



Knowledge is wealth

A PREMIUM EDUCATION HOUSE

Investor Presentation

as on Dec 31, 2021





**Company
Overview**

**Industry
Overview**

Financials

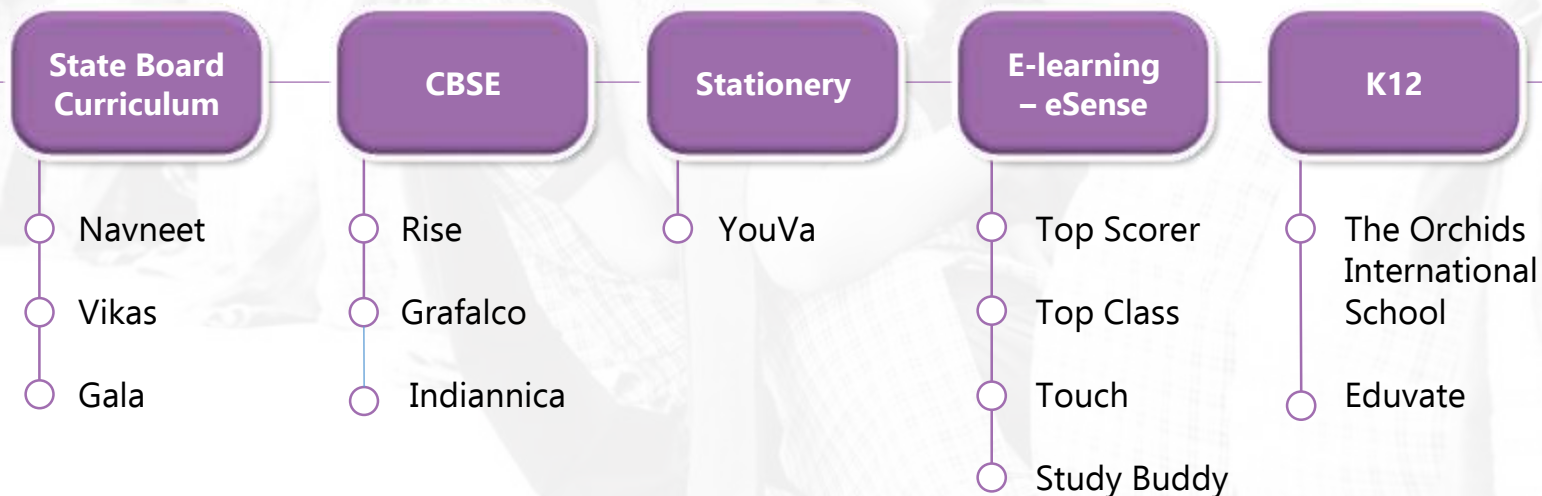
About us

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.



