

October 31, 2018

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 ended September 30, 2018.

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**  
Repro India Limited  
11th Floor, Sun Paradise Business Plaza,  
B Wing, Senapati Bapat Marg, Lower Panel,  
Mumbai – 400 013, India  
Tel: +91-22-71914000  
Fax: +91-22-71914001  
CIN: L22200MH1993PLC071431

**Mahape**  
Plot No. 50/2, TTC MIDC Industrial Area,  
Mahape, Navi Mumbai -400710  
Tel: +91-22-71785000  
Fax: +91-22-71785011

**Surat**  
Plot No. 90 to 93, IES Surat Special Economic Zone,  
Road No. 11, CIDC Sachin, Surat - 394 230  
Tel: +0261-3107396/97, 2398895/97  
Fax: +0261-2398030

**Chennai**  
No 146, East Coast Road, Vettuvankeni,  
Chennai - 600115,  
Tel: +91-44-2449 0130  
Fax: +91-44-24490836



BOOKS ON DEMAND. ANYTIME, ANYWHERE

# Repro India – Strategic Direction and Progress :

*Books on Demand. Anytime Anywhere*

## Q2 and H1 Review

**Moving forward from Consolidation... to Investment... for Quantum Growth**



BOOKS ON DEMAND. ANYTIME, ANYWHERE



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

## Key Strategies : 2018-19 Q2 and H1 : A Review

*As defined in the beginning of the year*

- ❑ **E-Retail** : From proof of **concept** to proof of **delivery** – to **creating** a platform for **exponential growth**
- ❑ **E-Retail** : Focus on **Content Acquisition** and **Aggregation** and also increasing the reach through **Technology platforms** and various **Channels**
- ❑ **Publishing Services** : Focus on the **right customers** for the **MNC Domestic** and **global** businesses
- ❑ Focus on **reduction of expenses** through **financial consolidation**



## Key Strategies : 2018-19 Q2 and H1 : A Review

*Achievements!*

### □ E-Retail : Repro Books - creating a platform for exponential growth

Test marketing (2016-17)	Proof of Concept (2017-18)	Current Traction... H1 2018-19
Repro Books : April 2017 Rs. 1.5 crores per month	Repro Books : April 2018 Rs. 7.2 crores per month	Repro Books : October 2018 Rs. 12.0 crores per month (est.)



## The **Financial Consolidation Phase** is at **OPTIMUM** levels : leading to the **Investment and Accelerated Growth Phase**

- ❑ **66%** change in **Total Debt Equity ratio** – from a peak of 1.25 in (Q1 2017) is now **0.43** (Q2 2018)
- ❑ **57%** change in **Long Term Debt Equity ratio** – from a peak of 0.43 in (Q1 2017) is now **0.19** (Q2 2018)
- ❑ **58%** reduction in **Total borrowing** - from a peak of Rs. 236 cr (March 2017) is down to **Rs. 98.24 cr** (Q2 2018)
- ❑ **38%** reduction ( ~Rs. 60 crore) in **Borrowings** over last year – Rs. 158.06 cr (Q2 2017) now at **Rs. 98.24 cr** (Q2 2018)
- ❑ Investments in **People, Technology** and **2 upcoming POD facilities** initiated and to accelerate in H2



## Executive Summary : Key Highlights

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

**Repro Books On Demand – a growing and active space – which is the growth focus**

- ❑ **Books On Demand sales** reaches approximately **12,000** books/day
- ❑ The **dedicated enhanced & expanded one book facility in Bhiwandi fully operational** at new location
- ❑ Expansion plans of **2 more facilities** underway. Targeted completion dates:
  - ❑ Delhi (end Q4 2018-19) and Bangalore (Q1 2019-20)
- ❑ Run-rate of Rs.12 crores per month already covering all the operating expenses
- ❑ Repro has strong and invested relationships with e-retailers like **Amazon, Flipkart, Paytm** etc.

