



S Chand And Company Limited

Registered Office: A-27, 2nd Floor, Mohan Co-Operative Industrial Estate, New Delhi - 110044, India.

P: +91 11 4973 1800 | F: +91 11 4973 1801 | E: info@schandgroup.com | www.schandgroup.com

Date: November 11, 2020

| | |
|---|---|
| To Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai, Maharashtra 400001 | To Listing Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051 |
|---|---|

Dear Sir,

Re: Investors Presentation-Financial Results for the quarter and half year ended September 30, 2020-pursuant to Regulation 30 of The SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The presentation for the analysts and investors for the conference call scheduled to be held on Thursday, November 12, 2020 at 2:00 P.M. to discuss the financial results for the quarter and half year ended September 30, 2020 is attached herewith.

The Company shall also disseminate the above information on the website of the Company i.e. www.schandgroup.com.

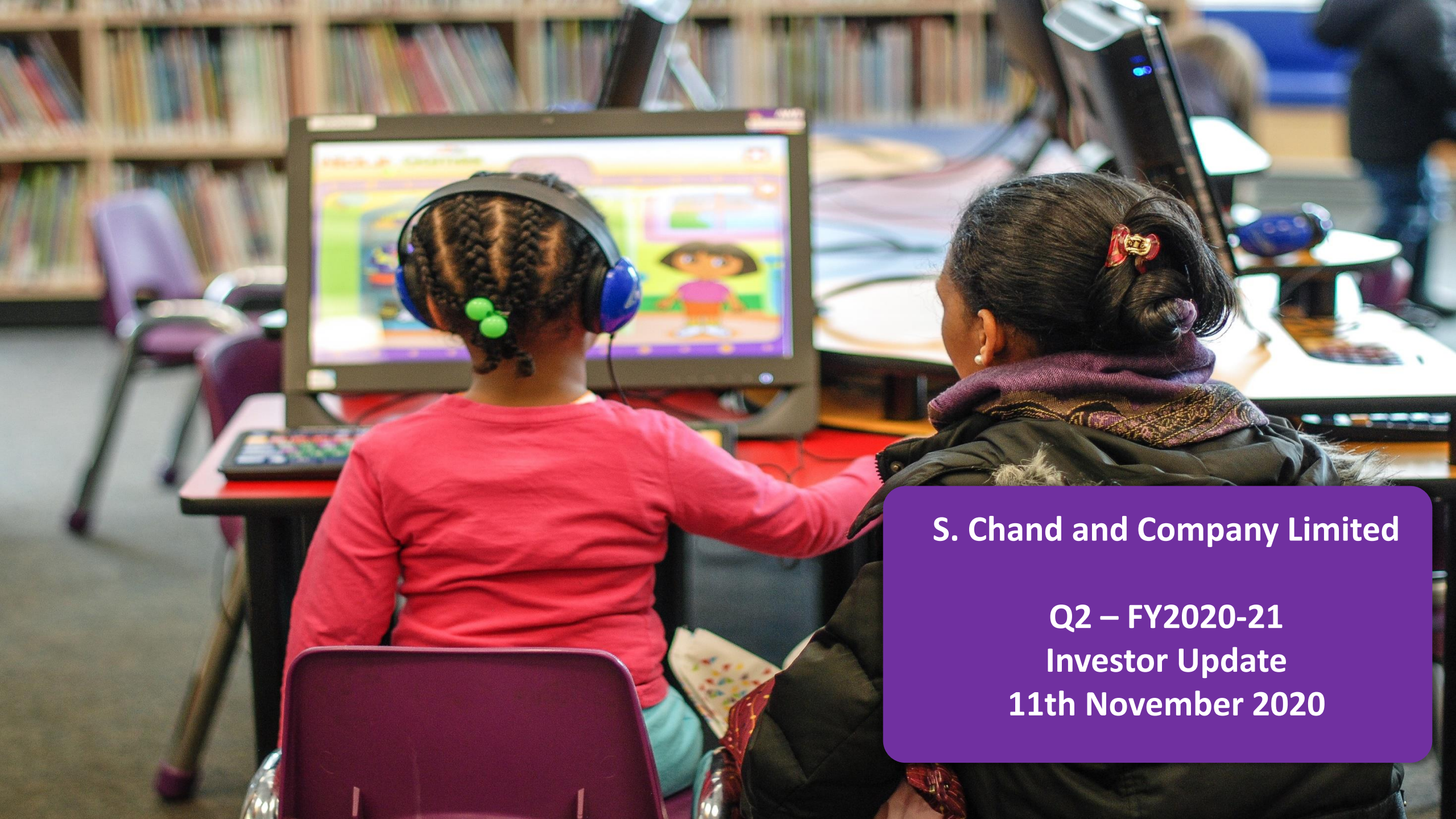
Request you to kindly take note of the same.

Yours sincerely

For S Chand And Company Limited

Jagdeep Singh
Company Secretary
Membership No: A15028
Address: A-27, 2nd Floor,
Mohan Co-operative Industrial Estate,
New Delhi-110044

Encl: As above



S. Chand and Company Limited

Q2 – FY2020-21

Investor Update

11th November 2020

1.

Q2FY21 & H1FY21
Highlights

2.

Ed-Tech Initiatives

3.

Financials

4.

Looking Ahead

1.

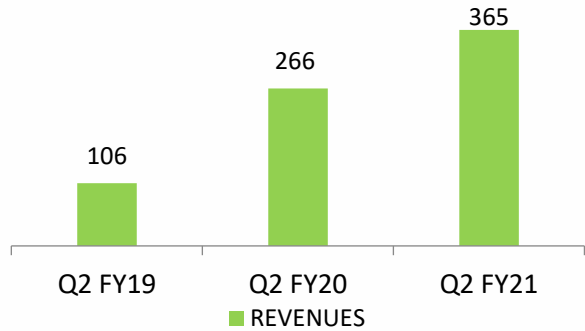
Q2FY21 & H1FY21 Highlights

NUMBERS SPEAK - TURNAROUND STRONG, LOSSES REDUCING, STRATEGY BEARING FRUIT



Q2FY21

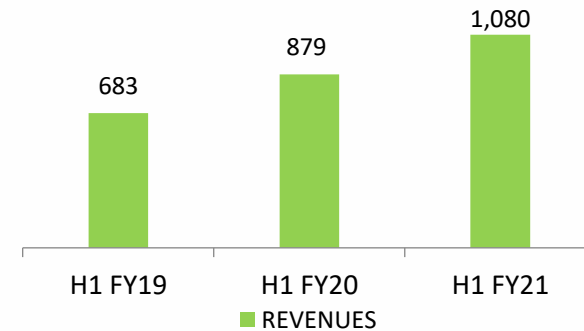
Revenues from Operations (Rs M)



**UP 37%
YoY**

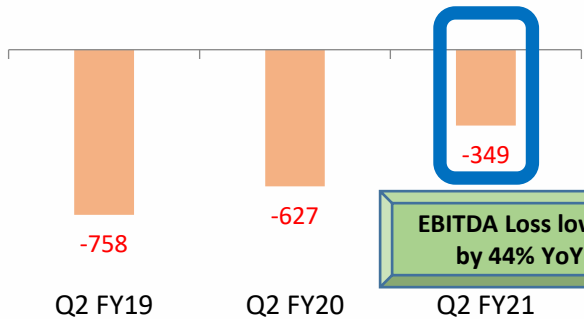
H1FY21

Revenues from Operations (Rs M)



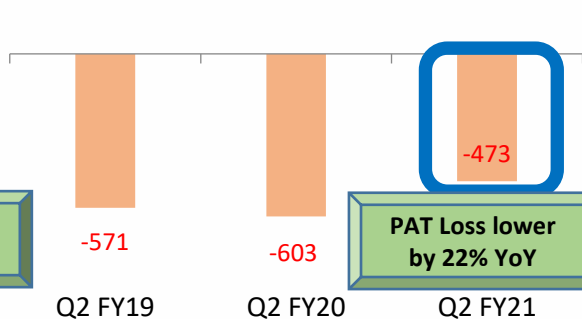
**UP 23%
YoY**

EBITDA (Rs M)



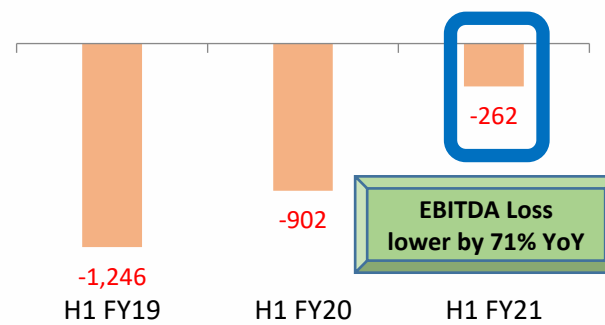
**EBITDA Loss lower
by 44% YoY**

PAT (Rs M)



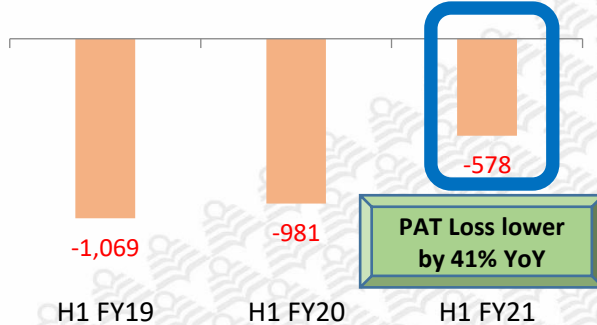
**PAT Loss lower
by 22% YoY**

EBITDA (Rs M)



**EBITDA Loss
lower by 71% YoY**

PAT (Rs M)



**PAT Loss lower
by 41% YoY**

SUBSTANTIAL REDUCTION IN LOSSES – FY21 seeing full benefits from S Chand 3.0 implementation. This sets up a base for strong FY21 performance.

