



Knowledge is wealth



NEL/BSE/13/2020

Date: 31st January, 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 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 FY20 presentation which is shared with analysts and institutional investors on Statement of Standalone And Consolidated Un-audited Financial Results for the Quarter and Nine Months ended 31st December, 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 • [f/navneet.india](https://www.facebook.com/navneet.india)



Knowledge is wealth

Investor Presentation

As On 31st December 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

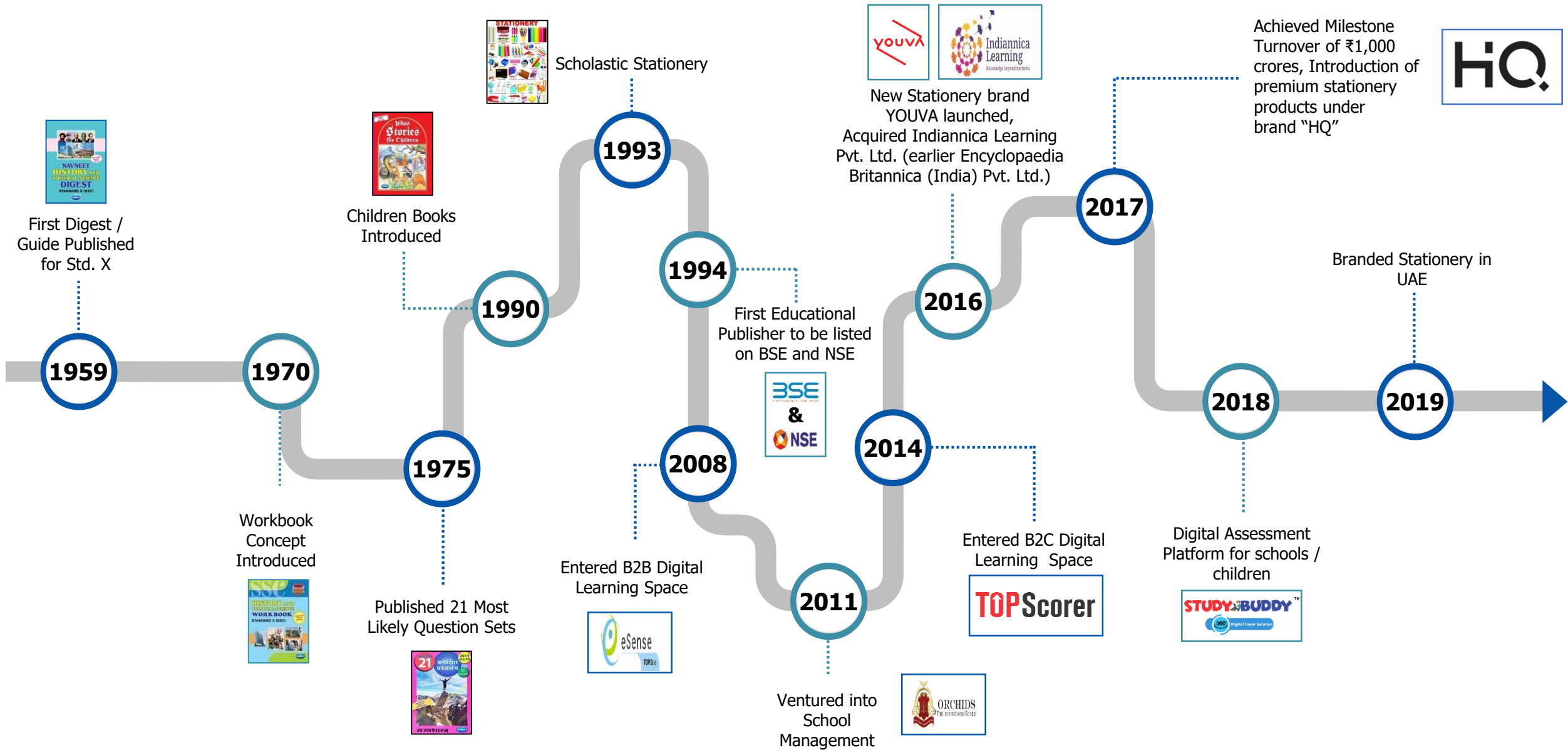
Excellence

Proactive

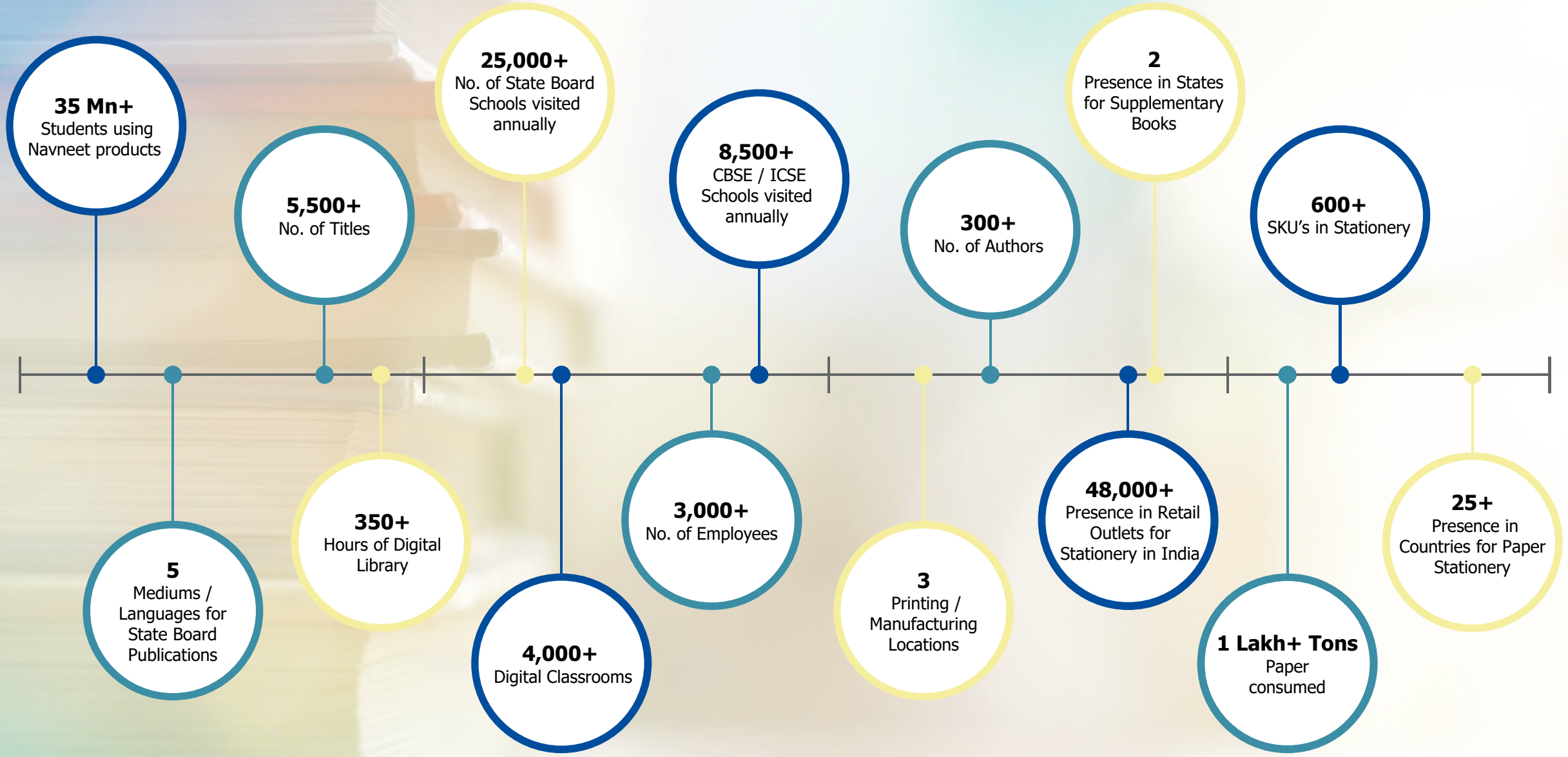
Student Centric

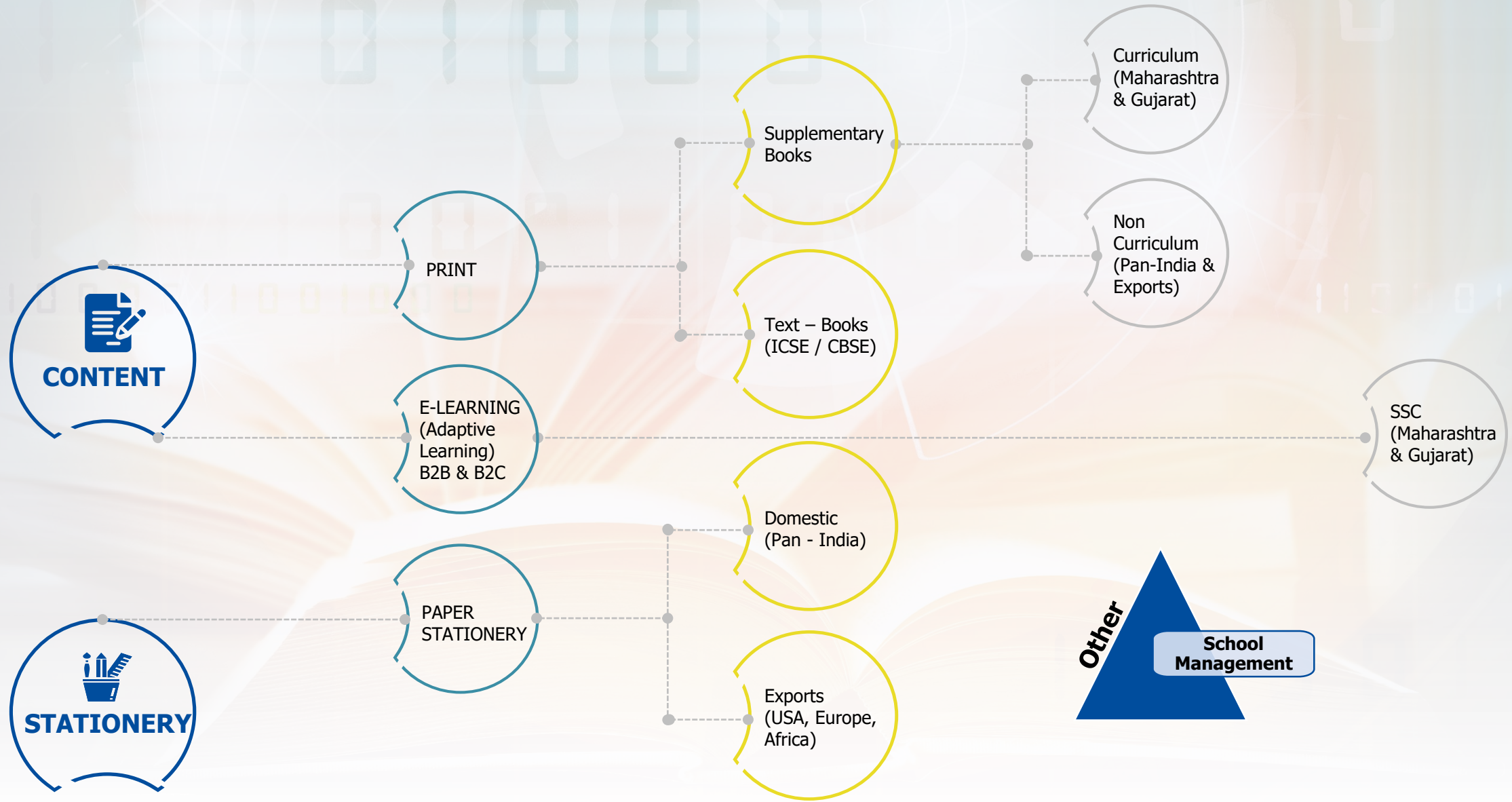
Transparency

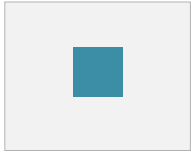
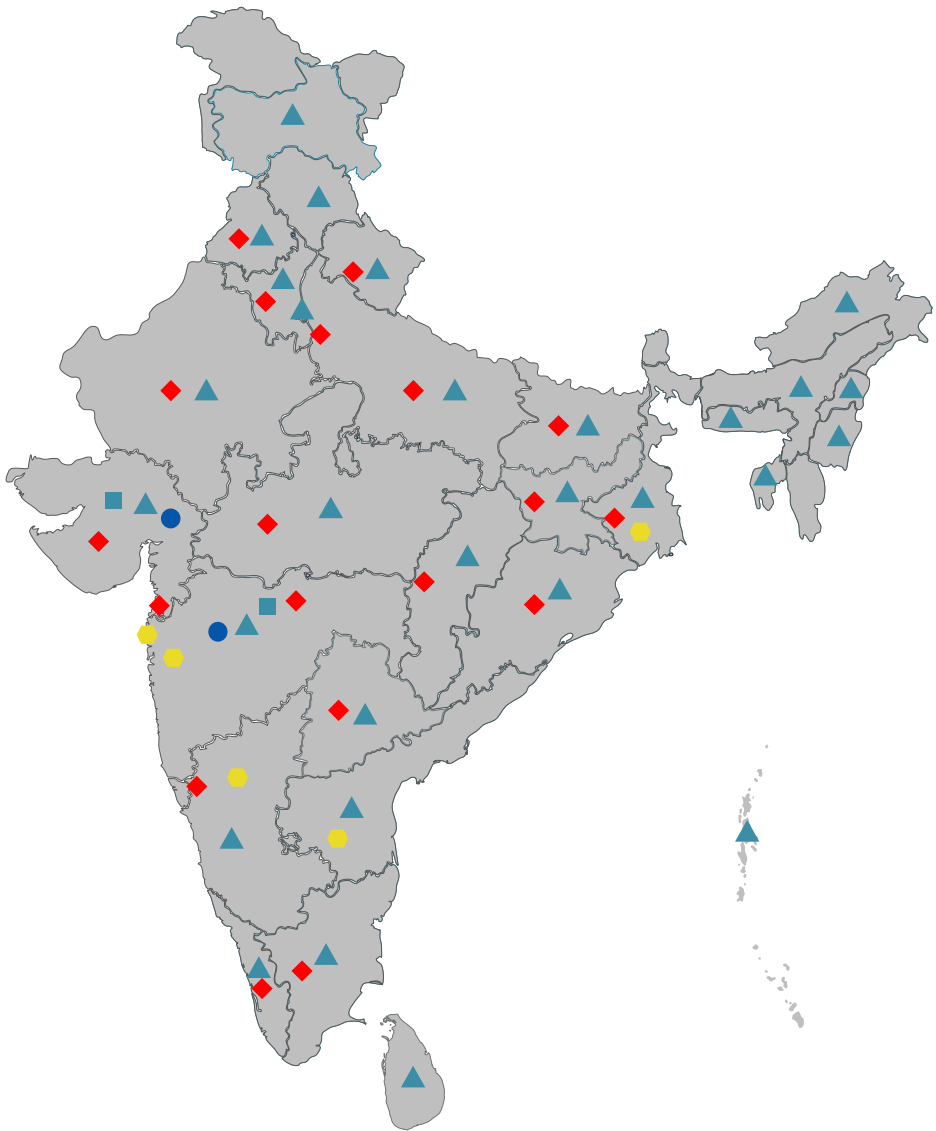
6 DECADES OF NAVNEET – A SNAPSHOT



KEY FACTS







Supplementary Books
Maharashtra & Gujarat



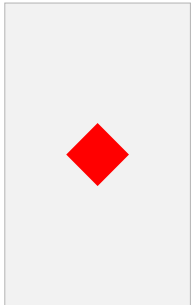
Digital Presence
Maharashtra & Gujarat



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



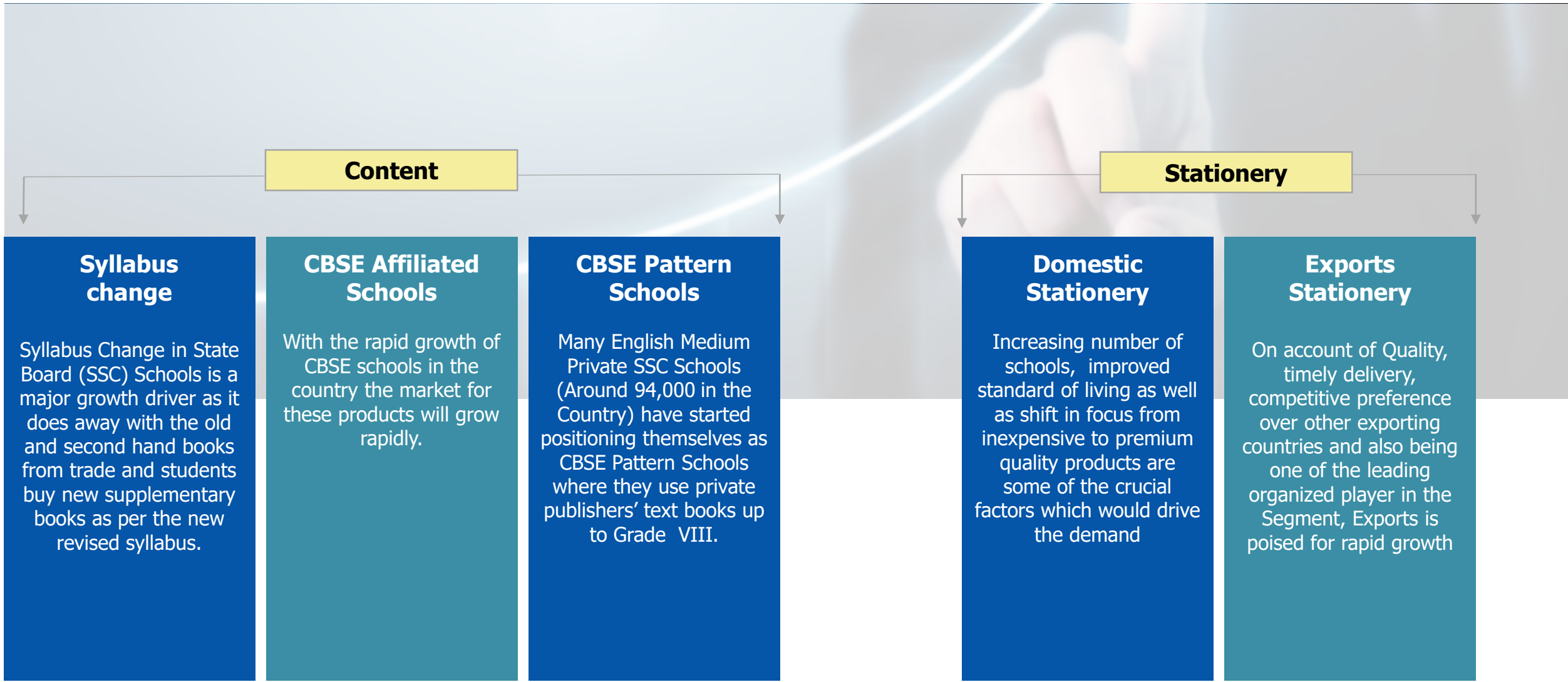
- 1. Canada
- 2. U.S.
- 3. Mexico
- 4. Honduras
- 5. Jamaica

