



Knowledge is wealth

Investor Presentation

As On Dec 31, 2020



A Premium Education House



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The background of the slide is a composite image. On the left, a semi-circular area contains a photograph of three young students in school uniforms running on a track. The rest of the slide has a light gray background with a repeating pattern of white line-art icons. These icons represent various concepts: a lightbulb for ideas, a gear for mechanics or industry, a brain for thought, a pencil and paintbrush for art, a laptop for technology, a bar chart for data, a puzzle piece for problem-solving, a handshake for agreement, and a cloud for creativity or atmosphere.

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 background of the slide features a photograph of three students in school uniforms running on a track. A large, semi-transparent yellow circle is positioned on the left side of the image, partially covering the students. The right side of the slide has a light gray background with a repeating pattern of white line-art icons representing various educational and technological concepts, such as lightbulbs, gears, books, and digital devices.

Ed-Tech Digital Initiatives

Ed-Tech Digital Initiatives

Repurpose

Repurposing present digital content at eSense and creation of fresh content for All India markets. Investment between 25 – 40 cr. In 2 years

Digital Books

Introduction of Value-added Digital books of most important physical books of Navneet.

Interactive

Creation of interactive digital content for the young age group (0 – 8) and to be launched in next 6 months via App and Web with an Investment of 25 cr.



Platforms


Dissemination of newly designed digital content through other platforms & Partnership

Investments

Identifying and investing in relevant Ed- Tech companies to further enhance the market share of Navneet Group in various activities related to K – 12 segment.

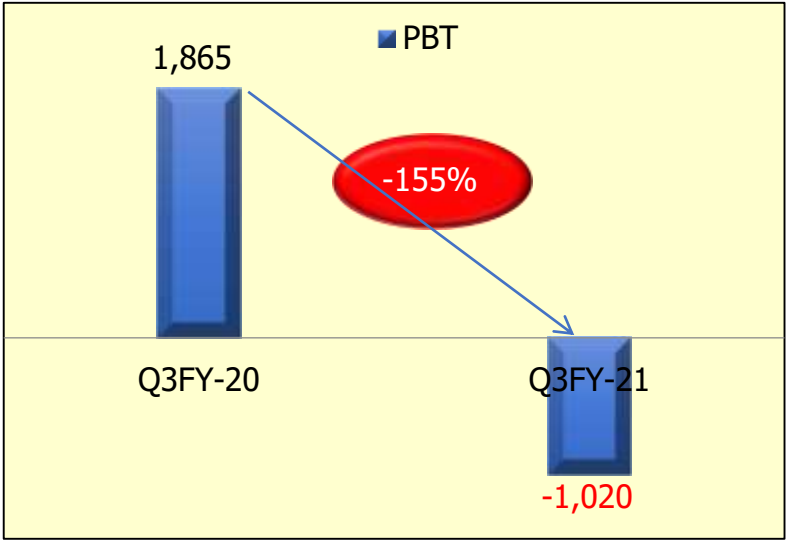
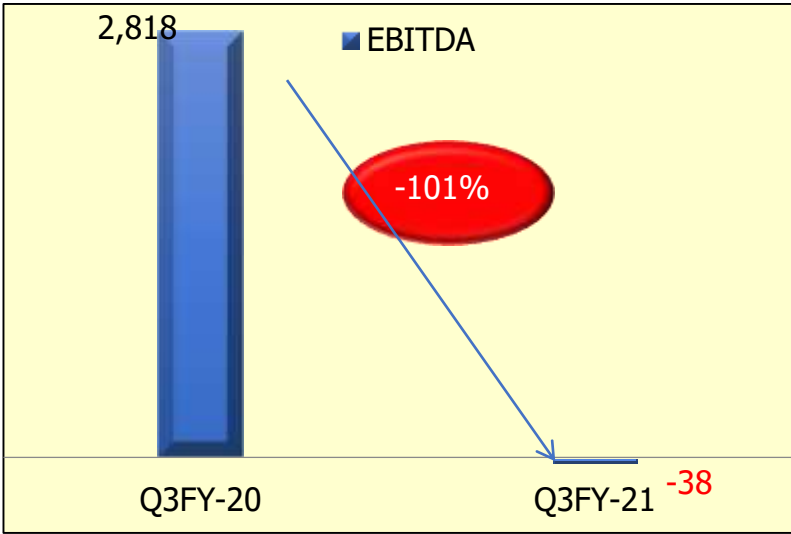
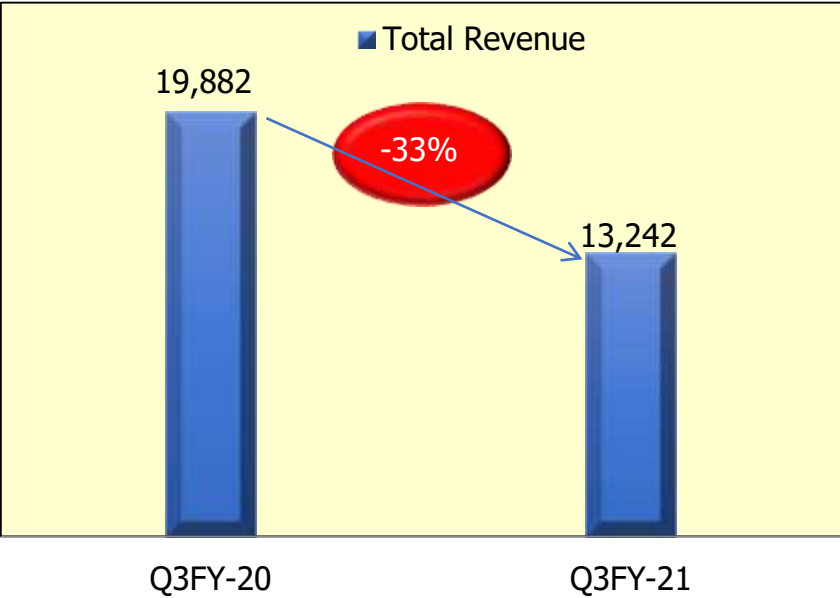
Partnerships



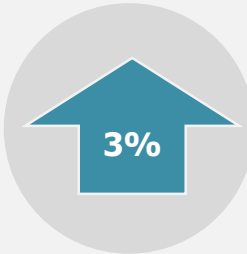
Partnering with other companies to grow seamlessly



