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NEL/NSE/129/2018

8th February, 2018

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 Q3 FY 18 presentation shared with analysts and institutional investors

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q3 FY 18 presentation shared with analysts and institutional investors on Un-audited Financial Results for the quarter and nine months ended 31st December,2017. The said Q3 FY 18 presentation is uploaded and available 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

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Q3 FY 18 UPDATE

Unaudited as on 31st December 2017

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

(INR in Lakhs, except Earnings Per Share)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
	Income						
I	Revenue from operations	17,441	15,466	18,236	91,962	88,398	1,08,939
II	Other Income	435	664	470	2,133	2,034	2,392
III	**Total Income (I + II)**	**17,876**	**16,130**	**18,706**	**94,095**	**90,432**	**1,11,331**
	Expenses						
	Cost of materials consumed	12,652	10,230	8,956	39,828	35,919	53,013
	Purchases of stock-in-trade	2	25	4	511	459	487
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(4,649)	(3,699)	(532)	5,583	6,091	(821)
	Employee benefits expense	2,955	2,666	3,008	9,068	8,026	10,363
	Finance Costs	7	5	162	426	233	347
	Depreciation and amortisation expense	615	645	561	1,706	1,860	2,499
	Other expenses	4,435	4,333	3,991	15,878	15,683	20,845
IV	**Total expenses**	**16,017**	**14,205**	**16,150**	**73,000**	**68,271**	**86,733**
V	Profit before tax (III - IV)	**1,859**	**1,925**	**2,556**	**21,095**	**22,161**	**24,598**

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STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

(INR in Lakhs, except Earnings Per Share)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
VI	Tax Expense:						
	(a) Provision for Taxation	624	732	1,125	7,634	7,934	8,700
	(b) Provision for Deferred Tax	48	(71)	(232)	(354)	(251)	(218)
	(c) Excess provision of the earlier period / year write-back	-	-	-	-	-	(47)
		672	661	893	7,280	7,683	8,435
VII	**Profit for the period / year (V - VI)**	**1,187**	**1,264**	**1,663**	**13,815**	**14,478**	**16,163**

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STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

(INR in Lakhs, except Earnings Per Share)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
VIII	Other Comprehensive Income:	-	-	-			-
	(i) Items that will not be reclassified to profit or loss in subsequent period / year	(38)	-	(38)	(115)	-	(135)
	(ii) Income tax relating to items that will not be reclassified to profit & loss	14	-	13	40	-	-
	(i) Items that will be reclassified to profit or loss in subsequent period / year	(5)	5	(22)	(28)	15	131
	(ii) Income tax relating to items that will be reclassified to profit & loss	2	-	8	10	-	(45)
VIII	**Other Comprehensive Income for the period / year, net of tax**	**(27)**	**5**	**(39)**	**(93)**	**15**	**(49)**
IX	**Total Comprehensive Income for the period / year (VII + VIII) (Total of profit and other comprehensive income for the period / year)**	**1,160**	**1,269**	**1,624**	**13,722**	**14,493**	**16,114**
	Paid-up Equity Share Capital (Face Value INR 2/- per share)	4,671	4,764	4,671	4,671	4,764	4,671
	Other Equity						67,889
	Earnings per Share (of INR 2/- per share) (not annualised)						
	(a) Basic	0.51	0.53	0.71	5.92	6.08	6.81
	(b) Diluted	0.51	0.53	0.71	5.92	6.08	6.81

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STANDALONE UNAUDITED SEGEMENT-WISE ASSETS, LIABILITIES AND CAPITAL EMPLOYED

(INR in Lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
Segment Revenue (Sales and operating income):						
a. Publishing Content	8,454	9,416	11,775	57,387	54,110	59,433
b. Stationery Products	8,929	6,006	6,381	34,320	33,475	48,600
c. Others (Windmill, Pre-school and Trading items etc.)	95	101	155	465	1,030	1,194
	17,478	15,523	18,311	92,172	88,615	1,09,227
Less: Inter Segment Revenue	37	57	75	210	217	288
Total Segment Revenue	**17,441**	**15,466**	**18,236**	**91,962**	**88,398**	**1,08,939**
Segment Results (Profit before tax and interest from each segment):						
a. Publishing Content	1,717	2,600	3,804	20,452	20,030	21,361
b. Stationery Products	584	(250)	(552)	2,956	3,979	5,530
c. Others (Windmill, Pre-school and Trading items etc.)	(40)	(78)	(19)	(24)	171	153
Total Segment Result	2,261	2,272	3,233	23,384	24,180	27,044
Less : i. Finance Cost	7	5	162	426	233	347
ii. Other unallocable expenditure	737	842	754	2,650	2,839	3,436
iii. Other unallocable (income)	(342)	(500)	(239)	(787)	(1,053)	(1,337)
Total Profit Before Tax	**1,859**	**1,925**	**2,556**	**21,095**	**22,161**	**24,598**

