

May 25, 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: 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 last quarter and financial year ended March 31, 2022.

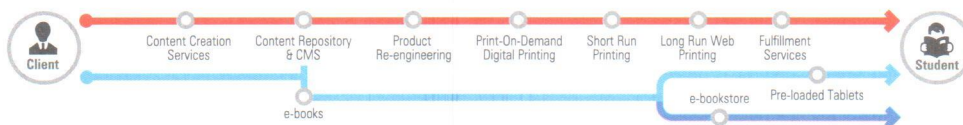
This is for your information and record.

Thanking you,

Yours faithfully,
For Repro India Limited


Almina 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



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Repro – Strategic Direction and Progress :

2021-22 : Q4 and Annual Performance Highlights

E-Retail : On a Growth Trajectory



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

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 - B) Beginning of Post Pandemic Growth Phase.

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 - A) The Year so far –Annual Review
 - B) Highlights Q4

3. Executive Summary : **Repro Consolidated Business Review**
 - A) The Year so far – Annual Review
 - B) Q4 Result

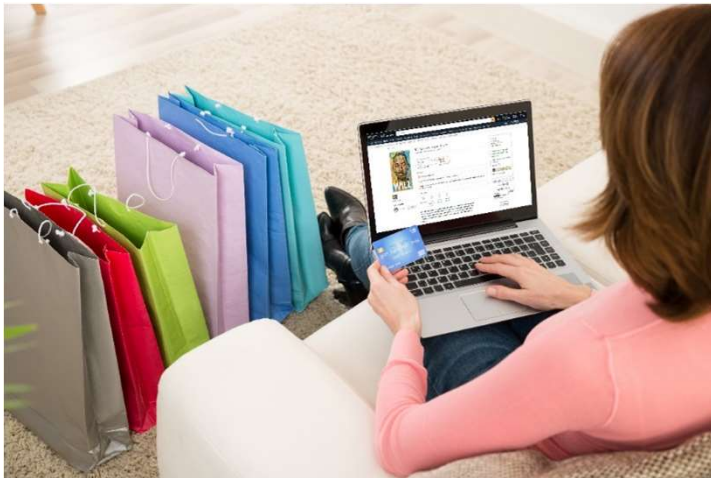
4. Repro – **Financial Results**



1. Repro - Strategic Direction 2021-22

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

- 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 New Channels, B2B, Geographical Replication
- Focused investment in **Technology**
- Induction of New Age **Human Resources**
- Focus on **Branding and Marketing**



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

B) Beginning of Post Pandemic Growth Phase



Schools and Colleges

- Schools and Colleges are opening across the country and demand is picking up in Q4

Physical Retail

- Retail outlets are opening and there has been increase in consumption.

e-Retail

- The significant vehicle for sales for Publishers





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2. REPRO : Executive Summary

E-retail Business Review : Q4 and Annual Strategic Result

Executive Summary – Repro Books : Highlights of Annual Results

e-Retail Business – the year so far (Annual Result and Q4) :

On a growth Trajectory

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

- ❑ **153% Revenue growth** - Rs. **93.18 Cr** in *F.Y. 2021-22* compared to **Rs.36.82 Cr** in *F.Y. 2020-21*
- ❑ **23% Revenue growth** - Rs.**27.21 Cr** in *Q4-F.Y. 2021-22* compared to **Rs.22.16 Cr** in *Q3 F.Y. 2021-22*
- ❑ **Increase in EBIDTA margins** – from **negative 3.32%** to **positive 1.37%** : **Rs.(1.22) Cr** in *F.Y. 2020-21* compared to **Rs.1.28 Cr** in *F.Y. 2021-22*
- ❑ **98 % increase in investment of Human Capital** and Talent in 12 months
No of Person increase to **107** as on March 22 from **59** as on March 21

