

May 26, 2022

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: Errata to the letter dated May 25, 2022.

Ref: Analyst Presentation

This is in furtherance to our letter dated May 25, 2022, wherein the Company had submitted its Financial Results for the last quarter and financial year ended March 31, 2022.

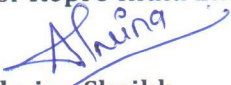
The Investors Presentation, attached to the results, were replaced/ uploaded appropriately; hence a revised version is being uploaded.

We regret the inconvenience caused and request you to kindly take the same on records.

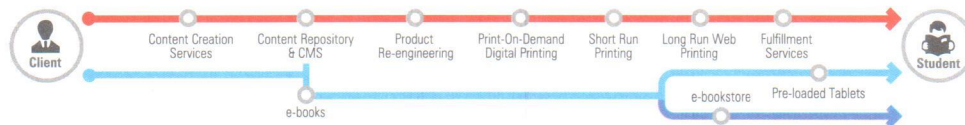
This is for your information and record.

Thanking you,

Yours faithfully,
For Repro India Limited


Almira Shaikh
Company Secretary & Compliance Officer

Encl: As above



Corporate & Registered Office
Repro India Limited
11 th Floor, Sun Paradise Business Plaza,
B Wing, Senapati Bapat Marg, Lower Parel,
Mumbai - 400 013, India
Tel: + 91-22-71914000
Fax: + 91-22-71914001
CIN: L22200MH1993PLC071431

Mahape
Plot No. 50/2, T.T.C. MIDC Industrial Area,
Mahape, Navi Mumbai - 400 710
Tel: + 91-22-71785000
Fax: + 91-22-71785011

Surat
Plot No. 90 to 93, 165 Surat Special Eco-
nomic Zone, Road No. 11, GIDC, Sachin,
Surat - 394 230
Tel: + 0261-3107396/97, 2398895/97
Fax: + 0261-2398030

Bhiwandi
Renaissance Industrial smart city
Block WA-V-1,2,3, Kalyan Padgha State
Highway 222, Village Vashere,
Post Amne, Thane 421302.
Maharashtra, India

Haryana
Khasra no 13/19,22,17/2,9/1/1,
Village Malpura,
Tehsil Dharuhera, District Rewari,
Pin code -123110,
Haryana, India

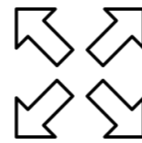
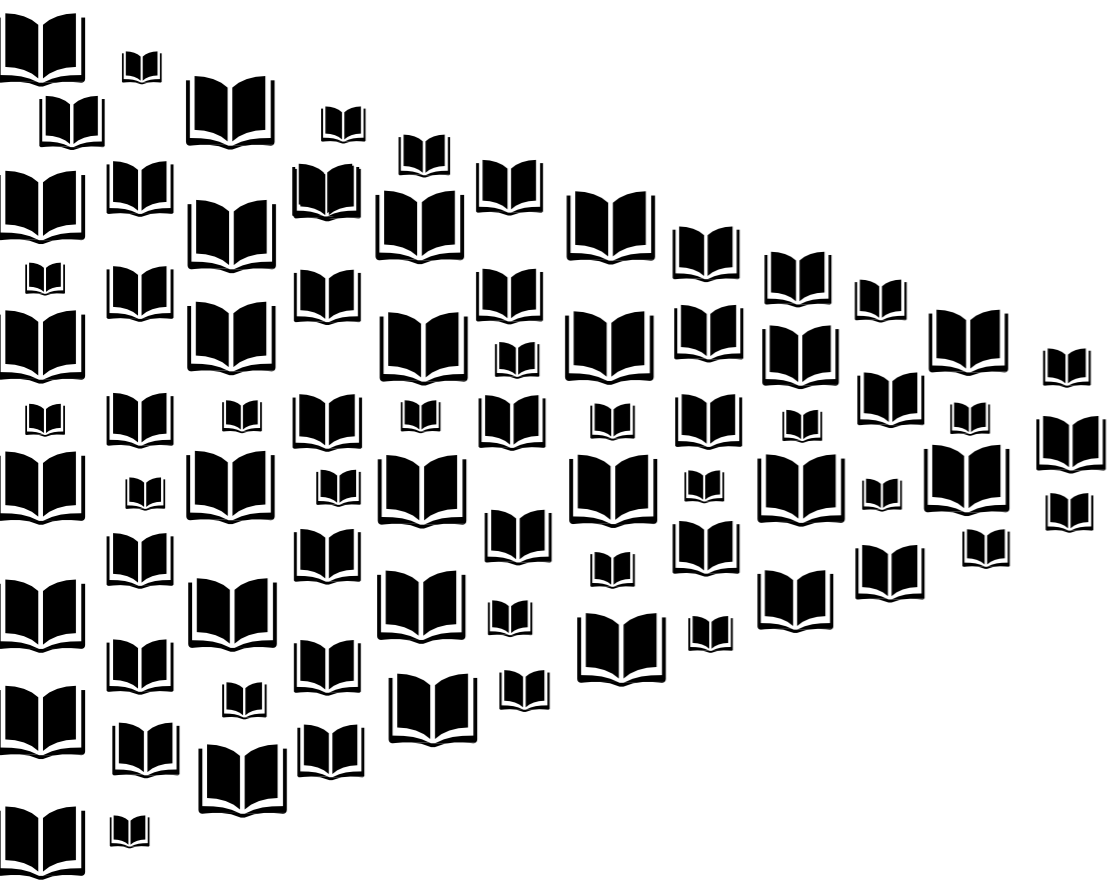


