



NEL/151/2023

Date: 09<sup>th</sup> February, 2023

**The Secretary**  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,  
'G' Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400051

**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 Sir/Madam,

**Ref: Symbol– NAVNETEDUL**

**Ref: Scrip Code – 508989**

**Sub: Submission of presentation being 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 Q3 FY23 presentation which is being shared with analysts and institutional investors on Statement of Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2022.

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**

**AMIT D. BUCH**  
**COMPANY SECRETARY**  
**MEMBERSHIP NO- A15239**

Encl.: as above

**NAVNEET EDUCATION LIMITED**  
CIN: L22200MH1984PLC034055

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



**TRANSFORMING WITH TIMES**

**NAVNEET EDUCATION LIMITED**

**INVESTOR PRESENTATION  
AS ON 31st DEC, 2022**

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# NAVNEET EDUCATION LIMITED – A PANORAMIC VIEW

Navneet Education Limited is an educational syllabus-based provider that offers quality content across Print and Digital mediums.

With 60+ years of experience as an educational publisher & stationery manufacturer, the Company enjoys a high brand recognition and market standing in the educational content and scholastic stationery segment.

Backed by proficiency, responsiveness and preparedness, the Company emphasises on consistently 'Transforming with Times'. Thus, endeavoring to remain aligned to the evolutions in the field of education and technology.

The presentation hereon, in a nutshell, encompasses elements that render the Company's distinction and competitive advantage in the market.

## Transforming With Times Since Over 6 Decades

Navneet Education Limited's rich industry experience and insightful endeavours enabled the business to achieve a robust leadership position in the industry. It owns a market share of approximately 65% in Western India. Going ahead, as the Company continues to transform in line with ever-evolving trends, it aims to build a strong presence in the EdTech domain by leveraging its existing businesses.

### What sets us apart

Educational syllabus-based publisher material supplier, across print and digital mediums

Strong brand visibility and leading position in the educational content & scholastic stationery space

Poised to become a leader in EdTech through its quality and innovation



### 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



NEL's governance approach is based on accountability, effective delegation and adequate oversight to support sound decision-making. The Board places high importance in overseeing the Company's operation and ensures that NEL remains well-positioned to create long-term value for its shareholders.



