

July 30, 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 June 30, 2019.

This is for your information and record.

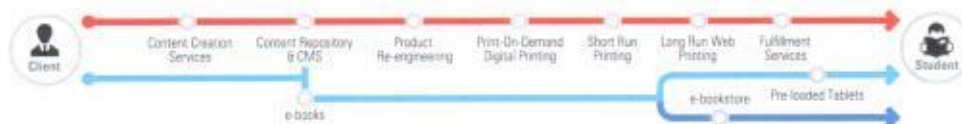
Thanking you,

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!

2019-20 : Q1

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 : 2019-20

□ E-Retail

□ Aggressive Growth

- Domestic and International Publishers - relevant **Content Acquisition**
- **Geographical Replication** – North and South India for higher sales conversion
- **Strategic** partnerships with key **publishers** to enhance market share

□ Operational Efficiencies

- Upgrading **IT Systems** for multi-location servicing and higher scale
- Investments in **Digital Printing & Finishing Equipment** to address newer segments like STM, International and Children

□ Publishing Services :

- Focus on the **right customers** for the **MNC Domestic** and **global** businesses
- Increase **full service clients**
- Increase the geographical focus to **UK / USA and Europe**



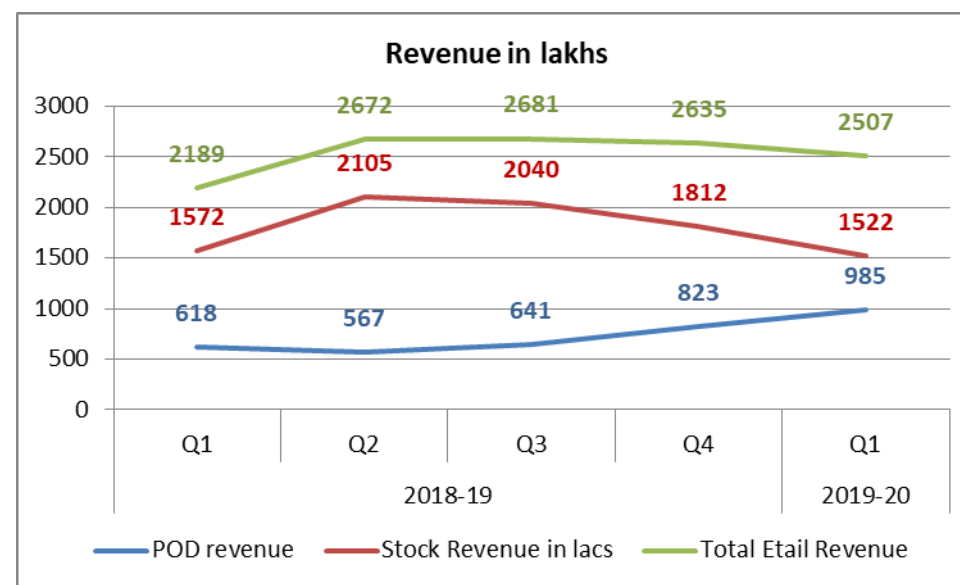
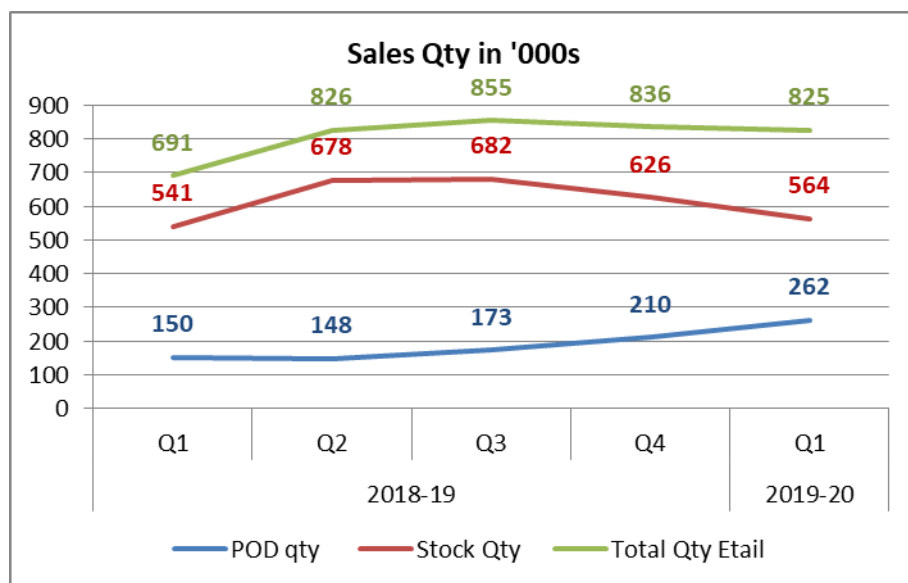
Executive Summary : Key Financial highlights : Q1 2019-20 : Steady growth over previous year same quarter

