



NEL/BSE/155/2017

Knowledge is wealth

23rd March,2017

Corporate Relationship Department
Bombay Stock Exchange Ltd.
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort, Mumbai - 400 001

Ref : Scrip Code : 508989

Dear Sir,

Sub : Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is hereby informed that the Management of the Company is scheduled to meet the following Domestic Institutional Investors by participating in Investor Conference organised by Prabhudas Liladhar Private Limited on Friday, 24th March,2017.The tentative list of Domestic Institutional Investor is as under :

Sr No	Name of Domestic Institutional Investor	Sr No	Name of Domestic Institutional Investor
1	HDFC Mutual Fund	11	Sahara
2	Birla Sun Life Mutual Fund	12	IDBI Capital
3	Sundaram Mutual Fund	13	Right Investments
4	Bajaj Fund	14	Kotak PMS
5	Birla Life Insurance	15	Reliance Wealth
6	Reliance Mutual Fund	16	Quest
7	Sagone	17	IndiaBulls
8	RARE	18	ICICI Pru Life
9	TCG	19	Ask
10	Right Horizon		

The Company shall share the attached 'investor presentation' with the above Domestic Institutional Investor at the said investors conference.

The Company has disseminate the above information on the website of the Company-www.navneet.com.

You are requested to take note of the above.

Kindly acknowledge the receipt.

Note: Date & time may change due to exigencies on the part of Domestic Institutional Investor/Company.

Thank you,

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

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Knowledge is wealth

A PREMIUM EDUCATION HOUSE

INVESTOR PRESENTATION

Unaudited as on 31 December 2016

PRESENTATION CONTENTS

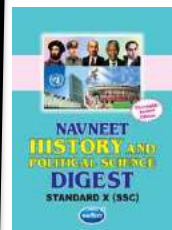
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6 DECADES OF NAVNEET – A SNAPSHOT

From a Pure Publisher Transformed to a Diversified Education Provider

First Digest /
Guide Published
for Std. X

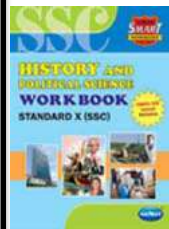


1959

Published 21
Most Likely
Question Sets



1970

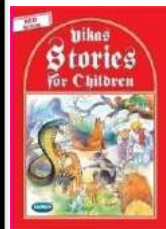


Workbook
Concept
Introduced

Started
Manufacturing
Scholastic Stationery



1975



Children
Books
Introduced

1990

**BSE
&
NSE**

First Educational
Publisher to be Listed
on BSE and NSE

Entered B2B
Digital
Learning Space



1993

Ventured into
School
Management

Entered B2C
Digital
Learning Space



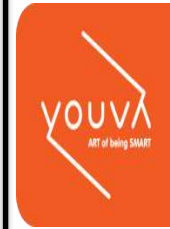
1994



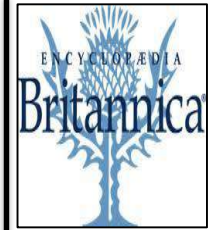
2008

New Scholastic
Stationery Brand
YOUVA Launched

2011



Acquired
Encyclopedia
Britannica India



2014

2016

2017



MILESTONES ACHIEVED

2,50,00,000+

No. of Students using Navneet in FY 16

5,000+

No. of Titles

25,000+

No. of SSC Schools visited every year

6,000+

No. of CBSE Schools visited every year

225+

No. of Authors

2

Presence in States for Supplementary Books

19

Presence in States for CBSE / ICSE Text-Books

5

Presence in Countries for Stationery

48,000+

Retail Outlets for Stationery in India

80,000 Tons

Paper converted to books in FY 16

5

Mediums / Languages for SSC Publications

75,000+

Hours of Digital Library

20,000+

Digital Classrooms

4,000+

No. of Employees

4

Manufacturing Locations

DRIVEN BY A STRONG MANAGEMENT TEAM

NAVNEET EDUCATION LIMITED (NEL) has a balanced Board, comprising 6 Executive Directors and 6 Non Executive Directors. 6 Non Executive Directors comprise of 2 Chartered Accountants who are senior partners of Khimji Kunverji & Co. (A renowned CA Firm), of which one of them is the Chairman of NEL. The other 4 comprise of an Educationist, an Investment Banker, Chairman of Blue Dart Express Ltd. and a Women Director.

All Directors have rich experience in their respective fields.



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2016

							Rs. In Lacs
Sr. No	Particulars	3 months ended 31.12.2016 (Unaudited)	Corresponding 3 months ended in the previous year 31.12.2015 (Unaudited)	Preceding 3 months ended 30-9-2016 (Unaudited)	9 months ended 31.12.2016 (Unaudited)	9 months ended 31.12.2015 (Unaudited)	For the year ended 31.03.2016 (Audited)
1	Income from Operations						
	Net Sales / Income from Operations (net of excise duty & Vat)	15,656	11,292	17,139	88,849	74,638	93,021
	Total income from operations (net)	15,656	11,292	17,139	88,849	74,638	93,021
2	Expenses						
	(a) Cost of materials consumed	10,230	7,508	8,906	35,919	25,468	40,606
	(b) Purchases of stock-in-trade	25	18	227	459	234	277
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(3,699)	(2,908)	(1,760)	6,091	11,691	4,877
	(d) Employee benefits expense	2,666	2,254	2,553	8,026	6,528	9,192
	(e) Depreciation and amortisation expense	645	683	615	1,860	1,953	2,676
	(f) Other expenses	4,406	3,211	4,234	15,326	12,507	17,462
	Total expenses	14,273	10,766	14,775	67,681	58,381	75,090
3	Profit / (Loss) from Operations before Other Income, Finance Costs and Exceptional items (1-2)	1,383	526	2,364	21,168	16,257	17,931



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2016

							Rs. In Lacs
Sr. No	Particulars	3 months ended 31.12.2016 (Unaudited)	Corresponding 3 months ended in the previous year 31.12.2015 (Unaudited)	Preceding 3 months ended 30-9-2016 (Unaudited)	9 months ended 31.12.2016 (Unaudited)	9 months ended 31.12.2015 (Unaudited)	For the year ended 31.03.2016 (Audited)
4	Other Income	547	511	448	1,226	1,650	1,857
5	Profit / (Loss) from ordinary activities before Finance Costs and Exceptional items (3+4)	1,930	1,037	2,812	22,394	17,907	19,788
6	Finance Costs	5	2	3	233	304	348
7	Profit / (Loss) from ordinary activities after Finance Costs but before Exceptional items (5-6)	1,925	1,035	2,809	22,161	17,603	19,440
8	Exceptional Items	-	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before Tax (7+8)	1,925	1,035	2,809	22,161	17,603	19,440
10	Tax Expense						
	(a) Provision for Taxation	732	332	980	7,934	6,106	6,875
	(b) Provision for Deferred Tax	(71)	(48)	(29)	(251)	(182)	(276)
	(c) (Excess)/Short Provision of the earlier year W/off / back	-	-	-	-	-	61
11	Net Profit / (Loss) from ordinary activities after Tax (9-10)	1,264	753	1,858	14,478	11,679	12,780



