



Knowledge is wealth

NEL/132/2022

Date: 10<sup>th</sup> November, 2022

**The Secretary**  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,  
'G' Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400051

**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 Sir/Madam,

**Ref: Scrip Code – NAVNETEDUL**

**Ref: Scrip Code – 508989**

**Sub: Submission of presentation shared with analysts and institutional investors on Unaudited Financial Results**

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q2 FY23 presentation which is being shared with analysts and institutional investors on Statement of Standalone And Consolidated Unaudited Financial Results for the quarter and half year ended 30<sup>th</sup> September, 2022.

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 DUSHYANT Digitally signed by  
BUCH AMIT DUSHYANT  
BUCH

**AMIT D. BUCH**  
**COMPANY SECRETARY**  
**MEMBERSHIP NO- A15239**

**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 • www.navneet.com •  /navneet.india



Knowledge is wealth



**TRANSFORMING WITH TIMES**

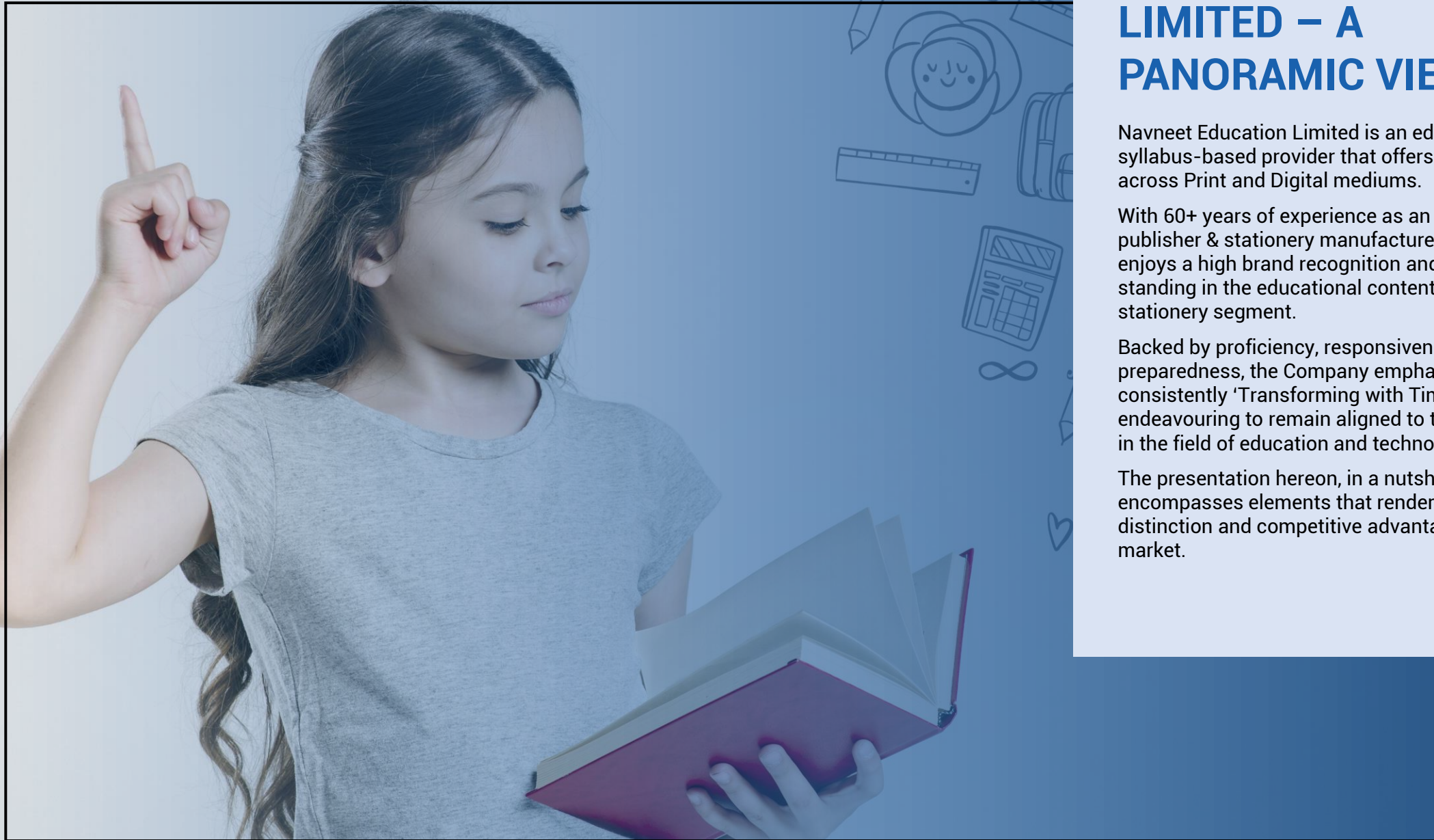
**NAVNEET EDUCATION LIMITED**

**INVESTOR PRESENTATION  
AS ON 30th SEPT, 2022**

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## NAVNEET EDUCATION LIMITED – A PANORAMIC VIEW

Navneet Education Limited is an educational syllabus-based provider that offers quality content across Print and Digital mediums.

With 60+ years of experience as an educational publisher & stationery manufacturer, the Company enjoys a high brand recognition and market standing in the educational content and scholastic stationery segment.

Backed by proficiency, responsiveness and preparedness, the Company emphasises on consistently 'Transforming with Times'. Thus, endeavouring to remain aligned to the evolutions in the field of education and technology.

The presentation hereon, in a nutshell, encompasses elements that render the Company's distinction and competitive advantage in the market.

## Transforming With Times Since Over 6 Decades

Navneet Education Limited's rich industry experience and insightful endeavours enabled the business to achieve a robust leadership position in the industry. It owns a market share of approximately 65% in Western India. Going ahead, as the Company continues to transform in line with ever-evolving trends, it aims to build a strong presence in the EdTech domain by leveraging its existing businesses.

