



Knowledge is wealth

INVESTOR PRESENTATION

as on 15th May, 2019

A PREMIUM EDUCATION HOUSE



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The image features a circular inset on the left side showing a group of school children in uniform running on a track. The background of the entire image is a light gray color filled with a repeating pattern of white line-art icons representing various educational and creative concepts such as lightbulbs, gears, books, pencils, and charts. The text 'COMPANY OVERVIEW' is written in a bold, blue, sans-serif font, positioned in the lower-left quadrant of the circular inset.

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.



Mission

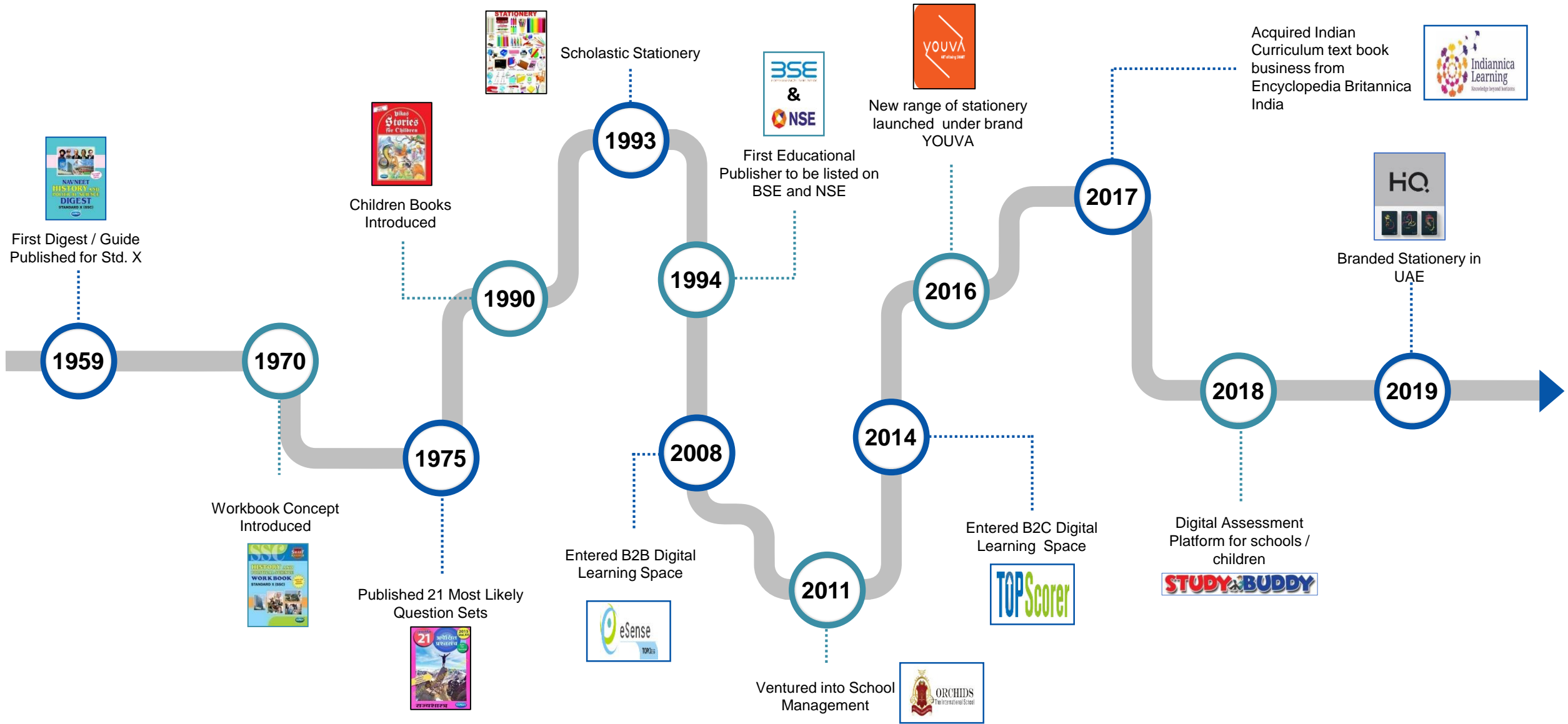
- To provide students with best quality supplementary study material and curriculum text books at affordable price.
- To harness the power of Information Technology and bring home its wonder to children through e-learning.
- To provide students with scholastic stationery products.



Core Values

- Excellence**
- Proactive**
- Student Centric**
- Transparency**

6 DECADES OF NAVNEET – A SNAPSHOT



35 Mn+
Students using
Navneet products

5,500+
No. of Titles

25,000+
No. of State Board
Schools visited
annually

8,500+
CBSE / ICSE
Schools visited
annually

300+
No. of Authors

2
Presence in States
for Supplementary
Books

600+
SKU's in
Stationery

5
Mediums /
Languages for
State Board
Publications

350+
Hours of Digital
Library

4,000+
Digital
Classrooms

3,000+
No. of Employees

3
Printing /
Manufacturing
Locations

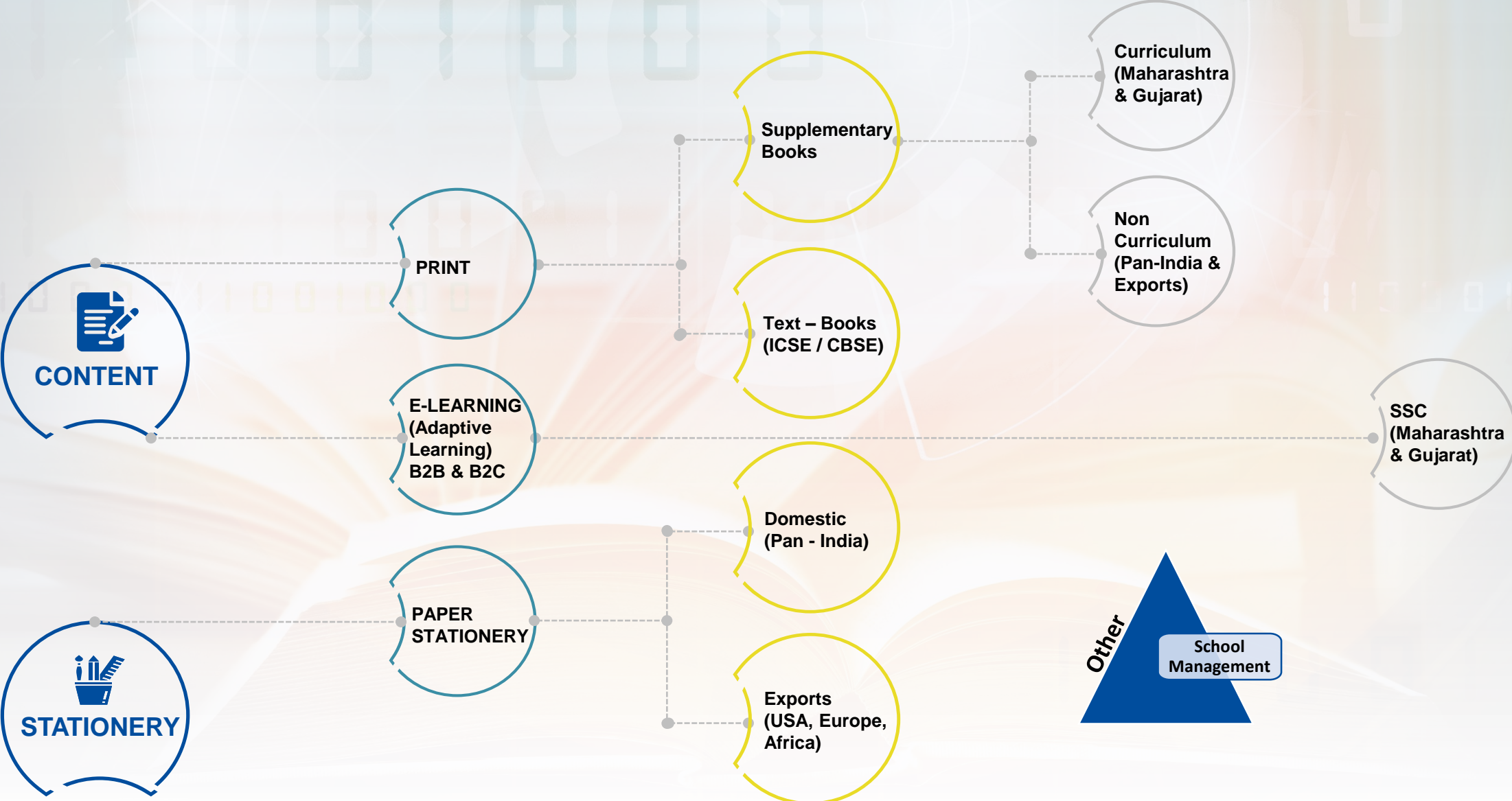
48,000+
Presence in Retail
Outlets for
Stationery in India

