

August 10, 2021

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, 2021.

This is for your information and record.

Thanking you,

Yours faithfully,
For **Repro India Limited**,



Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro – Strategic Direction and Progress :

2021-22 : Q1 Performance Highlights

e-Retail : Poised to Unlock the Potential



BOOKS ON DEMAND. ANYTIME, ANYWHERE



***REACHING MORE BOOKS
to MORE READERS
through MORE CHANNELS!***

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E-Retail - Poised to Unlock the Potential

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1. Repro - Strategic Direction 2021-22

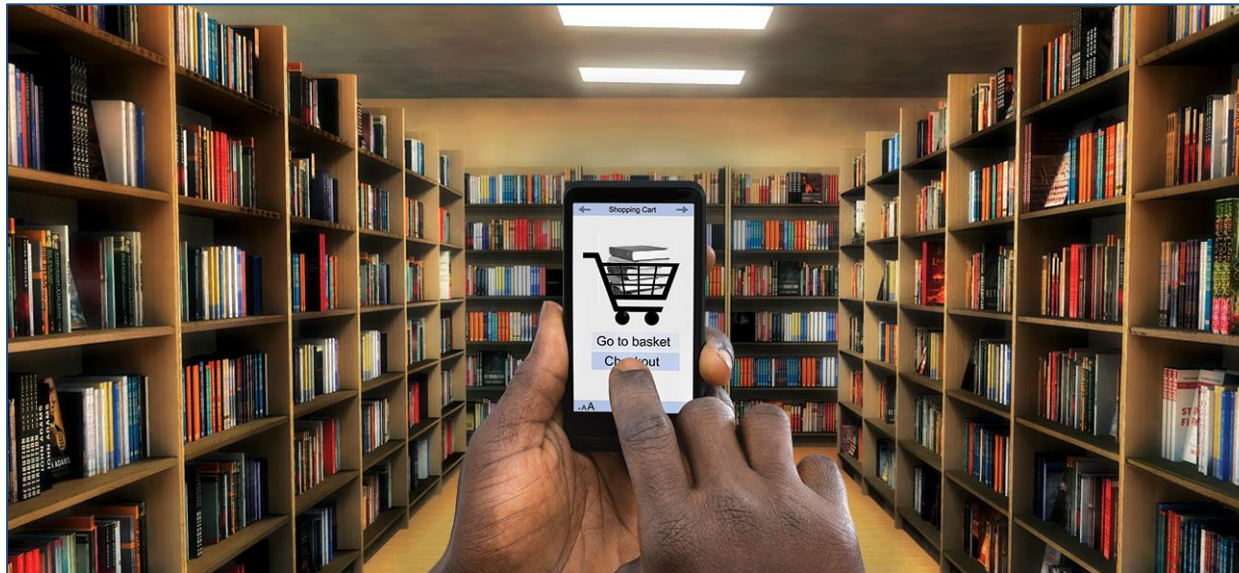
□ A) Focus – Growth in the e-Retail Business

- Gearing up to capitalize on the huge **e-Retail Opportunity**
- Increasing **Ratio of e-Retail business** in overall business mix Q on Q
- Aggressive **Content** Acquisition
- Increasing **Reach** through Geographical Replication, B2B, New Channels
- Focused investment in **Technology**
- Induction of New Age **Human Resources**



1. Repro - Strategic Direction 2021-22 (contd.)

B) Tackling the current short term Industry challenges thrown up by COVID 19



Schools and Colleges

- ❑ Comprising 80% of the book Industry – to open
- ❑ Currently demand from the market is stagnant

Physical Retail

- ❑ Outlets should steadily open up and see a cautious consumption of Books

e-Retail

- ❑ The only significant vehicle for sales for Publishers
- ❑ Supply chain is still to go back to being in full flow



2. Executive Summary - Highlights of Q1 Results

A) Overall business – Green shoots visible – Growth in the e-Retail Business

In keeping with our **strategy of e-Retail** – the focus has been to grow the business. This has resulted in :

- **40% Revenue growth - Rs. 20.02 cr** in Q1 2021-22 compared to **Rs. 13.95 cr** in Q4 2020-21
- **Increased EBIDTA to 5%** Q1 2021-22 from **3%** Q4 2020-21
- **Overall Revenues** increase by **24% - Rs. 62.12 cr** in Q1 2021-22 compared to **Rs. 50.18 cr** in Q4 2020-22.



2. Executive Summary - Highlights of Q1 Results (contd.)

B) Investing in Human Capital

With the e-Retail business growing and Green Shoots re-appearing, the key is to unlock the potential by investing in Human Capital.

