



S Chand And Company Limited

Registered Office: A-27, 2nd Floor, Mohan Co-Operative Industrial Estate, New Delhi - 110044, India.

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Date: May 30, 2023

To Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai, Maharashtra 400001	To Listing Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051
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Dear Sir,

Re: Investors Presentation-Financial Results-quarter and year ended March 31, 2023-pursuant to Regulation 30 of The SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The presentation for the analysts and investors for the conference call scheduled to be held on Wednesday, May 31, 2023 at 11:00 A.M. to discuss the financial results for the quarter and year ended March 31, 2023 is attached herewith.

The Company shall also disseminate the above information on the website of the Company i.e. www.schandgroup.com.

Request you to kindly take note of the same.

Thanking You.

Yours Sincerely,

For S Chand And Company Limited

Jagdeep Singh
Company Secretary
Membership No: A15028
Address: A-27, 2nd Floor,
Mohan Co-operative Industrial Estate,
New Delhi-110044



Encl: as above



S. Chand and Company Limited – A New Leap Forward

**Q4 – FY2022-23
Investor Update
30th May 2023**

1.

A New Leap Forward -
Poised for growth

2.

Consolidated Financial
Performance

3.

Digital Business &
Investments



1.

A New Leap Forward -
Poised for growth

Rs6,103m

Highest operating revenues in 5 years, Up 27% YoY

Rs963m

Highest EBITDA in 5 years, Up 57% YoY

Rs576m

Highest PAT in 5 years, Up 616% YoY

Becomes Net Debt Free

S Chand becomes net debt free in April, 2023

Rs3/share

Restores Annual Dividend after FY18.

Lowest Q4 Receivables and NWC days in company's history

Receivables – 159 Days
NWC – 188 days

Exited Testbook with 7.8x return

Exited Testbook minority stake for Rs180m in July, 22

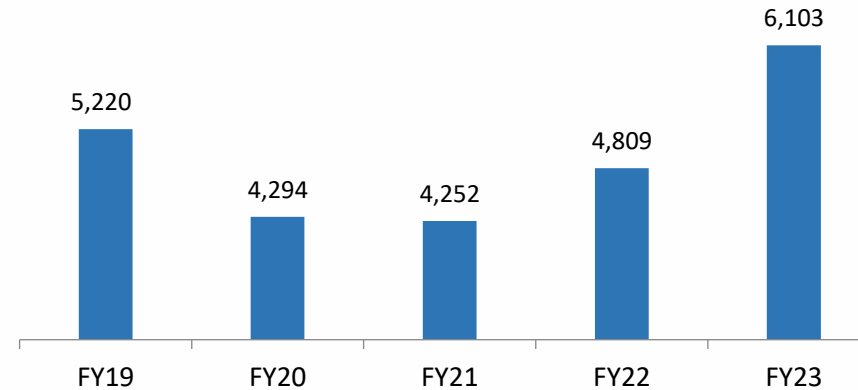
Exited iNeuron with 2.1x return

Exited iNeuron minority stake for Rs138m in December, 22

BEST 5 YEAR PERFORMANCE – POISED FOR GROWTH ON BACK OF NCF

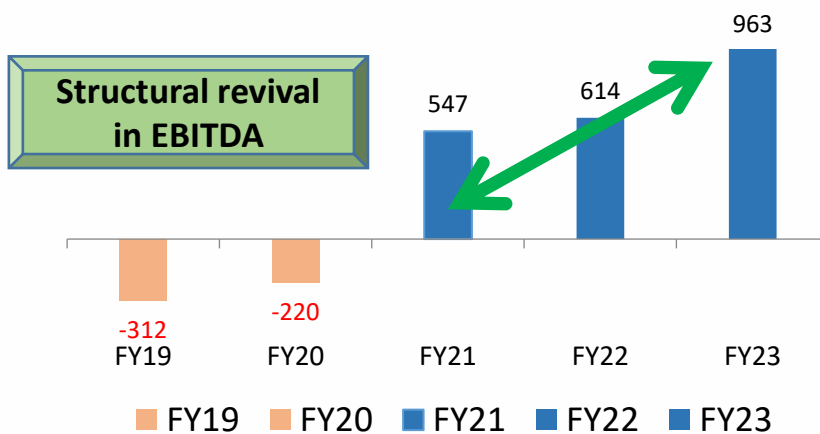
- Strong performance in FY23 on all parameters returning to sustainable profitability.
- Margins could have been higher but for the unprecedented raw material price hike of 35%- 40% impacting gross margins in 4Q this year.

Revenues from Operations (Rs M)

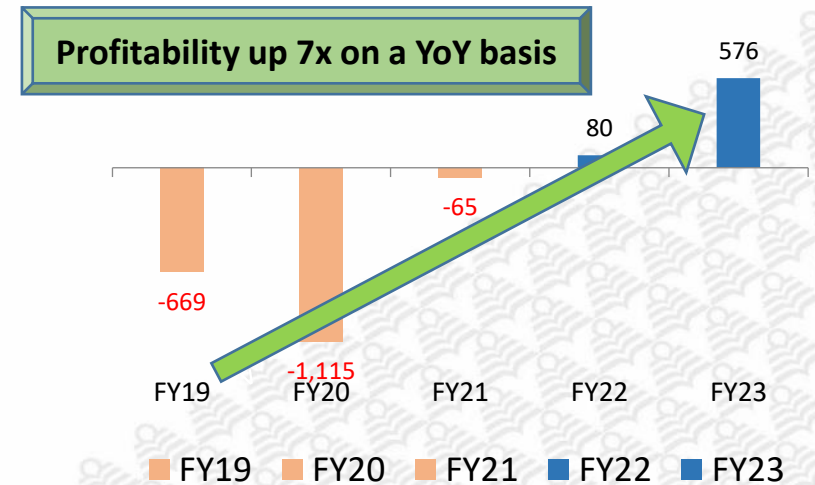


■ Revenues (Rs m)

EBITDA (Rs M)



