



Knowledge is wealth

NEL/BSE/158/2021

Date: 29<sup>th</sup> October, 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 Q2 FY22 presentation which is 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, 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 black ink, appearing to read "A D B".

**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 Sep 30, 2021





**Company  
Overview**

**Industry  
Overview**

**Financials**

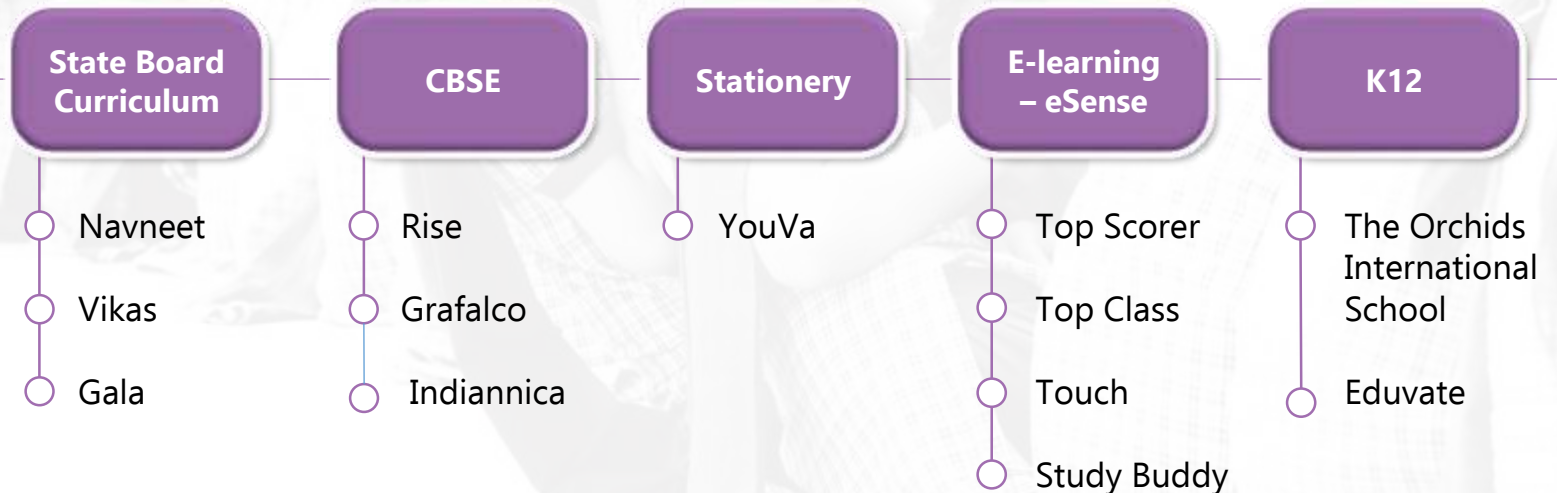
## About us

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

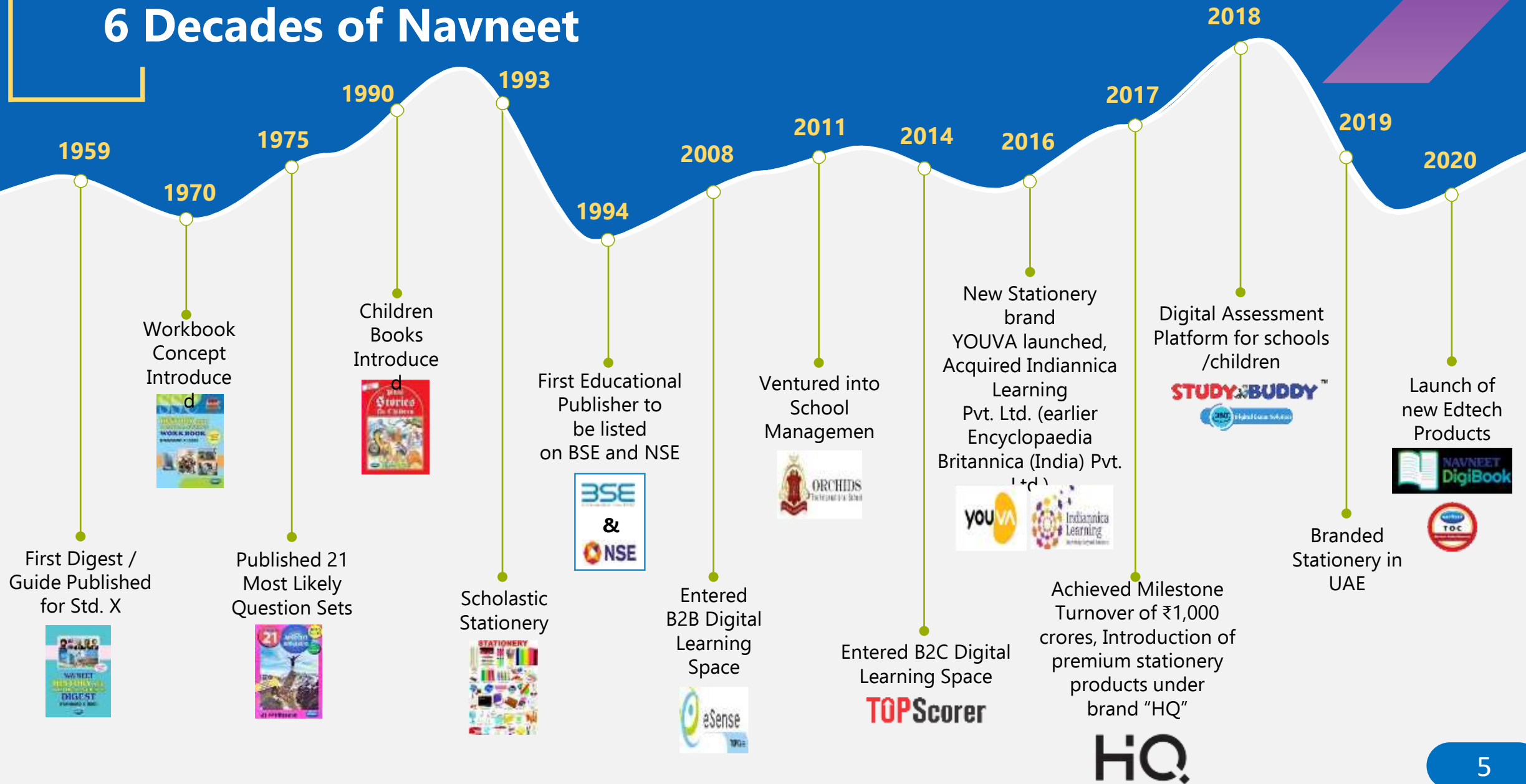
**600+**

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

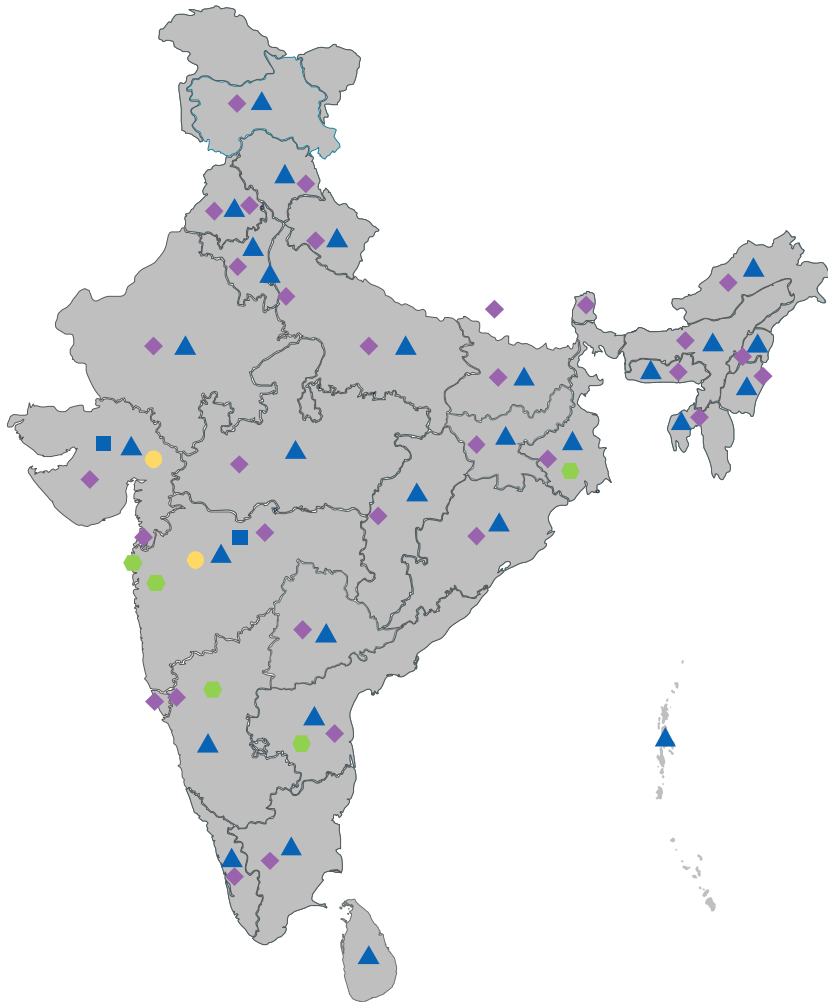
- 11. Sweden
- 12. Denmark
- 13. Germany
- 14. U.K.
- 15. Spain

