



Knowledge is wealth



NEL/BSE/98/2019

Date: 8th August, 2019

Corporate Relationship Department
Bombay Stock Exchange Ltd.
1st 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 FY20 presentation which is shared with analysts and institutional investors on Statement of Standalone And Consolidated Unaudited Financial Results for the quarter ended 30th June, 2019.

The said presentation is uploaded on Company's website www.navneet.com.

You are requested to take note of the above.

Thanking you,

Yours faithfully,
FOR NAVNEET EDUCATION LIMITED

AMIT D. BUCH
COMPANY SECRETARY

Encl.: as above

NAVNEET EDUCATION LIMITED

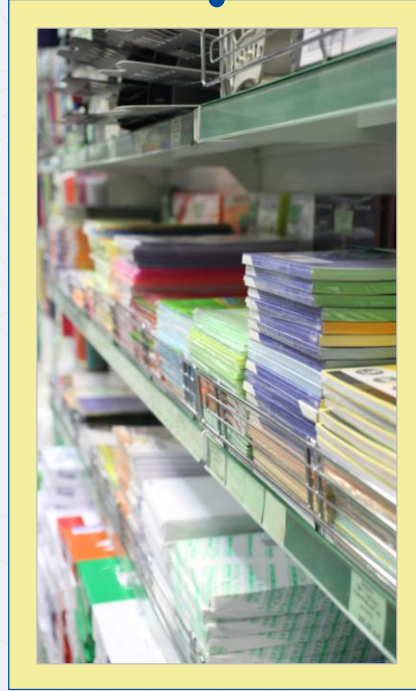
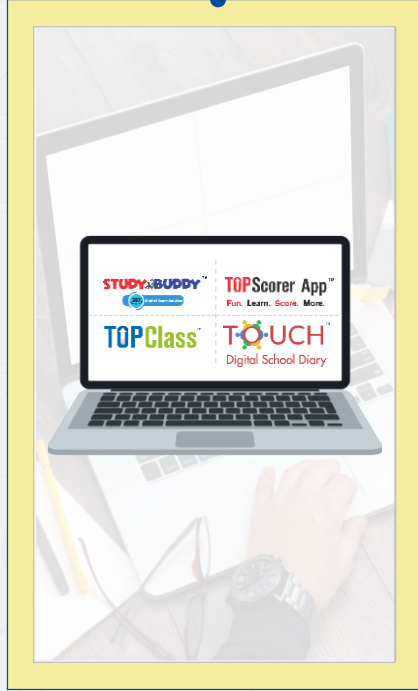
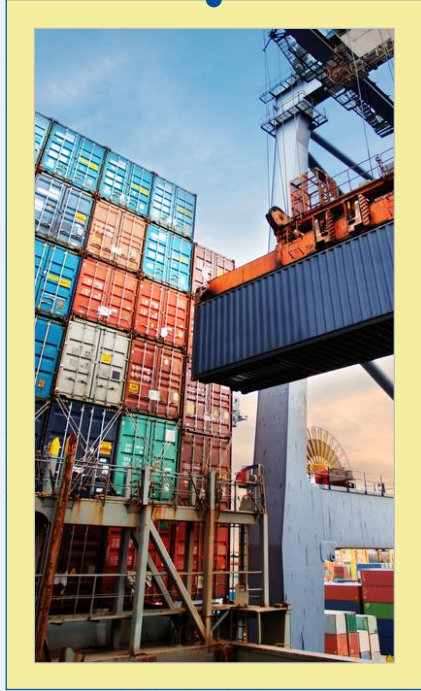
CIN: L22200MH1984PLC034055

Navneet Bhavan, Bhavani Shankar Road, Near Shardashram Society, Dadar (W), Mumbai 400 028. India.

Tel.: 022 6662 6565 • email: nel@navneet.com • www.navneet.com • /navneet.india



Knowledge is wealth



Earning Presentation

As On 30 June 2019

A Premium Education House



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COMPANY OVERVIEW

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.





