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NEL/NSE/88/2017

04th September, 2017

**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 : Scrip Code – NAVNETEDUL**

**Sub : Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is hereby informed that the Management of the Company is scheduled to meet the following Institutional Investors by participating in Annual Global Investor Conference organised by Motilal Oswal on Wednesday, 06th September,2017.The tentative list of Institutional Investor to whom the Management of the Company is schedule to meet is as under :

| Sr No | Name of Domestic Institutional Investor | Sr No | Name of Domestic Institutional Investor |
|---|---|---|---|
| 1 | ICICI Prudential AMC | 10 | RCM Asia Pacific |
| 2 | UTI AMC | 11 | Birla Sun Life Mutual Fund |
| 3 | Dalton Investments | 12 | BNP Paribas MF |
| 4 | IDBI Federal Life Insurance | 13 | GMO Emerging Markets |
| 5 | Lucky Investments Managers | 14 | Invesco Mutual Fund |
| 6 | Steinberg India Opportunities Fund | 15 | Motilal Oswal AMC |
| 7 | Sundaram AMC | 16 | Premji Investments |
| 8 | Oxbow Capital Management (HK) Ltd | 17 | T Rowe Price Asia |
| 9 | IDFC MF | | |

The Company shall share the attached 'investor presentation' with the above Institutional Investor at the said investors conference.
The Company has disseminate the above information on the website of the Company- www.navneet.com.

You are requested to take note of the above.

Kindly acknowledge the receipt.

Note: Date may change due to exigencies on the part of Institutional Investor/Company.
Thank you,
**FOR NAVNEET EDUCATION LIMITED**

**AMIT D. BUCH**
**COMPANY SECRETARY**

Encl. as above

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A PREMIUM EDUCATION HOUSE

# Q1 FY 18 UPDATE

Unaudited as on 30 June 2017

## STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2017

| | | | | | (INR in Lakhs, except Earnings Per Share) |
|---|---|---|---|---|---|
| **Sr. No.** | **Particulars** | **Three months ended** | | | **Year ended** |
| | | **30.06.2017 (Unaudited)** | **30.06.2016 (Unaudited)** | **31.03.2017 (Audited)** | **31.03.2017 (Audited)** |
| | | | | | |
| | **Income** | | | | |
| I | Revenue from operations | 56,520 | 56,017 | 20,895 | 1,09,439 |
| II | Other Income | 1,228 | 762 | 288 | 2,392 |
| **III** | **Total Income (I + II)** | **57,748** | **56,779** | **21,183** | **1,11,831** |
| | | | | | |
| IV | **Expenses** | | | | |
| | Cost of materials consumed | 18,713 | 16,783 | 17,094 | 53,013 |
| | Purchases of stock-in-trade | 12 | 207 | 28 | 487 |
| | Changes in inventories of finished goods, work-in-progress and stock-in-trade | 10,764 | 11,550 | (6,912) | (821) |
| | Employee benefits expense | 3,105 | 2,807 | 2,337 | 10,363 |
| | Finance Costs | 257 | 225 | 114 | 347 |
| | Depreciation and amortisation expense | 530 | 600 | 639 | 2,499 |
| | Other expenses | 7,687 | 7,180 | 5,445 | 21,345 |
| **IV** | **Total expenses** | **41,068** | **39,352** | **18,745** | **87,233** |

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## STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2017

| | | | | | (INR in Lakhs, except Earnings Per Share) |
|---|---|---|---|---|---|
| **Sr. No.** | **Particulars** | **Three months ended** | | | **Year ended** |
| | | **30.06.2017 (Unaudited)** | **30.06.2016 (Unaudited)** | **31.03.2017 (Audited)** | **31.03.2017 (Audited)** |
| | | | | | |
| V | Profit before tax (III - IV) | **16,680** | **17,427** | **2,438** | **24,598** |
| | | | | | |
| VI | Tax Expense: | | | | |
| | (a) Provision for Taxation | 5,885 | 6,222 | 766 | 8,700 |
| | (b) Provision for Deferred Tax | (170) | (151) | 33 | (218) |
| | (c) Excess provision of the earlier period / year write-back | - | - | (47) | (47) |
| | | 5,715 | 6,071 | 752 | 8,435 |
| | | | | | |
| **VII** | **Profit for the period / year (V - VI)** | **10,965** | **11,356** | **1,686** | **16,163** |
| | | | | | |
| VIII | Other Comprehensive Income: | - | - | - | - |
| | | | | | |
| | (i) Items that will not be reclassified to profit or loss in subsequent period / year | (38) | - | (150) | (135) |
| | (ii) Income tax relating to items that will not be reclassified to profit & loss | 13 | - | - | - |
| | | | | | |
| | (i) Items that will be reclassified to profit or loss in subsequent period / year | (1) | 5 | 131 | 131 |
| | (ii) Income tax relating to items that will be reclassified to profit & loss | 0 | - | (45) | (45) |