- 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)

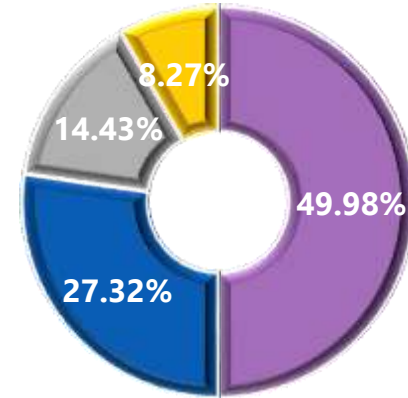
**7**  
Locations

**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
<b>TOTAL</b>	<b>42</b>

# 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

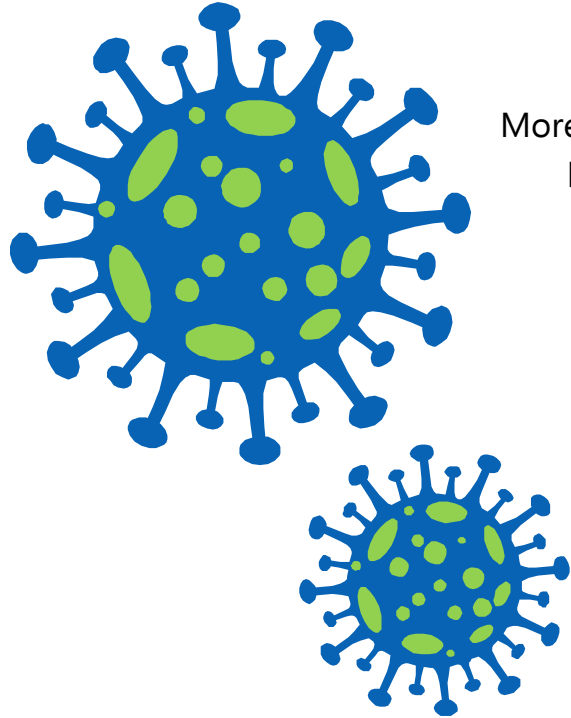


**Company  
Overview**

**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

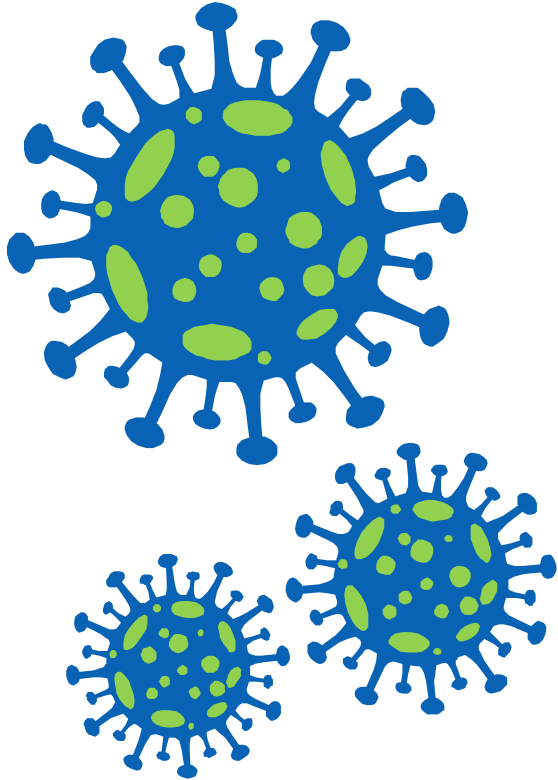
The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools

