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NEL/BSE/136/2019

4th February,2019

**Corporate Relationship Department
Bombay Stock Exchange Ltd.**

1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort, Mumbai - 400 001

Dear Sirs,

Ref : Scrip Code – 508989

Sub : Submission of presentation shared with analysts and institutional investors on Un- audited Financial Results.

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations,2015, we hereby enclose presentation shared with analysts and institutional investors on Statement of Standalone Unaudited Financial Results for the quarter and nine months ended 31st December,2018.

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

You are requested to take note of the above.

Kindly acknowledge the receipt.

Thanking you,

Yours faithfully,

FOR NAVNEET EDUCATION LIMITED

**AMIT D. BUCH
COMPANY SECRETARY**

Encl : As above

NAVNEET EDUCATION LIMITED

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Q3 FY 19 UPDATE

Un Audited as on 31 December, 2018



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2018

		(INR in Lakhs, except Earnings Per Share)					
Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	30.09.2018 (Unaudited)	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	31.03.2018 (Audited)
	Income						
I	Revenue from operations	18,159	17,441	26,347	1,11,502	91,962	1,13,224
II	Other Income	296	435	715	1,720	2,133	2,921
III	Total Income (I + II)	18,455	17,876	27,062	1,13,222	94,095	1,16,145
	Expenses						
	Cost of materials consumed	13,391	12,652	13,660	49,732	39,828	59,298
	Purchases of stock-in-trade	23	2	12	68	511	525
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(5,055)	(4,649)	(1,599)	5,881	5,583	(3,562)
	Employee benefits expense	3,226	2,955	3,440	9,961	9,068	11,939
	Finance Costs	111	7	232	763	426	597
	Depreciation and amortisation expense	620	615	603	1,796	1,706	2,349
	Other expenses	5,005	4,435	6,200	19,915	15,878	21,554
IV	Total expenses	17,321	16,017	22,548	88,116	73,000	92,700
V	Profit before tax (III - IV)	1,134	1,859	4,514	25,106	21,095	23,445



**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED
31ST DECEMBER, 2018**

		(INR in Lakhs, except Earnings Per Share)					
Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	30.09.2018 (Unaudited)	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	31.03.2018 (Audited)
VIII	Other Comprehensive Income:						
A.	Items that will not be reclassified to profit or loss in subsequent period / year						
	- Re-measurement of the net defined benefit plan	(46)	(38)	(46)	(137)	(115)	(158)
	- Cash flow hedge	0.35	-	-	0.35	-	-
	Less: Income tax relating to the above						
	- Re-measurement of the net defined benefit plan	16	14	16	48	40	55
	- Cash flow hedge	(0.12)	-	-	(0.12)	-	-
B.	Items that will be reclassified to profit or loss in subsequent period / year						
	- Cash flow hedge	1,280	(5)	(466)	286	(28)	(579)
	Less: Income tax relating to the above						
	- Cash flow hedge	(447)	2	164	(112)	10	212
IX	Total Comprehensive Income for the period / year (VII + VIII) (Total of profit and other comprehensive income for the period / year)	1,557	1,160	2,560	16,362	13,722	14,851

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED
31ST DECEMBER, 2018**

		(INR in Lakhs, except Earnings Per Share)					
Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	30.09.2018 (Unaudited)	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	31.03.2018 (Audited)
	Paid-up Equity Share Capital (Face Value INR 2/- per share)	4,577	4,671	4,671	4,577	4,671	4,671
	Other Equity						76,170
	Earnings per Share (of INR 2/- per share) (not annualised)						
	(a) Basic	0.32	0.51	1.24	7.01	5.92	6.56
	(b) Diluted	0.32	0.51	1.24	7.01	5.92	6.56



NOTES

1. The results were reviewed by the audit committee and taken on record by the Board of Directors at its meeting held on February 04, 2019.
2. The above standalone financial results have been prepared in accordance with the guidelines issued by the Securities and Exchange Board of India ('SEBI'), and the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013.
3. In view of seasonal nature of business, above financial results for quarter & nine months are not representative of the operations of the whole year.
4. During the quarter ended 31st December, 2018, the Company has concluded buyback of 46,87,500 equity shares aggregating to 2.01% of the paid-up equity share capital of the company at a price of INR 160 per share on October 16, 2018. The Company has funded the buyback from its general reserve. Further, capital redemption reserve of INR 93.75 lakhs representing the nominal value of shares bought back has been created as an appropriation from general reserves. Transaction costs related to buyback are adjusted against general reserves (net of tax). Consequently, the paid up Equity Share Capital is also reduced to INR 4,577 Lakhs.
5. During the quarter, the Company has made additional capital contribution in subsidiary entity 'Navneet Learning LLP' amounting to INR 1,430 Lakhs.
6. Revenue from operations for the periods up to June 30, 2017 includes excise duty, which is discontinued effective July 01, 2017 upon implementation of Goods and Service Tax (GST) in India. As per Ind AS, the revenue is reported net of GST after June 30, 2017. Accordingly, the revenue for the nine months ended December 31, 2018 is not strictly comparable to the nine months ended December 31, 2017. For the purpose of comparability, revenue from operations including excise duty and excluding excise duty are given below:

Particulars	(INR in Lakhs)	
	Nine months ended	
	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)
Revenue from operations (including excise duty)	1,11,502	91,962
Less: Excise duty included in other expenses	-	(116)
Revenue from operations (excluding excise duty)	1,11,502	91,846

7. The figures for the previous quarters and nine months period have been regrouped / rearranged wherever necessary to conform to the current period presentation.



