



Knowledge is wealth



NAVNEET EDUCATION LIMITED
Investor Presentation
May 2024

**BUILDING ON
A STRONG
FOUNDATION**

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Standalone & Consolidated Financial Highlights

Q4 & FY24



MANAGEMENT COMMENTARY – FY24

Performance Highlights, Mr. Gnanesh (Sunil) Gala, Managing Director:

“In FY24, our revenue stood at Rs. 1,693 crores, reflecting a growth of 3.5% year-on-year. This growth is attributable to a 7% increase in our domestic stationery segment and a 4% increase in our export stationery business. Our publication business remained flat for the year.

On our core business performance, publication business demonstrated resilience amidst external challenges, including lower-than-anticipated offtake of channel inventory, an unprecedented increase in paper prices, and a surge in the resale of second-hand books due to no major curriculum changes in the last six years.

Domestic stationery business grew by 7% in FY24. During Q4 FY24, for our paper stationery products we introduced newer designs generated through adoption of AI which is receiving exceptional market response. Also, company is exploring phased introduction of various products in the non-paper stationery segment in the coming quarters.

Export stationery segment demonstrated a growth of 4% in FY24. During the year, we introduced multiple new products in the export market, which helped drive this growth. However, the segment faced challenges due to disrupted global trade routes coupled with restrictions imposed on some product categories in the US. Looking ahead, we are optimistic about the future of our export stationery segment. We plan to further expand our product offerings to include both paper and non-paper stationery items.

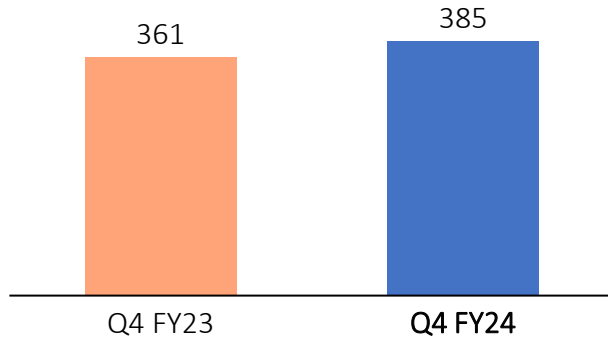
Furthermore, in Q1FY25, our subsidiary Navneet Learning LLP (NEL holds 93.0%) entered into a definitive agreement with Venturi Partners to divest a 5.12% stake (on fully diluted basis) in K12 Techno Services Pvt. Ltd. for a consideration of Rs. 225.18 crores. Majority of these proceeds shall be utilized to further strengthen our core businesses. This stake sale is in line with our long-term strategy to allocate resources towards core business objectives while unlocking value for stakeholders.

By continuing to innovate and adapt to changing market conditions, we aim to strengthen our presence and achieve significant advancements in our core business of publishing integrated with technology offerings and stationery products. This will drive sustainable growth and deliver greater stakeholders' value.”

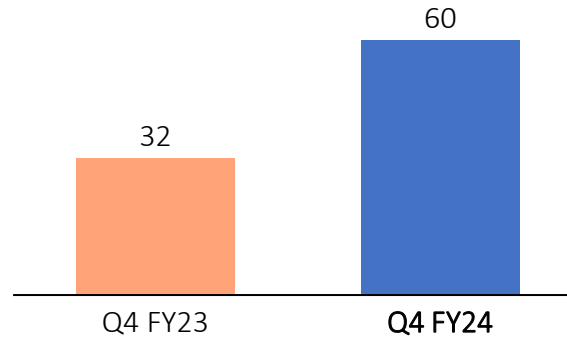


STANDALONE PERFORMANCE HIGHLIGHTS – Q4 FY24

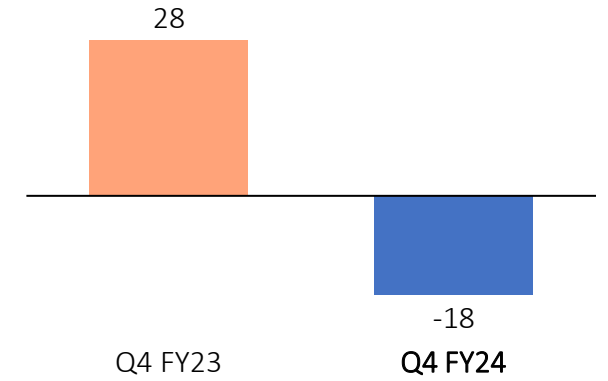
Revenue from Operations (Rs. In Crores)



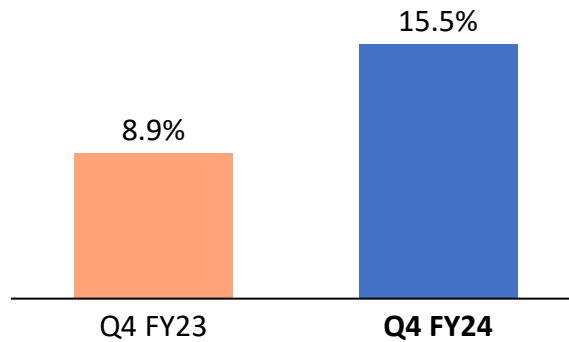
EBITDA (Rs. In Crores)



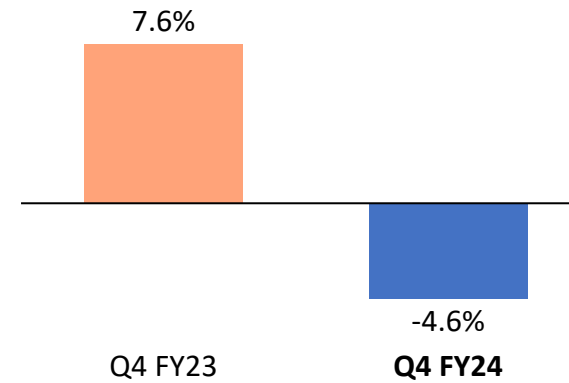
Profit After Tax (Rs. In Crores)*



EBITDA Margin



PAT Margin



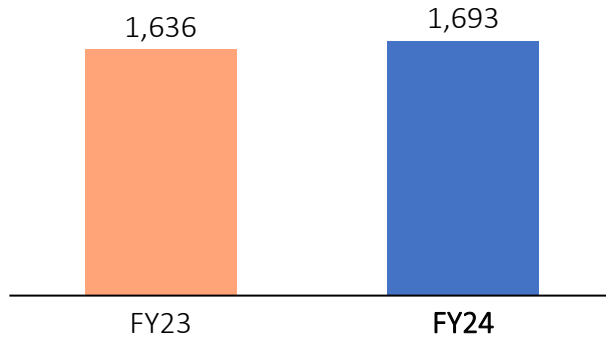
* Q4FY24 - Includes Rs. 48.75 crores towards diminution in value of investment of wholly owned subsidiary, which is primarily on account of demerger and fair value changes in investments made by the said wholly owned subsidiary

