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NEL/043/2024 **Date: 12th August, 2024**

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

Corporate Relationship Department
Bombay Stock Exchange Ltd.
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort, Mumbai – 400001.

Ref: Symbol– NAVNETEDUL
Ref: Scrip Code – 508989

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

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q1 FY25 presentation which is being shared with analysts and institutional investors on Statement of Standalone And Consolidated Unaudited Financial Results for the quarter ended 30th June, 2024.

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

You are requested to take note of the above.

FOR NAVNEET EDUCATION LIMITED

Amit Dushyant
Buch

Digitally signed by Amit Dushyant Buch
DN: c=IN, o=Personal, postalCode=400077, l=Mumbai(Sub Urban), st=Maharashtra, street=9, Chandraprabha Building Ghatkopar East, Mumbai Sub Urban , Maharashtra India-400077- Near Swami Narayan Mandir, title=0788, 2.5.4.20=9616d6e9be15e1cf59638441d3d5c8ce7ae5c429c69160 35986ca6bdb3a3420f, serialNumber=e4149cc0f62195354a22e1e8e3fc84e67947d33d54 fc85ac1718fbdcbc9a5e5e, email=amit.buch@navneet.com, cn=Amit Dushyant Buch
Date: 2024.08.12 17:32:41 +05'30'

AMIT D. BUCH
COMPANY SECRETARY
MEMBERSHIP NO. A15239

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Learn
Adapt
Progress

INVESTOR PRESENTATION
AS ON JUNE 30, 2024

Safe Habour

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Standalone & Consolidated Financial Highlights

Q1FY25

Management Commentary – Q1FY25

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Performance Highlights, Mr. Gnanesh (Sunil) Gala, Managing Director:

"Our Q1FY25 performance have been steady in line with our expectations. Despite challenges posed by external factors, our team has demonstrated resilience and adaptability. Our revenue for the quarter stood at Rs. 794 crores compared to Rs. 788 crores in the same period last year. EBITDA for the quarter stood at Rs. 226 crores as compared to Rs. 216 crores in the same period las year.

Specifically for the publication business, we witnessed a modest contraction in revenue due to the reduction in curriculum for some grades by the State Boards. This led to redesigning of some categories of our products and a subsequent decrease in its realizations. However, on an absolute basis, we have seen an increase in the volume of our products compared to the same period last year.

Now, coming to our domestic stationery business, revenue for the quarter stood at Rs. 135 crores compared to Rs. 143 crores in the same period last year. This reduction in revenue is largely on account of repricing of our products on account of reduction in raw material prices. However, we have seen volume growth. Moreover, margins have been slightly impacted due to due to higher cost raw material inventory in the beginning of the quarter.

Our export stationery business continues to strengthen its presence in both traditional paper-based and modern non-paper products. Additionally, this growth is fueled by expanding our existing offerings and introducing new products. Revenue for the quarter stood at Rs. 241 crores compared to Rs. 214 crores in the same period last year.

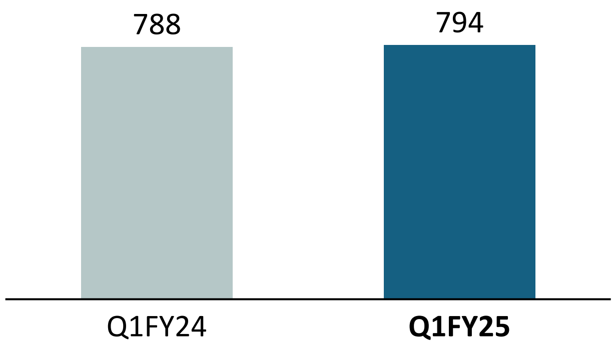
Additionally, we are actively expanding our stationery offerings, responding to better-than-anticipated demand for a diverse range of stationery products. This expansion will be supported by investments in fixed assets and R&D. We expect to see the fruits of these efforts starting next year.

Lastly, in August 2024, the Board of Directors approved a buyback of shares worth Rs. 100 crores, demonstrating our commitment to enhancing shareholder value. This reflects our robust financial position and our dedication to delivering consistent returns to our investors.

