

August 12, 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 quarter ended June 30, 2022.

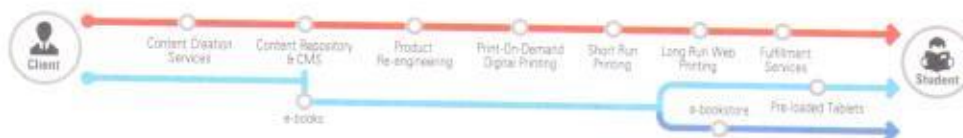
This is for your information and record.

Thanking you,

Yours faithfully,
For **Repro India Limited**


Almjina 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

Repro India Ltd

Q1 FY23 : Performance Highlights

Investor Presentation



BOOKS ON DEMAND. ANYTIME, ANYWHERE



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

Contents

1. ReprO - **Strategic Direction 2022-23**
Focus – Growth in the Digital Business
2. Executive Summary :
3. The Indian Book Market & The ReprO Solution
4. Q1FY23 Financials





BOOKS ON DEMAND ANYTIME, ANYWHERE

1. REPRO : Strategic Direction

FY 2022-23

Repro - Strategic Direction 2022-23

- **Focus – Growth in Digital verticals to continue**
 - Capitalize on the huge **Digital business Opportunity**
 - Increasing sales **Ratio of Digital 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**





BOOKS ON DEMAND ANYTIME, ANYWHERE

2. REPRO : Executive Summary

Business Review : Q1

Executive Summary – Repro Books : Highlights of Q1 Results

All-time high revenue run-rate

Return to PAT positive

- ❑ Consolidated Q1FY23 **Revenue** clocked at **Rs. 106 Crore** with **~50%** sales coming from new digital business initiatives
 - ❑ **Annual run-rate** (ARR) has crossed pre-covid levels at **Rs. 424 Crore**
- ❑ Due to inflationary pressure in raw material & logistics, Q1FY23 **Gross Margin** is at **44%** vs. last 3-year average of 49%.
- ❑ **Operating expenses** as % of sales (**35%**) lower than pre-covid levels (**37%**) due to focus on operational efficiencies and return of operating leverage
- ❑ Sales growth & reduction in operating expenses resulted in **EBITDA margin doubling** QoQ to **8.4%**
- ❑ Q1FY23 **PAT** of **Rs. +0.17 Crore** vs. Rs. -5.58 Crore sequentially and Rs. -6.08 Crore YoY







BOOKS ON DEMAND ANYTIME, ANYWHERE

3. The Indian Book Market & Repro Solution

Indian book market - 3rd largest in the World
\$8.3 Bn in FY22; growing at a CAGR of 8.6% :
Physical books are dominant and online sales are rising

	Books Market Size FY22	Per Capita spend on books	Format
	INR 10,56,000 Cr* (\$ 132 Bn)	\$ 17	79% Is the share of Physical books. Remaining is e-books & audiobooks
	INR 66,000 Cr* (\$ 8.3 Bn)	\$ 5	92% Share of Physical books

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

Key Drivers



Increased International content distribution



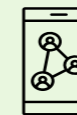
2nd Largest English-Speaking Country



Increasing literacy rate



Increasing readership in Tier 2/3 towns



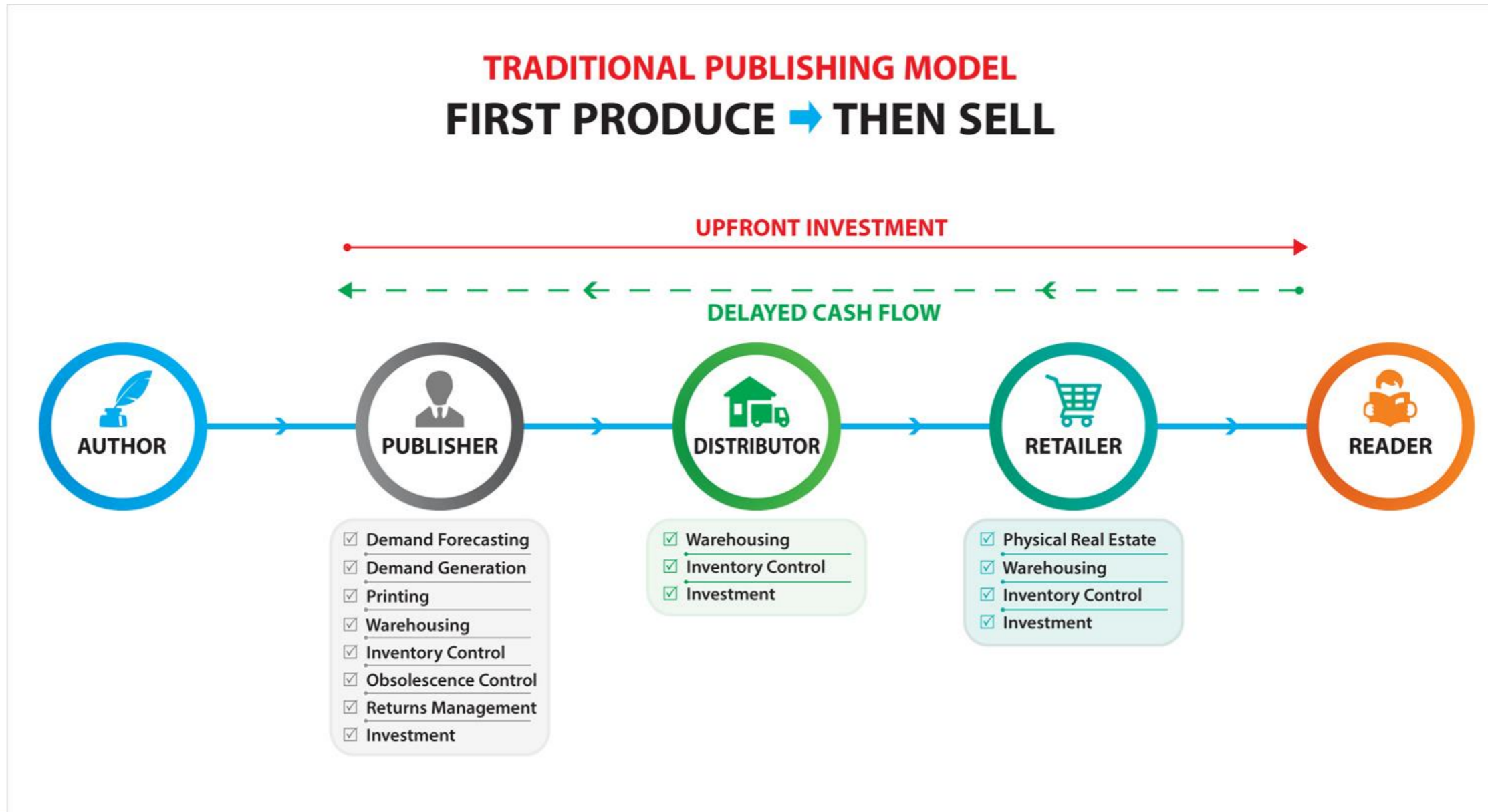
Lowest Data Prices @Rs. 18 in India Vs Rs 600/ GB Globally



