



Knowledge is wealth

Investor Presentation

As On 30th Sep 2020



A Premium Education House

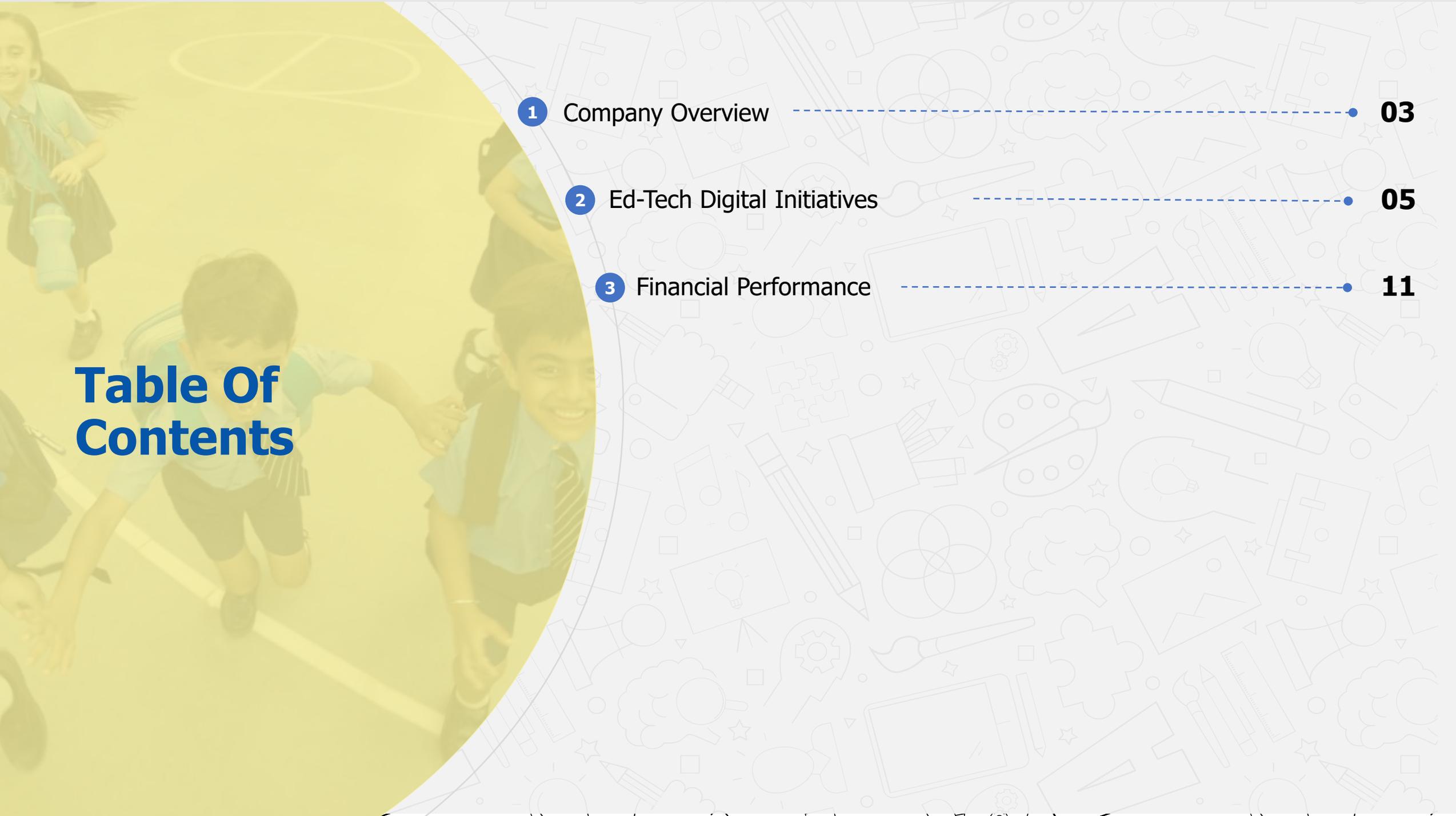


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COMPANY OVERVIEW

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.