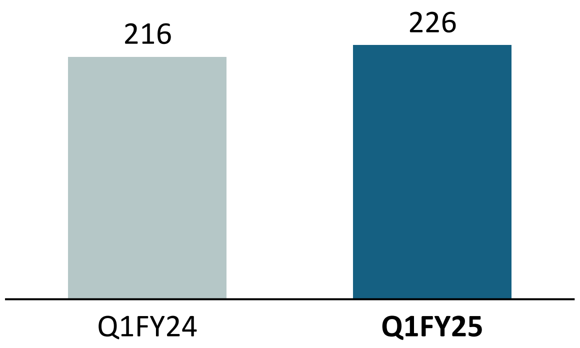
Looking forward, we anticipate that our strategic initiatives will begin to bear fruit, driving growth and enhancing shareholder value. As market conditions improve and our new measures take effect, we expect to see a gradual uplift in demand and profitability."

Standalone Performance Highlights – Q1FY25

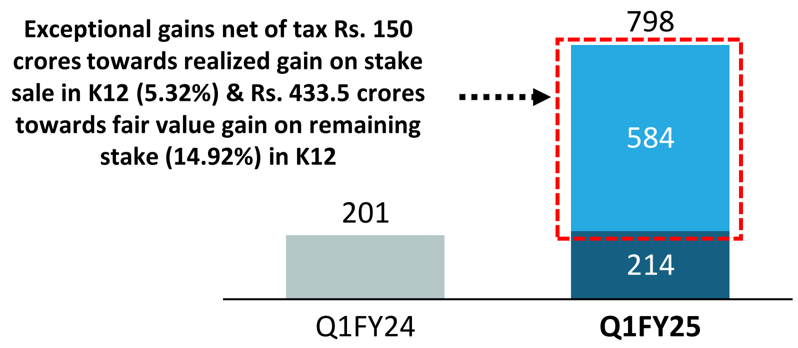
Revenue from Operations (Rs. In Crores)



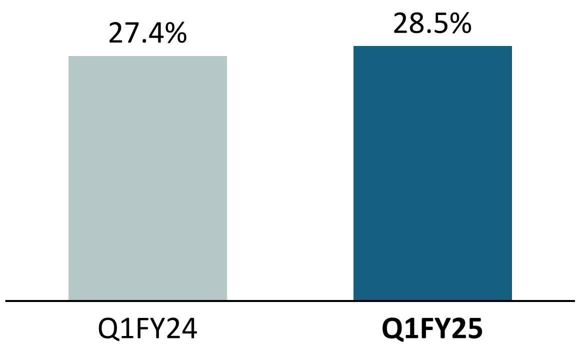
EBITDA (Rs. In Crores)



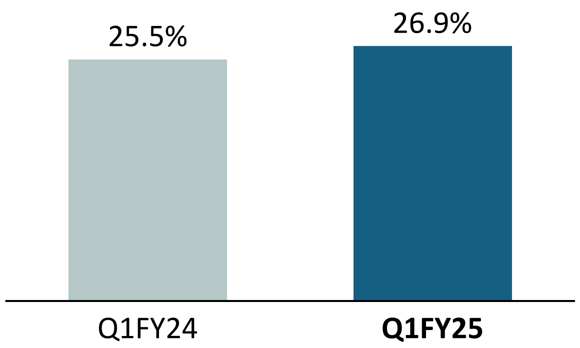
Profit Before Tax (Rs. In Crores)



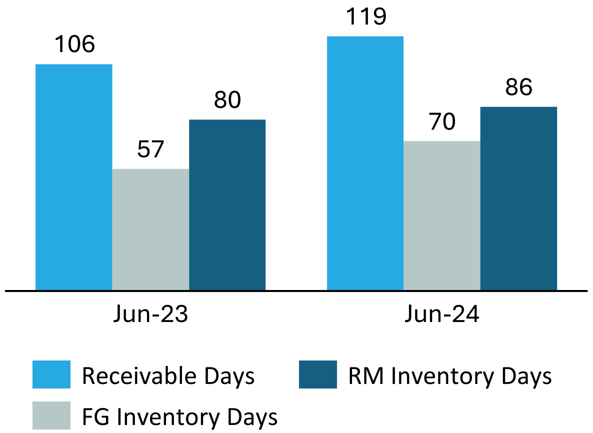
EBITDA Margin



PBT Margin (Normalised)