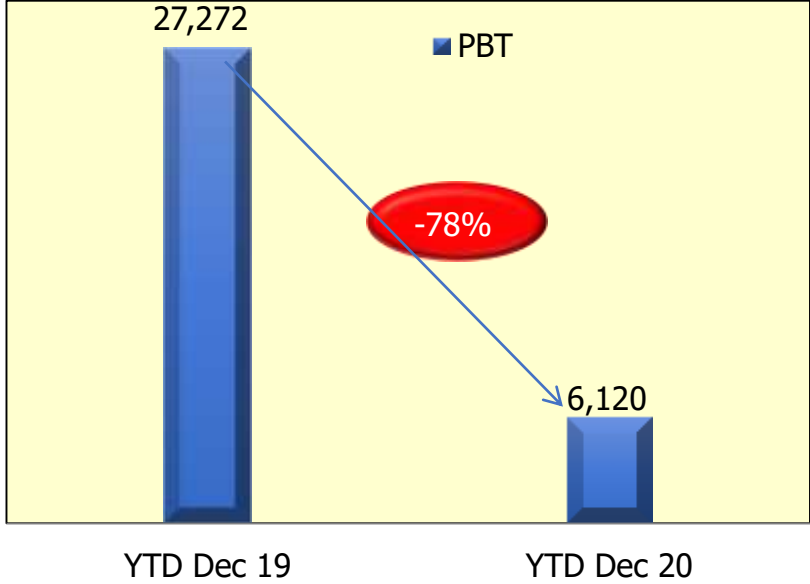
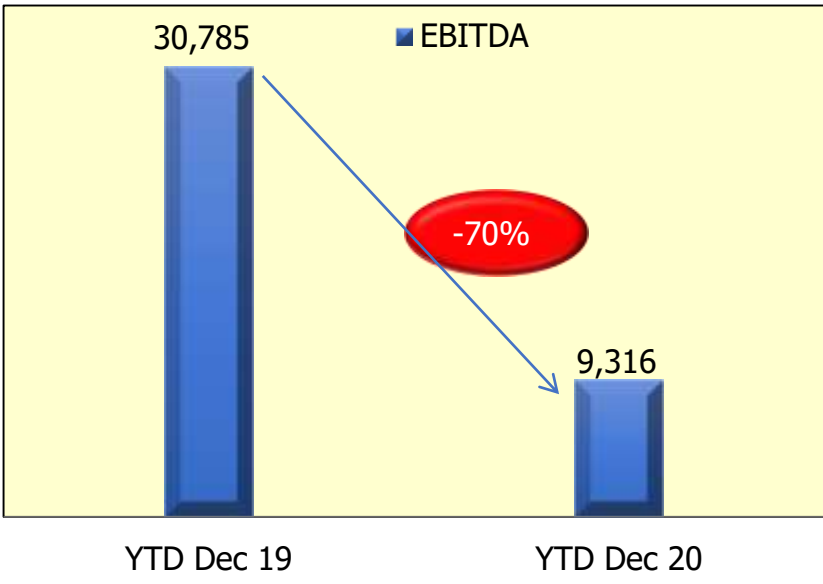
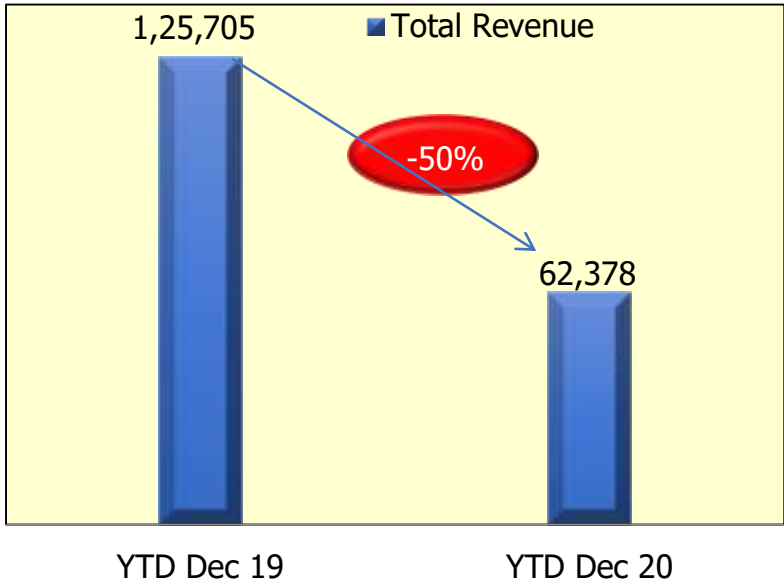
FINANCIAL PERFORMANCE Q3FY21

- For the first time in the history for Navneet; that Schools did not open till November and there after only few grades started slowly in December and that impacted sales of Print Publishing (NEL and Indiannica), Digital product (eSense) and Domestic stationery.
- More than 80% attendance is now seen in grade 9th to 12th from January and grades 5th to 8th also announced to be starting from February. Accordingly company has started seeing good demand for 5th to 12th grade products in the 4th quarter. Of course, the total business can not be recouped in just 4th quarter but substantial business seems to coming back.
- At Indiannica; 80% of the Business is achieved in the 4th Quarter hence it's a crucial one. We are confident that as the Schools across the country will start opening we will achieve good Business now.
- This was one of the poor year in the history of Navneet but now management is very confident that the whole education system will come back to normal in the next academic year and your company will be continue to grow as usual.



