Knowledge is wealth

NEL/NSE/159/2021

Date: 29th October, 2021

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

Dear Sirs,
Scrip Code – **NAVNETEDUL**
Sub: Submission of presentation shared with analysts and institutional investors on Unaudited Financial Results

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q2 FY22 presentation which is shared with analysts and institutional investors on Statement of Standalone and Consolidated Unaudited Financial Results for the quarter and half year ended 30th September, 2021.

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

You are requested to take note of the above.
Thanking you,

Yours faithfully,
FOR **NAVNEET EDUCATION LIMITED**

AMIT D. BUCH
COMPANY SECRETARY

Encl: as above

NAVNEET®

Knowledge is wealth

A PREMIUM EDUCATION HOUSE

Investor Presentation

as on Sep 30, 2021

eSense Ensuring Success

youva

GRAFALCO

Indiannica Learning

K12

Company Overview

Industry Overview

Financials

About us

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.

OUR BRANDS

State Board Curriculum
- Navneet
- Vikas
- Gala

CBSE
- Rise
- Grafalco
- Indiannica

Stationery
- YouVa

E-learning – eSense
- Top Scorer
- Top Class
- Touch
- Study Buddy

K12
- The Orchids International School
- Eduvate

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

300+
No. of Authors

3
Printing / Manufacturing Locations

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

6 Decades of Navneet

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 Managemen

2014
Entered B2C Digital Learning Space

TOPScorer

2016
New Stationery brand YOUVA launched, Acquired Indiannica Learning Pvt. Ltd. (earlier Encyclopaedia Britannica (India) Pvt. Ltd.)

2017
Achieved Milestone Turnover of ₹1,000 crores, Introduction of premium stationery products under brand "HQ"

2018
Digital Assessment Platform for schools /children

2019
Branded Stationery in UAE

2020
Launch of new Edtech Products

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

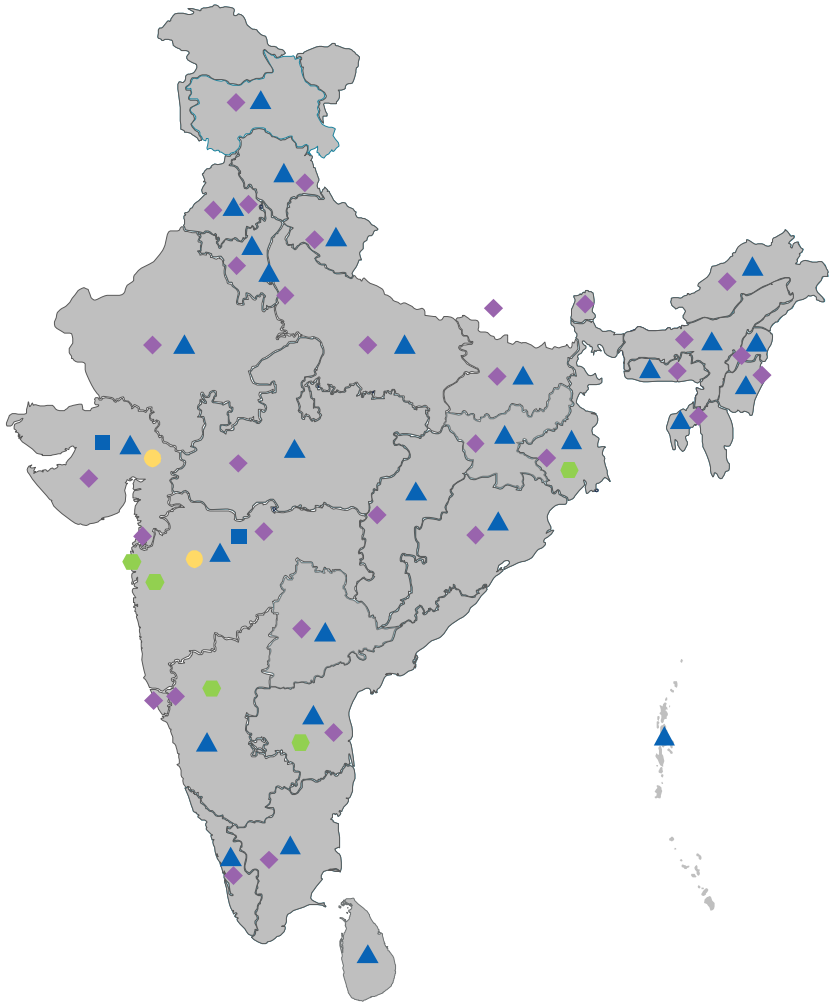
11. Sweden
12. Denmark
13. Germany
14. U.K.
15. Spain

