



NEL/86/2022

Knowledge is wealth

Date: 19<sup>th</sup> May, 2022

**The Secretary**  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,  
'G' Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400051

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

Dear Sir/Madam,

**Ref: Scrip Code – NAVNETEDUL**  
**Ref: Scrip Code – 508989**

**Sub: Revised Presentation on Q4 FY22 and for financial year ended 31st March, 2022**

We refer to our letter NEL/85/2022 dated 18<sup>th</sup> May, 2022 submitting of presentation on Q4 FY22 and for financial year ended 31st March 2022. In the said presentation there were inadvertent errors. The same are mentioned along with the corrected details as under:

PAGE NUMBER	DETAILS AS PER SUBMITTED PRESENTATION	SHOULD BE READ AS
10	GenX	Genext
11	SSB , 20,000 +SSB School Mn	SSC, 20,000+ SSC Schools
12	Sales	Shareholding
23	Q4 FY22 (Actual), Q4 FY21 (Actual)	Q4 FY22 (Unaudited), Q4 FY21 (Unaudited)
26	The numbers are mentioned as of Q4 FY21 and Q4 FY22	It should be read as YTD FY21 and YTD FY22
27	The numbers are mentioned as of Q4 FY21 and Q4 FY22	It should be read as YTD FY21 and YTD FY22
29	K12 EBITDA – YTD FY22 – (1090)	K12 EBITDA – YTD FY22 – (318)

Revised presentation after aforesaid changes is being submitted.

You are requested to take above revised presentation on your record.

Thanking you,

Yours faithfully,  
FOR **NAVNEET EDUCATION LIMITED**

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

Encl.: as above

**NAVNEET EDUCATION LIMITED**

CIN: L22200MH1984PLC034055

Navneet Bhavan, Bhavani Shankar Road, Near Shardashram Society, Dadar (W), Mumbai 400 028. India.

Tel.: 022 6662 6565 • email: nel@navneet.com • www.navneet.com •  /navneet.india



Knowledge is wealth



TRANSFORMING WITH TIMES

INVESTOR PRESENTATION  
AS ON MARCH 31, 2022

PUBLISHED IN: MAY 2022

# CORPORATE OVERVIEW



# ABOUT NAVNEET EDUCATION LIMITED



Founded by the Gala family



Local and worldwide educational syllabus-based supplementary material supplier across print and digital mediums



Over time, the firm has developed a strong brand in the Educational Content & Scholastic Stationery, attaining a leadership position.



Ready to take a lead in Ed-Tech through unique offerings.



## Vision

To provide the highest quality of educational products and services to customers in the language / medium of their choice.



## Mission

To provide students with best quality supplementary study material and curriculum text books at affordable price.

To harness the power of Information Technology and bring home its wonder to children through e-learning.

To provide students with scholastic stationery products.



## Core Values

- Excellence
- Proactive
- Student Centric
- Transparency



# FACTS – BEYOND FIGURES

**40 Mn+**

Students using Navneet products

**5**

Mediums/Languages for State Board Publications

**350+**

Hours of Digital Library

**5,800+**

No. of Titles

**25,000+**

No. of State Board Schools visited annually

**4,000+**

Digital Classrooms

**52,000+**

Presence in Retail Outlets for Stationery in India

**8,500+**

CBSE/ICSE Schools visited annually

**3,000+**

No. of Employees

**1 Lakh+ Tons**

Paper Consumed

**25+**

Presence in Countries for Paper Stationery

**300+**

No. of Authors

**3**

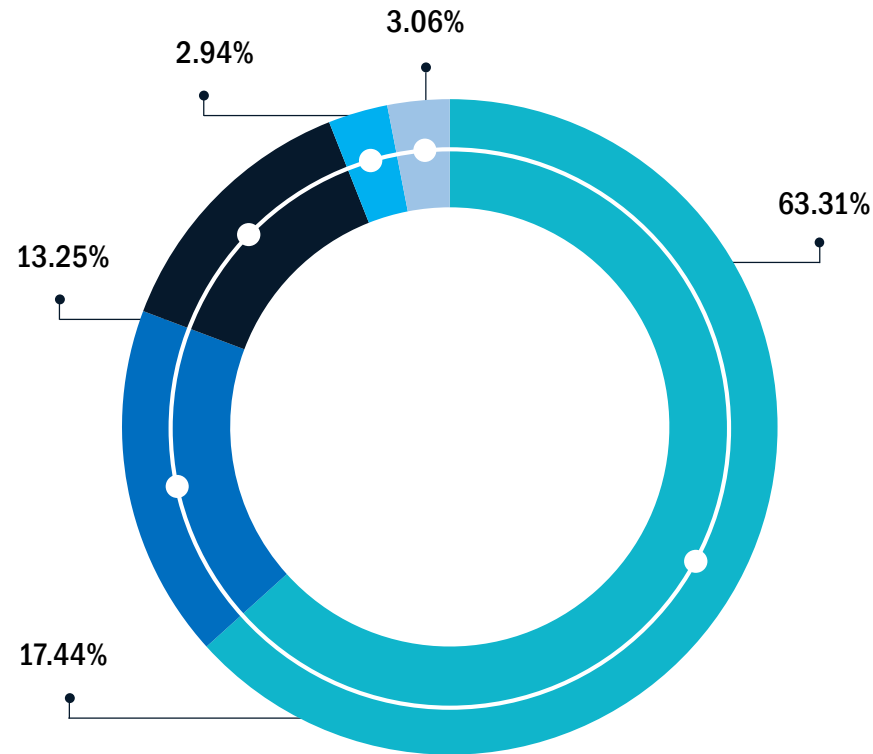
Printing / Manufacturing Locations

**600+**

SKU's in Stationery



# SHAREHOLDING PATTERN AND CORPORATE INFORMATION



Category	Number of Shares
● Promoters	143,212,373
● Public	39,441,159
● Mutual Funds & Alternate Investment Fund III	29,972,917
● Foreign Institutional Investor	6,653,373
● Other Bodies Corporate	6,933,359

## Stock Data



Market Cap as on March 31, 2022

2,022 Cr.



Stock Price as on March 31, 2022

89.40



52 weeks (High/Low)

121.55 / 72.70



NSE/BSE - Symbol

NAVNEDUL / 508989

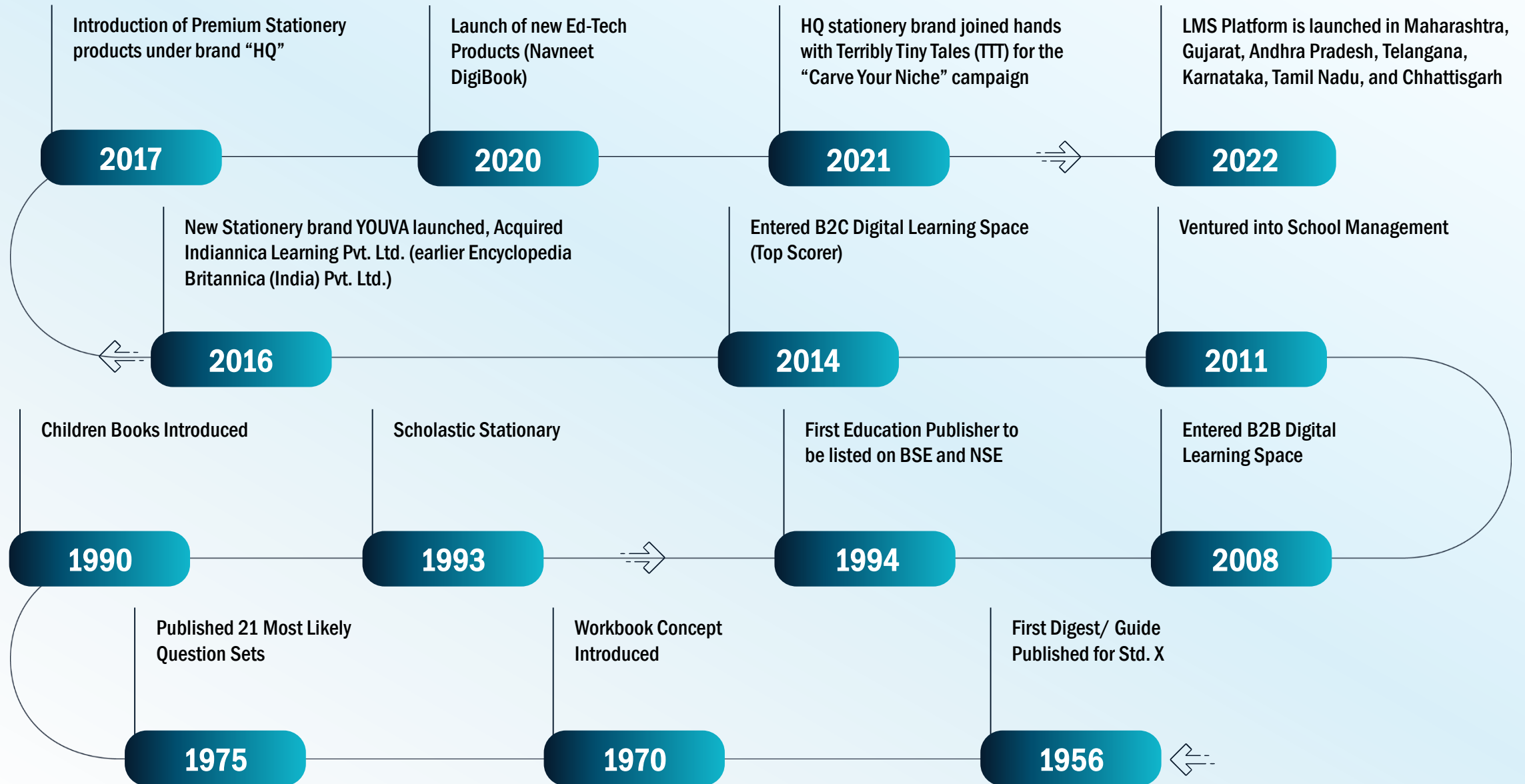


No. of Shares Outstanding

22,62,13,181



# THE GLORIOUS JOURNEY OF SIX DECADES





# PRESENCE ACROSS THE GLOBE

1. **Canada**
2. U.S
3. Mexico
4. Honduras
5. Jamaica
6. Puerto Rico
7. Costa Rica
8. Panama
9. Ireland
10. Norway
11. Sweden
12. Denmark
13. Germany
14. U.K.
15. Spain
16. **Turkey**
17. Ethiopia
18. Kenya
19. Rwanda
20. Tanzania
21. Zambia
22. Madagascar
23. South Africa
24. New Zealand
25. UAE
26. Trinidad & Tobago
27. Mozambique
28. Congo
29. Senegal
30. Ivory Coast
31. Ghana