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
			
Q3 FY21	2,531	1,991	8,176
Q3 FY20	8,304	2,961	7,954

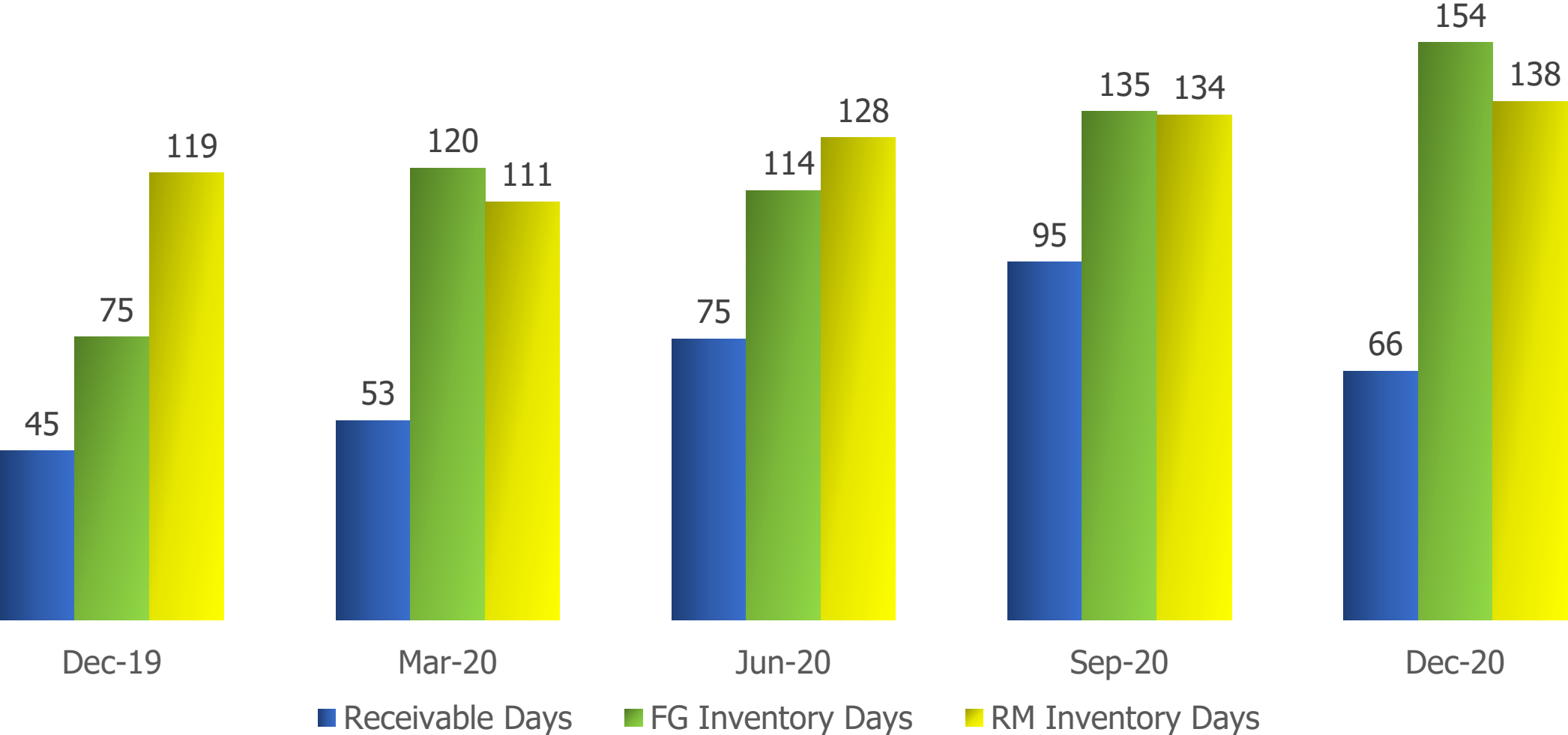
SEGMENTAL REVIEW – YTD of FY'21



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
YTD Dec FY21	20,394	7,608	33,102
YTD Dec FY20	64,287	16,201	42,828

STANDALONE FINANCIAL RESULTS – Q3 of FY'21

Particulars	Qtr. Ended Dec 20				YTD Ended Dec 20			
	Q3 FY 21	% of Rev	Q3 FY 20	% of Rev	YTD FY 21	% of Rev	YTD FY 20	% of Rev
Income from Operations	12,739		19,282		61,220		1,23,458	
Other Income	503		600		1,158		2,247	
Total Revenue	13,242		19,882		62,378		1,25,705	
COGS	5,992		8,623		30,488		62,739	
Employee benefits	3,412		3,651		10,012		11,314	
Other General Overheads	3,877		4,789		12,563		20,866	
Total Expenses	13,281	104.3%	17,063	88.5%	53,063	86.7%	94,919	76.9%
EBITDA	(39)	-0.3%	2,819	14.2%	9,315	15.2%	30,785	24.9%
Depreciation	893		909	4.7%	2,587	4.2%	2,590	2.1%
EBIT	(932)		1,909		6,728		28,195	
Finance cost	89		45		608		924	
PBT	(1021)	-8.0%	1,865	9.7%	6,120	10.0%	27,272	22.1%
Tax	(263)		541		1,587		6,955	
PAT	(758)	-6.0%	1,324	6.9%	4,533	7.4%	20,317	16.5%
Other Comprehensive Income (OCI)	70		80		1,202		(541)	
Total Comprehensive Income (TCI)	(688)	-5.4%	1,404	7.3%	5,735	9.4%	19,776	16.0%



(INR in Lacs)

	Revenue from Ops	
	YTD of FY'21	YTD of FY'20
NEL	61,220	1,23,458
eSense	613	1,515
Indiannica	325	1,343
NLLP	-	-
NHKL	108	156
K12	-	-
K12 Diminution Gain	-	-
Inter co Adjust	(373)	(325)
Total	61,892	1,26,147

Summary of EBITDA	
YTD of FY'21	YTD of FY'20
9,316	30,785
(658)	(170)
(2,633)	(2,338)
(0)	(0)
(5)	(1)
-	-
-	-
6	(254)
6,026	28,022

Summary of PAT	
YTD of FY'21	YTD of FY'20
4,533	20,318
(1,061)	(553)
(3,406)	(3,369)
(0)	(0)
(5)	(1)
324	80
3,279	-
41	(61)
3,706	16,414

During the quarter ended 30th September 2020 and nine months ended 31st December 2020, the Group had made additional investment in associate company 'K12 Techno Services Private Limited' of INR 700 Lakhs and the said associate has also issued additional convertible securities to existing / new investors leading to dilution of Group's share from 33.45% to 27.69% of the associate on a fully diluted basis. Consequent to the said dilution, gain on deemed disposal of INR 4,252 Lakhs was accounted during the quarter 30th September 2020 in accordance with the requirements of Ind AS 28 and the said gain has been shown as an exceptional item, further the deferred tax liability of INR 973 Lakhs on this gain has been considered under serial number X 'Tax Expenses' under the sub-heading deferred tax.

During the quarter and nine months ended 31st December 2019, the Group had made additional investment of INR 1,995 Lakhs to this associate company.

Publications

Publication Business will be normal going forward and with the introduction of NEP, many new subjects and also change in curriculum with help Navneet to Grow rapidly.

eSense (E-Learning)

On Digital front, Navneet group has started focussing more aggressively. Apart from organic growth in terms of additional products for the schools, Navneet will start focussing B2C markets with various Apps. and Platforms for different Age groups. Most of them will be introduced during next academic year.