### What sets us apart

Educational syllabus-based publisher material supplier, across print and digital mediums

Strong brand visibility and leading position in the educational content & scholastic stationery space

Poised to become a leader in EdTech through its quality and innovation



### 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.

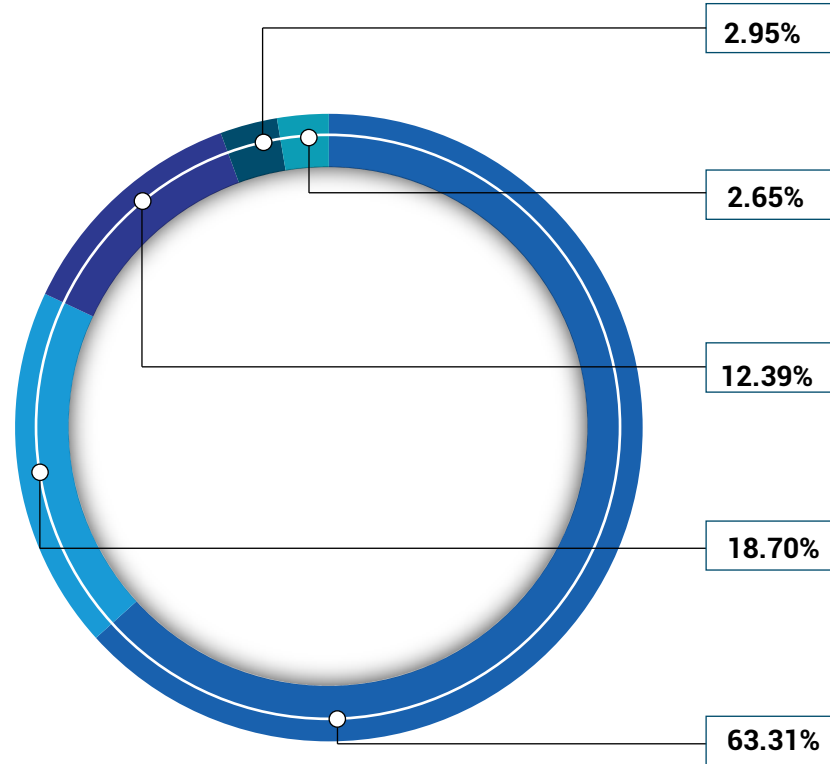


### Core Values

- Excellence
- Proactive
- Student Centric
- Transparency



## Shareholding pattern



### Category

- Promoters
- Public
- Mutual Funds & Alternate Investment Fund III
- Other Bodies Corporate
- Foreign Institutional Investor