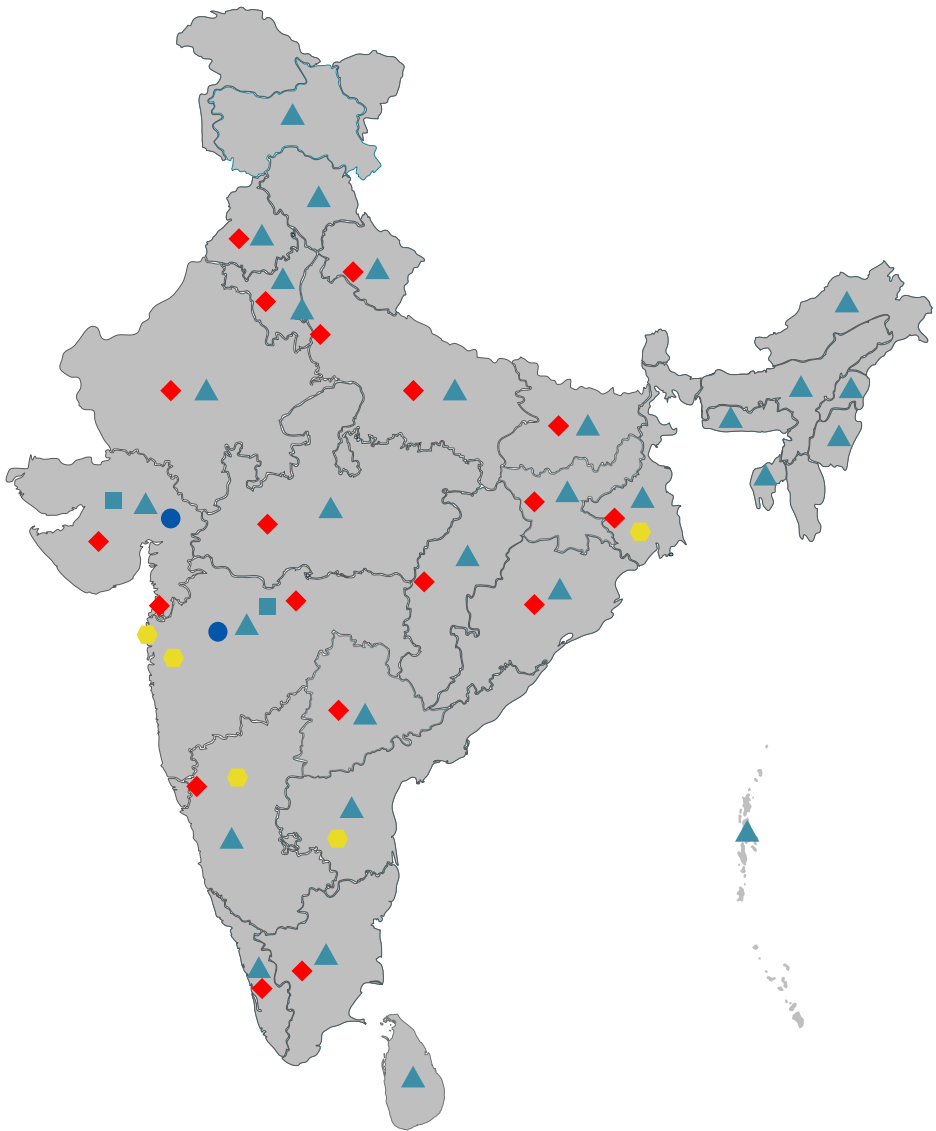
1 Lakh+ Tons
Paper
consumed






25+
Presence in
Countries for
Paper Stationery



**NAVNEET
GROUP
BUSINESS**





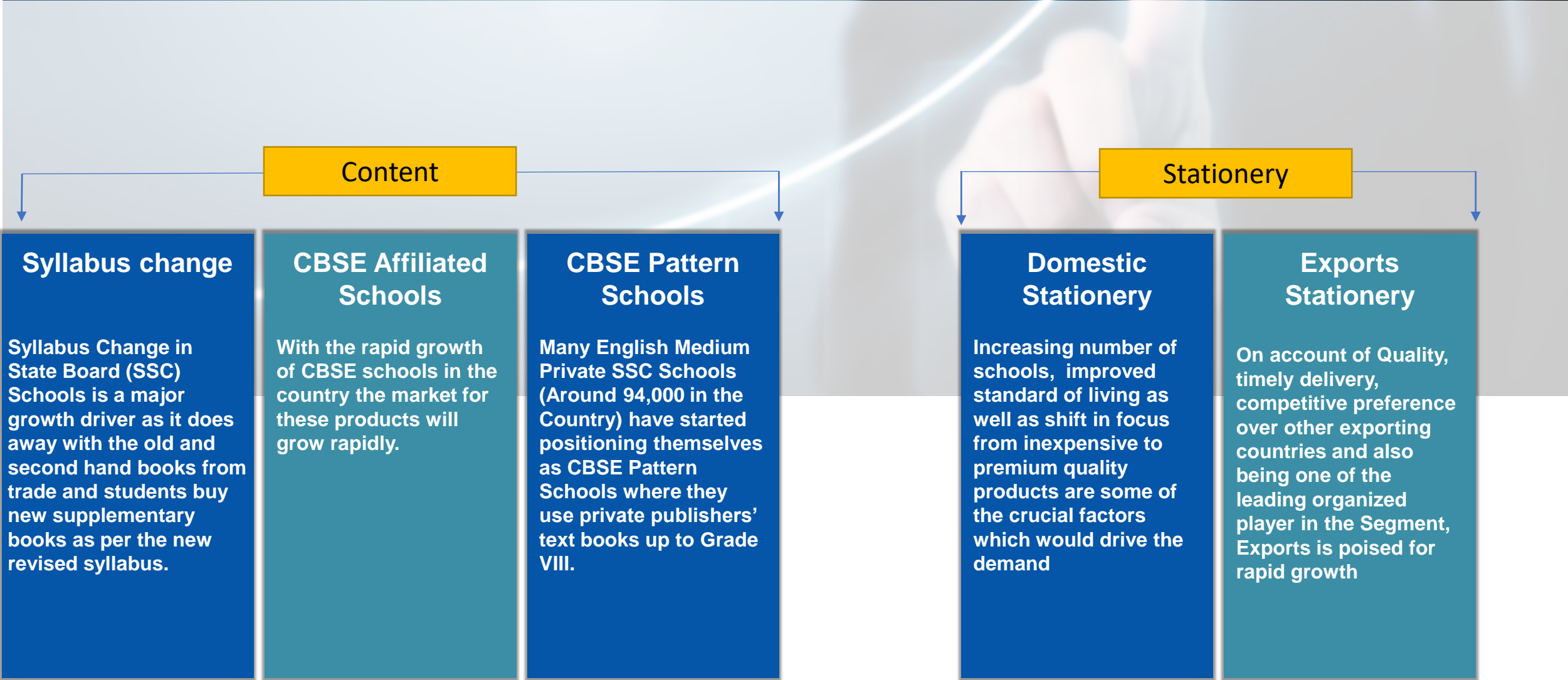
-  **Supplementary Books**
Maharashtra & Gujarat
-  **Digital Presence**
Maharashtra & Gujarat
-  **Orchid International**
Mumbai, Pune, Bengaluru, Hyderabad and Kolkata
-  **Text Books**
Andaman & Nicobar, Andhra Pradesh, Arunachal Pradesh, Assam, Bihar, Chhattisgarh, Delhi, Gujarat, Haryana, Himachal 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 | 5. Jamaica | 9. Ireland | 13. Germany | 17. Ethiopia | 21. Zambia | 25. UAE |
| 2. U.S. | 6. Puerto Rico | 10. Norway | 14. U.K. | 18. Kenya | 22. Madagascar | |
| 3. Mexico | 7. Costa Rica | 11. Sweden | 15. Spain | 19. Rwanda | 23. South Africa | |
| 4. Honduras | 8. Panama | 12. Denmark | 16. Turkey | 20. Tanzania | 24. New Zealand | |

INTERNATIONAL CUSTOMER PROFILE

Walmart, MORRISONS, TARGET, FAMILY DOLLAR, ASDA, BIG LOTS, DOLLAR TREE, Office DEPOT, Disney · PIXAR, nickelodeon, MATTEL, Disney, Walmart, Office DEPOT Max, WH S, TARGET, FSC, BSCI, H, WOOLWORTH, METRO, TESCO, MANPA, Esselte, priCoa TOYS, Precious Moments, ESSENDANT BEYOND ESSENTIAL, MARVEL



4,000+
Digital Classrooms using
Top Class

20,000+
Teachers trained

1,20,000+
Students learning
through Top Class

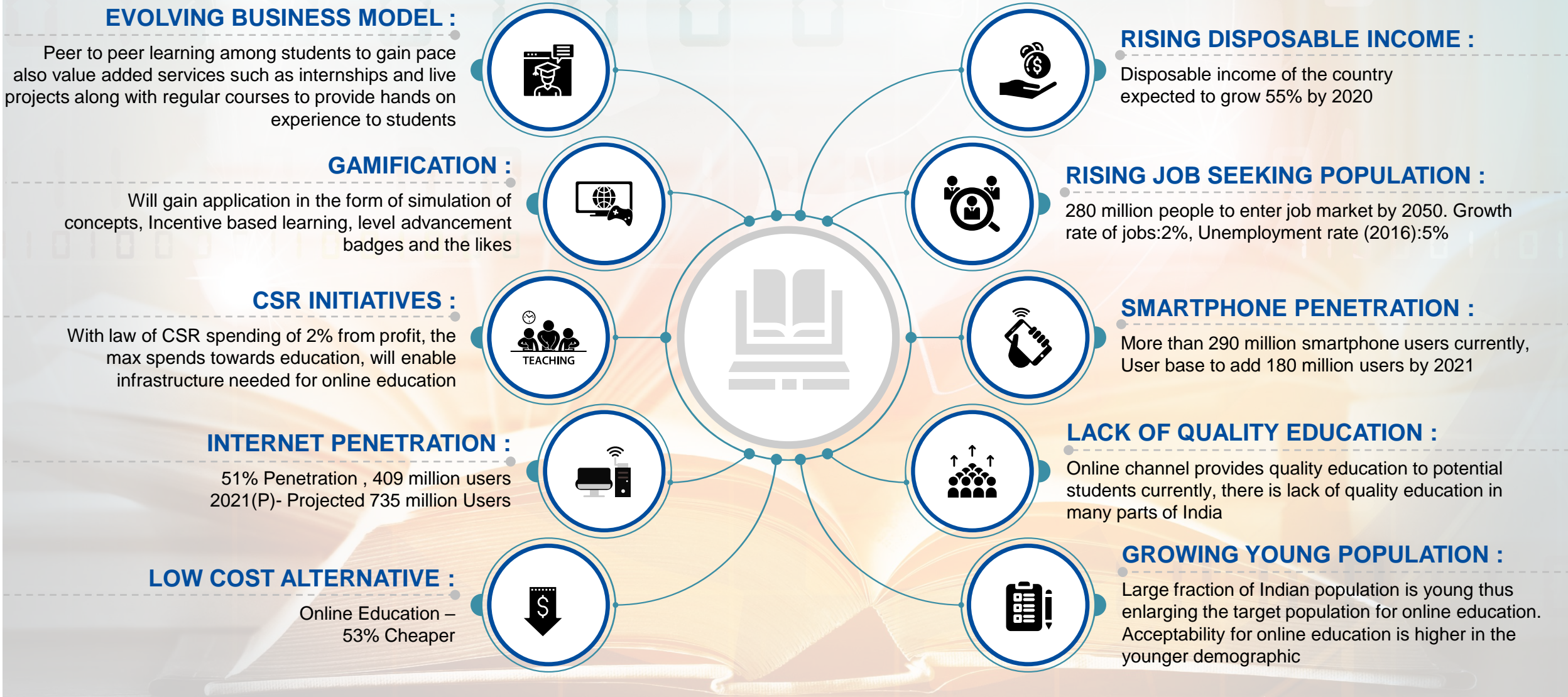
150+
Team of authors,
Illustrators and animators

