

February 12, 2016

To,  
Mr. Sanjeev Kapoor,  
General Manager,  
Corporate Services Department,  
Bombay Stock Exchange Limited,  
Floor 1, Rotunda Building,  
Dalal Street,  
Mumbai – 400 001  
(SCRIP CODE : 532687)

Fax No. 22723121/2061/2041/2039  
K/A: Mr. Shyam Bhagirath/ Mr. Troydon Bird.

Mr. Hari K  
Asst. Vice President,  
The Listing Department  
National Stock Exchange of India  
Bandra- Kurla Complex,  
Bandra  
Mumbai- 400 051  
(Scrip Symbol – REPRO)

Fax No. 26598237/38  
K/A : Ms. Pramila

Dear Sir / Madam,

**Sub: Analyst Presentation post Board Meeting dated 12.02.2016**

Please find enclosed the copy of the presentation made to the Analysts post the Board Meeting held today February 12, 2016 for the announcement of the Un-audited financial results for the quarter ended December 31, 2015.

Request you to please upload the details on your website

Thanking you,

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

*S.S. Rao*  
**MUKESH DHRUVE**  
DIRECTOR  
Encl : As above



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**Repro India - Strategic Direction and Progress :  
Q3 2015-16**

**Content Aggregation to Effective Dissemination**

## FY 2015-16 – Q3 Strategic Results

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**Financial Year 2015-16 : The Annual Strategic Direction...**

**A quick recap and progress in Q3**

- 1. Content Aggregation**
- 2. New Initiatives : The exciting e-tailing opportunity**
- 3. New Initiatives : Rapples, enhancing digital education**
- 4. Print Business - Exports**
- 5. Print Business - India**
- 6. Financial Highlights**

