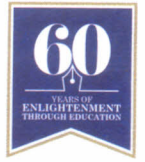




Knowledge is wealth



NEL/BSE/116/2020

Date: 12th August, 2020

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 being shared with analysts and institutional investors on Standalone and Consolidated Un-audited Financial Results for the quarter ended 30th June, 2020.

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q1 FY21 presentation which is being shared with analysts and institutional investors on Statement of Standalone and Consolidated Un-audited Financial Results for the quarter ended 30th June, 2020.

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

Investor Presentation

As On 30th June 2020



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.



The image features a circular inset on the left side, showing a group of students in school uniforms running happily in a hallway. The background of the entire image is a light gray color filled with a repeating pattern of white line-art icons representing various educational fields: science (microscope, lightbulb, gear), art (paint palette, pencil, brush), technology (tablet, laptop), and general learning (book, pencil, star, brain).

National Education Policy 2020

Key Features of NEP with respect to Content business

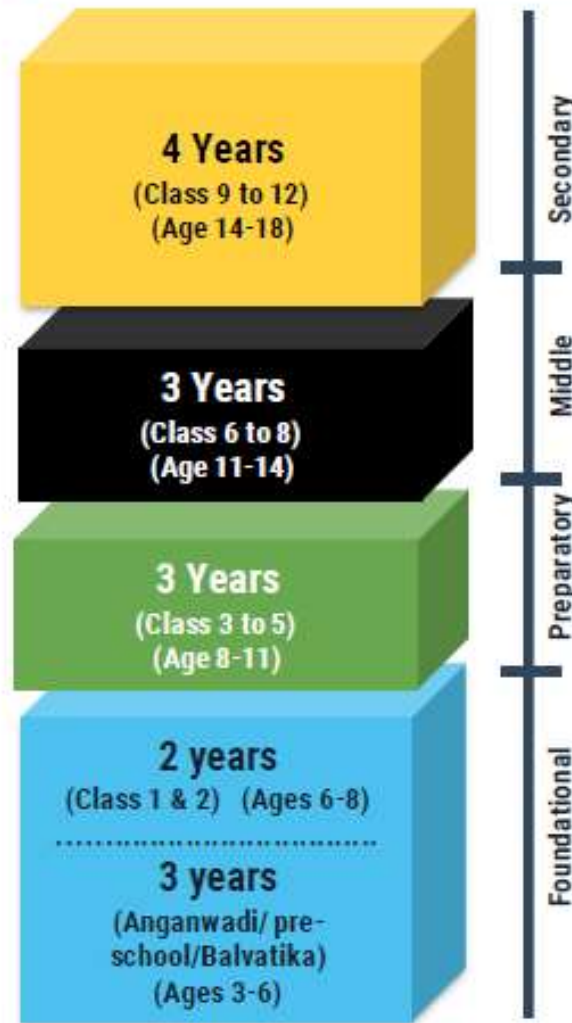
- Emphasize Conceptual learning
- Recognizing and identifying unique capabilities of students
- To encourage logical decision making and innovation
- Focus will be on achieving desired learning outcomes at all levels
- Continuous tracking of learning outcomes of each child
- Introduced Early Childhood Care and Education (ECCE)
- Introducing Vocational Education at all levels
- To bring back drop out children back to school
- Use and integration of technology
- Assessments at key stage in class 3,5 and 8 to track achievement of a child
- Reforming examinations in grade 9 to 12 including Board exams in grade 10 and 12
- Improving Teacher Education

