Knowledge is wealth

NEL/NSE/42/2019 15th May, 2019

The Secretary
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1,
'G' Block, Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051

Dear Sirs,

Ref : Symbol – NAVNETEDUL

Sub : Submission of presentation shared with analysts and institutional investors on Financial Results

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations,2015,we hereby submit Q4 & Audited Results of FY 19 presentation shared with analysts and institutional investors on Statement of Standalone Unaudited Financial Results for the quarter ended 31st March,2019 and Standalone and Consolidated Audited Financial Results for the year ended 31st March,2019.

The said presentation is uploaded and on Company's website www.navneet.com

You are requested to take note of the above.

Kindly acknowledge the receipt.

Thanking you,

Yours faithfully,
FOR NAVNEET EDUCATION LIMITED

AMIT D. BUCH
COMPANY SECRETARY

Encl.: As above

NAVNEET EDUCATION LIMITED
CIN: L22200MH1984PLC034055
Navneet Bhavan, Bhavani Shankar Road, Dadar (W), Mumbai 400 028. India
Tel.: 022 6662 6565 · Fax: 022 6662 6470 · email: nel@navneet.com · www.navneet.com · /navneet.india

NAVNEET®

Knowledge is wealth

INVESTOR PRESENTATION

as on 15th May, 2019

A PREMIUM EDUCATION HOUSE

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COMPANY OVERVIEW

ABOUT NAVNEET

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.

VISION, MISSION & CORE VALUES

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

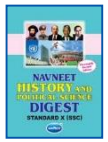
Proactive

Student Centric

Transparency

6 DECADES OF NAVNEET – A SNAPSHOT

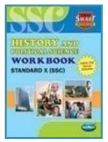
1959



First Digest / Guide Published for Std. X

1970

Workbook Concept Introduced



1975

Published 21 Most Likely Question Sets

1990

Children Books Introduced

1993

Scholastic Stationery

1994

First Educational Publisher to be listed on BSE and NSE

2008

Entered B2B Digital Learning Space

2011

Ventured into School Management

2014

Entered B2C Digital Learning Space

2016

New range of stationery launched under brand YOUVA

2017

Acquired Indian Curriculum text book business from Encyclopedia Britannica India

2018

Digital Assessment Platform for schools / children

2019

Branded Stationery in UAE

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

3
Printing / Manufacturing Locations

300+
No. of Authors

2
Presence in States for Supplementary Books

48,000+
Presence in Retail Outlets for Stationery in India

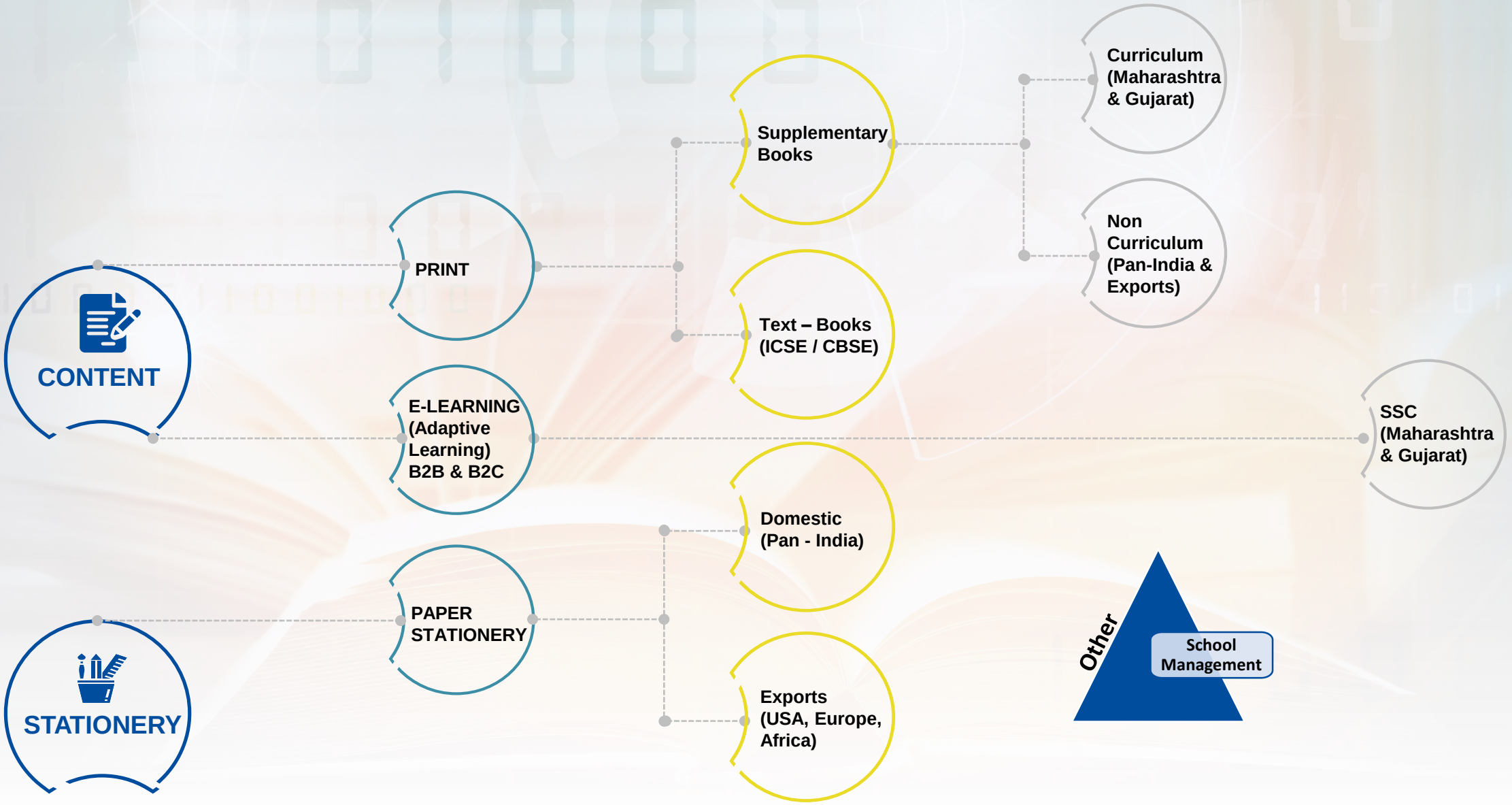
1 Lakh+ Tons
Paper consumed

600+
SKU's in Stationery

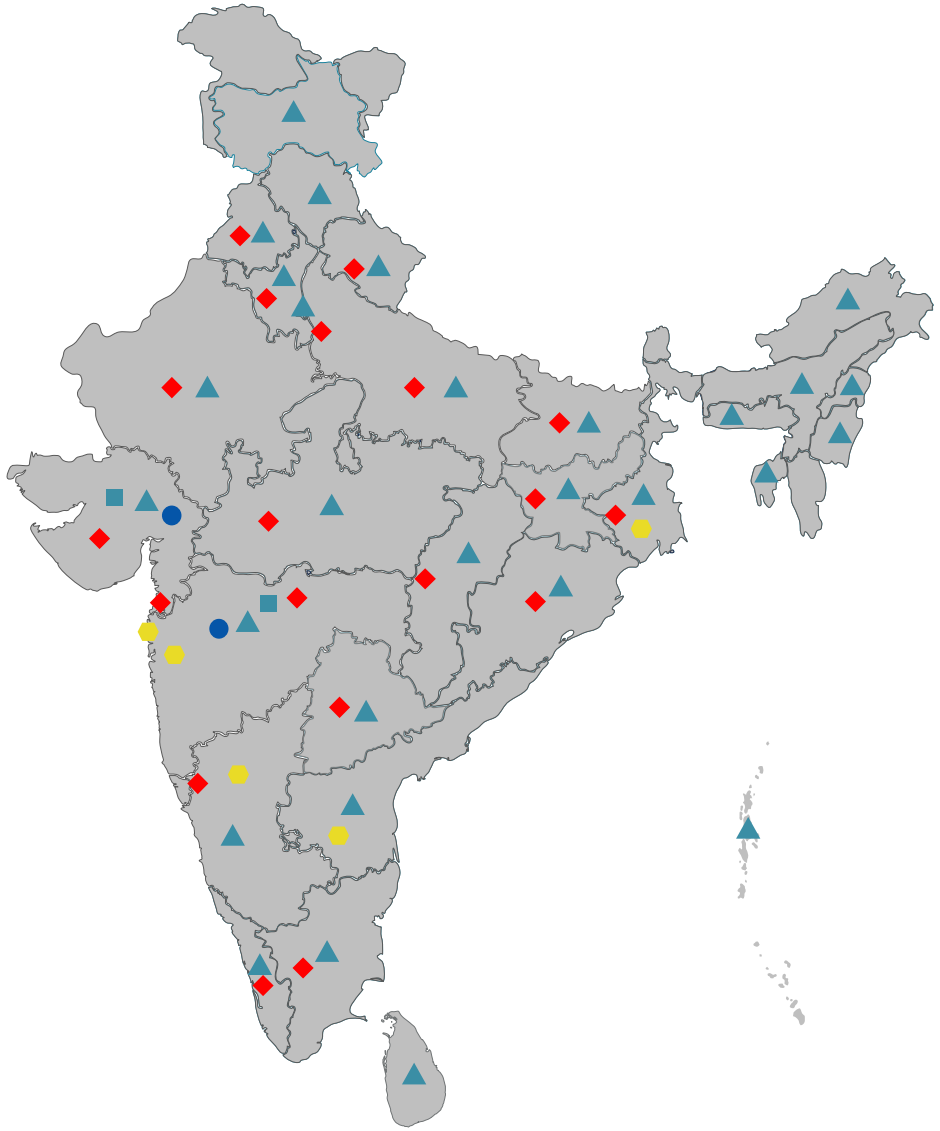
25+
Presence in Countries for Paper Stationery