KEY NUMBERS – STRONG SHOW DURING COVID CRISIS IN H1FY21



23%

Revenue from Operations (YoY %)

69%

Increase in Gross Margins (YoY %)

71%

Reduction in EBITDA losses (YoY %)

41%

Reduction in PAT Losses (YoY %)

Rs 130m

Cash flow from operations in H1FY21 (vs. -Rs27m in H1FY20) an improvement of Rs157m

29%

Reduction in Operating Expenses over last year

Learnflix – India's most affordable Learning app

110K+ downloads and 19K+ paying subs (Oct, 20)

- Strong cost control continues – Operating expenses lower by 32% YoY for Q2FY21 and 29% YoY for H1FY21.

Full benefit of S Chand 3.0 plan visible.

All operational costs would be further lower in FY21 vs. FY20

| (In Rs m) | Q2FY21 | Q2FY20 | Q2FY19 | Q2FY21 Vs. 2QFY20 (%) | H1FY21 | H1FY20 | H1FY19 | H1FY21 Vs. H1FY20 (%) | FY20 |
|---------------------------------|------------|------------|------------|-----------------------|------------|--------------|--------------|-----------------------|--------------|
| Revenue from Operations | 365 | 266 | 106 | 37% | 1,080 | 879 | 688 | 23% | 4,294 |
| Employee Costs | 248 | 313 | 367 | -21% | 467 | 627 | 724 | -26% | 1,260 |
| Selling & Distribution costs | 69 | 135 | 209 | -49% | 117 | 240 | 344 | -51% | 592 |
| Other expenses | 158 | 252 | 234 | -37% | 321 | 416 | 408 | -23% | 632 |
| Total Operating Expenses | 475 | 700 | 810 | -32% | 905 | 1,283 | 1,476 | -29% | 2,484 |
| PAT | -473 | -603 | -571 | -22% | -578 | -981 | -1,069 | -41% | -1,115 |

- Strong improvement in Cash Flows yielding desired results. Our strategy of focusing on the cash flows has yielded results with Net cash generated from operations of Rs130m in H1FY21 (Negative OCF of Rs27m in 1HFY20 and Negative OCF of Rs535m in H1FY19).

This represents a Rs157m improvement in cash generated over last year inspite of the pandemic times.

| (In Rs m) | H1FY21 | H1FY20 | H1FY19 |
|--|-----------|-------------|-------------|
| Net cash generated from operating activities (A) | 130 | -27 | -535 |
| Net cash used in investing activities (B) | 10 | -170 | -301 |
| Net cash used in/generated from financing activities (C) | -129 | -329 | 279 |
| Net increase/ (decrease) in cash and cash equivalents (A+B+C) | 11 | -525 | -557 |

- **Learnflix – Showing strong growth.** India’s most affordable learning app – ‘Learnflix’ showed strong traction during H1FY21. We have currently over 110K downloads and over 19K paid subscribers. As the move to online learning intensifies, we expect Learnflix to grow stronger in coming months.
- Started the pilot of ‘**Educate-360**’ in over 50 schools, a K-12 Blended learning solution for enabling schools to conduct online classes, student assessments, e-book support etc during the July-Sept quarter.
- **Carve out Ed-Tech assets for value creation.** We announced carving out of our Ed-Tech assets as a separate entity for raising capital to fund the next phase of growth of these businesses leading to value discovery and better monetization of our Ed-Tech properties.

- **Operating Parameters**
 - **Trade Receivables reduced** to Rs2,365m during Q2FY21 vs. Rs3,349m as of Q4FY20. In terms of receivable days, it stood at 192 days (vs. 285 days in Q4FY20), a reduction of 93 days during H1FY21.
 - **Inventory reduced** to Rs1,785m (vs Q4FY20: Rs2,014m) during Q2. This includes raw material paper inventory of Rs230m.
 - **Net Working Capital reduced** to 266 days (vs. 321 days in Q4FY20) which is a reduction of 55 days during H1FY21.
 - On back of the ongoing uncertainty around opening of school and colleges, we expect a shift of working capital cycle between quarters and lumpiness of collections in the 2H of the year.
- **Net Debt as on 30th September 2020: Rs2,009m and Gross Debt stood at Rs2,271m.**
 - We are at a comfortable Debt to Equity ratio of 0.30x and we expect debt levels to reduce going ahead on back of higher free cash flow generation from business.

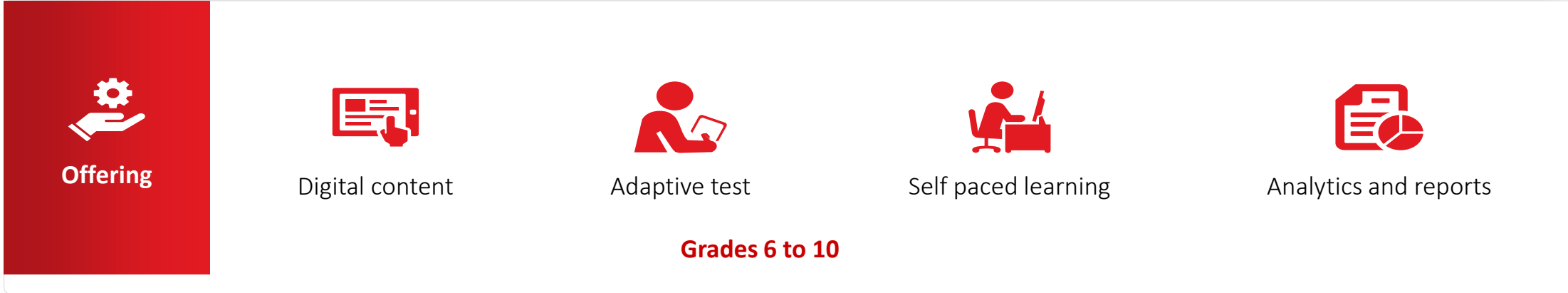
2.

Major Ed-Tech Initiatives

2.1 Mylestone

2.2 Learnflix

2.3 Educate 360



Channel

B2B2C: Distributing through schools and channel partners
B2C: Distributing directly to students



Sales & Marketing

- A strong sales team that connects with schools and channel partners to reach out to the students
- Lead generation through social media campaigns and other marketing activities
- Team of telecallers who convert the leads



Support

Tele-counselors team who prompt students to continue the usage and address their support issues

