



Knowledge is wealth

NEL/85/2022

Date: 18th May, 2022

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.

Dear Sir/Madam,

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

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

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit presentation on Q4 FY22 and for financial year ended 31st March 2022, which will be shared with analysts and institutional investors.

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

You are requested to take note of the above.

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, Dadar (W), Mumbai 400 028. India

Tel.: 022 6662 6565 • Fax: 022 6662 6470 • 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

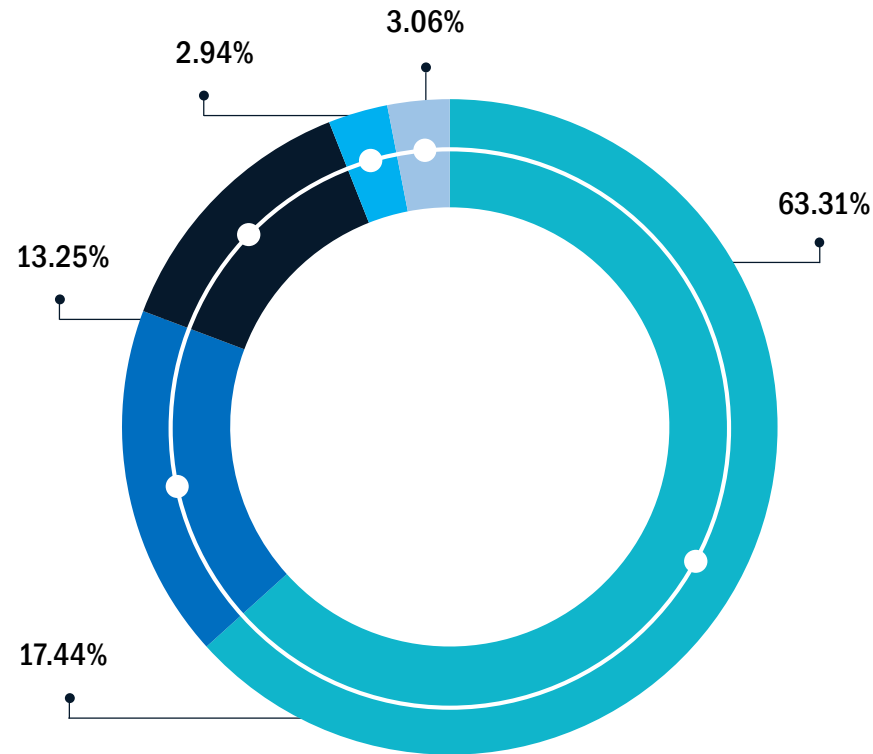
Printing / Manufacturing Locations

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

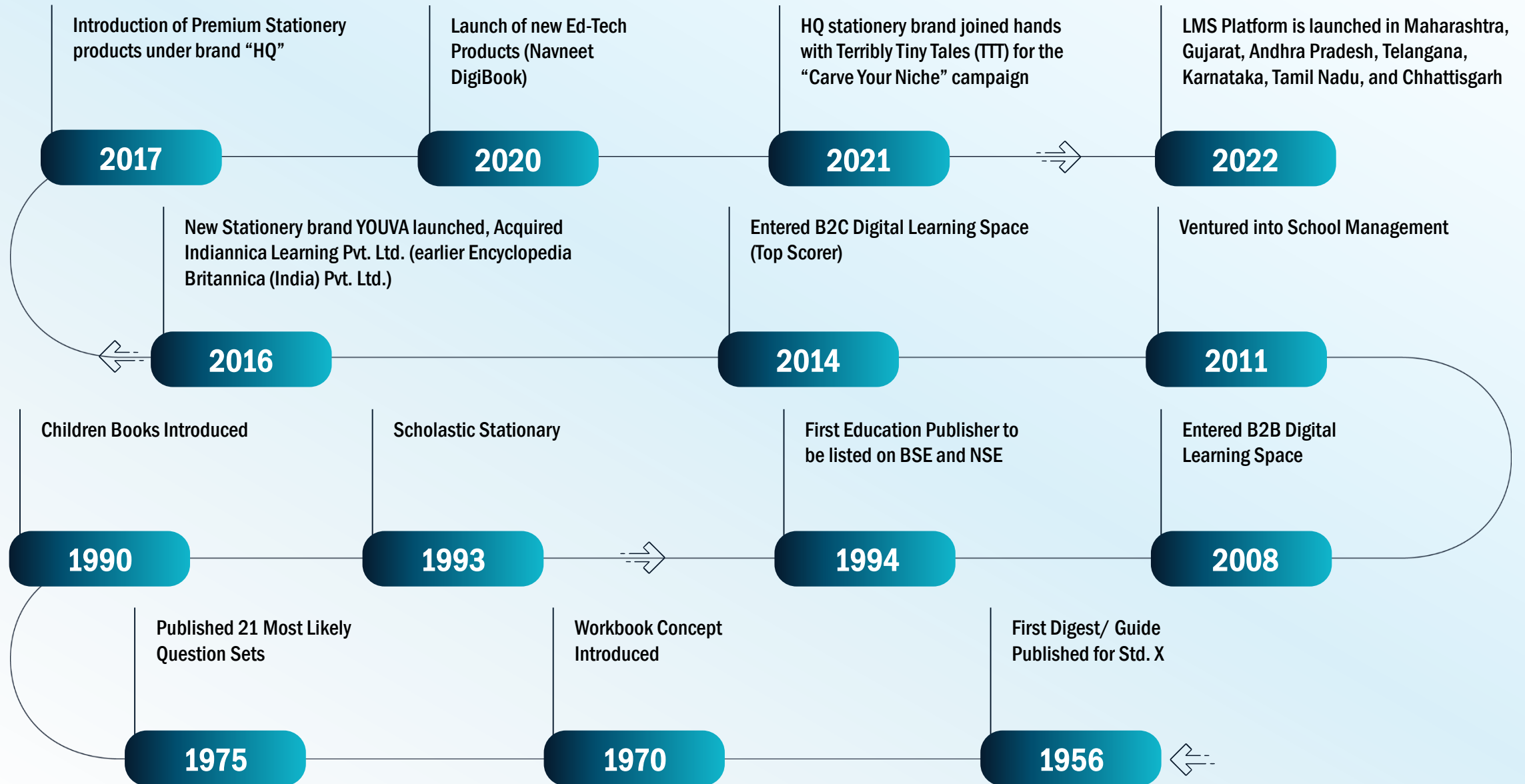


No. of Shares Outstanding

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:

