



Knowledge is wealth

NEL/079/2024-25

Date: 5th February, 2025

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

Dear Sir / Madam,

Sub: Press Release.

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose press release which is being issued by the Company.

You are requested to take above on your record.

Thanking you,

Yours faithfully,

FOR NAVNEET EDUCATION LIMITED

AMIT D. BUCH
COMPANY SECRETARY
MEMBERSHIP NO. A15239

Encl.: a/a

NAVNEET EDUCATION LIMITED

CIN: L22200MH1984PLC034055




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Consolidated Revenue for 9MFY25 stood at Rs. 1,352 crores

Mumbai, 5th February 2025 – Navneet Education Limited (NEL) is one of the largest educational syllabus-based supplementary content & Stationery provider has released its unaudited financial results for the quarter and nine months ended 31st December 2024.

Consolidated Financial Highlights – 9M FY25

Total Revenue Rs. 1,352 crores  3% Y-o-Y	EBITDA Rs. 240 crores  15% Y-o-Y	PBT (excluding exceptional item) Rs. 200 crores  22% Y-o-Y
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Particulars (Rs. crores)	9MFY25	9MFY24	YoY
Revenue	1,351.9	1,316.0	2.7%
EBITDA	240.2	208.6	15.1%
PBT (excluding exceptional item)	199.6	164.0	21.7%
PBT*	885.6	232.1	

* Note: 9MFY25 - Includes Rs. 189 crs towards realized gain on stake sale in K12 (5.32%) & Rs. 497 Crs. towards fair value gain on remaining stake (14.92%) in K12 as the same is being considered as financial asset.

Q3FY25 - Rs. 25.5 crs. towards fair value gain on remaining stake (14.92%) in K12

9MFY24 - Rs. 30.23 crs. towards profit on sale land & building at Ghuma & Rs. 37.93 crs. on dilution of group shares from an associate company

9M FY24 numbers are restated after giving merger effect

9MFY25 Standalone Highlights (Y-o-Y)

- Total Revenue from publication business was Rs. 611 crores as compared to Rs. 592 crores in 9MFY24
- Total Revenue from Stationery Business stood at Rs. 734 crores registering a growth of 3% as compared to same period last year
 - Exports Revenue stood at Rs. 505 crores, a growth of 11% as compared to same period last year
 - Domestic Revenue stood at Rs. 225 crores, a de-growth of 12% as compared to same period last year
- Working Capital Cycle as on 31st December 2024:
 - Receivable Days – 42 days
 - FG Inventory Days – 100 days
 - RM Inventory Days – 103 days



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

“We are pleased to report our financial and operational performance for Q3 and 9M FY25, which reflects a mix of strong growth driven by our export stationery business, steady growth in publication business and some challenges in the domestic stationery business. While we navigated a competitive landscape, we continued to make strategic progress in key focus areas, ensuring long-term sustainable growth.

Quarterly Highlights

Our revenue from the publication business grew by 28% year-on-year to approximately Rs. 113 crores. This growth was primarily driven by few institutional orders that significantly contributed to our topline, reaffirming our market leadership and deep-rooted presence in the education sector. Our strong execution capabilities and ability to fulfill large institutional orders position us well for future opportunities in this space.

Our domestic stationery business faced challenges due to a continuous decline in raw material prices, leading to slower procurement demand from dealers and distributors, which impacted both growth and margins. Revenue from this segment declined by 24% year-on-year to approximately Rs. 52 crores. While we experienced short-term pressures on growth and margins in Q3, stable paper prices in January are expected to drive demand recovery in Q4 FY25. Additionally, we are actively implementing operational efficiencies and a prudent pricing strategy to stabilize margins and support long-term growth

On a positive note, our Exports Stationery business continued to perform exceptionally well, registering strong growth of 17% year-on-year to approximately Rs. 115 crores. This growth was on account of introduction of new product categories and expansion into newer geographies. Our sustained focus on product innovation, customer acquisition, and deeper market penetration in international regions has begun to yield tangible results. This segment remains a key pillar of our long-term growth strategy, and we are optimistic about scaling up our global presence further.

From a profitability perspective, overall EBITDA stood at ~Rs. 28 crores, while EBITDA margins stood at 10.1%.

FY26 and beyond

Looking ahead, we remain confident in our ability to navigate market challenges and capture emerging opportunities. Our strategic focus remains on strengthening our core businesses, driving innovation, and expanding our footprint in both domestic and global markets. With a strong brand legacy, robust distribution network, and continued investments in growth areas, we are well-positioned to deliver sustainable value to all our stakeholders.”

**About Navneet Education Limited**

Navneet Education Limited (NEL) is one of the largest educational syllabus-based supplementary content provider for the state-board based curriculum and quality content across Print and Digital mediums. The company also offers Scholastic Paper and Scholastic Non-Paper stationery, publish General & Children books. With 60+ years of experience as an educational publisher & stationery manufacturer, the Company enjoys a high brand recognition and market standing in the educational content and scholastic stationery segment. It's rich industry experience and insightful endeavors enabled the business to achieve a robust leadership position in the industry. It owns a market share of approximately 65% in Western India. Going ahead, as the Company continues to transform in line with ever-evolving trends. It aims to build a strong presence in the EdTech domain by leveraging its existing businesses. Backed by proficiency, responsiveness and preparedness, the Company emphasises on consistently 'Transforming with Times'.

For more information, please contact

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Navneet Education Limited

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