



Knowledge is wealth



TRANSFORMING WITH TIMES

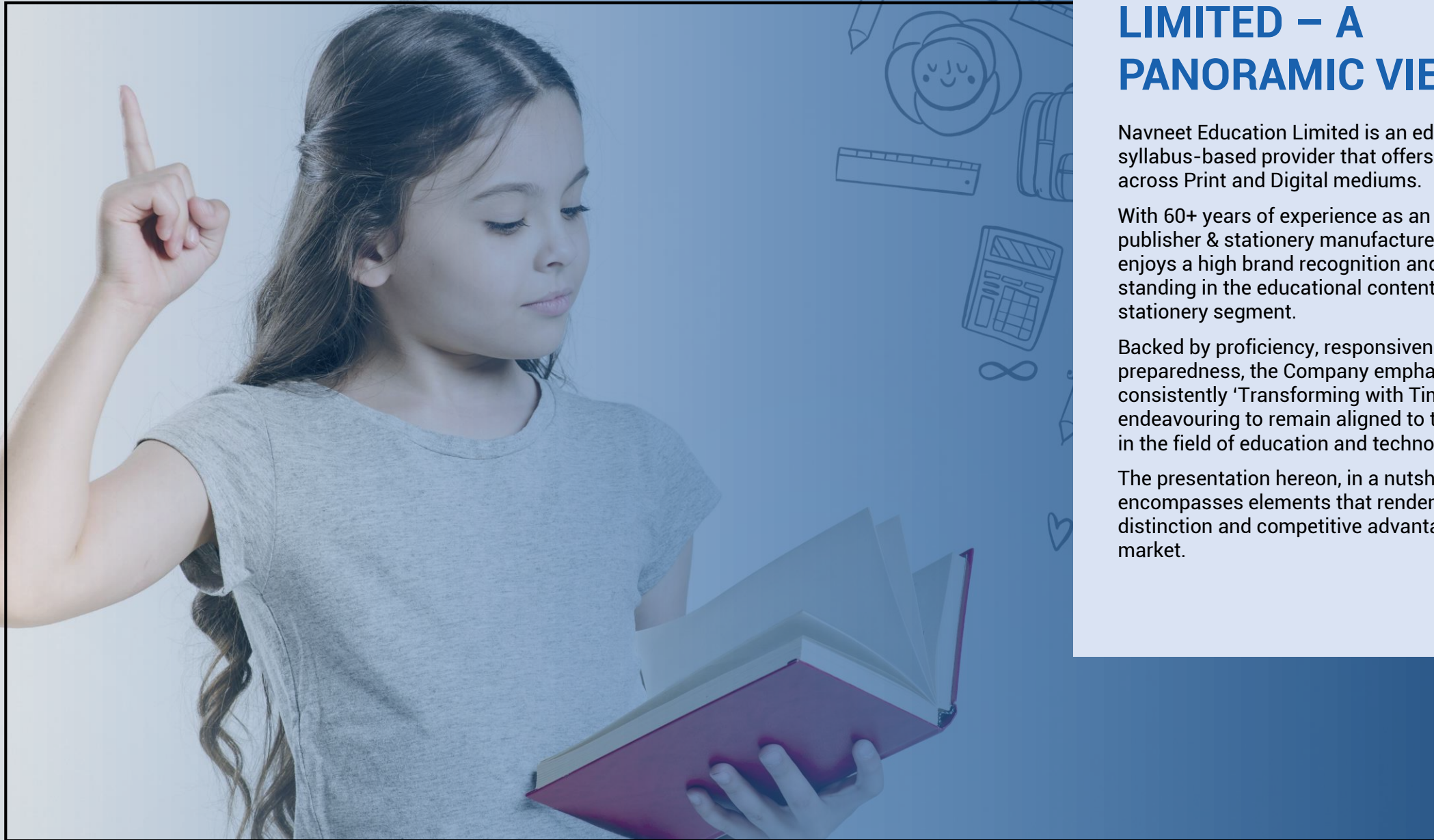
NAVNEET EDUCATION LIMITED

INVESTOR PRESENTATION
AS ON **30th JUNE, 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

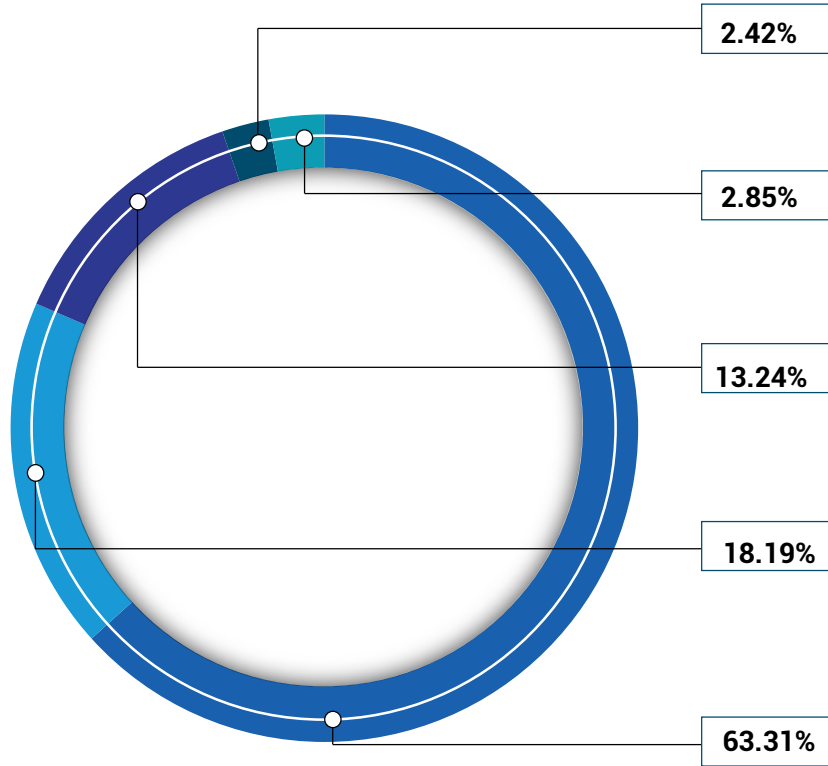
- To provide students with best quality supplementary study material and curriculum text books at affordable price.
- To harness the power of Information Technology and bring home its wonder to children through e-learning.
- To provide students with scholastic stationery products.



