



Knowledge is wealth

A PREMIUM EDUCATION HOUSE

Investor Presentation
as on Sep 30, 2021





**Company
Overview**

**Industry
Overview**

Financials

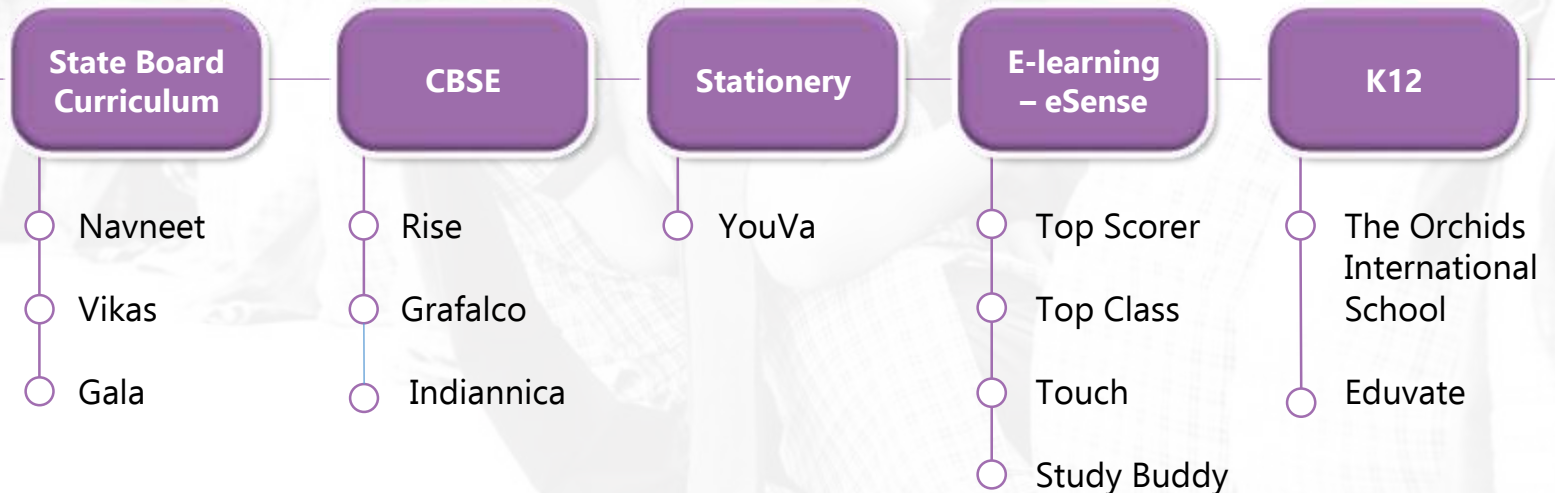
About us

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