- 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

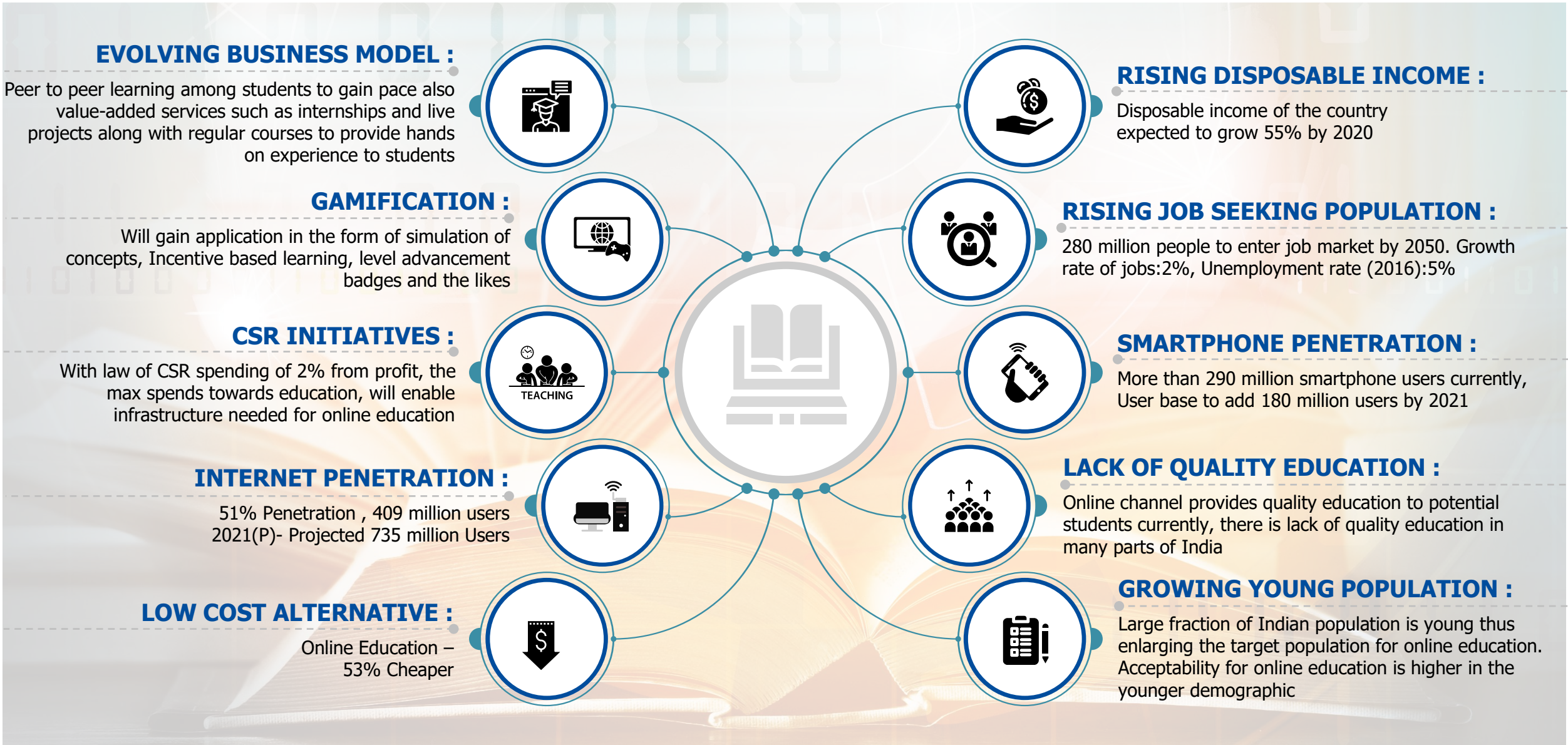
150+
Team of authors,
Illustrators and
animators

350+
Hours of digital content

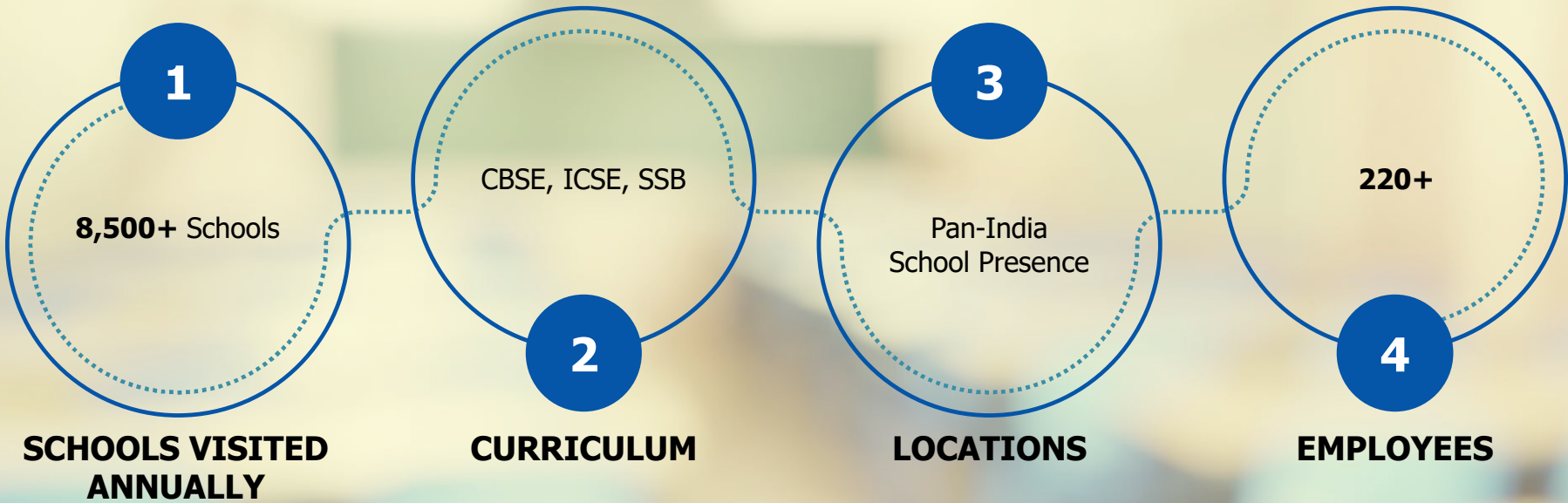
15,000+
Videos

2,00,000+
MCQs

GROWTH DRIVERS - E-LEARNING EDUCATION



Source: KPMG



TARGET REACH

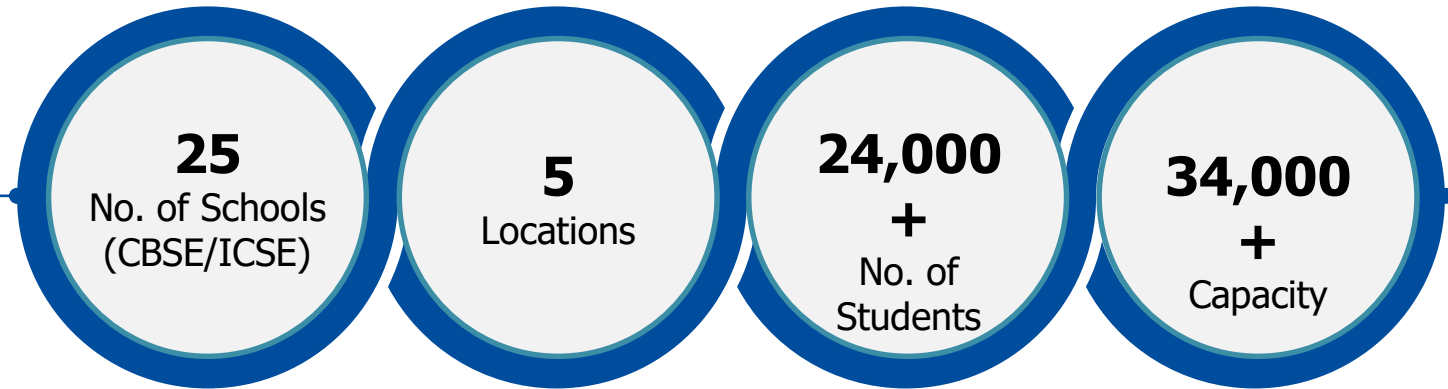
25,000+ CBSE / ICSE & 20,000+ SSC Schools

- 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.

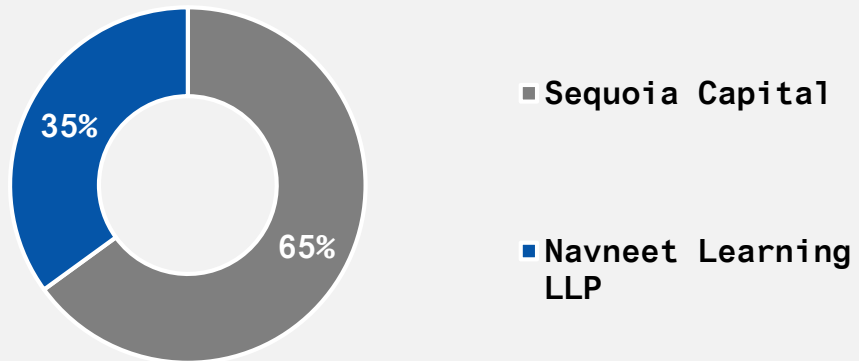
Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.



ORCHIDS – THE INTERNATIONAL SCHOOL



SHAREHOLDING



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

CORPORATE SOCIAL RESPONSIBILITY

- 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

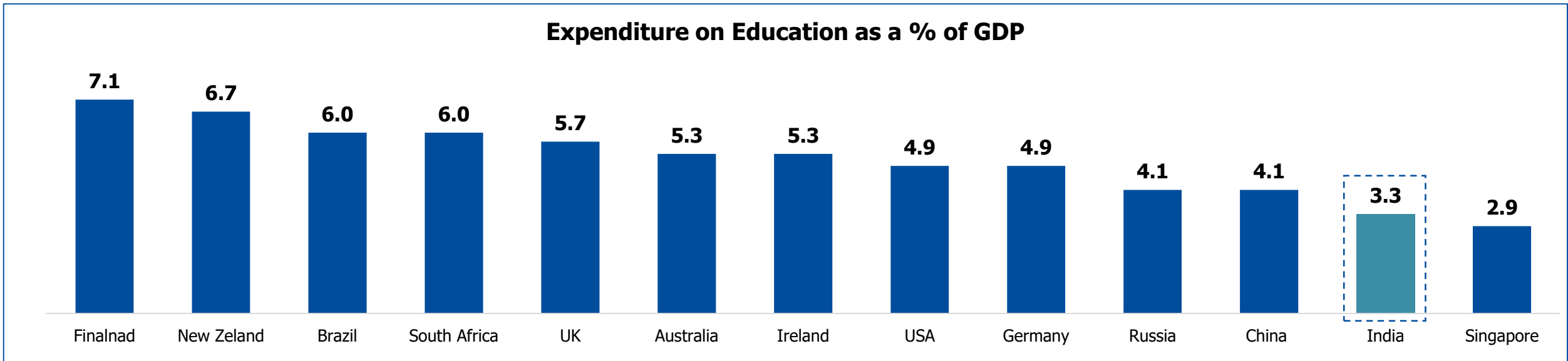
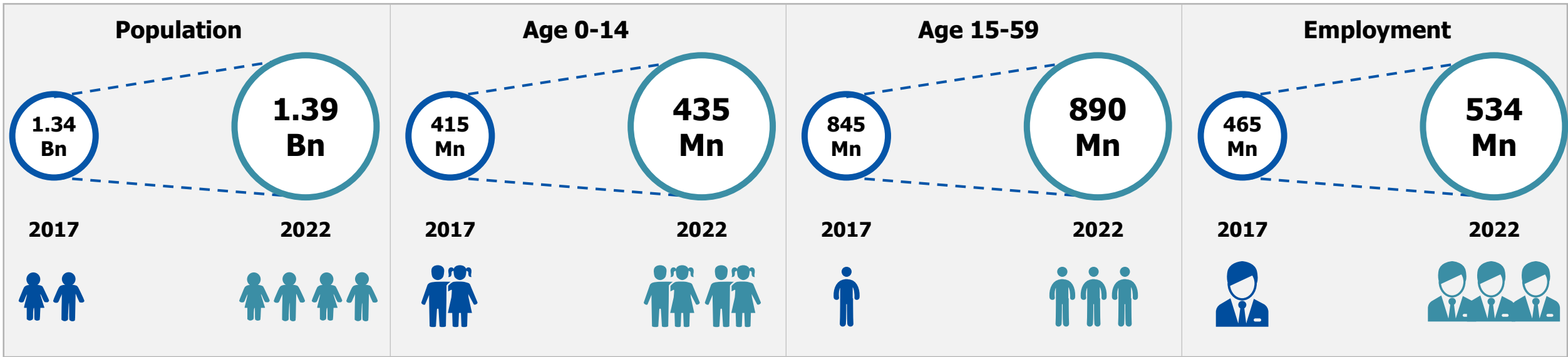


- Three charitable hospitals established in Mumbai under the name Navneet Hospitals
- Free books & stationery distributed to under privileged children from over 60 trusts
- 6,000+ Teachers from 6 cities of Maharashtra trained through 108 training session on creative and participatory methods of teaching 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, pencils, and charts. The text 'INDUSTRY INSIGHTS' is overlaid on the circular inset in a bold, blue, sans-serif font.