This includes key additions to the e-Retail team in terms of a COO, IT, Technical, Marketing and Front Ending Professionals among others...

Key Measures included :

- ❑ **Retention of Talent : Promotions and increments to employees** : After 2 years of COVID-19, talent was reviewed and **rewards and recognition** implemented
- ❑ **Strategic and Operational Leadership** : Addition to the Leadership team – **COO** with experience in the digital business has joined to drive the e-Retail business
- ❑ **Strategic Hiring** : To fuel and sustain the growth of the e-Retail business





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3. DIGITAL BUSINESS:

Poised to Unlock the Potential – Strengthening the Pillars for Growth

THE TECH PLATFORM FOR BOOK AGGREGRATION



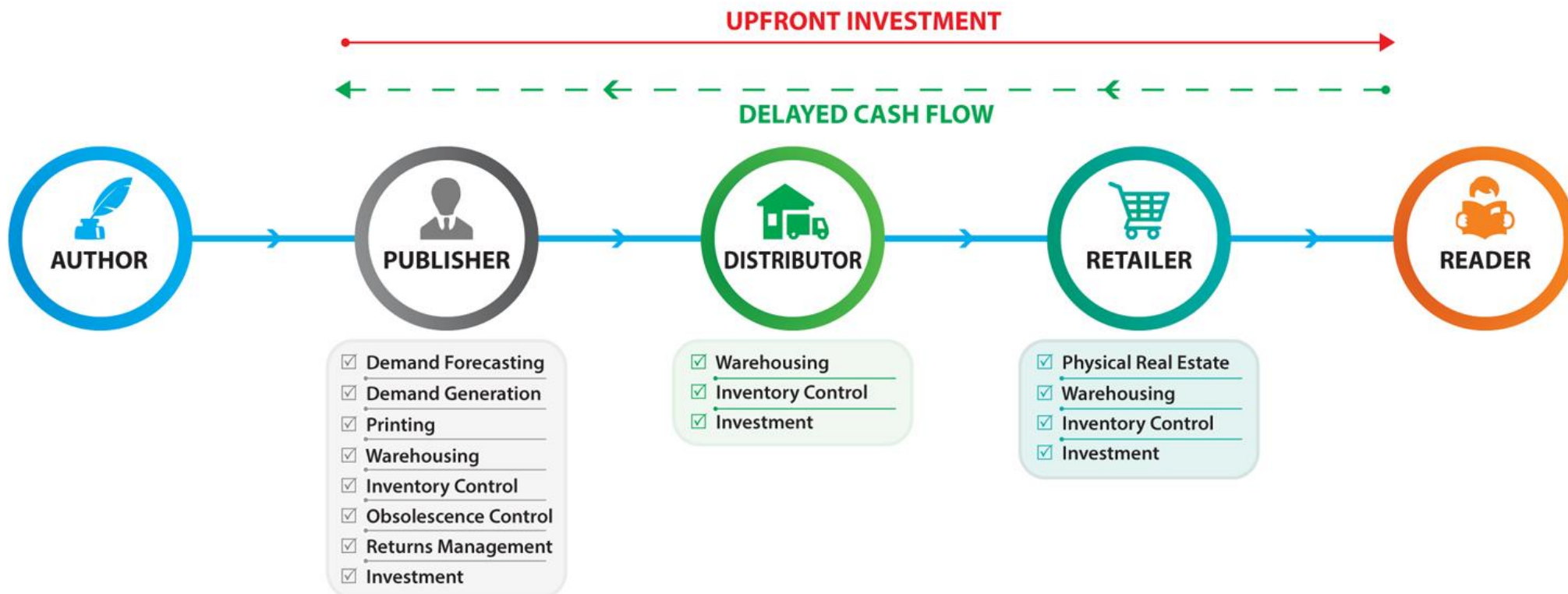
Mission: To reach the all books to all readers via the widest set of channels using technology at every step