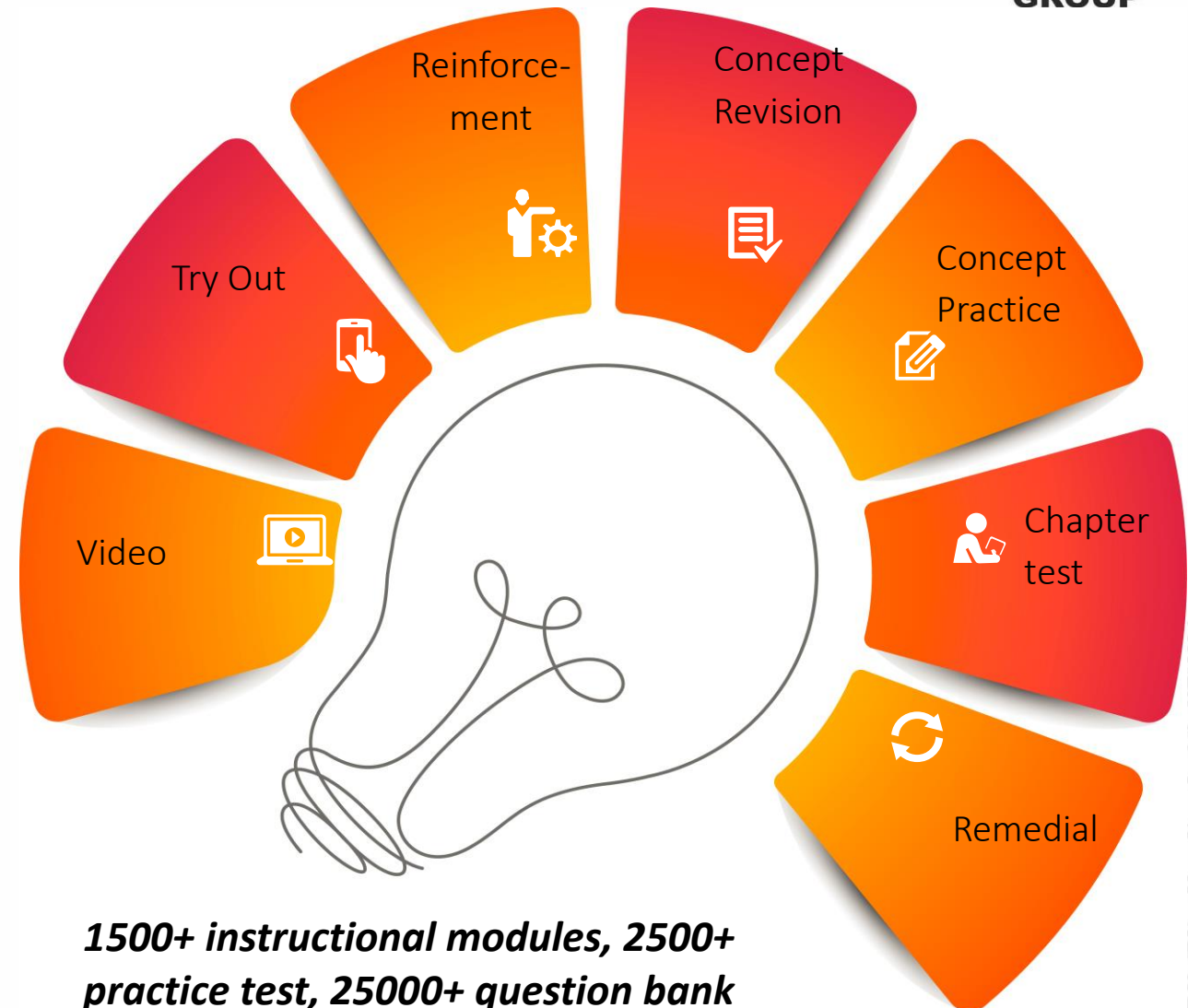


Revenue model

Annual subscription fee in the range of ~INR2000

Takes learning one step ahead by providing advanced individualized learning

- Currently available for grades 6th to 10th for maths and science subjects
- The Spiral Learning Pedagogy ensures all concepts are well learnt, revised, practiced and assessed
- One of its kind product with teacher analytics and report built in



1500+ instructional modules, 2500+ practice test, 25000+ question bank

Flexibility to choose the time, place and pace of learning



Reinforcement of previous learning at every step



Seek help from ebooks for concept clarity



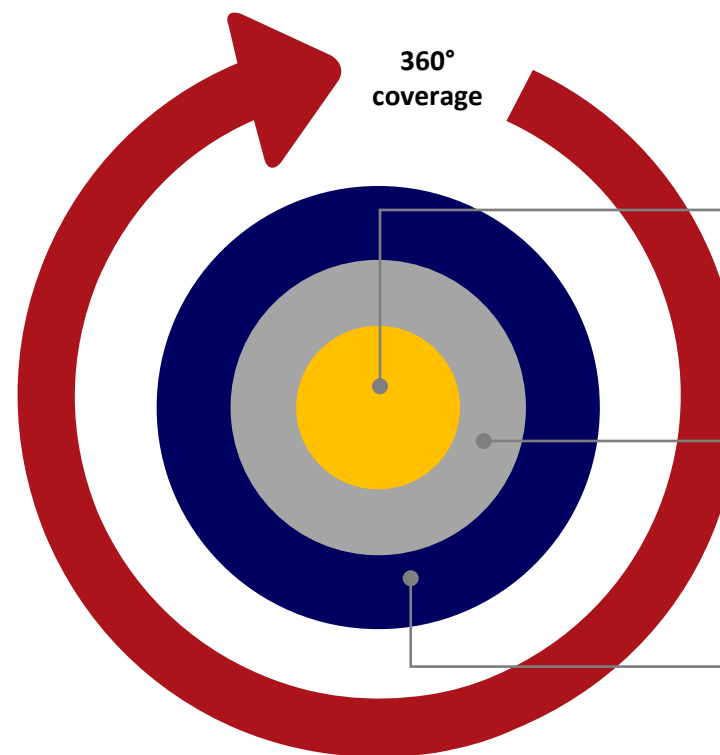
Practice through unlimited practice exercises and tests



Learn from to-the-point revision summaries



Extremely focused and guided analytics to help students, teachers and parents to monitor performance



Test level analytics

- Score, Accuracy, Questions, attempted, average time taken per question
- Review test
- Key focus areas with remedial to revisit the concept again

Chapter level analytics

- Time spent on a chapter
- Concept wise coverage with information of incomplete concepts
- Chapter tests completed with information of unattempted tests
- Strong and weak concepts

Subject level analytics

- Time spent on a subject
- Chapter wise coverage

mylestone

Runway to the Future

Offering



Channel

B2B: Affordable private schools that needs holistic solution to manage academics



Sales & Marketing

- A strong sales team that works closely with schools to do their need assessment and pitch the solution to them.
- Existing network of more than 40,000 schools that is leveraged for the sale



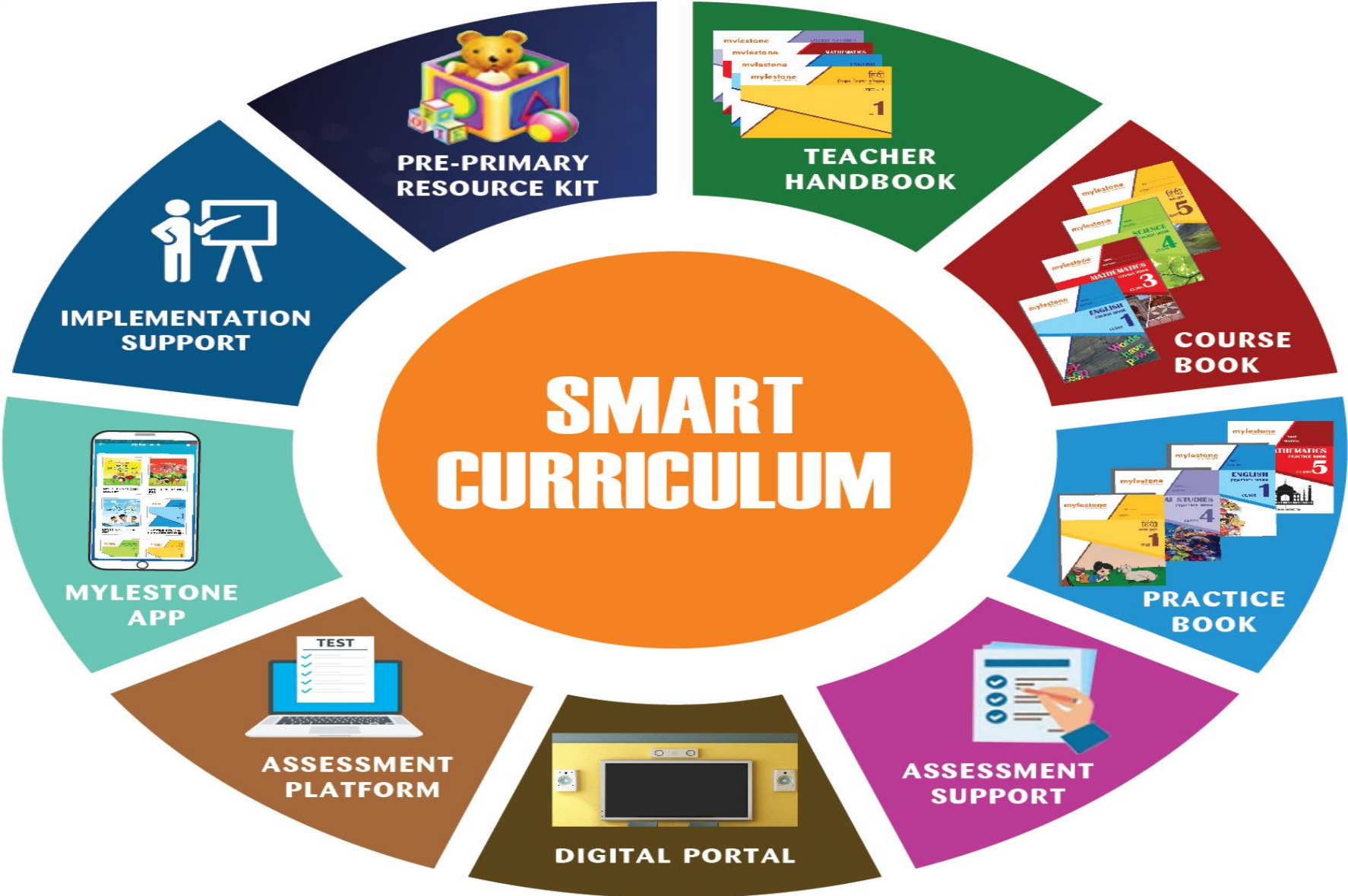
Support

A team of academic counselors that supports the school with implementation through year long interventions



Revenue model

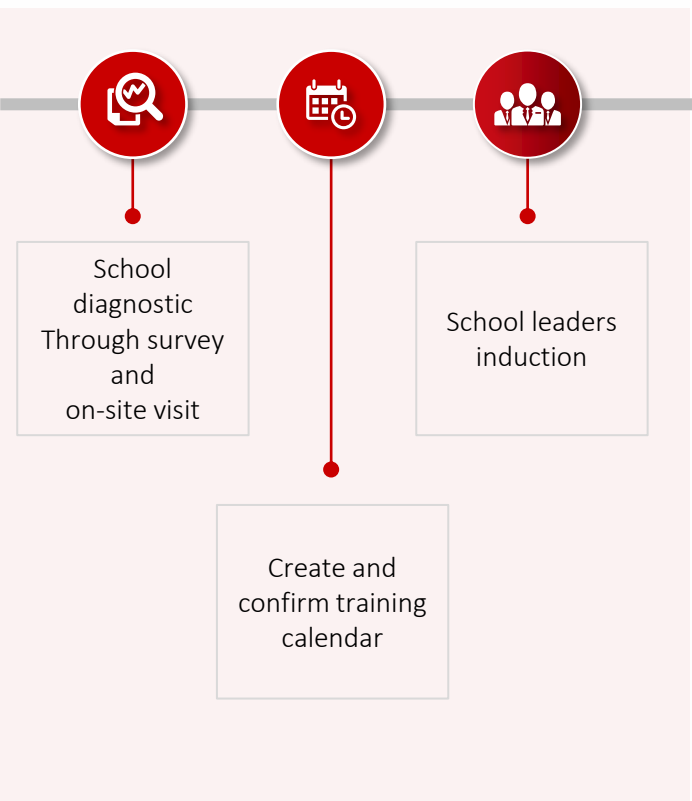
Subscription fee that varies by grade level. The fee ranges from INR 800 to 5000 (PN to G12)