**INDUSTRY
INSIGHTS**

INDUSTRY OVERVIEW



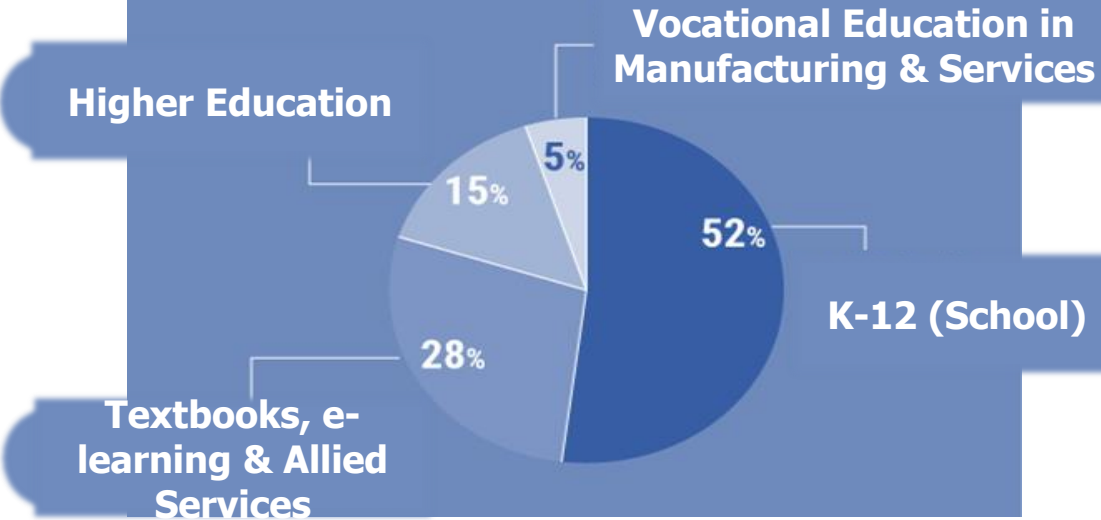
Source: World Bank, Census Data

HOW BIG IS INDIA'S EDUCATION MARKET

K-12 segment offers the largest market in business



Figures in dollar and billion



Source: Technopak Analysis

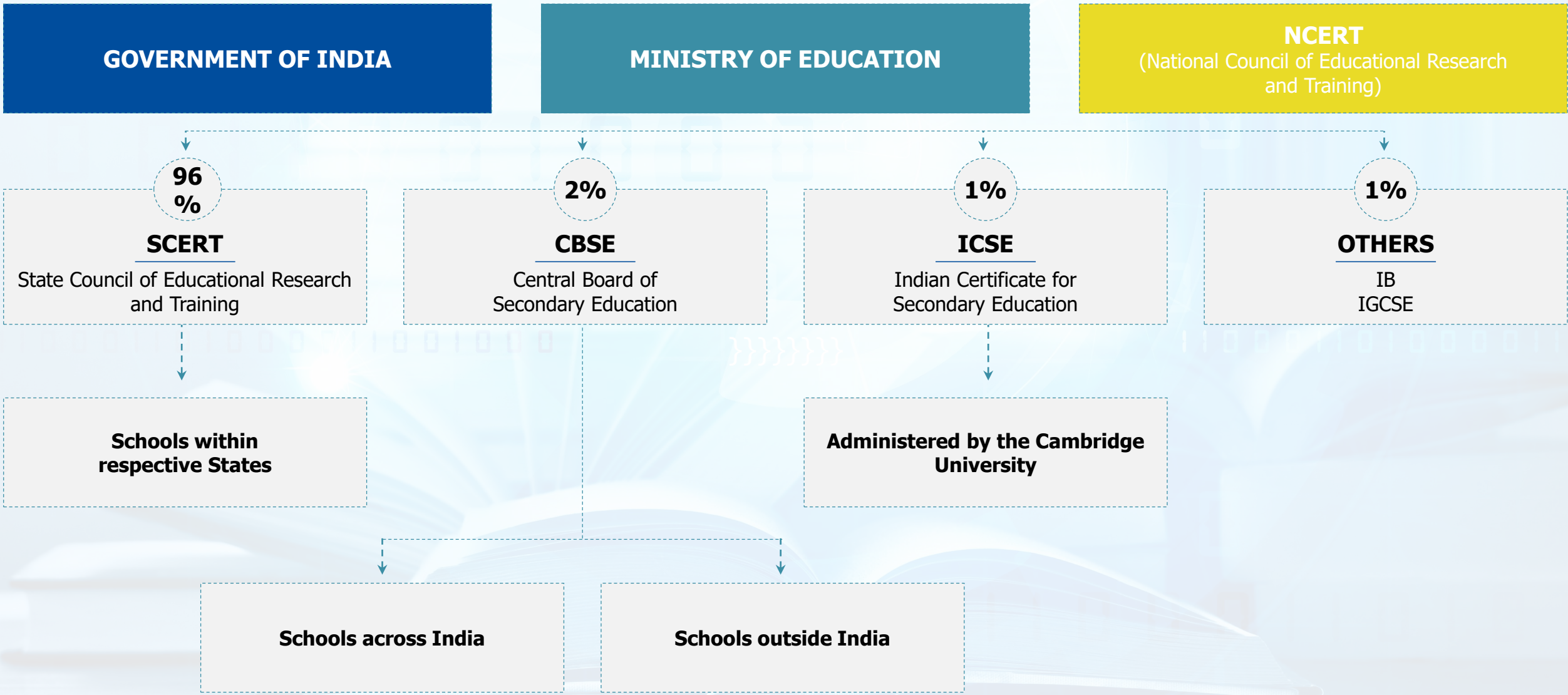
Segments

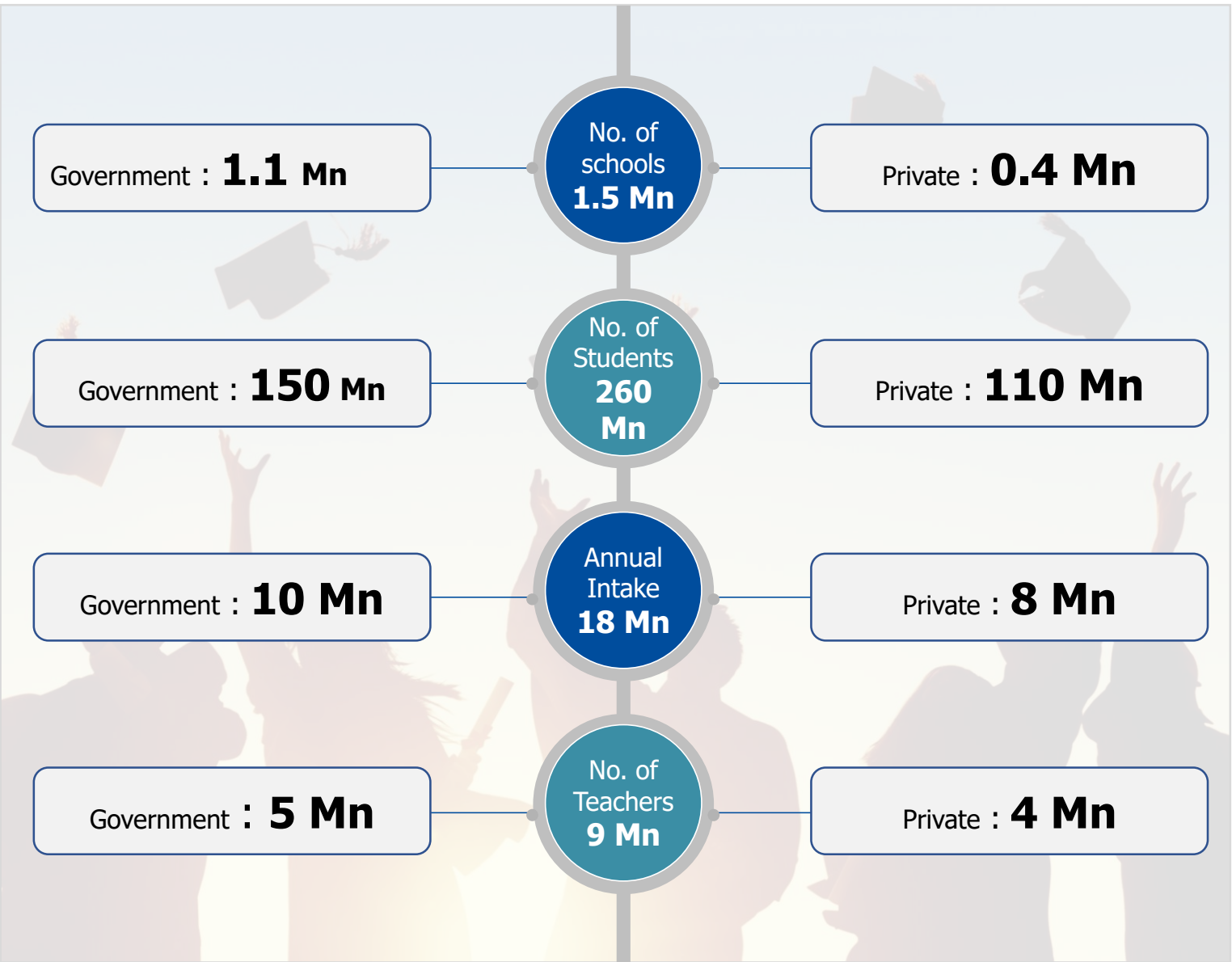
Market Opportunity

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

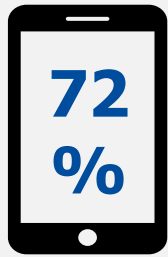
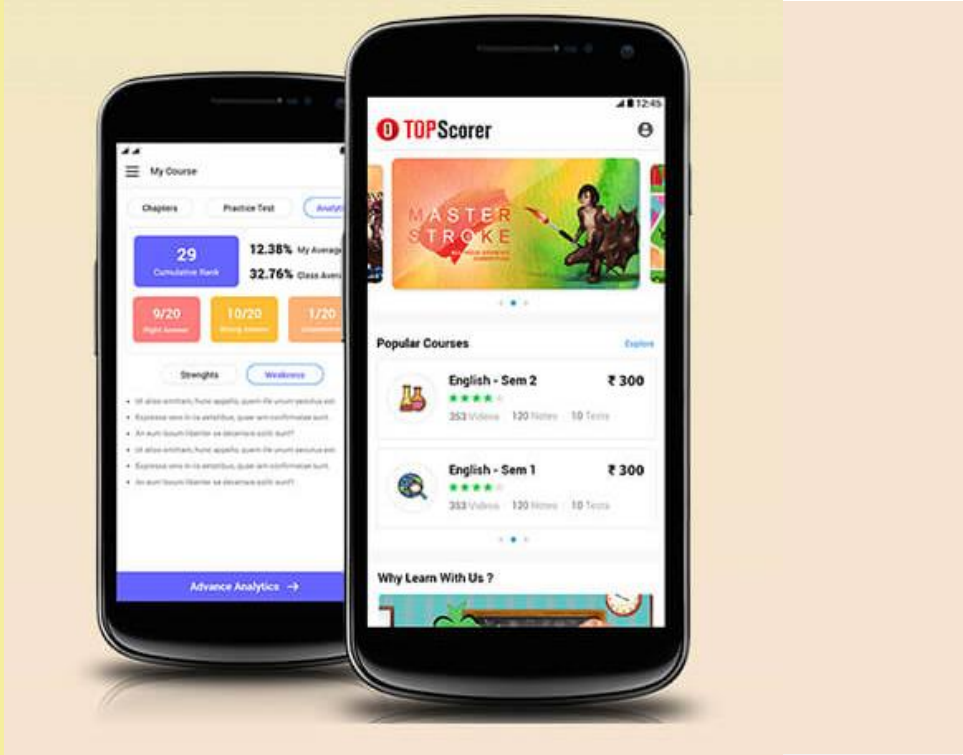
India's Online Education market size to grow by USD 1.96 billion in 2021

