

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,

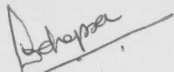
Sub: Analyst Presentation post Board Meeting dated 18.01.2017

Please find enclosed the copy of the presentation made to the Analysts post the Board Meeting held today, January 18, 2017 for the announcement of the Un-audited Financial Results for the quarter and nine months ended December 31, 2016.

Request you to please upload the details on your website.

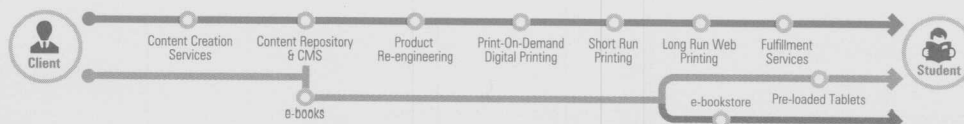
Thanking you,

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



DIMPLE CHOPRA
COMPANY SECRETARY
ACS: A-21392

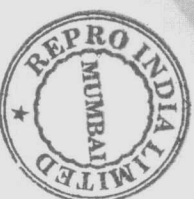
Encl : As above



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

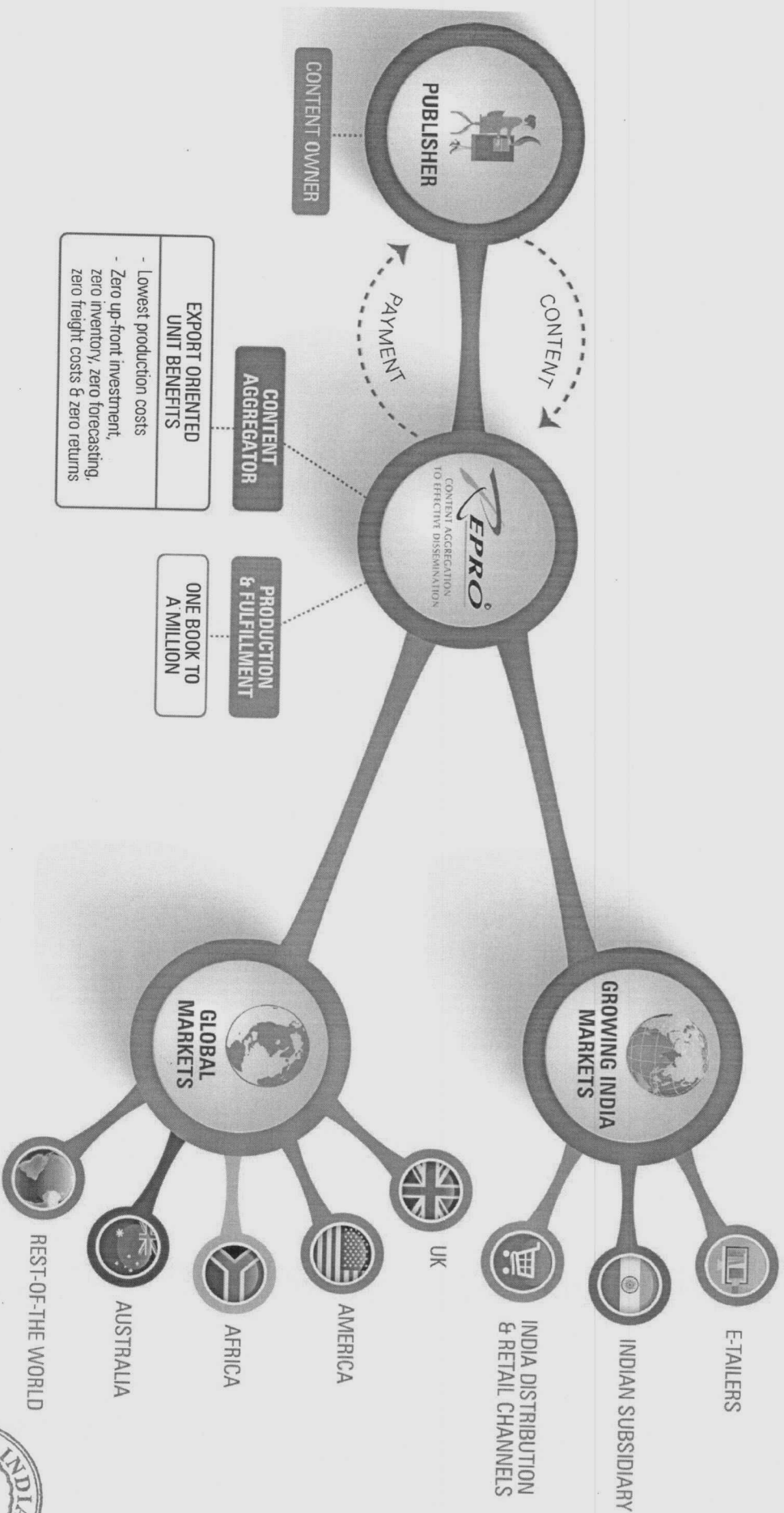
Executive Summary : Q3

- 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.