Transforming Curricular & Pedagogical Structure

Existing Academic Structure



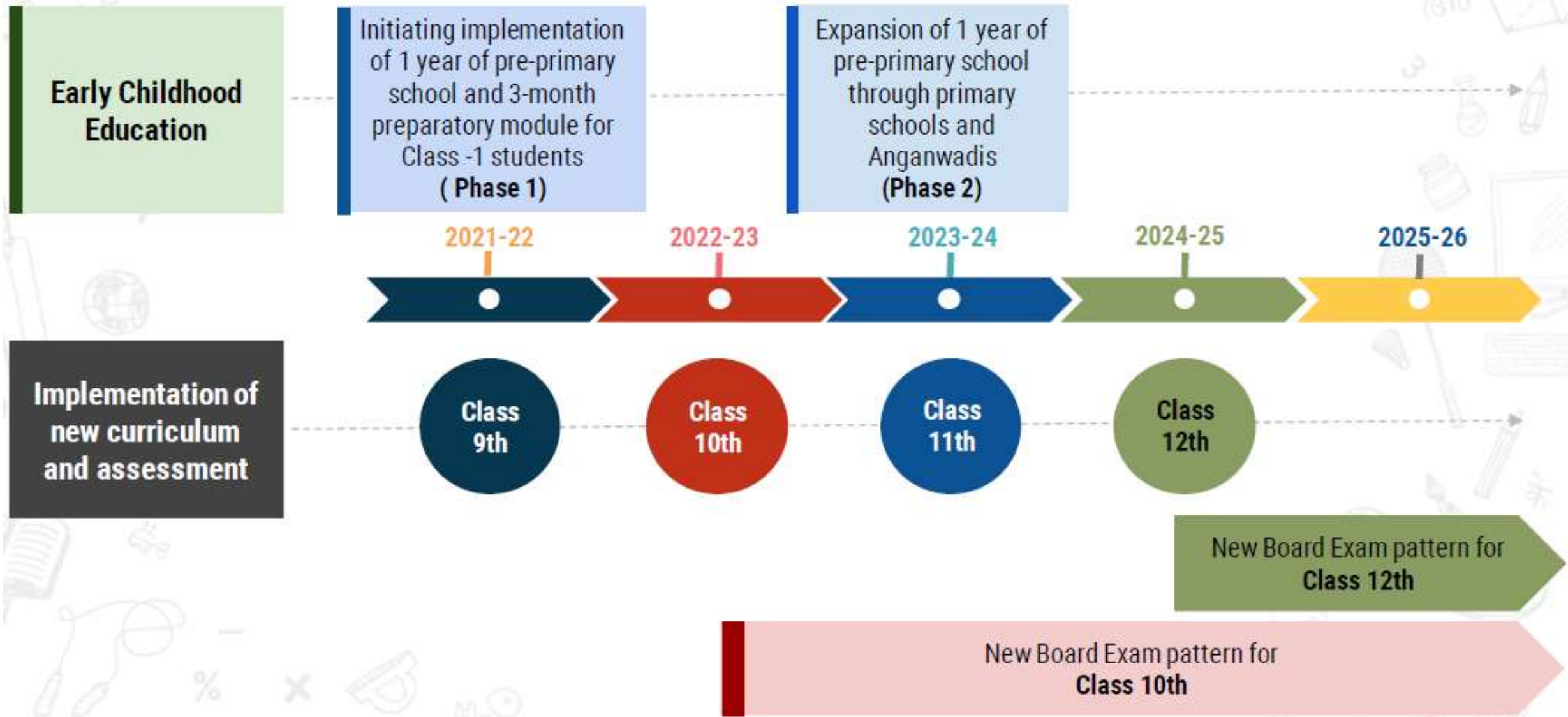
New Academic Structure




New pedagogical and curricular structure of school education (5+3+3+4): 3 years in Anganwadi/pre-school and 12 years in school

- **Secondary Stage(4)** multidisciplinary study, greater critical thinking, flexibility and student choice of subjects
- **Middle Stage (3)** experiential learning in the sciences, mathematics, arts, social sciences, and humanities
- **Preparatory Stage (3)** play, discovery, and activity-based and interactive classroom learning
- **Foundational stage (5)** multilevel, play/activity-based learning

Timeline for Implementation of ECE and New Assessment pattern



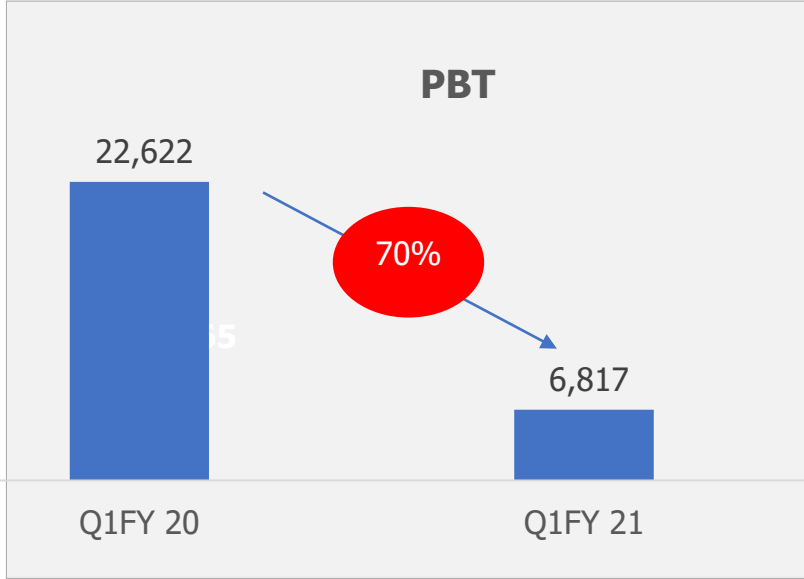
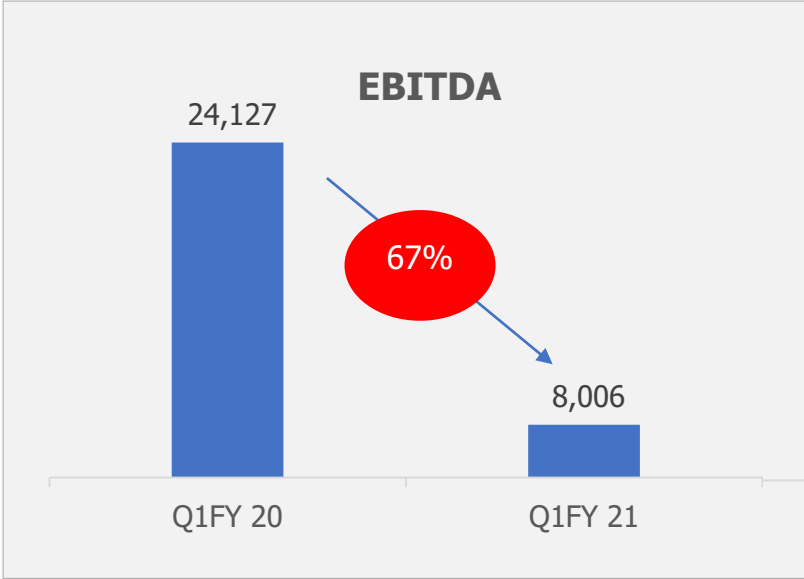
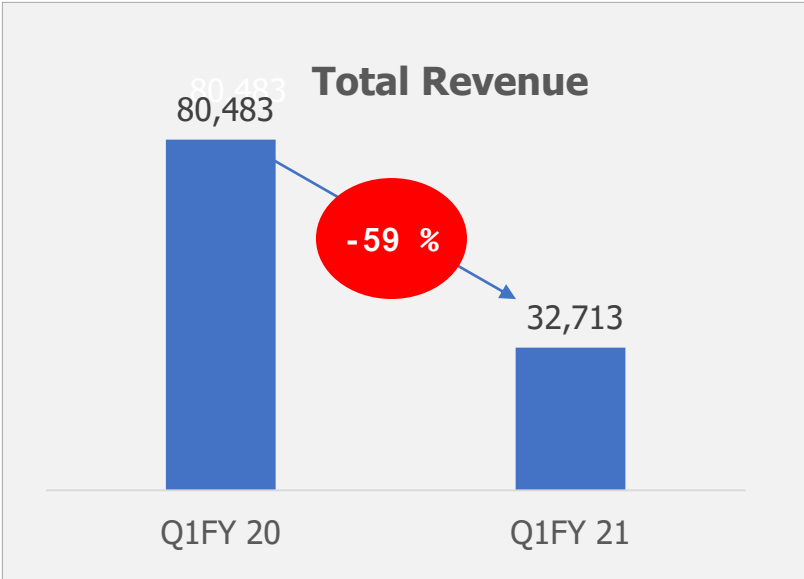
- A Visionary journey introduced to transform the education system and its outcome. Private players including Navneet will have to play key role to make this vision successful.
- A detailed program of action is awaited and post that National Curriculum Framework (NCF) shall be rolled out
- NCERT and State Boards will publish the textbooks based on NCF.
- Company will publish supplementary books based on the same and publish various textbooks and extra-curricular books to support the outcomes expected in NEP. As per the present plan announced, there will be continuous change in curriculum starting 2021
- Huge opportunities to bring out various digital products focussing the key outcomes expected in NEP will be focussed.
- Overall, with emphasis on increasing literacy rate, NEP shall have positive impact on the business