Working Capital Cycle (on TTM basis)



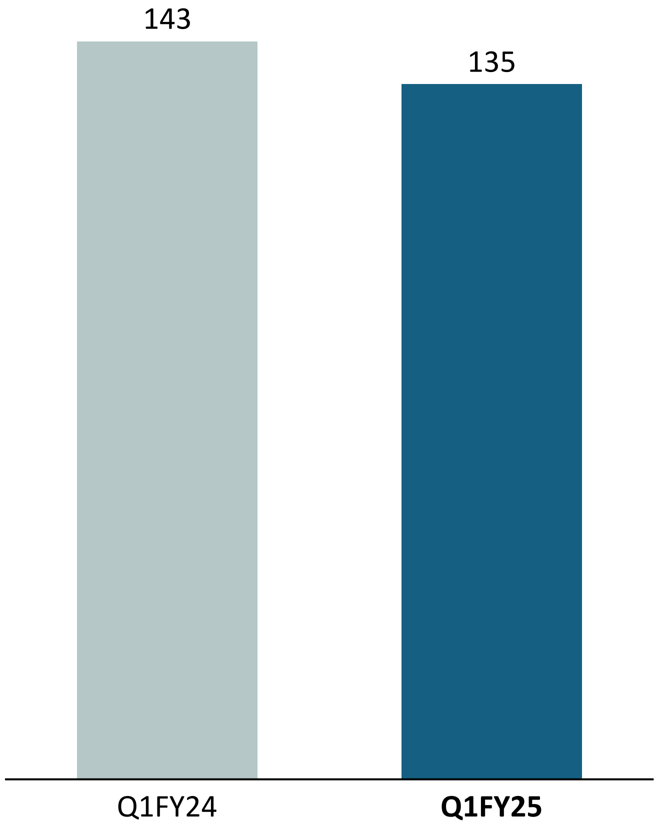
Note: on TTM basis

Q1FY24 numbers are restated after giving merger effect

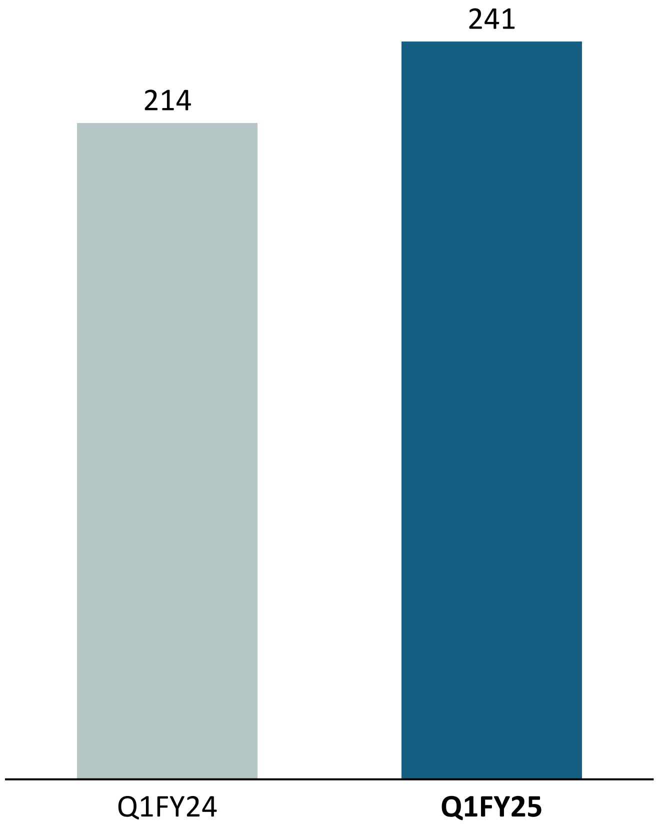
Standalone Segment wise Performance Highlights – Q1FY25

Publications Revenue (Rs. In Crores)

Stationery Revenue - Domestic (Rs. In Crores)



Stationery Revenue - Exports (Rs. In Crores)