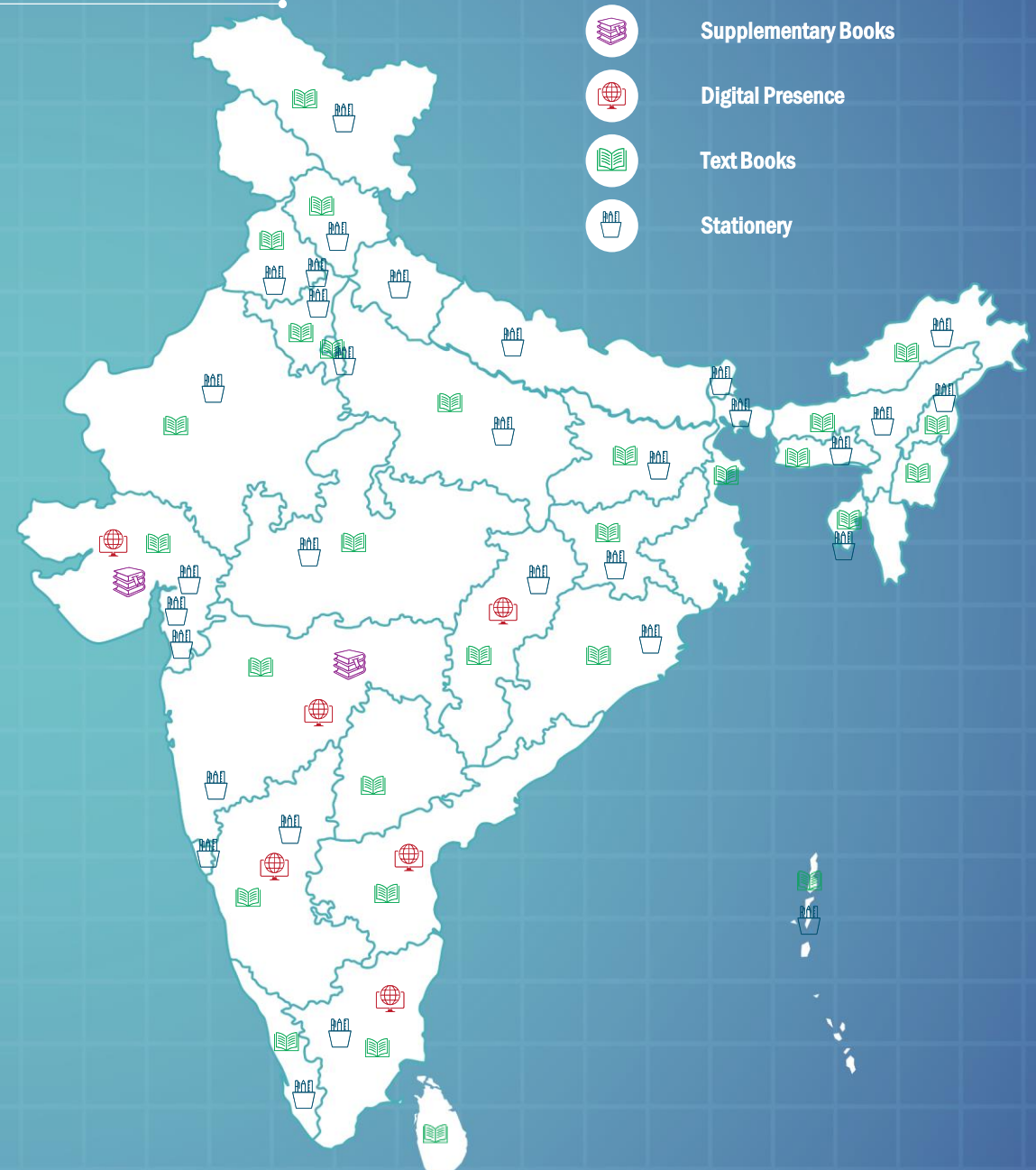
Maharashtra, Gujarat, Andhra Pradesh, Telangana, Karnataka, Tamil Nadu, and Chhattisgarh

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.