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

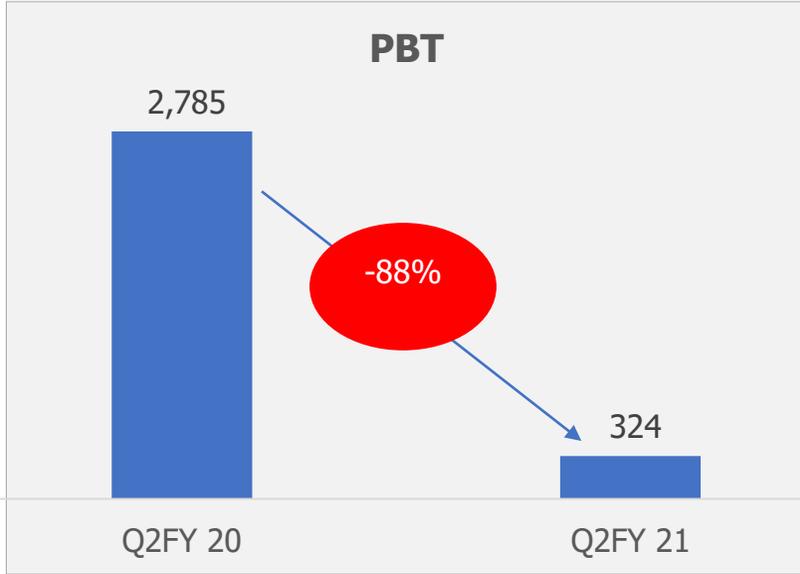
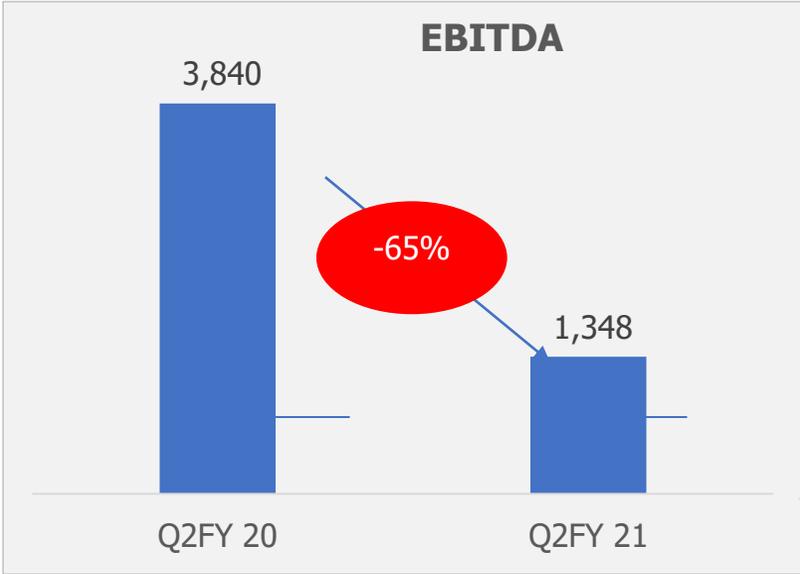
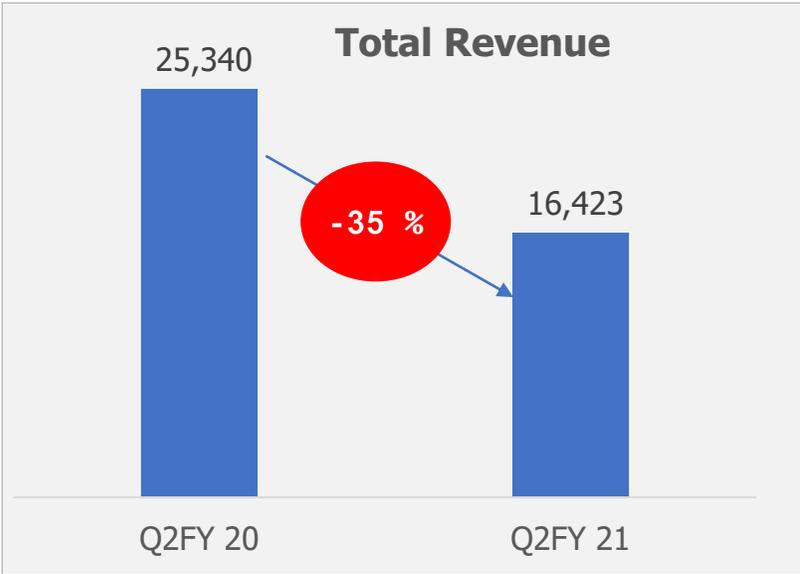
The background features a large circular area on the left showing students in school uniforms running on a track. The rest of the background is a light gray color with a repeating pattern of white line-art icons representing various educational fields like science, art, and technology.

FINANCIAL PERFORMANCE Q2FY21

SEGMENTAL REVIEW – Q2 of FY'21



(INR in Lacs)

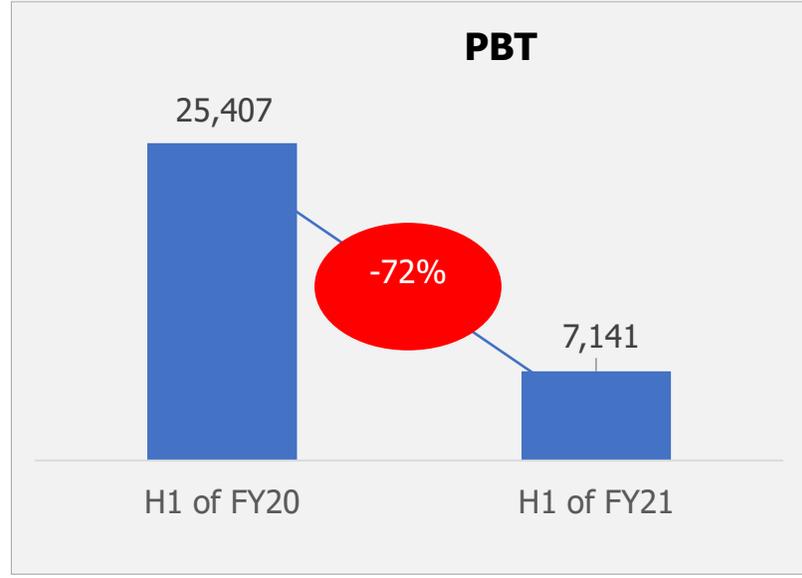
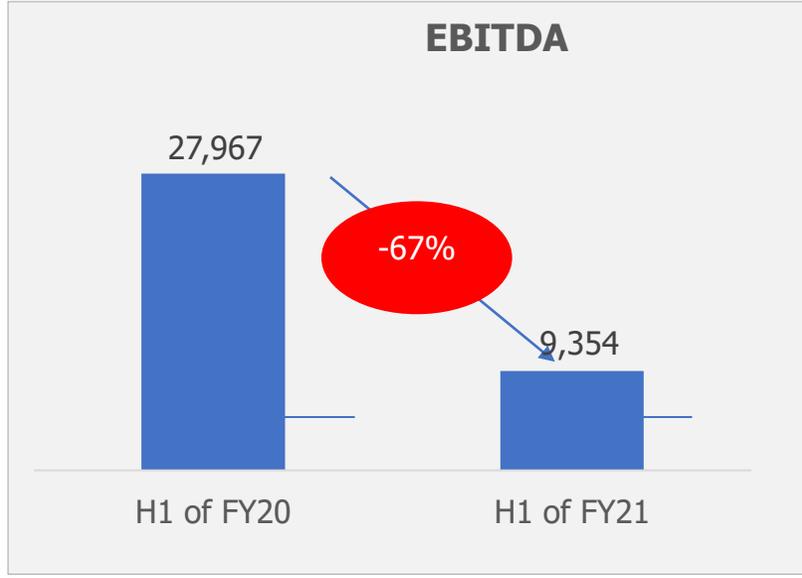
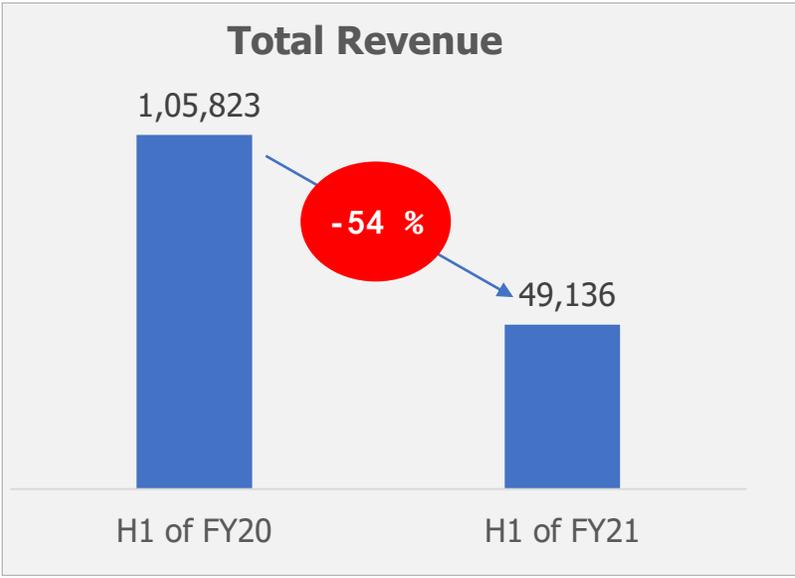


Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
Q2 FY21	5,503	831	9,630
Q2 FY20	12,765	2,294	9,571

SEGMENTAL REVIEW – YTD of FY'21



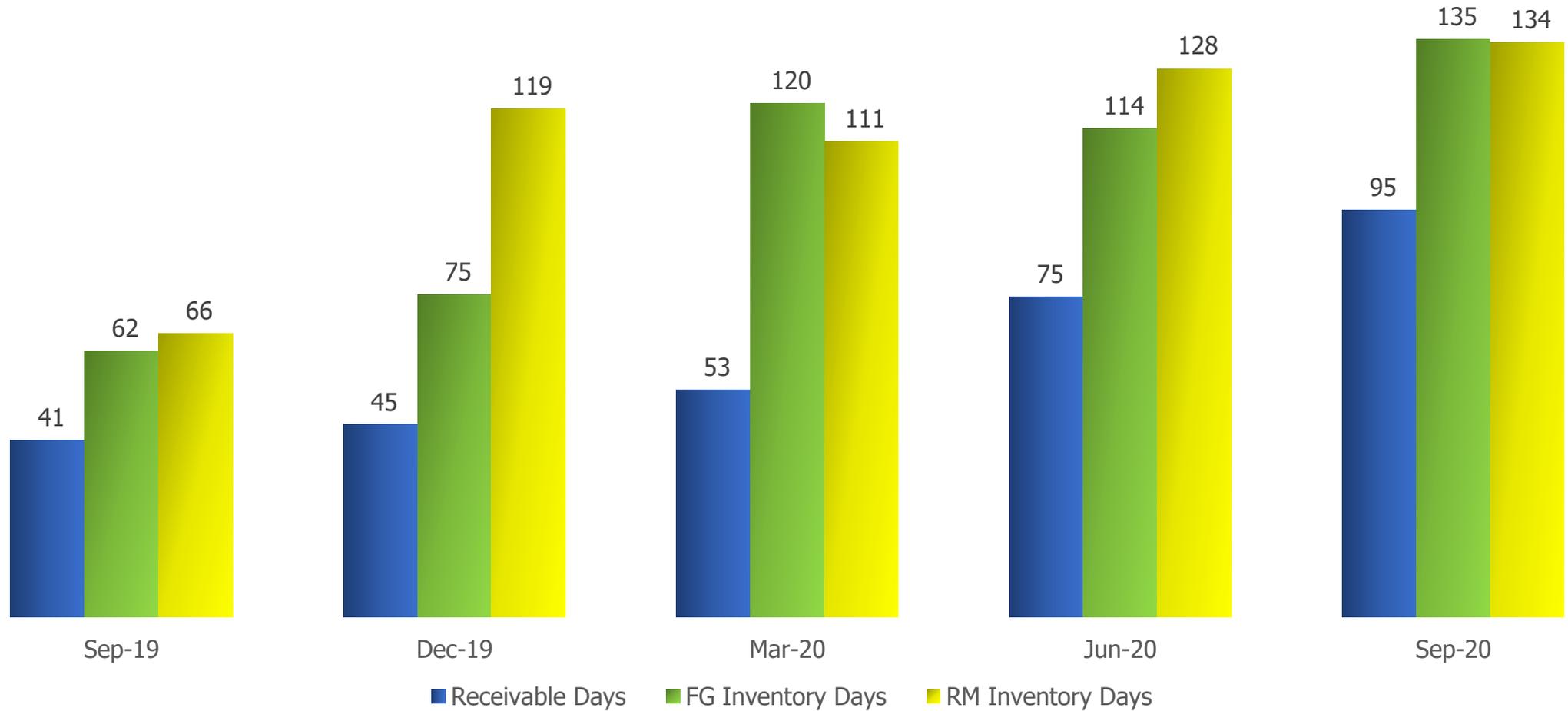
(INR in Lacs)



Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
	<p>68%</p>	<p>59%</p>	<p>28%</p>
YTD FY21	17,862	5,443	25,100
YTD FY20	55,983	13,238	34,875

STANDALONE FINANCIAL RESULTS – Q2 and YTD of FY'21

Particulars	Qtr. Ended Sep 20				YTD Ended Sep 20			
	Q2 FY 21	% of Rev	Q2 FY 20	% of Rev	YTD FY 21	% of Rev	YTD FY 20	% of Rev
Income from Operations	15,994	-35.1%	24,677		48,481	-53.4%	1,04,176	
Other Income	429		663		655		1,647	
Total Revenue	16,423		25,340		49,136		1,05,823	
COGS	7,574		12,346		24,496		54,116	
Employee benefits	3,362		3,832		6,600		7,663	
Other General Overheads	4,139		5,322		8,686		16,077	
Total Expenses	15,075	94.3%	21,500	87.1%	39,782	82.1%	77,856	74.7%
EBITDA	1,348	8.4%	3,840	15.6%	9,354	19.3%	27,967	26.8%
Depreciation	865		877	3.6%	1,694	3.5%	1,681	1.6%
EBIT	483		2,963		7,660		26,286	
Finance cost	159		178		519		879	
PBT	324	2.0%	2,785	11.3%	7,141	14.7%	25,407	24.4%
Tax	97		(1,465)		1,849		6,414	
PAT	227	1.4%	4,250	17.2%	5,292	10.9%	18,993	18.2%
Other Comprehensive Income (OCI)	426		(303)		1,131		(621)	
Total Comprehensive Income (TCI)	653	4.1%	3,947	16.0%	6,423	13.3%	18,372	17.6%