The background features a large circular area on the left showing students in school uniforms running on a track. The rest of the background is a light gray color with a repeating pattern of white line-art icons representing various educational fields like science, art, and technology.

**FINANCIAL
PERFORMANCE
Q1FY21**

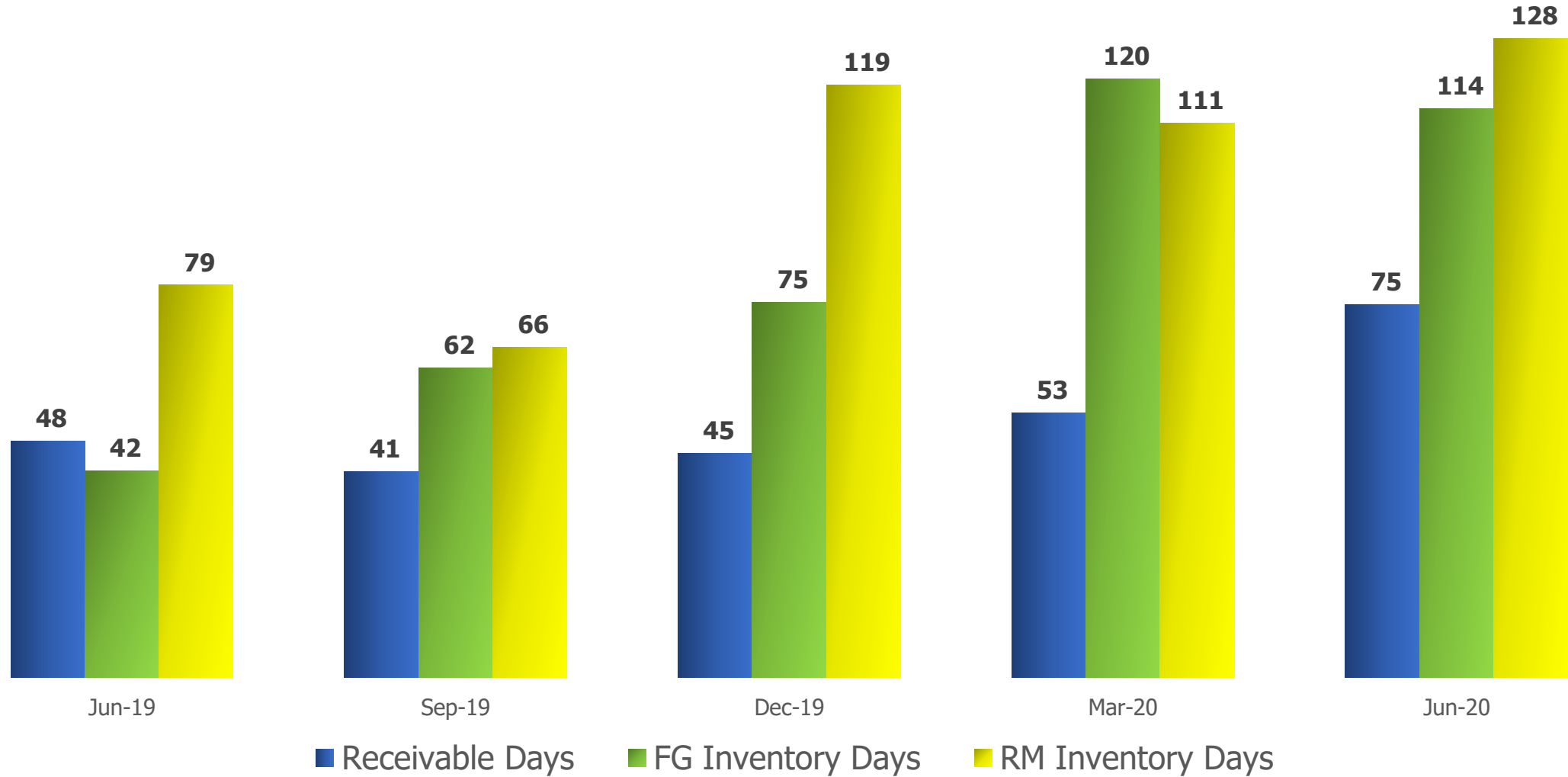
Impact of CoVID – 19 Pandemic and Business Response

