



Knowledge is wealth



TRANSFORMING WITH TIMES

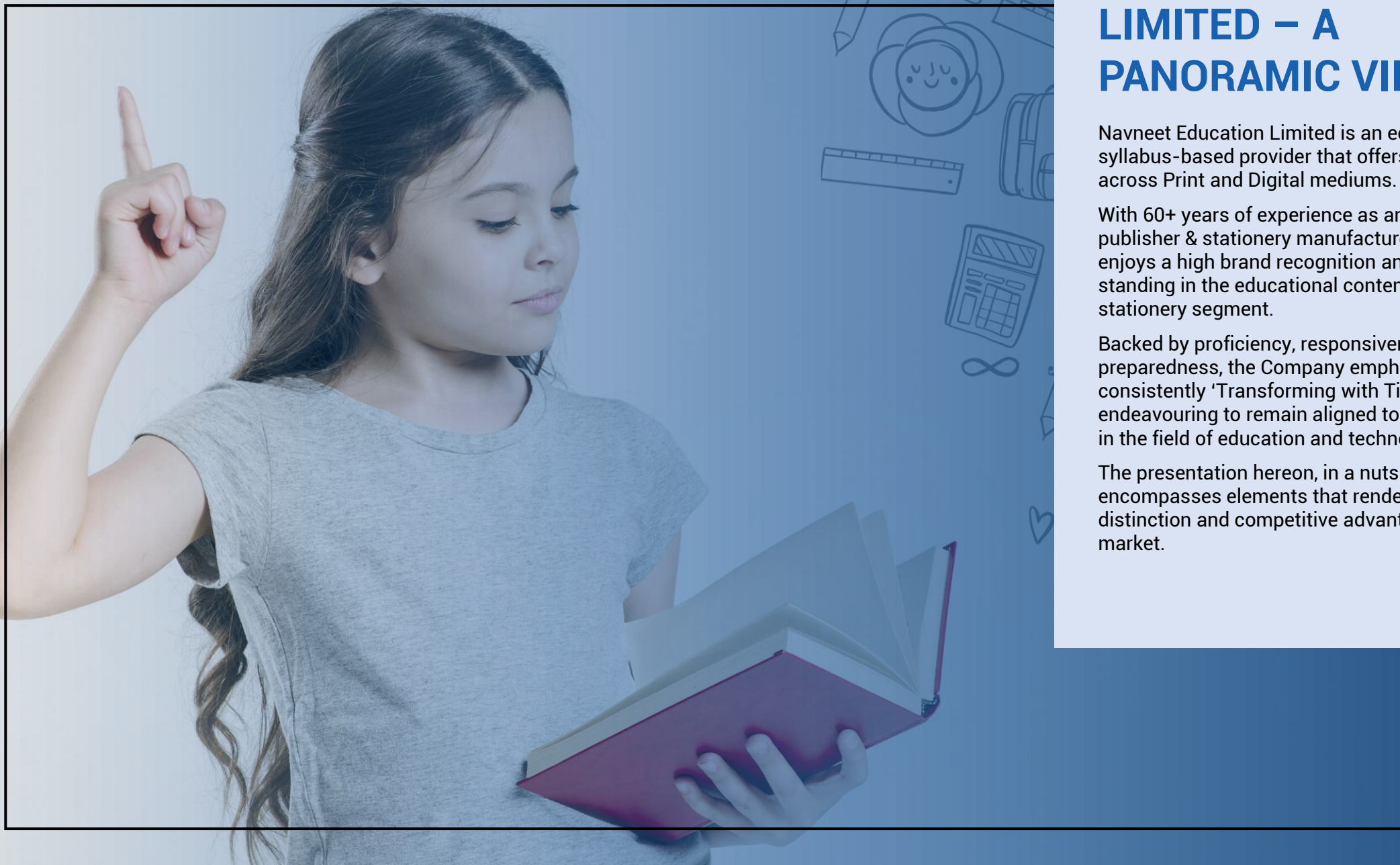
NAVNEET EDUCATION LIMITED

INVESTOR PRESENTATION
AS ON **30th SEPT, 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, endeavouring 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

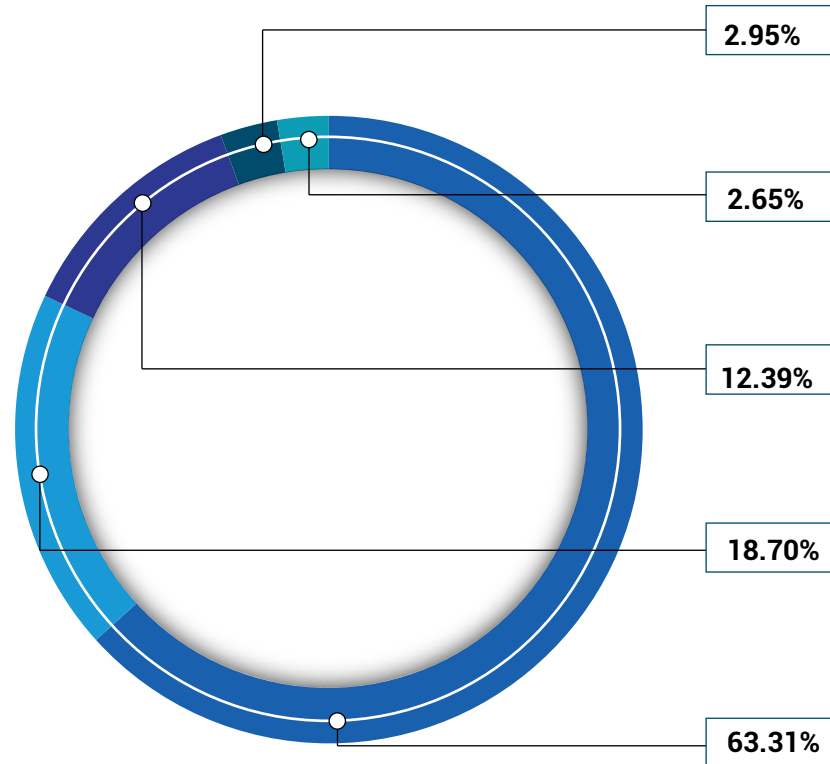
- To provide students with best quality supplementary study material and curriculum text books at affordable price.
- To harness the power of Information Technology and bring home its wonder to children through e-learning.
- To provide students with scholastic stationery products.