# PRESENCE IN INDIA

## Supplementary Books:

Maharashtra & Gujarat

## Digital Presence:

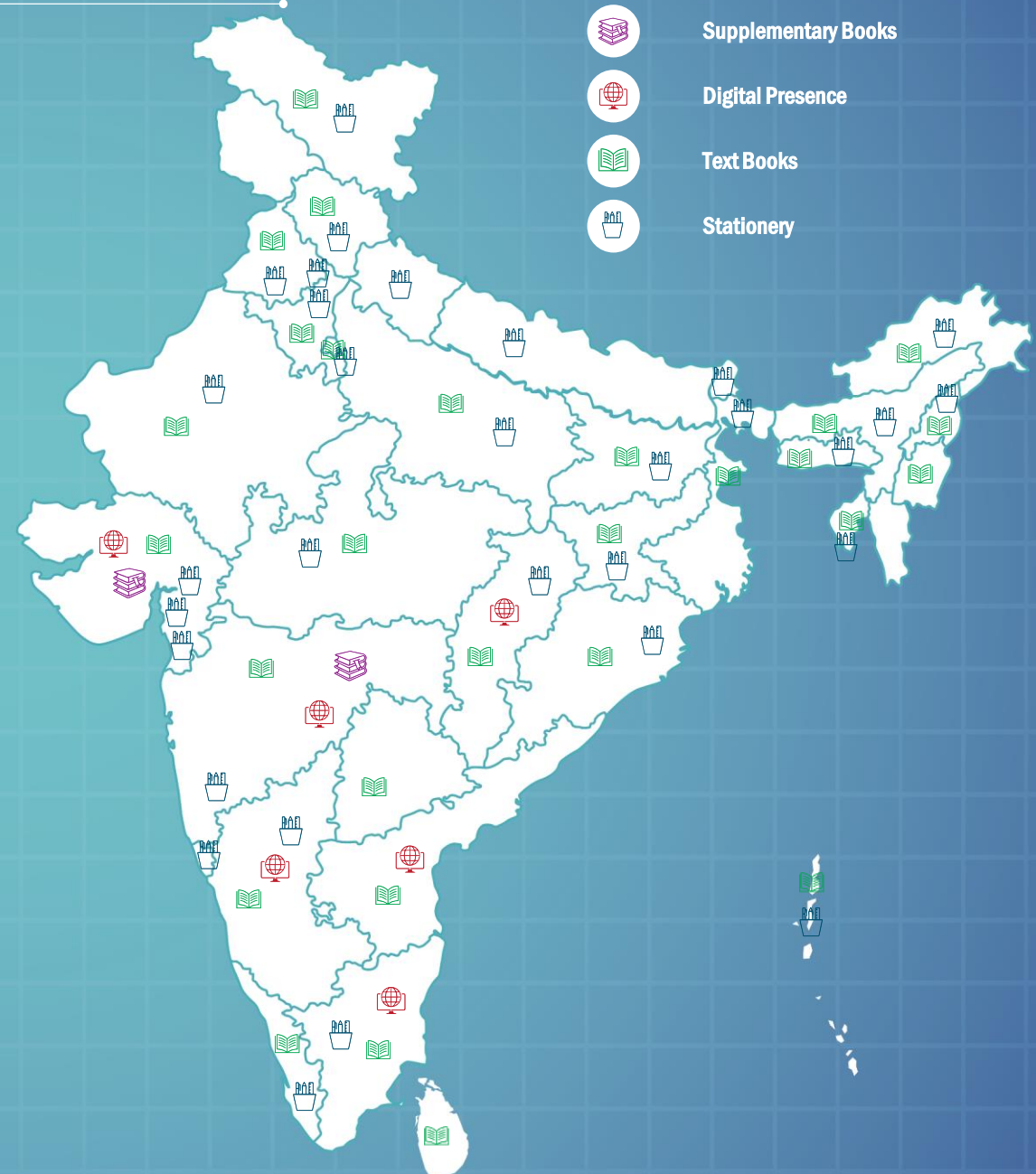
Maharashtra, Gujarat, Andhra Pradesh, Telangana, Karnataka, Tamil Nadu, and Chhattisgarh

## Text Books:

Andaman & Nicobar, Andhra Pradesh, Arunachal Pradesh, Assam, Bihar, Chhattisgarh, Delhi, Gujarat, Haryana, Himachal Pradesh, Jammu & Kashmir, Jharkhand, Karnataka, Kerala, Madhya Pradesh, Maharashtra, Manipur, Meghalaya, Nagaland, Odisha, Punjab, Rajasthan, Tamil Nadu, Telangana, Tripura, Uttar Pradesh, Uttarakhand, West Bengal and Sri Lanka.

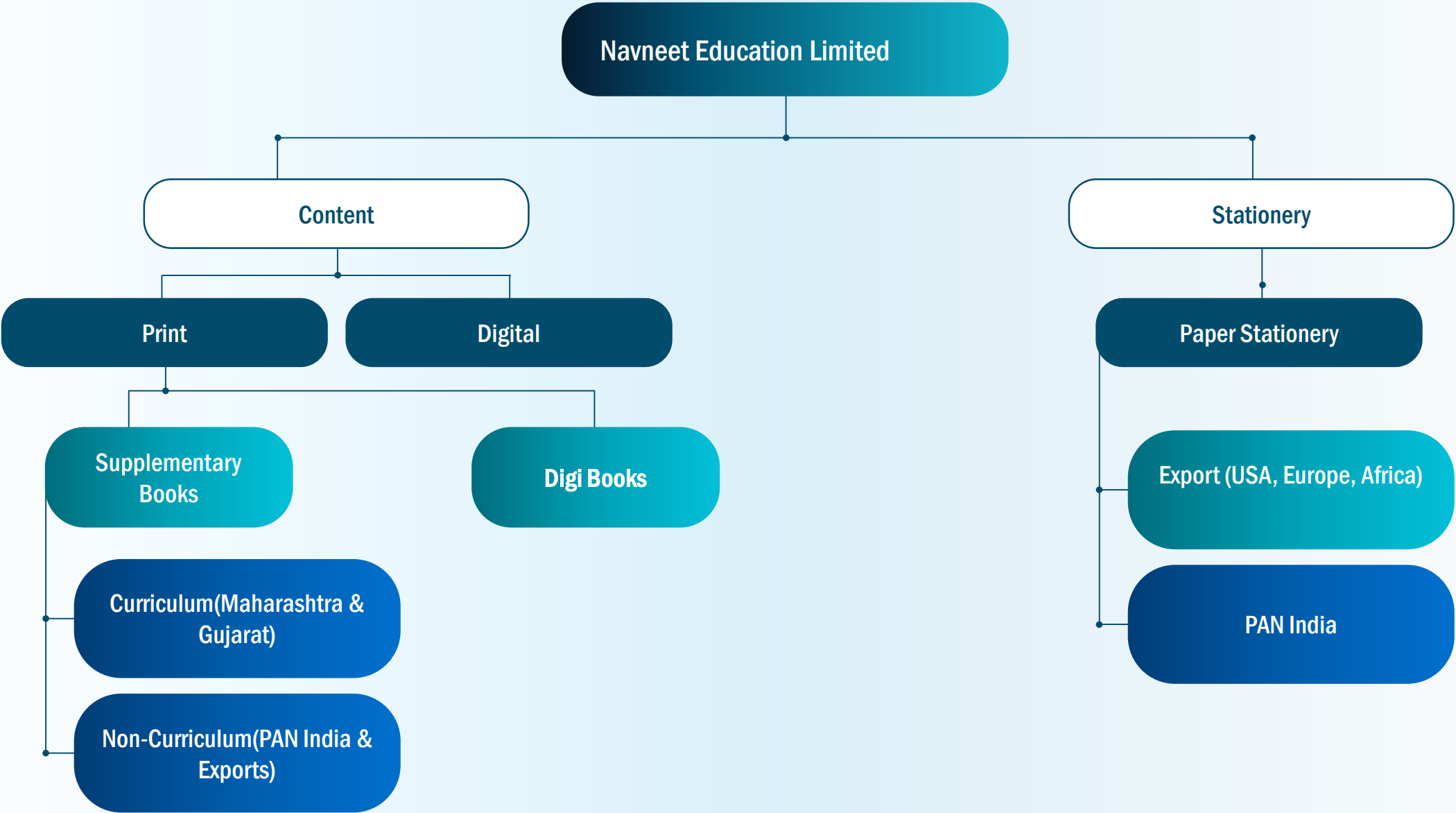
## Stationery:

Maharashtra, Goa, Gujarat, Dadra & Nagar Haveli, Diu & Daman, Madhya Pradesh, Chhattisgarh, West Bengal, Bihar, Jharkhand, Orissa, Rajasthan, Delhi, Haryana, Chandigarh, Punjab, Himachal Pradesh, Uttar Pradesh, Uttarakhand, Jammu & Kashmir, Karnataka, Kerala, Tamil Nadu, Andhra Pradesh, Telangana, Andaman & Nicobar, Assam, Meghalaya, Manipur, Tripura, Nagaland, Arunachal Pradesh, Sikkim, Nepal.