- The Business of Navneet is highly seasonal in Nature with Q1 accounting for 50-55% of Total Annual Revenues of the Company with more than 75 % profitability as more than 62 % of Publications revenue is normally done in Q1. On the back of pandemic we are seeing delays in schools and educational Institutions re-opening.
- We had sensed the impact of Pandemic in advance and accordingly started controlling production from early March 2020 with a view that whenever situation normalizes, we will speed up the production and satisfy markets / customers at right time. With this we have good control over Inventory and similarly we are not seeing any financial impact of Pandemic on our trade except the delays in sales.
- We hope to see Schools re-opening soon based on the various communications from the Government. Optimistically we hope the large part of Revenues shall shift from Q1 to Q2 and Q3. Though most of the SSC medium schools (our target audience) have not been able to implement usage of digital and Online teaching even during this Pandemic, the need to implement the same soon has been felt by most of them. Apart from the strong digital content for our target markets is ready with us, we are exploring various new innovative digital initiatives which suits our target audience.
- It is important to note that we have taken some key steps to Fortify against the wastages of the costs; not only for the ensuing year but for the years to come. Some of the notable cost optimization measures which have been initiated across various operational levels which will help us in a long way to go:
 - a) Right sizing of the employee base
 - b) Re-negotiating the various contracts for various costs
 - c) Improve Production Planning so that working capital does not gets tied up in the Inventory
 - d) Procuring the optimum Raw Material Inventory
 - e) Putting the control checks for checking on the wastages of Costs
 - g) Using Video/ Audio Calls for various meetings and thereby avoiding Travel Costs.



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
Q1 FY21	12,359	4,612	15,470
Q1 FY20	43,218	10,944	25,304

Particulars	Quarter ended June'20			
	Q1 FY21 (Actual)	% of Revenue	Q1 FY20 (Actual)	% of Revenue
Income from Operations	32,487		79,499	
Other Income	226		984	
Total Revenue	32,713	-59.4%	80,483	
(a) Cost of materials consumed	11,332		26,102	
(b) Purchases of stock-in-trade	4		25	
(c) Changes in inventories	5,586		15,643	
(d) Employee benefits expense	3,238		3,831	
(e) Depreciation and Amortisation	829		804	
(f) Other expenses	4,547		10,755	
Total Expenses	25,536		57,160	
Profit / (Loss) from ordinary activities	7,177	22%	23,323	29%
Exceptional Items	-		-	
Profit / (Loss) after exceptional Items	7,177	22%	23,323	29%
Finance Costs	360		701	
Profit / (Loss) before tax	6,817	21%	22,622	28%
(a) Provision for Taxation	1,852		8,491	
(b) Provision for Deferred Tax	(36)		(612)	
(c) Excess/(Short) Provision	(64)		-	
Net Profit / (Loss) after tax	5,065	15%	14,743	18%
Other Comprehensive Income (OCI) net	705		(318)	
Total Comprehensive Income	5,770	18%	14,425	18%
EBITDA	8,006	24.6%	24,127	30%



<i>(INR in Lacs)</i>						
	Revenue from Ops		Summary of EBITDA		Summary of PAT	
	Q1 of FY'21	Q1 of FY'20	Q1 of FY'21	Q1 of FY'20	Q1 of FY'21	Q1 of FY'20
NEL	32,487	79,499	8,006	24,127	5,065	14,743
eSense	110	907	(255)	231	(397)	108
Indiannica	603	729	(607)	(424)	(747)	(777)
NLLP	-	-	(0)	(0)	(0)	(0)
NHKL	90	57	(0)	(0)	(0)	(0)
K12					85	549
Inter co Adjust	(90)	(40)	(76)	(95)	(68)	(12)
Total	33,199	81,153	7,068	23,839	3,938	14,610

Publications

Publication Business for the ensuing year is lot dependent on the Schools re-opening. As per the information received the Schools shall re-open in a phased manner from the month of September. The Company has started receiving orders from the Distributors/ Traders. The Company is closely monitoring the movement and shall ensure that the Business is not lost.

