

June 29, 2021

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 last quarter and year ended March 31, 2021.

This is for your information and record.

Thanking you,

Yours faithfully,
For **Repro India Limited**,



Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro – Strategic Direction and Progress :

2020-21 : Q4 and Annual Performance Highlights

E-Retail : Poised to Unlock the Potential



BOOKS ON DEMAND. ANYTIME, ANYWHERE



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

Contents

Poised to Unlock the Potential

1. **Repro - Strategic Direction 2020-21**
 - A) Mitigating the impact of COVID on the business
 - B) Focus - Grow E-retail Business
 - C) Tackling the current short term Industry challenges thrown up by COVID 19
2. **Executive Summary / Highlights of Q4 Results**
 - A) Overall business – Green shoots visible
 - B) Financial Consolidation due to stringent control
3. **Digital Business – Strengthening the Pillars for Growth**
4. **Optimising Business and Clients**
5. **Repro – Financial Results**



Revisiting the Strategic Direction for 2020-21

□ A) Mitigating the impact of COVID on the business

- **Customer** Retention and Acquisition
- **People** – Role Optimisation and Expansion
- **Process** Re-casting and Improving Efficiency through **Technology**
- **Cost Control** - Lean Manufacturing, Renegotiated Contracts
- **Financial** Prudence – Collections, Debt Reduction



Strategic Direction 2020-21 (contd.)

□ B) Focus - Grow E-retail Business

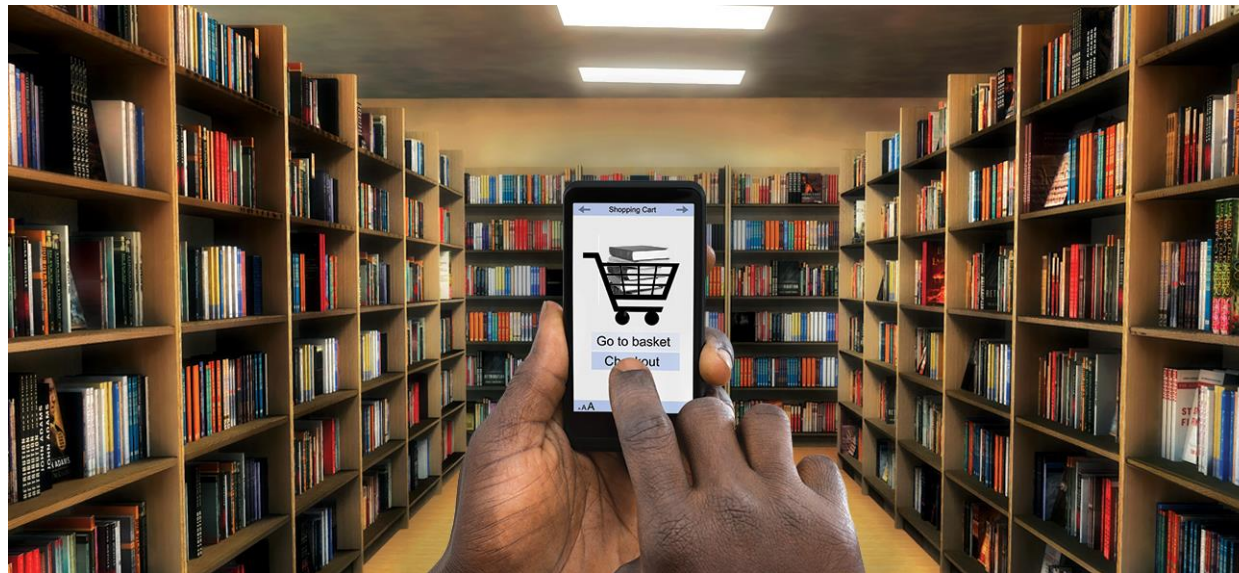


- Gearing up to capitalize on the huge **E-retail Opportunity**
- Increasing **Ratio of E-retail business** in overall business
- Relevant **Content** Acquisition
- Increasing **Reach** through Geographical Replication, B2B, New Channels
- Maximising **Contribution** by scaling up fast
- Financial – **Positive Cash flows** from e-retail business to help reduce debt



Strategic Direction 2020-21 (contd.)