BOOKS ON DEMAND. ANYTIME, ANYWHERE

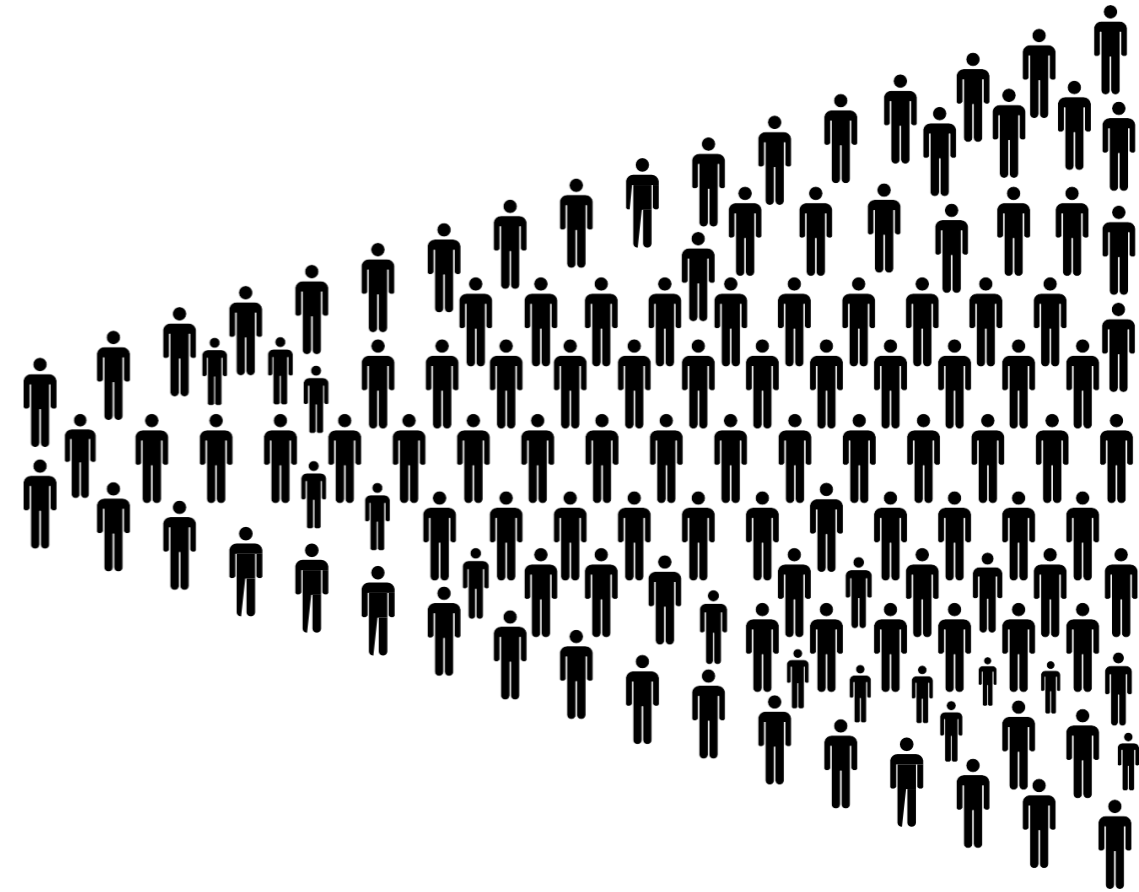


Q4 FY2021-22
Investor Presentation
25th May 2022

THE TECH PLATFORM FOR BOOK AGGREGRATION





REPRO BOOKS
Books on Demand • Anytime • Anywhere



Mission: To deliver the best content in India to consumers via the widest set of channels using technology at every step