OUR BRANDS



Key Facts

35 Mn+

Students using
Navneet products

5

Mediums / Languages
for State Board
Publications

5,500+

No. of Titles

350+

Hours of Digital Library

25,000+

No. of State Board
Schools visited
annually

4,000+

Digital Classrooms

8,500+

CBSE / ICSE Schools
visited annually

3,000+

No. of
Employees

300+

No. of Authors

3

Printing /
Manufacturing
Locations

2

Presence in States
for Supplementary
Books

48,000+

Presence in Retail
Outlets for Stationery
in India

**1 Lakh+
Tons**

Paper consumed

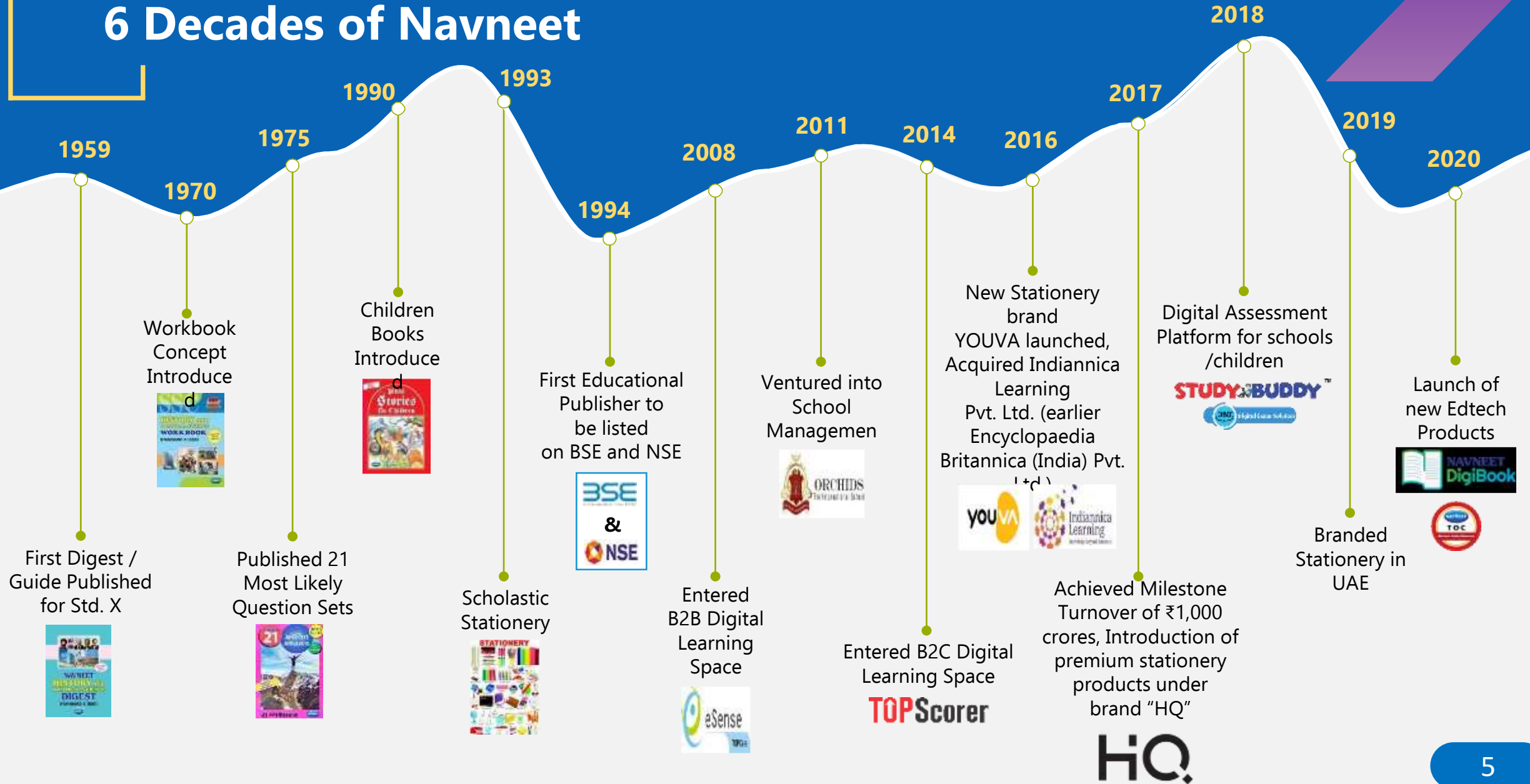
600+

SKU's in Stationery

25+

Presence in Countries
for Paper Stationery

6 Decades of Navneet



Global Presence



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

6. Puerto Rico
7. Costa Rica
8. Panama
9. Ireland
10. Norway

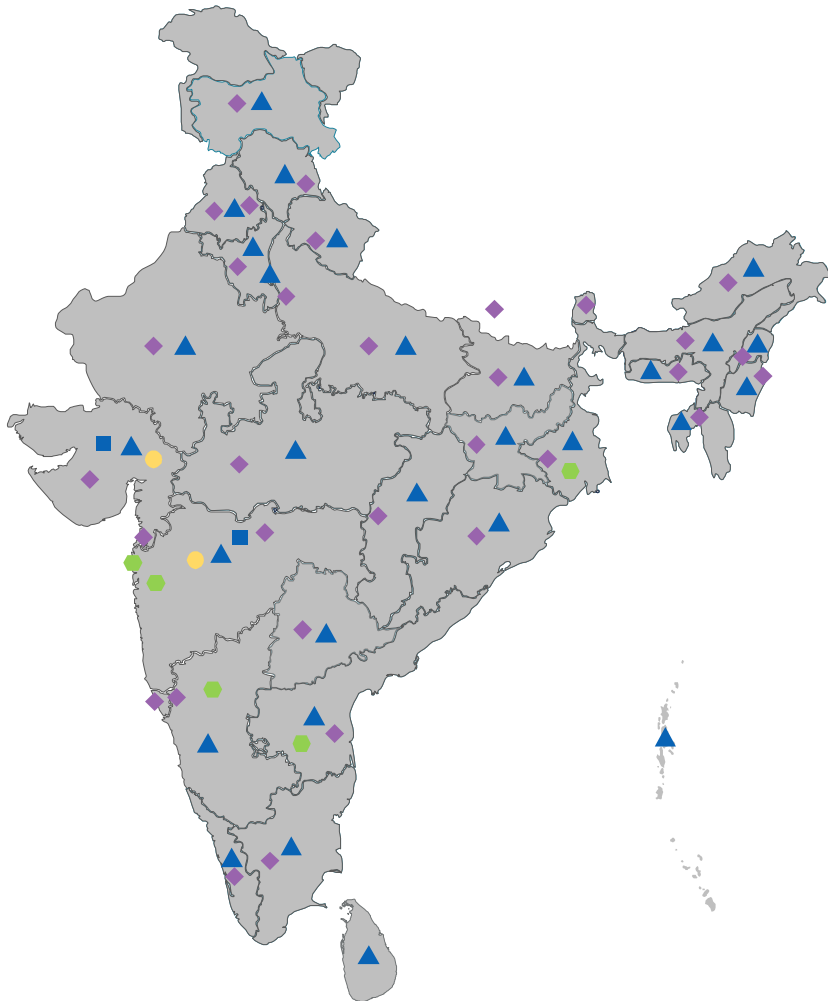
11. Sweden
12. Denmark
13. Germany
14. U.K.
15. Spain

16. Turkey
17. Ethiopia
18. Kenya
19. Rwanda
20. Tanzania

21. Zambia
22. Madagascar
23. South Africa
24. New Zealand
25. UAE

26. Trinidad & Tobago
27. Mozambique
28. Congo
29. Senegal
30. Ivory Coast
31. Ghana

Navneet's Presence



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, Goa, Gujarat, Dadra & Nagar Haveli, Diu & Daman, Madhya Pradesh, Chhattisgarh, West Bengal, Bihar, Jharkhand, Orissa, Rajasthan, Delhi, Haryana, Chandigarh, Punjab, Himachal