NAVNEET GROUP BUSINESS

NAVNEET GROUP BUSINESS PORTFOLIO



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, Dadra & Nagar Haveli, Bihar, Jharkhand, Odisha, West Bengal, Karnataka, Kerala, Tamil Nadu, Telangana, Gujarat, Chhattisgarh, Delhi, Haryana, Madhya Pradesh, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand

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

INTERNATIONAL CUSTOMER PROFILE

GROWTH DRIVERS FOR NAVNEET

Content

Syllabus change

Syllabus Change in State Board (SSC) Schools is a major growth driver as it does away with the old and second hand books from trade and students buy new supplementary books as per the new revised syllabus.

CBSE Affiliated Schools

With the rapid growth of CBSE schools in the country the market for these products will grow rapidly.

CBSE Pattern Schools

Many English Medium Private SSC Schools (Around 94,000 in the Country) have started positioning themselves as CBSE Pattern Schools where they use private publishers' text books up to Grade VIII.

Stationery

Domestic Stationery

Increasing number of schools, improved standard of living as well as shift in focus from inexpensive to premium quality products are some of the crucial factors which would drive the demand

Exports Stationery

On account of Quality, timely delivery, competitive preference over other exporting countries and also being one of the leading organized player in the Segment, Exports is poised for rapid growth

eSENSE LEARNING

4,000+
Digital Classrooms using Top Class

20,000+
Teachers trained

1,20,000+
Students learning through Top Class

150+
Team of authors, Illustrators and animators

350+
Hours of digital content

15,000+
Videos

2,00,000+
MCQs

GROWTH DRIVERS - E-LEARNING EDUCATION

EVOLVING BUSINESS MODEL :

Peer to peer learning among students to gain pace also value added services such as internships and live projects along with regular courses to provide hands on experience to students

GAMIFICATION :

Will gain application in the form of simulation of concepts, Incentive based learning, level advancement badges and the likes

CSR INITIATIVES :

With law of CSR spending of 2% from profit, the max spends towards education, will enable infrastructure needed for online education

INTERNET PENETRATION :

51% Penetration , 409 million users
2021(P)- Projected 735 million Users

LOW COST ALTERNATIVE :

Online Education – 53% Cheaper

RISING DISPOSABLE INCOME :

Disposable income of the country expected to grow 55% by 2020

RISING JOB SEEKING POPULATION :

280 million people to enter job market by 2050. Growth rate of jobs:2%, Unemployment rate (2016):5%

SMARTPHONE PENETRATION :

More than 290 million smartphone users currently, User base to add 180 million users by 2021

LACK OF QUALITY EDUCATION :

Online channel provides quality education to potential students currently, there is lack of quality education in many parts of India

GROWING YOUNG POPULATION :

Large fraction of Indian population is young thus enlarging the target population for online education. Acceptability for online education is higher in the younger demographic

Source: KPMG

INDIANNICA LEARNING (Formerly ENCYCLOPAEDIA BRITANNICA INDIA)

1
8,500+ Schools
SCHOOLS VISITED ANNUALLY

2
CBSE, ICSE, SSB
CURRICULUM

3
Pan-India School Presence
LOCATIONS

4
220+
EMPLOYEES

TARGET REACH

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

- Encyclopedia Britannica India ("EB India") is one of India's leading K-12 curricular educational publisher; started publishing operations in India in 2009.
- Extensive product catalogue comprising educational, instructional and information products & technology solution.
- Offers specialized curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials.
- Key export markets include Sri-Lanka, Nepal and GCC.

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

ORCHIDS The International School

ORCHIDS – THE INTERNATIONAL SCHOOL

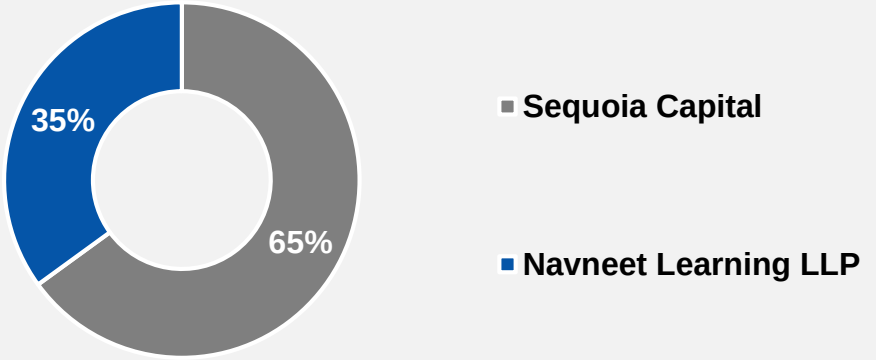
25
No. of Schools (CBSE/ICSE)

5
Locations

24,000+
No. of Students

34,000+
Capacity

SHAREHOLDING



Locations	No. of Schools
Bangalore	11
Mumbai	9
Hyderabad	1
Pune	3
Kolkata	1
TOTAL	**25**

CORPORATE SOCIAL RESPONSIBILITY

- 21,000+ children benefited in 117 classrooms digitalized in 87 schools in 18 districts through software learning program installation and hardware equipment
- 2,000 children and youth trained and developed for state, national and international sports competitions
- Economic empowerment for 5,000+ tribal women through distribution of vegetable seeds and fruit plants for agriculture employment generation
- Intervention during natural disasters such as floods, drought and earthquakes
- Low cost housing for the less privileged
- Water conservation projects in drought affected areas

