

February 11, 2019

To,
BSE Limited,
P. J. Towers,
Dalal Street,
Mumbai – 400001
(Scrip Code : 532687)

To,
National Stock Exchange of India Ltd.,
Exchange Plaza,
Bandra Kurla Complex, Bandra East,
Mumbai – 400051
(Scrip Symbol – REPRO)

Dear Sir / Madam,

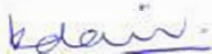
Sub: Analyst Presentation

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed copy of the presentation to Analysts/Investors on Financial Results of the Company for the quarter ended December 31, 2018.

This is for your information and record.

Thanking you,

Yours faithfully,
For Repro India Limited,



Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



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BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro India – Strategic Direction and Progress :

Books on Demand. Anytime Anywhere

Q3 and 9 month Review

Moving forward from Consolidation... to Investment... for Quantum Growth



BOOKS ON DEMAND. ANYTIME, ANYWHERE



***REACHING MORE BOOKS
to MORE READERS
through MORE CHANNELS!***

Key Strategies : 2018-19 Q3 and 9 months : A Review

As defined in the beginning of the year

- ❑ **E-Retail** : From proof of **concept** to proof of **delivery** – to **creating** a platform for **exponential growth**
- ❑ **E-Retail** : Focus on **Content Acquisition** and **Aggregation** and also increasing the reach through **Technology platforms** and various **Channels**
- ❑ **Publishing Services** : Focus on the **right customers** for the **MNC Domestic** and **global** businesses
- ❑ Focus on **reduction of expenses** through **financial consolidation**



Key Financial highlights of 2018-19 : 9 months

Growth objectives as per strategy

PAT for 9 months (2018-19) crosses annual figure (2017-18)

- **38%** growth in Revenue – Rs. **292.82** cr (9 month 2018) over Rs. 212.09 cr (9 month 2017)
- **Over 4.5 times growth in EBIDTA Margin (Excluding Other Income)** – Rs. **31.46** cr (9 month 2018) over Rs. 5.42 cr (9 month 2017)
- **98%** growth in Profit After Tax (PAT) – Rs. **16.76** cr (9 month 2018) over Rs. 8.42 cr (9 month 2017)
- Investments in **People, Technology** and **2 upcoming POD facilities** continues and to accelerate



Key Financial highlights of 2018-19 : Q3

Quantum Growth over last year same quarter

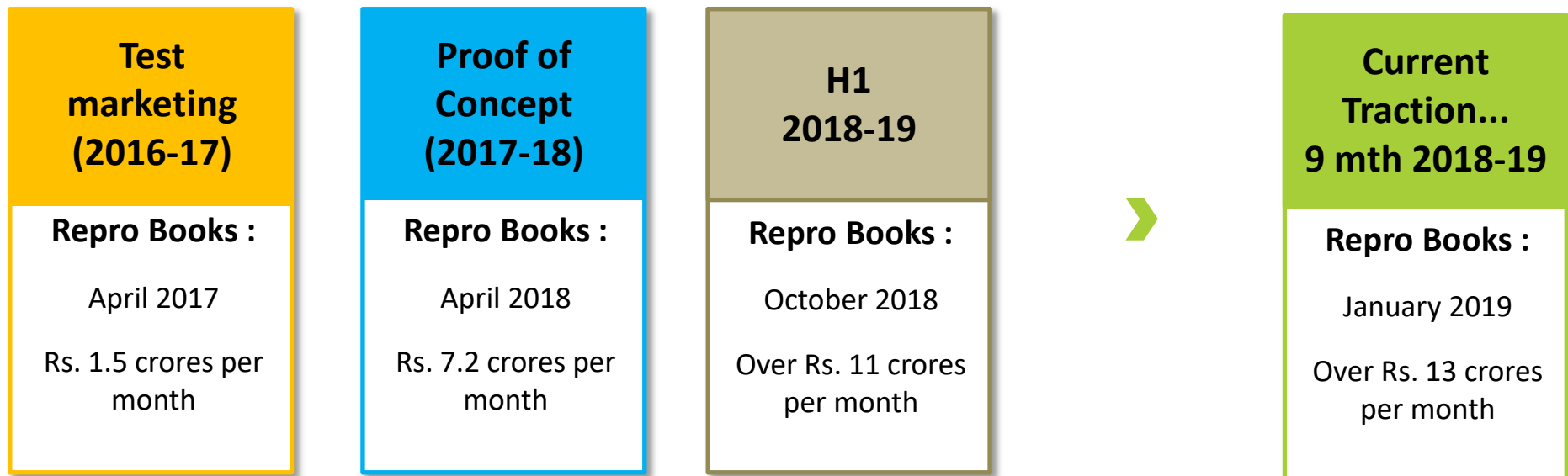
In keeping with the current year's steady quarterly performance

- **34%** growth in Revenue – Rs. **96.70** cr (Q3 2018) over Rs. 72.22 cr (Q3 2017)
- **41% Growth in EBIDTA (without Other Income)** – Rs. **10.58** cr (Q3 2018) over Rs. 7.51 cr (Q3 2017)
- **73%** growth in Profit After Tax (PAT) – Rs. **6.05** cr (Q3 2018) over Rs. 3.46 cr (Q3 2017)
- **20%** decrease in Interest Costs – Rs. **2.19** cr (Q3 2018) over Rs. 2.75 cr (Q3 2017)



Key Highlights : 2018-19 Q3 and 9 months : Focus on the growing e-Retail segment

□ e-Retail : Repro Books - creating a platform for exponential growth



E-Retail: Key Highlights

The momentum of the strategic action picks up traction!

