



Knowledge is wealth

NEL/NSE/33/2018

11th May, 2018

The Secretary
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1,
'G' Block, Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051

Dear Sirs,

Ref : Symbol – NAVNETEDUL

Sub : Submission of presentation shared with analysts and institutional investors on Financial Results

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Q4 & Audited Results of FY 18 presentation shared with analysts and institutional investors on Statement of Standalone Unaudited Financial Results for the quarter ended 31st March, 2018 and Standalone and Consolidated Audited Financial Results for the year ended 31st March, 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

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

A PREMIUM EDUCATION HOUSE

Q4 FY 18 UPDATE

As on 31st March 2018



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH, 2018 AND STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2018

		(INR in Lakhs, except Earnings per share)						
Sr. No.	Particulars	Quarter ended			Twelve months ended		Consolidated twelve months ended	
		31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
	Income							
I	Revenue from operations	21,262	20,541	17,441	113,224	108,939	120,400	117,223
II	Other income	788	288	435	2,921	2,392	2,598	2,234
III	Total Income (I + II)	22,050	20,829	17,876	116,145	111,331	122,998	119,457
	Expenses							
	Cost of materials consumed	19,470	17,094	12,652	59,298	53,013	61,666	54,405
	Purchases of stock-in-trade	13	28	2	525	487	622	657
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(9,145)	(6,912)	(4,649)	(3,562)	(821)	(3,800)	(595)
	Employee benefits expense	2,871	2,337	2,955	11,939	10,363	14,677	11,866
	Finance costs	172	114	7	597	347	774	429
	Depreciation and amortisation expense	643	639	615	2,349	2,499	3,066	2,835
	Other expenses	5,676	5,091	4,435	21,554	20,845	24,990	23,482
IV	Total expenses	19,700	18,391	16,017	92,700	86,733	101,995	93,079
V	Profit before tax (III - IV)	2,350	2,438	1,859	23,445	24,598	21,003	26,378
VI	Tax expense:							
	(a) Provision for taxation	652	766	624	8,287	8,700	8,287	8,700
	(b) Provision for deferred tax	181	33	48	(174)	(218)	(45)	(385)
	(c) Excess provision of the earlier period / year write-back	11	(47)	-	11	(47)	11	(46)
		844	752	672	8,124	8,435	8,253	8,269
VII	Profit for the period / year (V - VI)	1,506	1,686	1,187	15,321	16,163	12,750	18,109



STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH, 2018 AND STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2018

		(INR in Lakhs, except Earnings per share)						
Sr. No.	Particulars	Quarter ended			Twelve months ended		Consolidated twelve months ended	
		31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
VIII	Share of Profit / (Loss) of associates (Refer note 7 below)						(14)	(1,047)
IX	Profit for the period / year (VII + VIII)	1,506	1,686	1,187	15,321	16,163	12,736	17,062
X	Other comprehensive income:							
A.	Items that will not be reclassified to profit or loss in subsequent period / year (including Group's proportionate share of an associate)	(43)	(150)	(38)	(158)	(135)	(134)	(148)
	Less: Income tax relating to items that will not be reclassified to profit & loss	15	-	14	55	-	51	-
B.	Items that will be reclassified to profit or loss in subsequent period / year	(551)	131	(5)	(579)	131	(579)	131
	Less: Income tax relating to items that will be reclassified to profit & loss	202	(45)	2	212	(45)	212	(45)
X	Other comprehensive income for the period / year, net of tax	(377)	64	(27)	(470)	(49)	(450)	(62)
XI	Total comprehensive income for the period / year (IX + X) (Total of profit and other comprehensive income for the period / year)	1,129	1,622	1,160	14,851	16,114	12,286	17,000



**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH, 2018 AND
STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2018**