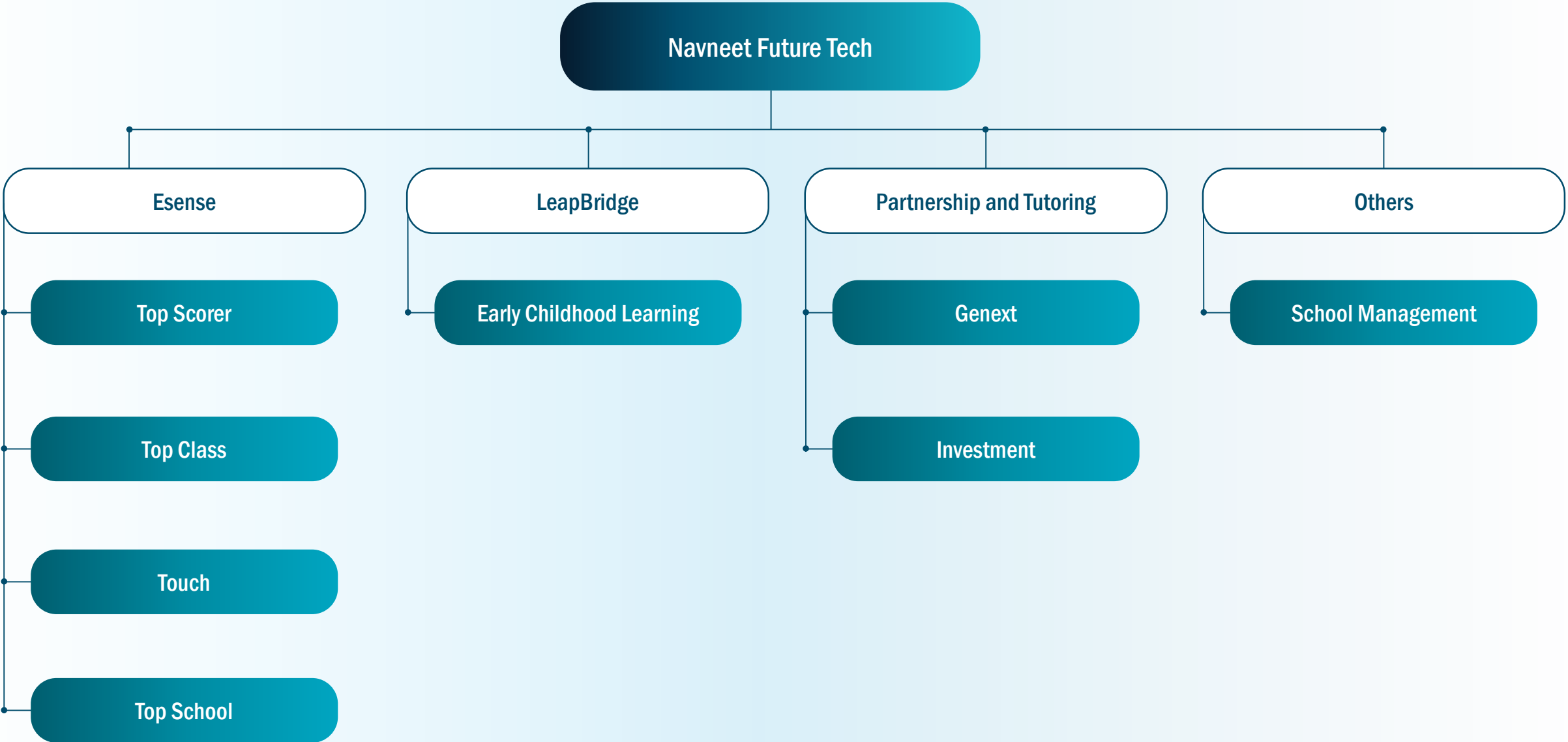


# DIVERSIFIED BUSINESS VERTICALS





# DIVERSIFIED BUSINESS VERTICALS





Extensive product catalogue comprising educational, instructional and information products & technology solution

**8,500+** Schools

Schools visited annually

**Pan India Presence**

Location



Offering specialised curricular learning solutions consisting of textbooks, interactive student, teacher resources and training materials

**180+**

Employees

**CBSE, ICSE, SSC**

Curriculum

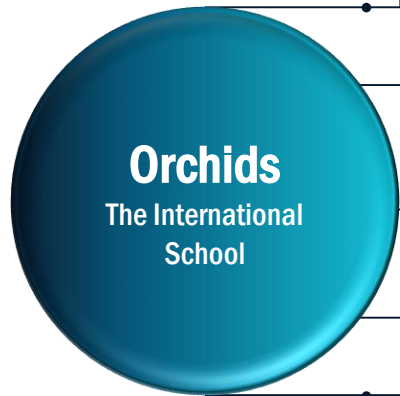


Key export markets include Sri Lanka, Nepal and GCC.

**16,000+**

**CBSE/ICSE & 20,000+ SSC Schools**

Target Reach



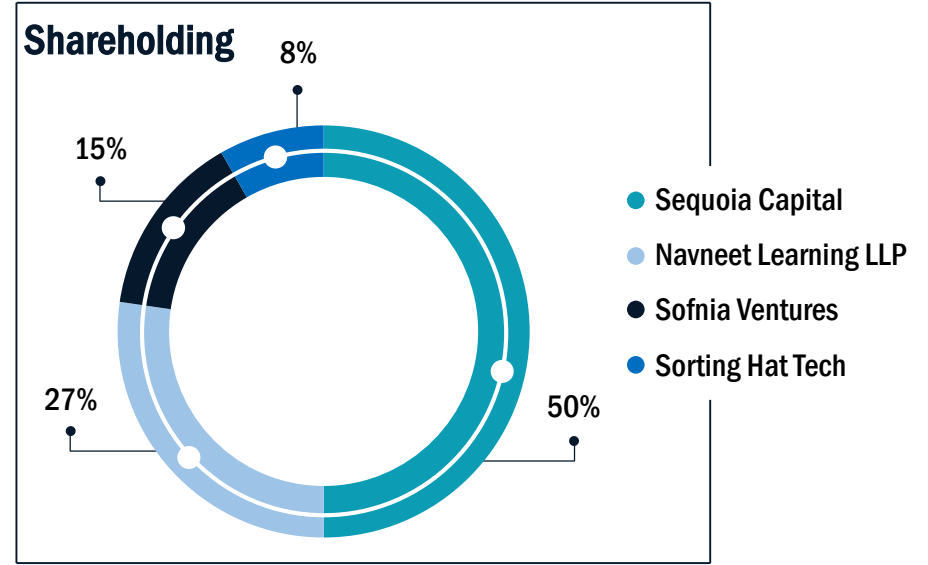
Over the last few years, quality direct education is in great demand in the country and hence seen a sudden growth.

**42**  
No. of schools (CBSE/ICSE)

**7**  
Locations

**29,200 +**  
Number of students

**58,300 +**  
Capacity



Locations	Number of Schools
Bangalore (16 school + 1 college)	17
Mumbai	12
Hyderabad	2
Pune	6
Kolkata	1
Chennai	2
Gurgaon	2
<b>Total</b>	<b>42</b>

# ED-Tech – The New Venture

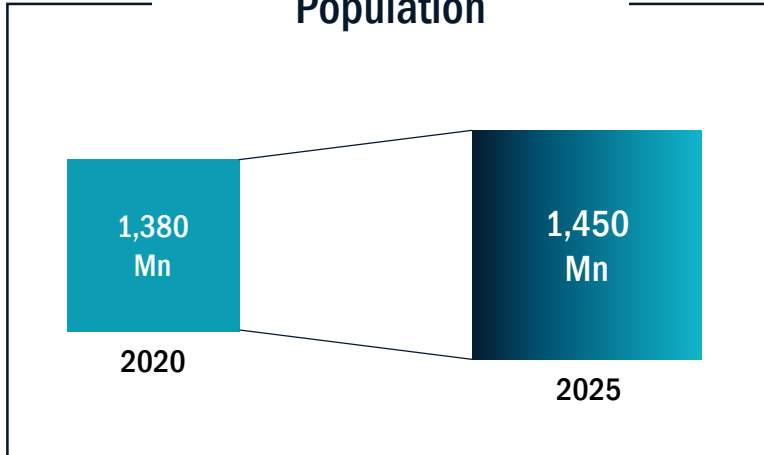
## Navneet Future Tech



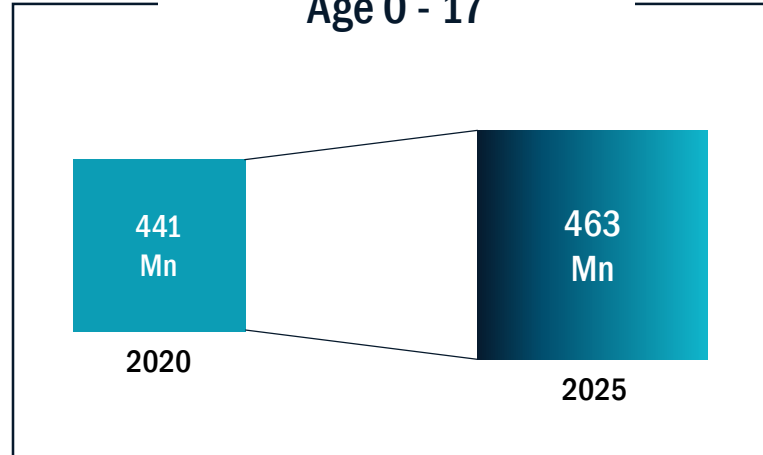


# DEMOGRAPHICS AND KEY FACTS OF INDIAN EDUCATION INDUSTRY

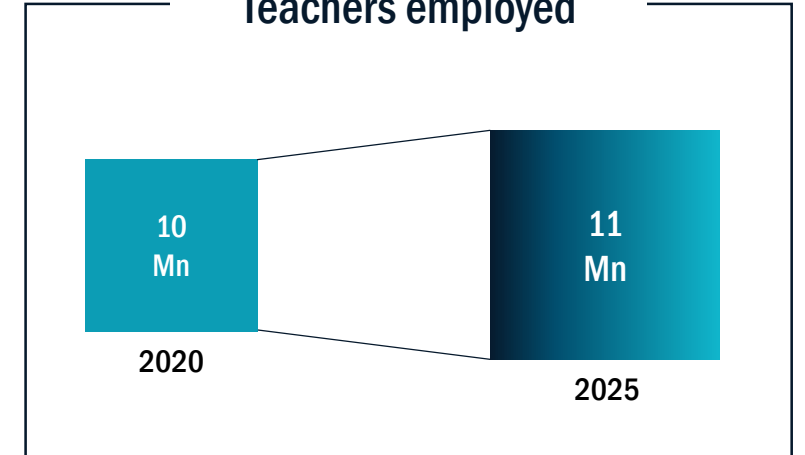
## Population



## Age 0 - 17



## Teachers employed



Over 250 Mn K-12 school going students



Expenditure on education (FY23E): ` 1,04,278 Cr.