* Q4FY23 – Includes reversal of provision made for impairment on investment in wholly owned subsidiaries Rs. 24.0 crores

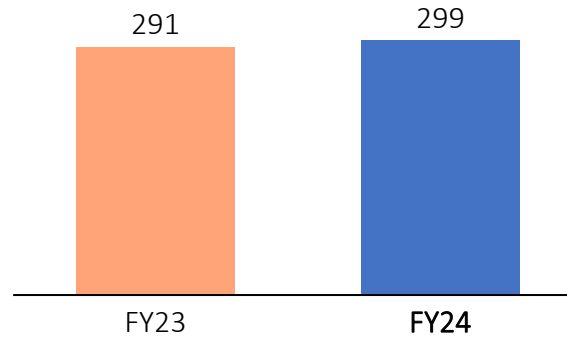
Q4FY23 figures are restated after giving effect of scheme of arrangement

STANDALONE PERFORMANCE HIGHLIGHTS – FY24

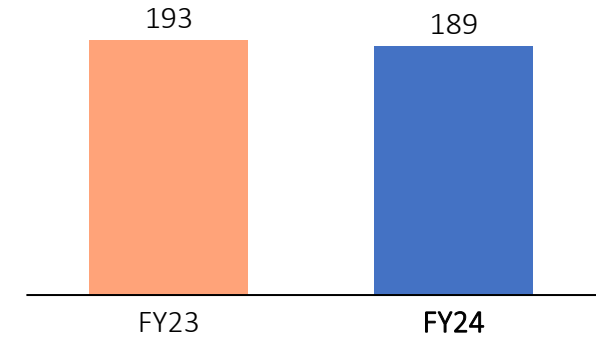
Revenue from Operations (Rs. In Crores)



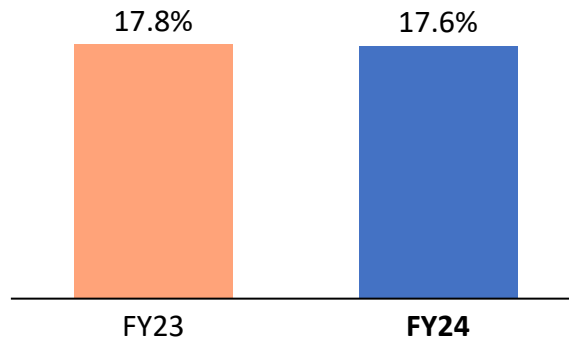
EBITDA (Rs. In Crores)



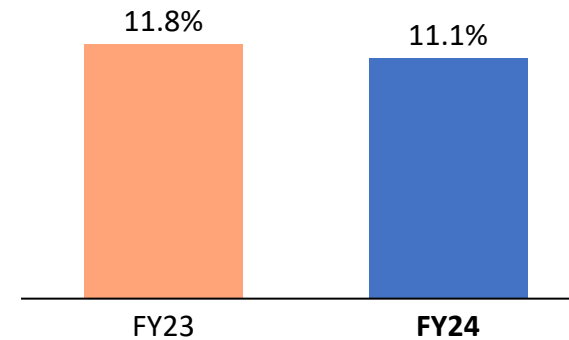
Profit After Tax (Rs. In Crores)*



EBITDA Margin



PAT Margin



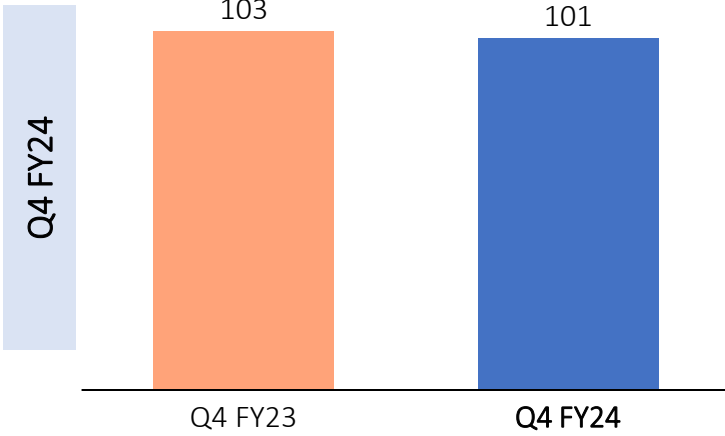
Note: * FY24 – Includes Rs. 30.23 crores is towards profit on sale land and building at Ghuma, Gujarat and Rs. 48.75 crores towards diminution in value of Investment of wholly owned subsidiary, which is primarily on account of demerger and fair value changes in Investments made by the said wholly owned subsidiary

* FY23 – Includes reversal of provision made for impairment on investment in wholly owned subsidiaries Rs. 24.0 crores and Rs. 6.3 crores towards profit on sale of property

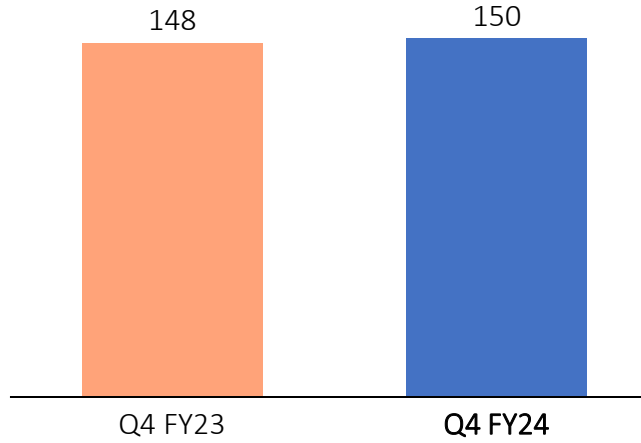
FY23 figures are restated after giving effect of scheme of arrangement

STANDALONE SEGMENT PERFORMANCE HIGHLIGHTS

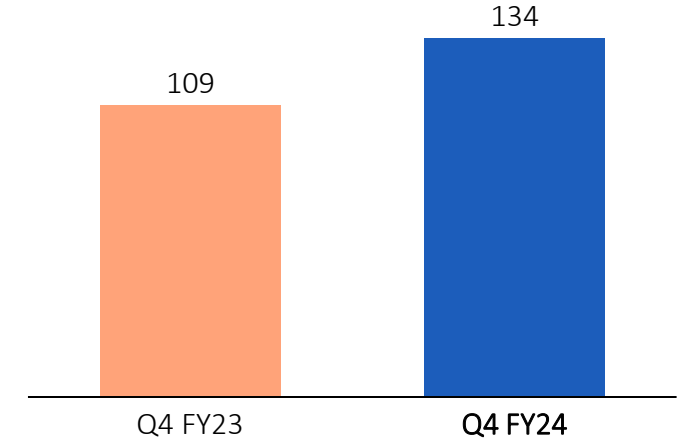
Publications Revenue (Rs. In Crores)



