



Knowledge is wealth

NEL/BSE/115/2021

Date: 11<sup>th</sup> August, 2021

**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  
Unaudited Financial Results**

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q1 FY22 presentation which is shared with analysts and institutional investors on Statement of Standalone And Consolidated Unaudited Financial Results for the quarter ended 30<sup>th</sup> June, 2021.

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**

A handwritten signature in blue ink, appearing to read "ADB", is written over a horizontal line.

**AMIT D. BUCH  
COMPANY SECRETARY**

Encl: as above

**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

# A PREMIUM EDUCATION HOUSE

Investor Presentation  
as on 30<sup>th</sup> June, 2021





**Company  
Overview**

**Industry  
Overview**

**Financials**

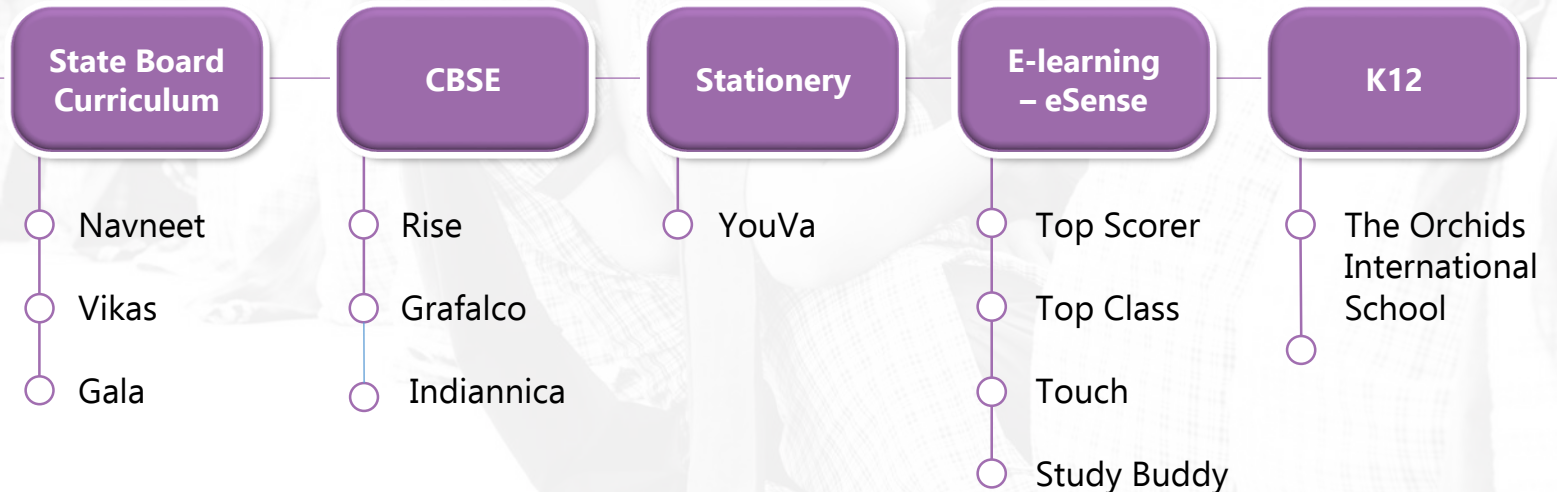
## About us

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

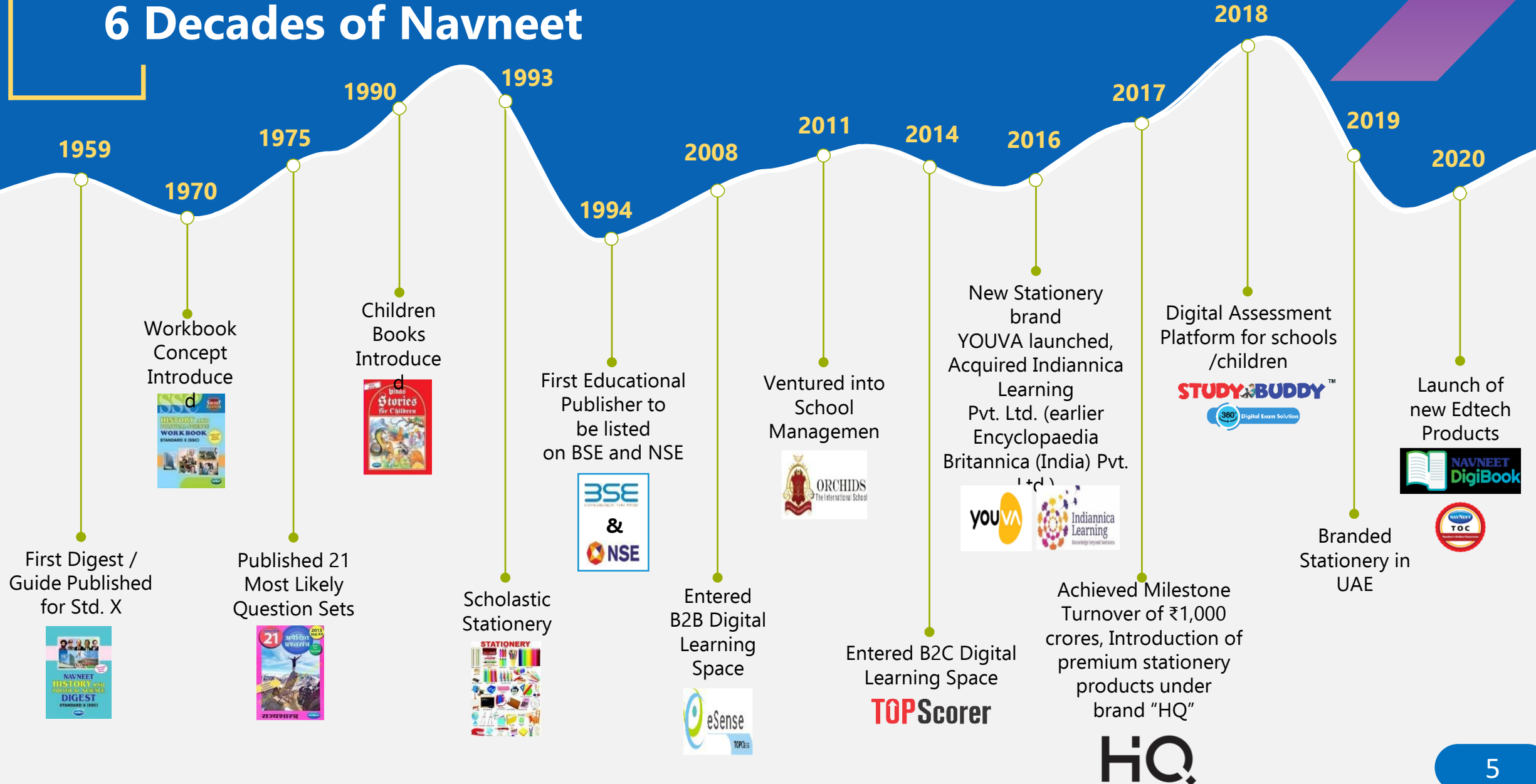
**600+**

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

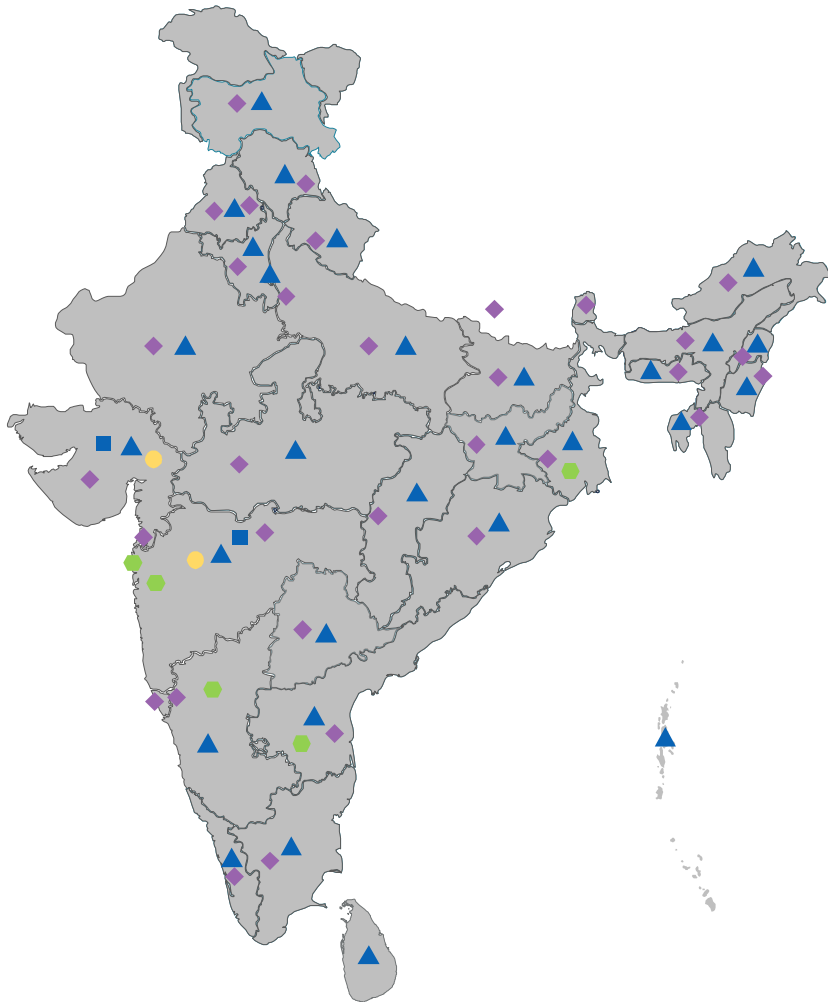