Core Values

- Excellence
- Proactive
- Student Centric
- Transparency

Shareholding pattern



Category

- Promoters
- Public
- Mutual Funds & Alternate Investment Fund III
- Other Bodies Corporate
- Foreign Institutional Investor

Stock Information as on 30th Sept, 2022

Market Capitalisation

₹ 3,007.50 Crores



Stock Price

₹ 132.95



NSE/BSE – Symbol

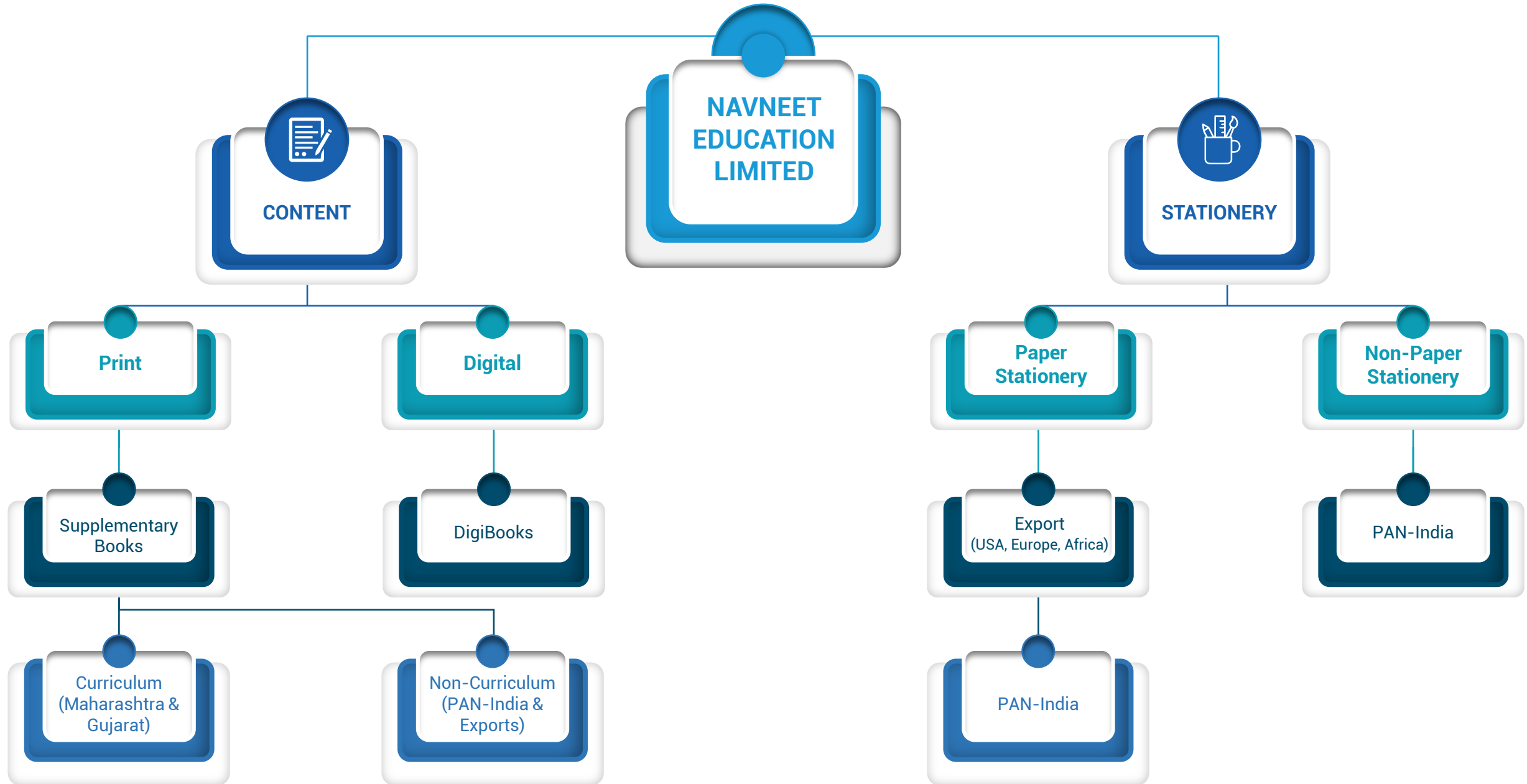
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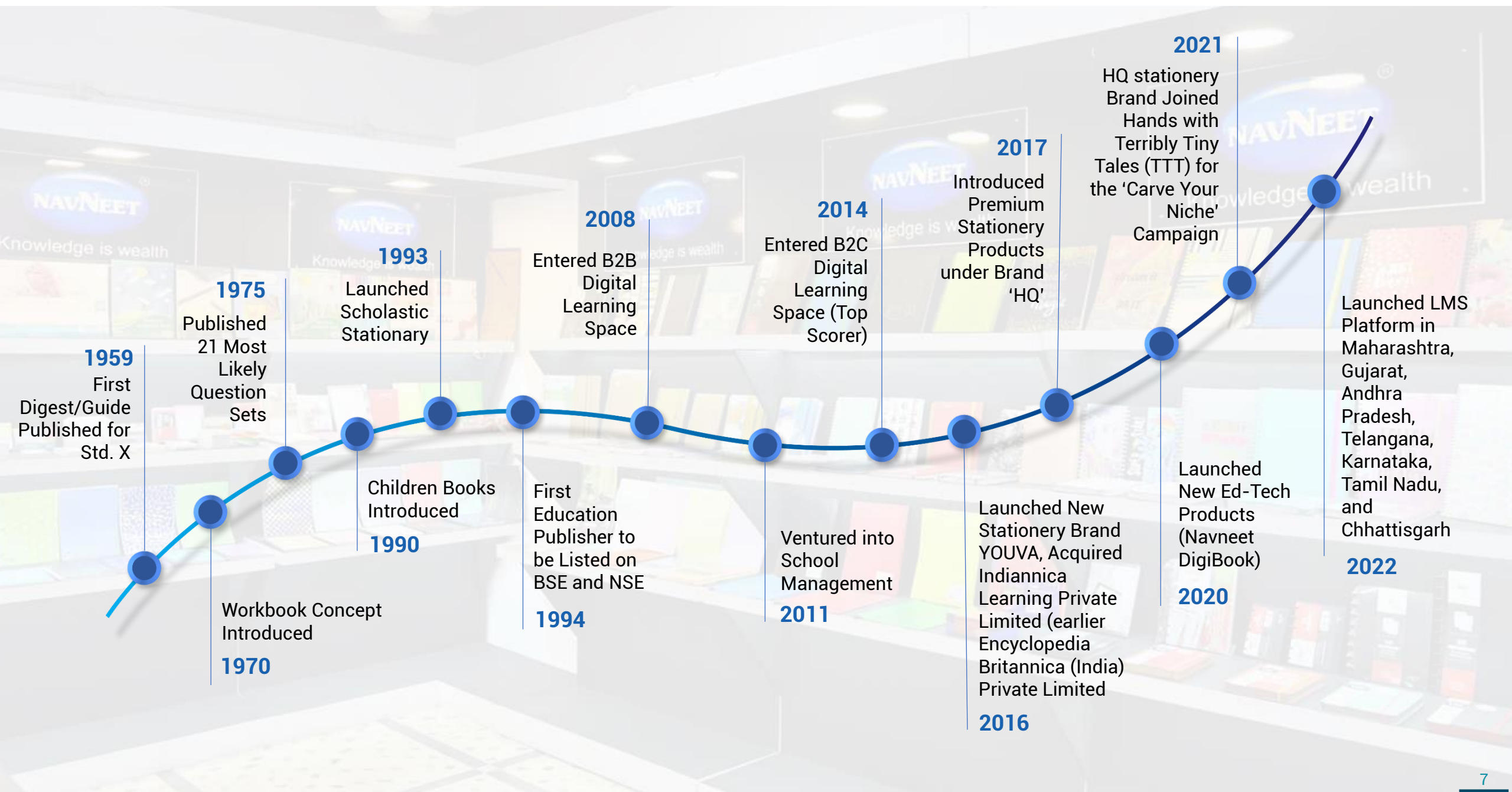
No. of Shares Outstanding