	Revenue from Ops		Summary of EBITDA		Summary of PAT	
	YTD of FY'21	YTD of FY'20	YTD of FY'21	YTD of FY'20	YTD of FY'21	YTD of FY'20
NEL	48,481	1,04,176	9,354	27,968	5,292	18,995
eSense	443	1,359	(380)	130	(653)	(119)
Indiannica	739	946	(1,243)	(1,262)	(1,709)	(2,044)
NLLP	-	-	(0)	(0)	(0)	(0)
NHKL	119	85	(2)	(1)	(2)	(1)
K12					(137)	80
K12 Diminution Gain					3,279	
Inter co Adjust	(209)	(84)	(114)	(191)	(94)	(23)
Total	49,572	1,06,482	7,615	26,643	5,977	16,887

During the quarter and half year ended 30th September 2020, the Group has 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 is accounted during the quarter and half year ended 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 classified under item X, Tax Expenses under the sub heading deferred tax.

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 November. The Company is closely monitoring the movement and shall ensure that the Business is not lost.

eSense (E-Learning)

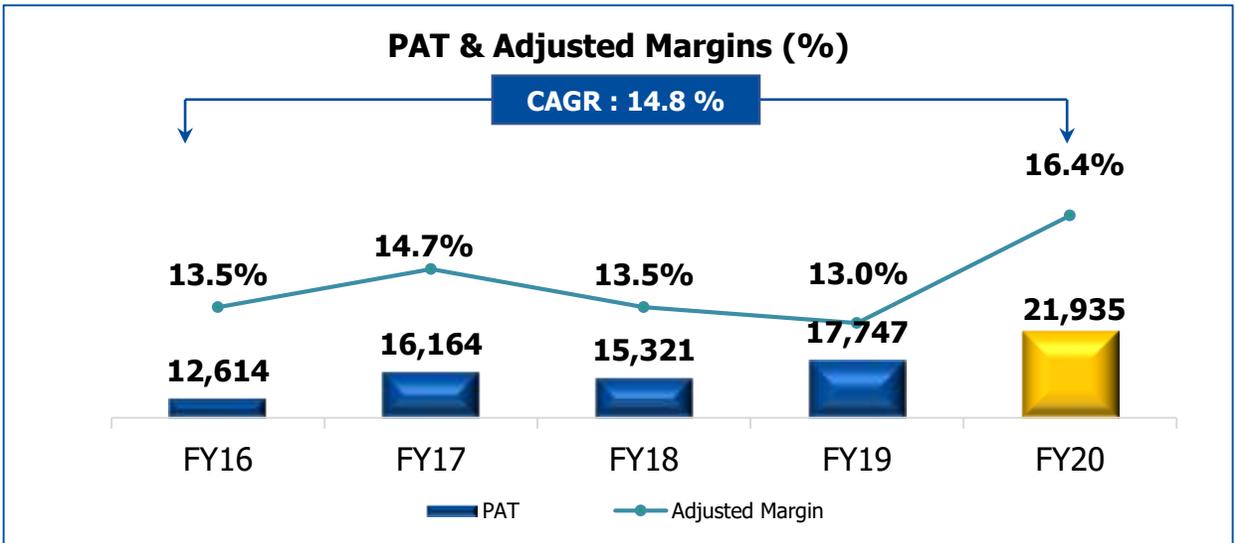
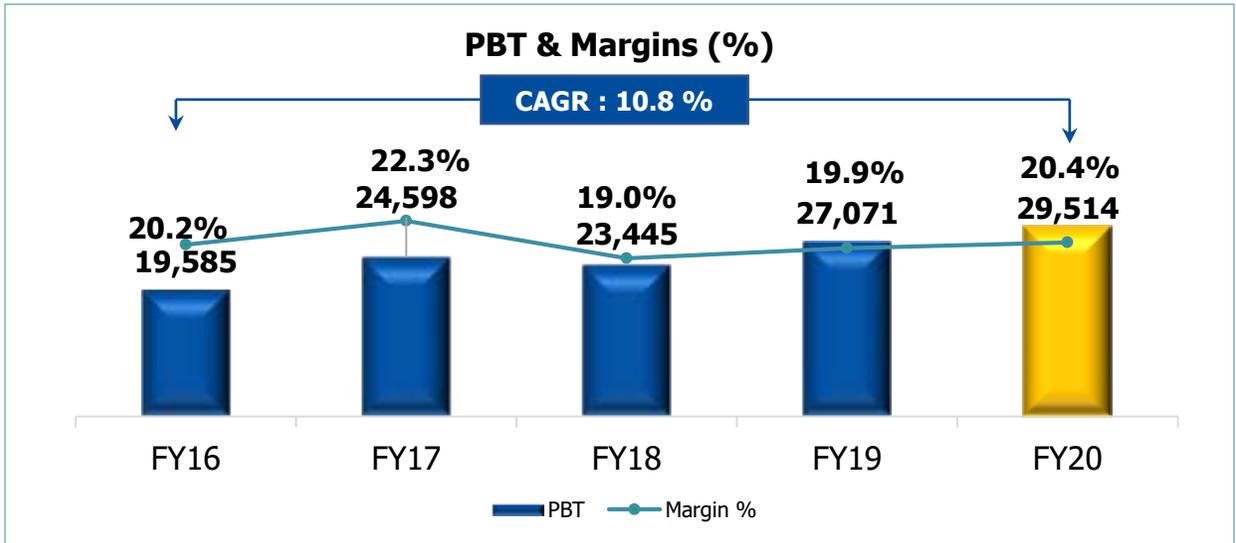
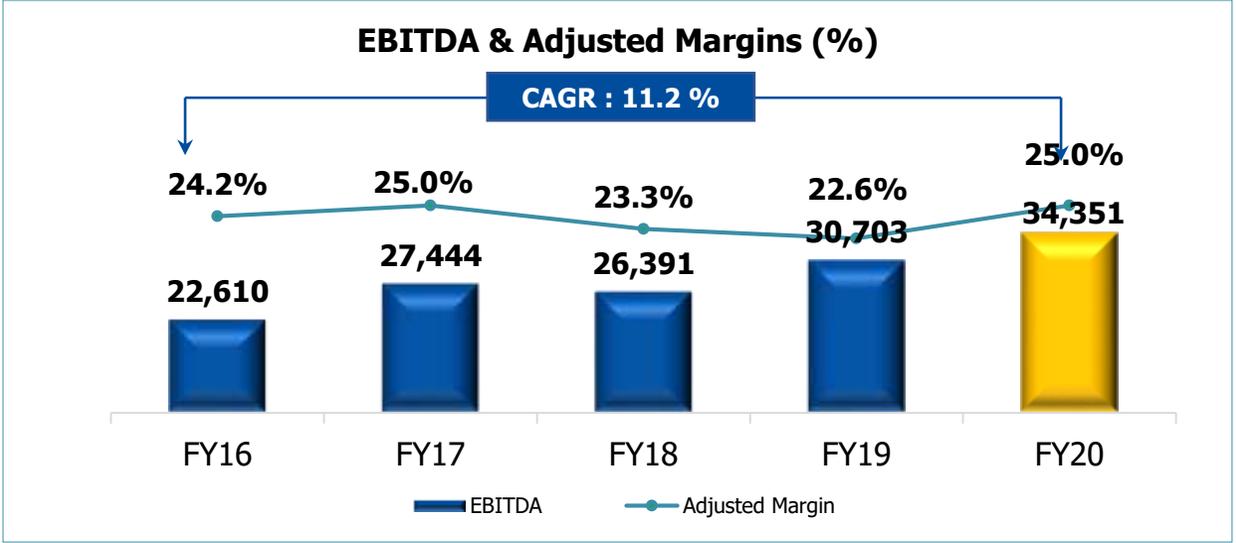
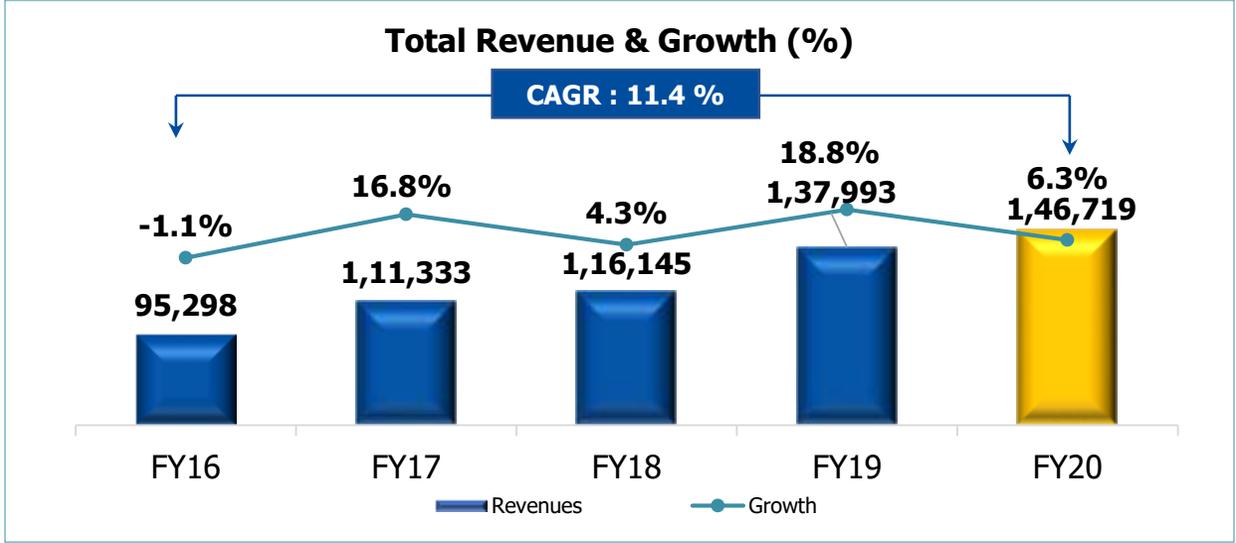
The demand for online education has increased during this lock down period. More than 470 schools have started inquiring our Top-Class product and have started placing orders. Our outlook for this Business seems to be bright.