- **10.5%** growth in Revenue – Rs. **107.06** cr (Q1 2019-20) over Rs. 96.88 cr (Q1 2018-19)
- **25%** growth in EBIDTA – Rs. **13.26** cr (Q1 2019-20) over Rs. 10.58 cr (Q1 2018-19)
- **44%** growth in Profit Before Tax (PBT) – Rs. **5.77** cr (Q1 2019-20) over Rs. 4.00 cr (Q1 2018-19)
- **28% decrease** in Total Debt – Rs. **89.65** cr (Q1 2019-20) from Rs. 123.98 cr (Q1 2018-19)
- **Long Term Debt Equity** – **0.10** (Q1 2019-20) from 0.22 (Q1 2018-19)



Executive Summary : Key Financial highlights : Q1 2019-20 : Focus on the growing e-Retail segment

□ e-Retail : Repro Books – the continuing growth trajectory for POD Books



□ **POD Sales** grows by 20% quarter-on-quarter (Rs. **9.85** cr vs Rs. 8.23 cr)

□ **Total e-retail sales** : Rs. **32.73** cr compared to Rs. 29.22 cr in previous quarter



Executive Summary : E-Retail: Key Highlights

The momentum of the strategic action picks up traction!

- The dedicated enhanced one book facility, fully operational in Bhiwandi Mumbai

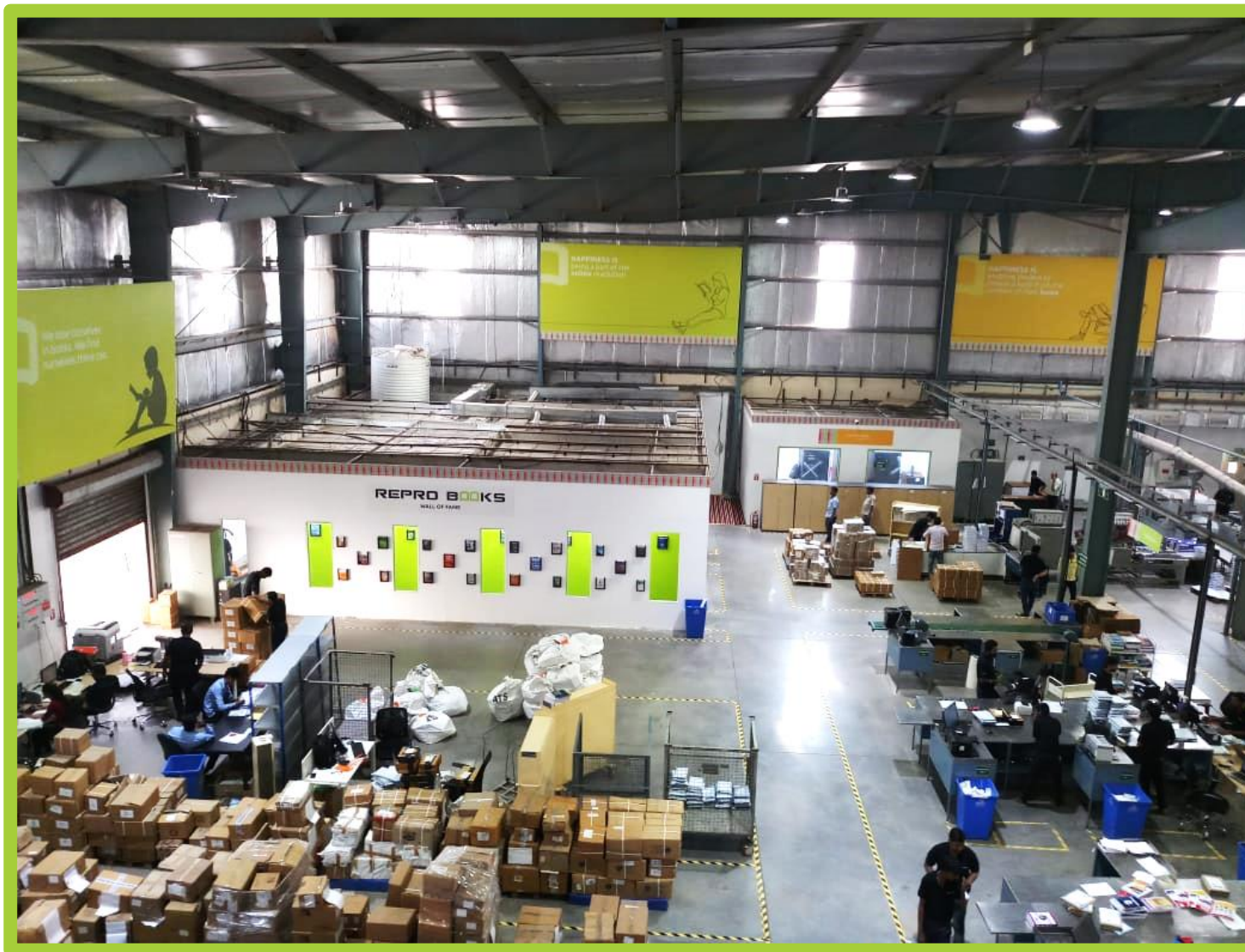


Birds eye-view of operations at the one book facility at Bhiwandi



Executive Summary : E-Retail: Key Highlights

The momentum of the strategic action picks up traction!



Birds eye-view of the despatch to Amazon, Flipkart and other e-Retailers from Bhiwandi



Executive Summary : E-Retail: Key Highlights

The momentum of the strategic action picks up traction!

Reaching more readers all across India – faster!

- Expansion plans of **2 more facilities** underway. Targeted completion dates:
 - North India (Q2 2019-20); South India (Q4 2019-20)



Delhi Facility – outside view



Executive Summary : E-Retail: Key Highlights

**Repro Books On Demand – Focused activity to explode the business potential
– and earn better return on capital employed.**

- ❑ Reaping the benefits of **Ingram's Global Connect Program in India.**
- ❑ **Global distribution** through Ingram gains traction as more titles added.
- ❑ Segment **categories for POD books** include
 - ❑ Trade books
 - ❑ Test Prep segments
 - ❑ Academic books
 - ❑ International books
- ❑ **Content Acquisition** for more titles gaining traction in all segments of the market
- ❑ Repro has strong and invested relationships with multiple e-retailers like **Amazon, Flipkart, Paytm** etc. – increasing the reach from Tier 1 to Tier 3 cities and smaller areas



Executive Summary : Key Highlights

*A strategic approach to the **existing business** with MNC and large Publishers*