350+
Hours of digital content

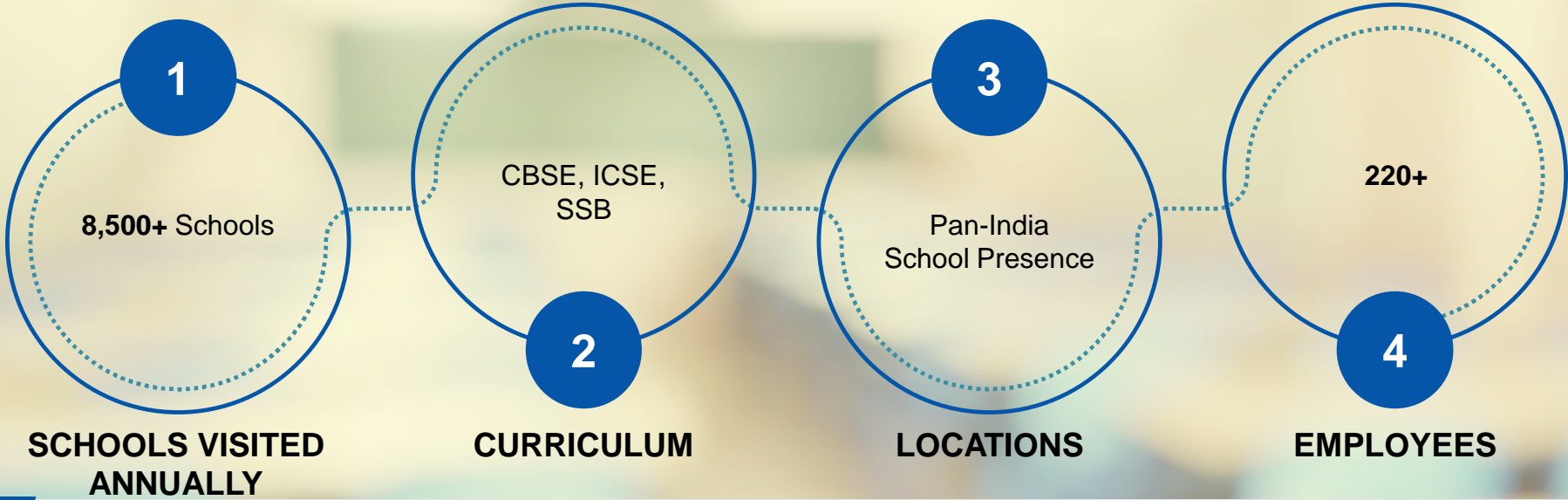
15,000+
Videos

2,00,000+
MCQs

GROWTH DRIVERS - E-LEARNING EDUCATION



Source: KPMG



TARGET REACH

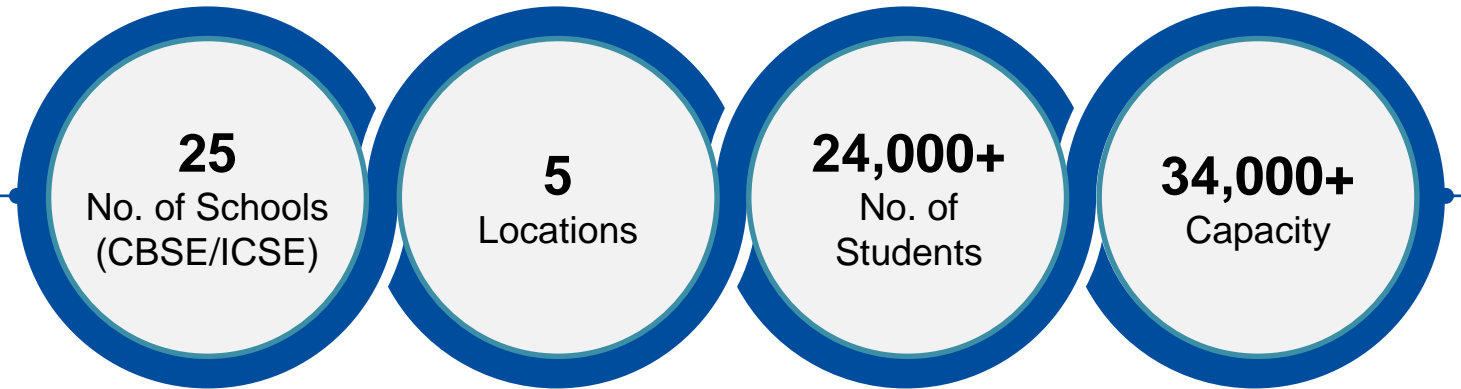
25,000+ CBSE / ICSE & 20,000+ SSC Schools

- 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.

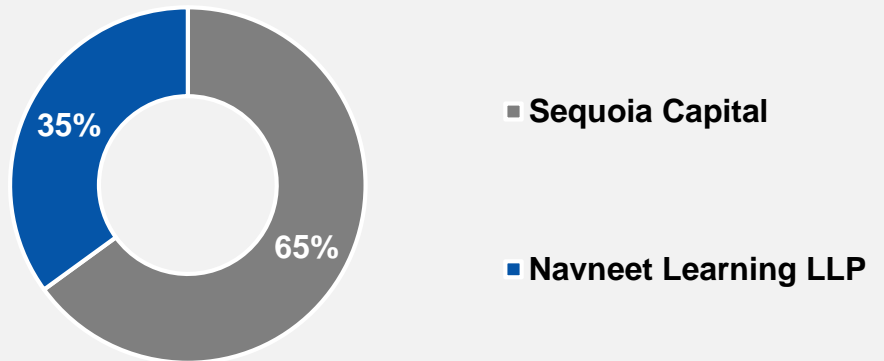
Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.



ORCHIDS – THE INTERNATIONAL SCHOOL



SHAREHOLDING



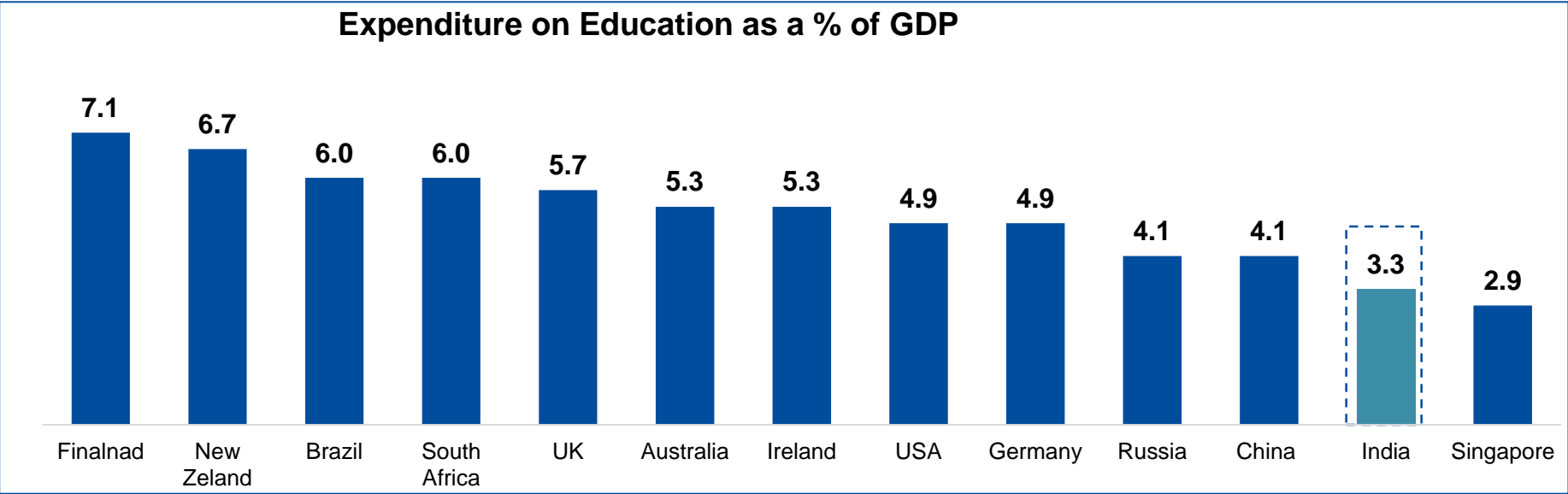
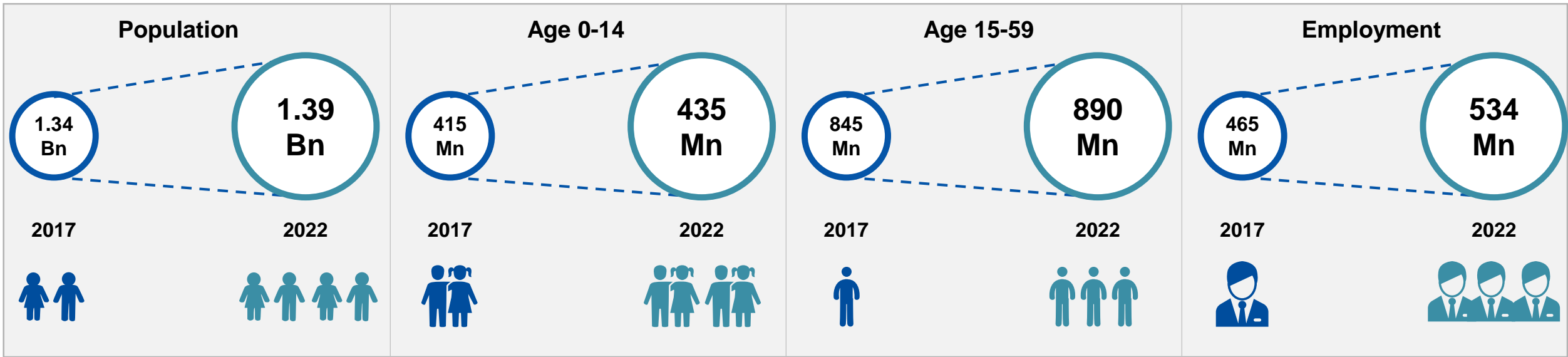
Locations	No. of Schools
Bangalore	11
Mumbai	9
Hyderabad	1
Pune	3
Kolkata	1
TOTAL	25