- 11. Sweden
- 12. Denmark
- 13. Germany
- 14. U.K.
- 15. Spain

- 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



**ORCHIDS**  
The International School

**42**  
No. of Schools  
(CBSE/ICSE)

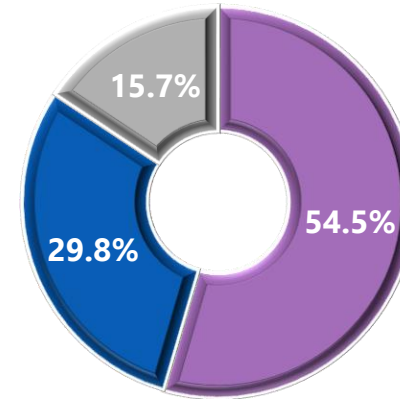
**7**  
Locations

**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



- Sequoia Capital
- Navneet Learning LLP
- Sofina Ventures

Locations	No. of Schools
Bangalore (16 schools + 1 College)	17
Mumbai	13
Hyderabad	2
Pune	7
Kolkata	1
Chennai	1
Gurgaon	1
<b>TOTAL</b>	<b>42</b>

# Navigating the next strategy – The Digital Shift



## Navneet Digibook

- Launched in Dec'20

## Navneet Kids Platform

- 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**
- Reliance on drip-fed teaching method for various topics
- Improving interactivity and fun in learning by enabling gamification of content

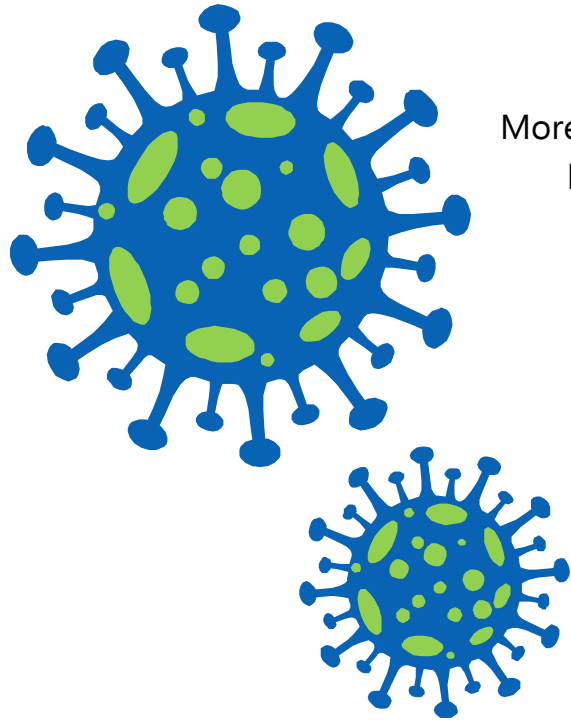


**Company  
Overview**

**Industry  
Overview**

**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

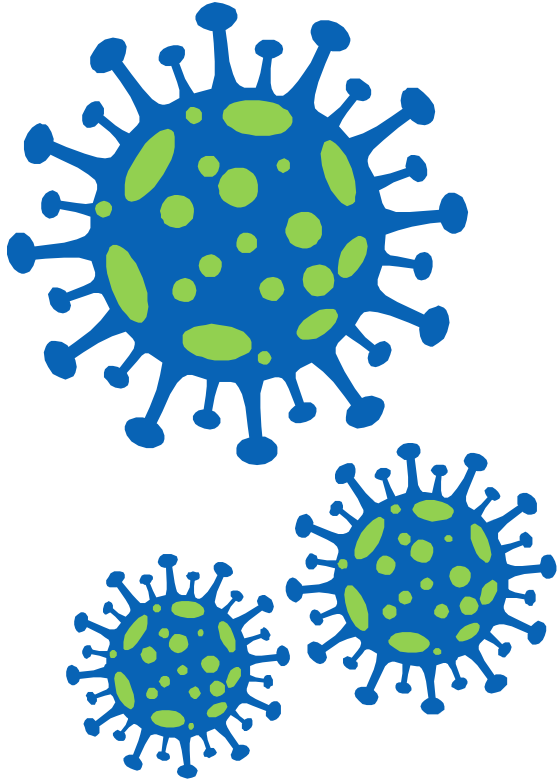
The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools

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



**Industry  
Overview**

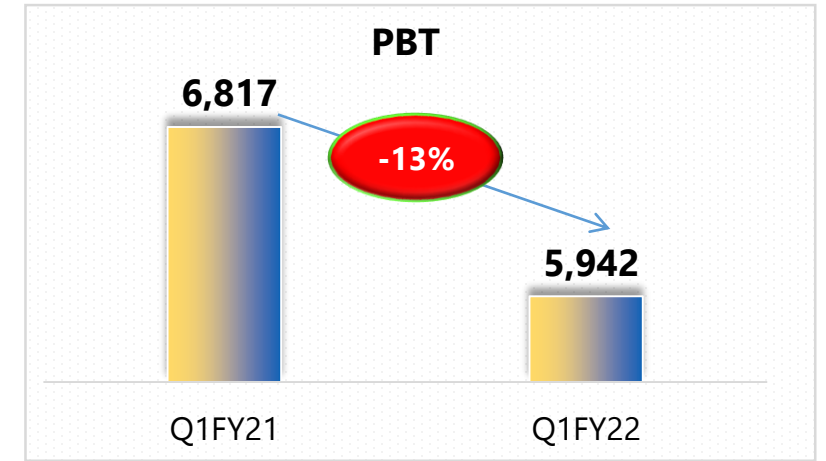
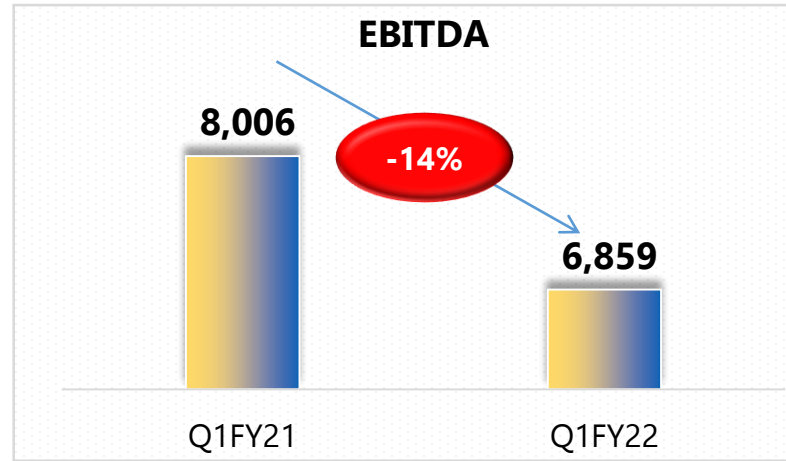
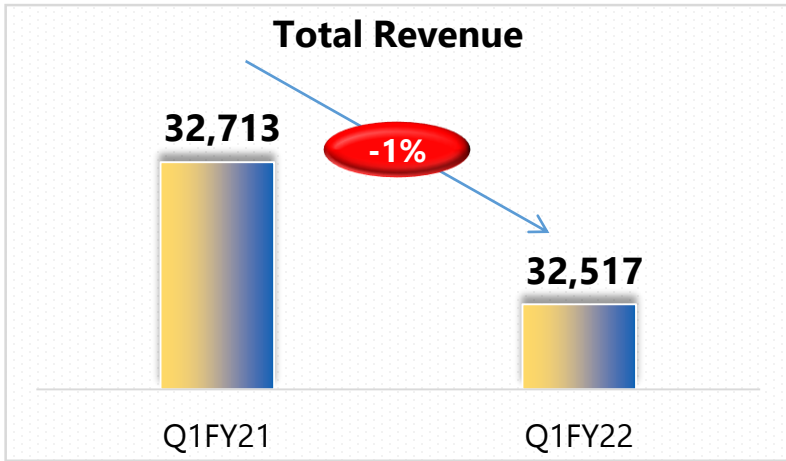
**Company  
Overview**

**Financials**

# STANDALONE FINANCIAL RESULTS – Q1FY22

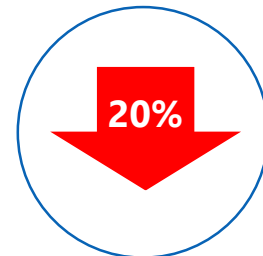
Particulars	Qtr. Ended June' 21			
	Q1FY22	% of Rev	Q1FY21	% of Rev
Income from Operations	31,832		32,487	
Other Income	685		226	
<b>Total Revenue</b>	<b>32,516</b>		<b>32,713</b>	
COGS	16,508		16,922	
Employee benefits	3,622		3,238	
Other General Overheads	5,528		4,547	
<b>Total Expenses</b>	<b>25,658</b>		<b>24,707</b>	
<b>EBITDA</b>	<b>6,859</b>	<b>22%</b>	<b>8,006</b>	<b>19%</b>
Depreciation	799		829	
EBIT	6,060		7,176	
Finance cost	118		360	
<b>PBT</b>	<b>5,942</b>	<b>19%</b>	<b>6,817</b>	<b>21%</b>
Tax	1,489		1,752	
<b>PAT</b>	<b>4,453</b>	<b>14%</b>	<b>5,065</b>	<b>16%</b>
Other Comprehensive Income (OCI)	(249)		705	
<b>Total Comprehensive Income (TCI)</b>	<b>4,204</b>		<b>5,770</b>	

