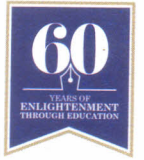




Knowledge is wealth



NEL/BSE/87/2020

Date: 17<sup>th</sup> June, 2020

**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 Financial Results**

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q4 & Audited Results of FY 20 presentation shared with analysts and institutional investors on Statement of Standalone and Consolidated Un-audited Financial Results for the quarter ended 31<sup>st</sup> March, 2020 and Standalone and Consolidated Audited Financial Results for the year ended 31<sup>st</sup> March, 2020.

The said presentation is uploaded and 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**

**(GNANESH D. GALA)**  
**MANAGING DIRECTOR**  
**DIN: 00093008**

**NAVNEET EDUCATION LIMITED**

CIN: L22200MH1984PLC034055

Navneet 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

# Investor Presentation

As On 31st March 2020



# A Premium Education House

# Table Of Contents

<b>1</b>	Company Overview	<b>03</b>
<b>2</b>	Navneet Group Business Insights	<b>08</b>
<b>3</b>	E-Learning Business Overview	<b>13</b>
<b>4</b>	Indiannica Learning	<b>15</b>
<b>5</b>	K12 – School Management Company	<b>16</b>
<b>6</b>	Industry Insights	<b>18</b>
<b>7</b>	Financial Performance	<b>24</b>
<b>8</b>	Shareholders Information	<b>37</b>