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

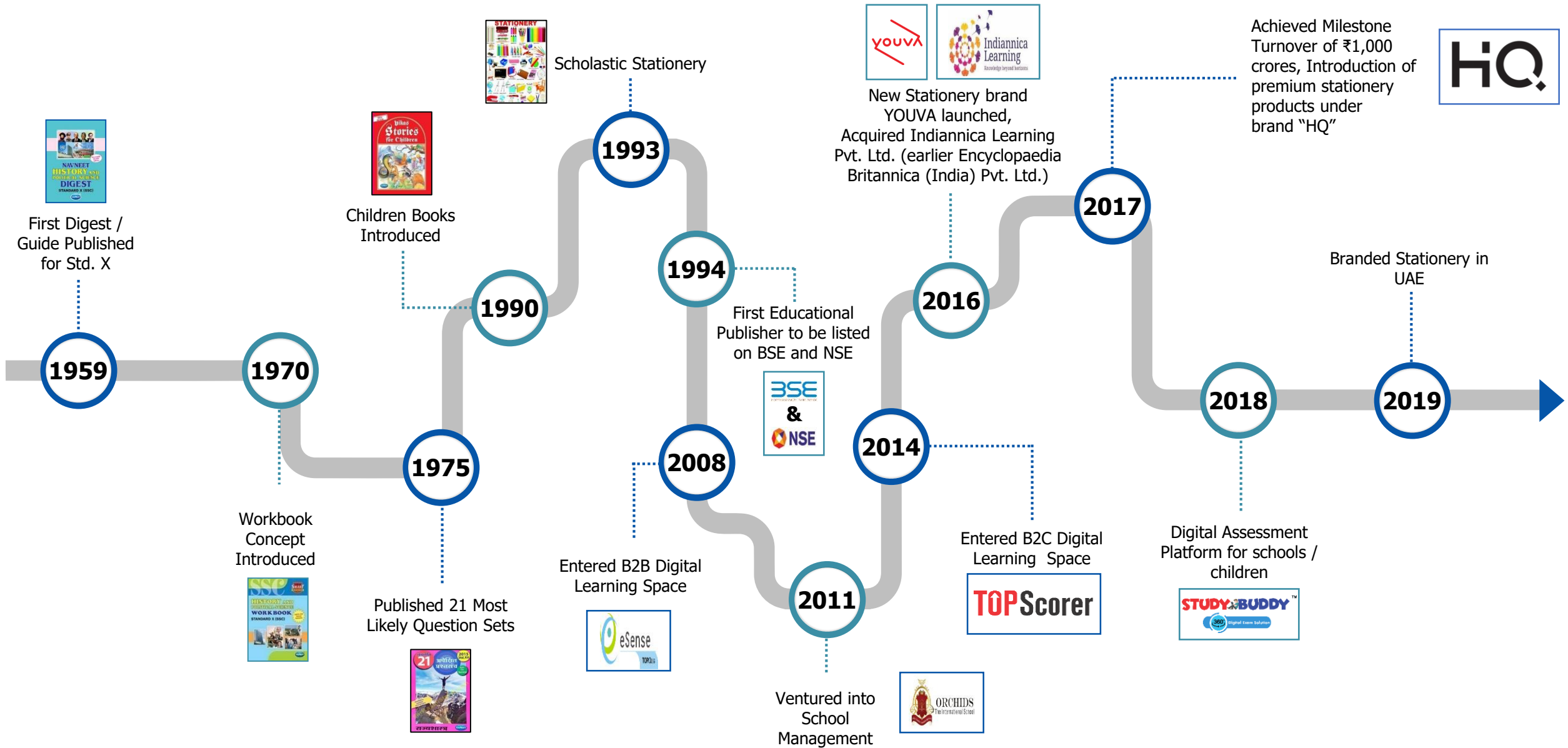
Excellence

Proactive

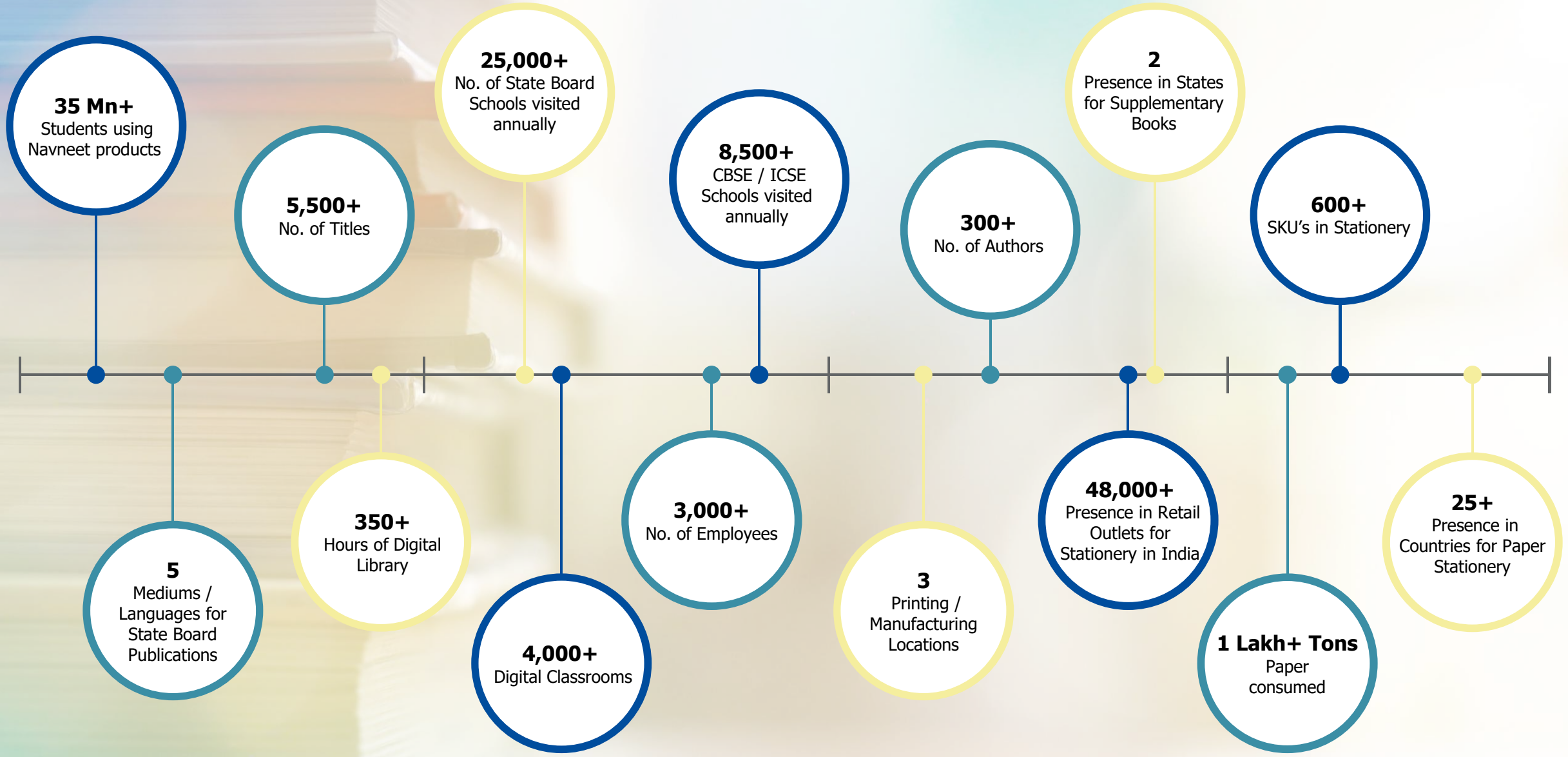
Student Centric

Transparency

6 DECADES OF NAVNEET – A SNAPSHOT



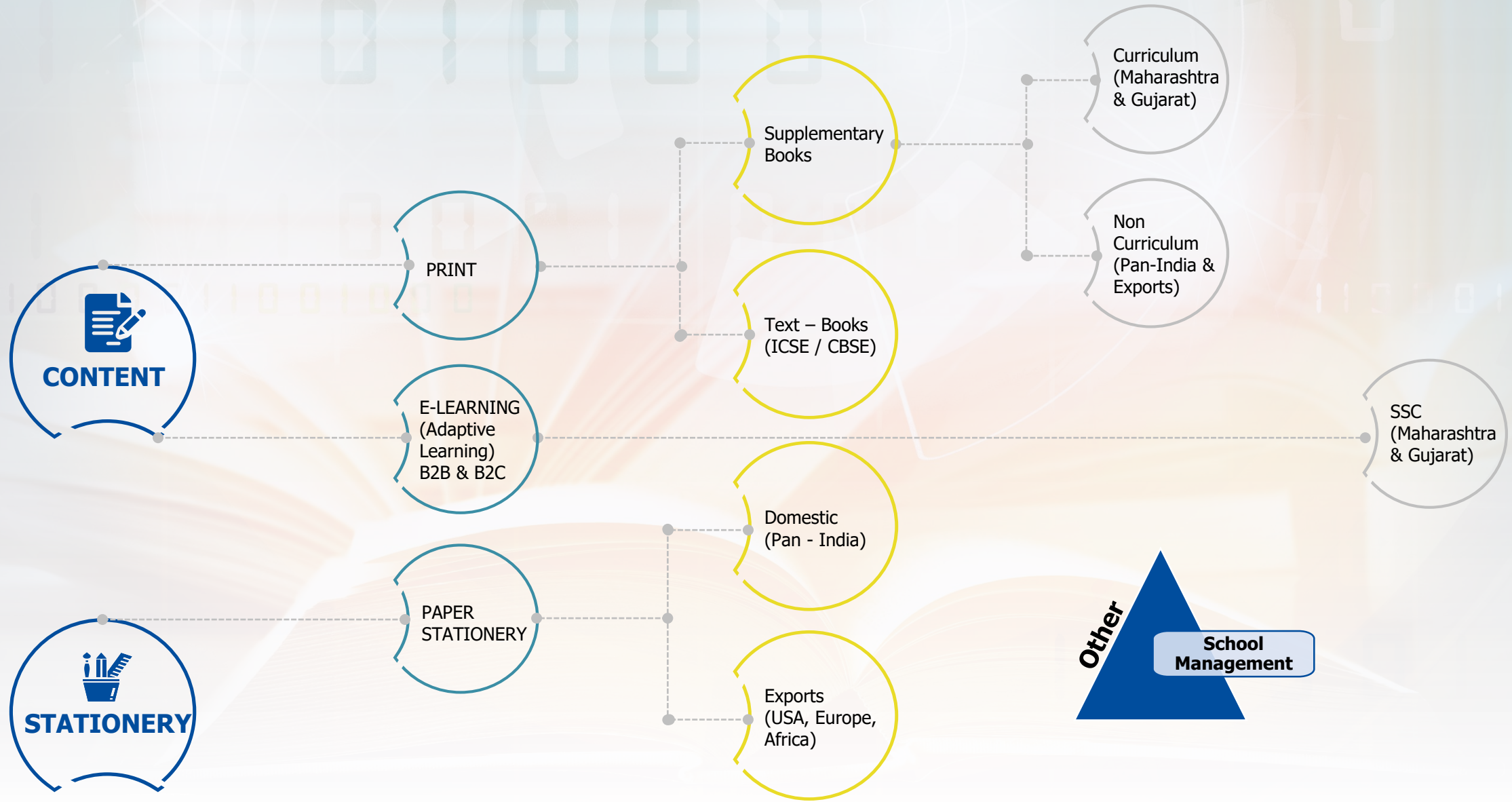
KEY FACTS

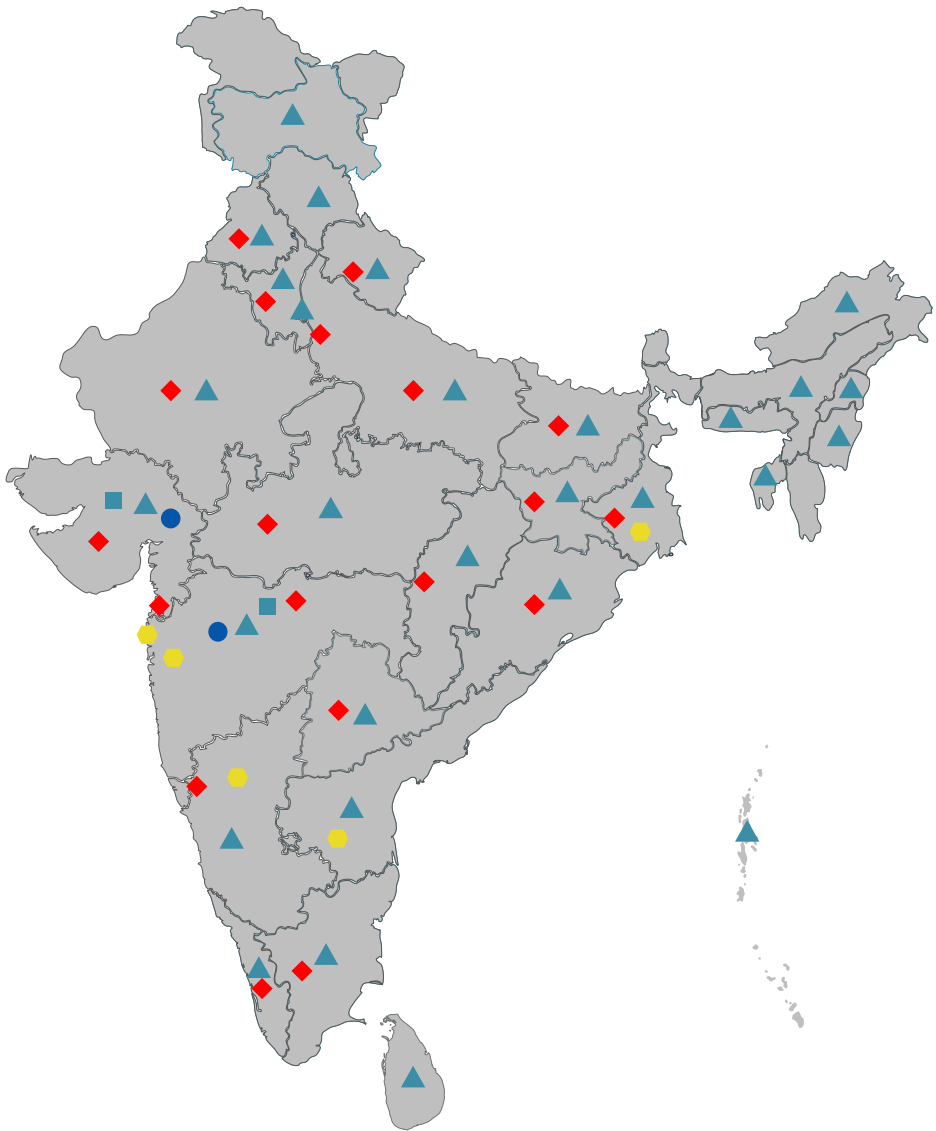


A circular inset photograph showing a group of school children in uniform running joyfully on a track. The image is overlaid with a semi-transparent yellow filter. The children are smiling and appear to be in motion, with some holding hands.

NAVNEET GROUP BUSINESS