Q1FY24 numbers are restated after giving merger effect

Standalone Profit & Loss Statement – Q1FY25

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Profit and Loss (in Rs. Crores)	Q1FY25	Q1FY24	YoY	FY24
Revenue from Operations	**794**	**788**	**0.7%**	**1,693**
Cost of Goods Sold	433	449		959
Employee Cost	65	58		237
Other Expenses	69	66		199
EBITDA	**226**	**216**	**5.0%**	**299**
EBITDA Margin	**28.5%**	**27.4%**		**17.6%**
Depreciation	15	12		59
Other Income	8	4		14
EBIT	**220**	**208**	**6.1%**	**254**
EBIT Margin	**27.7%**	**26.3%**		**15.0%**
Finance Cost	6	7		17
Exceptional Item Gain / (Loss)*	584	0		-19
Profit before Tax	**798**	**201**	**296.9%**	**219**
Profit before Tax Margin	**100.4%**	**25.5%**		**12.9%**
Tax	55	20		30
Profit After Tax	**742**	**181**	**310.5%**	**189**
Profit After Tax Margin	**93.5%**	**22.9%**		**11.1%**
EPS	32.8	8.0		8.3

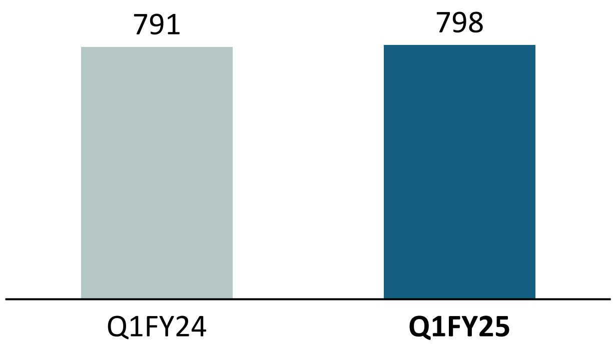
* Note: Q1FY25 - Includes Rs. 150 crs towards realized gain net of tax on stake sale in K12 (5.32%) & Rs. 433.5 Crs. net of tax towards fair value gain on remaining stake (14.92%) in K12 as the same is being considered as financial asset.

FY24 – Includes Rs. 30.23 crores is towards profit on sale land and building at Ghuma, Gujarat and Rs. 48.75 crores towards diminution In value of Investment of wholly owned subsidiary, which Is primarily on account of demerger and fair value changes in Investments made by the said wholly owned subsidiary

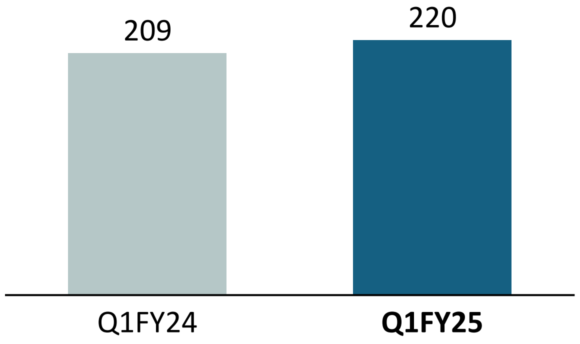
Q1FY24 & FY24 numbers are restated after giving merger effect

Consolidated Performance Highlights – Q1FY25

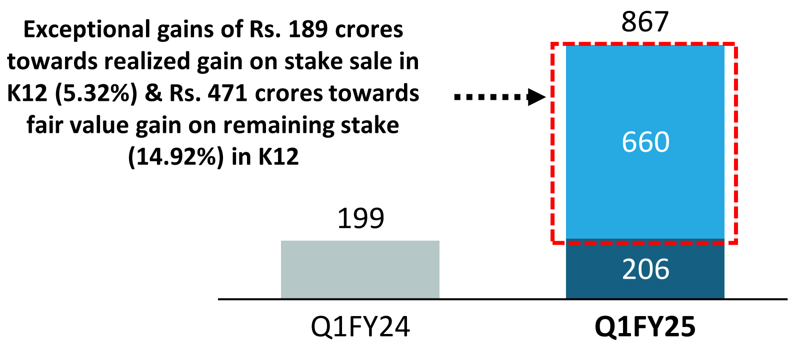
Revenue from Operations (Rs. In Crores)