16. Turkey
17. Ethiopia
18. Kenya
19. Rwanda
20. Tanzania

21. Zambia
22. Madagascar
23. South Africa
24. New Zealand
25. UAE

26. Trinidad & Tobago
27. Mozambique
28. Congo
29. Senegal
30. Ivory Coast
31. Ghana

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, Goa, Gujarat, Dadra & Nagar Haveli, Diu & Daman, Madhya Pradesh, Chhattisgarh, West Bengal, Bihar, Jharkhand, Orissa, Rajasthan, Delhi, Haryana, Chandigarh, Punjab, Himachal Pradesh, Uttar Pradesh, Uttarakhand, Jammu & Kashmir, Karnataka, Kerala, Tamil Nadu, Andhra Pradesh, Telangana, Andaman & Nicobar, Assam, Meghalaya, Manipur, Tripura, Nagaland, Arunachal Pradesh, Sikkim, Nepal

eSENSE Learning

Classrooms Digitised

15,000+

Hours of digital content

350+

210+

Team of Authors, Illustrators and animators

Students learning through TOPScorer

1.2Mn

15,000+

Videos

Institutes using TOPClass

4,000+

2,00,000+

MCQs

Indiannica Learning

SCHOOLS VISITED ANNUALLY

8,500+ Schools

CURRICULUM

CBSE, ICSE, SSB

EMPLOYEES

220+

LOCATIONS

Pan-India School Presence

TARGET REACH

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

- 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.

K12 Techno Services

ORCHIDS
The International School

42
No. of Schools
(CBSE/ICSE)

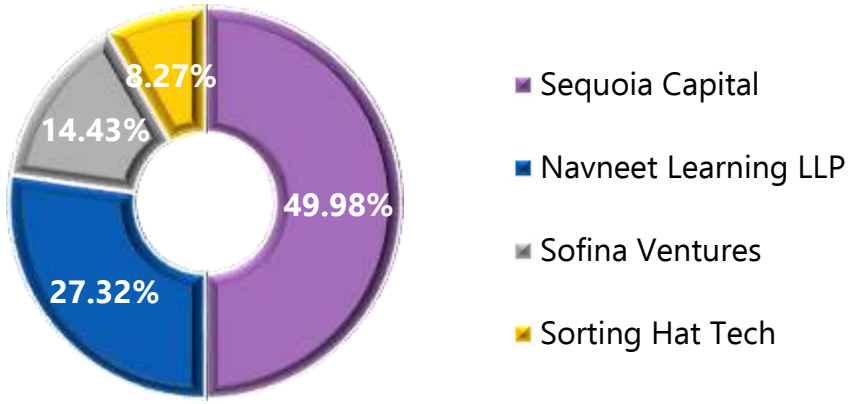
7
Locations

29,200+
No. of Students

58,300+
Capacity

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

SHAREHOLDING as at Oct 27,2021



Locations	No. of Schools
Bangalore (16 schools + 1 College)	17
Mumbai	12
Hyderabad	2
Pune	6
Kolkata	1
Chennai	2
Gurgaon	2
TOTAL	**42**

Navigating the next strategy – The Digital Shift

Navneet Digibook

- Launched in **Dec'20**

Leapbridge Kids Platform (Age group-2-8 yrs)

- It is being built for a **best-in-class hybrid** (Kit + Digital) learning experience
- A pre-set learning journey according to the curriculum, customized to the child's needs and abilities Emphasis on active learning and a balance between kit and **digital interface**