***Progress Update - On course with the strategic direction***

*1. Content Aggregation to Effective Dissemination*

*Repro : “The In-Between Miles”*

*Bridging the ‘in-between’ miles between the publisher and his reader*

*From Content Designing to Digital Warehousing.....*

*From Content Adaptation to Multimedia Enhancements*

*From producing millions of books for students*

*To Just One Book on Demand for the e-Commerce /e-Tailers’ customer*

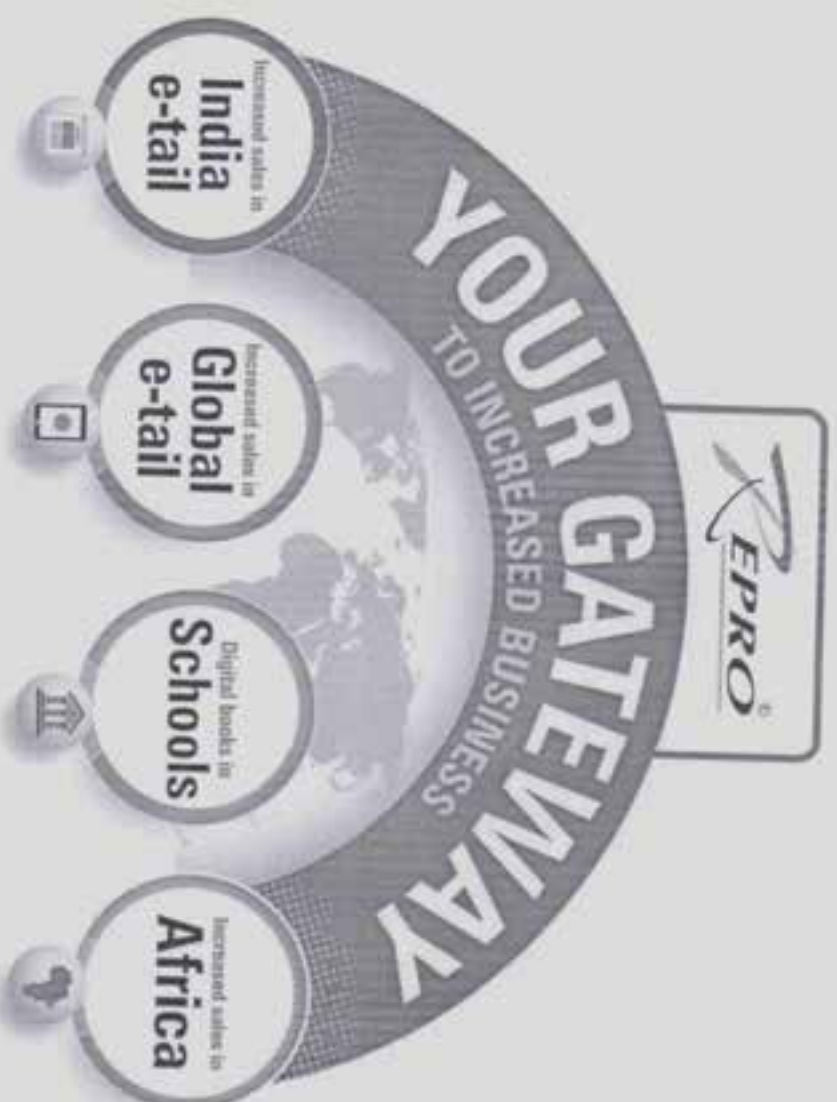
## FY 2015-16 – Q3 Strategic Results

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### 1. Content Aggregation (cont.)

Repro's Value Offering : the "In Between Miles" to Content Owners ie Publishers



**CONTENT AGGREGATION TO EFFECTIVE DISSEMINATION**

## 2. New Initiatives : The exciting e-tailing opportunity

### *Content Aggregation to Dissemination of even One Book to e-tail Customers*

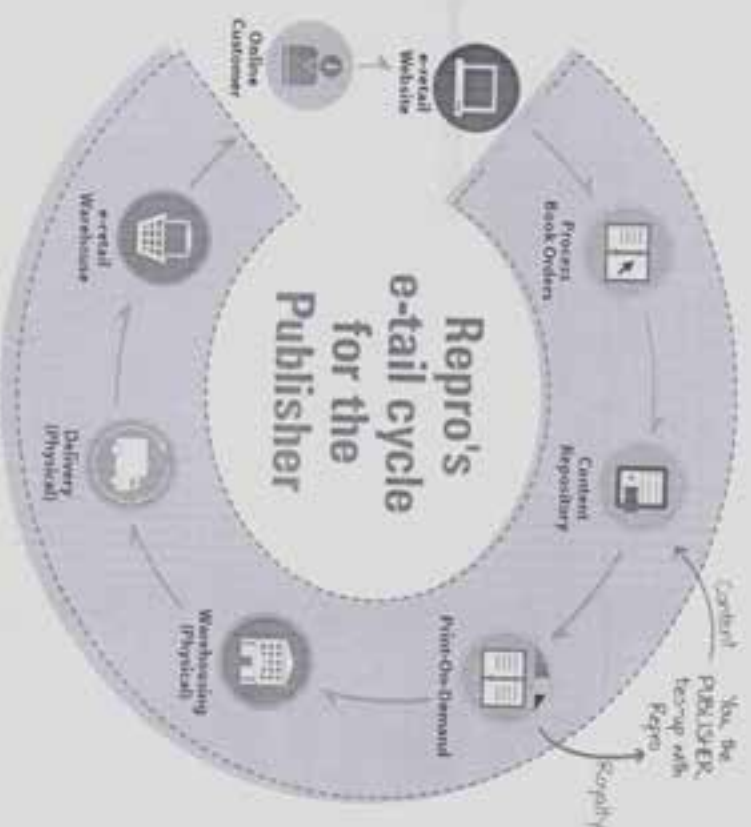


#### Repro offers the following value propositions :

- Established relationships with major publishers, which has allowed Repro to build a large repository of book titles for print on demand use
- The ability to print on demand as low as 1 copy per title
- The ability to expand across the country as and when demand increases
- The ability to provide last mile delivery services to reduce overall turn around time
- The ability to provide international titles at competitive prices and at low SLA's through tie-ups with global aggregators

## 2. The Exciting e-tail opportunity

### *Disrupting the old.... Bringing in the new*



#### *A Paradigm Shift in the Publishing Industry*

The Publishing Industry like the rest of the world is undergoing a paradigm shift

Technology is changing business models and challenging conventional ways of doing business