Shri Kamlesh S Vikamsey,  
**Chairman**

Shri Gnanesh D Gala,  
**Managing Director**

Shri Raju H Gala,  
**Jt Managing Director**

Shri Tushar K Jani,  
**Independent Director**

Shri Bipin A Gala,  
**Whole-time Director**

Shri Anil D Gala,  
**Whole-time Director**

Dr Vijay B Joshi,  
**Independent Director**

Shri Shailendra J Gala,  
**Whole-time Director**

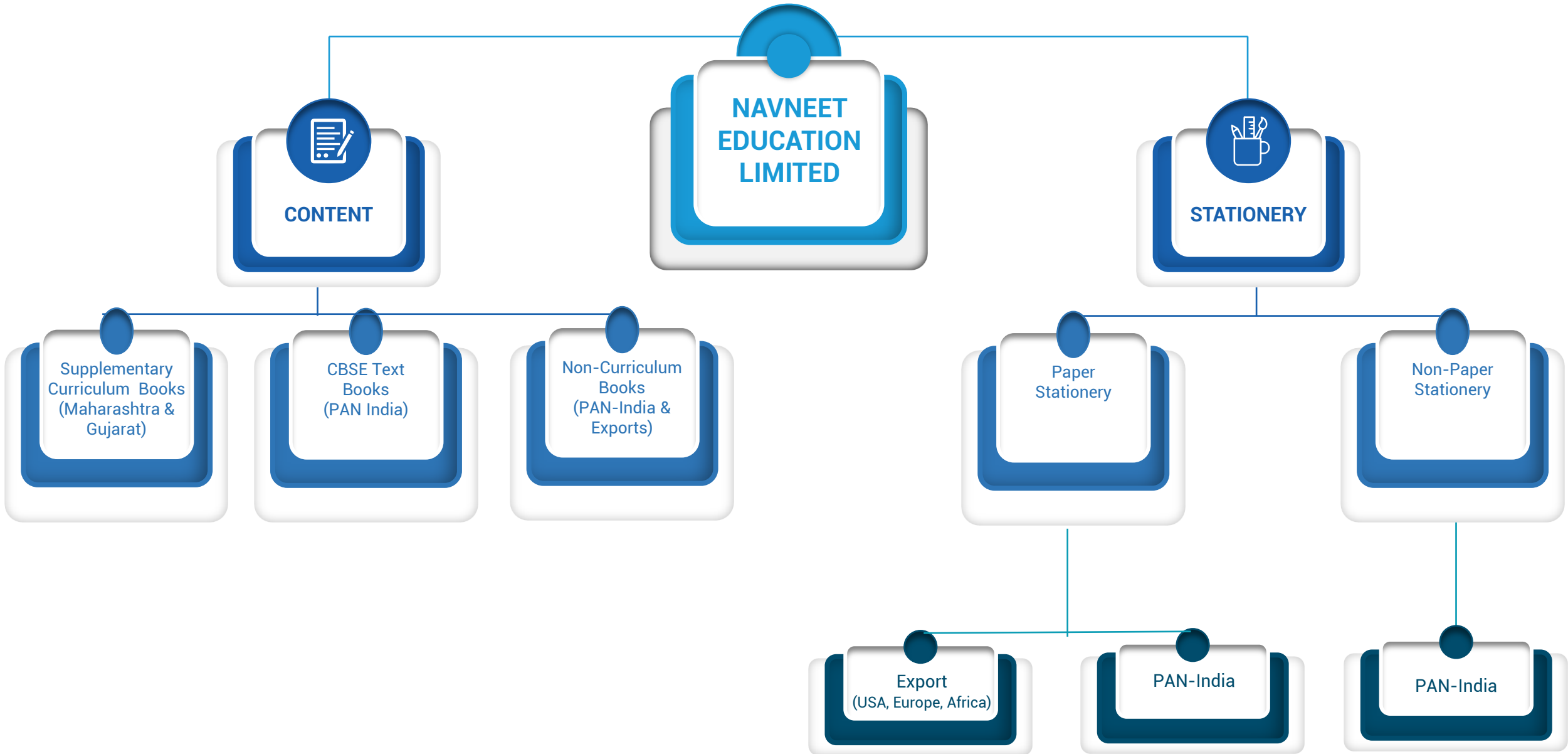
Smt Usha Laxman,  
**Independent Director**

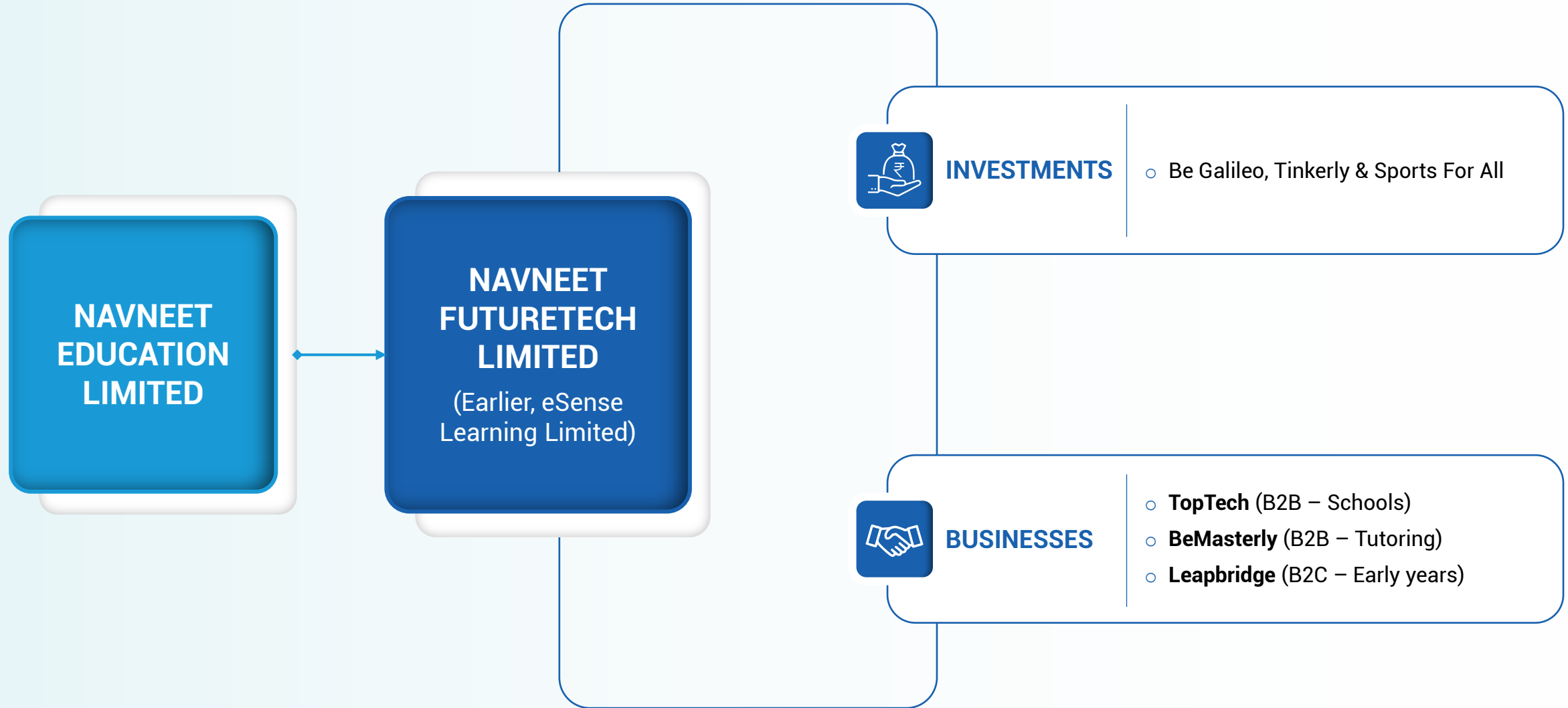
Shri Anil Swarup,  
**Non-Independent & Non-Executive Director**