Supplementary Books



Digital Presence



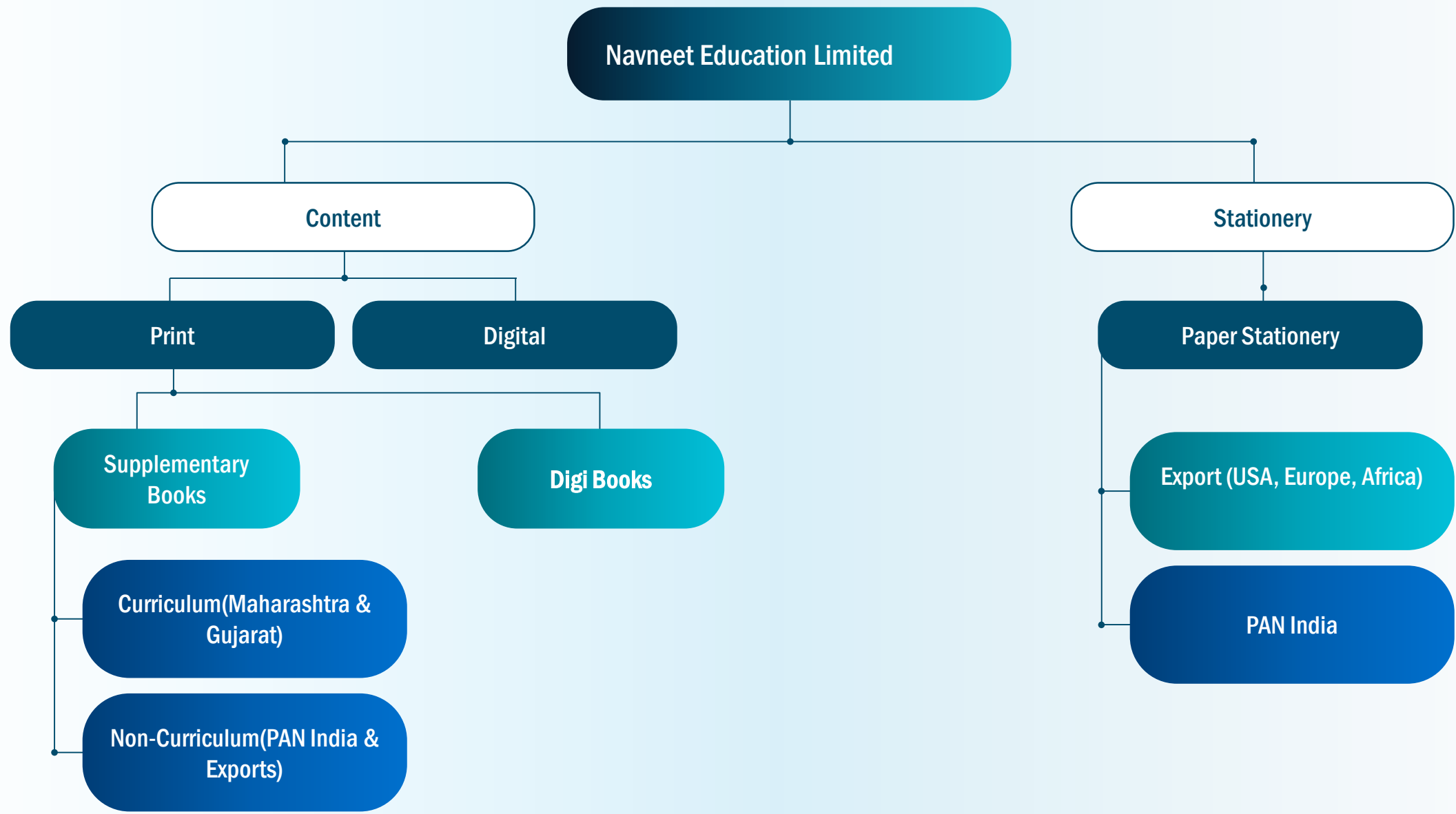
Text Books



Stationery

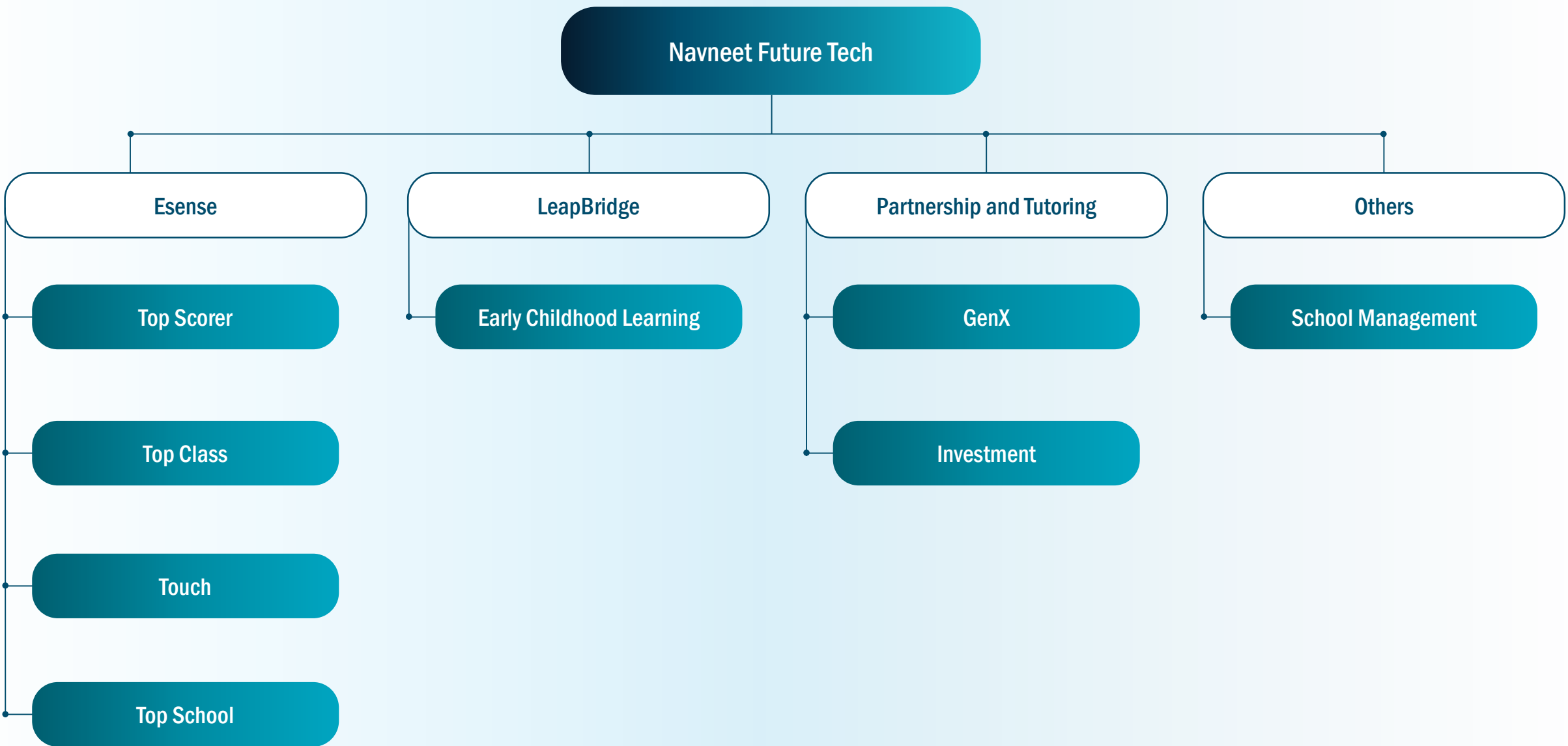


DIVERSIFIED BUSINESS VERTICALS





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, SSB

Curriculum

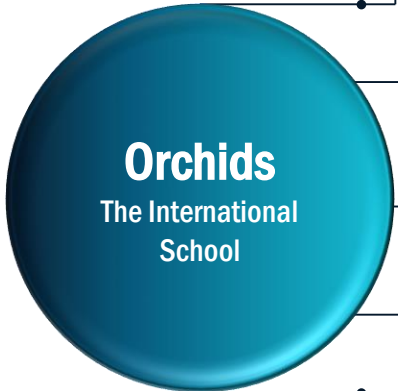


Key export markets include Sri Lanka, Nepal and GCC.

16,000+

CBSE/ICSE & 20,000+ SSB School Mn

Target Reach



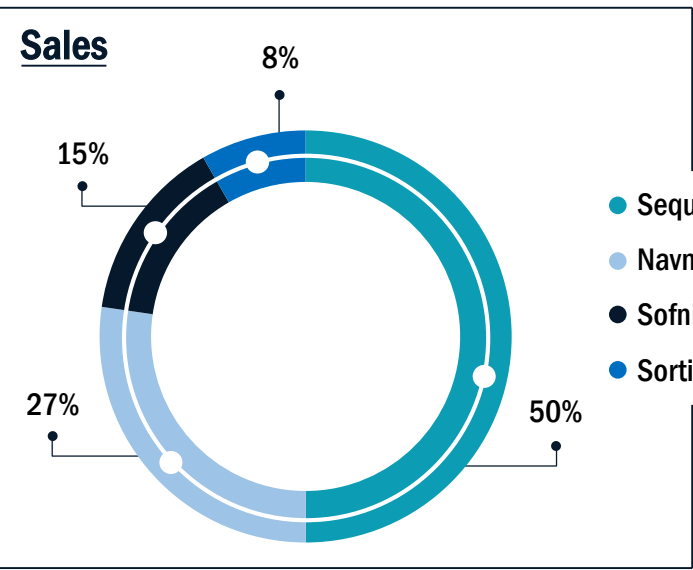
Over the last few years, quality direct education is in great demand in the country and hence seen a sudden growth.