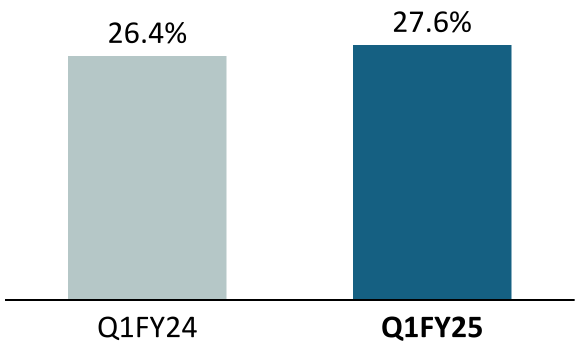
EBITDA (Rs. In Crores)



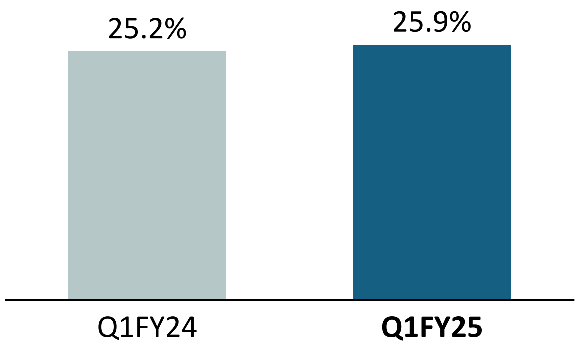
Profit Before Tax (Rs. In Crores)



EBITDA Margin



PBT Margin (Normalised)



Q1FY24 numbers are restated after giving merger effect

Consolidated Profit & Loss Statement – Q1FY25

Knowledge is wealth

Profit and Loss (in Rs. Crores)	Q1FY25	Q1FY24	YoY	FY24
Revenue from Operations	**798**	**791**	**0.8%**	**1,751**
Cost of Goods Sold	435	451		981
Employee Cost	71	63		258
Other Expenses	72	69		218
EBITDA	**220**	**209**	**5.3%**	**294**
EBITDA Margin	**27.6%**	**26.4%**		**16.8%**
Depreciation	15	13		65
Other Income	8	4		13
EBIT	**213**	**199**	**6.8%**	**242**
EBIT Margin	**26.7%**	**25.2%**		**13.8%**
Finance Cost	7	8		20
Exceptional Item Gain / (Loss)*	660	0		68
Share of Profit/(Loss) in JV and Associates	0	7		-1
Profit before Tax	**867**	**199**	**335.3%**	**291**
Profit before Tax Margin	**108.6%**	**25.2%**		**16.6%**
Tax	121	20		39
Profit After Tax	**746**	**179**	**316.6%**	**252**
Profit After Tax Margin	**93.5%**	**22.6%**		**14.4%**
EPS	**31.0**	**7.9**		**11.1**

* Note: Q1FY25 - Includes Rs. 189 crs towards realized gain on stake sale in K12 (5.32%) & Rs. 471 Crs. towards fair value gain on remaining stake (14.92%) in K12 as the same is being considered as financial asset.
FY24 - Rs. 30.23 crores is towards profit on sale land and building at Ghuma and dilution gain on K12 Techno of Rs. 37.93 crores

Q1FY24 & FY24 numbers are restated after giving merger effect

Consolidated Profit & Loss Statement – Q1FY25

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Particulars	Revenue from Operations (Rs. In Crores) Q1FY25	Revenue from Operations (Rs. In Crores) Q1FY24	EBITDA* (Rs. In Crores) Q1FY25	EBITDA* (Rs. In Crores) Q1FY24	PAT (Rs. In Crores) Q1FY25	PAT (Rs. In Crores) Q1FY24
NEL	794	788	235	219	159	181
NFL (eSense)	1	1	0	0	0	0
Indiannica	3	3	-7	-7	-8	-9
K12	-	-	1	14	0	8
Exceptional Item + OCI	0	0	0	0	660	-
Inter co Adjust/ Others	-1	-1	0	0	-65	0
Total	**798**	**791**	**229**	**225**	**745**	**179**

* Includes Other Income

Q1FY24 numbers are restated after giving merger effect

Navneet Education Limited - A Panoramic View

Navneet Education Limited is a leading educational syllabus-based provider that offers high-quality content across both print and digital mediums. With **over 60 years of experience as an educational publisher and stationery manufacturer**, the Company enjoys a robust brand recognition and a prominent market standing in the educational content and scholastic stationery segments

The Company's proficiency, responsiveness, and preparedness have enabled it to consistently evolve with the times, remaining aligned with the latest developments in the field of education and technology.