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 – Q2 and YTD FY22

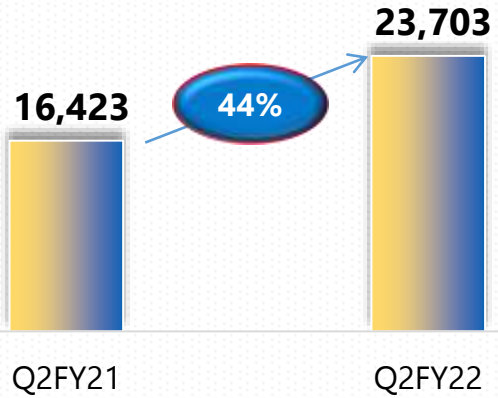
*INR in Lacs*

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	
<b>Total Revenue</b>	<b>23,703</b>		<b>16,423</b>		<b>56,220</b>		<b>49,136</b>	
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	
<b>Total Expenses</b>	<b>19,725</b>		<b>15,075</b>		<b>45,382</b>		<b>39,782</b>	
<b>EBITDA</b>	<b>3,978</b>	<b>17%</b>	<b>1,348</b>	<b>8%</b>	<b>10,838</b>	<b>19.7%</b>	<b>9,354</b>	<b>19.2%</b>
Depreciation	817		865		1,616		1,694	
EBIT	3,161		483		9,222		7,660	
Finance cost	90		159		208		519	
<b>PBT</b>	<b>3,071</b>	<b>13%</b>	<b>324</b>	<b>2%</b>	<b>9,014</b>	<b>16%</b>	<b>7,141</b>	<b>15%</b>
Tax	816		97		2,305		1,849	
<b>PAT</b>	<b>2,255</b>	<b>9.8%</b>	<b>227</b>	<b>1.4%</b>	<b>6,709</b>	<b>12%</b>	<b>5,292</b>	<b>11%</b>
Other Comprehensive Income (OCI)	(37)		426		(286)		1,131	
<b>Total Comprehensive Income (TCI)</b>	<b>2,218</b>		<b>653</b>		<b>6,423</b>		<b>6,423</b>	