22,62,13,181





Our Journey Of Transformation



Geographical Presence Strengthening NEL's Transformational Journey



Digital Presence

Maharashtra, Gujarat,
Andhra Pradesh,
Telangana, Karnataka,
Tamil Nadu, and
Chhattisgarh



Text Books

PAN-India & Sri Lanka



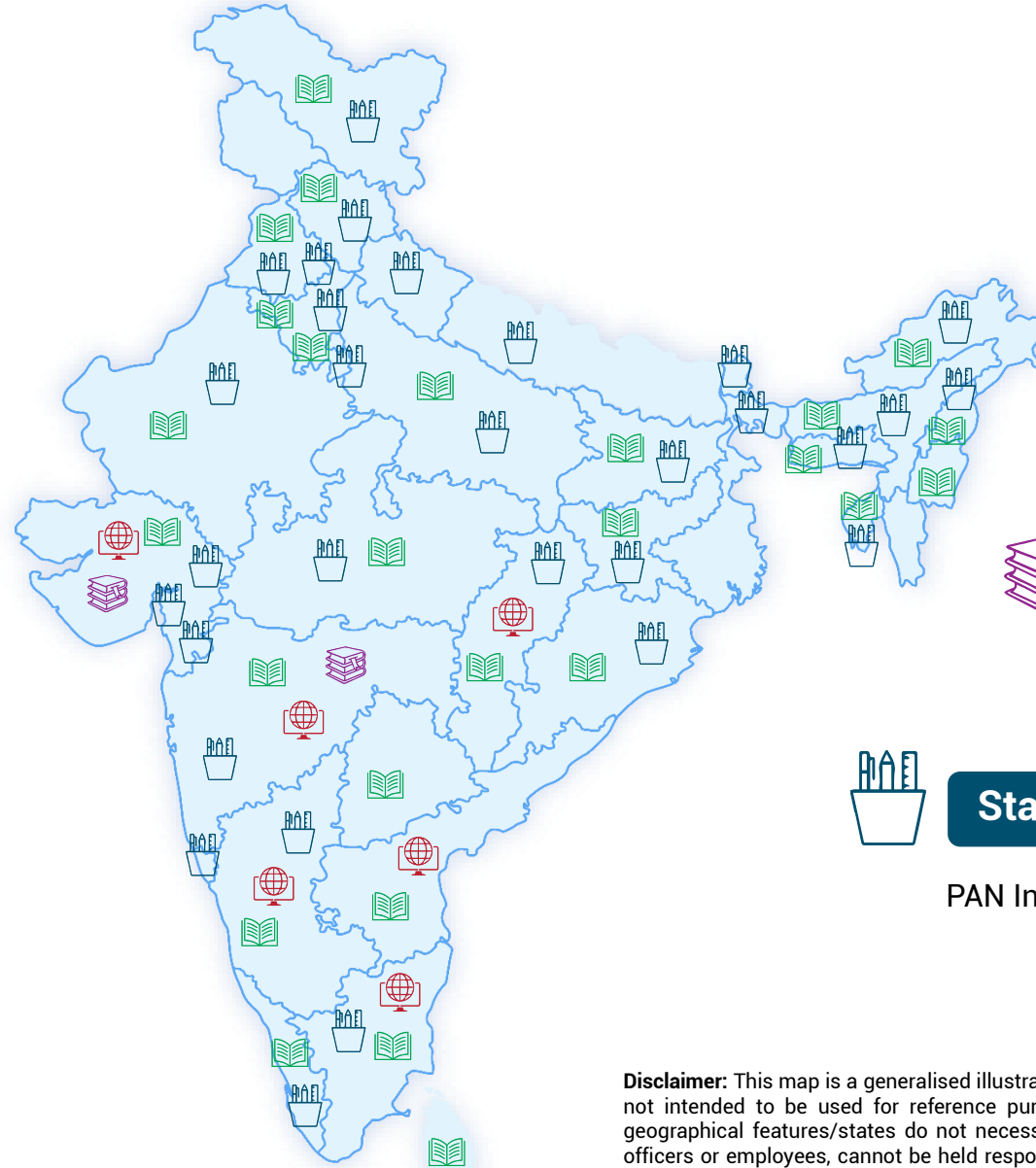
Supplementary Books

Maharashtra & Gujarat



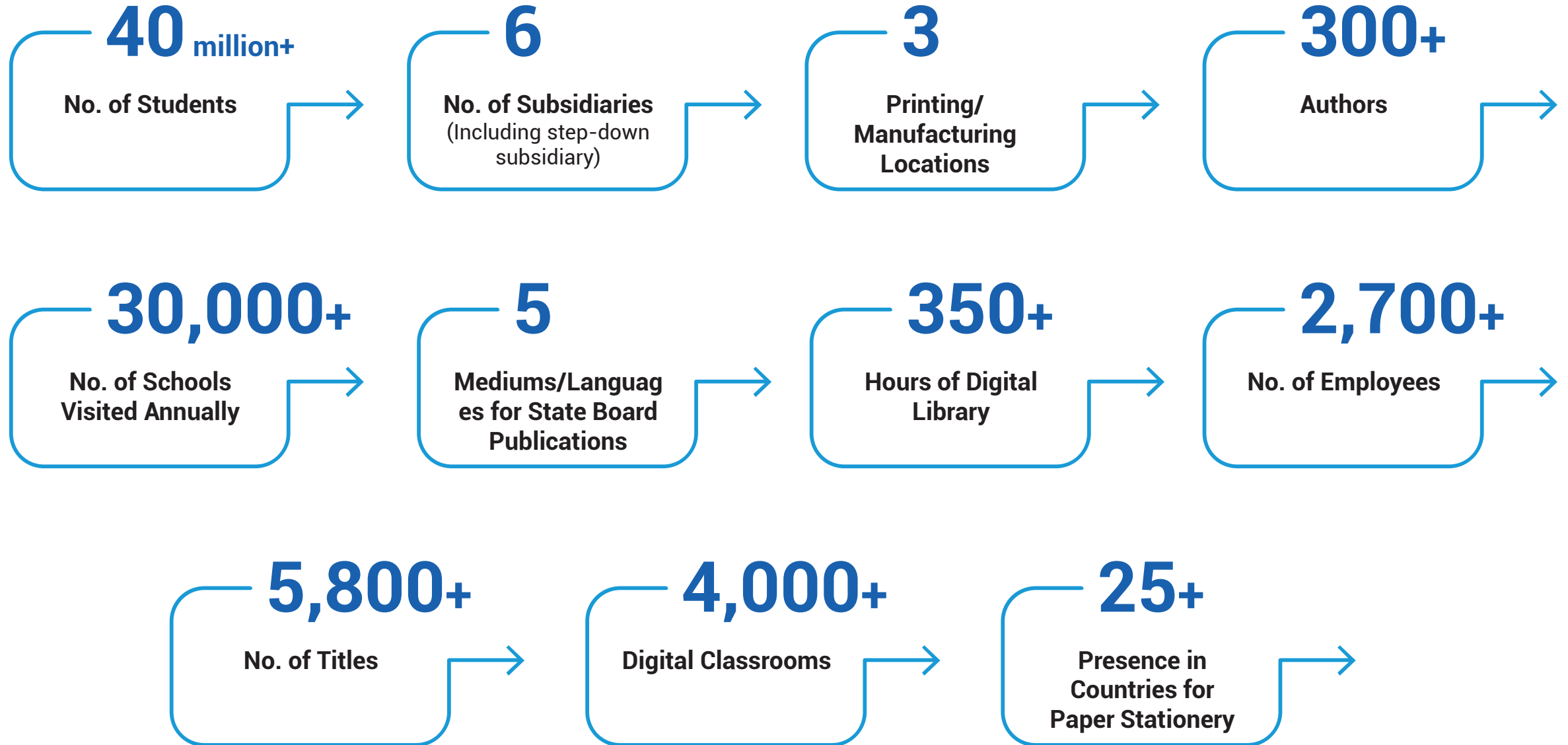
