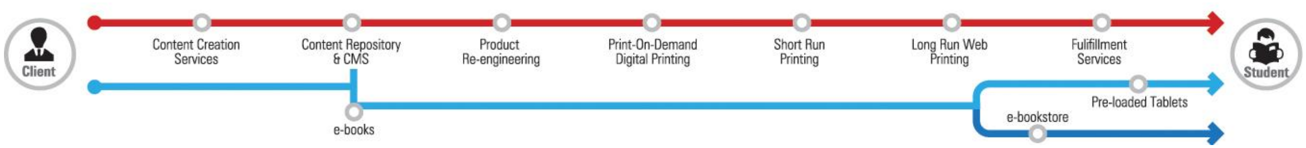
EDUCATIONAL CONTENT MANAGEMENT
TO DELIVERY SOLUTIONS

REPRO INDIA LTD.

May 2013

Q2 2013-14 Overview



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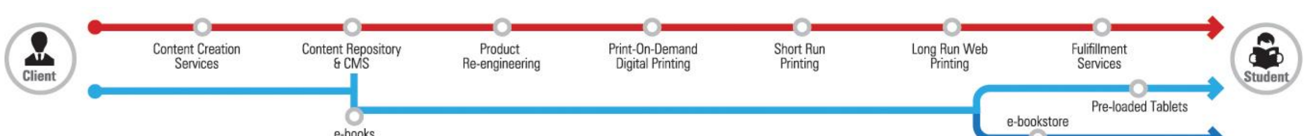


Qtr 2 13-14 over Qtr 1 13-14

- 25% growth in Revenue : 89.09 crs → 111.29 crs
- 12% growth in Operating Profit : 17.33 crs →19.41crs
- 23% growth in PBT : 9.67 crs → 11.87 crs
- 6% growth in PAT : 9.04 crs → 9.55 crs

Quarter 2 : 2013 – 14

	Quarter 2 13-14		Quarter 1 13-14		Growth
	Rs.in Lacs	Contribution %	Rs.in Lacs	Contribution %	
Revenue	11,129		8,909		25%
Profit before Depn& Interest-PBDIT	1,941	17%	1,733	19%	12%
Profit Before Tax	1,187	11%	967	11%	23%
Tax	232	2%	64	1%	
Profit After Tax PAT	955	9%	904	10%	6%

Segment wise Revenue Q2

	Q2 13-14 Sales	Q1 13-14 Sales
Domestic	3,635	4,055
Export	7,494	4,853
Total	**11,129**	**8,909**
Surat	5,801	4,289
Navi Mumbai	5,106	4,316
Chennai	222	304
Export	67%	54%
Domestic	33%	46%

Business Analysis – Q2 13-14

Exports

- Secured UBEC (Nigeria) order for 9.30 million books and executed in Q2.
- Secured contract with Uganda Government for 1.5 million books.
- Focus continues on increasing both width and depth in African Continent.
- Renewed focus on tender biz & partnerships for growth impetus. Separate team formulated.

Domestic

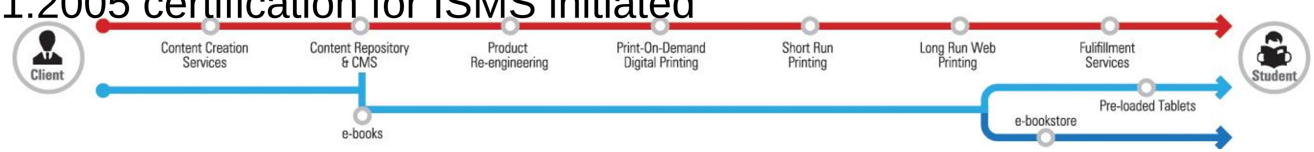
- Strategy in domestic market to focus on top publishers yielding positive results. Order booking of full 12-13 achieved in H1 itself.
- PAN India strategy is now fully implemented & business generated from across India.
- Strategy of selling complete integrated solutions working to Repro advantage.
- Focus on government business. Beginning made with West Bengal Government.

Digital Learning

- In Print on Demand, sizable business generated & executed from parallel education segment (higher ed viz IIT, etc)
- In Digital learning space, 5 schools signed post successful pilots – 100% strike rate.
- Repro Cloudstore now operational.