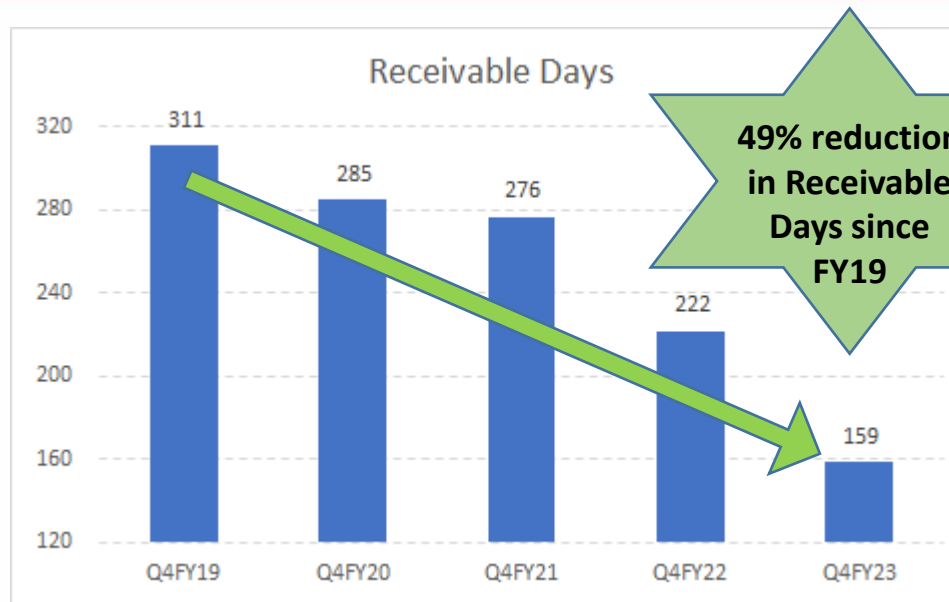
PAT (Rs M)



Note – EBITDA excludes Other Income.

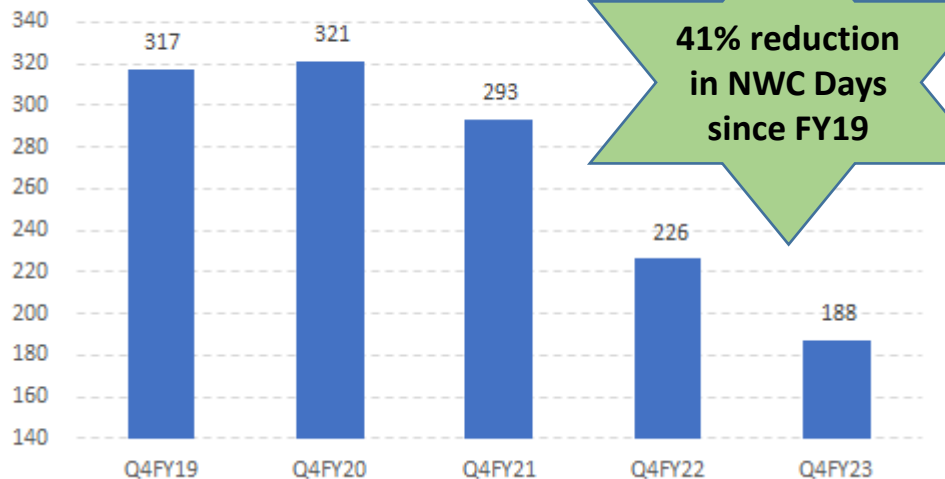
BEST 4Q WORKING CAPITAL METRICS IN THE COMPANY'S HISTORY

- Lowest Year end Receivable days in the company's history.
- Lowest Year end Net Working Capital days in the company's history.



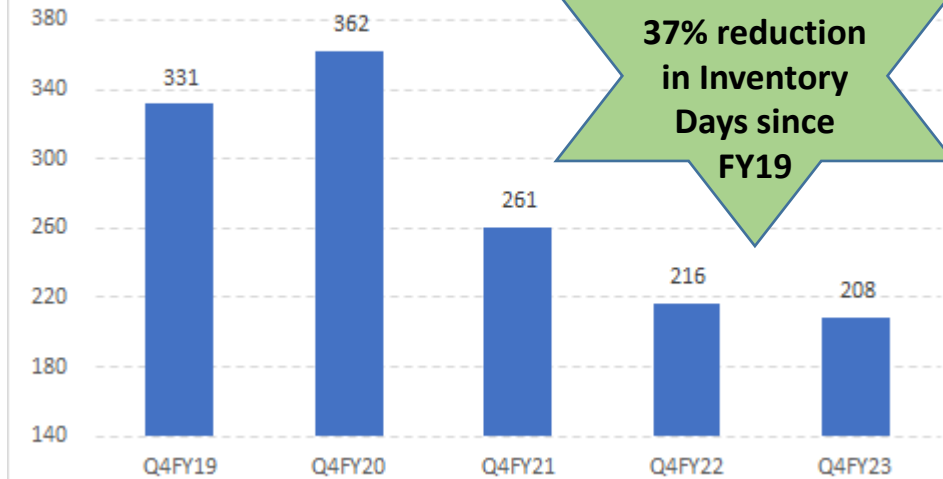
- Better Working capital efficiency has translated into higher cash flows leading to lower debt levels.