Core Values

- Excellence
- Proactive
- Student Centric
- Transparency

Shareholding pattern



CATEGORY	NUMBER OF SHARES
Promoters	14,32,22,373
Public	4,11,38,436
Mutual Funds & Alternate Investment Fund III	2,99,41,673
Other Bodies Corporate	64,39,456
Foreign Institutional Investor	54,71,243

Stock Information as on 30th June, 2022

Market Capitalisation

₹ 2,127.53 Crores



Stock Price

₹ 94.05



NSE/BSE – Symbol

NAVNETEDUL /508989

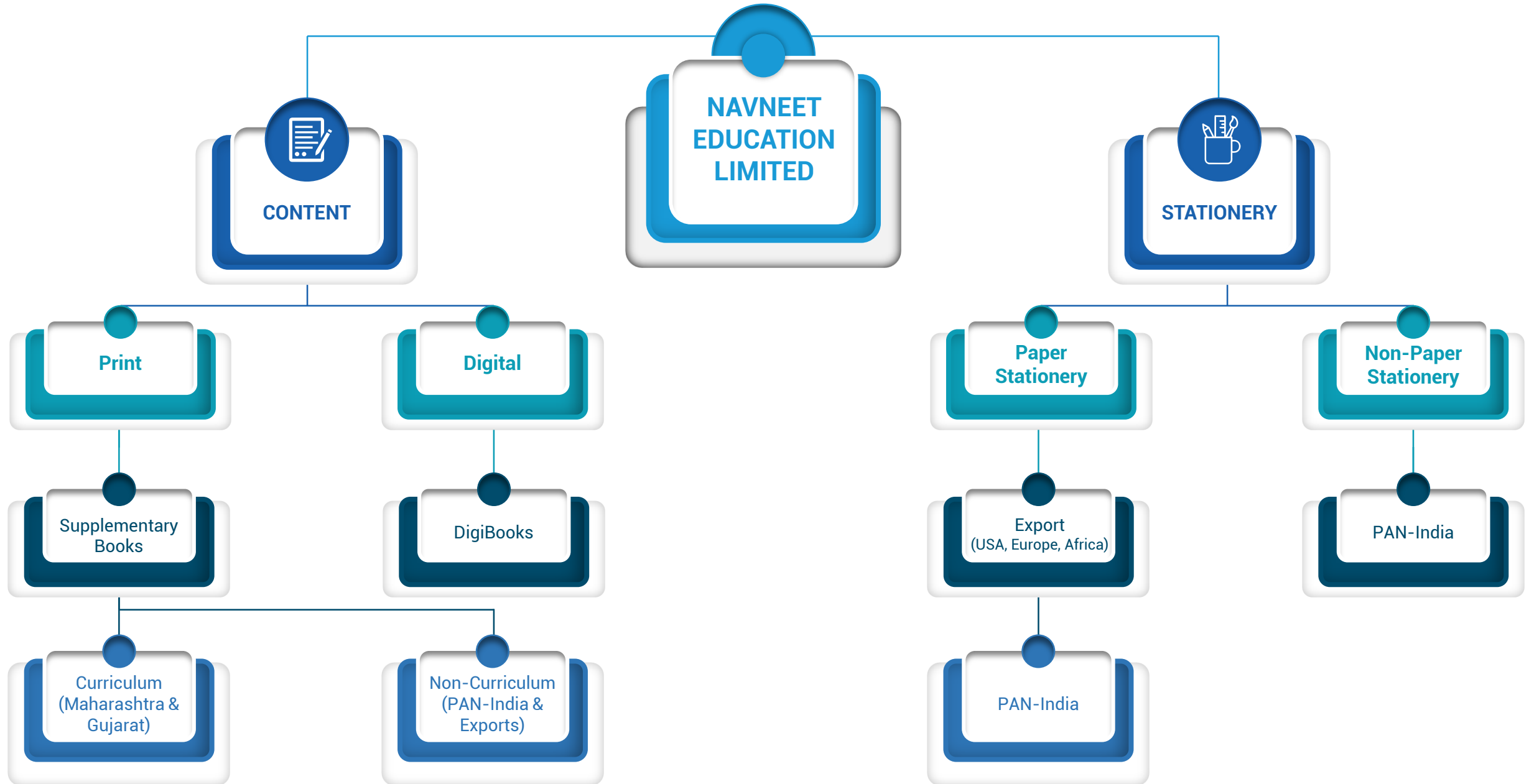


No. of Shares Outstanding

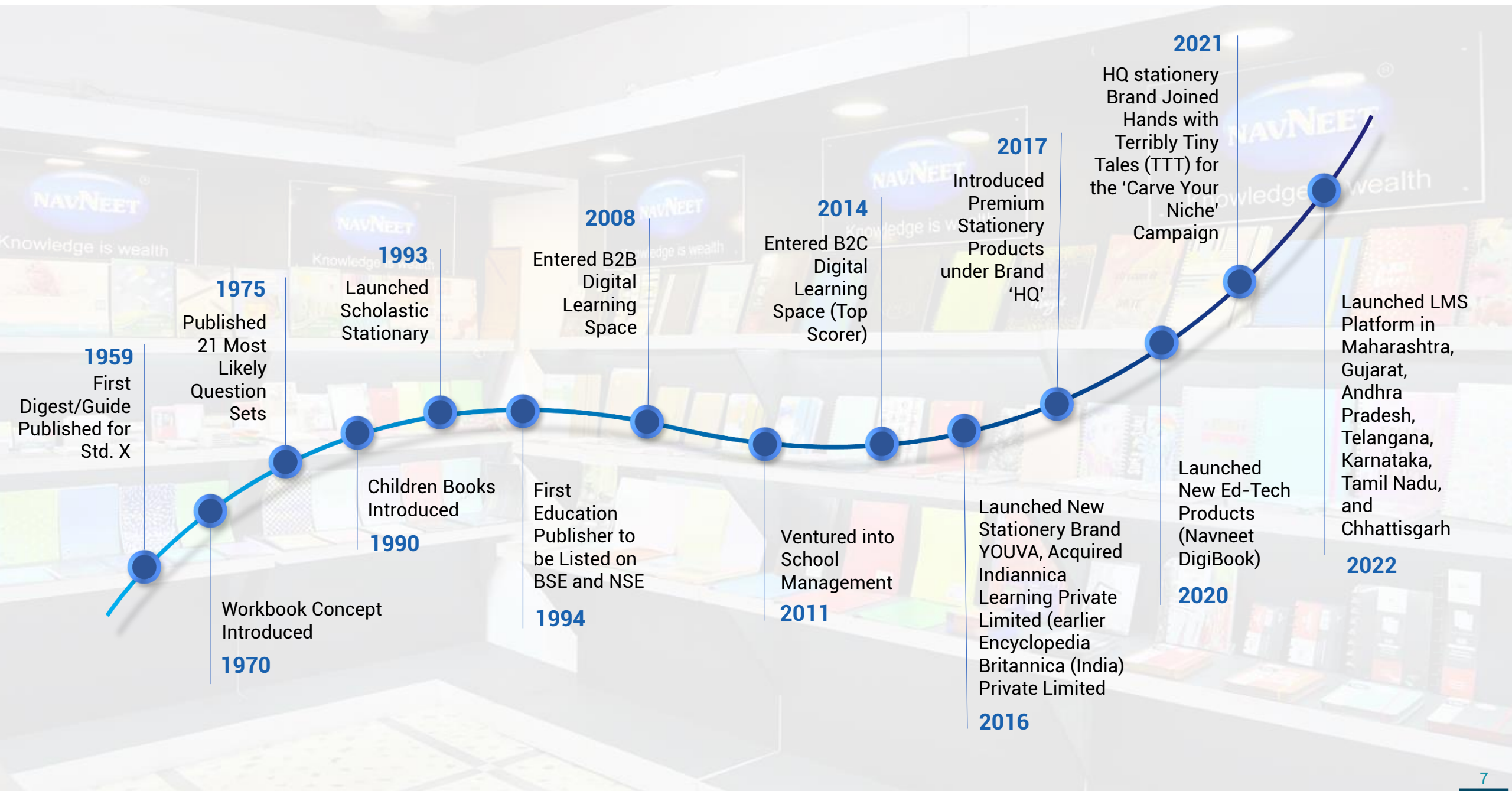
22,62,13,181



Transforming With Time Through Innovative Product Offerings



