

August 1, 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 June 30, 2018.

This is for your information and record.

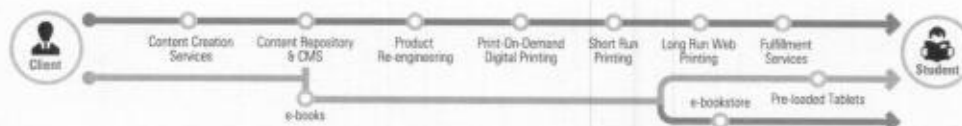
Thanking you,

Yours faithfully,
For Repro India Limited,

Kajal Damania

Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



Corporate & Registered Office
Repro India Limited
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BOOKS ON DEMAND. ANYTIME, ANYWHERE

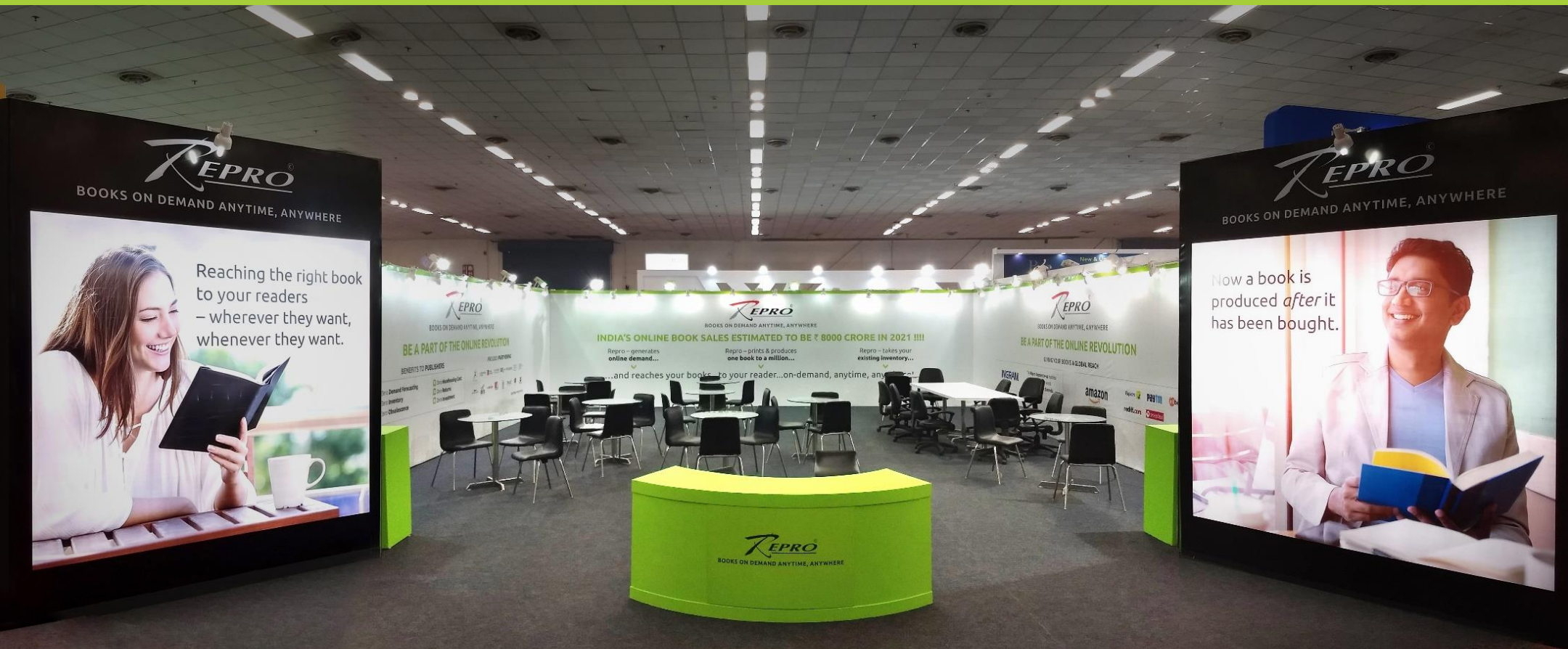
Repro India – Strategic Direction and Progress :

Books on Demand. Anytime Anywhere

Q1 2018-19



BOOKS ON DEMAND ANYTIME, ANYWHERE



REACHING MORE BOOKS
to MORE READERS
through MORE CHANNELS!

Key Strategies : 2018-19

Continuing the strategy of the past 2 years

- ❑ **E-Retail** : From proof of **concept** to proof of **delivery** – to **creating** a platform for **exponential growth**
- ❑ Focus on the **right customers**
- ❑ Focus on **MNC Domestic** and **global** businesses
- ❑ Focus on **financial consolidation**
- ❑ Focus on **cashflows** and **collections**
- ❑ Focus on **reduction of expenses**



Executive Summary : *Seeing results of the last 2 years' strategy!*

□ Financial Highlights : Quarter over Quarter (Q1 2018 over June 2017)

- **38% growth in Revenue : Rs. 96.88 cr - Rs. 70.32 cr**
- **8% growth in operating profit : Rs. 10.58 cr - Rs. 9.78 cr**
- **120% growth in PAT : Rs. 5.33 cr – Rs. 2.42 cr**
- **Reduction of Debtors and Borrowings**



Key highlights of Q1 : 2018-19

Q1 Achievements

- ❑ **Repro Books on Demand : on course with the strategy and growing at a galloping pace :**
 - ❑ strong and invested relationships with e-retailers like **Amazon, Flipkart** and other players
 - ❑ reaping benefits of being a part of **Ingram's Global Connect Program**
- ❑ Successfully completed pilots with **8 schools for K-12** offering along with Amazon. Investing in sales to build a strong funnel of **schools for next academic year**.
- ❑ **July 2018 – Successfully shifted to new location in Bhiwandi** where a larger, more streamlined and enhanced facility has been set up. **One-Book Capacity** being augmented to cater to printing **12,000 books per day**.
- ❑ **Bangalore and Delhi** planned to come up next during this financial year.
- ❑ **July 2018 – Touching sales of 9 crores** (run-rate established till 21st July after which sales stopped at Seller-flex for 10 days to shift to new location): **Selling over 9000 books per day**.