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2016

							Rs. In Lacs
Sr. No	Particulars	3 months ended 31.12.2016 (Unaudited)	Corresponding 3 months ended in the previous year 31.12.2015 (Unaudited)	Preceding 3 months ended 30-9-2016 (Unaudited)	9 months ended 31.12.2016 (Unaudited)	9 months ended 31.12.2015 (Unaudited)	For the year ended 31.03.2016 (Audited)
12	Extraordinary items (net of tax expense)	-	-	-	-	-	-
13	Net Profit / (Loss) for the period (11-12)	1,264	753	1,858	14,478	11,679	12,780
14	Other comprehensive income (after tax)	5	5	5	15	15	20
15	Total comprehensive income (after tax) (OCI)	1,269	758	1,863	14,493	11,694	12,800
16	Paid-up Equity Share Capital (Face Value of Rs.2/- each)	4,764	4,764	4,764	4,764	4,764	4,764
17	Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year						58,086
18	Earnings per Share (of Rs. 2/- each) (not annualised)						
	(a) Basic	0.53	0.32	0.78	6.08	4.90	5.37
	(b) Diluted	0.53	0.32	0.78	6.08	4.90	5.37



STANDALONE UNAUDITED SEGEMENT REVENUE AND RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2016

Particulars	3 months ended 31.12.2016 (Unaudited)	Corresponding 3 months ended in the previous year 31.12.2015 (Unaudited)	Preceding 3 months ended 30-9-2016 (Unaudited)	9 months ended 31.12.2016 (Unaudited)	9 months ended 31.12.2015 (Unaudited)	For the year ended 31.03.2016 (Audited)
(1) Segment Revenue						
a. Publishing Content	9,440	7,180	10,864	54,231	45,788	51,565
b. Stationery Products	6,172	3,989	5,871	33,805	28,231	40,708
c. Others	44	123	404	813	619	748
Total	15,656	11,292	17,139	88,849	74,638	93,021
Less: Inter Segment Revenue	-	-	-	-	-	-
Net Sales/Income from Operations	15,656	11,292	17,139	88,849	74,638	93,021
(2) Segment Results	-	-	-	-	-	-
a. Publishing Content	2,600	1,636	3,353	20,030	15,854	17,492
b. Stationery Products	(250)	(419)	(137)	3,979	2,692	3,643
c. Others	(78)	7	89	171	80	57
Total	2,272	1,224	3,305	24,180	18,626	21,192
Less :						
i. Finance Cost	5	2	3	233	304	348
ii. Other unallocable expenditure	842	670	873	2,839	2,263	3,108
iii. Other unallocable (income)	(500)	(483)	(380)	(1,053)	(1,544)	(1,704)
Total Profit Before Tax	1,925	1,035	2,809	22,161	17,603	19,440



FY 16 KEY FINANCIALS

Rs. in Million (INR)

PARTICULARS	PUBLICATION	STATIONERY	TOTAL
REVENUE	5,160	4,077	9,311
EBIDTA (%)	33.9	8.9	22.8
PAT (%)			13.7

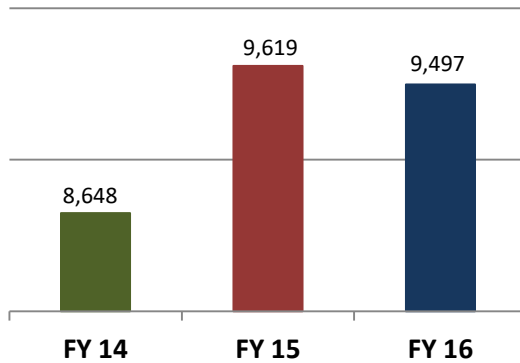
PARTICULARS	YEAR ENDED 31 MARCH 2016	YEAR ENDED 31 MARCH 2015	ANNUAL GROWTH (%)
PUBLICATION	5,160	5,319	-3.0
STATIONERY	4,077	4,224	-3.5
TOTAL REVENUE	9,311	9,594	-2.9
PAT	1,278	1,293	-1.2
DIVIDEND PAYOUT (%)	110	110	



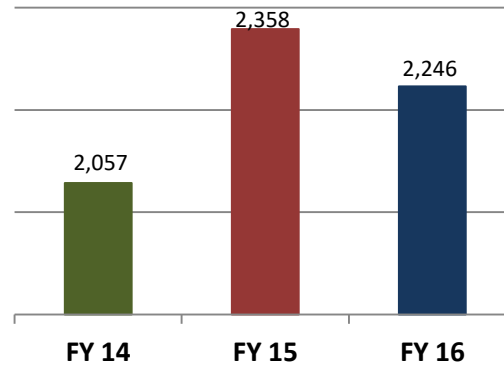
3 YEARS FINANCIAL SNAPSHOT (STANDALONE)

Rs. in Million (INR)

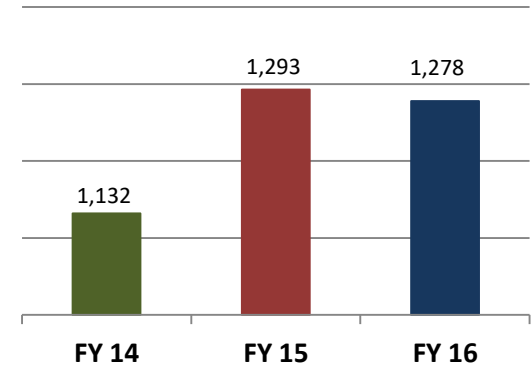
Revenue (Including Other Income)



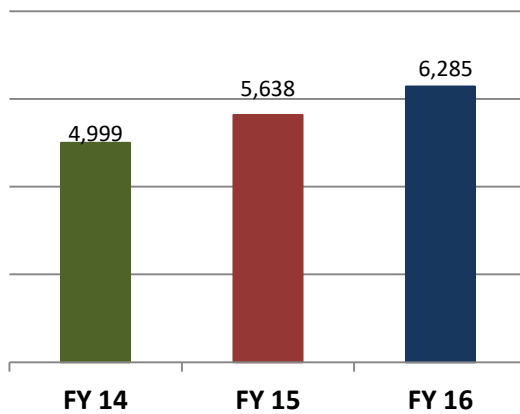
EBDITA



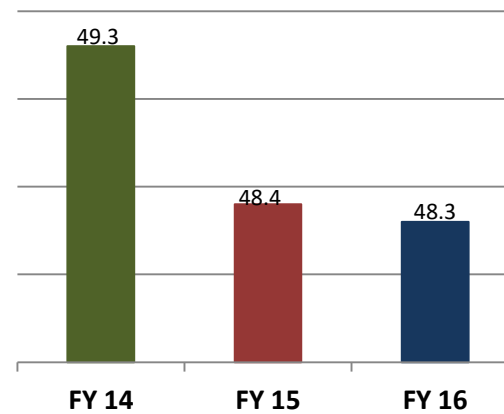
Net Profit (PAT)