The Traditional Publishing Model

Growth is stunted due to supply chain & working capital inefficiencies

TRADITIONAL PUBLISHING MODEL FIRST PRODUCE → THEN SELL



The RePro Solution: A 360 degree solution to increase business



Zero inventory

Zero returns

Zero obsolescence

Zero wastage

The New Publishing Model – RBL Enabled

An efficient supply chain along with levers for market expansion

**REPRO: PLATFORM THAT DISRUPTS
FIRST SELL → THEN PRODUCE**

NEGATIVE WORKING CAPITAL CYCLE

ZERO INVESTMENT



Zero Demand Forecasting
Zero Upfront Printing

Zero Warehousing
Zero Inventory Control

Zero Investments
Zero Book Returns

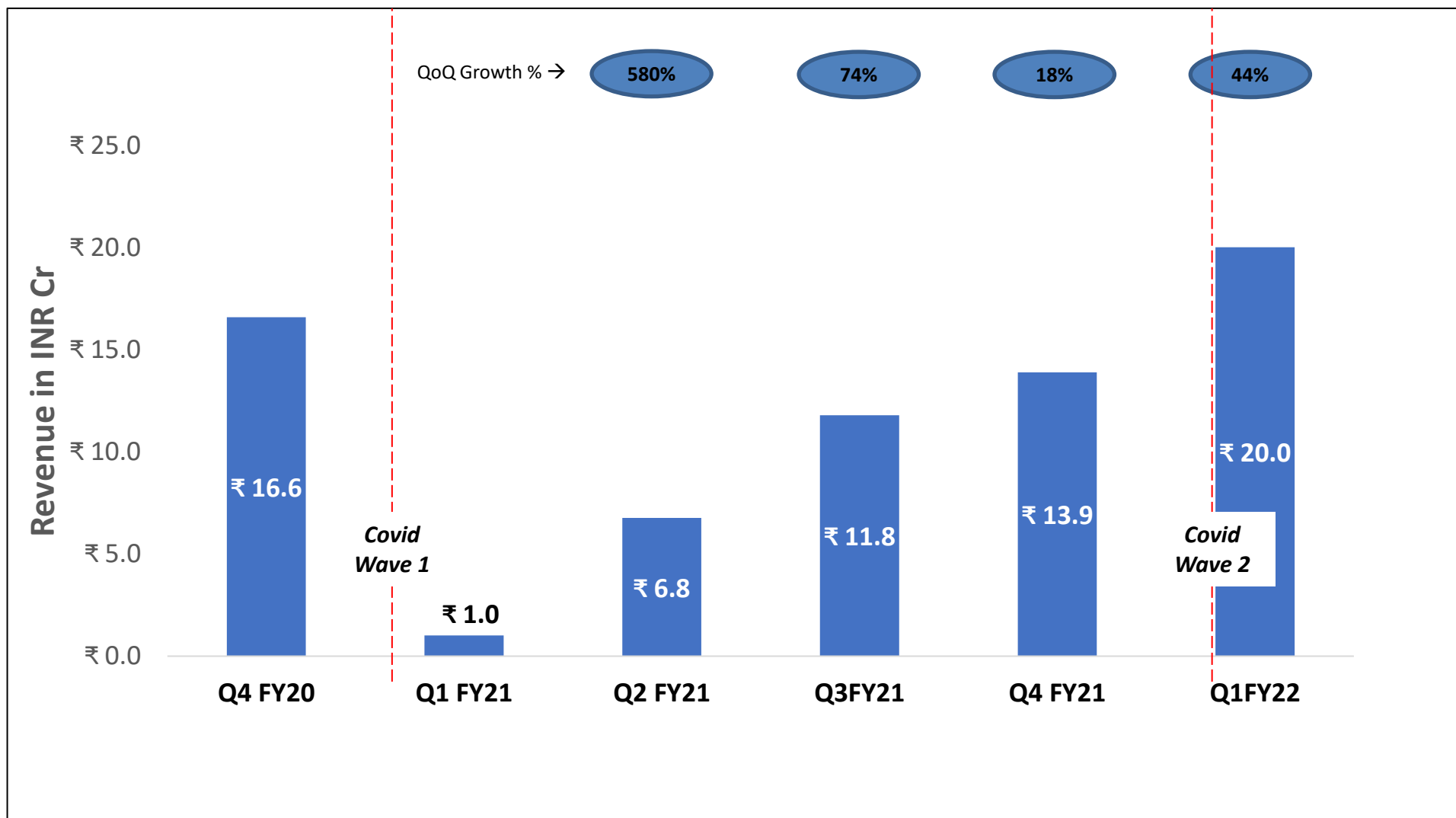
Zero Obsolescence Control

Even the relationship between the author & publisher is blurring (self-publication)



