

November 4, 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 and half year ended September 30, 2019.

This is for your information and record.

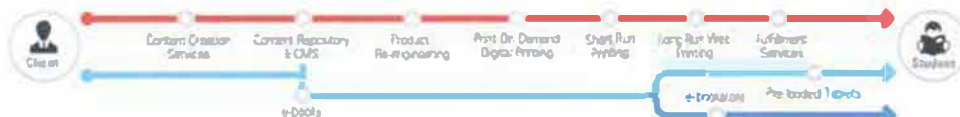
Thanking you,

Yours faithfully,  
For Repro India Limited,



**Kajal Damania**  
**Company Secretary & Compliance Officer**

Encl: As above



**Corporate & Registered Office**

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BOOKS ON DEMAND. ANYTIME, ANYWHERE

# Repro India – Strategic Direction and Progress :

*Books on Demand. Anytime! Anywhere!*

## 2019-20 : Q2 and H1 Performance Highlights

**Moving forward to Quantum Growth and  
Increased Market Share in the E-tail Book Industry**



BOOKS ON DEMAND. ANYTIME, ANYWHERE



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

## Key Strategies : 2019-20

### □ Aggressive Growth

#### □ Content Acquisition :

- “Relevant” titles
- International Titles

#### □ Strategic partnerships with key publishers to

- Enhance market share
- Work on optimum pricing deals

#### □ Geographical Replication – In addition to the existing capacity in the West, increasing capacity in North and South India

#### □ Channel tie-ups to ensure optimum pricing

### □ Operational Efficiencies

#### □ Building and enhancing IT Systems for multi-location servicing and higher scale

#### □ Investments in Digital Printing & Finishing Equipment to address newer segments like STM, International and Children

### □ Financial Objectives

#### □ Higher growth and higher margin in the e-retail business

#### □ Working towards Cash flow Surplus in the e-retail business



# THE TECH PLATFORM FOR BOOK AGGREGATION



**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!**

## Executive Summary : Key Financial highlights : H1 2019-20 over H1 2018-19

Moving forward on the strategic path...  
on an inflexion to rapid and sustained growth

**83%** growth in *E-retail POD Revenue*

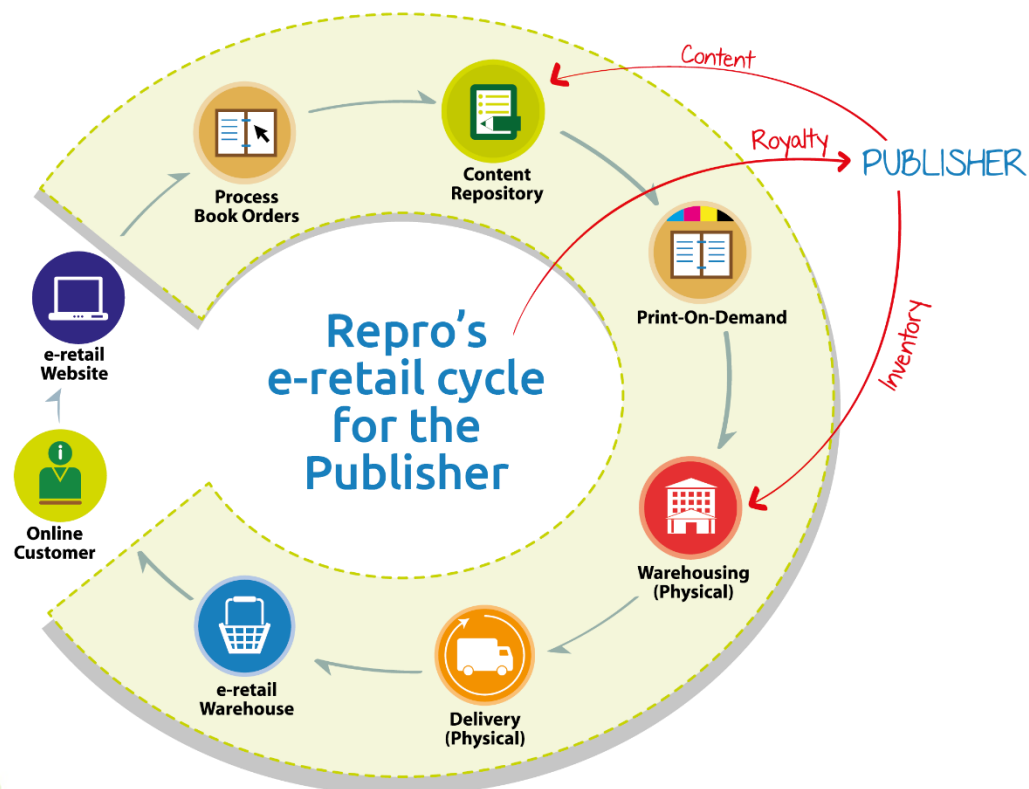
- **5%** growth in Revenue – Rs. **206.01** cr (*H1 2019-20*) over Rs. 196.13 cr (*H1 2018-19*)
- **20%** growth in PBDIT – Rs. **25.12** cr (*H1 2019-20*) over Rs. 20.94 cr (*H1 2018-19*)
- **37%** growth in Profit Before Tax (PBT) – Rs. **11.41** cr (*H1 2019-20*) over Rs. 8.34 cr (*H1 2018-19*)
- **20%** growth in Profit After Tax (PBT) – Rs. **12.89** cr (*H1 2019-20*) over Rs. 10.71 cr (*H1 2018-19*)
- **83%** growth in *E-retail POD Revenue* in the last year – as per the strategy,  
from Rs. **21.72** cr (*H1 2019-20*) over Rs. 11.85 cr (*H1 2018-19*)