## Stock Information as on 30th Sept, 2022

Market Capitalisation

**₹ 3,007.50 Crores**



Stock Price

**₹ 132.95**



NSE/BSE – Symbol

**NAVNETEDUL /508989**

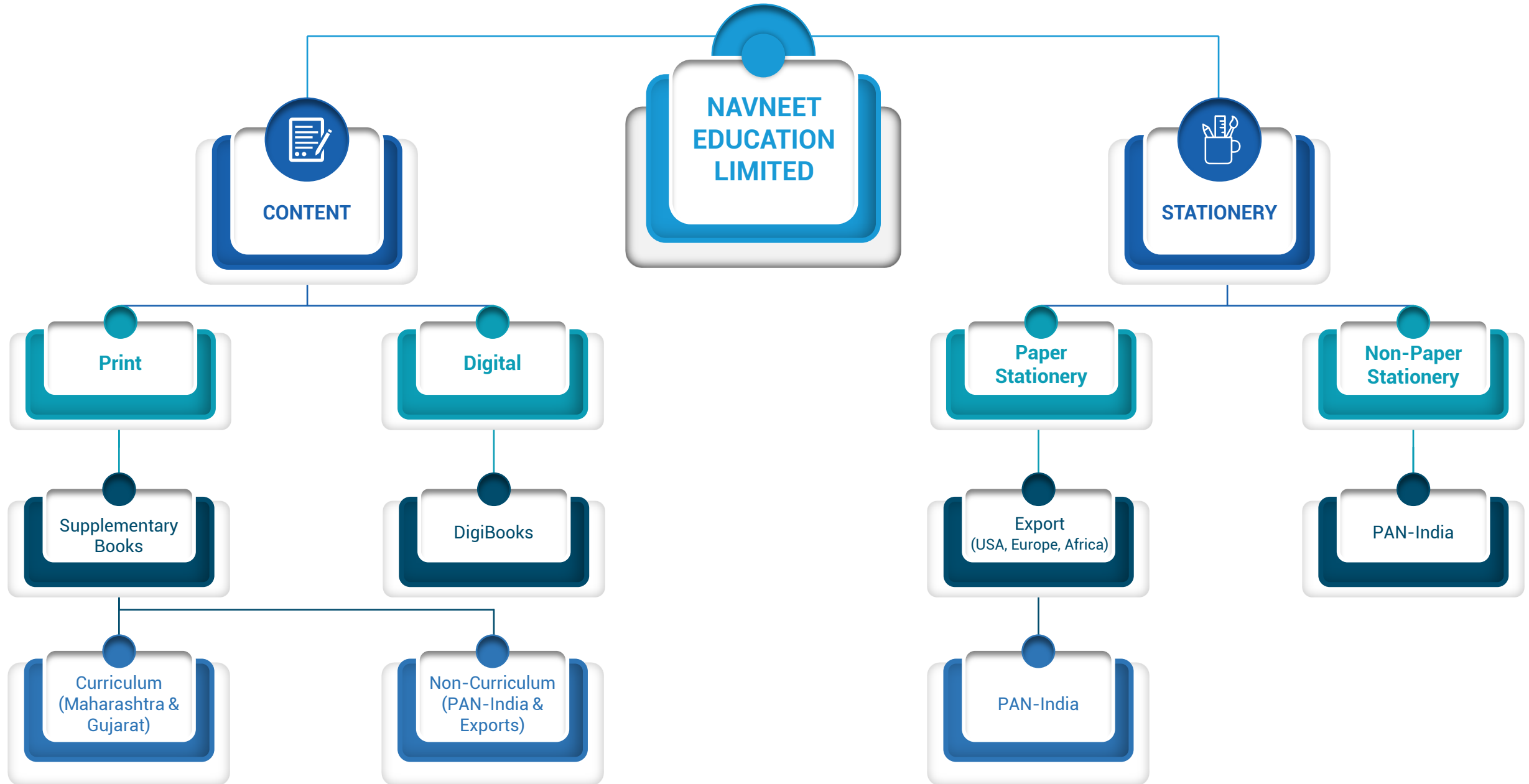


No. of Shares Outstanding

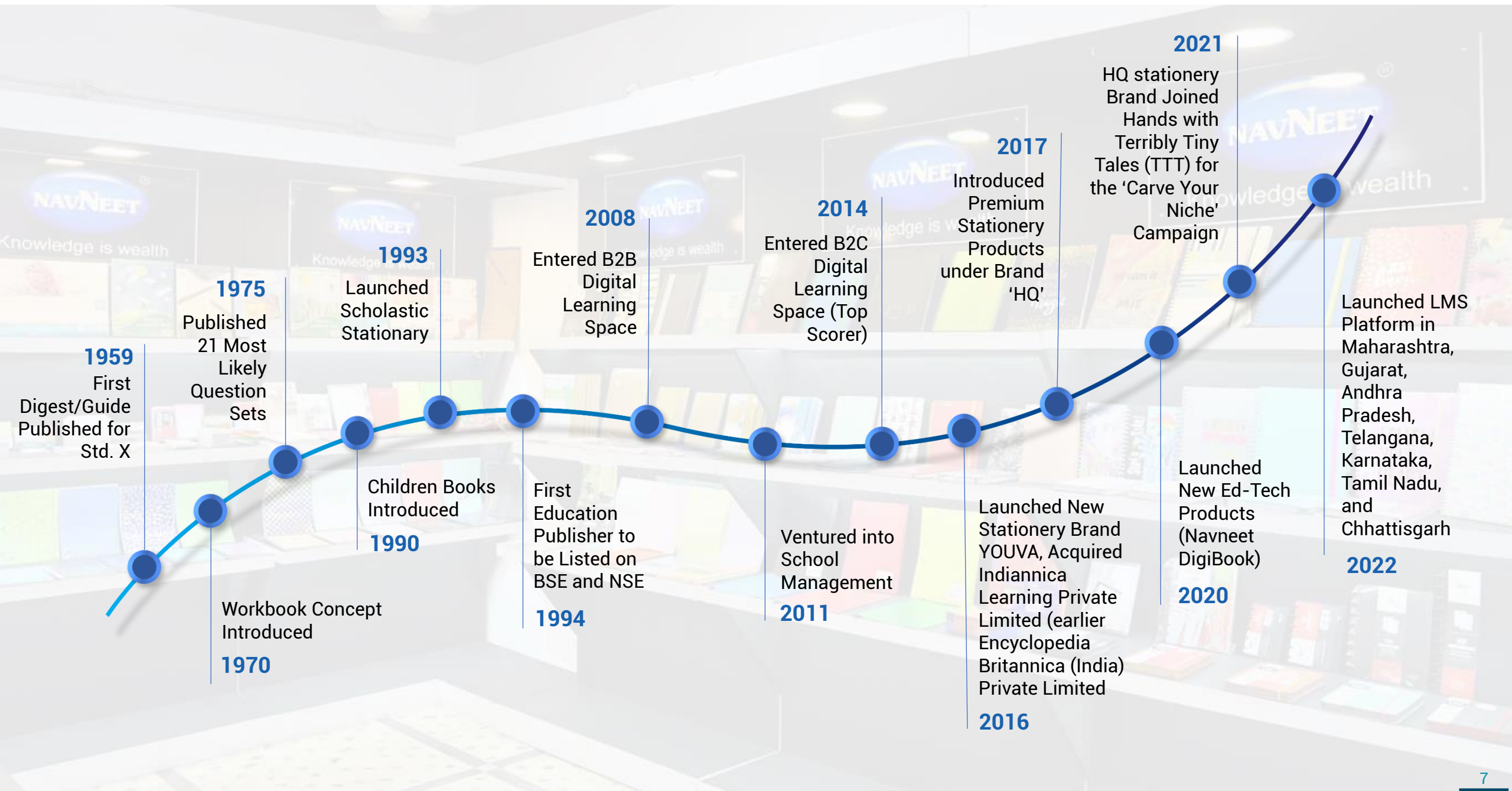