Pradesh, Uttar Pradesh, Uttarakhand, Jammu & Kashmir, Karnataka, Kerala, Tamil Nadu, Andhra Pradesh, Telangana, Andaman & Nicobar, Assam, Meghalaya, Manipur, Tripura, Nagaland, Arunachal Pradesh, Sikkim, Nepal

eSENSE Learning



Indiannica Learning

SCHOOLS VISITED ANNUALLY

8,500+
Schools

CURRICULUM

CBSE,
ICSE, SSB

EMPLOYEES

220+

LOCATIONS

Pan-India
School Presence



TARGET REACH

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



- o Extensive product catalogue comprising educational, instructional and information products & technology solution.
- o Offers specialized curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials.
- o Key export markets include Sri-Lanka, Nepal and GCC.

K12 Techno Services



42
No. of Schools
(CBSE/ICSE)

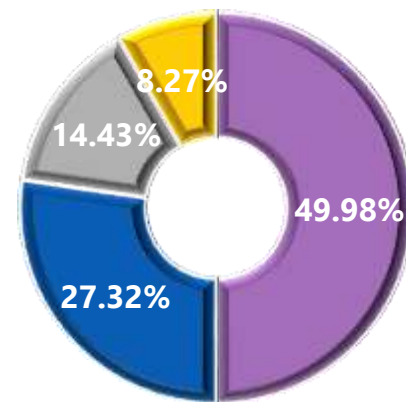
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Locations

29,200+
No. of Students

58,300+
Capacity

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

SHAREHOLDING



- Sequoia Capital
- Navneet Learning LLP
- Sofina Ventures
- Sorting Hat Tech

Locations	No. of Schools
Bangalore (16 schools + 1 College)	17
Mumbai	12
Hyderabad	2
Pune	6
Kolkata	1
Chennai	2
Gurgaon	2
TOTAL	42

Navigating the next strategy – The Digital Shift



Navneet Digibook

- Launched in **Dec'20**

Leapbridge Kids Platform (Age group-2-8 yrs)