Our Journey Of Transformation



Geographical Presence Strengthening NEL's Transformational Journey



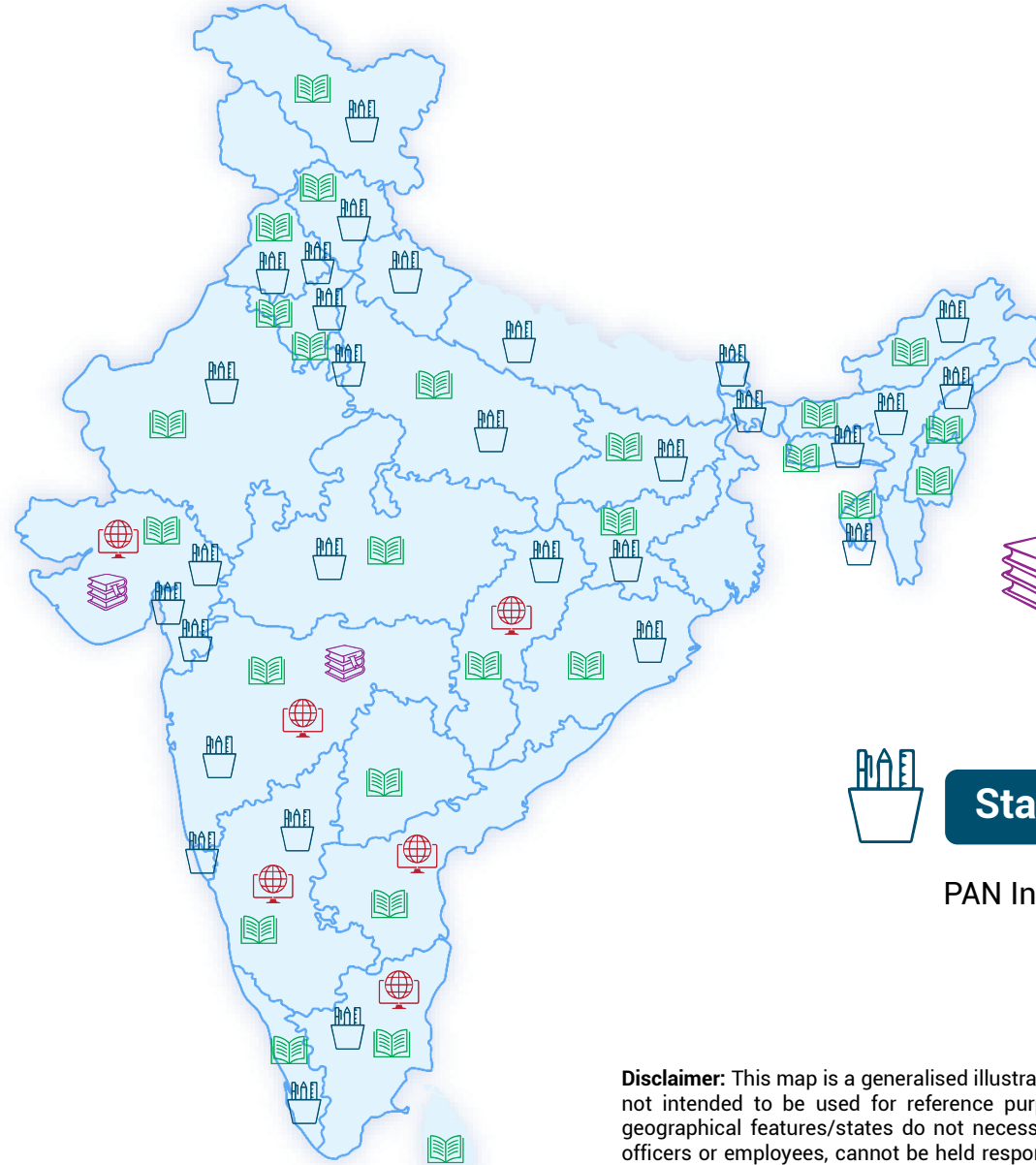
Digital Presence

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



Text Books

PAN-India & Sri Lanka



Supplementary Books

Maharashtra & Gujarat

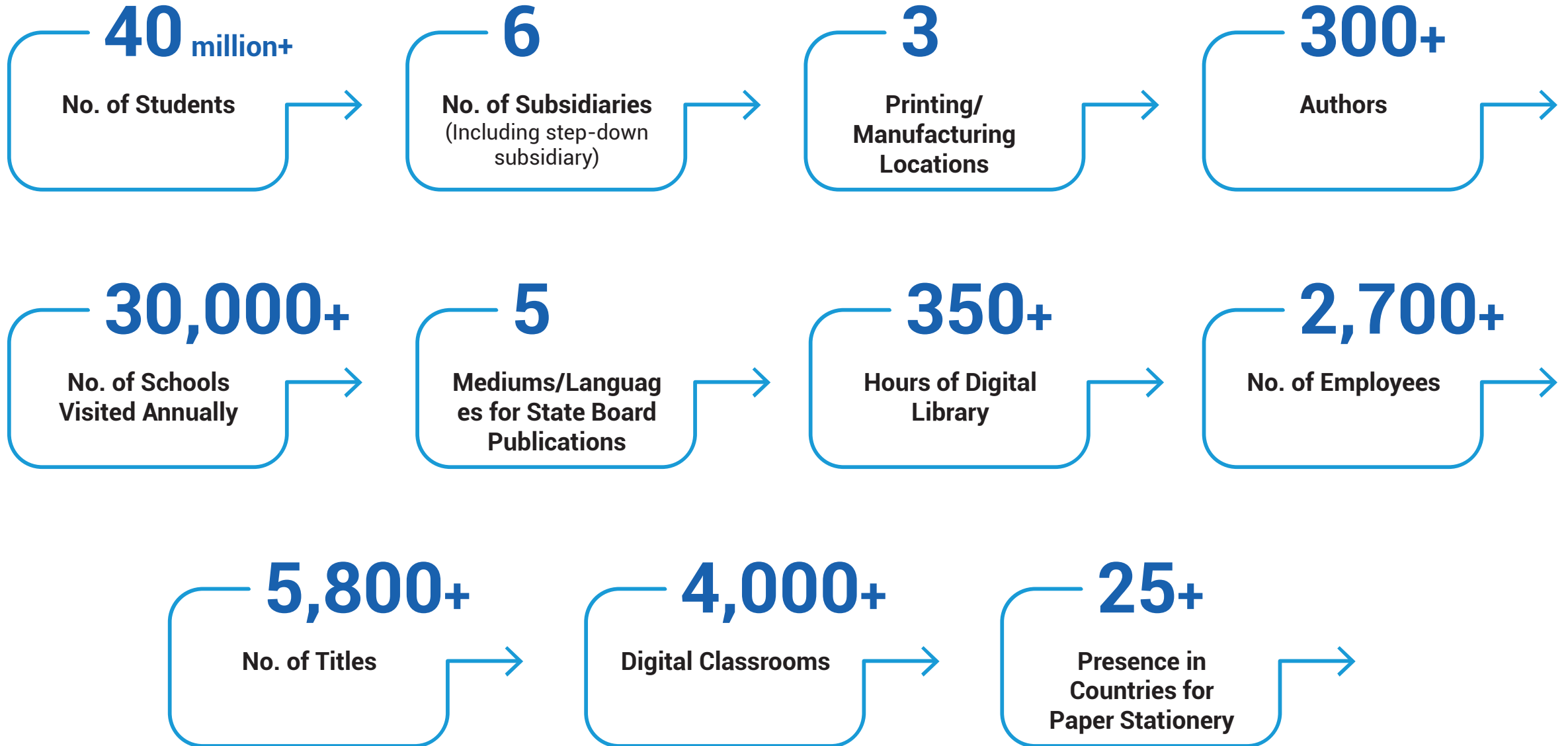