# STANDALONE FINANCIAL RESULTS – Q1FY22

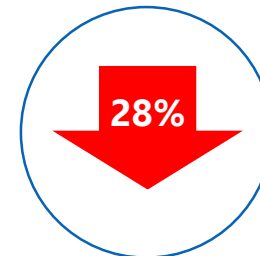


## Segmental Revenue

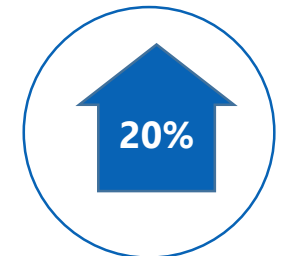
### Publications



### Stationery - Domestic



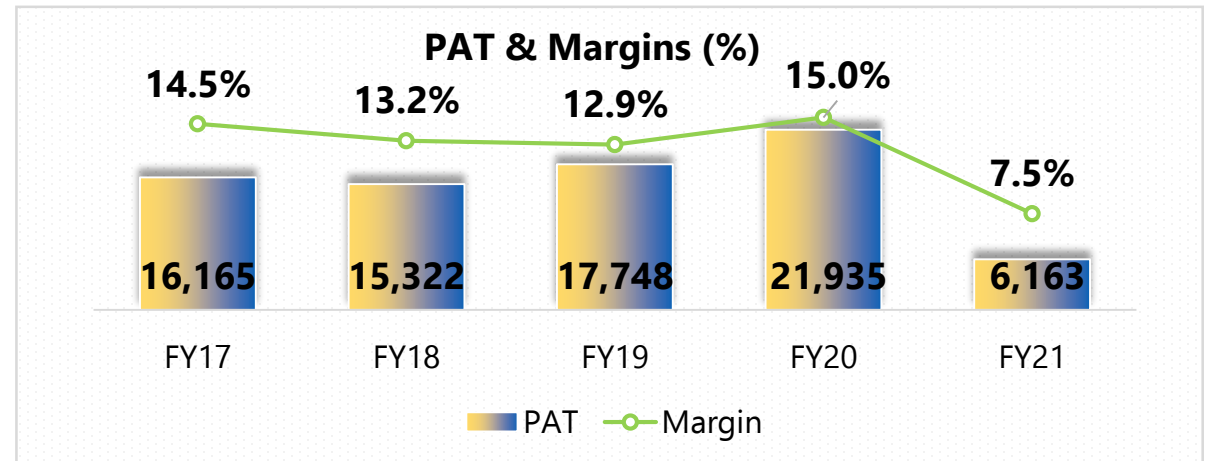
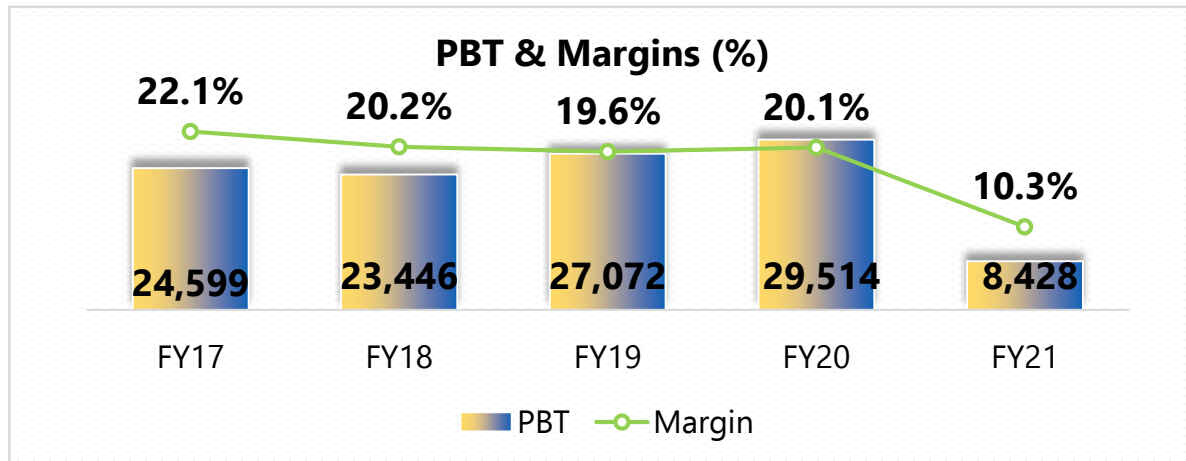
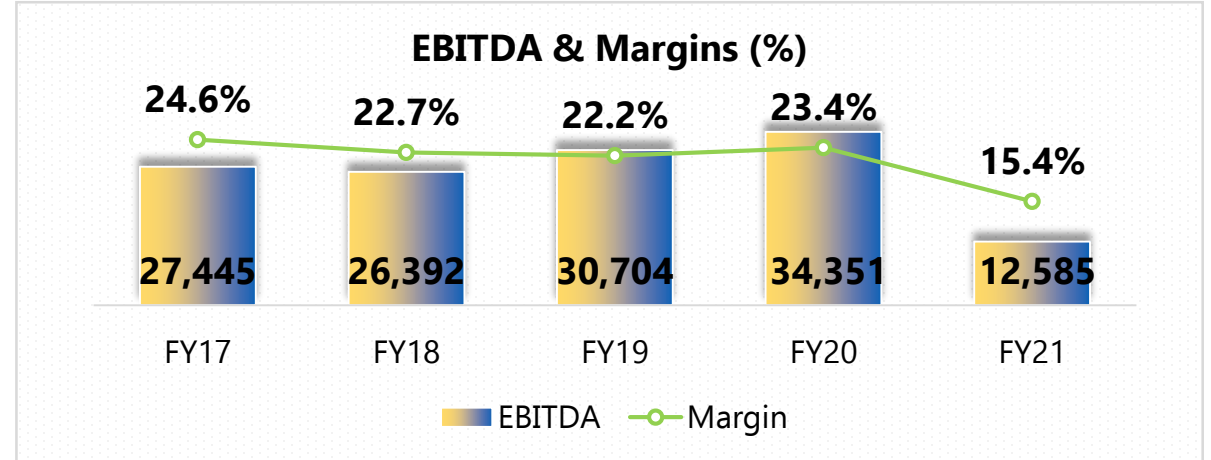
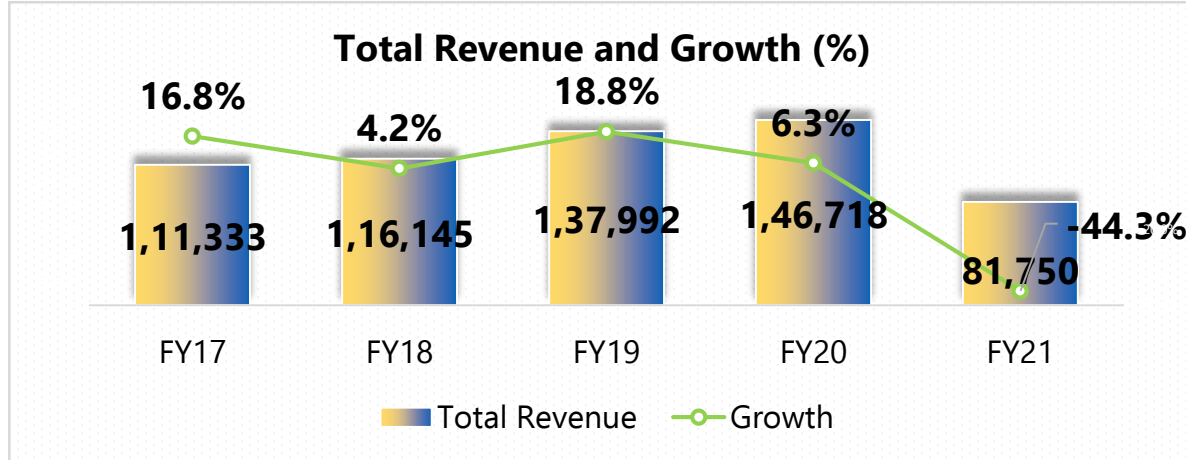
### Stationery - Exports



Q1 FY22	Publications	Stationery - Domestic	Stationery - Exports
Q1 FY21	12,359	4,612	15,470
Q1 FY22	9,877	3,341	18,495