- 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 OVERVIEW



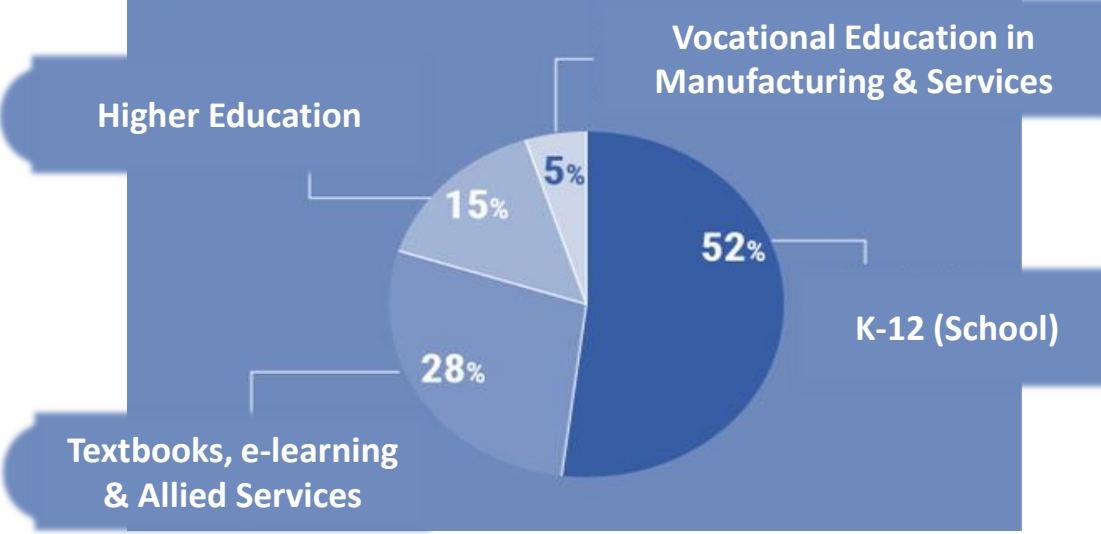
Source: World Bank, Census Data

HOW BIG IS INDIA'S EDUCATION MARKET

K-12 segment offers the largest market in business



Figures in dollar and billion



Source: Technopak Analysis

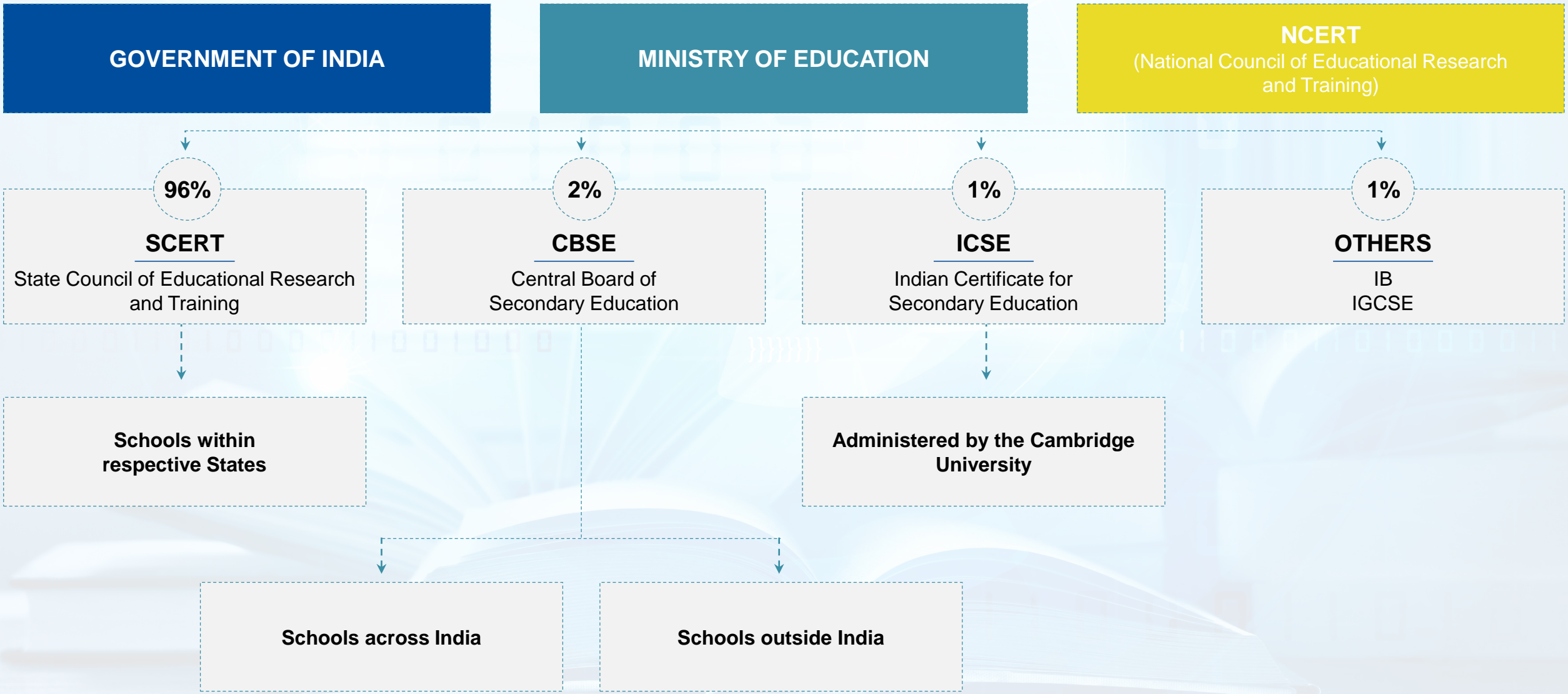
Segments

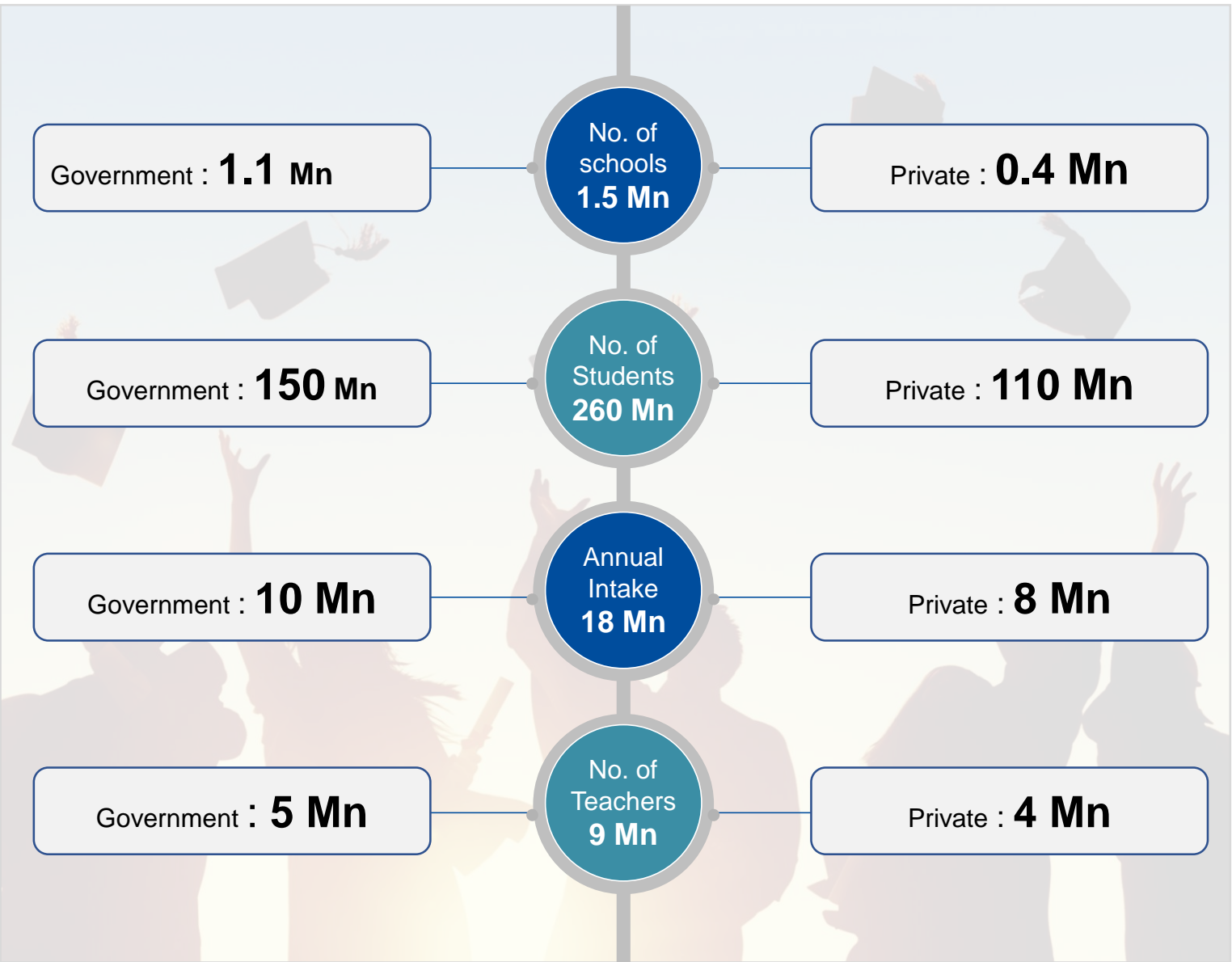
Market Opportunity

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

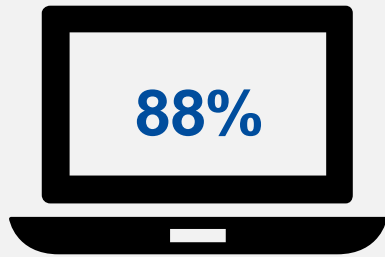
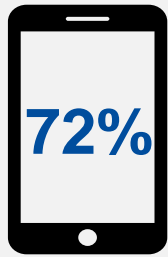
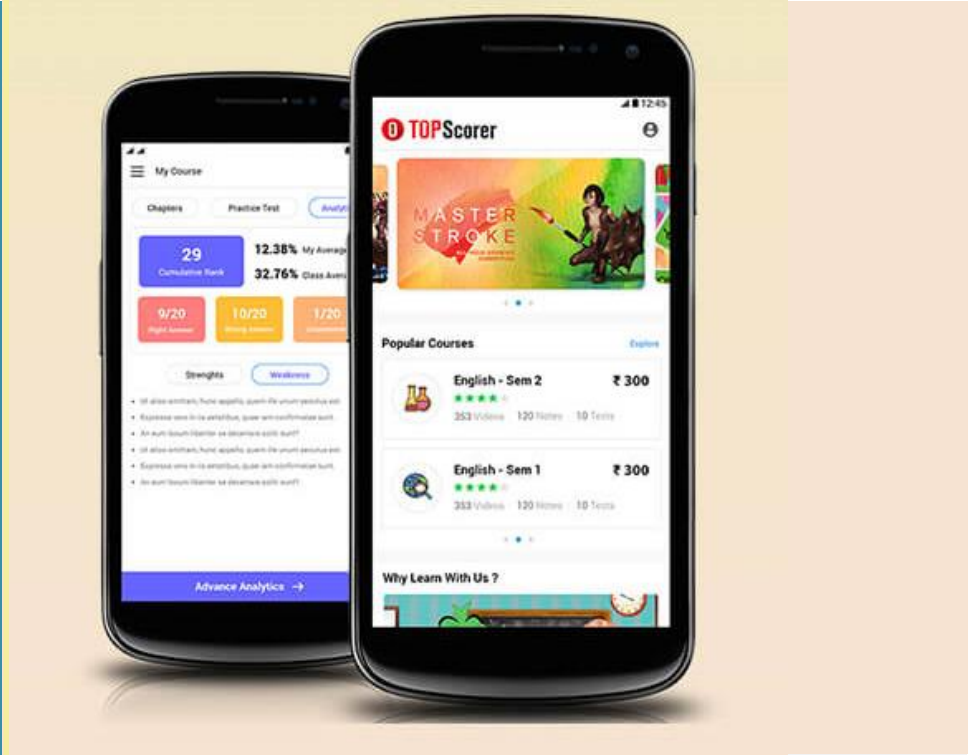
India's Online Education market size to grow by USD 1.96 billion in 2021

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

Source: KPMG



**FINANCIAL
PERFORMANCE
FY 2018-19**



STANDALONE FINANCIAL RESULTS – Q4 & FY19



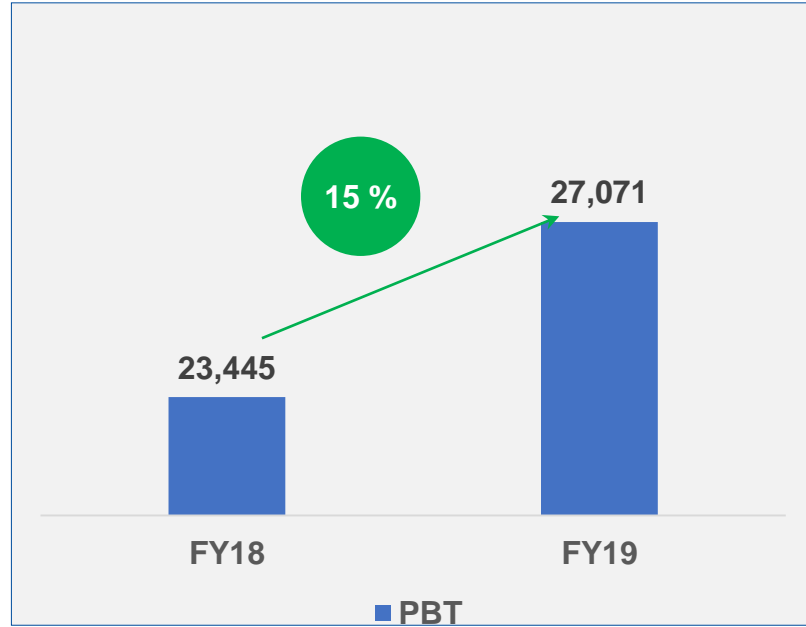
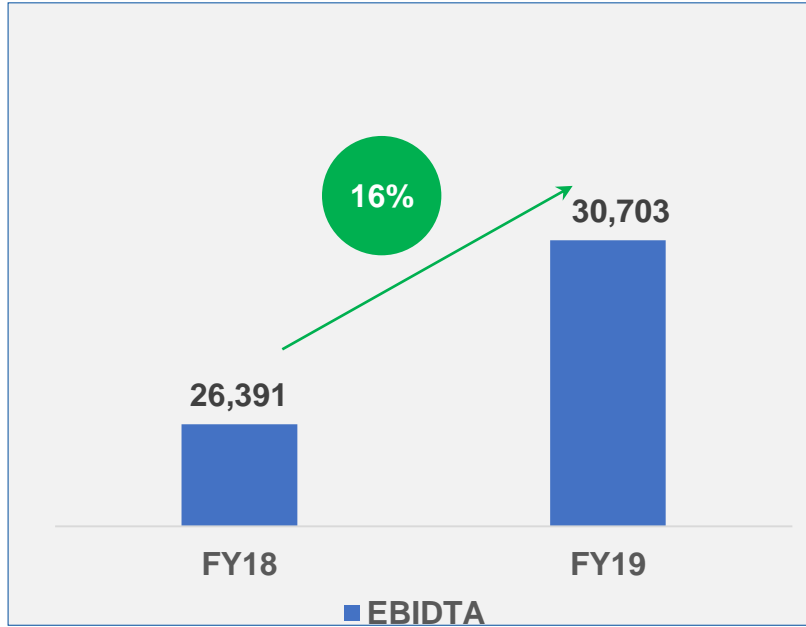
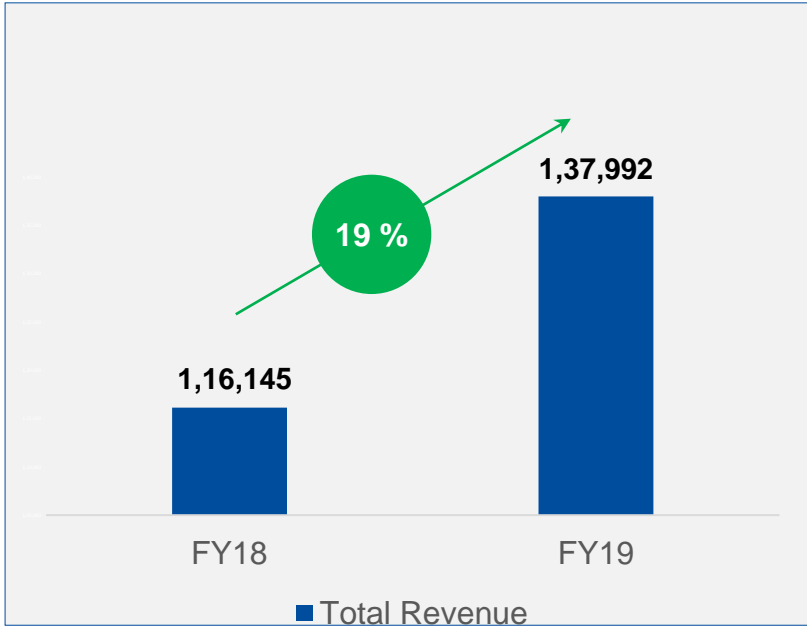
(INR in Lakh)

Particulars	Quarter ended Mar'19				Year ended Mar'19			
	Q4FY19 (Audited)	% of Revenue	Q4FY18 (Audited)	% of Revenue	YTD Mar'19	% of Revenue	YTD Mar'18	% of Revenue