**Repro Publishing Services - focus on value added services right from Print to POD, Content & Fulfilment.** Leading to **predictability of business and better realisation.**

**Rapples solution** running in approximately **15 schools** with satisfied students and teachers – **Operations breaking even month on month.**





**REPRO BOOKS**

Books on Demand • Anytime • Anywhere

**REPRO : ADDRESSING THE CHANGING PARADIGM!**

Driving change by innovating new age solutions

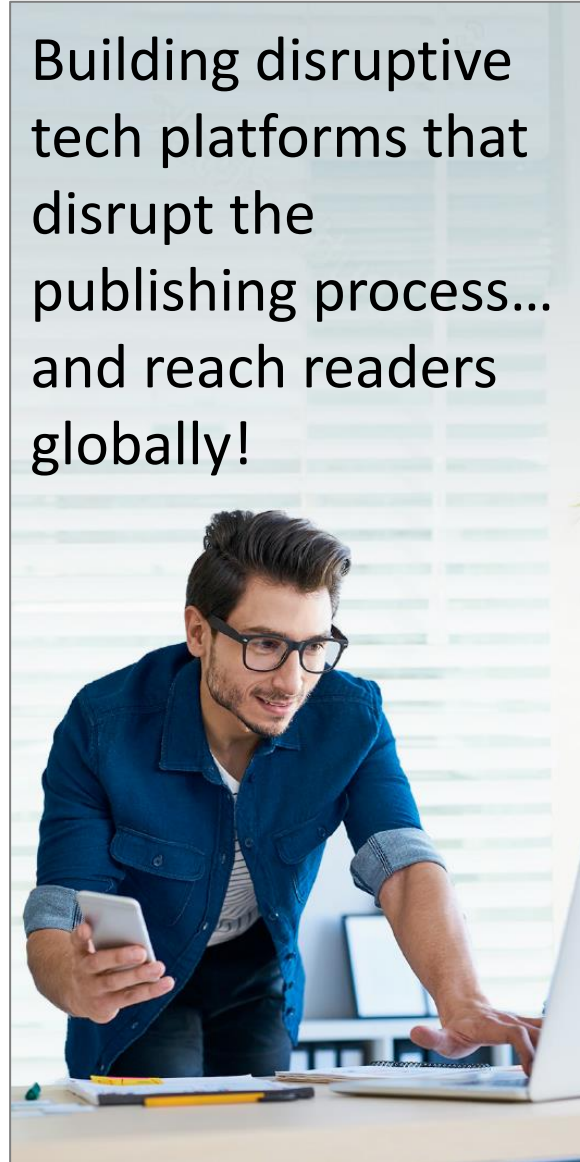


With Repro – the **future** that publishers are waiting for **is here!**

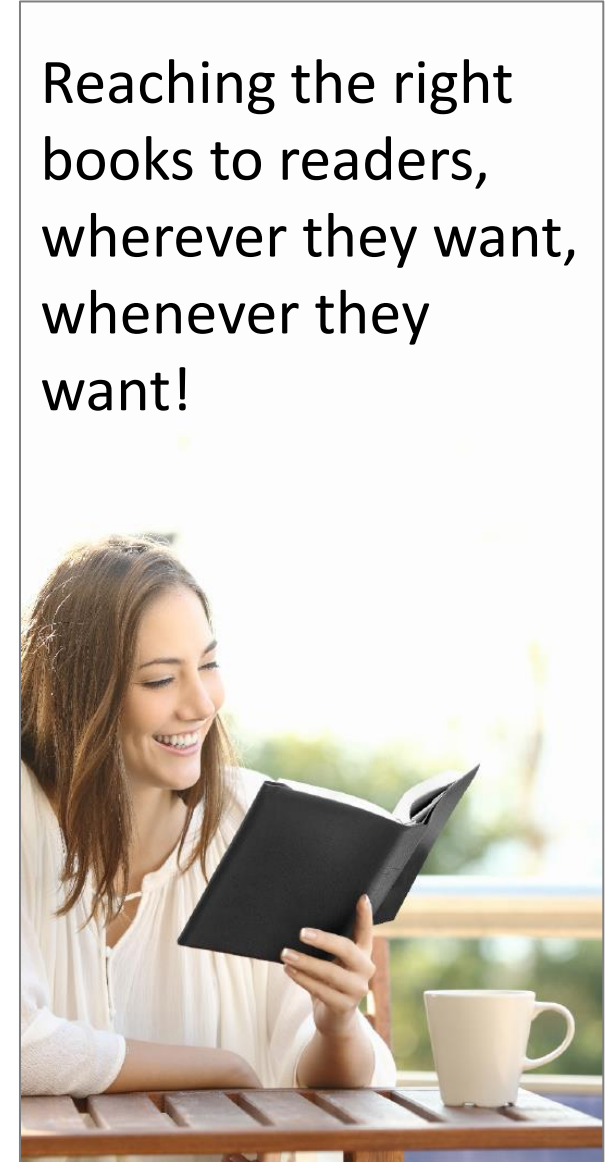
Now a book is produced after it is sold!



