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NEL/BSE/102/2018

31st October,2018

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 half year ended 30th September,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

CIN: L22200MH1984PLC034055

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Q1 FY 19 UPDATE

Un Audited as on 30 September 2018



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2018

(INR in Lakhs, except Earnings Per Share)

Sr. No.	Particulars	Quarter ended			Half year ended		Year ended
		30.09.2018 (Unaudited)	30.09.2017 (Unaudited)	30.06.2018 (Unaudited)	30.09.2018 (Unaudited)	30.09.2017 (Unaudited)	31.03.2018 (Audited)
	Income						
I	Revenue from operations	26,347	18,236	66,996	93,343	74,522	113,224
II	Other Income	715	470	709	1,424	1,698	2,921
III	Total Income (I + II)	27,062	18,706	67,705	94,767	76,220	116,145
	Expenses						
	Cost of materials consumed	13,660	8,956	22,682	36,342	27,669	59,298
	Purchases of stock-in-trade	12	4	33	45	16	525
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1,599)	(532)	12,535	10,936	10,232	(3,562)
	Employee benefits expense	3,440	3,008	3,295	6,735	6,113	11,939
	Finance Costs	232	162	420	652	419	597
	Depreciation and amortisation expense	603	561	573	1,176	1,091	2,349
	Other expenses	6,200	3,991	8,710	14,910	11,444	21,554
IV	Total expenses	22,548	16,150	48,248	70,796	56,984	92,700
V	Profit before tax (III - IV)	4,514	2,556	19,457	23,971	19,236	23,445
VI	Tax Expense:	1,622	893	6,828	8,450	6,608	8,124
VII	Profit for the period / year (V - VI)	2,892	1,663	12,629	15,521	12,628	15,321
VIII	Other Comprehensive Income for the period, net of tax	(332)	(39)	(385)	(717)	(65)	(470)
IX	Total Comprehensive Income for the period (VII + VIII)	2,560	1,624	12,244	14,804	12,563	14,851
	Paid-up Equity Share Capital (Face Value INR 2/- per share)	4,671	4,671	4,671	4,671	4,671	4,671
	Other Equity	-	-	-	-	-	76,170
	Earnings per Share (of INR 2/- per share) (not annualised)						
	(a) Basic	1.24	0.71	5.41	6.65	5.41	6.56
	(b) Diluted	1.24	0.71	5.41	6.65	5.41	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 October 31, 2018.
- 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 quarterly & half yearly financial results are not representative of the operations of the whole year.
- 4 Subsequent to reporting period, the Company has completed buyback of 46,87,500 equity shares of INR 2 each at a price of INR 160 per share on October 16, 2018. Consequently, the number of equity shares post buy back would be reduced to 22,88,70,500 of INR 2 each. Accordingly, the paid up Equity Share Capital also would be reduced to INR 4,577 Lakhs.
- 5 Revenue from operations for the periods upto 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 half year ended September 30, 2018 is not strictly comparable to the half year ended September 30, 2017.

For the purpose of comparability, revenue from operations including excise duty and excluding excise duty are given below:

(INR in Lakhs)

Particulars	Half year ended	
	30.09.2018 (Unaudited)	30.09.2017 (Unaudited)
Revenue from operations (including excise duty)	93,343	74,522
Less: Excise duty included in other expenses	-	(137)
Revenue from operations (excluding excise duty)	93,343	74,385

- 6 The figures for the previous quarters and half yearly periods have been regrouped / rearranged wherever necessary to conform to the current period presentation.
- 7 **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.



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2018

(INR in Lakhs)