Total Income from Operations	24,552		21,262		1,36,054		1,13,224	
Other Income	218		788		1,938		2,921	
Total Revenue	24,770		22,050		1,37,992		1,16,145	
(a) Cost of materials consumed	23,072		19,470		72,804		59,298	
(b) Purchases of stock-in-trade	20		13		89		525	
(c) Changes in inventories	(11,339)		(9,145)		(5,458)		(3,562)	
(d) Employee benefits expense	3,424		2,871		13,385		11,939	
(e) Depreciation and Amortisation	651		643		2,446		2,349	
(f) Other expenses	6,554		5,676		26,469		21,554	
Total Expenses	22,382		19,528		1,09,735		92,103	
Profit / (Loss) from ordinary activities	2,388	9.7 %	2,522	11.9 %	28,257	20.5 %	24,042	20.7 %
Finance Costs	423		172		1,186		597	
Profit / (Loss) before tax	1,965	8.0 %	2,350	11.1 %	27,071	19.6 %	23,445	20.2 %
(a) Provision for Taxation	514		652		9,534		8,287	
(b) Provision for Deferred Tax	(9)		181		(180)		(174)	
(c) Excess/(Short) Provision of the earlier year W/off / back	(8)		11		(26)		11	
Net Profit / (Loss) after tax	1,471	5.9 %	1,506	6.8 %	17,747	12.8 %	15,321	13.1 %
Other Comprehensive Income (OCI) net of tax	306		(377)		392		(470)	
Total Comprehensive Income	1,777	7.2 %	1,129	5.1 %	18,139	13.1 %	14,851	12.8 %