Stationery

PAN India & Nepal



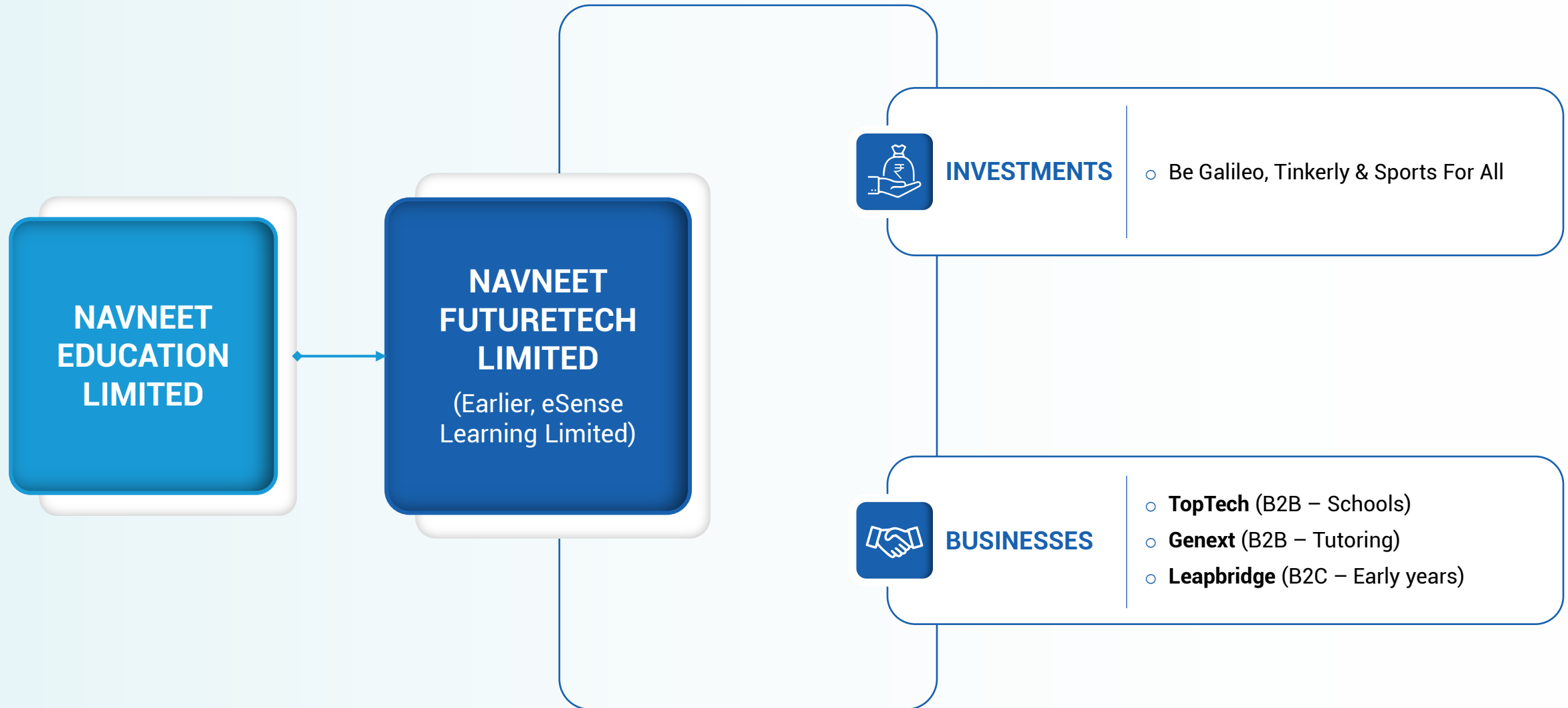
Disclaimer: This map is a generalised illustration only for the ease of the reader to understand the locations, and it is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.

Numbers Testifying NEL's Successful Transformation








Update for Q2 FY 23






Rationale for NFL to consider 100% acquisition in Genext Students Pvt Ltd