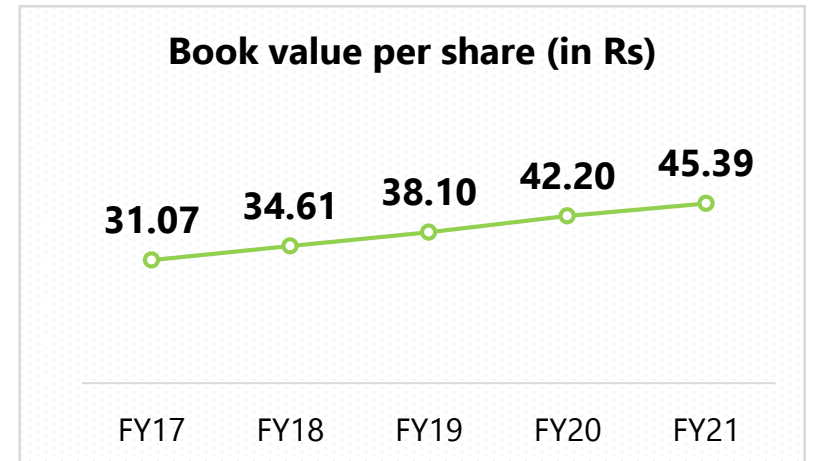
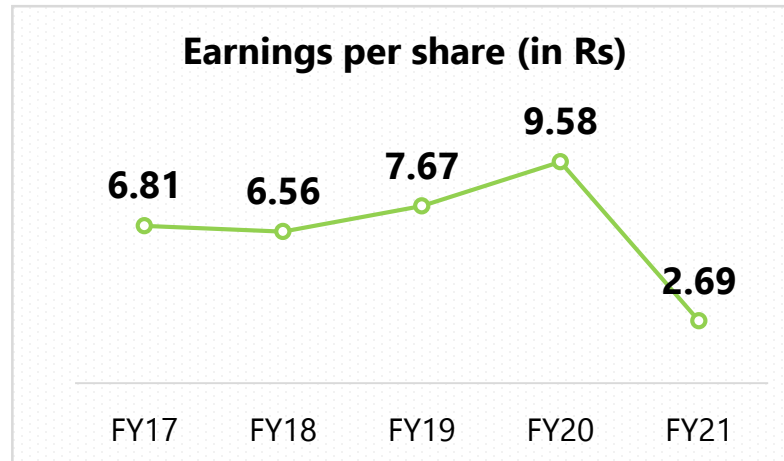
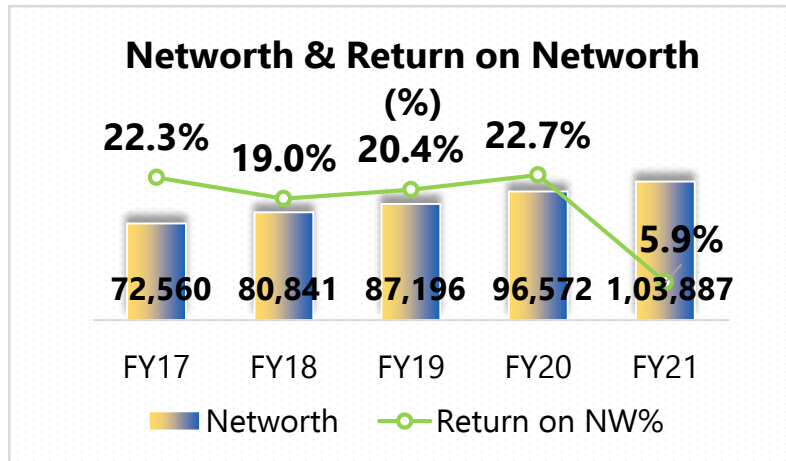
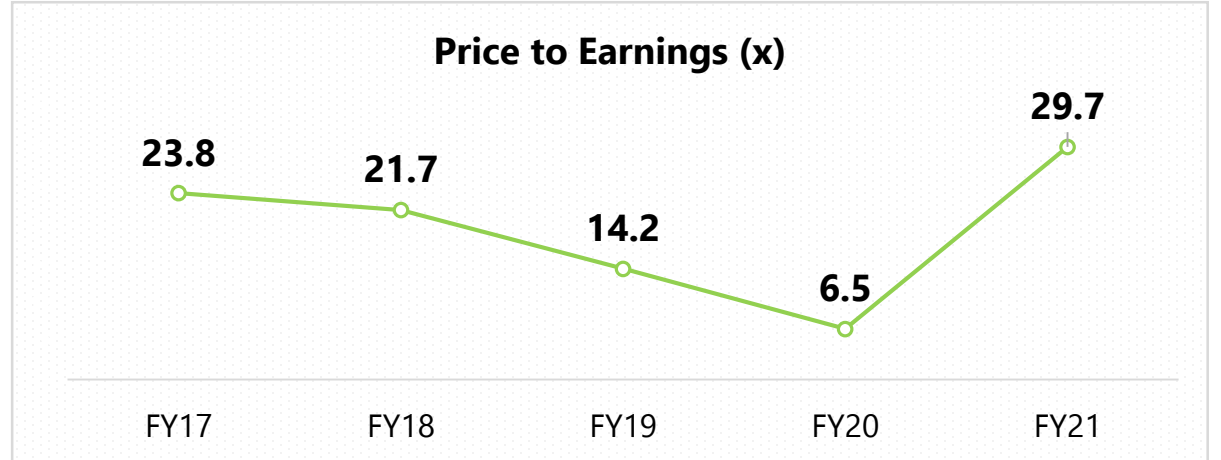
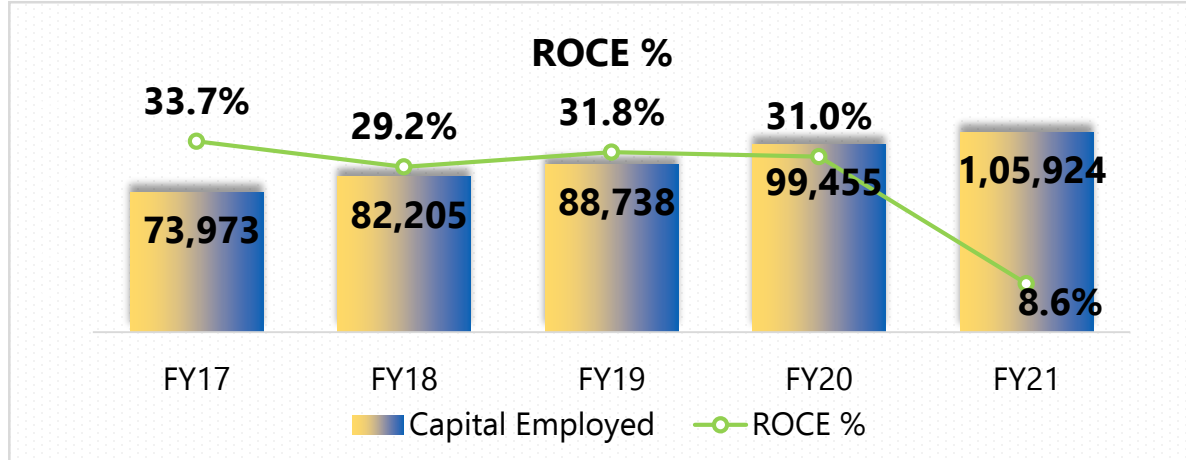
# Annual Performance Over the Years