# **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

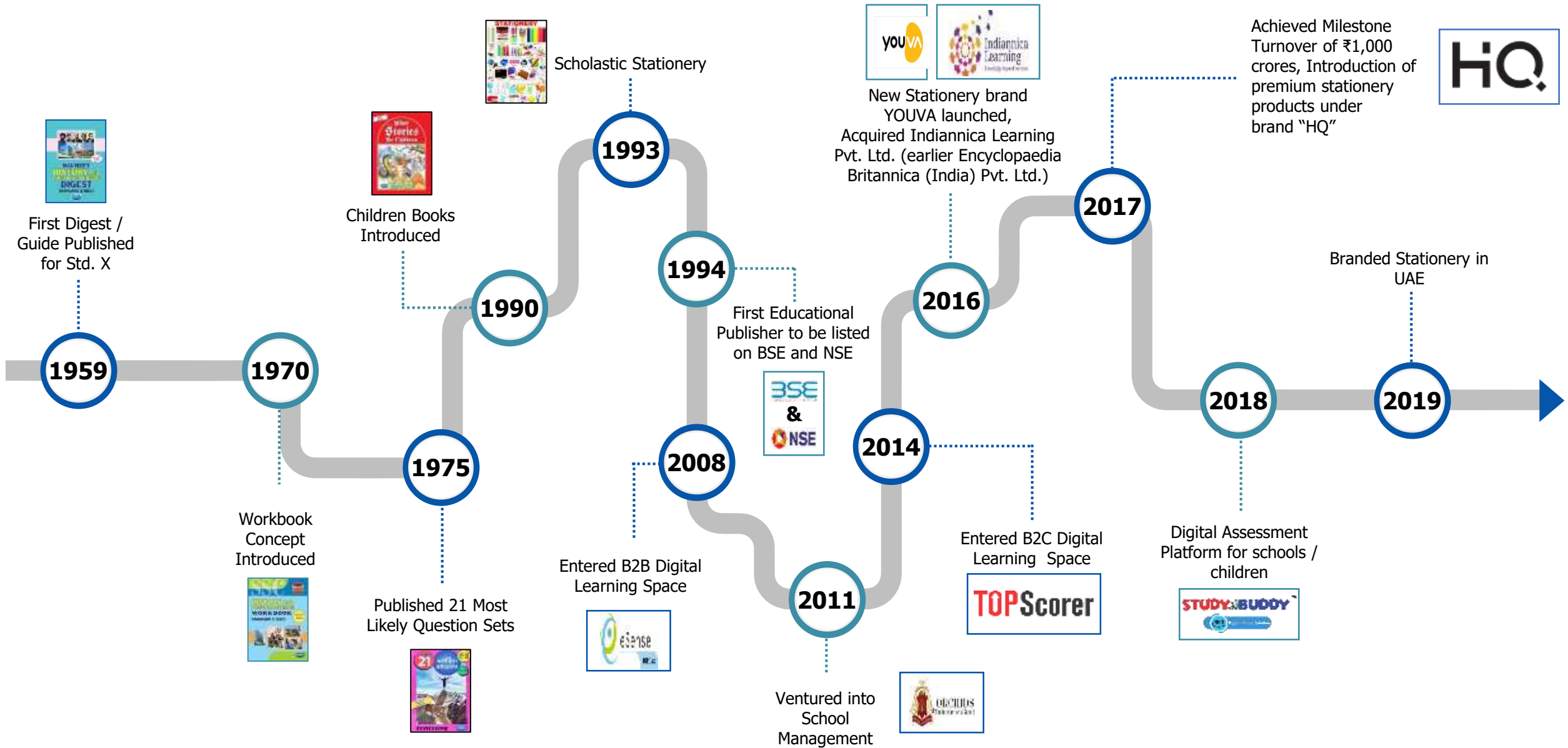
-----

Student Centric

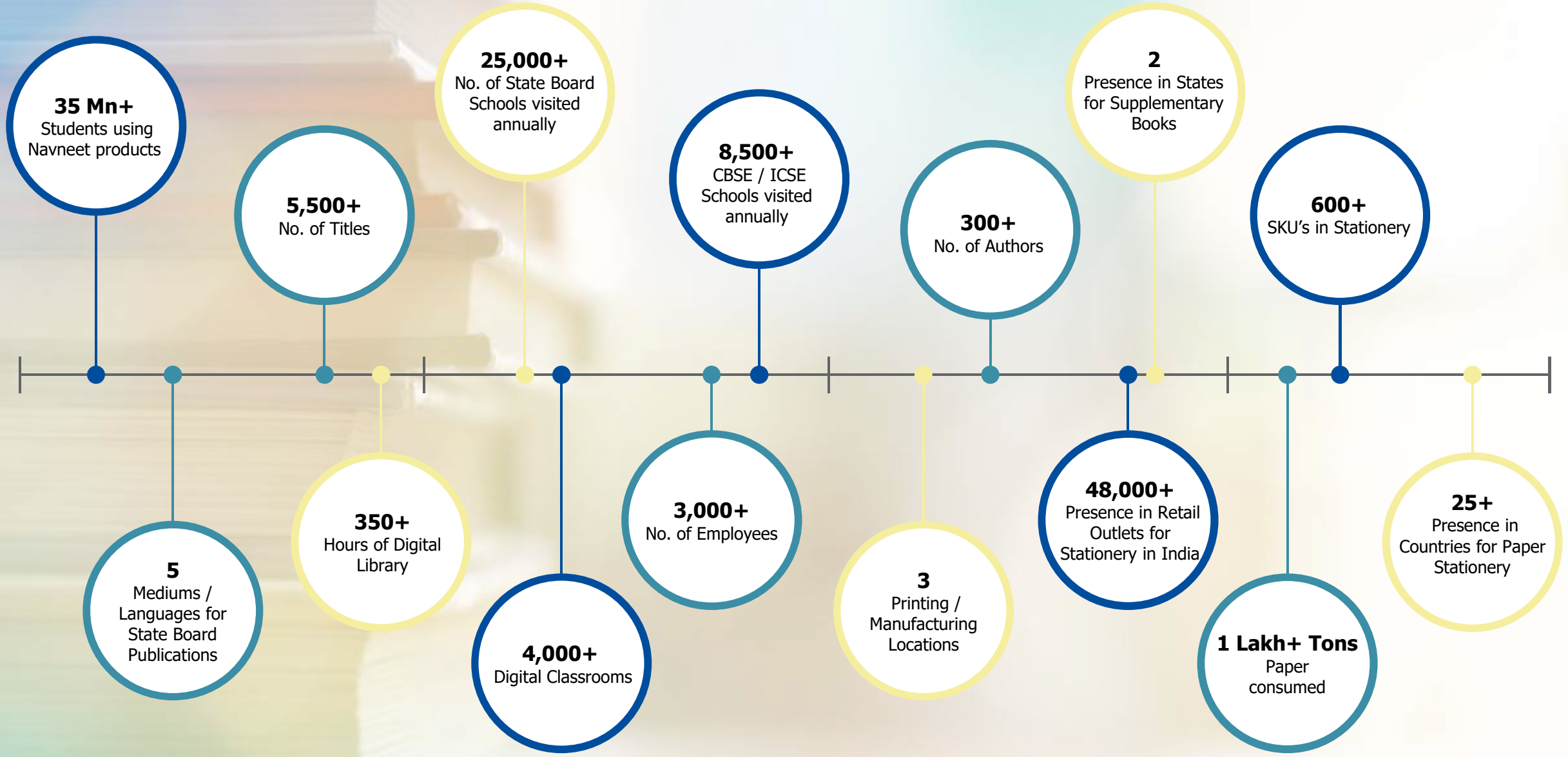
-----

Transparency

# 6 DECADES OF NAVNEET – A SNAPSHOT



# KEY FACTS

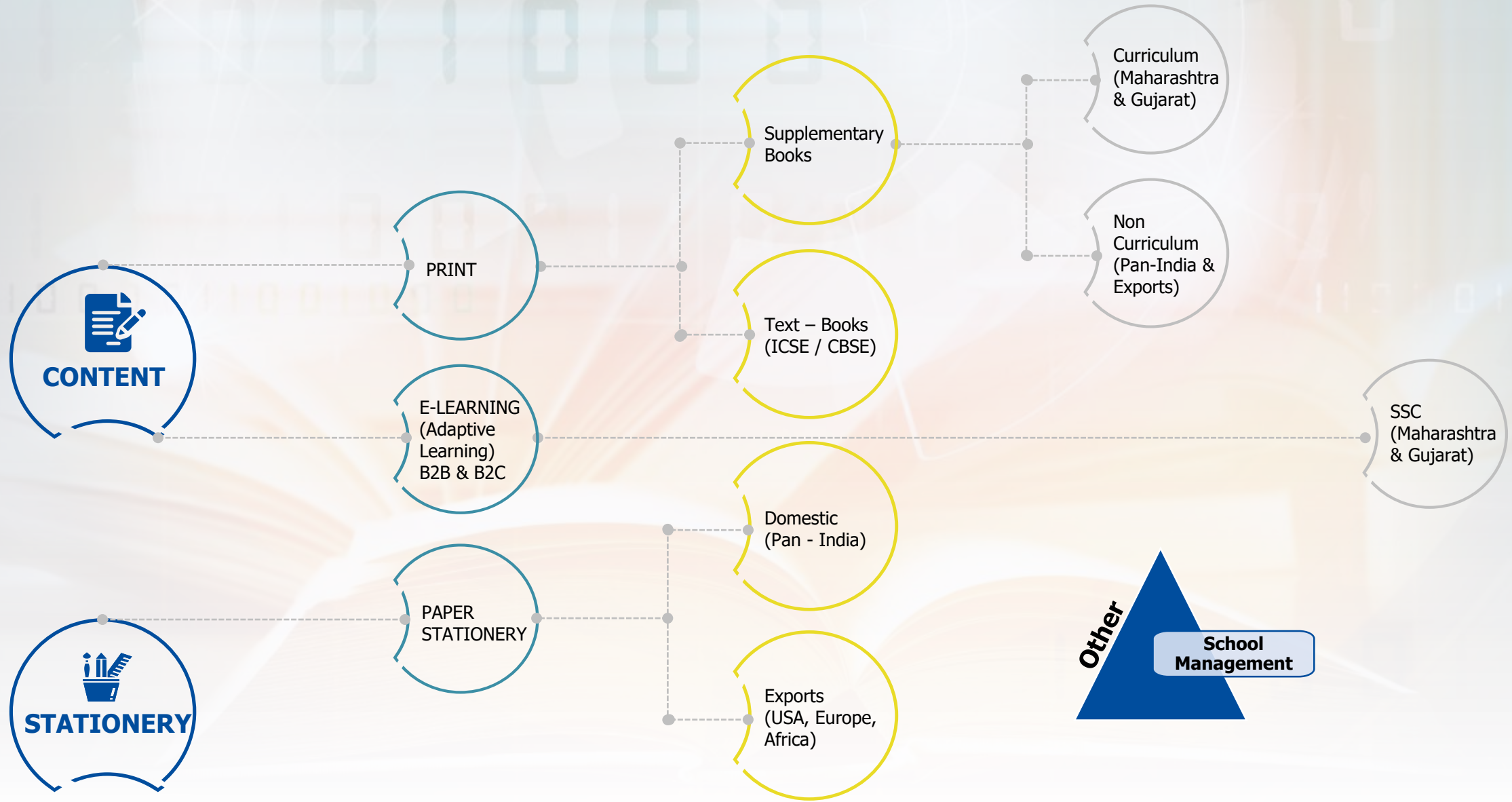


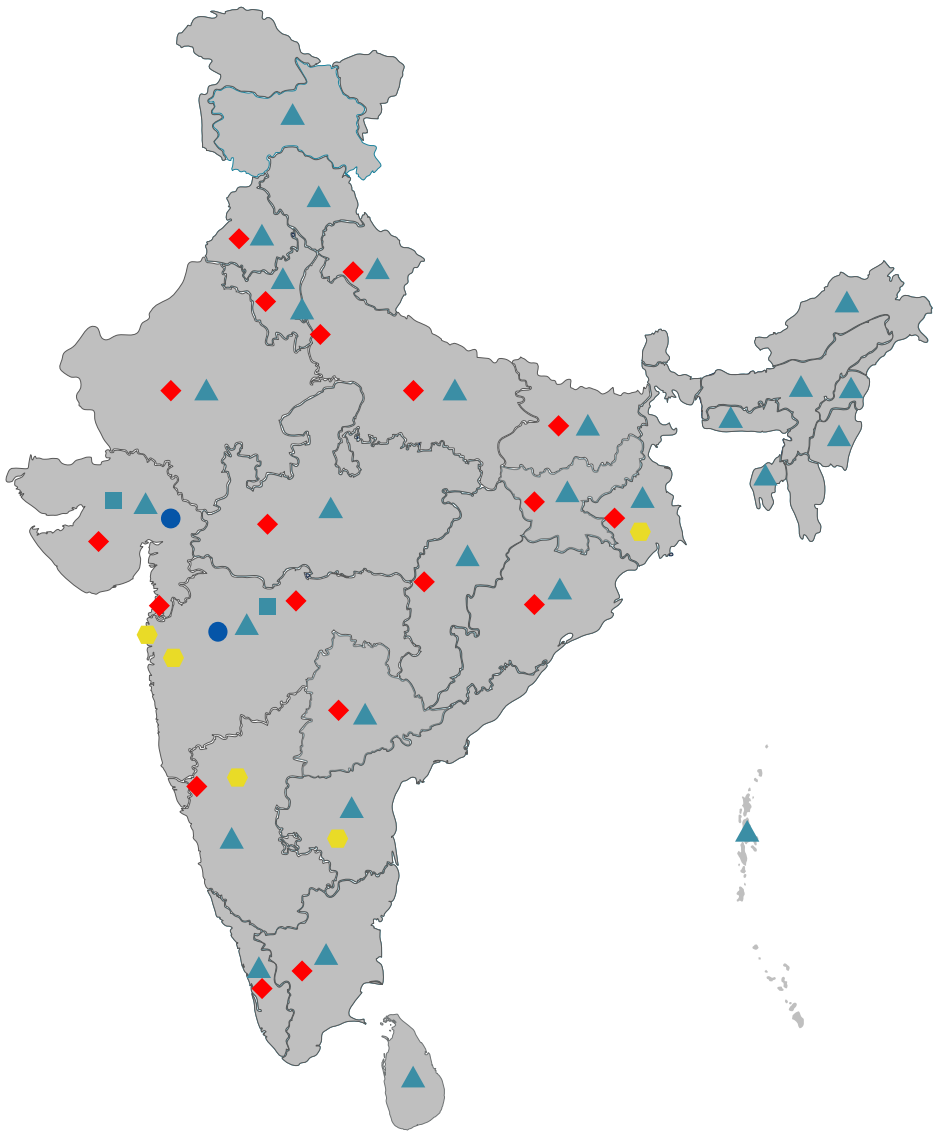









**NAVNEET  
GROUP  
BUSINESS**







-  **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



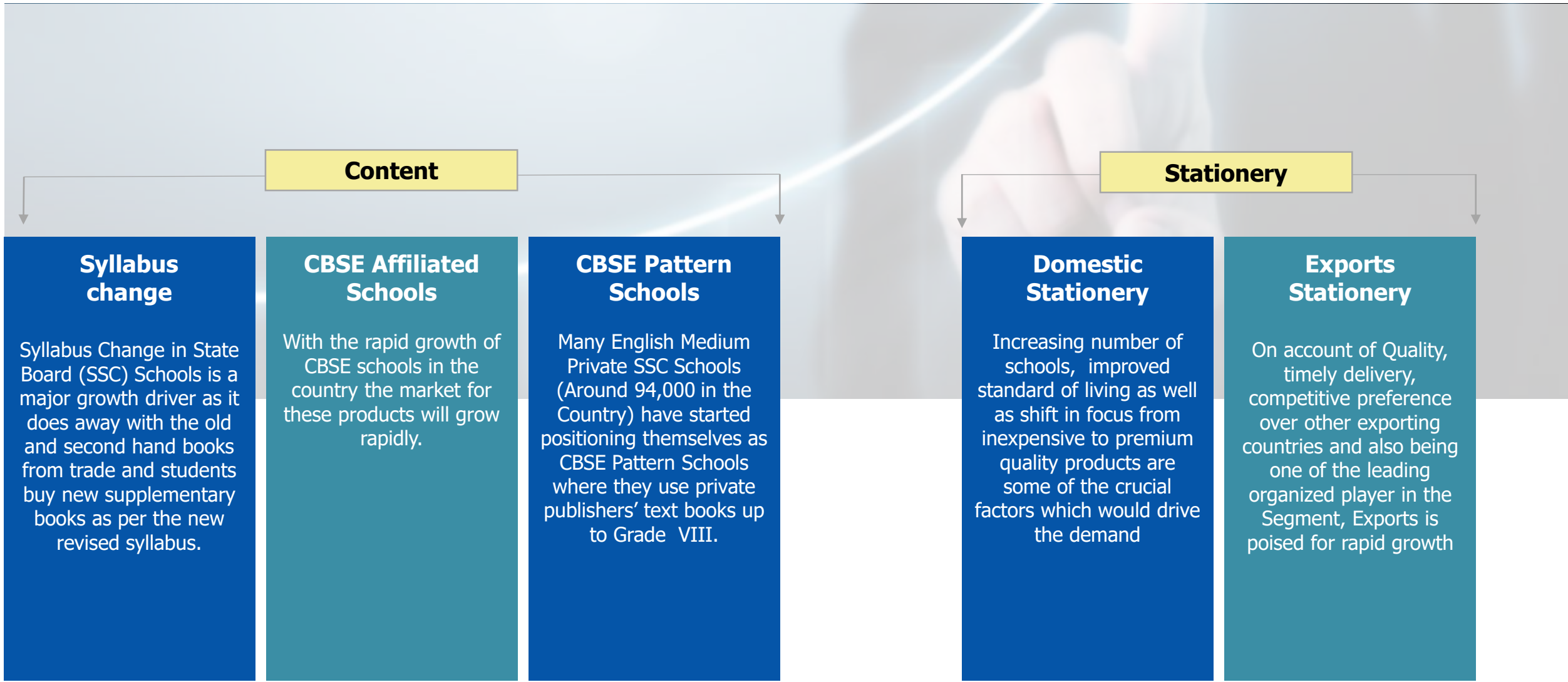
- 1. Canada
- 2. U.S.
- 3. Mexico
- 4. Honduras
- 5. Jamaica