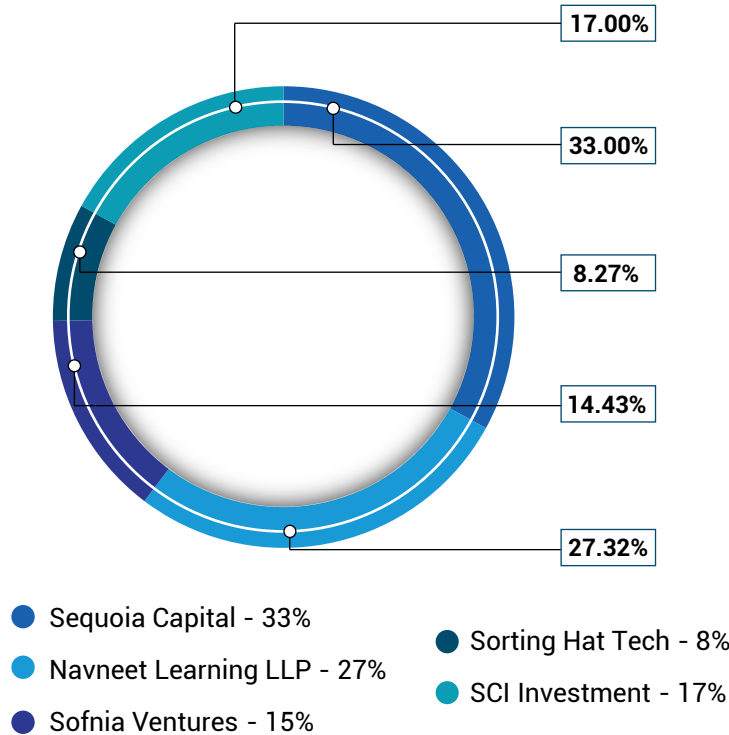
- NFL aims to set its position as a market leader in TaaS (Tutoring as a Service) by enabling Tutors & Coaching Institutes
- To have complete control over the growth of the business
- All possible leverage & support from NEL businesses to different segments of Genext
- Going forward 100% value of Genext will contribute significantly to overall NFL value

