

January 18, 2017

To,
Bombay Stock Exchange Ltd.
P. J. Towers
Dalal Street
Mumbai – 400001
FAX : 22723121/2061/2041/2039
K/A :Mr. Shyam Bhagirath/
Mr. Troydon Bird.
(Scrip Code : 532687)

National Stock Exchange of India Ltd.
Exchange Plaza
Bandra Kurla Complex
Bandra East, Mumbai – 400051
FAX : 26598237/38
K/A : Ms. Pramila/Mr. Nagesh Pai
(Scrip Symbol – REPRO)

Dear Sir / Madam,

Sub: Correction in the Analyst Presentation post Board Meeting dated 18.01.2017

We have submitted Analyst Presentation post Board Meeting held on 18.10.2017. However in the file submitted through Online Portal, on page no. 12, there is a typographical errors. The erros and the correct figures are mentioned below:-

Continuing Focus on Collections -Marginal increase in debtors due to increased billing

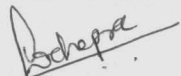
Rs. In Crores	Wrong Figures		Correct Figures	
	<i>31.12.2016</i>	30.09.2016	31.12.2016	30.09.2016
EXPORT	<i>78.20</i>	75.20	67.20	75.20
DOMESTIC	<i>72.31</i>	66.90	83.31	66.90
TOTAL	<i>150.51</i>	142.10	150.51	142.10

(The wrong Figures are mentioned in ***BOLD and ITALIC***)

We are enclosing the corrected file alongwith this letter. Request you to please take this information on record and upload the corrected details on your website.

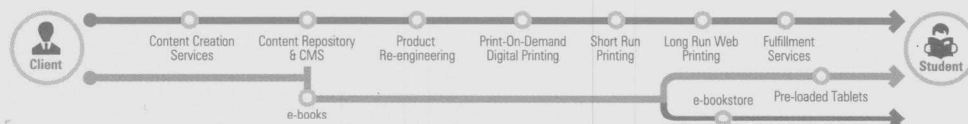
Thanking you,

Yours faithfully,
For **REPRO INDIA LIMITED,**



DIMPLE CHOPRA
COMPANY SECRETARY
ACS: A-21392

Encl : As above



Repro India - Strategic Direction and Progress :

Content Aggregation to Effective Dissemination

FY 2016-17 : Q3



January 18, 2017

FY 2016-17 – Q3 Strategic Results

Executive Summary

1. e-Retail
2. Rapples
3. Existing Business : India
4. Existing Business : Africa
5. Financials



FY 2016-17 – Q3 Strategic Results

Executive Summary : Annual Strategic Direction for FY 16-17

e-Retail – From proof of concept to proof of delivery – to creating a platform for exponential growth

Rapples – From proof of concept to proof of delivery – to breaking even and growth for business

Existing Businesses –

- Focus on consolidation of “Right” customers
- Focus on MNC domestic and global businesses
- Focus on Financial consolidation
- Focus on cash flows and collections
- Focus on reduction of expenses