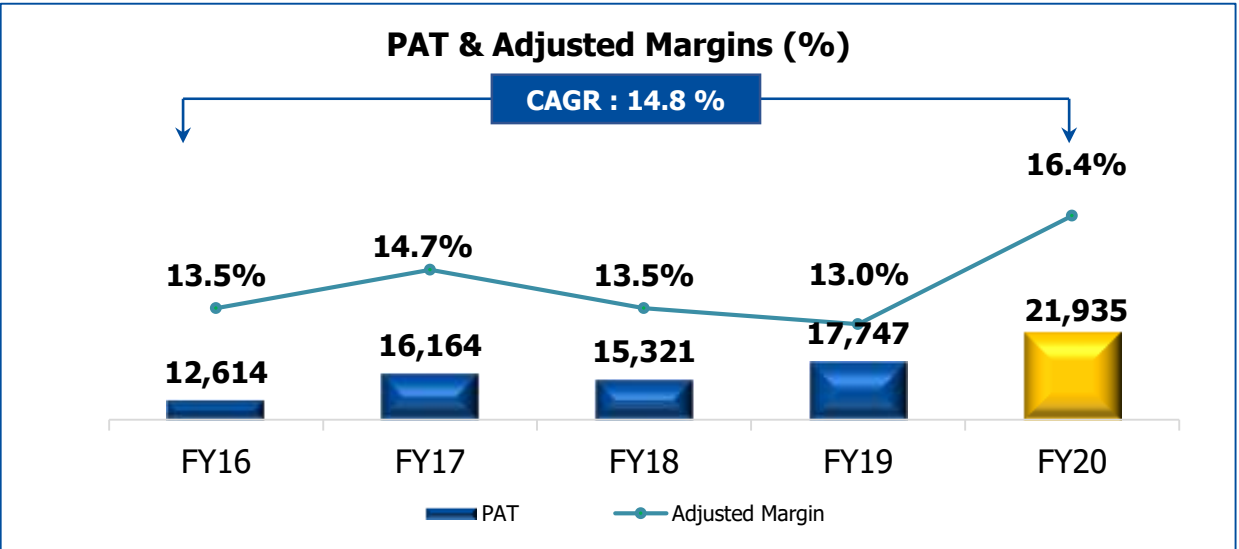
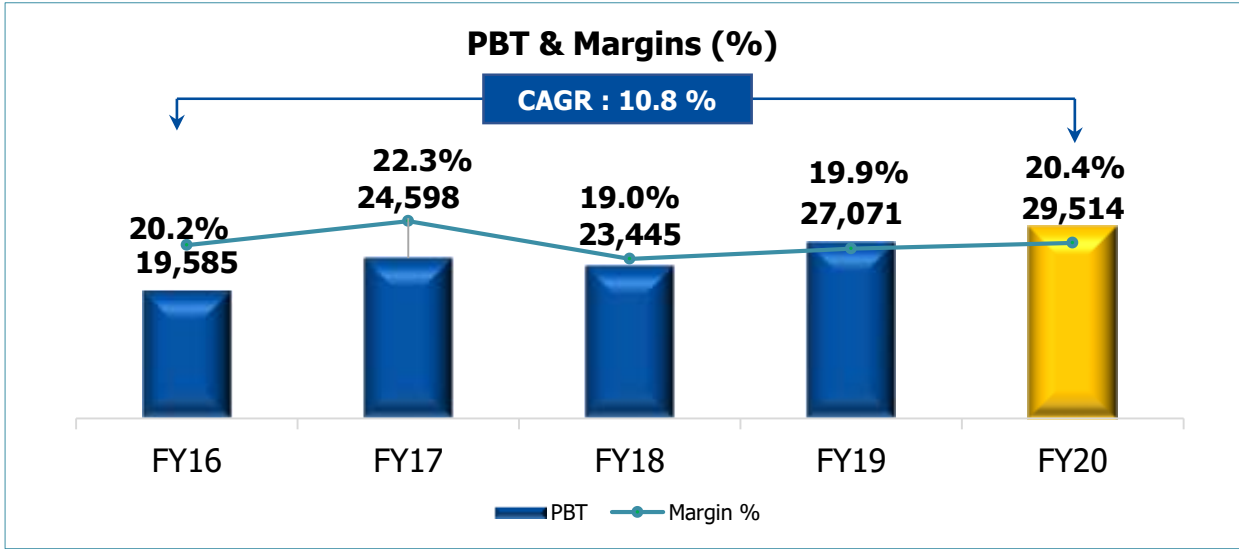
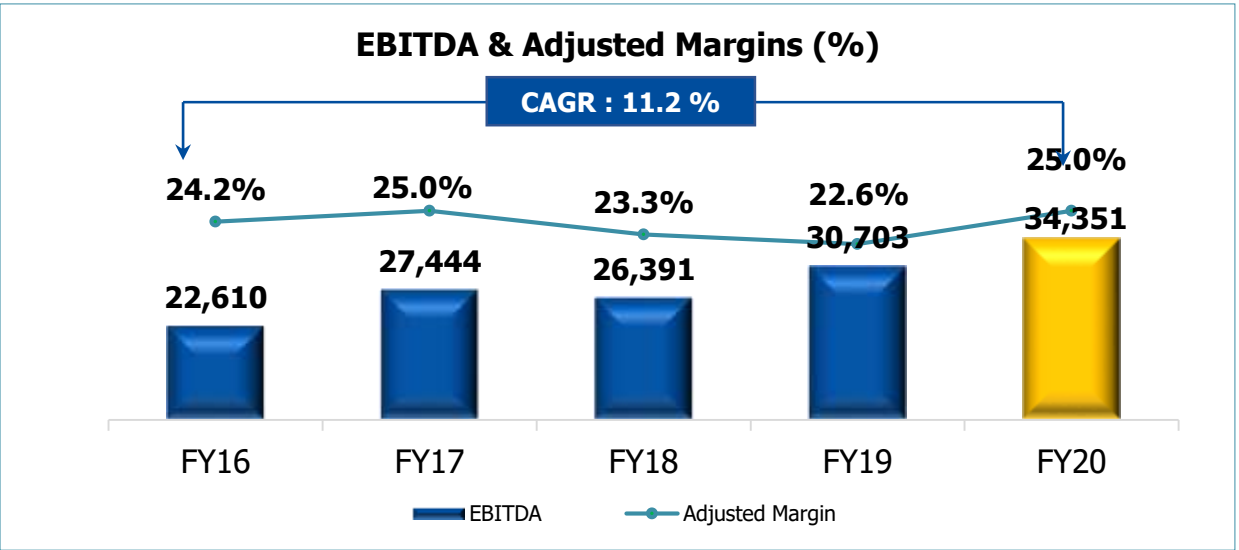
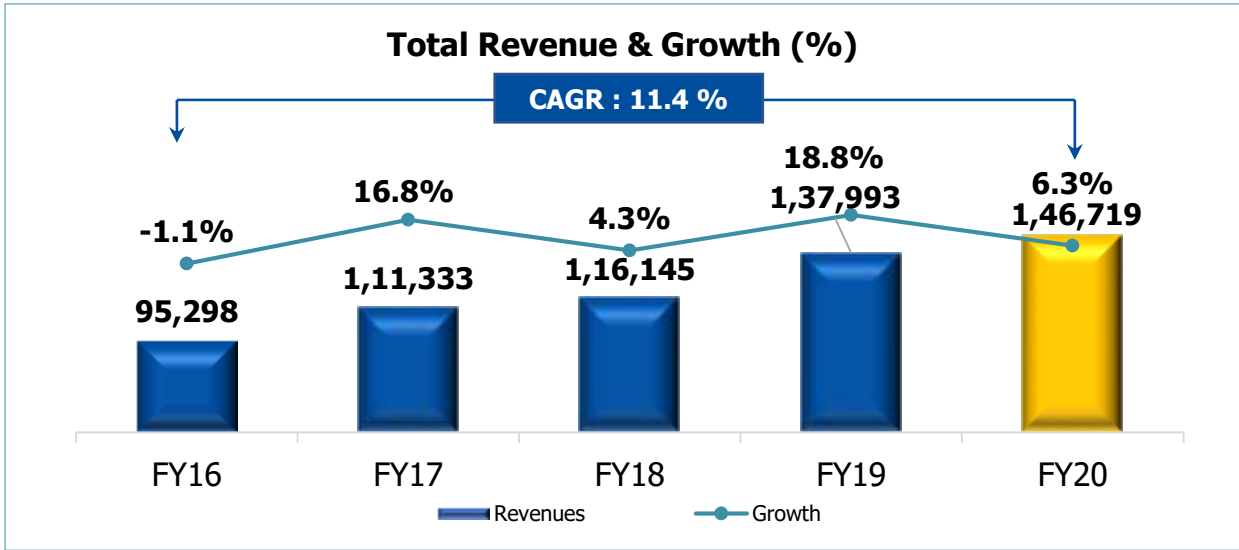
Stationery & Exports