Shri Nilesh S Vikamsey,  
**Non-Independent & Non-Executive Director**






Shri K I Viswanathan,  
**Independent Director**

# Transforming With Time Through Innovative Product Offerings







 SBU Brand Name	 Segment	 Customer	 Products	 Customer Brands
<p><b>TOPTECH</b></p>	<p><b>B2B</b> – Curriculum-based</p>	<p><b>Schools</b></p>	<p>Content, LMS &amp; ERP – School SaaS</p>	<p>TopSchool, TopClass &amp; TopScorer TopCoder</p>
<p><b>LEAPBRIDGE</b></p>	<p><b>B2C</b> – Extra Curricular</p>	<p><b>Parents &amp; B2C</b></p>	<p>Phygital toys; STEM Offerings</p>	<p>Leapbridge</p>
<p><b>GENEXT</b></p>	<p><b>B2B</b> – Curriculum and Extra Curricular</p>	<p><b>Tutors &amp; Coaching Institutes</b></p>	<p>Content, LMS &amp; ERP – Tutoring SaaS/CaaS</p>	<p>BeMasterly</p>



## Financial Performance Backing NEL's Transformational Journey

Over the years, the Company's dedicated efforts enabled it to maintain stable growth in persistent manner. The year gone by further testifies for its capabilities, as showcased through its key financial parameters. It has been consistently strengthening its credibility and remains poised to explore new avenues of growth.

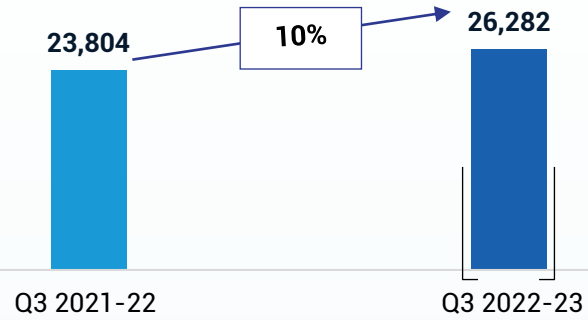
# Standalone Financial Performance (Q3 and YTD FY 2022-23)

(₹ in Lakhs)

