



**CHEIRON CAPITAL**

Raj Nagpal & Co. LLP

**Humming Bird Education Limited Investor/Analyst Con-call February 13, 2021**

Management:- Mr. Nitesh Jain, Managing Director (MD)  
Mr. Piyush Khatri, Chief Executive Officer (CEO)

Investor Relation:- Mr. Ghanist Nagpal  
Partner, Research &  
Capital Market Operations

## Humming Bird Education Limited Investor/Analyst Con-call February 13, 2021

The Meeting's AV recording: <https://youtu.be/-LbUPFgBZn4>

The Con-call was started at 5:00 P.M and Guest joined at 5:07 P.M.

Mr. Piyush Khatri, CEO, welcomed all the participants with warm greetings to the Con-call for discussion of future plans of the company for FY 2020-21. Thereafter, Mr. Piyush Khatri handover to Mr. Nitesh Jain, Managing Director to proceed further.

Mr. Nitesh Jain, Managing Director welcomed all the participants with warm greetings to the Con-call. Mr. Nitesh Jain shared a detailed presentation on the working of the Humming Word Education Limited and Its subsidiaries as per the points mentioned below, the presentation is enclosed herewith:

- Humming Bird (and its subsidiaries) operations and achievements Pre-IPO (Academic Year 2018)
- Humming Bird (and its subsidiaries) operations and achievements Post-IPO (Academic Year 2019)
- Humming Bird (and its subsidiaries) operations and achievements Pre & Post Covid Era (Academic Year 2020)
- Key Take-aways from all past experiences
- Moving ahead in 2021

Thereafter, question and answer session were begin and questions and answers are as follows:

00:29:37 Ghanisht Nagpal: Sir kindly explain more on costs that impacted bottom line and how they are recurring or if they are not recurring

00:51:38 Brajesh Rawat: Can you please elaborate on digital franchisee

00:52:45 Sachin Shekhar R: What are the topline and bottomline numbers for 2020-2021?

00:53:18 Tushaar Talwar: 1. Can the company start giving periodic figures on signups, active paying customers, distribution of materials etc on monthly or quarterly basis

00:53:58 Tushaar Talwar: 2. Does SIBIL allow trial period for prospective customers? is it available in vernacular language?

00:54:16 Ssaiyami: Thanks for the presentation. What's the topline we can see in next 3 years, EBITDA margin?

00:54:39 devinchhabra: Is it possible to share our earning guidance for the next 2-3 years? Some future numbers would be helpful

00:54:50 Tushaar Talwar: 3. what has been the feedback from customers on SIBIL courses?

00:55:08 Ssaiyami: Who are the other competitors & how are we compared to them?

00:55:42 Tushaar Talwar: 4. Can the company hire a proofreader for the materials and website please, does not look good for an edtech company to be putting up material with incorrect English and grammar.

00:55:47 Sachin Shekhar R: What is the % of revenue from each subsidiary ?

00:56:30 sudhanshu: Sir, Can you give a breakup of the financial performance individually for the subsidiaries

00:57:18 Ssaiyami: If I recollect we tied up with Kotak Mahindra bank, how such tie up helps?

00:57:46 Ssaiyami: Any further such tie up with Corporate planned?

01:00:06 Ssaiyami: Any further fund raising planned by the company?

01:06:17 Ssaiyami: Most of the time shares hovering below IPO price & also the bid & ask spread is too high with low liquidity - any course of action planned to address these issue

01:15:24 Utkarsh: Assuming school will open by April, how many schools we will be covering in Olympiads by first half of next year? Any tentative figure?

01:17:15 devinchhabra: Could you share the rough market size of each of your business, how much of that have we captured. I know this a broad question but, What is the roadmap of becoming a leader in each of our businesses?

01:25:07 Ssaiyami: Thanks for answering the questions. Request management to plan such investors call regularly.

01:28:22 sudhanshu: What are the recurring costs , Quantum if you could outline in form of a quarterly numbers. What kind of revenues per quarter would make it towards breakeven. Also What is the inventory of printed stock etc we are holding as of now and plans to monetise the same as it would now be an emphasis on digital mode

01:36:52 devinchhabra: Thanks, that was helpful. May the force be with your team!

01:40:08 Ghanisht Nagpal: sir can you please explain how our business will become negative working capital?

01:46:44 sudhanshu: Thanks Nitesh, Wish you and your team all the success and good gains as investors for us

01:47:21 Tushaar Talwar: How many people have purchased more than 1 course? how many courses do people buy at once?

01:47:36 Tushaar Talwar: how many courses sold (number and not revenue)

01:48:33 Tushaar Talwar: how many customers.

01:49:03 devinchhabra: Maybe you could put your products on E-commerce platform, if you haven't already.

01:50:30 Tushaar Talwar: are we able to track whether customers are actually viewing all the materials provided to them?

01:50:46 Manish Gulati: Thanks Nitesh . This call was very helpful to understand the business. It was good to see your passion. Hope you continue with same energy !

01:53:00 sudhanshu: As rightly suggested by one of the other Participant. maybe the 100% moneyback ( in case of dissatisfaction) can entice more people to try and look at the products, SO needs to be prominently PUT ACROSS. Just a Suggestion

01:56:52 Tushaar Talwar: I agree, but direct sales may also happen via website, so having all these things written prominently is easy and effective

01:57:58 Utkarsh: What's the breakup of designation of 1100 partners? Are we able to attract people who have been in network marketing for long?

02:01:32 Utkarsh: Thank you

02:01:46 Ghanisht Nagpal: Thank you sir good luck

02:02:00 Utkarsh: Good Luck Nitesh and Team.

The Management had given answers for all the above questions asked by the participants and management thank everyone who had joined con-call and give their precious time.

*End of Transcript*