- It is being built for a **best-in-class hybrid** (Kit + Digital) learning experience
- A pre-set learning journey according to the curriculum, customized to the child's needs and abilities Emphasis on active learning and a balance between kit and **digital interface**

Gennext

Tutoring Platform

Tinkerly

STEM Learning and coding platform

Be-Galileo

Math Learning Platform

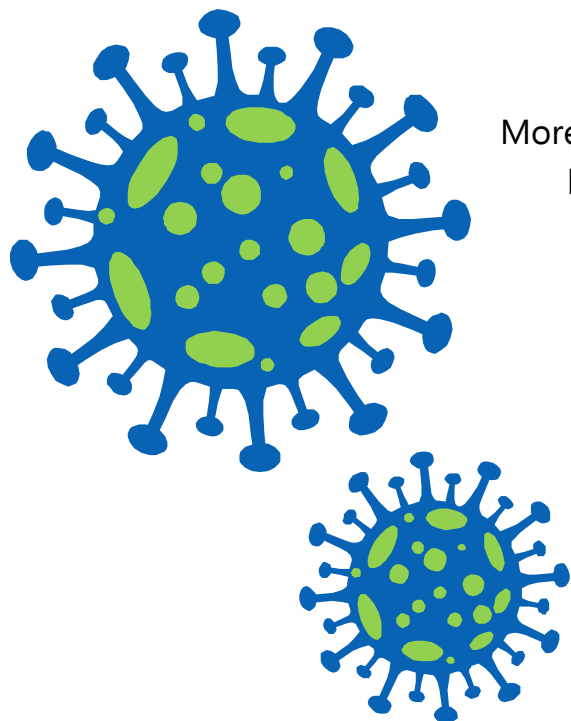


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Financials

COVID Impact on Education 1/2



More than 1.5 million schools in India are closed amidst the pandemic and there are many obstacles in rolling out a large-scale digital education program

1

2

According to a 2019 government survey, only 24% of the households have internet access

In small towns and villages, only 4% of the population has access to the internet

3

4

The Education Ministry slashed its digital e-learning budget from Rs 604 crores in FY20 to Rs 469 crores in FY21 – the year in which the pandemic struck

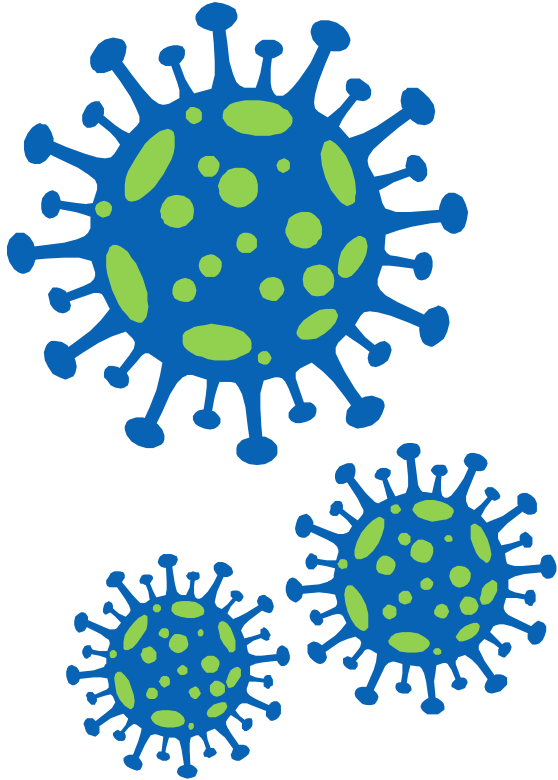
The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools

5

6

In India, almost 320 million students have been affected by school closures (UNESCO, 2020a). However, only 37.6 million students in 16 states are continuing their academics via online and radio programmes (UNICEF, 2020a)

COVID Impact on Education 2/2



Even with the rise of digital learning methods, there are many students who cannot avail these services. These include students with disabilities, belonging to minorities, coming from migrant or refugee camps and the ones living in the most remote parts of the country

7

Numerous challenges have surfaced, including access to capital, merging technology efficiently into business models and training teachers for digital platforms

8

The disruption in school services has led to a severe impact on the health of 115 mn children who received Mid Day Meal (MDM) on a daily basis