Increased Consumer Spending

The Traditional Publishing Model

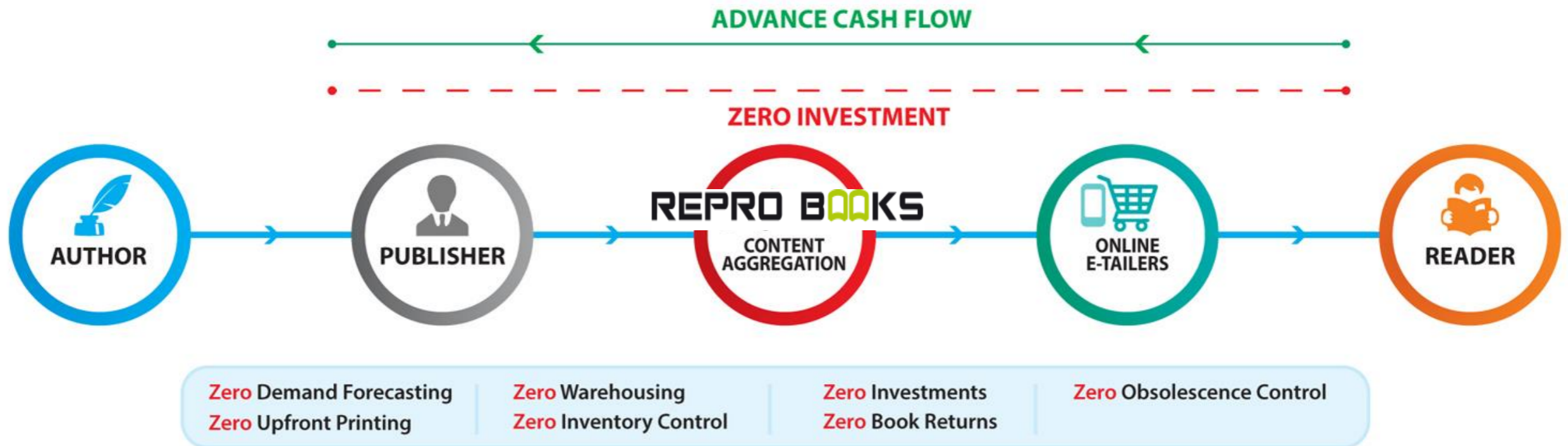
Growth is stunted due to supply chain & working capital inefficiencies



The New Publishing Model – Reppo Enabled

An efficient supply chain along with levers for market expansion

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



Repro Business Vertical Overview

Repro has structured the business into separate verticals with clear strategies of their own



Repro India Ltd (RIL)

Long Run Print Services

- High volume printing for top publishers in the K-12 segment (E.g. Cambridge/ Pearson/ Oxford/Macmillan)

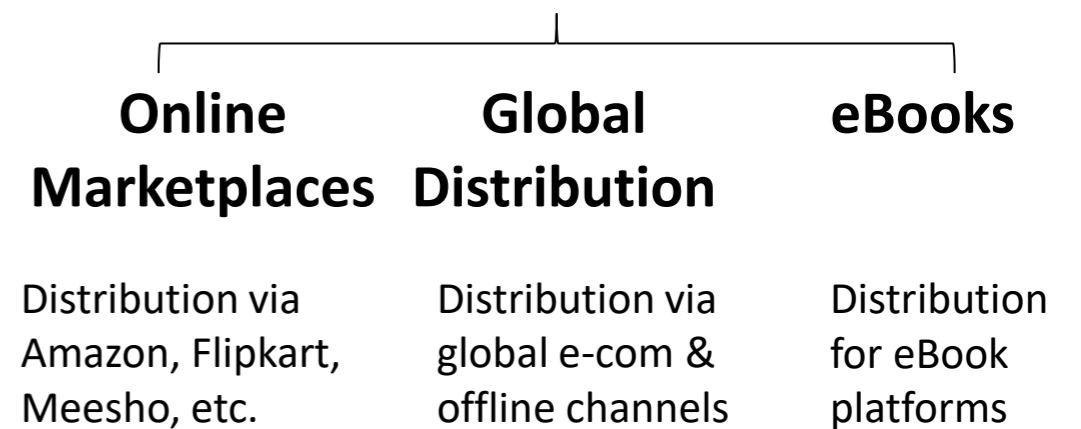
Digital Print Services

- Print on Demand and Just in time inventory replenishment for demand generated by domestic publishers
- Eliminating the need for International publishers to import high priced books into India by printing and supplying to their channels in India on demand
- Print Revenue from books sold on Online Marketplaces by RBL