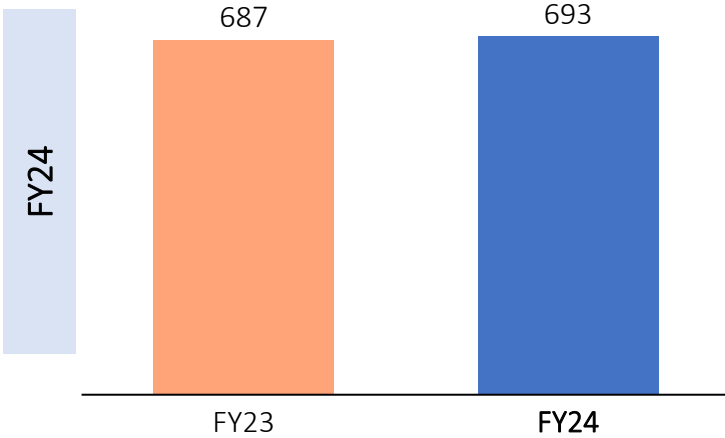
Stationery Revenue - Domestic (Rs. In Crores)



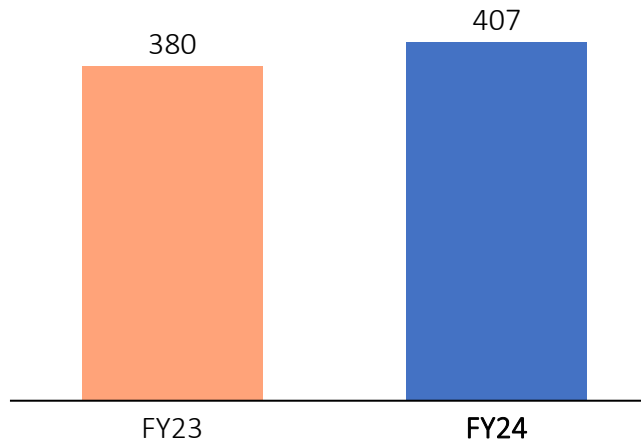
Stationery Revenue - Exports (Rs. In Crores)



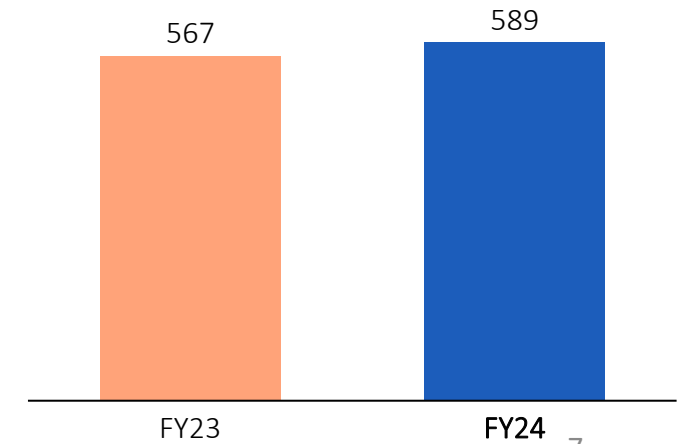
Publications Revenue (Rs. In Crores)



Stationery Revenue - Domestic (Rs. In Crores)



Stationery Revenue - Exports (Rs. In Crores)



Q4FY23 & FY23 figures are restated after giving effect of scheme of arrangement

STANDALONE PROFIT & LOSS ACCOUNT – Q4 & FY24

Profit and Loss (in Rs. Crores)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
Revenue from Operations	385	361	6.7%	1,693	1,636	3.5%
Cost of Goods Sold	219	226		959	939	
Employee Cost	63	61		237	214	
Other Expenses	43	42		199	193	
EBITDA	60	32	87.1%	299	291	2.7%
EBITDA Margin	15.5%	8.9%		17.6%	17.8%	
Depreciation	20	18		59	53	
Other Income	5	4		14	15	
EBIT	45	18	153.1%	254	253	0.2%
EBIT Margin	11.8%	5.0%		15.0%	15.5%	
Finance Cost	4	4		17	9	
Exceptional Item Gain / (Loss)*	-49	24		-19	30	
Profit before Tax	-7	38	-119.4%	219	274	-20.3%
Profit before Tax Margin	-1.9%	10.6%		12.9%	16.8%	
Tax	10	11		30	81	
Profit After Tax	-18	28	-163.8%	189	193	-2.3%
Profit After Tax Margin	-4.6%	7.6%		11.1%	11.8%	
EPS	-0.8	1.2		8.3	8.5	

*Note: Q4FY24 – Includes Rs. 48.75 crores towards diminution in value of Investment of wholly owned subsidiary, which is primarily on account of demerger and fair value changes in Investments made by the said wholly owned subsidiary

Q4FY23 – Includes reversal of provision made for impairment on investment in wholly owned subsidiaries Rs. 24.0 crores

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FY23 – Includes reversal of provision made for impairment on investment in wholly owned subsidiaries Rs. 24.0 crores and Rs. 6.3 crores towards profit on sale of property

Q4FY23 & FY23 figures are restated after giving effect of scheme of arrangement

STANDALONE BALANCE SHEET STATEMENT

Assets (in Rs. Crores)	Mar-24	Mar-23
Non - Current Assets	716	669
Property Plant & Equipments	187	177
CWIP	2	1
Investment property	0	0
Intangible assets	30	28
Right of use asset	7	9
Intangible assets under development	5	7
Financial Assets		
Investments	384	394
Loans	19	19
Other Financial Assets	4	3
Deferred Tax Assets (Net)	3	
Other Non - Current Assets (Net)	32	27
Other Non-Current Tax Assets (net)	44	3
Current Assets	1,025	976
Inventories	631	607
Financial Assets		
(i) Trade receivables	299	273
(ii) Cash and cash equivalents	14	19
(iii) Loans	18	18
Other Financial Assets	10	22
Other Current Assets	53	37
Total Assets	1,741	1,645