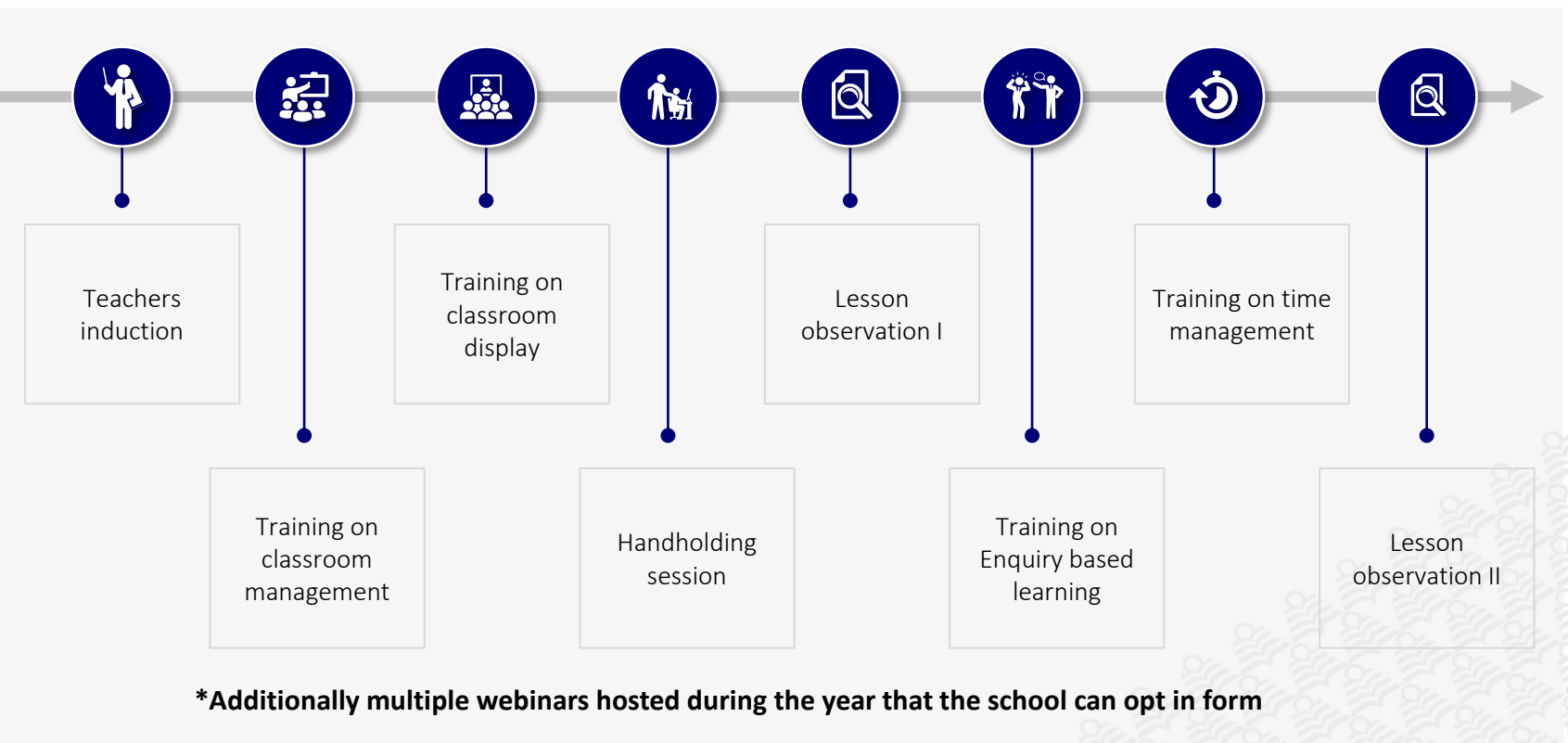
MYLESTONE – STRONG PROCESS IN PLACE TO ASSIST THE SCHOOL WITH IMPLEMENTATION



Pre-implementation



Post-implementation



*Additionally multiple webinars hosted during the year that the school can opt in form

1 academic counselor for 20 schools

6 trainings per year

2 class observations per year

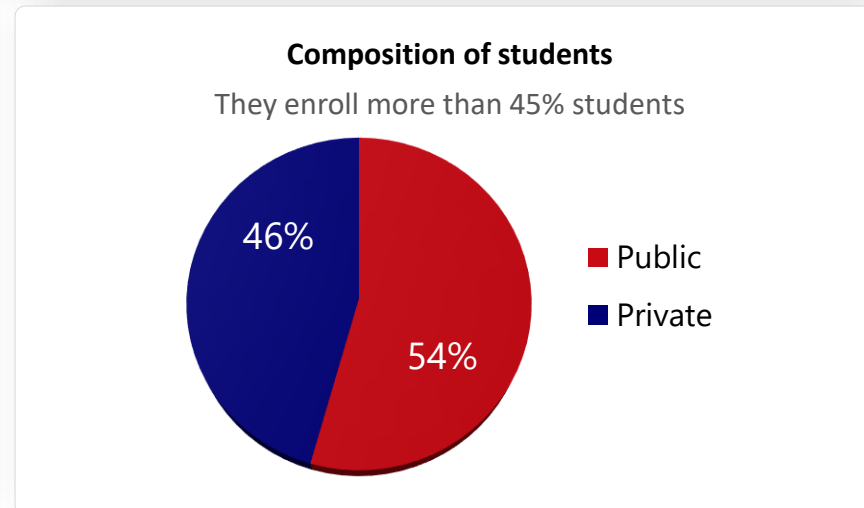
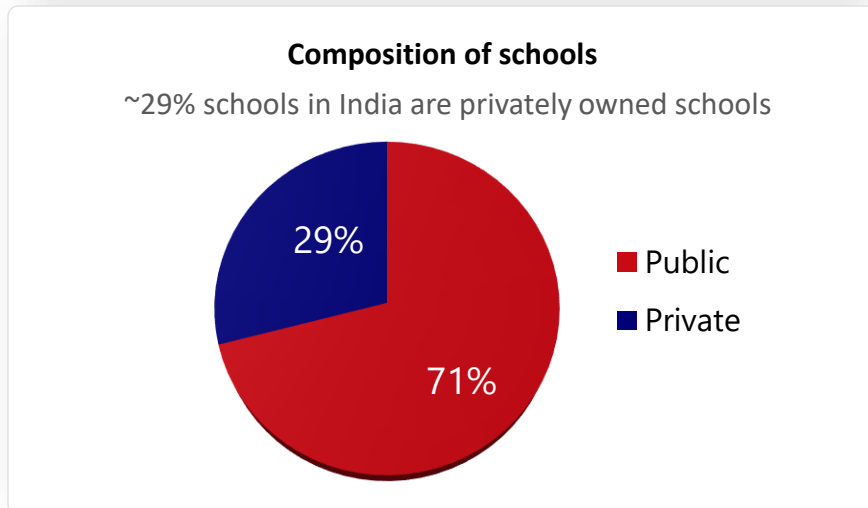
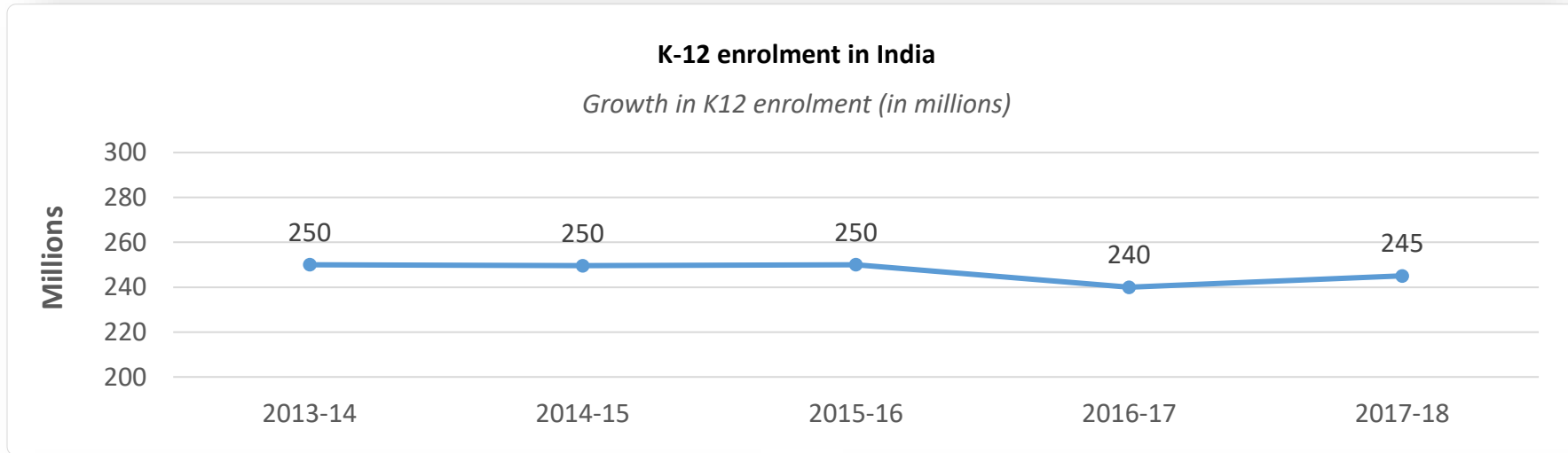
Web based support for teachers



Classrooms are more vibrant with activities and active participation of students



India is amongst the world's largest K12 markets with strong preference for private schools



- With over 245Mn K-12 enrollments India is one of the largest k-12 markets
- Over the years, there has been a significant rise in enrollments in private schools
- ~29% of India's schools are privately owned and run and they enroll more than 45% of students

Source: [Central Square Foundation](#) | [U-DISE](#)

MYLESTONE – WHY THE NEED EXISTS?