Key highlights of Q1 : 2018-19

Q1 Achievements (contd)

- ❑ **Focus on value added services leading to predictability of business and better realisation**
 - ❑ **Partnership** rather than **transactional** business in India is paying off - Predictable business due to **value added services**
 - ❑ **30%** of the business is from **MNC** customers like **Macmillan, Oxford, Cambridge, Scholastic, Pearsons** and **Elsevier** etc - **an increase over last year.**
 - ❑ **Customised solutions created for** customers based on the understanding of the business model
 - ❑ **For the Exports business** focus on **consolidation of markets, large local and MNC customers**
 - ❑ **Strong Opening order Book for Q2 of 47 crores**





BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Highlights

Consolidated Results Q1 2018-19

Q1 2018 – 19 Financials Consolidated

Rs. In lacs

	Unaudited	Audited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	30-06-2018	31-03-2018	30-06-2017	31-03-2018
Revenue from operations	9,688	8,722	7,032	29,931
Other income	4	313	977	2,785
Total Income	9,692	9,035	8,009	32,717
Cost of Materials consumed	6,637	3,689	3,397	15,916
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(1,038)	1,155	503	409
Employee benefits expense	779	1,410	826	4,325
Other expenses	2,257	1,565	2,305	7,880
Total Expenditure	8,634	7,819	7,031	28,529
Gross Profit Before Interest,Depreciation and Tax(PBDIT)	1,058	1,217	978	4,187
Depreciation	372	260	380	1,417
Interest	286	216	377	1,280
Profit Before tax	400	741	221	1,491
Tax Expenses	(133)	(87)	(21)	(149)
Net profit after all taxes	533	828	242	1,639
Other comprehensive income (net of tax)	3	(16)	11	15
Total comprehensive income	536	812	253	1,654



Rs. In crs

- 38 % Growth in Revenue : 70.32 crs → 96.88 crs
- Operating Profit : 9.78 crs → 10.58 crs
- Profit After Tax : 2.42 crs → 5.33 crs
- Total comprehensive income : 2.53 crs → 5.36 crs



DEBTORS

Rs. In crs

	30.06.2018	31.03.2018	31.12.2017	30.09.2017	30.06.2017	31.03.2017
EXPORT	49.02	53.43	62.41	54.74	48.41	61.74
DOMESTIC	67.24	70.16	58.35	52.64	91.81	97.50
GROSS DEBTORS	116.26	123.59	120.77	107.38	140.22	159.24
LESS:PROVISION AS	33.80	33.96	50.7			
PER IND AS				52.49	58.81	69.04
NET DEBTORS	82.46	89.63	70.07	54.89	81.41	90.20

Reduction of debtors in Domestic as well as Exports segments



BORROWINGS:

Rs. In crs

	30.06.2018	31.03.2018	31.12.2017	30.09.2017	30.06.2017	31.03.2017
Long Term	47.38	49.95	56.24	65.09	68.13	74.84
Short Term	76.60	93.5	68.35	92.97	129.68	161.43
TOTAL	123.98	143.45	124.59	158.06	197.81	236.27

- **Debt Equity ratio** : reduced to **0.46**



Repro India Limited
Statement of Consolidated Unaudited Financial Results for the quarter ended 30 June 2018

Rs. In Lakhs (Except for per share data)

Particulars	Unaudited	Audited	Unaudited	Audited
	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	30-06-2018	31-03-2018	30-06-2017	31-03-2018
		Refer note - 2		
Revenue from operations				
Sale of products	9,409.10	8,565.16	6,892.42	29,374.99
Other operating income	278.72	156.84	140.04	556.29
Total revenue from operations	9,687.82	8,722.00	7,032.46	29,931.28
Other income	4.29	313.49	976.60	2,785.26
Total income	9,692.11	9,035.49	8,009.06	32,716.54
Expenses				
Cost of materials consumed	6,637.10	3,688.57	3,397.08	15,915.65
Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1,038.17)	1,155.48	503.06	408.71
Employee benefits expense	778.56	1,410.07	825.64	4,325.03
Finance costs	285.95	215.58	376.95	1,279.56
Depreciation and amortisation expenses	371.65	260.35	380.05	1,417.15
Other expenses	2,256.94	1,564.84	2,304.79	7,879.91
Total expenses	9,292.03	8,294.89	7,787.57	31,226.01
Profit before tax	400.08	740.60	221.49	1,490.53
Income tax expense				
- Current tax	-	-	-	-
- Deferred tax	132.86	86.92	20.57	148.63
Profit for the period	532.94	827.52	242.06	1,639.16
Other comprehensive income				
Items that will not be reclassified to statement profit and loss - actuarial gains and losses	4.10	(15.92)	10.64	14.58
Income tax relating to item that will not be reclassified to statement of profit and loss	(1.43)	-	-	-
Other comprehensive income (net of tax)	2.67	(15.92)	10.64	14.58
Total comprehensive income for the period	535.61	811.60	252.70	1,653.74



Thank You!

