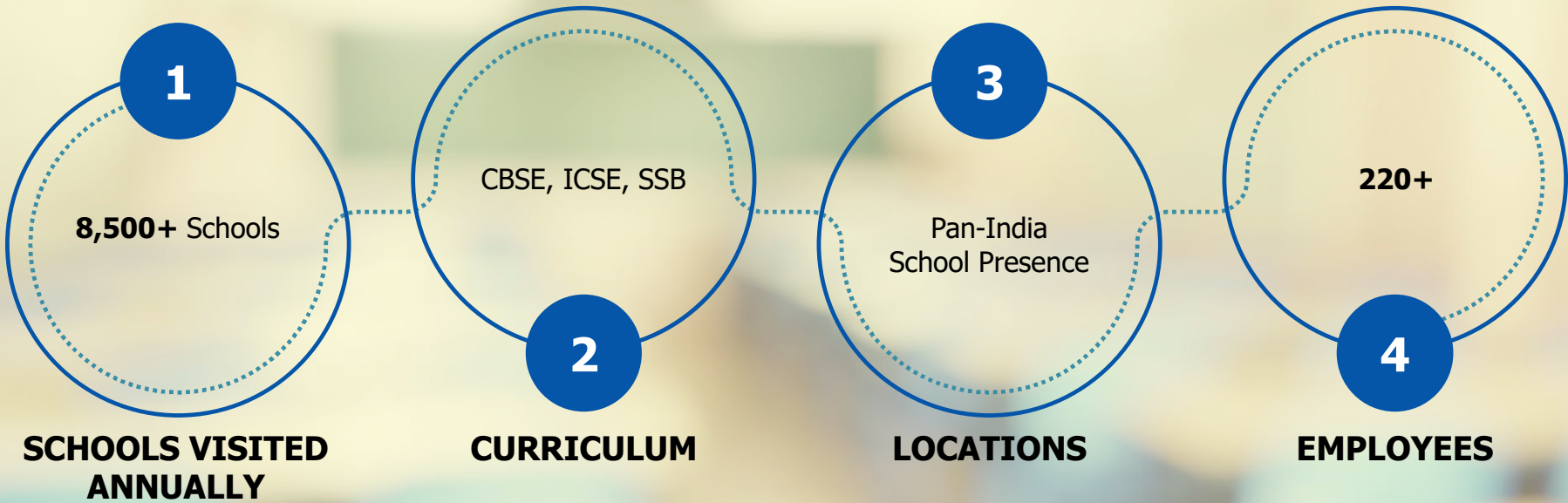
**15,000+**  
Videos

**2,00,000+**  
MCQs

# GROWTH DRIVERS - E-LEARNING EDUCATION



Source: KPMG



**TARGET REACH**

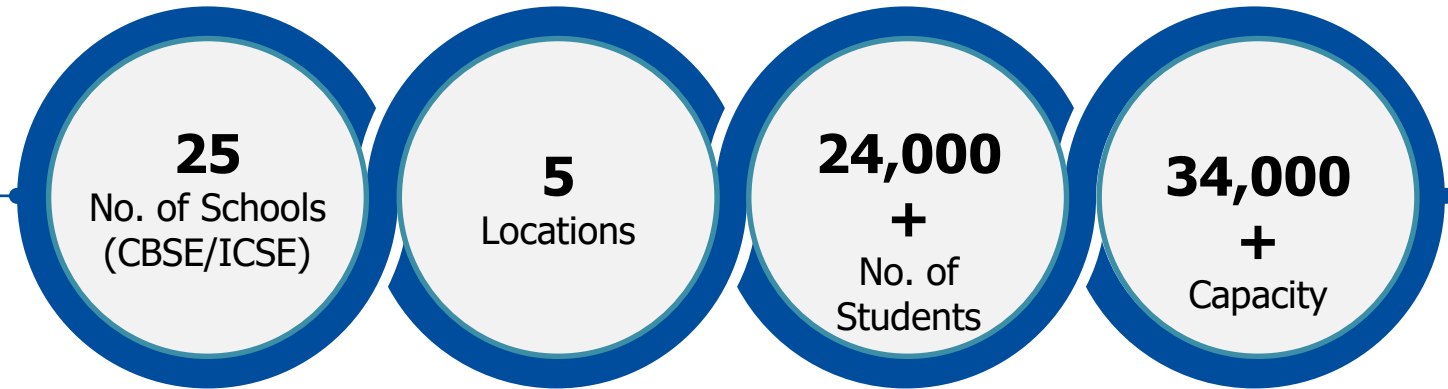
**25,000+ CBSE / ICSE & 20,000+ SSC Schools**

- Encyclopedia Britannica India ("EB India") is one of India's leading K-12 curricular educational publisher; started publishing operations in India in 2009.
- Extensive product catalogue comprising educational, instructional and information products & technology solution.
- Offers specialized curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials.
- Key export markets include Sri-Lanka, Nepal and GCC.

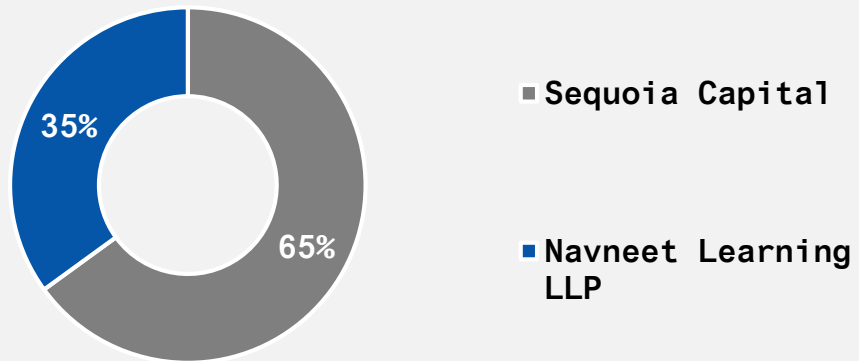
Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.



**ORCHIDS – THE INTERNATIONAL SCHOOL**



**SHAREHOLDING**



Locations	No. of Schools
Bangalore	11
Mumbai	9
Hyderabad	1
Pune	3
Kolkata	1
<b>TOTAL</b>	<b>25</b>



# CORPORATE SOCIAL RESPONSIBILITY

- 21,000+ children benefited in 117 classrooms digitalized in 87 schools in 18 districts through software learning program installation and hardware equipment
- 2,000 children and youth trained and developed for state, national and international sports competitions
- Economic empowerment for 5,000+ tribal women through distribution of vegetable seeds and fruit plants for agriculture employment generation
- Intervention during natural disasters such as floods, drought and earthquakes
- Low cost housing for the less privileged
- Water conservation projects in drought affected areas