STANDALONE UNAUDITED SEGEMENT-WISE ASSETS, LIABILITIES AND CAPITAL EMPLOYED

(INR in Lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
Segment Assets						
a. Publishing Content	48,794	49,406	48,604	48,794	49,406	51,667
b. Stationery Products	30,024	24,946	22,943	30,024	24,946	37,423
c. Others (Windmill, Pre-school and Trading items etc.)	8,650	6,607	8,614	8,650	6,607	5,816
d. Unallocated	3,401	10,939	10,915	3,401	10,939	4,059
Total Segment Assets	**90,869**	**91,897**	**91,076**	**90,869**	**91,897**	**98,965**
Segment Liabilities						
a. Publishing Content	4,314	5,452	3,282	4,314	5,452	3,899
b. Stationery Products	3,852	3,845	3,049	3,852	3,845	5,653
c. Others (Windmill, Pre-school and Trading items etc.)	85	127	121	85	127	102
d. Unallocated	2,901	5,121	6,049	2,901	5,121	16,752
Total Segment Liabilities	**11,152**	**14,545**	**12,501**	**11,152**	**14,545**	**26,406**
Capital Employed						
a. Publishing Content	44,480	43,954	45,322	44,480	43,954	47,768
b. Stationery Products	26,172	21,101	19,894	26,172	21,101	31,770
c. Others (Windmill, Pre-school and Trading items etc.)	8,565	6,480	8,493	8,565	6,480	5,714
d. Unallocated	500	5,817	4,866	500	5,817	(12,693)
Net Capital Employed	**79,717**	**77,352**	**78,575**	**79,717**	**77,352**	**72,559**

NOTES

1. The results were reviewed by the audit committee and taken on record by the Board of Directors at its meeting held on February 7, 2018. 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, above financial results for quarter ended and nine months ended are not representative of the operations of the whole year.
4. 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.
5. The figures for the previous quarter / year have been regrouped / rearranged wherever necessary to conform to the current period presentation.
6. Revenue from operations for the periods up to June 30, 2017 includes excise duty, which is discontinued effective July 01, 2017 upon implementation of Goods and Service Tax (GST) in India. GST is not included in revenue from operations w.e.f. 1st July, 2017. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter and nine months ended September 30, 2017 are not comparable with previous periods.

   For the purpose of comparability, revenue from operations including excise duty and excluding excise duty are given below:

INR in Lakhs

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	30.09.2017 (Unaudited)	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)	31.03.2017 (Audited)
Revenue from operations (including excise duty)	17,441	15,466	18,236	91,962	88,398	1,08,939
Less: Excise duty	-	(73)	-	(137)	(272)	(456)
Revenue from operations (excluding excise duty)	17,441	15,393	18,236	91,825	88,126	1,08,483

7. The company mainly operates into publishing content and stationery products. Other business segment include generation of power by windmill, Pre School and trading items etc. Unallocable corporate assets less unallocable corporate liabilities mainly represent investment of surplus funds, other advances, cash & bank balances, corporate taxes and general corporate borrowings.

Q3 FY 18 PERFORMANCE AT A GLANCE

1. Revenue from Operations grew by 12.8% and stood at INR 17,441 Lakh.
2. Publication revenue de-grew by 10.2% and stood at INR 8,454 Lakh
3. Stationery revenue grew by 48.7% and stood at INR 8,929 Lakh
4. The Company's segmental Results stood at INR 2,261 Lakh (13%) on total Revenue from Operations
5. Profit Before Tax stood at INR 1,859 Lakh (10.7%) of Total Revenue

AT BALANCE SHEET LEVEL (Rs. In Lakh)		
PARTICULARS	**December 17**	**December 16**
Inventory	26,657	26,439
Debtors	17,154	15,551
Borrowings	NIL	1,950
Investments & Advances	21,882	25,458

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OUTLOOK ON BUSINESS SEGMENTS

Publications

- 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 looks promising for the current year and future as well.
- Development of new workbooks/content is aligned to NCERT Books. Also to focus on ICSE School products.

eSense (eLearning)

- B2B sales expected to grow with more schools opting for digital learning.
- Evaluating Android based solution for affordable hardware cost which may boost B2B sales.
- Indiannica Learning Private Limited's (formerly Encyclopedia Britannica (India) Private Limited) content will add value to current library and promote sales

Stationery

- Focus sales and branding efforts on selected States to maximize impact with limited resources.
- Domestic and Exports will continue to grow at current pace.

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