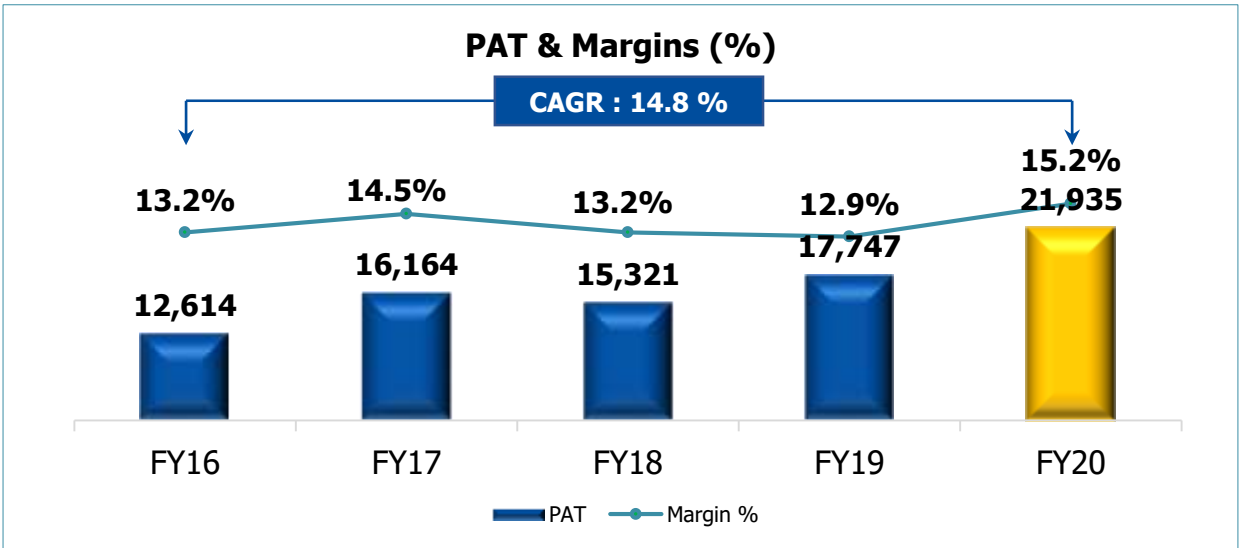
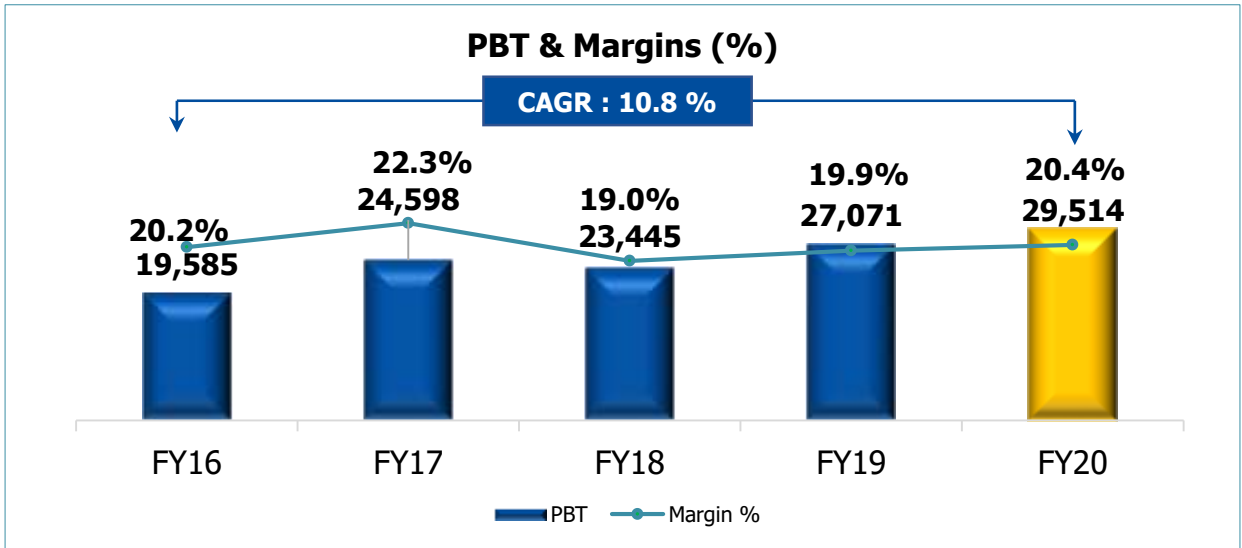
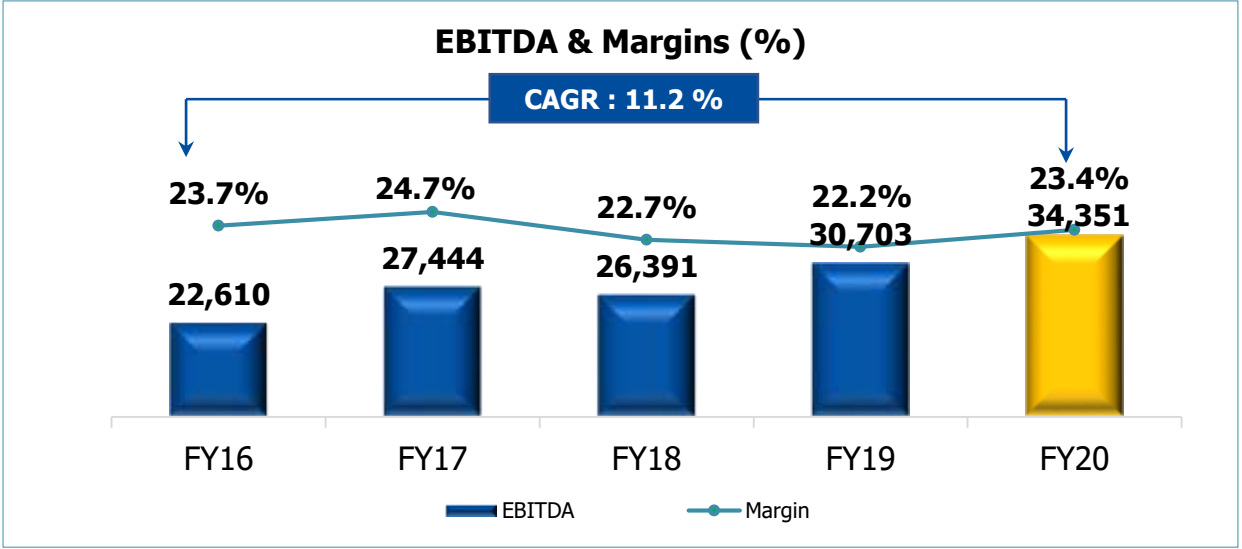
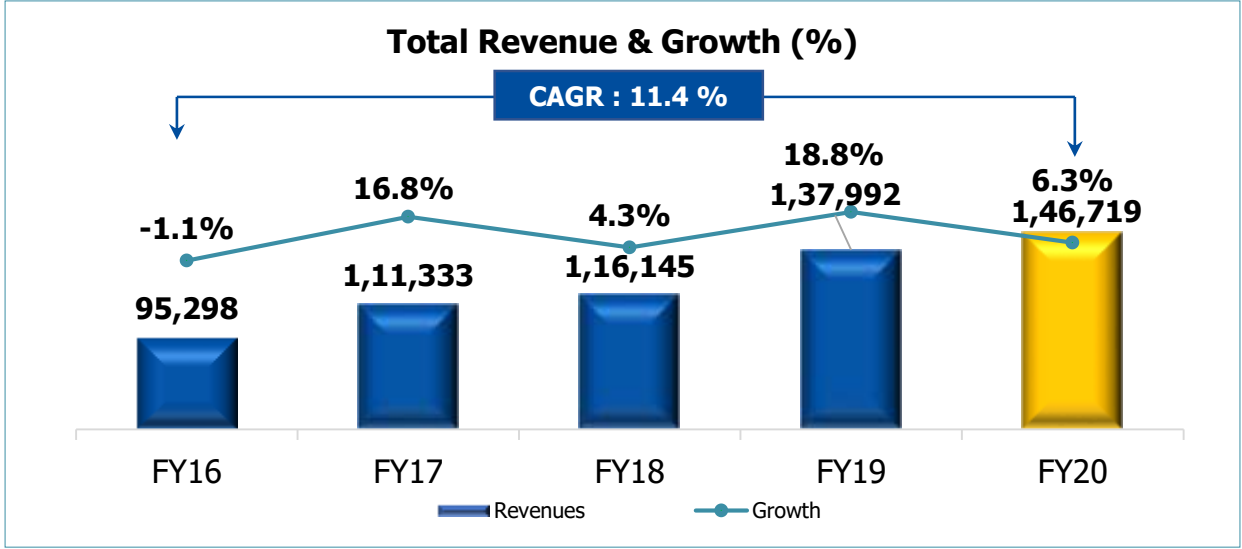
eSense (E-Learning)