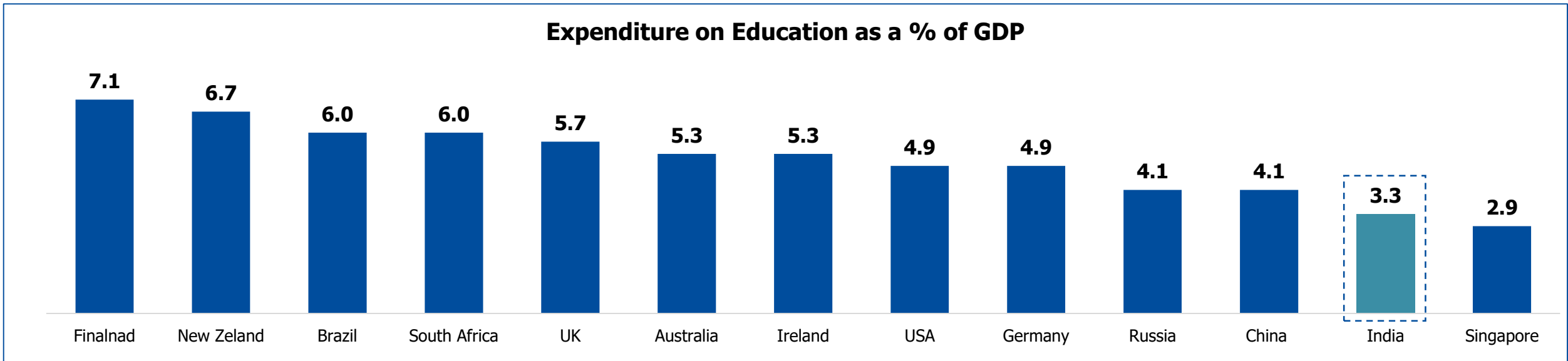
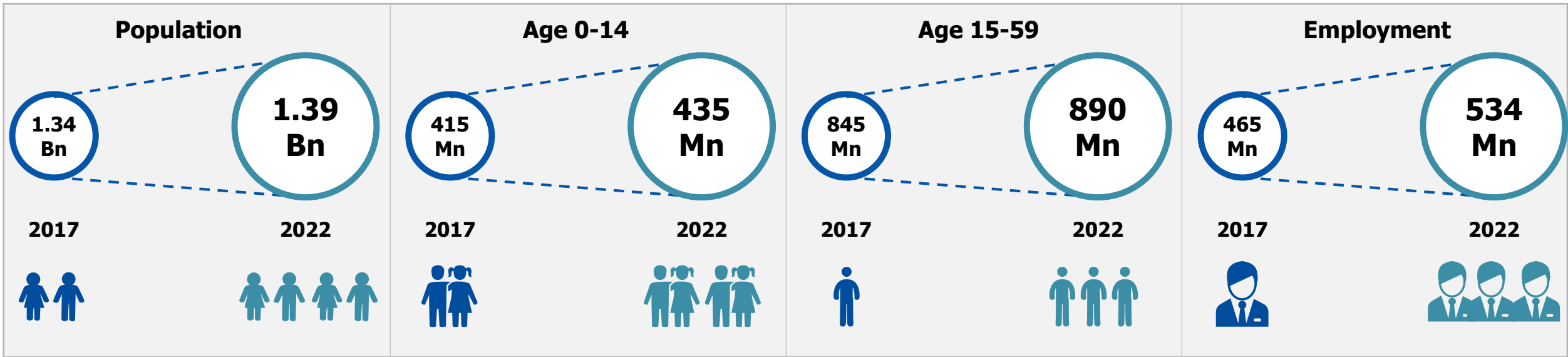
- Three charitable hospitals established in Mumbai under the name Navneet Hospitals
- Free books & stationery distributed to under privileged children from over 60 trusts
- 6,000+ Teachers from 6 cities of Maharashtra trained through 108 training session on creative and participatory methods of teaching in languages and mathematics
- More than 2,400 scholarships for education for children in school and higher education for youth
- 700 Gaushalas (animal shelters) in Gujarat and Maharashtra supported for fodder and medical care
- Mega Medical camps providing treatment to more than 45,000 patients
- 20,000 patients treated monthly through supported medical centers