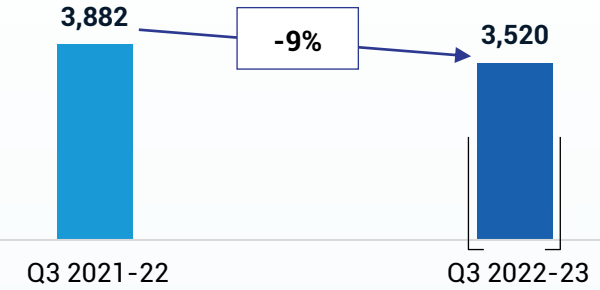
Particulars	Q3 FY23 (Unaudited)	% of Revenue	Q3 FY22 (Unaudited)	% of Revenue	YTD FY 22-23 (Unaudited)	% of Revenue	YTD FY 21-22 (Unaudited)	% of Revenue
Income from Operations	25,924		23,524		1,26,818		78,265	
Other Income	358		280		1,206		1,759	
<b>Total Revenue</b>	<b>26,282</b>		<b>23,804</b>		<b>1,28,024</b>		<b>80,024</b>	
COGS	12,643		11,000		63,517		38,403	
Employee benefits	4,697		3,884		12,923		11,205	
Other General Overheads	5,422		5,038		21,336		15,697	
<b>Total Expenses</b>	<b>22,762</b>		<b>19,922</b>		<b>97,776</b>		<b>65,305</b>	
<b>EBITDA</b>	<b>3,520</b>	<b>13.6%</b>	<b>3,882</b>	<b>16.5%</b>	<b>30,248</b>	<b>23.9%</b>	<b>14,719</b>	<b>18.8%</b>
Depreciation	837		823		2,724		2,439	
<b>EBIT</b>	<b>2,683</b>		<b>3,059</b>		<b>27,524</b>		<b>12,280</b>	
Financial Cost	186		63		495		271	
<b>PBT before exceptional item</b>	<b>2,497</b>	<b>9.6%</b>	<b>2,996</b>	<b>12.7%</b>	<b>27,029</b>	<b>21.3%</b>	<b>12,009</b>	<b>15.3%</b>
Exceptional Items	633		4,580		633		4,580	
Tax	683		2,108		7,069		4,413	
<b>PAT</b>	<b>2,447</b>	<b>9.4%</b>	<b>5,468</b>	<b>23.2%</b>	<b>20,593</b>	<b>16.2%</b>	<b>12,176</b>	<b>15.6%</b>
Other Comprehensive Income (OCI)	705		180		(746)		(106)	
<b>Total Comprehensive Income (TCI)</b>	<b>3,152</b>		<b>5,648</b>		<b>19,847</b>		<b>12,070</b>	

# Standalone Financial Performance – Q3 FY 2022-23

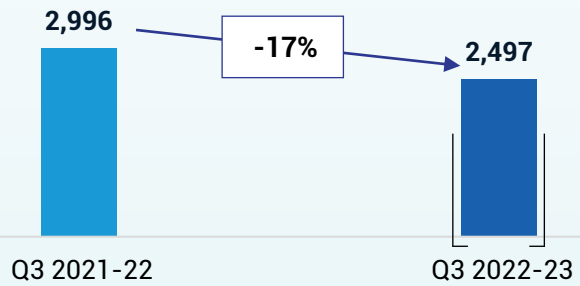
**Total Income (₹ in Lakhs)**



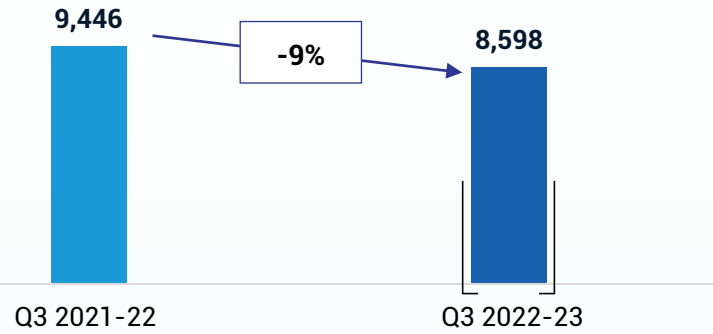
**EBITDA (₹ in Lakhs)**



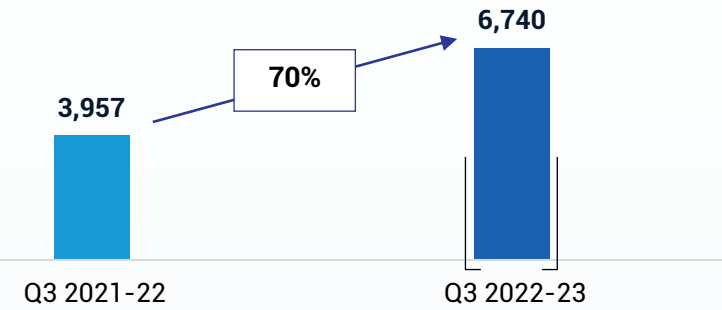
**PBT before exceptional item (₹ in Lakhs)**