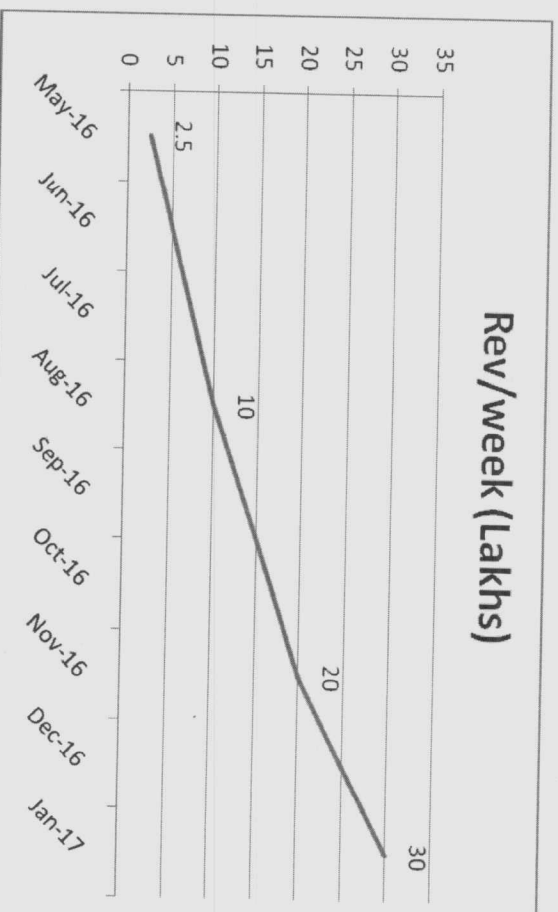
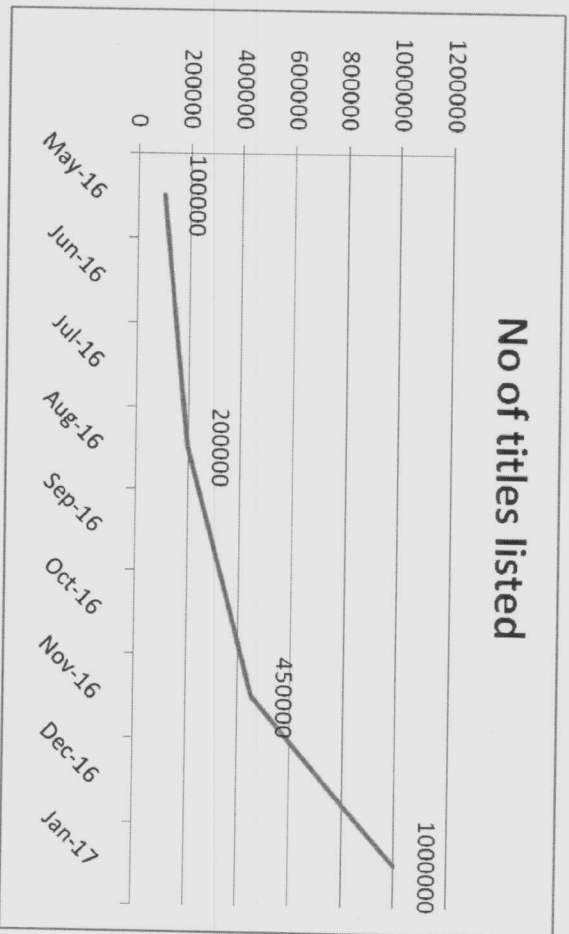
- The e-retail business continues to grow :
 - Number of Publishers signed on:
 - **India: 70+**
 - **International: 20,000+**
 - Number of titles listed: **1 million+!**
 - Types of books fulfilled :
 - Test Preps
 - Reference Books
 - Trade Books
 - IT Books
 - Educational Books
 - Children's Books
 - 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



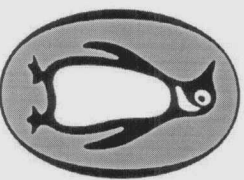
1. e-Retail Contd.