Gennext

Tutoring Platform

Tinkerly

STEM Learning and coding platform

Be-Galileo

Math Learning Platform

Company Overview

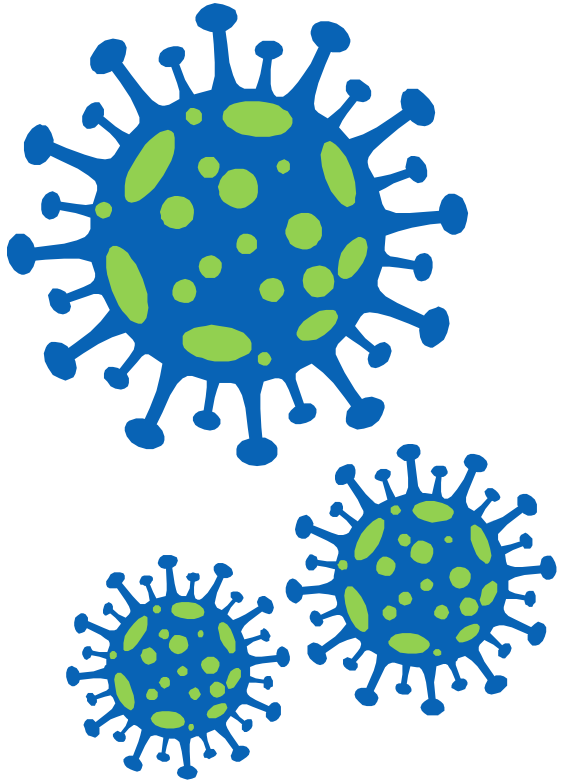
Industry Overview

Financials

COVID Impact on Education 1/2

1. More than 1.5 million schools in India are closed amidst the pandemic and there are many obstacles in rolling out a large-scale digital education program
2. According to a 2019 government survey, only 24% of the households have internet access
3. In small towns and villages, only 4% of the population has access to the internet
4. The Education Ministry slashed its digital e-learning budget from Rs 604 crores in FY20 to Rs 469 crores in FY21 – the year in which the pandemic struck
5. The World Bank predicts a loss of USD 440 Bn (Rs 32.2 lakh crores) of the Indian treasury due to the closing of schools
6. In India, almost 320 million students have been affected by school closures (UNESCO, 2020a). However, only 37.6 million students in 16 states are continuing their academics via online and radio programmes (UNICEF, 2020a)

COVID Impact on Education 2/2



7. Even with the rise of digital learning methods, there are many students who cannot avail these services. These include students with disabilities, belonging to minorities, coming from migrant or refugee camps and the ones living in the most remote parts of the country

8. Numerous challenges have surfaced, including access to capital, merging technology efficiently into business models and training teachers for digital platforms

9. The disruption in school services has led to a severe impact on the health of 115 mn children who received Mid Day Meal (MDM) on a daily basis

10. Schools lack the infrastructure to maintain social distancing

11. In West Bengal, child labour amongst school-going children has risen by 105 per cent during the COVID pandemic

Edtech Key Growth Drivers in India

Value Proposition

Fast-paced EdTech adoption in a post-Covid-19 world

Strong balance sheet and good liquidity

Pool of promising talent

Customer-centric products

Healthy partnerships

Integrating content, products and IPs to make the business more valuable

High-quality and cost-effective products leading to better access and results

Industry Overview

Company Overview

Financials

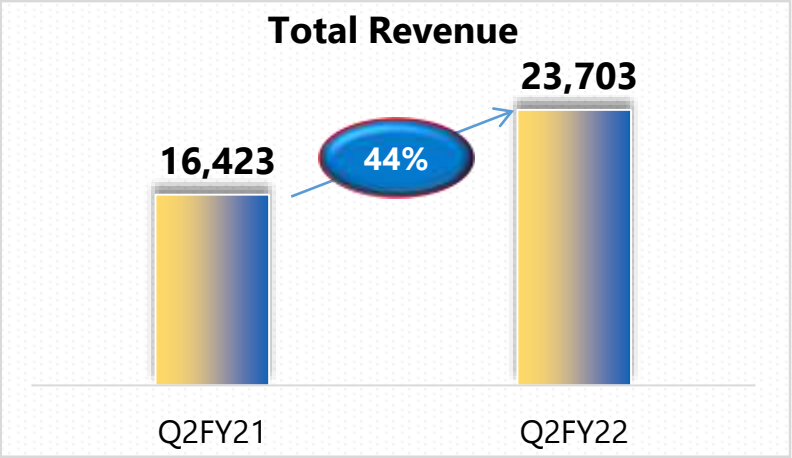
STANDALONE FINANCIAL RESULTS – Q2 and YTD FY22