This disruption in the Publishing Industry is being channeled by Repro who is creating newer opportunities by creating :

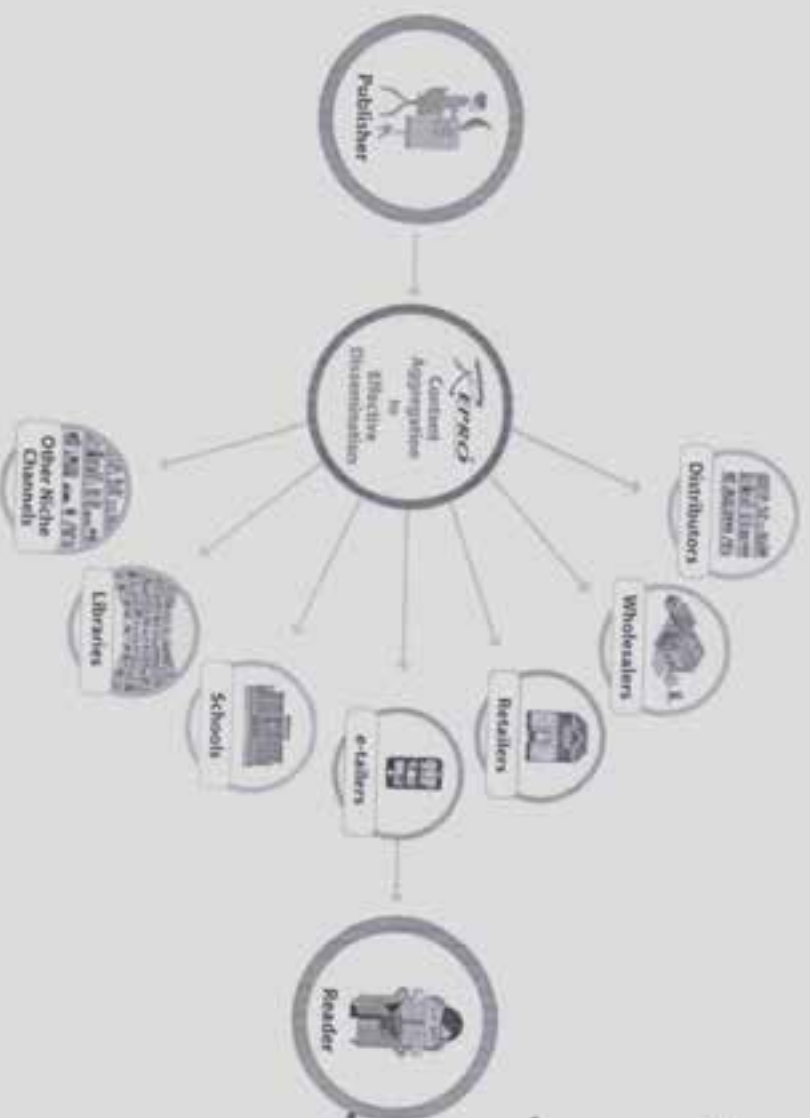
- Newer Channels
- Newer markets
- Newer products.....

By reaching Publishers Books to Readers through

- Any Channel
- Any Outlet
- Any Place in the world!

## 2. The Exciting e-tail opportunity (cont.)

### Content Aggregation to Effective Dissemination



*The Dissemination Process*

- Content Aggregation to Effective Dissemination through various Channels for Publishers :

- Ensuring that the **right books** reach the customers **exactly when and where** they are needed

The customers could be

- Individual Readers
- Online Stores
- E-book retailers
- Local niche players
- Big Chains
- Independent bookstores
- Schools

- The Repro solution **aggregates** the content, **produces** the book, **distributes** it to reach it to the customer



## FY 2015-16 – Q3 Strategic Results

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### 2. *The Exciting e-tail opportunity (cont.)*

#### Repro : A Unique Alliance

To harness the new opportunities in publishing that disruptive technologies are creating  
Repro is proud to **announce an alliance** with US based **Ingram Content Group**



# INGRAM.

# THE POWER OF ONE

## FY 2015-16 – Q3 Strategic Results



### 2. The Exciting e-tail opportunity (cont.)

#### Repro : A Unique Alliance

- About Ingram : The US-based Ingram Content Group is one of the world's largest content aggregators and distributors for books.