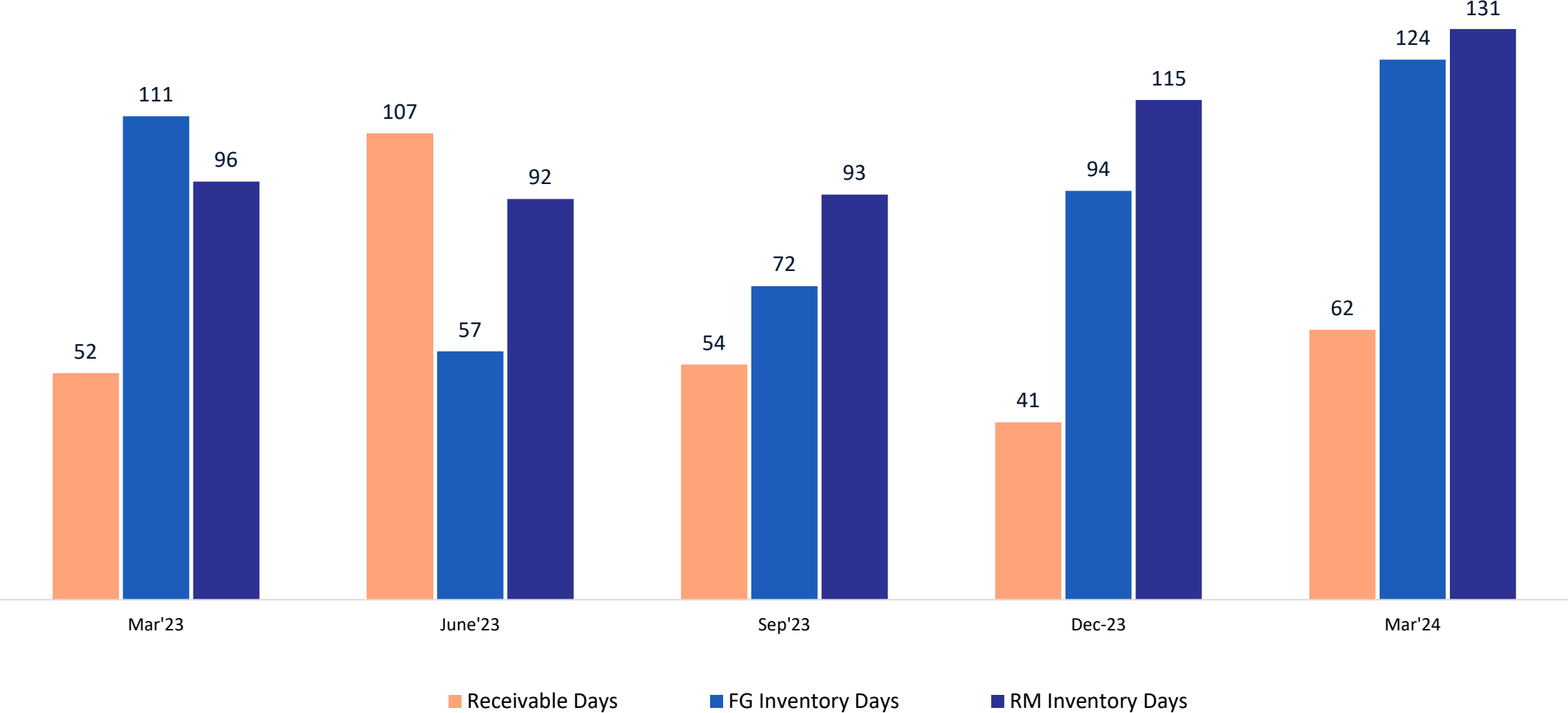
Equity & Liabilities (in Rs. Crores)	Mar-24	Mar-23
Total Equity	1,372	1,243
Share Capital	45	45
Reserves & Surplus	1,327	1,198
Non-Current Liabilities	11	9
Financial Liabilities		
(i) Lease Liabilities	5	0
Provisions	1	1
Other Non-Current Liabilities	4	3
Deferred Tax Liabilities		5
Current Liabilities	358	393
Financial Liabilities		
(i) Borrowings	222	236
(ii) Trade Payables	52	57
(iii) Lease	2	11
(iv) Other Financial Liabilities	27	32
Other Current Liabilities	18	17
Current tax liabilities (net)	3	9
Provisions	35	31
Total Equity & Liabilities	1,741	1,645

FY23 figures are restated after giving effect of scheme of arrangement

STANDALONE CASHFLOW STATEMENT

Particulars (Rs. Crs)	Mar-24	Mar-23
Net Profit Before Tax	219	274
Adjustments for: Non -Cash Items / Other Investment or Financial Items	87	29
Operating profit before working capital changes	306	303
Changes in working capital	34	-246
Cash generated from Operations	272	57
Direct taxes paid (net of refund)	-84	-67
Net Cash from Operating Activities	187	-9
Net Cash from Investing Activities	-73	-100
Net Cash from Financing Activities	-117	104
Net Decrease in Cash and Cash equivalents	-3	-6
Add: Cash & Cash equivalents at the beginning of the period	14	19
Cash & Cash equivalents at the end of the period	11	14

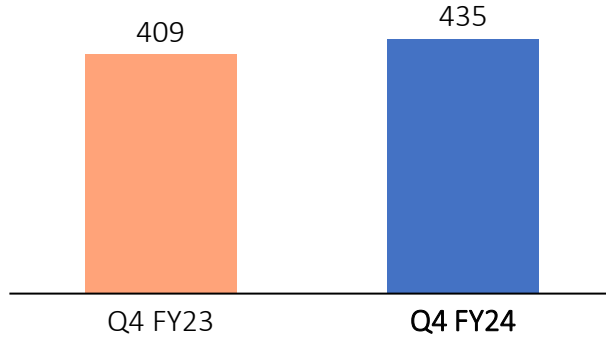
WORKING CAPITAL CYCLE



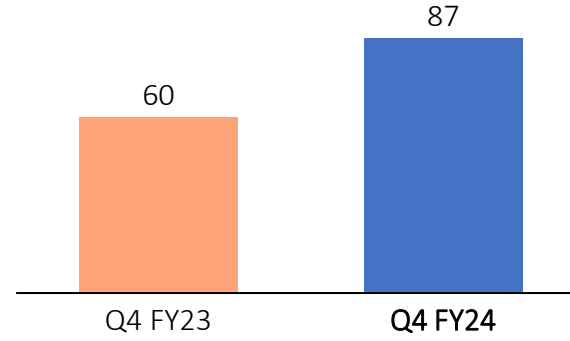
Note: on TTM basis

CONSOLIDATED PERFORMANCE HIGHLIGHTS – Q4 FY24

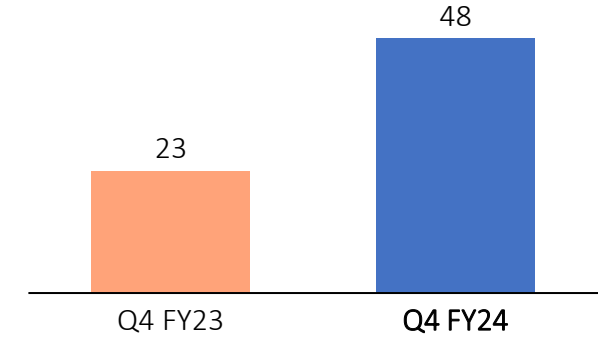
Revenue from Operations (Rs. In Crores)