C) Tackling the current short term Industry challenges thrown up by COVID 19



Schools and Colleges

- ❑ Comprising 80% of the book Industry – to open
- ❑ Currently demand from the market is stagnant

Physical Retail

- ❑ Outlets should steadily open up and see a cautious consumption of Books

E-Retail

- ❑ The only significant vehicle for sales for Publishers
- ❑ Opportunity for e-retail business



Executive Summary - Highlights of Q4 Results

Overall business – Green Shoots Visible

- **Revenues** at Rs. **50.18 cr** in Q4 2020-21 compared to Rs. **34.83 cr** in Q3 showing an increase of **44%**
- **Positive EBIDTA** at Rs. **3.24 cr (6%)** in Q4 2020-21 compared to Rs. **-0.70 cr** in Q3
- **PBT improvement** : Rs. **-6.45 cr** in Q4 2020-21 - a reduction from Rs. **-10.98 cr** in Q3



2. Executive Summary - Highlights of Q4 Results (contd.)

B) Financial Consolidation due to stringent control

- ❏ **Cash Profit** moves to a positive of Rs. **13 lacs** in *Q4 2020-21* compared to Rs. **-407 lacs** in *Q3*
- ❏ **Finance cost** is reduced by **8%** to Rs. **3.11 cr** in *Q4 2020-21* compared to Rs. **3.37 cr** in *Q3* due to reduction in total borrowings





BOOKS ON DEMAND ANYTIME, ANYWHERE

3. DIGITAL BUSINESS:

Poised to Unlock the Potential – Strengthening the Pillars for Growth

THE TECH PLATFORM FOR BOOK AGGREGATION

Right now, someone, somewhere is choosing a book... and adding to the global book industry...

...and we're delighted to be a part of it.



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

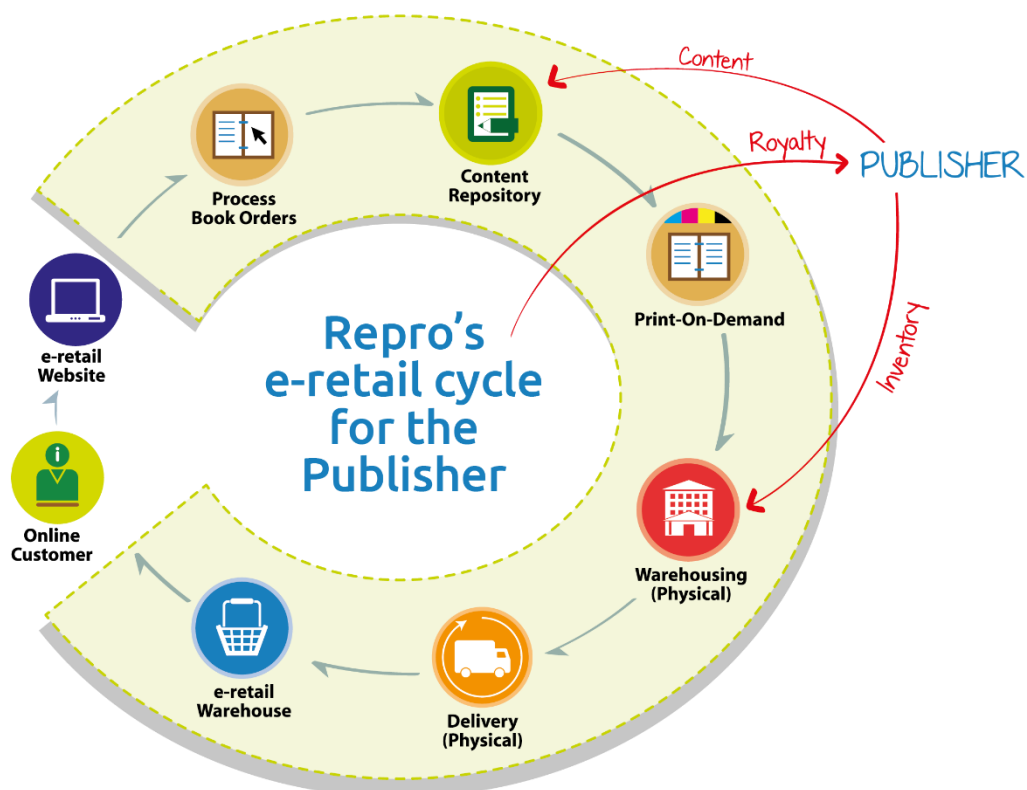
Repro – prints and produces one book to a million

Repro – lists existing inventory

Books on demand... anytime, anywhere!

The Reppo Solution: A 360 degree solution to increase business

On the strategic growth path – with new ideas, processes to meet desired outcomes!