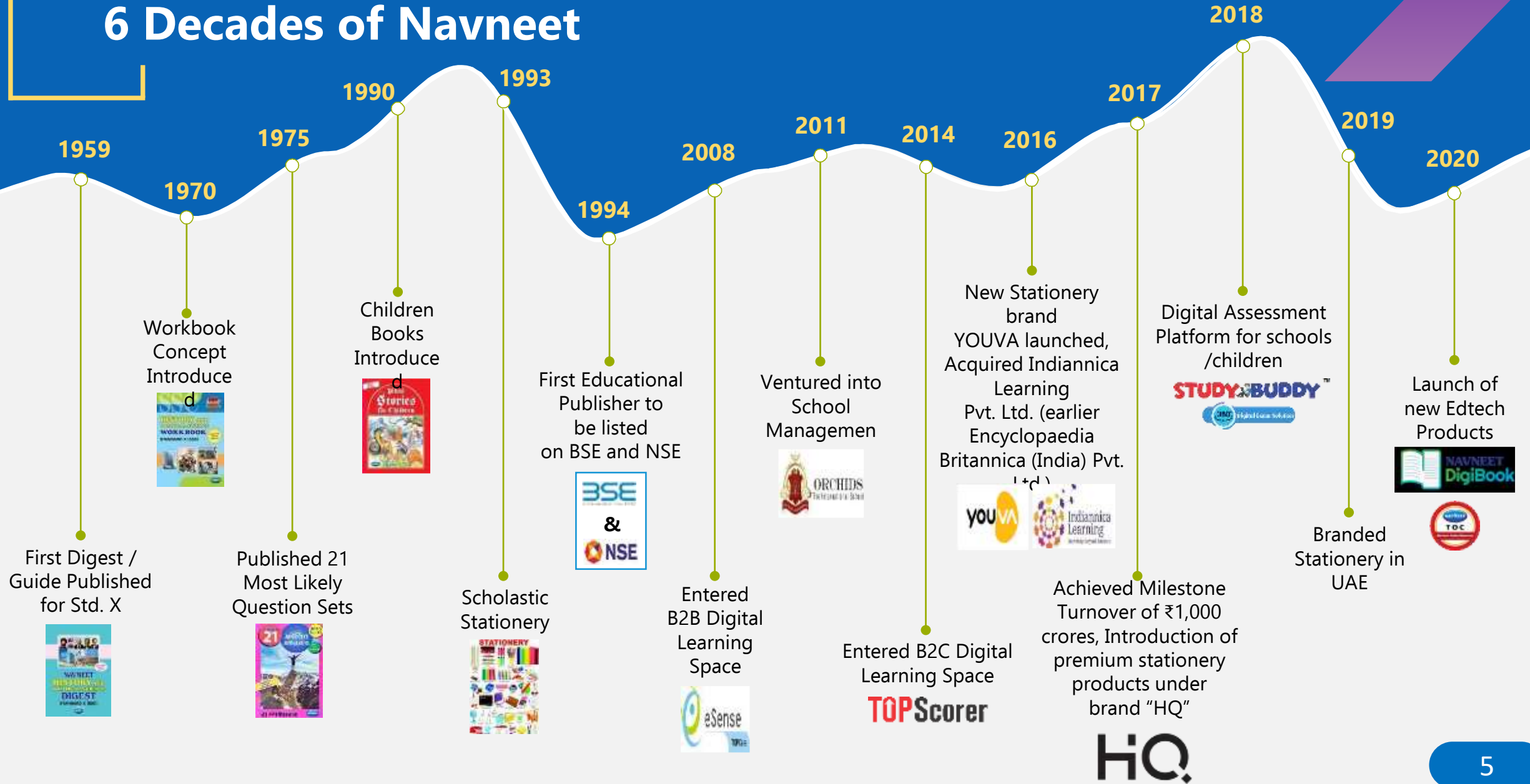
600+

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

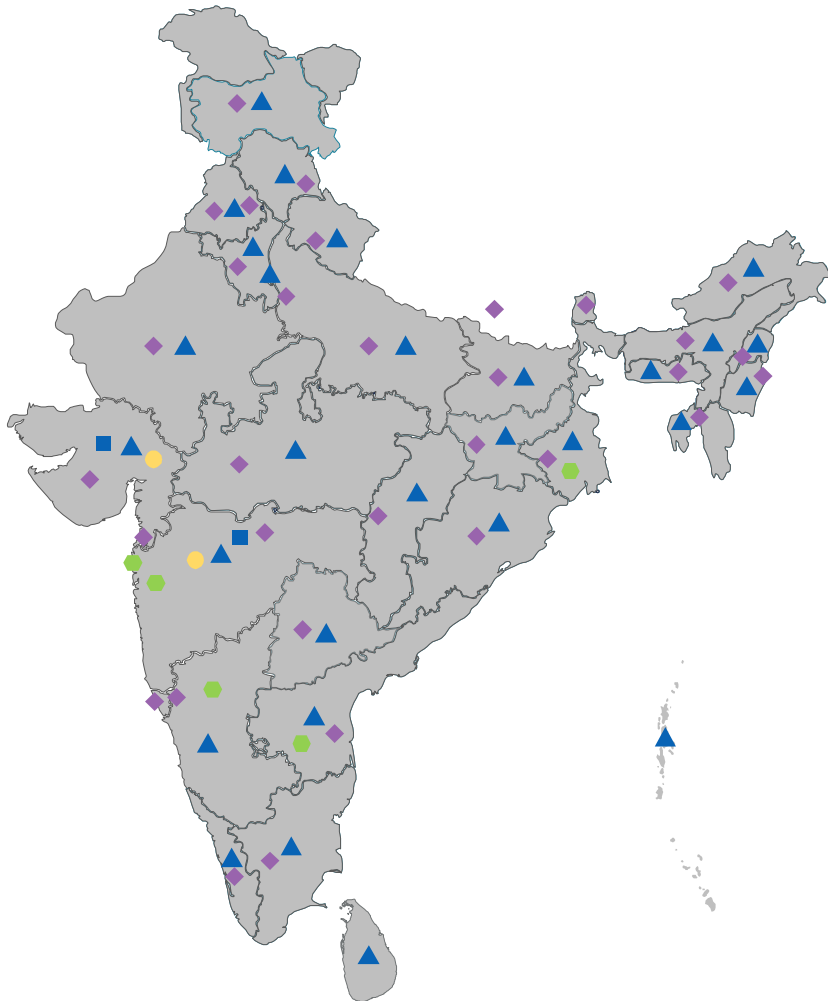
- 11. Sweden
- 12. Denmark
- 13. Germany
- 14. U.K.
- 15. Spain

- 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)