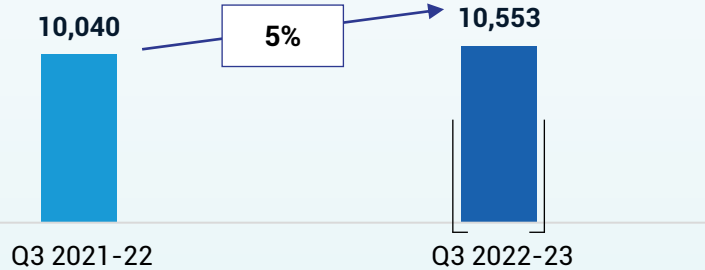
### Segment Revenue Publication (₹ in Lakhs)



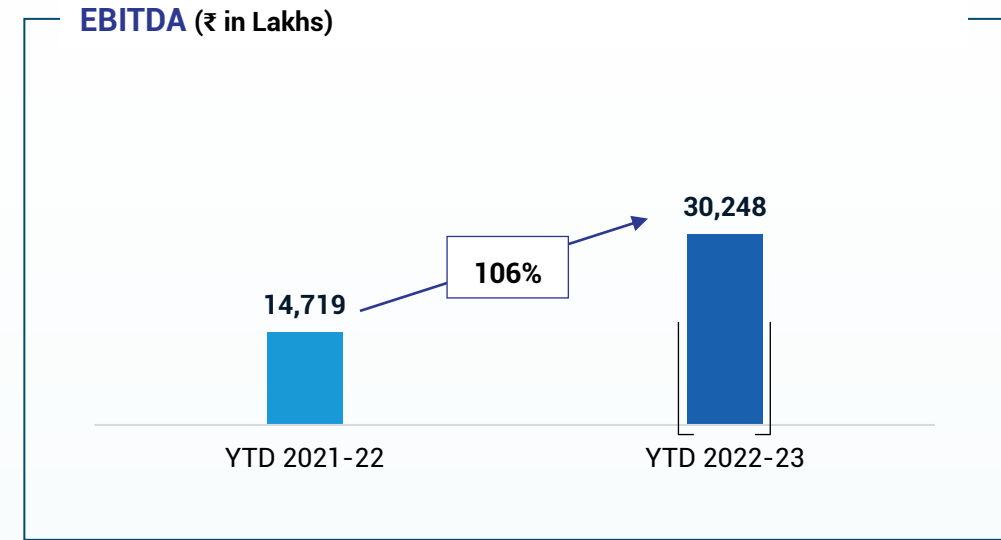
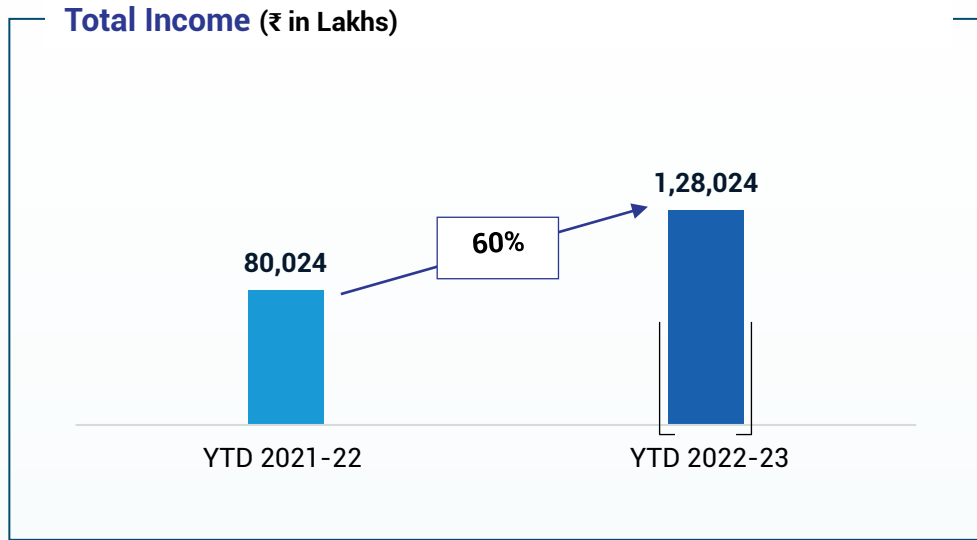
### Segment Revenue Stationery- Domestic (₹ in Lakhs)