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
Total	42

ED-Tech – The New Venture

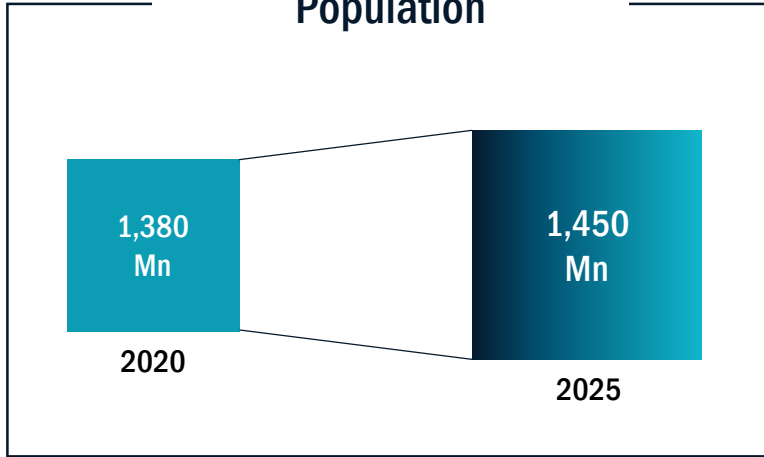
Navneet Future Tech



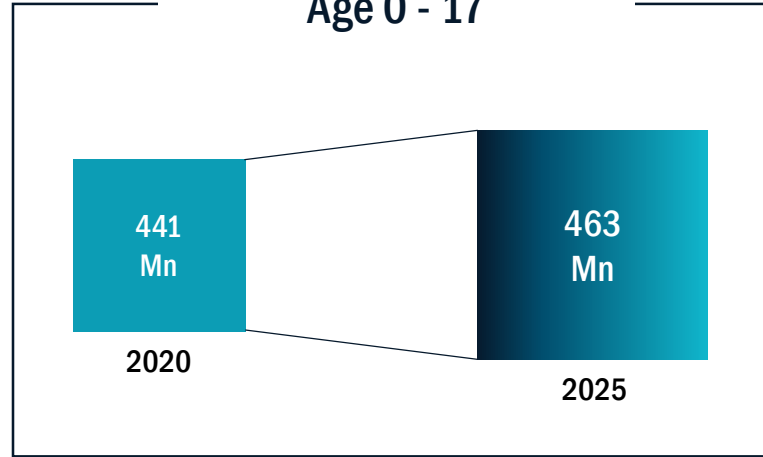


DEMOGRAPHICS AND KEY FACTS OF INDIAN EDUCATION INDUSTRY

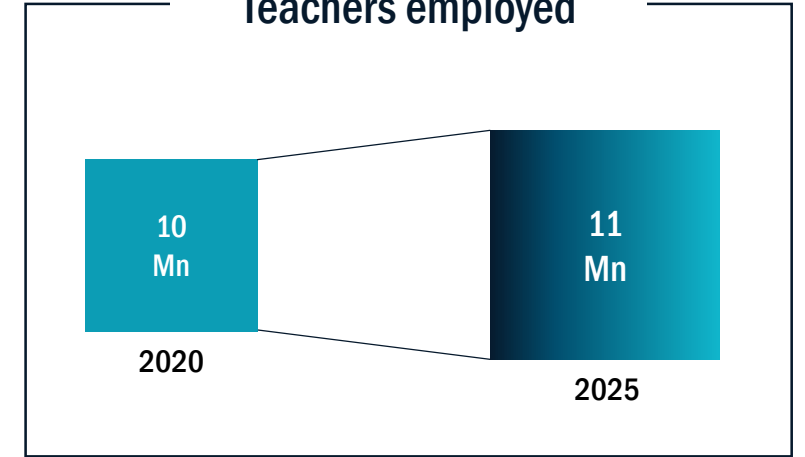
Population



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



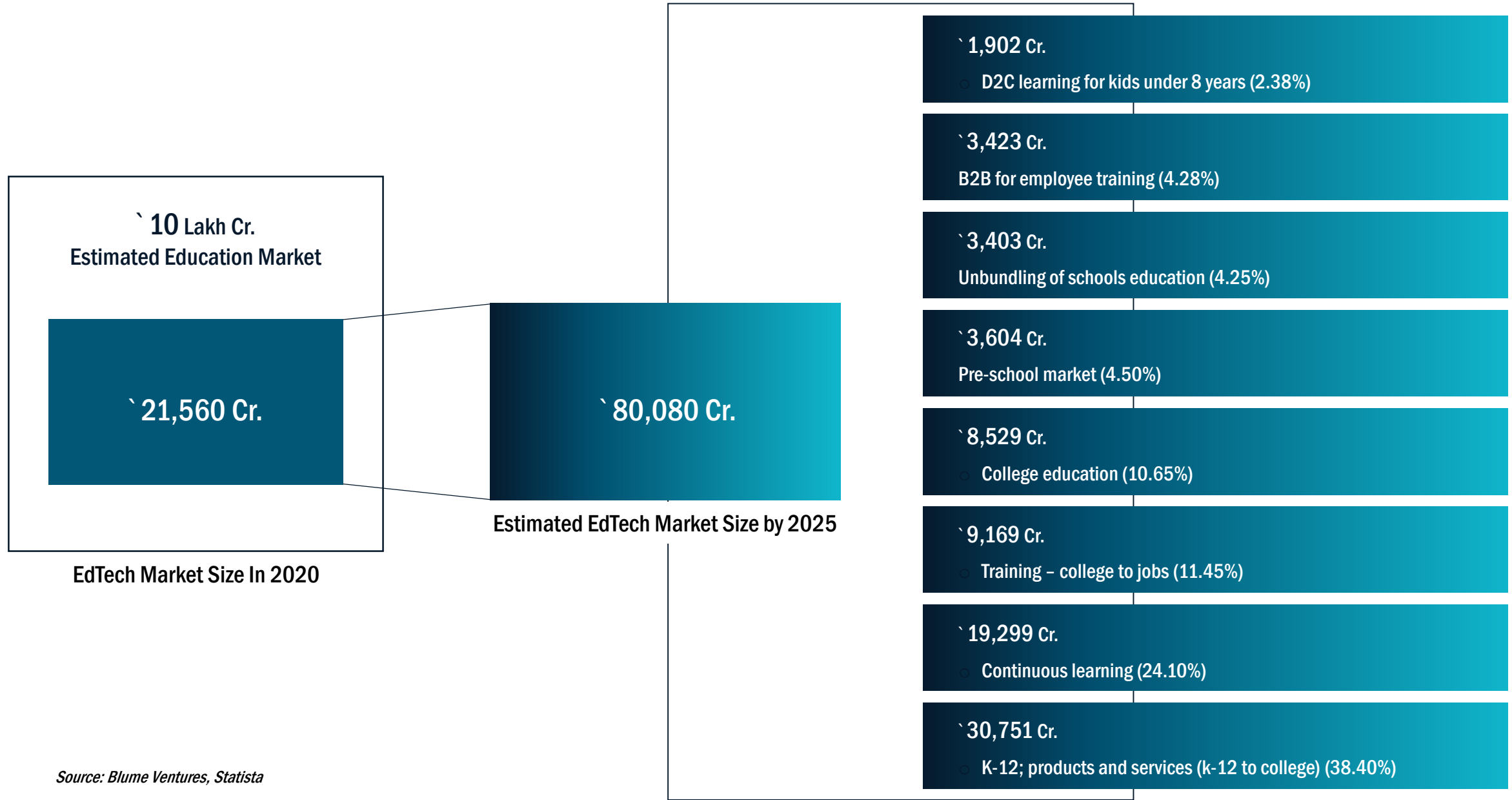
PE/VC funding in CY21: ` 36,190 Cr.