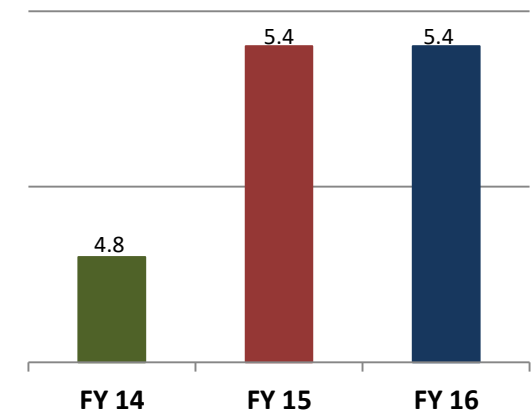
Net Worth



Dividend Payout % to Net Profits



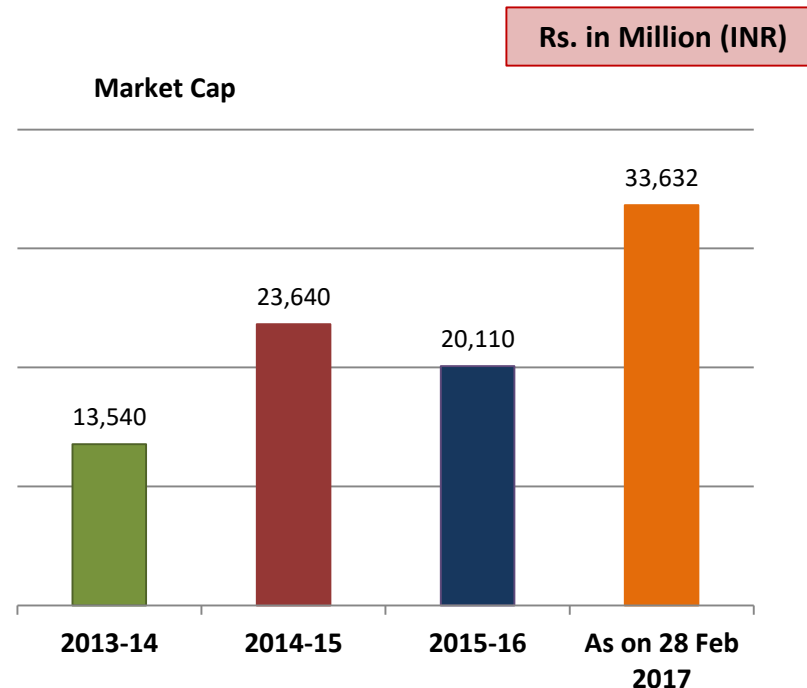
EPS (Post Tax)



SHAREHOLDING PATTERN AND MARKET CAP

Category	As on 10 February 2017
	Shareholding (%)
Promoter & Promoter Group	61.78%
Domestic Institutional Investors	15.71%
Foreign Institutional Investors	5.93%
Non-Institutional Investors	16.58%
Total	100.00%

Institution	Shareholding %
HDFC Asset Management Company	8.50%
Somerset Capital Management	2.70%
Unit Trust of India Asset Management Company	2.52%
Franklin Templeton Investments	1.65%
Kotak Asset Management	1.23%



- **Trusted by 25,000+ Shareholders**
- **Face Value of Rs. 2/- per share**
- **For analysts coverage on Navneet visit:**
<http://www.navneet.com/research-reports/>

Stock Code:

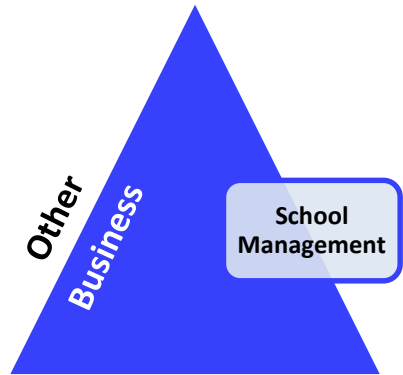
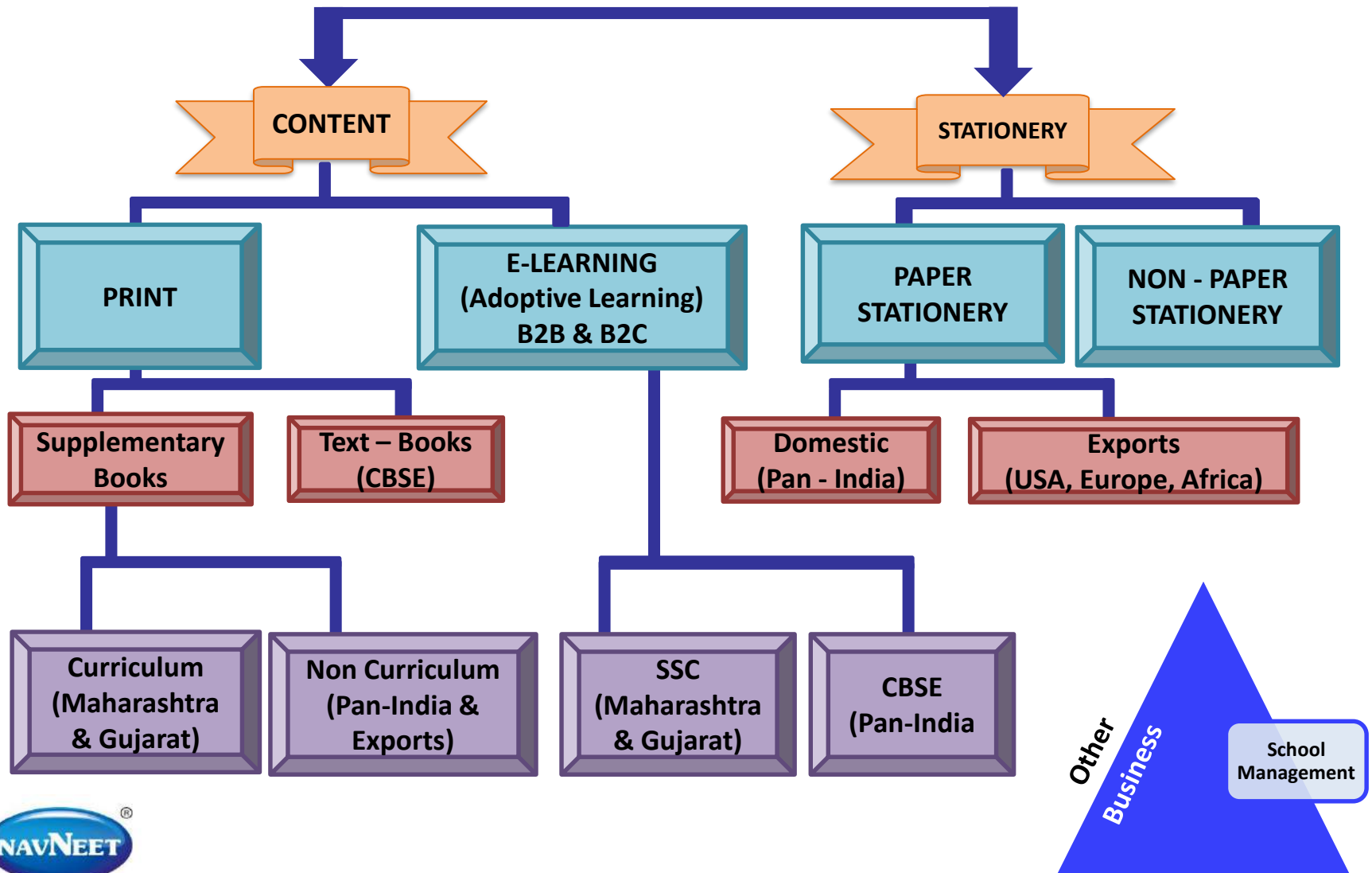
BSE : 508989