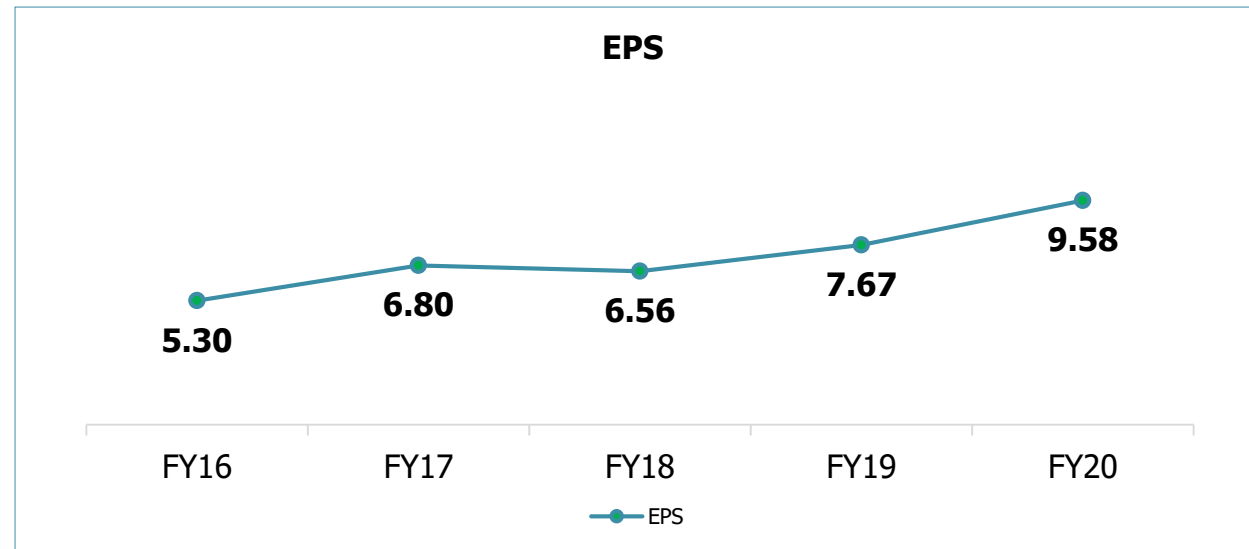
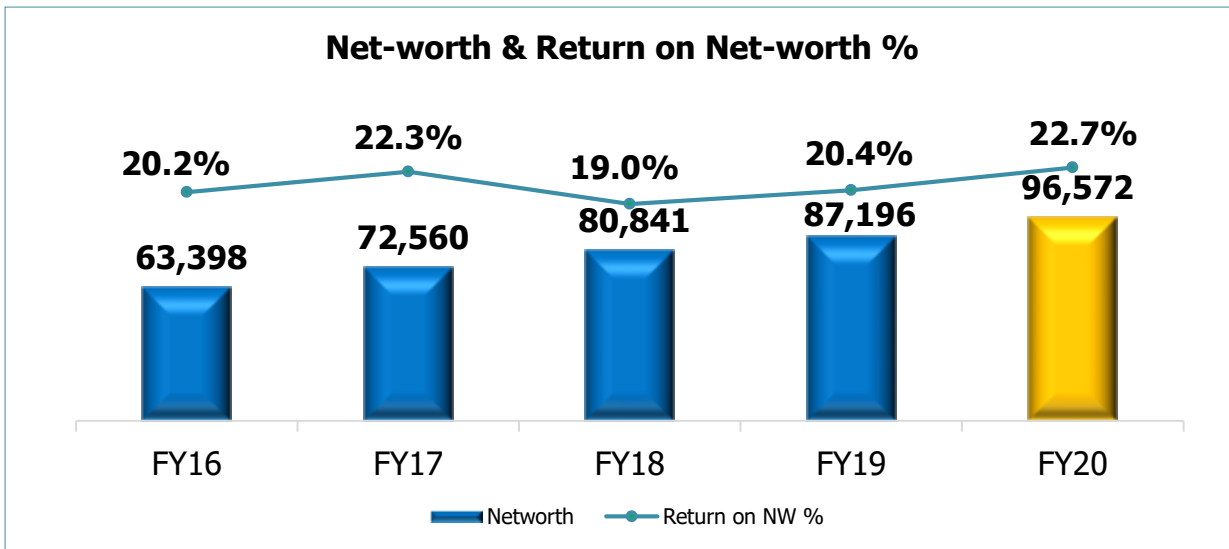
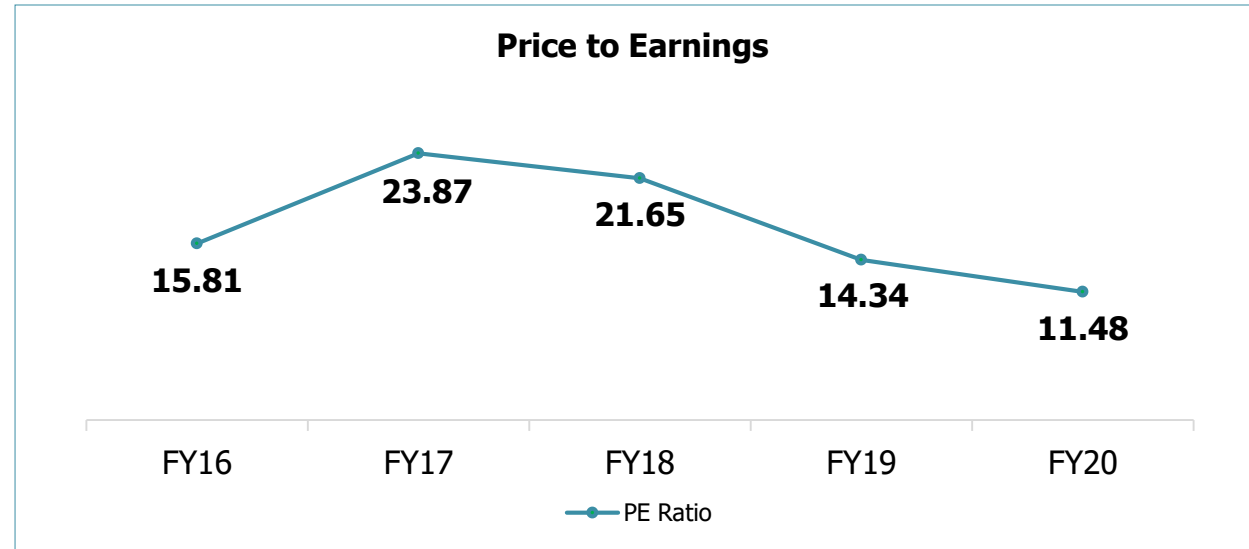
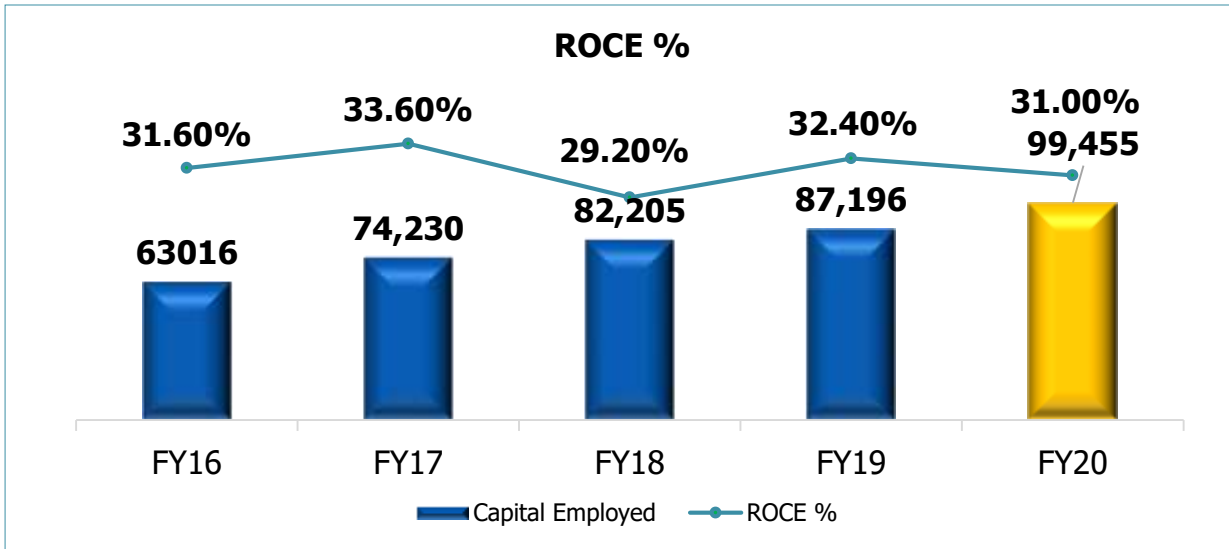
The demand for online education has increased during this lock down period. More than 470 schools have started inquiring our Top-Class product and have started placing orders. Our outlook for this Business seems to be bright.