On stationery front, we have started receiving inquiries from many new customers. No doubt the effect of Pandemic is still severe in many part of the world, but management is very confident that it will grow in mid double digit for many years and accordingly , Navneet has started investing in creating world class infrastructure to match international standards.

STANDALONE FINANCIALS (LAST 5 YEARS)

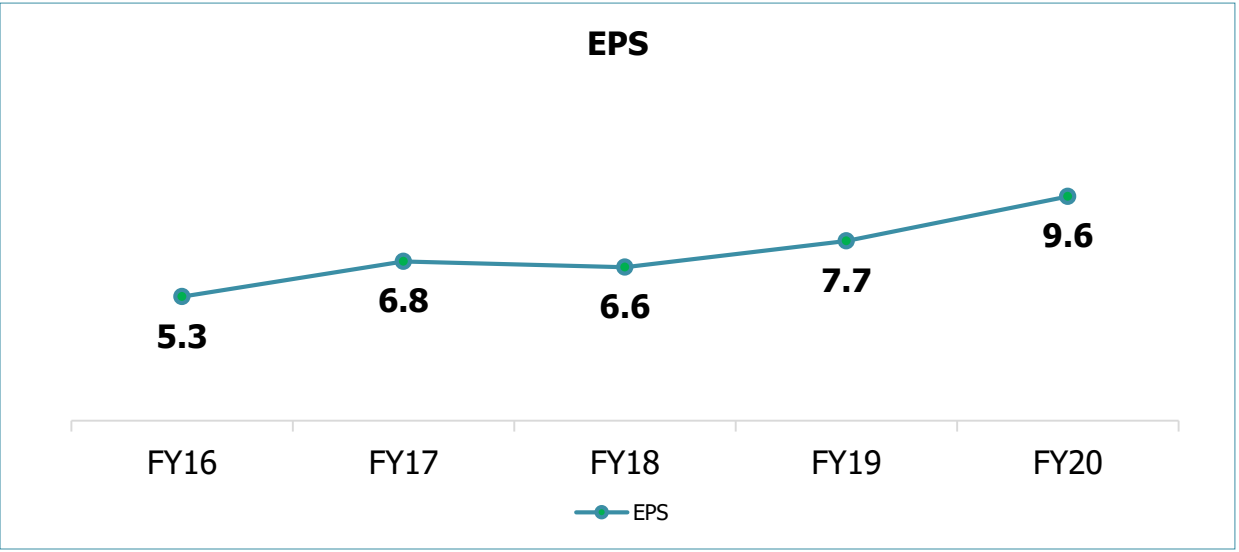
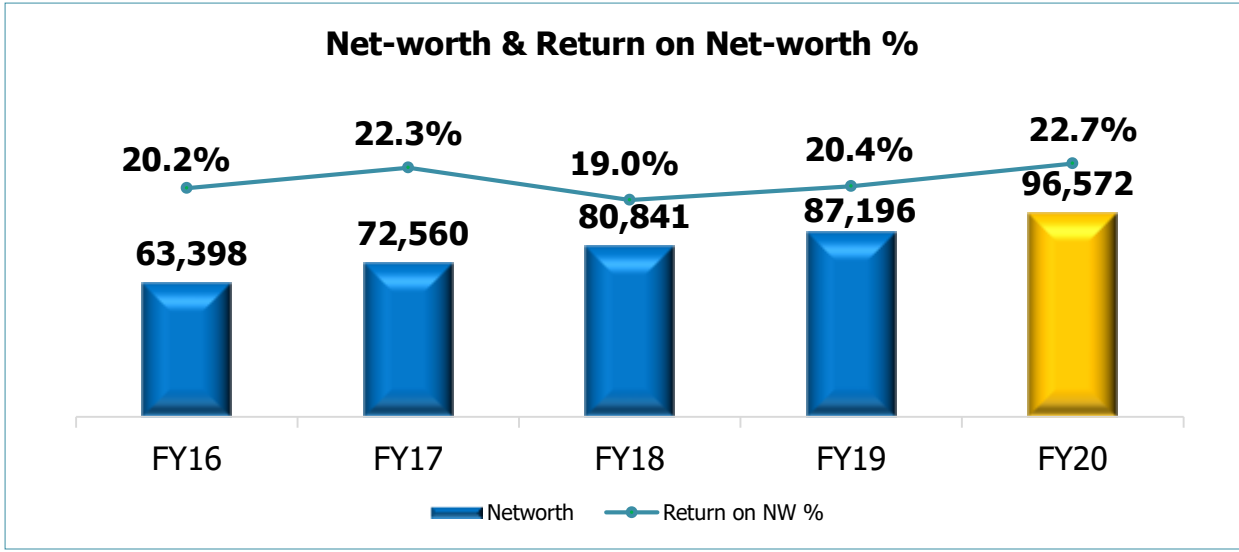
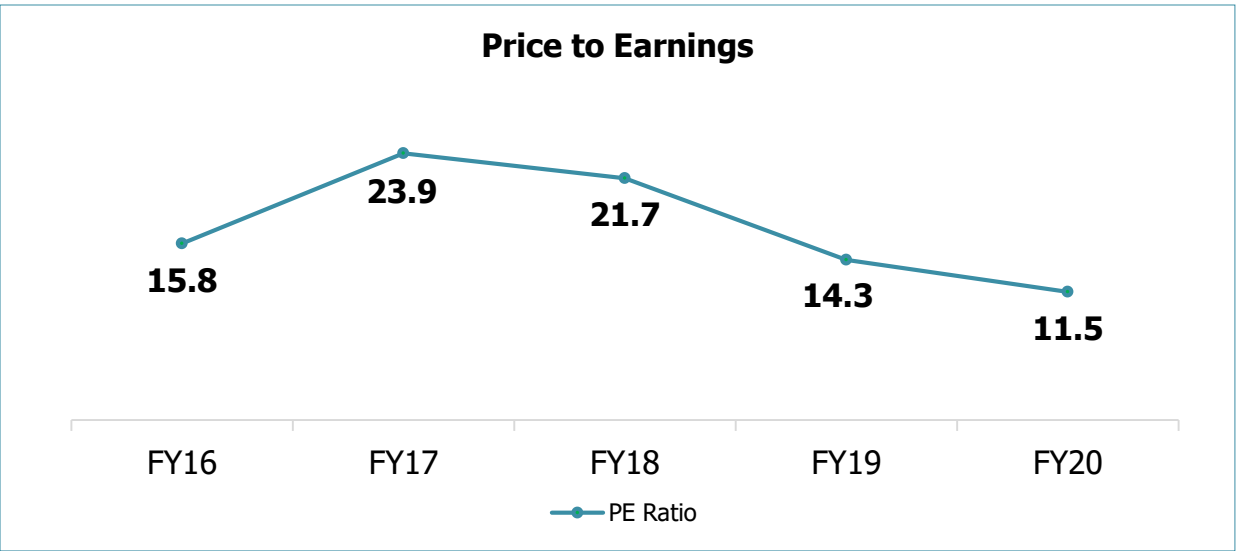
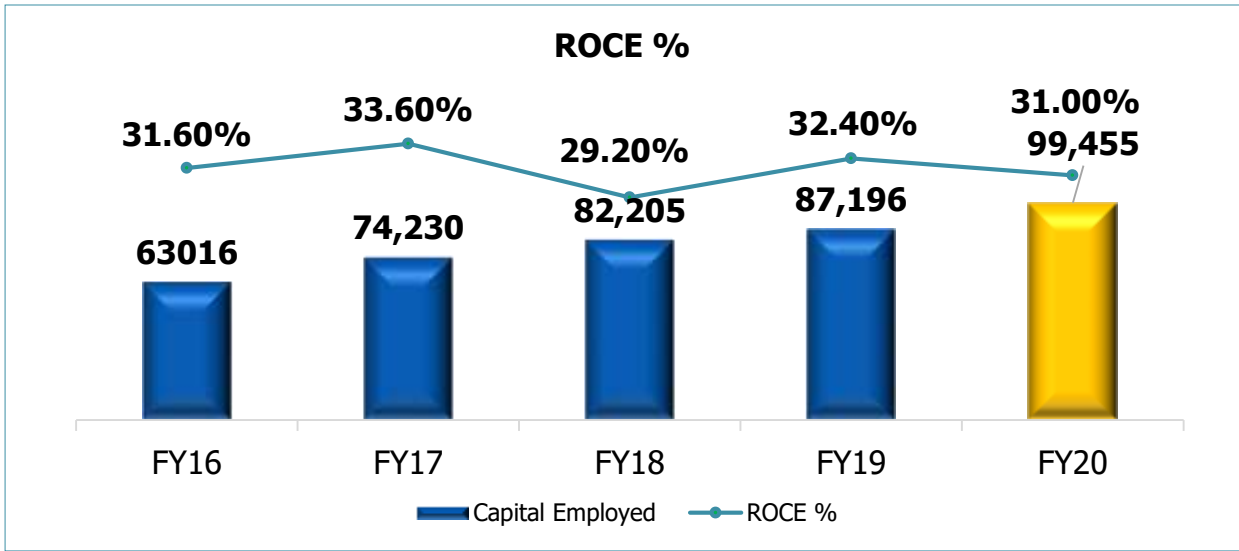