 SBU Brand Name	 Segment	 Customer	 Products	 Customer Brands
TOPTECH	B2B – Curriculum-based	Schools	Content, LMS & ERP – School SaaS	TopSchool, TopClass & TopScorer
LEAPBRIDGE	B2C – Extra Curricular	Parents & B2B	Phygital toys, Coding, STEM	Leapbridge
GENEXT	B2B – Curriculum and Extra Curricular	Tutors & Coaching Institutes	Content, LMS & ERP – Tutoring SaaS	BeMasterly

 SBU Brand Name	TOPTECH	LEAPBRIDGE	BEMASTERLY
LAUNCH UPDATE	All products have been launched – customers acquisition underway	Research ongoing; to be launched in FY 23-24	Integration with Content underway – UATs next
LAUNCH RELATED	<p>For core products: Ensuring that</p> <ul style="list-style-type: none"> (a) Sales efficiency is tracked (b) Customer onboarding is overseen minutely for better learnings (c) Customer feedback on experience is understood (d) Changes considered (e) Continuous focus on training (f) Customer acquisition for the next academic year started 	<p>For Phygital businesses, Coding & STEM products:</p> <p>Assessing commercial viability of business model while early stage development of platform is underway</p>	<ul style="list-style-type: none"> (a) On boarded 1000+ tutors, of which 200+ are paid subscribers for testing and validation of the platform. (b) Genext Library is being developed for the use of tutors at an extra price to them

'Orchids, the International School' group of schools is an emerging and fast-growing dominant player in providing management services in the field of direct education.

Shareholding Pattern



LOCATIONS



NUMBER OF SCHOOLS

Bengaluru (21 schools + 5 colleges)	26
Mumbai	15
Pune	7
Hyderabad	4
Gurgaon	3
Chennai	2
Kolkata	1
Aurangabad	1
Nagpur	1
Total	60

80,000+



Capacity

9



Locations

41,700+



Number of students

60



No. of schools
(CBSE/ICSE)



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

A close-up photograph of a person's hands and arms. The person is wearing a blue button-down shirt and a striped tie. Their right hand is resting on a calculator, and their left hand is holding a smartphone. They are sitting at a desk with various financial documents, including one with a prominent yellow sticky note. The background is blurred, showing what appears to be an office setting with some lights.

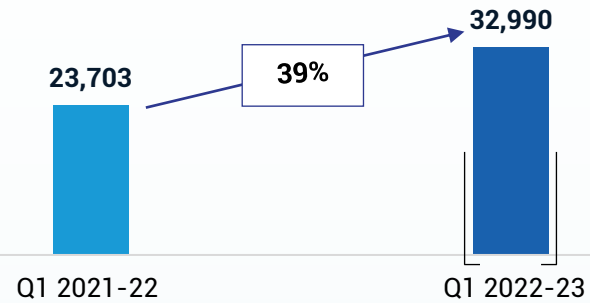
Robust Financial Performance Backing NEL's Transformational Journey

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.

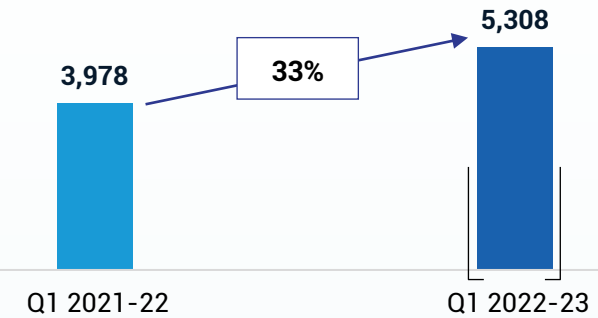
Particulars	Q2 FY23 (Unaudited)	% of Revenue	Q2 FY22 (Unaudited)	% of Revenue	YTD FY 22-23 (Unaudited)	% of Revenue	YTD FY 21-22 (Unaudited)	% of Revenue
Income from Operations	32,616		22,909		1,00,894		54,741	
Other Income	374		794		848		1,479	
Total Revenue	32,990		23,703		1,01,742		56,220	
COGS	16,476		10,896		50,874		27,403	
Employee benefits	3,867		3,699		8,226		7,321	
Other General Overheads	7,079		5,130		15,914		10,658	
Total Expenses	27,422		19,725		75,014		45,382	
EBITDA	5,568	17%	3,978	17%	26,728	26.5%	10,838	20%
Depreciation	1,085		817		1,887		1,616	
EBIT	4,483		3,161		24,841		9,222	
Financial Cost	108		90		309		208	
PBT before exceptional item	4,375	13%	3,071	13%	24,532	24%	9,014	16%
Exceptional Items	-		-		-		-	
Tax	1,202		816		6,386		2,305	
PAT	3,173	10%	2,255	10%	18,146	18%	6,709	12%
Other Comprehensive Income (OCI)	(346)		(37)		(1,451)		(286)	
Total Comprehensive Income (TCI)	2,827		2,218		16,695		6,423	

