

November 1, 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 quarter and half year ended September 30, 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



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# Repro – Strategic Direction and Progress :

## 2021-22 : Q2 Performance Highlights

### e-Retail : Unlocking the Potential



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

## Contents

### E-Retail - Poised to Unlock the Potential

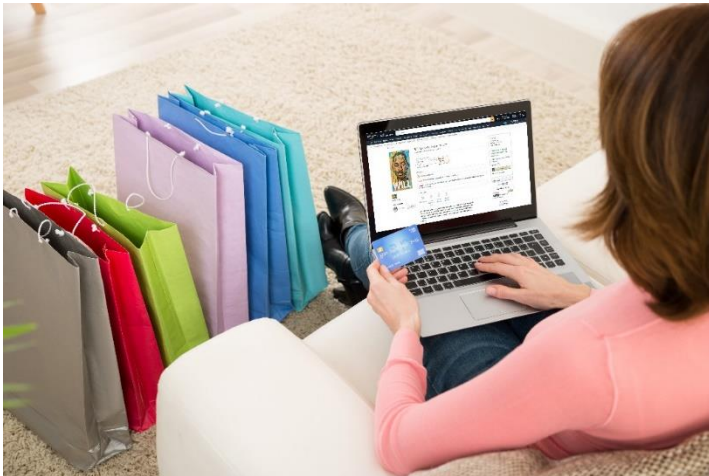
1. **Repro - Strategic Direction 2021-22**
  - A) Focus – Growth in the E-retail Business
  - B) Tackling the current short term Industry challenges thrown up by COVID 19
2. **Executive Summary / Highlights of Q2 Results**
  - A) E-retail Growth
  - B) Fresh Equity Infusion in the company
3. **Business Review – Strengthening the Pillars for Growth (E-retail)**
4. **Repro – Financial Results**



## 1. Repro - Strategic Direction 2021-22

### □ A) Focus – Growth in the e-Retail Business

- Capitalize on the huge **e-Retail Opportunity**
- Increasing **Ratio of e-Retail business** in overall business mix Q on Q
- Aggressive **Content** Acquisition
- Increasing **Reach** through Geographical Replication, B2B, New Channels
- Focused investment in **Technology**
- Induction of New Age **Human Resources**



## 1. Repro - Strategic Direction 2021-22 *(contd.)*

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



#### Schools and Colleges

- ❑ Schools and Colleges opening selectively
- ❑ Demand from the market expected to pick up gradually

#### Physical Retail

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

#### e-Retail

- ❑ The only significant vehicle for sales for Publishers
- ❑ Supply chain is still to go back to being in full flow





## 2. Executive Summary - Highlights of Q2 Results

### Growth in the e-Retail Business

In keeping with our **strategy of e-Retail** – the focus has been to grow the business. This has resulted in :

- **10% Revenue growth - Rs. 22.00 cr** in Q2 2021-22 compared to **Rs. 20.02 cr** in Q1 2021-22
- **Human Talent** hiring in full swing – 20 new additions
- **Overall Revenues** increased to **Rs. 63.07 cr** in Q2 2021-22 compared to **Rs. 62.12 cr** in Q1 2021-22.



## 2. Executive Summary - Highlights of Q2 Results

### Fresh Equity Infusion in the company

The company has successfully raised fresh equity by issue of share & warrants worth Rs. 600 million for investment



- ❑ 75% has been infused from New/Existing Investors and 25% has been infused from promoters
- ❑ Out of the Rs. 600 million, Rs 375 million has been infused in Oct'21 and balance can be infused within next 18 months