Repro Books On Demand – a growing and active space – which is the growth focus

- **Books On Demand sales** reaches approximately **14,000** books/day
- The **dedicated enhanced and expanded one book facility in Bhiwandi** fully operational at new location
- Expansion plans of **2 more facilities** underway. Targeted completion dates:
 - Delhi (end Q4 2018-19) and Bangalore (H1 2019-20)
- Repro has strong and invested relationships with e-retailers like **Amazon, Flipkart, Paytm** etc.
- Repro Books is reaching books directly to students in schools
- Some key clients include :



Executive Summary : Key Highlights

The momentum of the strategic action picks up traction!

Existing Business : increasing strategic client acquisitions

- **Repro Publishing Services** - focus on **value added services** continues. Leading to **predictability** of business and **better realisation**.
- **New markets in Africa in East Africa and Francophone countries** gaining traction
- **Rapples solution** running in existing schools with satisfied students and teachers – **Operations breaking even** month on month.





REPRO BOOKS

Books on Demand • Anytime • Anywhere

REPRO : ADDRESSING THE CHANGING PARADIGM!

Driving change by innovating new age solutions

THE PUBLISHING INDUSTRY – POISED FOR EXPONENTIAL GROWTH

India's Book Market – continues on the growth trajectory

- ❑ Changing Retail landscape with hectic Industry activity - consumption habits are **changing to buy and sell products and services online**
- ❑ The **global book market** also hit by this disruption
- ❑ Publishers **need to have their books on e-stores** to reach readers globally
- ❑ Globally **e-retail revenues** growing with India being the one of the fastest e-retail markets
- ❑ Internet users in India too growing and buying online



Challenges faced by Publishers -

Repro is driving change by innovating new age solutions

□ Currently Publishers face key challenges :

- ❖ **Unorganised** print and publishing industry
- ❖ **High costs and wastage**
- ❖ Rate of **obsolescence** and hard to sell **inventory**
- ❖ **Limited reach** of traditional distribution
- ❖ **Returns and collections**



Repro is driving change by innovating new age solutions

REPRO BOOKS

Books on Demand • Anytime • Anywhere

REPRO'S TECH-PLATFORMS ARE DISRUPTING THE PUBLISHING PROCESS AND REACHING MORE READERS, ON DEMAND!

Repro – generates
online demand

Repro – reaches
books directly to students

Repro – reaches
books to bookstores

Repro – prints and produces
one book to a million

Repro – lists
existing inventory

Books on demand... anytime, anywhere!



The platform that disrupts : Zero Inventory! Zero Obsolescence! Zero Headache!

Producing the book **after it is bought**

The benefits for the publishers are :

- ✔ **Zero** Up-front investment
- ✔ **Zero** forecasting
- ✔ **Zero** inventory
- ✔ **Zero** returns
- ✔ **Zero** obsolescence
- ✔ **Zero** warehousing costs
- ✔ **Zero** freight costs
- ✔ **Zero** loss in sales

Special infrastructure for optimum pricing and fastest time to market

- ✔ **Print on Demand** facilities pan India
- ✔ Production in a **SEZ**
- ✔ Production capacity of **one to a million books**



Deep relationships and **invested tie-ups** with leading **Online Channels** and Industry leaders in the area of **book aggregation**

Almost 3 times growth in Revenue for 9 month 18-19 in the **e-Retail segment** compared to 9 month performance in 2017-18