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, Dadra & Nagar Haveli, Bihar, Jharkhand, Odisha, West Bengal, Karnataka, Kerala, Tamil Nadu, Telangana, Gujarat, Chhattisgarh, Delhi, Haryana, Madhya Pradesh, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand



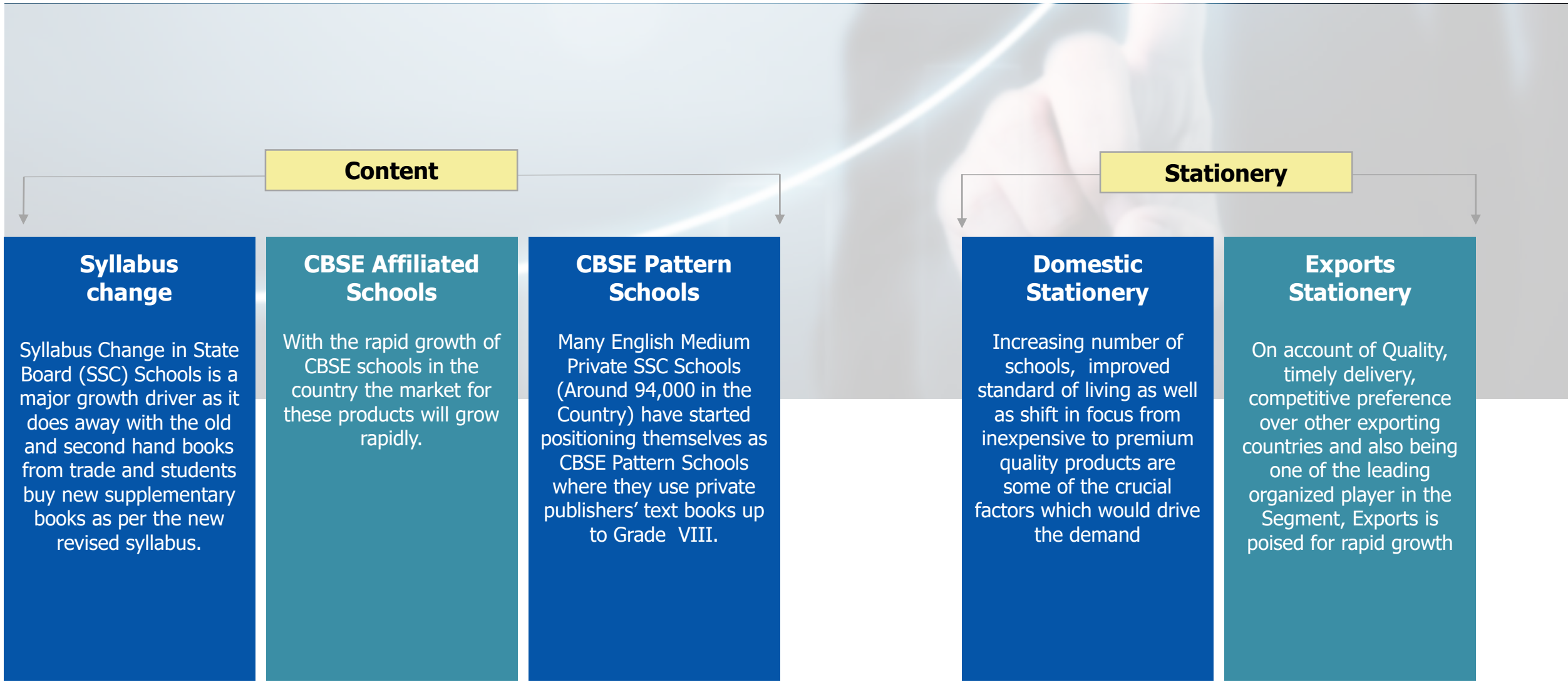
- 1. Canada
- 2. U.S.
- 3. Mexico
- 4. Honduras
- 5. Jamaica

- 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



4,000+
Digital Classrooms using
Top Class

20,000+
Teachers trained

1,20,000+
Students learning
through Top Class

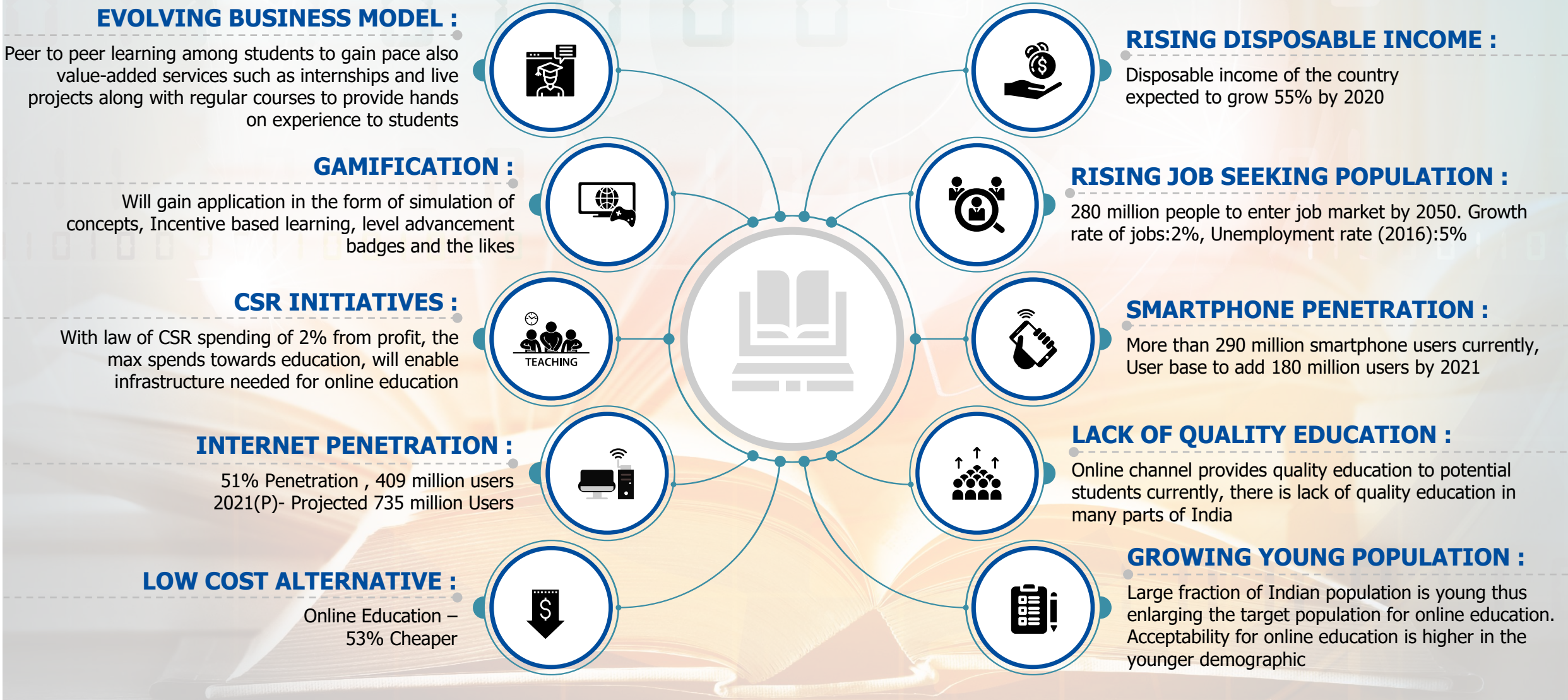
150+
Team of authors,
Illustrators and
animators