REPRO BOOKS

Books on Demand • Anytime • Anywhere

Repro Books Ltd (RBL)



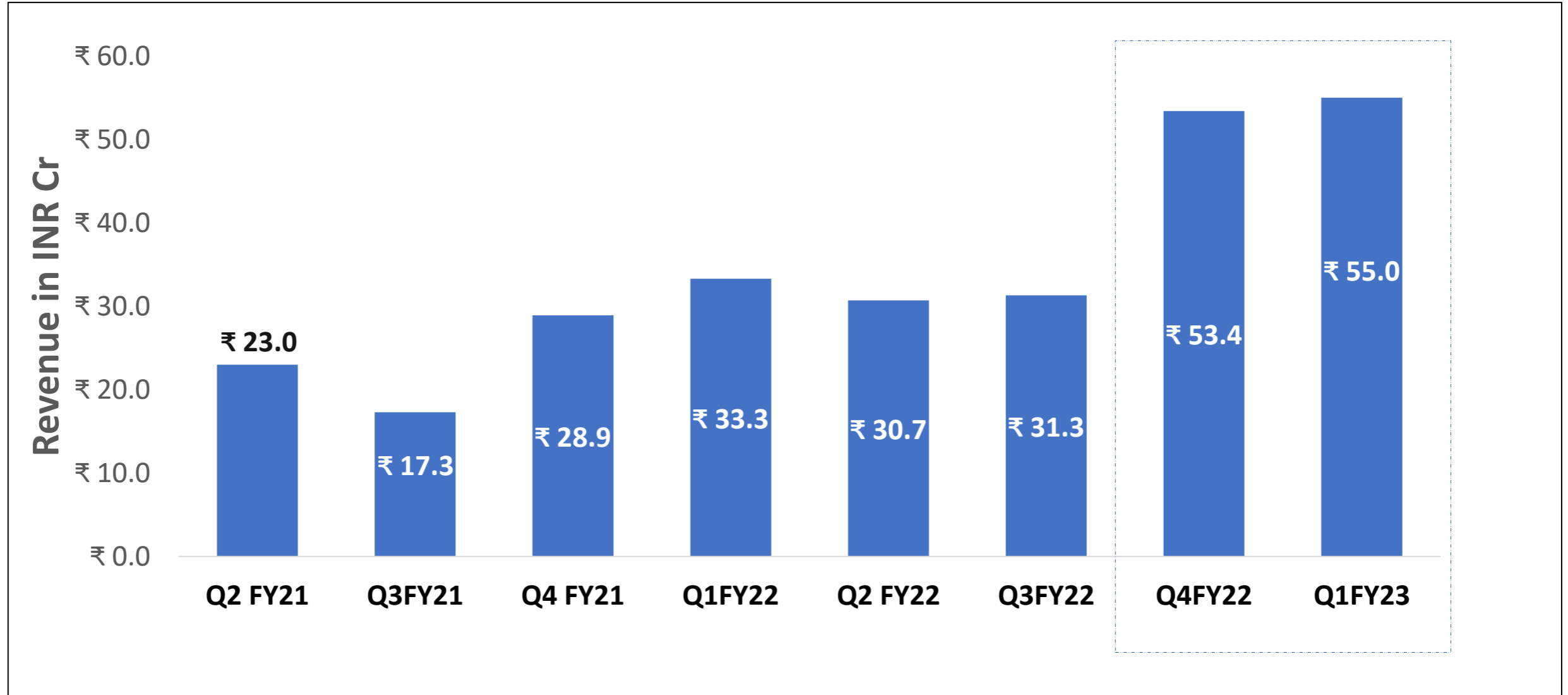


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4. Q1FY23 Financials