YEARLY NUMBERS OVERVIEW

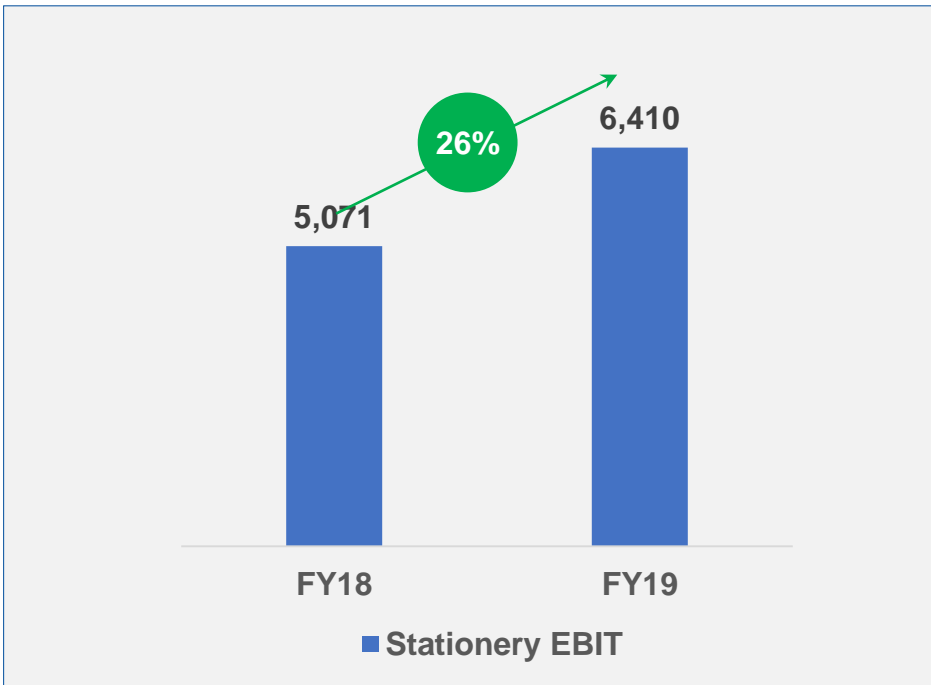
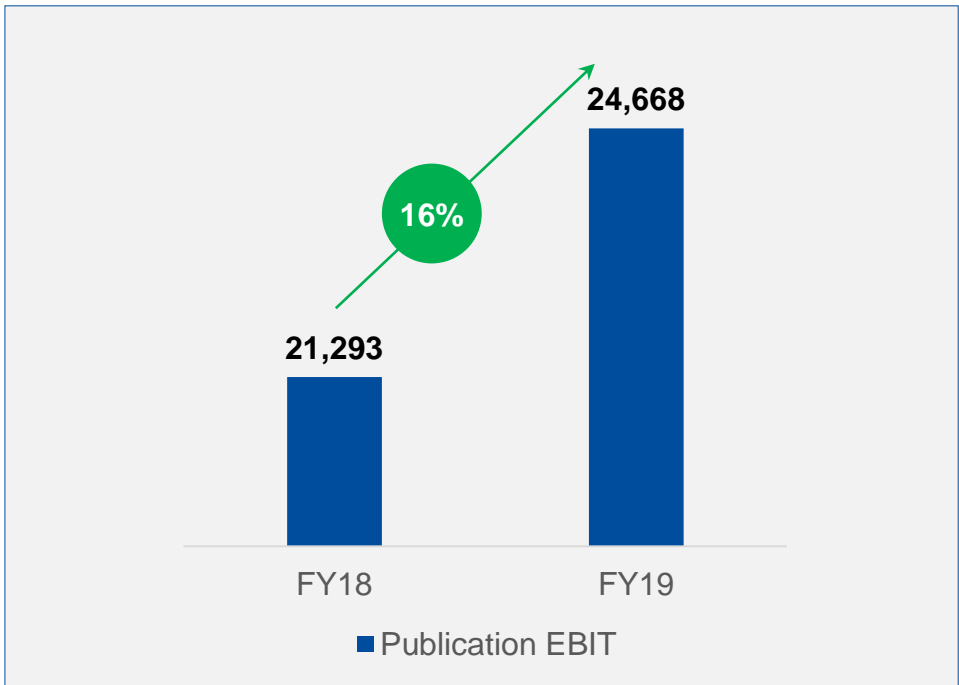


(INR in Lakh)



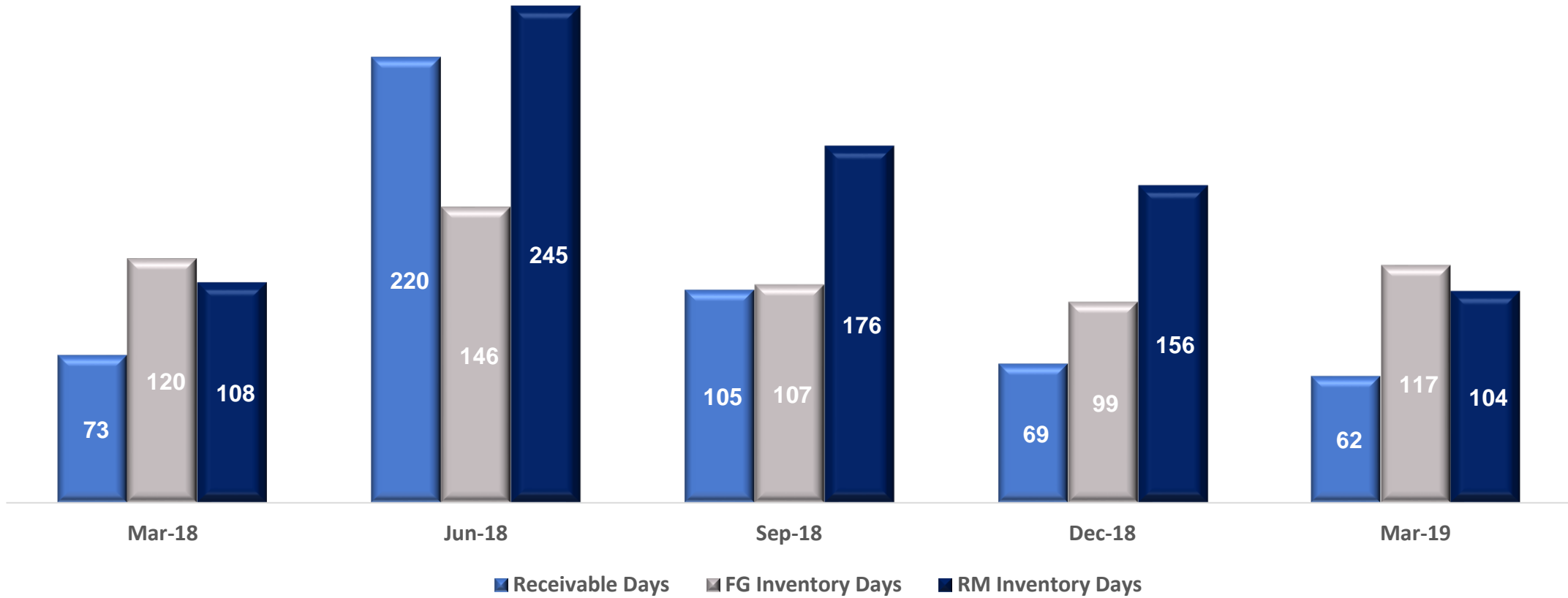
Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
		↑ 13%	↑ 2%
FY19	71,076	26,828	37,923
FY18	62,821	26,295	23,702

(INR in Lakh)