9

10

Schools lack the infrastructure to maintain social distancing

In West Bengal, child labour amongst school-going children has risen by 105 per cent during the COVID pandemic

11

Edtech Key Growth Drivers in India



Value Proposition



Fast-paced EdTech adoption in a post-Covid-19 world

Strong balance sheet and good liquidity

Pool of promising talent

Customer-centric products

Healthy partnerships

Integrating content, products and IPs to make the business more valuable

High-quality and cost-effective products leading to better access and results



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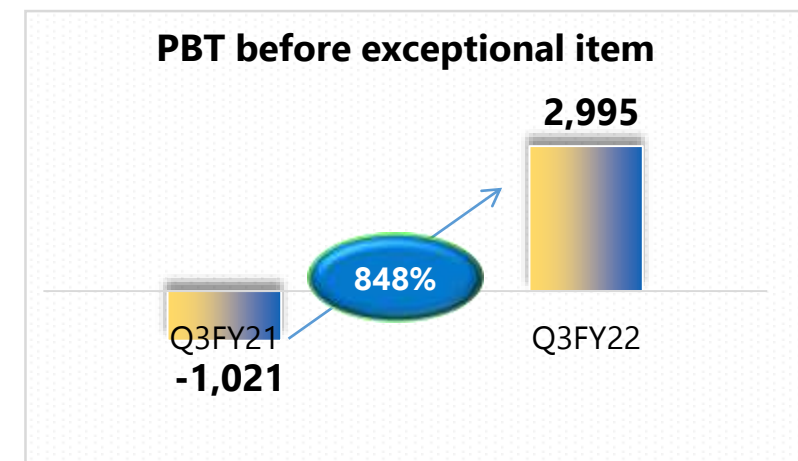
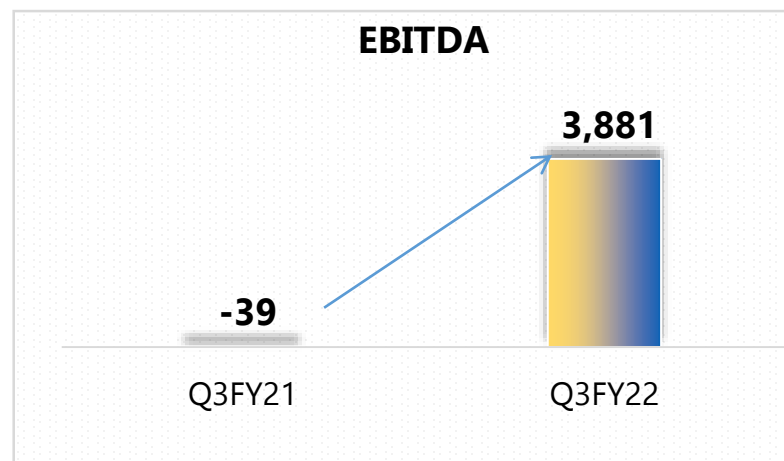
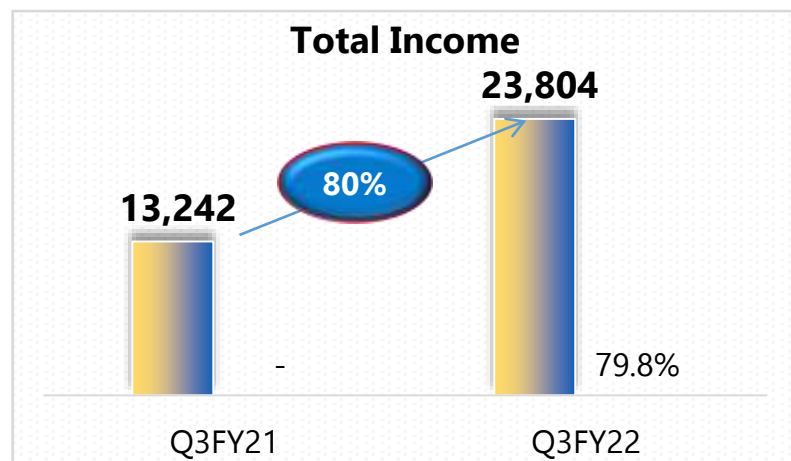
STANDALONE FINANCIAL RESULTS – Q3 and YTD FY22