Revenue – Last 8 quarters – Long run print services

Schools have reopened Q4FY22 onwards, hence pre-covid levels reached



Revenue Last 8 quarters – Digital Business

QoQ growth % →

82%

21%

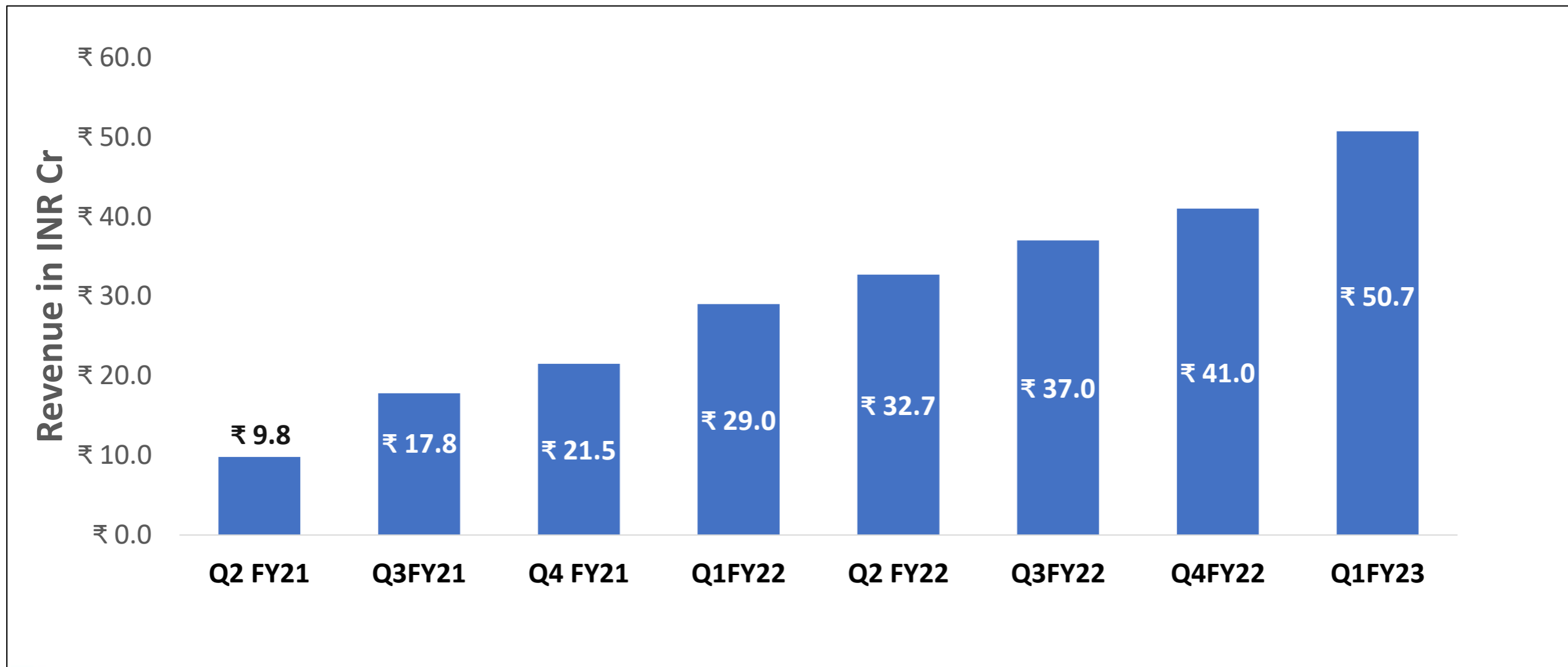
35%

13%