FY 2016-17 – Q3 Strategic Results

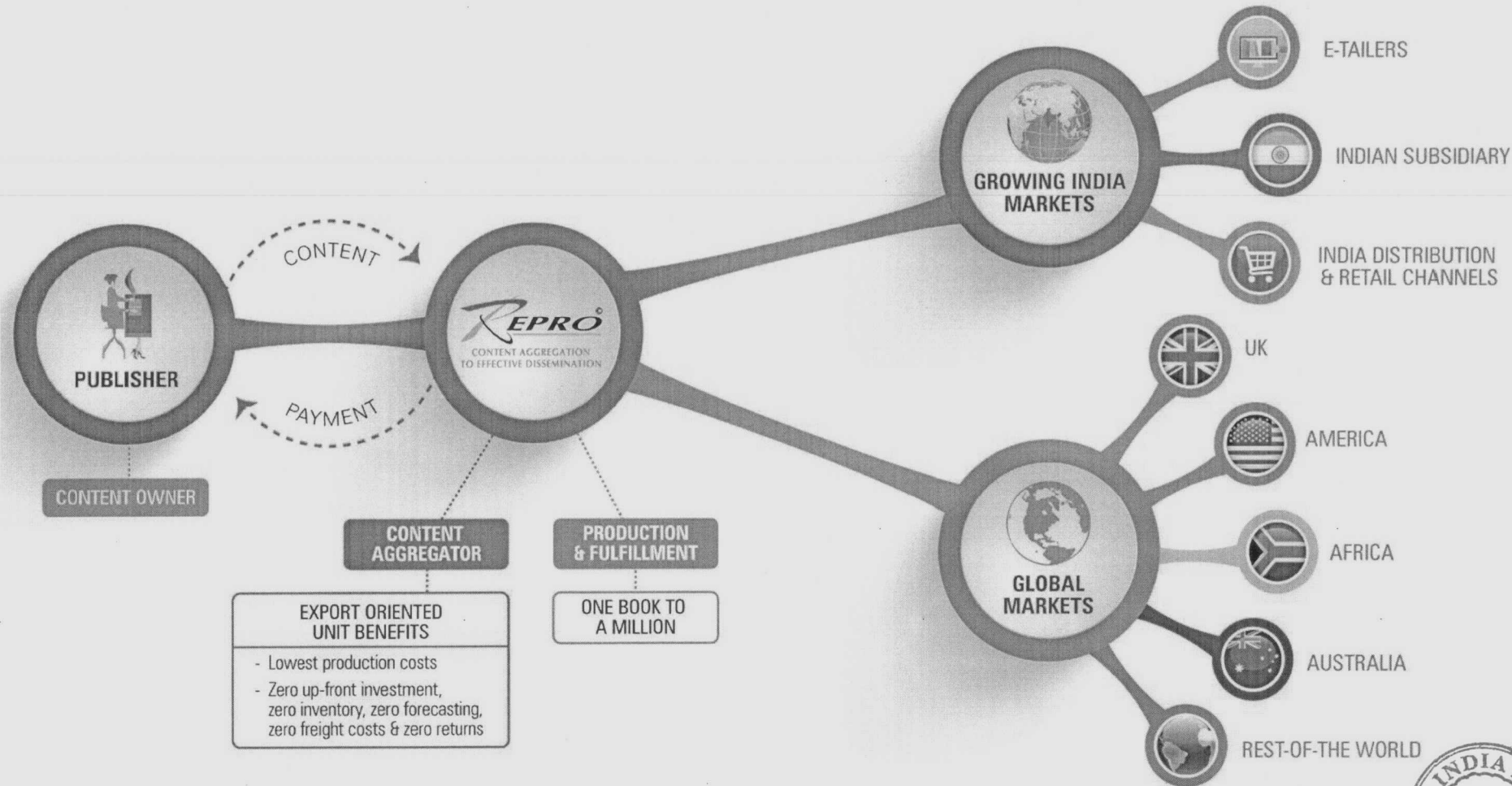
Executive Summary : Q3

- Overall the quarter progressed well in the strategic direction planned for the year.
- The results of the 3 pronged strategy
 - E-retail focus
 - Print focus with large “dependable” and “safe” customers
 - Expense control..... Are now have started to show in the topline and the bottom-line vis-à-vis the previous quarter.
- **The results!**
- **20%** growth in revenue : Rs. 67.25 cr in *FY 2016-17 Q2* → to Rs. **80.40** cr in *FY 2016-17 Q3*
- Operating Profit : Rs. 3.36 cr in *FY 2016-17 Q2* → to Rs. **11.11** cr in *FY 2016-17 Q3*
- Profit After Tax PAT : Rs. (5.76) cr in *FY 2016-17 Q2* → to Rs. **1.28** crs in *FY 2016-17 Q3*



FY 2016-17 – Q3 Strategic Results

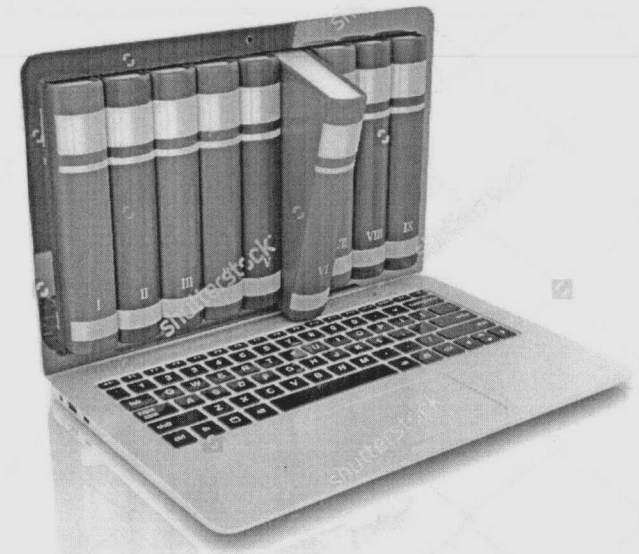
1. e-Retail: Reaching publishers' titles to readers in all the corners of the world.



