



Knowledge is wealth

A PREMIUM EDUCATION HOUSE

Q4 FY 17 UPDATE

Audited as on 31 March 2017



GRAFALCO®



eSense
Ensuring Success



STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Sr. No	Particulars	Rs. In Lacs						
		3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
	Income from Operations							
I	Revenue from operations	20,982	18,752	15,928	109,831	93,390	118,134	95,260
II	Other Income	397	258	547	1,623	1,908	1,517	1,668
III	Total Revenue (I + II)	21,378	19,010	16,475	111,453	95,298	119,651	96,928
	Expenses							
	Cost of materials consumed	17,094	15,139	10,230	53,013	40,607	54,405	40,716
	Purchases of stock-in-trade	28	43	25	487	277	657	348
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(6,912)	(6,795)	(3,699)	(821)	4,896	(595)	4,905
	Employee benefits expense	2,337	2,567	2,666	10,363	9,095	11,866	9,944
	Finance Costs	114	44	5	347	348	429	355
	Depreciation and amortisation expense	639	723	645	2,499	2,676	2,835	2,965
	Other expenses	5,641	5,306	4,678	20,967	17,813	23,676	18,707
IV	Total expenses	18,942	17,028	14,550	86,856	75,713	93,274	77,940
V	Profit before tax (III - IV)	2,438	1,982	1,925	24,598	19,585	26,377	18,988



**STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR
ENDED 31ST MARCH, 2017**

Sr. No	Particulars	3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Rs. In Lacs	
							Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
VI	Tax Expense							
	(a) Provision for Taxation	766	769	732	8,700	6,875	8,700	6,875
	(b) Provision for Deferred Tax	33	217	(71)	(218)	35	(385)	35
	(c) (Excess)/Short Provision of the earlier year W/off / back	(47)	61	-	(47)	61	(46)	61
		752	1,047	661	8,434	6,971	8,269	6,971
VII	Profit for the year (V - VI)	1,686	935	1,264	16,163	12,614	18,108	12,016
	Minority interest	-	-	-	-	-	-	-
	Share of Profit / (Loss) of associates							
	relating to current year	-	-	-	-	-	(1,047)	(1,267)
VIII	Net Profit after taxes, minority interest and share of profit / (loss) of associates and goodwill on Consolidation w/off	1,686	935	1,264	16,163	12,614	17,061	10,749



STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Sr. No	Particulars	Rs. In Lacs						
		3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
IX	Other Comprehensive Income:							
	(i) Items that will not be reclassified to profit or loss in subsequent year	(150)	(184)	5	(135)	(169)	(148)	(187)
	(ii) Income tax relating to items that will be reclassified to profit & loss	-	-			-	-	-
	(i) Items that will be reclassified to profit or loss in subsequent year	131	278	-	131	278	131	278
	(ii) Income tax relating to items that will not be reclassified to profit & loss	(45)	(96)	-	(45)	(96)	(45)	(96)
	Other Comprehensive Income for the year, net of tax	(64)	(3)	5	(49)	12	(62)	(6)
	Total Comprehensive Income for the year (VIII + IX) (Total of profit and other comprehensive income for the year)	1,622	932	1,269	16,115	12,626	16,999	10,743
	Profit attributable to:							
	Owners of the parent						17,061	10,749
	Non-controlling interest						(0)	(0)
							17,061	10,749
	Other comprehensive income attributable to:							
	Owners of the parent						(62)	(6)
	Non-controlling interest						-	-
							(62)	(6)
	Paid-up Equity Share Capital (Face Value of Rs.2/- each)	4,671	4,764	4,764	4,671	4,764	4,671	4,764
	Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year				67,889	57,634	64,710	53,544
	Earnings per Share (of Rs. 2/- each) (not annualised)							
	(a) Basic	0.71	0.39	0.53	6.81	5.30	7.19	4.51
	(b) Diluted	0.71	0.39	0.53	6.81	5.30	7.19	4.51

STANDALONE AND CONSOLIDATED SEGMENT REVENUE AND RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2017

Particulars	3 months ended 31.03.2017 (Audited)	Corresponding 3 months ended in the previous year 31.03.2016 (Audited)	Preceding 3 months ended 31-12-2016 (Unaudited)	For the year ended 31.03.2017 (Audited)	For the year ended 31.03.2016 (Audited)	Consolidated for the year ended 31.03.2017 (Audited)	Consolidated for the year ended 31.03.2016 (Audited)
(1) Segment Revenue							
a. Publishing Content	5,361	5,817	9,440	59,592	51,605	67,895	53,474
b. Stationery Products	15,527	12,806	6,444	49,332	41,038	49,332	41,038
c. Others	94	129	44	907	748	907	748
Total	20,982	18,752	15,928	109,831	93,391	118,134	95,260
Less: Inter Segment Revenue	-	-	-	-	-	-	-
Net Sales/Income from Operations	20,982	18,752	15,928	109,831	93,391	118,134	95,260
(2) Segment Results	0	(0)	-	0	0	-	-
a. Publishing Content	1,332	1,729	2,600	21,361	17,583	23,223	17,107
b. Stationery Products	1,551	892	(250)	5,530	3,584	5,530	3,584
c. Others	(18)	(23)	(78)	153	57	153	57
Total	2,864	2,598	2,272	27,044	21,223	28,906	20,748
Less :							
i. Finance Cost	114	44	5	347	348	429	355
ii. Other unallocable expenditure	596	776	842	3,436	3,037	3,436	3,108
iii. Other unallocable (income)	(284)	(204)	(500)	(1,337)	(1,748)	(1,337)	(1,704)
Total Profit Before Tax	2,438	1,982	1,925	24,598	19,585	26,377	18,988