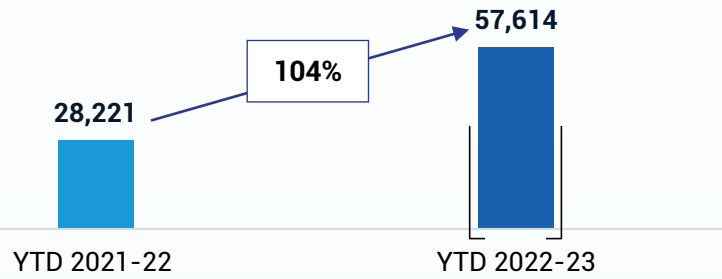
### Segment Revenue Stationery - Exports (₹ in Lakhs)



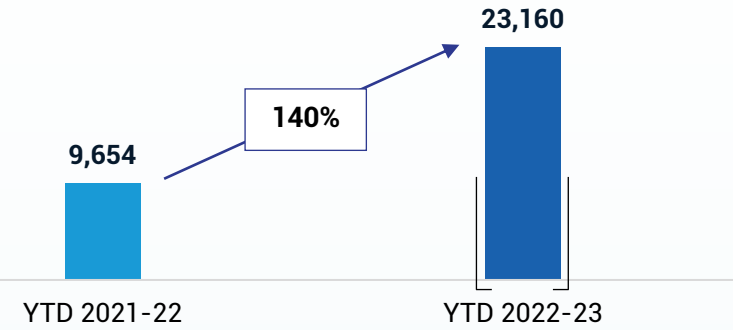
# Standalone Financial Performance – YTD FY 2022-23



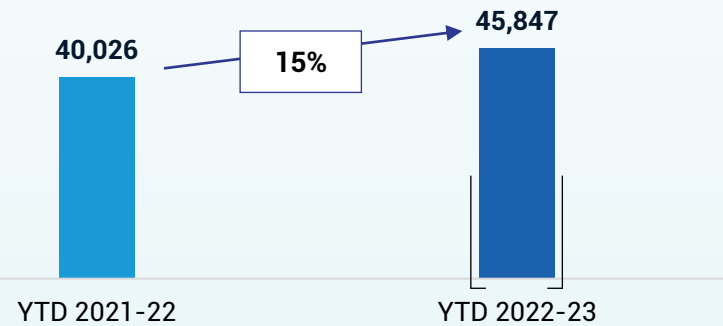
### Segment Revenue Publication (₹ in Lakhs)