Stationery

PAN India & Nepal

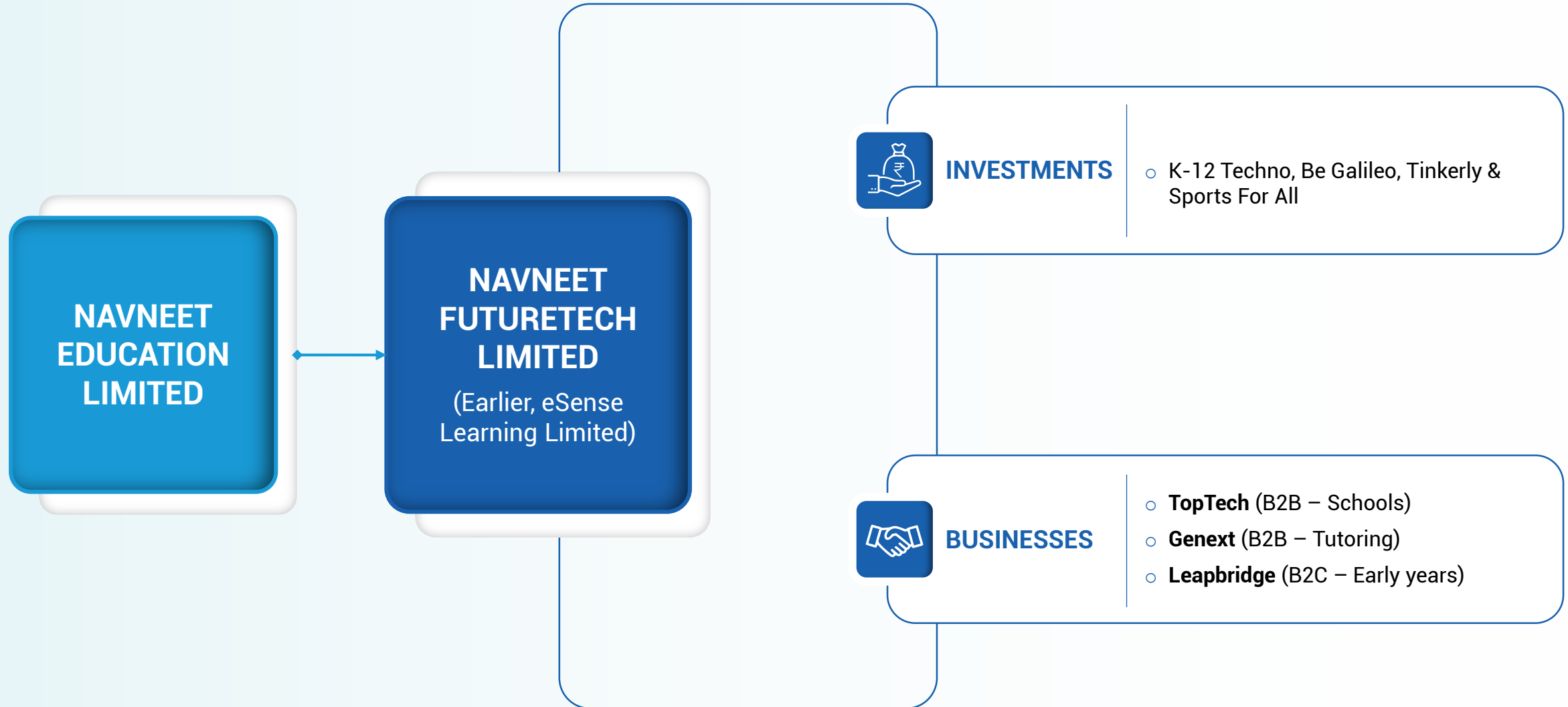
Disclaimer: This map is a generalised illustration only for the ease of the reader to understand the locations, and it is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. 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 Q1 FY 23