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

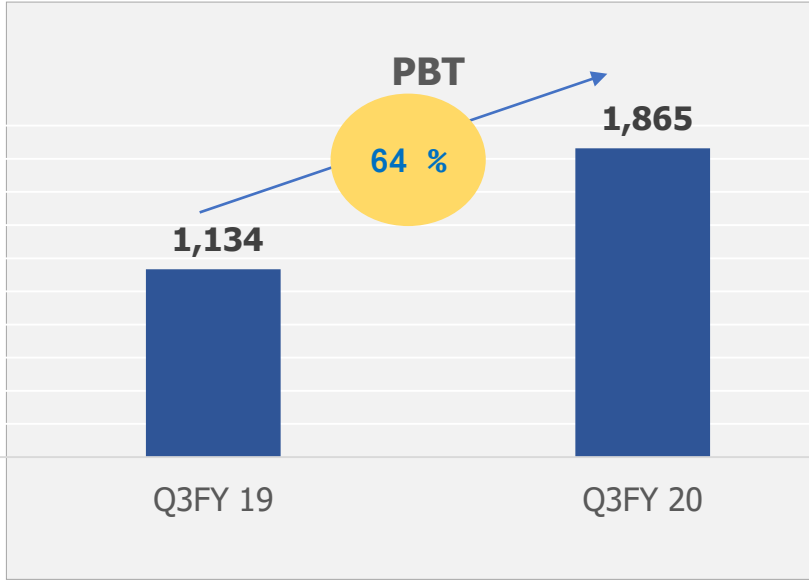
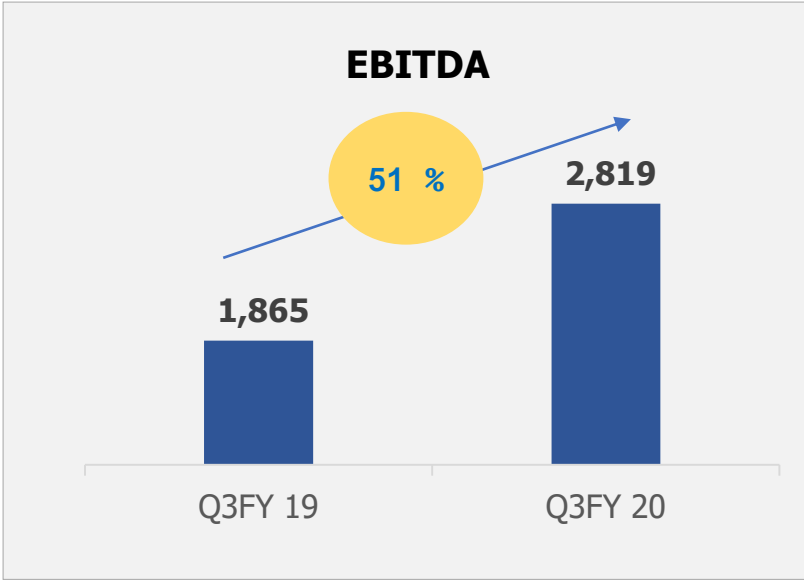
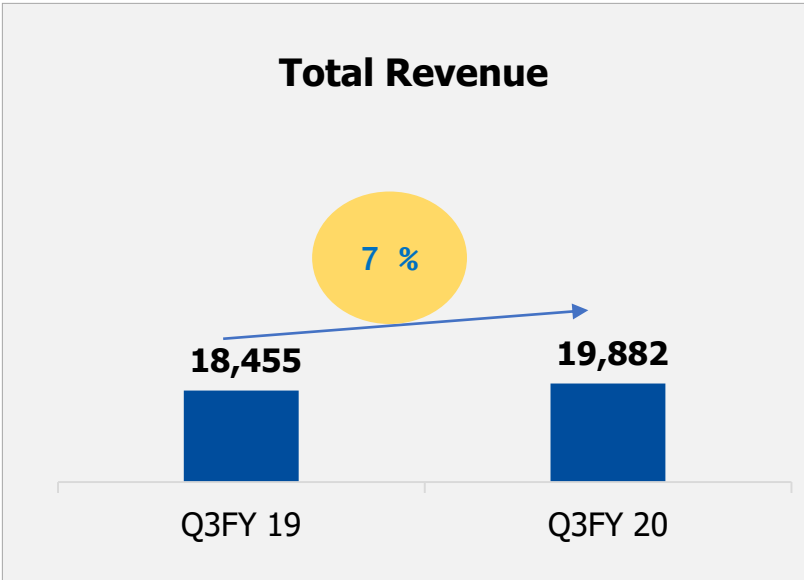
Indian students using Online Education rank 'quality of course content' as the top reason for selecting a specific brand

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



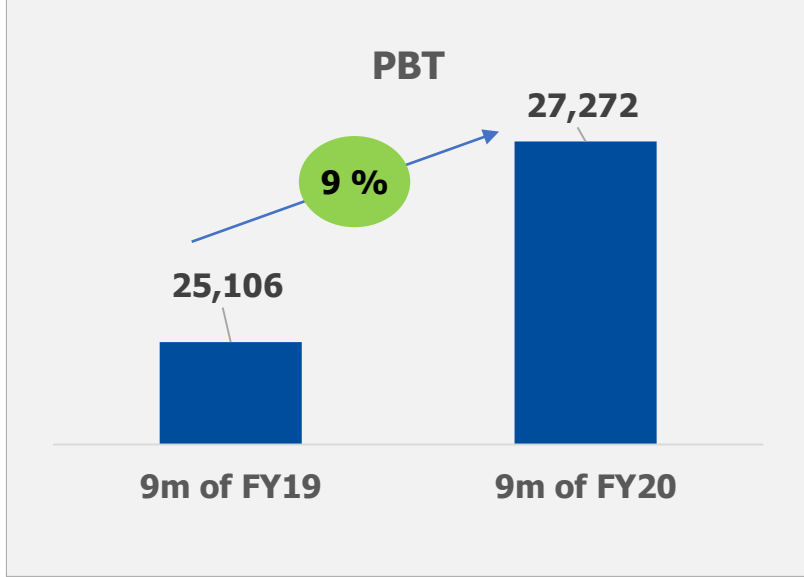
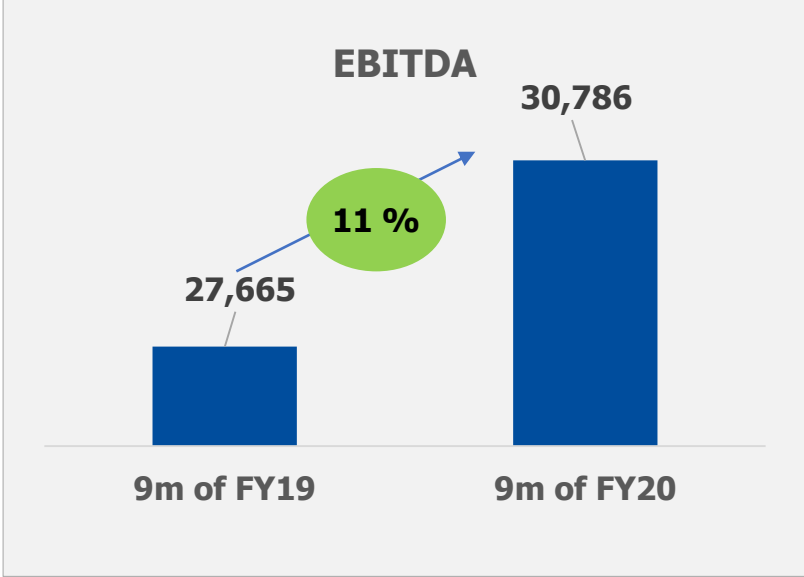
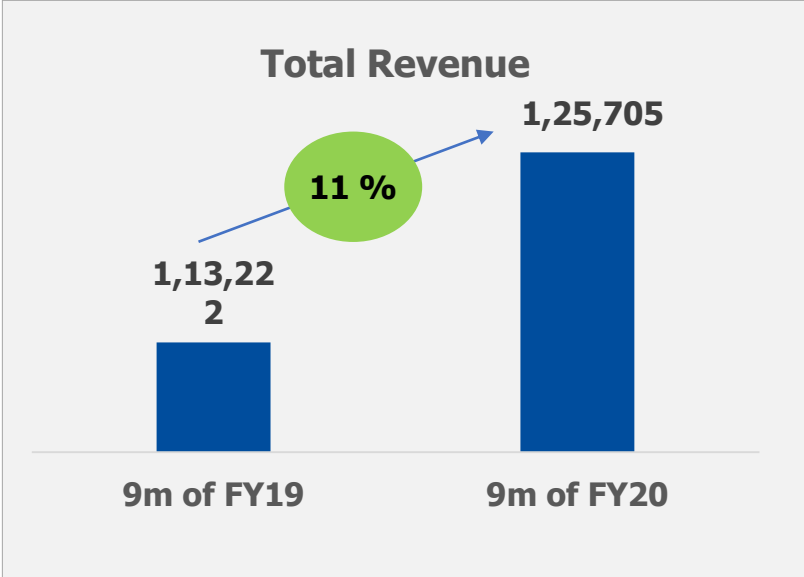
Students prefer laptops over mobile phones for accessing online course content