NOTES

1. The above results were reviewed by the audit committee and taken on record by the Board of Directors at its meeting held on May 26, 2017.
2. This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies to the extent applicable. Beginning April 1, 2016, the Company has for the first time adopted Ind AS with a transition date of April 1, 2015. The Company has adopted all standards under IND-AS, and the adoptions were carried out in accordance with Ind AS 101, First Time adoption of Indian Accounting Standards. Financial results for all the periods presented have been prepared in accordance with the recognition and measurement principles.
3. These audited results have been prepared as per format prescribed in SEBI's circular CIR/CFD/CMD/15/2015 dated November 30, 2015 read with SEBI's circular CIR/CFD/FAC/62/2016 dated July 5, 2016, Ind AS and Schedule III (Division II) to the Companies Act, 2013.
4. In view of seasonal nature of business, financial results of this quarter of the year are not representative of the operations of the whole year.
5. The usage and linkage of Assets and Liabilities is common to different segments and hence not separately identifiable to a particular segment. In view of this segment disclosures relating to capital employed are not given.
6. The reconciliation between financial results reported (referred to as "Previous GAAP") and as per IND AS for the quarter/ year are presented in Annexure "A".
7. Previous quarter figures have been regrouped wherever necessary to conform to the current quarter's classification.
8. The Board of Directors has recommended final dividend of Rs.2.50 (125%) per share on face value of Rs. 2/- each for the F.Y. 2016-17, subject to approval of the shareholders in the ensuing Annual General Meeting.
9. The Company has completed buyback of 46,57,000 Equity Shares of Rs. 2/- each at a price of Rs. 125/- per share on 12th January, 2017. The number of Equity Shares post buy back stands reduced to 23,35,58,000 of Rs. 2/- each. Accordingly, the paid up Equity Share Capital also stands reduced to Rs.46,71,16,000/-.
10. The Consolidated Results include Revenue of Rs. 6332 Lacs and Profit Before tax of Rs. 2539 Lacs only of Quarter 4 of the subsidiary Indiannica Learning Private Limited (formerly Encyclopaedia Britannica (India) Private Limited) since it was acquired on 30th Dec, 2016. Hence the consolidated results for the whole year of the company do not reflect the full year results of the subsidiary. In view of seasonal nature of business of the subsidiary, financial results of this quarter of the year are not representative of the operations of the whole year. The subsidiary, for the year ended March 31, 2017 has Total Revenue of Rs. 7146 Lacs and the Loss before tax is Rs. 1458 Lacs.
11. The Consolidated numbers include Unaudited share of profits/ (Loss) of Associate i.e. K12 Techno Services Private Limited.
12. Navneet (HK) Limited was incorporated on January 24, 2017 with 70% share of Navneet Education Limited, however no financial transactions were made in that Company and hence it has not been consolidated.

ANNEXURE "A"

DESCRIPTION	For the Quarter ended 31-Mar-16	For the Year ended 31-Mar-16
Net profit as per previous GAAP (Indian GAAP)	1,213	12,780
Ind AS adjustments:		
Revenue from Operation	369	369
Other Income	(16)	51
Impact on Deferred tax	(322)	(311)
Others	(310)	(275)
Net profit as per Ind AS	934	12,614
Other comprehensive income	(3)	12
Total comprehensive income for the period	932	12,626

AT BALANCE SHEET LEVEL (Rs. In Lakh)

PARTICULARS	MARCH 17	MARCH 16
Inventory	37,152	30,574
Debtors	20,372	17,956
Borrowings	13,500	9,950
Investments & Advances	20,425	9,623



REVENUE AND PROFIT SYNOPSIS (12 MONTHS)

Rs. 1,09,831 Lacs
Up by 17.6%

REVENUE FROM OPERATIONS

Rs. 59,592 Lacs
Up by 15.4%

PUBLICATION REVENUE

Rs. 22,697 Lacs
Up by 18.6%

PUBLICATION EBDITA

Rs. 21,362 Lacs
Up by 21.5%

PUBLICATION PBIT

Rs. 49,332 Lacs
Up by 20.2%

STATIONERY REVENUE

Rs. 6,261 Lacs
Up by 47.1%

STATIONERY EBDITA

Rs. 5,531 Lacs
Up by 54.3%

STATIONERY PBIT

Publication:

Navneet has crossed Rs. 1,000 Crore sales

Publication sales also includes Export Sales of Rs. 2263 L which has grown by 118%

Government Sales achieved during the year was Rs. 1,190 Lacs

Stationery:

Stationery Exports has grown by 34% to Rs. 23,147 L

Exports Business is now evenly spread across all the Quarters



OUTLOOK ON BUSINESS SEGMENTS

Publications

- Syllabus Change in Maharashtra and Gujarat to continue.
- Indiannica Learning Private Limited's (formerly Encyclopaedia Britannica (India) Private Limited) acquisition to boost CBSE revenues and help to venture newer States and also overseas.

eSense (eLearning)

- B2B sales expected to grow with more schools opting for digital learning.
- Indiannica Learning Private Limited's (formerly Encyclopaedia Britannica (India) Private Limited) content will add value to current library and promote sales

Stationery

- Stationery will continue to grow at current pace
- Exports to be strong and will be year round phenomenon rather than restricted to back to school business.

THANK YOU