The presentation hereon, in a nutshell, encompasses elements that render the Company's distinction and competitive advantage in the market.

Product Offerings

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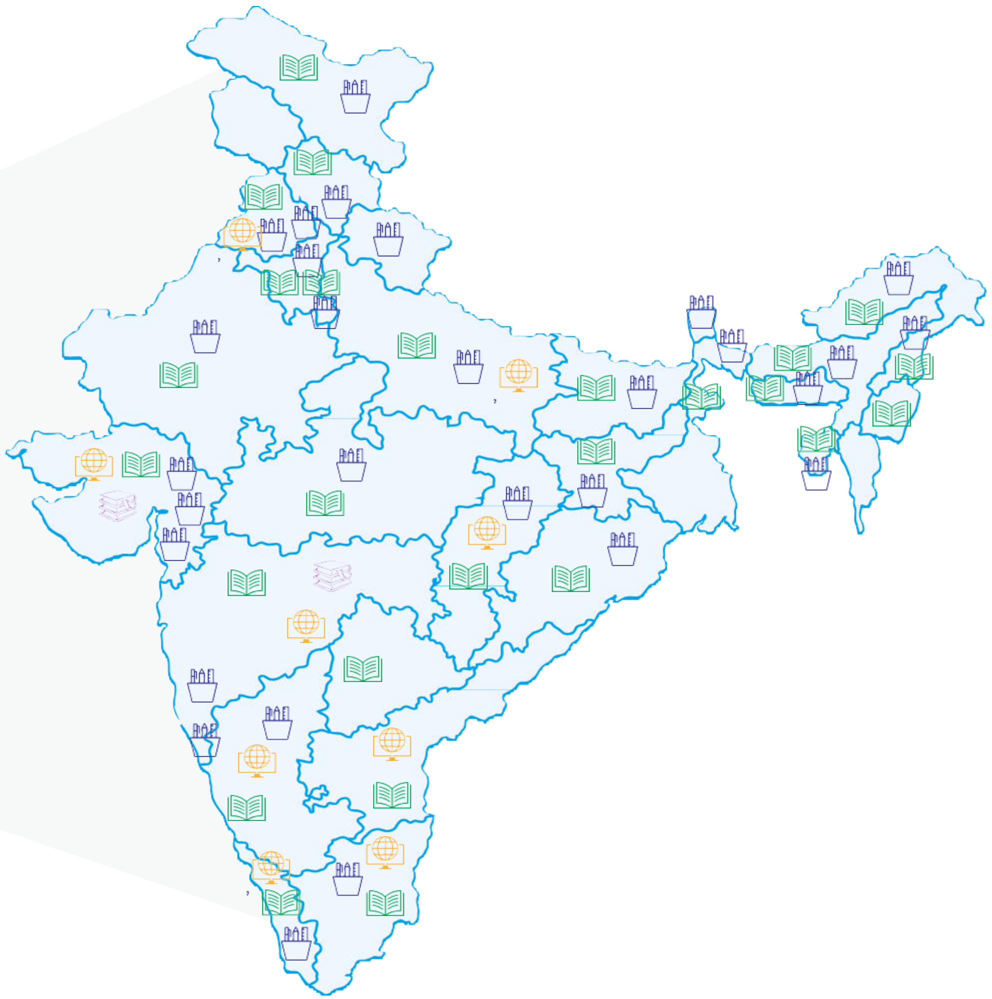
Navneet Education Limited

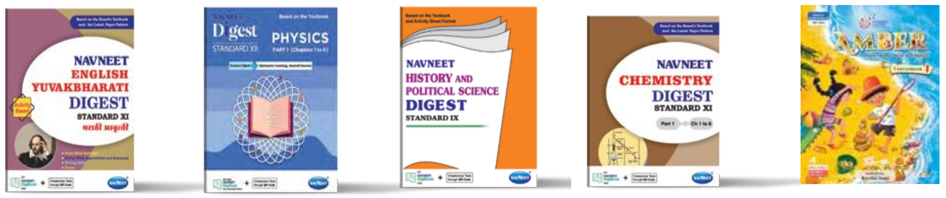
- **Content**
  - Supplementary Curriculum Books* (Maharashtra & Gujarat)
  - CBSE Textbooks* (PAN India)
  - Non-Curriculum Books (PAN-India & Exports)
- **Stationery**
  - Paper Stationery
    - PAN-India
    - Exports
  - Non-Paper Stationery
    - PAN-India

