



Knowledge is wealth

NEL/BSE/19/2022

Date: 31<sup>st</sup> January, 2022

**Corporate Relationship Department**  
**Bombay Stock Exchange Ltd.**  
1<sup>st</sup> Floor, New Trading Ring,-  
Rotunda Building, P. J. Towers,  
Dalal Street, Fort, Mumbai – 400001.

Dear Sirs,

**Ref: Scrip Code – 508989**

**Sub: Submission of presentation shared with analysts and institutional investors on Unaudited Financial Results for the Quarter and Nine Months ended 31<sup>st</sup> December, 2021.**

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q3 FY22 presentation which is shared with analysts and institutional investors on Statement of Standalone And Consolidated Un-audited Financial Results for the Quarter and Nine Months ended 31<sup>st</sup> December, 2021.

The said presentation is uploaded on Company's website [www.navneet.com](http://www.navneet.com).

You are requested to take note of the above.

Thanking you,

Yours faithfully,  
**FOR NAVNEET EDUCATION LIMITED**

  
**AMIT D. BUCH**  
**COMPANY SECRETARY**



Encl.: As above

**NAVNEET EDUCATION LIMITED**

CIN: L22200MH1984PLC034055

Nayneet Bhavan, Bhavani Shankar Road, Near Shardashram Society, Dadar (W), Mumbai 400 028. India.

Tel.: 022 6662 6565 • email: [nel@navneet.com](mailto:nel@navneet.com) • [www.navneet.com](http://www.navneet.com) •  /navneet.india



Knowledge is wealth

# A PREMIUM EDUCATION HOUSE

**Investor Presentation**  
as on Dec 31, 2021





**Company  
Overview**

**Industry  
Overview**

**Financials**

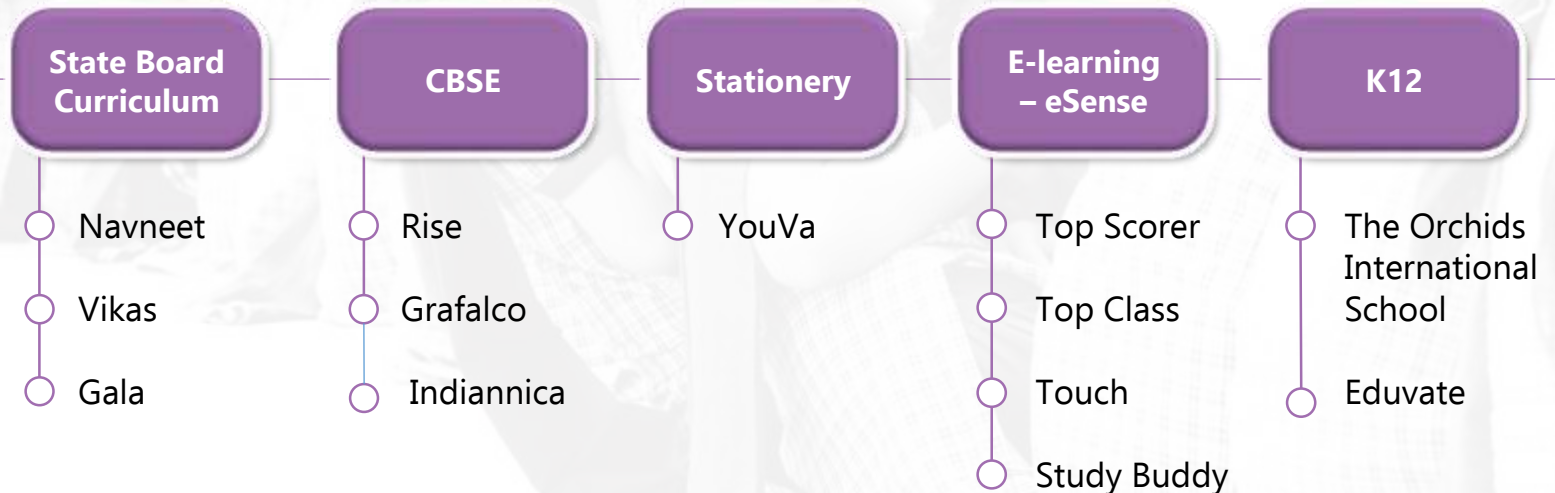
## About us

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.