350+
Hours of digital content

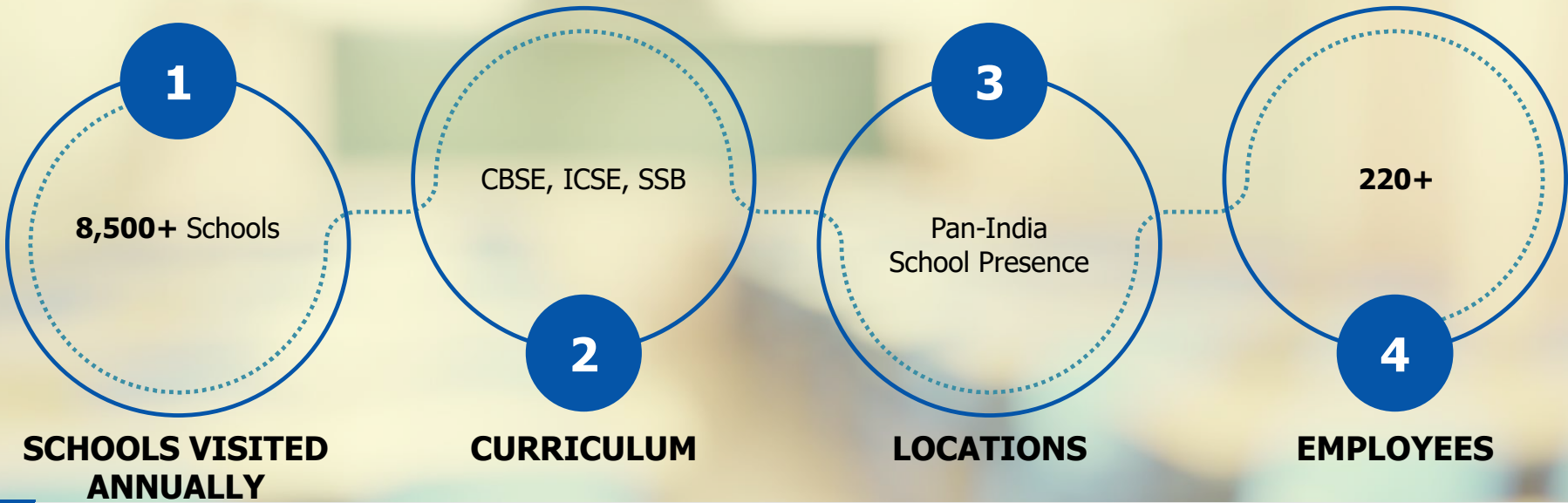
15,000+
Videos

2,00,000+
MCQs

GROWTH DRIVERS - E-LEARNING EDUCATION



Source: KPMG



TARGET REACH

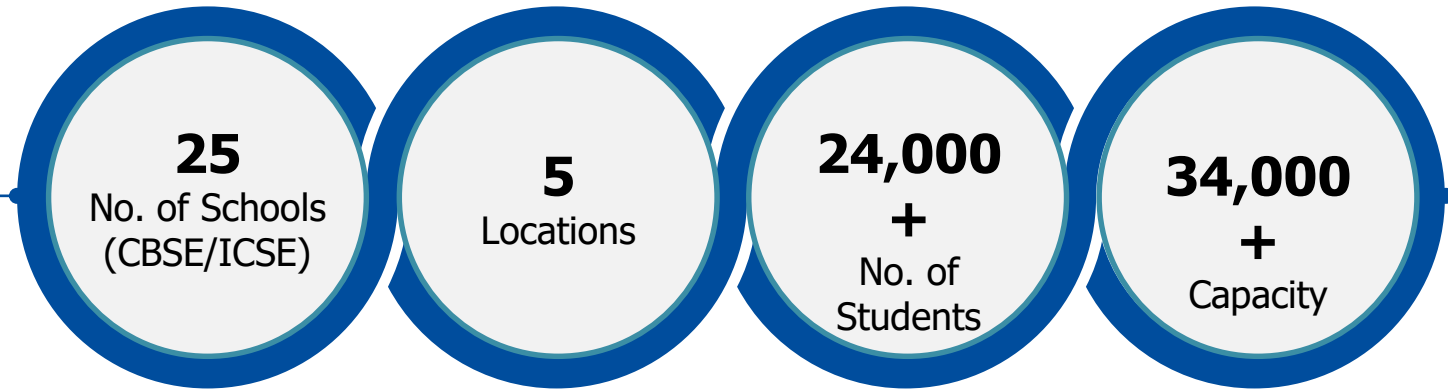
25,000+ CBSE / ICSE & 20,000+ SSC Schools

- Encyclopedia Britannica India ("EB India") is one of India's leading K-12 curricular educational publisher; started publishing operations in India in 2009.
- Extensive product catalogue comprising educational, instructional and information products & technology solution.
- Offers specialized curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials.
- Key export markets include Sri-Lanka, Nepal and GCC.

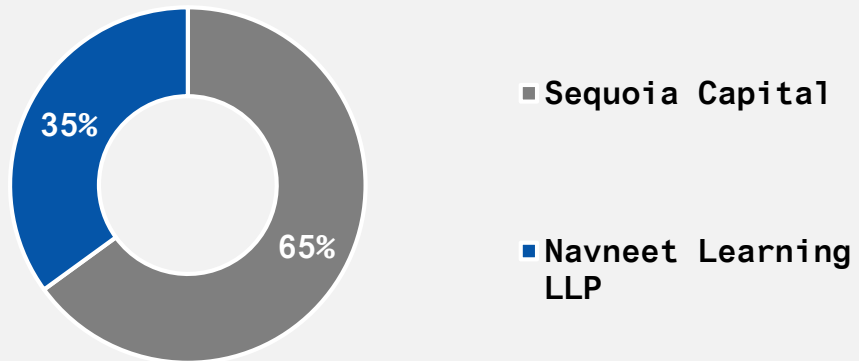
Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.



ORCHIDS – THE INTERNATIONAL SCHOOL



SHAREHOLDING



Locations	No. of Schools
Bangalore	11
Mumbai	9
Hyderabad	1
Pune	3
Kolkata	1
TOTAL	25

- 21,000+ children benefited in 117 classrooms digitalized in 87 schools in 18 districts through software learning program installation and hardware equipment
- 2,000 children and youth trained and developed for state, national and international sports competitions
- Economic empowerment for 5,000+ tribal women through distribution of vegetable seeds and fruit plants for agriculture employment generation
- Intervention during natural disasters such as floods, drought and earthquakes
- Low cost housing for the less privileged
- Water conservation projects in drought affected areas

