



Knowledge is wealth

**A PREMIUM EDUCATION HOUSE**

# INVESTOR PRESENTATION

Audited as on 31 March 2017

# PRESENTATION CONTENTS

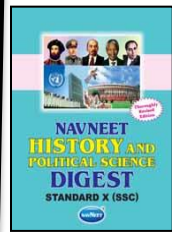
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# 6 DECADES OF NAVNEET – A SNAPSHOT

From a Pure Publisher Transformed to a Diversified Education Provider

First Digest /  
Guide Published  
for Std. X

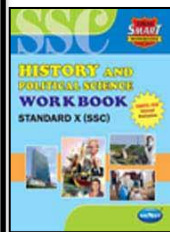


1959

Published 21  
Most Likely  
Question Sets

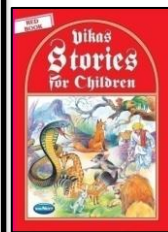


1970



Workbook  
Concept  
Introduced

1975



Children  
Books  
Introduced

Started  
Manufacturing  
Scholastic Stationery



1990

First Educational  
Publisher to be Listed  
on BSE and NSE

1993



Entered B2B  
Digital  
Learning Space



1994

Ventured into  
School  
Management

2008



Entered B2C  
Digital  
Learning Space



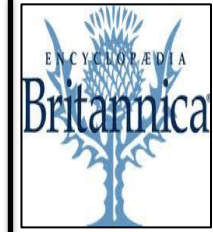
2011

New Scholastic  
Stationery Brand  
YOUVA Launched

2014



Acquired  
Encyclopedia  
Britannica India



2016

2017



# MILESTONES ACHIEVED

**2,50,00,000+**

No. of Students using Navneet in FY 17

**5,000+**

No. of Titles

**25,000+**

No. of SSC Schools visited every year

**6,000+**

No. of CBSE Schools visited every year

**225+**

No. of Authors

**2**

Presence in States for Supplementary Books

**19**

Presence in States for CBSE / ICSE Text-Books

**5**

Presence in Countries for Stationery

**48,000+**

Retail Outlets for Stationery in India

**80,000 Tons**

Paper converted to books in FY 16

**5**

Mediums / Languages for SSC Publications

**350+**

Hours of Digital Library

**30,000+**

Digital Classrooms

**4,000+**

No. of Employees

**4**

Manufacturing Locations

## DRIVEN BY A STRONG MANAGEMENT TEAM

NAVNEET EDUCATION LIMITED (NEL) has a balanced Board, comprising 6 Executive Directors and 6 Non Executive Directors. 6 Non Executive Directors comprise of 2 Chartered Accountants who are senior partners of Khimji Kunverji & Co. ( A renowned CA Firm), of which one of them is the Chairman of NEL. The other 4 comprise of an Educationist, an Investment Banker, Chairman of Blue Dart Express Ltd. and a Women Director.

**All Directors have rich experience in their respective fields.**



## STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Sr. No	Particulars	Rs. In Lacs						
		3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
	<b>Income from Operations</b>							
I	Revenue from operations	20,982	18,752	15,928	109,831	93,390	118,134	95,260
II	Other Income	397	258	547	1,623	1,908	1,517	1,668
<b>III</b>	<b>Total Revenue (I + II)</b>	<b>21,378</b>	<b>19,010</b>	<b>16,475</b>	<b>111,453</b>	<b>95,298</b>	<b>119,651</b>	<b>96,928</b>
	<b>Expenses</b>							
	Cost of materials consumed	17,094	15,139	10,230	53,013	40,607	54,405	40,716
	Purchases of stock-in-trade	28	43	25	487	277	657	348
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(6,912)	(6,795)	(3,699)	(821)	4,896	(595)	4,905
	Employee benefits expense	2,337	2,567	2,666	10,363	9,095	11,866	9,944
	Finance Costs	114	44	5	347	348	429	355
	Depreciation and amortisation expense	639	723	645	2,499	2,676	2,835	2,965
	Other expenses	5,641	5,306	4,678	20,967	17,813	23,676	18,707
<b>IV</b>	<b>Total expenses</b>	<b>18,942</b>	<b>17,028</b>	<b>14,550</b>	<b>86,856</b>	<b>75,713</b>	<b>93,274</b>	<b>77,940</b>
V	Profit before tax (III - IV)	<b>2,438</b>	<b>1,982</b>	<b>1,925</b>	<b>24,598</b>	<b>19,585</b>	<b>26,377</b>	<b>18,988</b>



## STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Sr. No	Particulars	Rs. In Lacs						
		3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
VI	Tax Expense							
	(a) Provision for Taxation	766	769	732	8,700	6,875	8,700	6,875
	(b) Provision for Deferred Tax	33	217	(71)	(218)	35	(385)	35
	(c) (Excess)/Short Provision of the earlier year W/off / back	(47)	61	-	(47)	61	(46)	61
		752	1,047	661	8,434	6,971	8,269	6,971
VII	<b>Profit for the year (V - VI)</b>	<b>1,686</b>	<b>935</b>	<b>1,264</b>	<b>16,163</b>	<b>12,614</b>	<b>18,108</b>	<b>12,016</b>
	Minority interest	-	-	-	-	-	-	-
	<b>Share of Profit / (Loss) of associates</b>							
	relating to current year	-	-	-	-	-	(1,047)	(1,267)
VIII	<b>Net Profit after taxes, minority interest and share of profit / (loss) of associates and goodwill on Consolidation w/off</b>	<b>1,686</b>	<b>935</b>	<b>1,264</b>	<b>16,163</b>	<b>12,614</b>	<b>17,061</b>	<b>10,749</b>



## STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Sr. No	Particulars	Rs. In Lacs						
		3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
<b>IX</b>	Other Comprehensive Income:							
	(i) Items that will not be reclassified to profit or loss in subsequent year	(150)	(184)	5	(135)	(169)	(148)	(187)
	(ii) Income tax relating to items that will be reclassified to profit & loss	-	-	-	-	-	-	-
	(i) Items that will be reclassified to profit or loss in subsequent year	131	278	-	131	278	131	278
	(ii) Income tax relating to items that will not be reclassified to profit & loss	(45)	(96)	-	(45)	(96)	(45)	(96)
	Other Comprehensive Income for the year, net of tax	(64)	(3)	5	(49)	12	(62)	(6)
	<b>Total Comprehensive Income for the year (VIII + IX) (Total of profit and other comprehensive income for the year)</b>	<b>1,622</b>	<b>932</b>	<b>1,269</b>	<b>16,115</b>	<b>12,626</b>	<b>16,999</b>	<b>10,743</b>
	Profit attributable to:							
	Owners of the parent						17,061	10,749
	Non-controlling interest						(0)	(0)
							17,061	10,749
	Other comprehensive income attributable to:							
	Owners of the parent						(62)	(6)
	Non-controlling interest						-	-
							<b>(62)</b>	<b>(6)</b>
	Paid-up Equity Share Capital (Face Value of Rs. 2/- each)	4,671	4,764	4,764	4,671	4,764	4,671	4,764
	Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year				67,889	57,634	64,710	53,544
	Earnings per Share (of Rs. 2/- each) (not annualised)							
	(a) Basic	0.71	0.39	0.53	6.81	5.30	7.19	4.51
	(b) Diluted	0.71	0.39	0.53	6.81	5.30	7.19	4.51