FY 2016-17 – Q3 Strategic Results

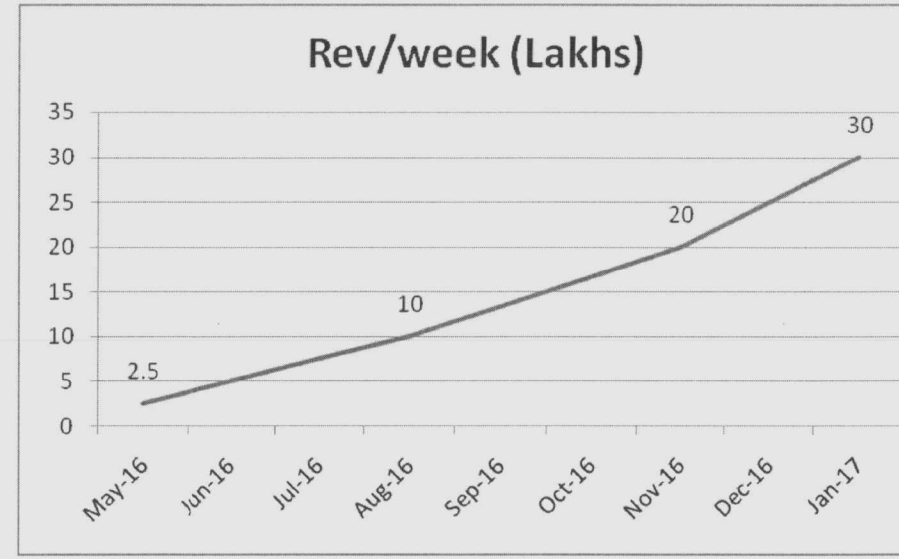
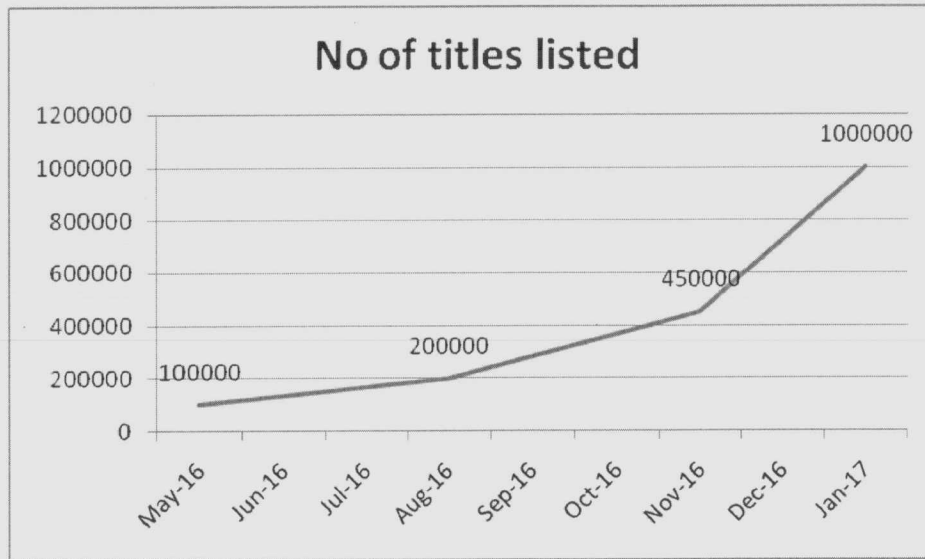
1. e-Retail Contd.

- The e-retail business continues to grow :
 - Number of Publishers signed on:
 - **India: 70+**
 - **International: 20,000+**
 - Number of titles listed: **1 million+!**
 - Types of books fulfilled :
 - Test Preps
 - Reference Books
 - Trade Books
 - IT Books
 - Educational Books
 - Children's Books
- Publishers experiencing the benefits :
 - Books **sold** before they are printed
 - **Zero** printing, warehousing, logistics and obsolescence costs – a huge win-win situation!
 - Ensuring a wider market reach
 - Reviving precious “**out-of-print**” titles




FY 2016-17 – Q3 Strategic Results

1. e-Retail Contd.