(INR in Lacs)



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
Q3 FY20	8304	3014	4433
Q3 FY19	10312	3392	7901

(INR in Lacs)

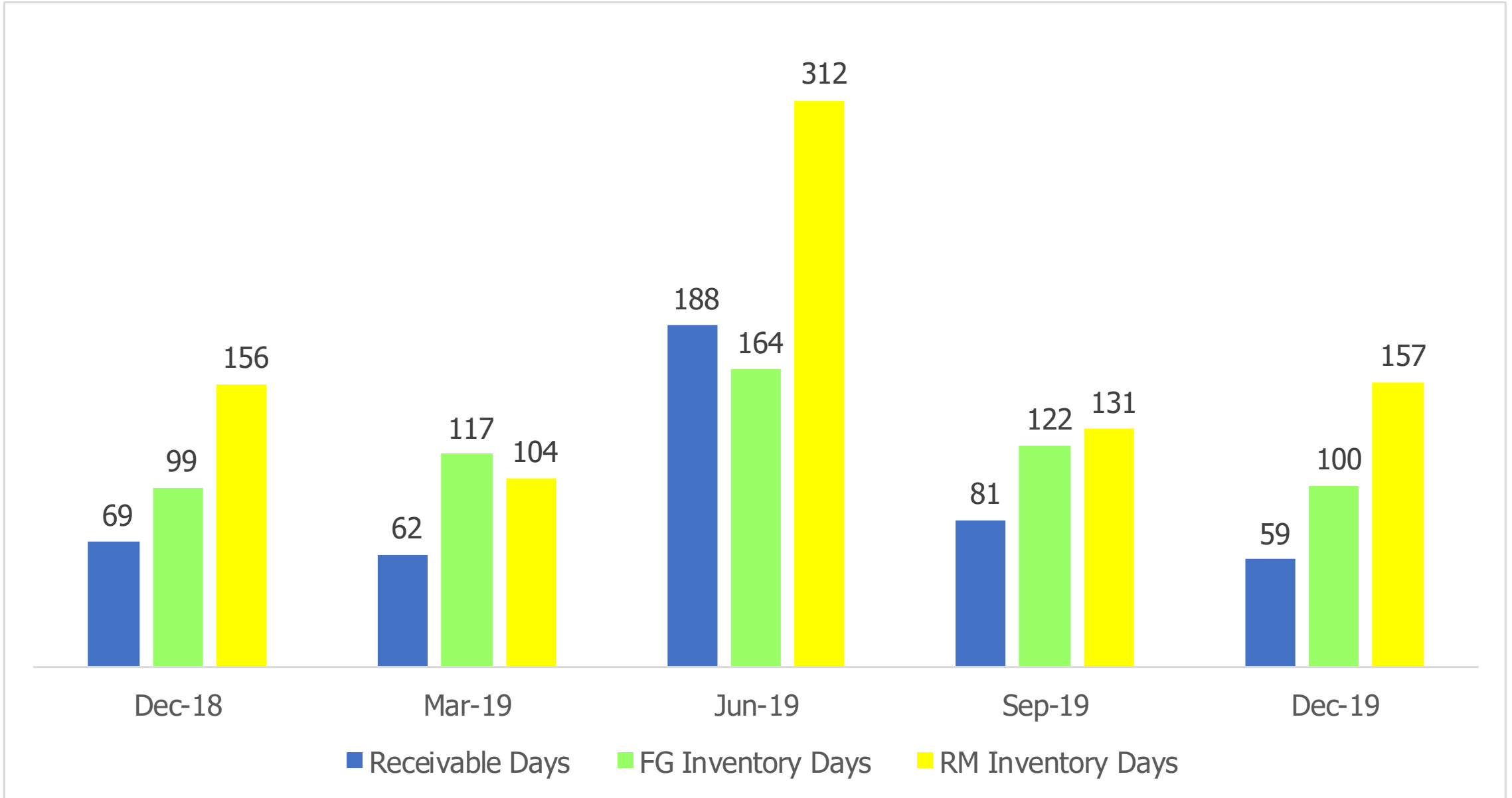


Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
	9m of FY20	64287	16252
9m of FY19	64859	16178	30343

STANDALONE FINANCIAL RESULTS – Q3 & YTD ended Dec'19 of FY 20

Particulars	Quarter ended Dec '19				YTD ended Dec '19 (9 months)			
	Q3 FY20 (Unaudited)	% of Revenue	Q3 FY19 (Unaudited)	% of Revenue	YTD- FY20 (Unaudited)	% of Revenue	YTD FY19 (Unaudited)	% of Revenue
Income from Operations	19,282		18,159		1,23,458		1,11,502	
Other Income	600		296		2,247		1,720	
Total Revenue	19,882	7.7%	18,455		1,25,705		1,13,222	
(a) Cost of materials consumed	12,741		13,391		50,061		49,732	
(b) Purchases of stock-in-trade	53		23		87		68	
(c) Changes in inventories	(4,171)		(5,055)		12,591		5,881	
(d) Employee benefits expense	3,651		3,226		11,314		9,961	
(e) Depreciation and Amortisation	909		620		2,590		1,796	
(f) Other expenses	4,789		5,005		20,866		19,915	
Total Expenses	17,972		17,210		97,509		87,353	
Profit / (Loss) from ordinary activities	1,910	10%	1,245	7%	28,196	22%	25,869	23%
Exceptional Items	-		-					
Profit / (Loss) after exceptional Items	1,910	10%	1,245	7%	28,196	22%	25,869	23%
Finance Costs	45		111		924		763	
Profit / (Loss) before tax	1,865	9%	1,134	6%	27,272	22%	25,106	22%
(a) Provision for Taxation	477		13		7,047		9,019	
(b) Provision for Deferred Tax	15		384		(141)		(171)	
(c) Excess/(Short) Provision	49		(17)		49		(17)	
Net Profit / (Loss) after tax	1,324	7%	754	4%	20,318	16%	16,275	14%
Other Comprehensive Income (OCI) net	80		803		(541)		87	
Total Comprehensive Income	1,404	7%	1,558	8%	19,777	16%	16,362	14%
EBITDA	2,819	14.6%	1,865	10%	30,786	24.9%	27,665	24.8%

★ Other expenses for the nine months ended 31st December, 2019 include INR 1,320 Lakhs towards the dispute resolution of MVAT liability pertaining to Publication Segment.



SNAPSHOT OF CONSOLIDATED FINANCIAL RESULTS

(INR in Lacs)

	Revenue from Ops		Summary of EBITDA		Summary of PAT	
	9M of FY'20	9M of FY'19	9M of FY'20	9M of FY'19	9M of FY'20	9M of FY'19
NEL	1,23,458	1,11,501	30,785	27,665	20,317	16,275
eSense	1,515	2,011	(168)	545	(553)	261
Indiannica	1,343	878	(2,294)	(4,047)	(3,325)	(4,605)
NLLP	-		-		(0)	(0)
NHKL	156		(1)		(1)	(1)
K12					80	505
Inter co Adjust	(325)	(229)	(300)	(186)	(104)	(172)
Total	1,26,147	1,14,162	28,022	23,977	16,414	12,262

Publications

Publication Business for current year shall have marginal growth on account of limited changes in the syllabus in Maharashtra

Indiannica Learning Private Limited's acquisition looks promising this year onwards on account of introduction of new workbooks / content and also it's venturing into ICSE Board Content. Quarter 4 shall be crucial to know the growth.

eSense (E-Learning)

B2B sales expected to grow with more schools opting for digital learning.

Indiannica Learning Private Limited's content will add value to current library and promote sales in Q4

Stationery & Exports

Focus sales and branding efforts on selected States to maximize impact with marketing efforts will increase domestic business

Exports will continue to grow at a good pace backed by orders

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



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

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



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

Educational system is getting influenced due to the digitalization era.

The educational system is going through rapid transformation due to which, the children of this generation are be limited to traditional textbooks.

“Digital India” aims to bridge this gap by connecting the remotest villages through WIFI and broadband

By 2030, India will have the largest population in the world resulting in increased bracket of students eligible for higher learning and educational courses.