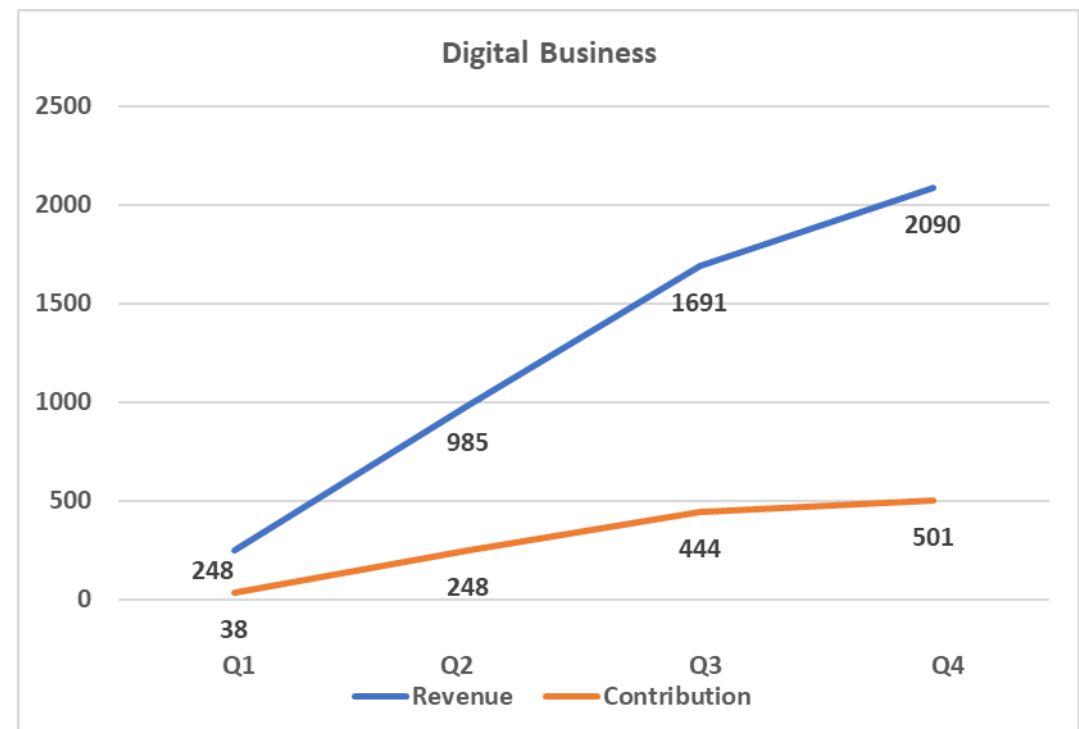
The Reppo Solution

- Zero inventory
- Zero returns
- Zero obsolescence
- Zero wastage
- Zero Investment