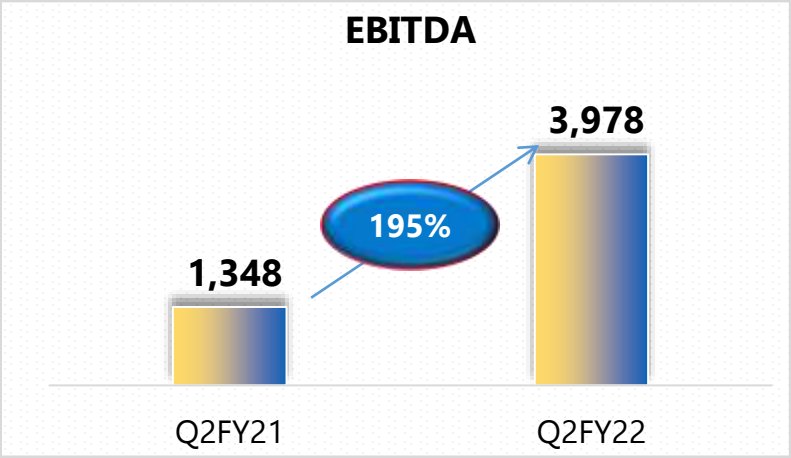
INR in Lacs

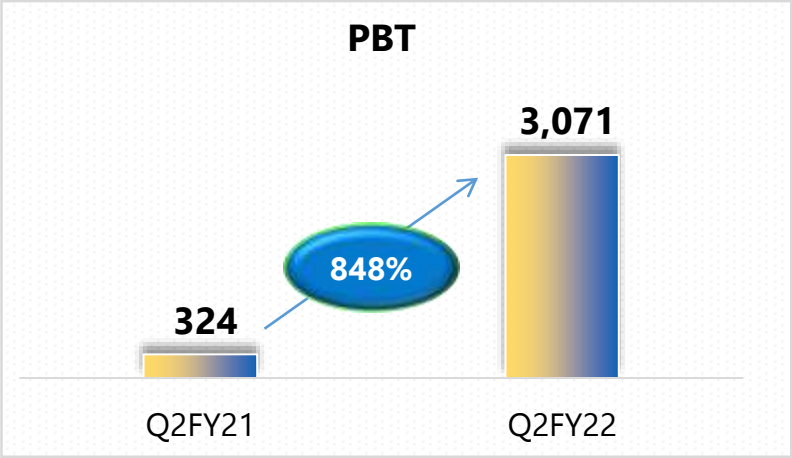
Particulars	Qtr. Ended Sep' 21				YTD Ended Sep'21			
	Q2FY22	% of Rev	Q2FY21	% of Rev	YTDFY22	% of Rev	YTDFY21	% of Rev
Income from Operations	22,909	43%	15,994		54,741	13%	48,481	
Other Income	794		429		1,479		655	
Total Revenue	**23,703**		**16,423**		**56,220**		**49,136**	
COGS	10,896		7,574		27,403		24,496	
Employee benefits	3,699		3,362		7,321		6,600	
Other General Overheads	5,130		4,139		10,658		8,686	
Total Expenses	**19,725**		**15,075**		**45,382**		**39,782**	
EBITDA	**3,978**	**17%**	**1,348**	**8%**	**10,838**	**19.7%**	**9,354**	**19.2%**
Depreciation	817		865		1,616		1,694	
EBIT	3,161		483		9,222		7,660	
Finance cost	90		159		208		519	
PBT	**3,071**	**13%**	**324**	**2%**	**9,014**	**16%**	**7,141**	**15%**
Tax	816		97		2,305		1,849	
PAT	**2,255**	**9.8%**	**227**	**1.4%**	**6,709**	**12%**	**5,292**	**11%**
Other Comprehensive Income (OCI)	(37)		426		(286)		1,131	
Total Comprehensive Income (TCI)	**2,218**		**653**		**6,423**		**6,423**	