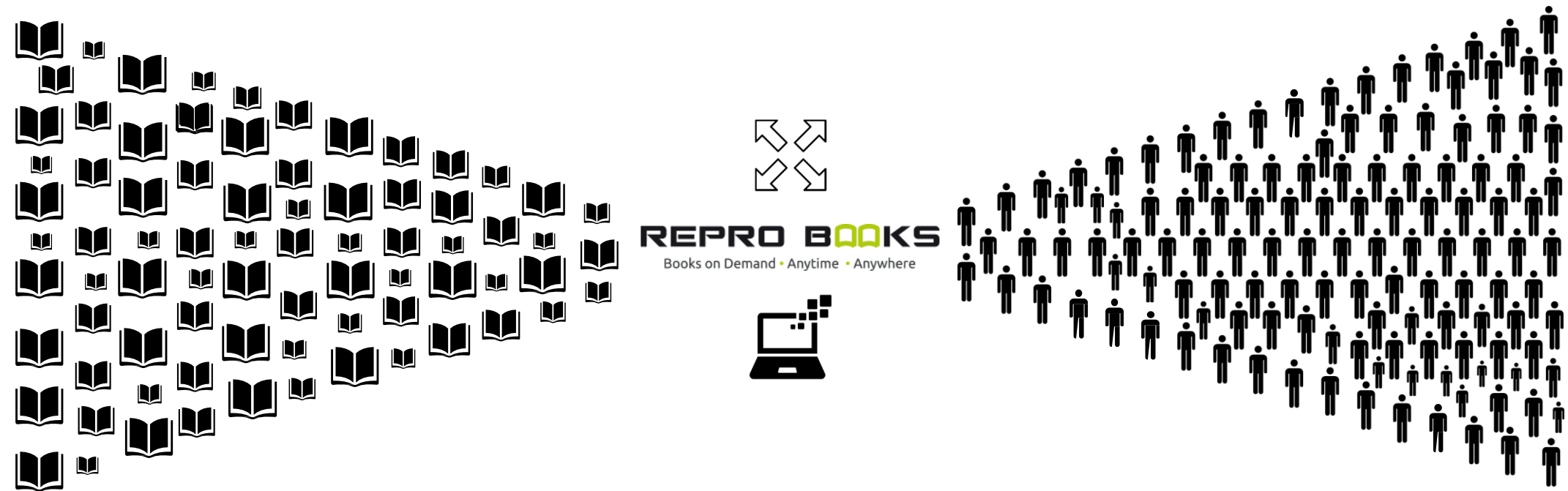


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## 3. BUSINESS Overview

Strengthening the Pillars for Growth (E-retail)