- 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

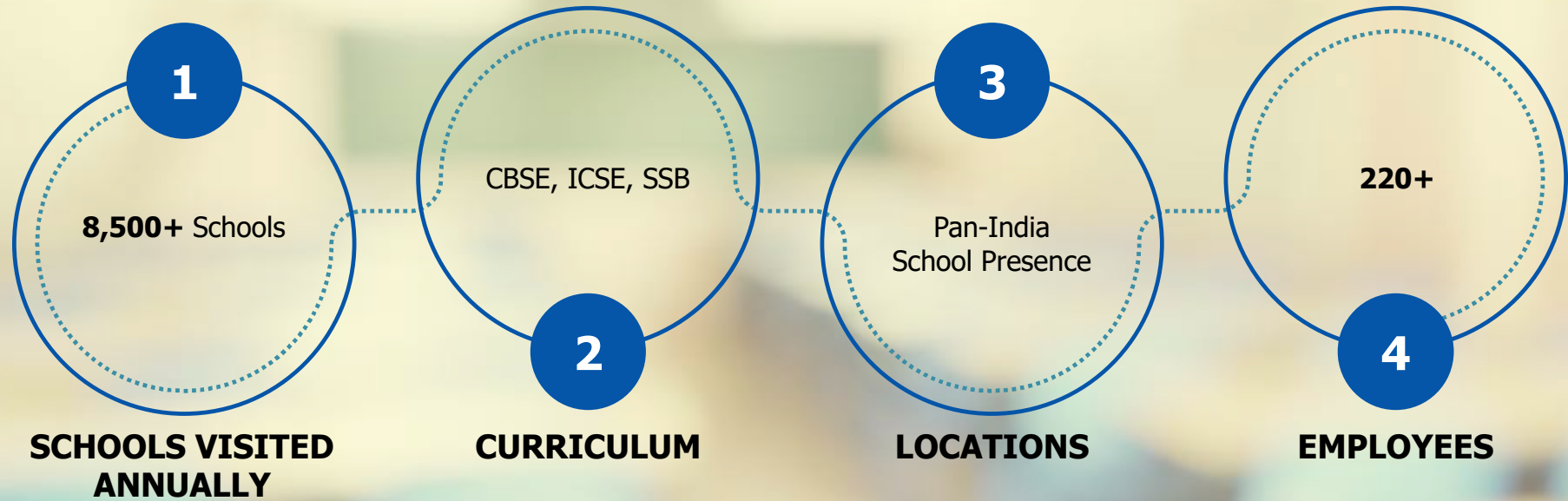
**350+**  
Hours of digital content

**15,000+**  
Videos

**2,00,000+**  
MCQs

# GROWTH DRIVERS - E-LEARNING EDUCATION





**TARGET REACH**

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

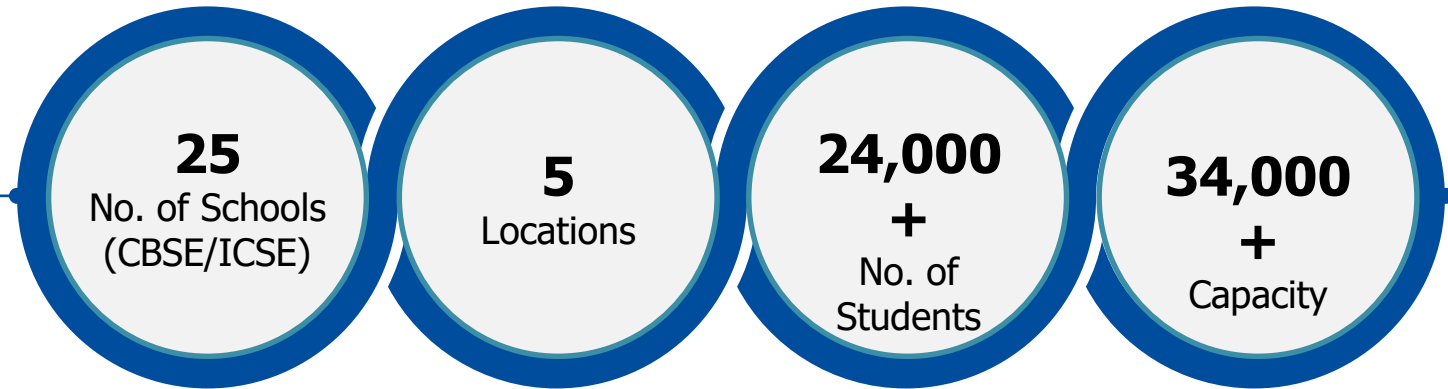
- Encyclopedia Britannica India ("EB India") is one of India's leading K-12 curricular educational publisher; started publishing operations in India in 2009.
- Extensive product catalogue comprising educational, instructional and information products & technology solution.
- Offers specialized curricular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



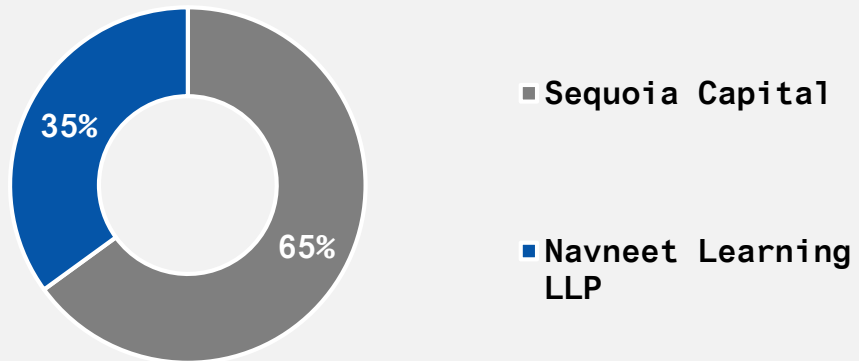
Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.



**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

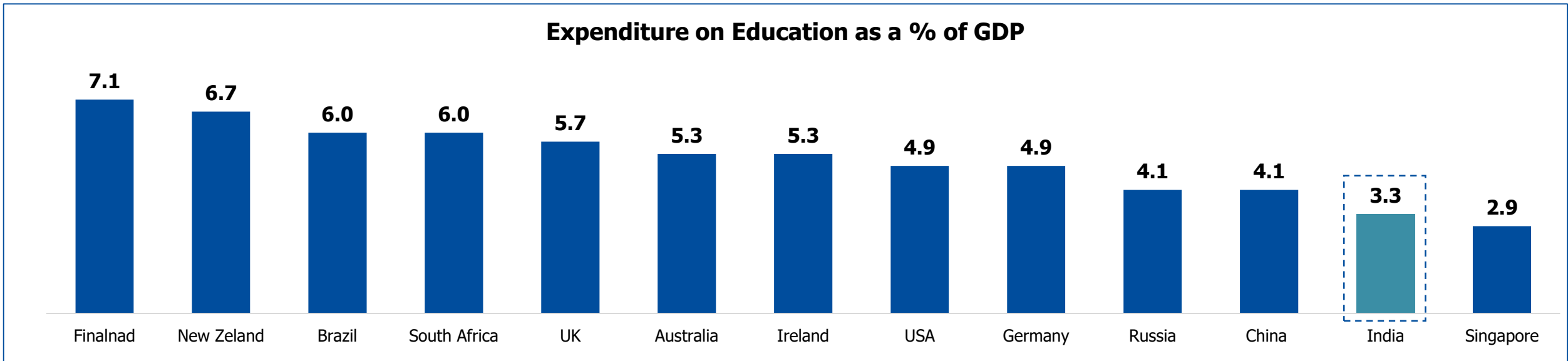
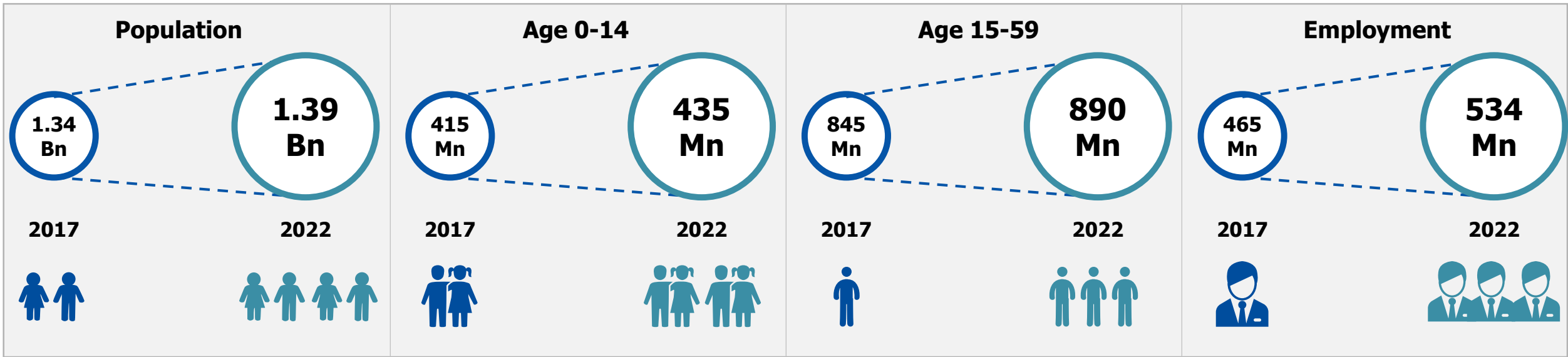


- Three charitable hospitals established in Mumbai under the name Navneet Hospitals
- Free books & stationery distributed to under privileged children from over 60 trusts
- 6,000+ Teachers from 6 cities of Maharashtra trained through 108 training session on creative and participatory methods of teaching 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

The image features a large circular inset on the left side, showing a group of students in school uniforms running on a track. The background of the entire image is a light gray color with a repeating pattern of white line-art icons representing various educational and creative concepts, such as lightbulbs, gears, books, and charts. The text 'INDUSTRY INSIGHTS' is prominently displayed in the lower-left quadrant of the circular inset.