# INGRAM.



- Ingram is a textbook depository and has transformed into a comprehensive publishing industry services company that offers numerous solutions, including **physical book distribution, print-on-demand and digital services.**
- Repro will be Ingram's Global Connect Partner, giving publishers from across the world the ability to make content available through a facility in India.
- Ingram will leverage Repro's existing capabilities in **providing content, print and fulfillment solutions** to publishers, education institutions and corporations.
- Global Publishers will benefit from the Repro **advantage to reach their content to e-tail customers** all over India – cost efficiently and in double quick time!

# FY 2015-16 – Q3 Strategic Results



## 2. *The Exciting e-tail opportunity (cont.)*

Repro : A Unique Alliance  
Delhi – World Book Fair



# FY 2015-16 – Q3 Strategic Results



## 2. The Exciting e-tail opportunity (cont.)



### Repro : Harnessing New Market opportunities through e-tail

- **Aggregation :**
  - Repro has long standing relationships with Publishers in India and across the world
  - Publishers share their titles with Repro which converts and stores them digitally
- **Dissemination**
  - With the strategic tie-ups with Indian and international e-tail companies, the books are made available to a global readership
- **Repro has built a solution that offers :**
  - A state of the art content Repository
  - Print on demand technology
  - Fulfillment services
  - Disbursing royalties to the publisher

## FY 2015-16 – Q3 Strategic Results

### 3. *New Initiatives : Rapples, enhancing digital education*



Rapples Junior at SE International



- Rapples - Providing an architecture for active learning inside the classroom & self learning outside the classroom (employ the architecture of Flip delivery) using
  - School selected / teacher determined enriched text-book with teacher resources
  - Attached Ideal Questions and Answers, Teachers work, Practice Questions
  - Creating own content on book, Issue resolution and Practice through books
- Rapples solution deployed for **CBSE, ICSE, MSEB, IGCSE and IB Boards** in over 15 schools
- Rapples Solution for Higher Education ready for deployment

## FY 2015-16 – Q3 Strategic Results



### 4. Exports : *Strategy of consolidation and Secure Business*

Africa : Over a 1 billion \$ opportunity



CONTENT AGGREGATION TO EFFECTIVE DISSEMINATION

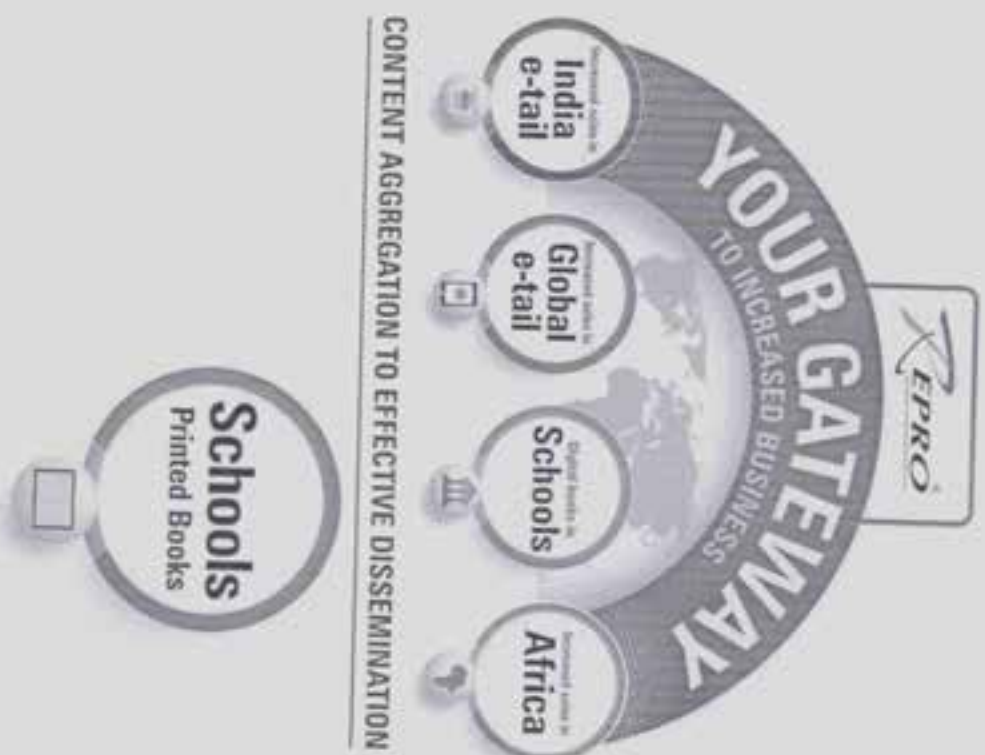
- Africa Publishing Industry : Repro – Ideally positioned to fulfill the requirements with deliveries in certain cases directly to schools
- Repro has strong relationships with the key publishers in over 22 countries – and a first mover advantage
- Deep understanding of the business environment, the model and the deliverables
- Strong Headwinds currently being faced in African countries due to acute depreciation in their currencies
- Focus on recovery of Outstandings and acquiring secure business