# THE TECH PLATFORM FOR BOOK AGGREGRATION



**Mission: To reach the all books to all readers via the widest set of channels using technology at every step**



# The RePro Solution: A 360 degree solution to increase business



Zero inventory

Zero returns

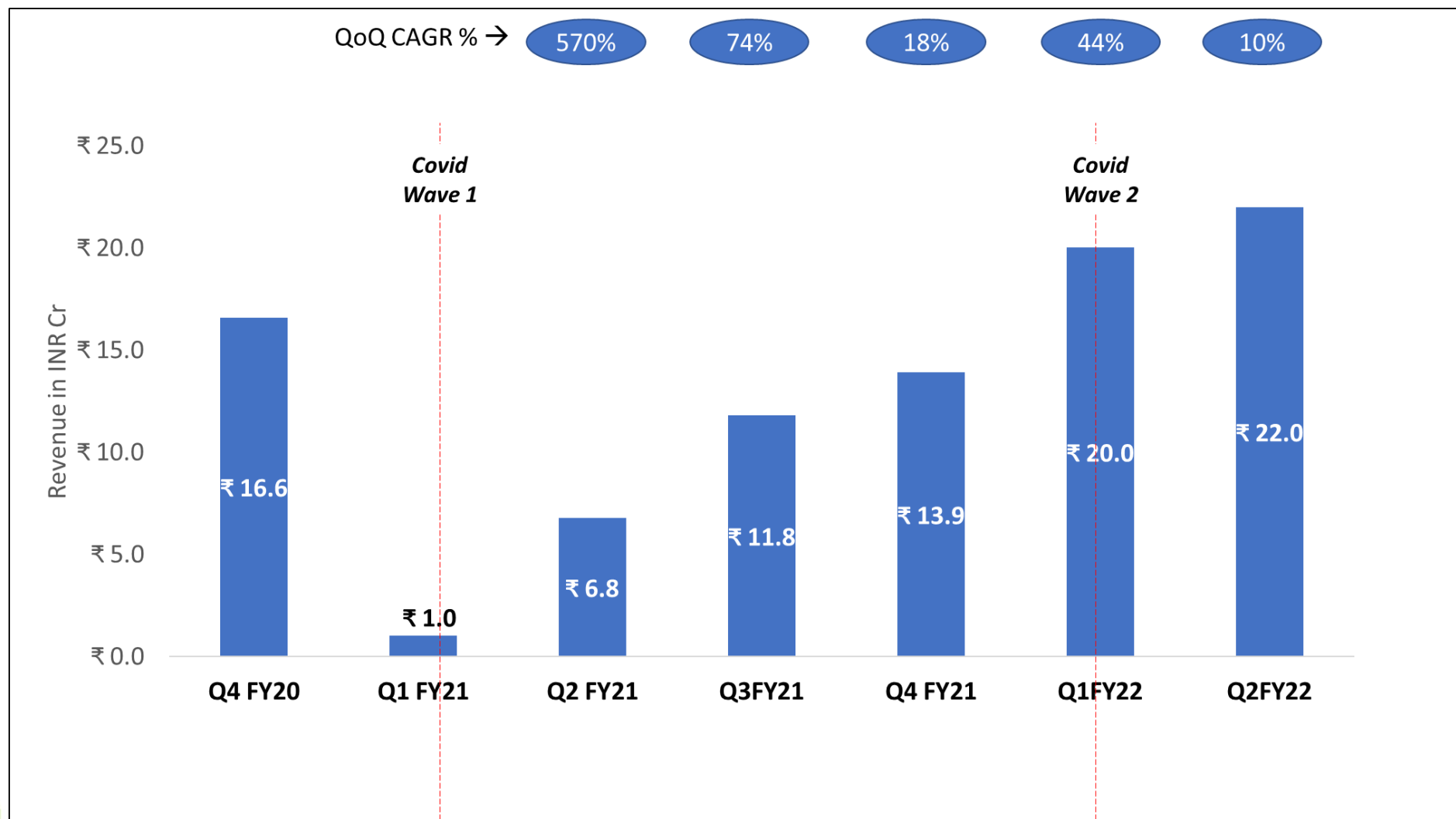
Zero obsolescence

Zero wastage

## Key Financials – Last 7 Quarters

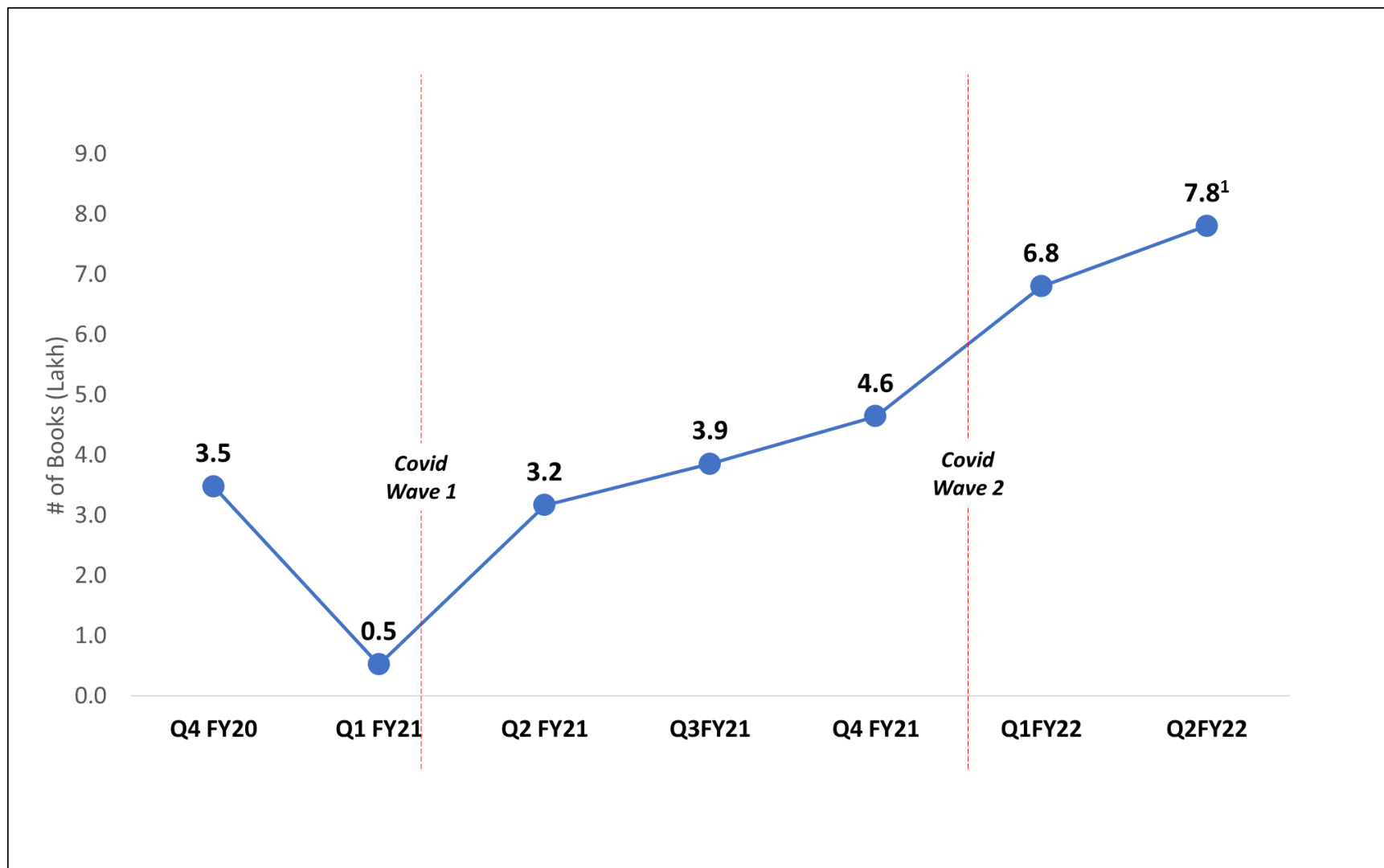
E-retail business continues to grow quarter on quarter