NSE : NAVNETEDUL

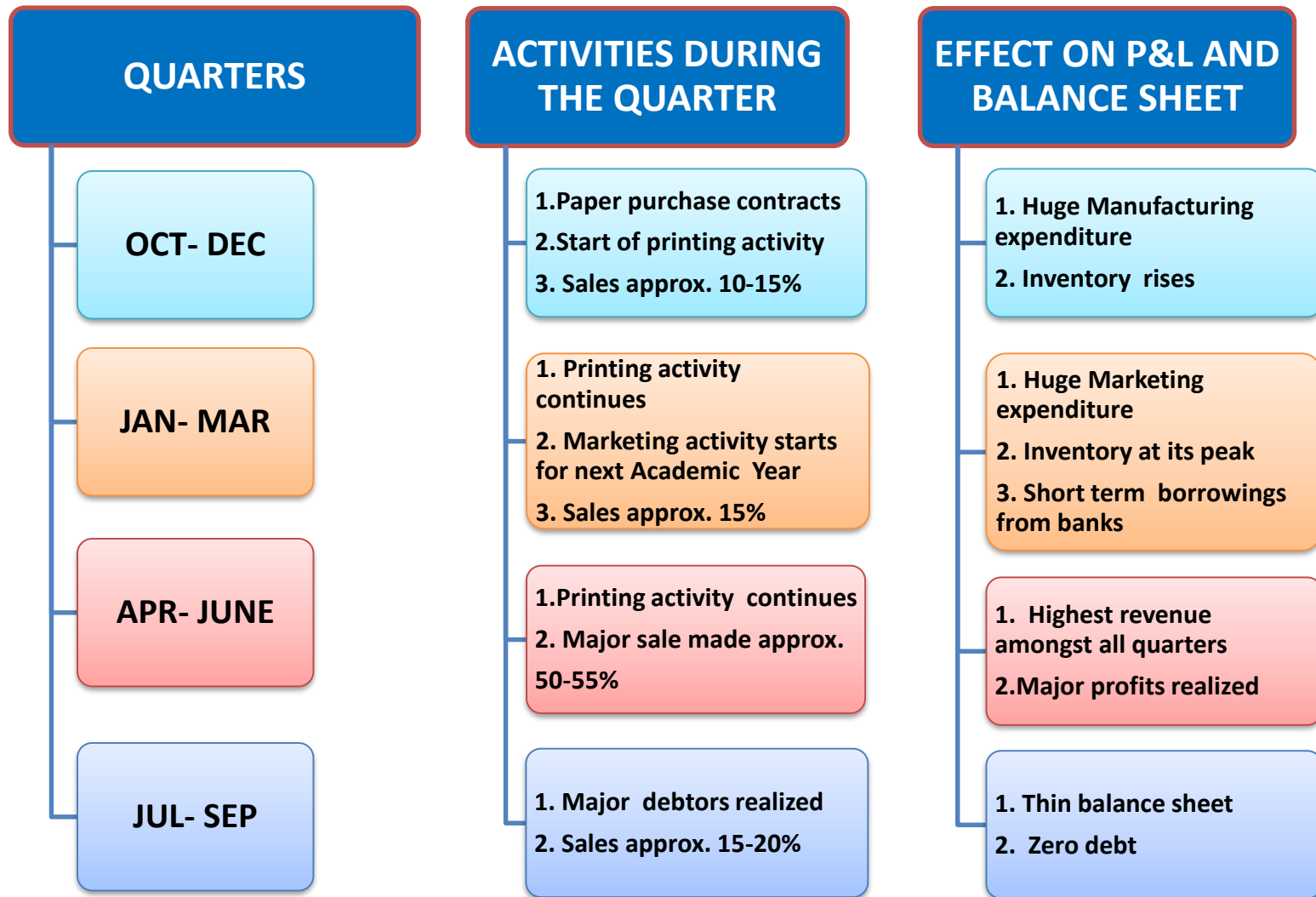
Bloomberg / Reuters: NELI IN / NAVN.BO



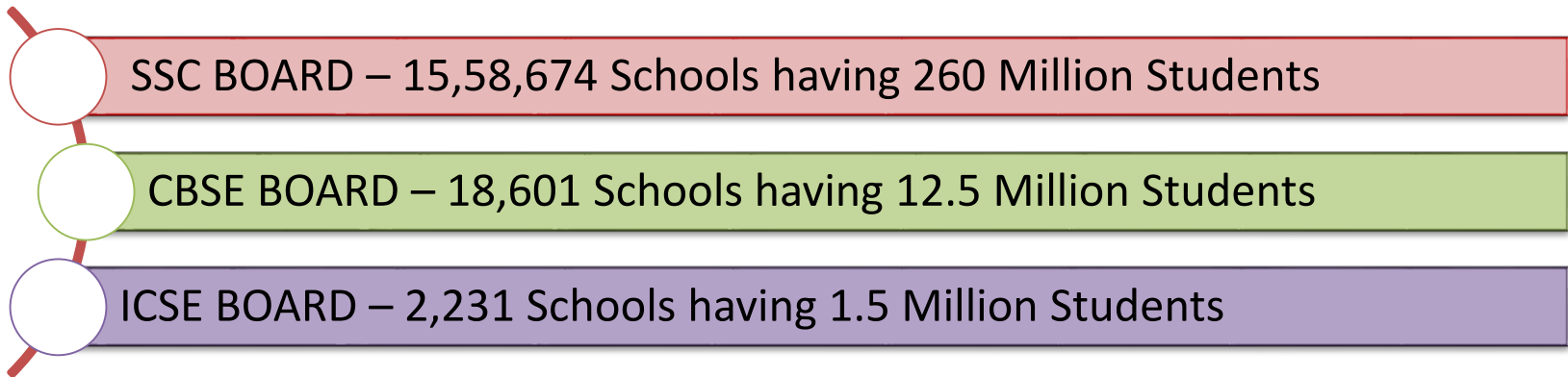
NAVNEET'S BUSINESS PORTFOLIO



NAVNEET'S BUSINESS CYCLE



SCHOOL EDUCATION SYSTEM IN INDIA



International Boards – CIE (IGCSE) & IB have 335 & 140 Schools respectively.