Other Initiatives

- Mahape Plant getting FSC certified
- ISO 27001:2005 certification for ISMS initiated



Q2 13-14 over Q2 12-13

- 10% growth in Revenue : 101.46 crs → 111.29 crs
- 9% growth in Operating Profit : 17.84 crs →19.41crs
- 9% growth in PBT : 10.84 crs → 11.87 crs
- 5% growth in PAT : 9.07 crs → 9.55 crs

Q2 : 2013 – 14

	Quarter 2 13-14		Quarter 2 12-13		Growth
	Rs.in Lacs	Contribution %	Rs.in Lacs	Contribution %	
Revenue	11,129		10,146		10%
Profit before Depn& Interest-PBDIT	1,941	17%	1,784	18%	9%
Profit Before Tax	1,187	11%	1,084	11%	9%
Tax	232	2%	177	2%	
Profit After Tax PAT	955	9%	907	9%	5%

Segment wise Revenue Q2

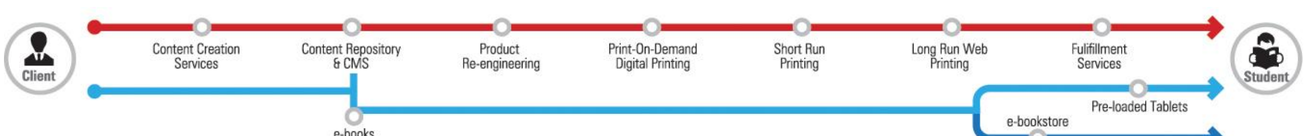
	Q2 13-14 Sales		Q2 12-13 Sales
Domestic	3,635		3,189
Export	7,494		6,957
Total	**11,129**		**10,146**
Surat	5,801		4,699
Navi Mumbai	5,106		4,882
Chennai	222		565
Export	67%		69%
Domestic	33%		31%

Key Financial Ratios

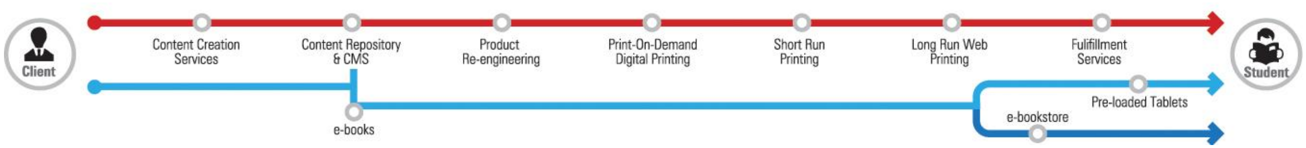
DESCRIPTION	30.09.2013	30.06.2013	31.03.2013
Return on Net worth (**RONW)-**Annualised	19%	18%	20%
Return on Net Capital Employed (**ROCE**)-Annualised	14%	15%	15%
Earning Per Share**(EPS)**-Annualised	33	33	35
Long Term Debt Equity Ratio	0.33	0.22	0.24
No of days Raw material Inventory	15	17	13
No of days Finished Goods and Work in progress Inventory	8	2	0.48

Q2 2013 – 14 Financials

Particulars	3 Months ended 30th Sep 2013 (Unaudited)	3 Months ended 30th Jun 2013 (Unaudited)	3 Months ended 30th Sep 2012 (Unaudited)	Year to date 30th Sep 2013 (Unaudited)	Year to date 30th Sep 2012 (Unaudited)	Year ended 31st March 2013 (Audited)
Net Sales	10,825	8,706	9,831	19,531	18,913	37,197
Operating Income	304	203	315	507	648	998
Total Income	11,129	8,909	10,146	20,038	19,561	38,195
Expenditure						
Cost of Materials consumed	5,589	4,749	4,199	10,338	8,153	16,674
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(820)	(192)	(141)	(1,012)	62	133
Employee benefits expense	1,060	920	922	1,981	1,781	3,668
Other expenses	3,418	1,893	3,488	5,310	6,328	10,888
Total Expenditure	9,247	7,370	8,468	16,617	16,325	31,363
Other Income	58	194	106	252	252	313
Gross Profit Before Interest,Depreciation and Tax(PBDIT)	1,941	1,733	1,784	3,673	3,488	7,145
Depreciation	413	413	358	826	720	1,477
Interest	341	352	341	693	716	1,511
Profit Before tax	1,187	967	1,084	2,154	2,053	4,157
Tax Expenses	232	64	177	296	243	313
Net profit after all taxes	955	904	907	1,858	1,809	3,844



Thank You


Client
Content Creation Services
Content Repository & CMS
Product Re-engineering
Print-On-Demand Digital Printing
Short Run Printing
Long Run Web Printing
Fulifillment Services
Student
e-books
e-bookstore
Pre-loaded Tablets