**INDUSTRY  
INSIGHTS**

# INDUSTRY OVERVIEW



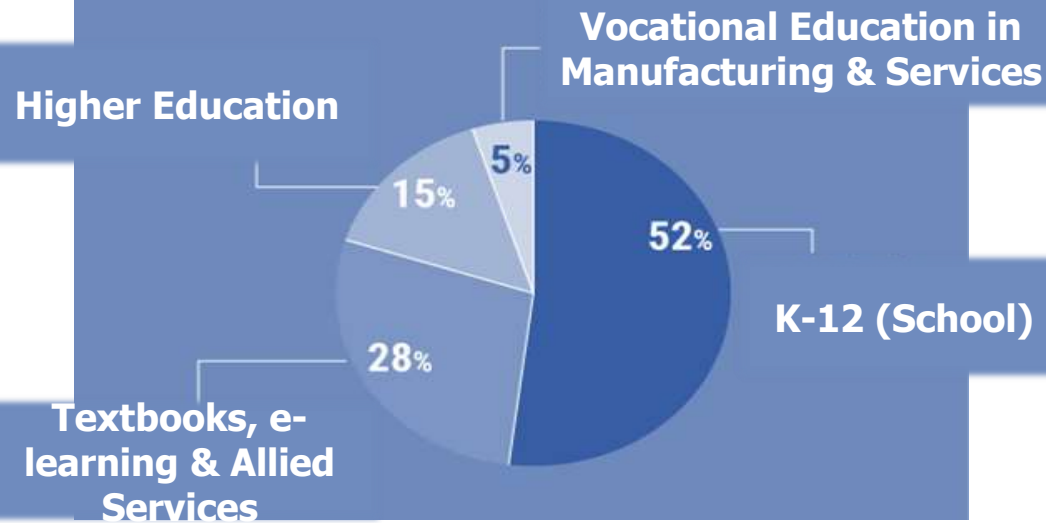
Source: World Bank, Census Data

# HOW BIG IS INDIA'S EDUCATION MARKET

K-12 segment offers the largest market in business



Figures in dollar and billion



Source: Technopak Analysis

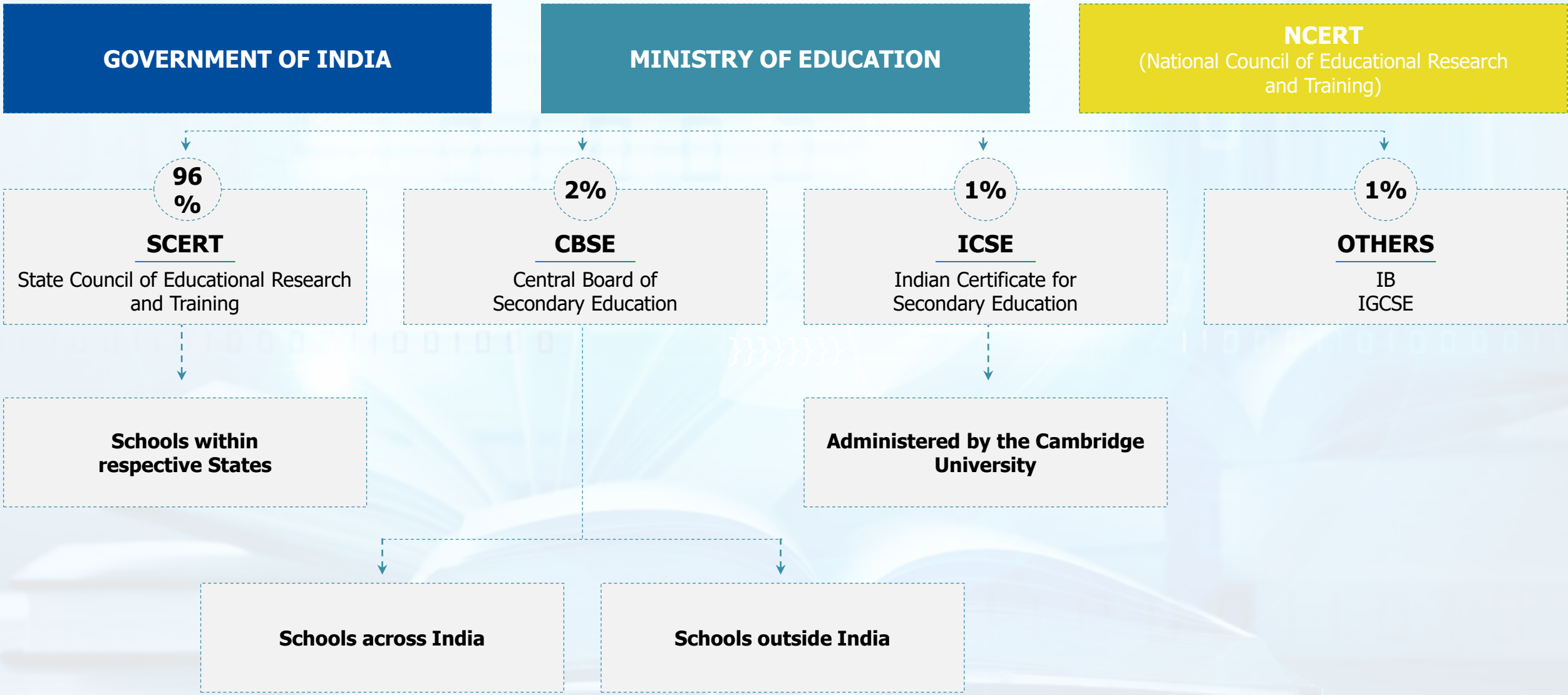
Segments

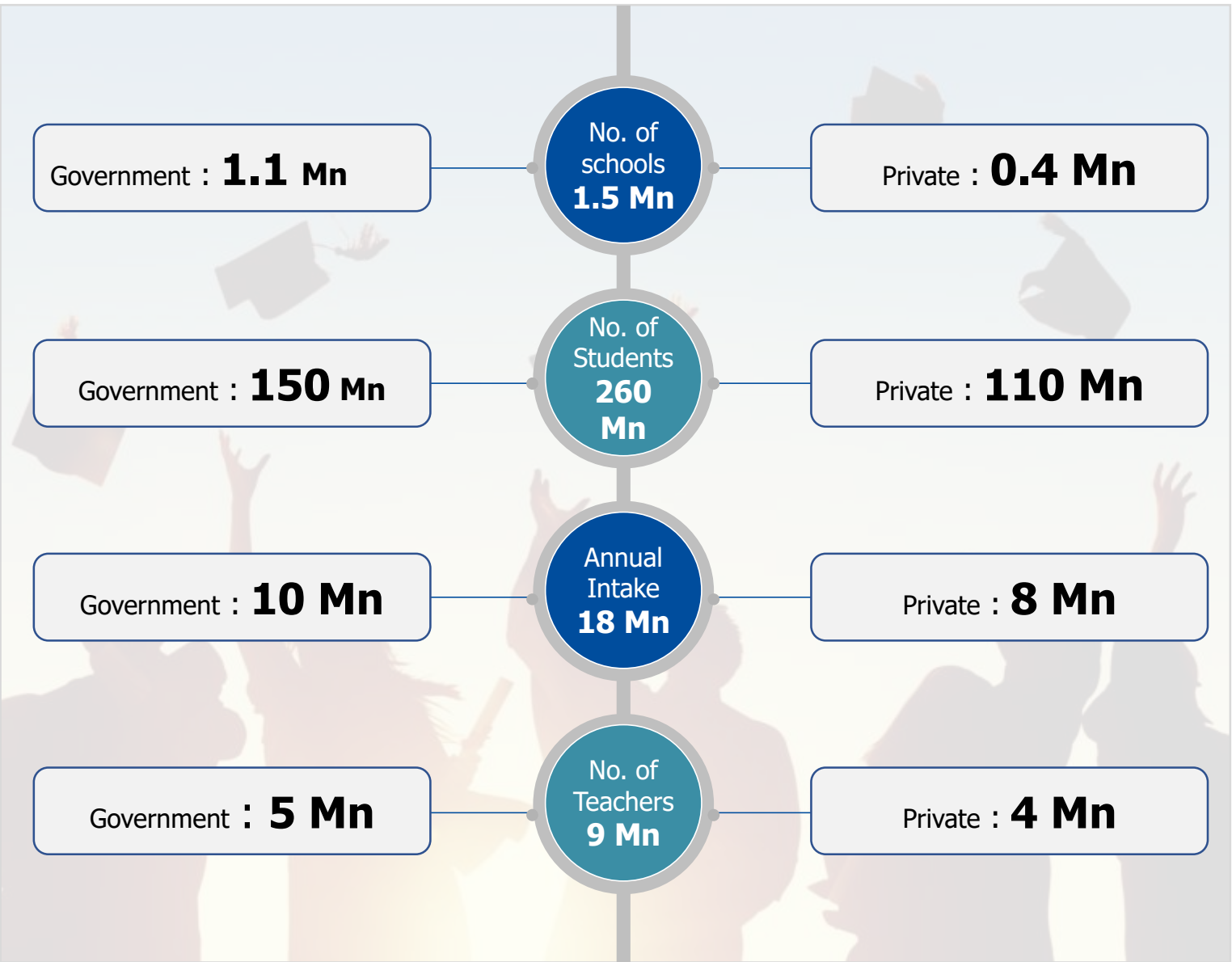
Market Opportunity

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

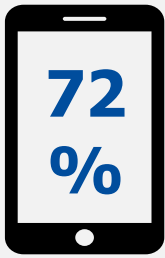
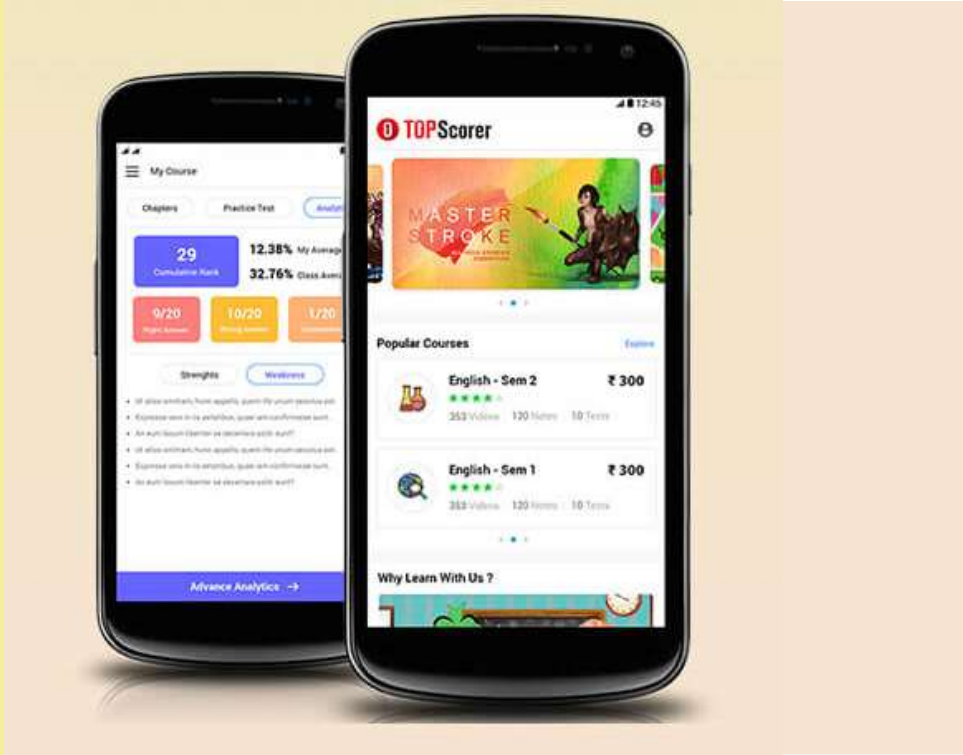
India's Online Education market size to grow by USD 1.96 billion in 2021