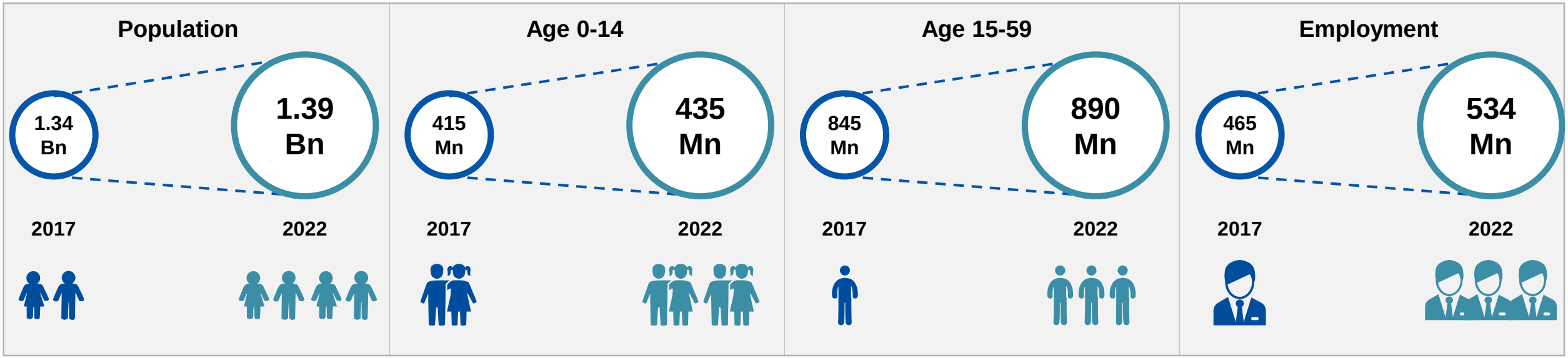
NAVNEET FOUNDATION

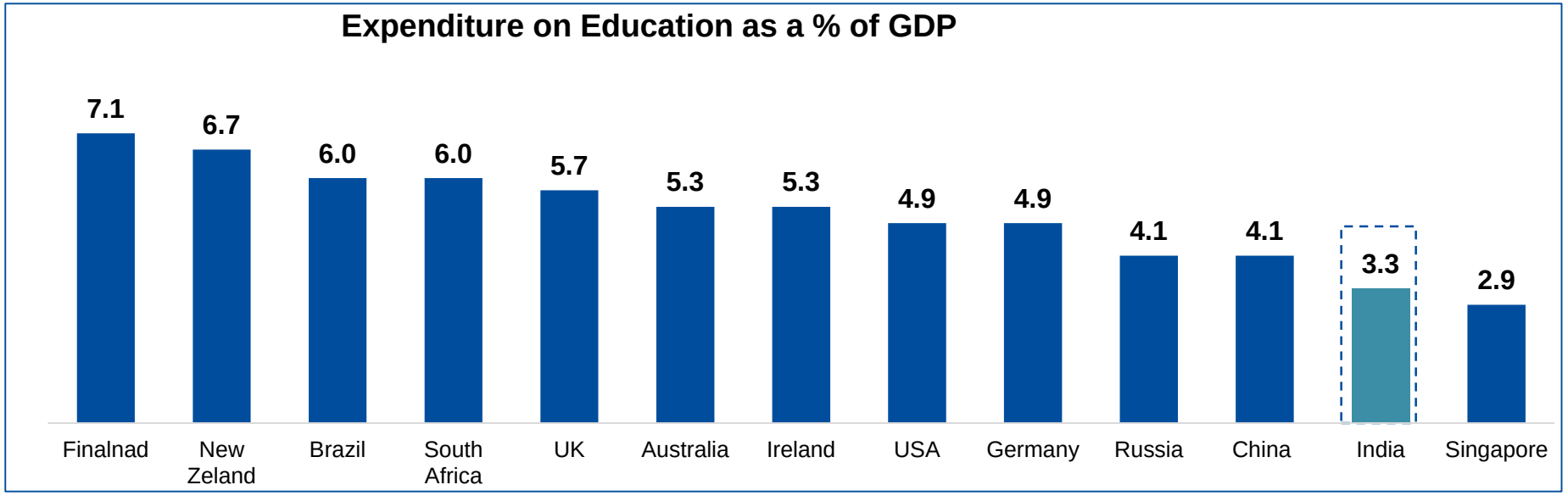
FOR IT IS IN GIVING THAT WE RECEIVE

- Three charitable hospitals established in Mumbai under the name Navneet Hospitals
- Free books & stationery distributed to under privileged children from over 60 trusts
- 6,000+ Teachers from 6 cities of Maharashtra trained through 108 training session on creative and participatory methods of teaching in languages and mathematics
- More than 2,400 scholarships for education for children in school and higher education for youth
- 700 Gaushalas (animal shelters) in Gujarat and Maharashtra supported for fodder and medical care
- Mega Medical camps providing treatment to more than 45,000 patients
- 20,000 patients treated monthly through supported medical centers

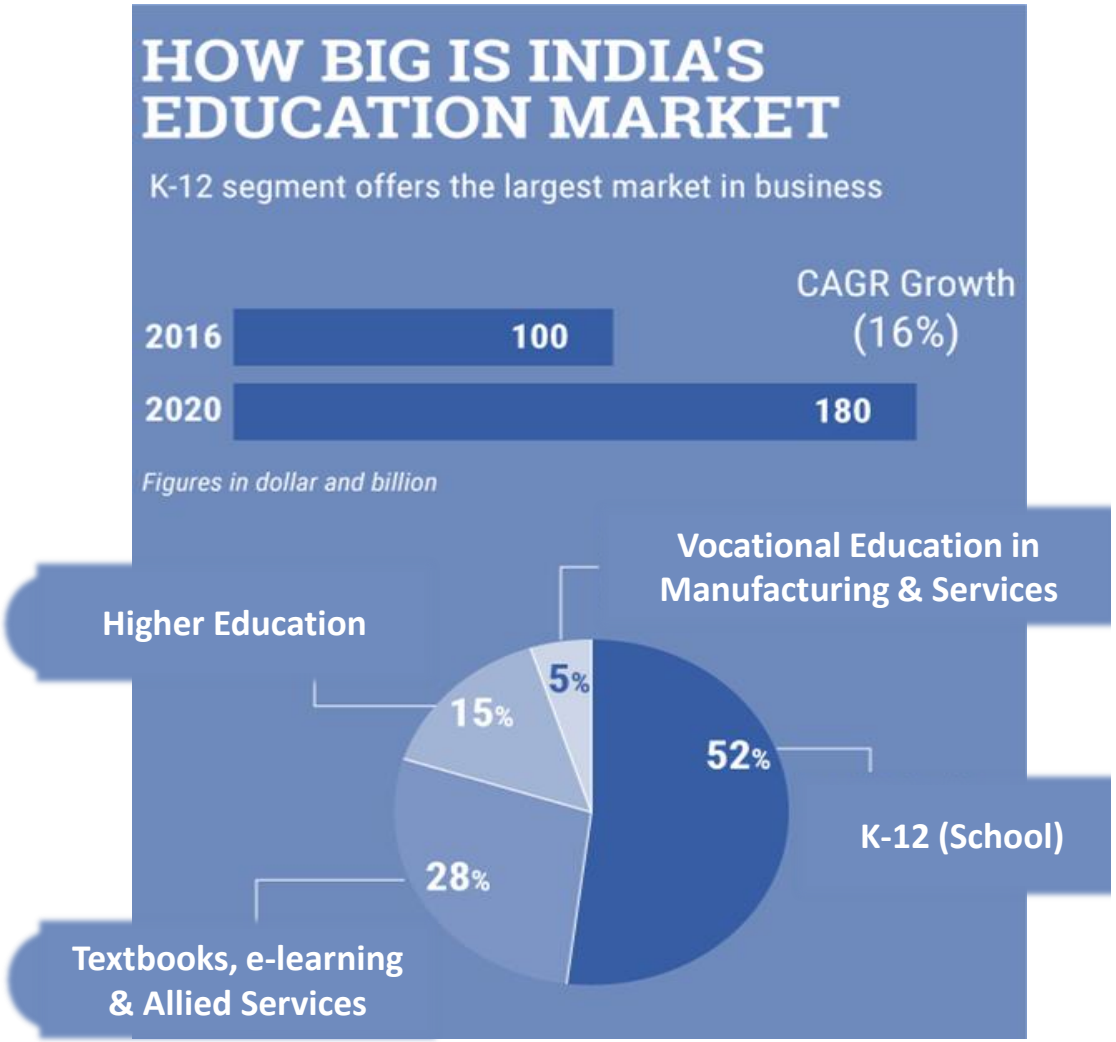
INDUSTRY INSIGHTS

INDUSTRY OVERVIEW





Source: World Bank, Census Data



Source: Technopak Analysis

	Schooling	Higher Education	Vocational Education & Skill Development	Ancillary Segments
Segments	Early Childhood Education (Pre-schools)	Graduation (General & Professional)	Vocational Education in Manufacturing	Test Preparation and Tutoring
	K-12 Schools	Post Graduation (General & Professional)	Vocational Education in Services	Content: Textbooks and e-Learning
		Research (PhD.)		Allied Services etc.
Market Opportunity	Market Size: $52bn	Market Size: $15bn	Market Size: $5bn	Market Size: $28bn
	CAGR: 14%	CAGR: 20%	CAGR: 20%	CAGR: 22%
Regulations	ECE: For Profit K-12: Not for Profit	Not for Profit	For Profit	For Profit

Presence in both Schooling & Ancillary Segments

INDUSTRY INSIGHTS – SCHOOL SYSTEM

GOVERNMENT OF INDIA

MINISTRY OF EDUCATION

NCERT
(National Council of Educational Research and Training)

96%

SCERT
State Council of Educational Research and Training

Schools within respective States

2%

CBSE
Central Board of Secondary Education

1%

ICSE
Indian Certificate for Secondary Education

Administered by the Cambridge University

1%

OTHERS
IB
IGCSE

Schools across India

Schools outside India

INDIA'S K-12 SCENARIO

Additional Capacity Required for Students
35 Mn

Additional Requirement of Teachers
2 Mn

Additional Resources USD
55 Bn

Government : **1.1 Mn**	No. of schools **1.5 Mn**	Private : **0.4 Mn**
Government : **150 Mn**	No. of Students **260 Mn**	Private : **110 Mn**
Government : **10 Mn**	Annual Intake **18 Mn**	Private : **8 Mn**
Government : **5 Mn**	No. of Teachers **9 Mn**	Private : **4 Mn**