## FY 2015-16 – Q3 Strategic Results



### 5. Domestic Market : Strategy of Value Addition and Growth *Multinationals sourcing print requirements from India*



CONTENT AGGREGATION TO EFFECTIVE DISSEMINATION

- India Publishing Industry : Repro – providing value added services as a partner to publishers across the country – leading to growth in sales and margin enhancement due to services provided
- Providing *integrated services and end to end solution* to content owners like educational publishers in India and globally
- Repro has strong relationships and partnerships with MNCs and large Indian publishing houses
- Focus on tying up businesses with the MNC publishers for their India and Global Business – Good progress with 5 multinationals

# **FINANCIAL HIGHLIGHTS Q3 2015-16**



# Q3 2015 – 16 Financials Consolidated

Particulars	3 Months ended 31st December 2015 (Unaudited)	3 Months ended 30st September 2015 (Unaudited)	3 Months ended 31st December 2014 (Unaudited)	9 Months ended 31st December 2015 (Unaudited)	9 Months ended 31st December 2014 (Unaudited)	Year ended 31st March 2015 (Audited)
Net Sales	8,905	9,285	9,469	29,449	27,928	38,549
Operating Income	168	306	205	896	652	915
Total Income	9,073	9,591	9,674	30,345	28,579	39,565
Expenditure						
Cost of Materials consumed	4,920	4,826	5,377	15,650	15,113	21,476
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(77)	80	(38)	162	363	31
Employee benefits expense	1,241	1,218	1,253	3,846	3,550	4,930
Other expenses	2,014	2,444	1,741	7,549	6,122	8,444
Total Expenditure	8,098	8,668	8,333	27,206	25,148	34,881
Other Income	21	43	279	156	1,045	1,126
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	996	566	1,621	3,294	4,476	5,310
Depreciation	516	512	488	1,545	1,456	2,006
Interest	366	376	415	1,206	796	1,237
Profit Before tax	113	78	717	543	2,214	2,567
Tax Expenses	46	31	116	188	457	563
Net profit after all taxes	67	47	601	355	1,757	1,904



## Key Financial Highlights

- ❖ Over 6% growth in Revenues in 9 months compared to last year
  - Apr-Dec 2015: Rs.303.45 crores vs. Apr-Dec 2014: Rs.285.79 crores
- ❖ Debtors – Continued focus on recovery of debtors – especially exports
  - Debtor No. Of days reduced from 147 to 128
  - Lower Investment Expenditure for New Initiatives of Rapples and E-tail in Q3 compared to previous quarters
  - Q1: 4.24 crores, Q2: 4.27 crores, Q3: 2.99 crores
- ❖ Export: Domestic Proportion = 36% : 64% (Over 9 months)
  - In line with strategic objective of procuring secure exports business and growing domestic business
- ❖ EBITDA before Investment Expenses and Other Income maintained at around 14% over last 3 quarters.
- ❖ Capex: Rs. 8.08 crores in 9 months
- ❖ Order Book as on 1.1.2016 – Rs. 45.37 crores (As on 1.10.2015 – 46.25 crores)



Thanks ...