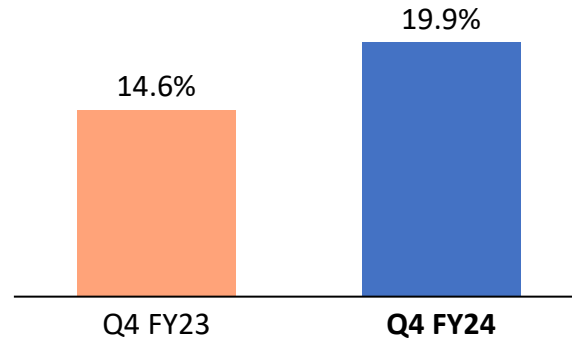
EBITDA (Rs. In Crores)



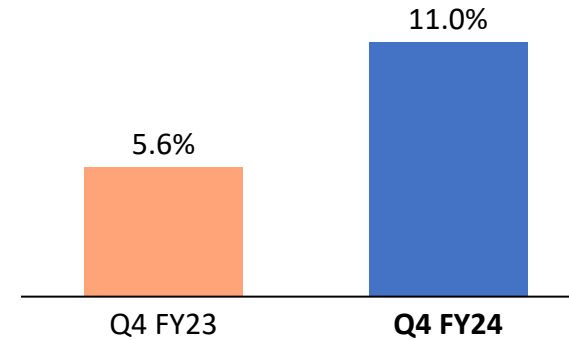
Profit After Tax (Rs. In Crores)*



EBITDA Margin

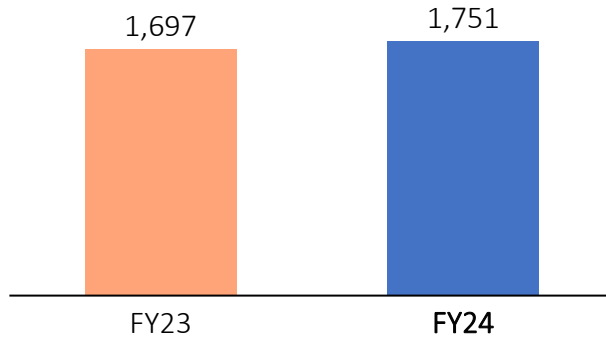


PAT Margin

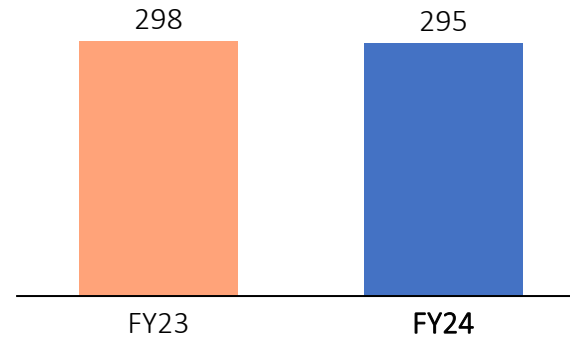


CONSOLIDATED PERFORMANCE HIGHLIGHTS – FY24

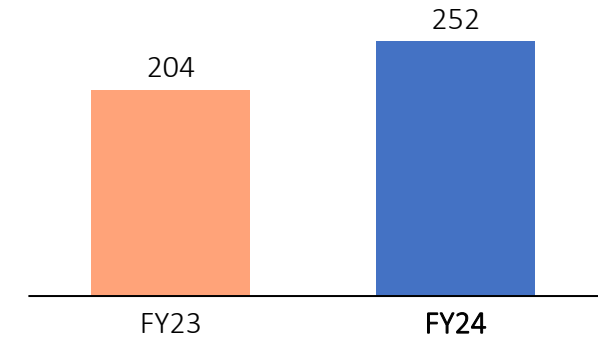
Revenue from Operations (Rs. In Crores)



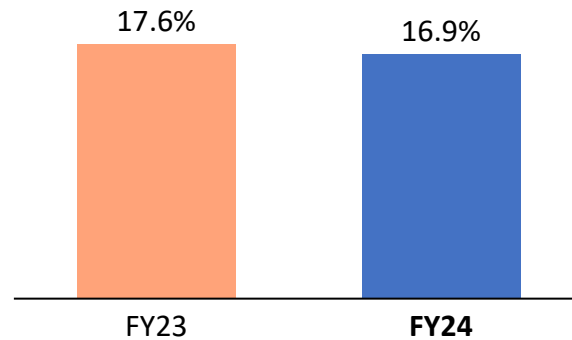
EBITDA (Rs. In Crores)



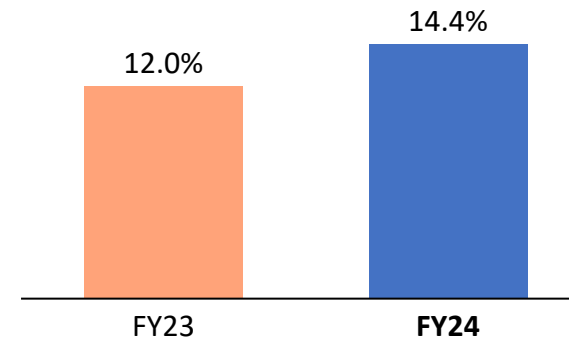
Profit After Tax (Rs. In Crores)*



EBITDA Margin



PAT Margin



Note: * FY24 Rs. 30.23 crores is towards profit on sale land and building at Ghuma and dilution gain on K12 Techno of Rs. 37.93 crores

*FY23 Includes dilution gain on K12 Techno of Rs. 57.8 crores and Rs. 6.3 crores towards profit on sale of property