Source: DISE, State Boards, CBSE, ICSE Board

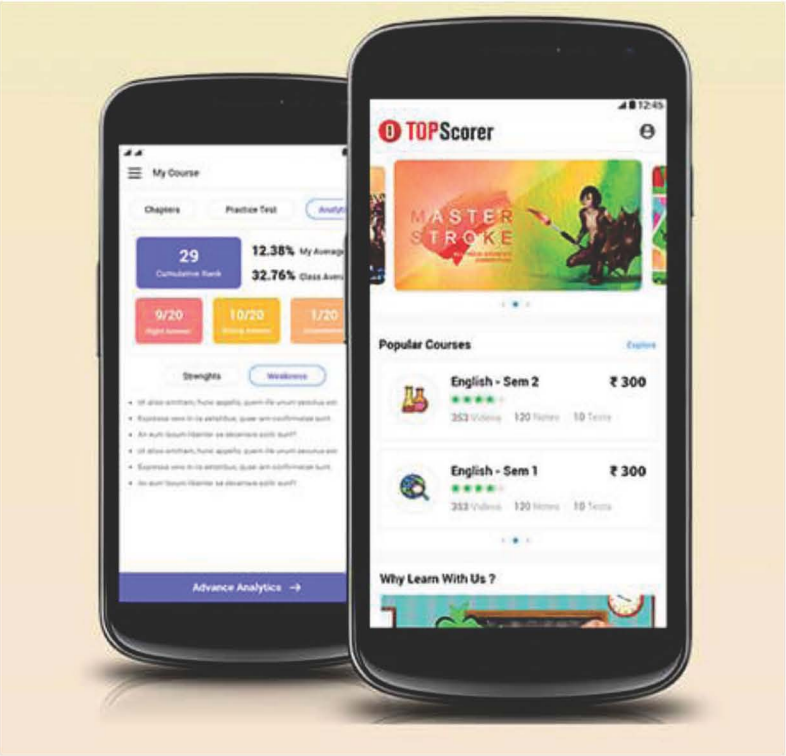
INDUSTRY OVERVIEW – E-Learning

India's Online Education market size to grow by USD 1.96 billion in 2021

It is expected that Online Education sector will witness a growth of 44% CAGR. Userbase will rise to 9.6 million by 2021

The Growth in the market size will be backed by an increase in the number of paid users in online education

Indian students using Online Education rank 'quality of course content' as the top reason for selecting a specific brand



Driven by combination of Demand, Supply & Macroeconomic drivers

72%

88%

Students prefer laptops over mobile phones for accessing online course content

Source: KPMG

FINANCIAL PERFORMANCE

FY 2018-19

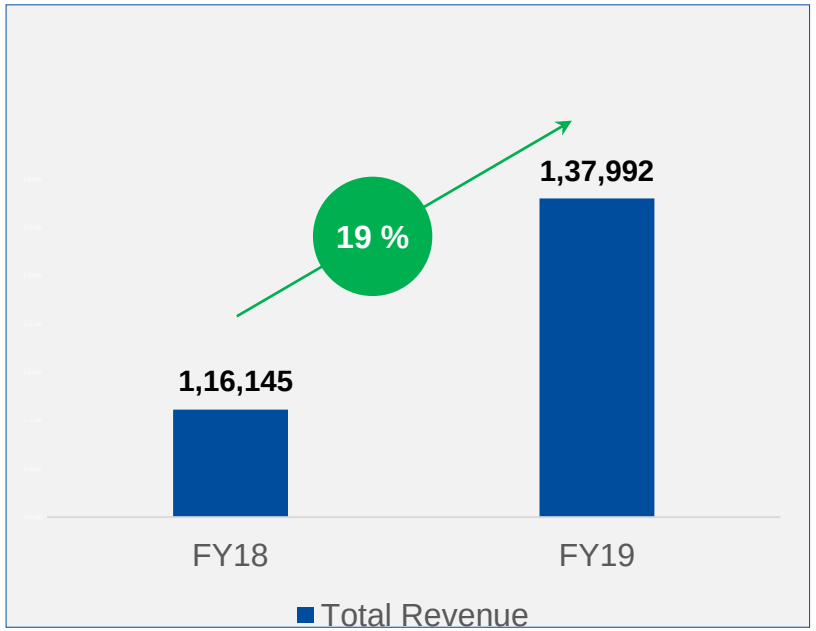
STANDALONE FINANCIAL RESULTS – Q4 & FY19

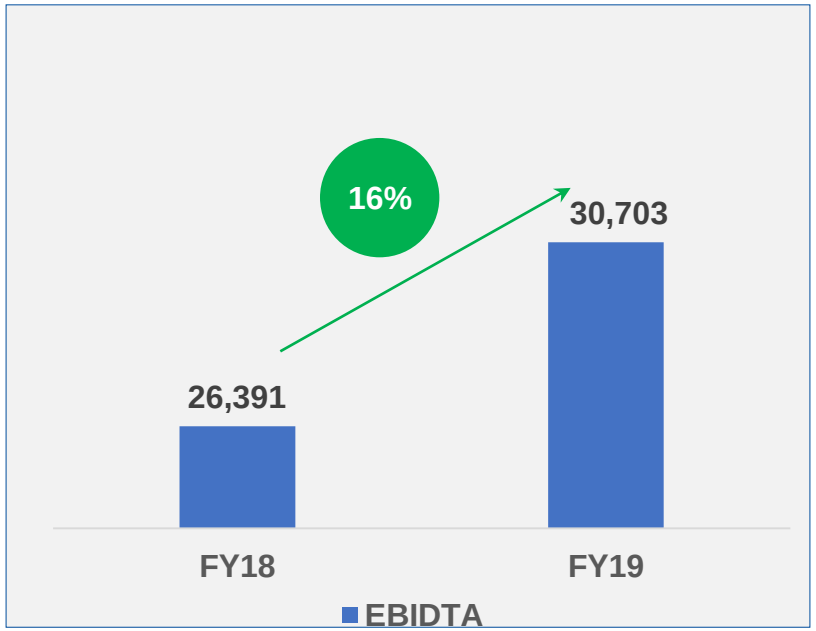
(INR in Lakh)

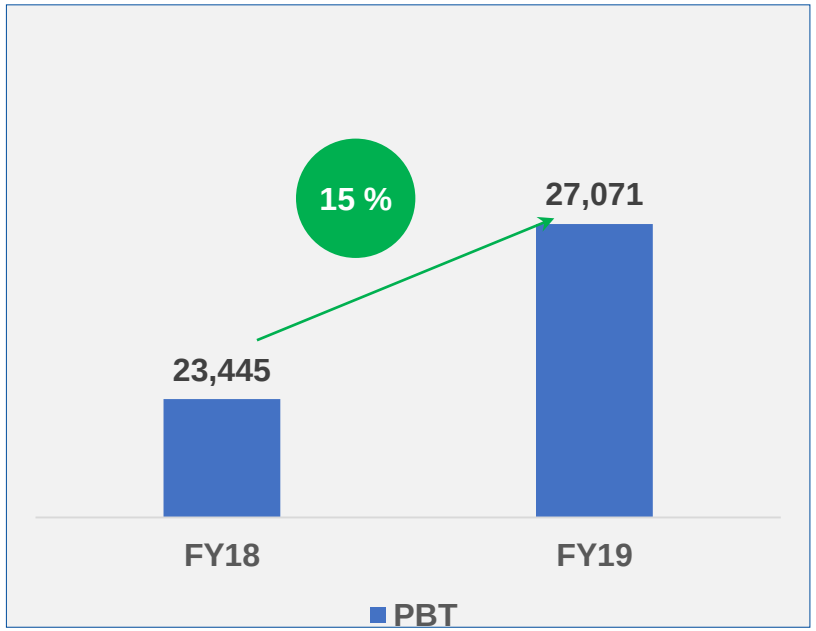
Particulars	Quarter ended Mar'19				Year ended Mar'19			
	Q4FY19 (Audited)	% of Revenue	Q4FY18 (Audited)	% of Revenue	YTD Mar'19	% of Revenue	YTD Mar'18	% of Revenue
Total Income from Operations	24,552		21,262		1,36,054		1,13,224	
Other Income	218		788		1,938		2,921	
Total Revenue	**24,770**		**22,050**		**1,37,992**		**1,16,145**	
(a) Cost of materials consumed	23,072		19,470		72,804		59,298	
(b) Purchases of stock-in-trade	20		13		89		525	
(c) Changes in inventories	(11,339)		(9,145)		(5,458)		(3,562)	
(d) Employee benefits expense	3,424		2,871		13,385		11,939	
(e) Depreciation and Amortisation	651		643		2,446		2,349	
(f) Other expenses	6,554		5,676		26,469		21,554	
Total Expenses	22,382		19,528		1,09,735		92,103	
Profit / (Loss) from ordinary activities	**2,388**	**9.7 %**	**2,522**	**11.9 %**	**28,257**	**20.5 %**	**24,042**	**20.7 %**
Finance Costs	423		172		1,186		597	
Profit / (Loss) before tax	**1,965**	**8.0 %**	**2,350**	**11.1 %**	**27,071**	**19.6 %**	**23,445**	**20.2 %**
(a) Provision for Taxation	514		652		9,534		8,287	
(b) Provision for Deferred Tax	(9)		181		(180)		(174)	
(c) Excess/(Short) Provision of the earlier year W/off / back	(8)		11		(26)		11	
Net Profit / (Loss) after tax	**1,471**	**5.9 %**	**1,506**	**6.8 %**	**17,747**	**12.8 %**	**15,321**	**13.1 %**
Other Comprehensive Income (OCI) net of tax	306		(377)		392		(470)	
Total Comprehensive Income	**1,777**	**7.2 %**	**1,129**	**5.1 %**	**18,139**	**13.1 %**	**14,851**	**12.8 %**