NOTES

8. Standalone segment-wise Revenue, Results and Capital Employed

The company mainly operates into publishing content and stationery products. Other business segment include generation of power by Windmill, Pre School, trading items etc. Unallocable corporate assets less unallocable corporate liabilities mainly represent investment of surplus funds, other advances, cash & bank balances, corporate taxes and general corporate borrowings.

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	30.09.2018 (Unaudited)	31.12.2018 (Unaudited)	31.12.2017 (Unaudited)	31.03.2018 (Audited)
Segment Revenue (Sales and operating income):						
a. Publishing Content	10,312	8,454	17,952	64,859	57,387	62,821
b. Stationery Products	7,826	8,929	8,358	46,521	34,320	50,096
c. Others (Windmill, Pre-school and Trading items etc)	82	95	121	363	465	581
	18,220	17,478	26,431	1,11,743	92,172	1,13,498
Less: Inter Segment Revenue	61	37	84	241	210	274
Total Segment Revenue	18,159	17,441	26,347	1,11,502	91,962	1,13,224
Segment Results (Profit / (loss) before tax and interest from each segment):						
a. Publishing Content	2,371	1,717	5,811	23,663	20,452	21,293
b. Stationery Products	(695)	584	(488)	4,344	2,956	5,071
c. Others (Windmill, Pre-school and Trading items etc)	28	(40)	76	145	(24)	(53)
Total Segment Result	1,704	2,261	5,399	28,152	23,384	26,311
Less : i. Finance Cost	111	7	232	763	426	597
ii. Other unallocable expenditure	778	737	1,062	3,228	2,650	3,259
iii. Other unallocable (income)	(319)	(342)	(409)	(945)	(787)	(990)
Total Profit Before Tax	1,134	1,859	4,514	25,106	21,095	23,445

Particulars	(INR in Lakhs)					
	As at 31.12.2018 (Unaudited)	As at 31.12.2017 (Unaudited)	As at 30.09.2018 (Unaudited)	As at 31.12.2018 (Unaudited)	As at 31.12.2017 (Unaudited)	As at 31.03.2018 (Audited)
Segment Assets						
a. Publishing Content	53,821	48,794	60,336	53,821	48,794	49,816
b. Stationery Products	43,650	30,024	34,896	43,650	30,024	51,185
c. Others (Windmill, Pre-school and Trading items etc)	9,947	8,650	8,512	9,947	8,650	8,694
d. Unallocated	3,946	3,401	10,515	3,946	3,401	3,824
Total Segment Assets	1,11,365	90,869	1,14,259	1,11,365	90,869	1,13,519
Segment Liabilities						
a. Publishing Content	4,984	4,314	9,604	4,984	4,314	3,401
b. Stationery Products	5,629	3,852	4,753	5,629	3,852	6,448
c. Others (Windmill, Pre-school and Trading items etc)	2	85	6	2	85	26
d. Unallocated	15,330	2,901	8,474	15,330	2,901	22,803
Total Segment Liabilities	25,946	11,152	22,837	25,946	11,152	32,678
Capital Employed						
a. Publishing Content	48,837	44,480	50,732	48,837	44,480	46,415
b. Stationery Products	38,021	26,172	30,143	38,021	26,172	44,737
c. Others (Windmill, Pre-school and Trading items etc)	9,945	8,565	8,505	9,945	8,565	8,668
d. Unallocated	(11,384)	500	2,041	(11,384)	500	(18,979)
Net Capital Employed	85,419	79,717	91,422	85,419	79,717	80,841

Q3 FY 19 PERFORMANCE AT A GLANCE

1. Revenue from Operations grew by 4% and stood at INR 18,159 Lakh.
2. Publication revenue grew by 22% and stood at INR 10,312 Lakh
3. Stationery revenue de-grew by 12.4% and stood at INR 7,826 Lakh
4. The Company's segmental Results stood at INR 1,704 Lakh (9.4%) on total Revenue from Operations
5. Profit Before Tax stood at INR 1,134 Lakh

AT BALANCE SHEET LEVEL (Rs. In Lakh)

PARTICULARS	December 2018	December 2017
Inventory	42,109	26,657
Debtors	17,306	17,186
Borrowings	12,805	585
Investments & Advances	24,827	21,882



OUTLOOK ON BUSINESS SEGMENTS

Publications

- Syllabus Change in Maharashtra and Gujarat to continue for FY 20 .
- Indiannica's target revenue remains bullish and likely to achieve projections. Development of workbooks/content aligned to NCERT Text Books.

eSense (eLearning)

- Introduction of School Buddy, evaluation based products and Augmented Realty products will boost growth in future.

Stationery

- Focus sales and branding efforts on selected States to maximize impact with limited resources and marketing efforts will increase domestic business
- Exports will continue to grow at a good pace backed by orders.



THANK YOU