Source: U- DISE 2015-16 Report

Navneet's Focus

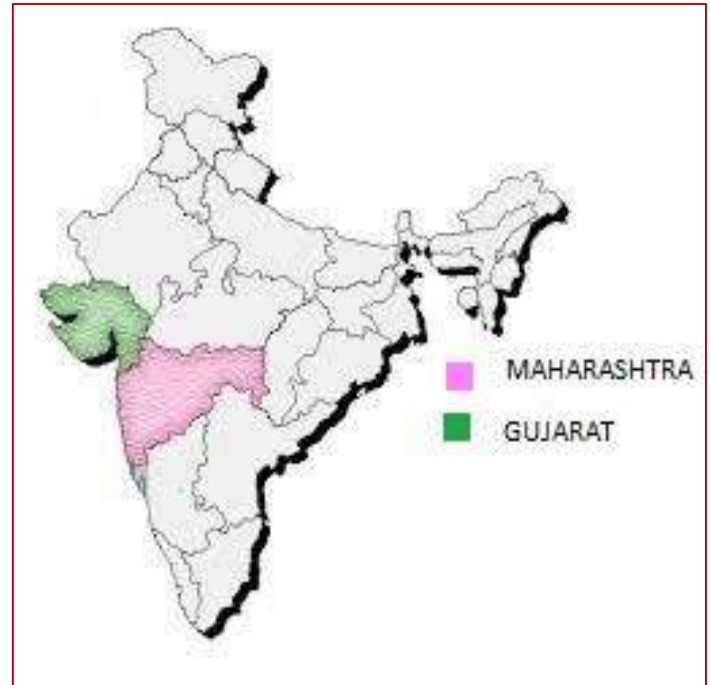
1. Navneet's focus till now has been on SSC Schools which are around 98% of total schools in India. Of the total 15,58,674 Schools, 3,34,468 (21.45%) Schools are Private, rest all are Government.
2. 95% Students get education from SSC Board Schools.
3. All these 98% Schools are governed by respective State Education Boards.
4. CBSE, ICSE, IGCSE and IB Schools constitute less than 2% of total schools in India, but as the no. are increasing rapidly, Navneet has initiated publishing for this segment as well.



NAVNEET'S PRESENCE IN CURRICULUM BASED PRINT CONTENT

Source: U- DISE 2015-16 Report

PARTICULARS	MAHARASHTRA	GUJARAT
No of Government Schools	67,294	33,843
No of Private Schools	30,383	10,205
TOTAL SCHOOLS	98,213	44,051
Schools in Regional Medium	86,315	41,189
Schools in English Medium	11,898	2,862
NUMBER OF STUDENTS		
a) Standard 1-5	1,00,26,502	56,48,045
b) Standard 6-8	60,17,273	34,42,669
c) Standard 9-10	36,80,718	17,37,625
d) Standard 11-12	27,42,807	9,50,803
TOTAL STUDENTS	2,24,67,300	1,17,79,142



NAVNEET'S CORE COMPETENCE

1. Navneet has approximately 65% market share in Maharashtra and approximately 70% in Gujarat Supplementary books.
2. Long standing brand with more than 1,00,000 schools covering 25 Million students every year.
3. Strong marketing team with 450 (Gujarat + Maharashtra + all India) sales representative pitches more than 25,000 private schools every year for getting the books recommended.
4. More than 225 Authors on Royalty program who writes for Navneet.



CHARACTERISTICS OF K12 PRINT CONTENT INDUSTRY IN INDIA

KEY POINTS	DESCRIPTION
PRODUCTS	K12 Print Content Industry consists of Textbooks and Supplementary Books like Workbooks, Guides/Digests and Question Banks.
CONTENT	It is a content driven business with Publishers/Authors developing course materials based on latest prescribed syllabus by respective State Education Boards.
FRAGMENTED	K12 Print Content Industry is highly fragmented in India with a large number of Regional players in Supplementary Books.
ROYALTY	Most of the Publishers pay lump sum Royalty to the Authors. Very few like Navneet pay Royalty on percentage of revenue.
MARKET SIZE	Total Market Size is approximately INR 135 Billion growing at a rate of 12% P.A



REASONS FOR NAVNEET'S SUCCESS IN K12

SUPPLEMENTARY BOOKS

KEY POINTS	DESCRIPTION
FOCUS	Focus on State Board School Curriculum in Western India and hence catering to masses with a target audience of 34,24,64,420 students.
QUALITY	Unmatched Content Quality over the years written by experienced present / retired School Principal / Teachers and College Professors.
RELATIONSHIP	Strong Relationship with 25,000 English and Regional Medium Schools in both the States.
RANGE	Only Publisher having entire range of products from Play Group to XII Grade across mediums and product categories.
ROYALTY	Navneet pays Royalty to its Authors based on the sales. Hence, authors are motivated to keep the books updated to achieve higher sales.



GROWTH DRIVERS FOR NAVNEET'S K12 PRINT CONTENT

KEY POINTS	DESCRIPTION
SYLLABUS CHANGE	Syllabus Change in State Board (SSC) Schools is a major growth driver as it does away with the old and second hand books from trade and students buy new supplementary books as per the new revised syllabus.
ENCYCLOPAEDIA BRITANNICA INDIA	Navneet has acquired Encyclopaedia Britannica India to cater to the CBSE Text-Books market which has a presence in more than 6,000 Schools across India.
CBSE PATTERN SCHOOLS	Many English Medium Private SSC Schools (Around 80,000 in the Country) have started positioning themselves as CBSE Pattern Schools where they use private publishers' text books up to Grade VIII. Navneet has started marketing its products in those schools also.



E-LEARNING B2B & B2C – DIGITAL CONTENT

BRAND PORTFOLIO



TOPScorer



KEYS POINTS	DESCRIPTION
OFFERINGS	<ol style="list-style-type: none">1. TOPClass – B2B Product for schools where we provide digital content for Maharashtra and Gujarat State Curriculum for English, Marathi and Gujarati Mediums for Grades 1 to 10.2. TOP Assessment – B2B Product for schools where we assessment modules.3. TOPScorer – B2C product for Students which includes Pen-drives, Tablets and CDs for State and CBSE Curriculum.
NUMBERS ACHIEVED	Total B2B Product installed in 3,500 Institutions covering 20,000 Classrooms.
FY 16 REVENUE	In FY 16, eLearning segment generated a revenue of INR 197 Million.