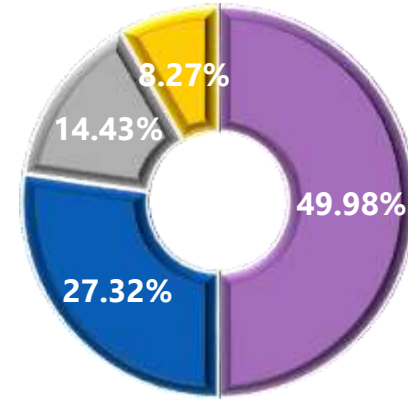
7
Locations

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 as at Oct 27, 2021



- 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
TOTAL	42

Navigating the next strategy – The Digital Shift



LEARNING FOR
A BETTER WORLD



LEARNING
FOR ALL



LEARNING
EFFICIENTLY

**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

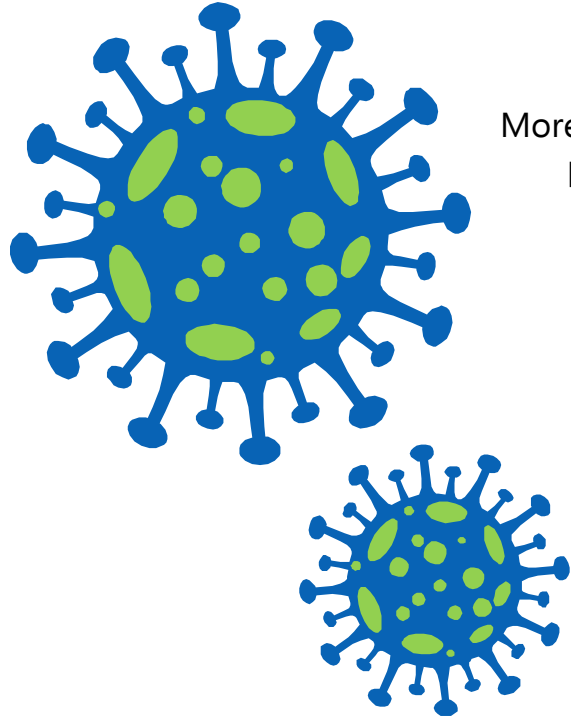


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Financials

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

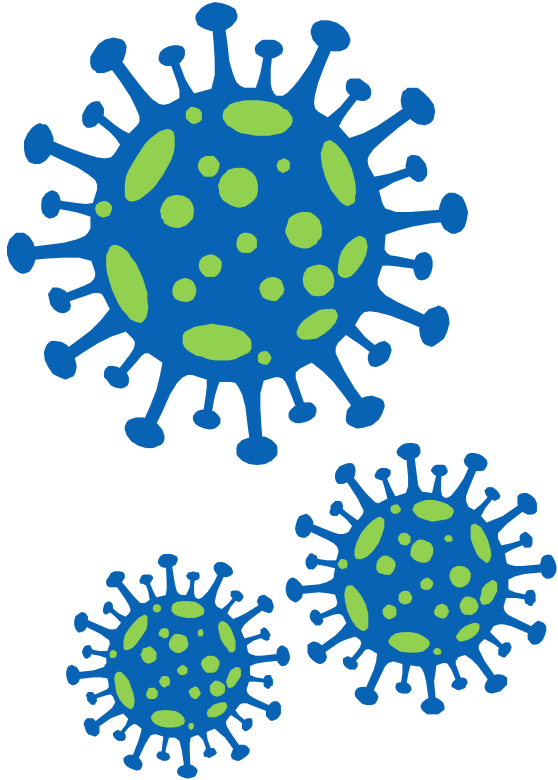
The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools

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



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Financials

STANDALONE FINANCIAL RESULTS – Q2 and YTD FY22

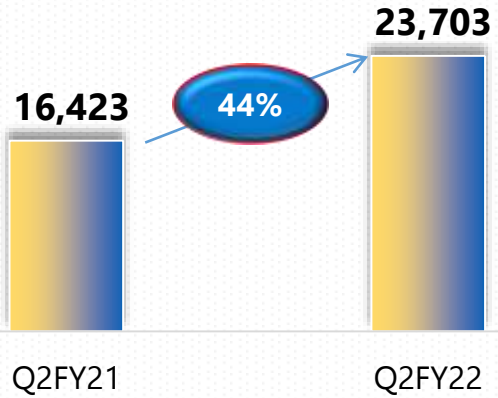
INR in Lacs

Particulars	Qtr. Ended Sep' 21				YTD Ended Sep'21			
	Q2FY22	% of Rev	Q2FY21	% of Rev	YTD FY22	% of Rev	YTD FY21	% of Rev
Income from Operations	22,909	43%	15,994		54,741	13%	48,481	
Other Income	794		429		1,479		655	
Total Revenue	23,703		16,423		56,220		49,136	
COGS	10,896		7,574		27,403		24,496	
Employee benefits	3,699		3,362		7,321		6,600	
Other General Overheads	5,130		4,139		10,658		8,686	
Total Expenses	19,725		15,075		45,382		39,782	
EBITDA	3,978	17%	1,348	8%	10,838	19.7%	9,354	19.2%
Depreciation	817		865		1,616		1,694	
EBIT	3,161		483		9,222		7,660	
Finance cost	90		159		208		519	
PBT	3,071	13%	324	2%	9,014	16%	7,141	15%
Tax	816		97		2,305		1,849	
PAT	2,255	9.8%	227	1.4%	6,709	12%	5,292	11%
Other Comprehensive Income (OCI)	(37)		426		(286)		1,131	
Total Comprehensive Income (TCI)	2,218		653		6,423		6,423	