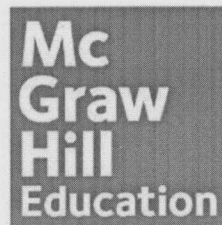
- Some key publishers who we are partnering with.....

 HarperCollins Publishers India

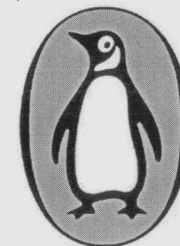
 Pearson

SIMON & SCHUSTER

 Packt

 Mc Graw Hill Education

 SAGE



 Springer



.... And many more

FY 2016-17 – Q3 Strategic Results

1. e-Retail Contd.



amazon.com

- Relationships with leading e-tailers like **Amazon** have strengthened with Repra getting the **Platinum Seller Partner** status



Flipkart



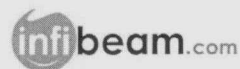
snapdeal.com



rediff.com



paytm



infibeam.com

- Alliances with other e-retailers include :
 - **Flipkart, Paytm, infibeam, rediff.com, snapdeal**



REPRO[®]



INGRAM.



THE POWER OF ONE

- The relationship with **Ingram** is also becoming stronger with Repra being recognized as one of its leading global partners



FY 2016-17 – Q3 Strategic Results

2. Rapples

- Overall on track to break-even in 2016-17.
- Strengthening of relationships with publishers and schools.
- Some highlights
 - POC for Government of Karnataka school near Bangalore receiving good feedback
 - Conducted progressive and main exam (objective) using Cambridge Learn Platform
 - Used flip classroom strategy effectively by sharing all the learning and assessment content with the students on their personal devices
 - Integrating with Ingram Vital Source to provide wide range of books for library usage in school
 - Maharashtra state board schools implementation generating interest in more schools



FY 2016-17 – Q3 Strategic Results

3. Existing Business: India



Continuing Focus on Business Strategy

- Continued implementation of the three pronged strategy: i.e. Right customers, MNC focus and stringent cash flow measures
- Improved Sales Team Productivity
- Orders worth Rs. **49 cr** booked in Q3 :
 - Some of the key customers are : **Cambridge University Press, Zee, Xseed, Macmillan, EZ Vidya, Ravi Publishers** etc.
- Billing value of Rs. 68 cr achieved in Q3 :
 - Some of the key customers are : **OUP, Macmillan, Pearson, Xseed, ICAI** etc.

Focus on reducing debtors

- In Q3 Domestic team have collected Rs. **39 cr**



FY 2016-17 – Q3 Strategic Results

4. Existing Business: Africa

Your Gateway to Africa

Over a **650** million student population

A critical need for **good content and books**

Governmental focus on **Education**

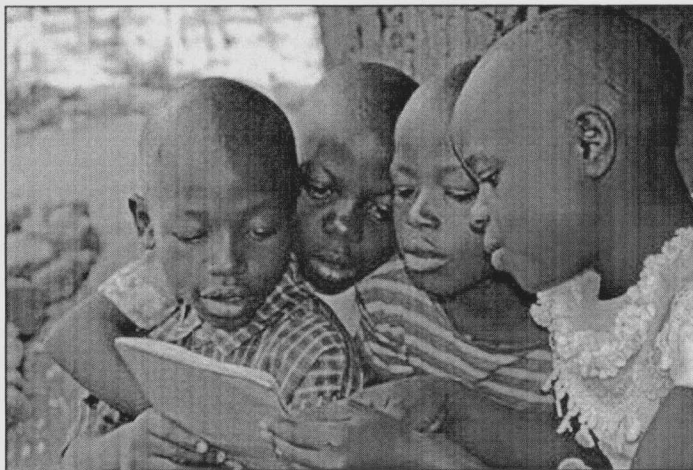
Repro has a presence in **22** African countries

A **US \$4 bn** education market opportunity

Repro over **250** million books for African markets...