# OUR BRANDS



# Key Facts

**35 Mn+**

Students using Navneet products

**5**

Mediums / Languages for State Board Publications

**5,500+**

No. of Titles

**350+**

Hours of Digital Library

**25,000+**

No. of State Board Schools visited annually

**4,000+**

Digital Classrooms

**8,500+**

CBSE / ICSE Schools visited annually

**3,000+**

No. of Employees

**300+**

No. of Authors

**3**

Printing / Manufacturing Locations

**2**

Presence in States for Supplementary Books

**48,000+**

Presence in Retail Outlets for Stationery in India

**1 Lakh+**

**Tons**

Paper consumed

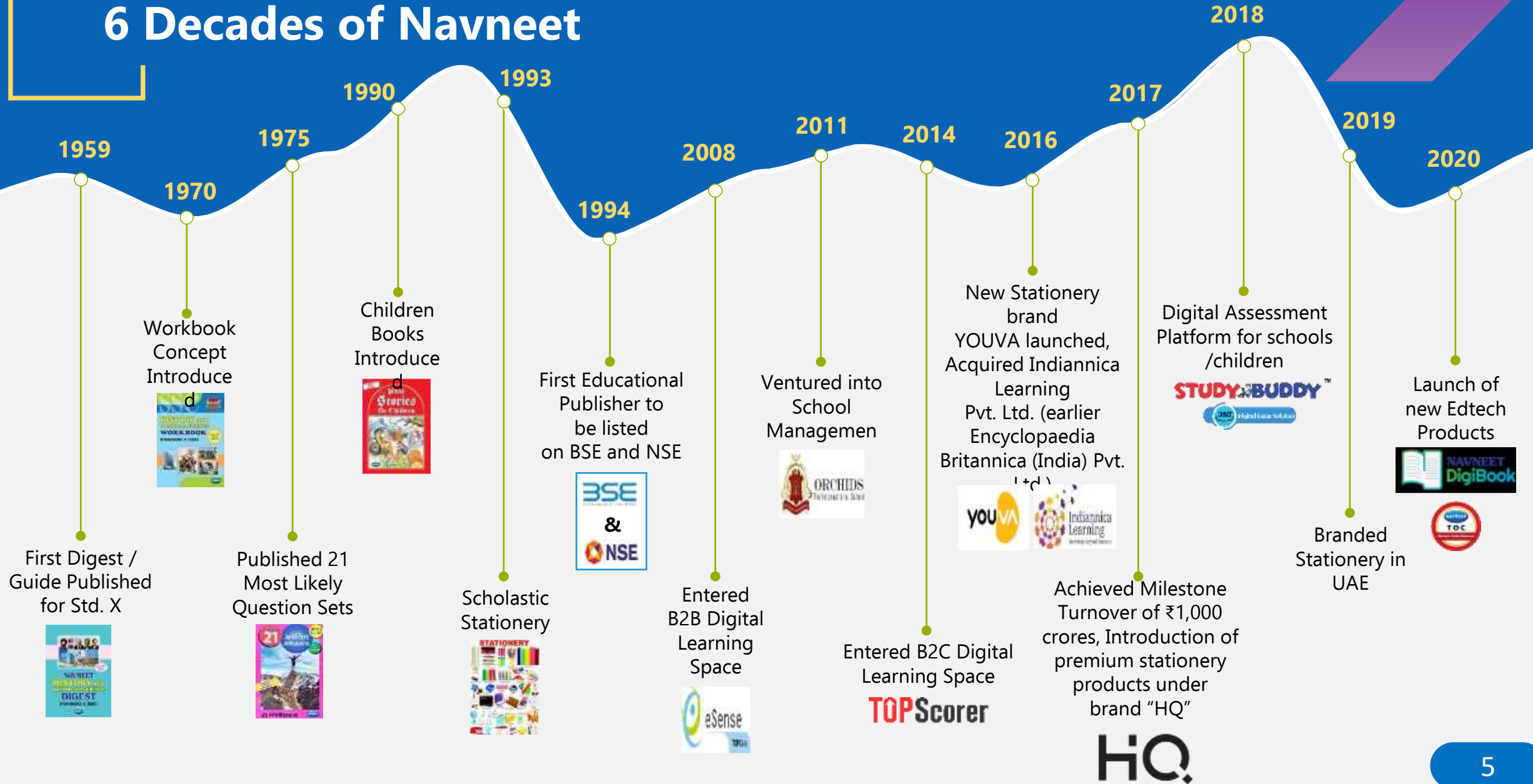
**600+**

SKU's in Stationery

**25+**

Presence in Countries for Paper Stationery

# 6 Decades of Navneet



# Global Presence



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

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

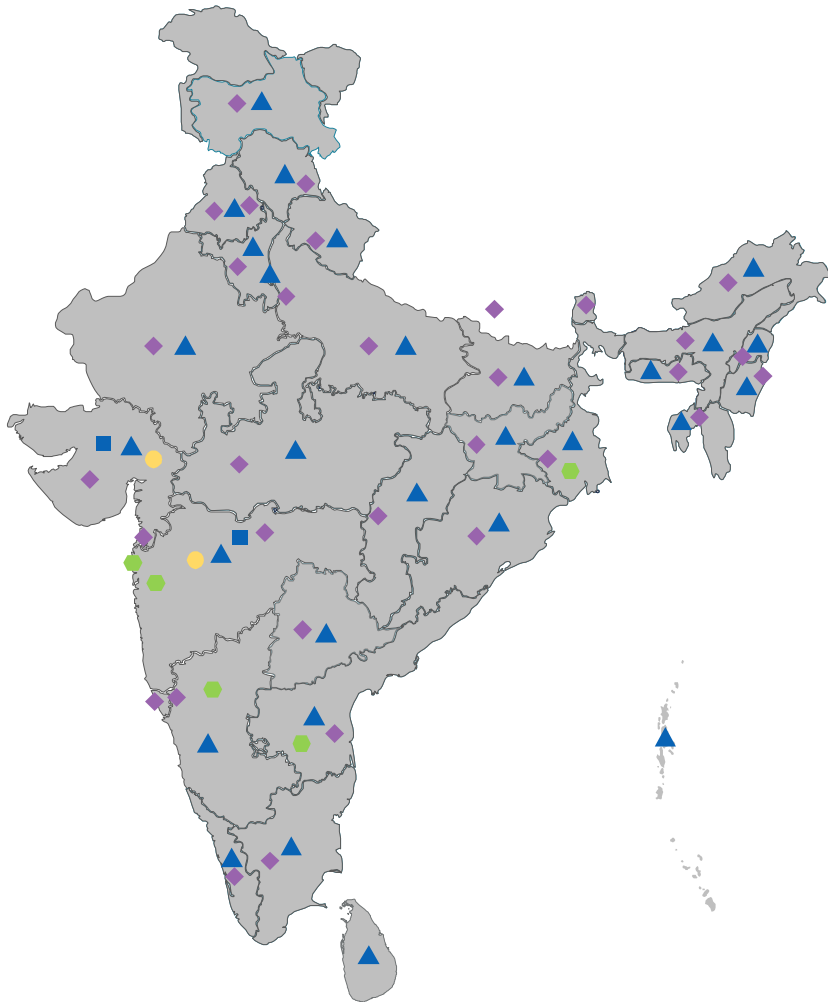
- 11. Sweden
- 12. Denmark
- 13. Germany
- 14. U.K.
- 15. Spain

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

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

- 26. Trinidad & Tobago
- 27. Mozambique
- 28. Congo
- 29. Senegal
- 30. Ivory Coast
- 31. Ghana

# Navneet's Presence



## 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, Goa, Gujarat, Dadra & Nagar Haveli, Diu & Daman, Madhya Pradesh, Chhattisgarh, West Bengal, Bihar, Jharkhand, Orissa, Rajasthan, Delhi, Haryana, Chandigarh, Punjab, Himachal Pradesh, Uttar Pradesh, Uttarakhand, Jammu & Kashmir, Karnataka, Kerala, Tamil Nadu, Andhra Pradesh, Telangana, Andaman & Nicobar, Assam, Meghalaya, Manipur, Tripura, Nagaland, Arunachal Pradesh, Sikkim, Nepal



# eSENSE Learning



# Indiannica Learning

## SCHOOLS VISITED ANNUALLY

8,500+  
Schools

## CURRICULUM

CBSE,  
ICSE, SSB

## EMPLOYEES

220+

## LOCATIONS

Pan-India  
School Presence



## TARGET REACH

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



- o Extensive product catalogue comprising educational, instructional and information products & technology solution.
- o Offers specialized curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials.
- o Key export markets include Sri-Lanka, Nepal and GCC.