CONSOLIDATED PROFIT & LOSS ACCOUNT – Q4 & FY24

Profit and Loss (in Rs. Crores)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
Revenue from Operations	435	409	6.4%	1,751	1,697	3.2%
Cost of Goods Sold	229	234		981	954	
Employee Cost	67	65		258	232	
Other Expenses	52	51		218	213	
EBITDA	87	60	44.7%	295	298	-1.0%
EBITDA Margin	19.9%	14.6%		16.9%	17.6%	
Depreciation	21	20		65	58	
Other Income	5	4		13	15	
EBIT	70	44	57.1%	243	255	-4.5%
EBIT Margin	16.0%	10.8%		13.9%	15.0%	
Finance Cost	5	4		20	12	
Exceptional Item Gain / (Loss)*	0	0		68	64	
Share of Profit/(Loss) in JV and Associates	-6	-7		-1	-9	
Profit before Tax	58	33	76.1%	291	298	-2.5%
Profit before Tax Margin	13.4%	8.1%		16.6%	17.6%	
Tax	11	10		39	94	
Profit After Tax	48	23	108.8%	252	204	23.5%
Profit After Tax Margin	11.0%	5.6%		14.4%	12.0%	
EPS	2.1	1.0		11.1	9.0	

Note: * FY24 Rs. 30.23 crores is towards profit on sale land and building at Ghuma and dilution gain on K12 Techno of Rs. 37.93 crores

*FY23 Includes dilution gain on K12 Techno of Rs. 57.8 crores and Rs. 6.3 crores towards profit on sale of property

CONSOLIDATED PROFIT & LOSS ACCOUNT – FY24

Revenue from Operations (Rs. In Crores)

Particulars	FY24	FY23
NEL	1,693	1,636
NFL (eSense)	4	2
Indiannica	59	65
NLLP	0	0
NHKL	21	7
N.Tech Venture	0	0
K12	0	0
Carveniche Tech	0	0
Exceptional Item	0	0
Inter co Adjust	-26	-13
Total	1,751	1,697

EBITDA* (Rs. In Crores)

FY24	FY23
313	306
0	0
0	9
#	#
1	0
0	0
18	11
0	-2
0	0
-6	-12
327	313

PAT (Rs. In Crores)

FY24	FY23
207	193
0	#
-10	0
#	#
1	0
0	0
-1	-7
0	-2
68	64
-14	-45
252	204

* Includes Other Income

CONSOLIDATED BALANCE SHEET STATEMENT

Assets (in Rs. Crores)	Mar-24	Mar-23
Non - Current Assets	640	602
Property Plant & Equipments	187	177
CWIP	2	1
Intangible assets	51	54
Right of use asset	12	9
Intangible assets under development	5	7
Investments accounted for using the equity method	206	169
Financial Assets		
Investments	78	130
Loans	19	19
Other Financial Assets	5	4
Other Non - Current Assets (Net)	31	27
Other Non-Current Tax Assets (net)	44	4
Current Assets	1,106	1,055
Inventories	639	625
Financial Assets		
(i) Trade receivables	367	331
(ii) Cash and cash equivalents	25	28
(iii) Loans	3	3
Current Tax Assets (Net)	62	46
Other Current Assets	10	23
Total Assets	1,747	1,656

Equity & Liabilities (in Rs. Crores)	Mar-24	Mar-23
Total Equity	1,293	1,150
Share Capital	45	45
Reserves & Surplus	1,248	1,105
Non-Controlling Interest	0	0
Non-Current Liabilities	49	42
Financial Liabilities		
(i) Lease Liabilities	9	0
Provisions	1	1
Other Non-Current Liabilities	4	3
Deferred Tax Liabilities	34	37
Current Liabilities	405	464
Financial Liabilities		
(i) Borrowings	245	276
(ii) Trade Payables	52	64
(iii) Lease	3	11
(iv) Other Financial Liabilities	27	32
Other Current Liabilities	19	18
Current tax liabilities (net)	3	9
Provisions	55	52
Total Equity & Liabilities	1,747	1,656

CONSOLIDATED CASH FLOW STATEMENT

Particulars (Rs. Crores)	Mar-24	Mar-23
Net Profit Before Tax	291	298
Adjustments for: Non -Cash Items / Other Investment or Financial Items	12	11
Operating profit before working capital changes	303	309
Changes in working capital	-68	-264
Cash generated from Operations	235	45
Direct taxes paid (net of refund)	-79	-67
Net Cash from Operating Activities	156	-22
Net Cash from Investing Activities	-35	-86
Net Cash from Financing Activities	-122	101
Net Decrease in Cash and Cash equivalents	-1	-6
Add: Cash & Cash equivalents at the beginning of the period	-18	-12
Cash & Cash equivalents at the end of the period	-19	-18



Navneet Education Limited - A Panoramic View

Navneet Education Limited is a leading educational syllabus-based provider that offers high-quality content across both print and digital mediums. With **over 60 years of experience as an educational publisher and stationery manufacturer**, the Company enjoys a robust brand recognition and a prominent market standing in the educational content and scholastic stationery segments

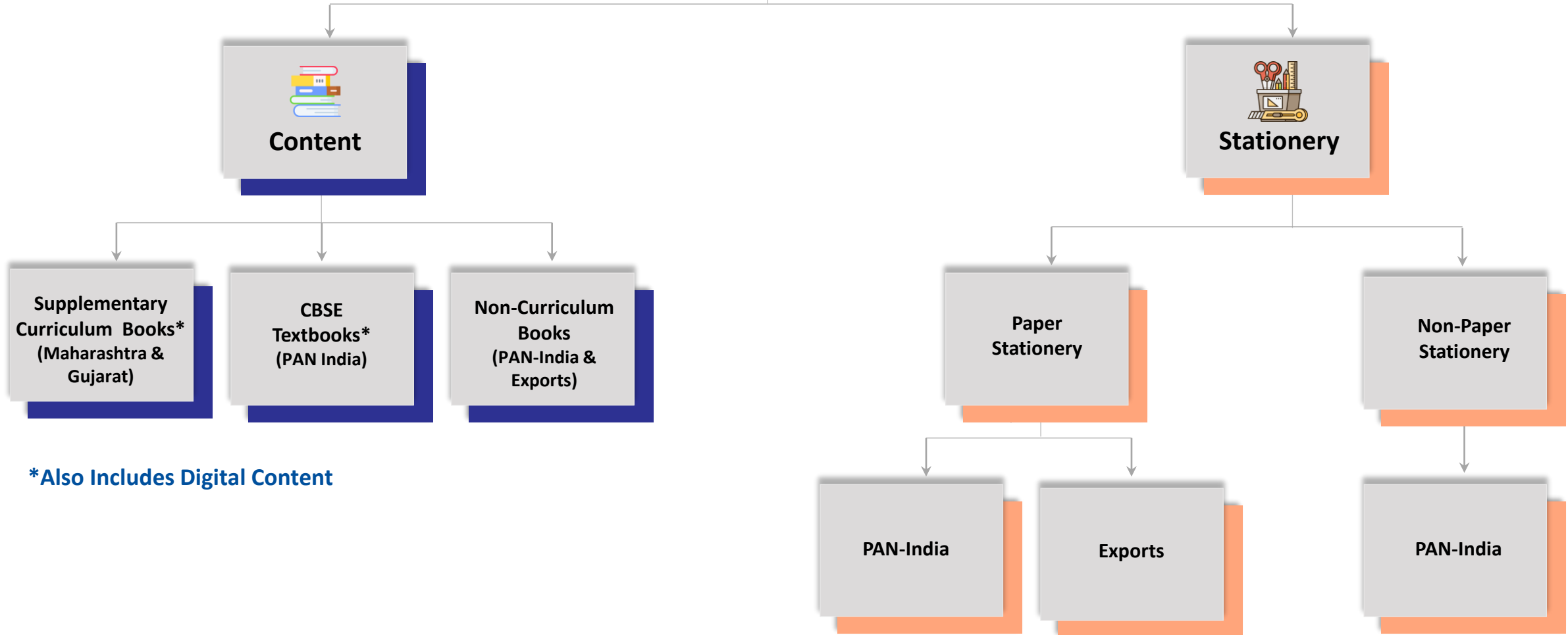
The Company's proficiency, responsiveness, and preparedness have enabled it to consistently evolve with the times, remaining aligned with the latest developments in the field of education and technology.