# **INDUSTRY INSIGHTS**



# INDUSTRY OVERVIEW



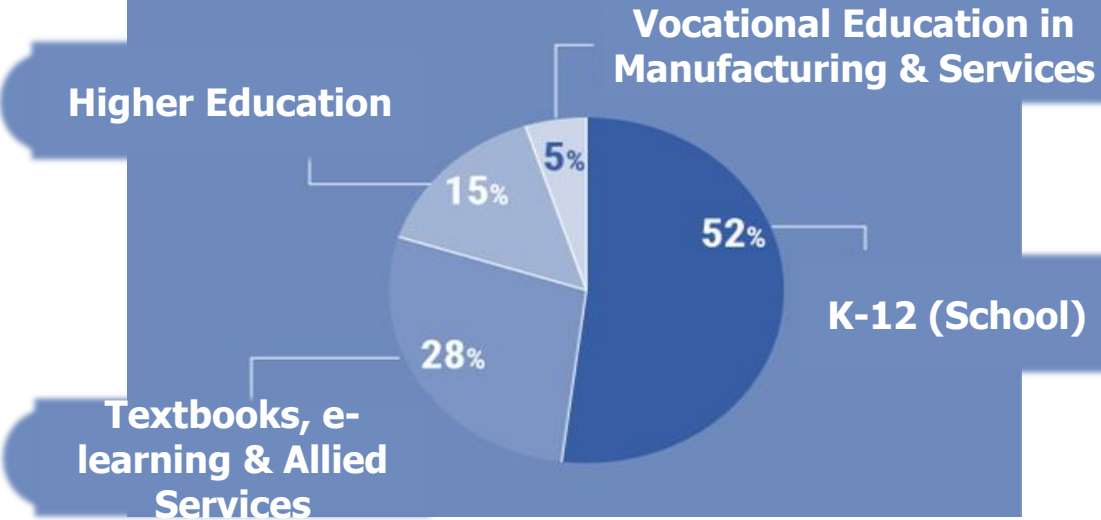
Source: World Bank, Census Data

# HOW BIG IS INDIA'S EDUCATION MARKET

K-12 segment offers the largest market in business



Figures in dollar and billion



Source: Technopak Analysis

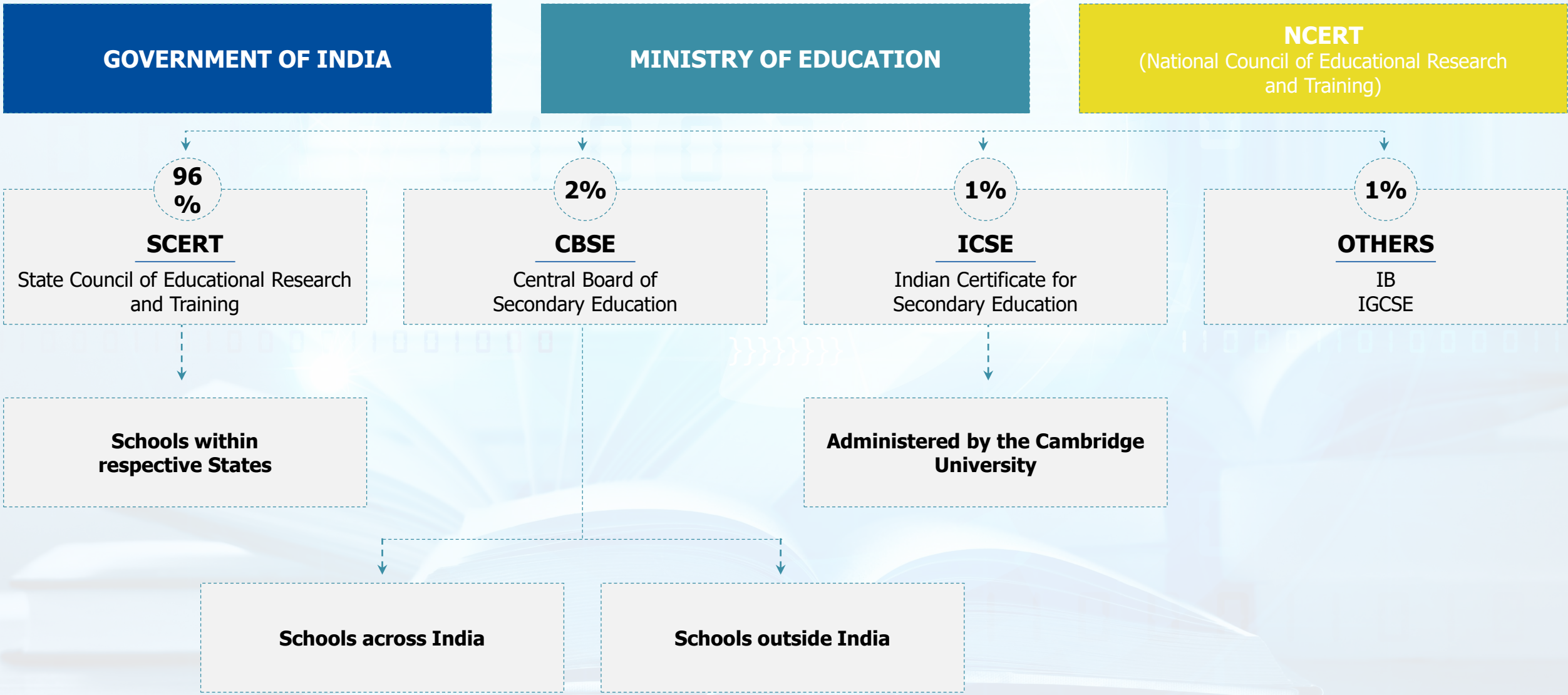
Segments

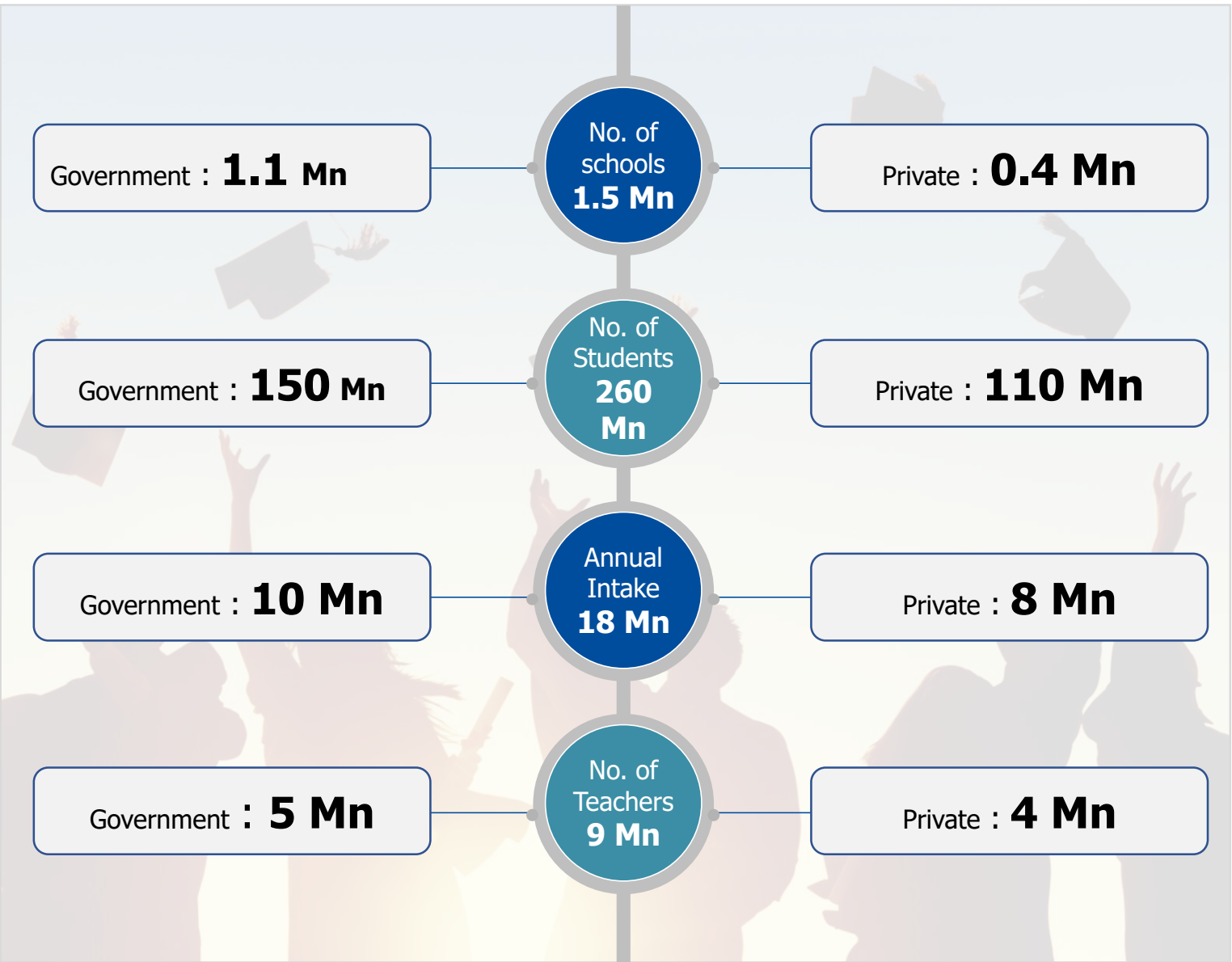
Market Opportunity

Regulations

Schooling	Higher Education	Vocational Education & Skill Development	Ancillary Segments
Early Childhood Education (Pre-schools)	Graduation (General & Professional)	Vocational Education in Manufacturing	Test Preparation and Tutoring
K-12 Schools	Post Graduation (General & Professional)	Vocational Education in Services	Content: Textbooks and e-Learning
	Research (PhD.)		Allied Services etc.
Market Size: \$52bn	Market Size: \$15bn	Market Size: \$5bn	Market Size: \$28bn
CAGR: 14%	CAGR: 20%	CAGR: 20%	CAGR: 22%
ECE: For Profit K-12: Not for Profit	Not for Profit	For Profit	For Profit

← Presence in both Schooling & Ancillary Segments →





Source: DISE, State Boards, CBSE, ICSE Board

# INDUSTRY OVERVIEW – E-Learning

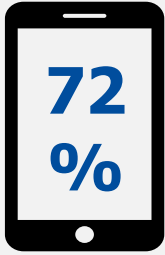
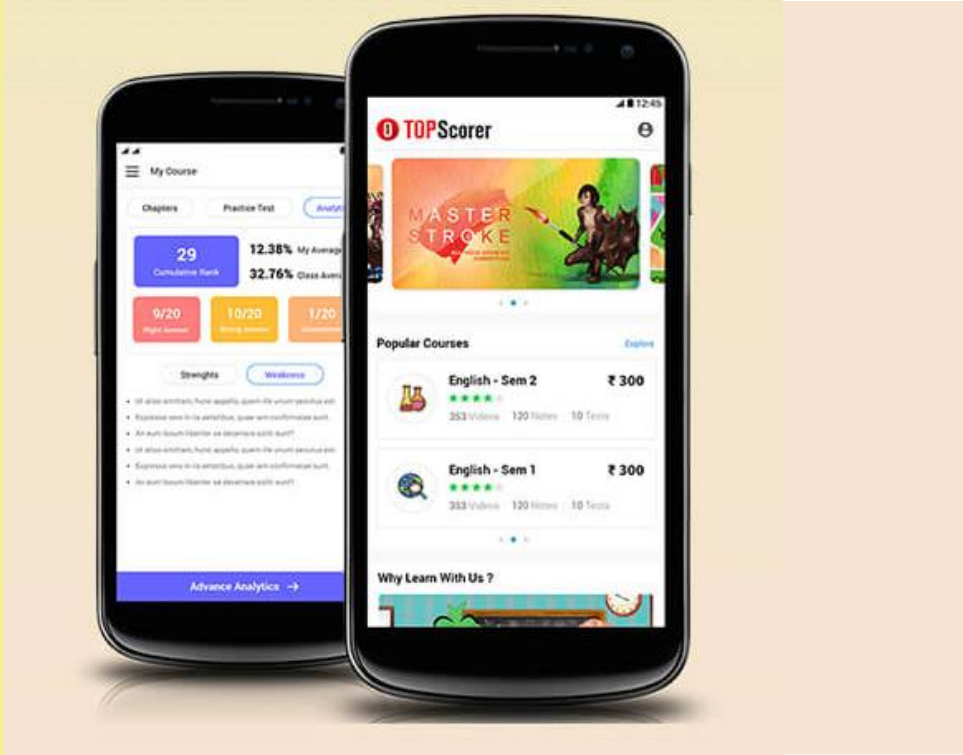
India's Online Education market size to grow by USD 1.96 billion in 2021

It is expected that Online Education sector will witness a growth of 44% CAGR. Userbase will rise to 9.6 million by 2021


The Growth in the market size will be backed by an increase in the number of paid users in online education

Indian students using Online Education rank 'quality of course content' as the top reason for selecting a specific brand