## Executive Summary : E-Retail: Key Highlights Moving forward on the strategic path... on an inflexion to rapid and sustained growth

**Zero** inventory  
**Zero** returns

**Zero** obsolescence  
**Zero** wastage



### □ Focus on One Book Factory :

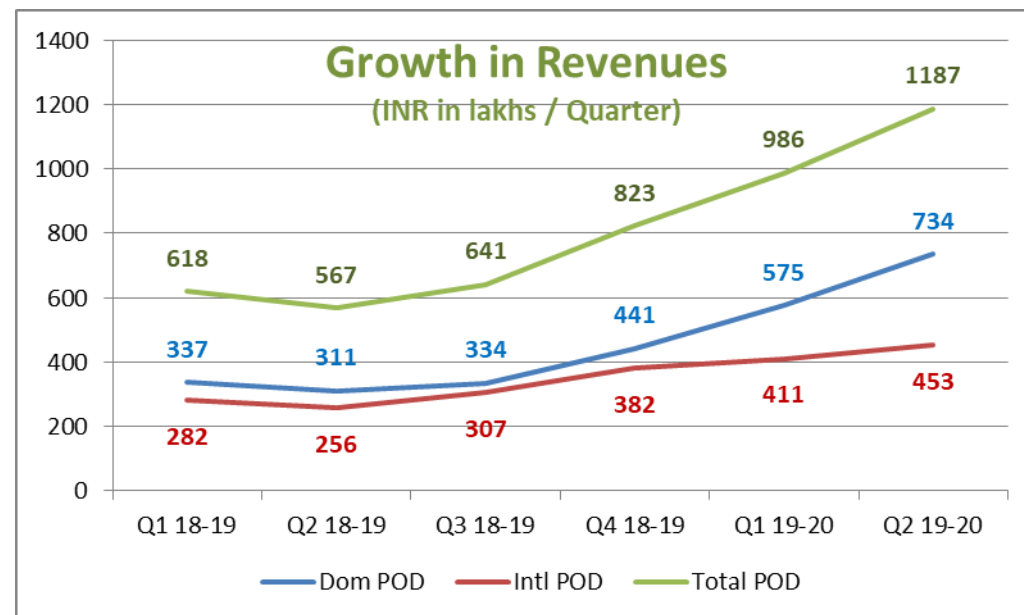
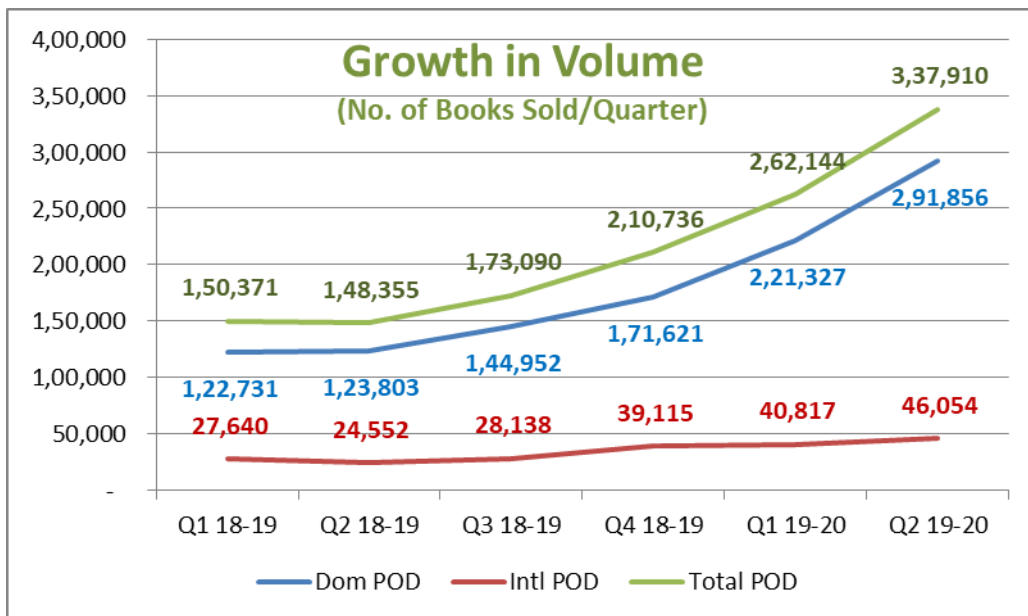
- “Relevant” Content Acquisition
- Publishers mining for increased business of relevant titles
- Increasing Geographies - internationally
- Capacity Building – increasing locations
- Order Fulfillment through partnerships (Amazon etc)