## STANDALONE AND CONSOLIDATED SEGMENT REVENUE AND RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Particulars	3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
(1) Segment Revenue							
a. Publishing Content	5,361	5,817	9,440	59,592	51,605	67,895	53,474
b. Stationery Products	15,527	12,806	6,444	49,332	41,038	49,332	41,038
c. Others	94	129	44	907	748	907	748
<b>Total</b>	<b>20,982</b>	<b>18,752</b>	<b>15,928</b>	<b>109,831</b>	<b>93,391</b>	<b>118,134</b>	<b>95,260</b>
Less: Inter Segment Revenue	-	-	-	-	-	-	-
Net Sales/Income from Operations	20,982	18,752	15,928	109,831	93,391	118,134	95,260
(2) Segment Results	0	(0)	-	0	0	-	-
a. Publishing Content	1,332	1,729	2,600	21,361	17,583	23,223	17,107
b. Stationery Products	1,551	892	(250)	5,530	3,584	5,530	3,584
c. Others	(18)	(23)	(78)	153	57	153	57
<b>Total</b>	<b>2,864</b>	<b>2,598</b>	<b>2,272</b>	<b>27,044</b>	<b>21,223</b>	<b>28,906</b>	<b>20,748</b>
Less :							
i. Finance Cost	114	44	5	347	348	429	355
ii. Other unallocable expenditure	596	776	842	3,436	3,037	3,436	3,108
iii. Other unallocable (income)	(284)	(204)	(500)	(1,337)	(1,748)	(1,337)	(1,704)
<b>Total Profit Before Tax</b>	<b>2,438</b>	<b>1,982</b>	<b>1,925</b>	<b>24,598</b>	<b>19,585</b>	<b>26,377</b>	<b>18,988</b>





# FY 17 KEY FINANCIALS

Rs. in Million (INR)

PARTICULARS	PUBLICATION	STATIONERY	TOTAL
REVENUE	5,959	4,933	10,983
EBIDTA (%)	38.3	12.8	25.0
PAT (%)			14.7

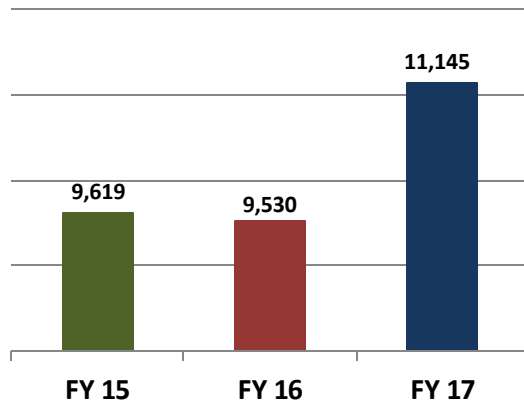
PARTICULARS	YEAR ENDED 31 MARCH 2017	YEAR ENDED 31 MARCH 2016	GROWTH (%)
PUBLICATION	5,959	5,161	15.5
STATIONERY	4,933	4,104	20.2
TOTAL REVENUE	10,983	9,339	17.7
PAT	1,612	1,263	27.6
DIVIDEND PAYOUT (% to FV)	125	110	



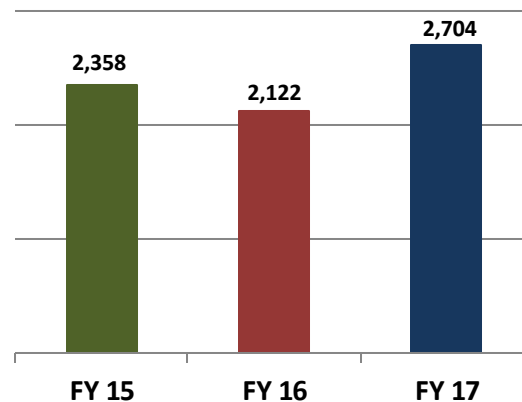
# 3 YEARS FINANCIAL SNAPSHOT (STANDALONE)

Rs. in Million (INR)

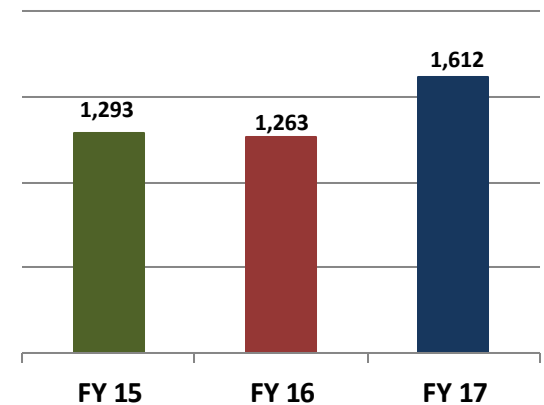
Revenue (Including Other Income)



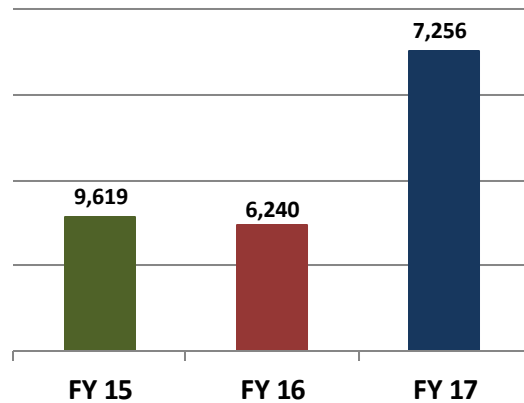
EBDITA



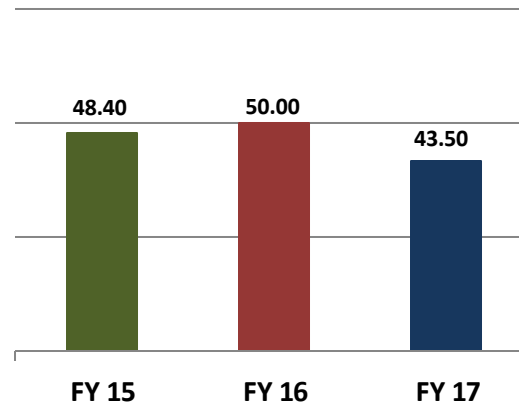
Net Profit (PAT)



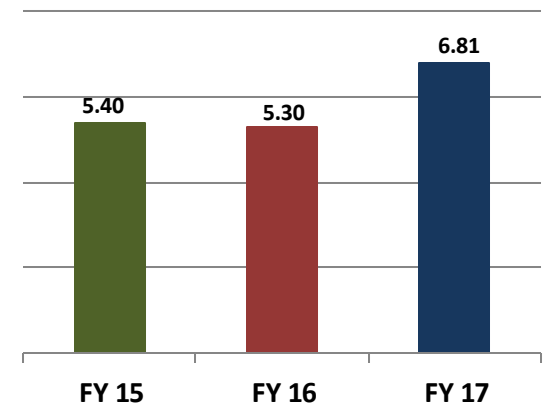
Net Worth



Dividend Payout % to Net Profits



EPS (Post Tax)



# REVENUE AND PROFIT SYNOPSIS (12 MONTHS)

Rs. 1,09,831 Lacs  
Up by 17.6%

## REVENUE FROM OPERATIONS

Rs. 59,592 Lacs  
Up by 15.4%

PUBLICATION REVENUE

Rs. 22,697 Lacs  
Up by 18.6%

PUBLICATION EBDITA

Rs. 21,362 Lacs  
Up by 21.5%

PUBLICATION PBIT

Rs. 49,332 Lacs  
Up by 20.2%

STATIONERY REVENUE

Rs. 6,261 Lacs  
Up by 47.1%

STATIONERY EBDITA

Rs. 5,531 Lacs  
Up by 54.3%

STATIONERY PBIT

### **Publication:**

Navneet has crossed Rs. 1,000 Crore sales

Publication sales also includes Export Sales of Rs. 2263 L which has grown by 118%