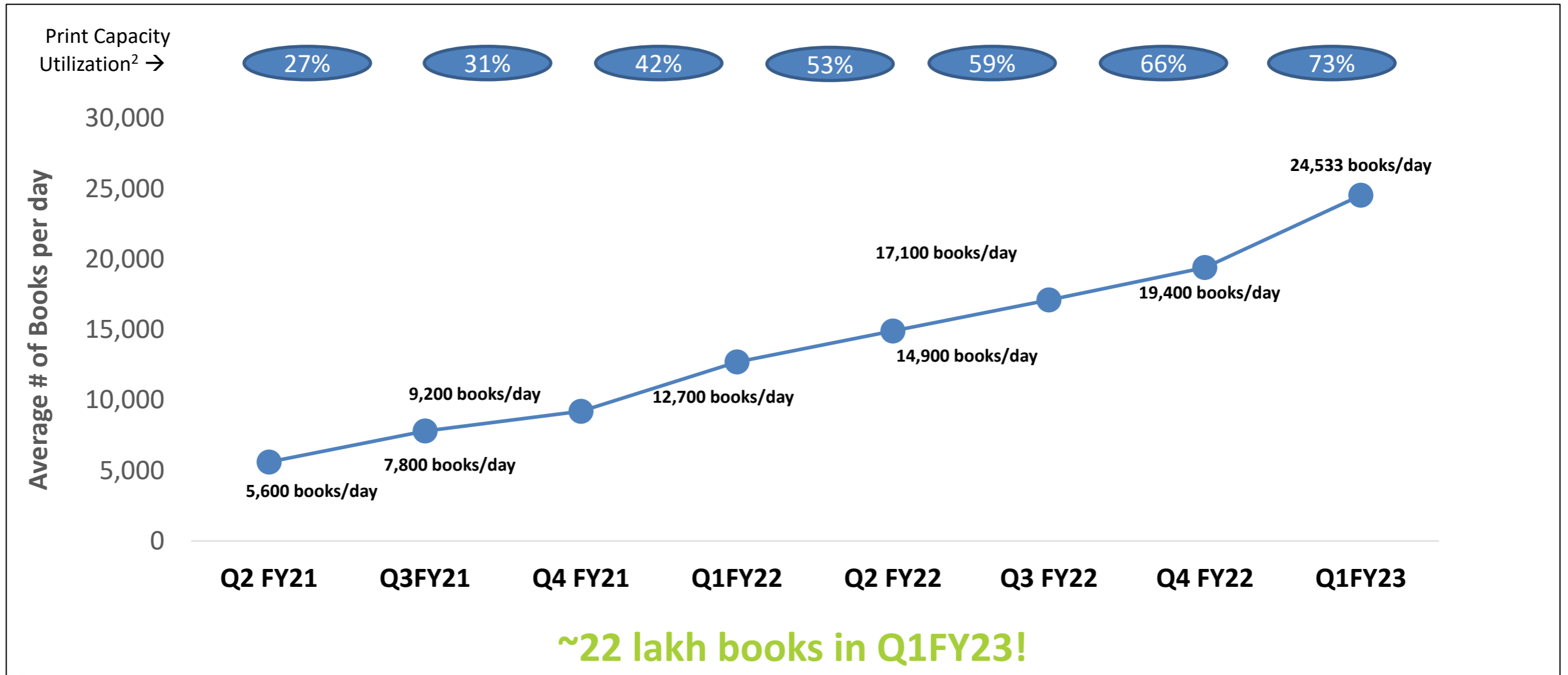
13%

11%

24%

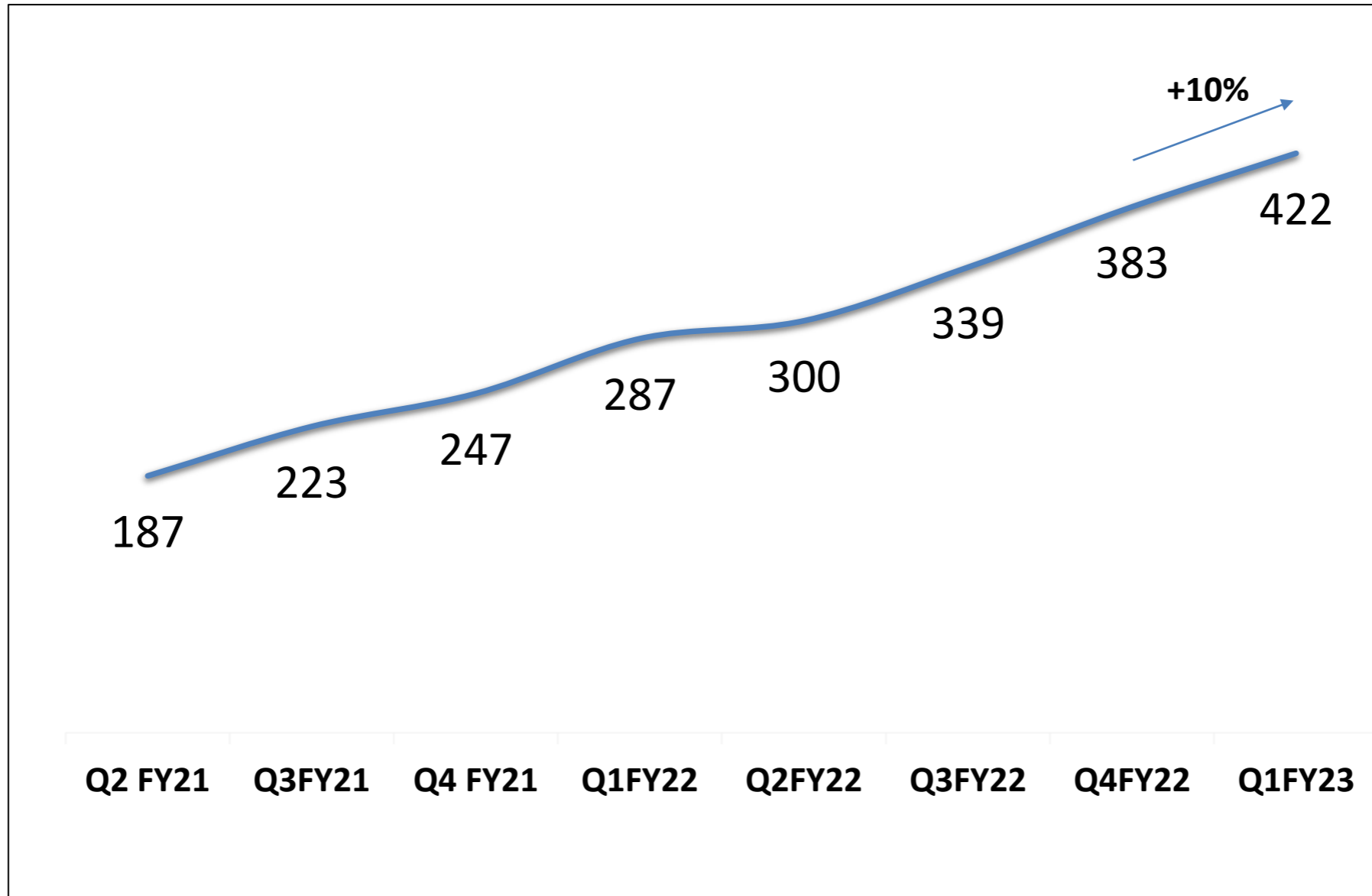


of books/day – Last 8 Quarters – Digital Business



of Customers – Digital Business

of Customers (Direct Publishers)