YEARLY NUMBERS OVERVIEW

(INR in Lakh)



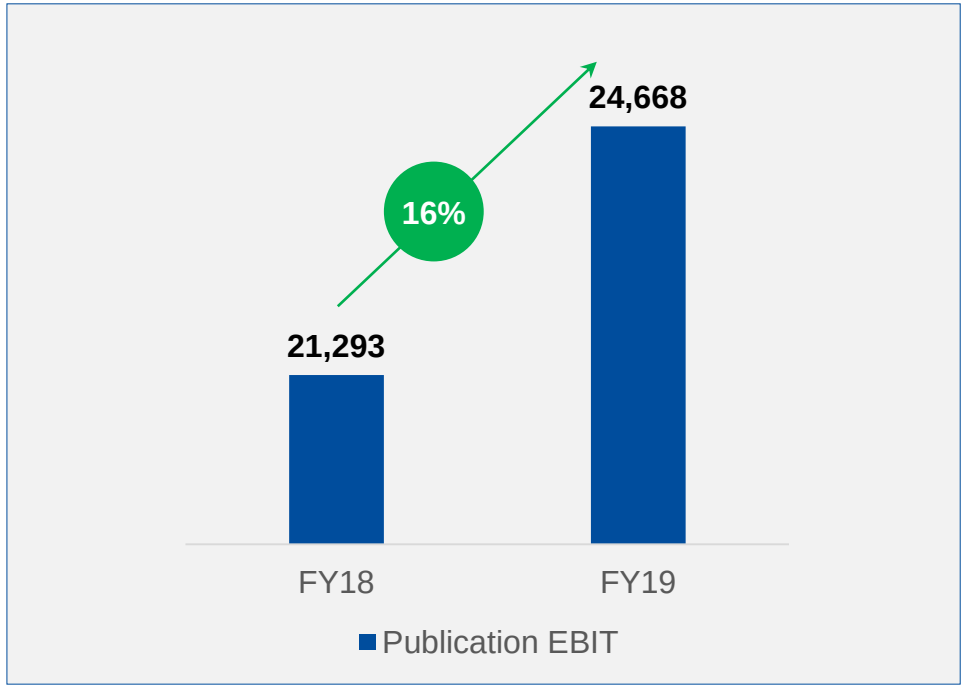


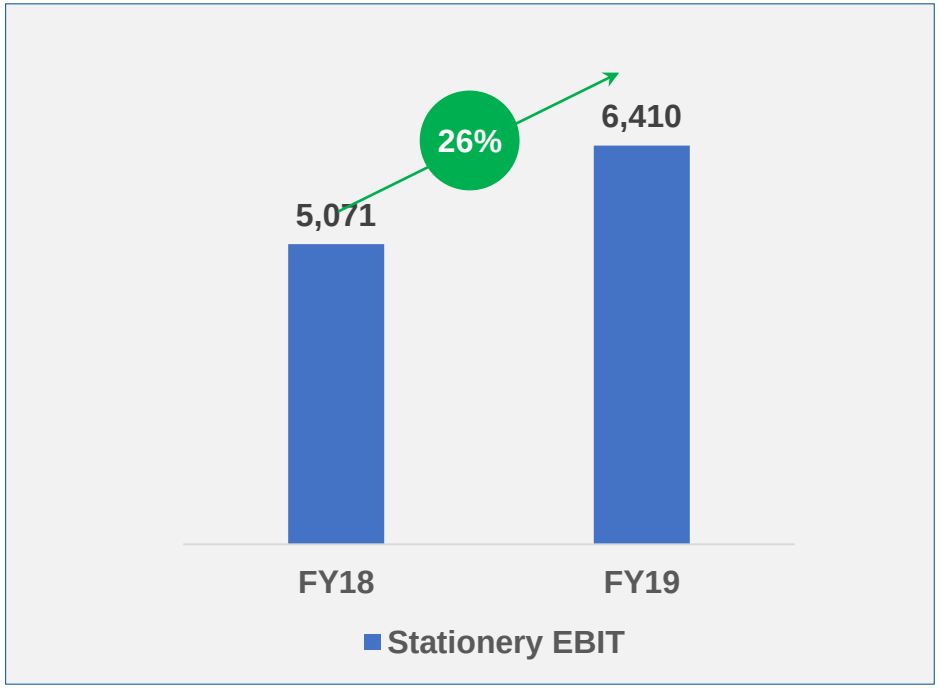


Segmental Revenue	Publications	Stationery - Domestic	Stationery - Exports
	13%	2%	60 %
FY19	71,076	26,828	37,923
FY18	62,821	26,295	23,702

SEGMENT RESULTS FOR THE YEAR

(INR in Lakh)



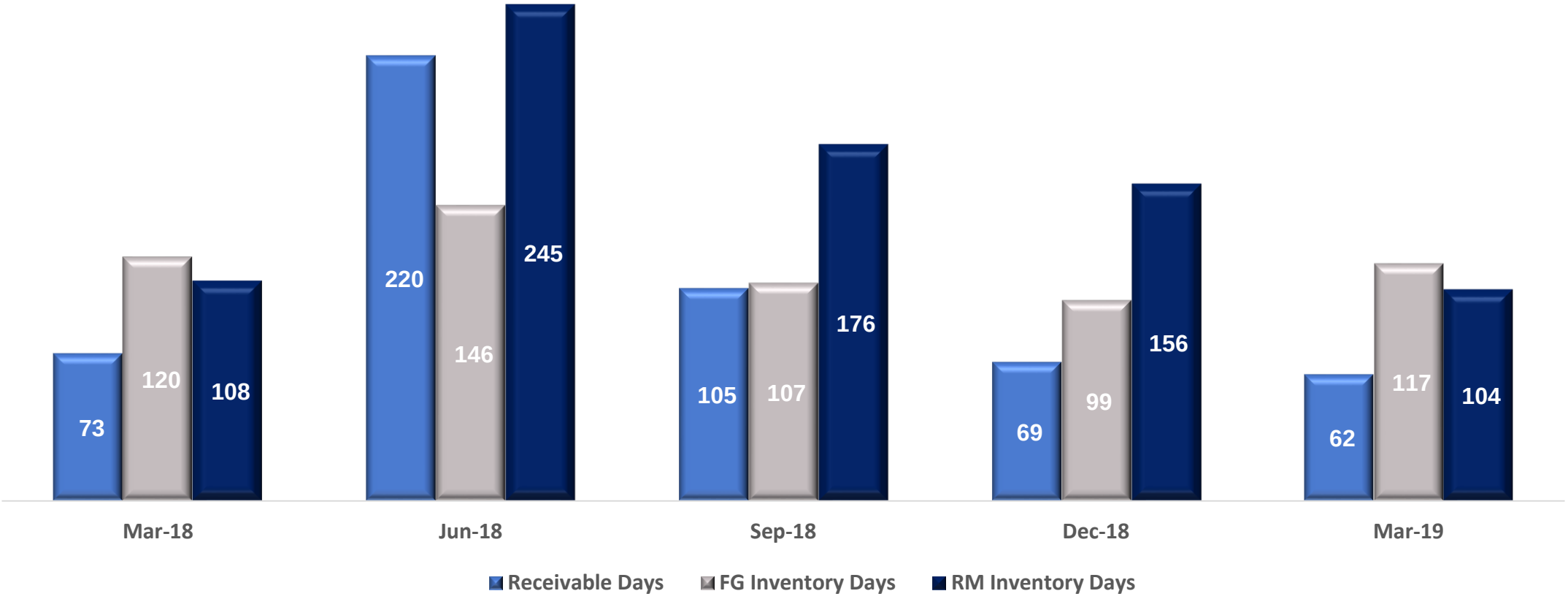


STANDALONE BALANCE SHEET SYNOPSIS

(INR in Lakh)