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## STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2017

| | | | | | (INR in Lakhs, except Earnings Per Share) |
|---|---|---|---|---|---|
| **Sr. No.** | **Particulars** | **Three months ended** | | | **Year ended** |
| | | **30.06.2017 (Unaudited)** | **30.06.2016 (Unaudited)** | **31.03.2017 (Audited)** | **31.03.2017 (Audited)** |
| | | | | | |
| **VIII** | **Other Comprehensive Income for the period / year, net of tax** | **(26)** | **5** | **(64)** | **(49)** |
| | | | | | |
| **IX** | **Total Comprehensive Income for the period / year (VII + VIII) (Total of profit and other comprehensive income for the period / year)** | **10,939** | **11,361** | **1,622** | **16,115** |
| | | | | | |
| | | | | | |
| | Paid-up Equity Share Capital (Face Value INR 2/- per share) | 4,671 | 4,764 | 4,671 | 4,671 |
| | Reserve excluding Revaluation Reserve (as per balance sheet) of previous accounting year | | | | 67,889 |
| | | | | | |
| | Earnings per Share (of INR 2/- per share) (not annualised) | | | | |
| | (a) Basic | 4.70 | 4.77 | 0.71 | 6.81 |
| | (b) Diluted | 4.70 | 4.77 | 0.71 | 6.81 |

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## STANDALONE UNAUDITED SEGEMENT-WISE REVENUE AND RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2017

| Sr. No. | Particulars | Three months ended | | | Year ended |
|---|---|---|---|---|---|
| | | 30.06.2017 (Unaudited) | 30.06.2016 (Unaudited) | 31.03.2017 (Audited) | 31.03.2017 (Audited) |
| | | | | | |
| 1 | Segment Revenue (Sales and operating income): | | | | |
| | a. Publishing Content | 37,213 | 33,806 | 5,342 | 59,548 |
| | b. Stationery Products | 19,190 | 21,846 | 15,459 | 48,985 |
| | c. Others (Windmill, Pre-school and Trading items etc.) | 215 | 456 | 165 | 1,194 |
| | | 56,618 | 56,108 | 20,966 | 1,09,727 |
| | | | | | |
| | Less: Inter Segment Revenue | 98 | 91 | 71 | 288 |
| | **Total Segment Revenue** | **56,520** | **56,017** | **20,895** | **1,09,439** |
| | | | | | |
| 2 | Segment Results (Profit before tax and interest from each segment): | | | | |
| | a. Publishing Content | 14,931 | 14,077 | 1,332 | 21,361 |
| | b. Stationery Products | 2,917 | 4,366 | 1,551 | 5,530 |
| | c. Others (Windmill, Pre-school and Trading items etc.) | 35 | 160 | (18) | 153 |
| | Total Segment Result | 17,883 | 18,603 | 2,865 | 27,044 |
| | | | | | |
| | Less : i. Finance Cost | 250 | 225 | 114 | 347 |
| | ii. Other unallocable expenditure | 1,158 | 1,124 | 596 | 3,436 |
| | iii. Other unallocable (income) | (205) | (173) | (283) | (1,337) |
| | **Total Profit Before Tax** | **16,680** | **17,427** | **2,438** | **24,598** |

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# NOTES

1. The above results were reviewed by the audit committee and taken on record by the Board of Directors at its meeting held on August 9, 2017. The Statutory auditors have conducted "Limited Review" of these results in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
2. The Company adopted Indian Accounting Standards ("Ind AS") effective April 1, 2016 (transition date being April 1, 2015) and accordingly, the financial results for all the periods have been prepared in accordance with the recognition and measurement principles stated therein, prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
3. In view of seasonal nature of business, financial results of this quarter of the year are not representative of the operations of the whole year.
4. The usage and linkage of Assets and Liabilities is common to different segments and hence not separately identifiable to a particular segment. In view of this segment disclosures relating to capital employed are not given.
5. The Company has completed buyback of 46,57,000 Equity Shares of INR 2/- each at a price of INR 125/- per share on January 12, 2017. The number of Equity Shares post buy back stands reduced to 23,35,58,000 of INR 2/- each. Accordingly, the paid up Equity Share Capital also stands reduced to INR 4,671 Lakhs.

# Q1 FY 18 PERFORMANCE AT A GLANCE

1. Revenue grew by 1.7% and stood at INR 57,748 Lakh compared to INR 56,779 Lakh in the same quarter of the previous year.
2. Publication revenue grew by 10.1% and stood at INR 37,213 Lakh compared to INR 33,806 Lakh in the same quarter of the previous year.
3. Stationery revenue de-grew by 12.2% and stood at INR 19,190 Lakh compared to INR 21,846 Lakh in the same quarter of the previous year.
4. The Company's segmental Results stood at INR 17,883 Lakh (31.64%) compared to INR 18,603 Lakh (33.21%) in the corresponding quarter of FY17
5. Profit Before Tax stood at INR 16,680 Lakh (29.51%) of sales compared to INR 17,427 (31.11%) in the corresponding quarter of FY17

**AT BALANCE SHEET LEVEL (Rs. In Lakh)**

| PARTICULARS | JUNE 17 | JUNE 16 |
|---|---|---|
| Inventory | 20,878 | 16,005 |
| Debtors | 45,610 | 40,744 |
| Borrowings | 4,000 | 2,600 |
| Investments & Advances | 19,890 | 12,097 |

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# OUTLOOK ON BUSINESS SEGMENTS

## Publications

- Since Text Books of 9th Grade in Maharashtra were published late by the Education Board, spill over of revenue of its Supplementary Books to happen in Q2 FY18.
- Syllabus Change in Maharashtra and Gujarat to continue for FY 19 as well.
- Indiannica Learning Private Limited's (formerly Encyclopaedia Britannica (India) Private Limited) acquisition to boost CBSE revenues and help to venture newer States and also overseas.

## eSense (eLearning)

- B2B sales expected to grow with more schools opting for digital learning.
- More B2C products on the cards
- Indiannica Learning Private Limited's (formerly Encyclopedia Britannica (India) Private Limited) content will add value to current library and promote sales

## Stationery

- Stationery will continue to grow at current pace.

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# THANK YOU

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