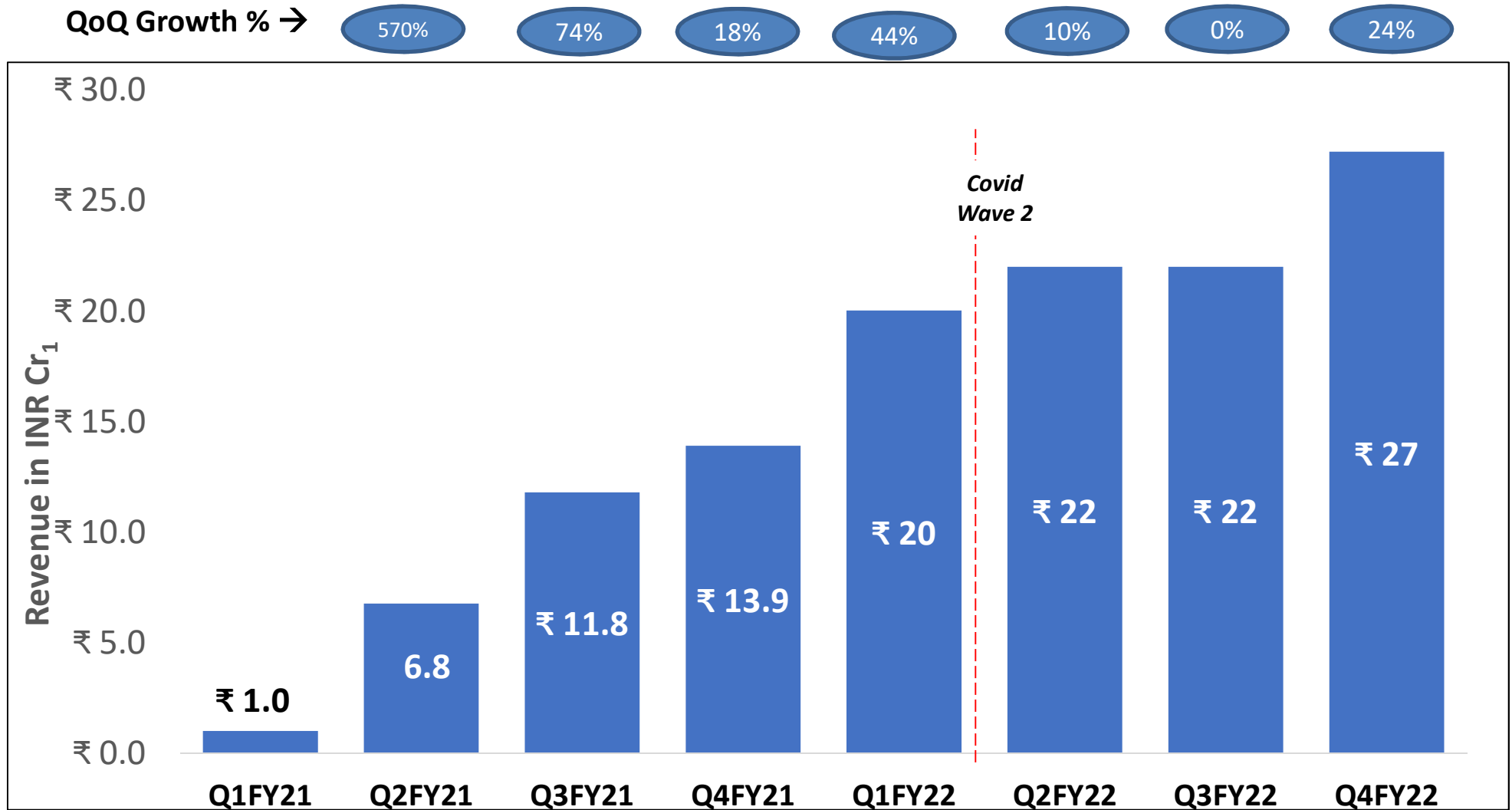


e-Retail – Focused Growth



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