EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

February 8, 2018

To,
BSE Ltd.,
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 third quarter and nine-months ended December 31, 2017.

This is for your information and record.

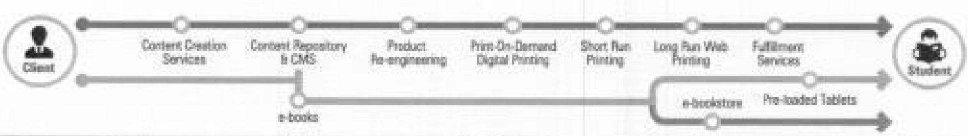
Thanking you,

Yours faithfully,
For **Repro India Limited,**

Kdem

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 Parel,
Mumbai – 400 013, India
Tel: +91-22-71914000
Fax: +91-22-71914001
CIN: L22200MH1993PLC071431

Mahape
Plot No. 50/2, T.T.C. MIDC Industrial Area,
Mahape, Navi Mumbai -400 710
Tel: +91-22-71785000
Fax: +91-22-71785011

Surat
Plot No. 90 to 93,165 Surat Special Economic Zone,
Road No. 11, GIDC, 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

REPRO

EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

Repro India - Strategic Direction and Progress :

FY 2017-18 : Q3

February 8 2018

FY 2017-18 – Q3 Strategic Results

REPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

Contents : Key highlights of Q3 FY 17-18

1. Infusion of Funds to build a stronger business base
   - Rs. 80 crores infusion of funds through Preferential allotment (50 Crs infused)

2. Strategic Progress on Repro Books on Demand
   - Creating the base for exponential growth – a focused strategy to build a robust business based on the rapidly growing opportunity
   - Adding solutions for publishers to increase the depth and width of the offering

3. Progress on existing businesses : Publishing Services
   - Focus on strategic customers
   - Selected projects from the Export market
   - Rapples : Sustaining break-even from current engagements

4. Progress on Financial prudence
   - Consolidate production at Surat to improve EBIDTA margins
   - Focus on cash flows and collections
   - Focus on reduction of expenses

EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

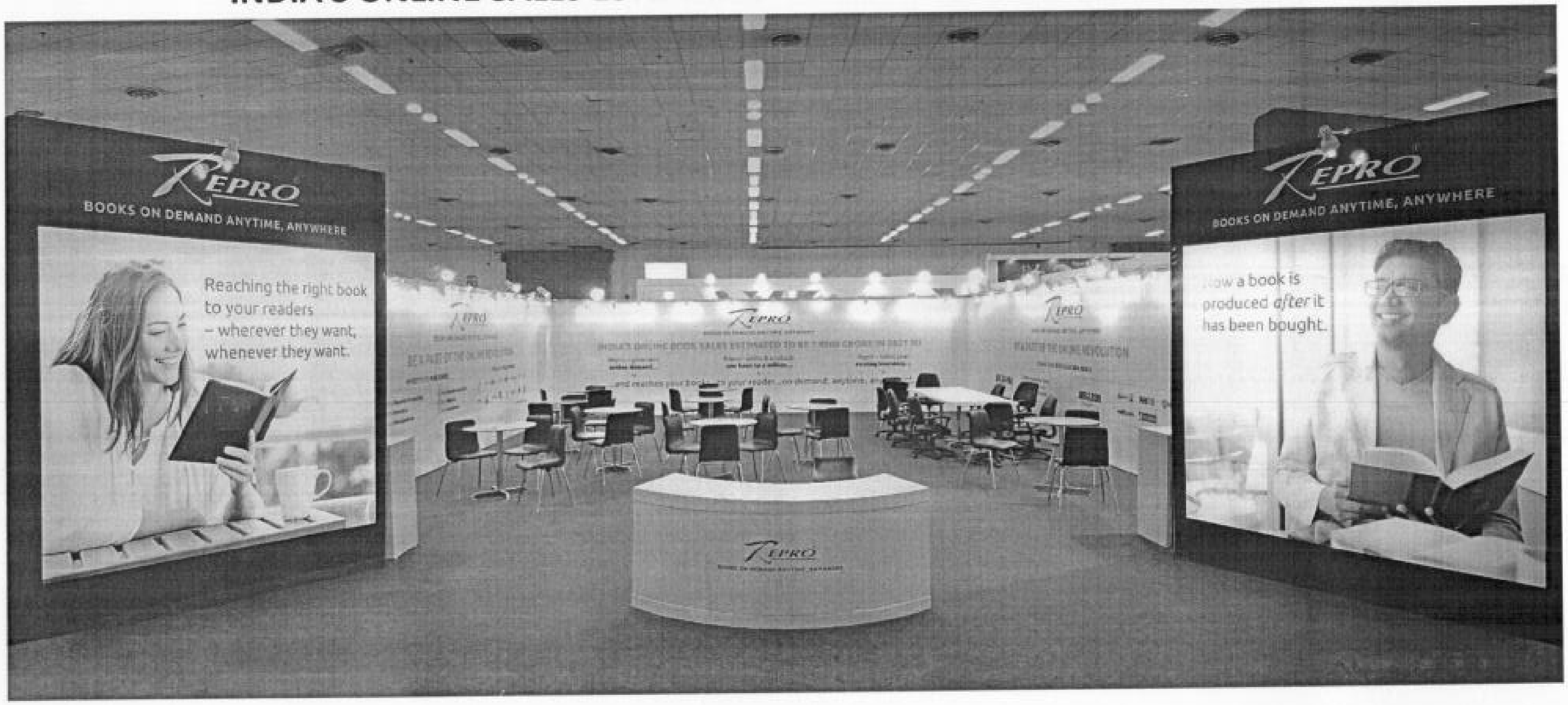
Repro Books on Demand

Key focus : Creating Solutions for Publishers

E-retail : The key growth trajectory

1. Capturing the growing business opportunity......

INDIA'S ONLINE SALES ESTIMATED TO BE RS. 8000 CRORE IN 2021 !!!!



Objective :

- To be the largest seller of books On-line.... in India
- Strategically moving to grow this business exponentially
- Creating solutions for publishers with on-line channels

E-retail : The key growth trajectory

REPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

2. Increasing the business opportunity by adding solutions……

REPRO©

BOOKS ON DEMAND ANYTIME, ANYWHERE

INDIA'S ONLINE BOOK SALES ESTIMATED TO BE ₹ 8000 CRORE IN 2021 !!!!

Repro – generates **online demand…**

Repro – prints & produces **one book to a million…**

Repro – takes your **existing inventory…**

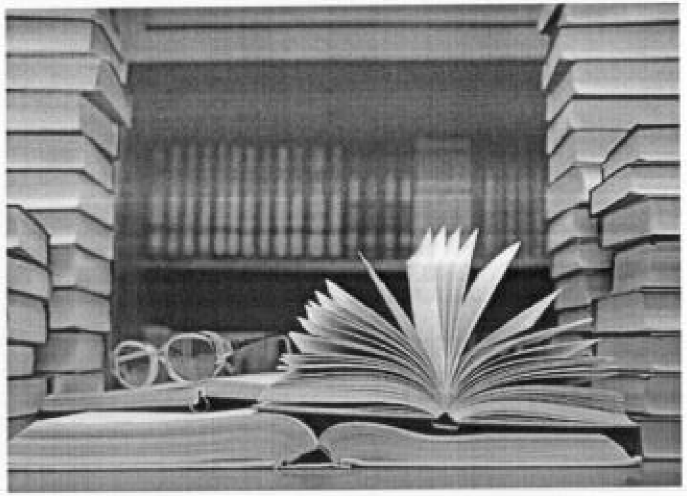
…and reaches your books…to your reader…on-demand, anytime, anywhere!

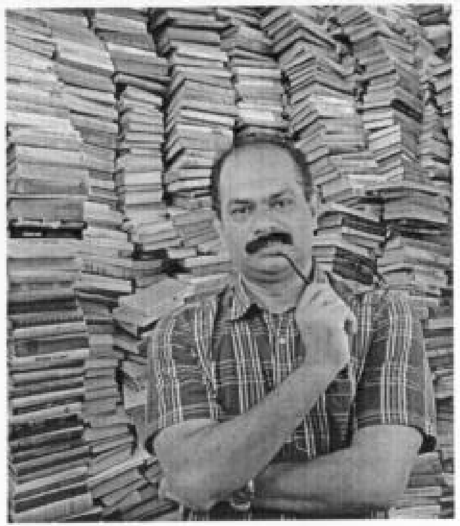
Adding to the solution :

- Retail Sales during WBF and KBF for Penguin
- Pre-orders for new launches

E-retail : The key growth trajectory

E-Retail – Changing Publishing market





- Currently, India is the **6th largest book-market** in the world at approximately Rs. 26,000 crore. Likely to touch Rs. 73,900 crore by 2020.
- In India, it is estimated that the book industry will have a **CAGR of 19.3%** in the next 5 years
- Publishers face key challenges :
  - Un-organised print and publishing industry
  - High costs and wastage
  - Rate of obsolescence and hard to sell inventory
  - Limited reach of traditional distribution
  - Returns and collections
- ......Repro Solution – customised to eliminate challenges of the traditional process

1. The Repro Solution : Disrupting the old... bring in the new

Repro – generates online demand...