Building disruptive tech platforms that disrupt the publishing process... and reach readers globally!

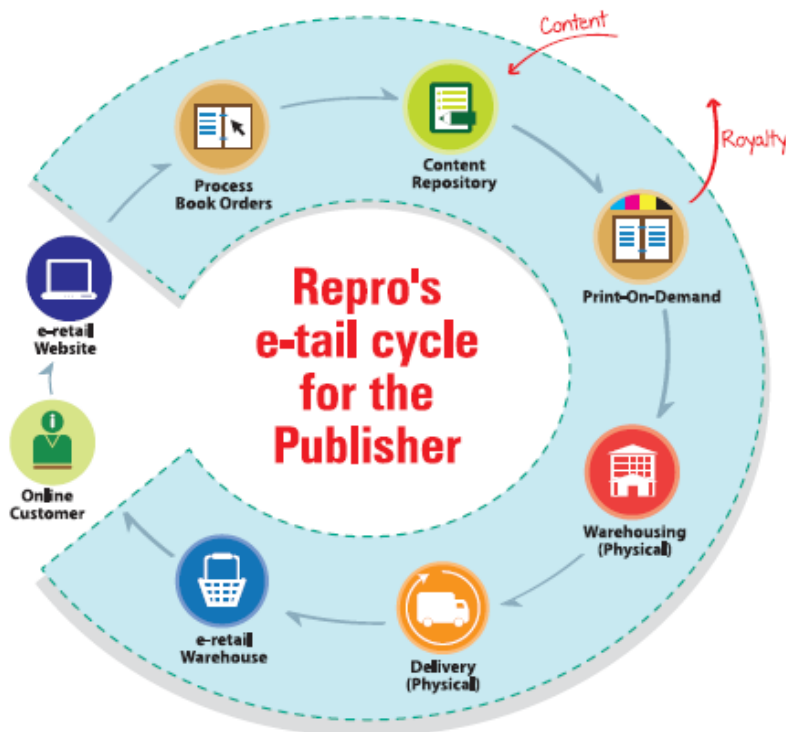


Reaching the right books to readers, wherever they want, whenever they want!



## The platform that disrupts : Zero Inventory! Zero Obsolescence! Zero Headache!

- The Repro solution – customised to eliminate challenges of the traditional process
- Producing the book **after it is bought**



**BENEFITS TO PUBLISHERS:**

WORKING TOWARDS **ZERO**

- FORECASTING
- UPFRONT INVESTMENT
- INVENTORY
- FREIGHT COSTS
- WAREHOUSING COSTS
- RETURNS
- LOSS IN SALES
- OBsolescence

The graphic includes an illustration of a hand holding a book and a truck with a forklift loading boxes.

THE SOLUTION HAS BEEN DESIGNED TO INCREASE SALES AND REDUCE COSTS –  
A WIN-WIN SITUATION FOR PUBLISHERS



# A SOLUTION TO REACH MORE READERS



BOOKS ON DEMAND ANYTIME, ANYWHERE

## Repro : Reaching books to readers – anytime, anywhere!



BOOKS ON DEMAND ANYTIME, ANYWHERE

### INDIA'S BOOK MARKET EXPECTED TO TOUCH USD 12 bn

Repro's tech-platforms are disrupting the publishing process and reaching more readers... globally!