Stationery & Exports

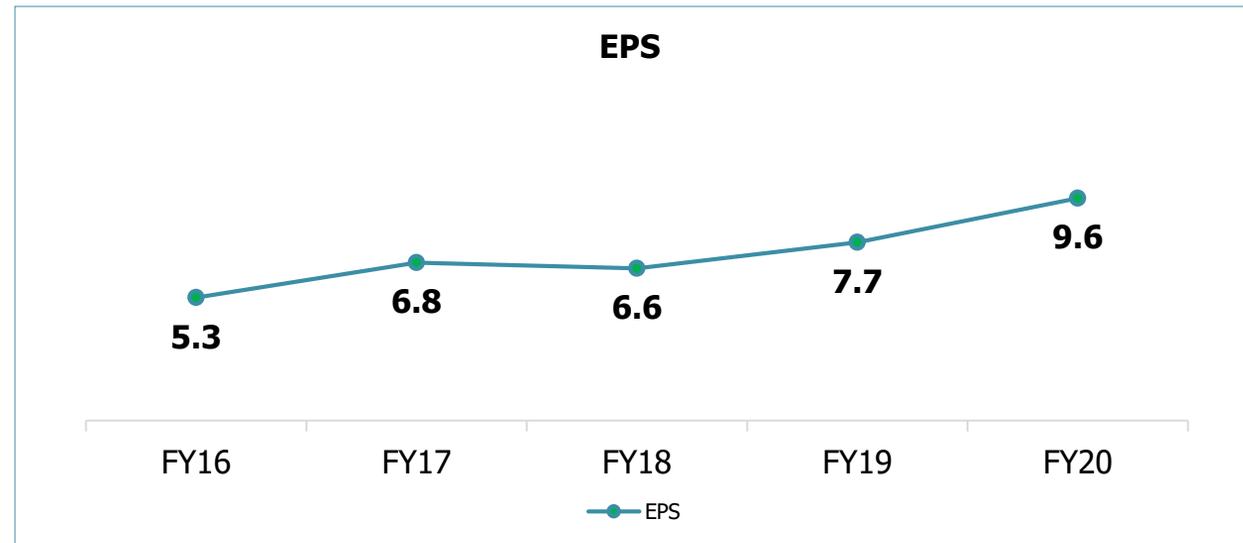
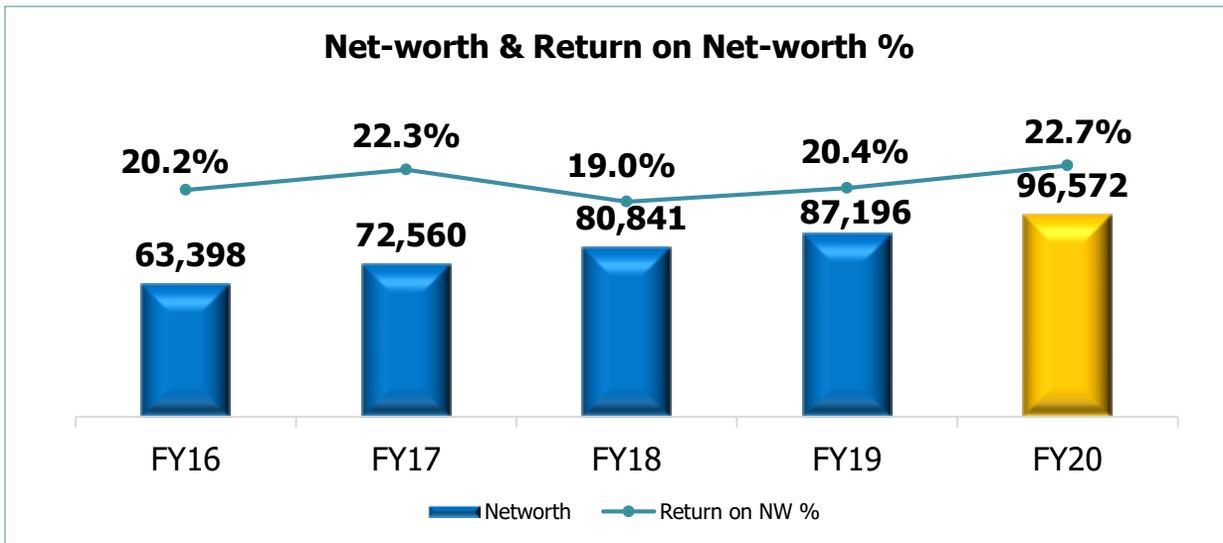
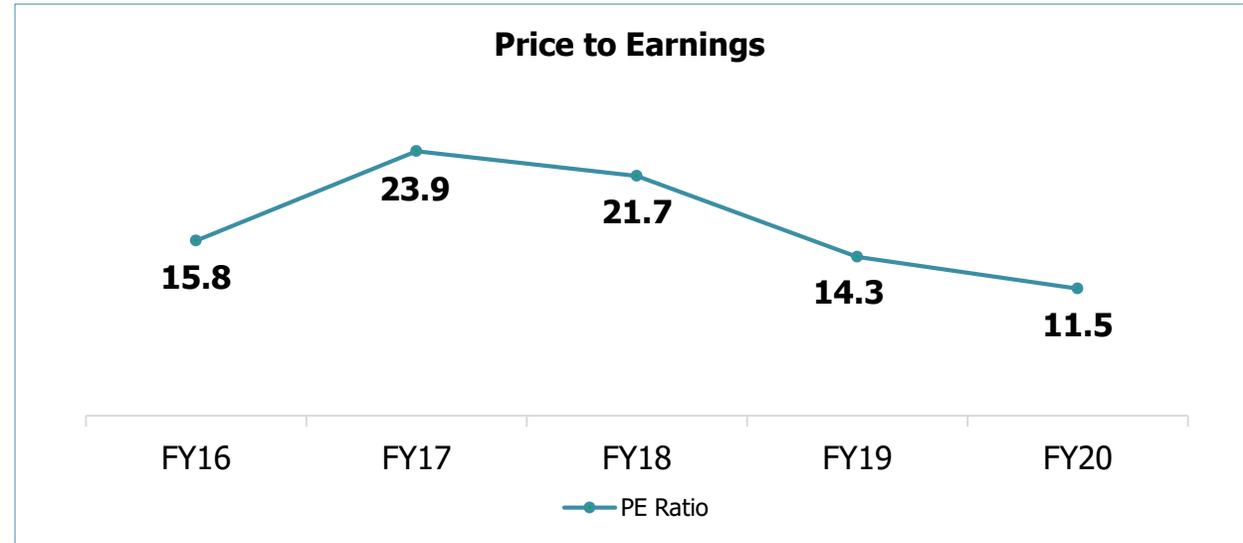
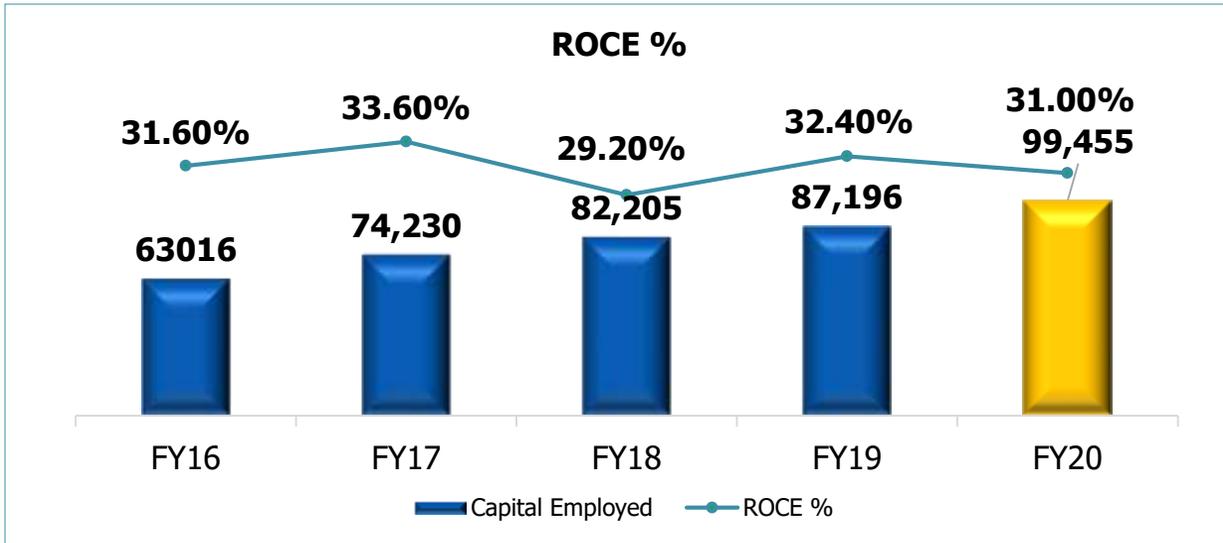
Exports will continue to grow at a good pace backed by orders. Due to Lockdown there were few orders which were cancelled as we could not cater to them due to our factories being closed.