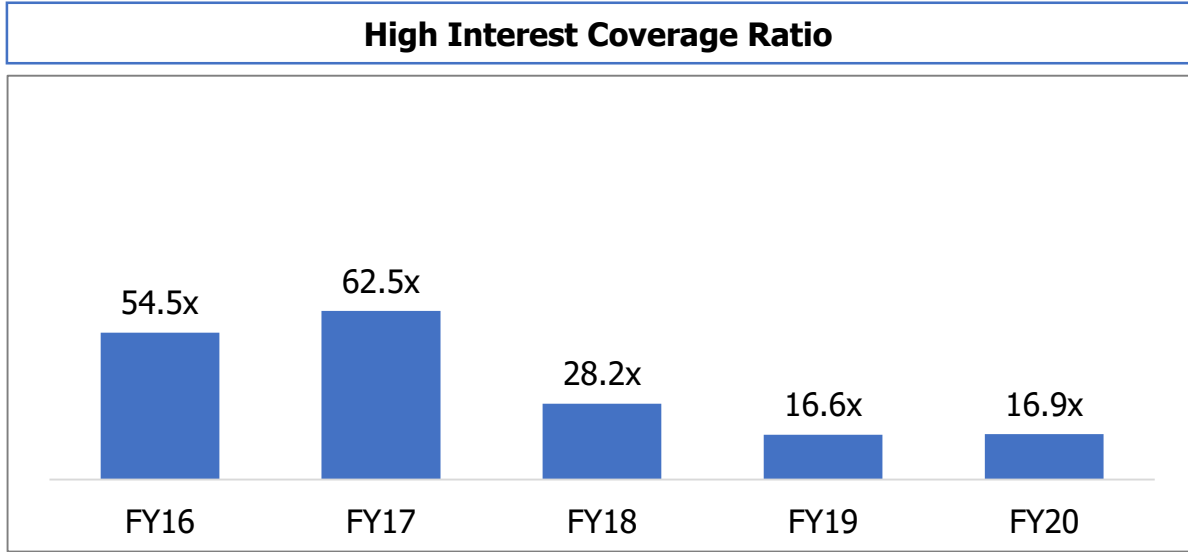
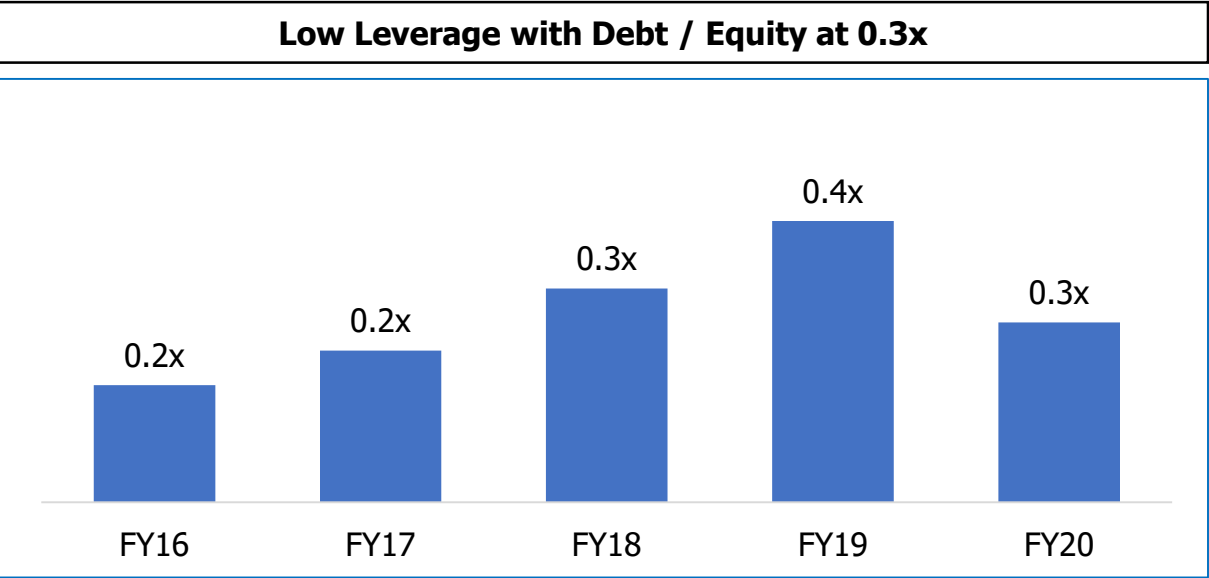
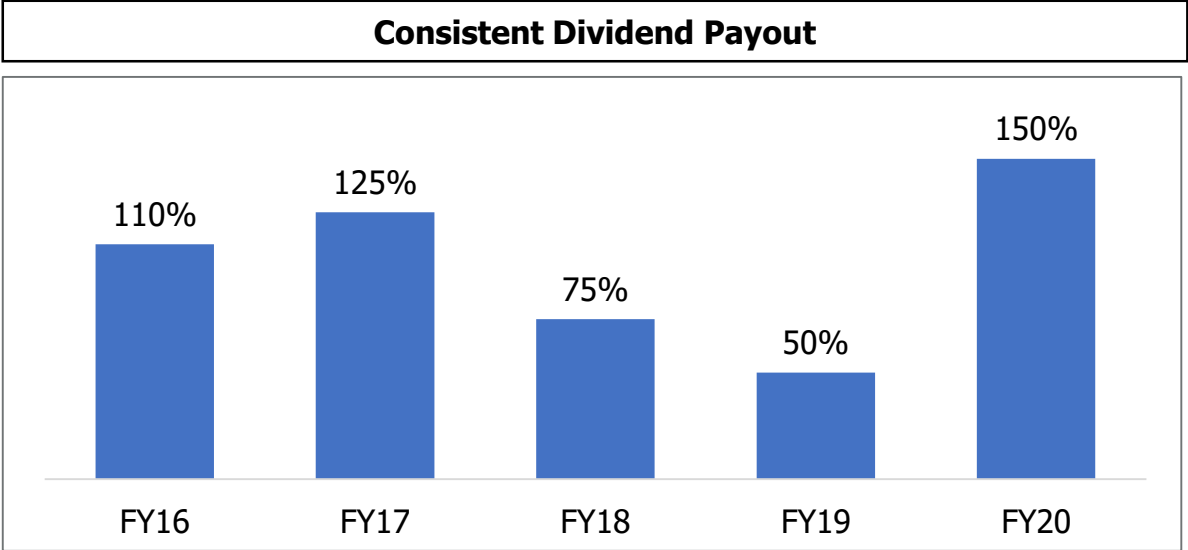
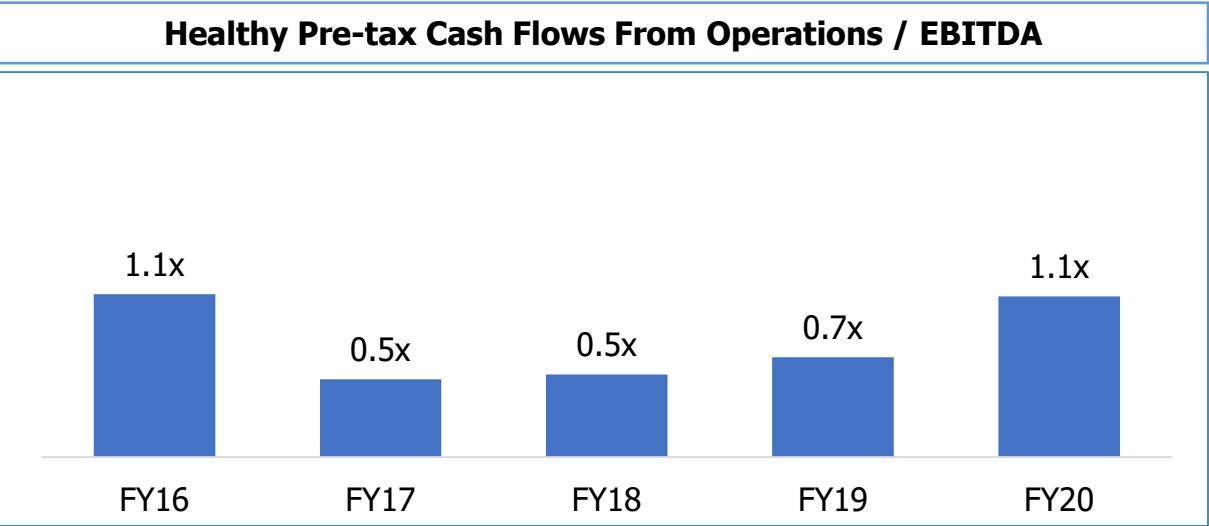
(INR in Lakh)