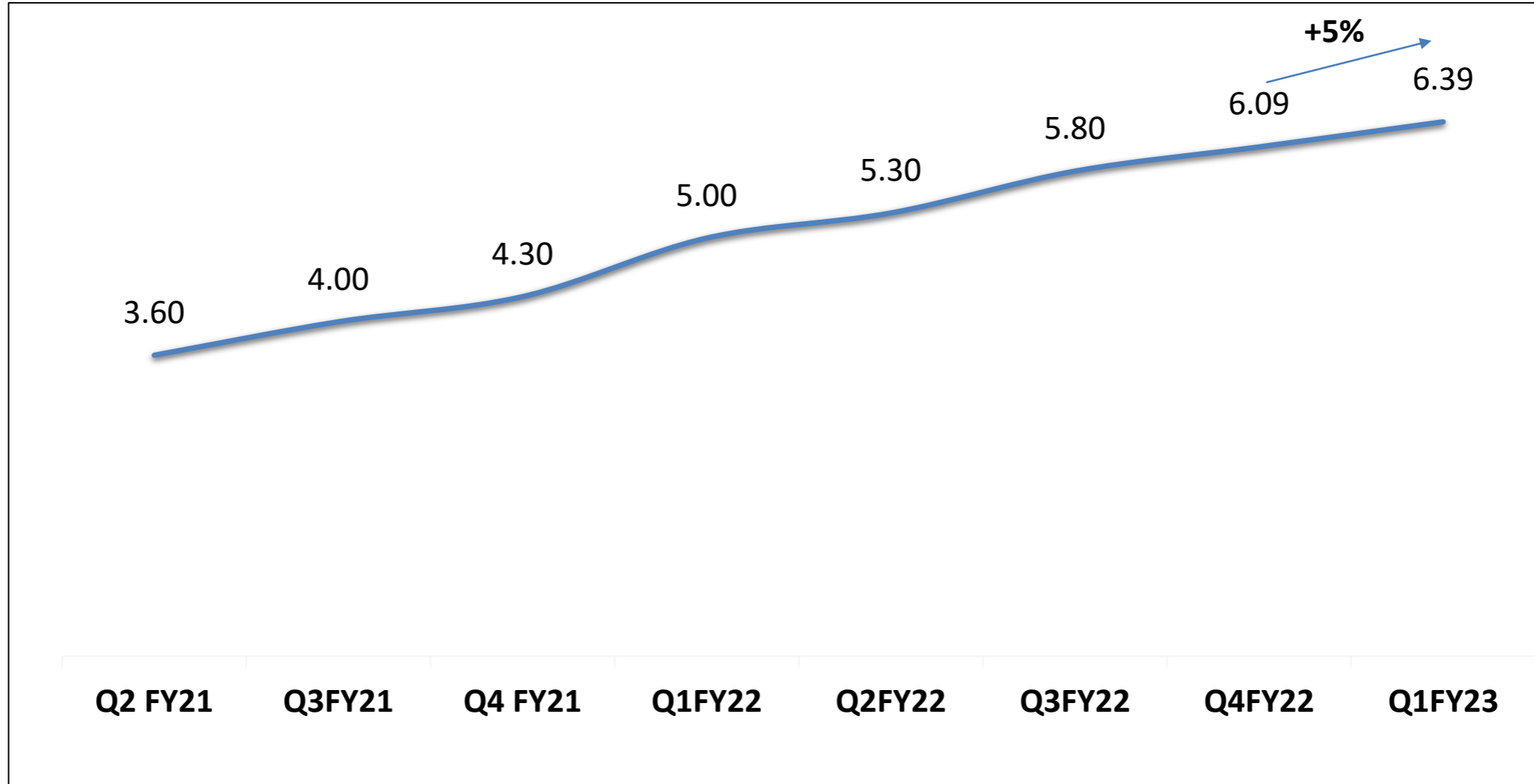


Potential market of ~ 5000 Publishers identified



of titles – Digital Business

Direct Content
(# titles in Lakhs)

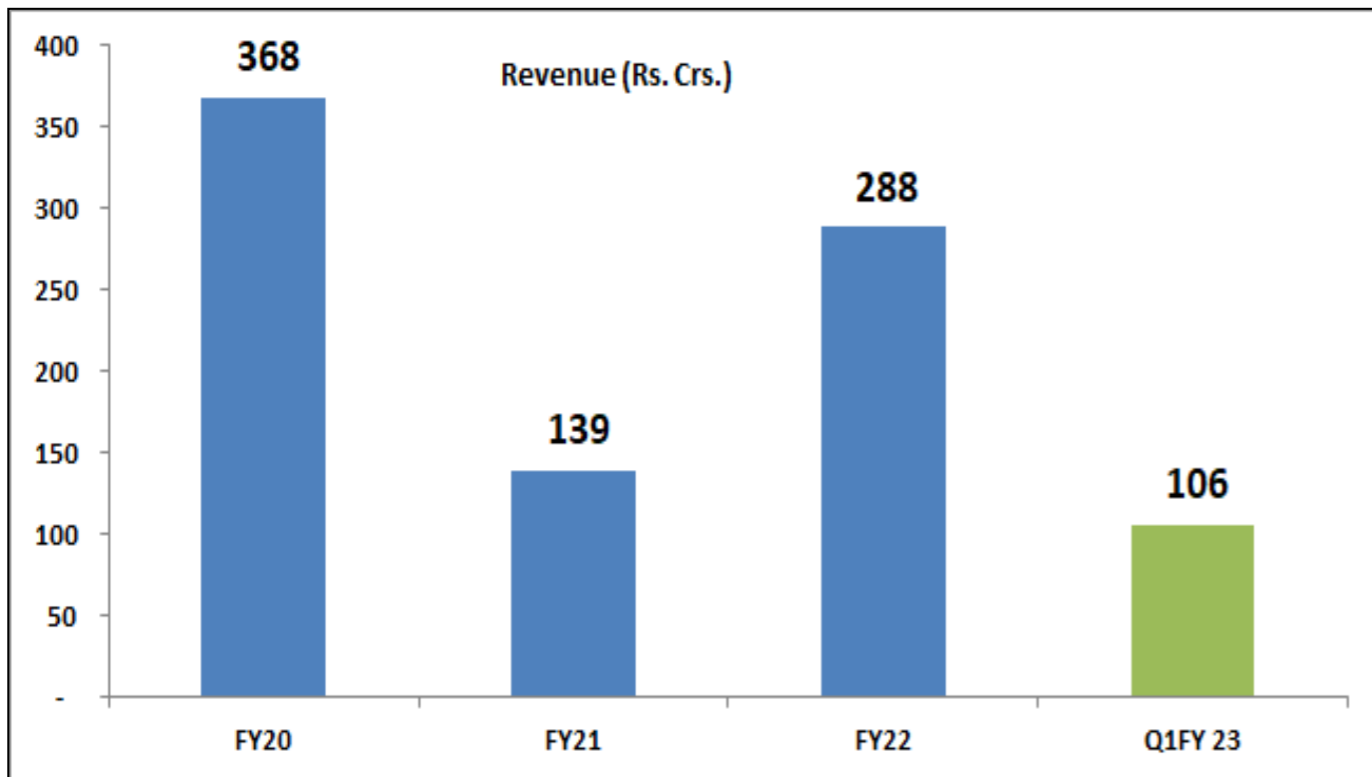


Additional 100 lakh titles via the exclusive partnership with Ingram Content Group