# K12 Techno Services



**42**  
No. of Schools  
(CBSE/ICSE)

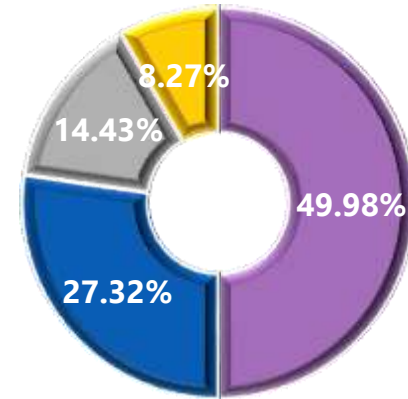
**7**  
Locations

**58,300+**  
Capacity

**29,200+**  
No. of Students

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

## SHAREHOLDING



- Sequoia Capital
- Navneet Learning LLP
- Sofina Ventures
- Sorting Hat Tech

Locations	No. of Schools
Bangalore (16 schools + 1 College)	17
Mumbai	12
Hyderabad	2
Pune	6
Kolkata	1
Chennai	2
Gurgaon	2
<b>TOTAL</b>	<b>42</b>

# Navigating the next strategy – The Digital Shift



## Navneet Digibook

- Launched in **Dec'20**

## Leapbridge Kids Platform (Age group-2-8 yrs)

- It is being built for a **best-in-class hybrid** (Kit + Digital) learning experience
- A pre-set learning journey according to the curriculum, customized to the child's needs and abilities Emphasis on active learning and a balance between kit and **digital interface**

## Gennext

Tutoring Platform

## Tinkerly

STEM Learning and coding platform

## Be-Galileo

Math Learning Platform

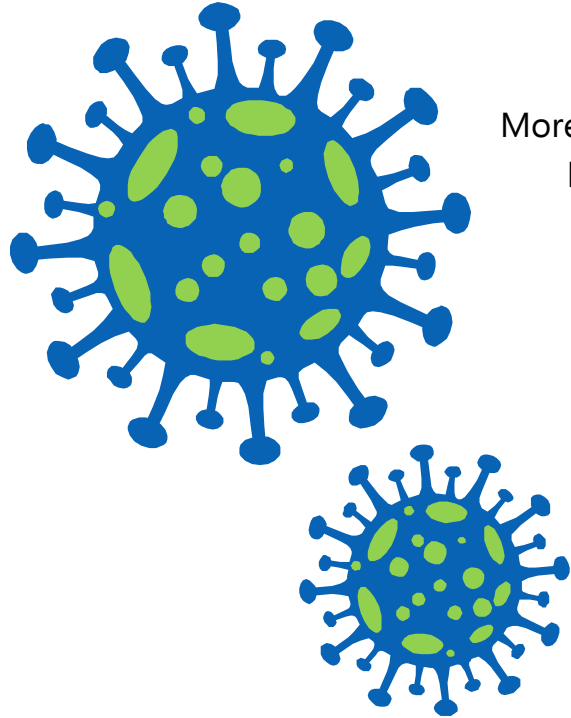


**Company  
Overview**

**Industry  
Overview**

**Financials**

# COVID Impact on Education 1/2



More than 1.5 million schools in India are closed amidst the pandemic and there are many obstacles in rolling out a large-scale digital education program

1

2

According to a 2019 government survey, only 24% of the households have internet access

In small towns and villages, only 4% of the population has access to the internet

3

4

The Education Ministry slashed its digital e-learning budget from Rs 604 crores in FY20 to Rs 469 crores in FY21 – the year in which the pandemic struck

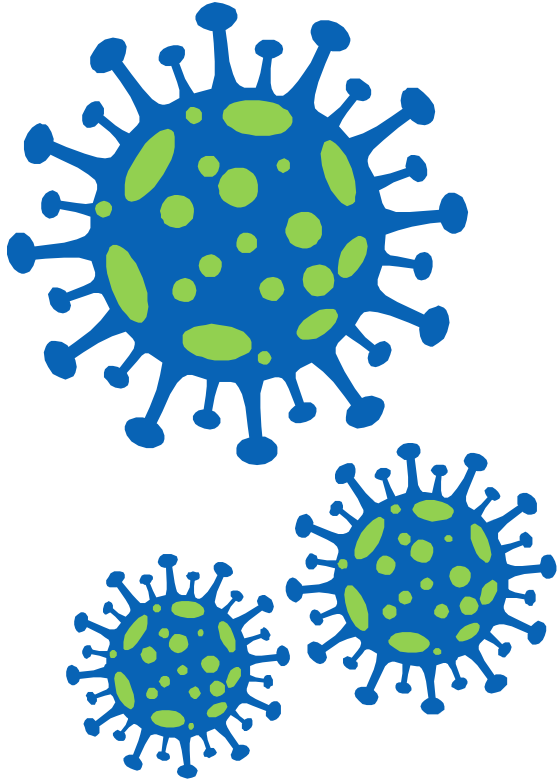
The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools

5

6

In India, almost 320 million students have been affected by school closures (UNESCO, 2020a). However, only 37.6 million students in 16 states are continuing their academics via online and radio programmes (UNICEF, 2020a)

# COVID Impact on Education 2/2



Even with the rise of digital learning methods, there are many students who cannot avail these services. These include students with disabilities, belonging to minorities, coming from migrant or refugee camps and the ones living in the most remote parts of the country

7

Numerous challenges have surfaced, including access to capital, merging technology efficiently into business models and training teachers for digital platforms

8

The disruption in school services has led to a severe impact on the health of 115 mn children who received Mid Day Meal (MDM) on a daily basis

9

10

Schools lack the infrastructure to maintain social distancing

In West Bengal, child labour amongst school-going children has risen by 105 per cent during the COVID pandemic

11

# Edtech Key Growth Drivers in India





# Value Proposition



Fast-paced EdTech adoption in a post-Covid-19 world

Strong balance sheet and good liquidity

Pool of promising talent

Customer-centric products

Healthy partnerships

Integrating content, products and IPs to make the business more valuable

High-quality and cost-effective products leading to better access and results



**Industry  
Overview**

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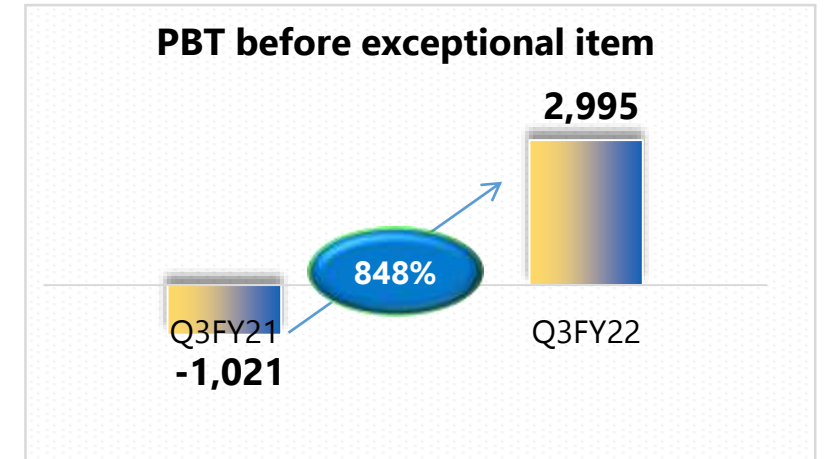
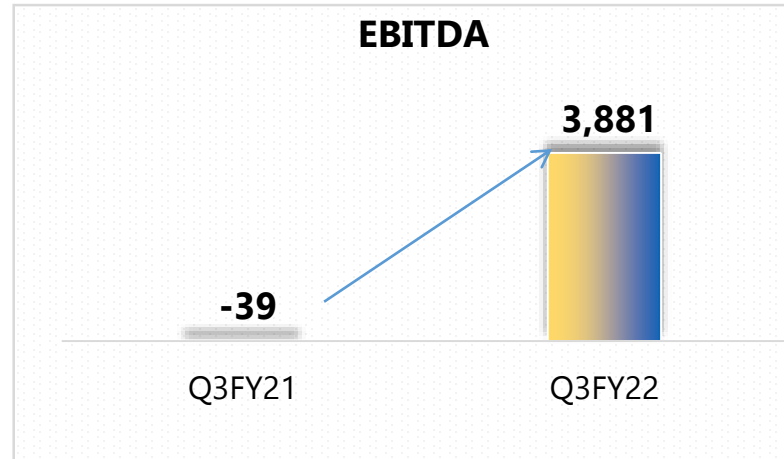
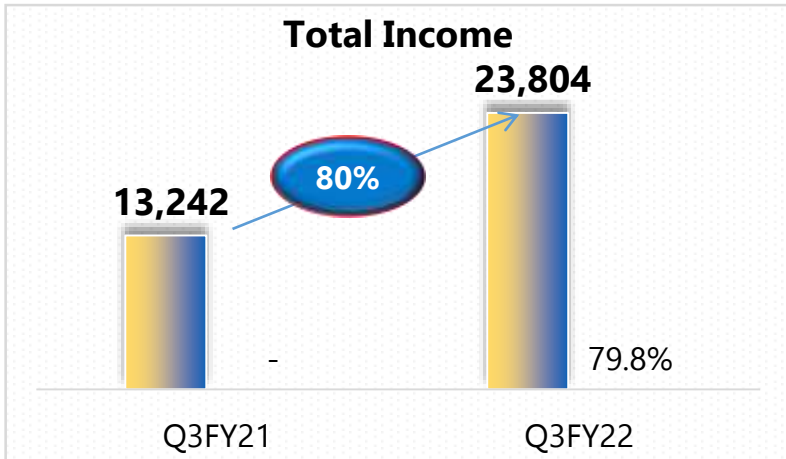
# STANDALONE FINANCIAL RESULTS – Q3 and YTD FY22