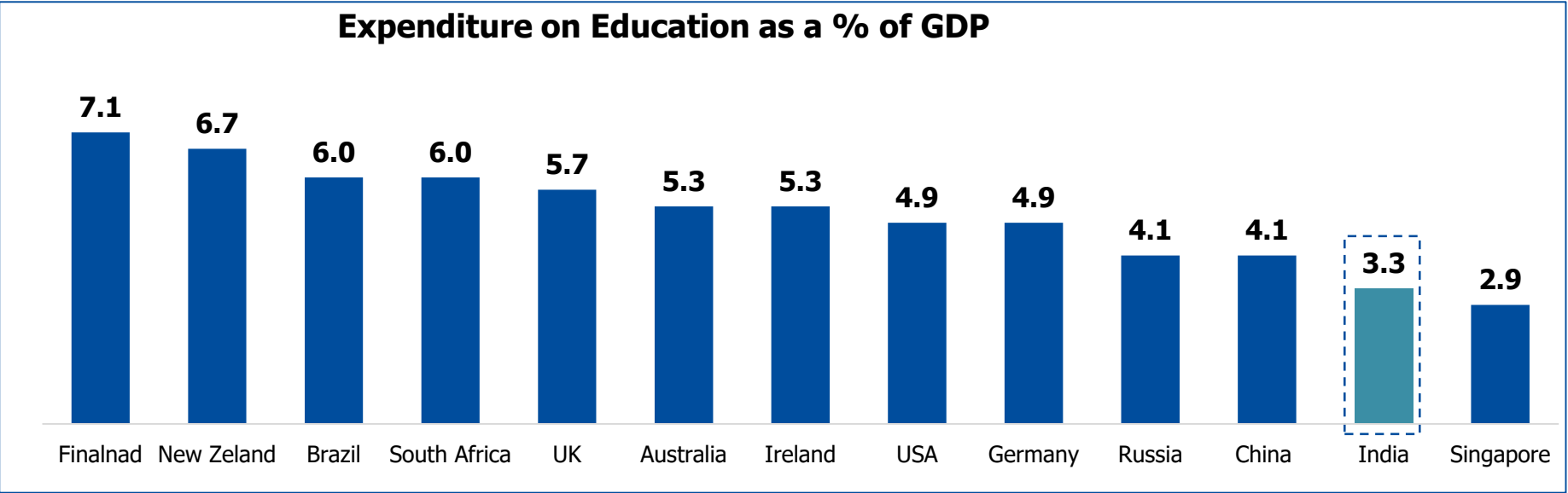
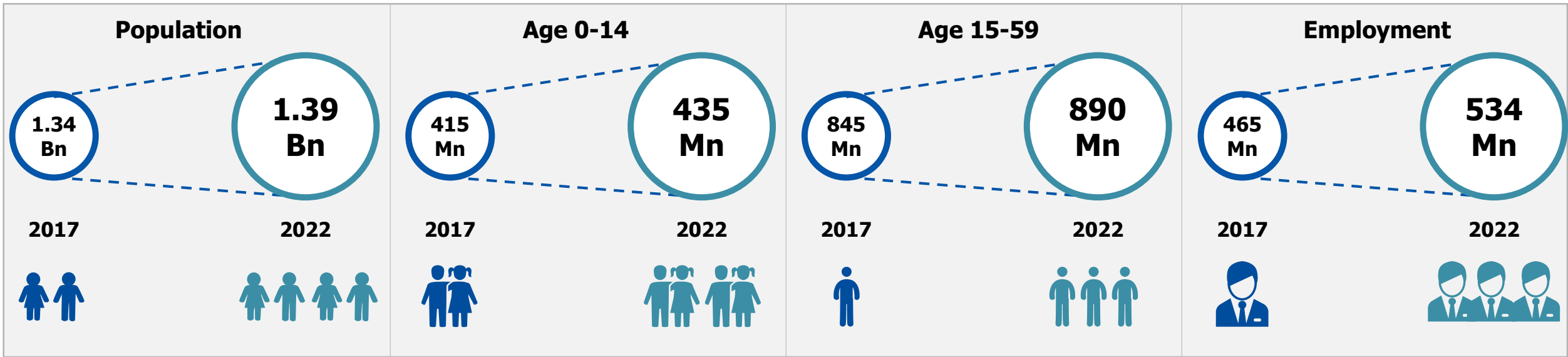


- Three charitable hospitals established in Mumbai under the name Navneet Hospitals
- Free books & stationery distributed to under privileged children from over 60 trusts
- 6,000+ Teachers from 6 cities of Maharashtra trained through 108 training session on creative and participatory methods of teaching in languages and mathematics
- More than 2,400 scholarships for education for children in school and higher education for youth
- 700 Gaushalas (animal shelters) in Gujarat and Maharashtra supported for fodder and medical care
- Mega Medical camps providing treatment to more than 45,000 patients
- 20,000 patients treated monthly through supported medical centers

The image features a circular inset on the left side, showing a group of students in school uniforms running on a track. The background of the entire image is a light gray color with a repeating pattern of white line-art icons representing various educational and creative concepts, such as lightbulbs, gears, books, and a hand holding a pencil. The text "INDUSTRY INSIGHTS" is prominently displayed in the center of the circular inset.