- Affordable private schools can be defined as schools charging annual fee in the range of 12k to 60k. Schools charging below 12k fees can be termed as low fee schools
- According to DICE report, around 79% of private schools charge less than 5000Rs per month. That is around 230,000 schools
- Out of which around 40% can be estimated to charge annual fee in the range of INR12,000 to INR60,000. That is around 92,000 schools
- According to ACER report as of 2017-18, an average private unaided school has ~300 students on their rolls



~230,000¹

schools charging less than
INR60,000 annually

~92,000¹

schools have fees in the range of INR
12,000 to INR 60,000 annually
(Affordable private schools)

~27.6Mn¹

students enrolled in
affordable private
schools

~ ₹4000²

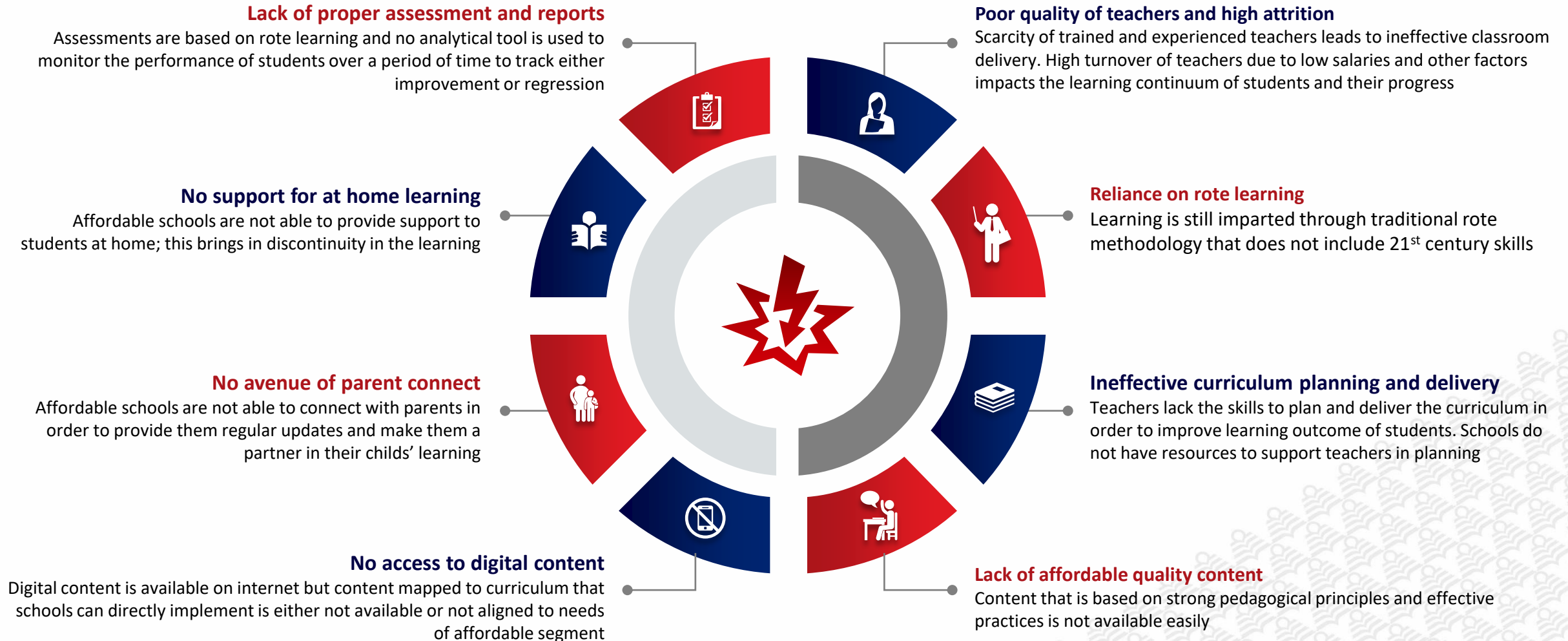
spend on learning
resources annually

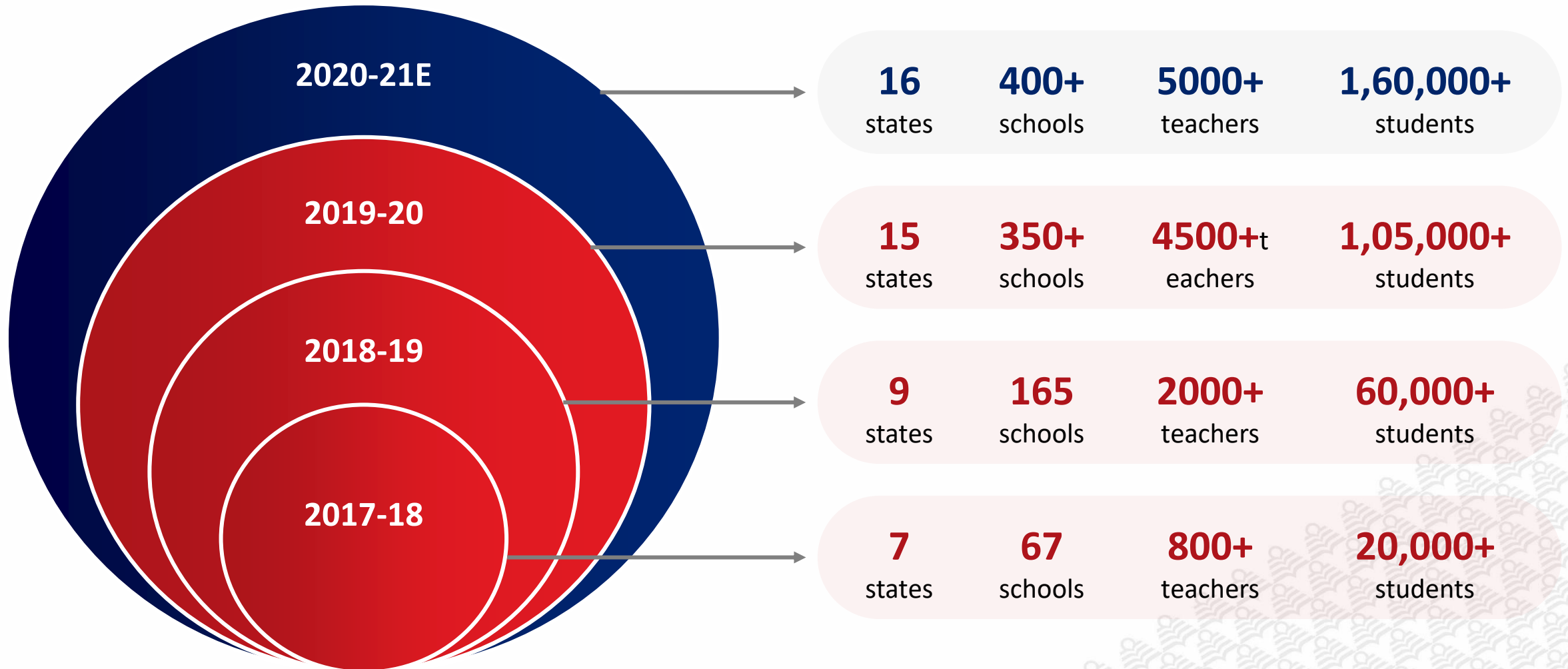
~ ₹110 Bn

market size

Source: 1- [FACES OF BUDGET PRIVATE SCHOOLS IN INDIA Report 2018](https://www.centurysquarefoundation.org/school-education-in-india-data-trends-and-policies-2020/); <https://www.centurysquarefoundation.org/school-education-in-india-data-trends-and-policies-2020/>
2- Internal research

Affordable private schools face multiple challenges that negatively impacts learning outcome