**“ Driven by combination of Demand, Supply & Macroeconomic drivers ”**



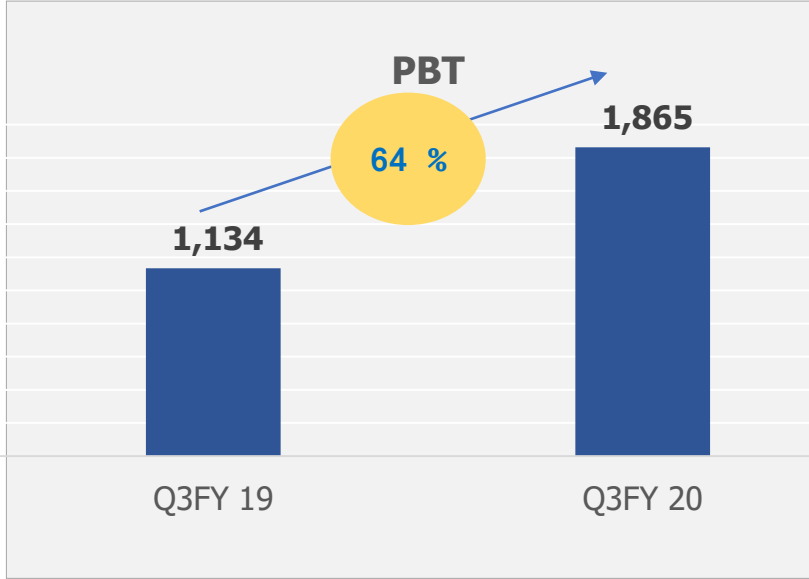
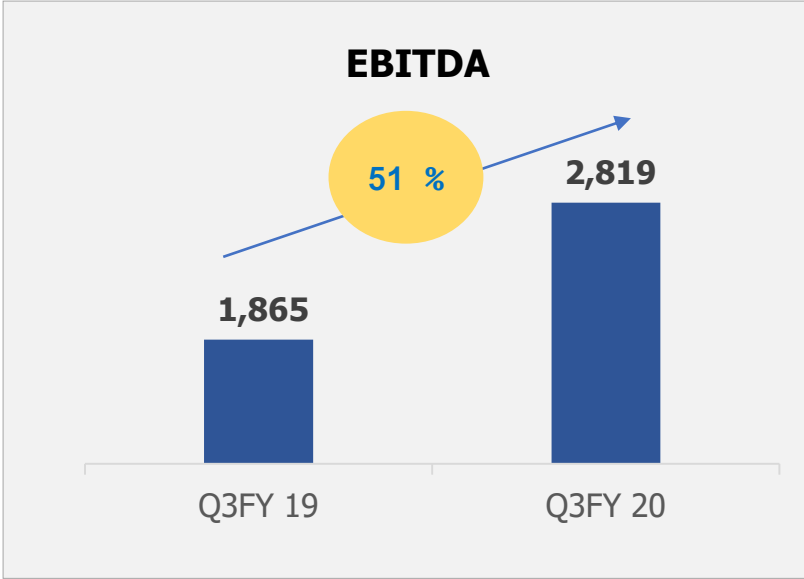
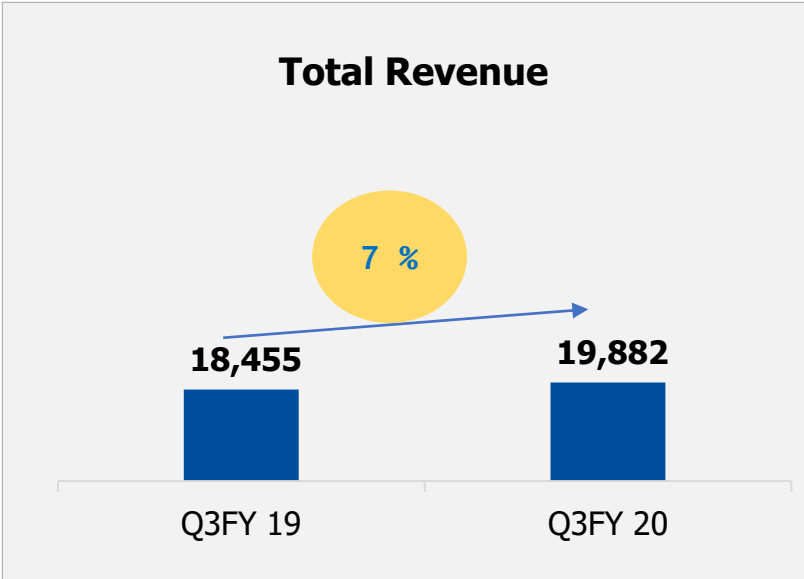
Students prefer laptops over mobile phones for accessing online course content



**FINANCIAL  
PERFORMANCE  
Q3FY20**

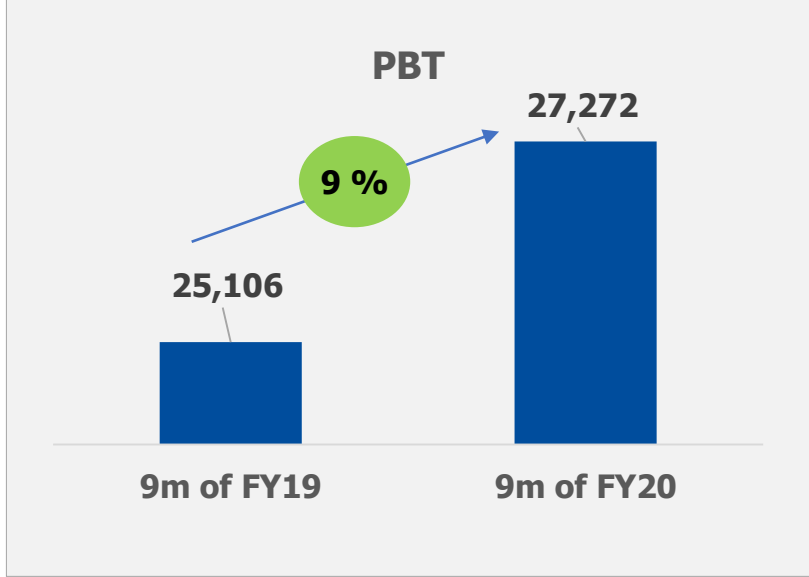
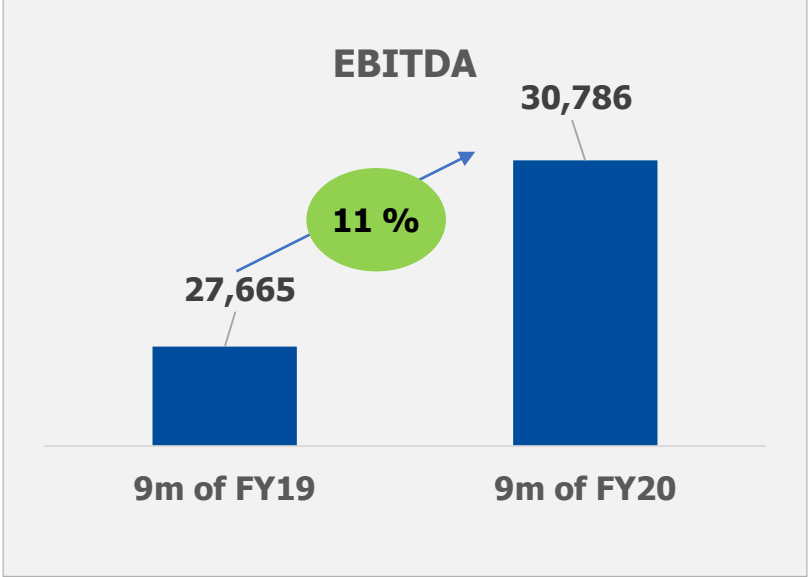
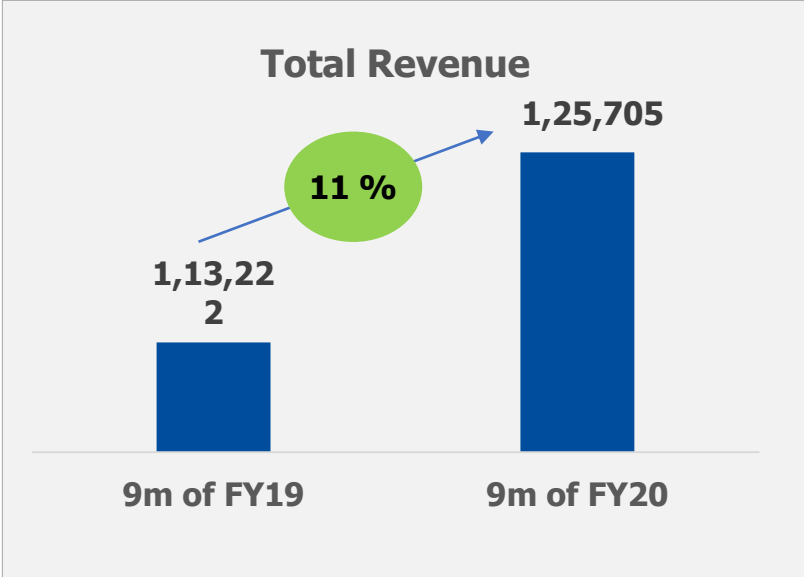






Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
<b>Q3 FY20</b>	<b>8304</b>	<b>3014</b>	<b>7901</b>
<b>Q3 FY19</b>	<b>10312</b>	<b>3392</b>	<b>4433</b>

(INR in Lacs)



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
	9m of FY20	64287	16252
9m of FY19	64859	16178	30343

-1 %

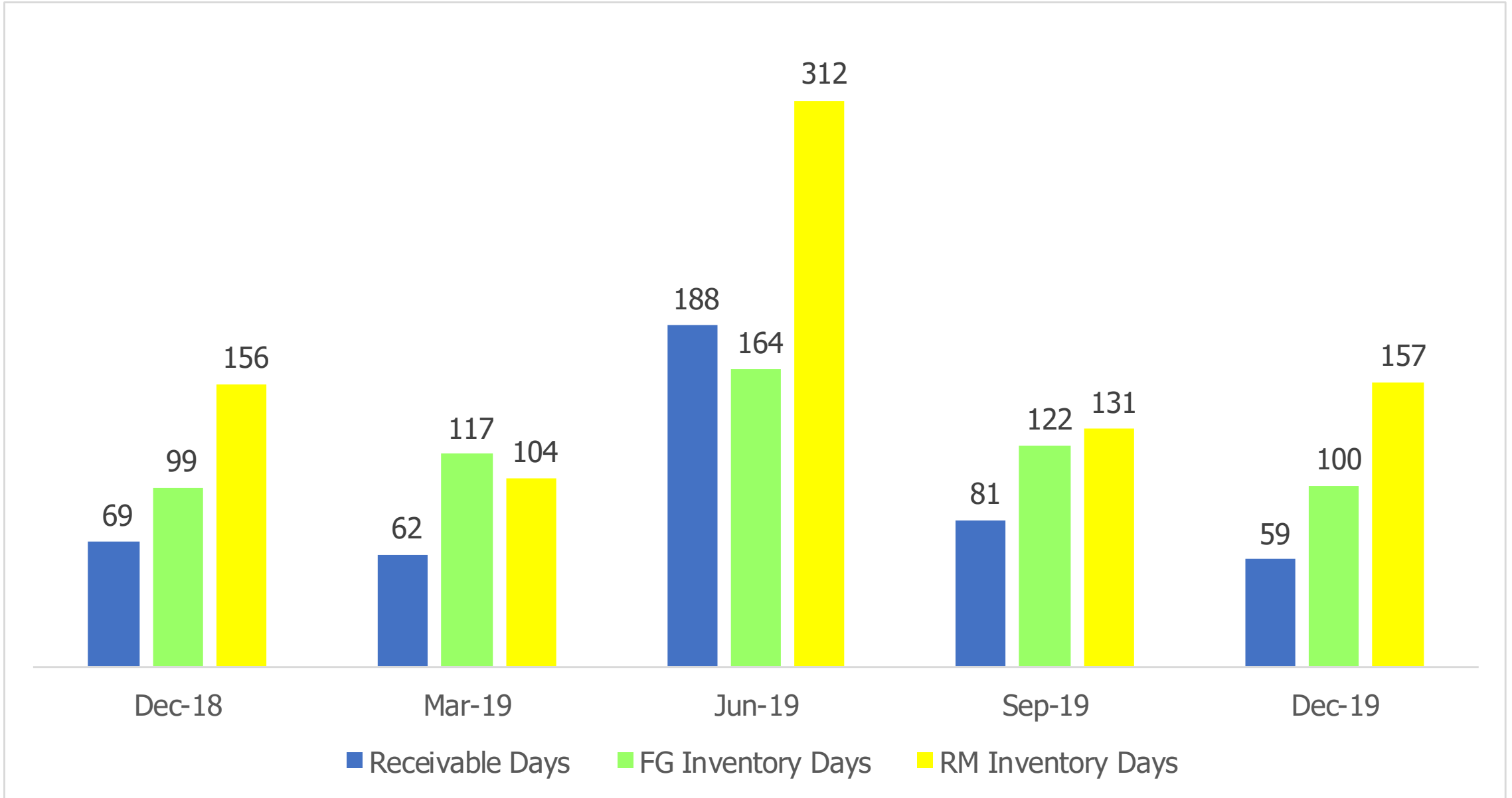
0.5 %

41 %

# STANDALONE FINANCIAL RESULTS – Q3 & YTD ended Dec'19 of FY 20

Particulars	Quarter ended Dec '19				YTD ended Dec '19 (9 months)			
	Q3 FY20 (Unaudited)	% of Revenue	Q3 FY19 (Unaudited)	% of Revenue	YTD- FY20 (Unaudited)	% of Revenue	YTD FY19 (Unaudited)	% of Revenue
Income from Operations	19,282		18,159		1,23,458		1,11,502	
Other Income	600		296		2,247		1,720	
<b>Total Revenue</b>	<b>19,882</b>	7.7%	<b>18,455</b>		<b>1,25,705</b>		<b>1,13,222</b>	
(a) Cost of materials consumed	12,741		13,391		50,061		49,732	
(b) Purchases of stock-in-trade	53		23		87		68	
(c) Changes in inventories	(4,171)		(5,055)		12,591		5,881	
(d) Employee benefits expense	3,651		3,226		11,314		9,961	
(e) Depreciation and Amortisation	909		620		2,590		1,796	
(f) Other expenses	4,789		5,005		20,866		19,915	
Total Expenses	17,972		17,210		97,509		87,353	
<b>Profit / (Loss) from ordinary activities</b>	<b>1,910</b>	<b>10%</b>	<b>1,245</b>	<b>7%</b>	<b>28,196</b>	<b>22%</b>	<b>25,869</b>	<b>23%</b>
Exceptional Items	-		-					
<b>Profit / (Loss) after exceptional Items</b>	<b>1,910</b>	<b>10%</b>	<b>1,245</b>	<b>7%</b>	<b>28,196</b>	<b>22%</b>	<b>25,869</b>	<b>23%</b>
Finance Costs	45		111		924		763	
<b>Profit / (Loss) before tax</b>	<b>1,865</b>	<b>9%</b>	<b>1,134</b>	<b>6%</b>	<b>27,272</b>	<b>22%</b>	<b>25,106</b>	<b>22%</b>
(a) Provision for Taxation	477		13		7,047		9,019	
(b) Provision for Deferred Tax	15		384		(141)		(171)	
(c) Excess/(Short) Provision	49		(17)		49		(17)	
<b>Net Profit / (Loss) after tax</b>	<b>1,324</b>	<b>7%</b>	<b>754</b>	<b>4%</b>	<b>20,318</b>	<b>16%</b>	<b>16,275</b>	<b>14%</b>
Other Comprehensive Income (OCI) net	80		803		(541)		87	
<b>Total Comprehensive Income</b>	<b>1,404</b>	<b>7%</b>	<b>1,558</b>	<b>8%</b>	<b>19,777</b>	<b>16%</b>	<b>16,362</b>	<b>14%</b>
EBITDA	2,819	14.6%	1,865	10%	30,786	24.9%	27,665	24.8%

★ Other expenses for the nine months ended 31st December, 2019 include INR 1,320 Lakhs towards the dispute resolution of MVAT liability pertaining to Publication Segment.



# SNAPSHOT OF CONSOLIDATED FINANCIAL RESULTS

*(INR in Lacs)*

	Revenue from Ops		Summary of EBITDA		Summary of PAT	
	9M of FY'20	9M of FY'19	9M of FY'20	9M of FY'19	9M of FY'20	9M of FY'19
NEL	1,23,458	1,11,501	30,785	27,665	20,317	16,275
eSense	1,515	2,011	(168)	545	(553)	261
Indiannica	1,343	878	(2,294)	(4,047)	(3,325)	(4,605)
NLLP	-		-		(0)	(0)
NHKL	156		(1)		(1)	(1)
K12					80	505
Inter co Adjust	(325)	(229)	(300)	(186)	(104)	(172)
<b>Total</b>	<b>1,26,147</b>	<b>1,14,162</b>	<b>28,022</b>	<b>23,977</b>	<b>16,414</b>	<b>12,262</b>

## Publications

Publication Business for current year shall have marginal growth on account of limited changes in the syllabus in Maharashtra

Indiannica Learning Private Limited's acquisition looks promising this year onwards on account of introduction of new workbooks / content and also it's venturing into ICSE Board Content. Quarter 4 shall be crucial to know the growth.