**INDUSTRY
INSIGHTS**

INDUSTRY OVERVIEW



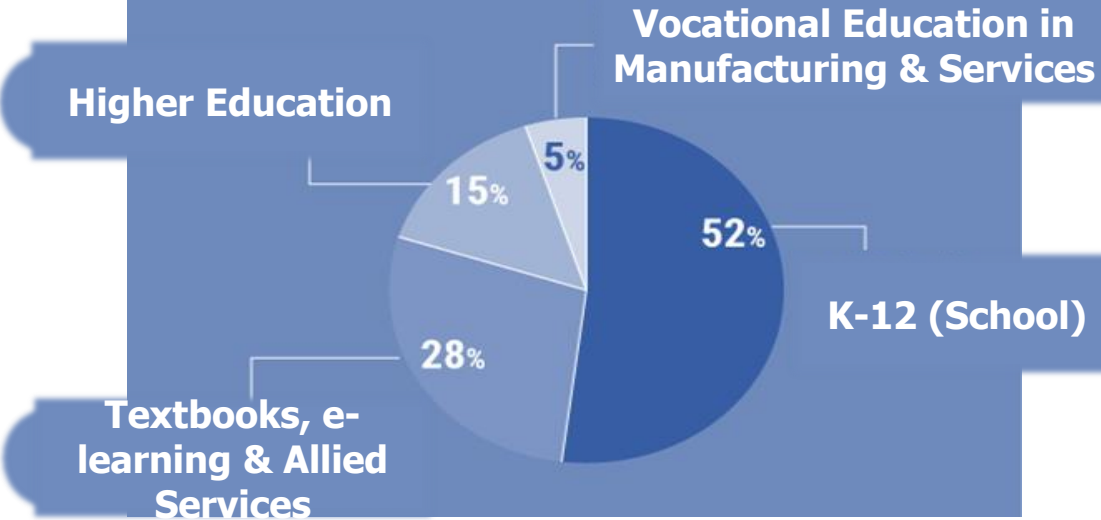
Source: World Bank, Census Data

HOW BIG IS INDIA'S EDUCATION MARKET

K-12 segment offers the largest market in business



Figures in dollar and billion



Source: Technopak Analysis

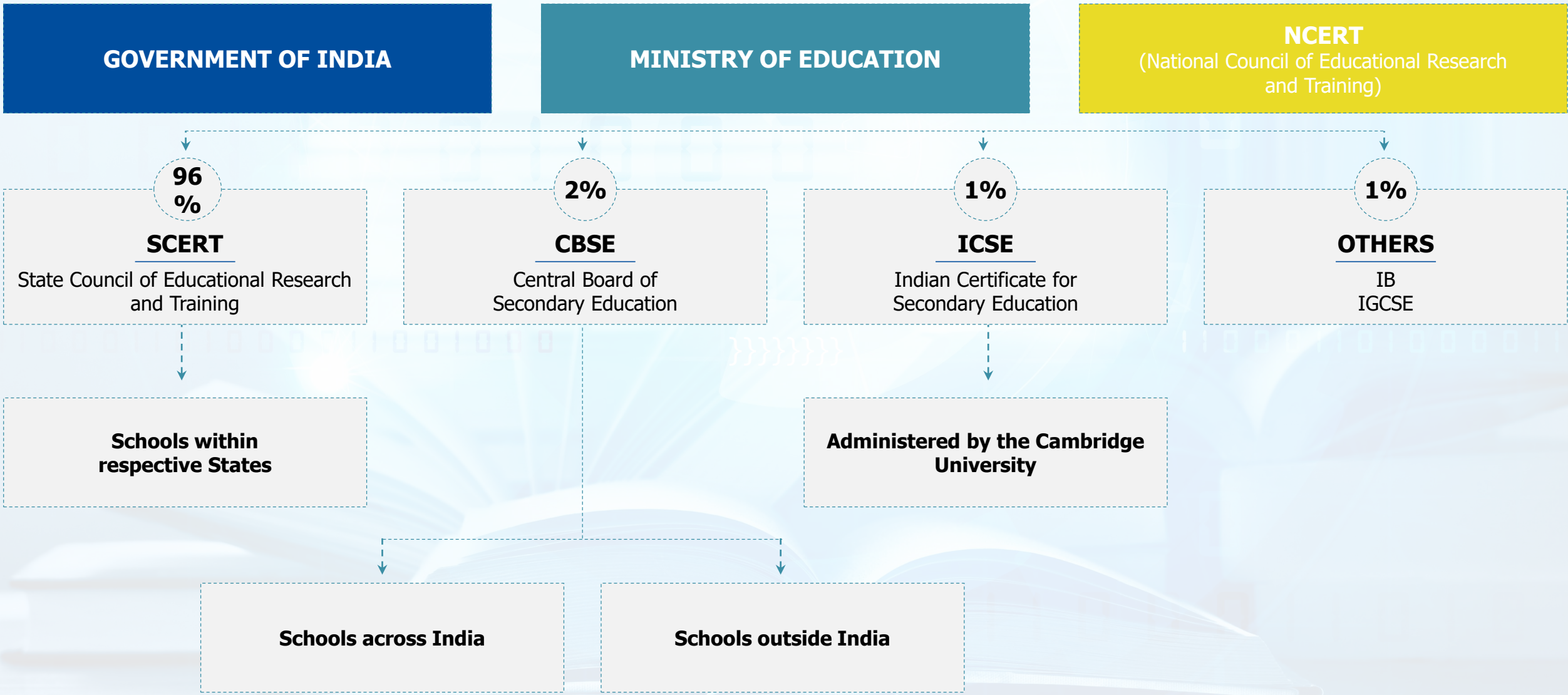
Segments

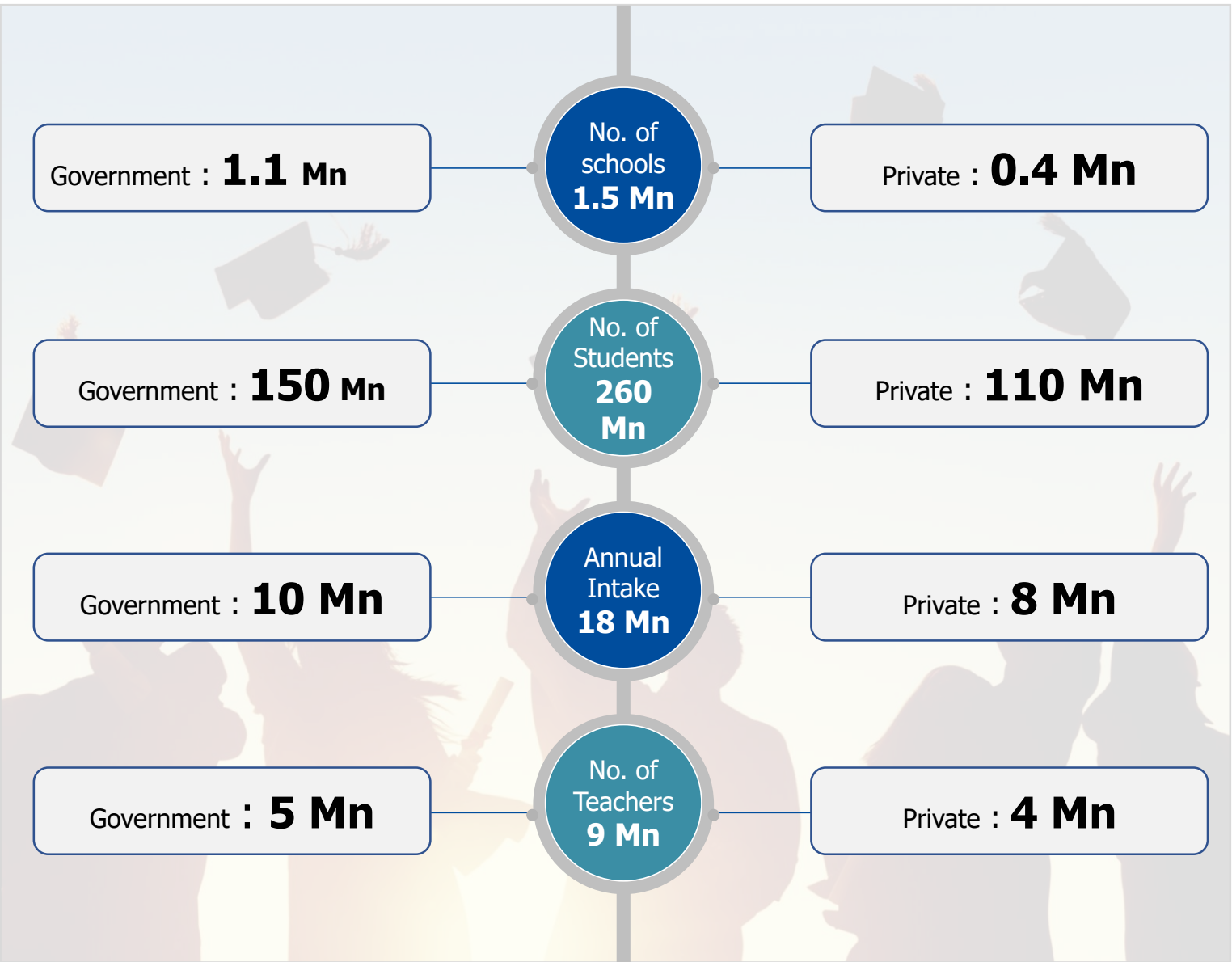
Market Opportunity

Regulations

Schooling	Higher Education	Vocational Education & Skill Development	Ancillary Segments
Early Childhood Education (Pre-schools)	Graduation (General & Professional)	Vocational Education in Manufacturing	Test Preparation and Tutoring
K-12 Schools	Post Graduation (General & Professional)	Vocational Education in Services	Content: Textbooks and e-Learning
	Research (PhD.)		Allied Services etc.
Market Size: \$52bn	Market Size: \$15bn	Market Size: \$5bn	Market Size: \$28bn
CAGR: 14%	CAGR: 20%	CAGR: 20%	CAGR: 22%
ECE: For Profit K-12: Not for Profit	Not for Profit	For Profit	For Profit

← Presence in both Schooling & Ancillary Segments →





Source: DISE, State Boards, CBSE, ICSE Board

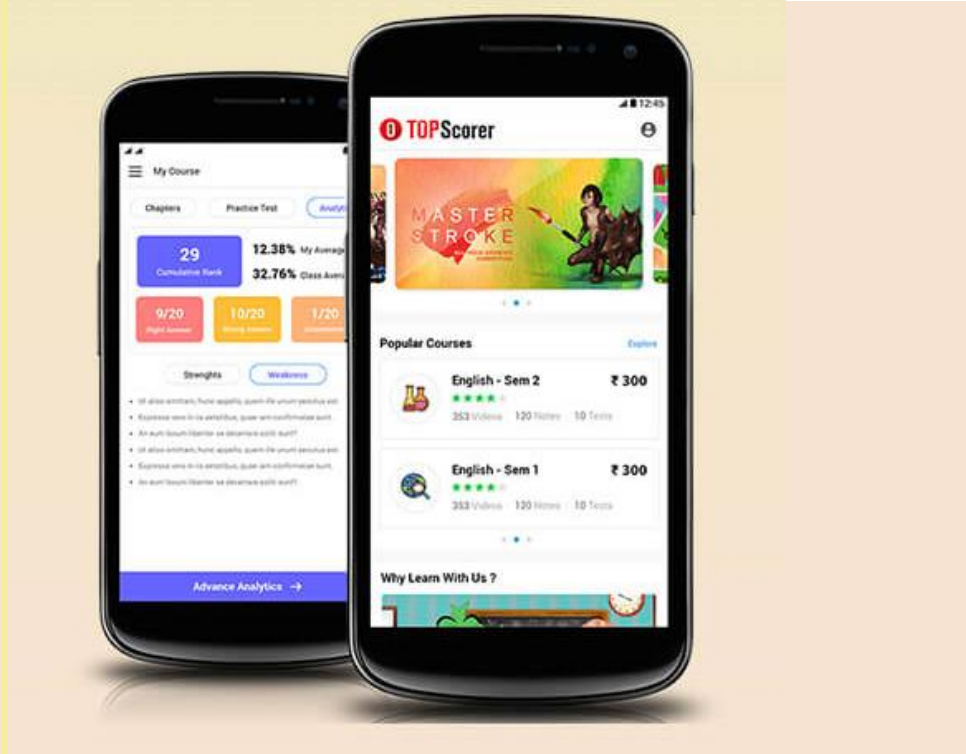
INDUSTRY OVERVIEW – E-Learning

India's Online Education market size to grow by USD 1.96 billion in 2021

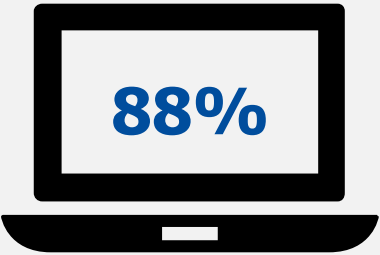
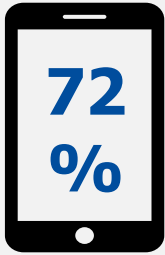
It is expected that Online Education sector will witness a growth of 44% CAGR. Userbase will rise to 9.6 million by 2021