Govt initiatives: PMeVidya, National Curriculum & Pedagogical Framework



FDI (Apr 21 - Nov 21): ` 21,560 Cr.



EdTech Market in India pegged at ` 80,080 Cr. by 2025



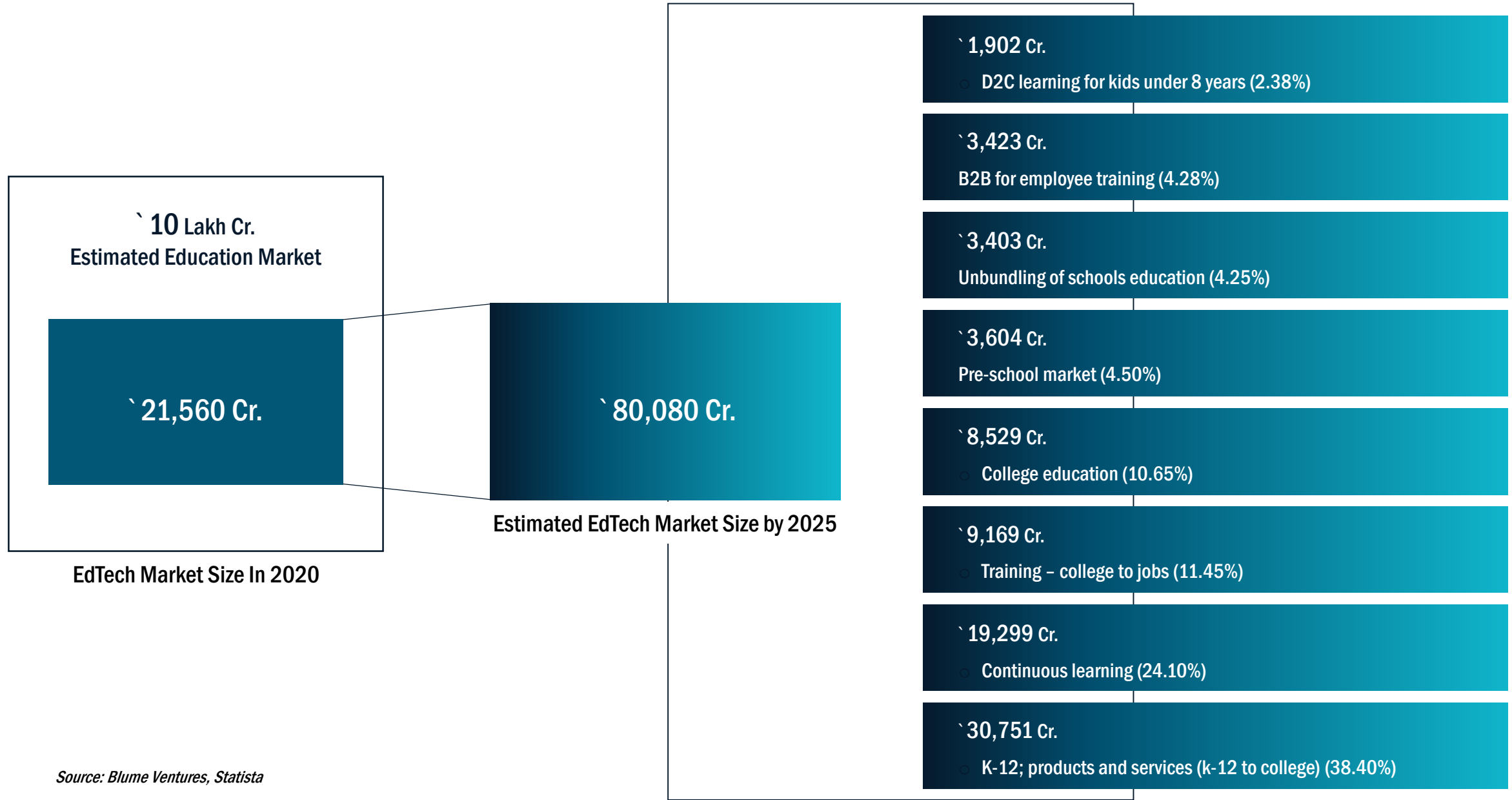
PE/VC funding in CY21: ` 36,190 Cr.

India represents a huge untapped market for EdTech firms to address the twin challenges of quality and accessibility in the education sector

Source: NDTV, India Today, IBEF, Inc42, The Economic Times, Internal estimate



# INDIAN EDTECH OVERVIEW

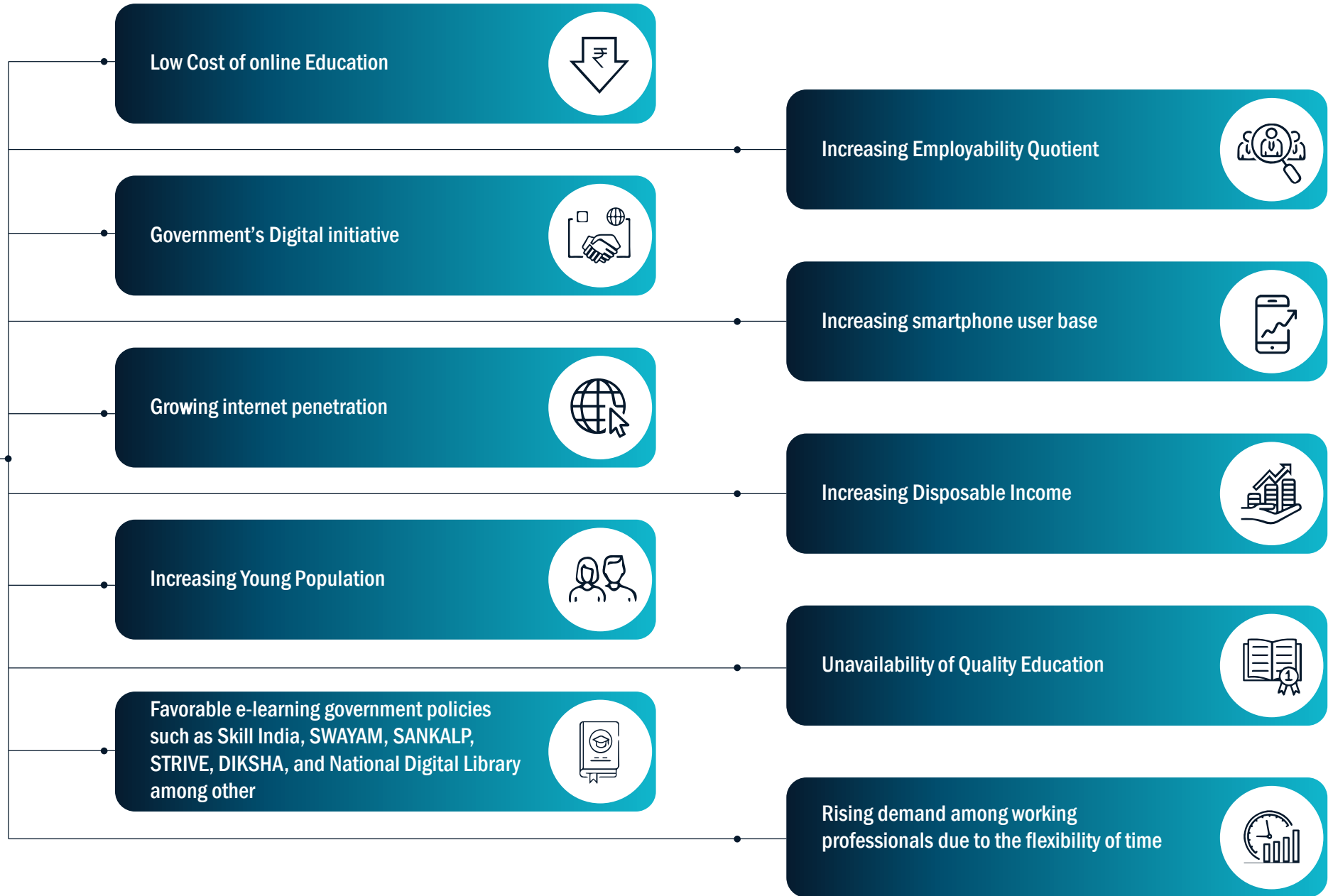


Source: Blume Ventures, Statista





# EDTECH KEY GROWTH DRIVERS IN INDIA





**L  
E  
A  
R  
N  
I  
N  
G**

FOR A BETTER  
WORLD

FOR ALL

EFFICIENTLY



## Navneet Digibook

- ○ Launched in Dec '20

## eSense

- ○ LMS and ERP - B2B Segment

## Leapbridge Kids Platform (Age group - 2-8 yrs)

- ○ An early childhood program

## Gennext

- ○ Tutoring Platform

## Tinkerly

- ○ STEM Learning and coding platform

## Be-Galileo

- ○ Math learning and coding platform



# LMS Key drivers – B2B



Need for efficient and accessible learning and effective management of learning content



High growth of CBSE board and common curriculum



Adoption of latest technologies like AR/VR to help enhance the process of teaching and learning



Can be used in both online and offline environments



Mega changes in syllabus and need for customized solutions



Simplification of performance tracking of students and teachers



LMS platforms are getting standardized for rapid and large-scale integration



Parents are demanding tech-oriented solutions from schools



Increasing adoption of EdTech products in small regional markets

## Attributes



Navneet's Network



Large customer base



Single Location Servicing



LifeTime Value(LTV)



Regulated Environment



Multiple Products offering

## B2B - Advantages

Customer base of 25,000+ state board schools and 8500+ CBSE/schools. Global presence in 31 countries.