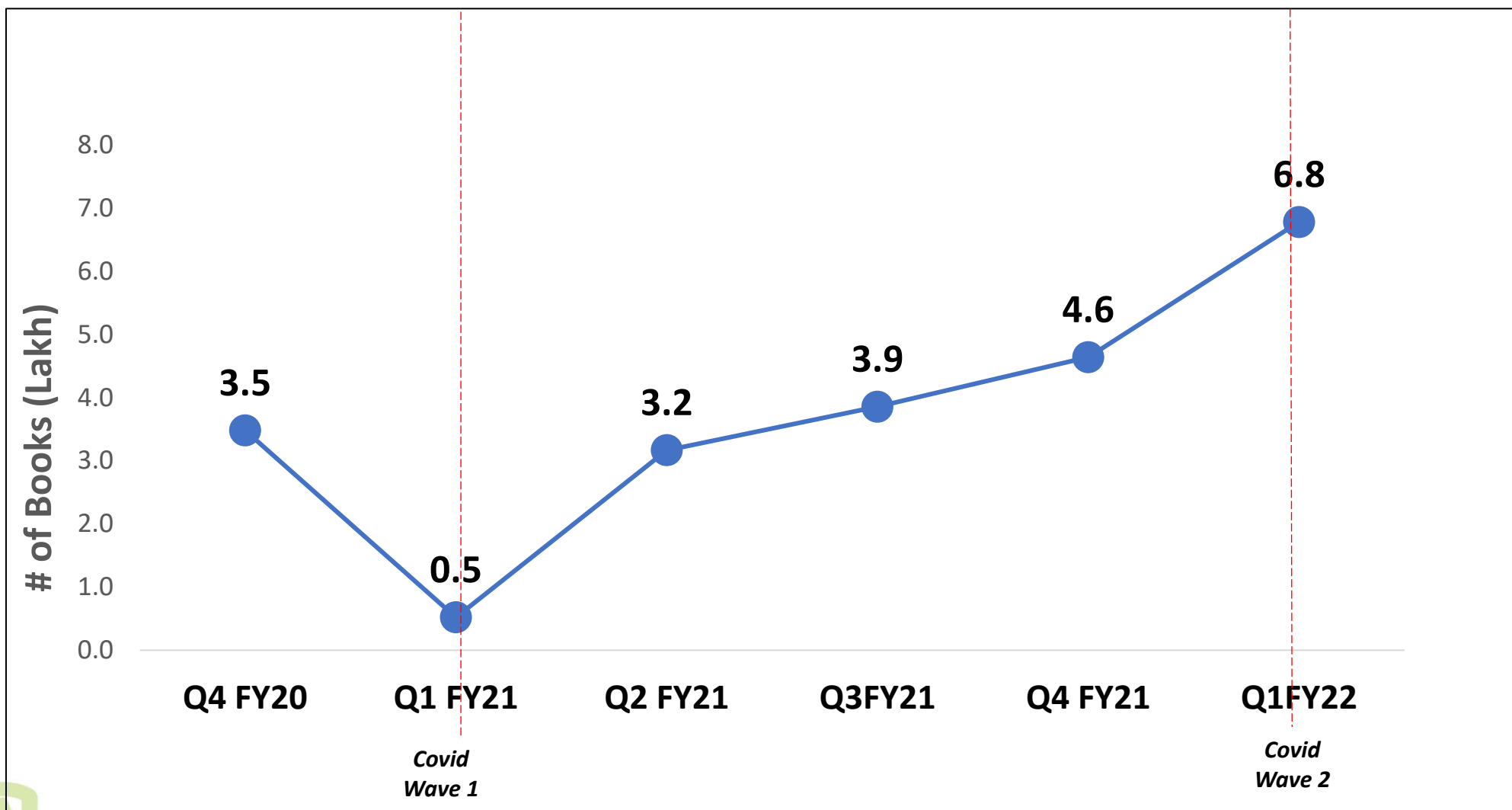
Key Financials – Last 6 Quarters

RBL has surpassed pre-Covid revenue/volumes & witnessed a revenue growth of 44% QoQ in Q1 FY22



Key Financials – Last 6 Quarters

RBL has surpassed pre-Covid revenue/volumes & achieved over 7500 books/day in Q1 FY22





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4. REPRO : Financial Highlights