...and reaches books.....to readers.....on-demand, anytime, anywhere!

With Repro a book is sold even before it is printed.

- The **content is aggregated** from publisher
- The titles are listed on **e-retail store-fronts**
- The online order is **produced, fulfilled and delivered "just in time"**
- **Collection of royalties** given to publishers

The many benefits of the solution include -

- ✓ ***Zero inventory***
- ✓ ***Zero returns***
- ✓ ***Zero obsolescence***
- ✓ ***Zero warehousing costs***
- ✓ ***Zero freight costs***
- ✓ ***Zero loss in sales***

FY 2017-18 – Q3 Strategic Results

EPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

3. The Repro Solution : From 1 book to a million

Repro – prints and produces one book to a million…
…and reaches books…..to readers…..on-demand, anytime, anywhere!

- Repro has relationships with some of the **world's largest multinational publishers** and **leading Indian publishers** in India and Africa

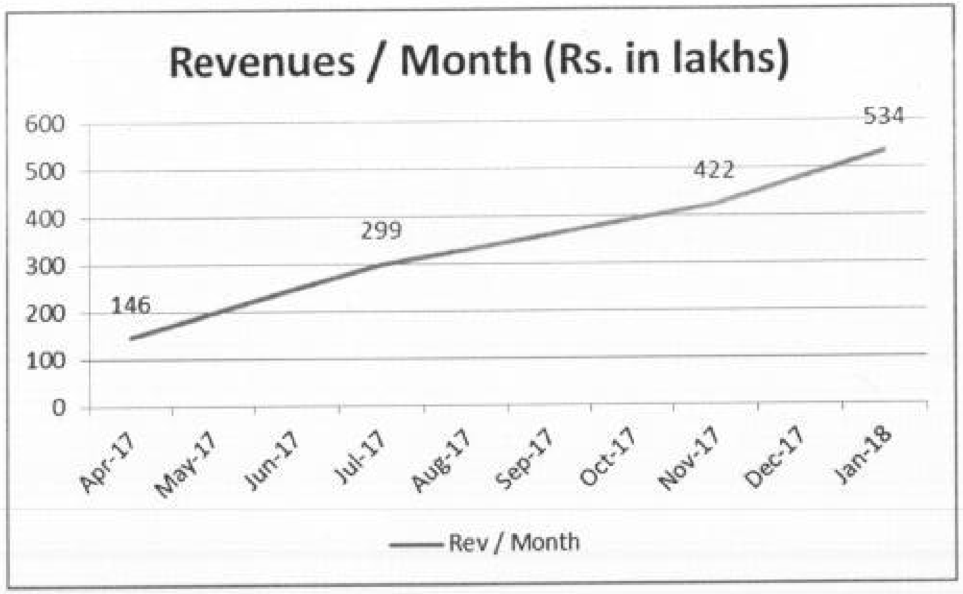
- The benefits of the Repro solution include

✓ Planning and mass producing the
  - ✓ Right **product**
  - ✓ At the right **price**
  - ✓ In the **required time**

✓ Product range includes **textbooks, supplementary books, higher Ed, distance learning, vocational courseware** etc.

FY 2017-18 – Q3 Strategic Results

Repro Books On Demand



- Beginning of 2017-18 (April 2017), listed over 1.2 million books with monthly sales of 146 lakhs, with month-on-month growth
- Trend continued in first quarter of current year – 1.8 million titles listed and revenues are touching 299 lakhs per month (July 2017)
- November 2017 – reached a run rate of 4.2 crores per month with 2.5 million titles
- January 2018 – Selling over 5500 books / day. Revenues 5.34 crores. 2.8 million titles listed
- International titles count continues to grow; domestic front titles providing faster growth
- Pre-printing and stocking front titles to capture larger market share