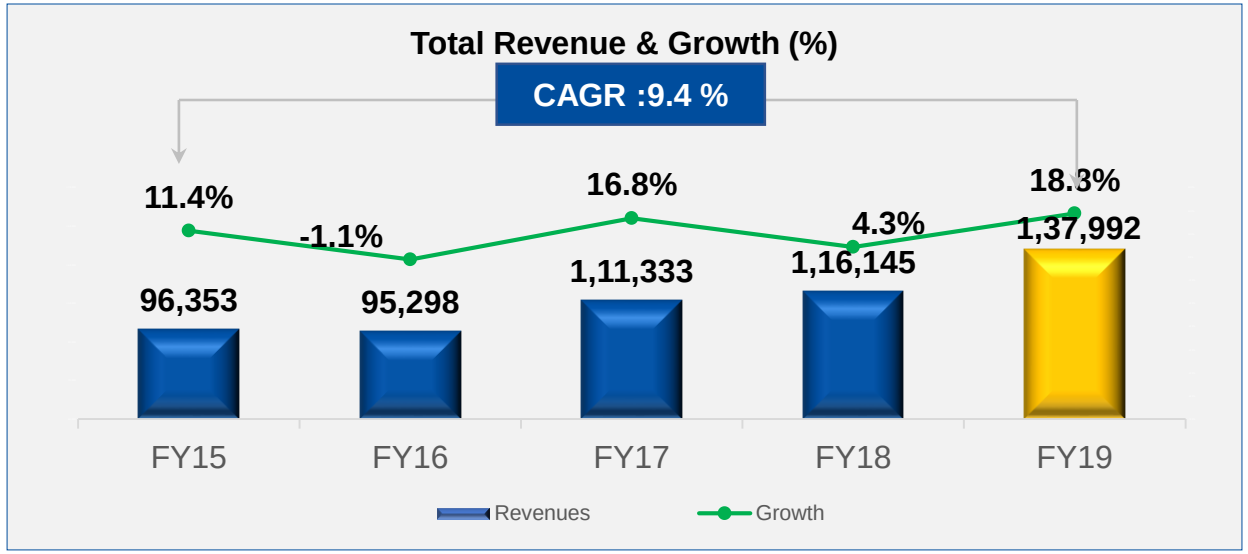
Particulars	As at 31st March, 2019	As at 31st March, 2018
ASSETS		
Non-current assets	43,496	39,169
Current assets		
(a) Inventories	52,774	41,234
(b) Financial assets	-	-
(i) Trade receivables	21,986	25,139
(ii) Cash and cash equivalents	1,804	558
(iii) Others	4,965	2,317
(c) Other Current Assets	4,548	5,103
Total current Assets	**86,078**	**74,351**
TOTAL ASSETS	**1,29,574**	**1,13,519**
EQUITY		
(a) Equity share capital	4,577	4,671
(b) Other equity	82,619	76,170
Total equity	87,196	80,841
LIABILITIES		
Non-Current liabilities	**1,542**	**1,364**
Current liabilities		
(a) Financial liabilities	-	-
Borrowings	29,501	21,197
(ii) Trade payables	5,212	5,064
(iii) Other financial liabilities	3,712	2,610
(b) Other current liabilities	2,410	2,441
Total current liabilities	**40,836**	**31,314**
TOTAL EQUITY AND LIABILITIES	**1,29,574**	**1,13,519**

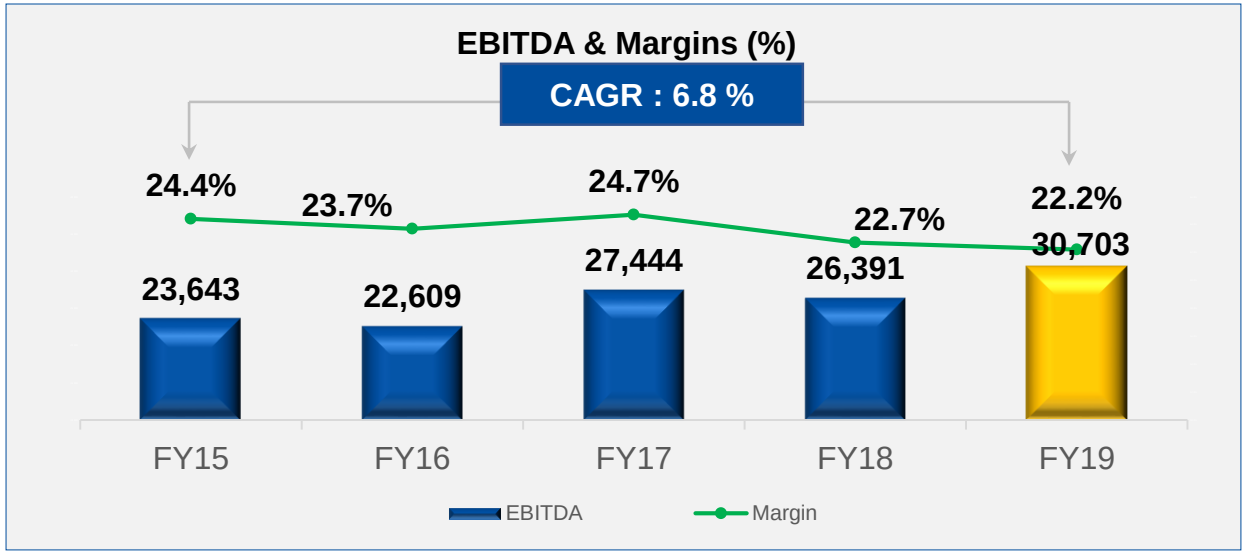
RECEIVABLES & INVENTORY DAYS

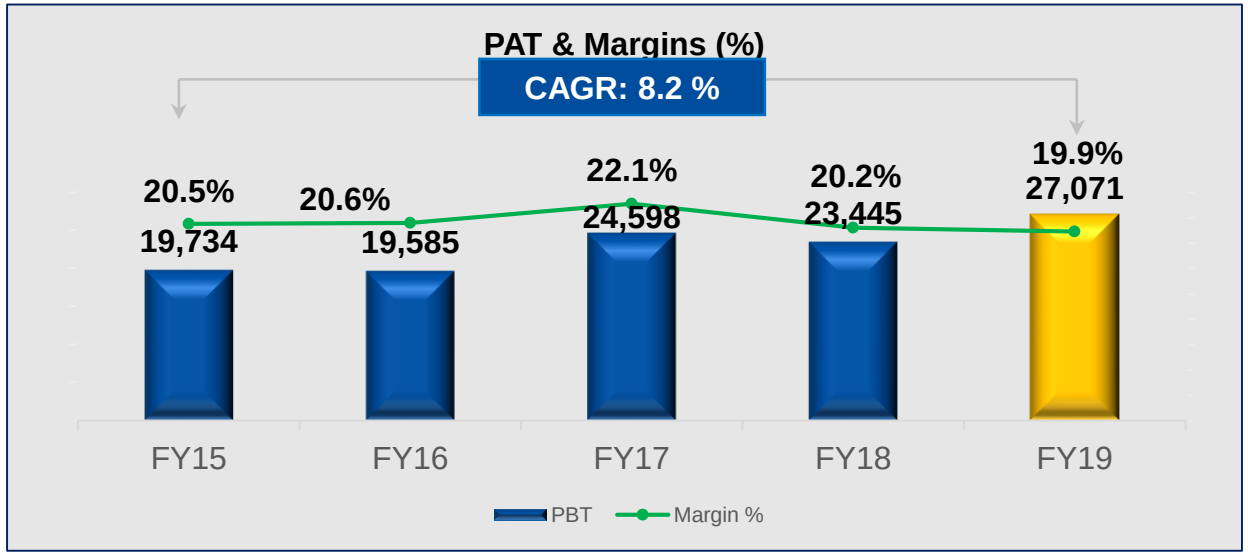


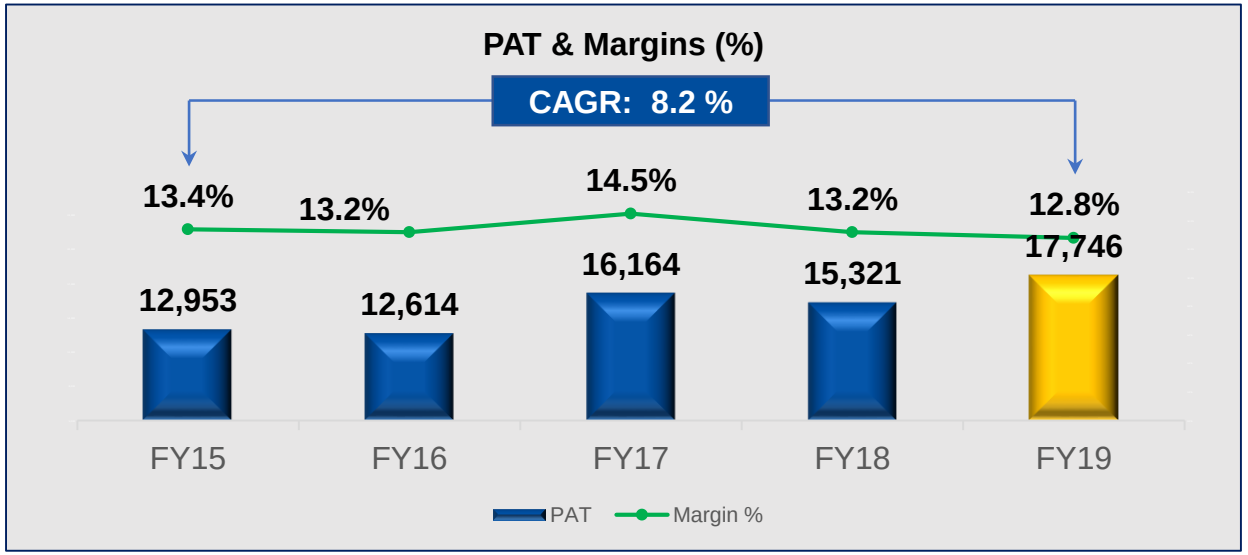
STANDALONE FINANCIALS (LAST 5 YEARS)