Net Working Capital Days

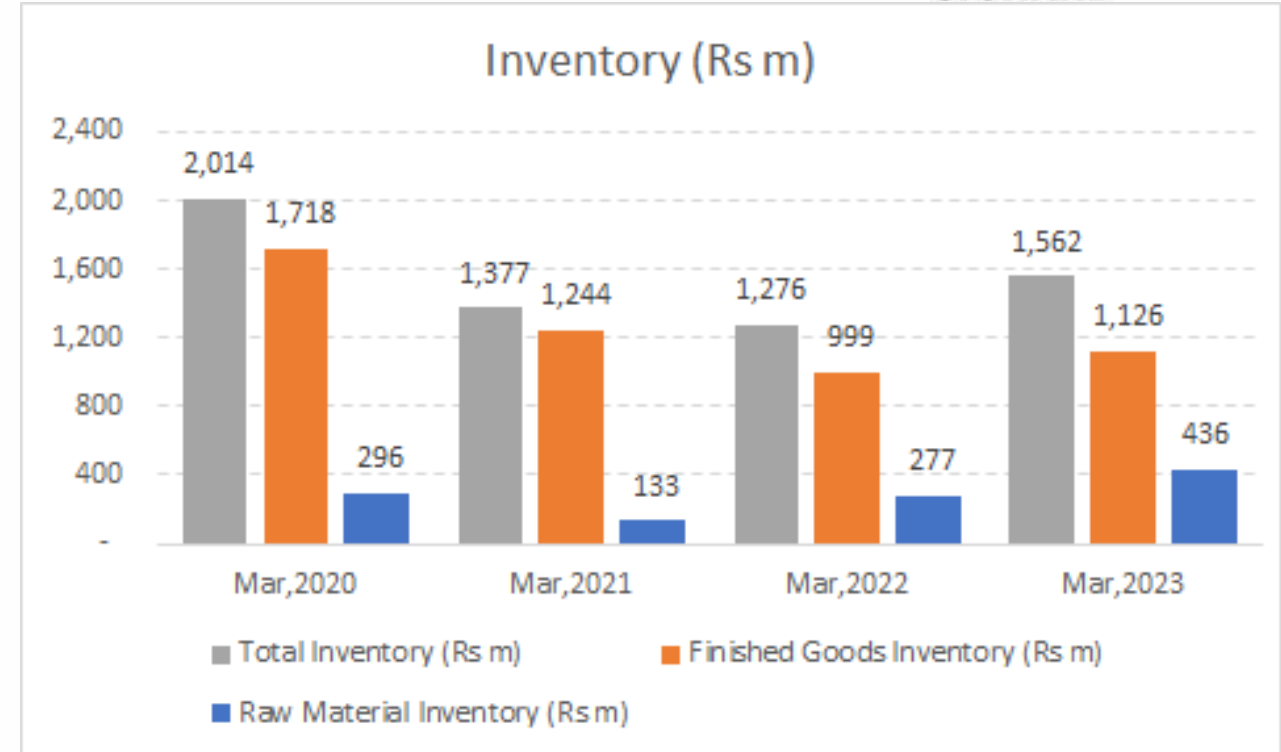
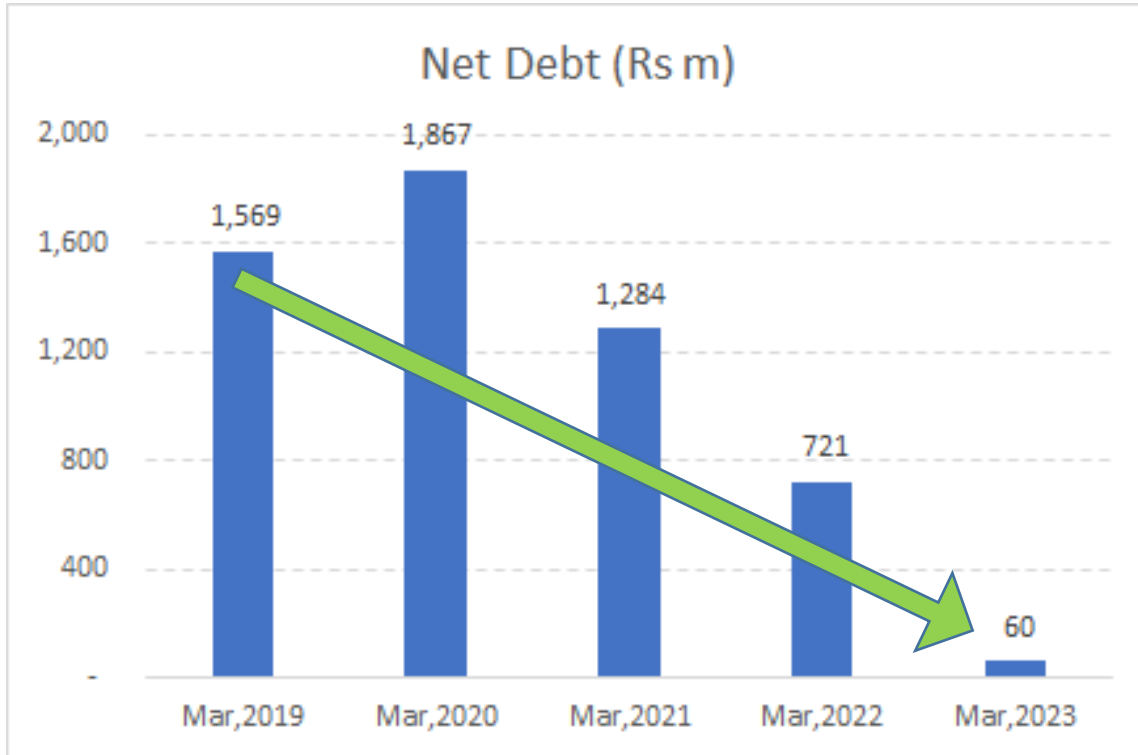


- Receivable days - Down 63 days (YoY).
- Inventory days - Down 8 days (YoY).
- Net Working capital days - Down 38 days (YoY).

Inventory Days



COMPANY BECOMES NET DEBT FREE



Company becomes **net debt free** in April, 2023.

Inventory value is higher on back of higher cost raw material inventory in stock. **Current inventory has Rs436m raw material paper inventory (vs. Rs277m in Q4FY22).**

- **Working Capital Metrics**
 - **Trade Receivables** reduced to Rs2,653m during Q4FY23 vs Rs2,921m during Q4FY22. This is a Rs268m decrease in receivables in spite of achieving incremental sales of Rs1,294m over last year.
 - In terms of receivable days, it stood at 159 days (vs. 222 days in Q4FY22), a reduction of 63 days during FY23. **This is the lowest Q4 receivable days in the company's history.**
 - **Inventory** increased to Rs1,562m (vs Q4FY22: Rs1,276m). This increase in inventory is due to the unprecedented price hike seen in the raw paper prices during the year. Additionally, this inventory level includes raw material paper inventory of Rs436m (vs Q4FY22: Rs277m).
 - **In terms of inventory days, we improved over last year at 208 days** (vs. 216 days in Q4FY22), a reduction of 8 days during FY23.
 - **Net Working Capital reduced** to 188 days (vs. 226 days in Q4FY22) which is a reduction of 38 days during FY23. **This is the lowest Q4 net working capital days in the company's history.**
- **Net Debt: Rs60m (vs. Rs721m in Q4FY22) and Gross Debt: Rs1,268m (vs. Rs1,572m in Q4FY22)**
 - We have turned Net Debt Free in April, 2023 on back of strong collections.