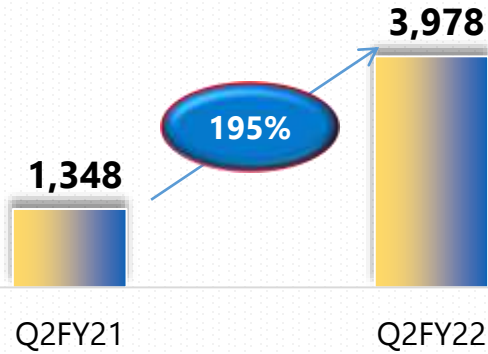
# STANDALONE FINANCIAL RESULTS – Q2FY22

INR in Lacs

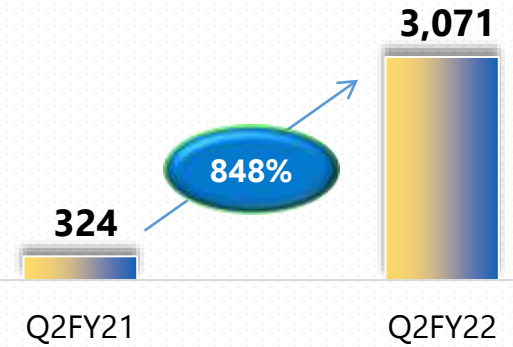
Total Revenue



EBITDA

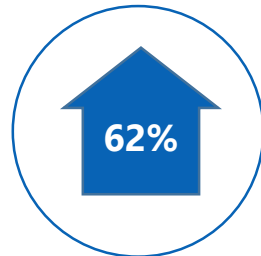


PBT

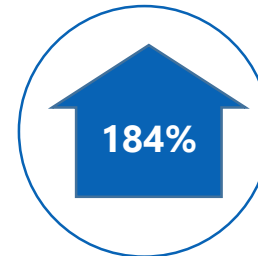


Segmental Revenue

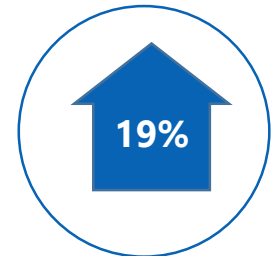
Publications



Stationery - Domestic



Stationery - Exports



Q2 FY22

8,899

2,356

11,492

Q2 FY21

5,504

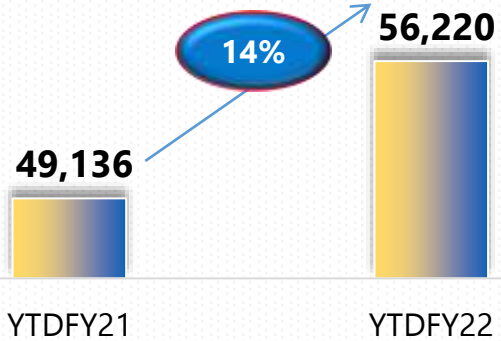
831

9,630

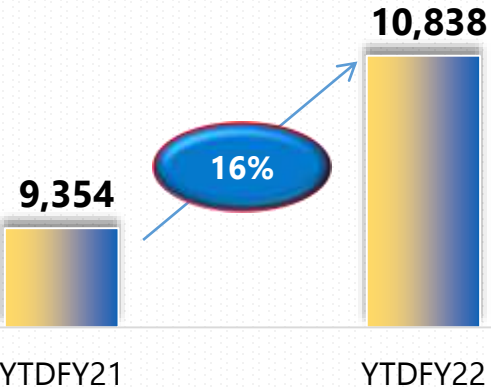
# STANDALONE FINANCIAL RESULTS – YTDFY22