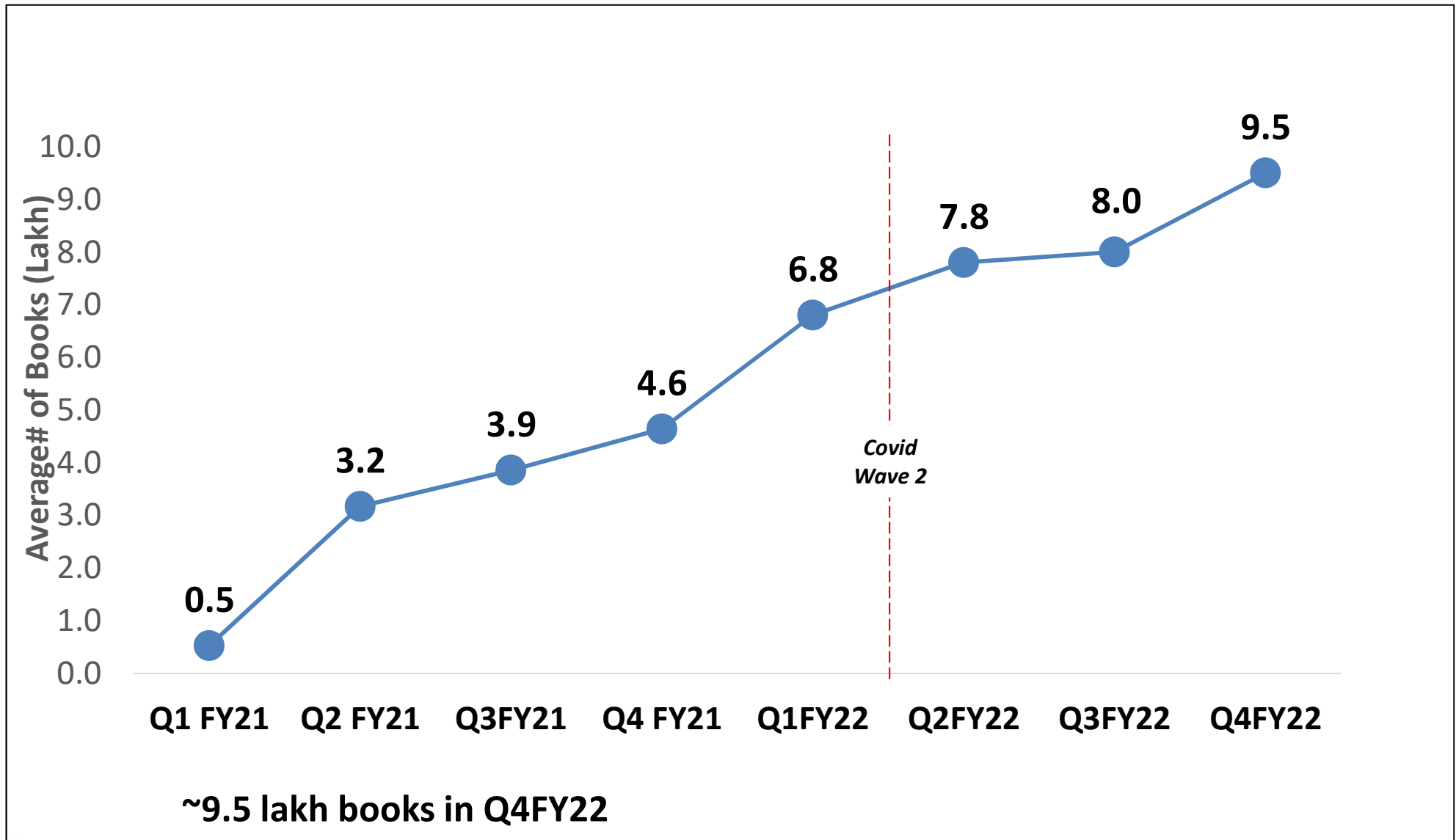
Revenue – E-retail business on a growth trajectory