Standalone Financial Performance – Q2 FY 2022-23

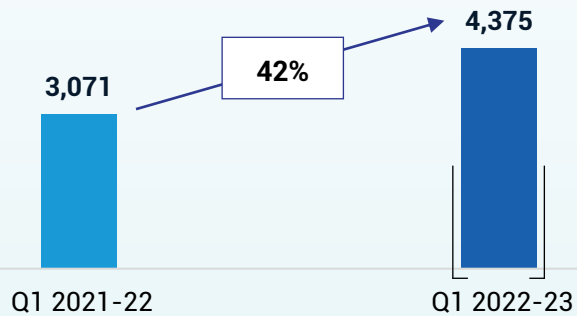
Total Income (₹ in Lakhs)



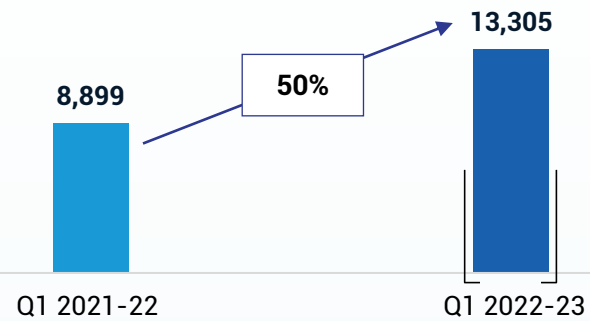
EBITDA (₹ in Lakhs)



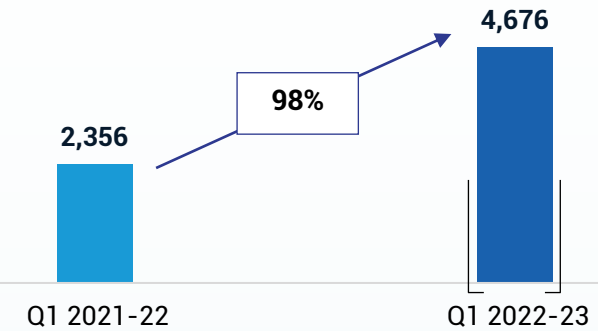
PBT before exceptional item (₹ in Lakhs)



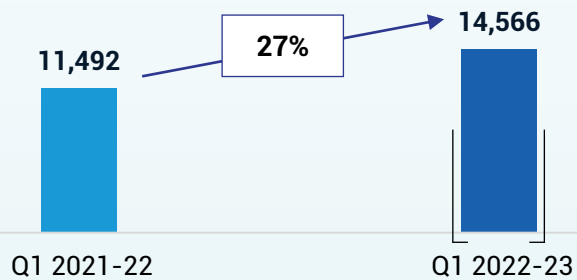
Segment Revenue Publication (₹ in Lakhs)



Segment Revenue Stationery- Domestic (₹ in Lakhs)

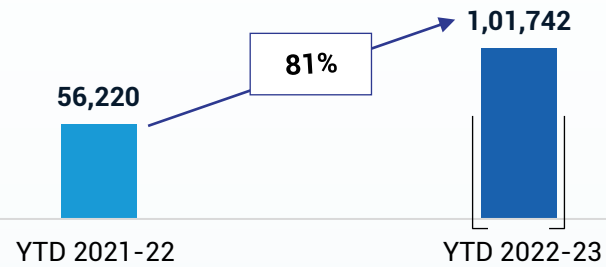


Segment Revenue Stationery - Exports (₹ in Lakhs)

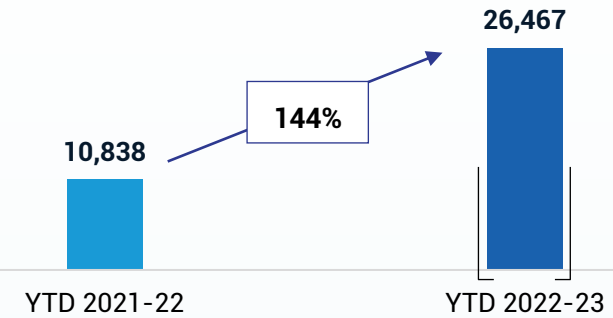


Standalone Financial Performance – YTD FY 2022-23

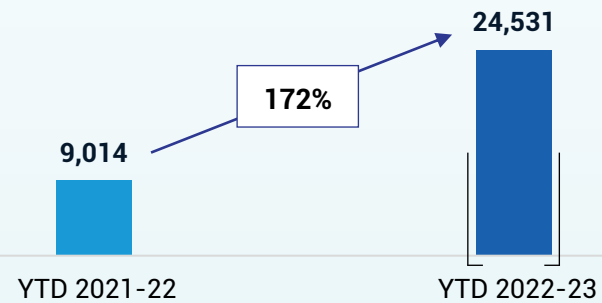
Total Income (₹ in Lakhs)



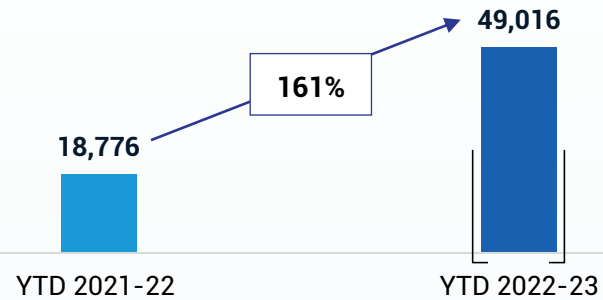
EBITDA (₹ in Lakhs)