INR in Lacs

Particulars	Qtr. Ended Dec' 21				YTD Ended Dec'21			
	Q3FY22	% of Rev	Q3FY21	% of Rev	YTD FY22	% of Rev	YTD FY21	% of Rev
Income from Operations	23,524	84.6%	12,739		78,265	27.8%	61,220	
Other Income	280		503		1,759		1,158	
Total Income	23,804		13,242		80,024		62,378	
COGS	11,000		5,992		38,403		30,488	
Employee benefits	3,884		3,412		11,205		10,012	
Other General Overheads	5,039		3,877		15,697		12,563	
Total Expenses	19,923		13,281		65,305		53,063	
EBITDA	3,881	7.0%	(39)	-0.3%	14,719		9,315	
Depreciation	823		893		2,439		2,587	
EBIT	3,058		(932)		12,280		6,728	
Finance cost	63		89		271		608	
PBT before exceptional item	2,995	3.2%	(1,021)	-8%	12,009		6,120	
Exceptional Items	4,580		-		4,580		-	
Tax	2,108		(262)		4,413		1,587	
PAT	5,468		(759)		12,176		4,533	
Other Comprehensive Income (OCI)	180		71		(106)		1,202	
Total Comprehensive Income (TCI)	5,648		(688)		12,070		5,735	