**22,62,13,181**



# Transforming With Time Through Innovative Product Offerings



# Our Journey Of Transformation





# Geographical Presence Strengthening NEL's Transformational Journey



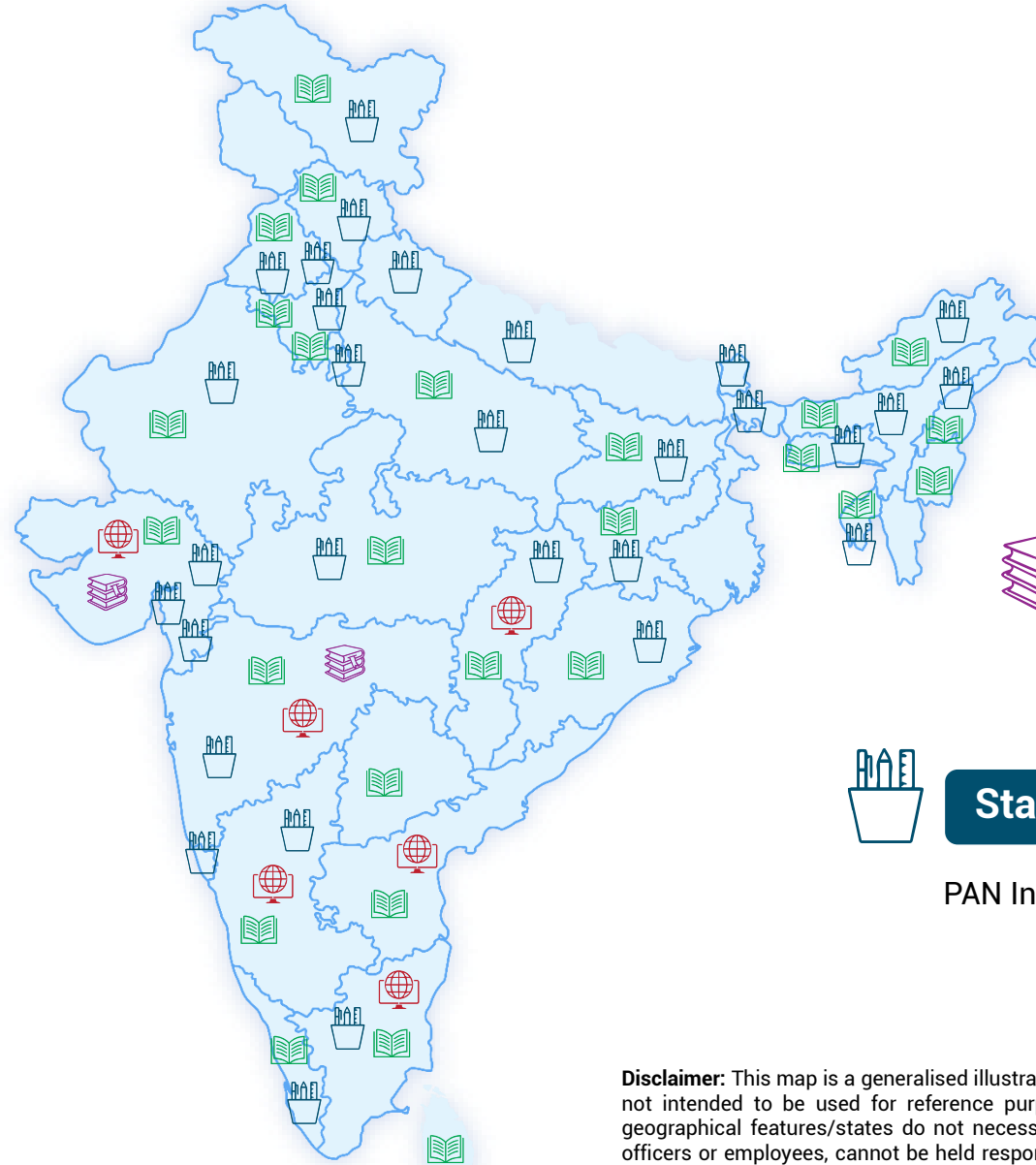
## Digital Presence

Maharashtra, Gujarat, Andhra Pradesh, Telangana, Karnataka, Tamil Nadu, and Chhattisgarh