STANDALONE FINANCIAL RESULTS – Q2FY22

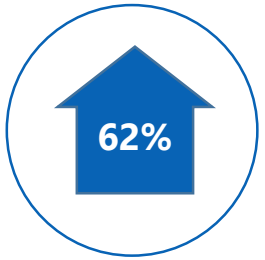
INR in Lacs

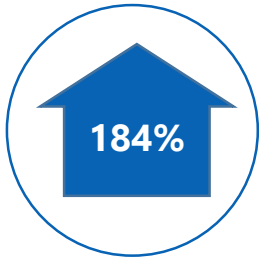


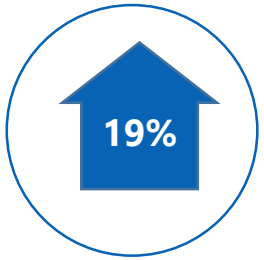




Segmental Revenue



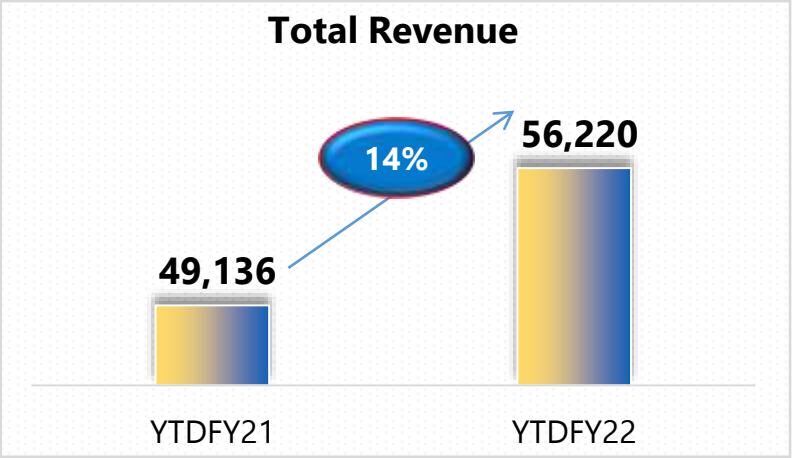


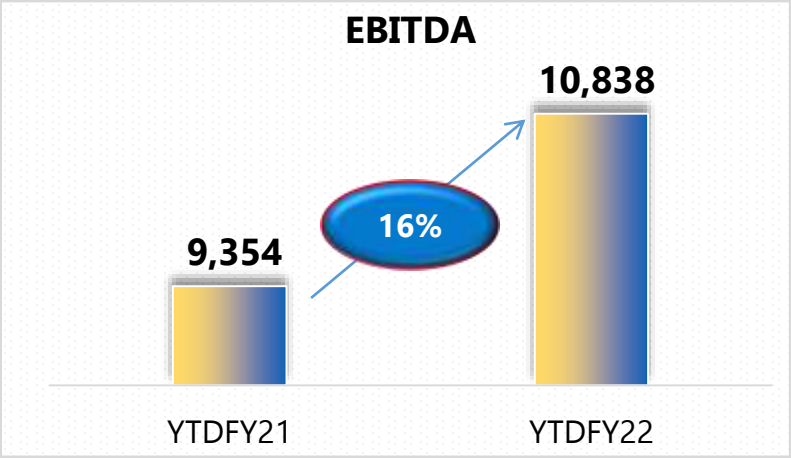


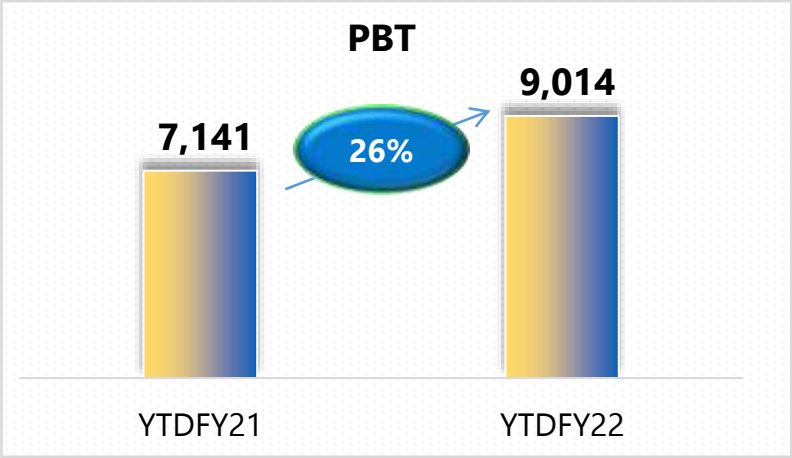
	Publications	Stationery - Domestic	Stationery - Exports
Q2 FY22	8,899	2,356	11,492
Q2 FY21	5,504	831	9,630