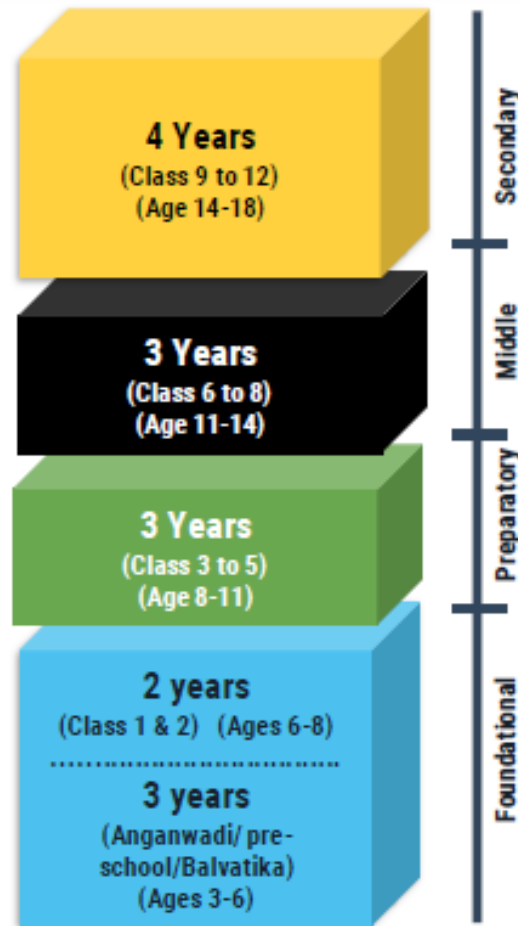
Prepare 50% Faster

- ixamBee (<https://www.ixambee.com/>) was founded by Chandraprakash Joshi, Arunima Sinha and Sandeep Singh in December 2016 in Delhi NCR. The company's objective is to help graduates and undergraduates prepare effectively for Government examinations like banks, insurance companies, Railways etc.
- ixamBee has investments from Mumbai Angels Network, JITO Angel Network, Inflection Point Ventures (IPV), Firstport Capital, Keiretsu Forum , MSFT, Keyur Joshi (co-founder MakeMyTrip) etc.
- We have invested Rs30m for ~4.3% stake in the company in April, 2023.
- **Principles for S Chand Minority Investments:**
 - Investee company has to be in the Education space.
 - We have to evaluate areas where the S Chand group can add value to the Investee company. Strategic investment from the S Chand group should lead to incremental benefits for the investee company in their business.
 - We are typically looking for businesses which are plugging white spaces in our portfolio of offerings. Association with the S Chand group enable the investee company to build its B2B business and give access of to millions of users and thousands of channel partners.
 - Looking for a win-win association for both S Chand group and investee company as they go for their journey of growth and profitability.