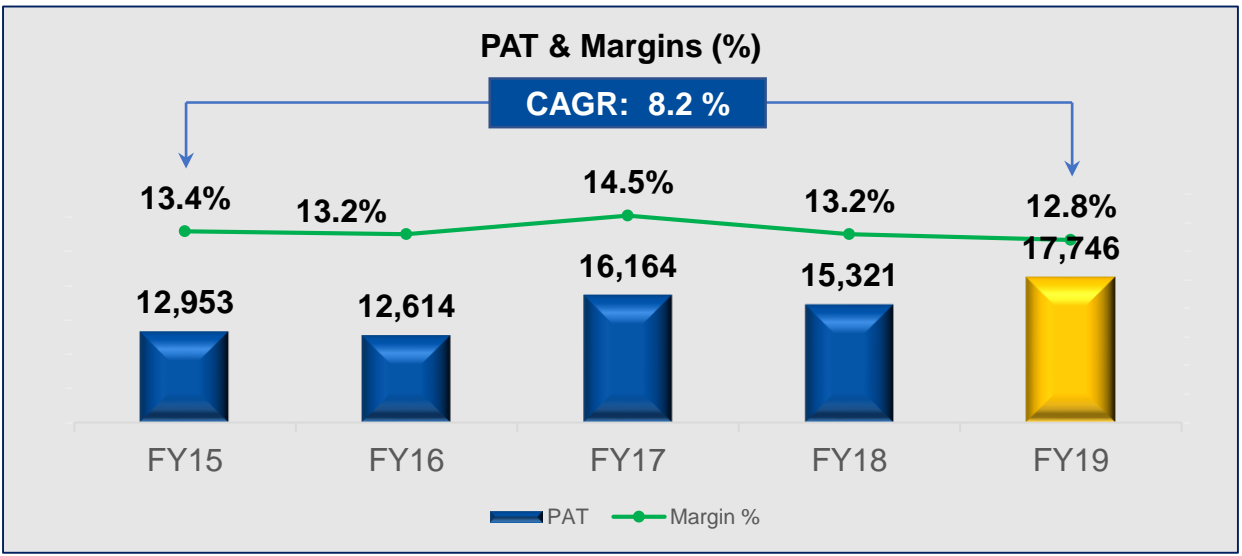
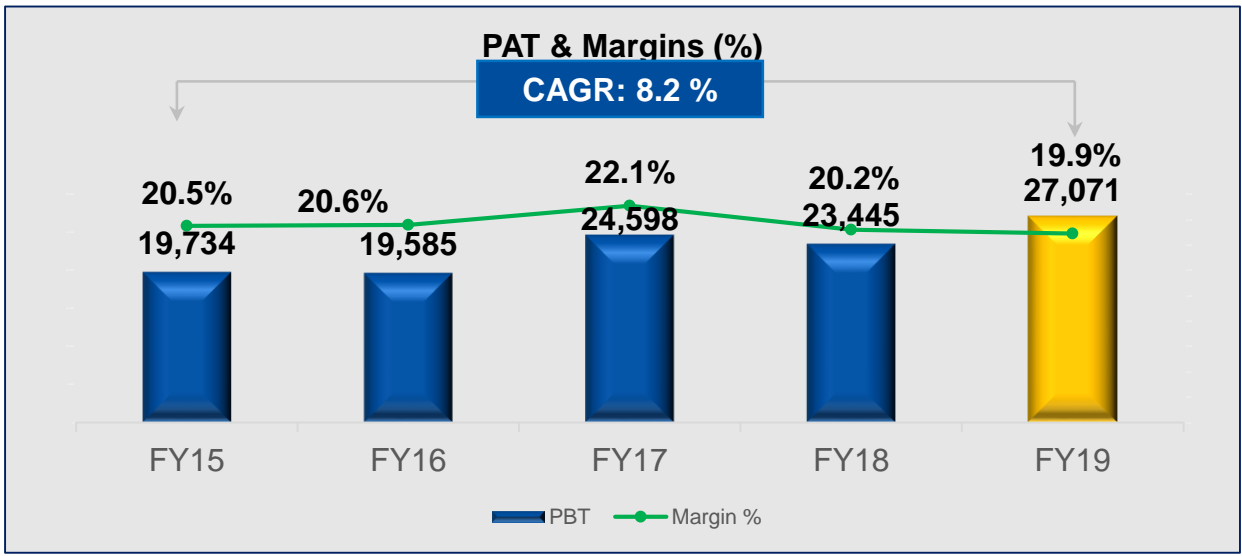
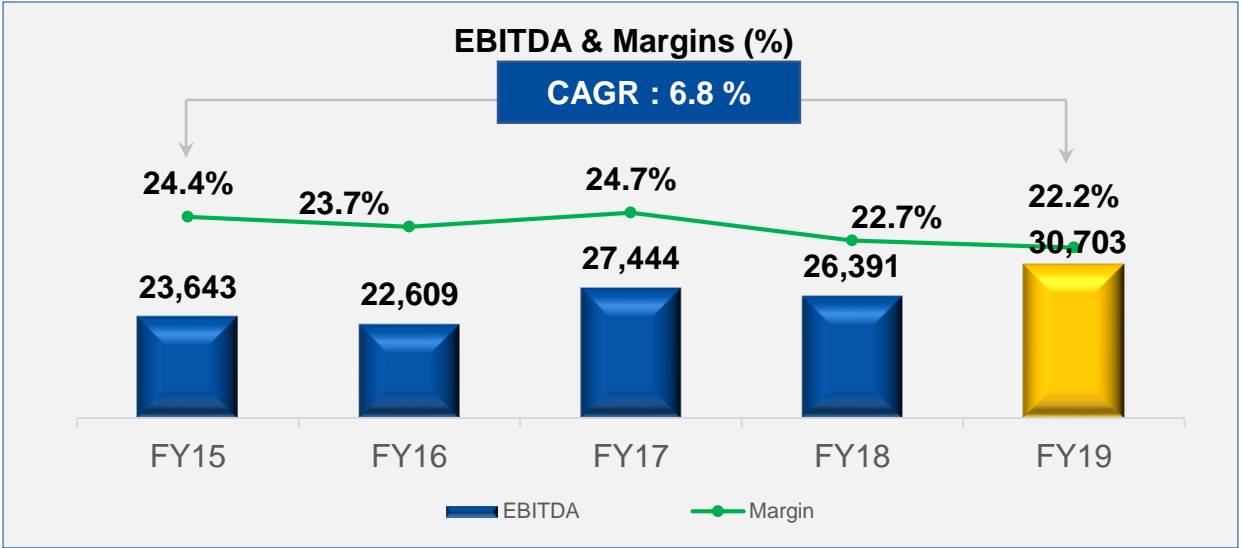
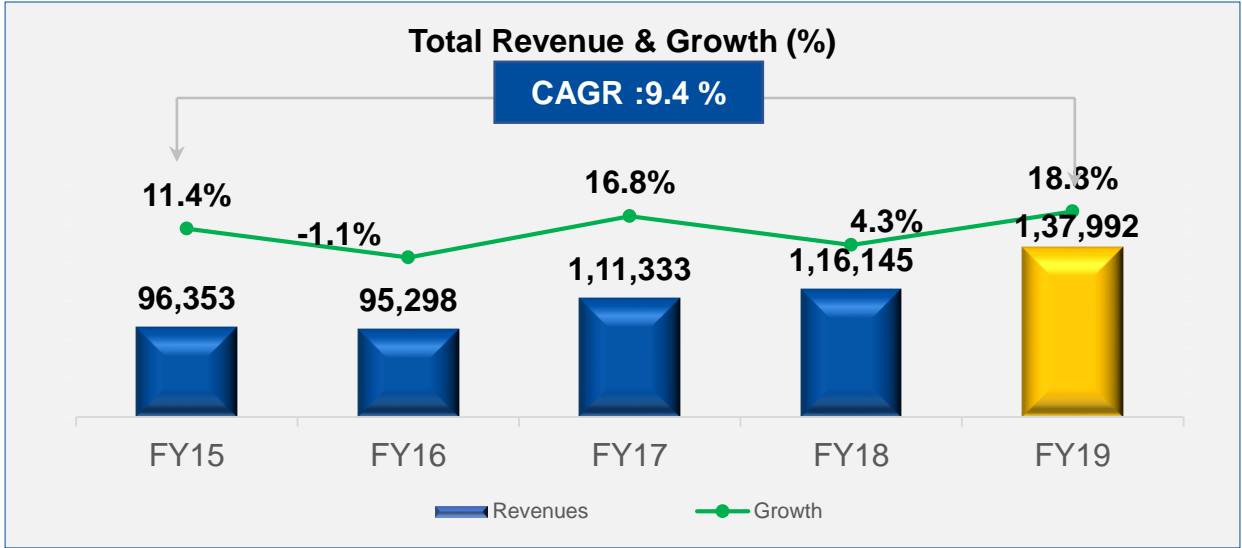
(INR in Lakh)

Particulars	As at 31 st March, 2019	As at 31 st March, 2018
ASSETS		
Non-current assets	43,496	39,169
Current assets		
(a) Inventories	52,774	41,234
(b) Financial assets	-	-
(i) Trade receivables	21,986	25,139
(ii) Cash and cash equivalents	1,804	558
(iii) Others	4,965	2,317
(c) Other Current Assets	4,548	5,103
Total current Assets	86,078	74,351
TOTAL ASSETS	1,29,574	1,13,519
EQUITY		
(a) Equity share capital	4,577	4,671
(b) Other equity	82,619	76,170
Total equity	87,196	80,841
LIABILITIES		
Non-Current liabilities	1,542	1,364
Current liabilities		
(a) Financial liabilities	-	-
Borrowings	29,501	21,197
(ii) Trade payables	5,212	5,064
(iii) Other financial liabilities	3,712	2,610
(b) Other current liabilities	2,410	2,441
Total current liabilities	40,836	31,314
TOTAL EQUITY AND LIABILITIES	1,29,574	1,13,519