STANDALONE FINANCIAL RESULTS – YTDFY22

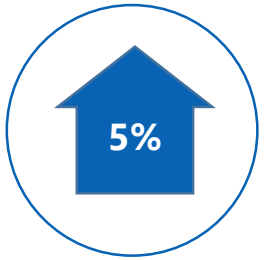
INR in Lacs

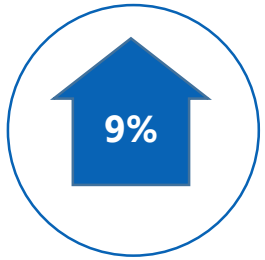


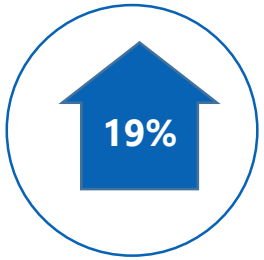




Segmental Revenue

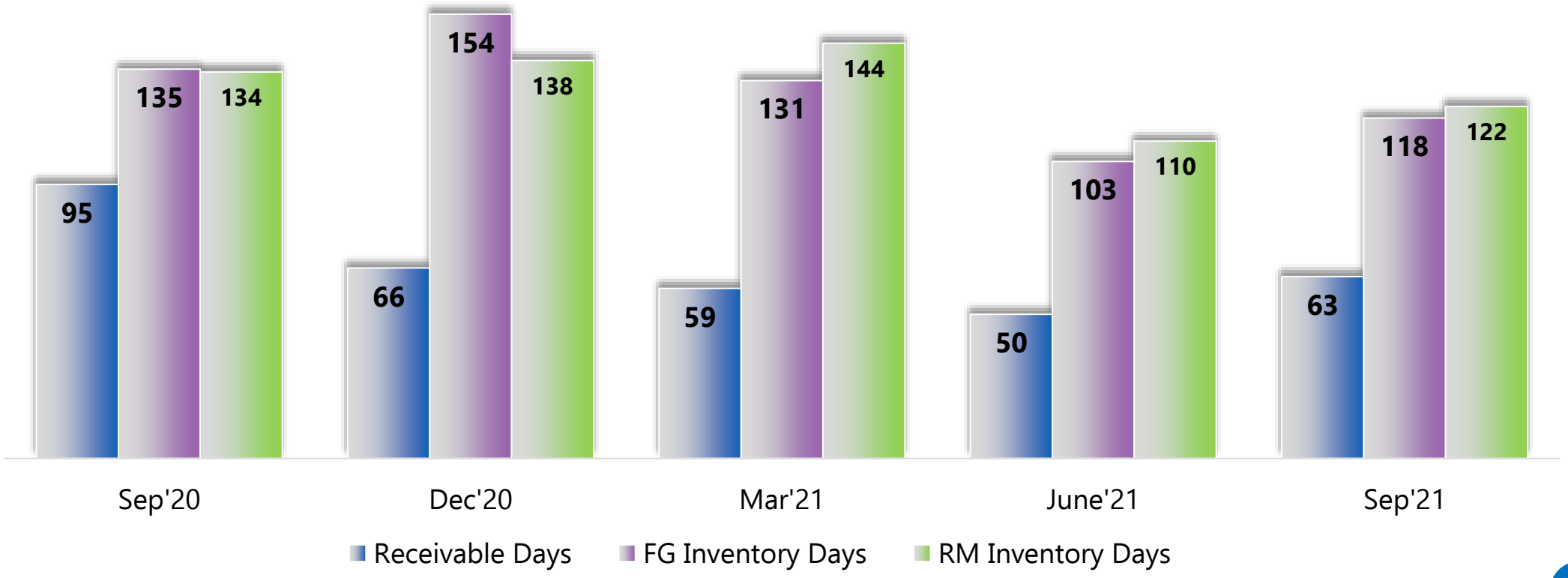






	Publications	Stationery - Domestic	Stationery - Exports
YTD FY22	18,776	5,897	29,986
YTD FY21	17,863	5,430	25,144

Working Capital Cycle



CONSOLIDATED PERFORMANCE FOR YTD FY22

INR in Lacs

Revenues

Particulars	YTDFY22	YTDFY21
NEL	54,741	48,481
eSense	504	443
Indiannica	1,119	739
NLLP	-	-
NHKL	234	119
GeNext	9	-
NTVPL		
Inter co Adjust	(706)	(209)
Total	**55,901**	**49,572**