CEO	 SBU Brand Name	 Segment	 Customer	 Products	 Customer Brands
<p>HARSHIL GALA</p>	<p>TOPTECH</p>	<p>B2B – Curriculum-based</p>	<p>Schools</p>	<p>Content, LMS & ERP – School SaaS</p>	<p>TopSchool, TopClass & TopScorer</p>
<p>GAURANG SANGHVI</p>	<p>LEAPBRIDGE</p>	<p>B2C – Extra Curriculum</p>	<p>Parents (& B2B)</p>	<p>Phygital toys, Coding, STEM</p>	<p>Leapbridge</p>
<p>DEVISH GALA</p>	<p>GENEXT</p>	<p>B2B – Curriculum and Extra Curriculum</p>	<p>Tutors & Coaching Institutes</p>	<p>Content, LMS & ERP – Tutoring SaaS</p>	<p>BeMasterly</p>

SBU Brand Name	TOPTECH	LEAPBRIDGE	GENEXT
LAUNCH UPDATE	All products have been launched – customers acquisition underway	Research ongoing; to be launched soon	To be launched in Q2 FY 2022-23
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 <p>For partners' products (Sports, and more): Approaching schools with cross-selling initiatives</p>	<p>For Phygital business:</p> <p>Undertaking rigorous testing of App & the physical kit with the help of experts and sample customers – their feedback is crucial for decision-making before the final launch</p> <p>For other 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) Rigorous testing and validation of the platform is ongoing with sample customers(b) Marketing & branding strategy is being developed

 SBU Brand Name	TOPTECH	LEAPBRIDGE	GENEXT
CURRENT FOCUS	<ul style="list-style-type: none"> Working aggressively on customer feedback 	<ul style="list-style-type: none"> Developing investment thesis for new products 	<ul style="list-style-type: none"> Working aggressively on customer feedback & incorporating changes before launch
	<ul style="list-style-type: none"> Integrating various tools on the platform 	<ul style="list-style-type: none"> Developing the platform with strong learnings customer 	<ul style="list-style-type: none"> Integrating various content sources & other tech tools on the platform
	<ul style="list-style-type: none"> Recruiting across critical functions 	<ul style="list-style-type: none"> Integrating various tools on the platform 	<ul style="list-style-type: none"> Recruiting across critical functions
	<ul style="list-style-type: none"> Initiating brand building and marketing 	<ul style="list-style-type: none"> Recruiting across critical functions 	<ul style="list-style-type: none"> Initiating work on brand building and marketing
	<ul style="list-style-type: none"> Setting up internal processes for all departments 	<ul style="list-style-type: none"> Setting up internal processes for all departments 	<ul style="list-style-type: none"> Setting up internal processes for all departments
	<ul style="list-style-type: none"> Implementing various policies covering HR, and more 	<ul style="list-style-type: none"> Implementing various policies covering HR, among others 	<ul style="list-style-type: none"> Implementing various policies covering HR, etc
	<ul style="list-style-type: none"> Developing strong MIS & dashboards for review of the business 	<ul style="list-style-type: none"> Development of strong MIS & Dashboards for review of the business 	<ul style="list-style-type: none"> Developing strong MIS & dashboards for review of the business

NFL BOARD ADDITIONS

GNANESH GALA onboarded as
Managing Director of the NFL Board
Managing Director, Navneet Education Limited

KARAN KHEMKA onboarded as
Senior Advisor and as a Member of NFL
Board
He will be advising NFL across all EdTech businesses
<https://www.linkedin.com/in/karankhemka/>

SANJEEV SHAH onboarded as
Jt Managing Director of the NFL Board
<https://www.linkedin.com/in/sanjeev-shah/>

OTHER KEY HIRES

**Following positions are confirmed for NFL
(and their teams) will be service providers
dedicated to the EdTech businesses:**

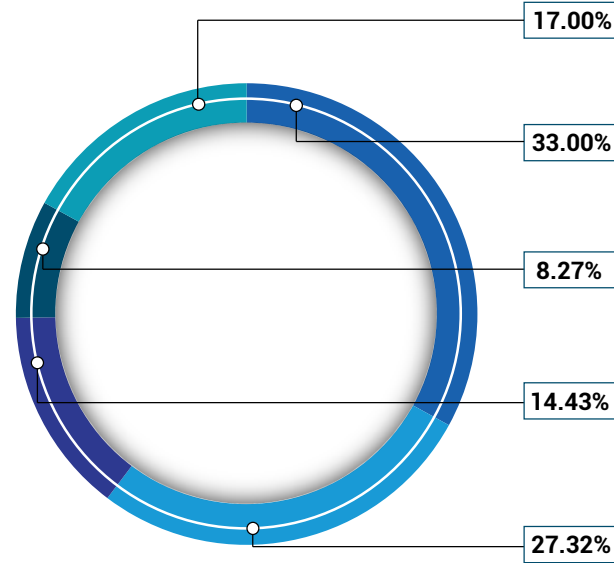
Chief Data Scientist, Legal Head, HR Head, Head
of Strategy & Fund Raising, Financial Controller

OTHER FOCUS AREAS

- Establishing strong commercial filters for selection of product for launch with a clear path to profitability
- Detailing business plans with critical milestones
- Establishing review mechanisms across SBUs
- Establishing process for all shared services with SBUs and with clear accountability
- Overseeing quality of recruitment across critical functions
- Implementing various policies covering HR, IP, and more
- Developing strong MIS & dashboards for review of the business