## Text Books

PAN-India & Sri Lanka



## Supplementary Books

Maharashtra & Gujarat

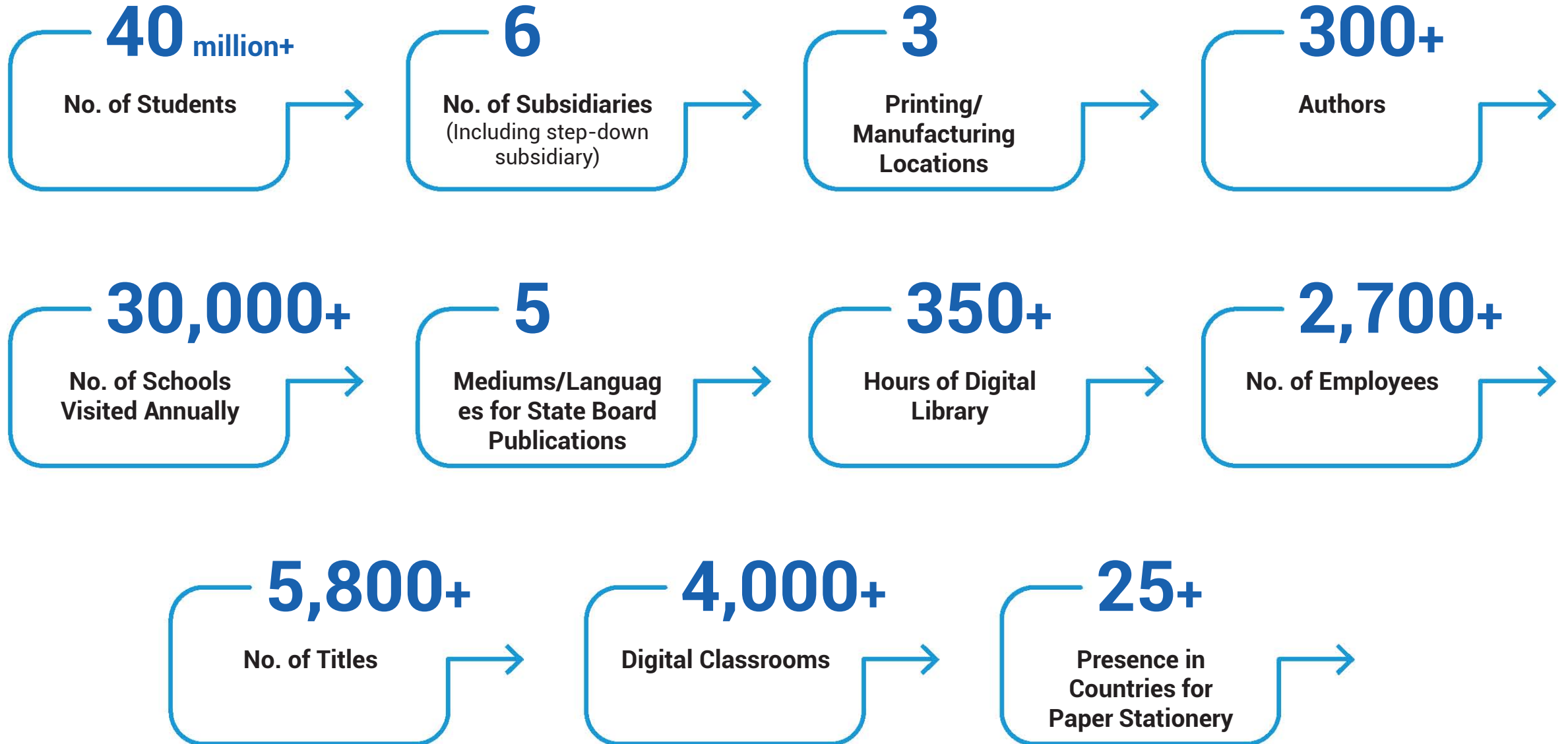


## Stationery

PAN India & Nepal

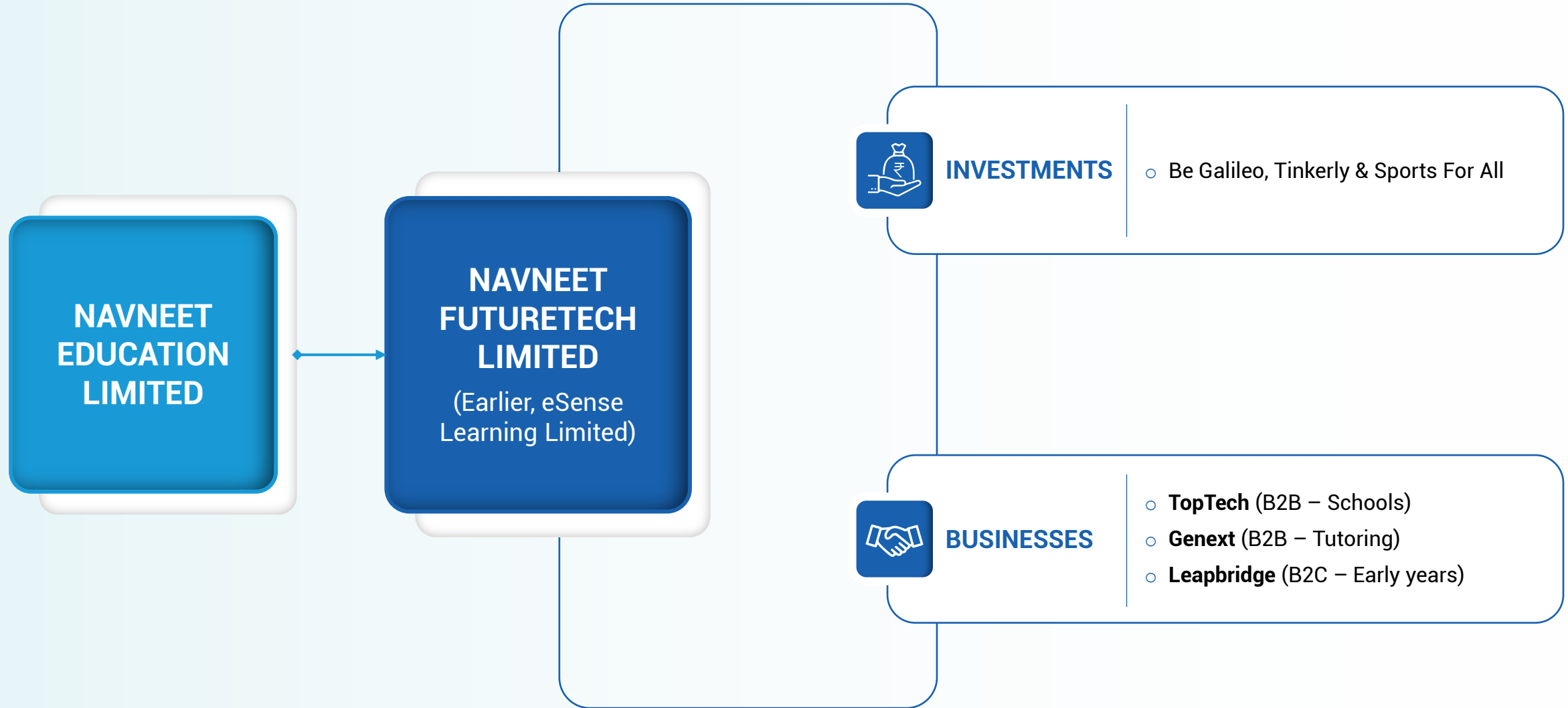
**Disclaimer:** This map is a generalised illustration only for the ease of the reader to understand the locations, and it is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.

# Numbers Testifying NEL's Successful Transformation



# Update for Q2 FY 23










### Rationale for NFL to consider 100% acquisition in Genext Students Pvt Ltd

- NFL aims to set its position as a market leader in TaaS (Tutoring as a Service) by enabling Tutors & Coaching Institutes
- To have complete control over the growth of the business
- All possible leverage & support from NEL businesses to different segments of Genext
- Going forward 100% value of Genext will contribute significantly to overall NFL value



 SBU Brand Name	 Segment	 Customer	 Products	 Customer Brands
<p><b>TOPTECH</b></p>	<p><b>B2B – Curriculum-based</b></p>	<p><b>Schools</b></p>	<p>Content, LMS &amp; ERP – School SaaS</p>	<p>TopSchool, TopClass &amp; TopScorer</p>
<p><b>LEAPBRIDGE</b></p>	<p><b>B2C – Extra Curricular</b></p>	<p><b>Parents &amp; B2B</b></p>	<p>Phygital toys, Coding, STEM</p>	<p>Leapbridge</p>
<p><b>GENEXT</b></p>	<p><b>B2B – Curriculum and Extra Curricular</b></p>	<p><b>Tutors &amp; Coaching Institutes</b></p>	<p>Content, LMS &amp; ERP – Tutoring SaaS</p>	<p>BeMasterly</p>



SBU Brand Name

## LAUNCH UPDATE

### TOPTECH

All products have been launched – customers acquisition underway

#### For core products: Ensuring that

- (a) Sales efficiency is tracked
- (b) Customer onboarding is overseen minutely for better learnings
- (c) Customer feedback on experience is understood
- (d) Changes considered
- (e) Continuous focus on training
- (f) Customer acquisition for the next academic year started

### LEAPBRIDGE

Research ongoing; to be launched in FY 23-24

**For Phygital businesses, Coding & STEM products:**  
Assessing commercial viability of business model while early stage development of platform is underway

### BEMASTERLY

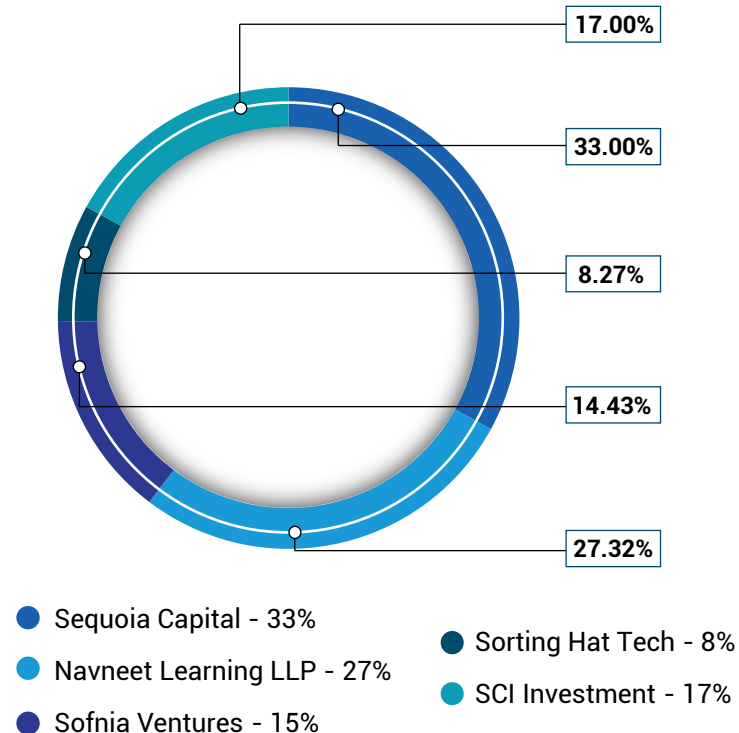
Integration with Content underway – UATs next

- (a) On boarded 1000+ tutors, of which 200+ are paid subscribers for testing and validation of the platform.
- (b) Genext Library is being developed for the use of tutors at an extra price to them

## LAUNCH RELATED

'Orchids, the International School' group of schools is an emerging and fast-growing dominant player in providing management services in the field of direct education.