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.



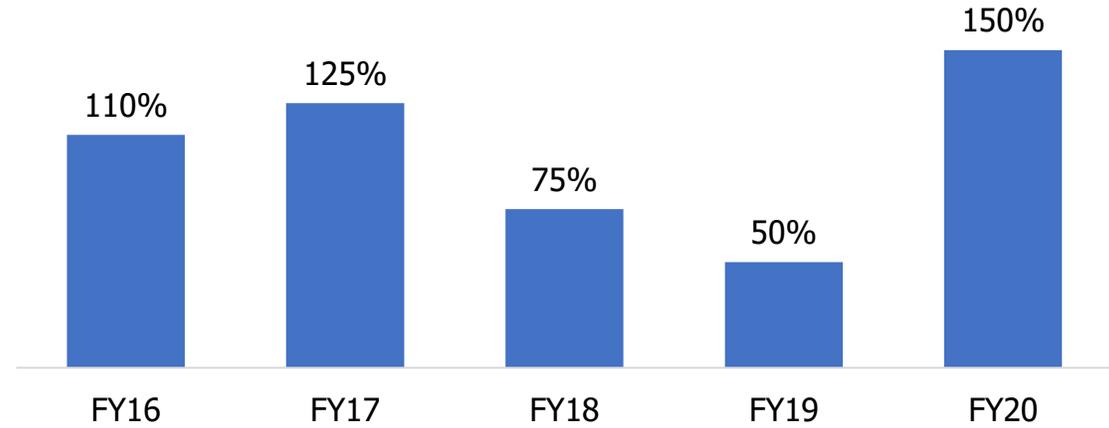
HIGH CASH FLOW GENERATION, LOW LEVERAGE AND CONSISTENT DIVIDEND PAYOUT



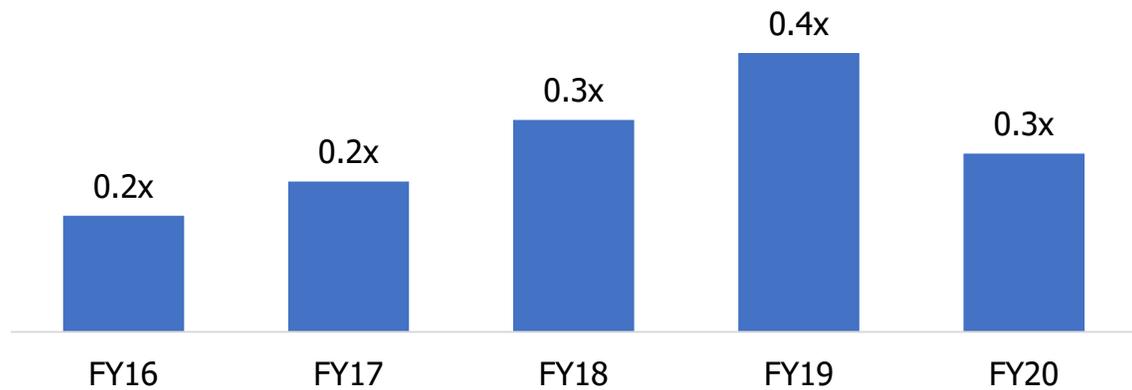
Healthy Pre-tax Cash Flows From Operations / EBITDA