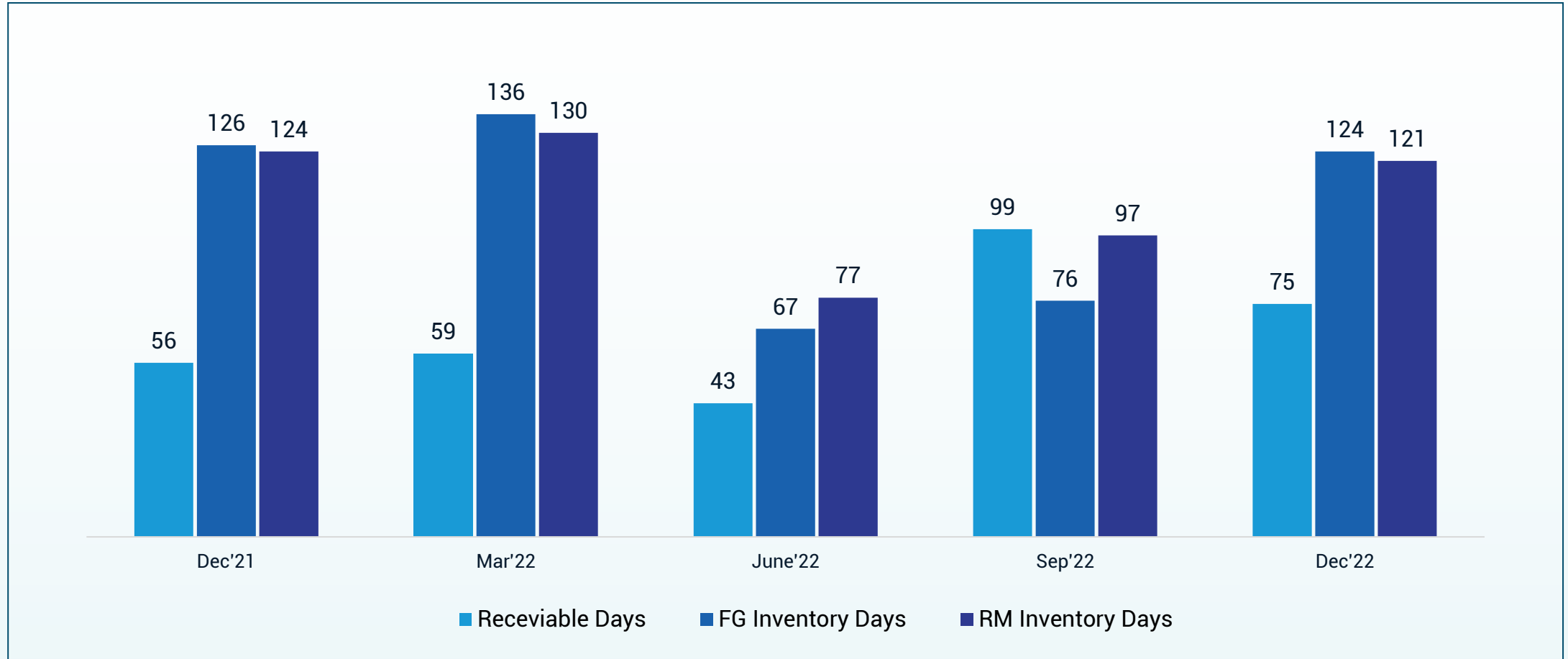


### Segment Revenue Stationery- Domestic (₹ in Lakhs)



### Segment Revenue Stationery - Exports (₹ in Lakhs)







## Revenues from Operations

Particulars	YTD FY23	YTD FY22
NEL	1,26,818	78,265
NFL (eSense)	856	662
Indiannica	1,250	791
NLLP	-	-
NHKL	404	421
GeNext	5	20
K12 Techno	-	-
Carveniche Tech	-	-
Exceptional Item	-	-
Inter co Adjust	(552)	(939)
<b>Total</b>	<b>1,28,781</b>	<b>79,220</b>

## EBITDA

YTD FY23	YTD FY22
30,248	14,719
(2,599)	(636)
(1,869)	(2,187)
#	#
14	2
(698)	(115)
1,081	(5,399)*
(152)	(39)
-	-
(225)	(111)
<b>25,800</b>	<b>6,234</b>

## PAT

YTD FY23	YTD FY22
19,959	12,176
(3,304)	(1,135)
(2,465)	(2,781)
#	#
14	2
(805)	(173)
(84)	(6,109)*
(159)	(41)
6,409**	3,300
(1,483)	(828)
<b>18,082</b>	<b>4,411</b>

\* After restatement of P & L Account for FY 2021-22 of K12 Techno

\*\* Includes: a) Dilution gain of K12 Techno - ₹5,776 L & b) Gain on sale of asset- ₹ 633 L

**Comparison with pre-covid levels**

Particulars	Q3 FY 2023	Q3 FY 2022	Q3 FY 2020 Pre-covid	9 months FY 2023	9 months FY 2022	9 months FY 2020
<b>REVENUES</b>						
Publication (A)	8,598	9,446	8,303	57,614	28,222	64,286
Domestic Stationery (B)	6,740	3,957	3,014	23,160	9,654	16,252
Stationery Exports (C)	10,553	10,040	7,901	45,846	40,026	42,776
Total Stationery (B+C)	17,293	13,997	10,915	69,006	49,680	59,028
<b>Total Revenue (A+B+C)</b>	<b>25,891</b>	<b>23,443</b>	<b>19,218</b>	<b>126,620</b>	<b>77,902</b>	<b>1,23,314</b>
<b>EBIT</b>						
Publication (A)	2,672	1,925	1,641	20,782	5,308	20,608
Stationery (B)	622	1,985	806	8,418	8,623	9,491
<b>Total EBIT (A+B)</b>	<b>3,294</b>	<b>3,910</b>	<b>2,447</b>	<b>29,200</b>	<b>13,931</b>	<b>30,099</b>

Particulars	Q3 FY 2023	Q3 FY 2022	Q3 FY 2020 Pre-covid	9 months FY 2023	9 months FY 2022	9 months FY 2020
REVENUE	379	325	399	1,252	799	1,355
EBITDA	-869	-1,504	-1,077	-1,869	-2,187	-2,295
EBIT	-1,003	-1,642	-1,259	-2,273	-2,604	-2,836
<b>PAT</b>	<b>-1,065</b>	<b>-1,707</b>	<b>-1,321</b>	<b>-2,451</b>	<b>-2,765</b>	<b>-3,313</b>