Government Sales achieved during the year was Rs. 1,190 Lacs

### **Stationery:**

Stationery Exports has grown by 34% to Rs. 23,147 L

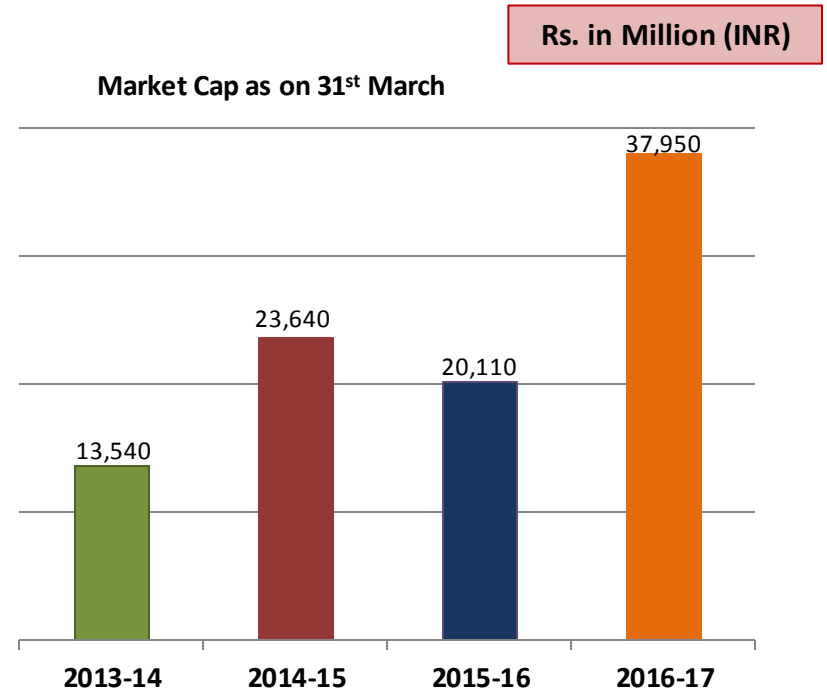
Exports Business is now evenly spread across all the Quarters



# SHAREHOLDING PATTERN AND MARKET CAP

Category	As on 31 March, 2017
	Shareholding (%)
Promoter & Promoter Group	61.78%
Domestic Institutional Investors	15.52%
Foreign Institutional Investors	5.69%
Non-Institutional Investors	17.01%
<b>Total</b>	<b>100.00%</b>

Institution	Shareholding %
HDFC Asset Management Company	8.50%
Somerset Capital Management	2.70%
Unit Trust of India Asset Management Company	2.52%
Franklin Templeton Investments	1.48%
Kotak Asset Management	1.39%



- **Trusted by 25,000+ Shareholders**
- **Face Value of Rs. 2/- per share**
- **For analysts coverage on Navneet visit:**  
<http://www.navneet.com/research-reports/>