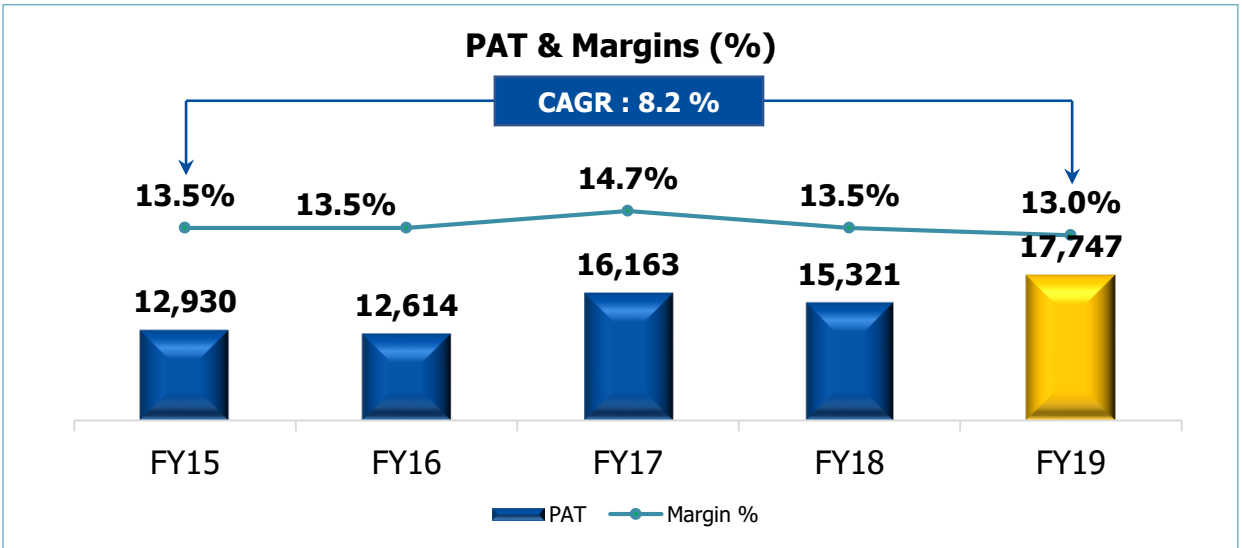
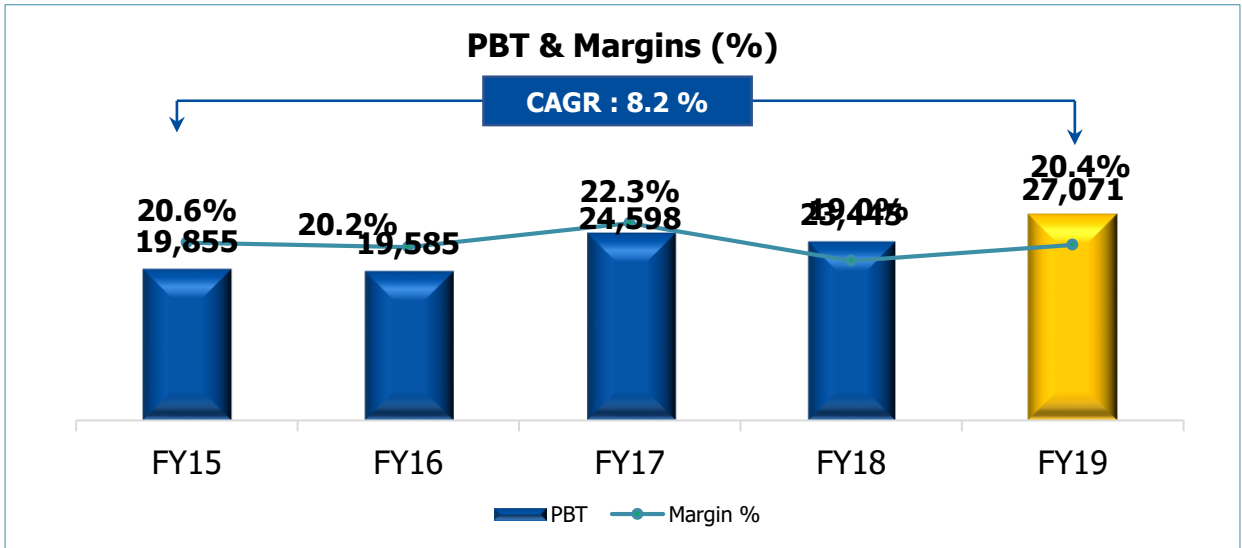
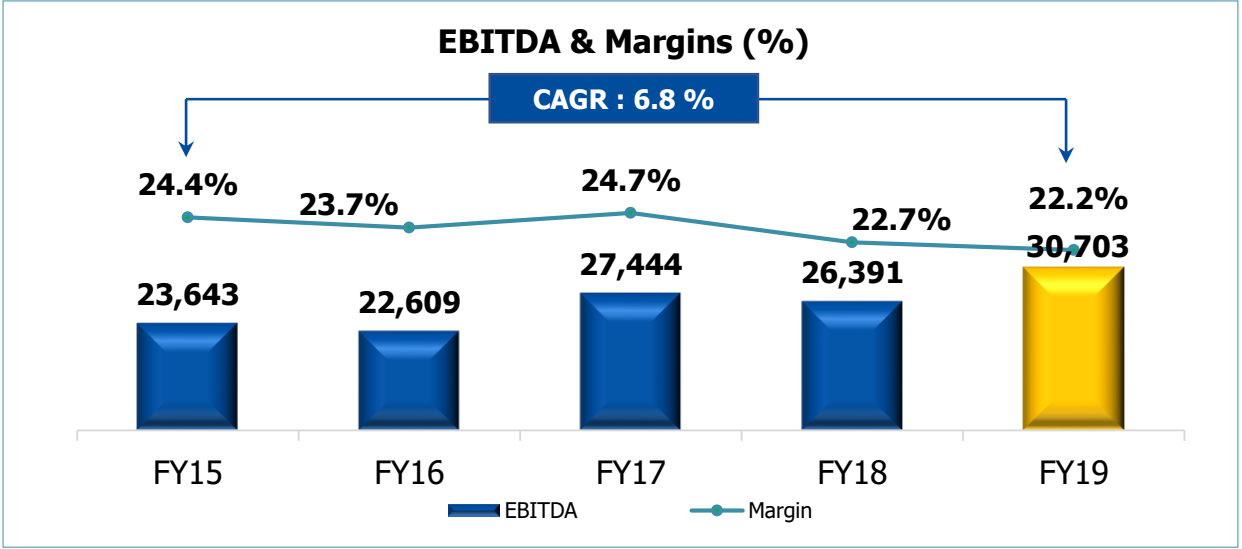
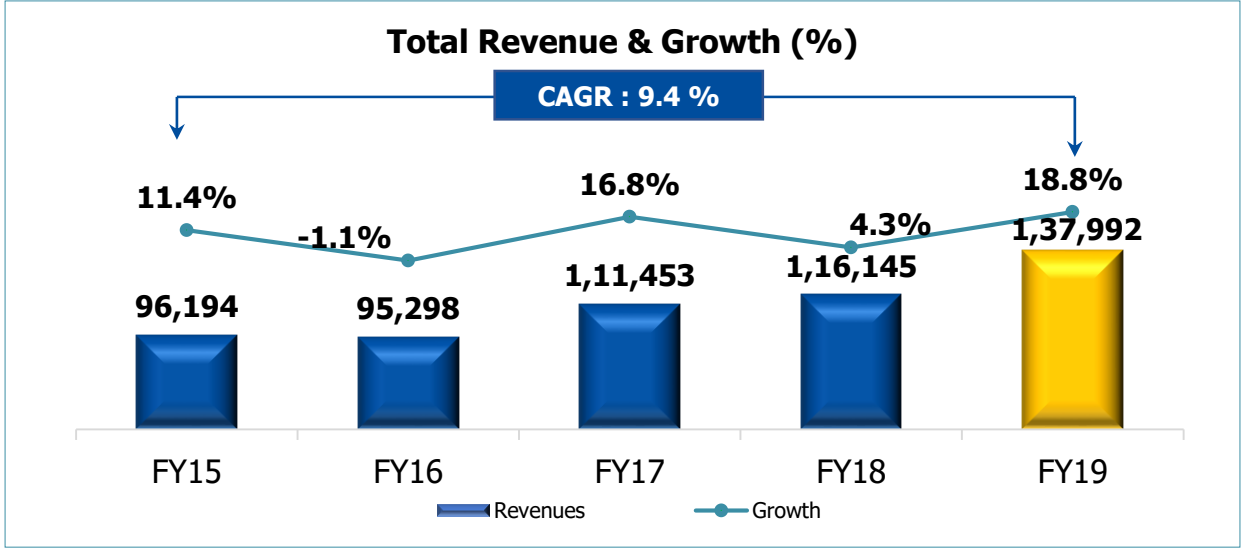
Various government initiatives are being adopted to boost the growth of distance education market, besides focusing on new education techniques, such as E-learning and M-learning.

Operational autonomy, flexibility in norms for setting up of private institutions, modifying and implementations of education bill, and access to global curriculum design framework will not encourage the private players but also promote the cause of higher education in India to a whole new level.

Technology is being utilized to reach to maximum number of people with a view to reduce digital illiteracy, rising opportunities in the field of educational providers, providing uniform education to students in rural and urban areas.