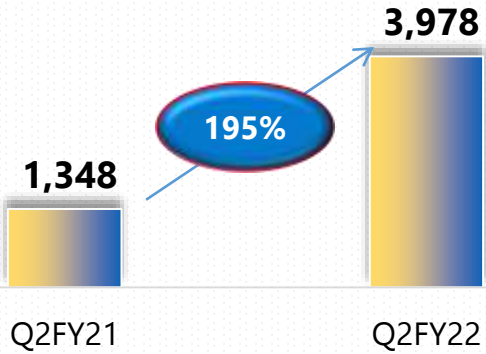
STANDALONE FINANCIAL RESULTS – Q2FY22

INR in Lacs

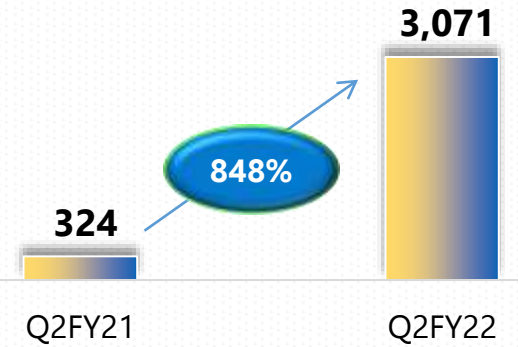
Total Revenue



EBITDA

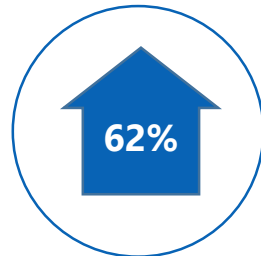


PBT

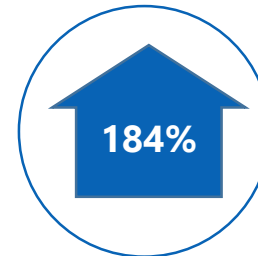


Segmental Revenue

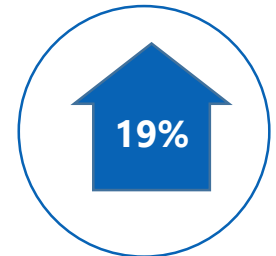
Publications



Stationery - Domestic



Stationery - Exports



Q2 FY22

8,899

2,356

11,492

Q2 FY21

5,504

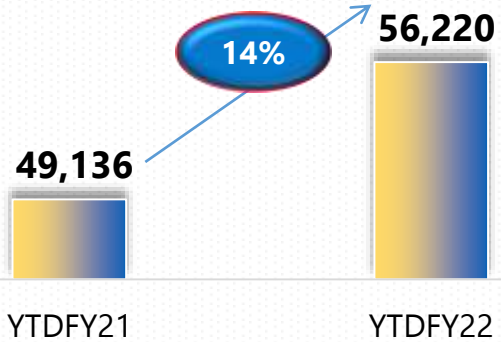
831

9,630

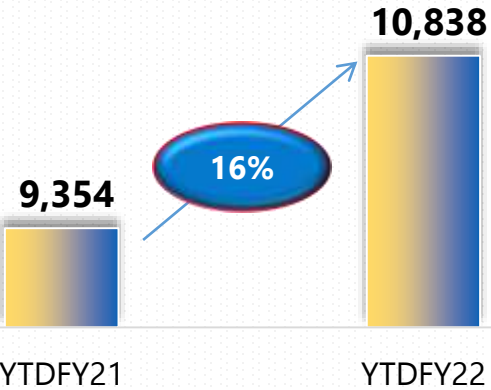
STANDALONE FINANCIAL RESULTS – YTDFY22

INR in Lacs

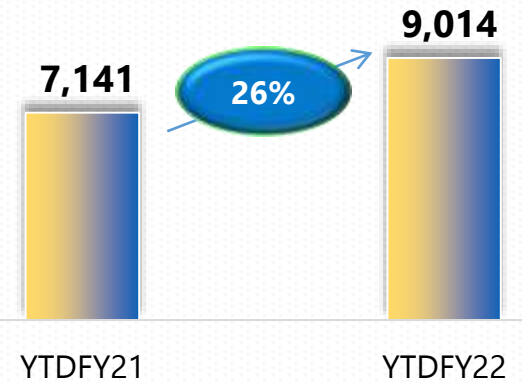
Total Revenue



EBITDA

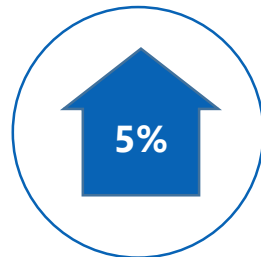


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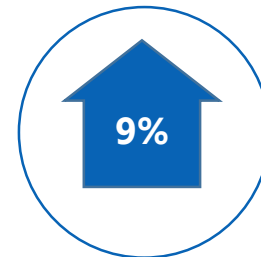