INR in Lacs

Particulars	Qtr. Ended Dec' 21				YTD Ended Dec'21			
	Q3FY22	% of Rev	Q3FY21	% of Rev	YTD FY22	% of Rev	YTD FY21	% of Rev
Income from Operations	23,524	84.6%	12,739		78,265	27.8%	61,220	
Other Income	280		503		1,759		1,158	
<b>Total Income</b>	<b>23,804</b>		<b>13,242</b>		<b>80,024</b>		<b>62,378</b>	
COGS	11,000		5,992		38,403		30,488	
Employee benefits	3,884		3,412		11,205		10,012	
Other General Overheads	5,039		3,877		15,697		12,563	
<b>Total Expenses</b>	<b>19,923</b>		<b>13,281</b>		<b>65,305</b>		<b>53,063</b>	
<b>EBITDA</b>	<b>3,881</b>	<b>7.0%</b>	<b>(39)</b>	<b>-0.3%</b>	<b>14,719</b>		<b>9,315</b>	
Depreciation	823		893		2,439		2,587	
EBIT	3,058		(932)		12,280		6,728	
Finance cost	63		89		271		608	
<b>PBT before exceptional item</b>	<b>2,995</b>	<b>3.2%</b>	<b>(1,021)</b>	<b>-8%</b>	<b>12,009</b>		<b>6,120</b>	
<b>Exceptional Items</b>	4,580		-		4,580		-	
Tax	2,108		(262)		4,413		1,587	
<b>PAT</b>	<b>5,468</b>		<b>(759)</b>		<b>12,176</b>		<b>4,533</b>	
Other Comprehensive Income (OCI)	180		71		(106)		1,202	
<b>Total Comprehensive Income (TCI)</b>	<b>5,648</b>		<b>(688)</b>		<b>12,070</b>		<b>5,735</b>	

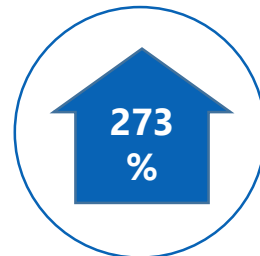
# STANDALONE FINANCIAL RESULTS – Q3FY22

INR in Lacs

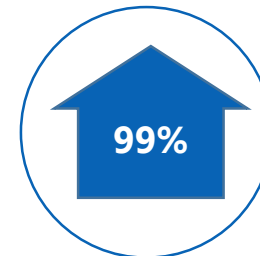


## Segmental Revenue

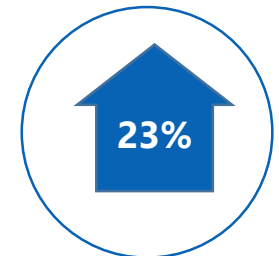
### Publications



### Stationery - Domestic



### Stationery - Exports

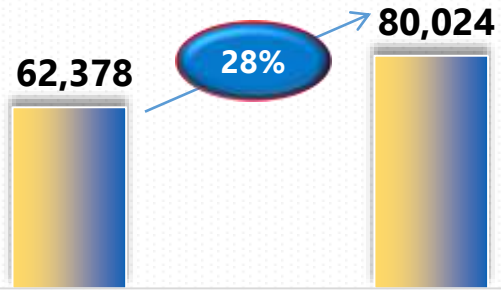


Quarter	Publications	Stationery - Domestic	Stationery - Exports
Q3 FY22	9,446	3,957	10,040
Q3 FY21	2,531	1,990	8,176