**Stock Code:**

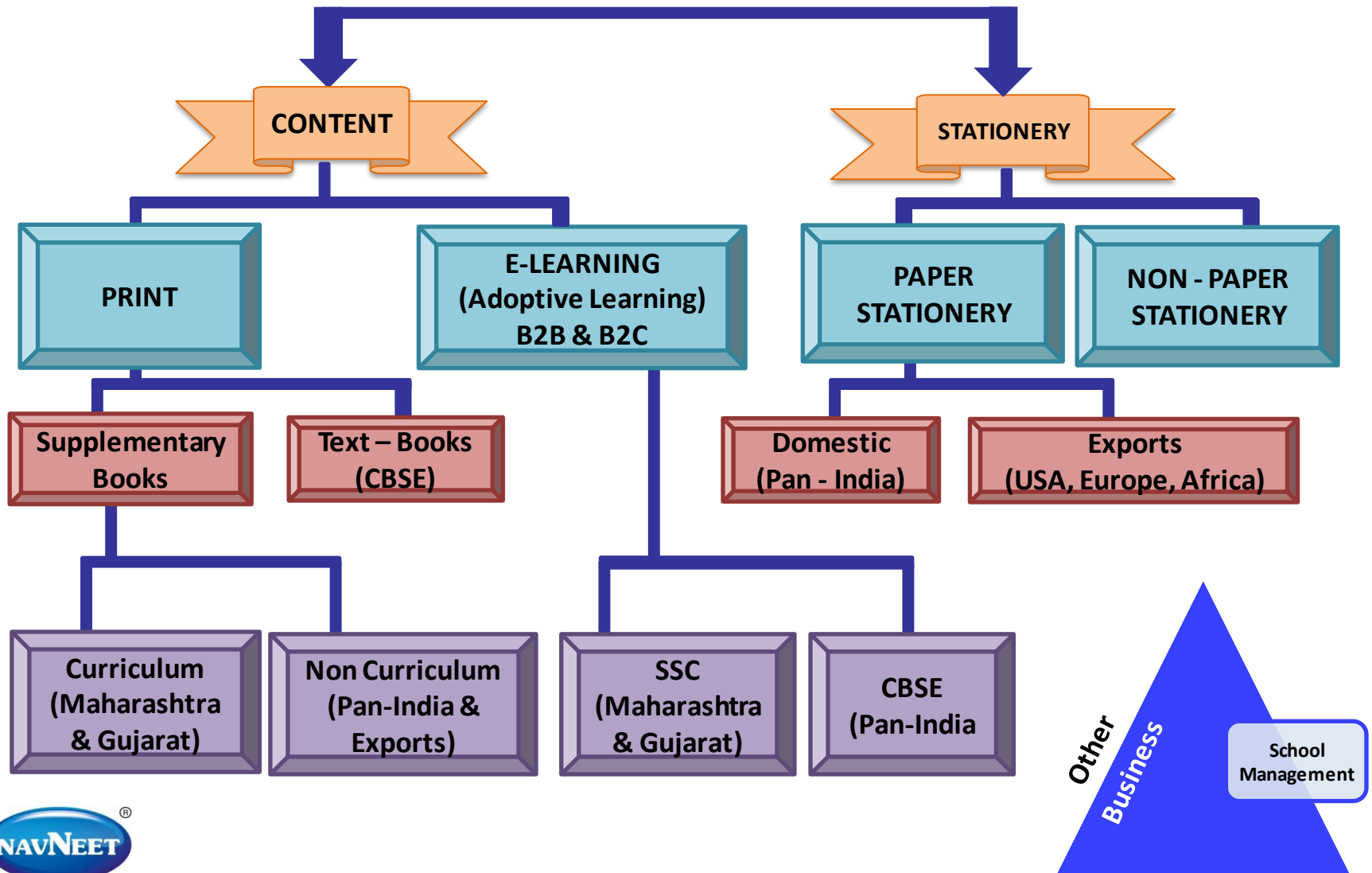
**BSE : 508989**

**NSE : NAVNETEDUL**

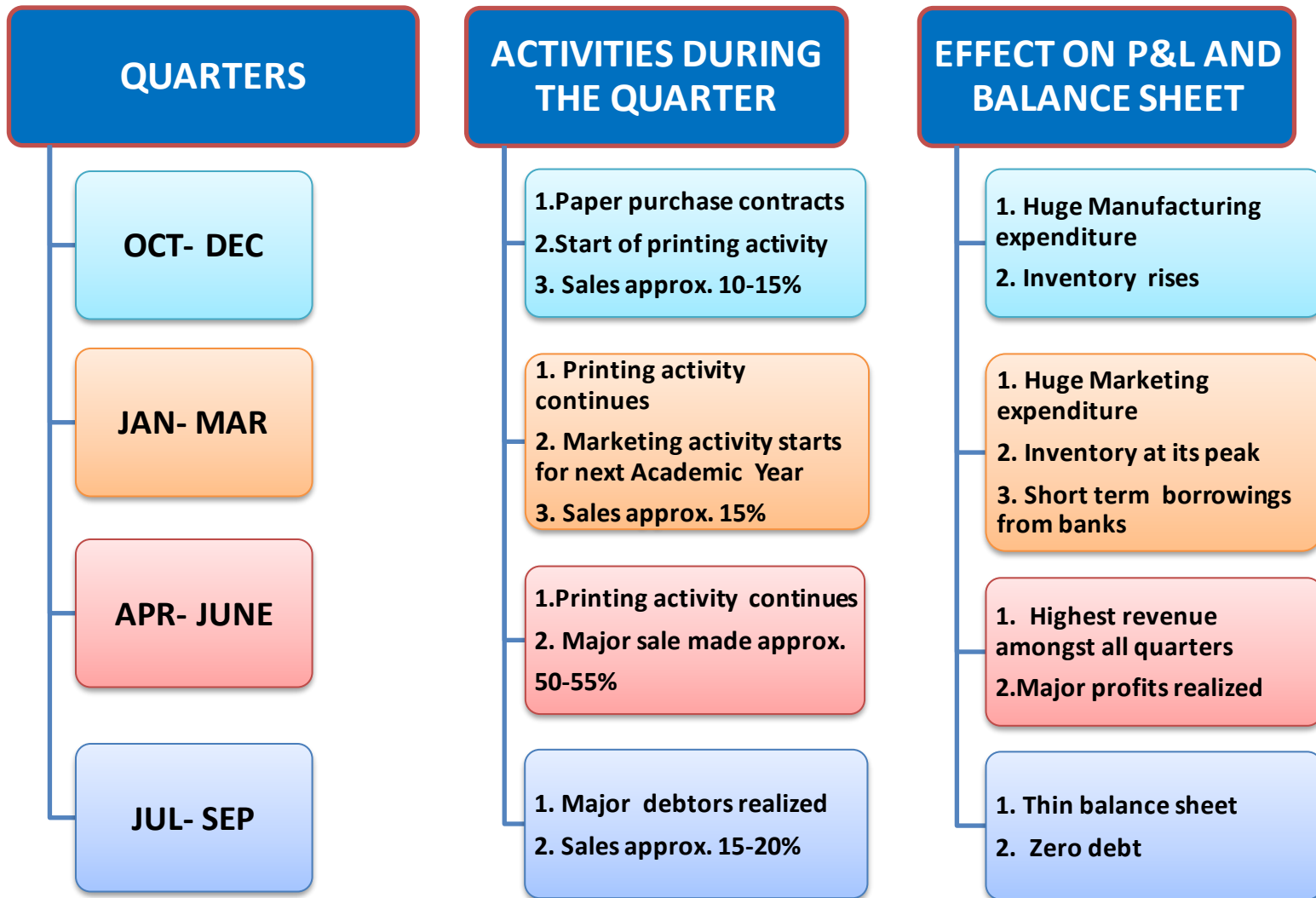
**Bloomberg / Reuters: NELI IN / NAVN.BO**



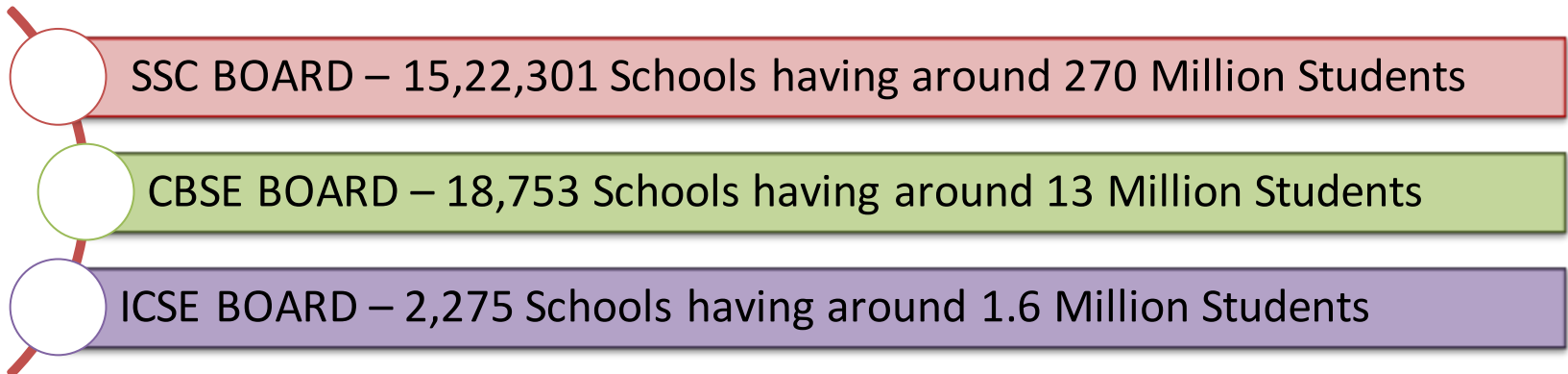
# NAVNEET'S BUSINESS PORTFOLIO



# NAVNEET'S BUSINESS CYCLE



# SCHOOL EDUCATION SYSTEM IN INDIA



International Boards – CIE (IGCSE) & IB have 335 & 140 Schools respectively.

**Source: U- DISE 2015-16 Report**

### Navneet's Focus

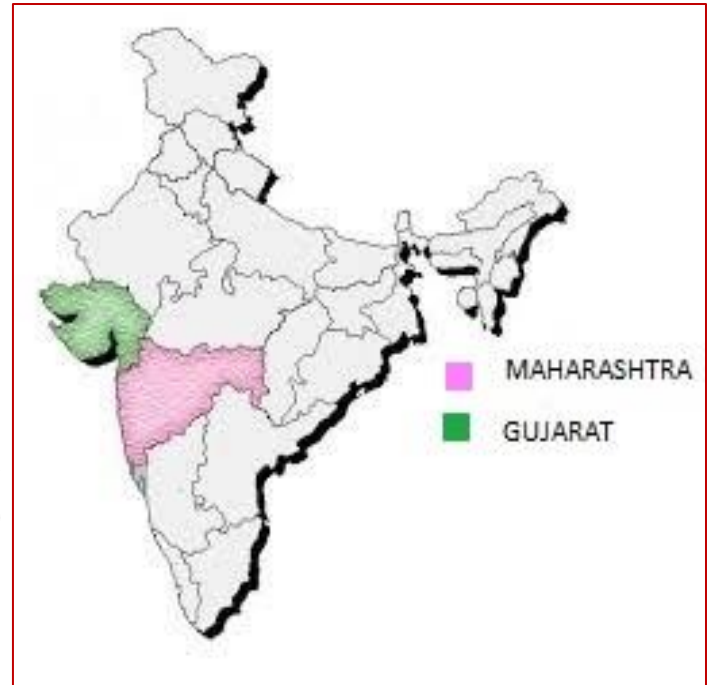
1. Navneet's focus till now has been on SSC Schools which are around 98% of total schools in India. Of the total 15,22,301 Schools, 3,73,563 (24.53%) Schools are Private, rest all are Government.
2. 95% Students get education from SSC Board Schools.
3. All these 98% Schools are governed by respective State Education Boards.
4. CBSE, ICSE, IGCSE and IB Schools constitute less than 2% of total schools in India, but as the no. are increasing rapidly, Navneet has initiated publishing for this segment as well.