The presentation hereon, in a nutshell, encompasses elements that render the Company's distinction and competitive advantage in the market.

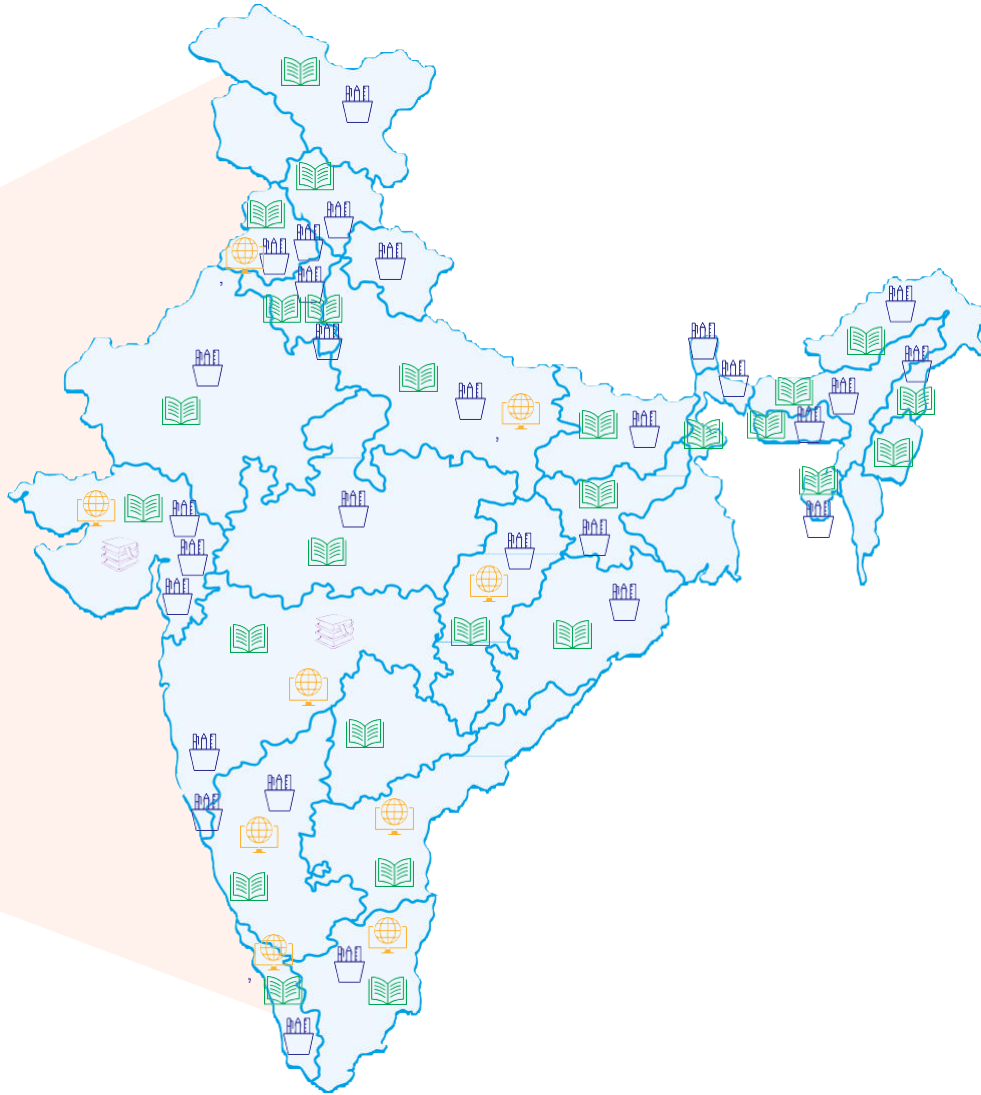




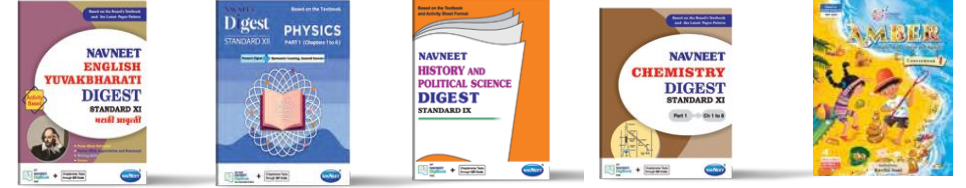
Navneet Education Limited



*Also Includes Digital Content



Supplementary Books : Maharashtra & Gujarat



Text-Books : Pan India & Sri Lanka*



Stationery : Pan India



Digital Presence

- Maharashtra • Andhra Pradesh • Karnataka • Chhattisgarh • Utter Pradesh • Punjab
- Gujarat • Telangana • Tamil Nadu • Kerala • Haryana

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy

Note: *The Company also supplies Textbooks to Sri Lanka

Our portfolio encompasses an array of stationery products catering to academic and non-academic segments, including global exports. Through our unique offerings, we establish and reinforce our brand's essence within the educational landscape.