Existing Business : increasing strategic client acquisitions

- ❑ **Repro Publishing Services** - focus on **value added services** continues. Leading to **predictability** of business and **better realisation**.
- ❑ Focus on MNC business continues
- ❑ **60 Key clients** across India contribute majority of business
- ❑ **Exports** business with secure business continues to add to the publishing services revenues





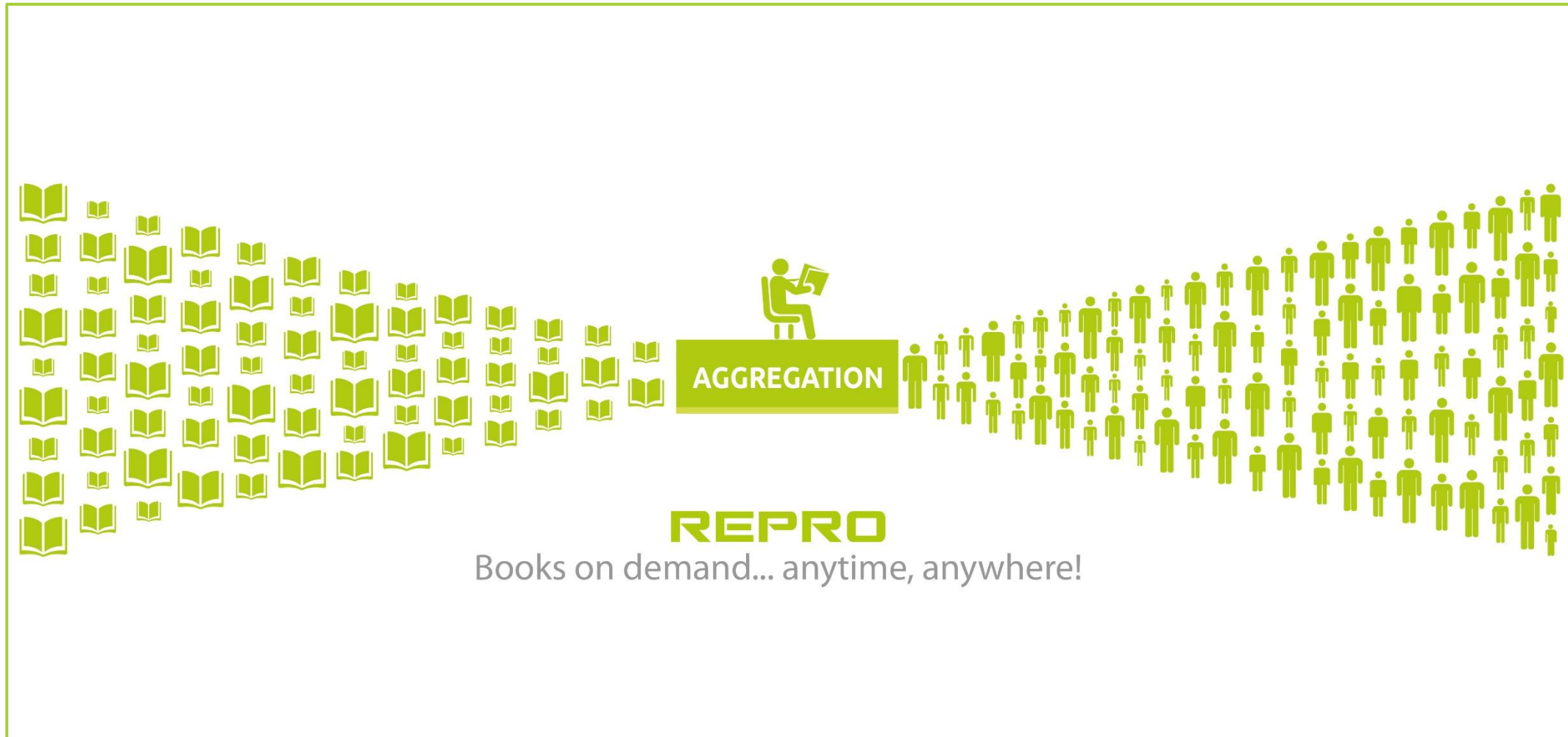
REPRO BOOKS

Books on Demand • Anytime • Anywhere

REPRO : ADDRESSING THE CHANGING PARADIGM!