'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



- Sequoia Capital - 33%
- Navneet Learning LLP - 27%
- Sofnia Ventures - 15%
- Sorting Hat Tech - 8%
- SCI Investment - 17%



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



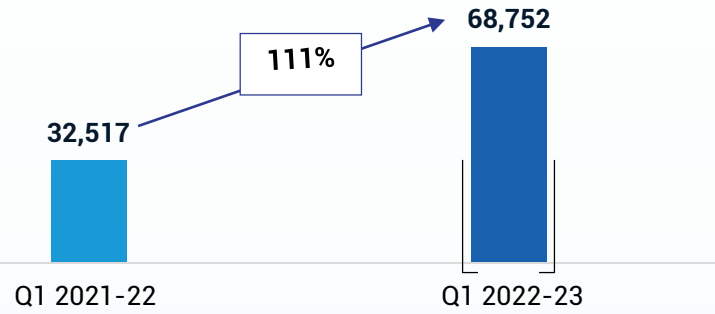
Robust Financial Performance Backing NEL's Transformational Journey

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.

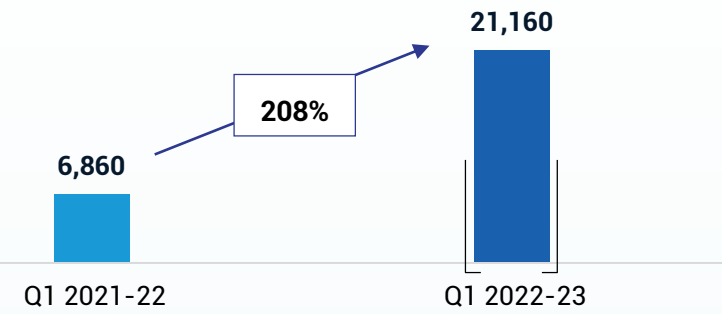
Particulars	Q1 FY23 (Unaudited)	% of Revenue	Q1 FY22 (Unaudited)	% of Revenue	FY 21-22 (Audited)	% of Revenue
Income from Operations	68,278		31,832		1,06,052	
Other Income	474		685		2,019	
Total Revenue	68,752		32,517		1,08,071	
COGS	37,426		18,958		60,287	
Employee benefits	4,359		3,622		15,488	
Other General Overheads	5,807		3,077		13,261	
Total Expenses	47,592		25,657		89,036	
EBITDA	21,160	31%	6,860	22%	19,035	18%
Depreciation	802		799		3,270	
EBIT	20,358		6,061		15,765	
Financial Cost	201		118		368	
PBT before exceptional item	20,157	30%	5,943	19%	15,397	15%
Exceptional Items	-		-		4,580	
Tax	5,185		1,489		5,315	
PAT	14,972	22%	4,454	14%	14,662	14%
Other Comprehensive Income (OCI)	-1,105		-249		-352	
Total Comprehensive Income (TCI)	13,867		4,205		14,310	

Standalone Financial Performance – Q1 FY 2022-23

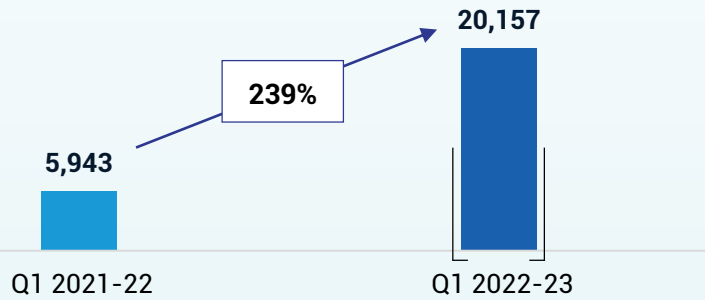
Total Income (₹ in Lakhs)



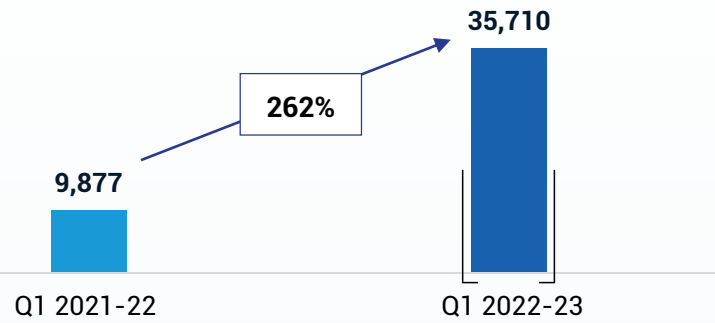
EBITDA (₹ in Lakhs)



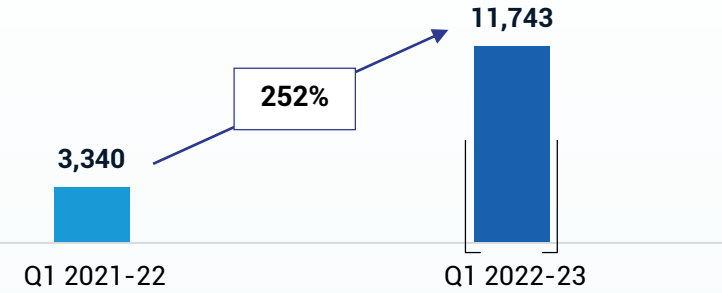
PBT before exceptional item (₹ in Lakhs)