Ability to reach 4.35 Cr. students across targeted schools

Ease of handling single dash site customer instead of dealing with multiple customers at different sites

High renewable potential

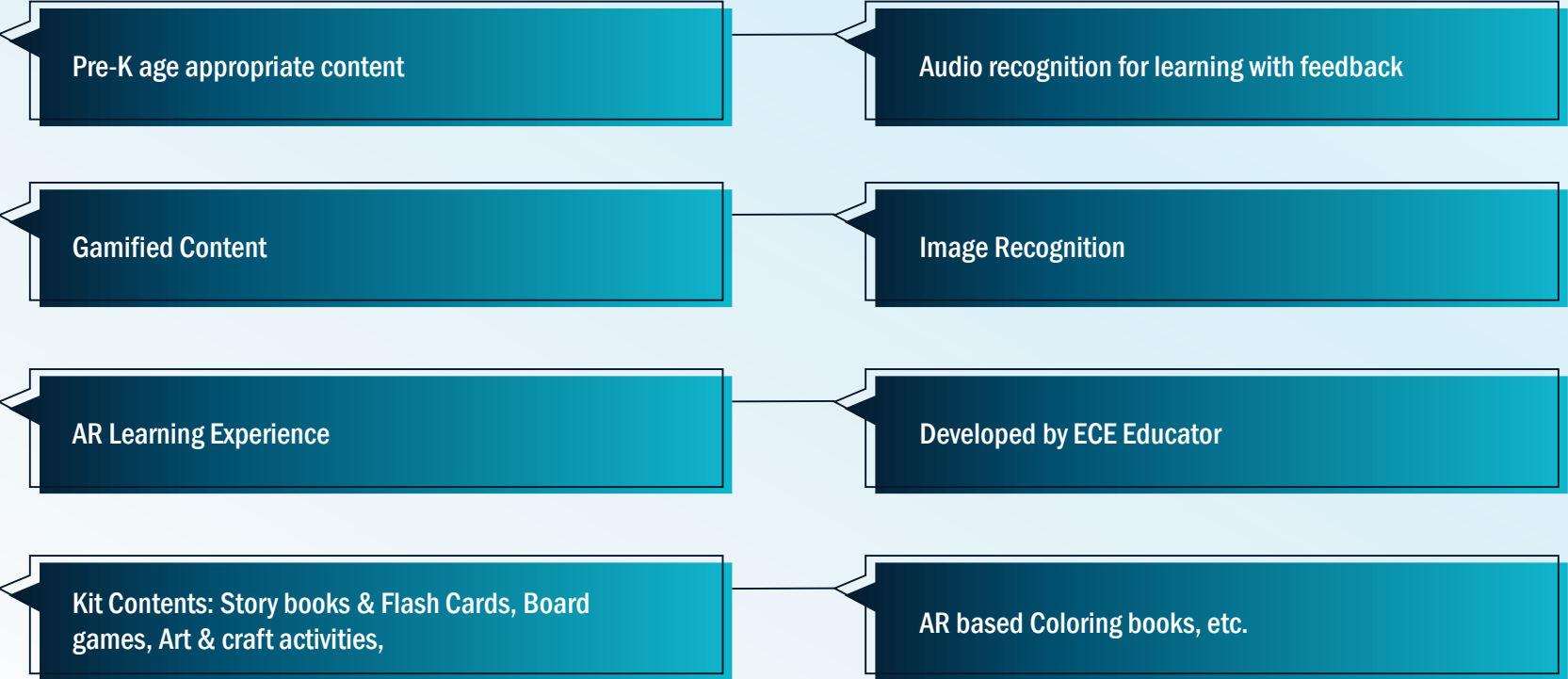
Structured product design

Single customer acquisition (potential for upselling and cross-selling)

Catering to Early childhood education business that focuses on attaining the highest learning outcomes for kids while also forming meaningful ties with parents and educators.