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 ”**



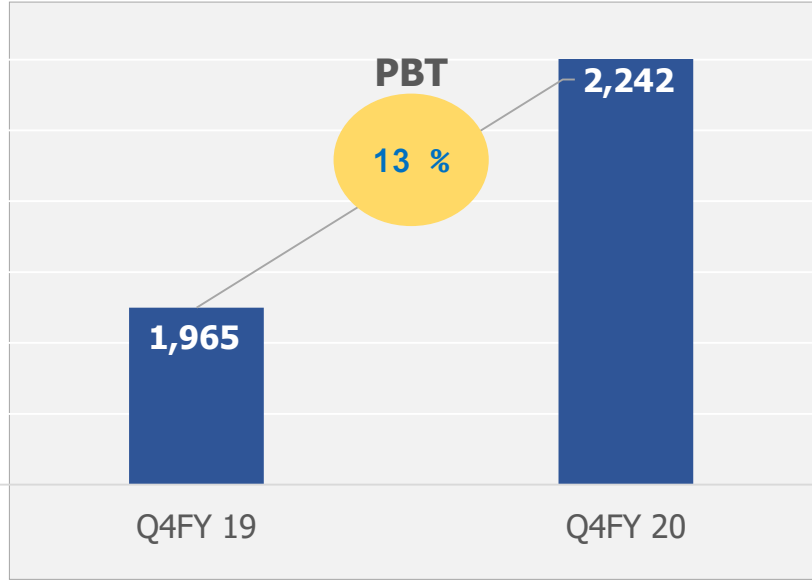
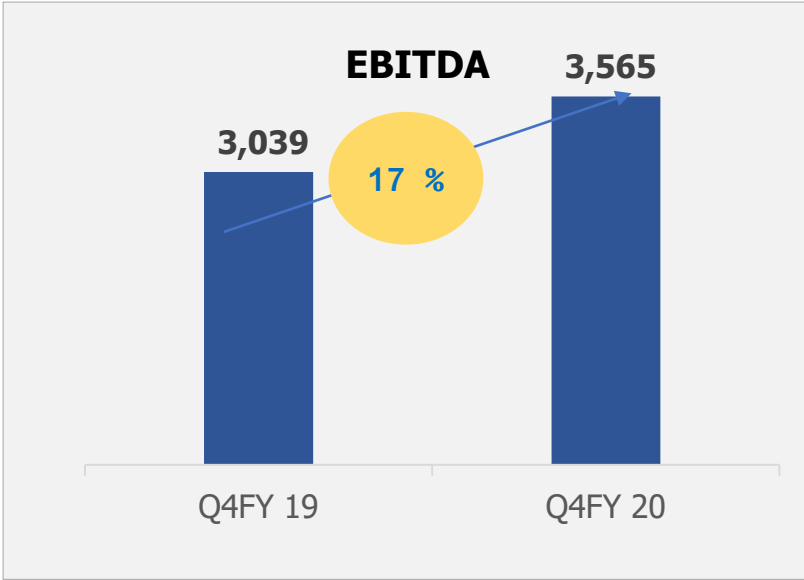
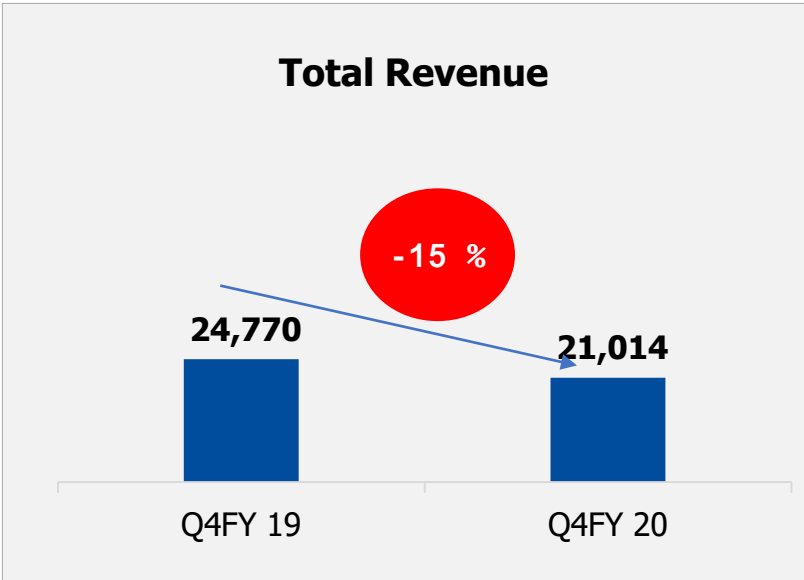
Students prefer laptops over mobile phones for accessing online course content



The background features a large circular cutout on the left showing students in school uniforms running happily in a hallway. The rest of the background is a light gray color with a repeating pattern of white line-art icons representing various educational fields: science (microscope, lightbulb, gear), art (paint palette, pencil, brush), technology (laptop, tablet), and general learning (books, brain, puzzle pieces, stars).

# **FINANCIAL PERFORMANCE Q4FY20**

- ✓ CoVID – 19 Pandemic has been spreading throughout the world, including India which led to complete Lockdown nationwide. The Lockdown has been active since March 20, 2020 in Maharashtra and from March 24, 2020 in entire nation due to which the production and dispatches was disrupted.
- ✓ Due to Lockdown, the Company Lost Business of approx. 1000 Lacs in Publishing segment and approx. 2900 Lacs worth of Business in Domestic Stationery Business and approx. 1500 Lacs in Exports. Apart from this Indiannica lost Business of 1500 Lacs worth of Business.
- ✓ The Company could start its 1<sup>st</sup> Manufacturing Units in mid April and other 2 units in May. The Manufacturing Units and the Office could be started with Limited Staff till now.
- ✓ While the Publication Business has its challenges as stated above, the Company's stationery business which caters to exports had started its dispatches of the consignments in April first week itself. The Company continues to do its production and dispatches of all its export orders during this Lockdown period.
- ✓ The Company has taken all the necessary steps to ensure the smooth operations during this lockdown by ensuring safety of employees present at the work place and also following the advisories of the Government.



### Segmental Revenue

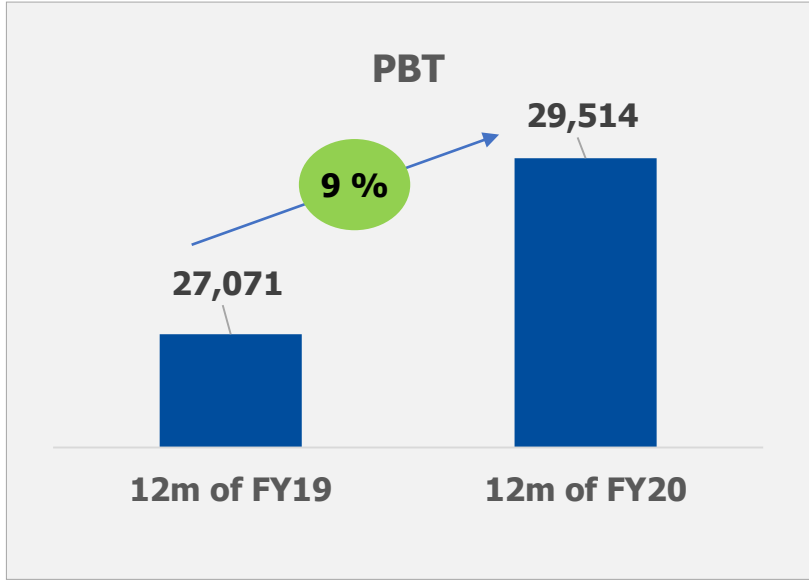
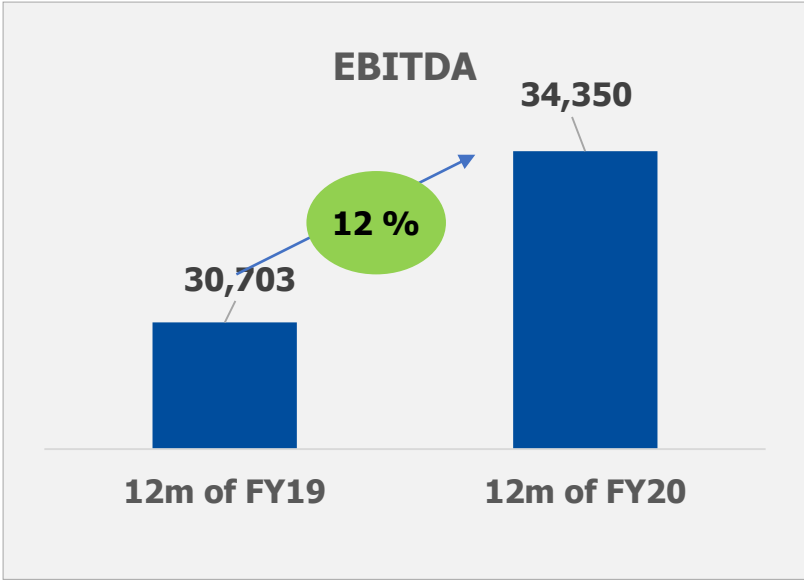
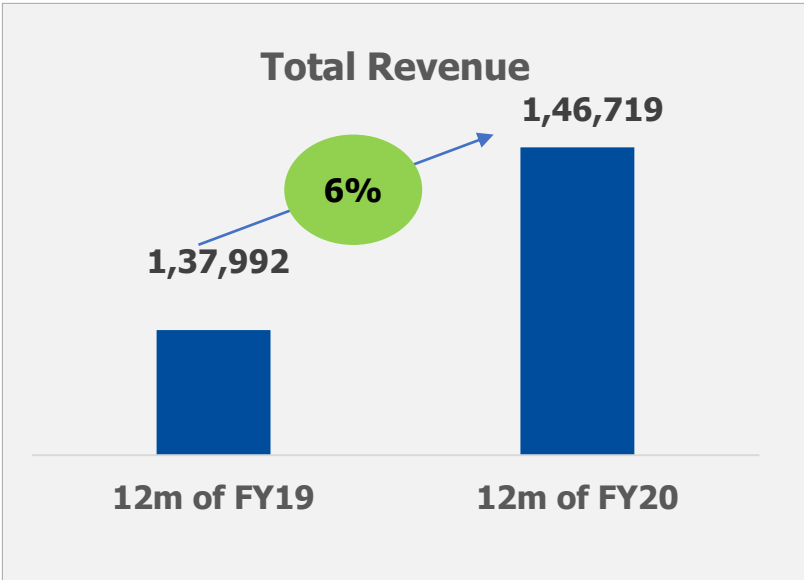
	Publications	Stationery - Domestic	Stationery - Exports
Q4 FY20	5589	8654	6441
Q4 FY19	6217	10711	7580