# STANDALONE FINANCIAL RESULTS – YTDFY22

INR in Lacs

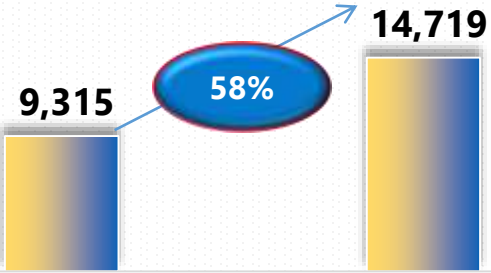
Total Income



YTD FY21

YTD FY22

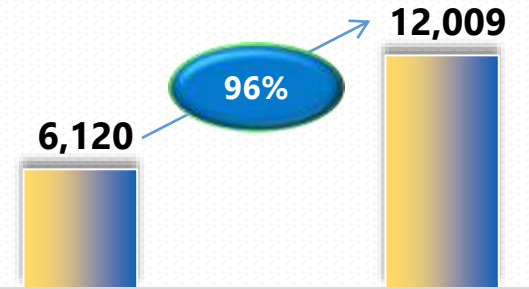
EBITDA



YTD FY21

YTD FY22

PBT before exceptional item

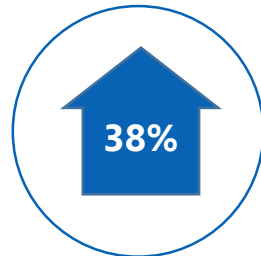


YTD FY21

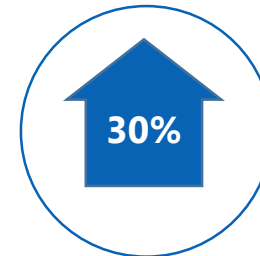
YTD FY22

Segmental Revenue

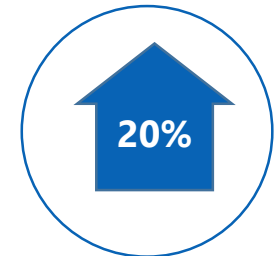
Publications



Stationery - Domestic



Stationery - Exports



YTD FY22

28,222

9,654

40,026

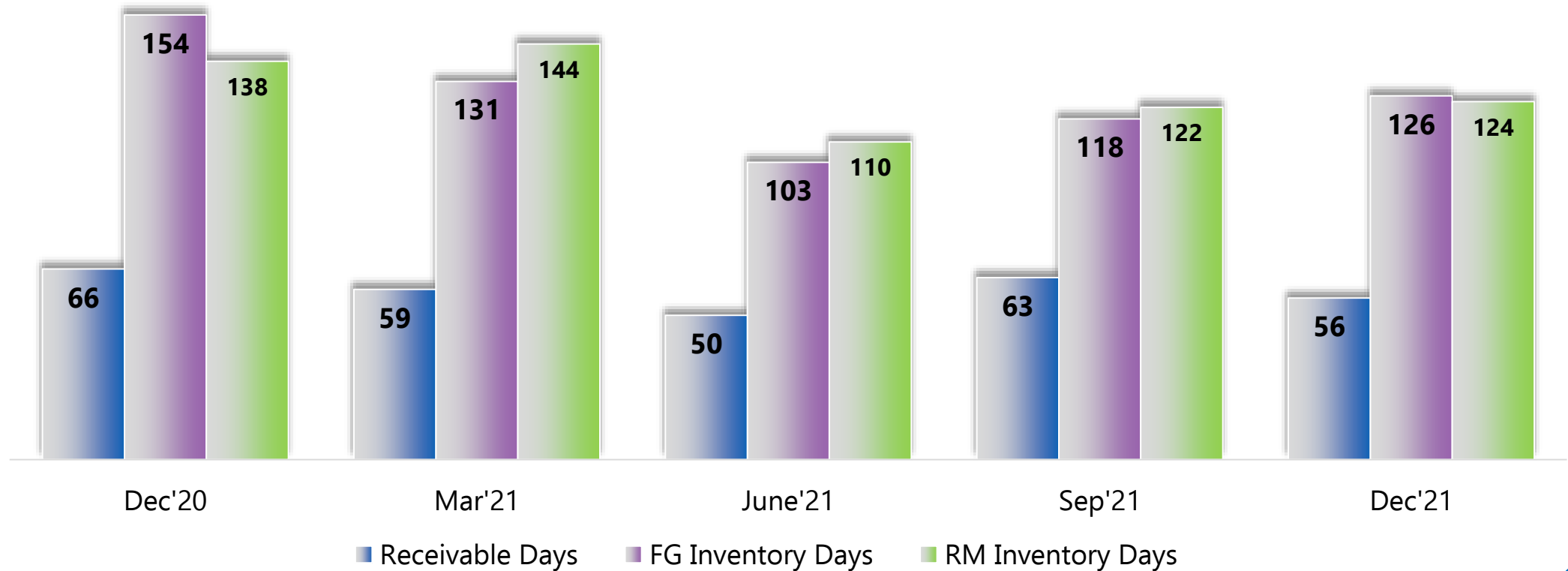
YTD FY21

20,393

7,433

33,276

# Working Capital Cycle



# CONSOLIDATED PERFORMANCE FOR YTD FY22

*INR in Lacs*

## Revenues from Operations

Particulars	YTD FY22	YTD FY21
NEL	78,265	61,220
eSense	662	613
Indiannica	791	325
NLLP	-	-
NHKL	421	108
GeNext	20	-
NTVPL	-	-
K12	-	-
Exceptional Item	-	-
Inter co Adjust	(939)	(373)
<b>Total</b>	<b>79,220</b>	<b>61,892</b>

## PBT

YTD FY22	YTD FY21
12,009	6,120
(1,133)	(1,061)
(2,780)	(3,443)
(0)	(0)
2	(5)
(174)	-
(17)	-
(1,413)	324
7,523	4,252
(71)	27
<b>13,945</b>	<b>6,214</b>

# Outlook

NEL's ability to significantly expand its footprint in states other than Maharashtra and Gujarat and make inroads in other national (CBSE and ICSE) and state level boards amidst the competitive business environment will be the key positives.