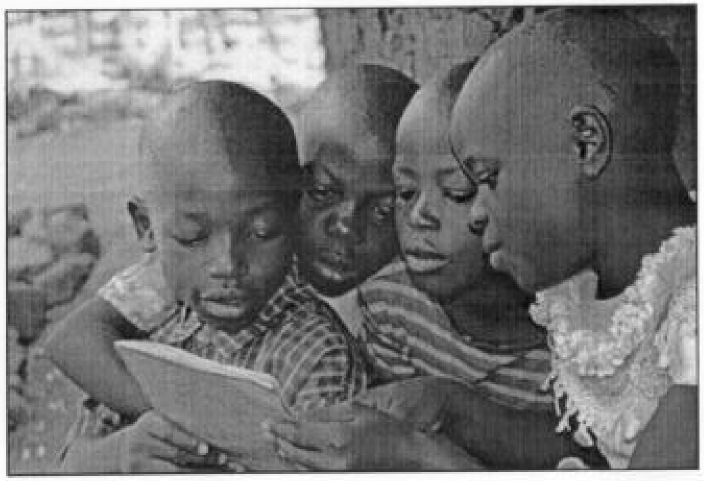
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

Repro : Publishing Services

Strategies and focus for the existing business

FY 2017-18 – Q3 Strategic Results

A continuing focus on Publishing Services : India and Africa



- Focus on strategic customers for production and delivery of millions of books
- In India, offering a depth of services to meet their needs and result in increase of business
- Q3 Business : Exports 19.39 crores
- Opening Order Book for Q4: 56.43 crores
- Debtors recovery against provisions: 1.79 crores

REPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

Financials - Repro India

Consolidated Results Q3 2017-18

Nine Month : 2017 – 18

Nine Month 17-18			Nine Month 16-17	
	Rs.in Lacs	Contribution %	Rs.in Lacs	Contribution %
Total Revenue	21,209		24,185	
Profit before Depn& Interest-PBDIT	3,014	14%	2,845	12%
Profit Before Tax	780	4%	579	2%
Tax	(62)	0%	(46)	0%
Profit After Tax PAT	842	4%	624	3%
Total comprehensive income	872	4%	641	3%

FY 2017-18 – Q3 Strategic Results

REPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

DEBTORS

	31.12.2017	30.09.2017	30.06.2017	31.03.2017
EXPORT	62.41	54.74	48.41	61.74
DOMESTIC	58.35	52.64	91.81	115.29
GROSS DEBTORS	**120.77**	**107.38**	**140.22**	**177.03**
LESS:PROVISION AS PER IND AS	50.7	52.49	58.81	68.20
NET DEBTORS	**70.07**	**54.89**	**81.41**	**108.83**
RECOVERY AGAINST THE PROVISION	**1.79**	**6.31**	**9.39**	

FY 2017-18 – Q3 Strategic Results

BORROWINGS:

			RS.IN INR IN CR	
	31.12.2017	30.09.2017	30.06.2017	31.03.2017
Long Term	56.24	65.09	68.13	75.89
Short Term	68.35	92.97	129.68	156.27
TOTAL	124.59	158.06	197.81	232.16

Q3 2017 – 18 Financials Consolidated

Rs. In lacs

Particulars	Unaudited Quarter Ended 31-12-2017	Unaudited Quarter Ended 30-09-2017	Unaudited Quarter Ended 31-12-2016	Unaudited 9 months Ended 31-12-2017	Unaudited 9 months Ended 31-12-2016
Revenue from operations	7,222	6,955	8,147	21,209	24,185
Other income	273	1,222	158	2,472	1,929
Total Income	7,495	8,177	8,305	23,681	26,113
Cost of Materials consumed	4,718	4,112	3,838	12,227	10,701
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(900)	(350)	954	(747)	3,094
Employee benefits expense	835	783	1,060	2,444	3,414
Other expenses	1,818	2,620	1,414	6,743	6,059
Total Expenditure	6,471	7,165	7,266	20,667	23,268
Gross Profit Before Interest,Depreciation and Tax(PBDIT)	1,024	1,012	1,040	3,014	2,845
Depreciation	423	353	350	1,157	1,034
Interest	275	425	420	1,077	1,233
Profit Before tax	325	233	270	780	579
Tax Expenses	(21)	(21)	(15)	(62)	(46)
Net profit after all taxes	346	254	285	842	624
Other comprehensive income (net of tax)	10	10	6	31	17
Total comprehensive income	355	264	290	872	641

REPRO
EDUCATIONAL CONTENT MANAGEMENT TO DELIVERY SOLUTIONS

THANK YOU