The Books Market

Indian books market 6th largest in the World, \$6.4 Bn in FY22; p-books are dominant & online is rising

	Books Market Size FY22	Per Capita spend on books	Channel/Format	
	INR 9,99,000 Cr* (\$ 132 Bn)	\$ 17	79% P-Books	72% Offline
	INR 47,400 Cr* (\$ 6.4 Bn)	\$ 5	92% P-Books	73% Offline

Compared to Global /US/ China book market, India's books market is unexplored & underserved

Key Drivers



Increased International content distribution



2nd Largest English-Speaking Country



Increasing literacy rate



Increasing readership in Tier 2/3 towns



Lowest Data Prices @Rs. 18 in India Vs Rs 600/ GB Globally



Increased Consumer Spending

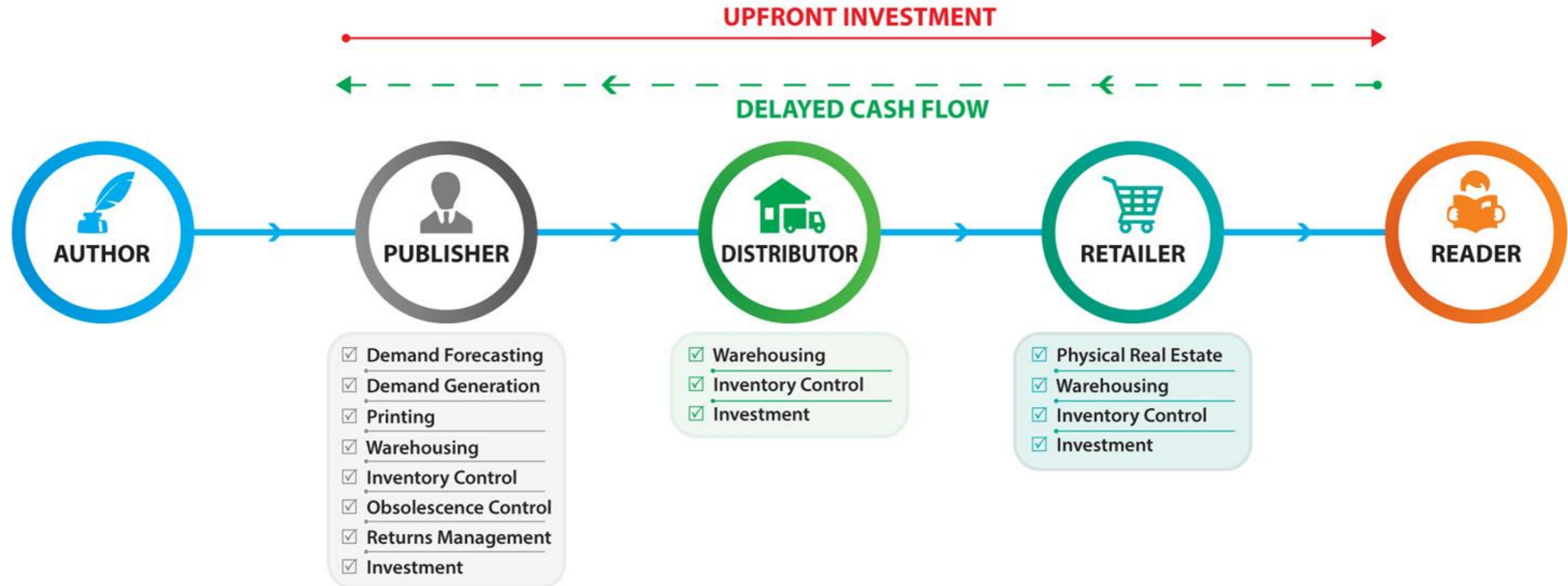
Notes: * 1 USD = 74 INR

Source: The Education Market Association, World Bank, ACER, Primary Research and GVR Analysis

The Traditional Publishing Model

Growth is stunted due to supply chain & working capital inefficiencies

TRADITIONAL PUBLISHING MODEL FIRST PRODUCE → THEN SELL



The New Publishing Model – Repro 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)