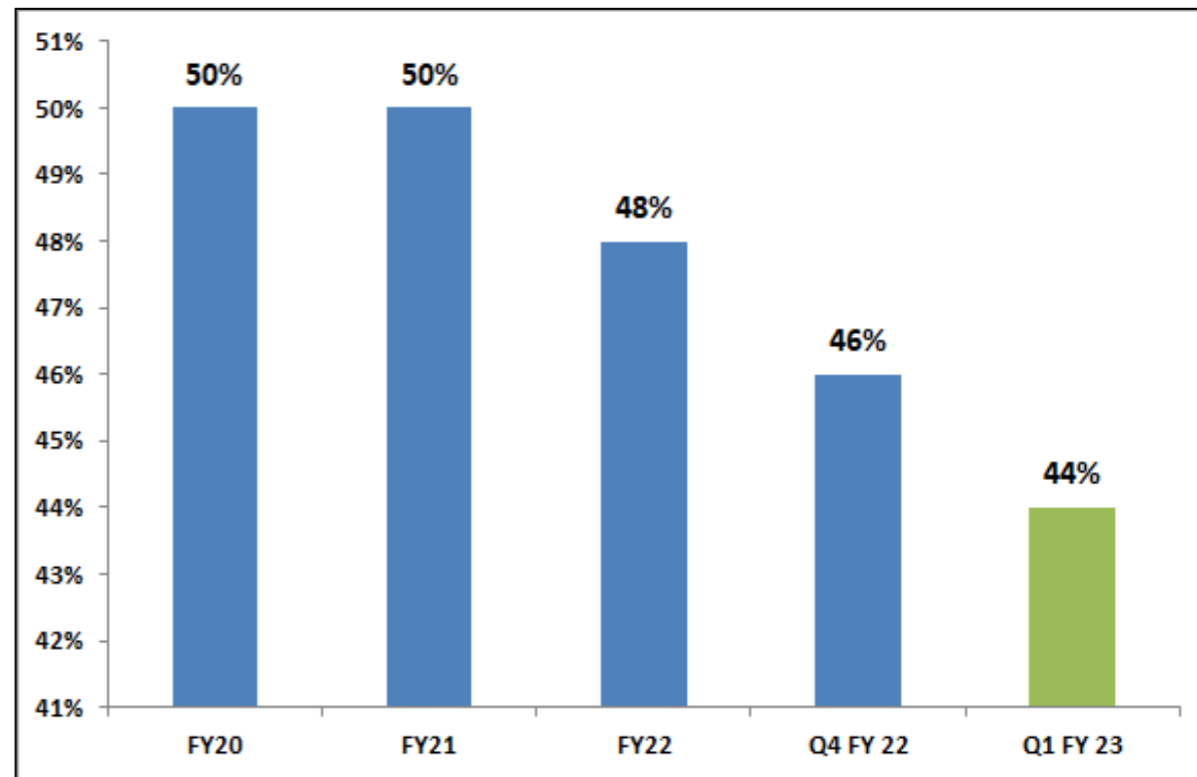


Snapshot of Q1FY23

Revenue run-rate has crossed pre-covid levels..