Old Academic Structure

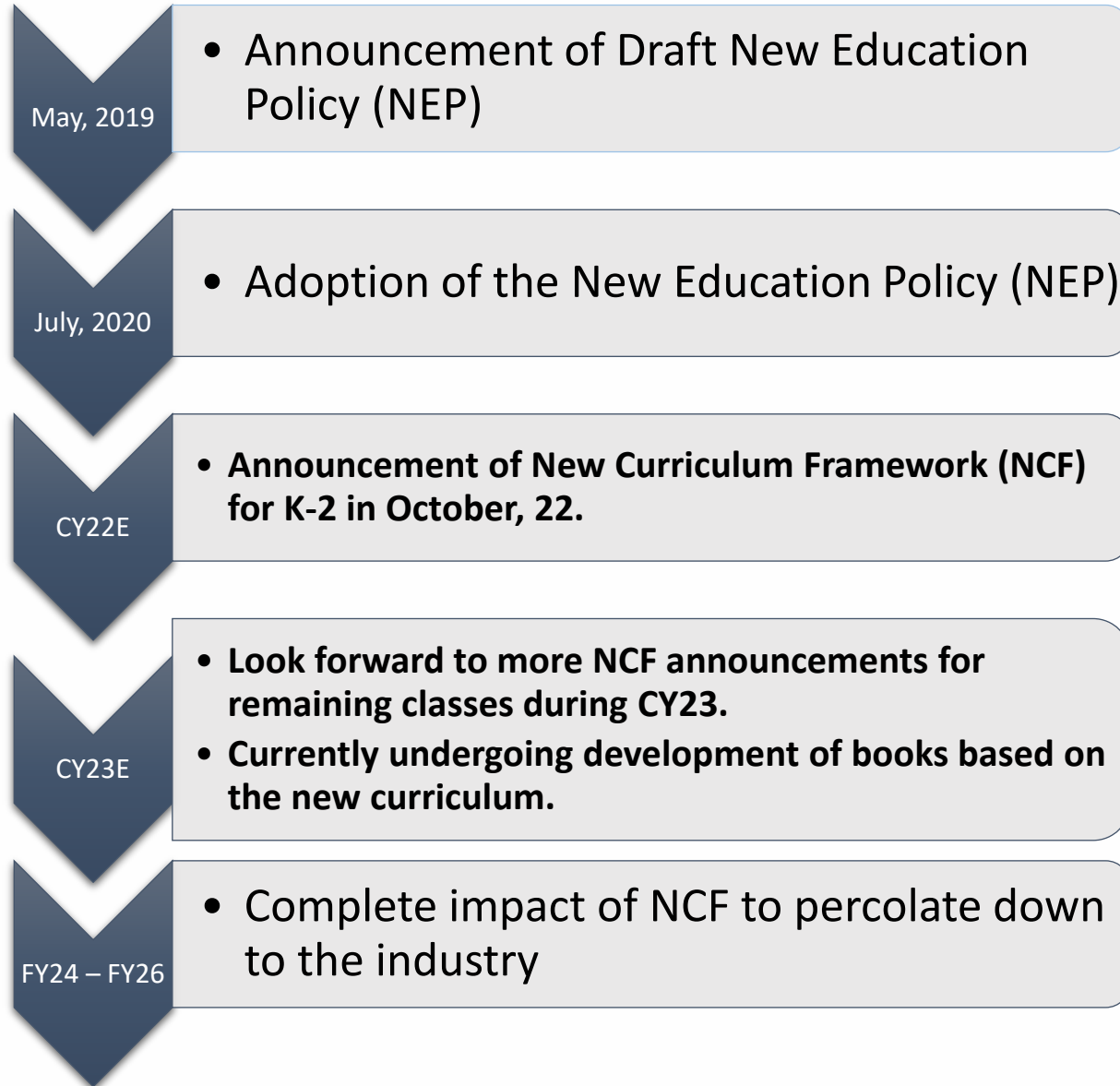


New Academic Structure

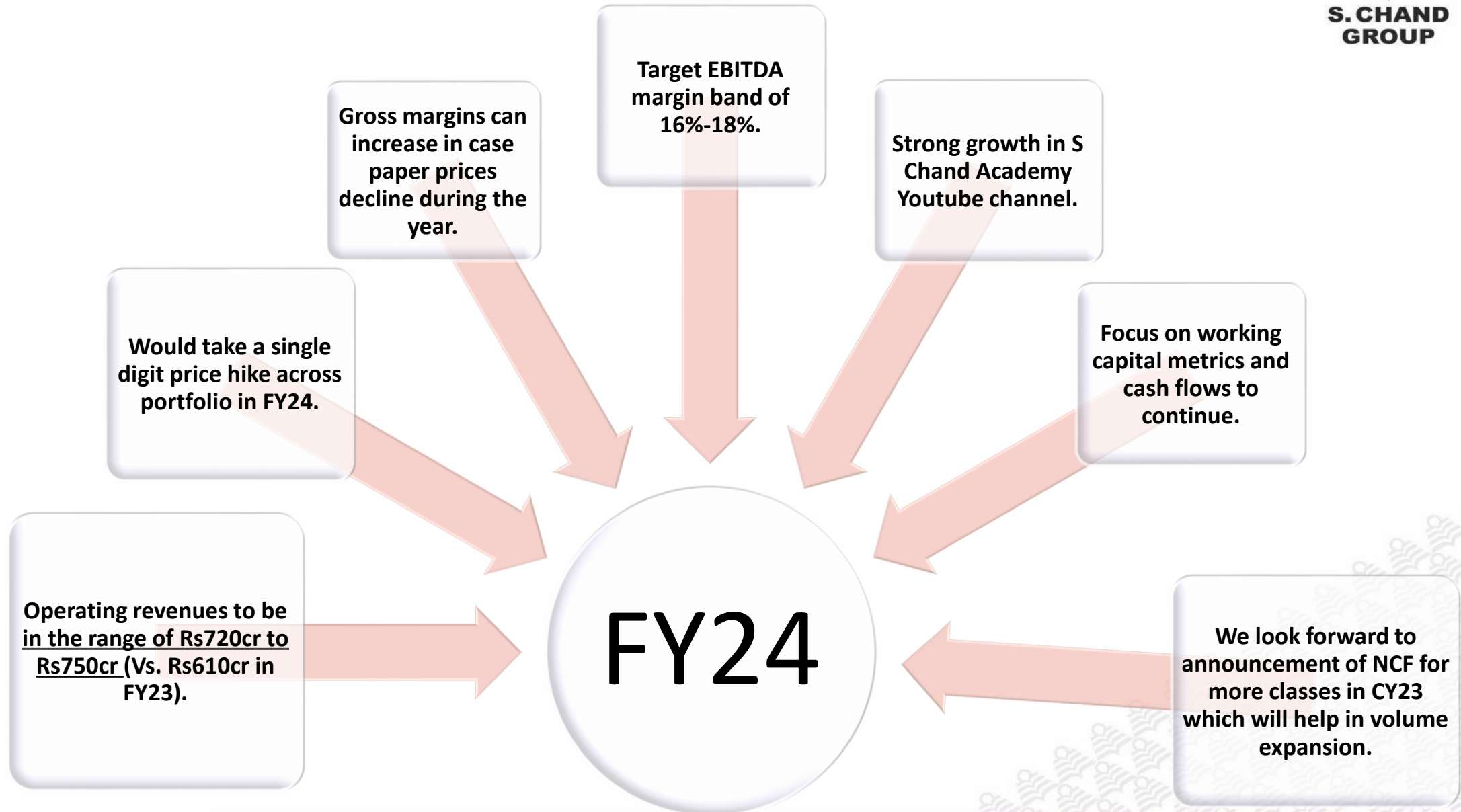


- The government announced the National Curriculum Framework (NCF) for the Foundation Stage i.e. Classes K-2 on 20th October, 2022.
- We expect more announcements to come regarding the NCF of the Preparatory, Middle and Secondary Stages as well during CY23. The timing of these announcements would have a positive impact on our FY24/25 financials accordingly.
- We are in the process of developing books based on the new NCF for the remaining classes. They would be sold during the next sales season of January - March 2024.
- In terms of revenue breakup, our K-2 sales constitute 15-20% of our School Education (SE) sales. The remaining three segments: K3-K5, K6-K8 & K9-K12 constitute 20%-30% each of our SE sales.

Note – The complete text for NCF for Classes K-2 can be found at https://ncert.nic.in/pdf/NCF_for_Foundational_Stage_20_October_2022.pdf



- The New Education Policy (NEP) was formally adopted by the Union Government in July, 2020.
- **The National Curriculum Framework (NCF) for Classes K-2 was announced in October, 2022. We expect more announcements for the remaining classes to come in the near future.**
- **Strong runway of growth for at least 2-3 years.** Since the New Curriculum is being developed after a gap of 15 years, it would eliminate sale of second-hand books and would lead to strong growth for at least 2-3 years.
- **Lessons from 2005 NEP/NCF roll out.** During the 2005 NCF announcement, the new syllabus was rolled out over a period of 3 years with 5 grades moving to the new syllabus in Year 1, another 5 grades moving to new syllabus in year 2 and 2 grades moving to new syllabus in year 3.



2.

Consolidated Financial Performance

CONSOLIDATED FINANCIAL PERFORMANCE



(Rs m)	FY19	FY20	FY21	FY22	FY23	FY23 vs.FY22
Revenue from Operations	5,220	4,294	4,252	4,809	6,103	27%
Total income	5,220	4,294	4,252	4,809	6,103	27%
Cost of published goods/materials consumed	2,094	1,460	1,000	1,342	2,332	74%
Purchases of traded goods	154	89	86	146	13	-91%
(Increase)/decrease in inventories of finished goods and work in progress	-440	49	486	240	-138	-158%
Gross Margin	3,413	2,695	2,681	3,081	3,896	26%
Gross Margin (%)	65%	63%	63%	64%	64%	
Employee benefits expenses	1,511	1,260	993	1,173	1,364	16%
Other expenses	2,213	1,656	1,142	1,294	1,569	21%
EBITDA	-312	-220	547	614	963	57%
EBITDA Margin (%)	-6%	-5%	13%	13%	16%	
Finance cost	272	348	323	274	207	-24%
Depreciation and amortization expense	237	408	416	421	464	10%
Other income	116	94	201	143	329	129%
Profit/(Loss) before share of loss in associates, exceptional items and tax	-705	-881	9	63	622	887%
Share of gain/(loss) in associates	-14	-4	-7	-5	-1	
Exceptional gain/(Loss)	-233	-102	-2	-12	156	
Profit/(Loss) before tax	-953	-987	-0	46	777	1602%
Tax expenses:						
1) Current tax	100	74	123	138	262	89%
2) Deferred tax	-383	54	-58	-173	-61	-65%
Profit/(Loss) for the period/ year	-669	-1,115	-65	80	576	616%
Profit/(Loss) per equity share (in ₹)						
1) Basic	-19.13	-31.87	-1.86	2.29	16.42	
2) Diluted	-19.13	-31.87	-1.86	2.29	16.40	615%