## eSense (E-Learning)

B2B sales expected to grow with more schools opting for digital learning.

Indiannica Learning Private Limited's content will add value to current library and promote sales in Q4

## Stationery & Exports

Focus sales and branding efforts on selected States to maximize impact with marketing efforts will increase domestic business

Exports will continue to grow at a good pace backed by orders

As of March 2019, the Government of India is taking the initiative to encourage colleges to offer online courses in rural areas to ensure education for all

As of December 2018, internet penetration in India had reached 46.13 per cent. Increasing internet penetration will help in education delivery



With the tutoring in the schooling segment expected to grow from US\$ 8 billion in 2011 to US\$ 26 billion in 2020, there lies a large and fast-growing market for coaching and tutoring services imparted through innovative means, mainly the internet

In March 2019, India Ratings and Research (Ind-Ra) maintained a stable outlook for the education sector for FY20 with a marginal increase in enrollments



The Government has hiked the expenditure budget for education by Rs 10,000 crore (US\$ 1.39 billion) to Rs 93,848 crore

Educational system is getting influenced due to the digitalization era.

The educational system is going through rapid transformation due to which, the children of this generation are be limited to traditional textbooks.

“Digital India” aims to bridge this gap by connecting the remotest villages through WIFI and broadband

By 2030, India will have the largest population in the world resulting in increased bracket of students eligible for higher learning and educational courses.

Various government initiatives are being adopted to boost the growth of distance education market, besides focusing on new education techniques, such as E-learning and M-learning.

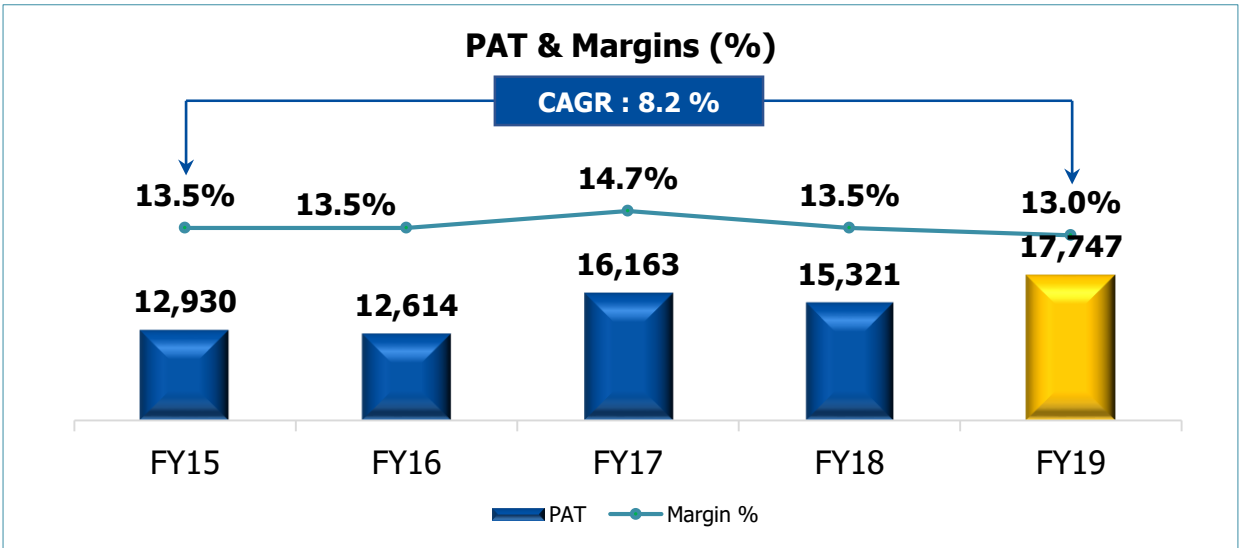
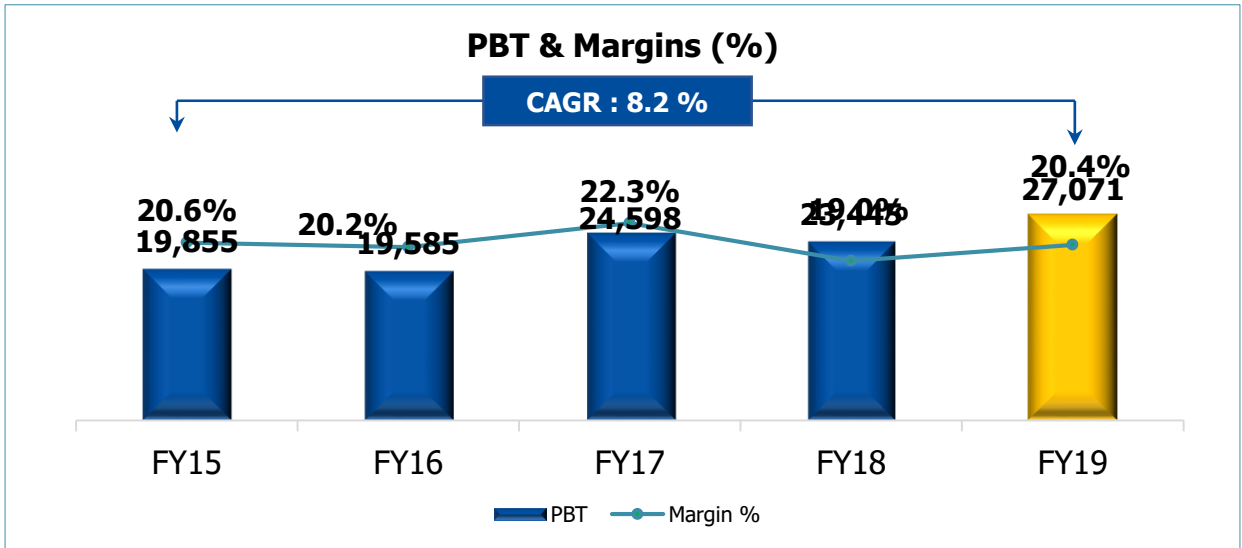
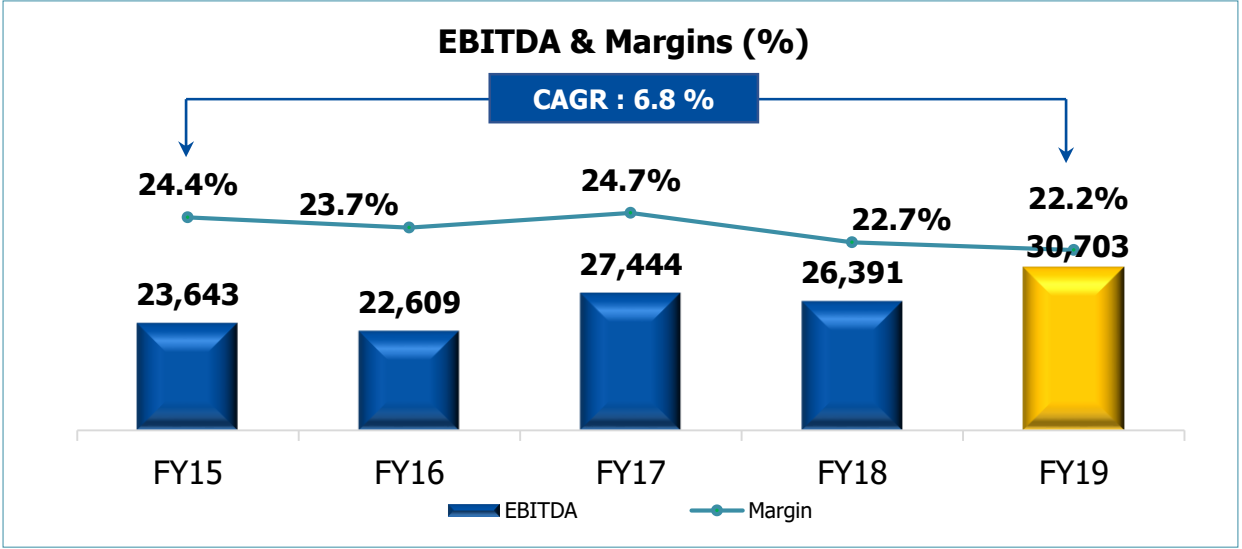
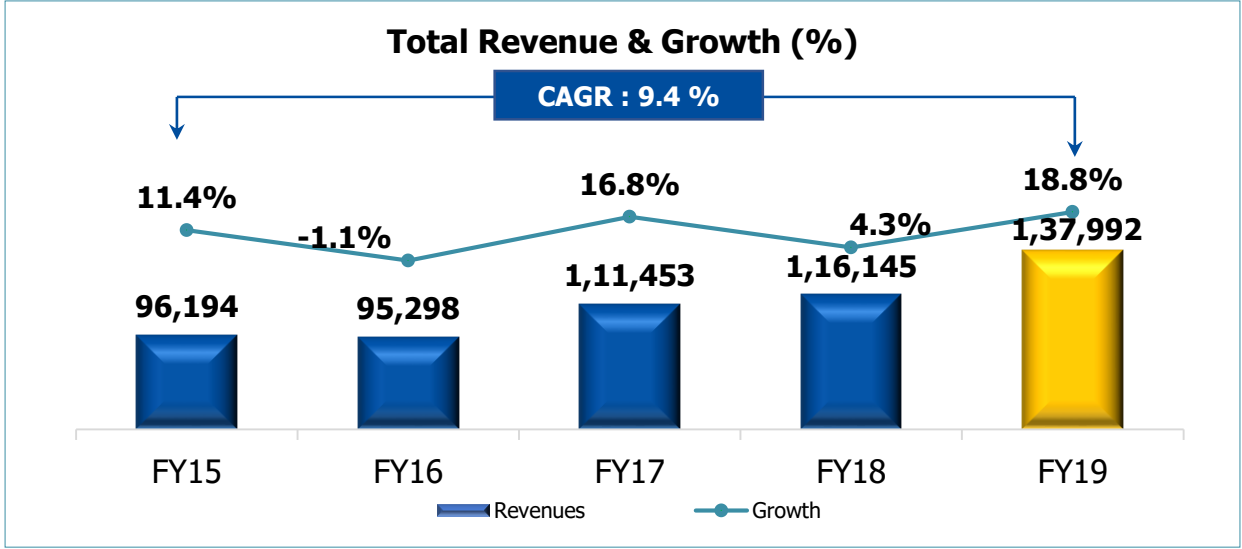
Operational autonomy, flexibility in norms for setting up of private institutions, modifying and implementations of education bill, and access to global curriculum design framework will not encourage the private players but also promote the cause of higher education in India to a whole new level.