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



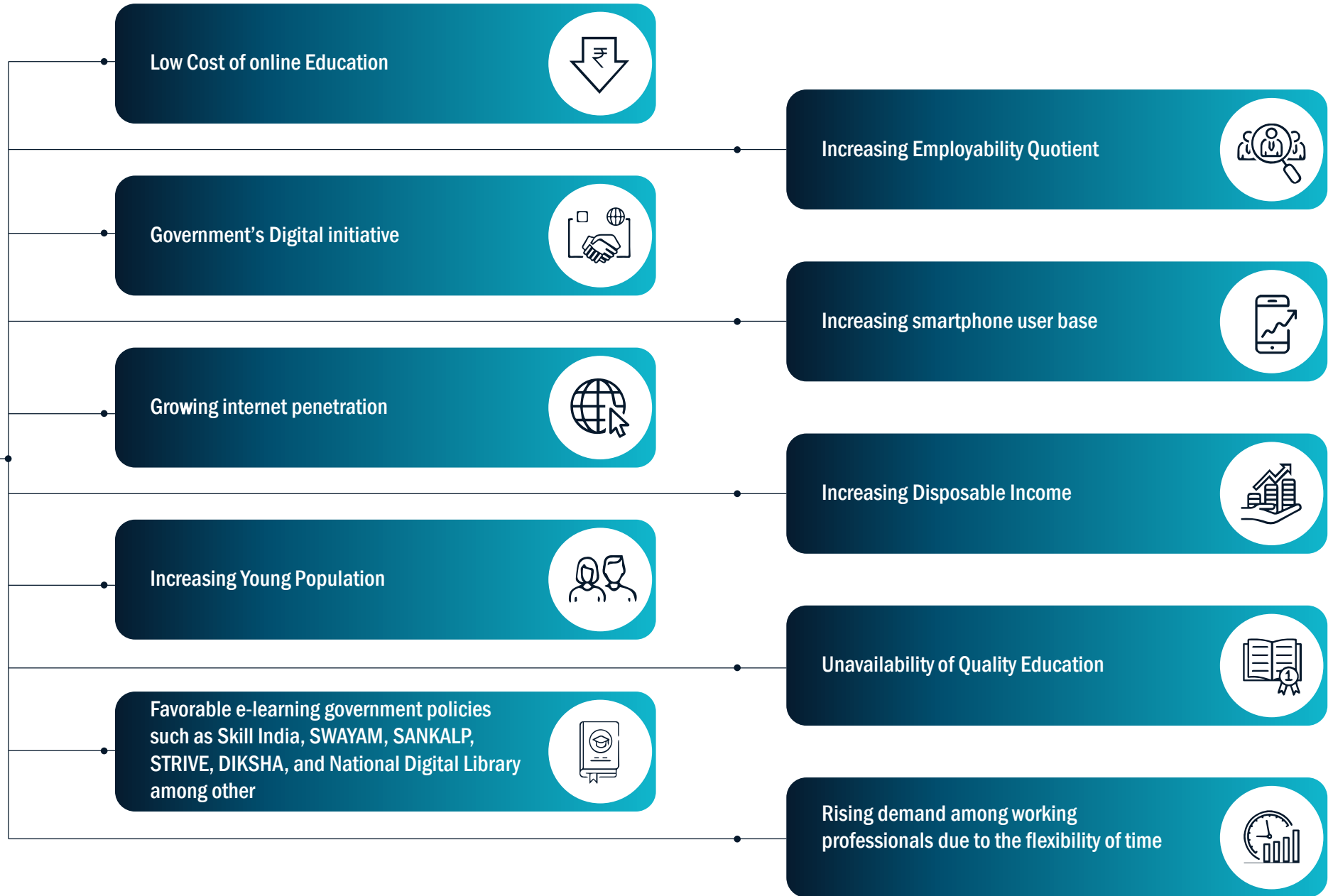
INDIAN EDTECH OVERVIEW



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

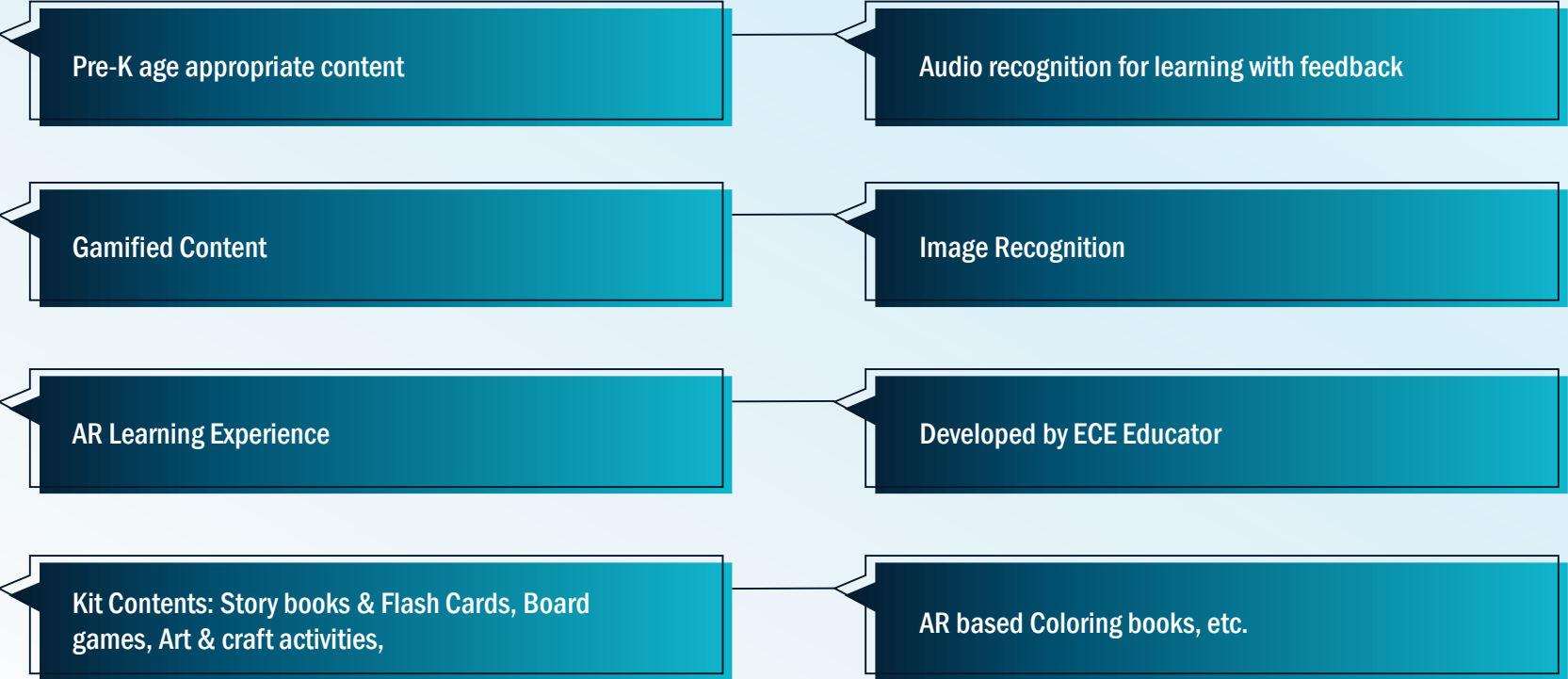
Structured product design

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

Highly Involved

Conservative Parents



Wants:

- A learning solution that supplements traditional choices/channels
- Strong expert analysis or recommendations
- Live consultation support/webinars to get specific concerns addressed

Model Parents



Wants:

- Research-based scientifically prepared curriculum
- Age appropriate lessons
- Structured lesson plan
- Engaging and educational content

Digital Reluctant

Skeptic Parents



Wants:

- Guarantees/assurances/testimonials about the final results
- Proven Credentials regarding efficacy of the products
- Returns or refunds guarantee

Favours Digital

Busy-bee



Wants:

- A product that children can safely use without parental involvement
- A solution that covers the essentials foundational years
- I want a dashboard to stay aware of my child's progress

Uninvolved Parent

Financial Performance

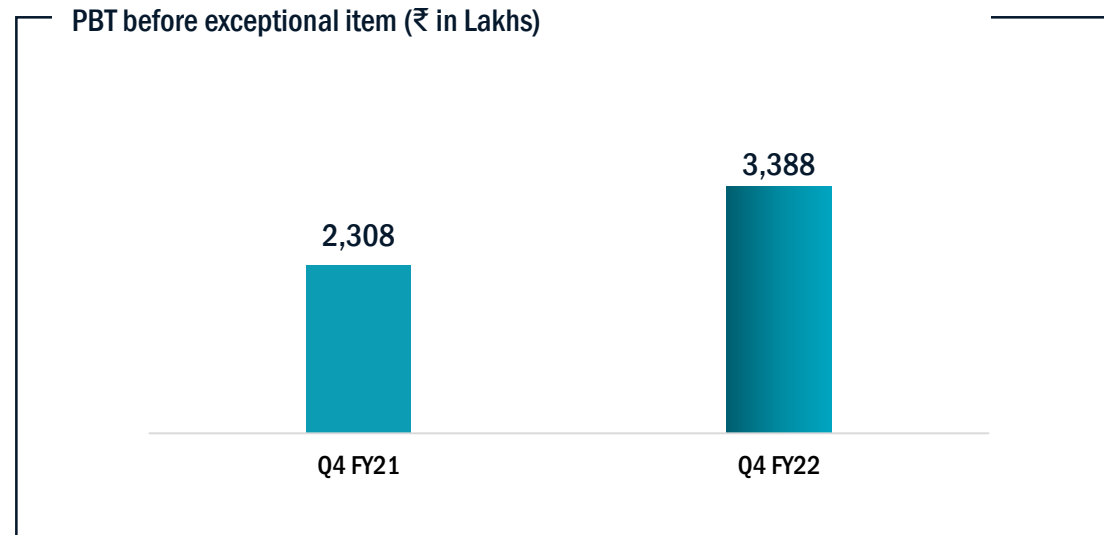
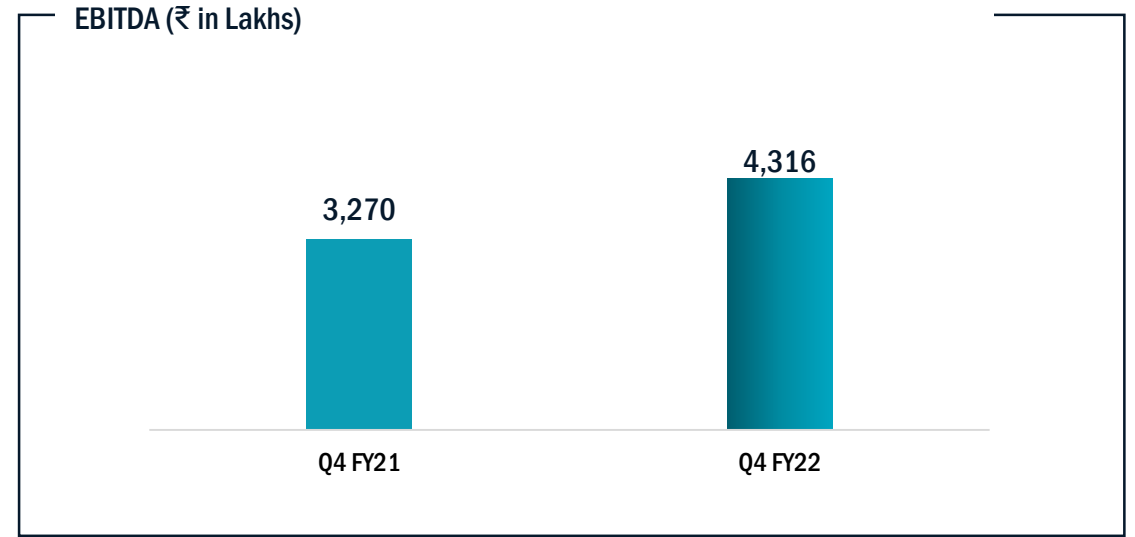
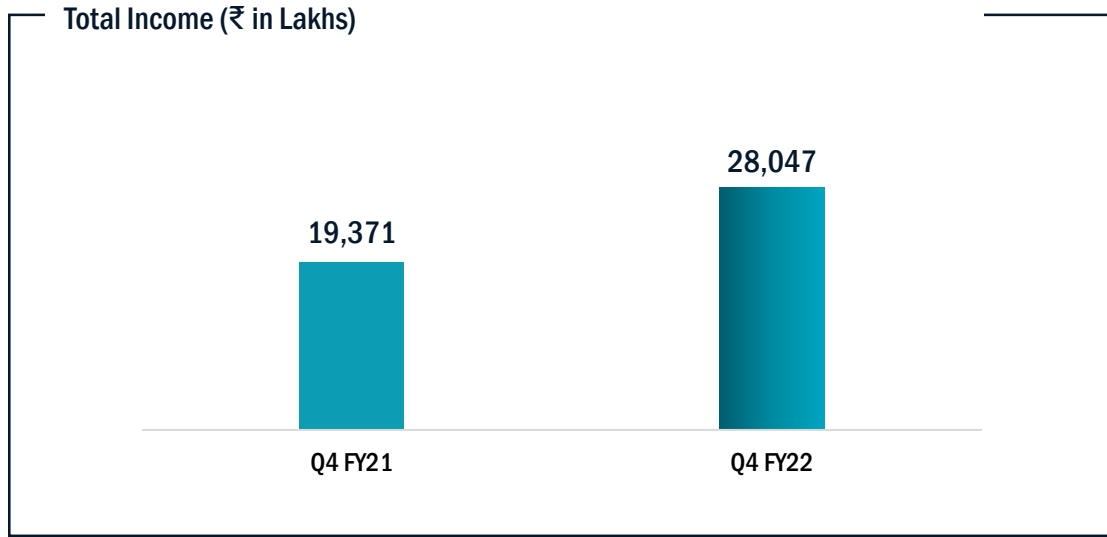