Publications: 10 % decrease  
Stationery - Domestic: 19 % decrease  
Stationery - Exports: 15 % decrease

# SEGMENTAL REVIEW – 12 months



(INR in Lacs)



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
12m of FY20	69875	24906	49217
12m of FY19	71076	26889	37923

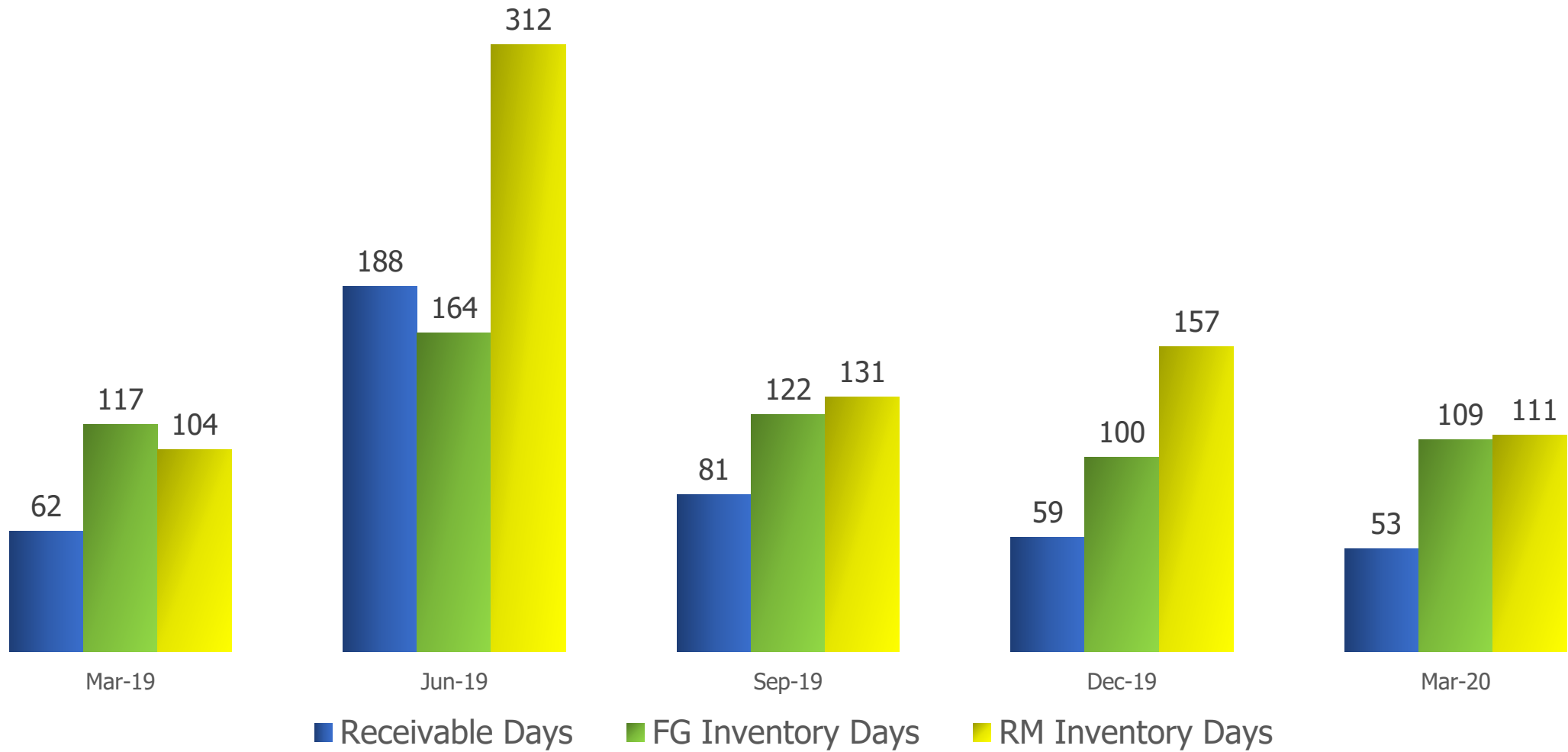
# STANDALONE FINANCIAL RESULTS – Q4 & YTD ended Mar'20 of FY 20



(INR in Lacs)

Particulars	Quarter ended Mar'20				YTD ended Mar'20 (12 months)			
	Q4 FY20 (Audited)	% of Revenue	Q4 FY19 (Audited)	% of Revenue	YTD- FY20 (Audited)	% of Revenue	YTD FY19 (Audited)	% of Revenue
Income from Operations	20,722		24,552		1,44,180		1,36,054	
Other Income	292		218		2,538		1,938	
<b>Total Revenue</b>	<b>21,014</b>	-15.2%	<b>24,770</b>		<b>1,46,719</b>	6.3%	<b>1,37,992</b>	
(a) Cost of materials consumed	18,904		23,073		68,964		72,805	
(b) Purchases of stock-in-trade	25		20		112		89	
(c) Changes in inventories	(10,978)		(11,340)		1,614		(5,459)	
(d) Employee benefits expense	3,467		3,424		14,781		13,385	
(e) Depreciation and Amortisation	939		651		3,529		2,446	
(f) Other expenses	6,030		6,554		26,897		26,469	
Total Expenses	18,388		22,382		1,15,898		1,09,735	
<b>Profit / (Loss) from ordinary activities</b>	<b>2,626</b>	<b>12%</b>	<b>2,388</b>	<b>10%</b>	<b>30,821</b>	<b>21%</b>	<b>28,257</b>	<b>20%</b>
Exceptional Items	-		-					
<b>Profit / (Loss) after exceptional Items</b>	<b>2,626</b>	<b>12%</b>	<b>2,388</b>	<b>10%</b>	<b>30,821</b>	<b>21%</b>	<b>28,257</b>	<b>20%</b>
Finance Costs	383		423		1,307		1,186	
<b>Profit / (Loss) before tax</b>	<b>2,242</b>	<b>11%</b>	<b>1,965</b>	<b>8%</b>	<b>29,514</b>	<b>20%</b>	<b>27,071</b>	<b>20%</b>
(a) Provision for Taxation	624		514		7,671		9,534	
(b) Provision for Deferred Tax	0		(12)		(141)		(184)	
(c) Excess/(Short) Provision	(0)		(8)		49		(26)	
<b>Net Profit / (Loss) after tax</b>	<b>1,618</b>	<b>8%</b>	<b>1,471</b>	<b>6%</b>	<b>21,935</b>	<b>15%</b>	<b>17,747</b>	<b>13%</b>
Other Comprehensive Income (OCI) net	(980)		306		(1,521)		392	
<b>Total Comprehensive Income</b>	<b>638</b>	<b>3%</b>	<b>1,777</b>	<b>7%</b>	<b>20,414</b>	<b>14%</b>	<b>18,139</b>	<b>13%</b>
EBITDA	3,565	17.2%	3,039	12%	34,350	23.8%	30,703	22.6%

Other expenses for the Quarter and YTD includes provision for impairment of Investment of Rs. 372 Lacs and YTD figures include INR 1,320 Lakhs towards the dispute resolution of MVAT liability pertaining to Publication Segment.



# Consolidated Financial Results – Summary of 12 months



	Revenue from Ops		Summary of EBITDA		Summary of PAT	
	2019-20	2018-19	2019-20	2018-19	2019-20	2018-19
NEL	1,44,180	1,36,054	34,350	30,703	21,935	17,747
eSense	2,058	2,330	(55)	291	(684)	(113)
Indiannica	5,497	6,447	(739)	(1,967)	(1,856)	(2,865)
NLLP	-	-	(0)	(2)	(0)	(2)
NHKL	283	213	(3)	(4)	(3)	(4)
K12		-		-	(6)	561
Inter co Adjust	(814)	(542)	40	(249)	339	(41)
<b>Total</b>	<b>1,51,205</b>	<b>1,44,501</b>	<b>33,593</b>	<b>28,772</b>	<b>19,724</b>	<b>15,282</b>

**Publications**

Publication Business for the ensuing year is lot dependent on the Schools re-opening. As per the information received the Schools shall open in the month of August. The Company has started receiving orders from the Distributors/ Traders. The Company is closely monitoring the movement and shall ensure that the Business is not lost.

**eSense (E-Learning)**

The demand for online education has increased during this lock down period. More than 470 schools have started inquiring our Top-Class product and have started placing orders. Our outlook for this Business seems to be bright.

**Stationery & Exports**

Exports will continue to grow at a good pace backed by orders. There have been good orders and there has been no cancellation.