Repro – A Publisher's One-Stop Shop for online sales

Seamless & secure end-to-end process



Zero inventory

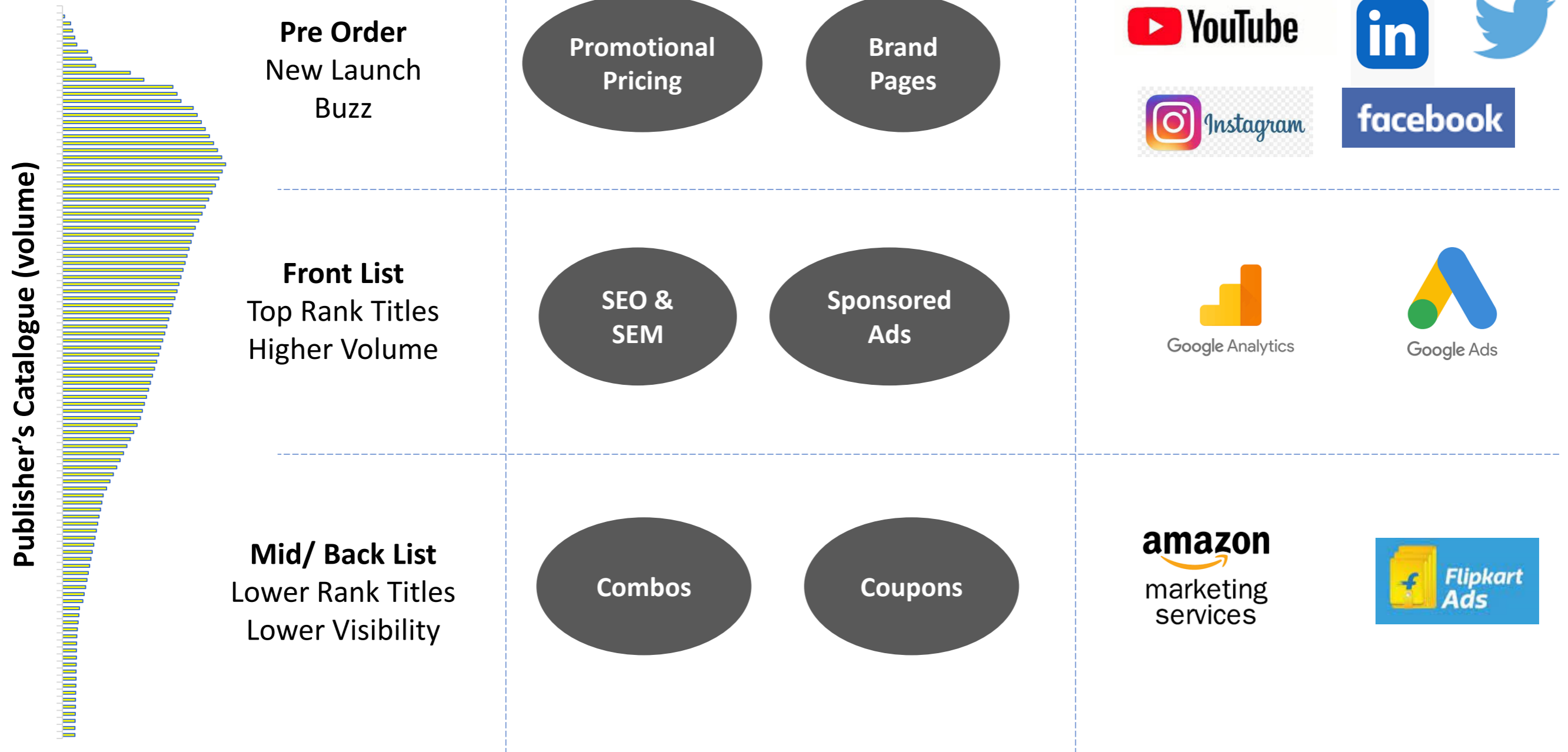
Zero returns

Zero obsolescence

Zero wastage

Solving the Visibility problem for Publishers

Repro manages this critical area seamlessly across channels



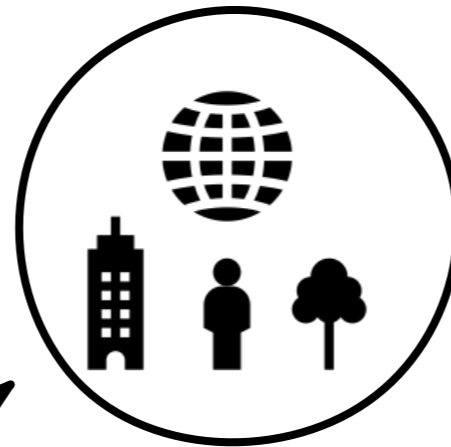
Marketing capability to promote & enhance the visibility of varied range of titles

Environment, Social & Governance

Repro will play a dominant role in reducing the carbon footprint of the books industry; firmly positioning itself as a beneficiary of the rising investment in this theme