### Features



• **June 2022**

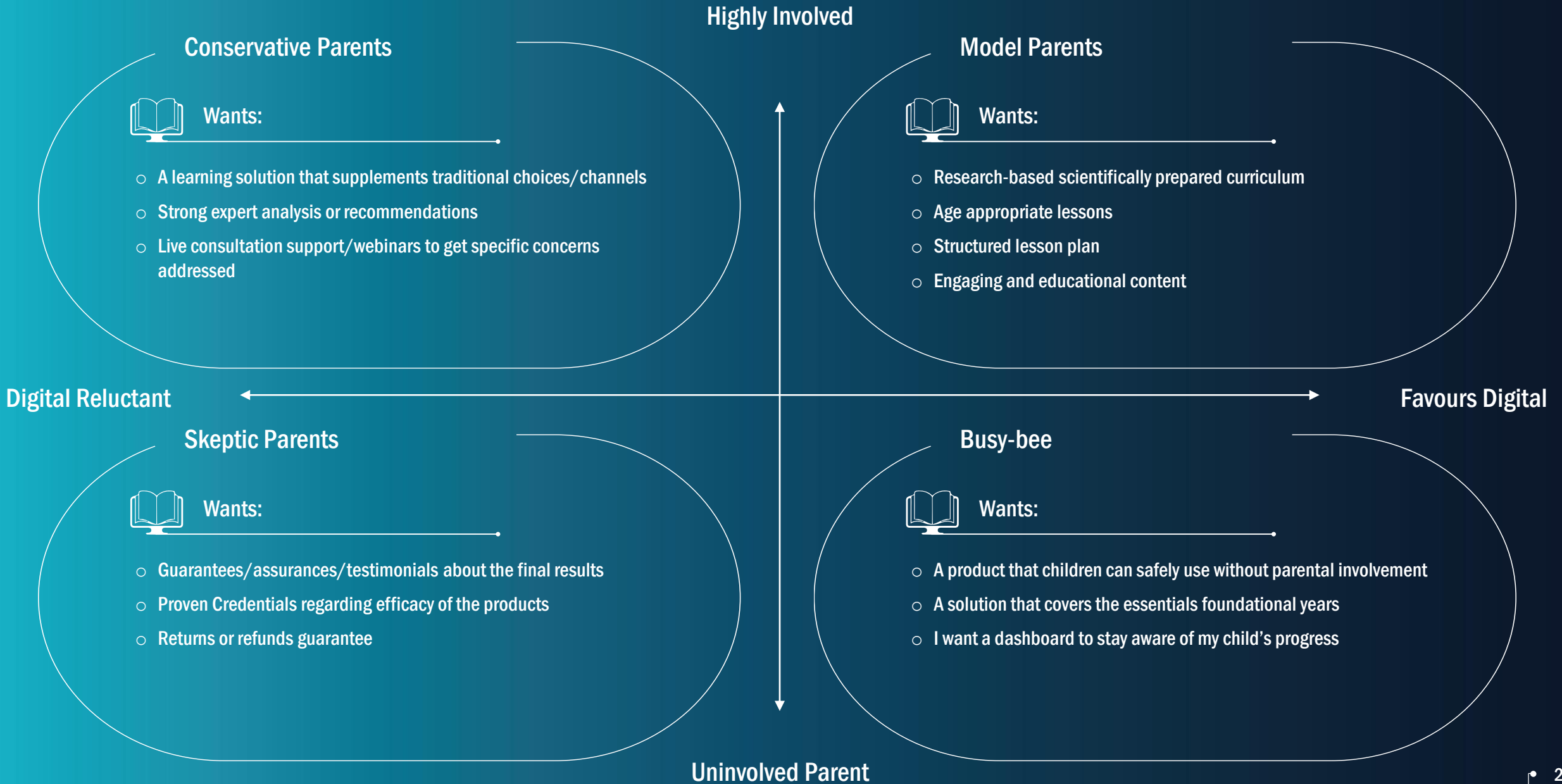
Launch

• **3000+**

Games and Digital Assets



# LEAPBRIDGE TARGET AUDIENCE



# Financial Performance



# FINANCIAL PERFORMANCE (Q4 and YEAR TO DATE FY22)

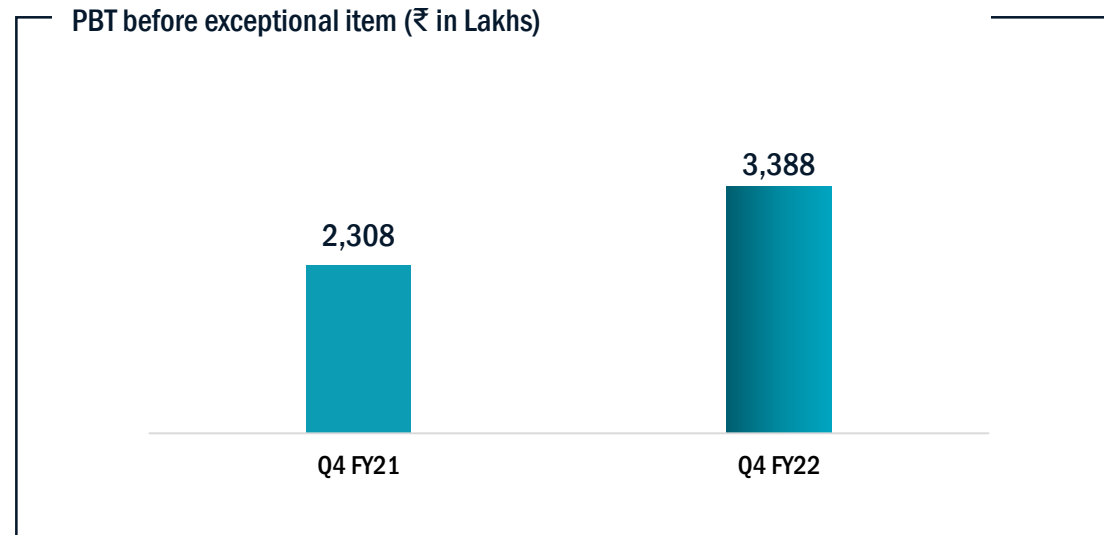
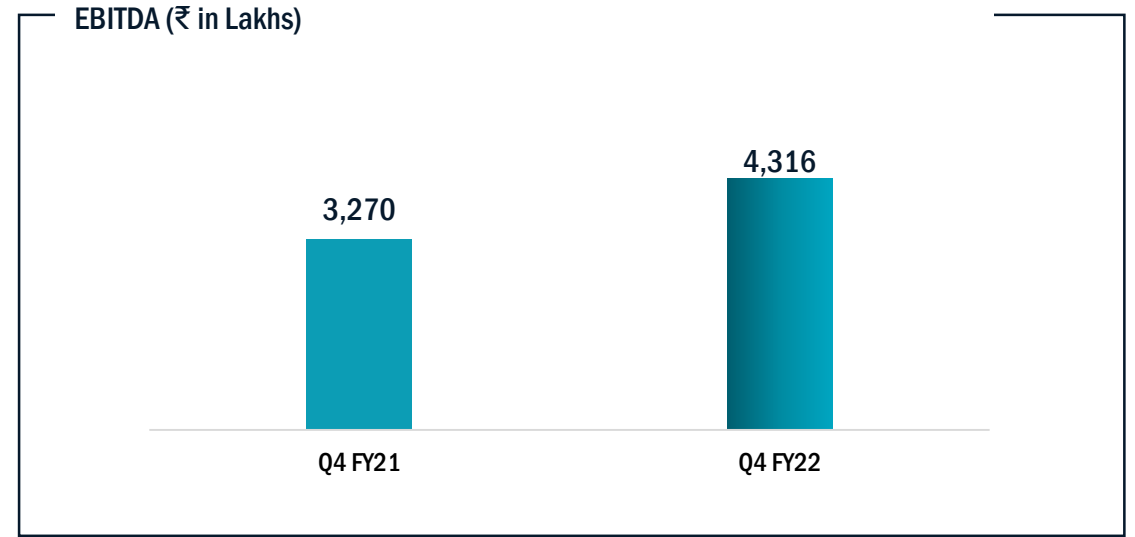
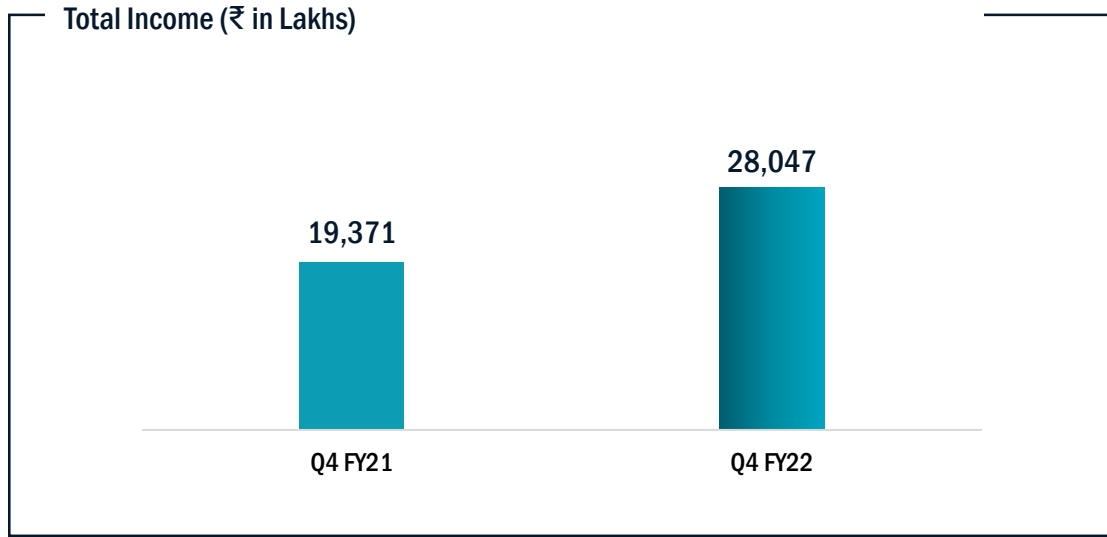
(₹ in Lakhs)

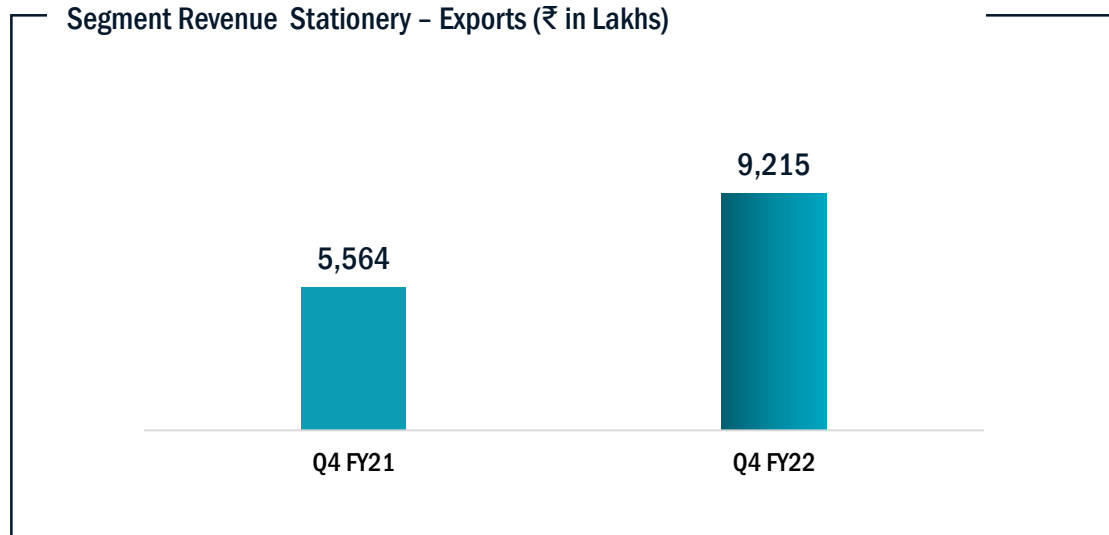
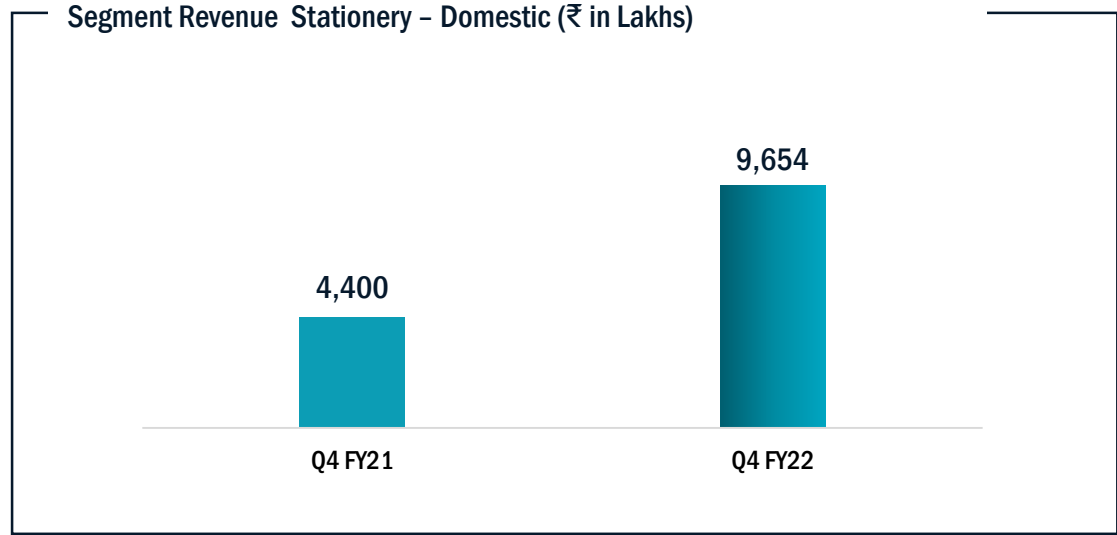
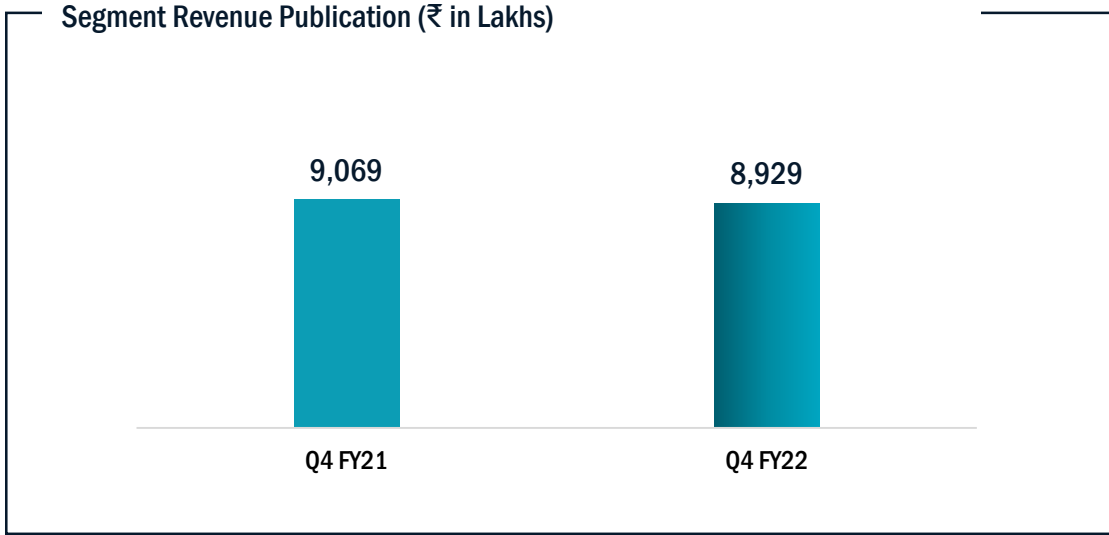
Particulars	Q4 FY22 (Unaudited)	% of Revenue	Q4 FY21 (Unaudited)	% of Revenue	YTD-FY22 (Audited)	% of Revenue	YTD-FY21 (Audited)	% of Revenue
Income from Operations	27,787	45.7%	19,077		1,06,052	32.1%	80,297	
Other Income	260		294		2,019		1,452	
<b>Total Revenue</b>	<b>28,047</b>		<b>19,371</b>		<b>1,08,071</b>		<b>81,749</b>	
COGS	15,707		9,664		60,287		44,400	
Employee benefits	4,283		3,596		15,488		13,608	
Other General Overheads	3,741		2,841		13,261		11,156	
<b>Total Expenses</b>	<b>23,731</b>		<b>14,405</b>		<b>89,036</b>		<b>69,164</b>	
EBITDA	4,316	15.5%	3,270	17.1%	19,035	17.9%	12,585	15.7%
Depreciation	831		886		3,270		3,473	
EBIT	3,485		2,384		15,765		9,112	
Financial Cost	97		76		368		684	
PBT before exceptional item	3,388	12.2%	2,308	12.1%	15,397	14.5%	8,428	10.5%
Exceptional Items	-		-		4,580		-	
Tax	902		678		5,315		2,265	
<b>PAT</b>	<b>2,486</b>		<b>1,630</b>		<b>14,662</b>		<b>6,163</b>	
Other Comprehensive Income (OCI)	-246		-51		-352		-1,151	
<b>Total Comprehensive Income (TCI)</b>	<b>2,240</b>		<b>1,579</b>		<b>14,310</b>		<b>7,314</b>	



