

October 31, 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 September 30, 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

Q2 and H1 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 Q2 and H1 : 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 Strategies : 2018-19 Q2 and H1 : A Review

Achievements!

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

Test marketing (2016-17)

Repro Books :

April 2017

Rs. 1.5 crores
per month

Proof of Concept (2017-18)

Repro Books :

April 2018

Rs. 7.2 crores
per month

Current Traction... H1 2018-19

Repro Books :

October 2018

Rs. 12.0 crores
per month (est.)



The **Financial Consolidation Phase** is at **OPTIMUM** levels : leading to the **Investment and Accelerated Growth Phase**

- ❑ **66%** change in **Total Debt Equity ratio** – from a peak of 1.25 in (Q1 2017) is now **0.43** (Q2 2018)
- ❑ **57%** change in **Long Term Debt Equity ratio** – from a peak of 0.43 in (Q1 2017) is now **0.19** (Q2 2018)
- ❑ **58%** reduction in **Total borrowing** - from a peak of Rs. 236 cr (March 2017) is down to **Rs. 98.24 cr** (Q2 2018)
- ❑ **38%** reduction (~Rs. 60 crore) in **Borrowings** over last year – Rs. 158.06 cr (Q2 2017) now at **Rs. 98.24 cr** (Q2 2018)
- ❑ Investments in **People, Technology** and **2 upcoming POD facilities** initiated and to accelerate in H2



Executive Summary : 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 **12,000** books/day
- ❑ The **dedicated enhanced & 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 (Q1 2019-20)
- ❑ Run-rate of Rs.12 crores per month already covering all the operating expenses
- ❑ Repro has strong and invested relationships with e-retailers like **Amazon, Flipkart, Paytm** etc.

Repro Publishing Services - focus on value added services right from Print to POD, Content & Fulfilment. Leading to **predictability of business and better realisation.**

Rapples solution running in approximately **15 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

With Repro – the **future** that publishers are waiting for **is here!**

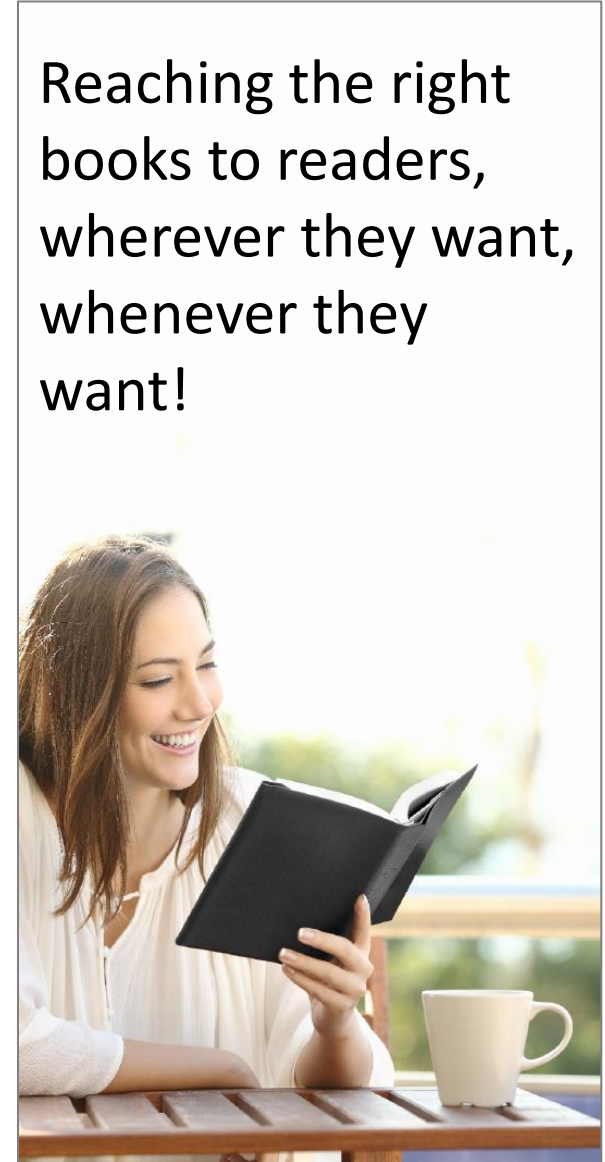
Now a book is produced after it is sold!



Building disruptive tech platforms that disrupt the publishing process... and reach readers globally!