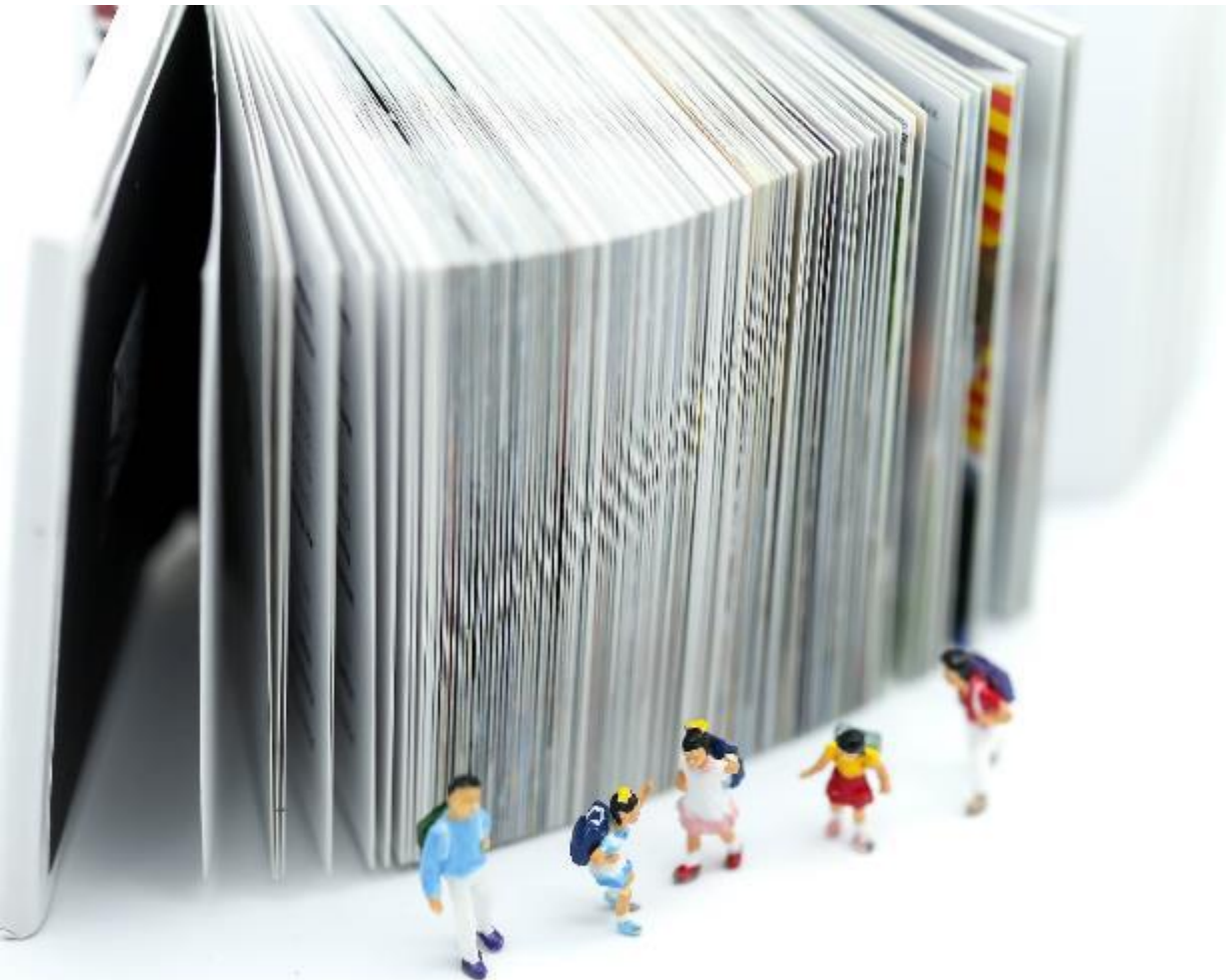


REPRO GENERATES ONLINE DEMAND

- **Online Channels** – by aggregating, digitizing, listing titles on
 - ❖ **Online** storefronts
 - ❖ Producing **on demand**
 - ❖ Delivering **anywhere** in the world



Repro increasing market scope : Tapping School markets – Repro ensures your titles reach each student directly at home



- ❑ Repro **aggregates books** required by students from **publishers**
- ❑ Selected books **listed on Amazon school specific pages**
- ❑ **Order is placed** by the student
- ❑ **Student** receives the **kit at home**

- ❑ Benefits include -
 - ✔ **Publisher : Increased sales and minimised logistics**
 - ✔ **No infrastructure set up**
 - ✔ **Convenience of technology and shopping from home**



BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Highlights

Consolidated Results FY 2018-19 Q3 and 9 months

Financial Highlights

Opening order book for Q4: 83 crores

Total Debt Equity Ratio: 0.42

Long Term Debt Equity Ratio: 0.17

Debtor days: 92

Revenue Break-up:

	Nine months 18-19	Nine months 17-18
Exports	21%	19%
Domestic	45%	61%
Repro Books	34%	20%
	100%	100%



Q3 2018 – 19 Financials Consolidated

Rs. In lacs

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Nine months End	Nine months End	Year Ended
	31-12-2018	30-09-2018	31-12-2017	31-12-2018	31-12-2017	31-03-2018
Revenue from operations	9,670	9,925	7,222	29,282	21,209	29,931
Other income	20	2	273	26	2,472	2,785
Total Income	9,689	9,927	7,495	29,309	23,681	32,717
Cost of Materials consumed	5,671	5,941	4,718	18,249	12,227	15,916
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(340)	(828)	(900)	(2,207)	(747)	409
Employee benefits expense	833	921	835	2,533	2,444	4,325
Other expenses	2,448	2,857	1,818	7,561	6,743	7,880
Total Expenditure	8,611	8,891	6,471	26,137	20,667	28,529
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,078	1,036	1,024	3,172	3,014	4,187
Depreciation	366	373	423	1,111	1,157	1,417
Interest	219	229	275	734	1,077	1,280
Profit Before tax	493	434	325	1,327	780	1,491
Tax Expenses	(112)	(104)	(21)	(349)	(62)	(149)
Net profit after all taxes	605	538	346	1,676	842	1,639
Other comprehensive income (net of tax)	3	3	10	8	31	15
Total comprehensive income	607	541	355	1,684	872	1,654



Thank You