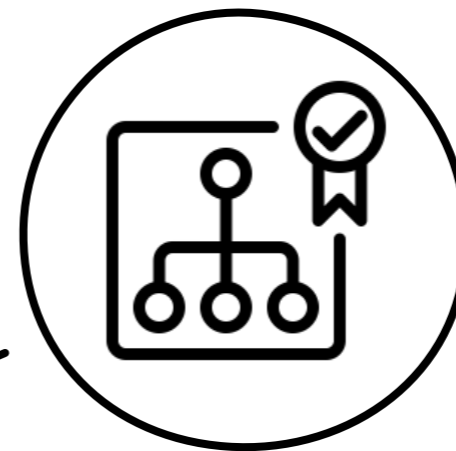
Environment

- Reducing carbon footprint of MNC publishers via import substitution
- Green manufacturing facilities
- Responsible raw material procurement



Social

- CSR initiatives
- Propagating availability of key category for nation building
- Part of the Indian growth journey in education, knowledge

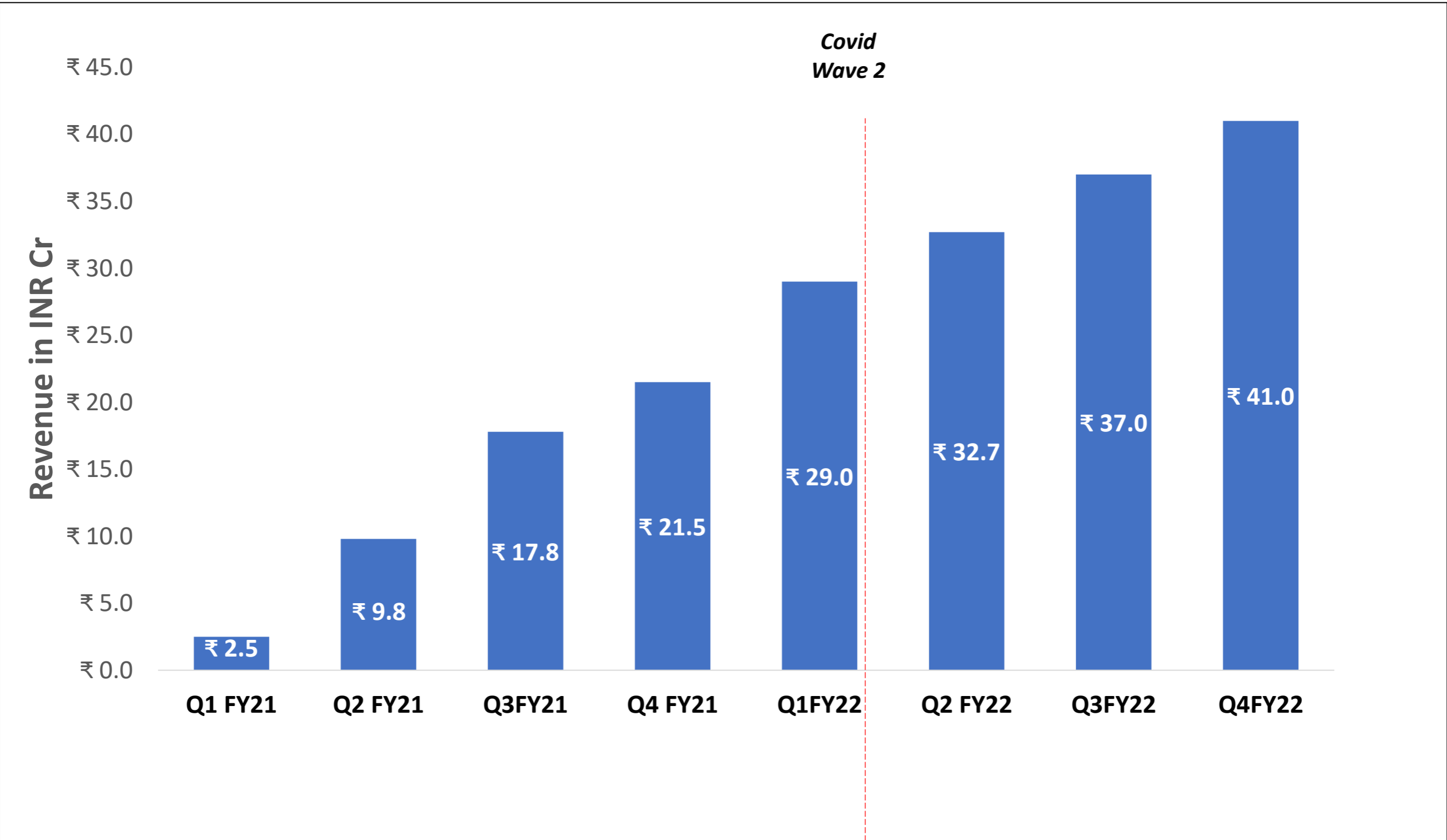
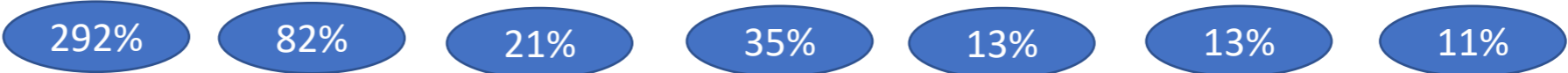


