



Knowledge is wealth

NEL/197/2023

Date: 03rd August, 2023

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 Investor Release - Q1 FY24.

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose investor release - Q1 FY24.

You are requested to take note of the above.


Thanking you,

FOR NAVNEET EDUCATION LIMITED

AMIT D. BUCH
COMPANY SECRETARY
MEMBERSHIP NO. A15239

NAVNEET EDUCATION LIMITED

CIN: L22200MH1984PLC034055




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Q1 FY24 Revenue up by 14% Y-o-Y & EBITDA up by 7% Y-o-Y

Mumbai, 3rd August 2023 – Navneet Education Limited (NEL) is one of the largest educational syllabus-based supplementary content provider has released its unaudited financial results for the quarter ended 30th June 2023

Consolidated Financial Highlights – Q1 FY24 (April – June 2023)

Total Revenue Rs. 791 crores  14% Y-o-Y	EDITDA Rs. 209 crores  7% Y-o-Y	PAT Rs. 145 crores  -5% Y-o-Y
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Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	FY23
Revenue	791.5	693.7	14.1%	1,696.8
EBITDA	208.9	195.3	7.0%	298.0
PAT	144.9	152.3	-5.0%	203.8
EPS (Rs.)	6.41	6.77		9.04

Important Highlights Q1 FY24 (Y-o-Y)

- Total Revenue from publication business stood at Rs. 427 crores a growth of 20% as compared to same period last year
- Total Revenue from Stationery Business stood at Rs. 357 crores a growth of 10% as compared to same period last year
 - Stationery Exports Revenue stood at Rs. 214 crores a growth of 3% as compared to same period last year
 - Stationery Domestic Revenue stood at Rs. 143 crores a growth of 22% as compared to same period last year
- Working Capital Cycle as on 30th June 2023:
 - Receivable Days – 48 days
 - FG Inventory Days – 50 days
 - RM Inventory Days – 101 days



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

“The first quarter has consistently been a robust period for our standalone Publication business, primarily due to the reopening of SSC board schools in June. This segment comprises of workbooks, guides, and question banks tailored for students attending SSC board schools in Maharashtra and Gujarat, where we currently dominate with over 2/3rd market share.

*Our Publications business revenue grew by **20%** year on year to **Rs. 427 crores**. EBITDA showed a growth year-on-year, driven by the implementation of strategic price increases and an increase in sales volumes compared to the same period last year.*

*Domestic Stationery business revenue for Q1FY24 grew by **22% year on year** to **Rs. 143 crores**. Due to the inherent nature of the business, there is always a two quarter lag in procurement of raw material and sales realization. Hence the margins were affected due to the escalation in raw material prices which was procured in the previous quarters. However, to gain the market share we made a strategic decision to absorb some of the cost increase and not immediately pass it on to consumers. Fortunately, in the current quarter, raw material prices have started to decline, and coupled with an improved demand scenario, we are confident that the company will be able to achieve a revenue growth of **+15%** in FY24 compared to FY23, with an enhanced margin profile.*

*Exports Stationery business revenue for Q1FY24 grew by **3% year on year** to **Rs. 214 crores**. One of our product categories is currently being evaluated for the potential anti-dumping duty in the USA. As a result, orders from this category were not received during Q1. This category generally constitutes ~8% - 10% of our export revenue in a year. Going forward, the company has taken appropriate measures to accommodate the orders from customers in this category, ensuring a proactive approach to address the situation effectively. However, the growth in our other existing products managed to offset this setback.*

As an Indian player in the export market, our brand equity is exceptionally strong, primarily attributed to our commitment to providing quality products and services. To further expand in the exports market, we have devised a strategic plan to introduce new offerings beyond paper-based products and focus on value-added products.

Our Ed-tech business which is under Navneet Futuretech Limited - the Board of Directors have guided for reviewing of our Ed-tech portfolio and strategy considering the current Ed-tech scenario. We will present a comprehensive strategy to the Board very soon.”

**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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