



Date: June 18, 2026

To,
Listing & Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra-Kurla Complex, Bandra(East)
Mumbai - 400051

Ref :- NSE Symbol: CHETANA
ISIN : INEOU1T01012

Sub: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 – Audio Recording of H2 & FY26 Investor Call

Dear Sir/ Madam,

In continuation to our letter dated June 13, 2026 of original Intimation of the Schedule for the Earnings Conference Call, we hereby inform you that the Company's Investor Conference Call for the Samruddhi Season 3 – Nav-Bharat ka Caravan was successfully concluded today.

The summary of the discussions held during the said call has been provided below for the information of shareholders and other stakeholders.

Kindly take the same on your records.

Thanking you.

Yours Truly,
For Chetana Education Limited

Company Secretary
Membership No. A31399

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Discussion Note
Investor Webinar – Chetna Education Limited
Samruddhi Season 3 – Nav-Bharat ka Caravan

Company Overview

- 48-year-old K-12 publisher with expansion into EdTech after 2022.
- Operations across 18 states with 19 branches, 18 brands, over 1,000 titles and more than 90 lakh books printed in FY26.
- Presence in UAE.
- Presence in Sri Lanka.
- Education ecosystem includes QR-enabled books, OTT platform, AI teacher tools, Smart School Project and stationery.

Financial Highlights

- FY26 Revenue: ₹109 crore.
- FY26 EBITDA: ₹21.4 crore.
- FY26 PAT: ₹13.5 crore.
- FY26 EPS: ₹6.6.
- Margin decline was due to approximately ₹55 lakh loss in the Dijaa Education subsidiary and ₹55 lakh gratuity provision following labour law changes.

Business & Growth Strategy

- QR-enabled books provide access to over 35,000 educational videos.
- Dot Star SaaS platform enables schools to operate their own branded educational OTT channels.
- 'Books and Beyond' uses AI to generate presentations, quizzes and teaching notes within seconds.
- Smart School Project provides IFP panels to schools in return for long-term adoption of Chetna books, stationery and OTT subscriptions.
- NextGen Olympiad, stationery business and strategic partnerships.
- Learning Ecosystem through - Books & Beyond, Dottstar, and the Dijaa App

Management Commentary

NEP Opportunity: Management expects NEP 2020 and syllabus revisions to benefit organised publishers while reducing the second-hand market.

Digital Strategy: Physical books and digital content are viewed as complementary rather than substitutes.

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Expansion: South India, particularly Karnataka and Tamil Nadu, has been identified as the next major growth market.

Asset-light Model: Technology platforms are delivered through SaaS partnerships, limiting future capex.

Competition: Management does not consider EdTech platforms to be direct competitors because digital offerings are integrated with textbooks.

Smart School Project: Approximately 50 schools have already signed under the SSP initiative.

Overall Takeaways

- Management is repositioning Chetna from a traditional publisher into an integrated education solutions provider.
- Recurring digital engagement, teacher productivity tools and school partnerships are expected to strengthen customer retention.
- NEP-led syllabus changes, South India expansion and technology adoption remain key growth drivers.

Disclaimer

Prepared from the management interaction and investor webinar for internal reference. This document is a summary and not a verbatim transcript or investment recommendation.