Governance

- Best in class governance & reporting
- Repro India listed on Stock Exchanges since 2005

Revenue – Last 8 Quarters – One Book Model (Print-on-demand)

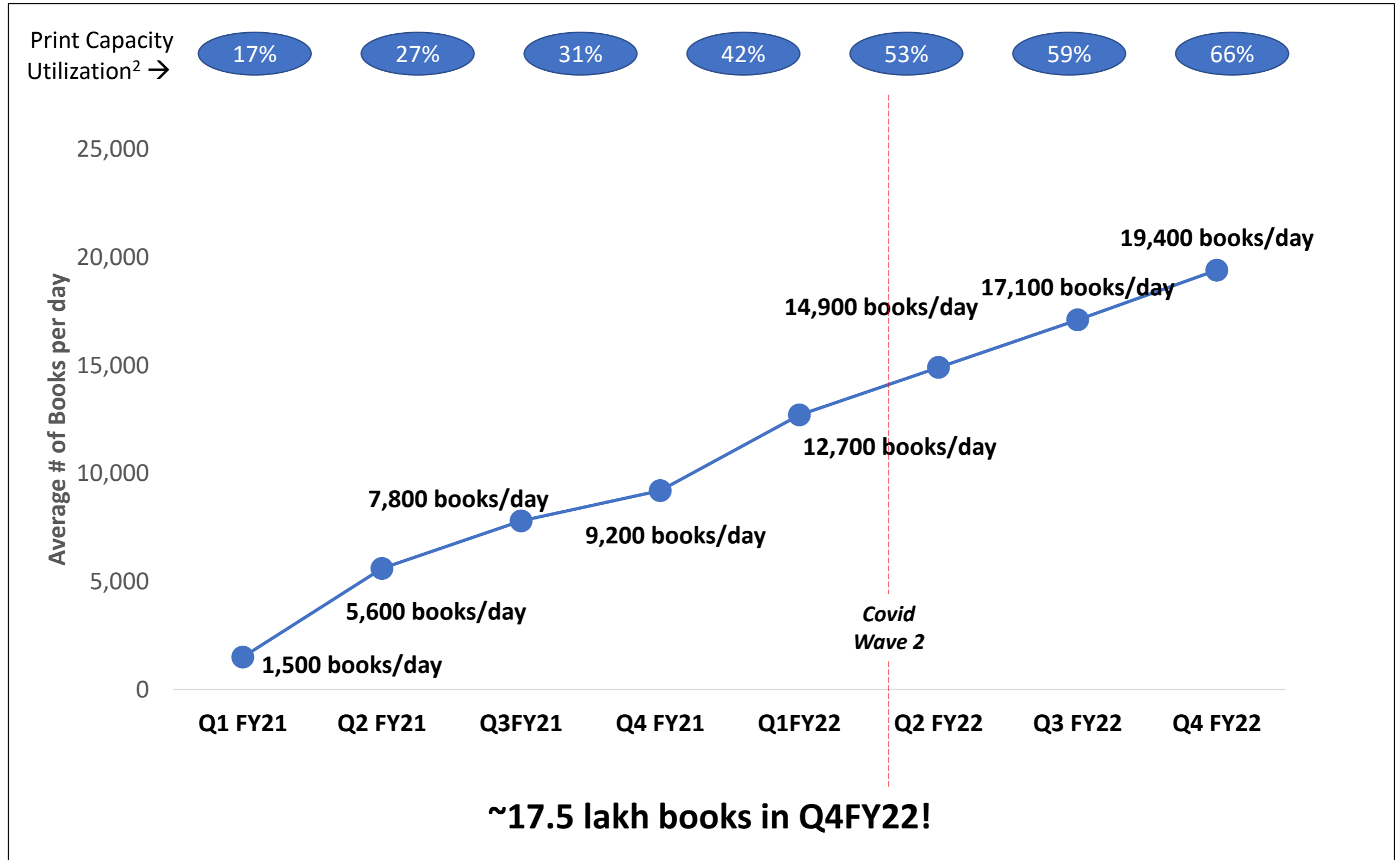
QoQ growth % →



FY22 has witnessed a robust post covid recovery.