PRODUCT PACKAGE



E-Book



Printed Book



Digital Supplements



Integrated Platform



Concept Videos



Teacher's Manual



Teacher Training



Assessment



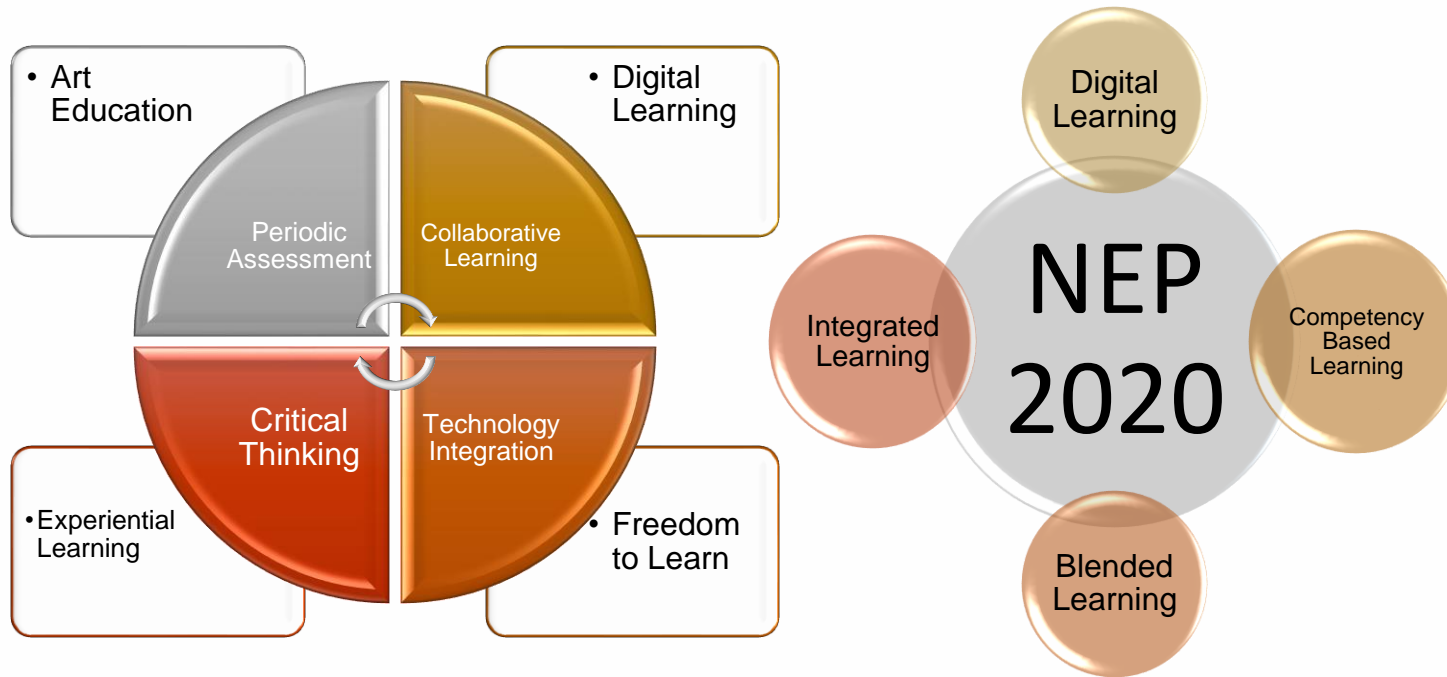
Internet Links



Ease of Access

In Sync with the National Education Policy (NEP) 2020

Focusses on developing 21st Century Skills





User Name

Password

[Forgot Password?](#)

Login

Powered by Educate 360 | [Contact Us](#)



XYZ Public
International
School



Home



Assessments



Homework



Live Classes



Notifications



Teacher's Desk



Profile

Powered by



K12 BLENDED LEARNING SOLUTION

Hello Shilpa!

Hello Shilpa! What would you like to do today?



Assign Test



Assign Homework



Share Content



Start Live Class

Due Today

PHYSICS | X | OBJECTIVE

End Term Assessment

Aug 05, 2020 | 15:10 PM to 16:10 PM

Marks: 10

Questions: 20

Time: 40 mins

Assign

PHYSICS | X | OBJECTIVE

End Term Assessment

Aug 05, 2020 | 15:10 PM to 16:10 PM

Marks: 10

Questions: 20

Time: 40 mins

Assign

PHYSICS | X | OBJECTIVE

End Term Assessment

Aug 05, 2020 | 15:10 PM to 16:10 PM

PHYSICS | X | OBJECTIVE

End Term Assessment

Aug 05, 2020 | 15:10 PM to 16:10 PM



XYZ Public
International
School



TEACHER'S DESK

Notifications 

Centre

All

Class

All

Section

All

Subject

All



Home



Assessments



Homework



Live Classes



Notifications

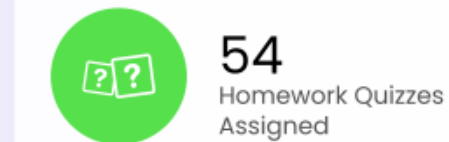


Teacher's Desk



Profile

Powered by  **Educate 360**
K12 BLENDED LEARNING SOLUTION



Live Classes



Objective Test Published





XYZ Public
International
School



Learn



Live Classes



Assessments



Homework



Dashboard



Profile

Powered by



www.schandgroup.com

Hello Deepak!

Hello Deepak! What shall we learn today?

Notifications 



Grade 3 English Books



An English Reader



New Voices



Wind Chimes

Grade 3 Maths Books





XYZ Public
International
School



Learn



Live Classes



Assessments



Homework



Dashboard



Profile

ASSESSMENTS

Notifications 

Objective 

Subjective 

Available


Upcoming

Completed

Test 1

Question: 20 Duration(min.): 25

Marks: 3

 Aug 05, 2020
15:10 PM to 16:10 PM


Review

Analytics

Test 1

Question: 20 Duration(min.): 25

Marks: 3

 Aug 05, 2020
15:10 PM to 16:10 PM


Review

Analytics

Test 1

Question: 20 Duration(min.): 25

Marks: 3

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Analytics

Test 1

Question: 20 Duration(min.): 25

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 Aug 05, 2020
15:10 PM to 16:10 PM


Review

Analytics

Test 1

Question: 20 Duration(min.): 25

Marks: 3

 Aug 05, 2020
15:10 PM to 16:10 PM

Review

Analytics



XYZ Public
International
School



Learn



Live Classes



Assessments



Homework



Dashboard




Profile

Powered by



HOMEWORK

Notifications 

Quiz 

Assignment 

Available

Upcoming

Completed

Quiz Test 03 

 Due on Aug 03, 2020

Start

Review

Quiz Test 03 

Name appears

 Due on Aug 03, 2020

Start

Review

Quiz Test 03 

 Due on Aug 03, 2020

Start

Review

Quiz Test 03 

 Due on Aug 03, 2020

Start

Review

Quiz Test 03 

 Due on Aug 03, 2020

Start

Review

Quiz Test 03 


 Due on Aug 03, 2020

Start

Review

Quiz Test 03 

 Due on Aug 03, 2020

Quiz Test 03 

 Due on Aug 03, 2020

Quiz Test 03 

 Due on Aug 03, 2020

3.

Financials

CONSOLIDATED FINANCIAL PERFORMANCE

| Particulars (₹ in millions) | Quarter ended | | | Half Year ended | | | Year ended |
|--|---------------|--------------|-------------|-----------------|----------------|-------------|----------------|
| | Q2FY20 | Q2FY19 | YoY (%) | H1FY20 | H1FY19 | YoY (%) | FY20 |
| Revenue from Operations | 365 | 266 | 37% | 1,080 | 879 | 23% | 4,294 |
| Other income | 14 | 10 | 43% | 82 | 33 | 146% | 94 |
| Total income | 379 | 276 | 38% | 1,162 | 912 | 27% | 4,388 |
| Cost of published goods/materials consumed | 109 | 125 | -13% | 260 | 323 | -20% | 1,460 |
| Purchases of traded goods | 5 | 13 | -61% | 8 | 26 | -69% | 89 |
| (Increase)/decrease in inventories of finished goods and work in progress | 92 | 18 | 408% | 160 | 79 | 102% | 49 |
| Publication expenses | 47 | 46 | 1% | 91 | 104 | -12% | 432 |
| Gross Margin | 126 | 73 | 72% | 643 | 381 | 69% | 2,358 |
| Gross Margin (%) | 33% | 27% | | 55% | 42% | | 54% |
| Selling and distribution expenses | 69 | 135 | -49% | 117 | 240 | -51% | 592 |
| Employee benefits expenses | 248 | 313 | -21% | 467 | 627 | -26% | 1,260 |
| Other expenses | 158 | 252 | -37% | 321 | 416 | -23% | 632 |
| EBITDA | (349) | (627) | -44% | (262) | (902) | -71% | (126) |
| EBITDA Margin (%) | -92% | -227% | | -23% | -99% | | -3% |
| Finance cost | 81 | 89 | -9% | 164 | 172 | -5% | 348 |
| Depreciation and amortization expense | 97 | 90 | 9% | 193 | 178 | 9% | 408 |
| Profit/(Loss) before share of loss in associates, exceptional items and tax | (528) | (805) | -34% | (619) | (1,252) | -51% | (881) |
| Share of gain/(loss) in associates | 1 | (3) | -128% | (2) | (8) | -74% | (4) |
| Profit/(Loss) before exceptional items and tax | (527) | (808) | -35% | (621) | (1,260) | -51% | (885) |
| Exceptional items | - | - | | - | - | | (102) |
| Profit/(Loss) before tax | (527) | (808) | -35% | (621) | (1,260) | -51% | (987) |
| Tax expenses: | | | | | | | |
| 1) Current tax | 9 | 8 | | 16 | 12 | | 74 |
| 2) Deferred tax | (63) | (214) | | (60) | (291) | | 54 |
| Profit/(Loss) for the period/ year (after tax) | (473) | (603) | -22% | (578) | (981) | -41% | (1,115) |
| Profit/(Loss) per equity share (in ₹) (for continuing operations) | | | | | | | |
| 1) Basic | (13.52) | (17.24) | | (16.51) | (28.05) | | (31.87) |
| 2) Diluted | (13.52) | (17.24) | | (16.51) | (28.05) | | (31.87) |