The Growth in the market size will be backed by an increase in the number of paid users in online education

Indian students using Online Education rank 'quality of course content' as the top reason for selecting a specific brand




“ Driven by combination of Demand, Supply & Macroeconomic drivers ”



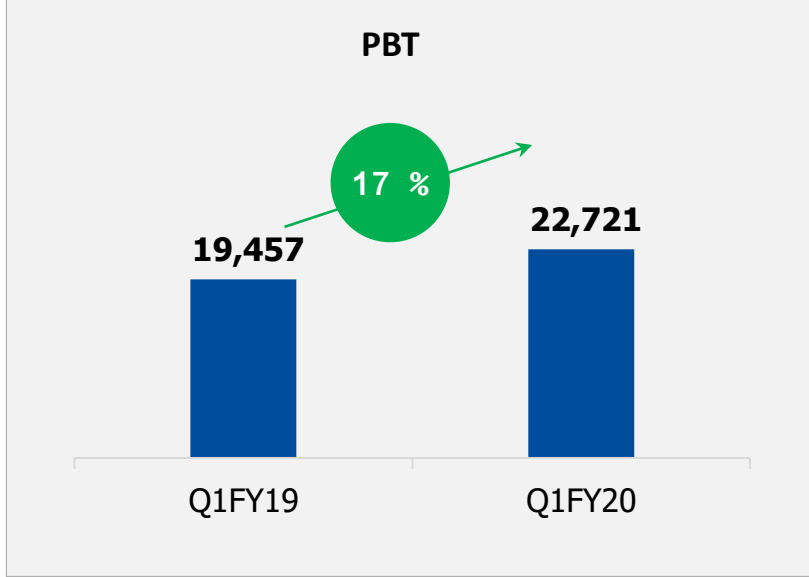
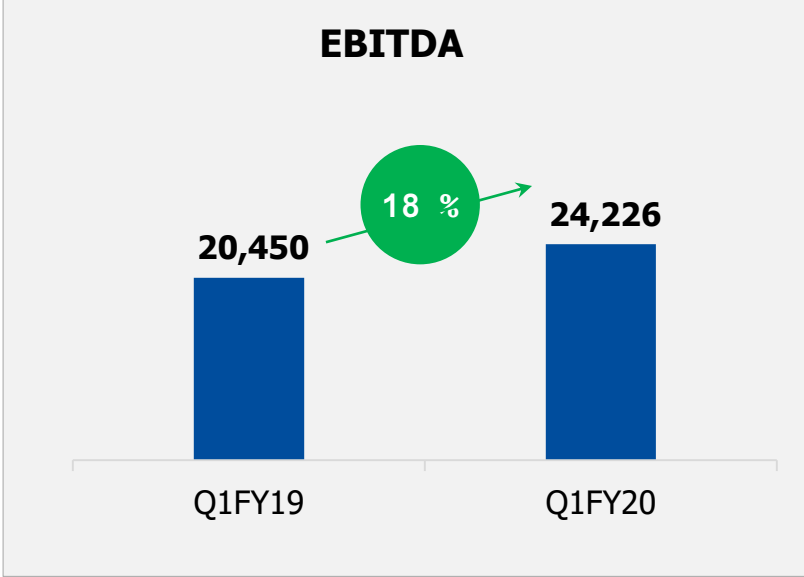
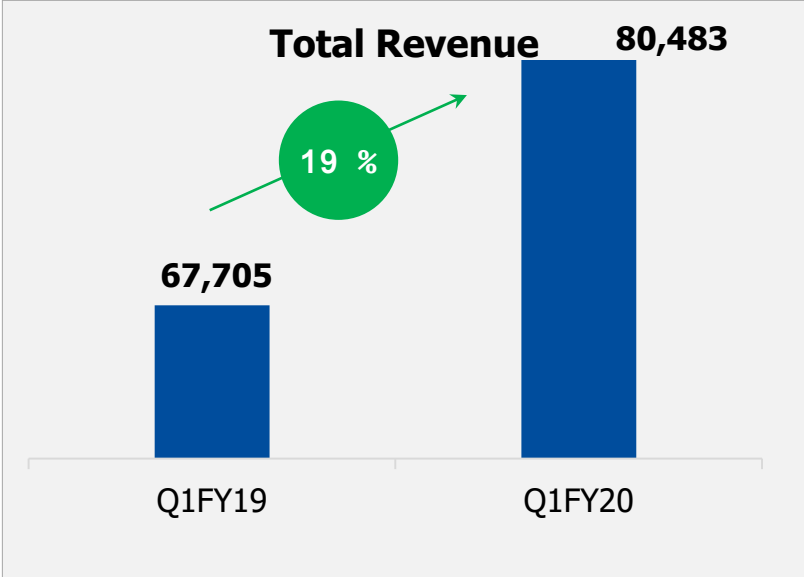
Students prefer laptops over mobile phones for accessing online course content

Source: KPMG



FINANCIAL PERFORMANCE Q1FY20



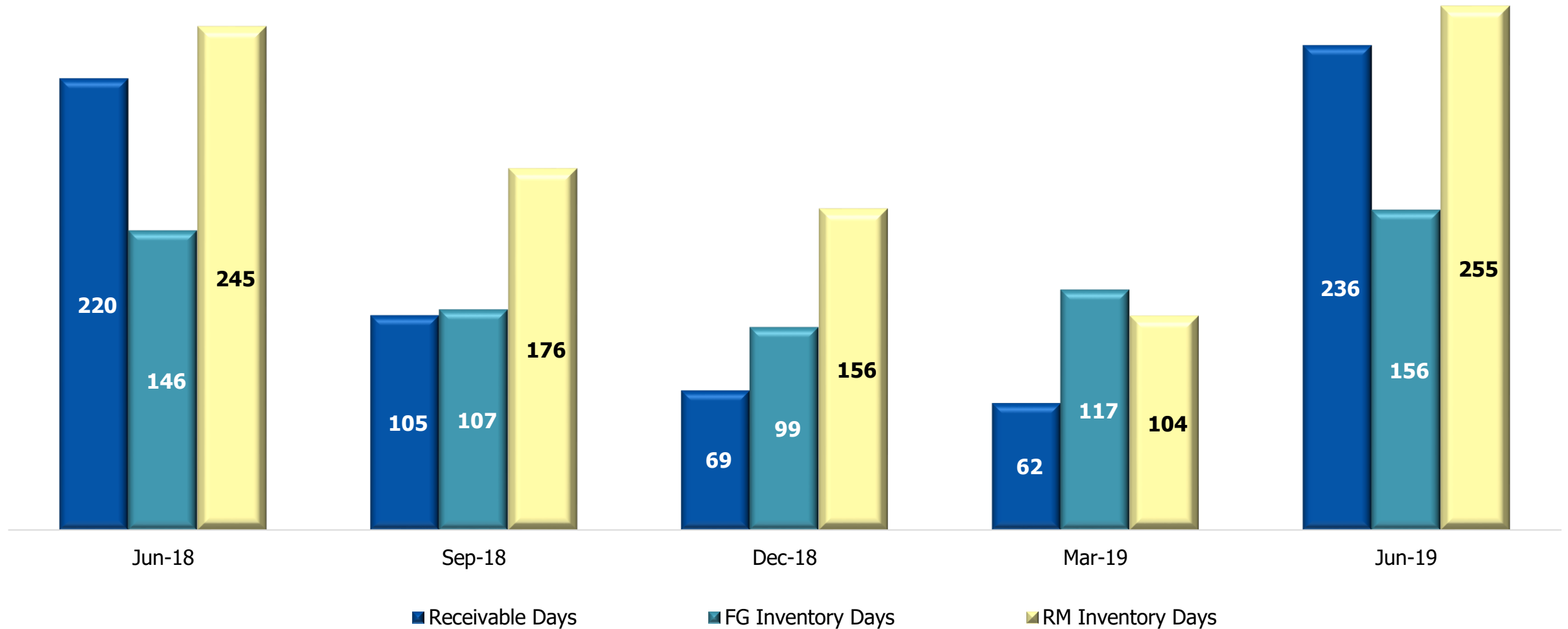


Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
Q1FY20	43218	10954	25304
Q1FY19	36595	10362	19977