Repro – generates  
online demand...



Repro-reaches  
books directly to students



Repro-reaches  
books to bookstores



Repro – prints & produces  
one book to a million...



Repro – lists  
existing inventory...



.....Books on-demand..... anytime, anywhere!

### Repro : Tie up with leading MNC and Indian publishers



RUPA  
PUBLICATIONS INDIA



Harper  
Collins



Higher  
Education

### Repro : Tie up with leading Players



... and others



BOOKS ON DEMAND ANYTIME, ANYWHERE

# REPRO : Financial Highlights

Consolidated Results FY 2017-18 and Q4

## Key highlights of 2018-19 : Q2

- **42%** growth in Revenue – Rs. **99.25** cr (Q2 2018) over Rs. 69.55 cr (Q2 2017)
- **86%** growth in Profit Before Tax (PBT) – Rs. **4.34** cr (Q2 2018) over Rs. 2.33 cr (Q2 2017)
- **112%** growth in Profit After Tax (PAT) – Rs. **5.38** cr (Q2 2018) over Rs. 2.54 cr (Q2 2017)
- **15%** reduction ( ~Rs. 13.50 crore) in **Net Debtors** over the last quarter – Rs. 90.18 cr (Q1 2018) now at **Rs. 76.68 cr** (Q2 2018)
- **49%** reduction in **Finance Costs** - from Rs. 4.25 cr (Q2 2017) to **Rs. 2.18 cr** (Q2 2018)
- Healthy Opening Order Book of **Rs. 73.51 cr** for Q3.



## Key highlights of 2018-19 : H1

- **40%** growth in Revenue – Rs. **196.13** cr (H1 2018) over Rs. 139.88 cr (H1 2017)
- **83%** growth in Profit Before Tax (PBT) – Rs. **8.34** cr (H1 2018) over Rs. 4.55 cr (H1 2017)
- **116%** growth in Profit After Tax (PAT) – Rs. **10.71** cr (H1 2018) over Rs. 4.96 cr (H1 2017)
- Reduction in interest costs to **Rs. 5.15 cr** (H1 2018) from **Rs. 8.02 cr** (H1 2017)



# Q2 2018 – 19 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
	30-09-2018	30-06-2018	30-09-2017	30-09-2018	30-09-2017	31-03-2018
Revenue from operations	9,925	9,688	6,955	19,613	13,988	29,931
Other income	2	4	1,222	7	2,199	2,785
<b>Total Income</b>	<b>9,927</b>	<b>9,692</b>	<b>8,177</b>	<b>19,619</b>	<b>16,186</b>	<b>32,717</b>
Cost of Materials consumed	5,941	6,637	4,112	12,578	7,509	15,916
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(828)	(1,038)	(350)	(1,866)	153	409
Employee benefits expense	921	779	783	1,700	1,608	4,325
Other expenses	2,857	2,257	2,620	5,114	4,925	7,880
<b>Total Expenditure</b>	<b>8,891</b>	<b>8,634</b>	<b>7,165</b>	<b>17,525</b>	<b>14,196</b>	<b>28,529</b>
<b>Gross Profit Before Interest, Depreciation and Tax (PBDIT)</b>	<b>1,036</b>	<b>1,058</b>	<b>1,012</b>	<b>2,094</b>	<b>1,990</b>	<b>4,187</b>
Depreciation	373	372	353	745	733	1,417
Interest	229	286	425	515	802	1,280
<b>Profit Before tax</b>	<b>434</b>	<b>400</b>	<b>233</b>	<b>834</b>	<b>455</b>	<b>1,491</b>
Tax Expenses	(104)	(133)	(21)	(237)	(41)	(149)
<b>Net profit after all taxes</b>	<b>538</b>	<b>533</b>	<b>254</b>	<b>1,071</b>	<b>496</b>	<b>1,639</b>
Other comprehensive income (net of tax)	3	3	10	5	21	15
<b>Total comprehensive income</b>	<b>541</b>	<b>536</b>	<b>264</b>	<b>1,076</b>	<b>517</b>	<b>1,654</b>