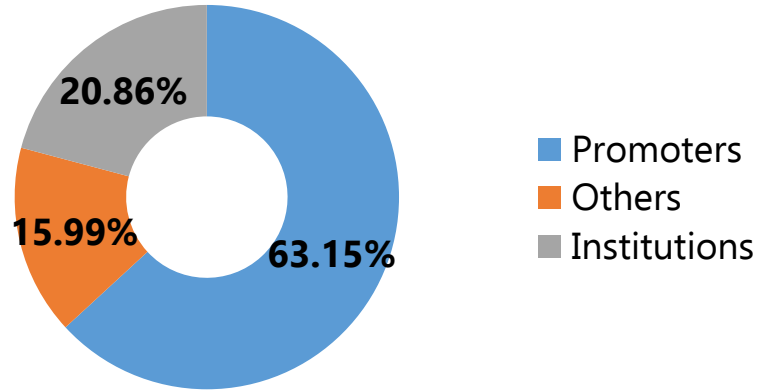
Ability of the company to stabilize the business operations of the subsidiaries and increase its exposure from the digital segment.

The formal education segment's growth should rebound to 10-12% over the medium term on the back of urbanization, increasing enrolment in the tertiary segment, and economic rebound. In the meantime, recovery in fees collection and cash flow management will remain monitor able







# Corporate & Shareholding Information

Shareholding Pattern (as on 31<sup>st</sup> Dec, 2021)



Stock Data

 Market Cap as on 28 <sup>th</sup> January, 2022	₹ 2,105 Cr.
 Stock Price as on 28 <sup>th</sup> January, 2022	₹ 92.75
 52 Week (High / Low)	₹ 121.55/72.30
 NSE / BSE - Symbol	NAVNETEDUL /508989
 No. of Shares Outstanding	22,69,93,393

Stock Performance as on Jan 28, 2022



# THANK YOU

## 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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**Address:** Navneet Education Limited | Navneet Bhavan | Bhavani Shankar Road, Dadar-(West), Mumbai – 400028.

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