Notes: [1] – Includes E-books & GDP [2] – Intercompany transactions are excluded

Source: Repr Internal MIS

Growth in no. of books produced and dispatched



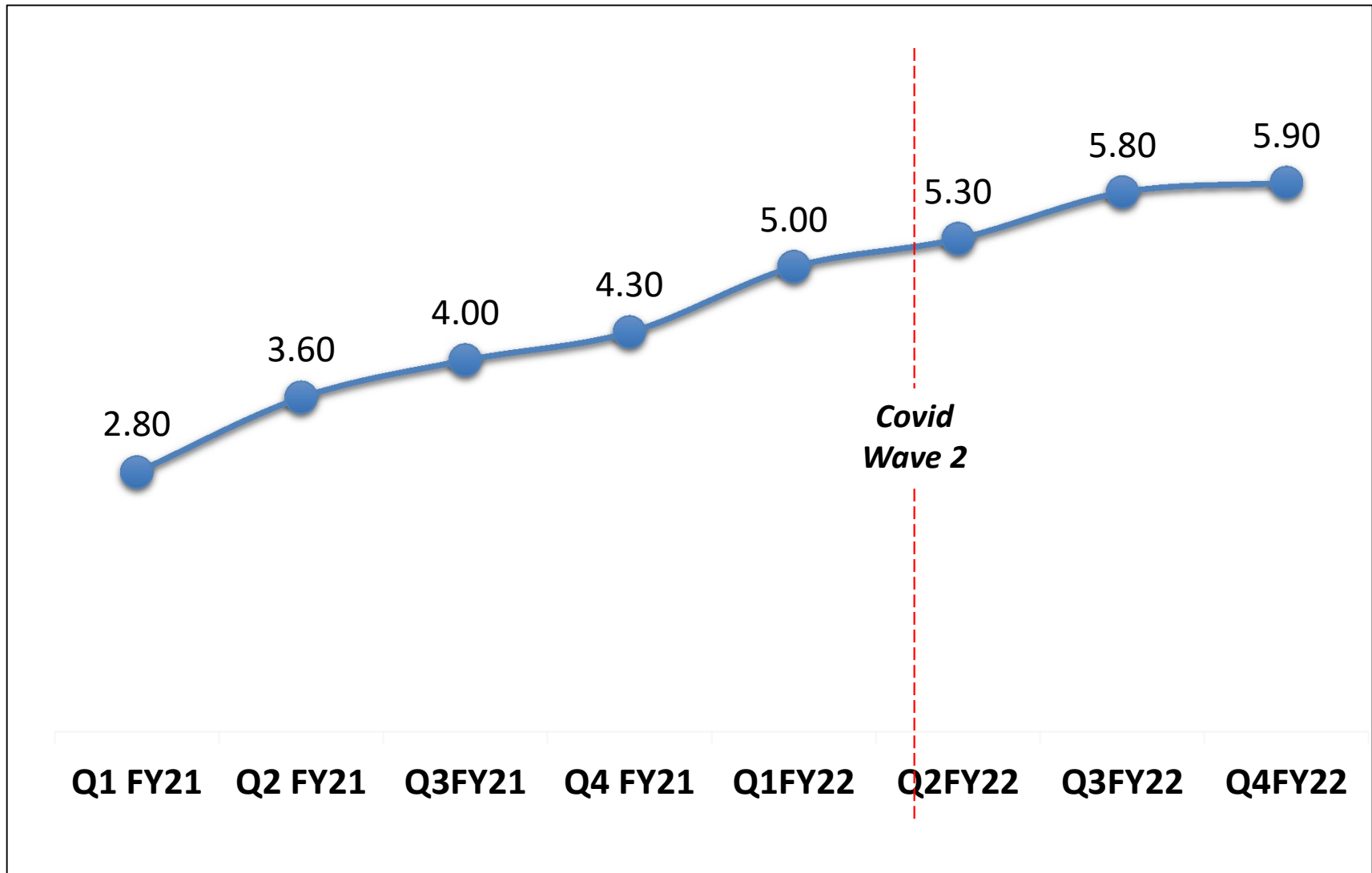
Robust Growth in Content Acquisition

Direct content titles has increased by 10K

Direct Content

(Content on
Repro Servers)

(Titles In Lakh)