CHARACTERISTICS OF NAVNEET'S E-LEARNING CONTENT

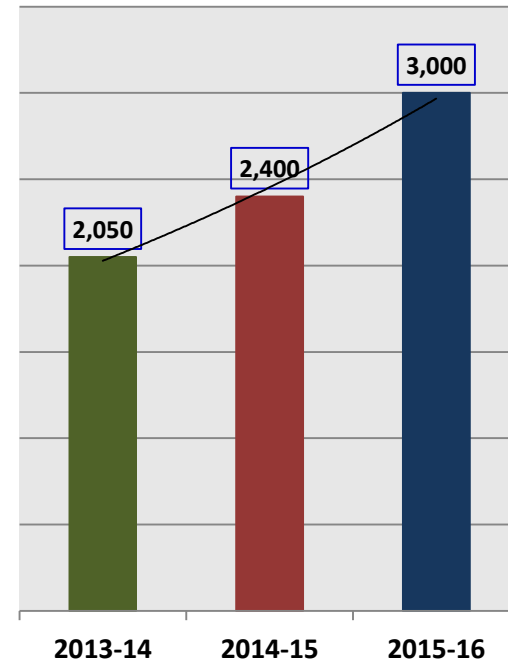
DESCRIPTION

Being a digital representation of a Text Book, it is highly syllabus focused, and therefore highly preferred and recommended by the teachers in existing states of Maharashtra and Gujarat.

Over 75,000 minutes of content library already developed for State Boards for Gujarat and Maharashtra and CBSE Curriculum.

Navneet's strong brand name especially in Western India creates a strong platform to launch products and penetrate New Markets.

NUMBER OF INSTITUTIONS



GROWTH DRIVERS FOR NAVNEET'S E-LEARNING SEGMENT

KEY POINTS	DESCRIPTION
HUGE UNTAPPED B2B MARKET	Out of 40,000 Private Schools, only 3,500 have been tapped till 31st Dec., 2016. Hence, there is a huge potential for B2B market in 2 States of Maharashtra and Gujarat.
B2C MARKET	Navneet is ready with B2C retail offerings like Online Portal, CDs, Tablets and Pen Drives for State Boards curriculum of Maharashtra and Gujarat and CBSE curriculum. Encyclopaedia Britannica India 's digital products will also add value.
ACCEPTABILITY	Not only students but teachers also have accepted and acknowledged the benefits of digital learning and more and more schools are turning digital. Being user friendly, more and more schools, teachers and students are moving forward to accept, teach and learn through digital platforms.
GOVERNMENT INITIATIVES	Government has also started installing Digital Classrooms in selected schools on a pilot basis and distributed tablets in selected areas to understanding the impact of technology in Education. Depending on the availability of the funds, this project may expand gradually.



NAVNEET'S SCHOLASTIC STATIONERY PORTFOLIO

PAPER STATIONERY

Around 70% is manufactured in house balance is outsourced. Sold in India as well as exported to major retailers worldwide.

Products include full range of scholastic stationery like Note books, Long books, Drawing books, Writing pads, Index Cards, etc.

Contributed 94% (INR 3,835 Million) of total Stationery Revenue (INR 4,077 Million) in FY16 Revenue Split :

Domestic :	55% (INR 2,097 Mn)
Exports :	45% (INR 1,738 Mn)

NON – PAPER STATIONERY

Not manufactured in house. It is outsourced under our brands and sold Pan India.

Products includes Pencils, Erasers, Sharpeners, Crayons, Geometry Sets, Rulers, Dough, Color Pastels, etc.

Contributed 6% (INR 239 Million) of total Stationery Revenue (INR 4,077Million) in FY 16.



CHARACTERISTICS OF SCHOLASTIC STATIONERY INDUSTRY IN INDIA

KEY POINTS	DESCRIPTION
CATEGORY	Stationery industry is categorized into Paper and Non-Paper Stationery.
TYPE	Paper Stationery market is highly fragmented market with more than 85% still dominated by the un-organized players. Non paper is more well established for branded players with approx. 60% dominated by them.
MARKET SIZE	Total Market Size of Paper stationery is anticipated at INR 100 Billion and that of Non-Paper stationery is INR 50 Billion. Both are growing at the rate of 15% per annum.
MARGINS AND PRICING	There is not much value addition a manufacturer can do in in paper products. Hence, the margins are very thin and pricing is always very competitive.
MARKET SHARE	Organized players have been gaining market share from un-organized players over the past few years. Navneet's market share may be around 2% in scholastic stationery and hence a large scope to capture the market.