# NAVNEET'S PRESENCE IN CURRICULUM BASED PRINT CONTENT

Source: U- DISE 2015-16 Report

PARTICULARS	MAHARASHTRA	GUJARAT
No of Government Schools	68,212	34,896
No of Private Schools	39,412	17,528
TOTAL SCHOOLS	107,624	52,424
Schools in Regional Medium	96,485	49,662
Schools in English Medium	11,139	2,762
NUMBER OF STUDENTS		
a) Standard 1-5	1,00,26,502	56,48,045
b) Standard 6-8	60,17,273	34,42,669
c) Standard 9-10	36,80,718	17,37,625
d) Standard 11-12	27,42,807	9,50,803
TOTAL STUDENTS	2,24,67,300	1,17,79,142



## NAVNEET'S CORE COMPETENCE

1. Navneet has approximately 65% market share in Maharashtra and approximately 70% in Gujarat Supplementary books.
2. Long standing brand with more than 1,00,000 schools covering 25 Million students every year.
3. Strong marketing team with 450 (Gujarat + Maharashtra + all India) sales representative pitches more than 25,000 private schools every year for getting the books recommended.
4. More than 225 Authors on Royalty program who writes for Navneet.





# CHARACTERISTICS OF K12 PRINT CONTENT INDUSTRY IN INDIA

KEY POINTS	DESCRIPTION
<b>PRODUCTS</b>	K12 Print Content Industry consists of Textbooks and Supplementary Books like Workbooks, Guides/Digests and Question Banks.
<b>CONTENT</b>	It is a content driven business with Publishers/Authors developing course materials based on latest prescribed syllabus by respective State Education Boards.
<b>FRAGMENTED</b>	K12 Print Content Industry is highly fragmented in India with a large number of Regional players in Supplementary Books.
<b>ROYALTY</b>	Most of the Publishers pay lump sum Royalty to the Authors. Very few like Navneet pay Royalty on percentage of revenue.
<b>MARKET SIZE</b>	Total Market Size is approximately INR 135 Billion growing at a rate of 12% P.A



# NAVNEET'S K12 PRINT CONTENT PORTFOLIO

CURRICULUM SEGMENT							
Supplementary Books	Text Books						
Caters to State Board Curriculum in west Indian States of Maharashtra and Gujarat.	Caters to CBSE Curriculum in Maharashtra, Gujarat, Andhra Pradesh, Karnataka, Tamil Nadu, Kerala and NCR Region.						
Offers Supplementary Educational Publication (Workbooks, Digest and 21 Most Likely Questions) for K12 Segment	Offers Textbooks for Grades kindergarten to VIII						
<p>✓ Contributed 90% (INR 5,390 Million) of total Publication Revenue (INR 5,959 Million) in FY 17.</p> <p>Revenue Split (%):</p> <table border="0"> <tr> <td>Work book</td> <td style="text-align: right;">46</td> </tr> <tr> <td>Digests/Guides</td> <td style="text-align: right;">38</td> </tr> <tr> <td>21 Most Likely Questions</td> <td style="text-align: right;">16</td> </tr> </table>	Work book	46	Digests/Guides	38	21 Most Likely Questions	16	<p>Contributed 3% of total K12 Print Content Revenue in FY 17.</p>
Work book	46						
Digests/Guides	38						
21 Most Likely Questions	16						

NON – CURRICULUM SEGMENT				
Presence all over India and Overseas				
Caters to Children and General Books				
<p>✓ Contributed 7% (INR 421 Million) of total Publication Revenue ( INR 5,959 Million) in FY 17.</p> <p>Revenue split (%):</p> <table border="0"> <tr> <td>Domestic :</td> <td style="text-align: right;">46</td> </tr> <tr> <td>Exports :</td> <td style="text-align: right;">54</td> </tr> </table>	Domestic :	46	Exports :	54
Domestic :	46			
Exports :	54			



# REASONS FOR NAVNEET'S SUCCESS IN K12

## SUPPLEMENTARY BOOKS

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KEY POINTS	DESCRIPTION
<b>FOCUS</b>	Focus on State Board School Curriculum in Western India and hence catering to masses with a target audience of 34,24,64,420 students.
<b>QUALITY</b>	Unmatched Content Quality over the years written by experienced present / retired School Principal / Teachers and College Professors.
<b>RELATIONSHIP</b>	Strong Relationship with 25,000 English and Regional Medium Schools in both the States.
<b>RANGE</b>	Only Publisher having entire range of products from Play Group to XII Grade across mediums and product categories.
<b>ROYALTY</b>	Navneet pays Royalty to its Authors based on the sales. Hence, authors are motivated to keep the books updated to achieve higher sales.



# GROWTH DRIVERS FOR NAVNEET'S K12 PRINT CONTENT

KEY POINTS	DESCRIPTION
<b>SYLLABUS CHANGE</b>	Syllabus Change in State Board (SSC) Schools is a major growth driver as it does away with the old and second hand books from trade and students buy new supplementary books as per the new revised syllabus.
<b>ENCYCLOPAEDIA BRITANNICA INDIA</b>	Navneet has acquired Encyclopaedia Britannica India to cater to the CBSE Text-Books market which has a presence in more than 6,000 Schools across India.
<b>CBSE PATTERN SCHOOLS</b>	Many English Medium Private SSC Schools (Around 94,000 in the Country) have started positioning themselves as CBSE Pattern Schools where they use private publishers' text books up to Grade VIII. Navneet has started marketing its products in those schools also.



# E-LEARNING B2B & B2C – DIGITAL CONTENT

## BRAND PORTFOLIO



# TOPScorer



KEYS POINTS	DESCRIPTION
<b>OFFERINGS</b>	<ol style="list-style-type: none"><li>1. TOPClass – B2B Product for schools where we provide digital content for Maharashtra and Gujarat State Curriculum for English, Marathi and Gujarati Mediums for Grades 1 to 10.</li><li>2. TOP Assessment – B2B Product for schools where we assessment modules.</li><li>3. TOPScorer – B2C product for Students which includes Pen-drives, Tablets and CDs for State and CBSE Curriculum.</li></ol>
<b>NUMBERS ACHIEVED</b>	Total B2B Product installed in 3,600 Institutions covering 30,000 Classrooms.
<b>FY 17 REVENUE</b>	In FY 17, eLearning segment generated a revenue of INR 221 Million.