		(INR in Lakhs, except Earnings per share)						
Sr. No.	Particulars	Quarter ended			Twelve months ended		Consolidated twelve months ended	
		31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
	Profit attributable to:							
	Owners of the parent						12,736	17,062
	Non-controlling interest						#	#
							12,736	17,062
	Other comprehensive income attributable to:							
	Owners of the parent						(450)	(62)
	Non-controlling interest						-	-
							(450)	(62)
	Paid-up Equity Share Capital (Face Value INR 2/- per share)	4,671	4,671	4,671	4,671	4,671	4,671	4,671
	Other Equity				76,170	67,889	70,528	64,710
	Earnings per share (of INR 2/- per share) (not annualised for the quarter)							
	(a) Basic	0.64	0.71	0.51	6.56	6.81	5.45	7.19
	(b) Diluted	0.64	0.71	0.51	6.56	6.81	5.45	7.19



STANDALONE SEGEMENT-WISE REVENUES, RESULTS AND CAPITAL EMPLOYED

(INR in Lakhs)							
Particulars	Quarter ended			Twelve months ended		Consolidated twelve months ended	
	31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
Segment Revenue (Sales and operating income):							
a. Publishing Content	5,433	5,322	8,454	62,821	59,433	69,997	67,717
b. Stationery Products	15,775	15,125	8,929	50,096	48,600	50,096	48,600
c. Others (Windmill, Pre-school, Trading items etc.)	117	165	95	581	1,194	581	1,194
	21,325	20,612	17,478	113,498	109,227	120,674	117,511
Less: Inter Segment Revenue	63	71	37	274	288	274	288
Total Segment Revenue	21,262	20,541	17,441	113,224	108,939	120,400	117,223
Segment Results (Profit before tax and interest from each segment):							
a. Publishing Content	842	1,332	1,717	21,293	21,361	19,029	23,223
b. Stationery Products	2,116	1,551	584	5,071	5,530	5,070	5,530
c. Others (Windmill, Pre-school, Trading items etc.)	(30)	(18)	(40)	(53)	153	(53)	153
Total Segment Result	2,928	2,865	2,261	26,311	27,044	24,046	28,906
Less : i. Finance cost	172	114	7	597	347	774	429
ii. Other unallocable expenditure	609	596	737	3,259	3,436	3,259	3,436
iii. Other unallocable (income)	(203)	(283)	(342)	(990)	(1,337)	990	(1,337)
Total Profit Before Tax	2,350	2,438	1,859	23,445	24,598	21,003	26,378



STANDALONE SEGEMENT-WISE REVENUES, RESULTS AND CAPITAL EMPLOYED

(INR in Lakhs)							
Particulars	Quarter ended			Twelve months ended		Consolidated twelve months ended	
	31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
Segment Assets							
a. Publishing Content	49,816	51,667	48,953	49,816	51,667	54,787	57,554
b. Stationery Products	51,185	37,690	30,027	51,185	37,690	51,191	37,690
c. Others (Windmill, Pre-school, Trading items etc.)	8,694	5,815	8,650	8,694	5,815	5,553	2,686
d. Unallocated	3,824	4,060	3,401	3,824	4,060	3,824	4,060
Total Segment Assets	113,519	99,232	91,031	113,519	99,232	115,355	101,990
Segment Liabilities							
a. Publishing Content	3,401	3,564	4,473	3,401	3,564	10,863	9,496
b. Stationery Products	6,448	5,654	3,854	6,448	5,654	6,448	5,654
c. Others (Windmill, Pre-school, Trading items etc.)	26	102	85	26	102	26	102
d. Unallocated	22,803	17,352	2,901	22,803	17,352	22,803	17,352
Total Segment Liabilities	32,678	26,672	11,313	32,678	26,672	40,140	32,604
Capital Employed							
a. Publishing Content	46,415	48,103	44,480	46,415	48,103	43,924	48,058
b. Stationery Products	44,737	32,036	26,173	44,737	32,036	44,743	32,036
c. Others (Windmill, Pre-school, Trading items etc.)	8,668	5,713	8,565	8,668	5,713	5,527	2,584
d. Unallocated	(18,979)	(13,292)	500	(18,979)	(13,292)	(18,979)	(13,292)
Net Capital Employed	80,841	72,560	79,718	80,841	72,560	75,215	69,386

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.