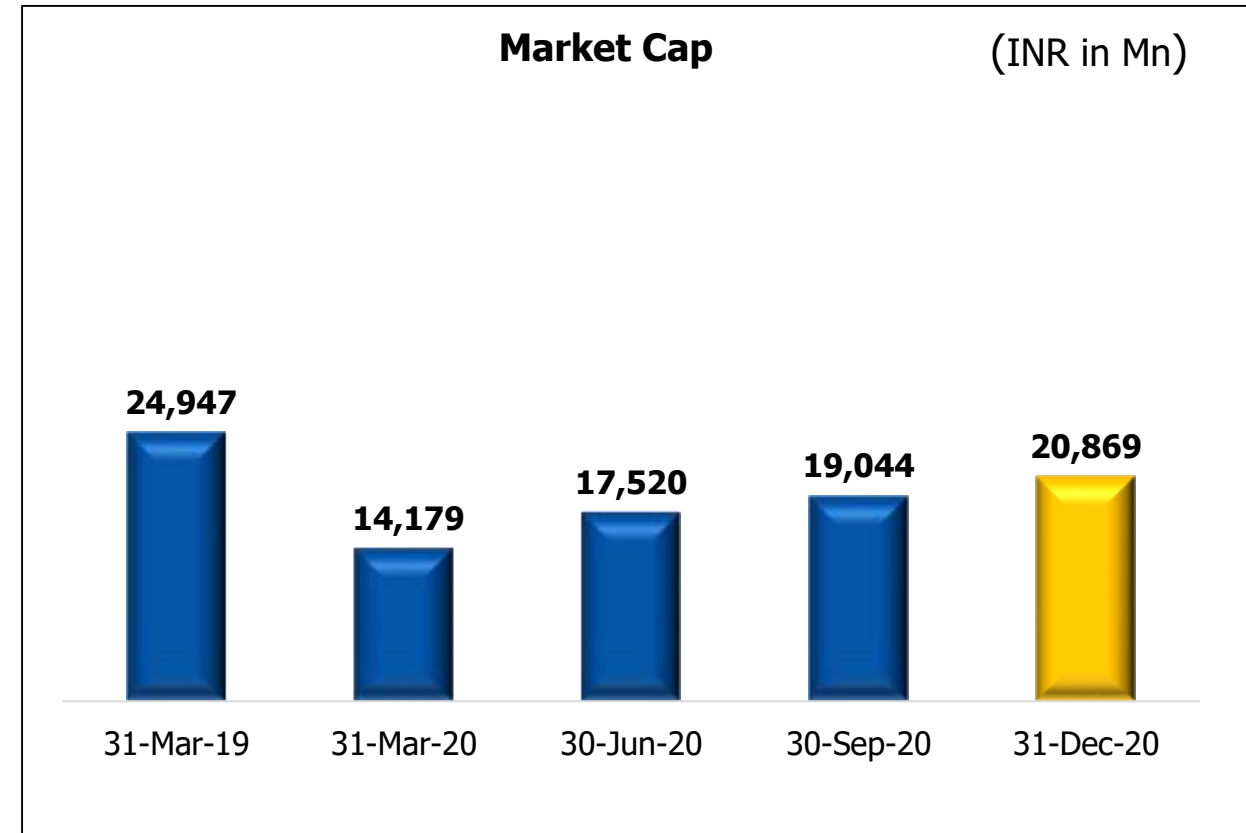
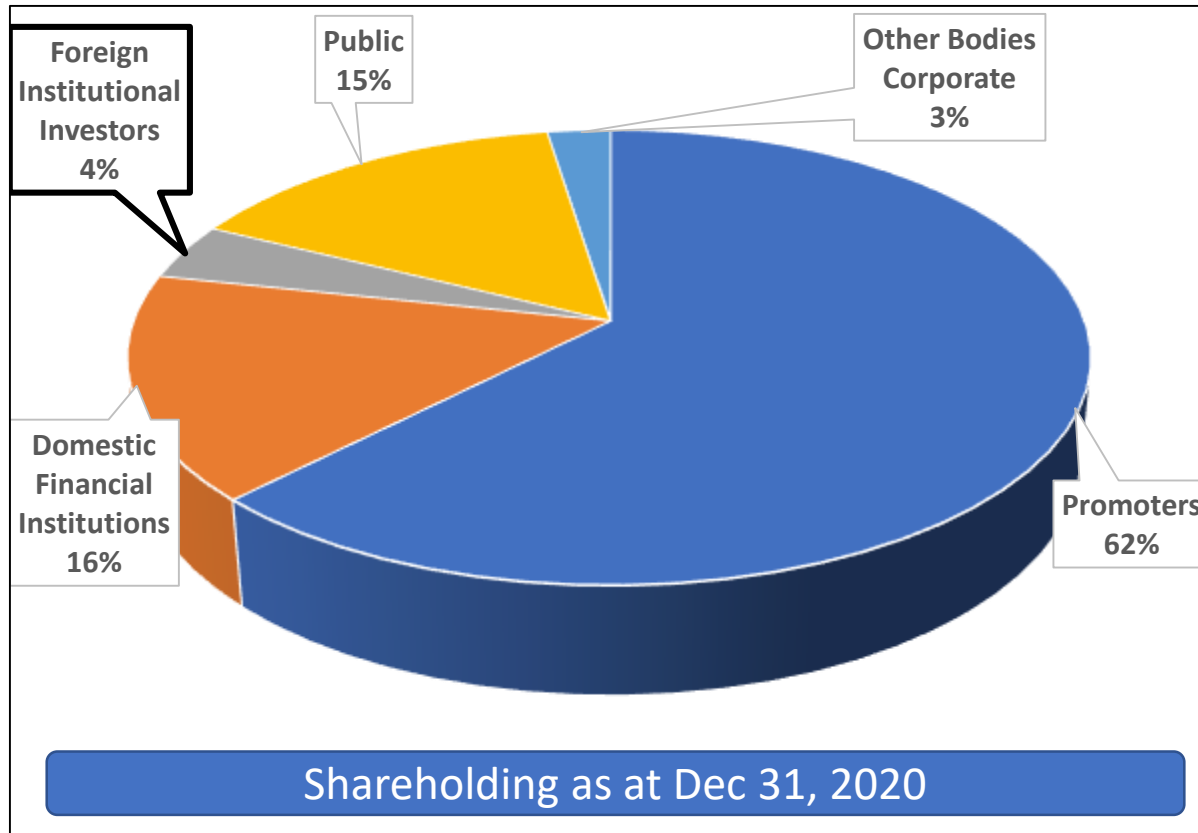


Note: EBITDA Margins % and PAT Margins % adjusted for non cash impairment charge and other non-recurring costs.

(₹ in Lakh)







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

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