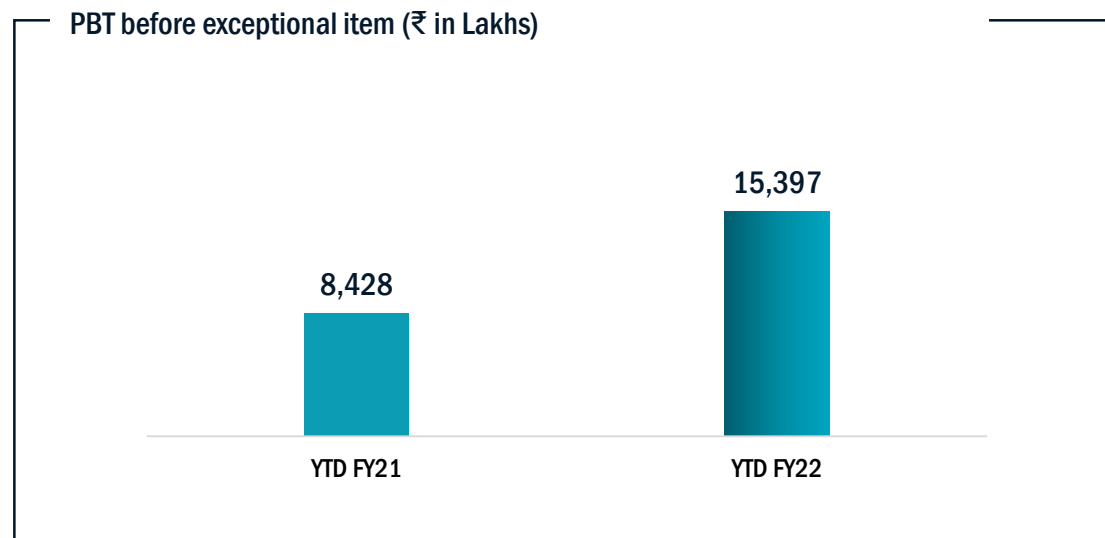
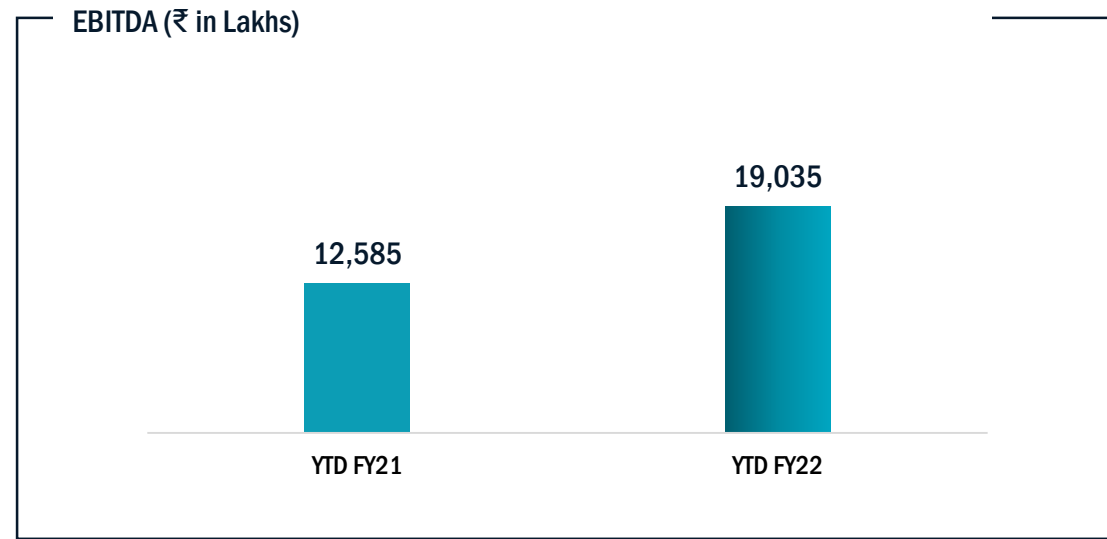
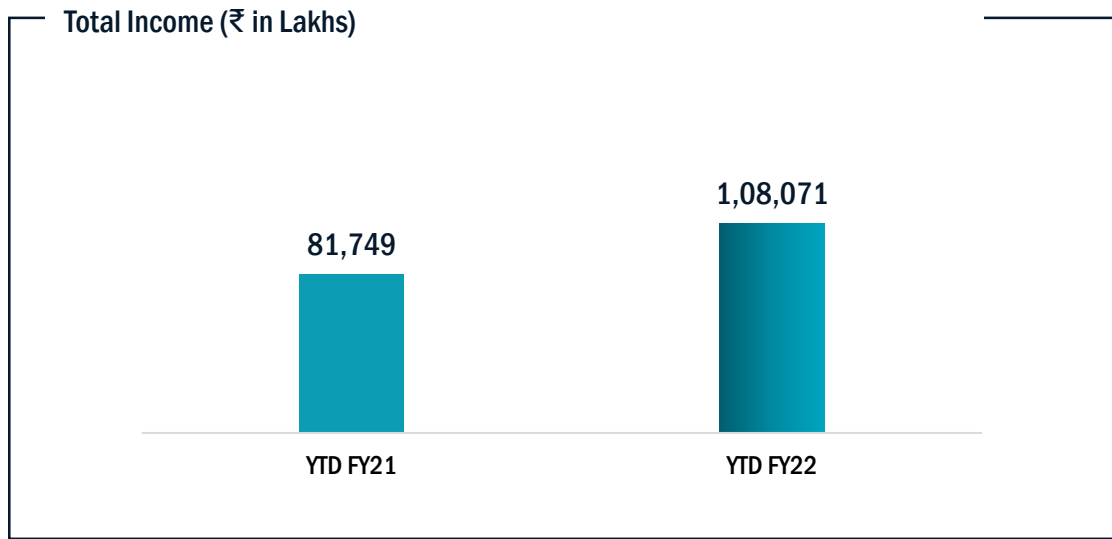