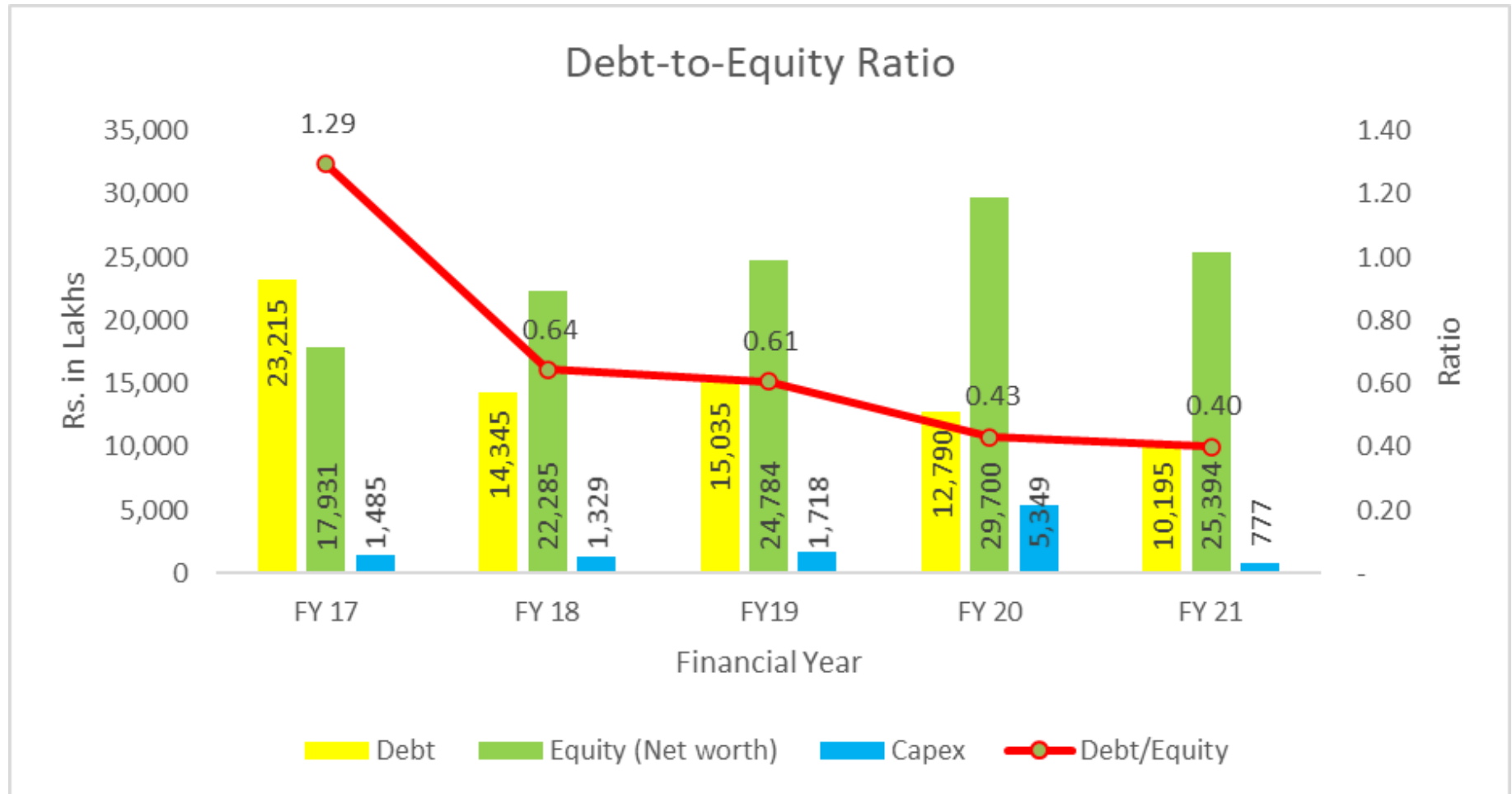
FY 2021-22 Q1 Results

Rs. In lacs

	Unaudited	Audited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	30-06-2021	31-03-2021	30-06-2020	31-03-2021
Revenue from operations	6,213	5,018	2,027	13,804
Other income	21	17	30	79
Total Income	6,234	5,035	2,058	13,882
Expenditure				
Cost of Materials consumed	3,171	2,296	914	6,662
Changes in inventories of finished goods, work-in-progress & stock-in-trade	60	237	330	323
Employee benefits expense	819	696	690	2,655
Other expenses	1,883	1,482	866	4,773
Total Expenditure	5,934	4,711	2,800	14,413
Gross Profit Before Interest, Depreciation and	300	324	(742)	(531)
Depreciation	644	658	708	2,785
Interest	264	311	337	1,338
Profit Before tax	(608)	(645)	(1,787)	(4,653)
Tax Expenses	(12)	(53)	(87)	(316)
Net profit after all taxes	(596)	(592)	(1,700)	(4,338)
Other comprehensive income (net of tax)	4	38	(7)	17
Total comprehensive income	(592)	(554)	(1,707)	(4,320)



Key Balance Sheet Numbers – Last 6 Years Improving Debt-Equity Ratio Year on Year



Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!