(INR in Lakh)



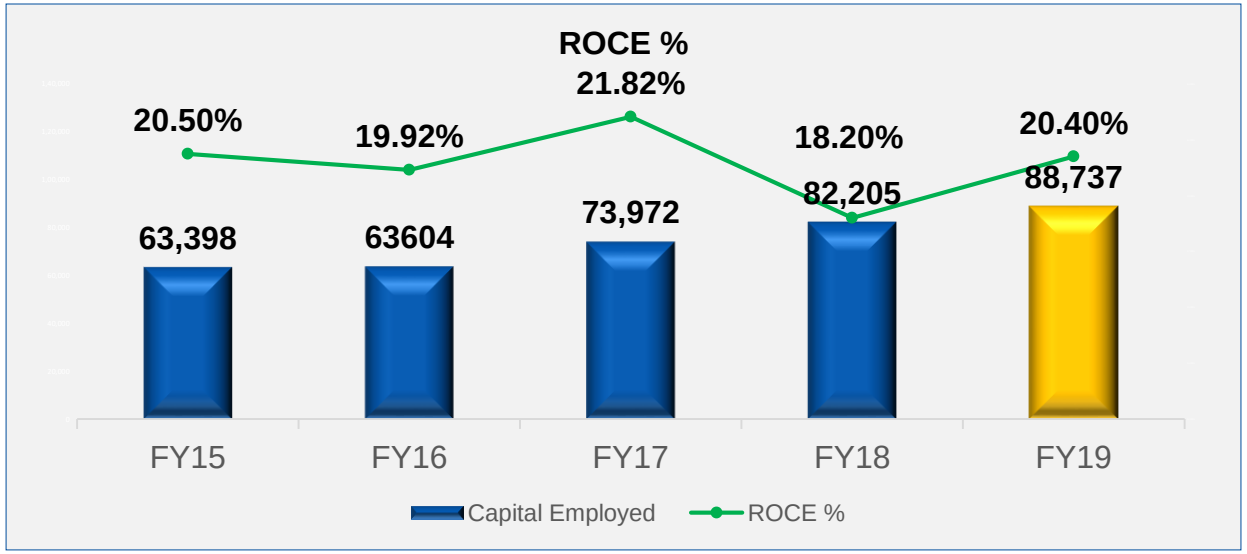


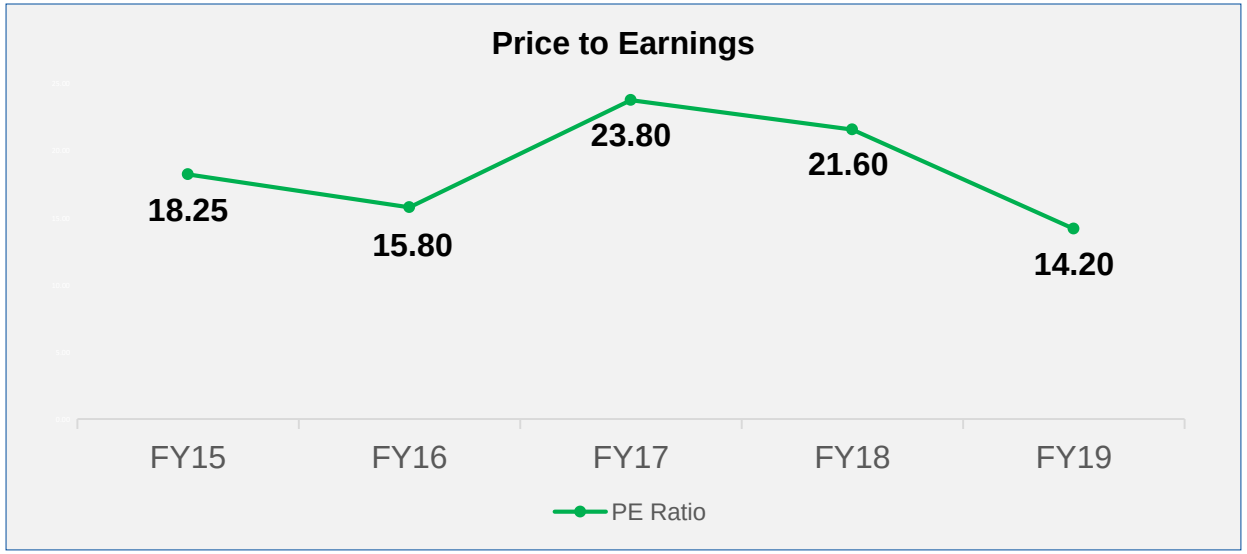


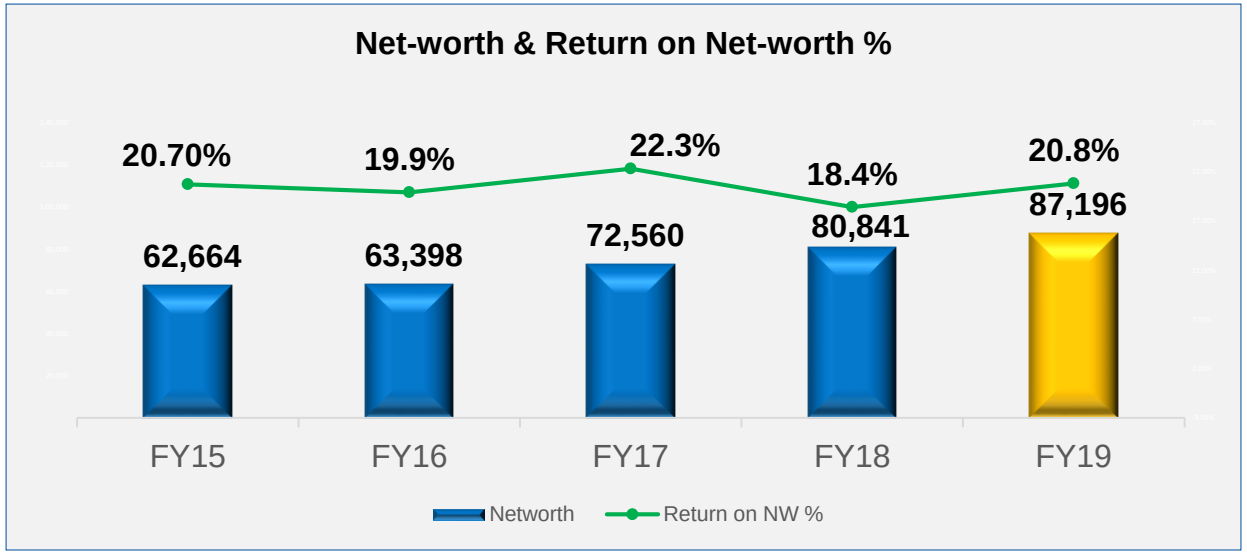


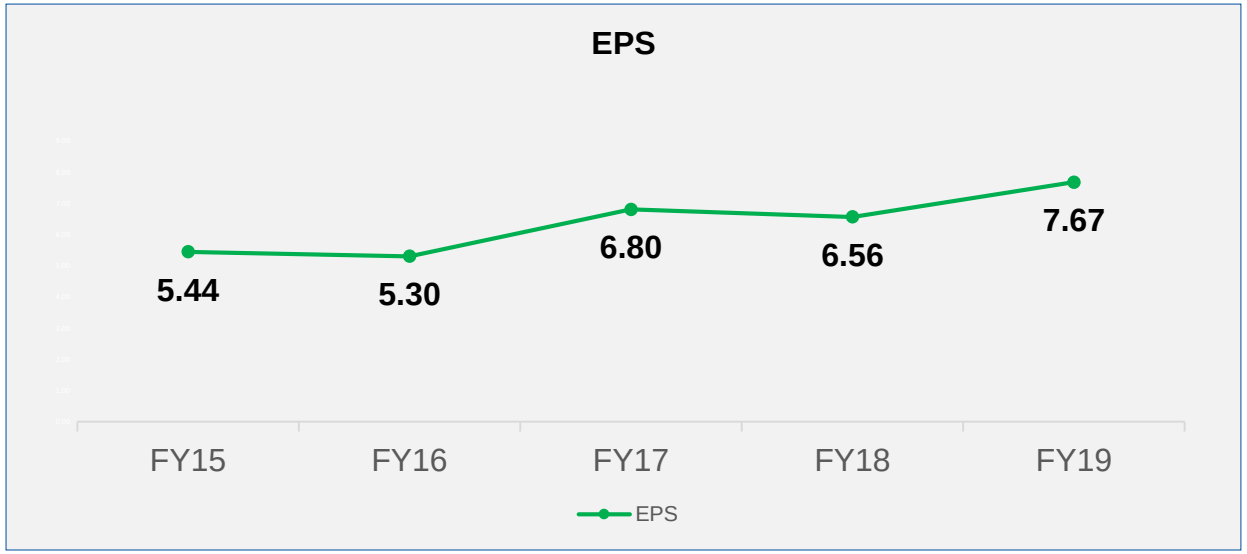
PROFITABILITY & OWNERSHIP PERFORMANCE

(INR in Lakh)