*Also Includes Digital Content

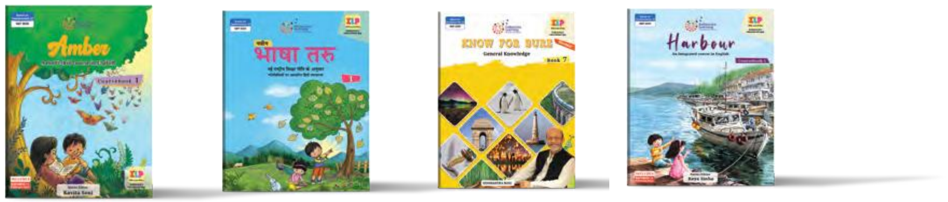
Domestic Presence – Publication & Stationery Business



Supplementary Books : Maharashtra & Gujarat



Text-Books : Pan India & Sri Lanka*



Stationery : Pan India

Digital Presence

- Maharashtra
- Gujarat
- Andhra Pradesh
- Telangana
- Karnataka
- Tamil Nadu
- Chhattisgarh
- Kerala
- Utter Pradesh
- Haryana
- Punjab

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy

Note: *The Company also supplies Textbooks to Sri Lanka

Prominent Supplier of Scholastic & Office Stationery Products

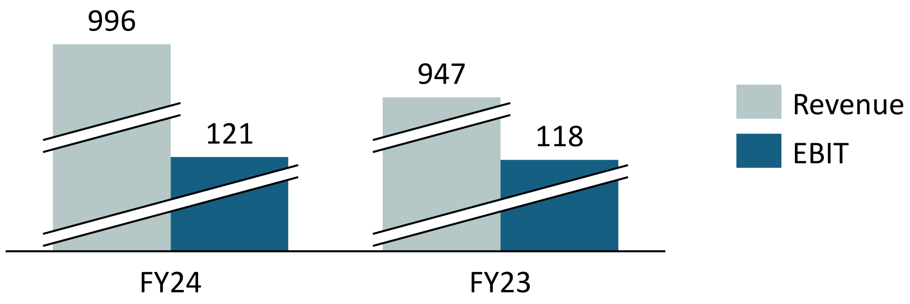
Our portfolio encompasses an array of stationery products catering to academic and non-academic segments, including global exports. Through our unique offerings, we establish and reinforce our brand's essence within the educational landscape.

1,500+ SKUs
Developed till date for export market

1,250+ SKUs
Developed till date for domestic market

30+ Countries Globally
Extensive reach in India and across the Globe

Revenue & EBIT (Rs. In Crores)



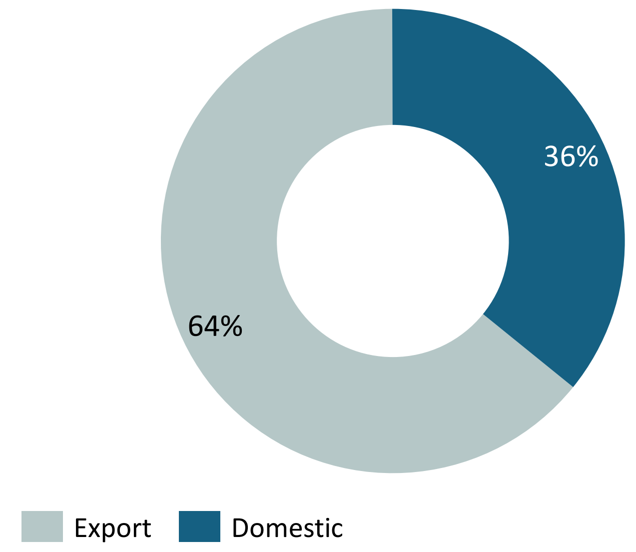
Wide range of product portfolio in paper-based and modern non-paper stationery