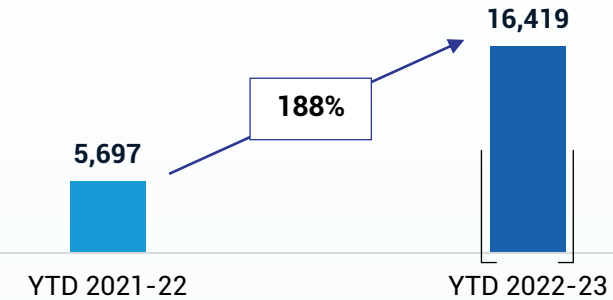
PBT before exceptional item (₹ in Lakhs)



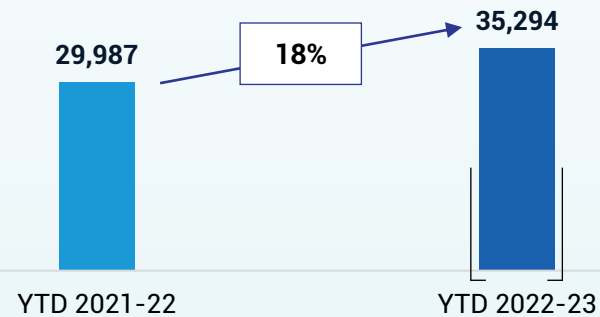
Segment Revenue Publication (₹ in Lakhs)

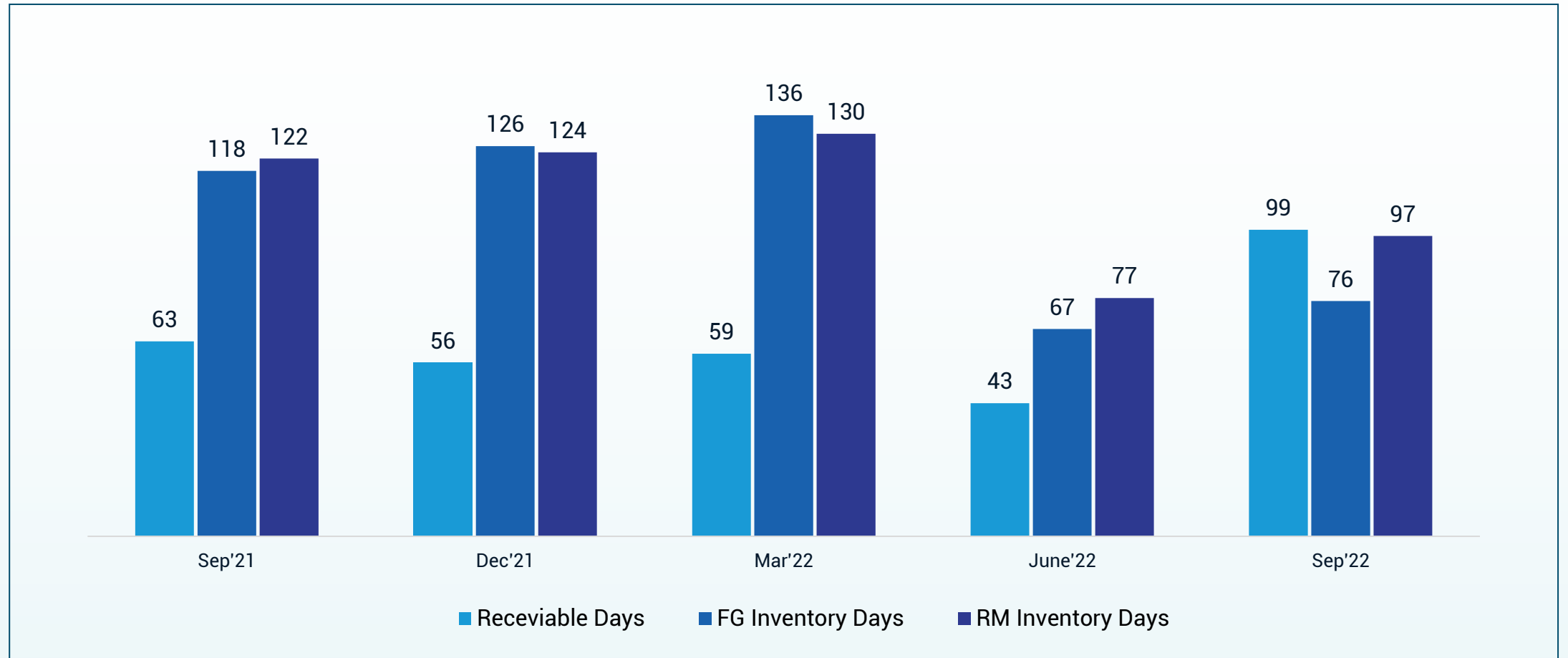


Segment Revenue Stationery- Domestic (₹ in Lakhs)



Segment Revenue Stationery - Exports (₹ in Lakhs)





Revenues from Operations

Particulars	YTD FY23	YTD FY22
NEL	100,894	54,741
NFL (eSense)	655	504
Indiannica	873	1,119
NLLP	-	-
NHKL	230	234
GeNext	2	9
K12	-	-
Carveniche Tech	-	-
Inter co Adjust	(302)	(706)
Total	102,354	55,901

EBITDA

YTD FY23	YTD FY22
26,728	10,838
(1,589)	(386)
(1,000)	(683)
#	#
7	2
(407)	(74)
268	(537)
(102)	(3)
(184)	(30)
23,721	9,128

PAT

YTD FY23	YTD FY22
18,146	6,709
(1,959)	(785)
(1,396)	(1,068)
#	#
7	2
(474)	(103)
(435)	(1,018)
(101)	(4)
(150)	(20)
13,638	3,714

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

E-mail Id: investors@navneet.com

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Roomy Mistry | Head - Investor Relations | Navneet Education Limited

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