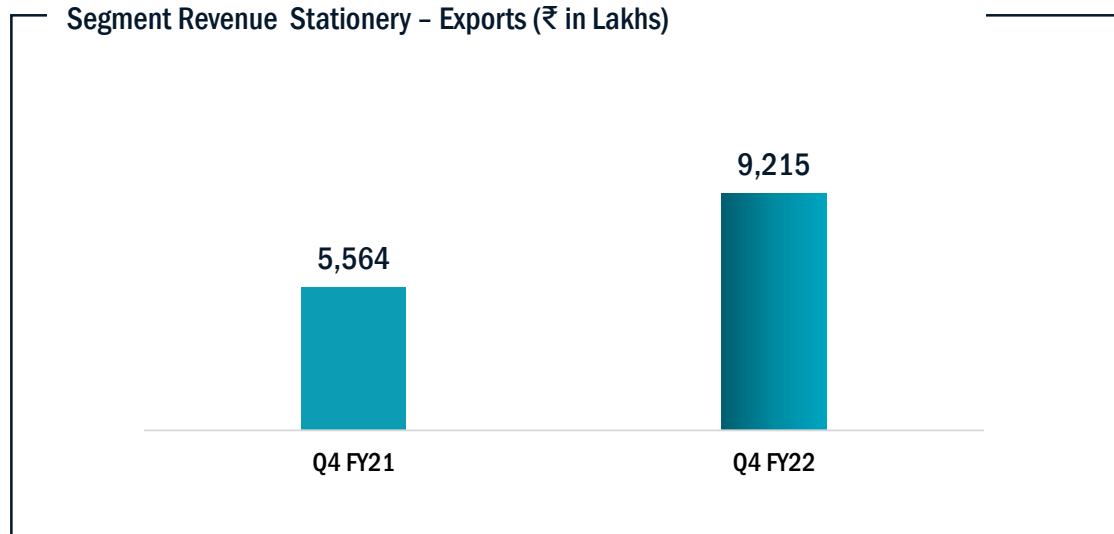
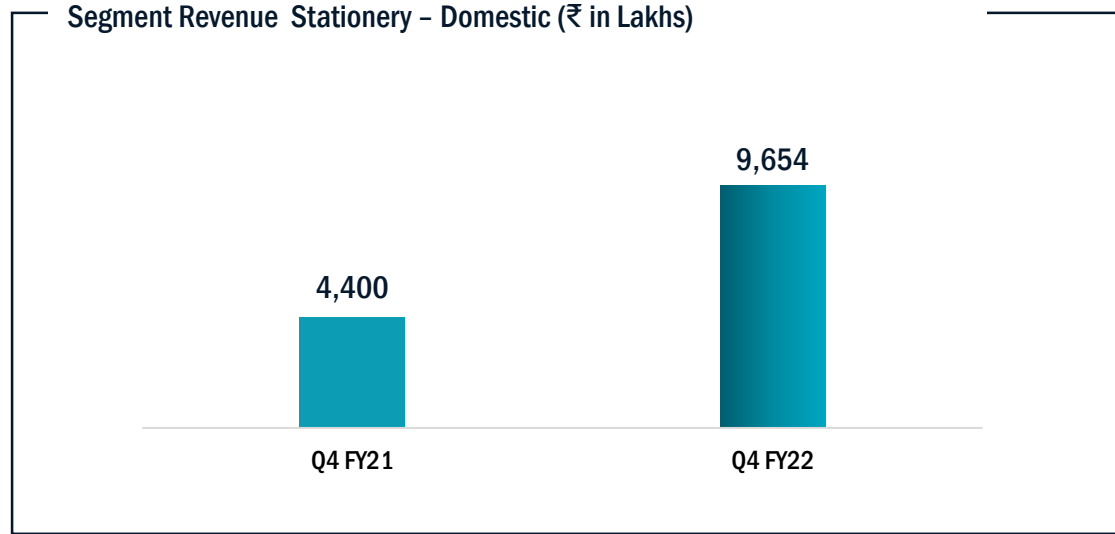
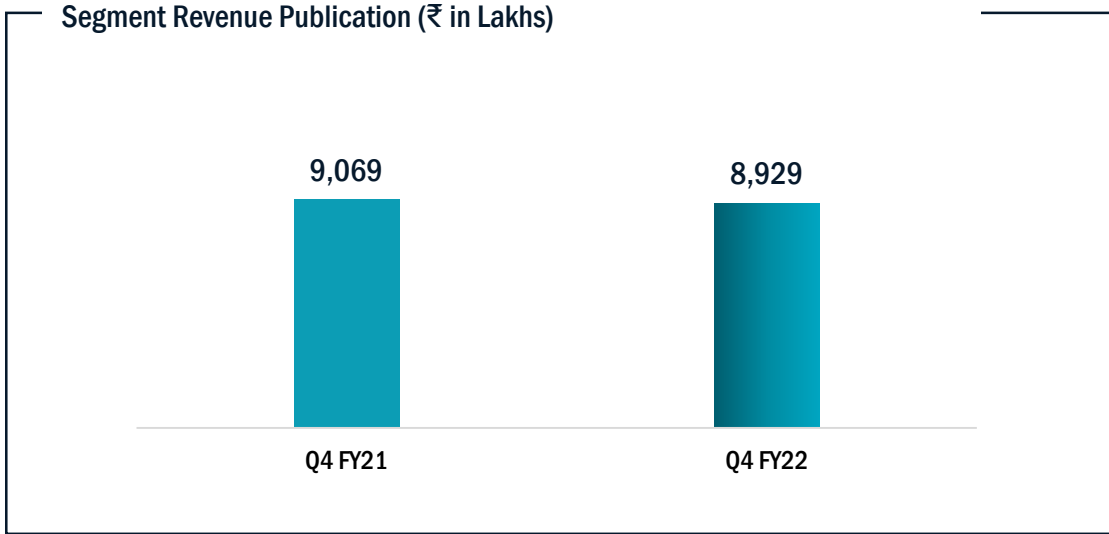
FINANCIAL PERFORMANCE (Q4 and YEAR TO DATE FY22)

Particulars	Q4 FY22 (Actual)	% of Revenue	Q4 FY21 (Actual)	% 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	
Total Revenue	28,047		19,371		1,08,071		81,749	
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	
Total Expenses	23,731		14,405		89,036		69,164	
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	
PAT	2,486		1,630		14,662		6,163	
Other Comprehensive Income (OCI)	-246		-51		-352		-1,151	
Total Comprehensive Income (TCI)	2,240		1,579		14,310		7,314	