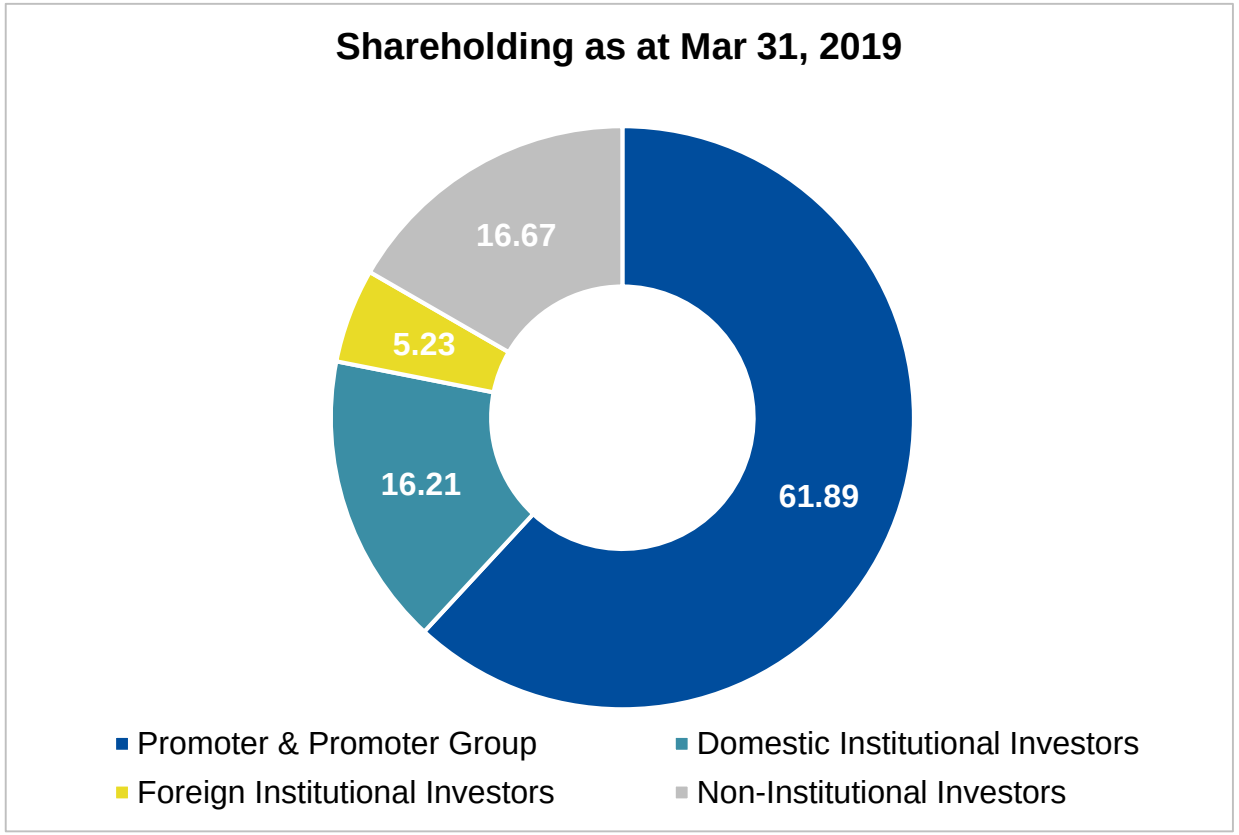


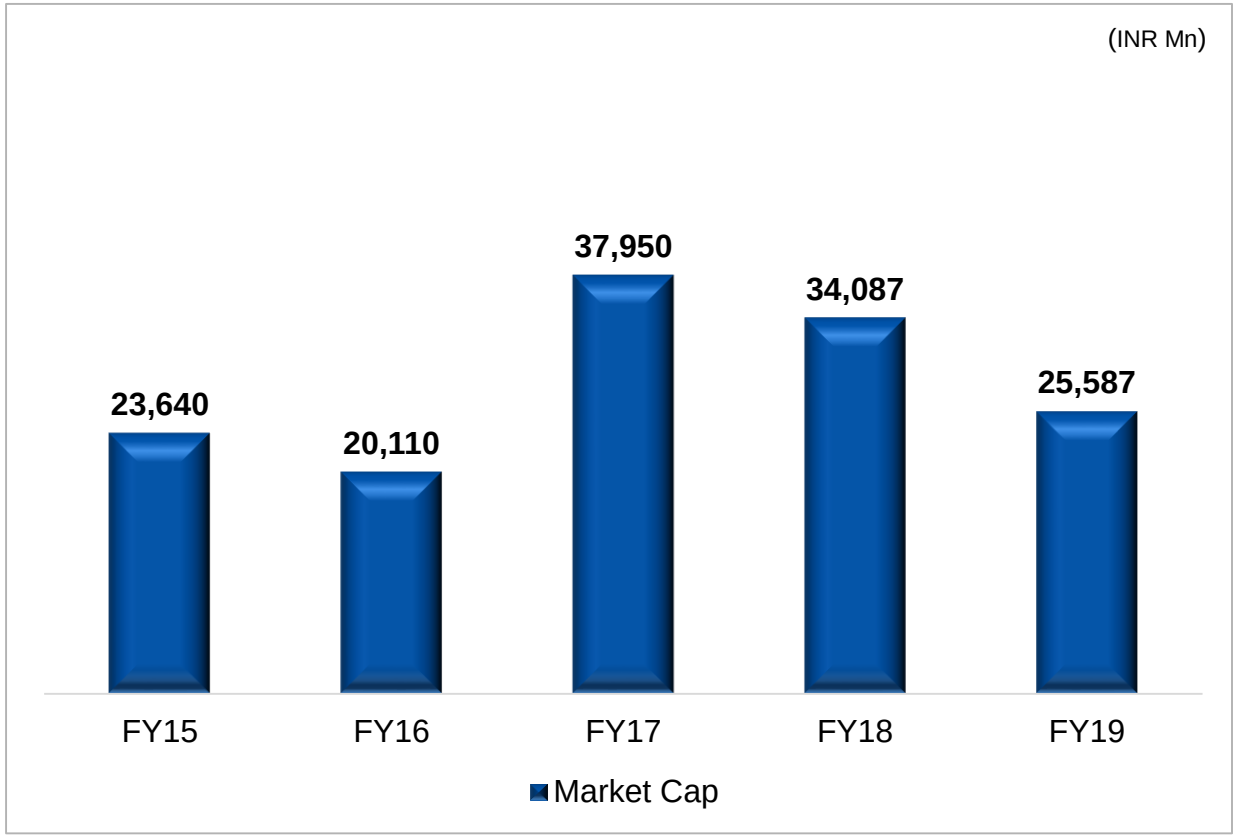
SNAPSHOT OF CONSOLIDATED FINANCIAL RESULTS

(INR in Lakh)

	Revenue from Operations		Summary of EBITDA		Summary of PAT	
	2018-19	**2017-18**	**2018-19**	**2017-18**	**2018-19**	**2017-18**
NEL	1,36,054	1,13,224	30,703	26,392	17,747	15,322
eSense	2,330	1,730	291	(251)	(113)	(510)
Indiannica	6,447	5,740	(1,967)	(1,062)	(2,865)	(1,939)
NLLP	-	-	(2)	(2)	(2)	(2)
NHKL	213	-	(4)	(2)	(4)	(2)
K12	-	-	-	-	561	(14)
Inter co Adjust	(542)	(293)	(249)	(233)	(41)	(119)
Total	**1,44,501**	**1,20,400**	**28,772**	**24,843**	**15,282**	**12,736**

SHAREHOLDING PATTERN AND MARKET CAP





Trusted by **25,000+** Shareholders

Face Value of **Rs. 2/-** per share

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