However, easing of Covid restrictions has tapered growth for digital businesses & book consumption.

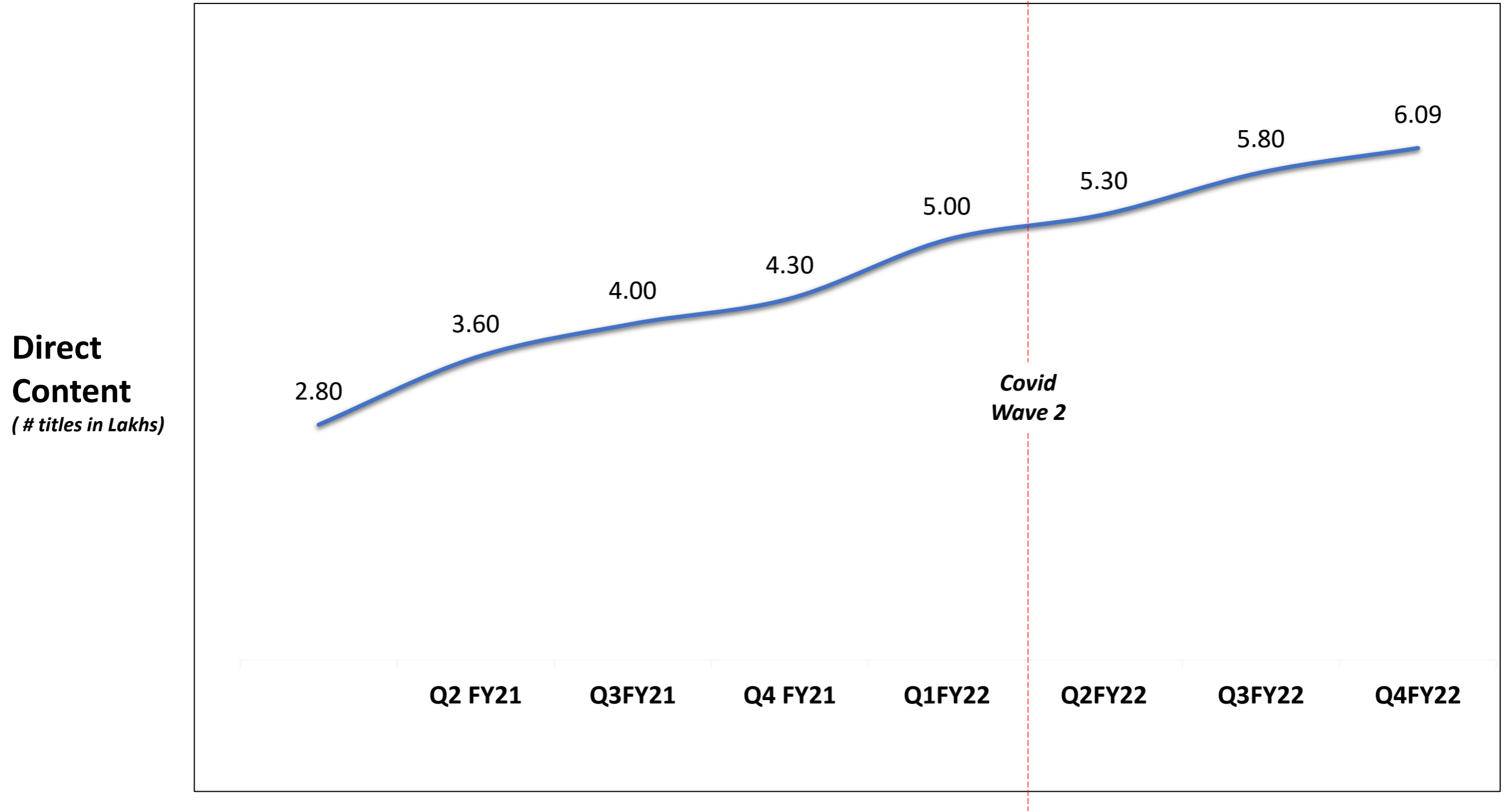
Quantity – Last 8 Quarters – One Book Model



Notes: [1] – Includes E-books & GDP, [2] – Corresponding to books printed at Repro plants, avg no of pages assumed = 260/book, includes SRDP