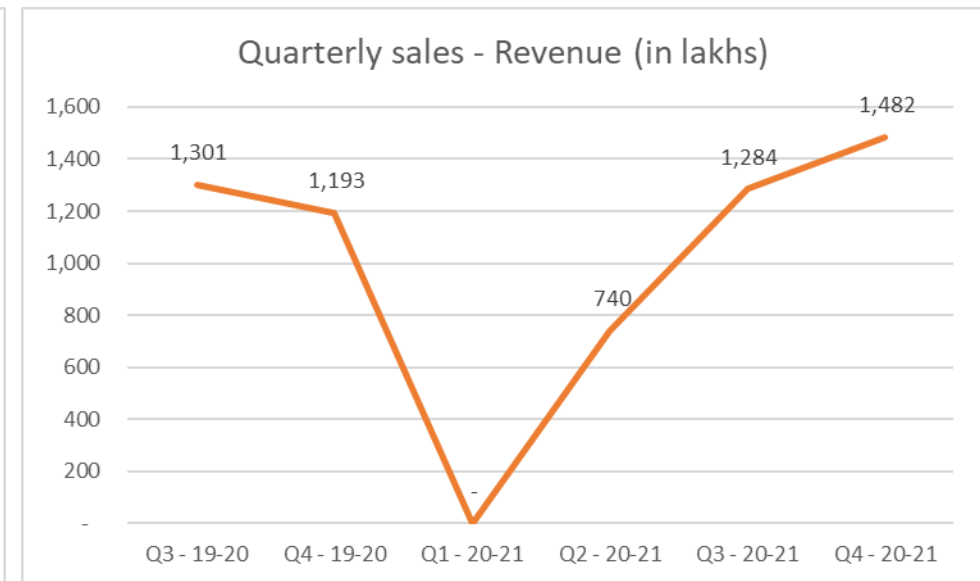
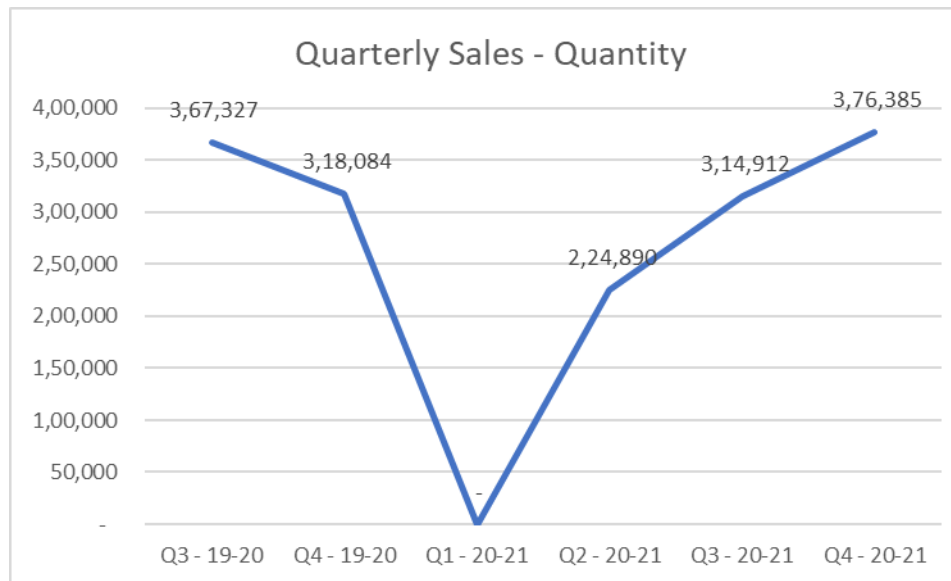
Focus on Digital Business: Building the foundation

- Repro Books – Investing and growing the Digital Business
- Digital Business Revenues in Q4: Rs. **20.90 Cr** compared to **16.91 Cr** in Q3
- Contribution achieved in Q3: **5.01 cr.**
- Q1 21-22 trending well with healthy growth over Q4



e-Retail and One Book POD – Continuing Growth

- Revenues in Q4 amounted to Rs. **14.82 Cr** from **3,76,385** books sold
- Average Selling Price (ASP) per book in Q4 is Rs. **394**



* Q1 20-21 numbers were negligible



Repro Print - Optimising Business and Clients



Offline retail and school channel continue to be impacted by the pandemic:

- ❑ Demand from the Educational market is stagnant
- ❑ **Demand** from **Export markets** is still subdued



- ❑ However, Repro is focused on optimising the segments and clients in the traditional print business based on the above challenges
- ❑ Orders bagged from Key Clients in India and abroad with good growth prospects.





BOOKS ON DEMAND ANYTIME, ANYWHERE

5. REPRO : Financial Highlights

FY 2020-21 Q4 and Annual Results

Q4 and Annual 2020-21 Financials



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Rs. In lacs

	Audited	Unaudited	Audited	Audited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended	Year Ended
	31-03-2021	31-12-2020	31-03-2020	31-03-2021	31-03-2020
Revenue from operations	5,018	3,483	7,428	13,804	36,748
Other income	17	26	5	79	101
Total Income	5,035	3,509	7,432	13,882	36,849
Expenditure					
Cost of Materials consumed	2,283	1,909	2,797	6,649	15,731
Changes in inventories of finished goods, work-in-progress & stock-in-trade	237	(222)	212	323	2,639
Employee benefits expense	696	606	519	2,655	3,039
Other expenses	1,495	1,286	2,921	4,786	10,860
Total Expenditure	4,711	3,580	6,449	14,413	32,269
Gross Profit Before Interest, Depreciation and	324	(70)	983	(531)	4,579
Depreciation	658	690	513	2,785	1,919
Interest	311	337	269	1,338	908
Profit Before tax	(645)	(1,098)	201	(4,653)	1,751
Tax Expenses	49	(98)	27	(214)	(129)
Net profit after all taxes	(694)	(1,000)	173	(4,440)	1,880
Other comprehensive income (net of tax)	38	(7)	(40)	17	(27)
Total comprehensive income	(655)	(1,006)	134	(4,422)	1,853

Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!