H1FY21

Revenue from Operations: Up 23%

Employee Costs: Down 26% YoY

S&D Exp: Down 51% YoY

PAT Loss: Down by 41%

CONSOLIDATED FINANCIAL PERFORMANCE



**CHAND
GROUP**

| Particulars | ₹ in millions) | |
|-------------------------------------|--------------------------|----------------------|
| | As of September 30, 2020 | As of March 31, 2020 |
| | Unaudited | Audited |
| Assets | | |
| Non-current assets | | |
| Property, plant and equipment | 906 | 959 |
| Intangible assets | 4,435 | 4,301 |
| Right to use asset | 537 | 623 |
| Capital work-in-progress | 1 | 1 |
| Intangible assets under development | 45 | 25 |
| Financial assets | | |
| - Investments | 67 | 223 |
| - Loans | 48 | 56 |
| - Other financial assets | 13 | 14 |
| Deferred tax assets (net) | 602 | 541 |
| Other non-current assets | 304 | 301 |
| Total non-current assets (A) | 6,958 | 7,045 |
| Current assets | | |
| Inventories | 1,785 | 2,014 |
| Financial assets | | |
| - Investments | 153 | 167 |
| - Loans | 54 | 60 |
| - Trade receivables | 2,365 | 3,349 |
| - Cash and cash equivalents | 110 | 98 |
| - Other financial assets | 20 | 20 |
| Other current assets | 98 | 156 |
| Total current assets (B) | 4,583 | 5,863 |
| Total assets (A+B) | 11,542 | 12,908 |

| Particulars | ₹ in millions) | |
|--|--------------------------|----------------------|
| | As of September 30, 2020 | As of March 31, 2020 |
| | Unaudited | Audited |
| Equity and liabilities | | |
| Equity | | |
| Equity share capital | 175 | 175 |
| Other equity | | |
| - Retained earnings | 959 | 1,519 |
| - Other reserves | 6,491 | 6,491 |
| Non controlling interests | 13 | 28 |
| Total equity (C) | 7,638 | 8,213 |
| Non-current liabilities | | |
| Financial liabilities | | |
| - Borrowings | 818 | 608 |
| - Lease Liability | 294 | 366 |
| - Other financial liabilities | - | - |
| Net employee defined benefit liabilities | 70 | 68 |
| Other non-current liabilities | 1 | 1 |
| Total non current liabilities (D) | 1,183 | 1,043 |
| Current liabilities | | |
| Financial liabilities | | |
| - Borrowings | 1,272 | 1,114 |
| - Trade payables | | |
| - micro enterprises and small enterprises | 154 | 173 |
| - other than micro enterprises and small enterprises | 714 | 1,410 |
| - Lease Liability | 116 | 126 |
| - Other financial liabilities | 344 | 640 |
| Net employee defined benefit liabilities | 8 | 8 |
| Other current liabilities | 77 | 146 |
| Other provisions | 35 | 34 |
| Total current liabilities (E) | 2,721 | 3,652 |
| Total equity and liabilities (C+D+E) | 11,542 | 12,908 |

Page 1

CONSOLIDATED FINANCIAL PERFORMANCE



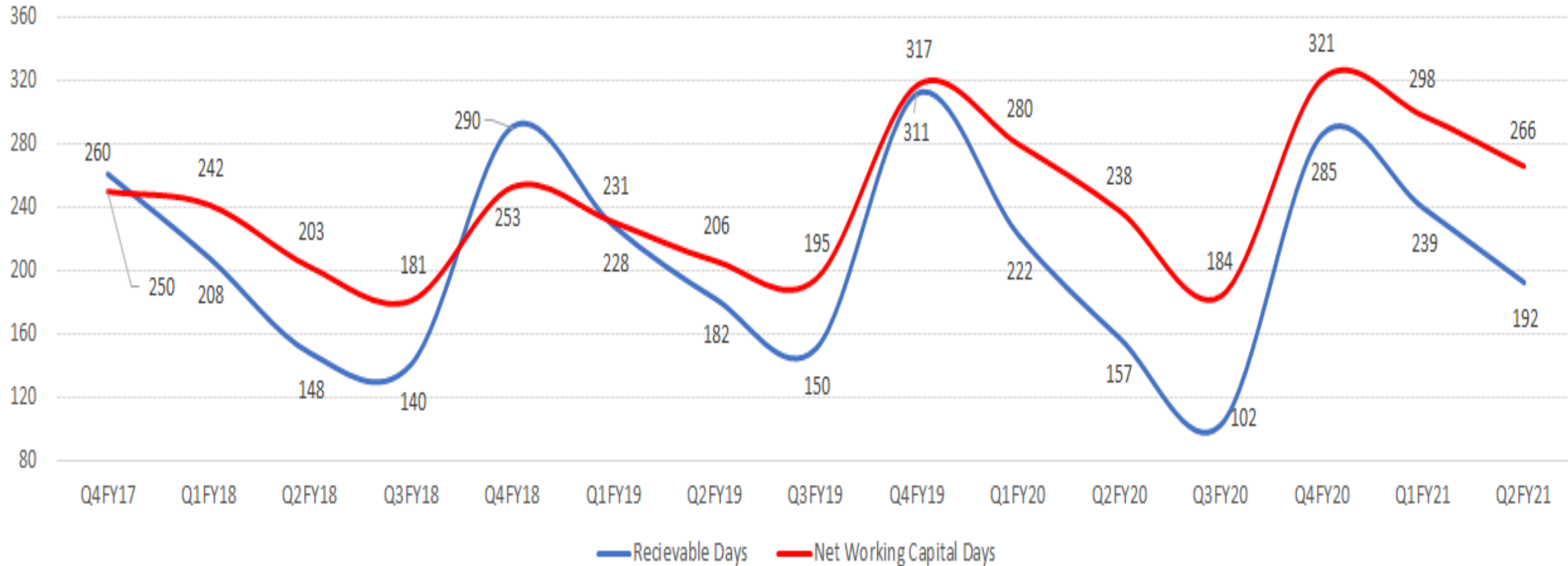
| (₹ in millions) | As of September 30, 2020 | As of September 30, 2019 |
|--|-----------------------------|-----------------------------|
| | Unaudited | Unaudited |
| A. Cash flow from operating activities | | |
| Loss before tax | (621) | (1,260) |
| Adjustment to reconcile loss before tax to net cash flows | | |
| Depreciation and amortisation expenses | 193 | 178 |
| (Gain)/Loss on sale of property, plant & equipment (net) | 2 | - |
| Interest income | 162 | 168 |
| Net income on deemed disposal of associate | - | - |
| Miscellaneous amount written back | (8) | - |
| Net gain on sale of current investments | (32) | (8) |
| Reversal of financial liability | (4) | (5) |
| Share of loss in associate | - | - |
| Interest paid on borrowings | 2 | 8 |
| Foreign exchange difference | (1) | 1 |
| Provision for bad debts and advances | 178 | 174 |
| Bad debt written off | - | - |
| Operating loss before working capital changes | (143) | (751) |
| Movement in working capital: | | |
| Increase in inventories | 229 | 128 |
| Decrease in trade receivable | 822 | 1,946 |
| Decrease/ (Increase) in loans and advances | 13 | (22) |
| Decrease/ (Increase) in other financial assets | 32 | 50 |
| Increase in provisions | 9 | (2) |
| Decrease in trade payable | (686) | (1,217) |
| (Increase)/Decrease in current liabilities | (156) | (102) |
| Increase/ (Decrease) in other financial liabilities | - | - |
| Cash generated from operations | 120 | 30 |
| Direct taxes paid | 10 | (56) |
| Net cash generated from operating activities (A) | 130 | (27) |

| (₹ in millions) | As of September 30, 2020 | As of September 30, 2019 |
|--|-----------------------------|-----------------------------|
| | Unaudited | Unaudited |
| B. Cash flows from investing activities | | |
| Purchase of property, plant & equipment (including assets acquired on acquisition) | (32) | (153) |
| Acquisition of subsidiary, net of cash acquired | - | - |
| (Purchase)/Sale of non current investments (including investments acquired on acquisition) | - | 0 |
| Purchase in current investments | (30) | (64) |
| Proceed from sale of current investments | 48 | 20 |
| Proceed from sale of property, plant and equipment | 8 | 14 |
| Interest received | 16 | 14 |
| Net cash used in investing activities (B) | 10 | (170) |
| C. Cash flows from financing activities | | |
| Interest paid on borrowings | (140) | (177) |
| Amortization of ancillary borrowing cost | 0 | 6 |
| Proceed from long term borrowings | - | 13 |
| Repayment of long term borrowings | (39) | (43) |
| Repayment of short term borrowings | 124 | (61) |
| Lease rental payment | (74) | (67) |
| Net cash used in/ generated from financing activities (C) | (129) | (329) |
| Net decrease in cash and cash equivalents (A+B+C) | 11 | (525) |
| Foreign exchange difference | 1 | (1) |
| Cash and cash equivalents at the beginning of the year | 98 | 604 |
| Cash and cash equivalents at the end of the year | 110 | 78 |

- Our cost optimization and working capital management efforts showed strong benefits by generating an OCF of Rs130m during H1FY21. This represents a Rs157m improvement in cash generated over last year inspite of the pandemic times. We look forward to a much stronger level of OCF generation in FY21 vs. FY20.