Driving change by innovating new age solutions

Reaching more books to more readers...



THE TECH PLATFORM FOR BOOK AGGREGATION



Repro : Changing the Paradigm



BOOKS ON DEMAND ANYTIME, ANYWHERE



Publishers...
e-retailers...
educators...
bookstores...

We'll be the complete partner
and get any book... to any reader...
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!





Right now, someone,
somewhere is choosing a book...
and adding to the
global book industry...

...and we're delighted to be a part of it.



Changing Retail consumption habits – buying and selling products and services online

Globally e-retail revenues growing - with India being the one of the fastest e-retail markets





Millions of students in India, the world's 6th largest book market, are getting updated text books....

... and we're thrilled to deliver them to their doorstep.

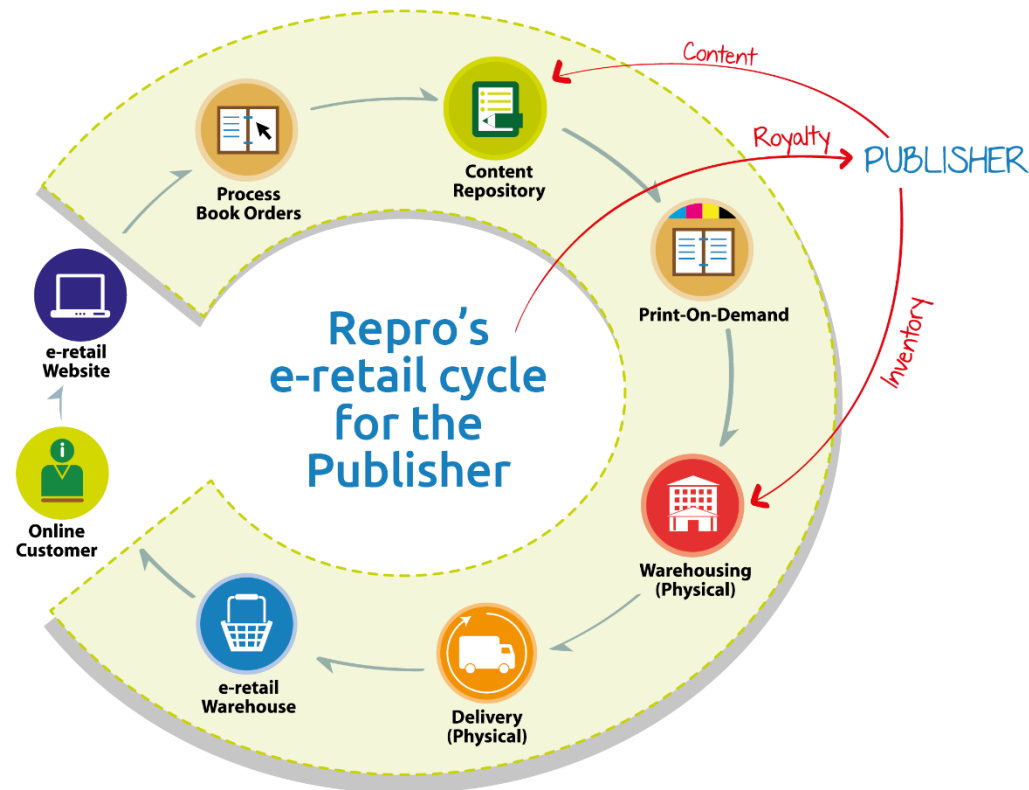
Indian Book Market \$ 6 bn – CAGR approx. 19%

Currently Publishers face key challenges :

- ❖ Unorganised industry
- ❖ Obsolescence and hard to sell inventory
- ❖ Limited reach of traditional distribution
- ❖ Returns and collections



Producing a book *after* it is bought!