1,550+ SKUs

Developed till date for export market



1,400+ SKUs

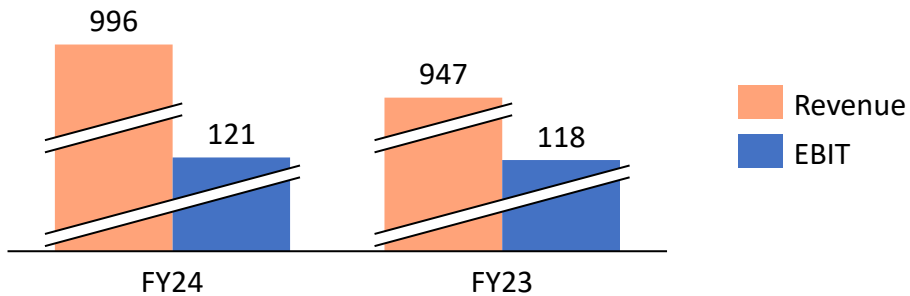
Developed till date for domestic market



30+ Countries Globally

Extensive reach in India and across the Globe

Revenue & EBIT (Rs. In Crores)



Wide range of product portfolio in paper-based and modern non-paper stationery

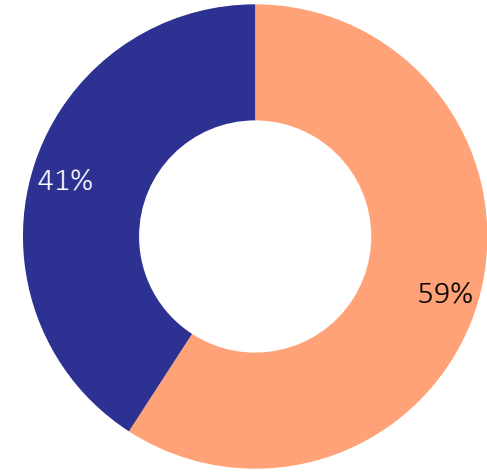


Outlook & Way forward

- Post-Covid-19 pandemic, stationery business in India is seeing consolidation. Organised players are growing their market share, and this will help NEL to grow faster going forward.
 - Domestic Revenue : Endeavor to achieve 12%-15% growth in FY25
- Export Stationery Business
 - Successfully added new stationery products to its export portfolio for the US market and other export markets.
 - As communicated earlier, one of our product categories is currently being evaluated for the potential anti-dumping duty in the USA. We expect to service orders from this category in FY25 as necessary arrangements are being done.
 - We are seeing early signs of slowdown in the US markets due to supply chain constraints resulting in unprecedented increase in freight costs from India which we believe to be a temporary phenomena.
- Additionally, several products under non-paper stationery are under various stages of evaluation and R&D which will be introduced in both export and domestic markets in the coming quarters.
- Overall Stationery : Confident of achieving 12%-14% EBIT margins in FY25

BUILDING A STRONG GLOBAL PRESENCE

FY24 - Revenue Breakup of Stationery Business



Export Domestic

Export to 30+ countries globally

- Canada
- USA
- Mexico
- Honduras
- Jamaica
- Puerto Rico
- Costa Rica
- Panama
- Ireland
- Norway
- Sweden
- Denmark
- Germany
- U.K.
- Spain
- Turkey
- Ethiopia
- Kenya
- Rwanda
- Tanzania
- Zambia
- Madagascar
- South Africa
- New Zealand
- U.A.E.
- Trinidad & Tobago
- Mozambique
- Congo
- Senegal
- Ivory Coast
- Ghana
- Nepal



Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy

Achieving lean and efficient manufacturing to drive transition

- The Company has always been ahead of the curve in its pursuit of operational excellence.
- Manufacturing capital for the Company is using its assets to effectively produce products locally while serving constituencies locally and internationally.
- The Company's manufacturing capabilities and solution-focused approach will help in serving its customers with quality products at a reasonable price, at a consistent pace.



**Dantali Village,
Kalol Taluka,
Gandhinagar,
Gujarat**



**Sayali Village,
Silvassa,
Dadra & Nagar Haveli
Union Territory**



**Khaniwade Village, Taluka Vasai, Palghar District,
Maharashtra**



Investments by Navneet Group

- K12 Techno Services
- SFA Sporting Services
- Carveniche Technologies
- Elation Edtech




INVESTMENTS BY NAVNEET GROUP



Knowledge is wealth

Business
Segment
Customers
Products
Investments

	K12	SFAPLAY.COM	beGalileo	tinkerly
	 Link to Company's Website – Click Here	 Link to Company's Website - Click Here	 Link to Company's Website - Click Here	 Link to Company's Website - Click Here
Business	The K12 education model provides elementary education to students from kindergarten to 12th grade through its brand 'Orchids, the International School'. The group is fast expanding and gaining prominence in the EdTech space by delivering high-quality education services that leverage the latest advancements in technology.	Fully integrated digital plus on-ground multi-sport platform, the official partner of the IOA — Tokyo Olympics 2020, CWG 2022 & Asian Games 2022, builds technology to enable high precision for executing large-scale, multisport competitions to identify and nurture talent across sports at the grassroots level in India	AI-driven personalized adaptive learning math platform for kids. It generates a learning plan for every child automatically based on the standard and grade-level curriculum	STEM-based learning kits for kids offering online coding classes. Also, enables students to build technical skills and job-related skills for the future
Segment	Schools (B2C & B2B)	Sports (B2C & B2B)	Math (B2C)	Coding (B2B)
Customers	Schools, B2C – Kindergarten to 10th grade	Government/Federations Schools Athletes/Childrens	B2C – Kids aged 4-16 years (USA and Middle East)	B2B – Schools
Products	LMS, School Management	Event Management Services (EMA) SFA Championship Game Management System (GMS) – SFA Tech	Math & Coding Curriculum Summer Camps with influencers	Coding Curriculum STEM Kits STEM Labs
Investments	NEL's Stake: ~14.92%*	NFL's Stake: 14.29% (Invested Rs. 75 Crores)	NFL's Stake: 46.84% (Invested Rs. 18.67 Crores)	NFL's Stake: 14.40% (Invested Rs. 5.25 Crores)

*Note: on 8th May 2024 Navneet Learning LLP has entered into a definitive agreement with Venturi Partners to divest 5.12% (on fully diluted basis) stake in K12 Techno for a consideration of INR 225.18 crores., Navneet Education Limited holds 93.0% stake in its subsidiary Navneet Learning LLP



Contact Information

Company :

Navneet Education Limited
CIN: L22200MH1984PLC034055
Mr. Roomy Mistry – Investor Relations



E: investors@navneet.com
T: +91 9819958878
www.navneet.com

Investor Relations Advisor :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285



Mr. Abhishek Shah / Mr. Pratik Shah

E: abhishek.shah@sgapl.net / p.s.shah@sgapl.net
T: +91 9930651660 / +91 9870030585
www.sgapl.net

