

February 11, 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 ended December 31, 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



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BOOKS ON DEMAND. ANYTIME, ANYWHERE

# Repro India – Strategic Direction and Progress :

*Books on Demand. Anytime Anywhere*

## Q3 and 9 month 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 Q3 and 9 months : 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 Financial highlights of 2018-19 : 9 months

### Growth objectives as per strategy

### PAT for 9 months (2018-19) crosses annual figure (2017-18)

- **38%** growth in Revenue – Rs. **292.82** cr (9 month 2018) over Rs. 212.09 cr (9 month 2017)
- **Over 4.5 times growth in EBIDTA Margin (Excluding Other Income)** – Rs. **31.46** cr (9 month 2018) over Rs. 5.42 cr (9 month 2017)
- **98%** growth in Profit After Tax (PAT) – Rs. **16.76** cr (9 month 2018) over Rs. 8.42 cr (9 month 2017)
- Investments in **People, Technology** and **2 upcoming POD facilities** continues and to accelerate



## Key Financial highlights of 2018-19 : Q3

Quantum Growth over last year same quarter

In keeping with the current year's steady quarterly performance

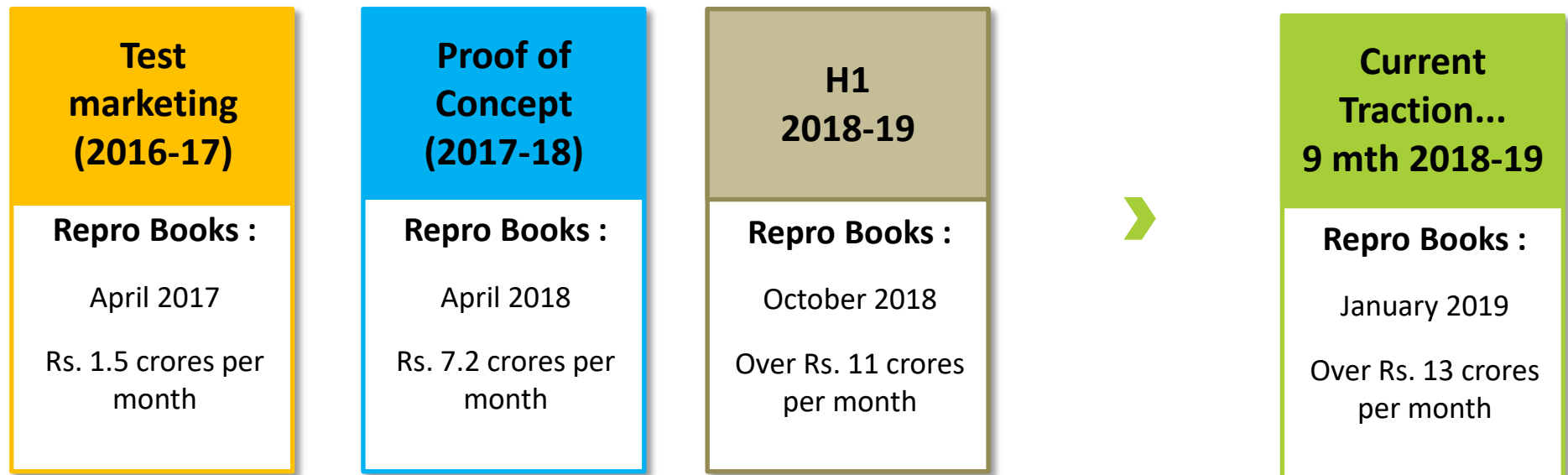
- **34%** growth in Revenue – Rs. **96.70** cr (Q3 2018) over Rs. 72.22 cr (Q3 2017)
- **41% Growth in EBIDTA (without Other Income)** – Rs. **10.58** cr (Q3 2018) over Rs. 7.51 cr (Q3 2017)
- **73%** growth in Profit After Tax (PAT) – Rs. **6.05** cr (Q3 2018) over Rs. 3.46 cr (Q3 2017)
- **20%** decrease in Interest Costs – Rs. **2.19** cr (Q3 2018) over Rs. 2.75 cr (Q3 2017)





## Key Highlights : 2018-19 Q3 and 9 months : Focus on the growing e-Retail segment

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



## E-Retail: 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 **14,000** books/day
- ❑ The **dedicated enhanced and 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 (H1 2019-20)
- ❑ Repro has strong and invested relationships with e-retailers like **Amazon, Flipkart, Paytm** etc.
- ❑ Repro Books is reaching books directly to students in schools
- ❑ Some key clients include :





## Executive Summary : Key Highlights

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

### Existing Business : increasing strategic client acquisitions

- ❑ **Repro Publishing Services** - focus on **value added services** continues. Leading to **predictability** of business and **better realisation**.
- ❑ **New markets in Africa in East Africa and Francophone countries** gaining traction
- ❑ **Rapples solution** running in existing 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