Particulars	Quarter ended			Half year ended		Year ended
	30.09.2018 (Unaudited)	30.09.2017 (Unaudited)	30.06.2018 (Unaudited)	30.09.2018 (Unaudited)	30.09.2017 (Unaudited)	31.03.2018 (Audited)
Segment Revenue (Sales and operating income):						
a. Publishing Content	17,952	11,775	36,595	54,547	48,934	62,821
b. Stationery Products	8,358	6,381	30,338	38,696	25,391	50,096
c. Others (Windmill, Pre-school and Trading items etc.)	121	155	160	281	370	581
	26,431	18,311	67,093	93,524	74,695	113,498
Less: Inter Segment Revenue	84	75	97	181	173	274
Total Segment Revenue	26,347	18,236	66,996	93,343	74,522	113,224
Segment Results (Profit / (loss) before tax and interest from each segment):						
a. Publishing Content	5,811	3,804	15,480	21,291	18,735	21,293
b. Stationery Products	(488)	(552)	5,527	5,039	2,371	5,071
c. Others (Windmill, Pre-school and Trading items etc.)	76	(19)	41	117	16	(53)
Total Segment Result	5,399	3,233	21,048	26,447	21,122	26,311
Less : i. Finance Cost	232	162	420	652	418	597
ii. Other unallocable expenditure	1,062	754	1,387	2,449	1,913	3,259
iii. Other unallocable (income)	(409)	(239)	(216)	(625)	(444)	(990)
Total Profit Before Tax	4,514	2,556	19,457	23,971	19,236	23,445



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2018

(INR in Lakhs)

Particulars	As at 30.09.2018 (Unaudited)	As at 30.09.2017 (Unaudited)	As at 30.06.2018 (Unaudited)	As at 30.09.2018 (Unaudited)	As at 30.09.2017 (Unaudited)	As at 31.03.2018 (Audited)
Segment Assets						
a. Publishing Content	60,336	48,604	66,009	60,336	48,604	49,816
b. Stationery Products	34,896	22,943	50,731	34,896	22,943	51,185
c. Others (Windmill, Pre-school and Trading items etc.)	8,512	8,614	8,538	8,512	8,614	8,694
d. Unallocated	10,515	10,915	5,725	10,515	10,915	3,824
Total Segment Assets	114,259	91,076	131,003	114,259	91,076	113,519
Segment Liabilities						
a. Publishing Content	9,604	2,832	6,996	9,604	2,832	3,401
b. Stationery Products	4,753	3,049	5,567	4,753	3,049	6,448
c. Others (Windmill, Pre-school and Trading items etc.)	6	121	10	6	121	26
d. Unallocated	8,474	6,499	25,344	8,474	6,499	22,803
Total Segment Liabilities	22,837	12,501	37,917	22,837	12,501	32,678
Capital Employed						
a. Publishing Content	50,732	45,772	59,013	50,732	45,772	46,415
b. Stationery Products	30,143	19,894	45,164	30,143	19,894	44,737
c. Others (Windmill, Pre-school and Trading items etc.)	8,505	8,493	8,528	8,506	8,493	8,668
d. Unallocated	2,041	4,416	(19,619)	2,041	4,416	(18,979)
Net Capital Employed	91,422	78,575	93,086	91,422	78,575	80,841

Q1 FY 19 PERFORMANCE AT A GLANCE

1. Revenue from Operations grew by 44% and stood at INR 26,347 Lakh.
2. Publication revenue grew by 52% and stood at INR 17,952 Lakh
3. Stationery revenue grew by 31% and stood at INR 8,358 Lakh
4. The Company's segmental Results stood at INR 5,399 Lakh (20.49%) on total Revenue from Operations
5. Profit Before Tax stood at INR 4,514 Lakh (17.13%) of Total Revenue

AT BALANCE SHEET LEVEL (Rs. In Lakh)

PARTICULARS	June 2018	June 2017
Inventory	30,191	18,702
Debtors	29,279	21,603
Borrowings	2,200	NIL
Investments & Advances	23,771	29,387



OUTLOOK ON BUSINESS SEGMENTS

Publications

- Syllabus Change in Maharashtra and Gujarat to continue for FY 20 .
- Indiannica Learning's new Series of Textbooks from Grades 1-8 are ready for promotion from December 2018 for next Academic Year.

eSense (eLearning)

- B2B sales expected to grow with more schools opting for digital learning.
- School Buddy , evaluation based products and Augmented Realty product has shown good interest in B2B segment.
- With 500+ hours of video viewing and 10,000 daily visitors for Top Scorer, this number is expected to grow at a healthy rate.

Stationery

- Exports will continue to grow at a good pace backed by confirmed orders.
- Domestic stationery to grow at current pace.

THANK YOU