Receivable Days and Net Working Capital Days



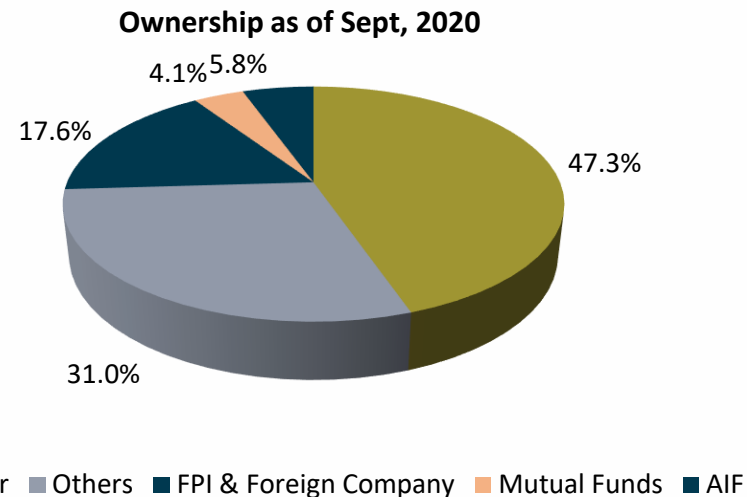
On back of the ongoing uncertainty around opening of schools and colleges, we expect a shift of working capital cycle between quarters and lumpiness of collections in the 2H of the year.



SHAREHOLDING STRUCTURE

| Market Data | As of 11th November, 2020 |
|--------------------------------|---------------------------|
| Market Capitalization (Rs Mn) | 2,180 |
| Price (Rs) | 62 |
| No. of shares outstanding (Mn) | 34.95 |
| Face Value (Rs.) | 5.0 |

(Source: www.bseindia.com)



(Source: www.bseindia.com)

| Key Institutional Investors - As of Sept 2020 | % Holding |
|---|-----------|
| Everstone Capital Partners II LLC | 9.4% |
| International Finance Corporation | 8.0% |
| HDFC Mutual Fund | 2.6% |
| Volrado Venture Partners Fund | 2.4% |
| Blue Daimond Properties | 2.0% |
| TrustLine Holdings | 1.8% |
| Sundaram Mutual Funds | 1.4% |

(Source: www.bseindia.com)

| Other Institutional Investors holding less than 1% - As of Sept 2020 |
|--|
| Equity Intelligence India |
| Jhelum Investment Fund |
| Eastspring Investments |
| Aadi Financial Advisors |
| Geecee Holdings |
| VEC Investments |
| Polaris Banyan Holding |



We cordially invite you to the Earnings Call with

S Chand and Company Ltd.

Bloomberg Code: SCHAND IN | Reuters Code: SCHA.BO

to discuss the Q2FY21 Results

Represented by:

Mr. Himanshu Gupta – Managing Director

Mr. Saurabh Mittal – Chief Financial Officer

Mr. Atul Soni – Head – Investor Relations, Strategy and M&A

Thursday, November 12, 2020, at 14:00 hrs IST
16:30 hrs SGT & HK / 08:30 hrs GMT / 04:30 hrs EDT / 01:30 hrs PDT

Dial-In Numbers:

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USA: 1 866 746 2133 | UK: 0 808 101 1573

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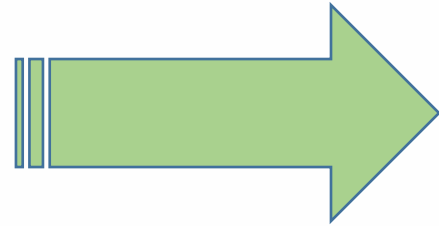
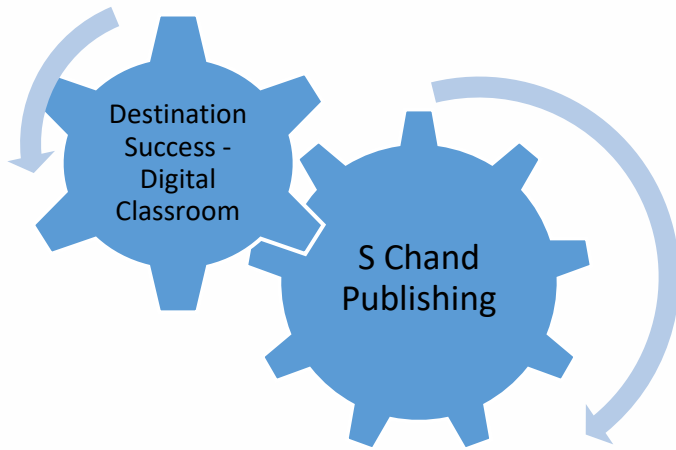
For further information, please contact

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4.

Looking Ahead



THE S CHAND GROUP JOURNEY SO FAR

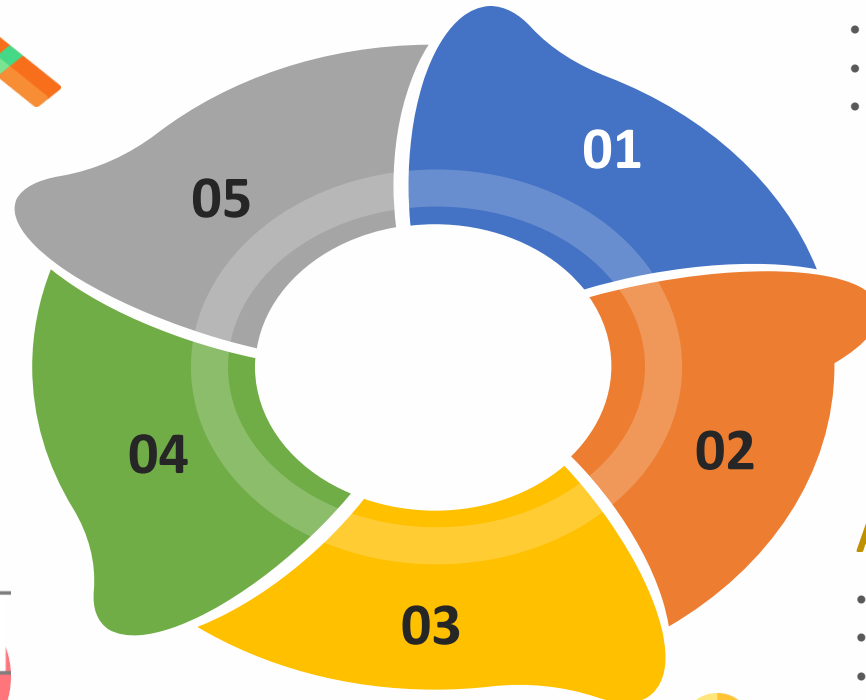


Analytics and Insights

- Student
- Teacher
- School
- Parent

Teacher Connect

- Teacher published content
- Notifications
- Doubts
- Teacher aids
- Lesson plans



Digital Content

- Textbooks
- Multimedia
- Practice Tests

Live Classes

- Video conferencing platform
- Calendar scheduling
- Recorded classes



Assessments

- Homework
- Assignments
- Objective tests
- Subjective Tests



S Chand group's suite of products and solutions cater to the complete education paradigm across K-12, Higher Education and Competition.

Getting ready for increased adoption of our Ed-Tech solutions in post Covid world

FY21

Medium Term

Looking forward to a normal sales season for print business.

Strong adoption of Learnflix & Mylestone during FY21.

Post Pilot phase, full roll out of 'Educate-360', our new online learning platform for schools.

Development of new content based on the National Curriculum Framework (NCF) in FY22.

Debt free in 3 years through focus on free cash flows.

Increasing the share Ed-Tech revenues to 20-25% over the next 3 years.

Target over 5m users across S Chand Ed-Tech properties.

May, 2019

- Announcement of Draft New Education Policy (NEP)

July, 2020

- Adoption of the New Education Policy (NEP)

April – May,
2021

- Announcement of New Curriculum Framework (NCF)

CY2021

- Development of books based on the new curriculum

FY22
onwards

- Complete impact of NCF to percolate down to the industry

- **The New Education Policy (NEP) was formally adopted by the Union Government in July, 2020.**
- Expected release of the New National Curriculum Framework (NCF) after taking inputs from all stakeholders by April-May 2021.
- **Strong runway of growth for at least 2-3 years.** Since the New Curriculum is being developed after a gap of 15 years, it would eliminate sale of second-hand books and would lead to strong growth for at least 2-3 years.
- **Lessons from 2005 NEP/NCF roll out.** During the 2005 NCF announcement, the new syllabus was rolled out over a period of 3 years with 5 grades moving to the new syllabus in Year 1, another 5 grades moving to new syllabus in year 2 and 2 grades moving to new syllabus in year 3.
- Impact of NEP 2020 on the company financials expected to be from FY22 onwards.



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