(Rs. in lakhs)



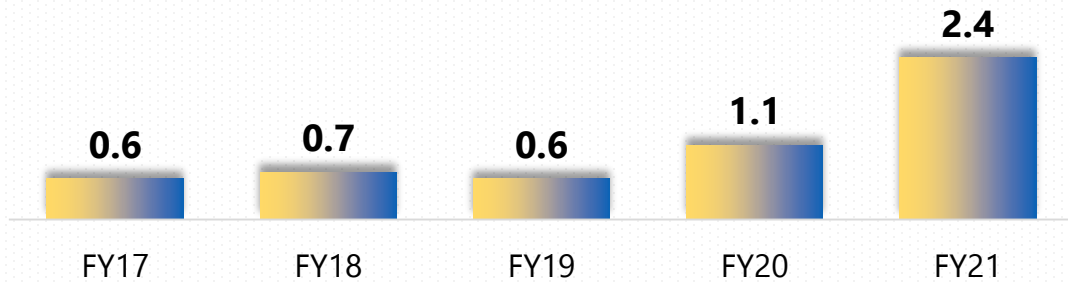
# Annual Performance Over the Years

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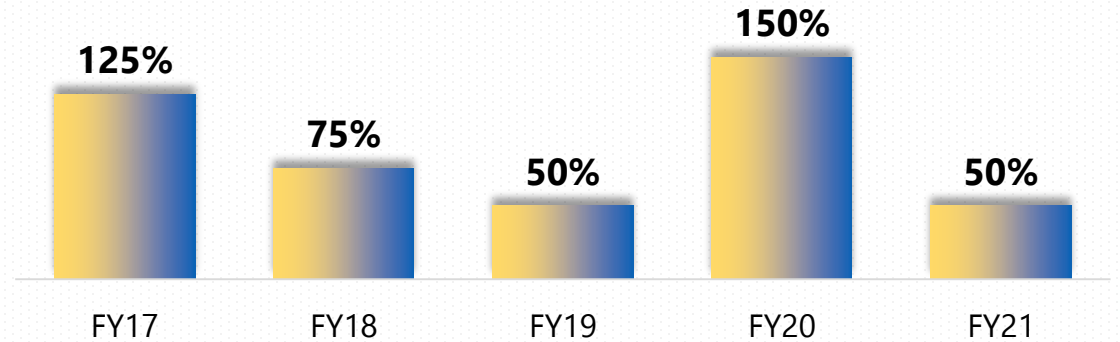


# Annual Performance Over the Years

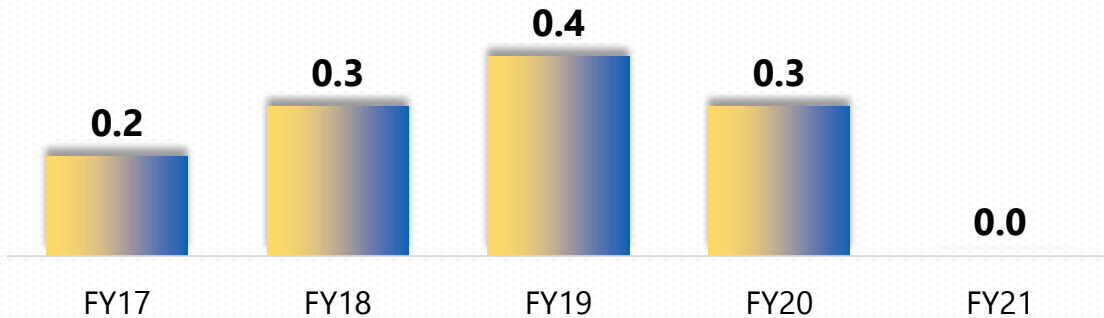
### Healthy Pre-tax Cash Flows From Operations / EBITDA



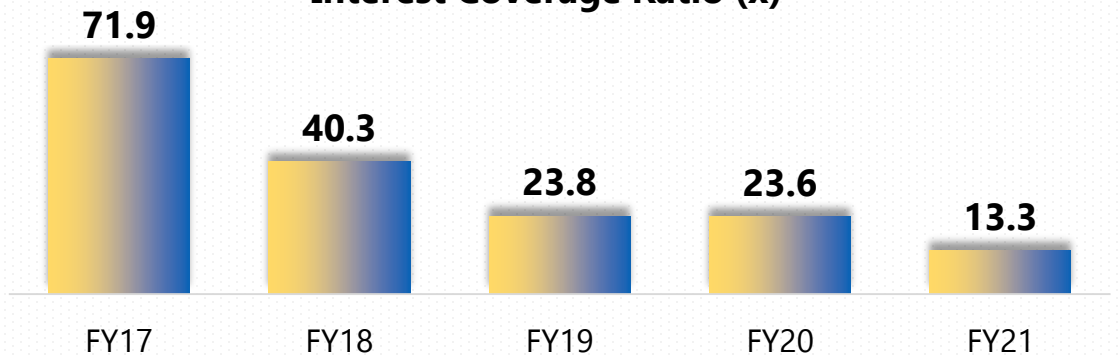
### Consistent Dividend Payout (%)