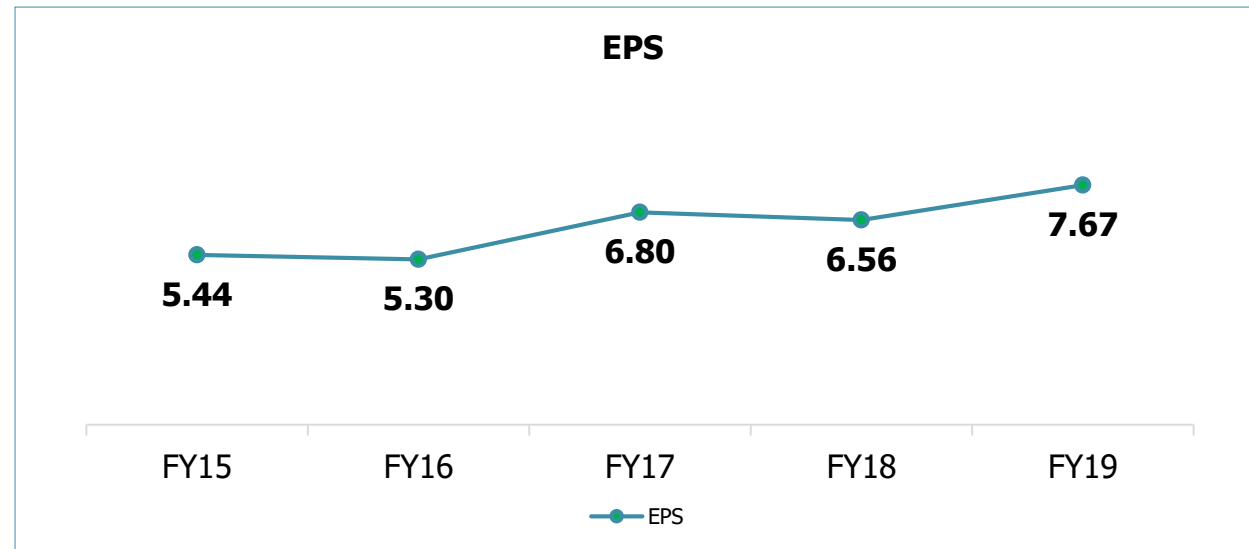
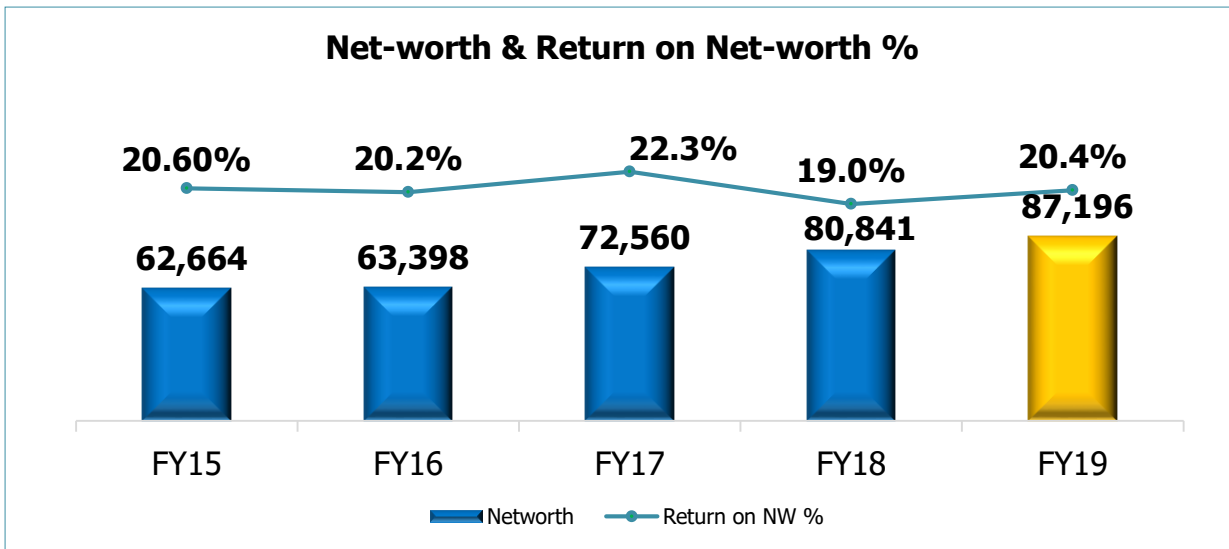
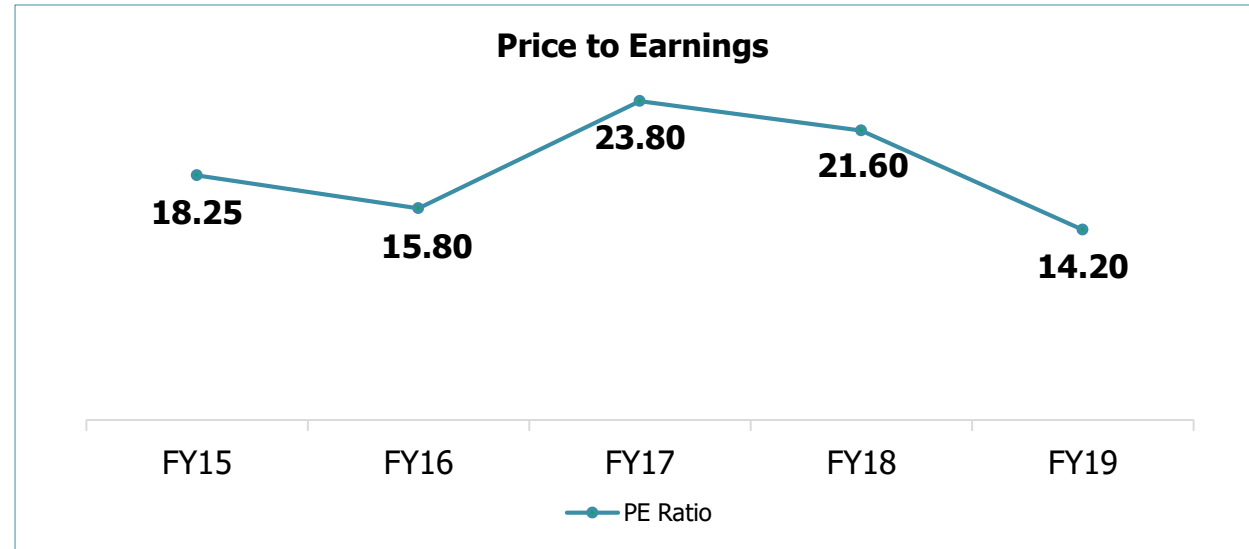
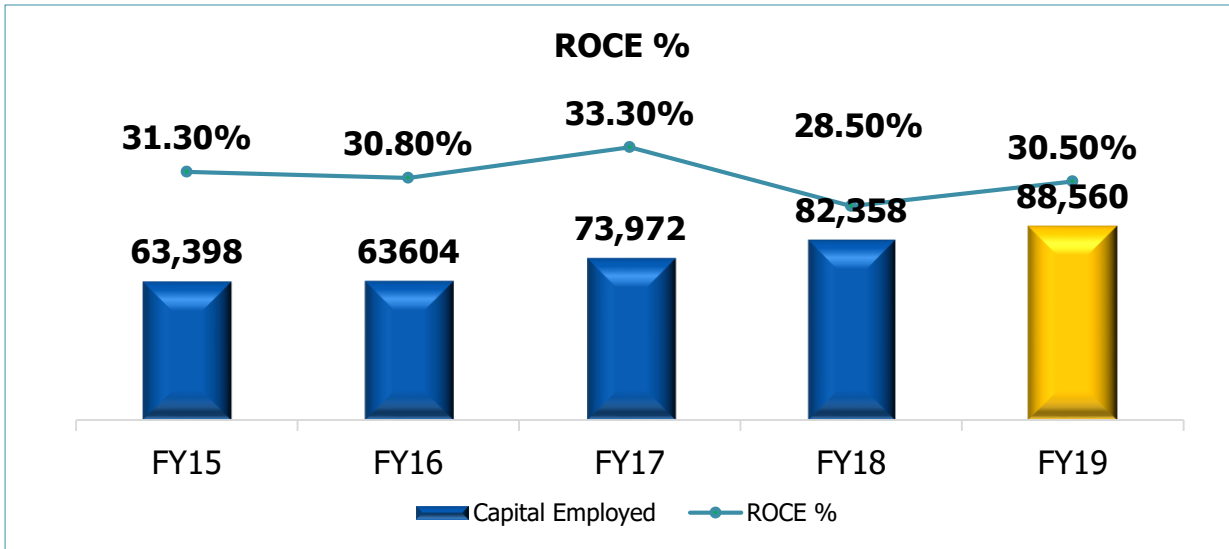
Technology is being utilized to reach to maximum number of people with a view to reduce digital illiteracy, rising opportunities in the field of educational providers, providing uniform education to students in rural and urban areas.