# CHARACTERISTICS OF NAVNEET'S E-LEARNING CONTENT

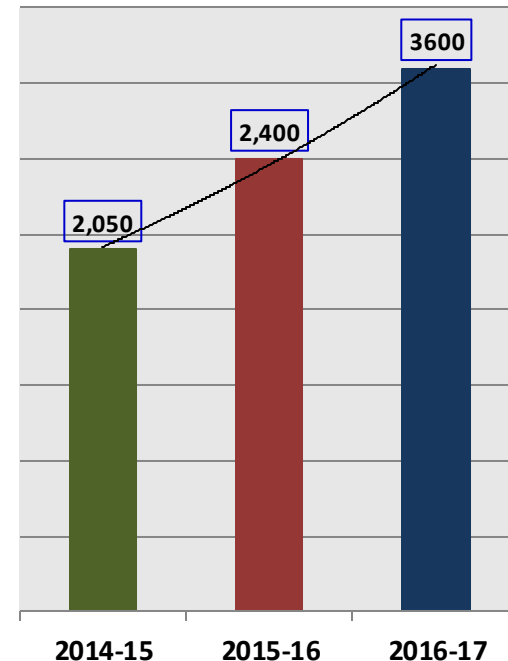
## DESCRIPTION

Being a digital representation of a Text Book, it is highly syllabus focused, and therefore highly preferred and recommended by the teachers in existing states of Maharashtra and Gujarat.

Over 21,000 minutes of content library already developed for State Boards for Gujarat and Maharashtra and CBSE Curriculum.

Navneet's strong brand name especially in Western India creates a strong platform to launch products and penetrate New Markets.

## NUMBER OF INSTITUTIONS



# GROWTH DRIVERS FOR NAVNEET'S E-LEARNING SEGMENT

KEY POINTS	DESCRIPTION
<b>HUGE UNTAPPED B2B MARKET</b>	Out of 40,000 Private Schools, only 3,500 have been tapped till 31st Dec., 2016. Hence, there is a huge potential for B2B market in 2 States of Maharashtra and Gujarat.
<b>B2C MARKET</b>	Navneet is ready with B2C retail offerings like Online Portal, CDs, Tablets and Pen Drives for State Boards curriculum of Maharashtra and Gujarat and CBSE curriculum. Encyclopaedia Britannica India 's digital products will also add value.
<b>ACCEPTABILITY</b>	Not only students but teachers also have accepted and acknowledged the benefits of digital learning and more and more schools are turning digital. Being user friendly, more and more schools, teachers and students are moving forward to accept, teach and learn through digital platforms.
<b>GOVERNMENT INITIATIVES</b>	Government has also started installing Digital Classrooms in selected schools on a pilot basis and distributed tablets in selected areas to understanding the impact of technology in Education. Depending on the availability of the funds, this project may expand gradually.



# NAVNEET'S SCHOLASTIC STATIONERY PORTFOLIO

## PAPER STATIONERY

Around 70% is manufactured in house balance is outsourced. Sold in India as well as exported to major retailers worldwide.

Products include full range of scholastic stationery like Note books, Long books, Drawing books, Writing pads, Index Cards, etc.

Contributed 96% (INR 4,728 Million) of total Stationery Revenue (INR 4,933 Million) in FY17.

Revenue Split :

Domestic :	51% (INR 2,413 Mn)
Exports :	49% (INR 2,315 Mn)

## NON – PAPER STATIONERY

Not manufactured in house. It is outsourced under our brands and sold Pan India.

Products includes Pencils, Erasers, Sharpeners, Crayons, Geometry Sets, Rulers, Dough, Color Pastels, etc.

Contributed 4% (INR 205 Million) of total Stationery Revenue (INR 4,933 Million) in FY 17.





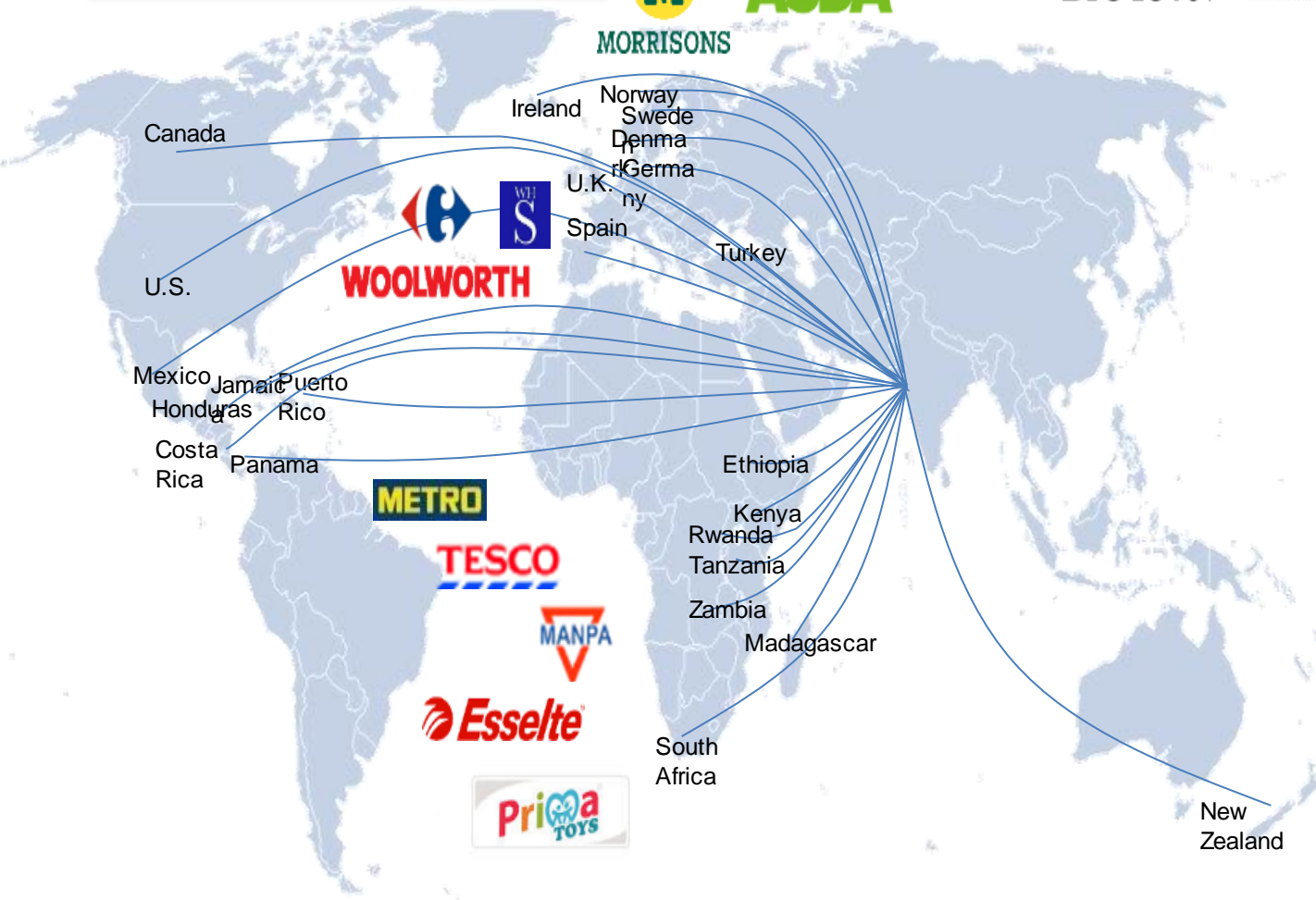
# CHARACTERISTICS OF SCHOLASTIC STATIONERY INDUSTRY IN INDIA

KEY POINTS	DESCRIPTION
<b>CATEGORY</b>	Stationery industry is categorized into Paper and Non-Paper Stationery.
<b>TYPE</b>	Paper Stationery market is highly fragmented market with more than 85% still dominated by the un-organized players. Non paper is more well established for branded players with approx. 60% dominated by them.
<b>MARKET SIZE</b>	Total Market Size of Paper stationery is anticipated at INR 100 Billion and that of Non-Paper stationery is INR 50 Billion. Both are growing at the rate of 15% per annum.
<b>MARGINS AND PRICING</b>	There is not much value addition a manufacturer can do in in paper products. Hence, the margins are very thin and pricing is always very competitive.
<b>MARKET SHARE</b>	Organized players have been gaining market share from un-organized players over the past few years. Navneet's market share may be around 2% in scholastic stationery and hence a large scope to capture the market.