- International partnership – Ingram

*... All resulting in better financial outcomes!*



## Executive Summary : Key Financial highlights : Q2 2019-20 : Focus on the growing e-Retail segment

📌 e-Retail : Repro Books – the continuing growth trajectory for POD Books

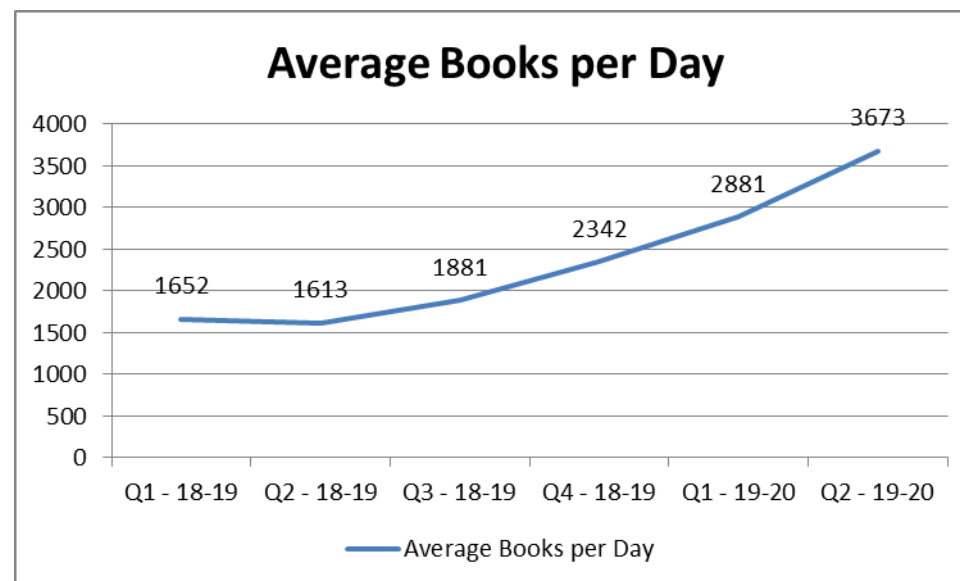




## Executive Summary : E-Retail: Key Highlights

*The momentum of the strategic action picks up traction!*

- ❑ The dedicated enhanced one book facility, fully operational in Bhiwandi Mumbai
- ❑ Delhi facility starts one book production in September