# THE PUBLISHING INDUSTRY – POISED FOR EXPONENTIAL GROWTH

## India's Book Market – continues on the growth trajectory

- ❑ Changing Retail landscape with hectic Industry activity - consumption habits are **changing to buy and sell products and services online**
- ❑ The **global book market** also hit by this disruption
- ❑ Publishers **need to have their books on e-stores** to reach readers globally
- ❑ Globally **e-retail revenues** growing with India being the one of the fastest e-retail markets
- ❑ Internet users in India too growing and buying online



## Challenges faced by Publishers -

Repro is driving change by innovating new age solutions

□ Currently Publishers face key challenges :

- ❖ **Unorganised** 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 is driving change by innovating new age solutions**

## **REPRO BOOKS**

Books on Demand • Anytime • Anywhere

**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!**



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

Producing the book **after** it is bought

The benefits for the publishers are :

- ✔ **Zero** Up-front investment
- ✔ **Zero** forecasting
- ✔ **Zero** inventory
- ✔ **Zero** returns
- ✔ **Zero** obsolescence
- ✔ **Zero** warehousing costs
- ✔ **Zero** freight costs
- ✔ **Zero** loss in sales

**Special infrastructure** for optimum pricing  
and fastest time to market

- ✔ **Print on Demand** facilities pan India
- ✔ Production in a **SEZ**
- ✔ Production capacity of **one to a million books**





Deep **relationships** and **invested tie-ups** with leading **Online Channels** and Industry leaders in the area of **book aggregation**

**Almost 3 times growth** in **Revenue** for 9 month 18-19 in the **e-Retail segment** compared to 9 month performance in 2017-18



Flipkart



paytm

rediff.com

snapdeal

infi beam.com



## INGRAM®

The **Repro Ingram tie-up** enables publishers to sell all their titles, in India, through the **Ingram Global Connect Program**.

### REPRO GENERATES ONLINE DEMAND

- **Online Channels** – by aggregating, digitizing, listing titles on
  - ❖ **Online** storefronts
  - ❖ Producing **on demand**
  - ❖ Delivering **anywhere** in the world



Repro increasing **market scope** : Tapping **School markets** –  
Repro ensures your titles **reach** each **student directly at home**



- ❑ Repro **aggregates books** required by students from **publishers**
- ❑ Selected books **listed on Amazon school specific pages**
- ❑ **Order is placed** by the student
- ❑ **Student** receives the **kit at home**
  
- ❑ Benefits include -
  - ✔ Publisher : **Increased sales** and **minimised logistics**
  - ✔ No **infrastructure** set up
  - ✔ Convenience of **technology** and **shopping from home**



BOOKS ON DEMAND ANYTIME, ANYWHERE

# REPRO : Financial Highlights

Consolidated Results FY 2018-19 Q3 and 9 months

## Financial Highlights

Opening order book for Q4: 83 crores

Total Debt Equity Ratio: 0.42

Long Term Debt Equity Ratio: 0.17

Debtor days: 92

Revenue Break-up:

	Nine months 18-19	Nine months 17-18
Exports	21%	19%
Domestic	45%	61%
Repro Books	34%	20%
	100%	100%



# Q3 2018 – 19 Financials Consolidated

Rs. In lacs

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Nine months End	Nine months End	Year Ended
	31-12-2018	30-09-2018	31-12-2017	31-12-2018	31-12-2017	31-03-2018
Revenue from operations	9,670	9,925	7,222	29,282	21,209	29,931
Other income	20	2	273	26	2,472	2,785
<b>Total Income</b>	<b>9,689</b>	<b>9,927</b>	<b>7,495</b>	<b>29,309</b>	<b>23,681</b>	<b>32,717</b>
Cost of Materials consumed	5,671	5,941	4,718	18,249	12,227	15,916
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(340)	(828)	(900)	(2,207)	(747)	409
Employee benefits expense	833	921	835	2,533	2,444	4,325
Other expenses	2,448	2,857	1,818	7,561	6,743	7,880
<b>Total Expenditure</b>	<b>8,611</b>	<b>8,891</b>	<b>6,471</b>	<b>26,137</b>	<b>20,667</b>	<b>28,529</b>
<b>Gross Profit Before Interest,Depreciation and Tax(PBDIT)</b>	<b>1,078</b>	<b>1,036</b>	<b>1,024</b>	<b>3,172</b>	<b>3,014</b>	<b>4,187</b>
Depreciation	366	373	423	1,111	1,157	1,417
Interest	219	229	275	734	1,077	1,280
<b>Profit Before tax</b>	<b>493</b>	<b>434</b>	<b>325</b>	<b>1,327</b>	<b>780</b>	<b>1,491</b>
Tax Expenses	(112)	(104)	(21)	(349)	(62)	(149)
<b>Net profit after all taxes</b>	<b>605</b>	<b>538</b>	<b>346</b>	<b>1,676</b>	<b>842</b>	<b>1,639</b>
Other comprehensive income (net of tax)	3	3	10	8	31	15
<b>Total comprehensive income</b>	<b>607</b>	<b>541</b>	<b>355</b>	<b>1,684</b>	<b>872</b>	<b>1,654</b>



Thank You