# Global Presence Walmart

## International Customer Profile



MORRISONS



## Licensee Partners



## Certifications



# ACCOLADES



## Rainforest Alliance

**NAVNEET EDUCATION LIMITED**  
 SURVEY NO.100/1/4, VILLAGE SAYALI, SILVASSA  
 U.T. OF DADRA NAGAR & HAVELI – 396230  
 INDIA

**IS CERTIFIED FOR FOREST STEWARDSHIP COUNCIL™  
 CHAIN OF CUSTODY**

**Certificate Scope**

**Certificate Type:** Single Chain of Custody  
**Standard(s):** FSC-STD-40-004 V2-1  
**Product group(s):** Stationery of paper (printed and unprinted);  
 Printed materials  
**Valid from May 20, 2015 to May 19, 2020**  
**Certificate Registration Code:** RA-COC-004895

**FSC License Code:** FSC-C084597  
**Certificate Issue Number:** IN-2015-1

Additional details regarding the scope, including a full list of products and species, are available at [info.fsc.org](http://info.fsc.org).

  
 Jon Jickling, Director, Certification  
 Rainforest Alliance  
 233 Broadway, 28th Floor New York, NY 10279 USA

**RAINFORREST ALLIANCE IS AN FSC® ACCREDITED CERTIFIER**


The validity of this certificate shall be verified on [info.fsc.org](http://info.fsc.org).  
 This certificate does not constitute evidence that a particular product supplied by the certificate holder is FSC certified and/or FSC Controlled Wood. Products offered, shipped or sold by the certificate holder can only be considered covered by the scope of this certificate when the required FSC claim is clearly stated on invoices and shipping documents.

*This certificate is the property of Rainforest Alliance. This certificate and all copies or reproductions of this certificate shall be returned or destroyed if requested by Rainforest Alliance.*

Version July 2013




**FOREST STEWARDSHIP COUNCIL™  
 CHAIN OF CUSTODY**



## MANAGEMENT SYSTEM CERTIFICATE

Certificate No: 18985-2008-AQ-IND-UKAS      Initial certification date: 13, February, 2008      Valid: 11, November, 2016 - 15, September, 2018


This is to certify that the management system of

**Navneet Education Limited**  
 Navneet Bhavan, Bhavani Shankar Road, Dadar (W), Mumbai - 400 028, Maharashtra, India  
 and the sites as mentioned in the appendix accompanying this certificate


has been found to conform to the Quality Management System standard:  
**ISO 9001:2008**

This certificate is valid for the following scope:  
**Design, development & manufacturing of stationery and printed educational books**

Place and date:  
 Chennai, 07, November, 2016



For the issuing office:  
 DNV GL – Business Assurance  
 ROMA, No. 10, GST Road, Alandur,  
 Chennai - 600 016, India

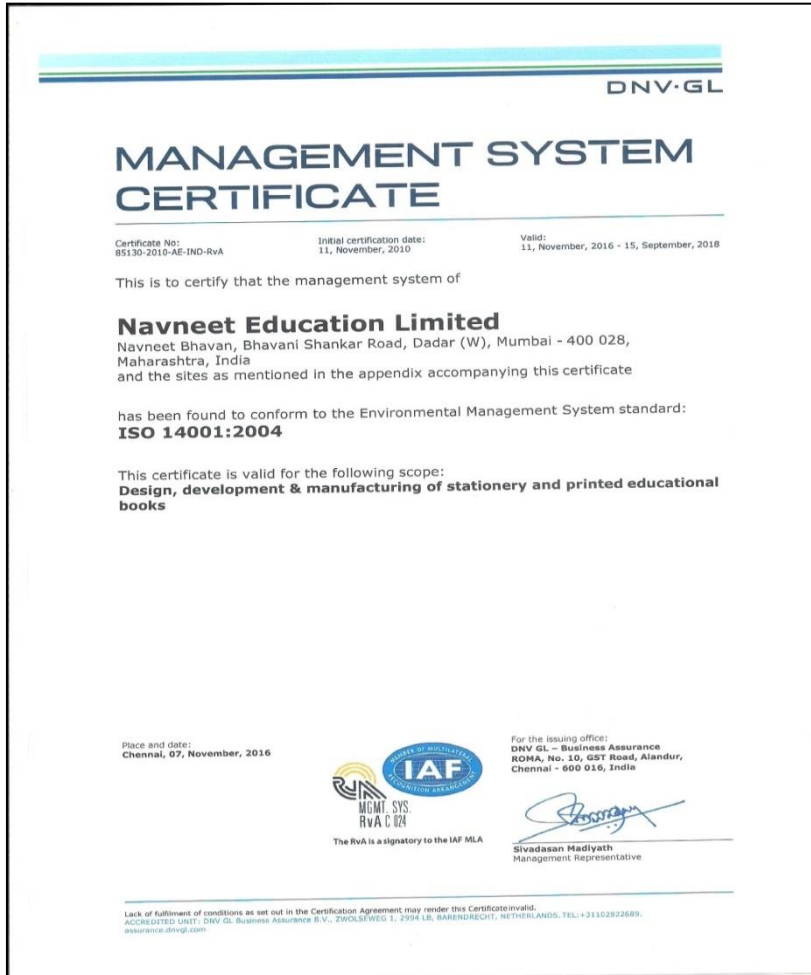
  
 Sivadasan Madiyath  
 Management Representative

Lack of fulfillment of conditions as set out in the Certification Agreement may render this Certificate invalid.  
 ACCREDITED UNIT - DNV GL Business Assurance UK Limited, Palace House, 3 Cathedral Street, London SE190E, United Kingdom.  
 TEL: +44(0) 207 337 6000; assurance.dnvgl.com