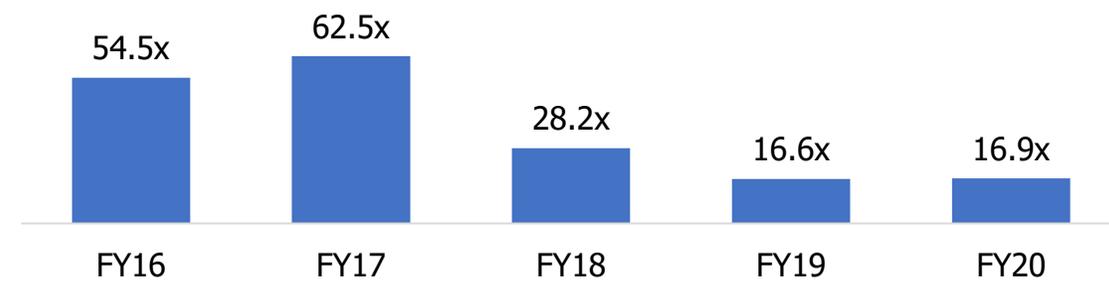
Consistent Dividend Payout

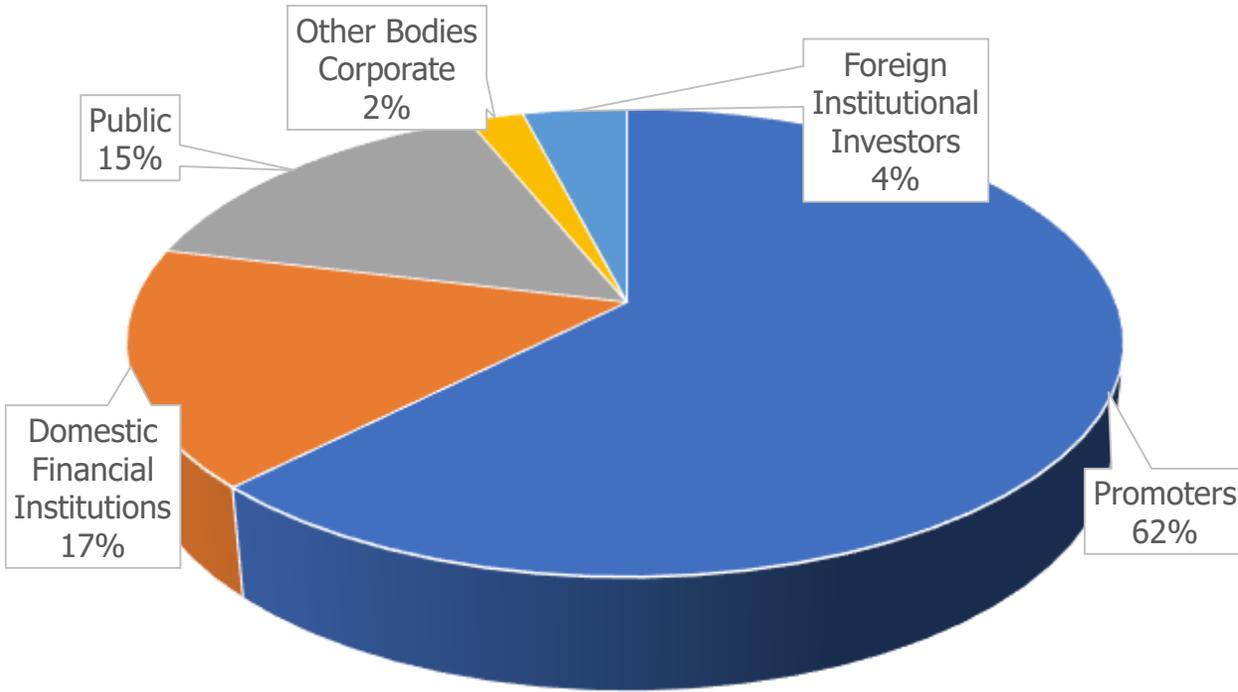


Low Leverage with Debt / Equity at 0.3x

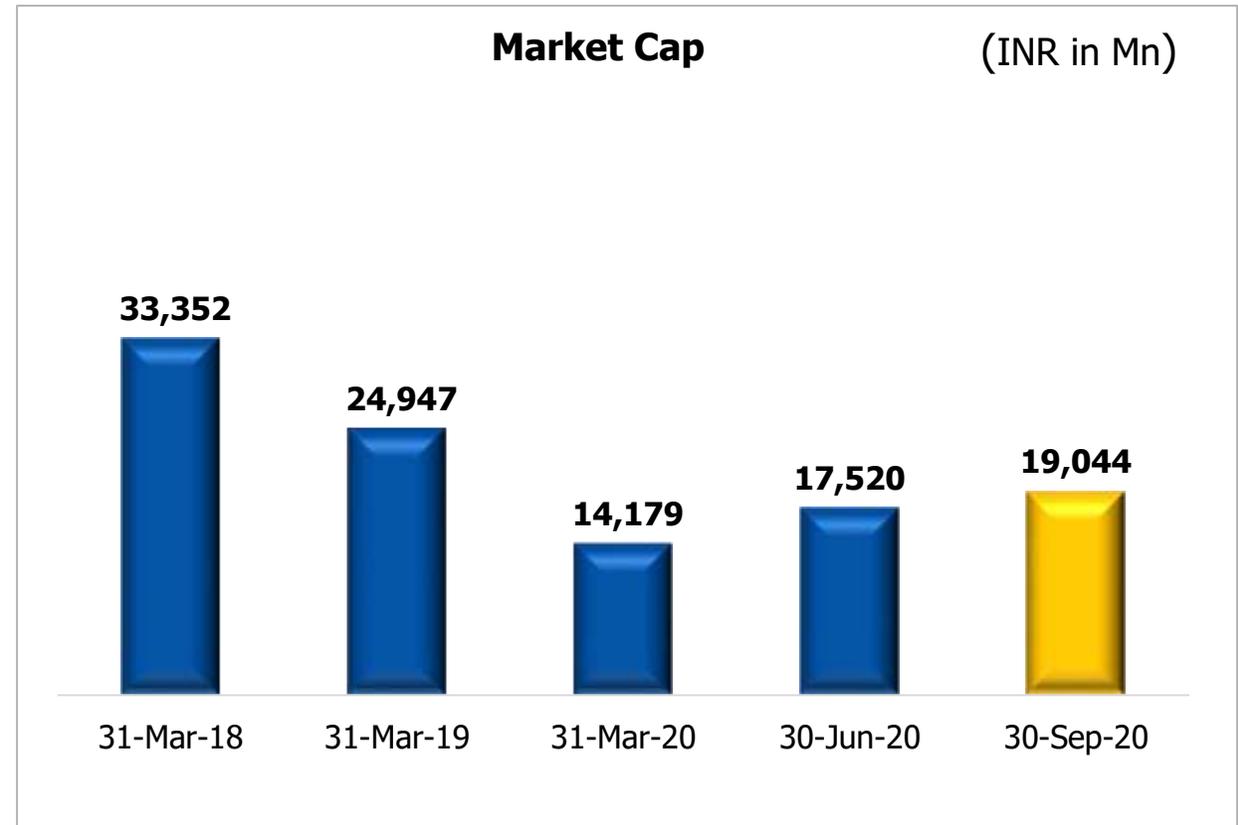


High Interest Coverage Ratio





Shareholding Pattern



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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