### Core Traditional Business (Publication, Stationery & Indiannica)

Particulars	Q3 FY 2023	Q3 FY 2022	Q3 FY 2020 Pre-covid	9 months FY 2023	9 months FY 2022	9 months FY 2020
REVENUE	26,270	23,768	19,617	127,872	78,701	124,669
EBIT	2,291	2,268	988	26,927	11,327	27,263

Particulars	Q3 2023	Q3 2022	9 months 2023	9 months 2022
Revenues from Edtech business	211	173	878	709
Opex in tech	1,525	465	4,189	1,499
EBITDA	-1,314	-292	-3,311	-790
PAT/Losses	-1,689	-418	-4,121	-1,374
Value spent in Tech Acquisitions (Capex )	829	463	2,108	717
Total amounts spent on Opex plus acquisitions	2,354	928	6,297	2,216

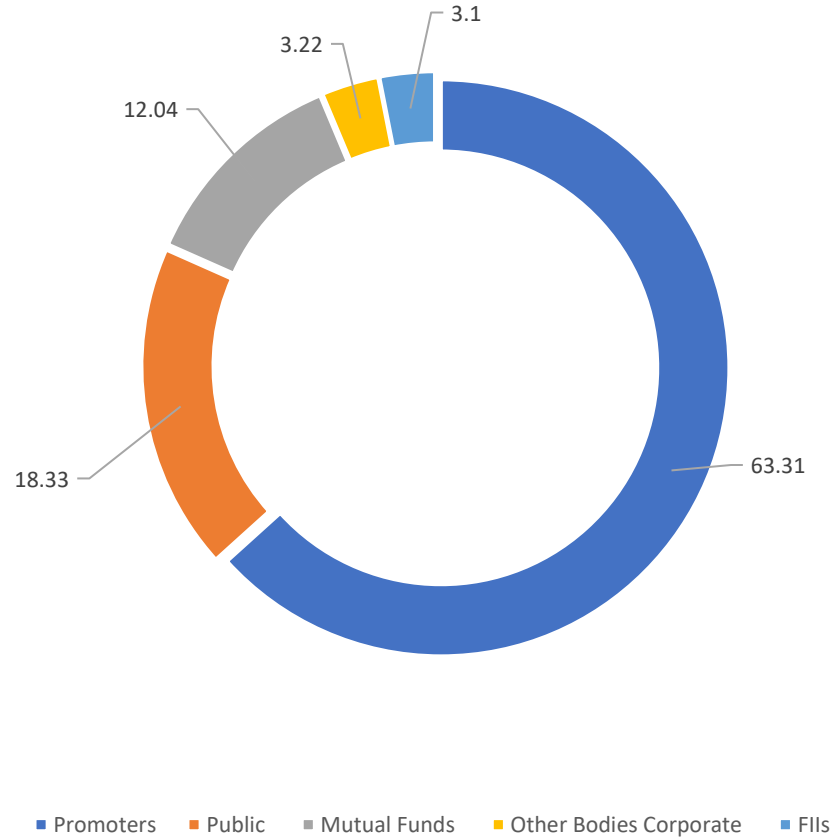
## Non-Strategic Investments

Minority Investments	% Stake	Cumulative Investment (Cr)	Investment in 2022 (Cr)	Investment in 2023 (Cr)
K12 Techno	22.14	118.59	NIL	NIL
SFA	14.29	75.00	37.50	37.50

Valuation update	Last Transaction	Amount Invested (Cr)	Invested By	Post Money Valuation (Cr)	Implied (Cr)
K12 Techno	25-11-2022	117.00	Sofina	2,910.00	644.00
		214.00	Sequoia		
SFA	14-04-2022	75.00	Navneet	525.00	75.00

Note: Detailed update on both these Investments will be given with the year end results.

## Shareholding pattern as on 31<sup>st</sup> December



## Stock Information as on 31<sup>st</sup> Dec, 2022

Market Capitalisation

**₹ 2,826.53 Crores**



Stock Price

**₹ 124.95**



NSE/BSE – Symbol

**NAVNETEDUL /508989**



No. of Shares Outstanding

**22,62,13,181**



# 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

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