NOTES

1. The results were reviewed by the audit committee and taken on record by the Board of Directors at its meeting held on May 10, 2018.
2. The Company adopted Indian Accounting Standards ("Ind AS") effective April 01, 2016 (transition date being April 01, 2015) and accordingly, the financial results for all the periods have been prepared in accordance with the recognition and measurement principles stated therein, prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
3. In view of seasonal nature of business, above quarterly financial results are not representative of the operations of the whole year.
4. During the previous year, the Company had completed buyback of 46,57,000 equity shares of INR 2 each at a price of INR 125 per share. The number of equity shares post buy back stands reduced to 23,35,58,000 of INR 2 each. Accordingly, the paid up Equity Share Capital also stands reduced to INR 4,671 Lakhs.
5. The Board of Directors has recommended final dividend of INR 1.50 (75%) per share on face value of INR 2/- each for the Financial Year 2017-18, subject to approval of the shareholders in the ensuing Annual General Meeting.
6. The figures of the quarter ended March 31, 2018 are the balancing figures between audited figures in respect of the full financial year March 31, 2018 and published year-to date figures upto the quarter ended December 31, 2017 which were subjected to limited review.
7. Financial results of associate company 'K12 Techno Services Private Limited' for the year ended March 31, 2018 have been considered based on unaudited books of account.
8. Indiannica Learning Private Limited became wholly owned subsidiary with effect from December 30, 2016. The consolidated Profit for the financial year 2016-17 (after tax) includes profit of the subsidiary post acquisition of Rs. 2,539 Lakhs. The subsidiary's business being seasonal in nature, the figure for the last quarter is not representative of the results for the full financial year. The consolidated profit for the financial year 2017-18 (after tax) includes loss of the subsidiary for the full year of Rs. 1,939 Lakhs. Hence the current year's consolidated results are not comparable with the previous year.
9. During the year, the Company has made additional capital contribution in subsidiary entity 'Navneet Learning LLP' amounting to INR 2,145 Lakhs and capital contribution in subsidiary company 'Navneet (HK) Limited' amounting to INR 23 Lakhs.
10. The figures for the previous quarters / year have been regrouped / rearranged wherever necessary to conform to the current period presentation.
11. Figures of INR. 50,000 or less have been denoted by #.
12. 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. GST is not included in revenue from operations w.e.f. July 01, 2017. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter and year ended March 31, 2018 are not comparable with previous periods.

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

Particulars	(INR in Lakhs)						
	Quarter ended			Twelve months ended		Consolidated twelve months ended	
	31.03.2018 (Unaudited) (Refer note 6)	31.03.2017 (Audited)	31.12.2017 (Unaudited)	31.03.2017 (Audited)	31.03.2018 (Audited)	31.03.2018 (Audited)	31.03.2017 (Audited)
Revenue from operations (including excise duty)	21,262	20,541	17,441	113,224	108,939	120,400	117,223
Less: Excise duty	-	(184)	-	(118)	(456)	(118)	(456)
Revenue from operations (excluding excise duty)	21,262	20,357	17,441	113,106	108,483	120,282	116,767

Q4 FY 18 PERFORMANCE AT A GLANCE

1. Revenue from Operations grew by 3.5% and stood at INR 21,262 Lakh.
2. Publication revenue stood at INR 5,433 Lakh against INR 5,322 Lakh in Q4 FY 17
3. Stationery revenue stood at INR 15,775 Lakh against INR 15,125 Lakh in Q4 FY 17
4. The Company's segmental Results stood at INR 2,928 Lakh (13.7%) on total Revenue from Operations
5. Profit Before Tax stood at INR 2,350 Lakh (11.05%) of Total Revenue

AT BALANCE SHEET LEVEL (INR In Lakhs)

PARTICULARS	March 18	March 17
Inventory	41,234	37,152
Debtors	25,139	20,607
Borrowings	21,197	14,591
Investments & Advances	21,944	19,959



OUTLOOK ON BUSINESS SEGMENTS

Publications

- Syllabus Change in Maharashtra and Gujarat to continue for FY 19.
- Indiannica Learning Private Limited's acquisition looks promising FY 19 onwards on account of introduction of new workbooks / content and also it's venturing into ICSE Board Content.

eSense (eLearning)

- B2B sales expected to grow with more schools opting for digital learning.
- Introduction of School Buddy , evaluation based products and Augmented Realty products
- Indiannica Learning Private Limited's content will add value to current library and promote sales

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