# STANDALONE FINANCIAL PERFORMANCE – Q4 FY2022

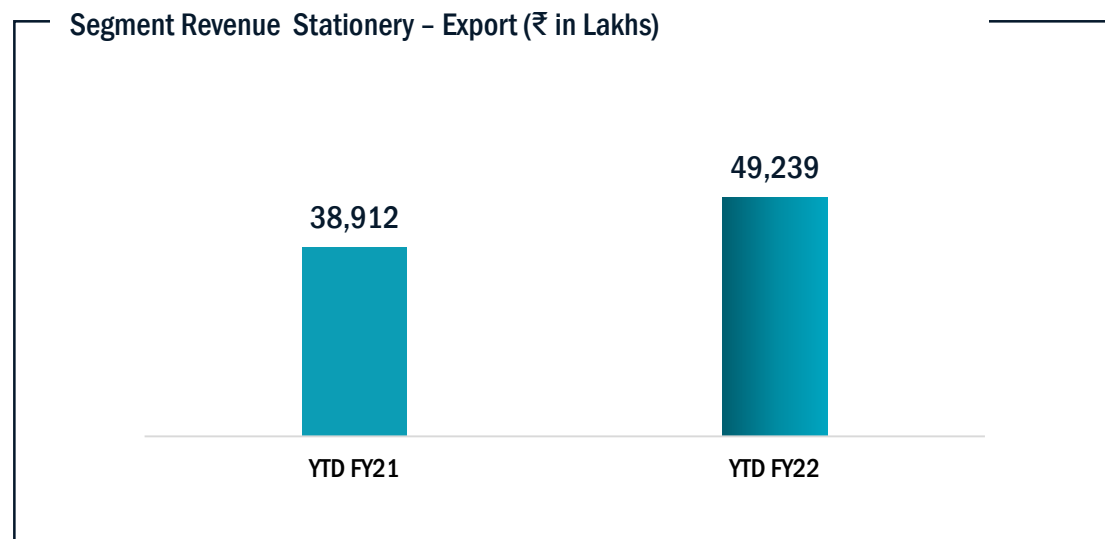
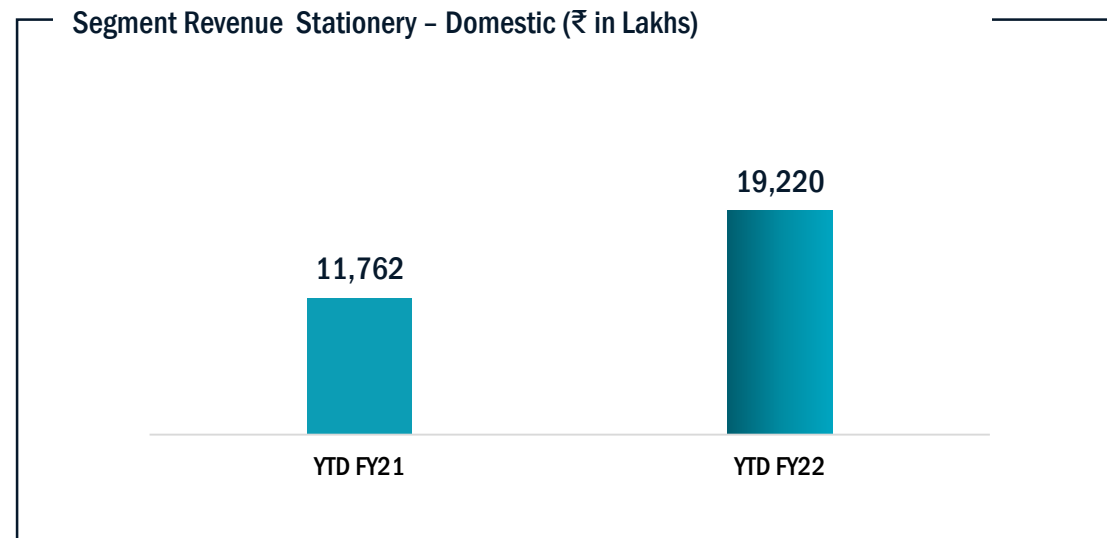
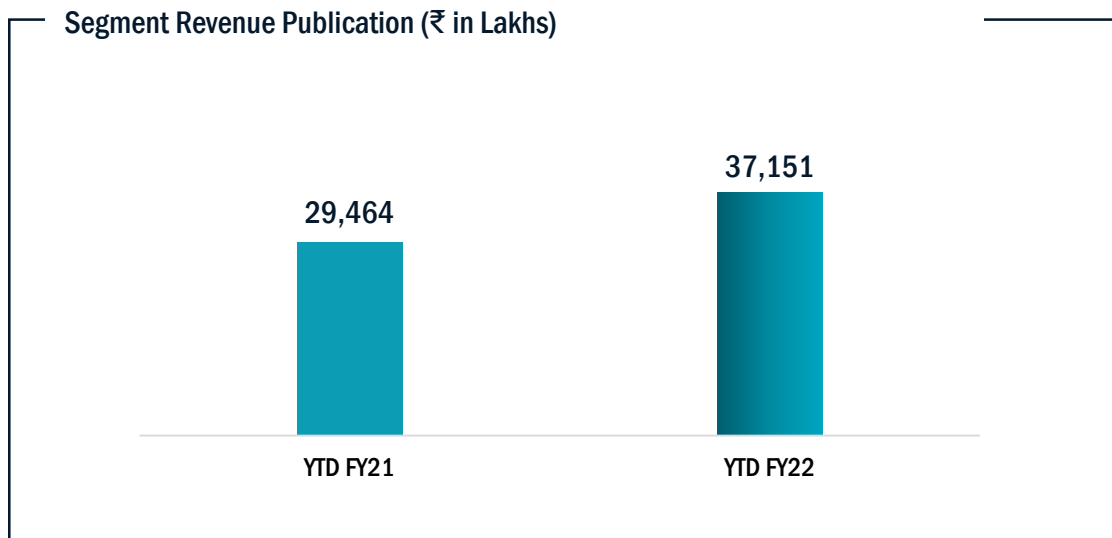




# STANDALONE FINANCIAL PERFORMANCE – (YEAR TO DATE FY22)

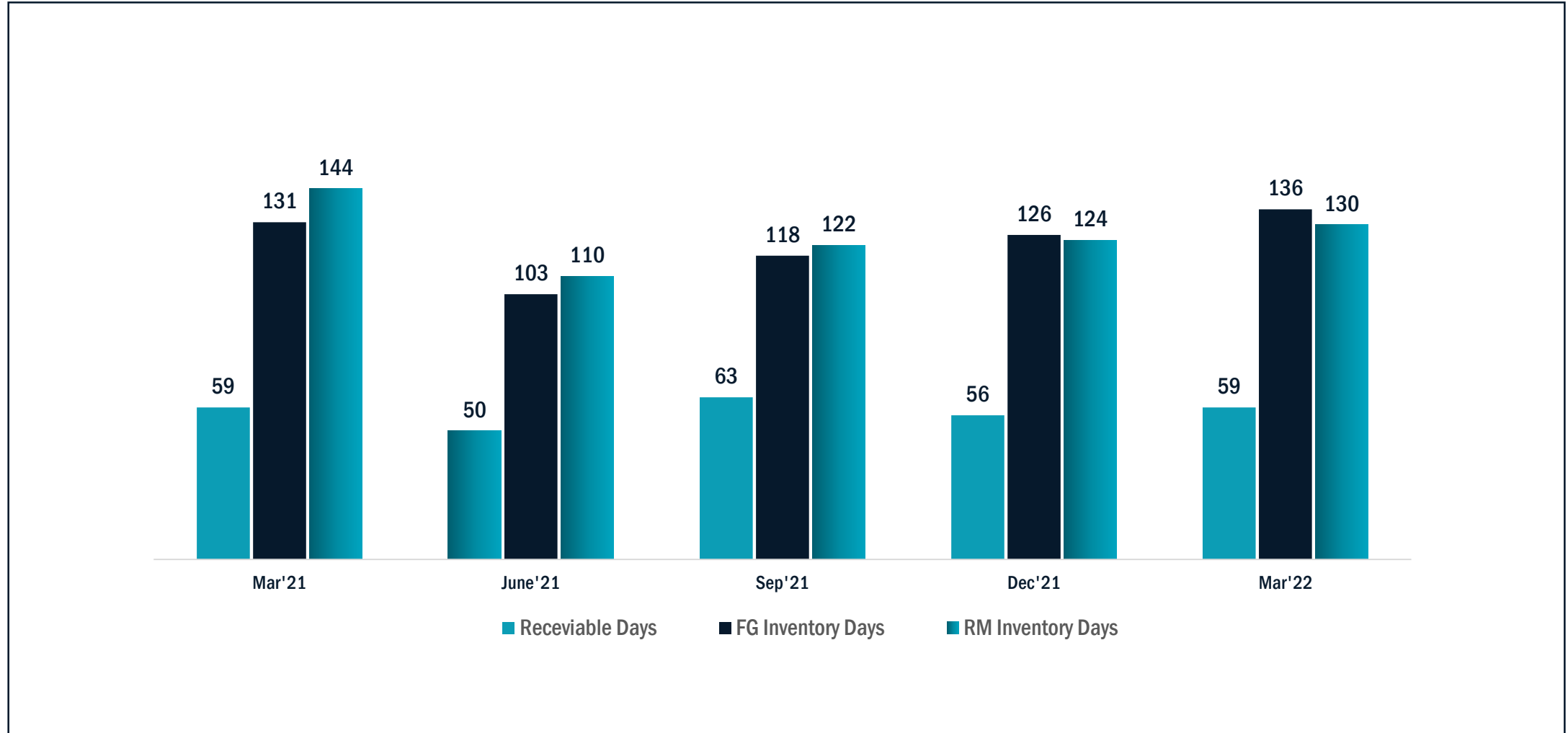


# STANDALONE FINANCIAL PERFORMANCE – (YEAR TO DATE FY22) CONT'D..





# WORKING CAPITAL CYCLE





# CONSOLIDATED PERFORMANCE FOR YTD FY22

(₹ in Lakhs)

## Revenues from Operations

Particulars	YTD FY22	YTD FY21
NEL	1,06,052	80,297
eSense	1,049	1,037
Indiannica	5,458	3,107
NLLP	-	-
NHKL	523	211
GeNext	40	-
NTVPL	-	-
K12	-	-
Exceptional Item	-	-
Inter co Adjust	(1,692)	(1,195)
<b>Total</b>	<b>1,11,430</b>	<b>83,457</b>

## EBITDA

YTD FY22	YTD FY21
19,035	12,585
(781)	(839)
190	(1,611)
0	0
1	(7)
(156)	-
(45)	-
(318)	281
7,523	4,252
(105)	(61)
<b>25,344</b>	<b>14,600</b>

## PAT

YTD FY22	YTD FY21
10,082	6,163
(1,902)	(1,428)
(610)	(2587)
0	0
1	(7)
(252)	-
(45)	-
(1,090)	281
7,523	4,252
(708)	(1,082)
<b>12,999</b>	<b>5,592</b>

# Thank You

## NAVNEET EDUCATION LIMITED

Corporate Identity Number: L22200MH1984PLC034055

Corporate Office & Regd. Office: Navneet Education Limited, Navneet Bhavan, Bhavani Shankar Road, Dadar-(West), Mumbai – 400028.

Website: [www.navneet.com](http://www.navneet.com)

E-mail Id: [investors@navneet.com](mailto:investors@navneet.com)

## Investor Relations Contact

Roomy Mistry | Head - Investor Relations | Navneet Education Limited

Address: Navneet Education Limited | Navneet Bhavan | Bhavani Shankar Road, Dadar-(West), Mumbai – 400028.

Phone: +91 22 6662 6565 | Mobile: +91 98199 58878

Email Id: [roomy.mistry@navneet.com](mailto:roomy.mistry@navneet.com)