INR in Lacs

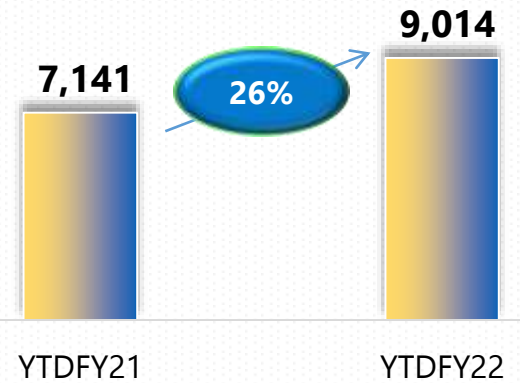
Total Revenue



EBITDA

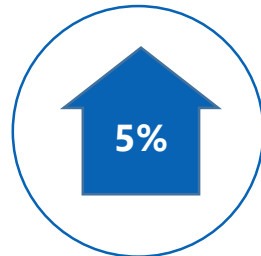


PBT

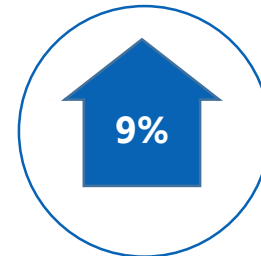


Segmental Revenue

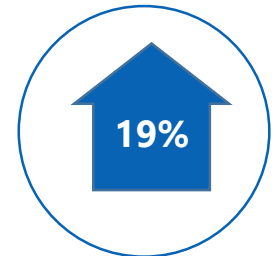
Publications



Stationery - Domestic



Stationery - Exports



YTD FY22

18,776

5,897

29,986

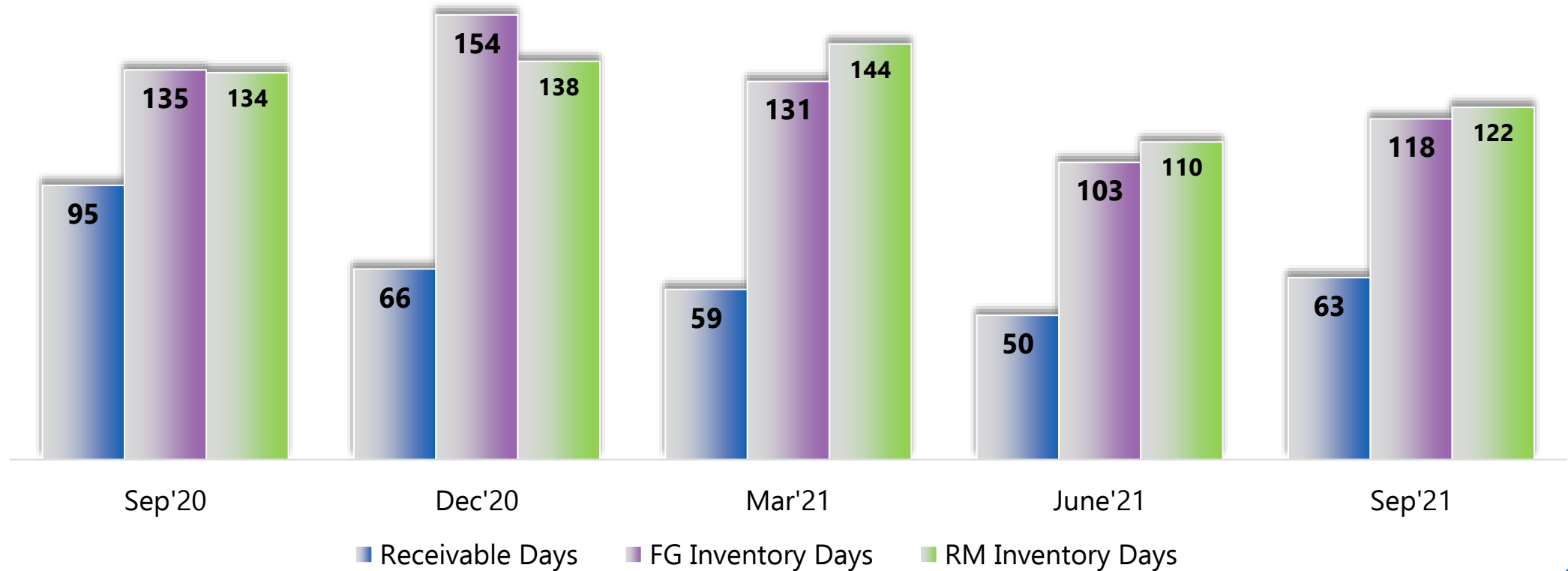
YTD FY21

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)
<b>Total</b>	<b>55,901</b>	<b>49,572</b>

## EBITDA

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

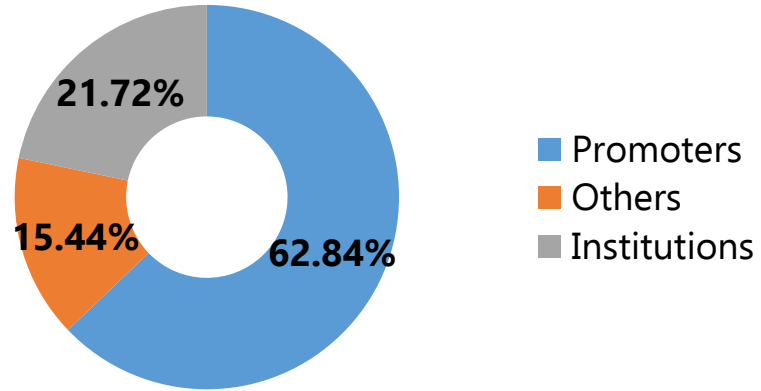
Ability of the company to stabilize the business operations of the subsidiaries and increase its exposure from the digital segment.

The formal education segment's growth should rebound to 10-12% over the medium term on the back of 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

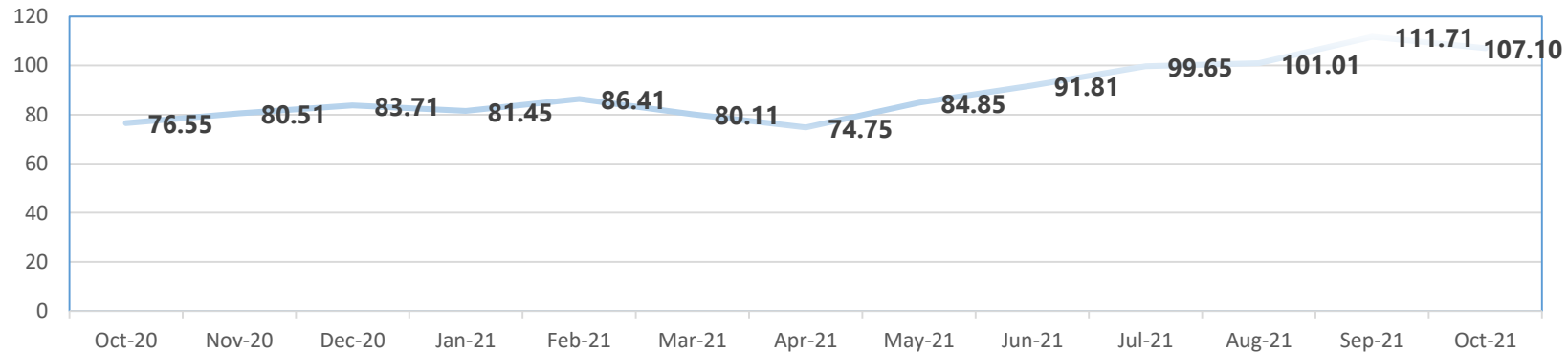
Shareholding Pattern (as on 30<sup>th</sup> Sep, 2021)



Stock Data

 Market Cap as on 27 <sup>th</sup> October, 2021	₹ 2,431 Cr.
 Stock Price as on 27 <sup>th</sup> 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

**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

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**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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