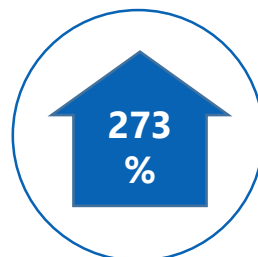
STANDALONE FINANCIAL RESULTS – Q3FY22

INR in Lacs

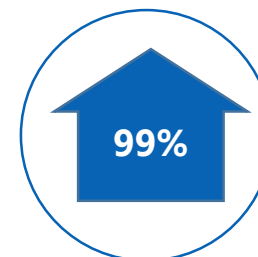


Segmental Revenue

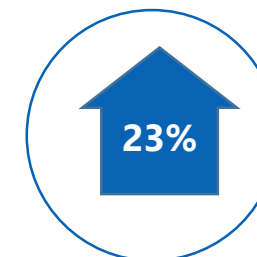
Publications



Stationery - Domestic



Stationery - Exports

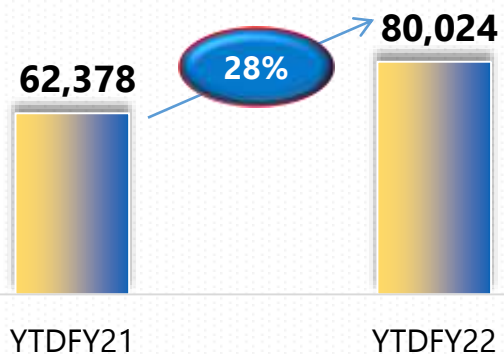


Q3 FY22	9,446	3,957	10,040
Q3 FY21	2,531	1,990	8,176

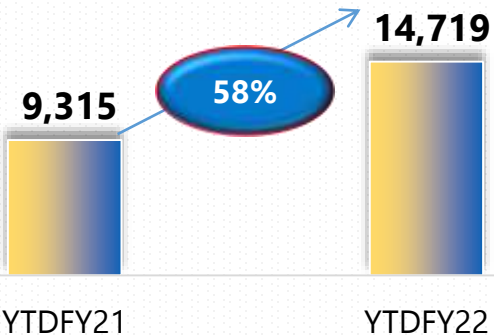
STANDALONE FINANCIAL RESULTS – YTDFY22

INR in Lacs

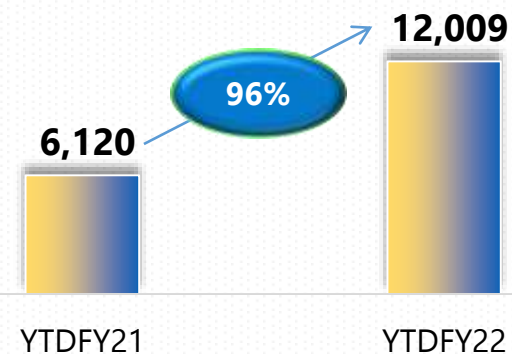
Total Income



EBITDA

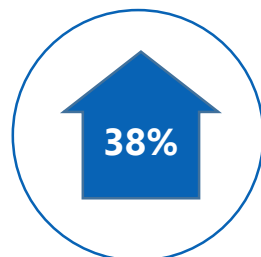


PBT before exceptional item

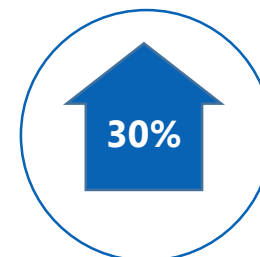


Segmental Revenue

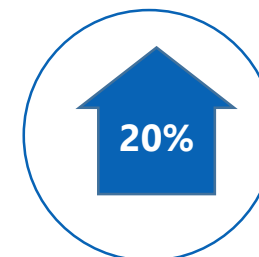
Publications



Stationery - Domestic



Stationery - Exports



YTD FY22

28,222

9,654

40,026

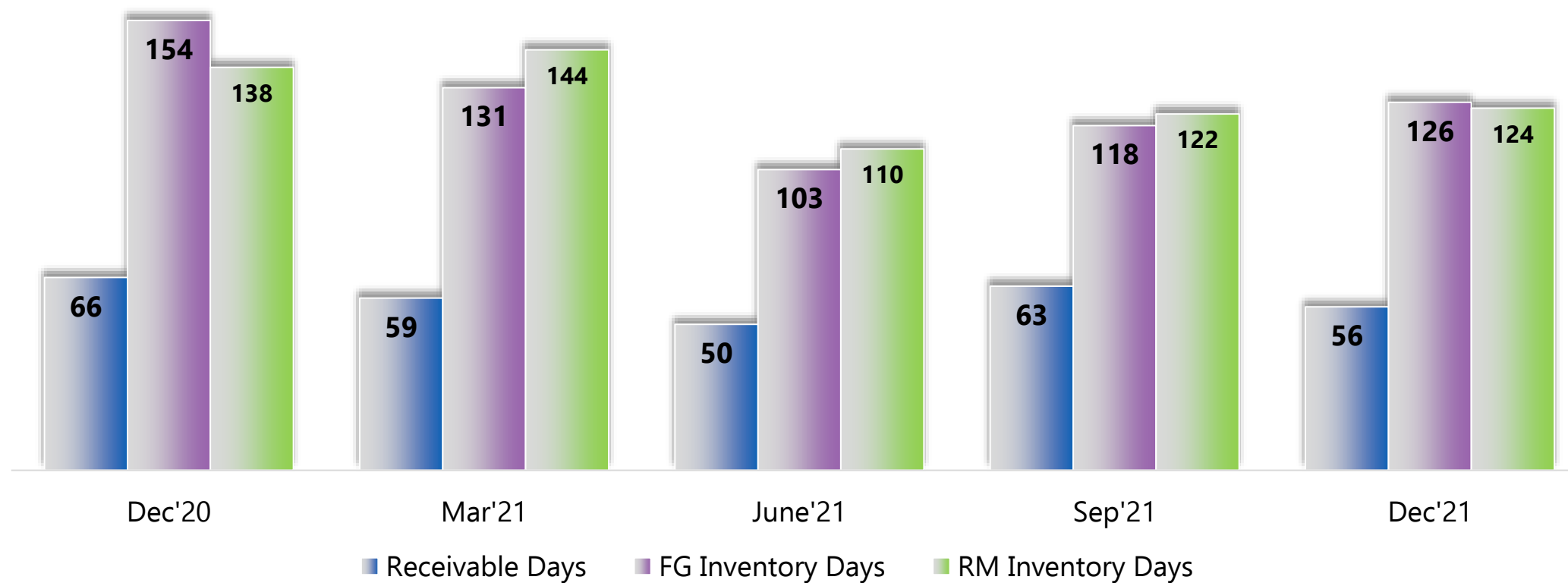
YTD FY21

20,393

7,433

33,276

Working Capital Cycle



CONSOLIDATED PERFORMANCE FOR YTD FY22

INR in Lacs

Revenues from Operations

Particulars	YTD FY22	YTD FY21
NEL	78,265	61,220
eSense	662	613
Indiannica	791	325
NLLP	-	-
NHKL	421	108
GeNext	20	-
NTVPL	-	-
K12	-	-
Exceptional Item	-	-
Inter co Adjust	(939)	(373)
Total	79,220	61,892