Global Presence Walmart

International Customer Profile



Licensee Partners



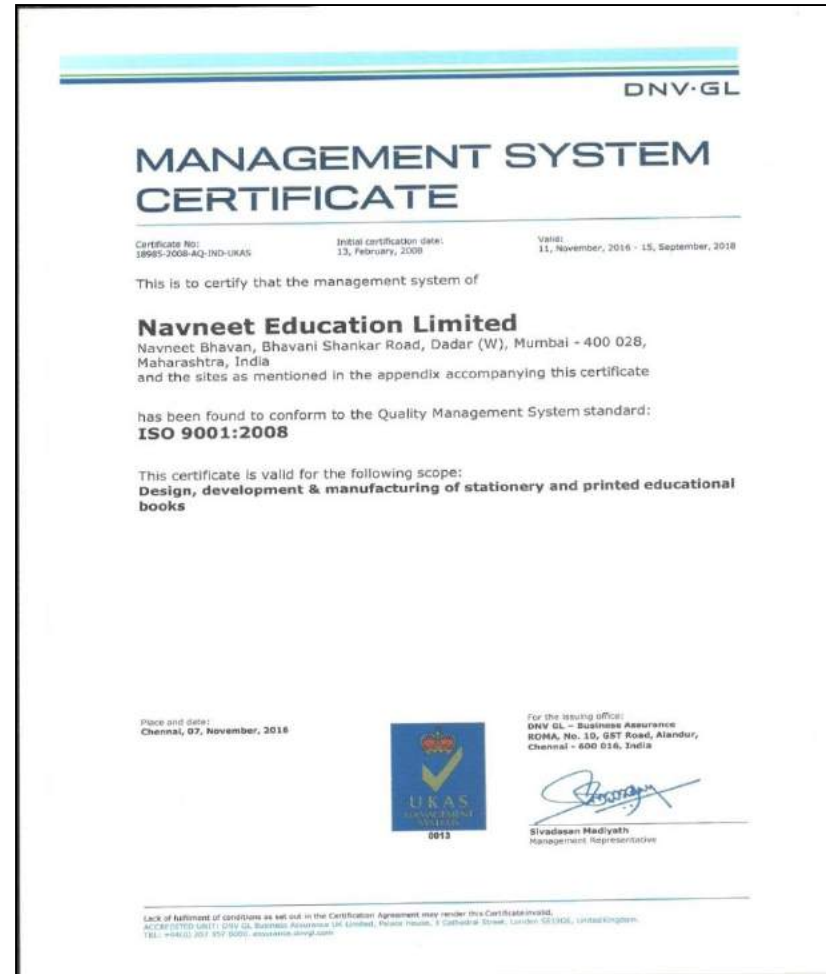
Certifications



ACCOLADES



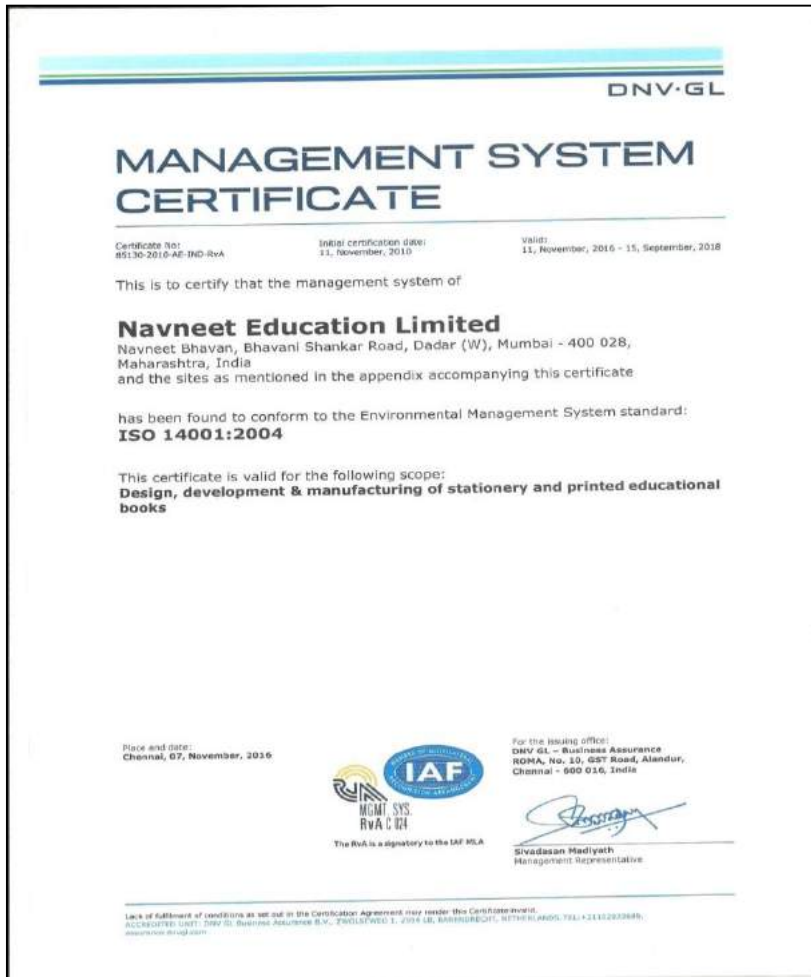
**FOREST STEWARDSHIP COUNCIL™
CHAIN OF CUSTODY**



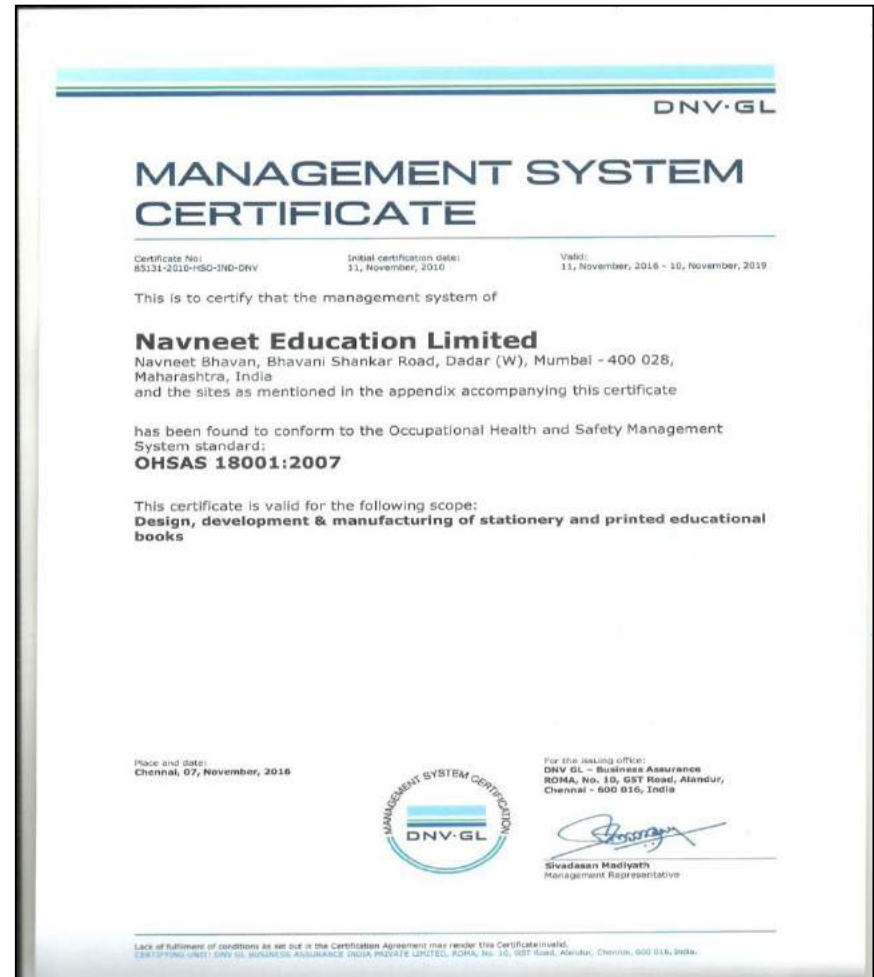
ISO 9001 : 2008(Systems)



ACCOLADES



ISO 14001 : 2004 (Environment)



OHSAS 18001 : 2007 (Health & Safety)



NAVNEET'S STRENGTHS IN STATIONERY

KEY POINTS	DESCRIPTION
FIRST ENTRANT ADVANTAGE	Navneet was the First Organized Brand to enter the Stationery business in India way back in 1995 to bring out standardized products with the Number of Pages and MRP printed on it, full size note books, shrink wrap packets in carton packing.
PRESENCE	Navneet's Stationery products are marketed and are available Pan India across 85,000+ retail stores which makes its presence felt.
MANUFACTURING	Navneet has 2 manufacturing plants for Paper stationery at Silva's and Khaniwade (near Mumbai) which has a capacity to produce 150 tons per day. It also outsources manufacturing from Vapi, Vasai, Kanpur and Bangalore.
QUALITY AND STANDARDS	All company owned plants are ISO 9001-2000 certified and follow highest International Manufacturing Standards.
ENVIRONMENT FRIENDLY	Eco-Buddy Paper is used for most of the products which is Environmental Friendly and hence preferred by Leading International Retail Chains.