FY23 Highlights

Revenues: 27% Higher YoY

EBITDA: 57% Higher YoY

PAT: 616% Higher YoY

Turn Net Debt Free in April, 23

Restores dividend of Rs3/share after 5 years

Note - Publication expenses are now included in Other expenses. Historical numbers have been updated to maintain consistency

CONSOLIDATED FINANCIAL PERFORMANCE



(Rs m)	Q4FY19	Q4FY20	Q4FY21	Q4FY22	Q4FY23	Q4FY23 vs. Q4 FY22
Revenue from Operations	4,491	3,318	2,827	3,419	3,905	14%
Total income	4,491	3,318	2,827	3,419	3,905	14%
Cost of published goods/materials consumed	921	749	605	716	982	37%
Purchases of traded goods	56	10	50	63	0	-100%
(Increase)/decrease in inventories of finished goods and work in progress	567	223	268	395	487	23%
Gross Margin	2,948	2,336	1,904	2,245	2,436	9%
Gross Margin (%)	66%	70%	67%	66%	62%	
Employee benefits expenses	384	312	271	320	417	30%
Other expenses	736	478	390	502	552	10%
EBITDA	1,827	1,547	1,243	1,423	1,466	3%
EBITDA Margin (%)	41%	47%	44%	42%	38%	
Finance cost	90	90	80	72	68	-5%
Depreciation and amortization expense	60	137	129	115	135	18%
Other income	42	54	97	48	81	68%
Profit/(Loss) before share of loss in associates, exceptional items and tax	1,719	1,374	1,131	1,284	1,344	13%
Share of gain/(loss) in associates	5	16	-5	2	0	-100%
Exceptional gain/(Loss)	51	-102	-2	-12	0	-101%
Profit/(Loss) before tax	1,775	1,289	1,124	1,274	1,344	13%
Tax expenses:						
1) Current tax	94	51	95	116	199	72%
2) Deferred tax	466	623	53	-95	128	-234%
Profit/(Loss) for the period/ year	1,215	615	977	1,253	1,017	-19%
Profit/(Loss) per equity share (in ₹)						
1) Basic	34.74	17.58	27.93	35.76	28.93	-19%
2) Diluted	34.66	17.55	27.93	35.76	28.90	

4QFY23 Highlights

Revenues: 14% Higher YoY

Gross Margins impacted by unprecedented hike in paper prices during CY22

EBITDA: 3% Higher YoY

PBT: 13% Higher YoY

Note - Publication expenses are now included in Other expenses. Historical numbers have been updated to maintain consistency

CONSOLIDATED FINANCIAL PERFORMANCE

Particulars (In Rs Millions)	As at	As at
	31 March 2022	31 March 2023
	Audited	Audited
Assets		
Non-current assets		
Property, plant and equipment	794	809
Right-of-use asset	380	386
Capital work-in-progress	4	10
Goodwill	3,381	3,357
Other intangible assets	1,134	906
Intangible assets under development	9	10
Investments accounted for using the equity method	31	-
Financial assets		
- Investments	59	153
- Other financial assets	44	83
Deferred tax assets (net)	845	914
Other non-current assets	65	46
Total non-current assets (A)	6,746	6,674
Current assets		
Inventories	1,276	1,562
Financial assets		
- Investments	153	345
- Trade receivables	2,921	2,653
- Cash and cash equivalents	609	769
- Bank balances other than cash and cash equivalents	66	38
- Other financial assets	27	42
Other current assets	113	119
Total current assets (B)	5,164	5,527
Asset held for sale (C)	23	-
Total assets (A+B+C)	11,933	12,201

Particulars (In Rs Millions)	As at	As at
	31 March 2022	31 March 2023
	Audited	Audited
Equity and liabilities		
Equity		
Equity share capital	175	176
Other equity	8,139	8,778
Non-controlling interests	159	86
Total equity (D)	8,473	9,040
Non-current liabilities		
Financial liabilities		
- Borrowings	674	255
- Lease liability	145	167
Provisions	66	94
Total non-current liabilities (E)	885	517
Current liabilities		
Financial liabilities		
- Borrowings	898	1,013
- Lease liability	104	80
- Trade payables		
- micro enterprises and small enterprises	189	214
- other than micro enterprises and small enterprises	1,026	864
- Other financial liabilities	142	185
Other current liabilities	125	131
Provisions	42	39
Current tax liabilities (net)	49	118
Total current liabilities (F)	2,575	2,645
Total equity and liabilities (D+E+F)	11,933	12,201



CONSOLIDATED FINANCIAL PERFORMANCE

Particulars (In Rs Millions)	Year ended	Year ended
	31 March 2022	31 March 2023
	Audited	Audited
A. Cash flow from operating activities		
Profit before tax	46	777
Adjustment to reconcile profit before tax to net cash flows		
Depreciation and amortisation expense	421	464
Loss on sale of property, plant and equipment (net)	13	9
Finance costs	274	207
Interest income	(26)	(8)
Net income on deemed disposal of associate	(15)	-
Amounts written-back	(2)	(29)
Fair value gain on financial instruments at fair value through profit or loss	4	2
Fair value gain on investment at fair value through profit or loss	-	(127)
Rent concession and gain on de-recognition of lease liability	(1)	(10)
Net gain on sale of investments	(9)	(82)
Gain on disposal of non-current investment	-	(156)
Share of loss in associate	5	1
Unrealised foreign exchange (gain)/ loss (net)	3	(0)
Employee stock option expense	9	3
Provision for expected credit loss and advances	48	(11)
Loss on sale of investment	12	-
Assets written off	-	24
Bad debt written off	69	43
Operating profit before working capital changes	850	1,105
Adjustments for movement in:		
Inventories	102	(286)
Trade receivables	181	237
Loans and advances	18	-
Other assets	(9)	1
Provisions	6	(4)
Trade payables	36	(108)
Other liabilities	(2)	50
Cash generated from operations	1,183	994
Direct taxes paid (net of refunds)	(117)	(183)
Net cash generated from operating activities (A)	1,066	811