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

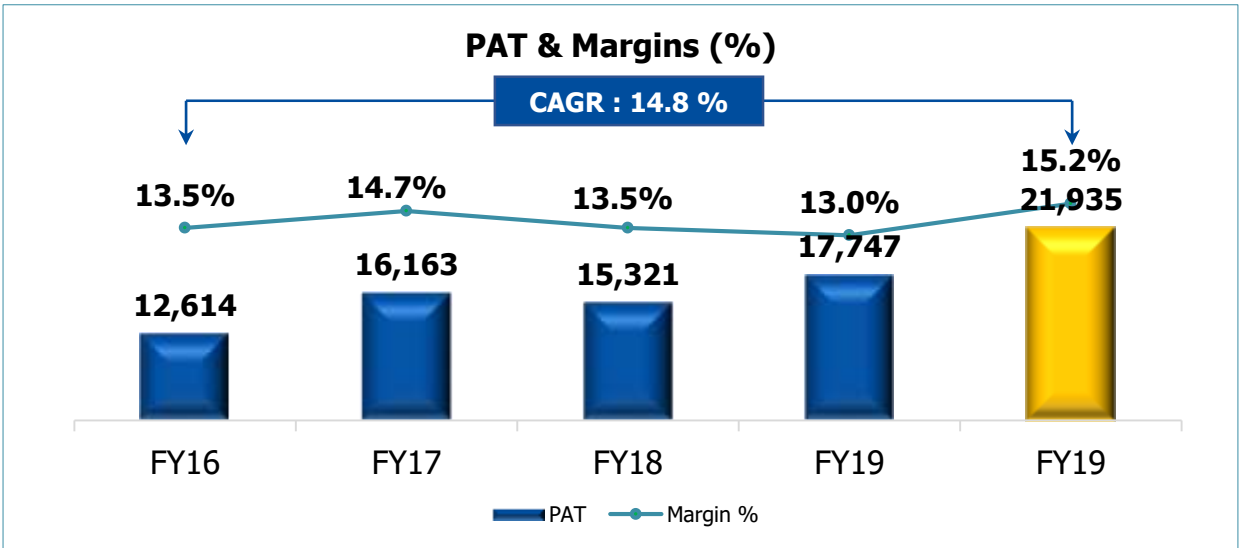
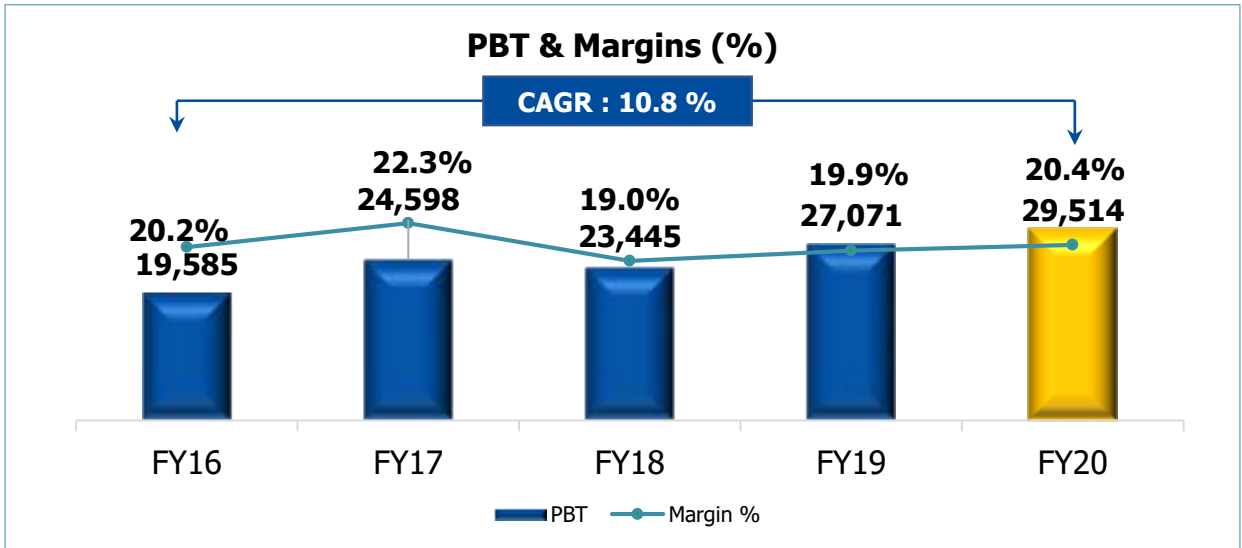
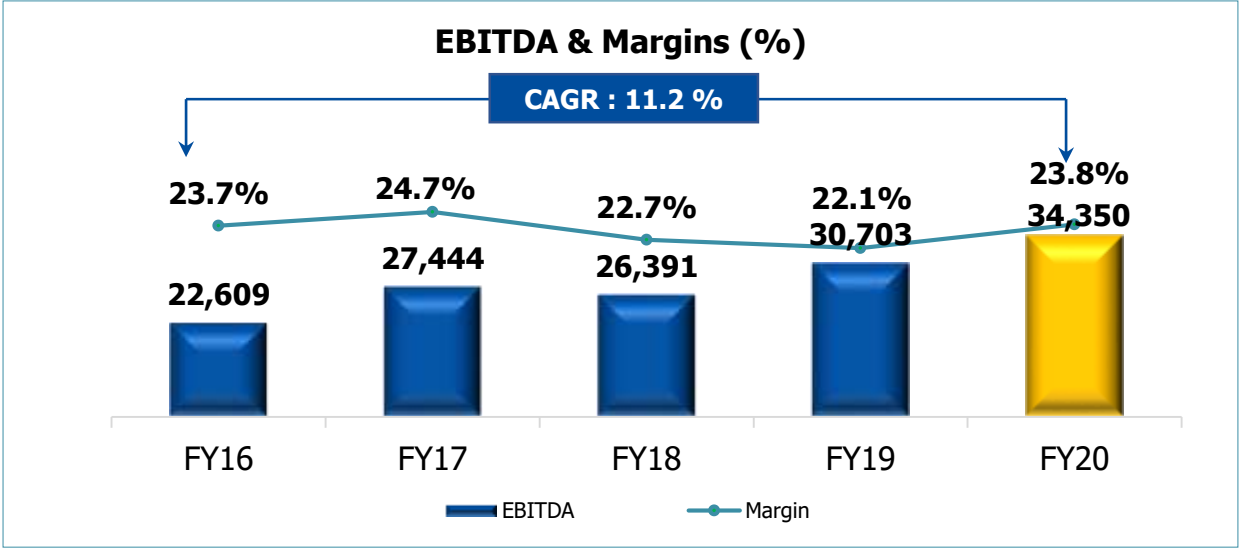
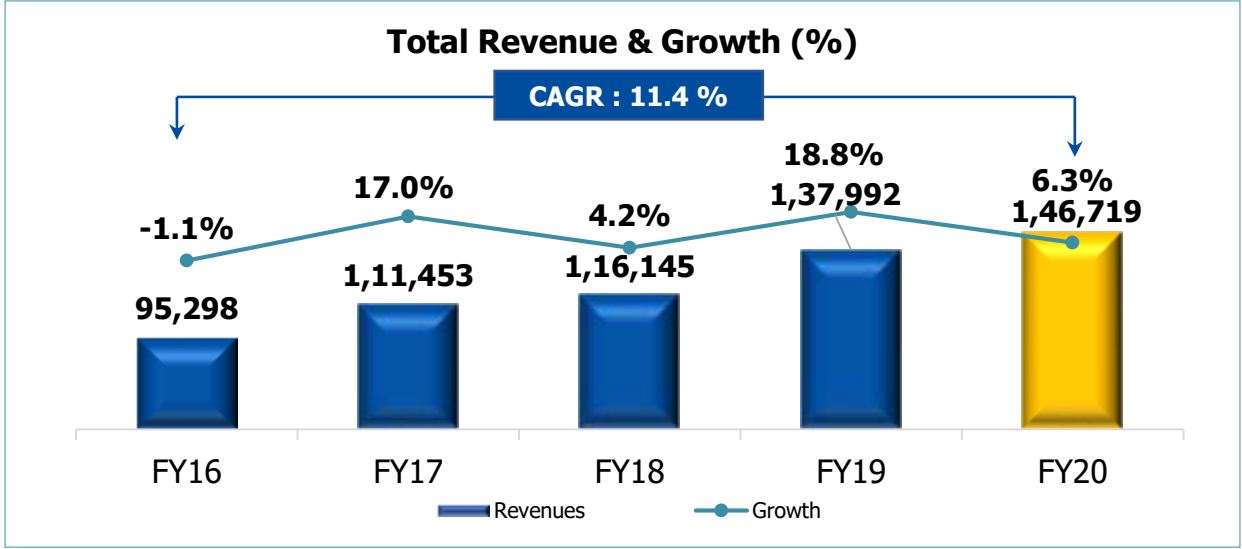
By 2030, India will have the largest population in the world resulting in increased bracket of students eligible for higher learning and educational courses.

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.