## Executive Summary : Key Highlights

*A strategic approach to the **existing business** with MNC and large Publishers*



**Existing Business : increasing strategic client acquisitions**

- ❑ **Repro Publishing Services** - focus on **value added services** continues. Leading to **predictability** of business and **better realisation**.
- ❑ Focus on MNC business continues
- ❑ **Exports** business with secure business continues to add to the publishing services revenues





BOOKS ON DEMAND ANYTIME, ANYWHERE

# REPRO : Financial Highlights

Consolidated Results FY 2019-20 Q2

## Executive Summary : Key Financial highlights : Q2 2019-20 over Q2 2018-19

### Strategic growth leading to stable revenues with decreasing costs

### 30% growth in PBT

- **Steady** growth in Revenue – Rs. **98.95** cr (Q2 2019-20) over Rs. 99.25 cr (Q2 2018-19) –
- However the growth in Revenue over Q1 2019-20 has **decreased by 7.5%** in keeping with the strategy of containing the Print business
- **14%** growth in PBDIT – Rs. **11.85** cr (Q2 2019-20) over Rs. 10.36 cr (Q2 2018-19)
- **30%** growth in Profit Before Tax (PBT) – Rs. **5.63** cr (Q2 2019-20) over Rs. 4.34 cr (Q2 2018-19)
- **7%** growth in Profit After Tax (PAT) – Rs. **5.75** cr (Q2 2019-20) over Rs. 5.38 cr (Q2 2018-19)
- **26%** decrease in Interest Cost – Rs. **1.70** cr (Q2 2019-20) over Rs. 2.29 cr (Q2 2018-19)



# Q2 /H1 2019-20 Financials - Consolidated

Rs. In lacs

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Half Year Ended	Half Year Ended	Year Ended
	30-09-2019	30-06-2019	30-09-2018	30-09-2019	30-09-2018	31-03-2019
Revenue from operations	9,895	10,706	9,925	20,601	19,613	39,949
Other income	11	17	2	28	7	40
<b>Total Income</b>	<b>9,907</b>	<b>10,723</b>	<b>9,927</b>	<b>20,629</b>	<b>19,619</b>	<b>39,989</b>
Expenditure						
Cost of Materials consumed	4,136	5,898	5,941	10,034	12,578	23,961
Changes in inventories of finished goods, work-in-progress & stock-in-trade	750	94	(828)	844	(1,866)	(2,081)
Employee benefits expense	883	823	921	1,706	1,700	3,442
Other expenses	2,953	2,581	2,857	5,534	5,114	10,241
<b>Total Expenditure</b>	<b>8,721</b>	<b>9,397</b>	<b>8,891</b>	<b>18,118</b>	<b>17,525</b>	<b>35,563</b>
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,185	1,326	1,036	2,512	2,094	4,425
Depreciation	452	471	373	923	745	1,484
Interest	170	278	229	448	515	1,036
<b>Profit Before tax</b>	<b>563</b>	<b>577</b>	<b>434</b>	<b>1,141</b>	<b>834</b>	<b>1,906</b>
Tax Expenses	(12)	(117)	(104)	(129)	(237)	(452)
<b>Net profit after all taxes</b>	<b>575</b>	<b>694</b>	<b>538</b>	<b>1,269</b>	<b>1,071</b>	<b>2,358</b>
Other comprehensive income (net of tax)	3	3	3	6	5	(17)
<b>Total comprehensive income</b>	<b>579</b>	<b>697</b>	<b>541</b>	<b>1,276</b>	<b>1,076</b>	<b>2,341</b>



# Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!