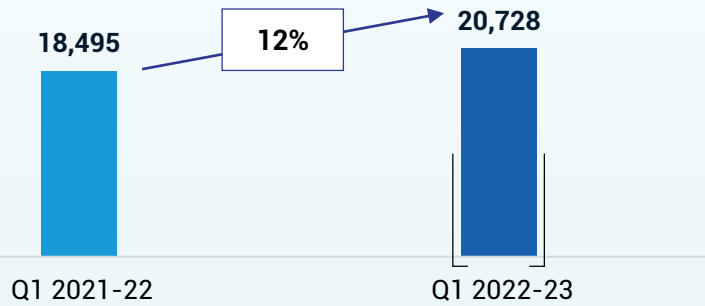
Segment Revenue Publication (₹ in Lakhs)

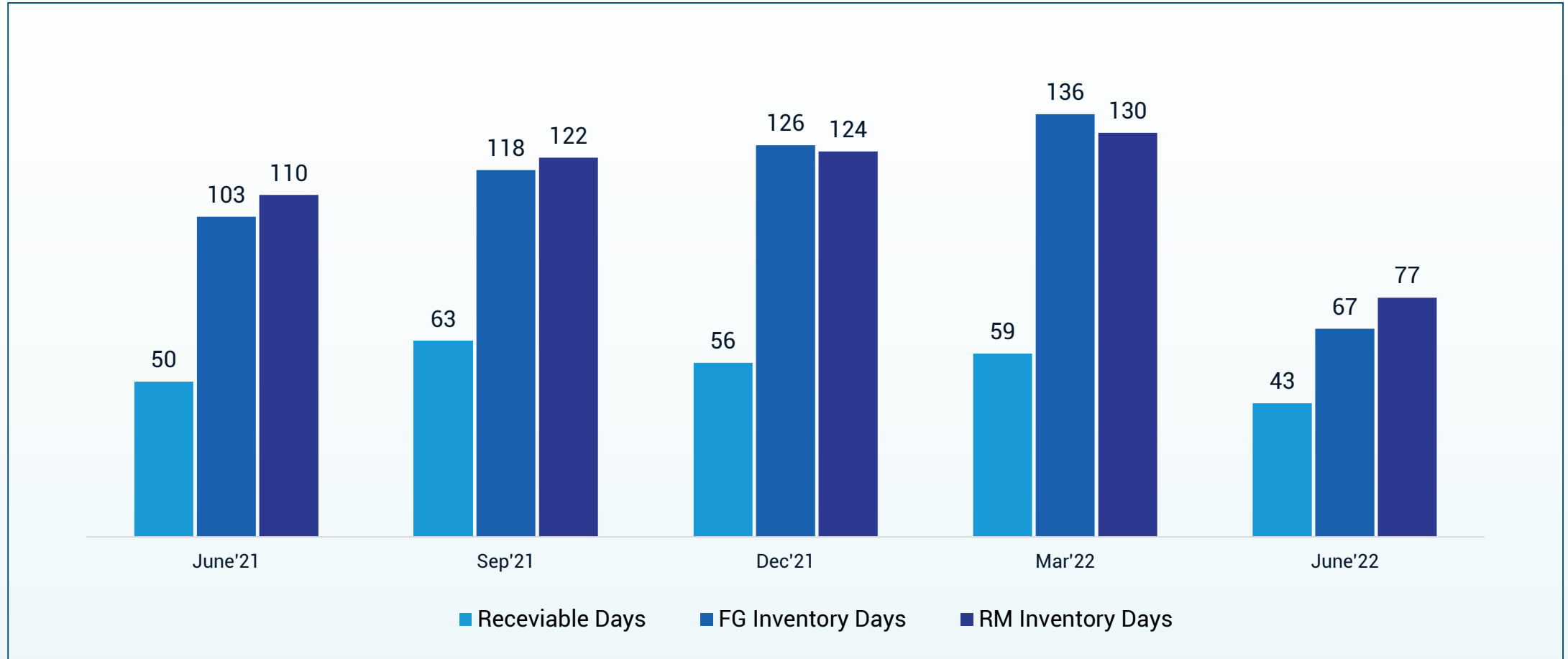


Segment Revenue Stationery- Domestic (₹ in Lakhs)



Segment Revenue Stationery - Exports (₹ in Lakhs)





Revenues from Operations

Particulars	Q1 FY23	Q1 FY22
NEL	68,278	31,832
eSense	405	226
Indiannica	759	961
NLLP	-	-
NHKL	169	154
GeNext	1	-
NTVPL	-	-
K12	-	-
Carveniche Tech	-	-
Inter co Adjust	(238)	(388)
Total	69,374	32,785

EBITDA

Q1 FY23	Q1 FY22
21,160	6,860
(705)	(192)
(225)	(159)
#	#
4	21
(134)	-
#	#
840	(232)
(55)	-
(146)	14
20,739	6,312

PAT

Q1 FY23	Q1 FY22
14,972	4,454
(891)	(502)
(419)	(346)
#	#
4	21
(167)	-
#	#
537	(436)
(57)	-
(123)	21
13,856	3,212

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

Investor Relations Contact

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