PBT

YTD FY22	YTD FY21
12,009	6,120
(1,133)	(1,061)
(2,780)	(3,443)
(0)	(0)
2	(5)
(174)	-
(17)	-
(1,413)	324
7,523	4,252
(71)	27
13,945	6,214

Outlook

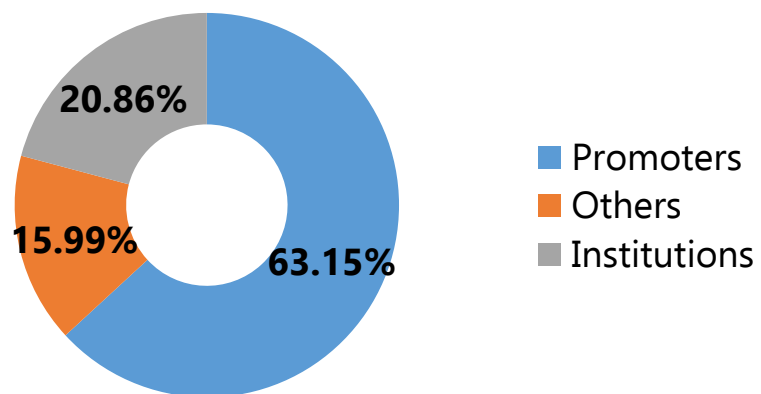
NEL's ability to significantly expand its footprint in states other than Maharashtra and Gujarat and make inroads in other national (CBSE and ICSE) and state level boards amidst the competitive business environment will be the key positives.

Ability of the company to stabilize the business operations of the subsidiaries and increase its exposure from the digital segment.

The formal education segment's growth should rebound to 10-12% over the medium term on the back of urbanization, increasing enrolment in the tertiary segment, and economic rebound. In the meantime, recovery in fees collection and cash flow management will remain monitor able

Corporate & Shareholding Information

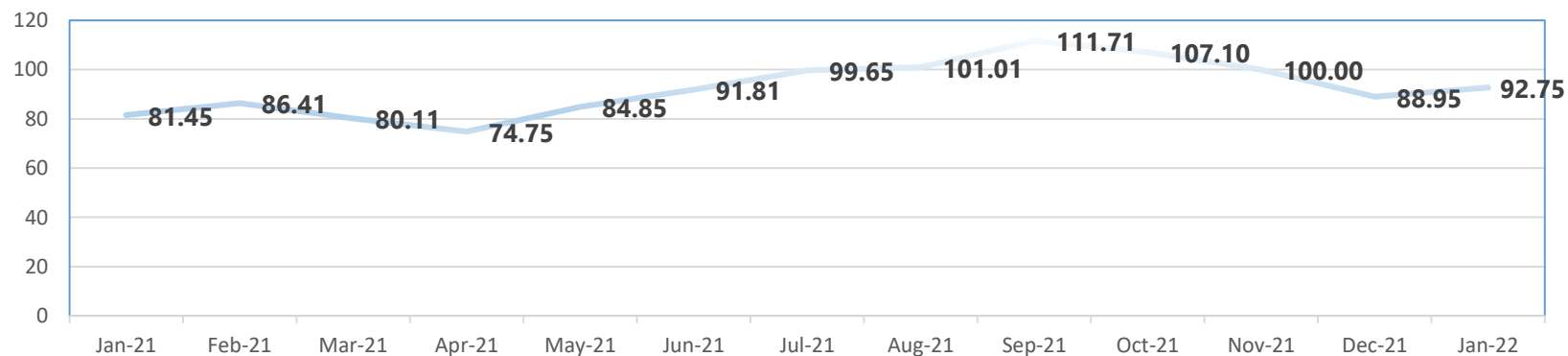
Shareholding Pattern (as on 31st Dec, 2021)



Stock Data

	Market Cap as on 28 th January, 2022	₹ 2,105 Cr.
	Stock Price as on 28 th January, 2022	₹ 92.75
	52 Week (High / Low)	₹ 121.55/72.30
	NSE / BSE - Symbol	NAVNATEDUL / 508989
	No. of Shares Outstanding	22,69,93,393

Stock Performance as on Jan 28, 2022



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.

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