STATISTICS

PAPER AND NON PAPER STATIONERY		
	PAPER STATIONERY	NON-PAPER STATIONERY
Market size in India	INR 100 Billion	INR 50 Billion
Organized players' market share	15 %	60 %
Navneet's market share in organized segment	15 %	1.5 %

NAVNEET'S CORE COMPETENCE

1. Navneet has a strong Sales team of 450+ who ensure that Navneet's products are available with leading retailers in the Country
2. Strong distribution network of 1,200 Distributors, 16 C&F and 3 Mother Depots.



ENCYCLOPAEDIA BRITANNICA INDIA

KEY POINTS	DESCRIPTION
ABOUT	Encyclopaedia Britannica India (“EB India”) is one of India’s leading Pre K-12 curricular educational publisher; started publishing operations in India in 2009.
PRODUCTS	Extensive product catalogue comprising educational, instructional and information products & technology solution.
OFFERINGS	Offers specialized curricular learning solutions consisting of textbooks, interactive student and teacher resources, and teacher training materials.
REACH	Pan-India presence with footprint reaching ~5 Million students through 14,000 schools. Key export markets include Sri-Lanka, Nepal, GCC.

MILESTONES ACHIEVED



REACH



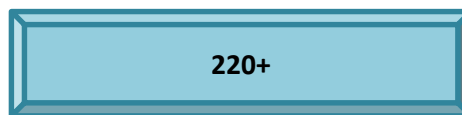
USAGE OF PRODUCTS



SECTOR



LOCATIONS



EMPLOYEES



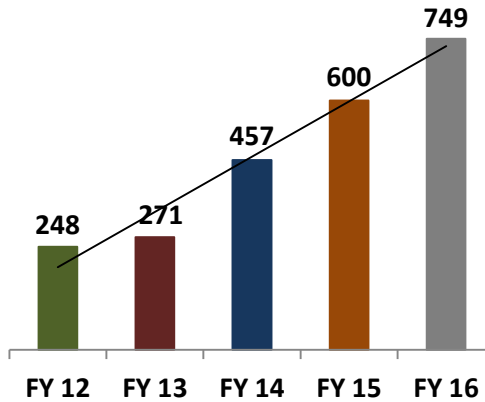
CURRICULUM



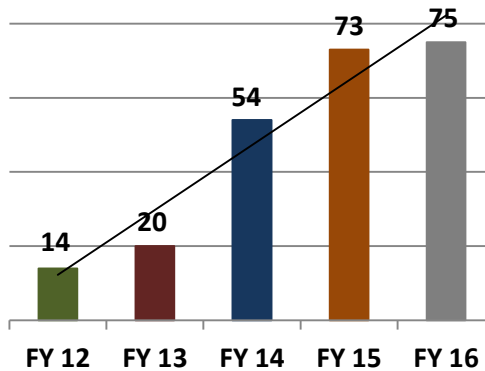
ENCYCLOPAEDIA BRITANNICA INDIA : OVERVIEW

Rs. in Million (INR)

Revenue Summary



EBITDA Summary



KEY CLIENTELE



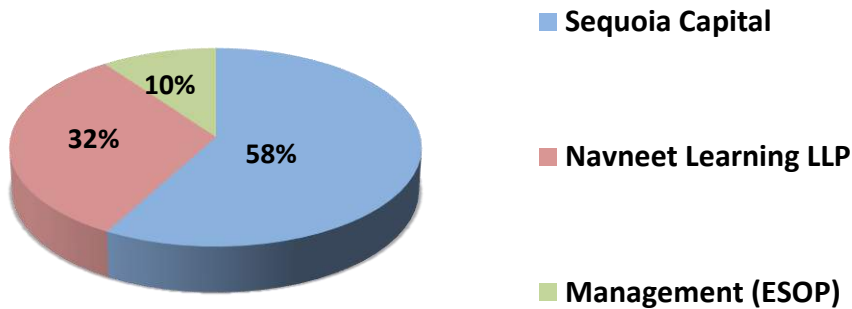
INVESTMENT IN K12TECHNO SERVICES

Over the last few years, quality Direct Education is in great demand in the Country and hence seen a sudden growth.

ORCHIDS – The International School



SHAREHOLDING



Locations	No. of Schools
Mumbai	5
Pune	1
Bangalore	5
Hyderabad	1
TOTAL	12



CORPORATE SOCIAL RESPONSIBILITY



Internal Stakeholders

Housing at subsidized rates in Central Mumbai

Dedicated housing facilities near manufacturing plants

Subsidized food for employees

External Stakeholders

Setting of question papers for over 5,500 schools in Gujarat with minimum logistic charges

Three charitable hospitals established in Mumbai under the name Navneet Hospitals

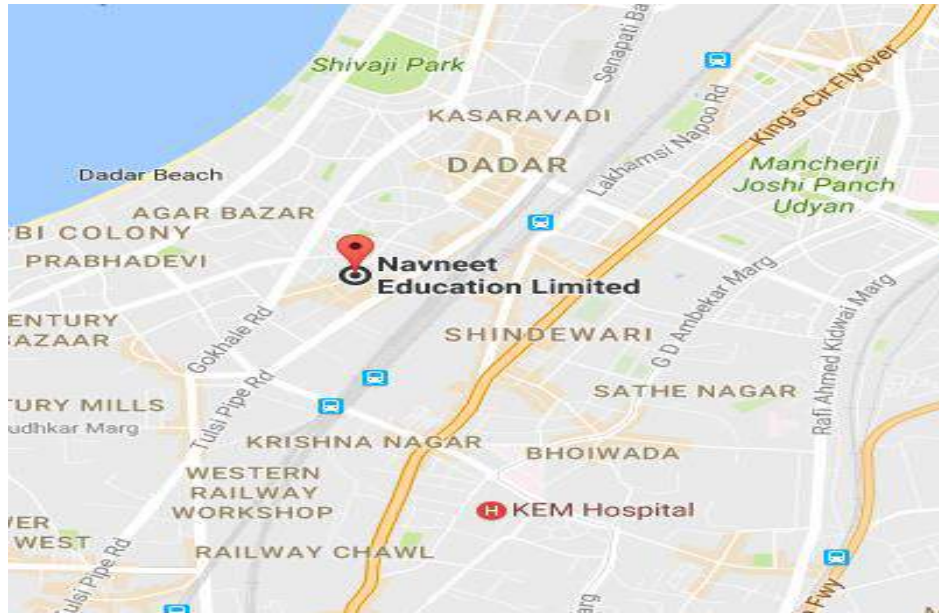
Sponsorships to over 100 schools annually for cultural events

Annual felicitation of teachers belonging to State Government

Free books & stationery distributed to under privileged children from over 60 trusts



CONTACT DETAILS



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Corporate Identity Number L22200MH1984PLC034055

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