STANDALONE FINANCIAL RESULTS – Q1FY20

(Rs in Lakh)

Particulars	Quarter ended June '19			
	Q1FY20 (Unaudited)	% of Revenue	Q1FY19 (Unaudited)	% of Revenue
Income from Operations	79,499		66,996	
Other Income	984		709	
Total Revenue	80,483		67,705	
(a) Cost of materials consumed	26,102		22,682	
(b) Purchases of stock-in-trade	25		33	
(c) Changes in inventories	15,643		12,535	
(d) Employee benefits expense	3,831		3,295	
(e) Depreciation and Amortisation	804		573	
(f) Other expenses	10,755		8,710	
Total Expenses	57,160		47,828	
Profit / (Loss) from ordinary activities	23,322	29%	19,877	29%
Exceptional Items	-		-	
Profit / (Loss) after exceptional Items	23,323	29%	19,877	29%
Finance Costs	701		420	
Profit / (Loss) before tax	22,622	28%	19,457	29%
(a) Provision for Taxation	8,491		7,229	
(b) Provision for Deferred Tax	(612)		-401	
(c) Excess/(Short) Provision of the earlier year W/off / back	-		-	
Net Profit / (Loss) after tax	14,743	18%	12,629	19%
Other Comprehensive Income (OCI) net of tax	(318)		-385	
Total Comprehensive Income	14,425	18%	12,244	18%



(INR in Lakh)

Particulars	Quarter ended June '19			
	Q1FY20 (Unaudited)	% of Revenue	Q1FY19 (Unaudited)	% of Revenue
Total Income from Operations	81,153		68,635	
Other Income	878		620	
Total Revenue	82,031		69,256	
(a) Cost of materials consumed	26,244		23,002	
(b) Purchases of stock-in-trade	37		47	
(c) Changes in inventories	15,731		12,504	
(d) Employee benefits expense	4,775		4,197	
(e) Depreciation and Amortisation	1,060		743	
(f) Other expenses	11,405		9,354	
Total Expenses	59,252		49,848	
Profit / (Loss) from ordinary activities	22,779	28%	19,408	28%
Exceptional Items	-		-	
Profit / (Loss) after exceptional Items	22,779	28%	19,408	28%
Finance Costs	801		480	
Profit / (Loss) before tax	21,978	27%	18,927	27%
(a) Provision for Taxation	8,491		7,229	
(b) Provision for Deferred Tax	(574)		(424)	
(c) Excess/(Short) Provision of the earlier year W/off	0		-	
Net Profit / (Loss) after tax	14,061	17%	12,122	18%
Share of Profit/ (Loss) of Associate	549		314	
Net Profit / (Loss)	14,610	18%	12,436	18%
Other Comprehensive Income (OCI) net of tax	(308)		(384)	
Total Comprehensive Income	14,302	17%	12,052	17%

SNAPSHOT OF CONSOLIDATED FINANCIAL RESULTS

(Rs in Lakh)

Revenue from Operations		
	Q1 of FY 20	Q1 of FY 19
NEL	79,499	66,996
eSense	907	964
Indiannica	729	705
NLLP	-	-
NHKL	57	-
K12	-	-
Inter co Adjust	(40)	(30)
Total	81,153	68,635

Summary of EBITDA	
Q1 of FY 20	Q1 of FY 19
24,127	20,450
231	477
(422)	(698)
-	-
-	-
-	-
(95)	(78)
23,841	20,151

Summary of PAT	
Q1 of FY 20	Q1 of FY 19
14,743	12,628
108	413
(777)	(878)
-	-
-	-
549	313
(12)	(42)
14,061	12,435

As of March 2019, the Government of India is taking the initiative to encourage colleges to offer online courses in rural areas to ensure education for all

As of December 2018, internet penetration in India had reached 46.13 per cent. Increasing internet penetration will help in education delivery

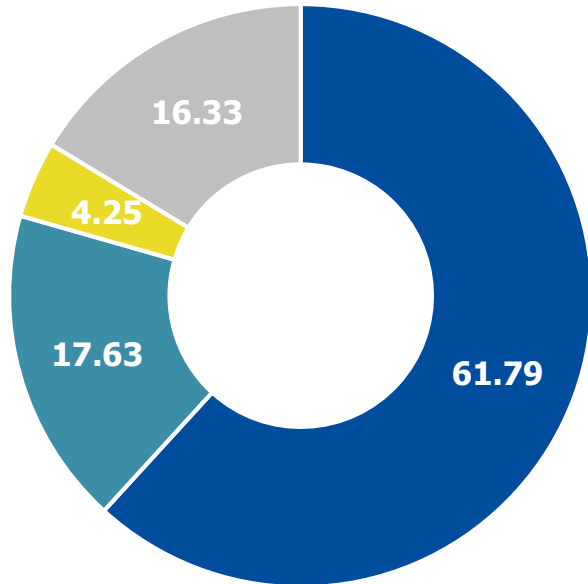
In March 2019, India Ratings and Research (Ind-Ra) maintained a stable outlook for the education sector for FY20 with a marginal increase in enrollments

With the tutoring in the schooling segment expected to grow from US\$ 8 billion in 2011 to US\$ 26 billion in 2020, there lies a large and fast-growing market for coaching and tutoring services imparted through innovative means, mainly the internet

The Government has hiked the expenditure budget for education by Rs 10,000 crore (US\$ 1.39 billion) to Rs 93,848 crore



Shareholding as at June 30, 2019

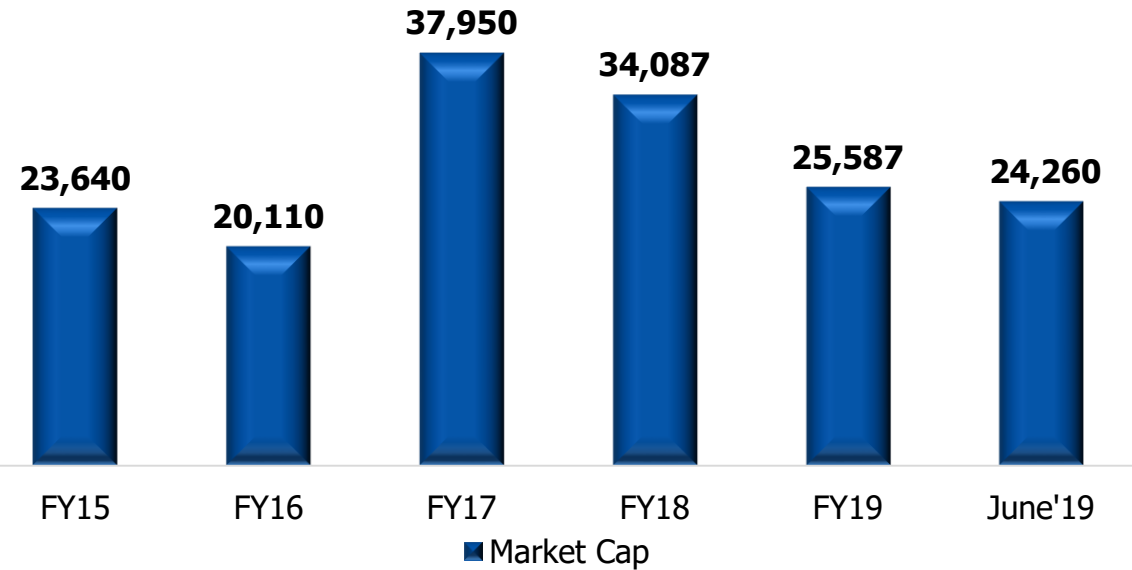


- Promoter & Promoter Group
- Domestic Institutional Investors
- Foreign Institutional Investors
- Non-Institutional Investors

Trusted by **25,000+** Shareholders

Face Value of **Rs. 2/-** per share

(₹ in Mn)



For analysts coverage on Navneet visit:
<http://www.navneet.com/research-reports/>

Stock Code:

BSE : 508989

NSE : NAVNETEDUL

Bloomberg / Reuters: NELI IN / NAVN.BO



CONTACT DETAILS



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Corporate Identity Number L22200MH1984PLC034055

Corporate Office & Regd. Office : Navneet Education Limited,
Navneet Bhavan, Bhavani Shankar Road, Dadar-(West), Mumbai –
400028.

Website: www.navneet.com

E-mail Id: 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