### Low Leverage with Debt / Equity (x)

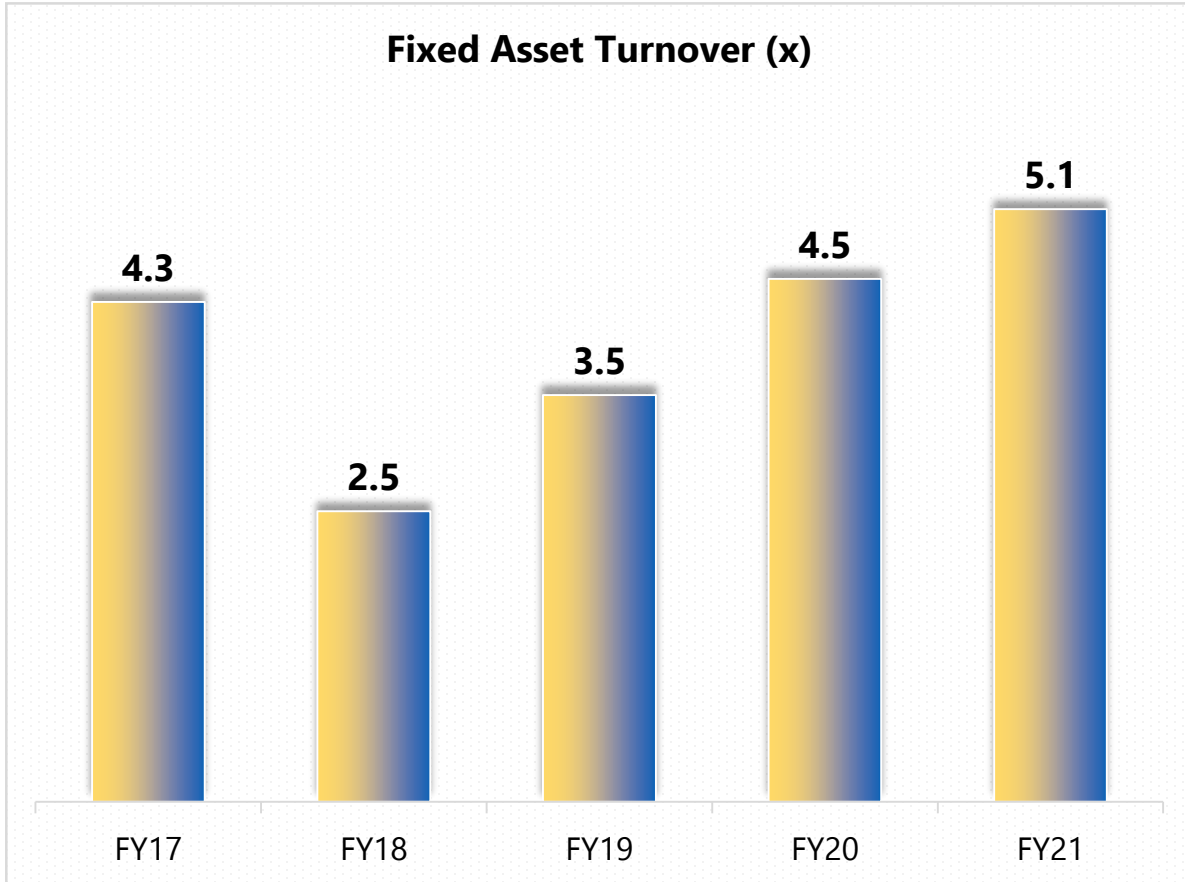


### Interest Coverage Ratio (x)

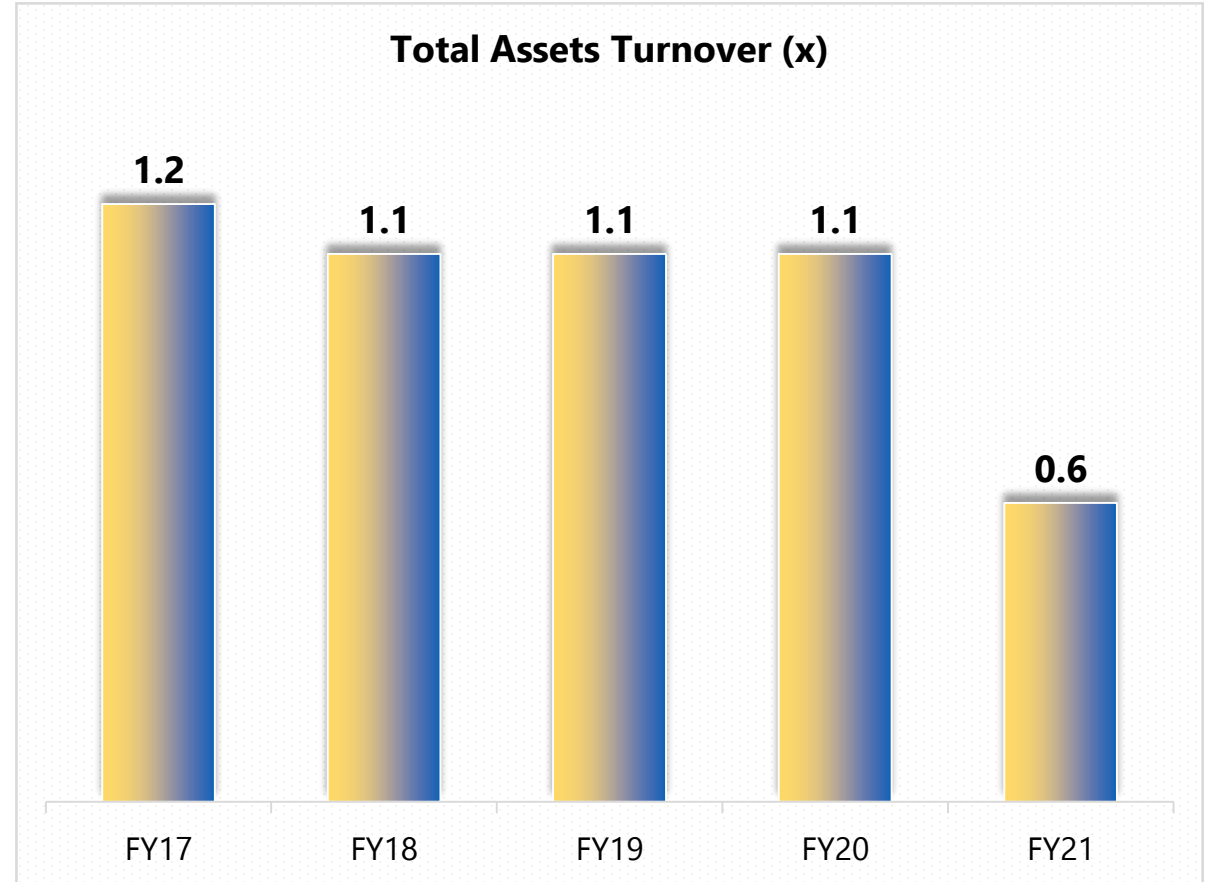


# Asset Productivity Ratios for the last 5 years

Fixed Asset Turnover (x)