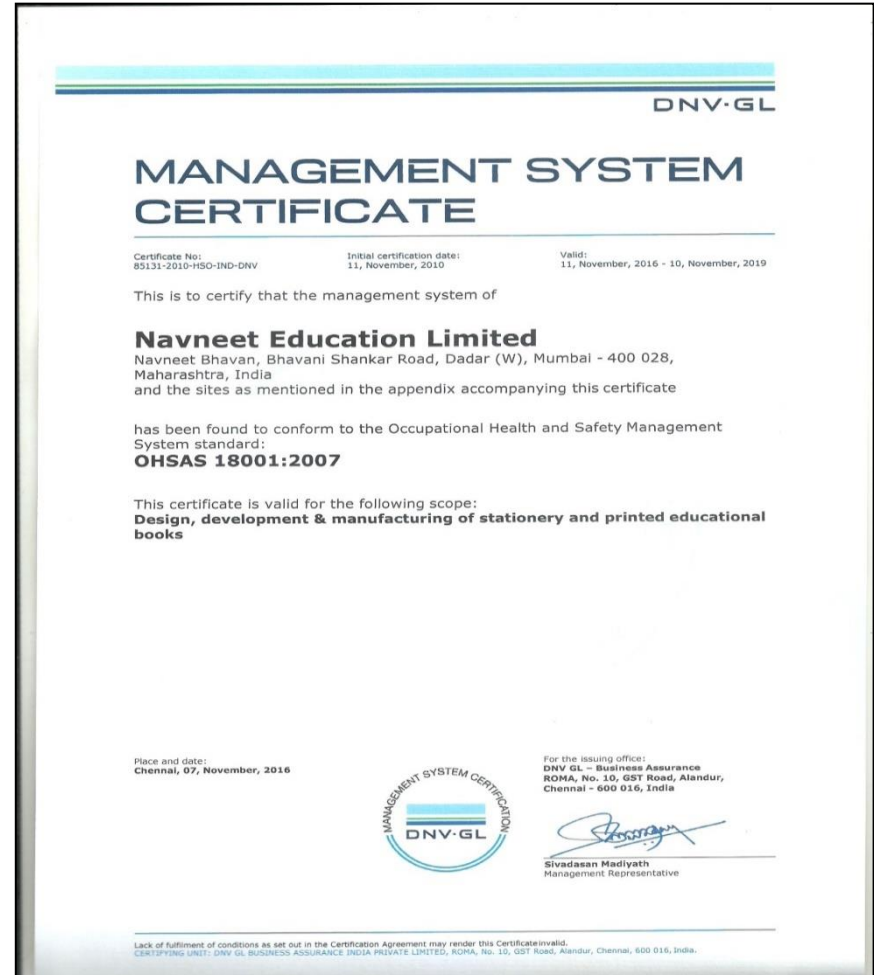
**ISO 9001 : 2008(Systems)**



# ACCOLADES



**ISO 14001 : 2004 (Environment)**



**OHSAS 18001 : 2007 (Health & Safety)**



# NAVNEET'S STRENGTHS IN STATIONERY

KEY POINTS	DESCRIPTION
<b>FIRST ENTRANT ADVANTAGE</b>	Navneet was the First Organized Brand to enter the Stationery business in India way back in 1995 to bring out standardized products with the Number of Pages and MRP printed on it, full size note books, shrink wrap packets in carton packing.
<b>PRESENCE</b>	Navneet's Stationery products are marketed and are available Pan India across 85,000+ retail stores which makes its presence felt.
<b>MANUFACTURING</b>	Navneet has 2 manufacturing plants for Paper stationery at Silva's and Khaniwade (near Mumbai) which has a capacity to produce 150 tons per day. It also outsources manufacturing from Vapi, Vasai, Kanpur and Bangalore.
<b>QUALITY AND STANDARDS</b>	All company owned plants are ISO 9001-2000 certified and follow highest International Manufacturing Standards.
<b>ENVIRONMENT FRIENDLY</b>	Eco-Buddy Paper is used for most of the products which is Environmental Friendly and hence preferred by Leading International Retail Chains.



# STATISTICS

PAPER AND NON PAPER STATIONERY		
	PAPER STATIONERY	NON-PAPER STATIONERY
<b>Market size in India</b>	INR 100 Billion	INR 50 Billion
<b>Organized players' market share</b>	15 %	60 %
<b>Navneet's market share in organized segment</b>	15 %	1.5 %

## NAVNEET'S CORE COMPETENCE

1. Navneet has a strong Sales team of 450+ who ensure that Navneet's products are available with leading retailers in the Country
2. Strong distribution network of 1,200 Distributors, 16 C&F and 3 Mother Depots.



# ENCYCLOPAEDIA BRITANNICA INDIA

KEY POINTS	DESCRIPTION
<b>ABOUT</b>	Encyclopaedia Britannica India (“EB India”) is one of India’s leading Pre K-12 curricular educational publisher; started publishing operations in India in 2009.
<b>PRODUCTS</b>	Extensive product catalogue comprising educational, instructional and information products & technology solution.
<b>OFFERINGS</b>	Offers specialized curricular learning solutions consisting of textbooks, interactive student and teacher resources, and teacher training materials.
<b>REACH</b>	Pan-India presence with footprint reaching ~5 Million students through 14,000 schools. Key export markets include Sri-Lanka, Nepal, GCC.

## MILESTONES ACHIEVED



REACH



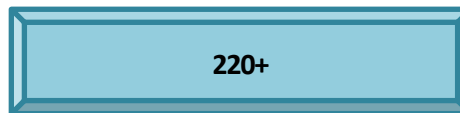
USAGE OF PRODUCTS



SECTOR



LOCATIONS



EMPLOYEES



CURRICULUM



# INVESTMENT IN K12TECHNO SERVICES

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

12

No. of Schools (CBSE)

4

Locations

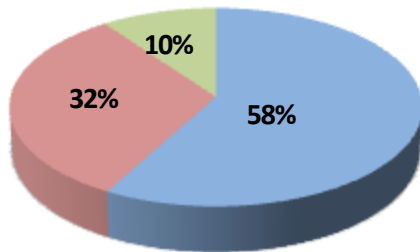
13,500

No. of Students

19,500

Capacity

## SHAREHOLDING



■ Sequoia Capital

■ Navneet Learning LLP

■ Management (ESOP)

Locations	No. of Schools
Mumbai	5
Pune	1
Bangalore	5
Hyderabad	1
<b>TOTAL</b>	<b>12</b>





# CORPORATE SOCIAL RESPONSIBILITY



## Internal Stakeholders

Housing at subsidized rates in Central Mumbai

Dedicated housing facilities near manufacturing plants

Subsidized food for employees

## External Stakeholders

Setting of question papers for over 5,500 schools in Gujarat with minimum logistic charges

Three charitable hospitals established in Mumbai under the name Navneet Hospitals

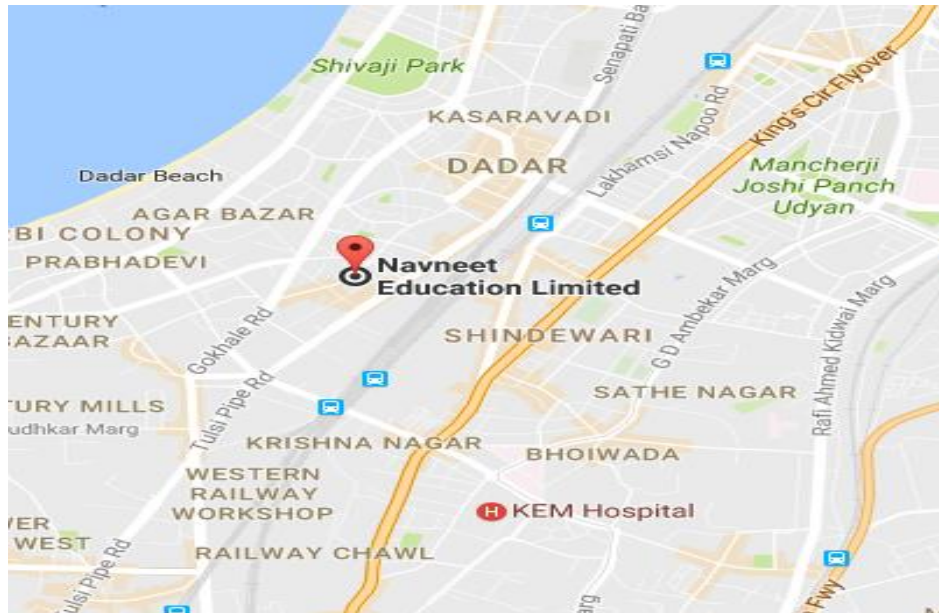
Sponsorships to over 100 schools annually for cultural events

Annual felicitation of teachers belonging to State Government

Free books & stationery distributed to under privileged children from over 60 trusts



# 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

**Roomy Mistry | Head - Investor Relations | Navneet Education Limited**

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

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

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