## Shareholding Pattern



### LOCATIONS



### NUMBER OF SCHOOLS

Bengaluru (21 schools + 5 colleges)	<b>26</b>
Mumbai	<b>15</b>
Pune	<b>7</b>
Hyderabad	<b>4</b>
Gurgaon	<b>3</b>
Chennai	<b>2</b>
Kolkata	<b>1</b>
Aurangabad	<b>1</b>
Nagpur	<b>1</b>
<b>Total</b>	<b>60</b>

**80,000+**

Capacity



**9**

Locations



**41,700+**

Number of students



**60**

No. of schools  
(CBSE/ICSE)





NEL's governance approach is based on accountability, effective delegation and adequate oversight to support sound decision-making. The Board places high importance in overseeing the Company's operation and ensures that NEL remains well-positioned to create long-term value for its shareholders.



Shri Kamlesh S Vikamsey,  
**Chairman**

Shri Gnanesh D Gala,  
**Managing Director**

Shri Raju H Gala,  
**Jt Managing Director**

Shri Tushar K Jani,  
**Independent Director**

Shri Bipin A Gala,  
**Whole-time Director**

Shri Anil D Gala,  
**Whole-time Director**

Dr Vijay B Joshi,  
**Independent Director**

Shri Shailendra J Gala,  
**Whole-time Director**

Smt Usha Laxman,  
**Independent Director**

Shri Anil Swarup,  
**Non-Independent & Non-Executive Director**

Shri Nilesh S Vikamsey,  
**Non-Independent & Non-Executive Director**

Shri K I Viswanathan,  
**Independent Director**



## **Robust Financial Performance Backing NEL's Transformational Journey**

Over the years, the Company's dedicated efforts enabled it to maintain stable growth in persistent manner. The year gone by further testifies for its capabilities, as showcased through its key financial parameters. It has been consistently strengthening its credibility and remains poised to explore new avenues of growth.

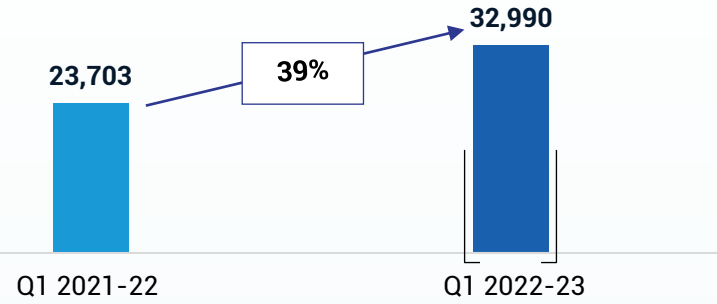


## Standalone Financial Performance (Q2 and YTD FY 2022-23)

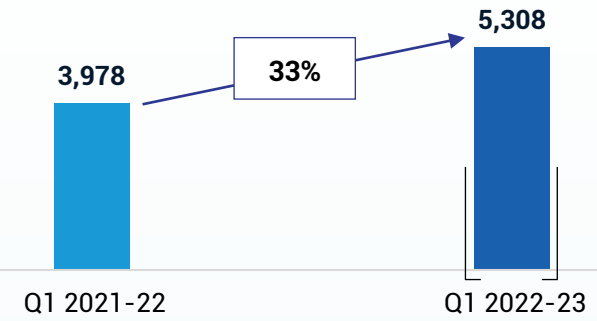
(₹ in Lakhs)

Particulars	Q2 FY23 (Unaudited)	% of Revenue	Q2 FY22 (Unaudited)	% of Revenue	YTD FY 22-23 (Unaudited)	% of Revenue	YTD FY 21-22 (Unaudited)	% of Revenue
Income from Operations	32,616		22,909		1,00,894		54,741	
Other Income	374		794		848		1,479	
<b>Total Revenue</b>	<b>32,990</b>		<b>23,703</b>		<b>1,01,742</b>		<b>56,220</b>	
COGS	16,476		10,896		50,874		27,403	
Employee benefits	3,867		3,699		8,226		7,321	
Other General Overheads	7,079		5,130		15,914		10,658	
<b>Total Expenses</b>	<b>27,422</b>		<b>19,725</b>		<b>75,014</b>		<b>45,382</b>	
<b>EBITDA</b>	<b>5,568</b>	<b>17%</b>	<b>3,978</b>	<b>17%</b>	<b>26,728</b>	<b>26.5%</b>	<b>10,838</b>	<b>20%</b>
Depreciation	1,085		817		1,887		1,616	
<b>EBIT</b>	<b>4,483</b>		<b>3,161</b>		<b>24,841</b>		<b>9,222</b>	
Financial Cost	108		90		309		208	
<b>PBT before exceptional item</b>	<b>4,375</b>	<b>13%</b>	<b>3,071</b>	<b>13%</b>	<b>24,532</b>	<b>24%</b>	<b>9,014</b>	<b>16%</b>
Exceptional Items	-		-		-		-	
Tax	1,202		816		6,386		2,305	
<b>PAT</b>	<b>3,173</b>	<b>10%</b>	<b>2,255</b>	<b>10%</b>	<b>18,146</b>	<b>18%</b>	<b>6,709</b>	<b>12%</b>
Other Comprehensive Income (OCI)	(346)		(37)		(1,451)		(286)	
<b>Total Comprehensive Income (TCI)</b>	<b>2,827</b>		<b>2,218</b>		<b>16,695</b>		<b>6,423</b>	

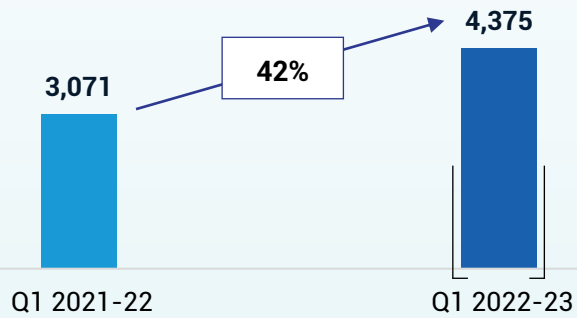
### Total Income (₹ in Lakhs)