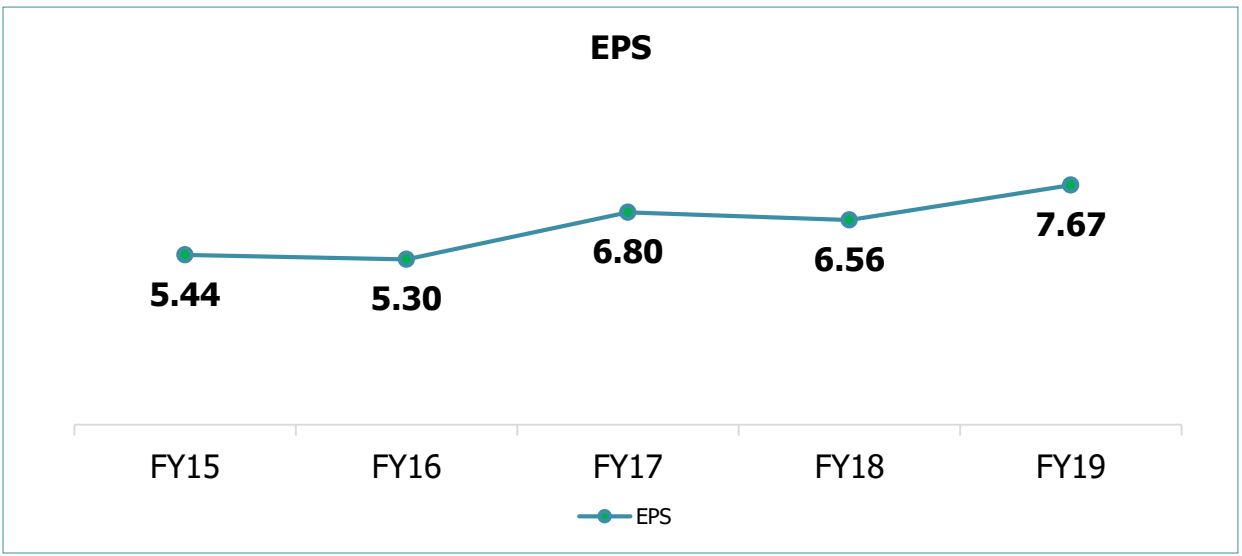
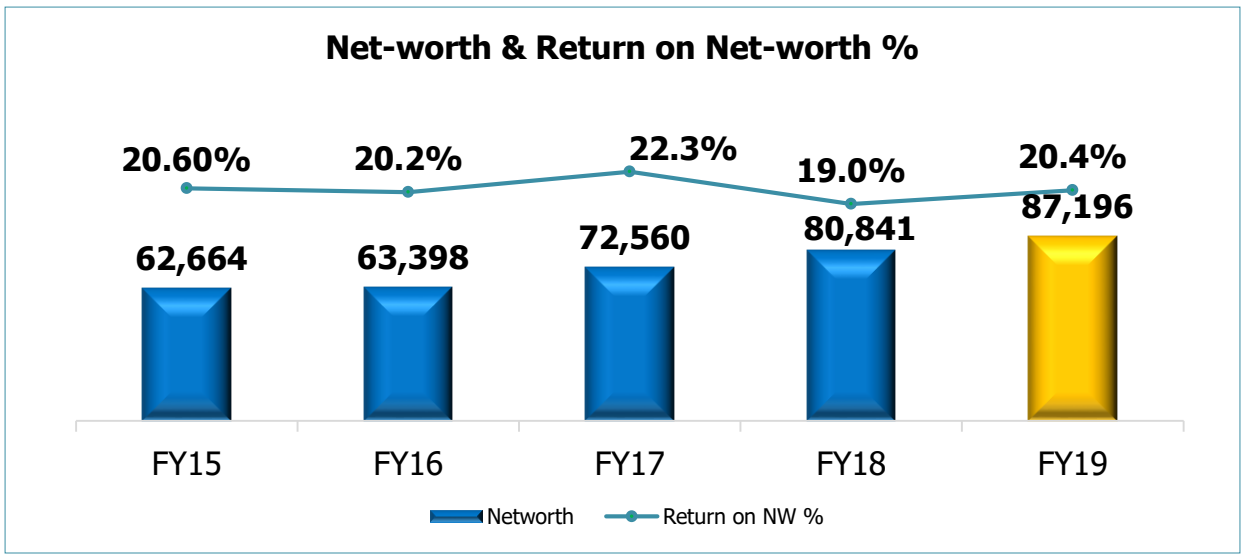
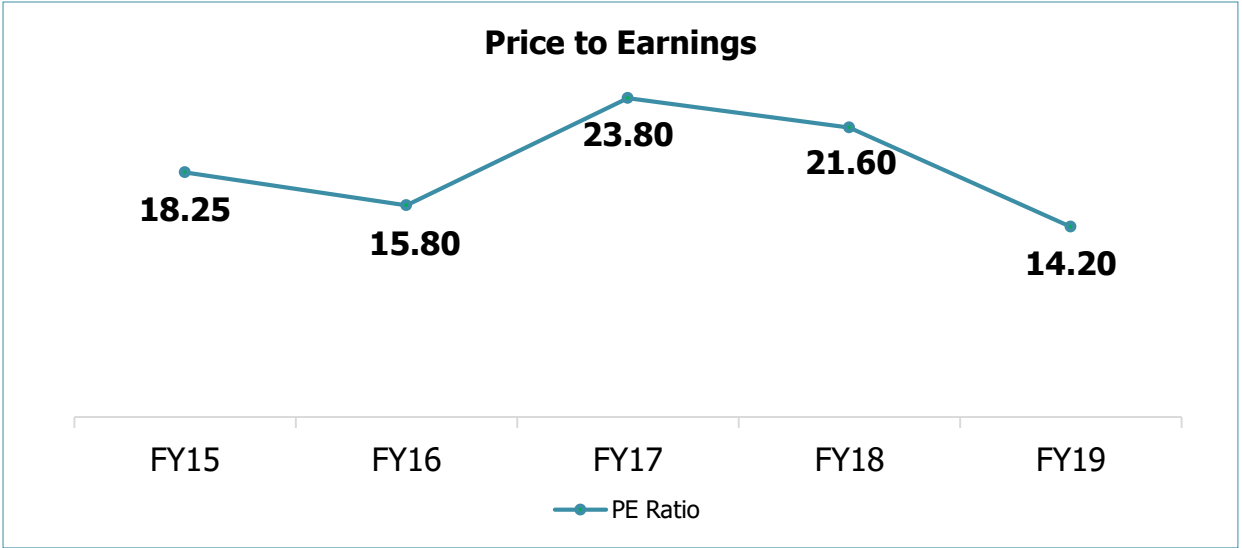
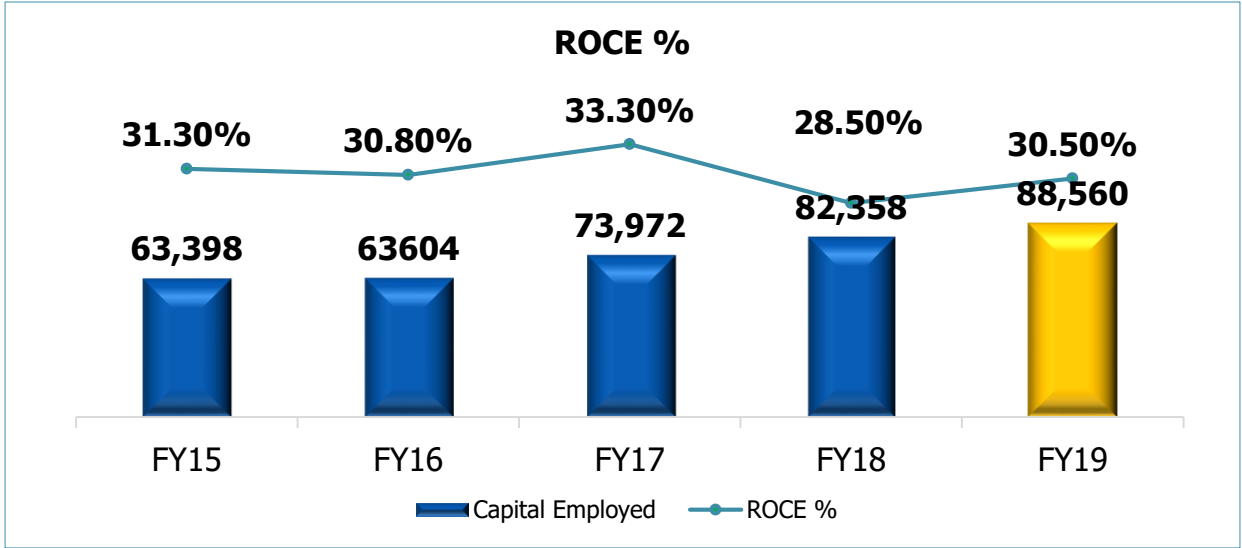
STANDALONE FINANCIALS (LAST 5 YEARS)

(₹ in Lakh)

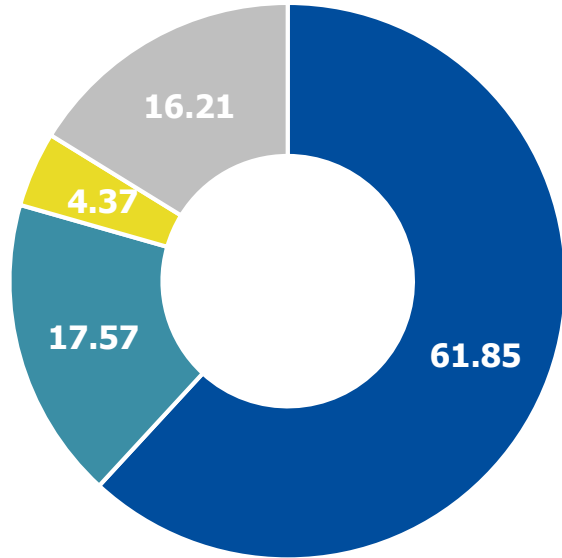


PROFITABILITY & OWNERSHIP PERFORMANCE

(₹ in Lakh)



Shareholding as at September 30, 2019

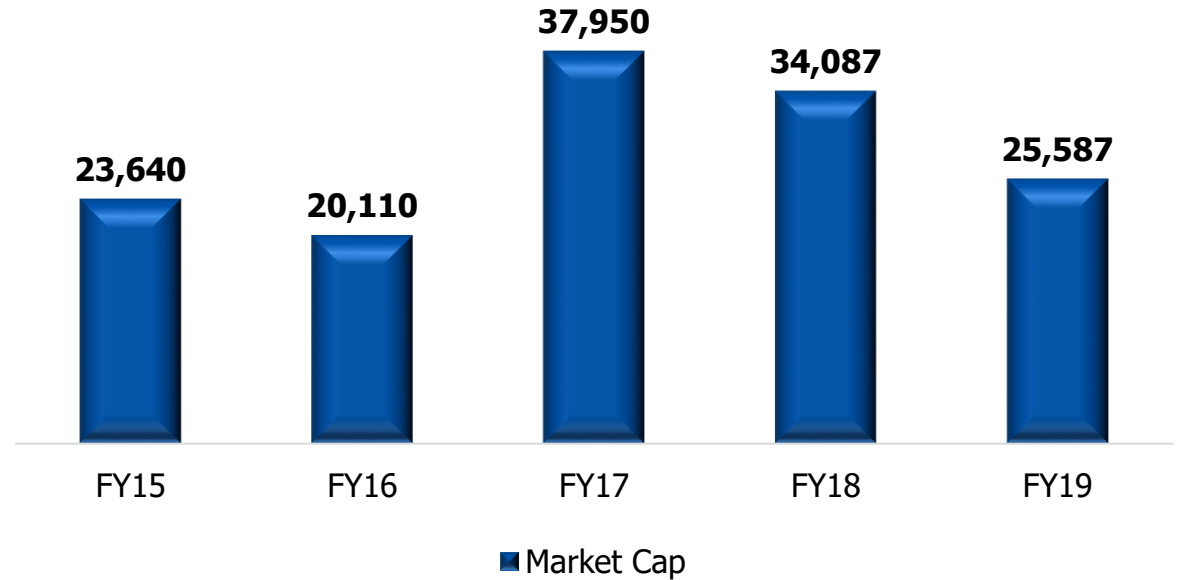


- Promoter & Promoter Group
- Domestic Institutional Investors
- Foreign Institutional Investors
- Non-Institutional Investors

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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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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Email Id: roomy.mistry@navneet.com



Knowledge is wealth