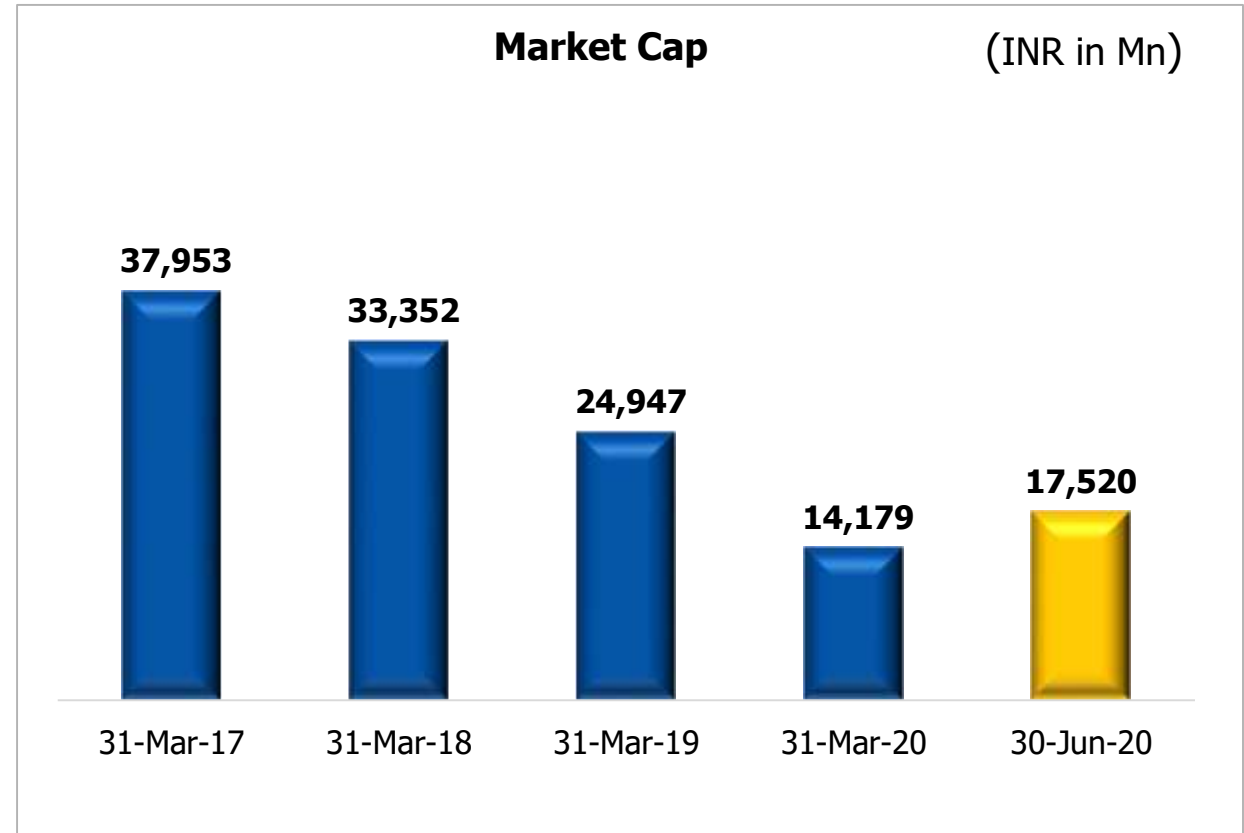
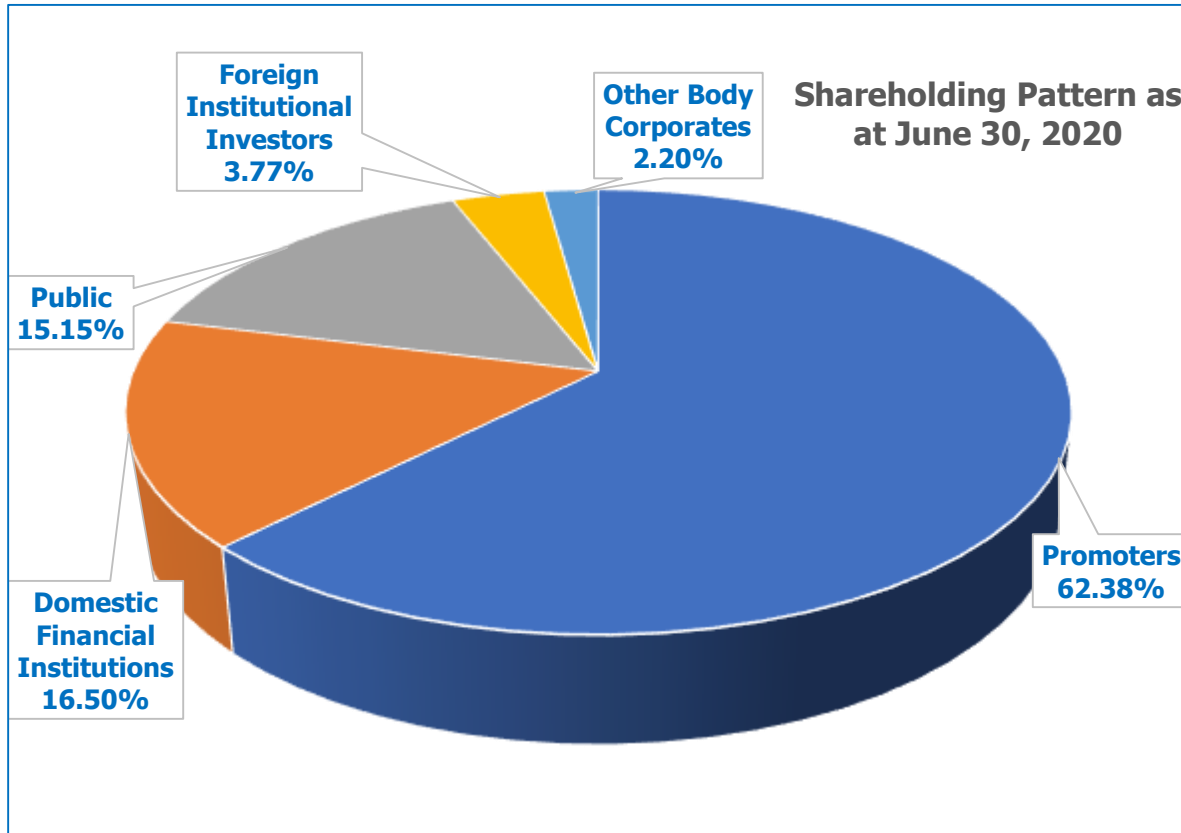
Stationery & Exports

Exports will continue to grow at a good pace backed by orders. Due to Lockdown there were quite a few orders which were cancelled as we could not cater to them due to our factories being closed.

STANDALONE FINANCIALS (LAST 5 YEARS)







Trusted by **25,000+** Shareholders

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

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

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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**

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