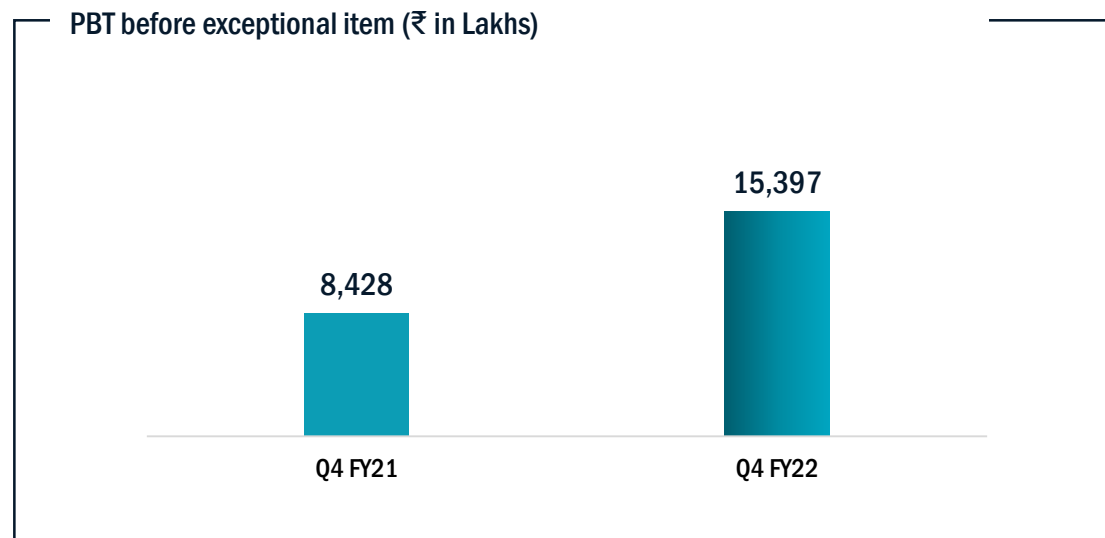
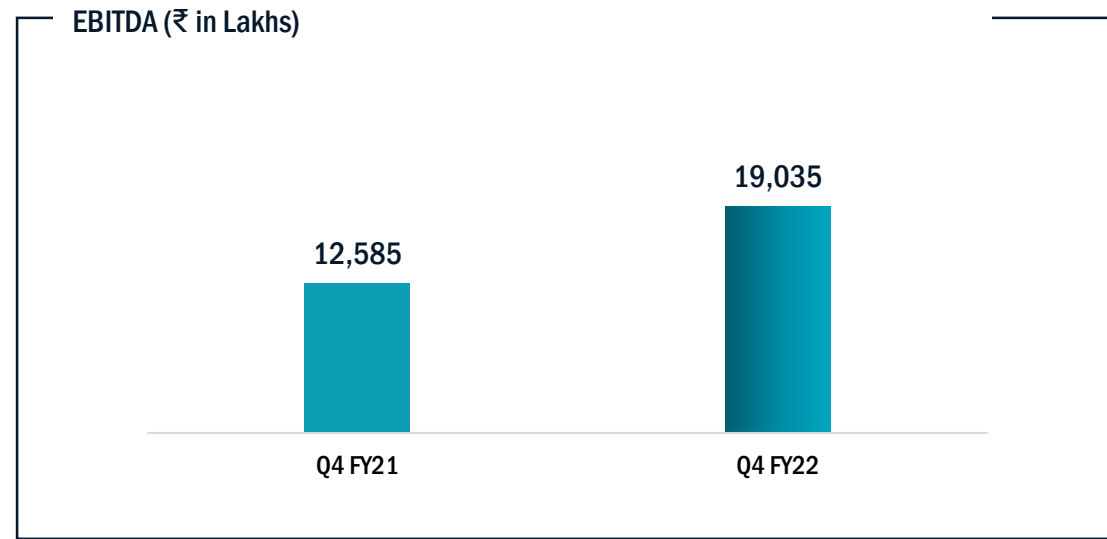
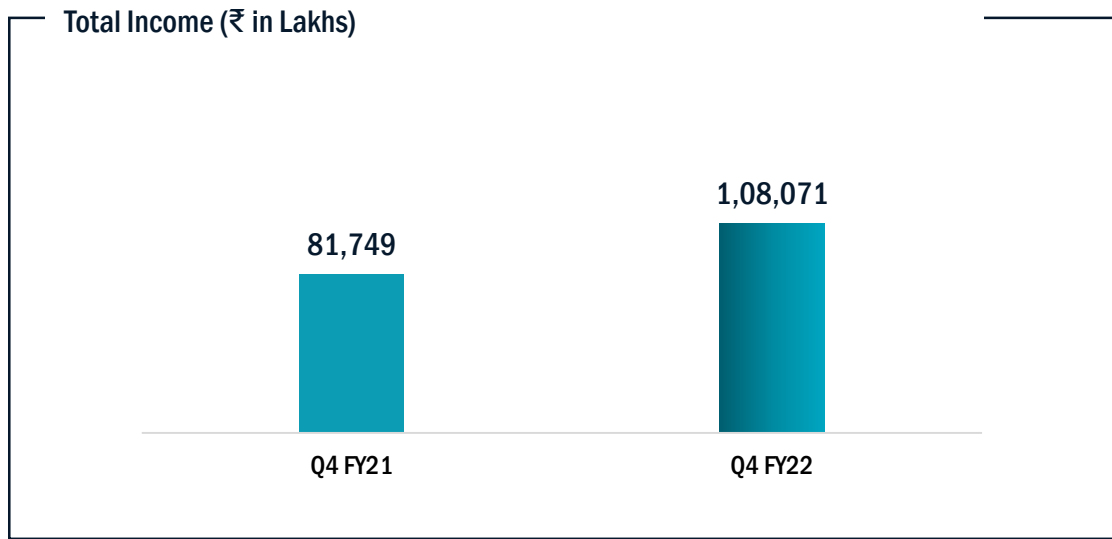


STANDALONE FINANCIAL PERFORMANCE – Q4 FY2022





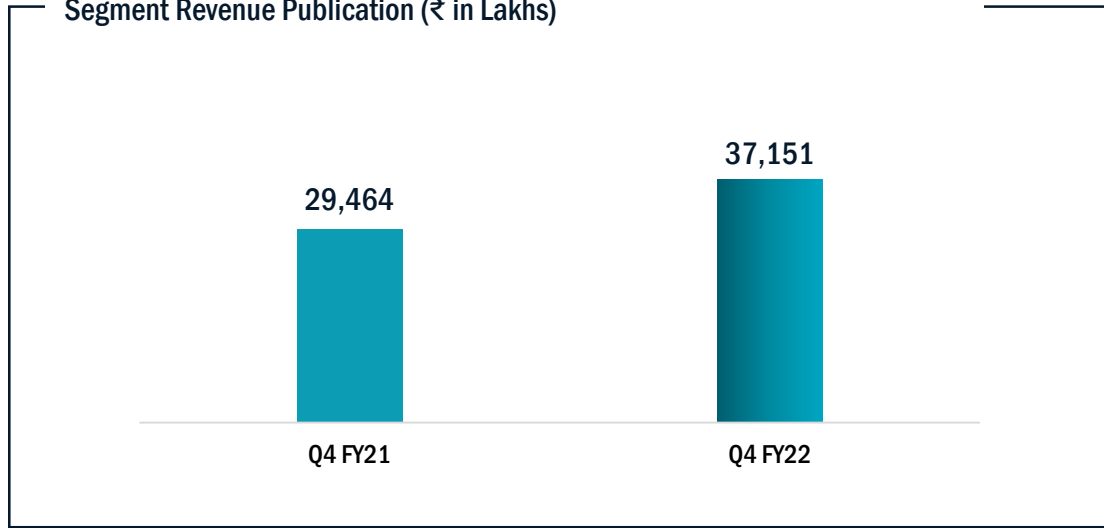
STANDALONE FINANCIAL PERFORMANCE – (YEAR TO DATE FY22)