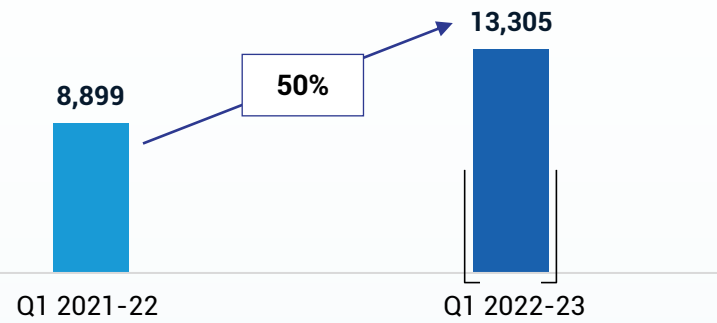
### EBITDA (₹ in Lakhs)



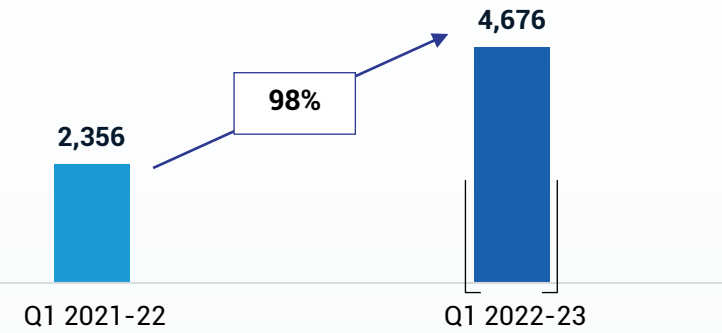
### PBT before exceptional item (₹ in Lakhs)



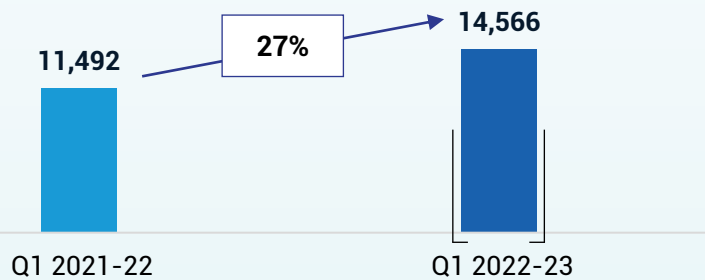
### Segment Revenue Publication (₹ in Lakhs)