Particulars (In Rs Millions)	Year ended	Year ended
	31 March 2022	31 March 2023
	Audited	Audited
B. Cash flows from investing activities		
Purchase of property, plant and equipment including intangible assets and capital work-in-progress	(159)	(162)
Proceeds from sale of property, plant and equipment	27	4
Purchase of current investments	(129)	(583)
Proceeds from sale of current investments	237	394
Purchase of non-current investments	(57)	-
Disposal of non-current investment	26	319
Investment in deposits with banks	-	(163)
Investment in deposits redeemed	-	138
Interest received	27	8
Net cash used in investing activities (B)	(28)	(44)
C. Cash flows from financing activities		
Proceed from issue of equity shares including securities premium	5	9
Proceed from non-current borrowings	204	24
Repayment of non-current borrowings	(391)	(431)
Proceeds/ (repayment) of current borrowings (net)	(272)	103
Payment of lease liabilities for principal portion	(122)	(106)
Payment of lease liabilities for interest portion	(34)	(25)
Interest paid on borrowings	(238)	(182)
Net cash used in financing activities (C)	(848)	(607)
Net increase in cash and cash equivalents (A+B+C)	190	160
Cash and cash equivalents at the beginning of the year	419	609
Cash and cash equivalents at the end of the year	609	769

- **Inventory increased by Rs286m** to Rs1,562m (vs Q4FY22: Rs1,276m). This increase in inventory is due to the unprecedented price hike seen in the paper prices during the year. Additionally, this inventory level includes raw material paper inventory of Rs436m (vs Q4FY22: Rs277m).
- **We are seeing strong liquidation of inventory in Q1.**

(In Rs m)	FY19	FY20	FY21	FY22	FY23
Profit/(Loss) before tax	-953	-987	-0	46	777
Operating Profit/(Loss) before working capital changes	-336	-33	742	850	1,105
Net cash generated from operating activities (A)	386	484	1,076	1,066	811
Net cash used in investing activities (B)	-839	-177	-176	-28	-44
Net cash used in/generated from financing activities (C)	388	-815	-579	-848	-607
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	-65	-507	321	190	160

The reduction in CFO vs. FY22 is attributed to the higher inventory value at the end of the year which is on back of increased purchase of paper during the year.

Market Data	As of 29 th May, 2023
Market Capitalization (Rs Mn)	7,300
Price (Rs)	208
No. of shares outstanding (Mn)	35
Face Value (Rs.)	5.0

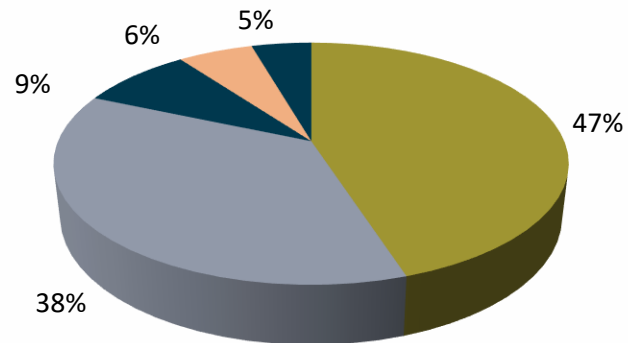
Key Institutional Investors - As of March 2023	% Holding
International Finance Corporation	8.0%
Trust Line Holdings	2.9%
Volrado Venture Partners Fund	2.2%
Blue Diamond Properties	2.0%

Source: www.bseindia.com, LinkINTime

Other Institutional Investors holding less than 1% - As of March 2023
Aadi Financial Advisors
Winro Commercial
Fiducian India Fund
Quadrature Capital
Dimensional Ventures
Singularity Holdings
Rational Equity Trust
Acadian Emerging Markets

Source: www.bseindia.com, LinkINTime

Ownership as of March, 2023





We cordially invite you to the Earnings Call with

S Chand and Company Ltd.

Bloomberg Code: SCHAND IN | Reuters Code: SCHA.BO

to discuss the Q4FY23 Results

Represented by:

Mr. Himanshu Gupta – Managing Director

Mr. Saurabh Mittal – Group Chief Financial Officer

Mr. Atul Soni – Head – Investor Relations, Strategy and M&A

Wednesday, May 31, 2023, at 11:00 hrs IST

13:30 hrs SGT & HK / 05:30 hrs GMT / 01:30 hrs EDT / 22:30 hrs PDT (previous day)

Dial-In Numbers:

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3.

Digital Business & Investments

INVESTEES COMPANIES – HIDDEN VALUE IN OUR BALANCE SHEET



- Smartivity (<https://www.smartivity.in/>) was founded in 2015 with focus on S.T.E.M. Learning and DIY Kits.
- We have Angel funded approx. Rs20m in the company across various funding rounds.
- Their last round of funding was done in Sept 2022 at a valuation of approx. Rs100cr. S Chand currently holds ~16% stake in the company. Other marquee investors in the company include Ashish Kacholia (26% stake) and Hemandra Kothari (8% Stake).
- At per the last valuation round, our investment is valued at approx. Rs150m.
- Smartivity has become cash flow positive and is almost EBITDA break even in FY23. They have shown revenue growth of 39% YoY and strong Gross margin expansion in FY23.



- ixamBee (<https://www.ixambee.com/>) was founded by Chandraprakash Joshi, Arunima Sinha and Sandeep Singh in December 2016 in Delhi NCR. The company’s objective is to help graduates and undergraduates prepare effectively for Government examinations like banks, insurance companies, Railways etc.
- ixamBee has raised funds from Mumbai Angels Network, JITO Angel Network, Inflection Point Ventures (IPV), Firstport Capital, Keiretsu Forum , MSFT, Keyur Joshi (co-founder MakeMyTrip) etc.
- We have invested Rs30m for ~4.3% stake in the company in April, 2023.