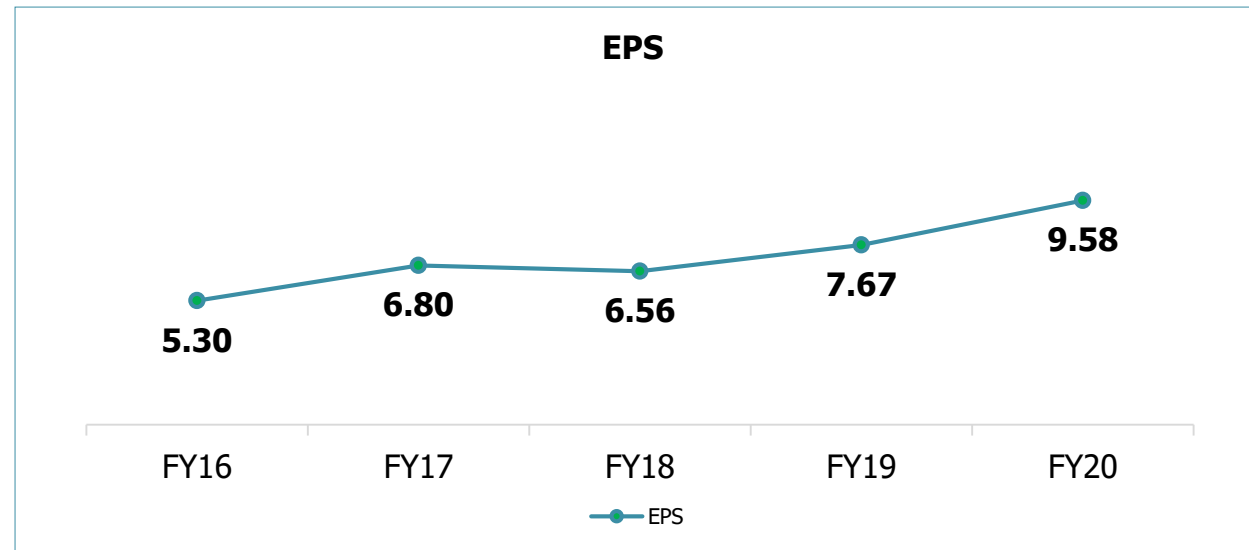
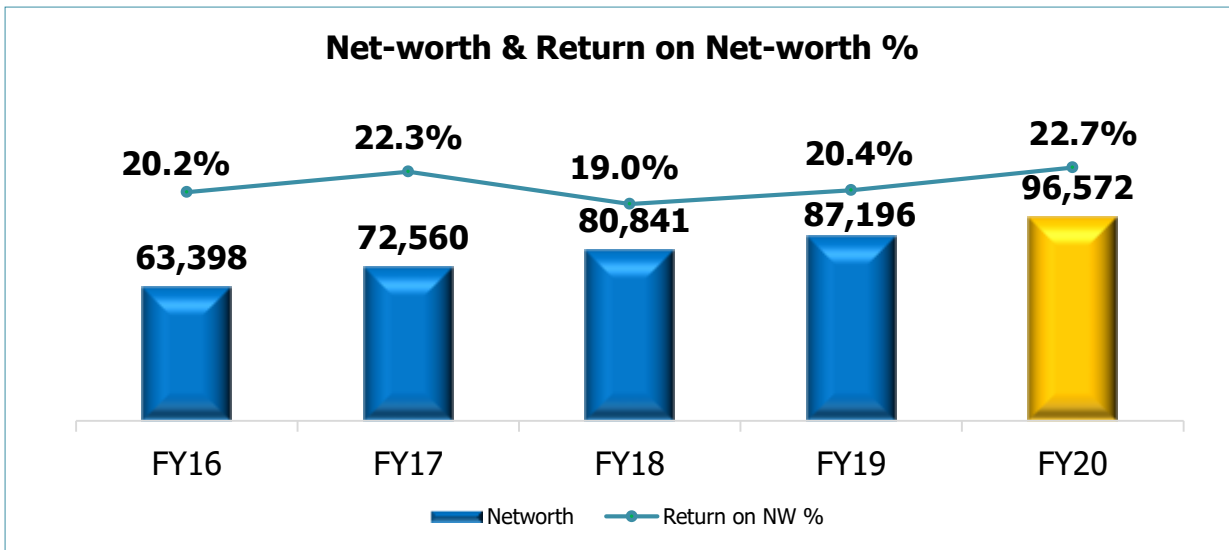
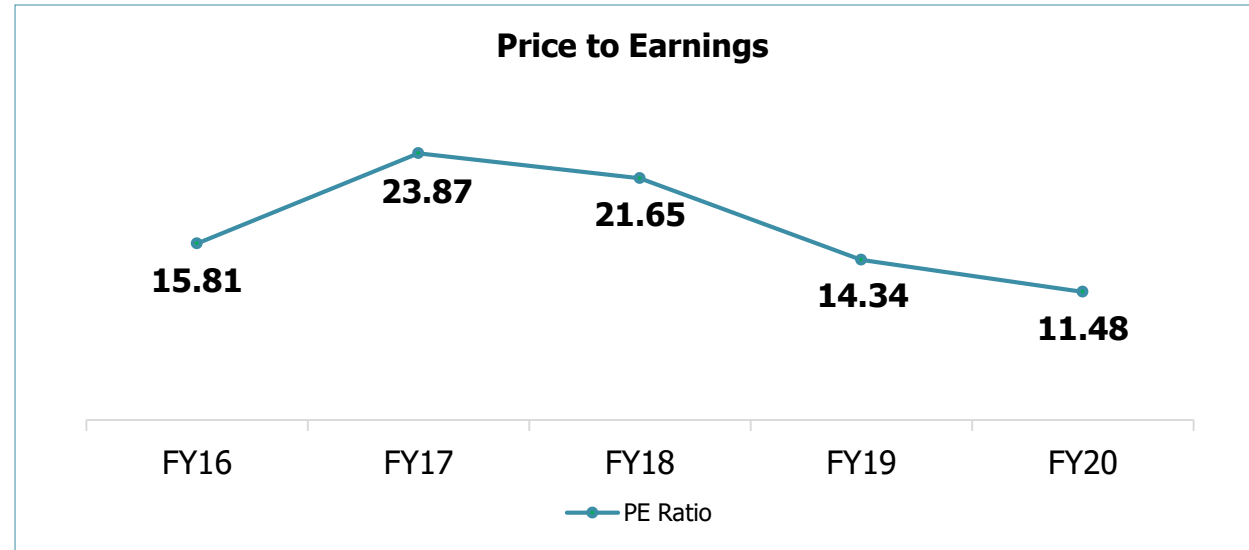
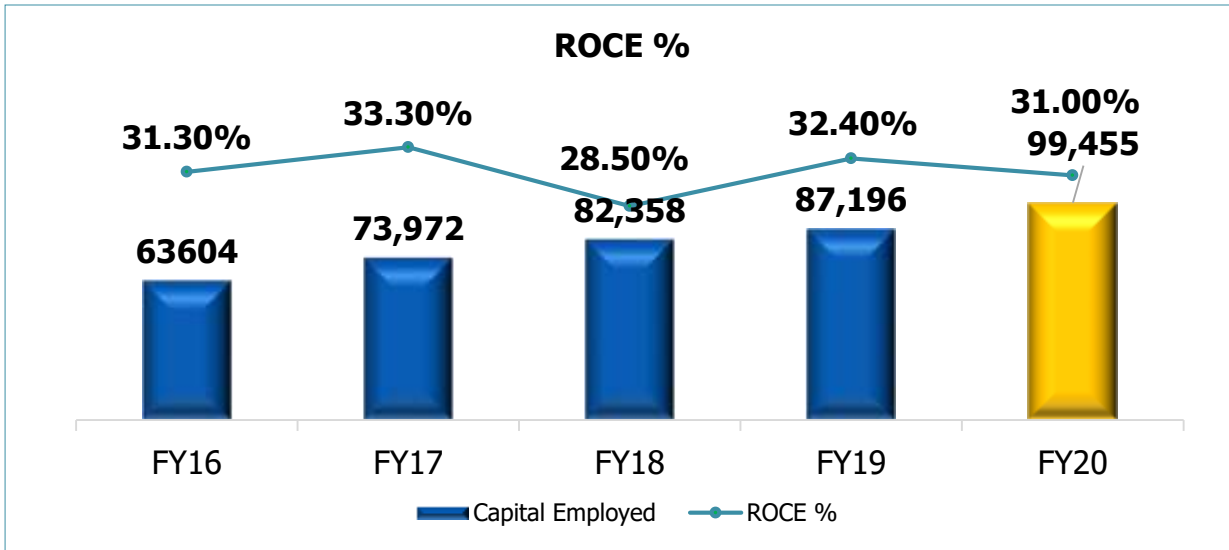
Operational autonomy, flexibility in norms for setting up of private institutions, modifying and implementations of education bill, and access to global curriculum design framework will not encourage the private players but also promote the cause of higher education in India to a whole new level.

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.

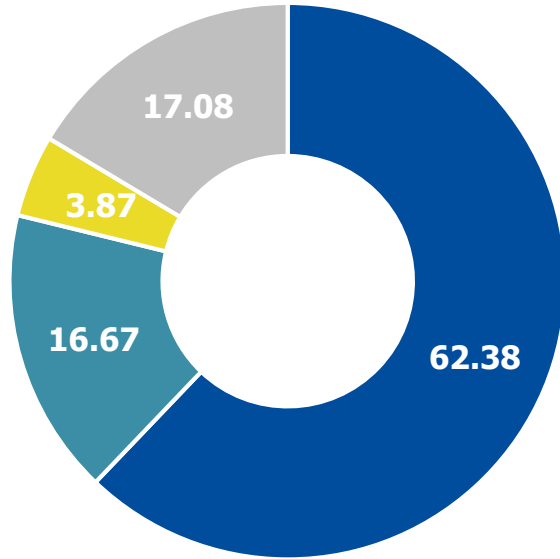
# STANDALONE FINANCIALS (LAST 5 YEARS)



(₹ in Lakh)



## Shareholding as at March 31, 2020

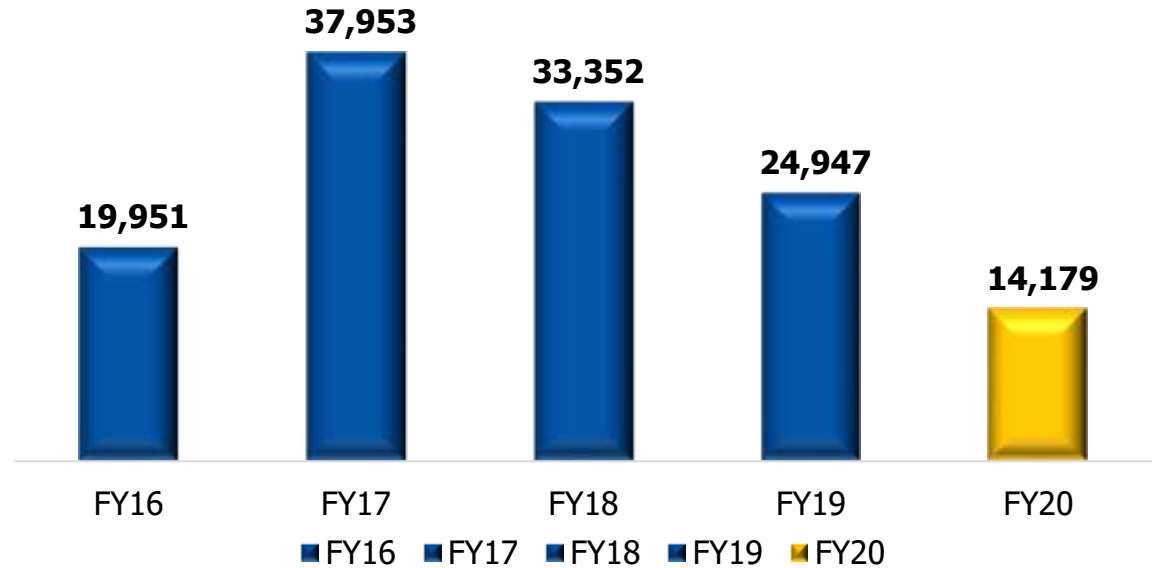


- Promoter & Promoter Group
- Domestic Institutional Investors
- Foreign Institutional Investors
- Non-Institutional Investors

Trusted by **25,000+** Shareholders

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

(INR 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

**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

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



Knowledge is wealth