Registers 10% growth Q2 over Q1 2021-22



## Key Financials – Last 7 Quarters

RBL produced and despatched over 8500 books/day in Q2 FY22



## Repro's print business has observed post covid recovery in Q2 & poised to grow in next 2 quarters

### Industry Challenges

- Delayed school/ college opening
- Increased raw material & other costs
- Increased GST from 12% to 18%

### Key Initiatives



Export driven growth



Strategic focus on MNC publishers



Integrated print & distribution for coaching & distance education



Fulfilment solutions for EdTech companies







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## 4. REPRO : Financial Highlights

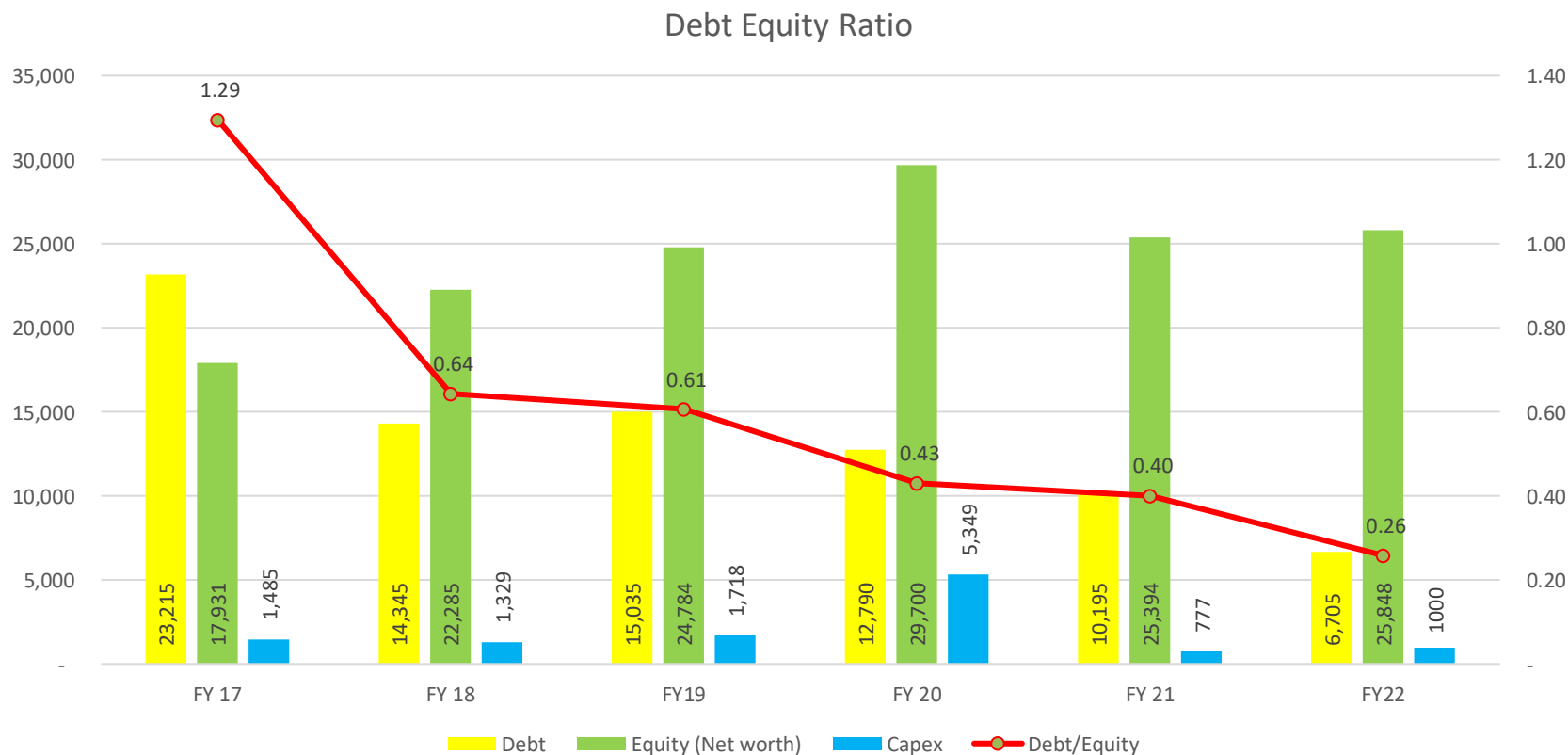
FY 2021-22 Q2 Results

# FY 2021-22 : Q2 Financial Highlights



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- The Total debt of the company has been reduced from Rs.102 crore as on 31<sup>st</sup> March 2021 to Rs. 67 crore.
- The Debt equity has improved from 0.43 in FY 2019-20 to 0.40 in FY 2020-21 and currently at 0.26



# Q2 2021-22 Financials



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Rs. In lacs

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Half Year End	Half Year End	Year Ended
	30-09-2021	30-06-2021	30-09-2020	Half Year Ended 30-9-2021	Half Year Ended 30-9-2020	31-03-2021
Revenue from operations	6,333	6,213	3,276	12,545	5,303	13,804
Other income	11	21	4	32	35	79
<b>Total Income</b>	<b>6,344</b>	<b>6,234</b>	<b>3,280</b>	<b>12,578</b>	<b>5,338</b>	<b>13,882</b>
Expenditure						
Cost of Materials consumed	2,814	3,135	1,543	5,949	2,457	6,662
Changes in inventories of finished goods, work-in-progress & stock-in-trade	267	97	(22)	364	308	323
Employee benefits expense	868	819	662	1,687	1,352	2,655
Other expenses	2,065	1,883	1,138	3,947	2,005	4,773
<b>Total Expenditure</b>	<b>6,014</b>	<b>5,934</b>	<b>3,322</b>	<b>11,948</b>	<b>6,122</b>	<b>14,413</b>
Gross Profit Before Interest, Depreciation and	330	300	(42)	630	(785)	(531)
Depreciation	646	644	729	1,291	1,437	2,785
Interest	282	264	353	547	690	1,338
<b>Profit Before tax</b>	<b>(599)</b>	<b>(608)</b>	<b>(1,124)</b>	<b>(1,207)</b>	<b>(2,911)</b>	<b>(4,653)</b>
Tax Expenses	11	(12)	(78)	(1)	(164)	(316)
<b>Net profit after all taxes</b>	<b>(610)</b>	<b>(596)</b>	<b>(1,046)</b>	<b>(1,206)</b>	<b>(2,746)</b>	<b>(4,338)</b>
Other comprehensive income (net of tax)	4	4	(7)	8	(14)	17
<b>Total comprehensive income</b>	<b>(606)</b>	<b>(592)</b>	<b>(1,053)</b>	<b>(1,198)</b>	<b>(2,761)</b>	<b>(4,320)</b>

# Books on Demand... Anytime. Anywhere!



## The Future of the Publishing Industry is here!