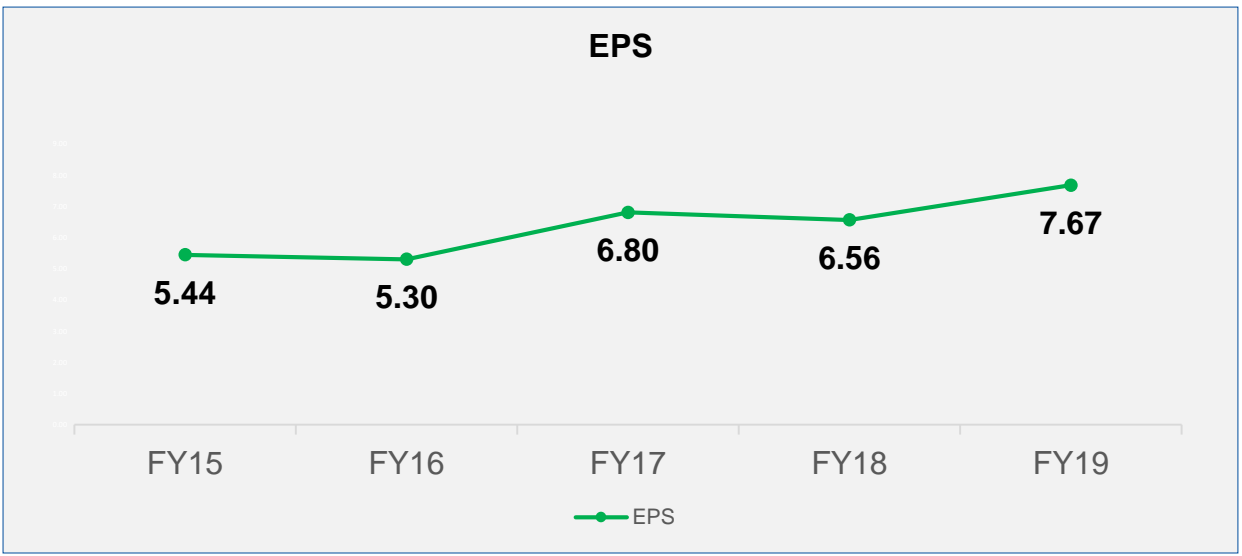
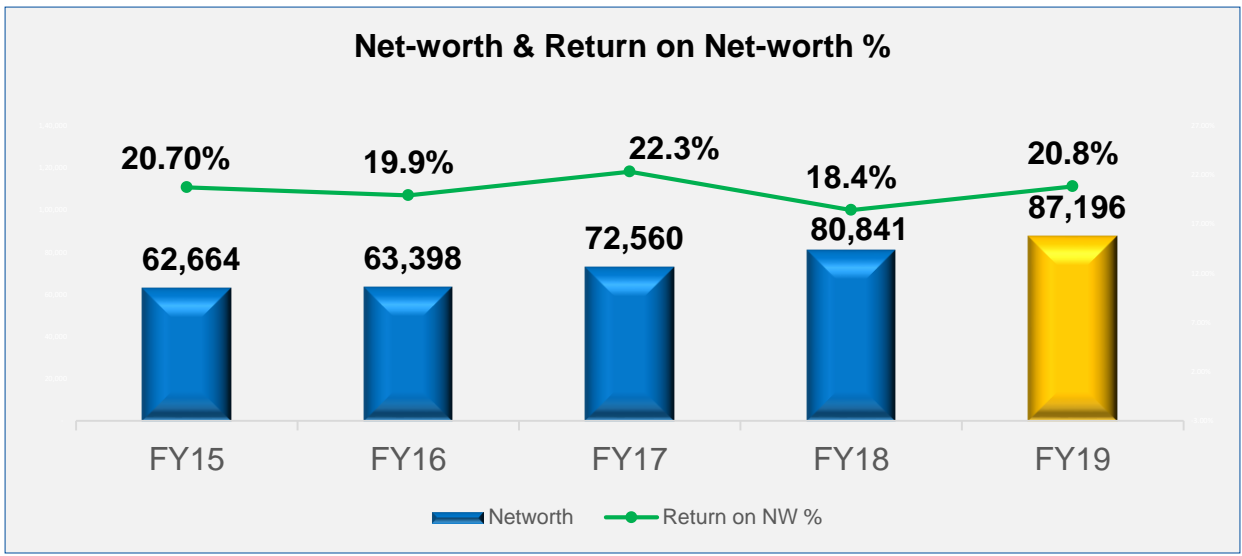
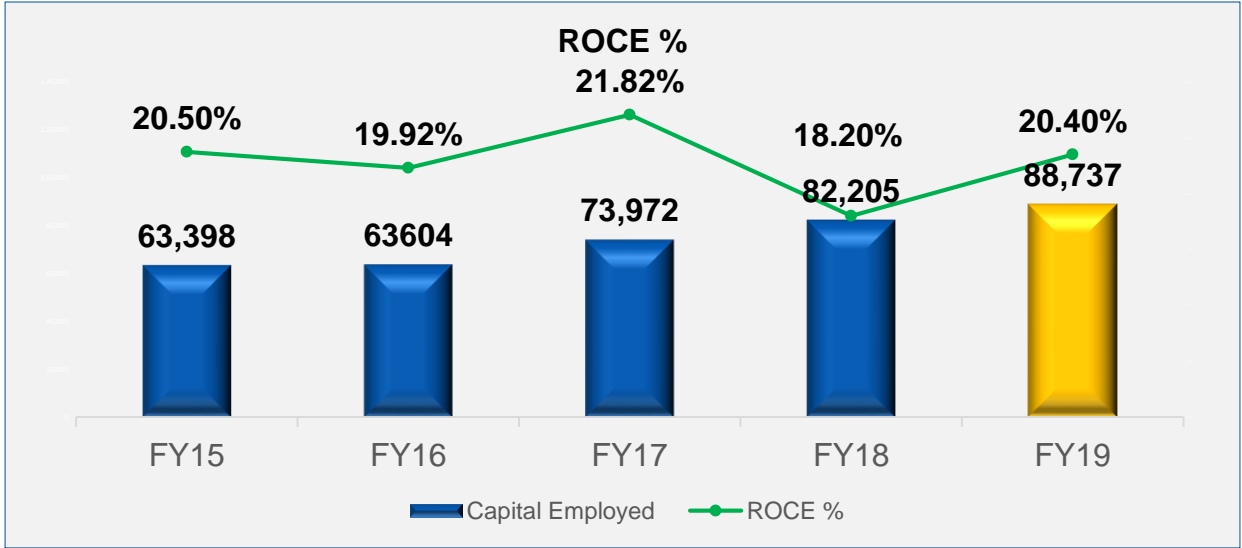
STANDALONE FINANCIALS (LAST 5 YEARS)

(INR in Lakh)



PROFITABILITY & OWNERSHIP PERFORMANCE

(INR in Lakh)

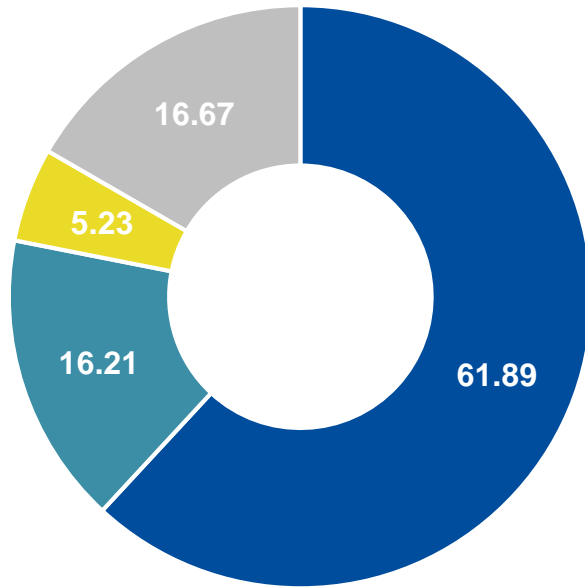


SNAPSHOT OF CONSOLIDATED FINANCIAL RESULTS

(INR in Lakh)

Revenue from Operations			Summary of EBITDA		Summary of PAT	
	2018-19	2017-18	2018-19	2017-18	2018-19	2017-18
NEL	1,36,054	1,13,224	30,703	26,392	17,747	15,322
eSense	2,330	1,730	291	(251)	(113)	(510)
Indiannica	6,447	5,740	(1,967)	(1,062)	(2,865)	(1,939)
NLLP	-	-	(2)	(2)	(2)	(2)
NHKL	213	-	(4)	(2)	(4)	(2)
K12	-	-	-	-	561	(14)
Inter co Adjust	(542)	(293)	(249)	(233)	(41)	(119)
Total	1,44,501	1,20,400	28,772	24,843	15,282	12,736

Shareholding as at Mar 31, 2019

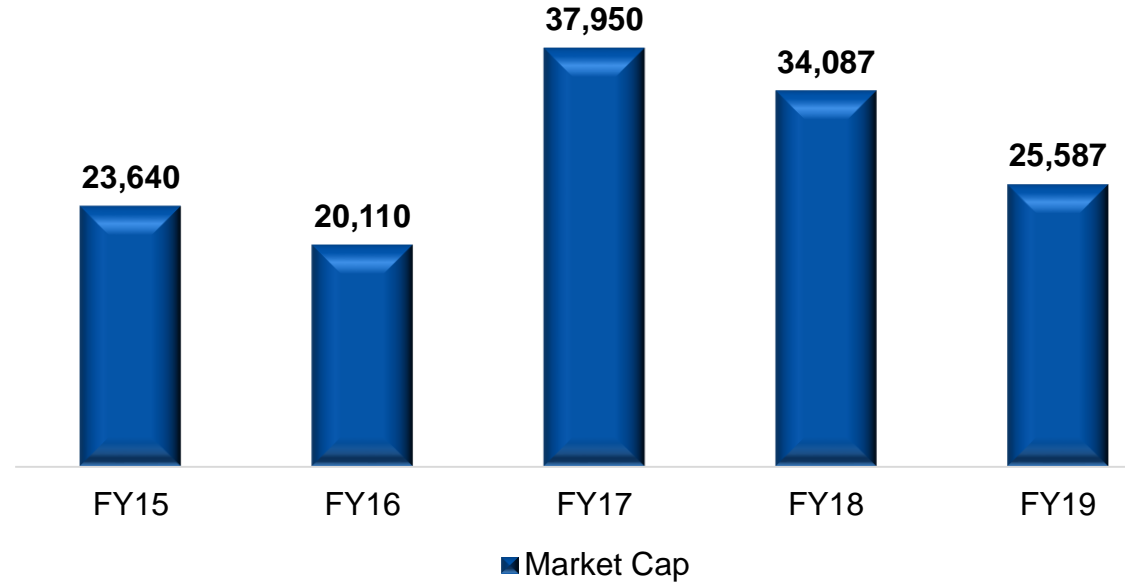


- Promoter & Promoter Group
- Domestic Institutional Investors
- Foreign Institutional Investors
- Non-Institutional Investors

Trusted by **25,000+** Shareholders

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

(INR 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



Knowledge is wealth



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Corporate Identity Number L22200MH1984PLC034055

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Navneet Bhavan, Bhavani Shankar Road, Dadar-(West), Mumbai –
400028.

Website: www.navneet.com

E-mail Id: investors@navneet.com

Investor Relations Contact

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