### Segment Revenue Stationery- Domestic (₹ in Lakhs)

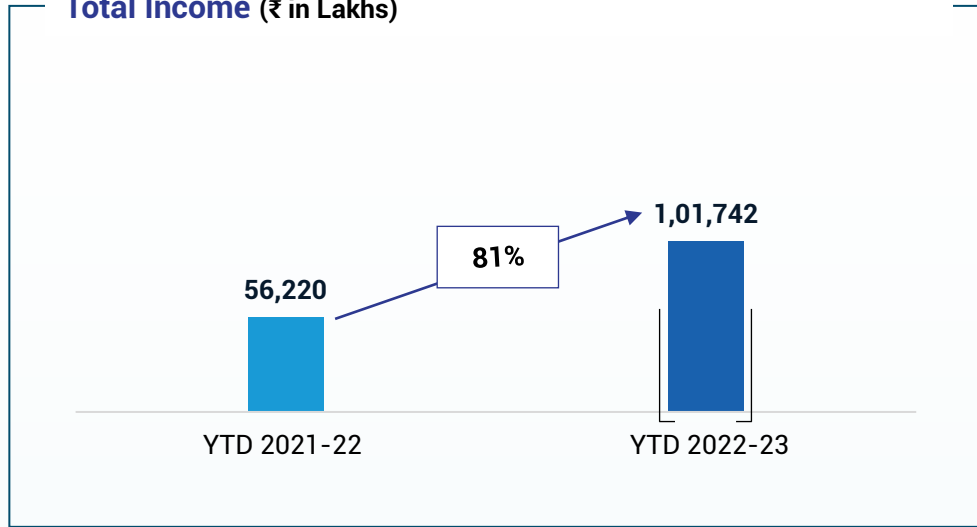


### Segment Revenue Stationery - Exports (₹ in Lakhs)

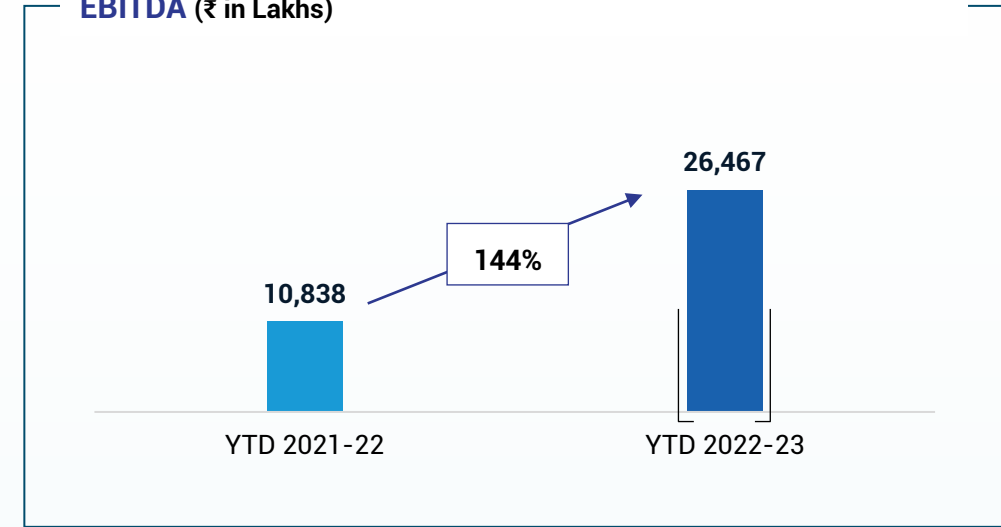


# Standalone Financial Performance – YTD FY 2022-23

**Total Income (₹ in Lakhs)**



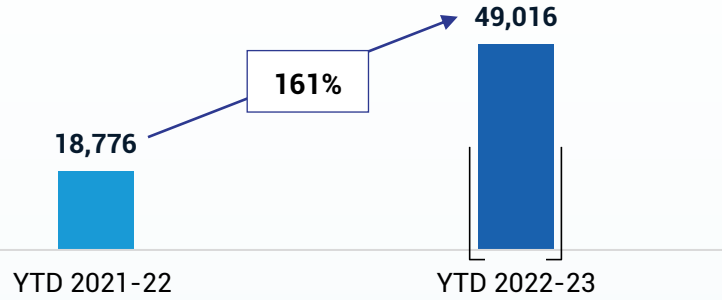
**EBITDA (₹ in Lakhs)**



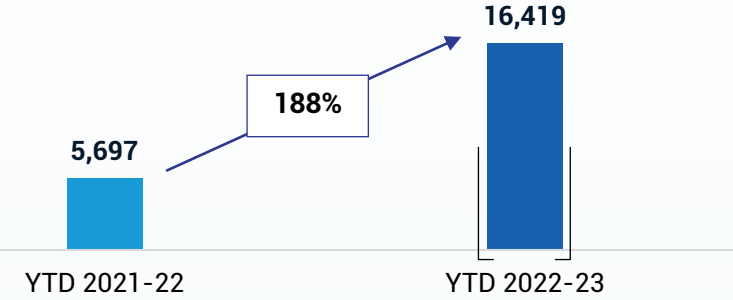
**PBT before exceptional item (₹ in Lakhs)**



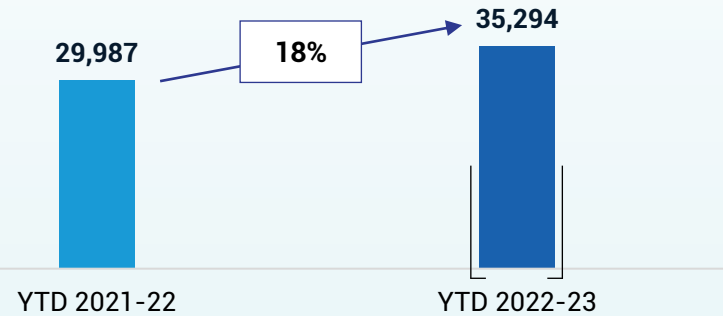
### Segment Revenue Publication (₹ in Lakhs)



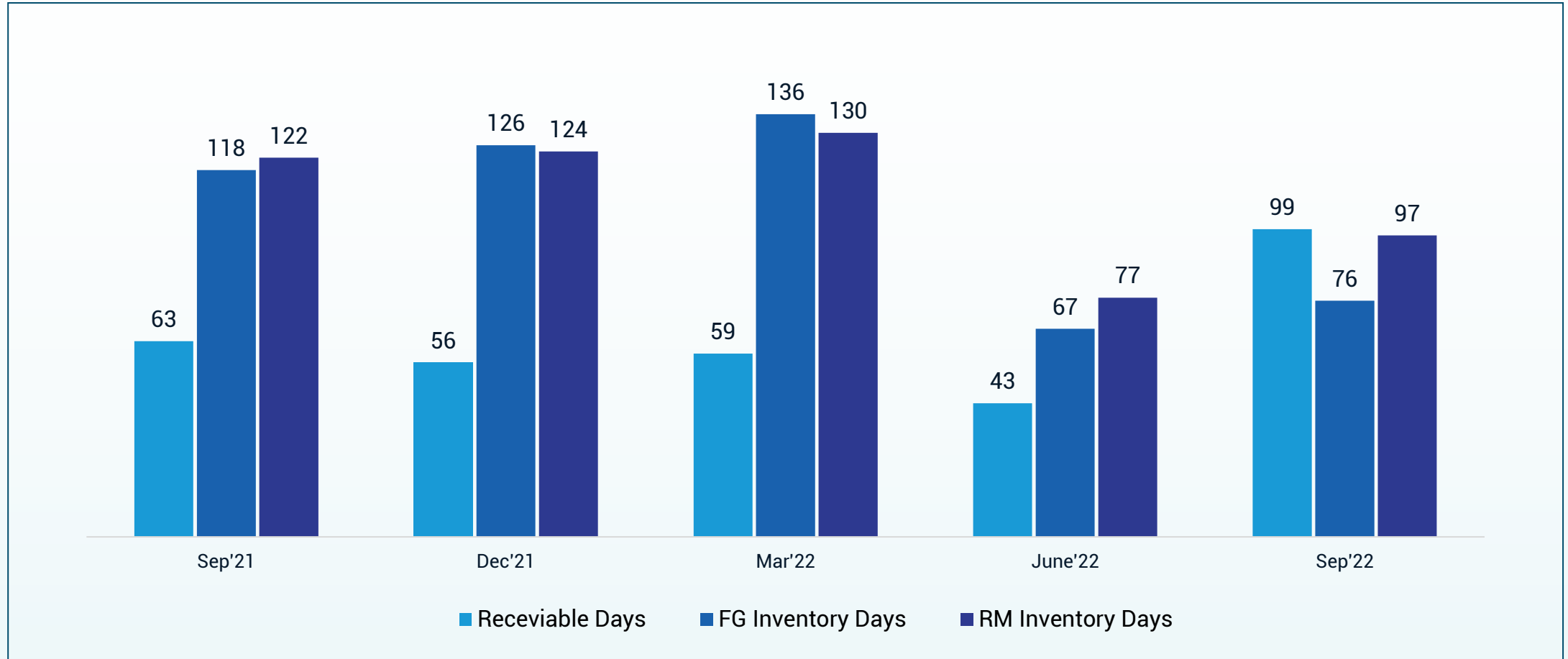
### Segment Revenue Stationery- Domestic (₹ in Lakhs)



### Segment Revenue Stationery - Exports (₹ in Lakhs)







## Revenues from Operations

Particulars	YTD FY23	YTD FY22
NEL	100,894	54,741
NFL (eSense)	655	504
Indiannica	873	1,119
NLLP	-	-
NHKL	230	234
GeNext	2	9
K12	-	-
Carveniche Tech	-	-
Inter co Adjust	(302)	(706)
<b>Total</b>	<b>102,354</b>	<b>55,901</b>

## EBITDA

YTD FY23	YTD FY22
26,728	10,838
(1,589)	(386)
(1,000)	(683)
#	#
7	2
(407)	(74)
268	(537)
(102)	(3)
(184)	(30)
<b>23,721</b>	<b>9,128</b>

## PAT

YTD FY23	YTD FY22
18,146	6,709
(1,959)	(785)
(1,396)	(1,068)
#	#
7	2
(474)	(103)
(435)	(1,018)
(101)	(4)
(150)	(20)
<b>13,638</b>	<b>3,714</b>

# 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**

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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