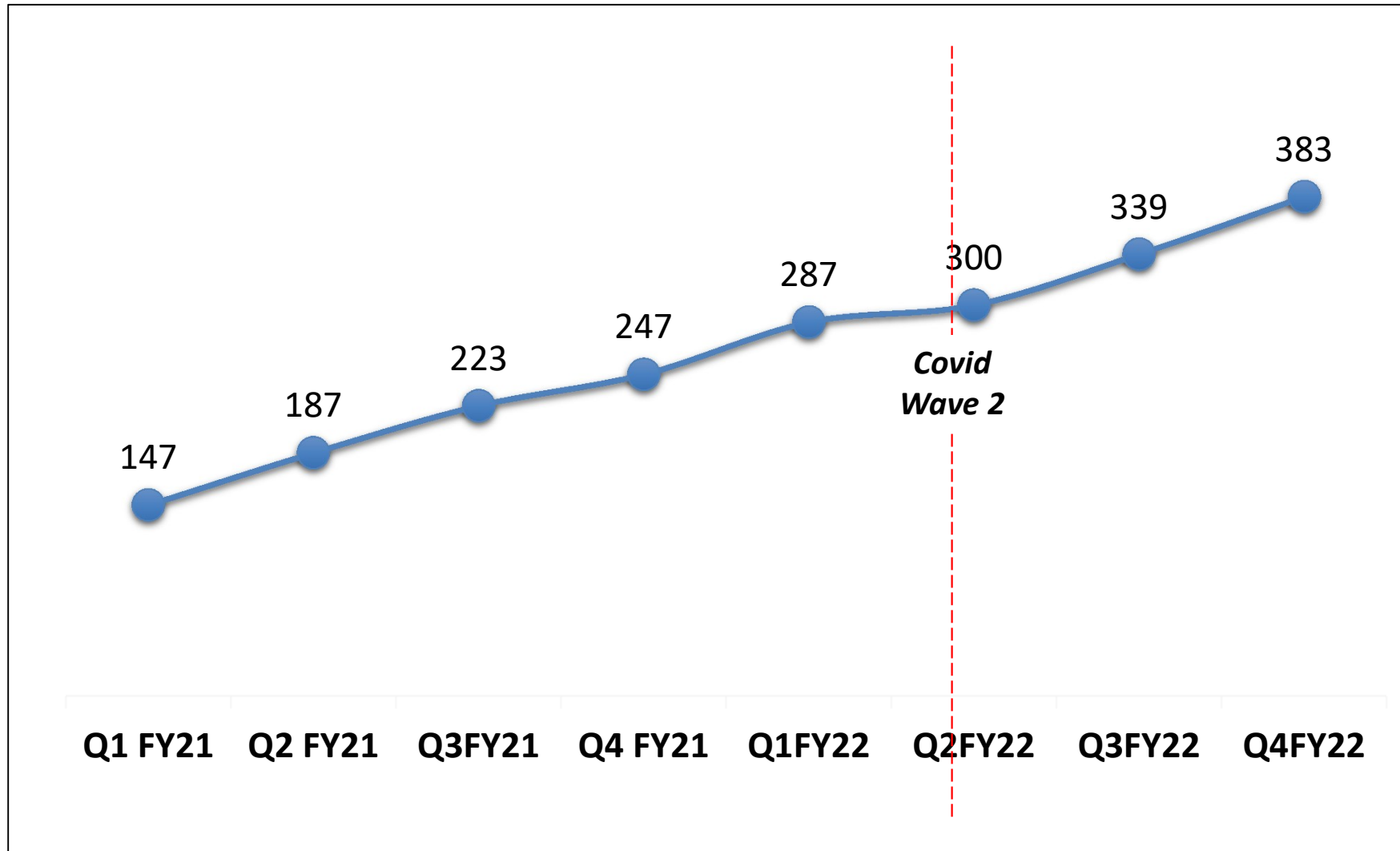


And 110 lakh titles in addition via the partnership with Ingram Content Group

Robust Growth in # of Customers (Publishers)

Number of customers has increased by 13%

of Customers
(Direct Publishers)





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3. REPRO : Executive Summary

Consolidated Business Review – Q4 and Annual Result

Repro's print business : crossing pre-covid levels in Q4 poised to growth

Industry Challenges

- Delayed school/ college opening
- Increased raw material & other costs
- Increased GST from 12% to 18%

Key Initiatives



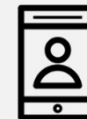
Export driven growth



Strategic focus on MNC publishers



Integrated print & distribution for coaching & distance education



Fulfilment solutions for EdTech companies



3. Executive Summary Highlights : Consolidated Annual Results

Annual growth uptick in results

Growth in the e-Retail Business, Post Pandemic revival in existing business

- ❑ **108% Revenue growth - Rs.287.43 Cr** in F.Y. 2021-22 compared to **Rs.138.04 Cr** in F.Y 2020-21
- ❑ **Increase in EBIDTA margins – from negative 3.84% to positive 4.65% :**
Rs.(5.31) Cr in F.Y. 2020-21 compared to **Rs.13.39 Cr** in F.Y. 2021-22
- ❑ **41%** increase of Investment in **Human Capital and Talent – 232** professionals joined
- ❑ **Total Debt** reduced to **Rs.102 Crores** from 2020-21 to **Rs.66** Crores in F.Y. 2021-22
- ❑ **Debt Equity** reduced from **0.40%** in F.Y. 2020-21 to **0.24%** in F.Y. 2021-22
- ❑ **Debtors days** reduced from **211 days** to **81 Days** in F.Y.2021-22
- ❑ Decrease in **Interest Cost** by **20%**





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4. REPRO : Financial Highlights

FY 2021-22 Annual Result and Q4 Results

Q4 2021-22 Financials



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Rs. In lacs

	Audited	Unaudited	Audited	Audited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended	Year Ended
	31-03-2022	31-12-2021	31-03-2021	Year Ended 31-03-2022	Year Ended 31-03-2021
Revenue from operations	9,373	6,825	5,018	28,743	13,804
Other income	67	5	17	105	78
Total Income	9,440	6,831	5,036	28,848	13,882
Expenditure					
Cost of Materials consumed	4,760	4,218	2,296	14,963	6,662
Changes in inventories of finished goods, work-in-progress & stock-in-trade	328	(678)	237	(22)	323
Employee benefits expense	1,128	923	696	3,738	2,655
Other expenses	2,817	2,065	1,482	8,830	4,773
Total Expenditure	9,034	6,529	4,712	27,510	14,413
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	406	302	324	1,338	(531)
Depreciation	698	687	658	2,676	2,785
Interest	267	258	311	1,071	1,338
Profit Before tax	(559)	(643)	(645)	(2,409)	(4,653)
Tax Expenses	(90)	6	(53)	(89)	(316)
Net profit after all taxes	(468)	(649)	(592)	(2,320)	(4,338)
Other comprehensive income (net of tax)	(6)	4	39	6	18
Total comprehensive income	(475)	(645)	(553)	(2,313)	(4,320)

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The Future of the Publishing Industry is here!