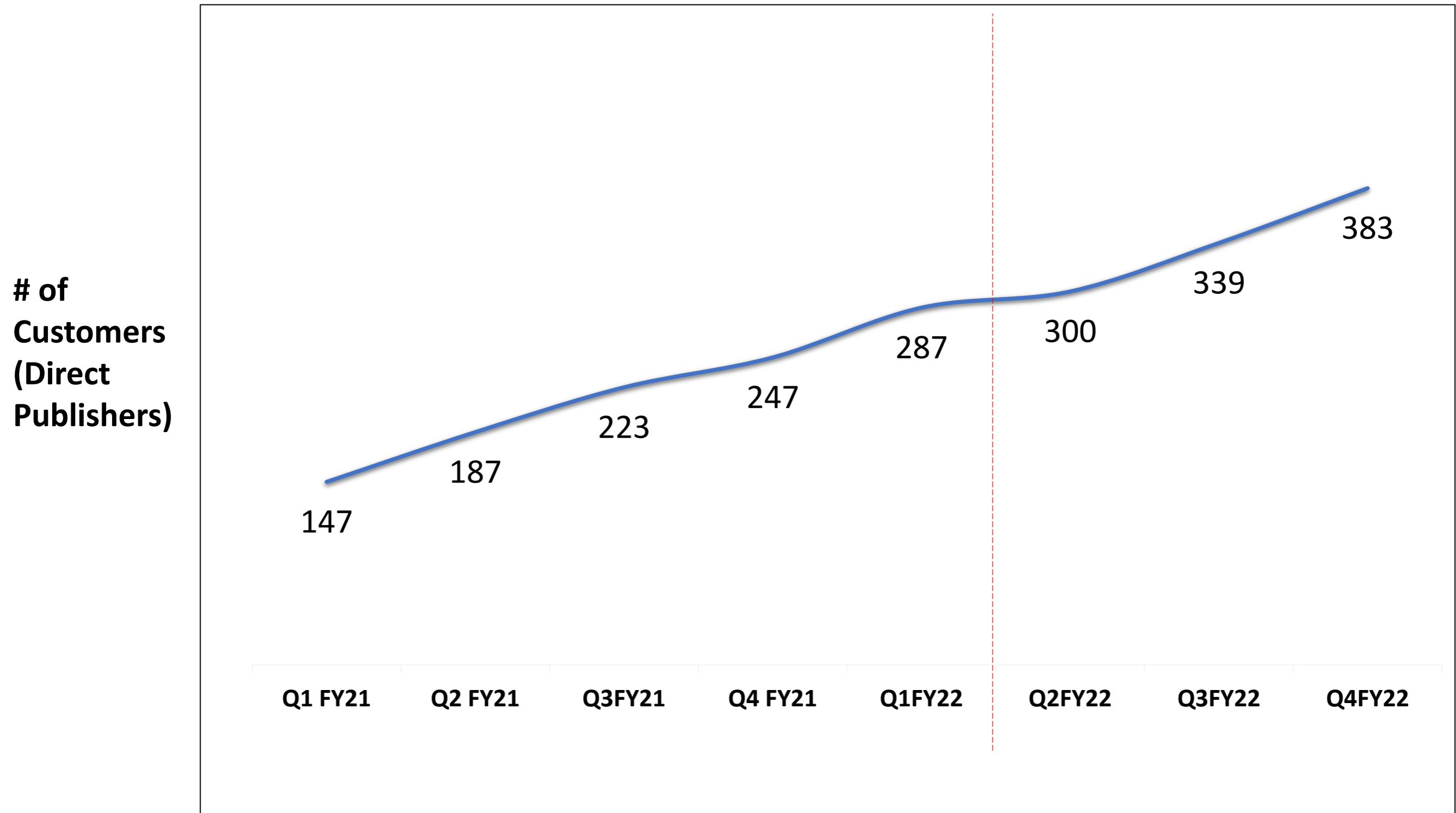
Source: Repro Internal MIS

Key Parameters – Modest Growth in Content (Print- on-demand)



Add 110 lakh titles in addition via the partnership with Ingram Content Group

Key Parameters – Robust Growth in Customer Base



The Team

Building a team with proven skills in building digital businesses



Umang Thakore **Chief Operating Officer**

- Corporate Strategy at Tata Group – TSMG, Tata Digital
- Ex - Accenture Strategy
- Indian School of Business – Hyderabad
- Purdue University – BSIE

In FY22, building the team by acquiring talent in key areas:

- Product Management
- Sales & Marketing
- Technology
- Channels
- Digital Marketing & Customer Acquisition

Thank You!