EBITDA

YTDFY22	YTDFY21
10,839	9,354
(386)	(380)
(683)	(1,243)
#	#
2	(2)
(74)	-
#	**-**
(30)	(114)
9,667	**7,615**

Outlook

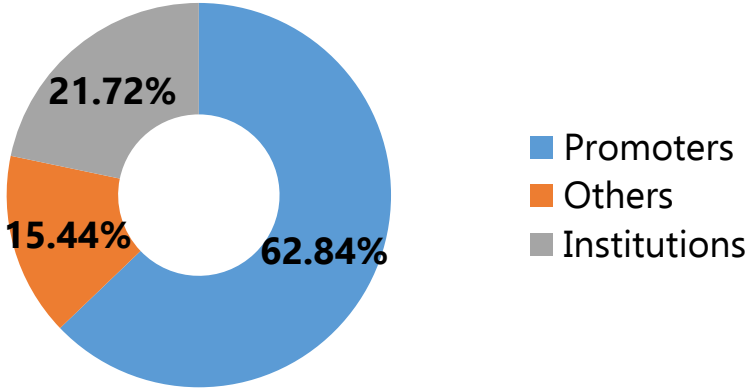
NEL's ability to significantly expand its footprint in states other than Maharashtra and Gujarat and make inroads in other national (CBSE and ICSE) and state level boards amidst the competitive business environment will be the key positives.

Ability of the company to stabilize the business operations of the subsidiaries and increase its exposure from the digital segment.

The formal education segment's growth should rebound to 10-12% over the medium term on the back of urbanization, increasing enrolment in the tertiary segment, and economic rebound. In the meantime, recovery in fees collection and cash flow management will remain monitor able

Corporate & Shareholding Information

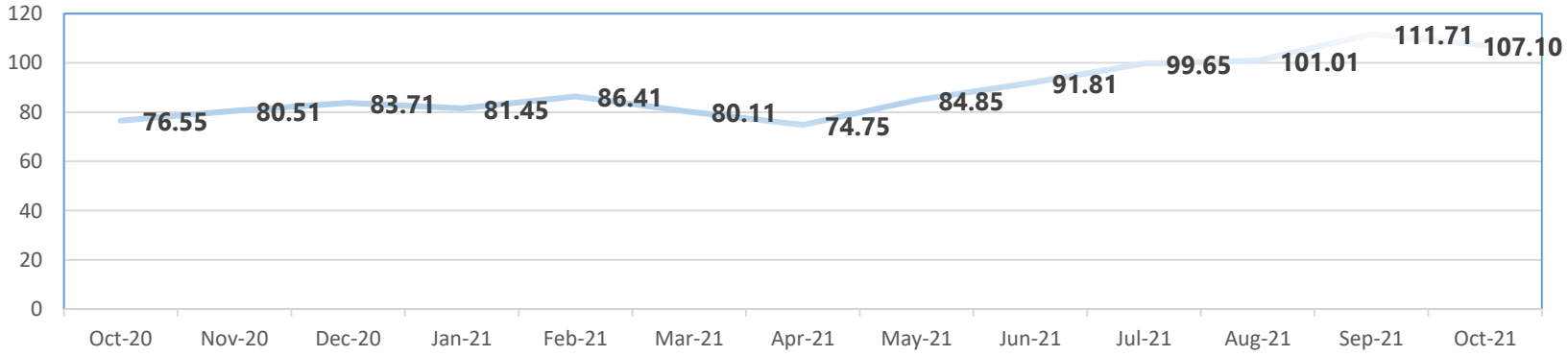
Shareholding Pattern (as on 30th Sep, 2021)



Stock Data

Market Cap as on 27th October, 2021	**₹ 2,431 Cr.**
Stock Price as on 27th October, 2021	**₹ 107.10**
52 Week (High / Low)	**₹ 121.55/72.30**
NSE / BSE - Symbol	**NAVNETEDUL /508989**
No. of Shares Outstanding	**22,69,93,393**

Stock Performance as on Oct 27, 2021



THANK YOU

NAVNEET EDUCATION LIMITED
Corporate Identity Number L22200MH1984PLC034055

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Website: www.navneet.com
E-mail Id: investors@navneet.com

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