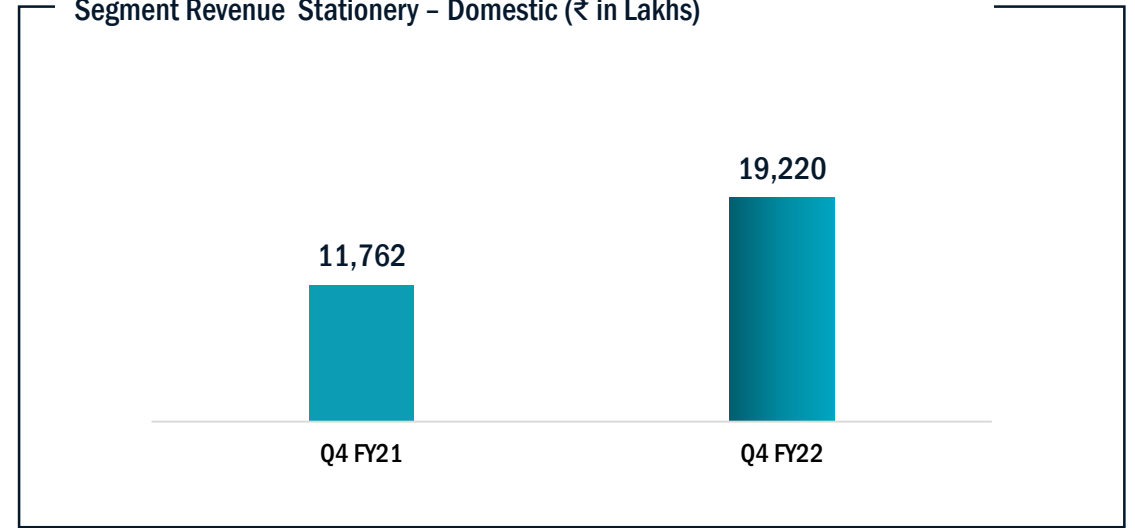


STANDALONE FINANCIAL PERFORMANCE – (YEAR TO DATE FY22) CONT'D..

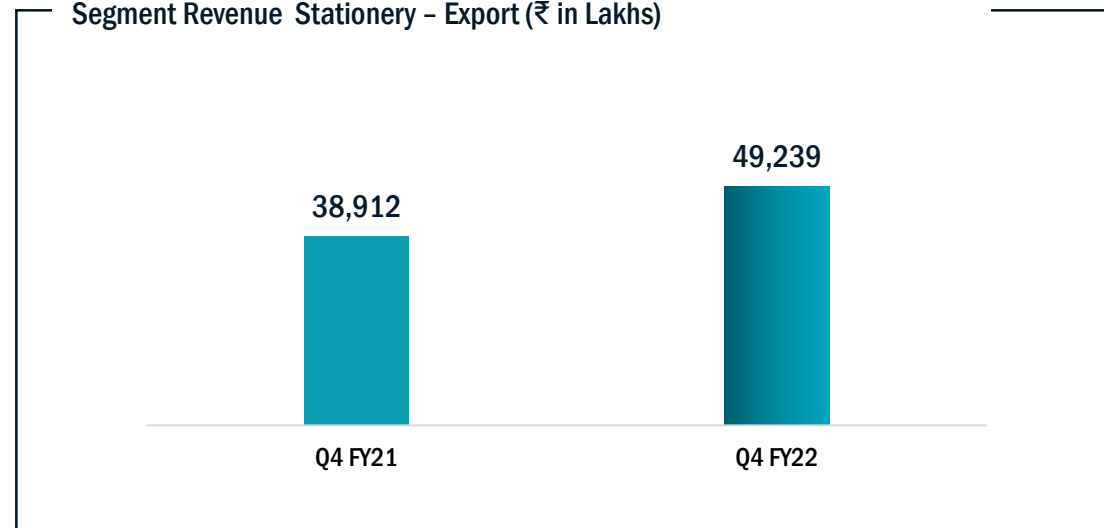
Segment Revenue Publication (₹ in Lakhs)



Segment Revenue Stationery - Domestic (₹ in Lakhs)

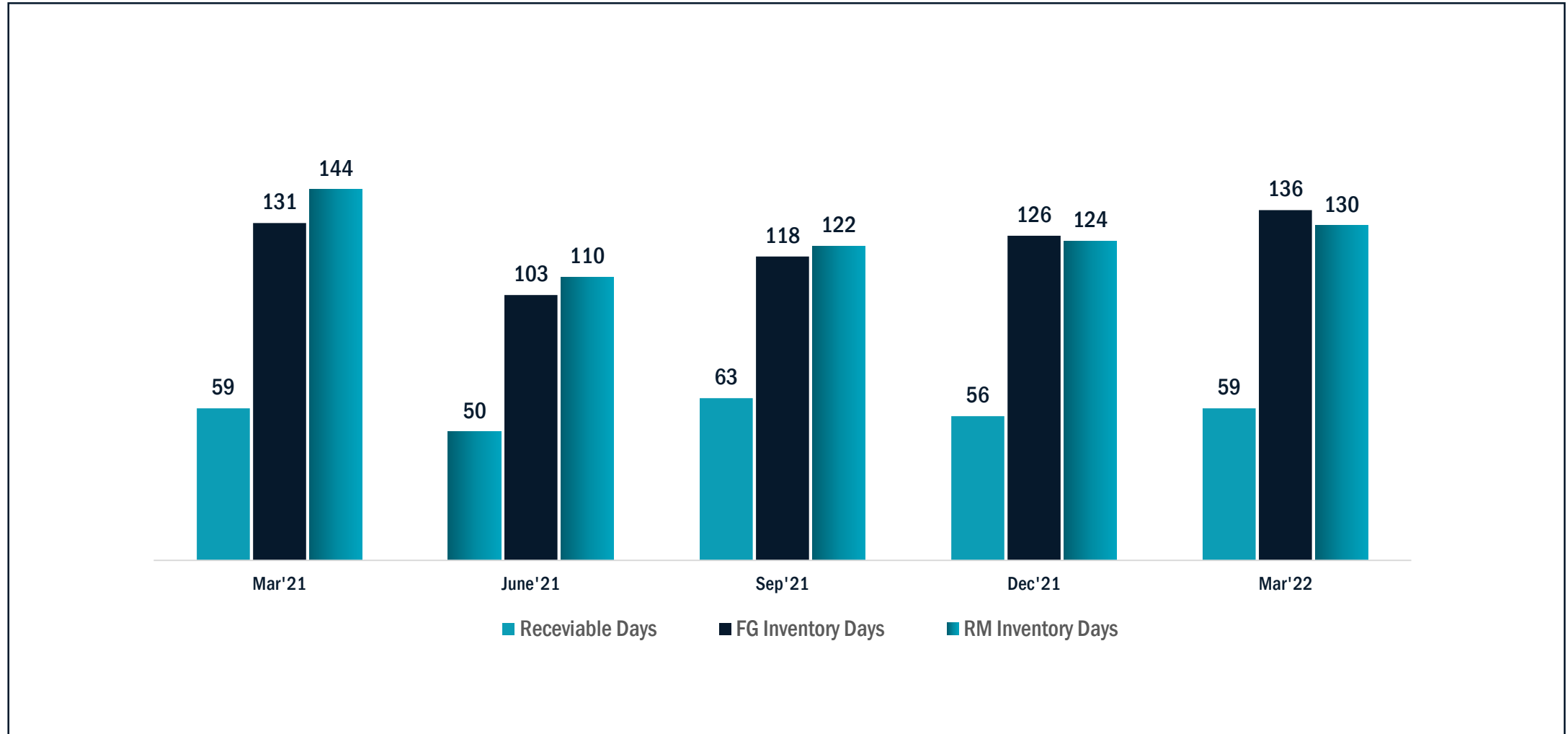


Segment Revenue Stationery - Export (₹ in Lakhs)





WORKING CAPITAL CYCLE





CONSOLIDATED PERFORMANCE FOR YTD FY22

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)
Total	1,11,430	83,457

EBITDA

YTD FY22	YTD FY21
19,035	12,585
(781)	(839)
190	(1,611)
0	0
1	(7)
(156)	-
(45)	-
(1,090)	281
7,523	4,252
(105)	(61)
24,572	14,600

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)
12,999	5,592

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

E-mail Id: 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