...with strength in **K-12** and supplementary books

...an inroad into digital solutions with CD roms and e-books



Continuing Focus on Collections

- While the challenge in Africa continues - the major focus remains on payments and collection
- Collection of USD 2.16 Million (INR 14.49 Cr) in Q3
- Focus on collections to continue in Q4

Renewed Focus on Business

- New contract with **CUP Global** has been signed. More business expected in Q4.
- New top-up order for **Pearson Mozambique** executed, more orders are expected in Q4 and FY 17-18
- New orders from existing clients who have settled dues



FY 2016-17 – Q3 Strategic Results

5. Financials : Strategic Summary

Increase in Sales : 20% increase in sales Q3 over Q2 – also a “qualitative” improvement in keeping with the strategy

	FY 2016-17	
<i>in Rs. Cr</i>	Q3	Q2
SALES	78.97	65.83
INCREASE	20%	

Continuing Focus on Collections - Marginal increase in debtors due to increased billing

	31.12.2016	30.09.2016
<i>in Rs. Cr</i>		
EXPORT	67.20	75.20
DOMESTIC	83.31	66.90
TOTAL	150.51	142.10



FY 2016-17 – Q3 Strategic Results

5. Financials : Strategic Summary Contd....

Increase in PAT :

- **Rs. 1.28 cr** in Q3 as compared to a loss of **(Rs. 5.76 cr)** in Q2 in FY 2016-17
- **91% increase** ie **Rs. 1.28 cr** in Q3 FY 2016-17 as compared to **Rs. 0.67 cr** in Q3 FY 2015-16

Continuing Focus on controlling and reducing costs :

- **Total expenses reduced from Rs. 80.49 cr in Q3 FY 2015-16 to Rs. 70.91 cr in Q3 FY 2016-17**

	Q3	Q2	Q1	NINE MONTHS- 2016-17	NINE MONTHS- 2015-16
<i>in Rs. Cr</i>					
EMPLOYEE COST	10.54	11.42	12.01	33.98	38.46
OTHER EXPENSES	12.74	14.05	13.06	48.22	63.43



5. Financials - Repro India

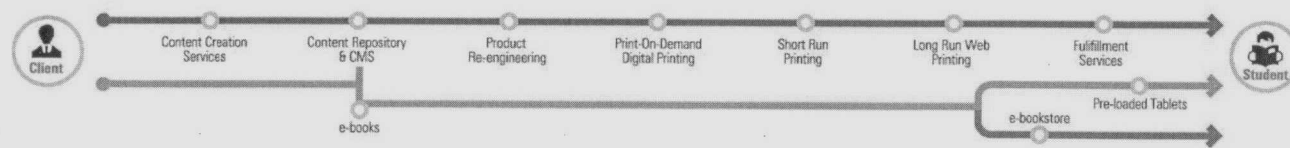
Consolidated Results Q3 2016-17



Q3 2016 – 17 Financials Consolidated



Particulars	3 Months ended 31st December 2016 (Unaudited)	3 Months ended 30th September 2016 (Unaudited)	3 Months ended 31st December 2015 (Unaudited)	9 Months ended 31st December 2016 (Unaudited)	9 Months ended 31st December 2015 (Unaudited)	Year ended 31st March 2016 (Audited)
Net Sales	7,933	6,533	8,905	22,456	29,449	37,358
Operating Income	108	142	168	471	896	1,087
Total Income	8,040	6,725	9,073	22,927	30,345	38,444
Expenditure						
Cost of Materials consumed	3,838	3,035	5,093	10,701	16,633	22,449
Changes in inventories of finished goods, work-in-progress & stock-in-trade	925	865	(77)	2,422	162	(1,012)
Employee benefits expense	1,054	1,142	1,241	3,398	3,846	5,079
Other expenses	1,274	1,405	1,792	4,822	6,343	9,330
Total Expenditure	7,091	6,449	8,049	21,343	26,984	35,846
Other Income	162	50	21	307	156	430
Gross Profit Before						
Interest, Depreciation and Tax (PBDIT)	1,111	336	1,044	1,891	3,517	3,028
Depreciation	534	540	516	1,612	1,545	2,089
Interest	448	372	415	1,233	1,429	1,925
Profit Before tax	128	(576)	113	(953)	543	(585)
Tax Expenses	-	-	46	-	188	(30)
Net profit after all taxes	128	(576)	67	(953)	355	(555)



FY 2016-17 – Q3 Strategic Results



THANK YOU