Outlook & Way forward

- Stationery business in India is seeing consolidation. Organised players are growing their market share, and this is helping NEL to grow faster going forward.
    - Domestic Revenue : Endeavor to achieve 12%-15% growth in FY25
- Export Stationery Business
    - Successfully added new stationery products to our export portfolio for the US market and other export markets.
- Additionally, several products under non-paper stationery are under various stages of evaluation and R&D which will be introduced in both export and domestic markets in the coming quarters.
- Overall Stationery : Confident of achieving 12%-14% EBIT margins in FY25

Building a Strong Global Presence

Q1FY25 - Revenue Breakup of Stationery Business



Export to 30+ countries globally

- Canada
- USA
- Mexico
- Honduras
- Jamaica
- Puerto Rico
- Costa Rica
- Panama
- Ireland
- Norway
- Sweden
- Denmark
- Germany
- U.K.
- Spain
- Turkey
- Ethiopia
- Kenya
- Rwanda
- Tanzania
- Zambia
- Madagascar
- South Africa
- New Zealand
- U.A.E.
- Trinidad & Tobago
- Mozambique
- Congo
- Senegal
- Ivory Coast
- Ghana
- Nepal

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy

State of the Art Manufacturing Facilities

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Achieving

lean and efficient manufacturing

to drive transition

- The Company has always been ahead of the curve in its pursuit of operational excellence.
- Manufacturing capital for the Company is using its assets to effectively produce products locally while serving constituencies locally and internationally.
- The Company's manufacturing capabilities and solution-focused approach will help in serving its customers with quality products at a reasonable price, at a consistent pace.

**Sayali Village,
Silvassa,
Dadra & Nagar Haveli
Union Territory**

**Dantali Village,
Kalol Taluka,
Gandhinagar,
Gujarat**

**Khaniwade Village, Taluka Vasai, Palghar District,
Maharashtra**

Investments by Navneet Group

- K12 Techno Services
- SFA Sporting Services
- Carveniche Technologies
- Elation Edtech

Investments by Navneet Group

	K12	SFAPLAY.COM	beGalileo	tinkerly
	Link to Company's Website – Click Here	Link to Company's Website - Click Here	Link to Company's Website - Click Here	Link to Company's Website - Click Here
Business	The K12 education model provides elementary education to students from kindergarten to 12th grade through its brand 'Orchids, the International School'. The group is fast expanding and gaining prominence in the EdTech space by delivering high-quality education services that leverage the latest advancements in technology.	Fully integrated digital plus on-ground multi-sport platform, the official partner of the IOA — Tokyo Olympics 2020, CWG 2022 & Asian Games 2022, builds technology to enable high precision for executing large-scale, multisport competitions to identify and nurture talent across sports at the grassroots level in India	AI-driven personalized adaptive learning math platform for kids. It generates a learning plan for every child automatically based on the standard and grade-level curriculum	STEM-based learning kits for kids offering online coding classes. Also, enables students to build technical skills and job-related skills for the future
Segment	Schools (B2C & B2B)	Sports (B2C & B2B)	Math (B2C)	Coding (B2B)
Customers	Schools, B2C – Kindergarten to 10th grade	Government/Federations Schools Athletes/Childrens	B2C – Kids aged 4-16 years (USA and Middle East)	B2B – Schools
Products	LMS, School Management	Event Management Services (EMA) SFA Championship Game Management System (GMS) – SFA Tech	Math & Coding Curriculum Summer Camps with influencers	Coding Curriculum STEM Kits STEM Labs
Investments	NEL's Stake: ~14.92%*	NFL's Stake: 14.29% (Invested Rs. 75 Crores)	NFL's Stake: 46.84% (Invested Rs. 18.67 Crores)	NFL's Stake: 14.40% (Invested Rs. 5.25 Crores)

*Note: on 8th May 2024 Navneet Learning LLP has entered into a definitive agreement with Venturi Partners to divest 5.12% (on fully diluted basis) stake in K12 Techno for a consideration of INR 225.18 crores., Navneet Education Limited holds 93.0% stake in its subsidiary Navneet Learning LLP

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Contact Information

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www.navneet.com

Investor Relations Advisor :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

SGA Strategic Growth Advisors

Mr. Abhishek Shah / Mr. Pratik Shah

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www.sgapl.net