- iNeuron (<https://ineuron.ai/>) was founded in 2019 with the focus on offering affordable online courses for College students and working professionals in the field of Data Sciences, Artificial Intelligence, Machine Learning, Cloud etc.
- We had invested approx. Rs66m in the company in December 2021 for a ~6% stake in the company
- **We exited from our minority stake in December, 2022 for approx. Rs138m translating into a return of 2.1x over our initial investment.**



- Testbook was founded in 2014 with focus on online test preparation for government competitive exams like Civil services, Banks etc. We invested approx. Rs23m in the company in 2015.
- **We exited from our minority stake in July, 2022 for approx. Rs180m translating into a return of 7.8x over our initial investment.**

S CHAND ACADEMY ON YOUTUBE GROWING BY LEAPS AND BOUNDS



S Chand Academy (Youtube)

- Launched S Chand Academy channel on Youtube during FY22.
- The channel houses modules comprising of over 1,200 videos that have been prepared supplementing our S Chand Test Prep & College Content. The channel has showed strong growth reaching ~136k subscribers and over 13 million views so far.

S Chand Academy
Study Smartly

111K+ Subscribers | 900+ Videos | 11M+ Views | 222K+ Hours Watch Time

S Chand Academy
@schandacademy 136K subscribers 1.2K videos
Welcome to S Chand Academy! >

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S Chand Academy - Your Double Advantage Guide for Success...
82,827 views · 7 months ago

Get your double advantage guide with S Chand Academy Youtube Channel TODAY!

Face challenges, create choices, have confidence, and start your preparation with the right mentors with direct access to content and videos on S Chand's Youtube Channel.

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Higher Education - Competitive Exam Books

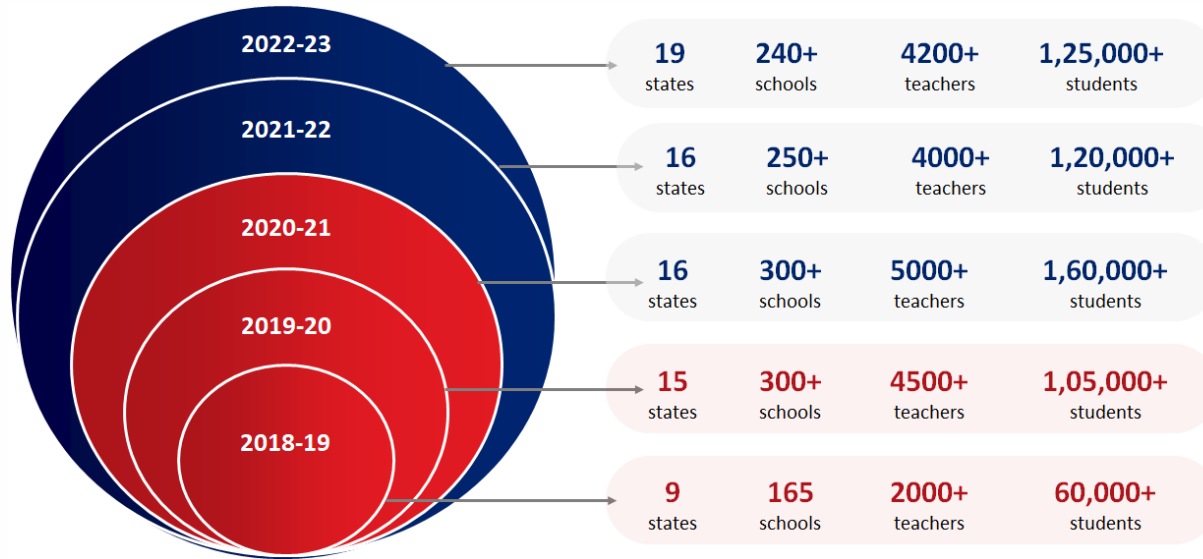
<p>Chapter Wise Videos A MODERN APPROACH TO VERBAL REASONING 30 videos Playlist · S Chand Academy View full playlist</p>	<p>FEATURES OF A MODERN APPROACH TO NON-VERBAL REASONING 18 videos Playlist · S Chand Academy View full playlist</p>	<p>LOGIC A MODERN APPROACH TO LOGICAL REASONING 9 videos Playlist · S Chand Academy View full playlist</p>	<p>CHAPTER-3 PROGRESSIONS FOR IIT-JEE MATHEMATICS FOR IIT-JEE 20 videos Playlist · S Chand Academy View full playlist</p>
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Higher Education - College Books

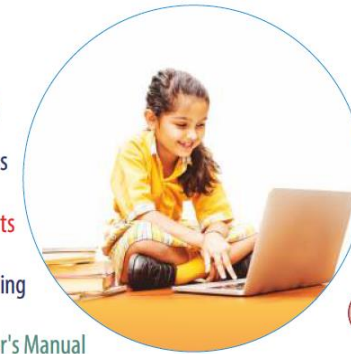
<p>CHEMISTRY Thermochemistry Part 1 15 videos Playlist · S Chand Academy View full playlist</p>	<p>CHEMISTRY Atomic Structure - 1 15 videos Playlist · S Chand Academy View full playlist</p>	<p>PHYSICS Curl of a Vector Field and its Physical Interpretation 16 videos Playlist · S Chand Academy View full playlist</p>	<p>PHYSICS Faraday's Law 15 videos Playlist · S Chand Academy View full playlist</p>	<p>ENGINEERING PHYSICS Laser - 1 Playlist · S Chand Academy View full playlist</p>
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- Have launched a revised and updated TestCoach app. The app has been downloaded over 170K times.
- The mock tests provided by the app covers over 100+ national and state level exams in English and Hindi.
- **Given the uptick in the number of test prep exams and government job openings, we expect strong adoption for TestCoach during the year.**



Product Package



- **Milestone:** Digitally enabled School Curriculum Solution for the K-8 segment.
- **Future Outlook:**
 - Affordable Private Schools would be enabled with this one stop solution for all their curriculum, content, teacher trainings and assessment needs.
 - We have changed our strategy and are focusing on bigger schools giving business of at least Rs5L/annum. We look forward to more profitable growth in this segment based on our changed business strategy.

- **Madhubun Educate360** is our K-12 Blended learning solution for enabling schools to conduct online classes, student assessments, e-book support etc. This product is NEP 2020 compliant supporting the recommended pedagogies.
- In a post covid world, we have started offering this solution to our major customers as a differentiator and tool for product retention. The solution is currently being implemented by over 50 schools.



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