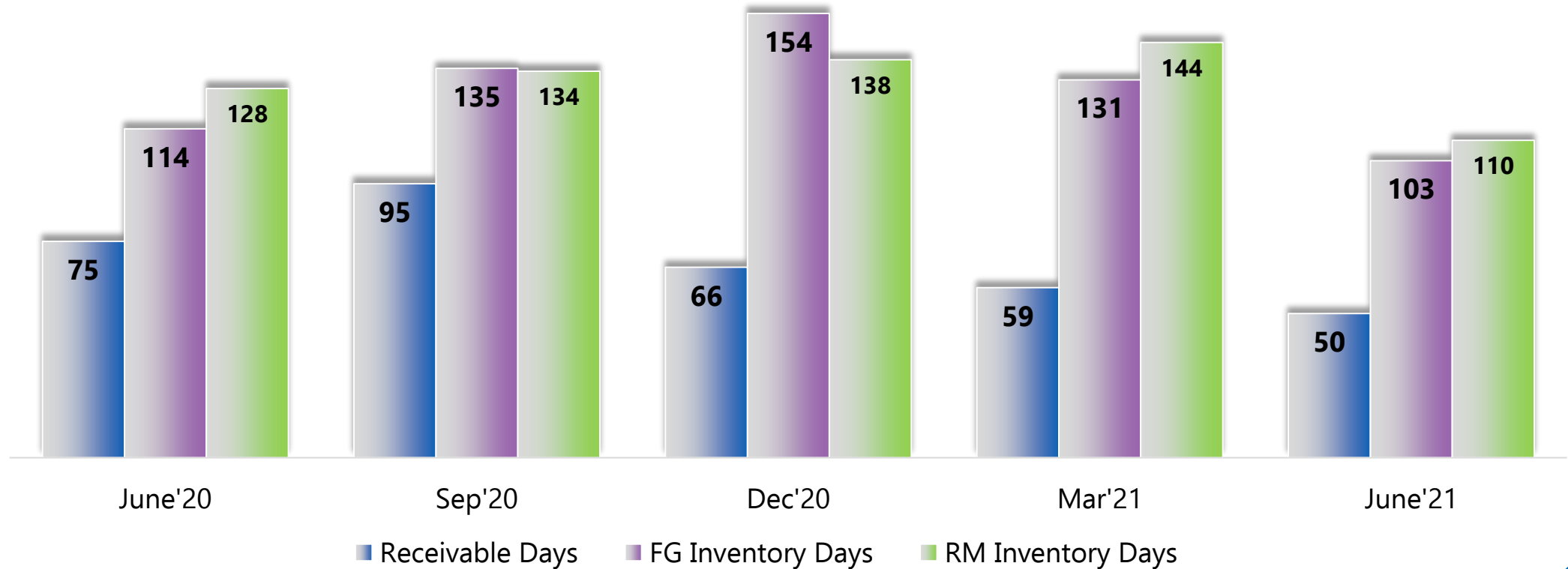


Total Assets Turnover (x)





# Working Capital Cycle



# CONSOLIDATED PERFORMANCE FOR Q1 FY22

## Revenues Rs. In lakhs

Particulars	Q1FY22	Q1FY21
NEL	31,831	32,487
eSense	226	110
Indiannica	961	603
NLLP		-
NHKL	154	90
K12		
NTVPL		
Inter co Adjust	(387)	(90)
<b>Total</b>	<b>32,785</b>	<b>33,199</b>

## EBITDA Rs. In lakhs

Q1FY22	Q1FY21
6,858	8,006
(192)	(255)
(159)	(607)
#	#
21	#
#	-
16	<b>(76)</b>
<b>6,543</b>	<b>7,068</b>

## PBT Rs. In lakhs

Q1FY22	Q1FY21
4,452	5,064
(502)	(397)
(346)	(747)
#	#
21	#
(436)	85
#	-
21	(68)
<b>3,210</b>	<b>3,938</b>

# Outlook

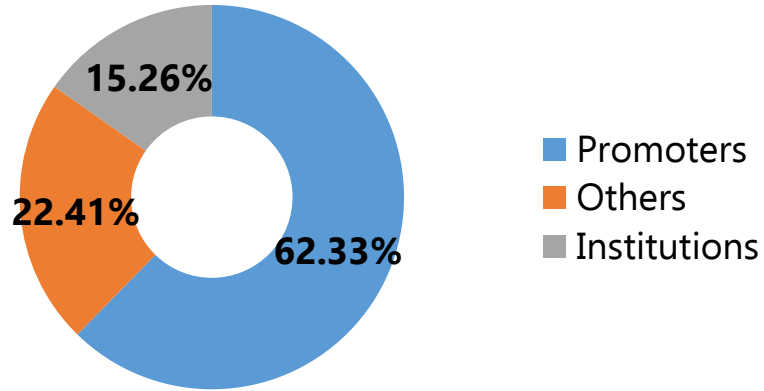
NEL's ability to significantly expand its footprint in states other than Maharashtra and Gujarat and make inroads in other national (CBSE and ICSE) and state level boards amidst the competitive business environment will be the key positives.

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 urbanisation, increasing enrolment in the tertiary segment, and economic rebound. In the meantime, recovery in fees collection and cash flow management will remain monitorable

# Corporate & Shareholding Information

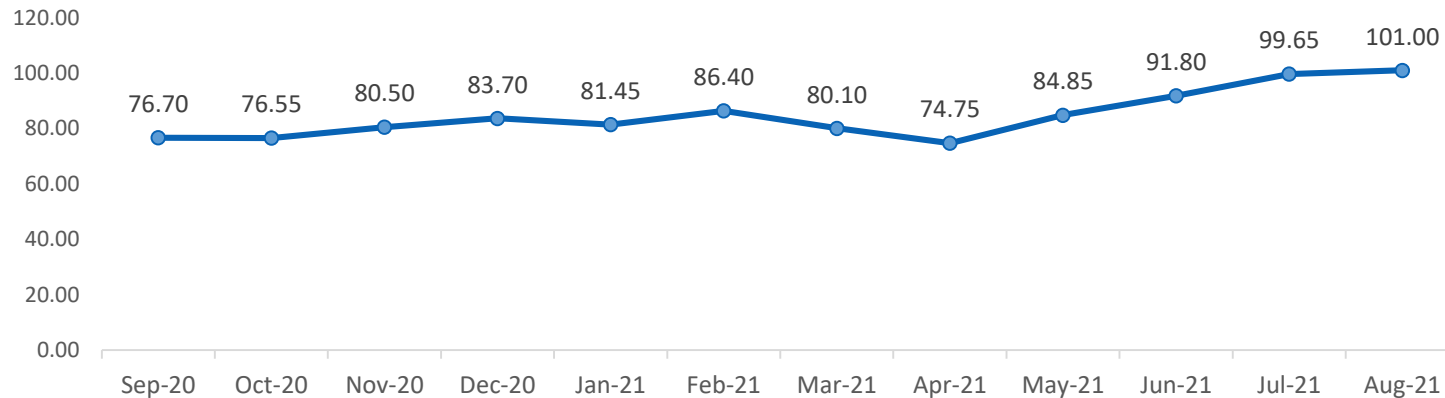
Shareholding Pattern (as on 30<sup>th</sup> June, 2021)



Stock Data

 Market Cap as on 09 <sup>th</sup> August, 2021	₹ 2,325 Cr.
 Stock Price as on 09 <sup>th</sup> August, 2021	₹ 102.00
 52 Week (High / Low)	₹ 107.35/72.30
 NSE / BSE - Symbol	NAVNETEDUL /508989
 No. of Shares Outstanding	22,88,70,500

Stock Performance (as on 09<sup>th</sup> August, 2021)



# 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

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