Segmental Revenue

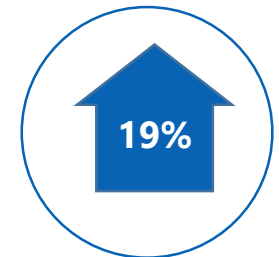
Publications



Stationery - Domestic



Stationery - Exports



YTD FY22

18,776

5,897

29,986

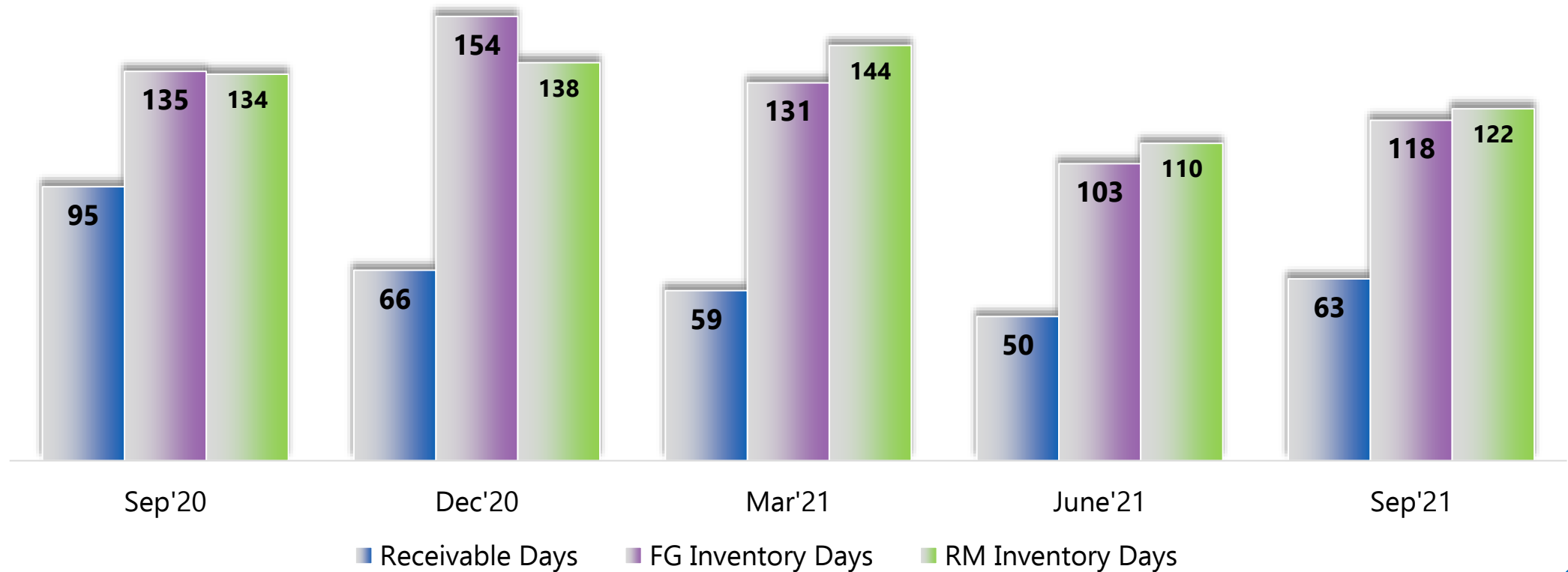
YTD FY21

17,863

5,430

25,144

Working Capital Cycle



CONSOLIDATED PERFORMANCE FOR YTD FY22

INR in Lacs

Revenues

Particulars	YTD FY22	YTD FY21
NEL	54,741	48,481
eSense	504	443
Indiannica	1,119	739
NLLP	-	-
NHKL	234	119
GeNext	9	-
NTVPL		
Inter co Adjust	(706)	(209)
Total	55,901	49,572