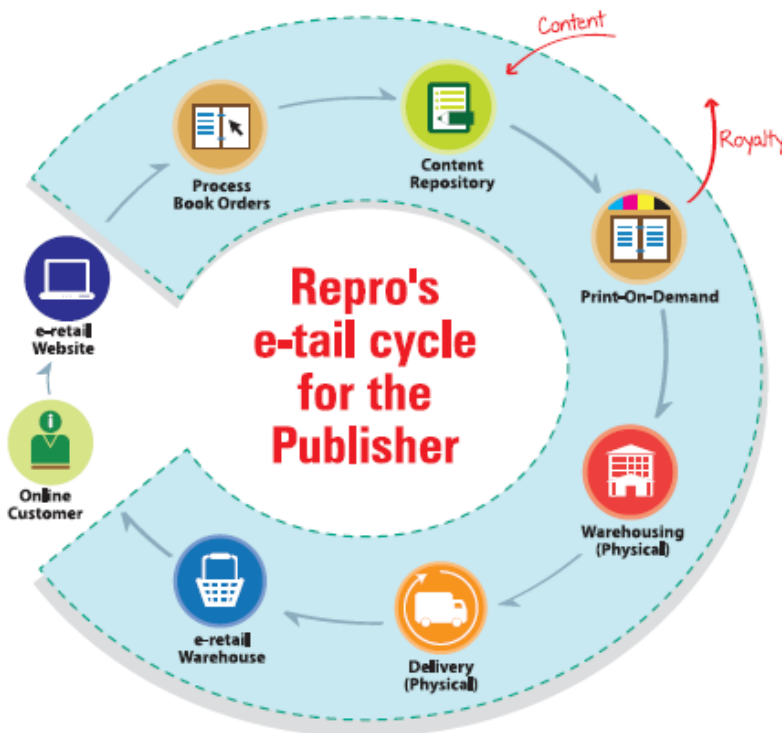


Reaching the right books to readers, wherever they want, whenever they want!



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

- The Repro solution – customised to eliminate challenges of the traditional process
- Producing the book **after** it is bought





BENEFITS TO PUBLISHERS:

WORKING TOWARDS

ZERO



- FORECASTING
- UPFRONT INVESTMENT
- INVENTORY
- FREIGHT COSTS
- WAREHOUSING COSTS
- RETURNS
- LOSS IN SALES
- OBsolescence

THE SOLUTION HAS BEEN DESIGNED TO INCREASE SALES AND REDUCE COSTS –
A WIN-WIN SITUATION FOR PUBLISHERS



A SOLUTION TO REACH MORE READERS



BOOKS ON DEMAND ANYTIME, ANYWHERE

Repro : Reaching books to readers – anytime, anywhere!



BOOKS ON DEMAND ANYTIME, ANYWHERE

INDIA'S BOOK MARKET EXPECTED TO TOUCH USD 12 bn

Repro's tech-platforms are disrupting the publishing process and reaching more readers... globally!

Repro – generates
online demand...



Repro-reaches
books directly to students



Repro-reaches
books to bookstores



Repro – prints & produces
one book to a million...



Repro – lists
existing inventory...



.....Books on-demand..... anytime, anywhere!

Repro : Tie up with leading MNC and Indian publishers



RUPA
PUBLICATIONS INDIA



Harper
Collins



Higher
Education

Repro : Tie up with leading Players



... and others



BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Highlights

Consolidated Results FY 2017-18 and Q4

Key highlights of 2018-19 : Q2

- ❑ **42%** growth in Revenue – Rs. **99.25** cr (Q2 2018) over Rs. 69.55 cr (Q2 2017)
- ❑ **86%** growth in Profit Before Tax (PBT) – Rs. **4.34** cr (Q2 2018) over Rs. 2.33 cr (Q2 2017)
- ❑ **112%** growth in Profit After Tax (PAT) – Rs. **5.38** cr (Q2 2018) over Rs. 2.54 cr (Q2 2017)
- ❑ **15%** reduction (~Rs. 13.50 crore) in **Net Debtors** over the last quarter – Rs. 90.18 cr (Q1 2018) now at **Rs. 76.68 cr** (Q2 2018)
- ❑ **49%** reduction in **Finance Costs** - from Rs. 4.25 cr (Q2 2017) to **Rs. 2.18 cr** (Q2 2018)
- ❑ Healthy Opening Order Book of **Rs. 73.51 cr** for Q3.



Key highlights of 2018-19 : H1

- **40%** growth in Revenue – Rs. **196.13** cr (*H1 2018*) over Rs. 139.88 cr (*H1 2017*)
- **83%** growth in Profit Before Tax (PBT) – Rs. **8.34** cr (*H1 2018*) over Rs. 4.55 cr (*H1 2017*)
- **116%** growth in Profit After Tax (PAT) – Rs. **10.71** cr (*H1 2018*) over Rs. 4.96 cr (*H1 2017*)
- Reduction in interest costs to **Rs. 5.15 cr** (H1 2018) from **Rs. 8.02 cr** (H1 2017)



Q2 2018 – 19 Financials Consolidated

Rs. In lacs

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Half year Ended	Half year Ended	Year Ended
	30-09-2018	30-06-2018	30-09-2017	30-09-2018	30-09-2017	31-03-2018
Revenue from operations	9,925	9,688	6,955	19,613	13,988	29,931
Other income	2	4	1,222	7	2,199	2,785
Total Income	9,927	9,692	8,177	19,619	16,186	32,717
Cost of Materials consumed	5,941	6,637	4,112	12,578	7,509	15,916
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(828)	(1,038)	(350)	(1,866)	153	409
Employee benefits expense	921	779	783	1,700	1,608	4,325
Other expenses	2,857	2,257	2,620	5,114	4,925	7,880
Total Expenditure	8,891	8,634	7,165	17,525	14,196	28,529
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,036	1,058	1,012	2,094	1,990	4,187
Depreciation	373	372	353	745	733	1,417
Interest	229	286	425	515	802	1,280
Profit Before tax	434	400	233	834	455	1,491
Tax Expenses	(104)	(133)	(21)	(237)	(41)	(149)
Net profit after all taxes	538	533	254	1,071	496	1,639
Other comprehensive income (net of tax)	3	3	10	5	21	15
Total comprehensive income	541	536	264	1,076	517	1,654