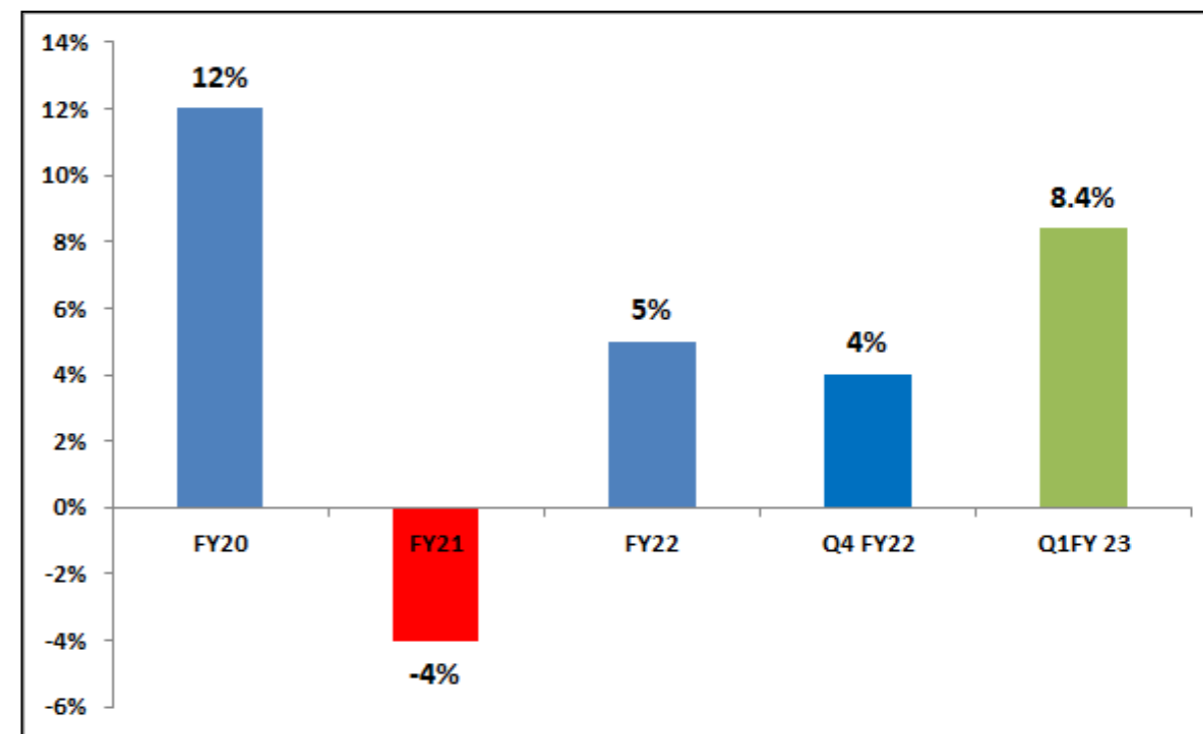
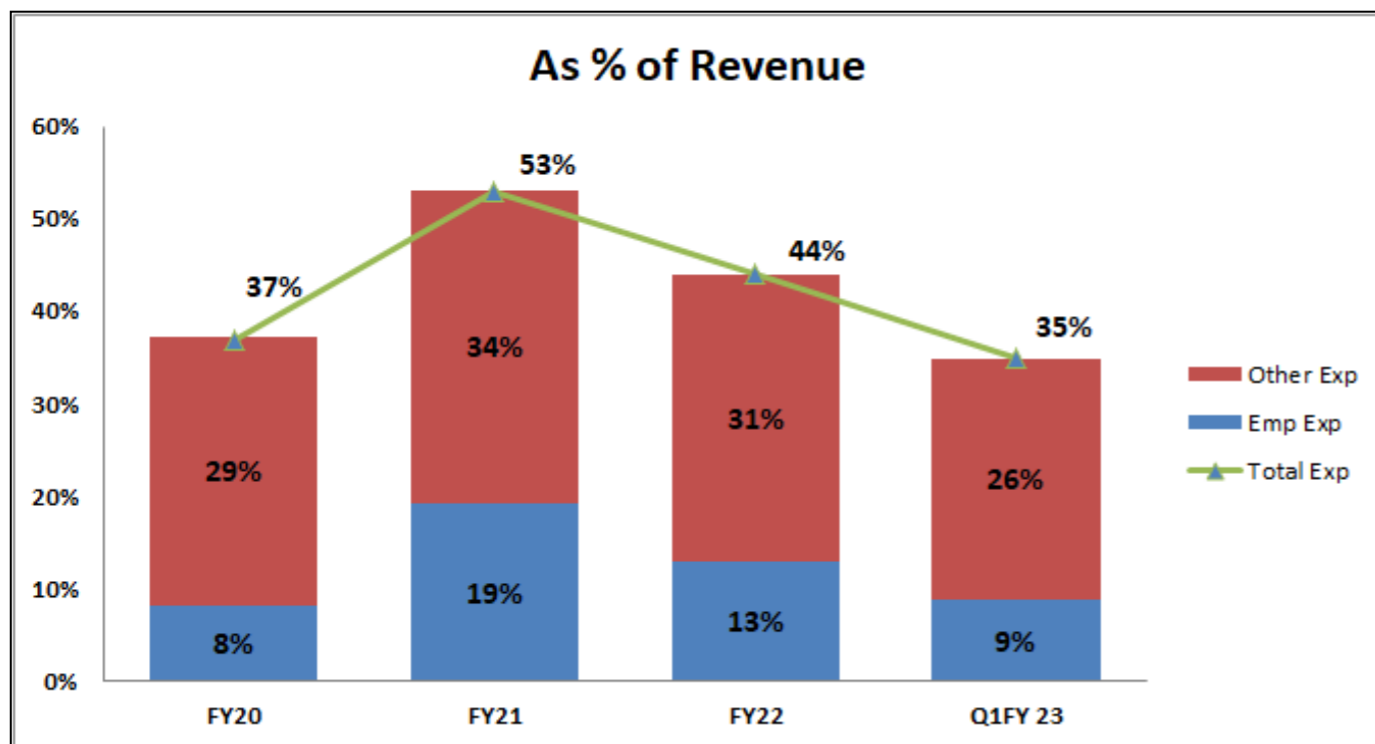
Gross profit margin lower than 3 year average due to sticky raw material & logistics inflation..



Snapshot of Q1FY23

Other Operating Expenses as % of sales lower than pre-covid levels..

..Resulting in EBITDA Margin doubling from last Quarter



Quarterly Performance – Sequential & YoY

Q4FY22 Vs. Q1FY23

- Revenue: Rs. 94.40 Cr → Rs. 105.61 Cr
- Operating Profit: Rs. 4.07 Cr → Rs. 8.91 Cr
- Profit Before Tax: **Rs. - 5.58 Cr** → Rs. 0.17 Cr
- Profit After Tax : **Rs. - 4.68 Cr** → Rs. 0.17 Cr

Q1FY22 Vs. Q1FY23

- Revenue : Rs. 62.34 Cr → Rs. 105.61 Cr
- Operating Profit: Rs. 3.00 Cr → Rs. 8.91 Cr
- Profit Before Tax: **Rs. -6.08 Cr** → Rs. 0.17 Cr
- Profit After Tax: **Rs. -5.96 Cr** → Rs. 0.17 Cr



Q1FY23 Financials Consolidated



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Rs. In lacs

	Unaudited	Audited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	30-06-2022	31-03-2022	30-06-2021	Year Ended 31-03-2022
Revenue from operations	10,546	9,373	6,213	28,743
Other income	15	67	21	105
Total Income	10,561	9,440	6,234	28,848
Expenditure				
Cost of Materials consumed	5,715	4,760	3,171	14,963
Changes in inventories of finished goods, work-in-progress & stock-in-trade	213	328	61	(22)
Employee benefits expense	933	1,128	819	3,738
Other expenses	2,809	2,817	1,883	8,830
Total Expenditure	9,670	9,033	5,934	27,509
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	891	407	300	1,339
Depreciation	630	698	644	2,676
Interest	244	267	264	1,071
Profit Before tax	17	(558)	(608)	(2,408)
Tax Expenses	-	(90)	(12)	(89)
Net profit after all taxes	17	(468)	(596)	(2,319)
Other comprehensive income (net of tax)	4	(6)	4	6
Total comprehensive income	21	(474)	(592)	(2,313)

Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!