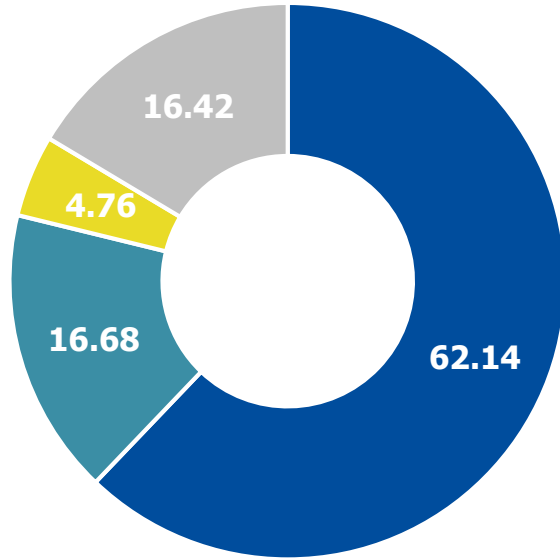
# STANDALONE FINANCIALS (LAST 5 YEARS)

(₹ in Lakh)





## Shareholding as at December 31, 2019

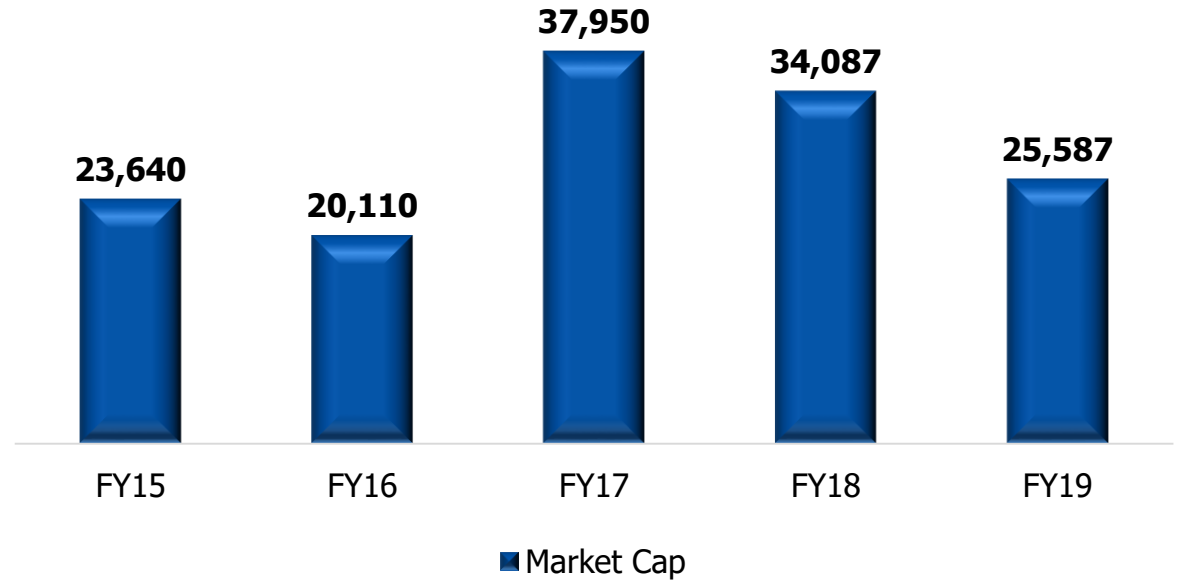


- Promoter & Promoter Group
- Domestic Institutional Investors
- Foreign Institutional Investors
- Non-Institutional Investors

Trusted by **25,000+** Shareholders

Face Value of **Rs. 2/-** per share

(₹ in Mn)



For analysts coverage on Navneet visit:  
<http://www.navneet.com/research-reports/>

**Stock Code:**

**BSE :** 508989

**NSE :** NAVNETEDUL

**Bloomberg / Reuters:** NELI IN / NAVN.BO

# CONTACT DETAILS



## NAVNEET EDUCATION LIMITED

Corporate Identity Number L22200MH1984PLC034055

**Corporate Office & Regd. Office :** Navneet Education Limited,  
Navneet Bhavan, Bhavani Shankar Road, Dadar-(West), Mumbai –  
400028.

**Website:** [www.navneet.com](http://www.navneet.com)

**E-mail Id:** [investors@navneet.com](mailto:investors@navneet.com)

### Investor Relations Contact

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Education Limited**

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**Phone:** +91 22 6662 6565 | **Mobile:** +91 98199 58878

**Email Id:** [roomy.mistry@navneet.com](mailto:roomy.mistry@navneet.com)



Knowledge is wealth