Zero inventory

Zero returns

Zero obsolescence

Zero wastage

Special infrastructure for optimum pricing and fastest time to market

Print on Demand facilities coming up pan India

Production in a **SEZ**

Production capacity of **one to a million books**



Reaching Readers Globally....



BOOKS ON DEMAND ANYTIME, ANYWHERE

Spreading the joy of reading,
and getting a book to
any reader...
anytime...
anywhere...

... is what gives us the
greatest satisfaction.

Special relationships : for reach and fastest time to market

amazon

Flipkart



paytm

rediff.com

snapdeal

infibeam.com

INGRAM

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





BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Highlights

Consolidated Results FY 2019-20 Q1

Q1 2019-20 Financials - Consolidated

Rs. In lacs

	Unaudited	Audited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	30-06-2019	31-03-2019	30-06-2018	31-03-2019
Revenue from operations	10,706	10,666	9,688	39,949
Other income	17	14	4	40
Total Income	10,723	10,680	9,692	39,989
Expenditure				
Cost of Materials consumed	5,898	5,712	6,637	23,961
Changes in inventories of finished goods, work-in-progress & stock-in-trade	94	125	(1,038)	(2,081)
Employee benefits expense	823	910	779	3,442
Other expenses	2,581	2,680	2,257	10,241
Total Expenditure	9,397	9,427	8,634	35,563
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,326	1,254	1,058	4,425
Depreciation	471	373	372	1,484
Interest	278	301	286	1,036
Profit Before tax	577	579	400	1,906
Tax Expenses	(117)	(103)	(133)	(452)
Net profit after all taxes	694	682	533	2,358
Other comprehensive income (net of tax)	3	(25)	3	(17)
Total comprehensive income	697	657	536	2,341

PROPOSAL TO ENHANCE SHAREHOLDER VALUE THROUGH A FOCUSSED STRATEGY TO IMPROVE PRINT, OPERATIONAL AND TAX EFFICIENCIES. RESULTING IN EBIDTA MARGINS FOR (RBL) AND BETTER RESERVES IN RIL

through the

PROPOSED MERGER OF THE PRINT BUSINESS OF RBL TO RIL

- Repro Books Limited (“RBL”) is currently carrying the two business activities
 - Printing Business
 - Distribution business.
- As a part of the business expansion plans of RIL, it has been proposed to merge the printing business of RBL into RIL.
- This merger will create enhanced shareholder value, as both companies focus on, enhance and expand the print and distribution businesses
- Benefit to RIL :
 - grow its print business (offset and digital) under one roof.
 - Enhance and expand its print operations without incurring additional capex costs.
 - The combined pool of people talent will focus their expertise to increase efficiencies.
 - All assets and liabilities pertaining to printing business shall be transferred to RIL.
 - No consideration payable and no impact on share capital of both Companies.



PROPOSED MERGER OF THE PRINT BUSINESS OF RBL TO RIL

- RBL would continue with distribution activity post de-merger. This focus will enable growth and expansion in its distribution activities.
- Financial impact : profitable growth of both the companies
 - RIL would be able to claim entire ITC of printing activities
 - Direct impact on improving EBITDA margins for RBL.
 - Tax benefits will ensure better reserves in RIL.
- The merger will enable better and more efficient management, control and running of both businesses and it will benefit all the stakeholders.
- The Scheme of Arrangement is subject to the approval from the shareholders of the Company, NCLT, and other regulatory or government bodies/tribunals.
- With effect from the Appointed Date, the merger shall be deemed to have been operative from the effective date.



Books on Demand... Anytime. Anywhere!

REPRO
BOOKS ON DEMAND. ANYTIME, ANYWHERE



The Future of the Publishing Industry is here!