EBITDA

YTD FY22	YTD FY21
10,839	9,354
(386)	(380)
(683)	(1,243)
#	#
2	(2)
(74)	-
#	-
(30)	(114)
9,667	7,615

Outlook

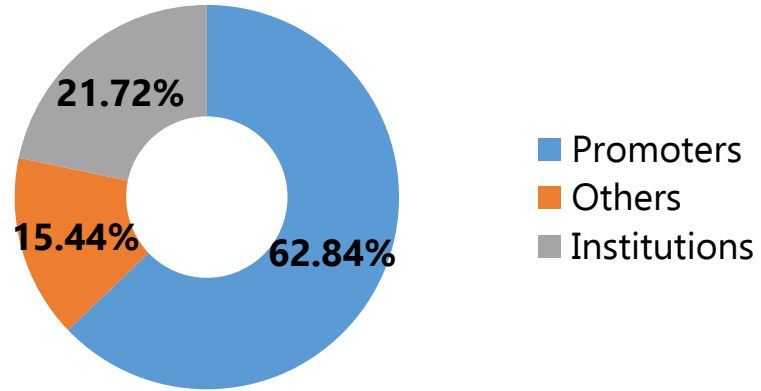
NEL's ability to significantly expand its footprint in states other than Maharashtra and Gujarat and make inroads in other national (CBSE and ICSE) and state level boards amidst the competitive business environment will be the key positives.

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

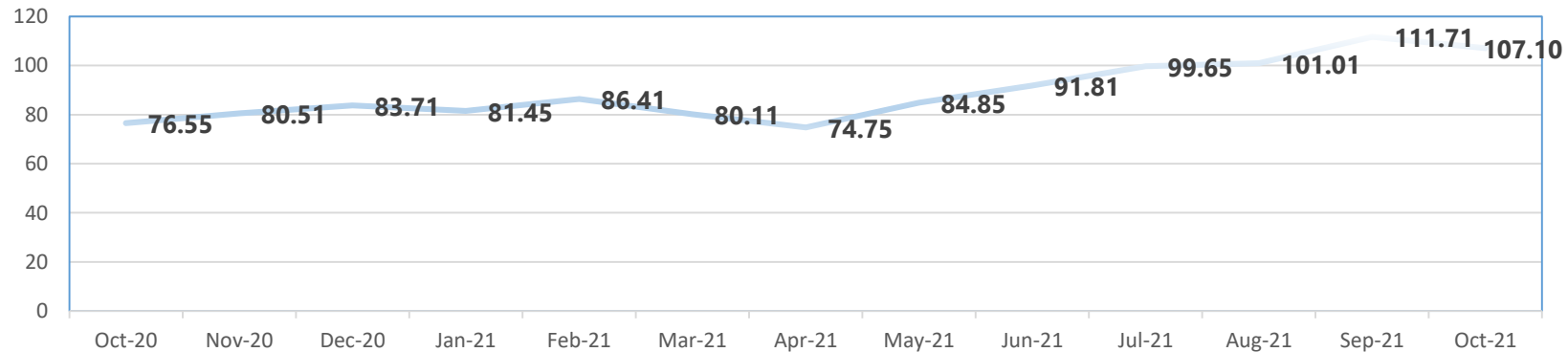
Shareholding Pattern (as on 30th Sep, 2021)



Stock Data

 Market Cap as on 27 th October, 2021	₹ 2,431 Cr.
 Stock Price as on 27 th October, 2021	₹ 107.10
 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 Oct 27, 2021



THANK YOU

NAVNEET EDUCATION LIMITED

Corporate Identity Number L22200MH1984PLC034055

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E-mail Id: investors@navneet.com

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