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

 HarperCollins Publishers India

 Pearson



..... And many more

FY 2016-17 – Q3 Strategic Results

1. e-Retail Contd.



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



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



- The relationship with **Ingram** is also becoming stronger with Repro 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.

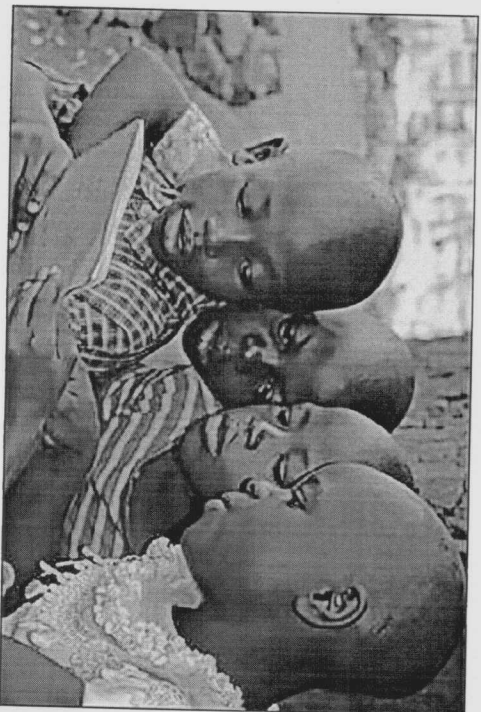
Focus on reducing debt

- In Q3 Domestic team have collected Rs. 39 cr
- Debtor cycle reduced to 118 days



FY 2016-17 – Q3 Strategic Results

4. Existing Business: Africa



- ### 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
 - Big payments from clients like **Pearson Mozambique, UPL, Evans**, etc. expected 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
- Exports expected to pickup in Q4 and will continue to grow in FY 17-18



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

| <i>in Rs. Cr</i> | 31.12.2016 | 30.09.2016 |
|------------------|------------|------------|
| EXPORT | 78.20 | 75.20 |
| DOMESTIC | 72.31 | 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. 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. 70.45 cr in Q3 FY 2016-17

| <i>in Rs. Cr</i> | Q3 | Q2 | Q1 | NINE MONTHS- 2016-17 | NINE MONTHS- 2015-16 |
|------------------|-------|-------|-------|-------------------------|-------------------------|
| EMPLOYEE COST | 10.54 | 11.74 | 12.01 | 33.98 | 38.46 |
| OTHER EXPENSES | 12.36 | 14.05 | 13.06 | 47.85 | 66.88 |



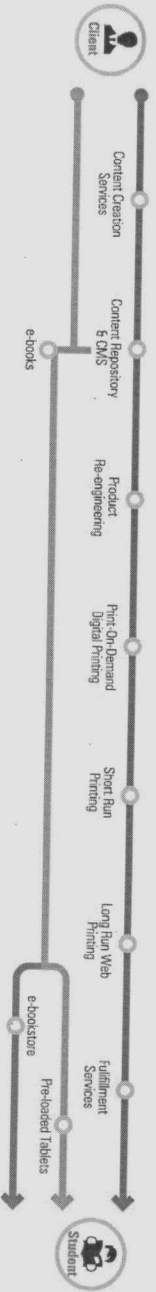
5. Financials - Repro India

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 | 7,897 | 6,583 | 8,905 | 22,421 | 29,449 | 37,358 |
| Operating Income | 143 | 142 | 168 | 507 | 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 | 16,287 | 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 | 1,236 | 1,405 | 1,792 | 4,785 | 6,688 | 9,330 |
| Total Expenditure | 7,054 | 6,449 | 8,049 | 21,306 | 26,984 | 35,846 |
| Other Income | 124 | 60 | 21 | 270 | 156 | 430 |
| Gross Profit Before Interest, Depreciation and Tax (PBDIT) | 1,111 | 336 | 1,045 | 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 | (985) |
| Tax Expenses | - | - | 46 | - | 188 | (30) |
| Net profit after all taxes | 128 | (576) | 67 | (953) | 355 | (955) |



FY 2016-17 – Q3 Strategic Results

THANK YOU

