

November 7, 2020

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 and half year ended September 30, 2020.

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 :

Books on Demand. Anytime! Anywhere!

2020-21 : Q2 and Half Year Performance Highlights

**Gearing up for the rapidly growing opportunity
in the E-tail Book Industry**



BOOKS ON DEMAND. ANYTIME, ANYWHERE



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

Reaching more books to more readers...



BOOKS ON DEMAND. ANYTIME, ANYWHERE

THE TECH PLATFORM FOR BOOK AGGREGATION

Right now, someone, somewhere is choosing a book... and adding to the global book industry...

...and we're delighted to be a part of it.



REPRO'S TECH-PLATFORMS ARE DISRUPTING THE PUBLISHING PROCESS AND REACHING MORE READERS, ON DEMAND!

Repro – generates online demand

Repro – reaches books directly to students

Repro – reaches books to bookstores

Repro – prints and produces one book to a million

Repro – lists existing inventory

Books on demand... anytime, anywhere!



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro – Strategic Direction 2020-21

Key Strategies : 2020-21

- ❑ 1. Mitigating the impact of COVID on the business
 - ❑ **Customer** Retention and Acquisition
 - ❑ **People** – Role Optimisation and Expansion
 - ❑ **Process** Re-casting and Improving Efficiency through **Technology**
 - ❑ **Cost Control** - Lean Manufacturing, Renegotiated Contracts
 - ❑ **Financial** Prudence – Collections, Debt Reduction



Key Strategies : 2020-21

2. Focus - Grow 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
- Relevant **Content** Acquisition
- Increasing **Reach** through Geographical Replication, B2B, New Channels
- Maximising **Contribution** by scaling up fast
- Financial – **Positive Cash flows** from e-retail business to help reduce debt





BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro – Executive Summary

Q2 and Half Yearly 2020-21

Executive Summary : Q2 2020-21

Revival and balancing operating Income and Expenditure

- ▣ **Revenues – Rs. 32.80 cr achieved in Q2**, steady revival after the COVID impact in Q1
- ▣ **Increase of e-retail business to Rs. 7.4 cr** (Q2 2020-21). E-tail business is **23%** of Total Sales.
- ▣ **Focus on containment of all Expenses yields results:**
 - ▣ **EBIDTA: Rs. -0.42 crores** compared to -7.42 crores in Q1
 - ▣ **Cash Loss in Q2 reduced to 3.96 crores** compared to 10.7 crores in Q1

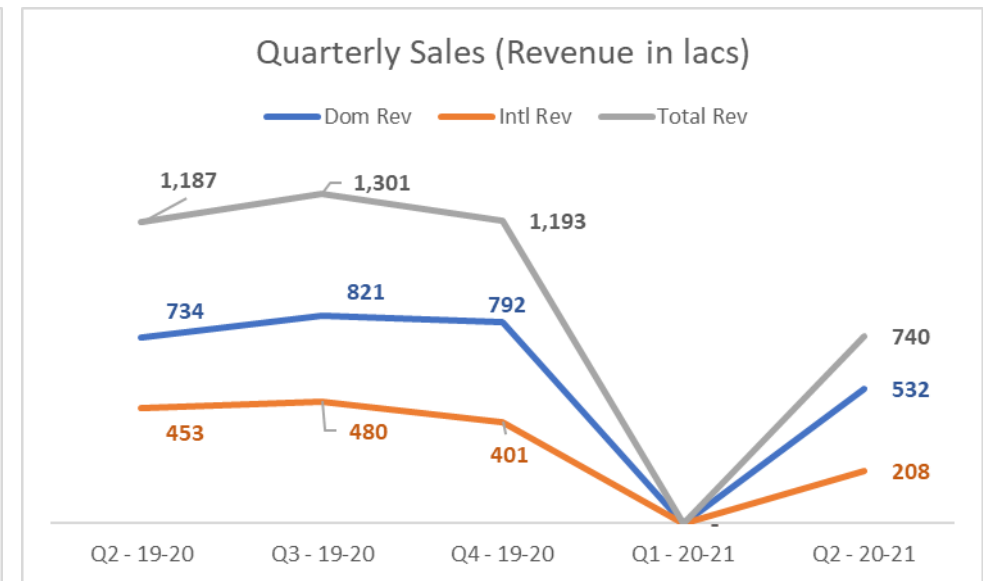
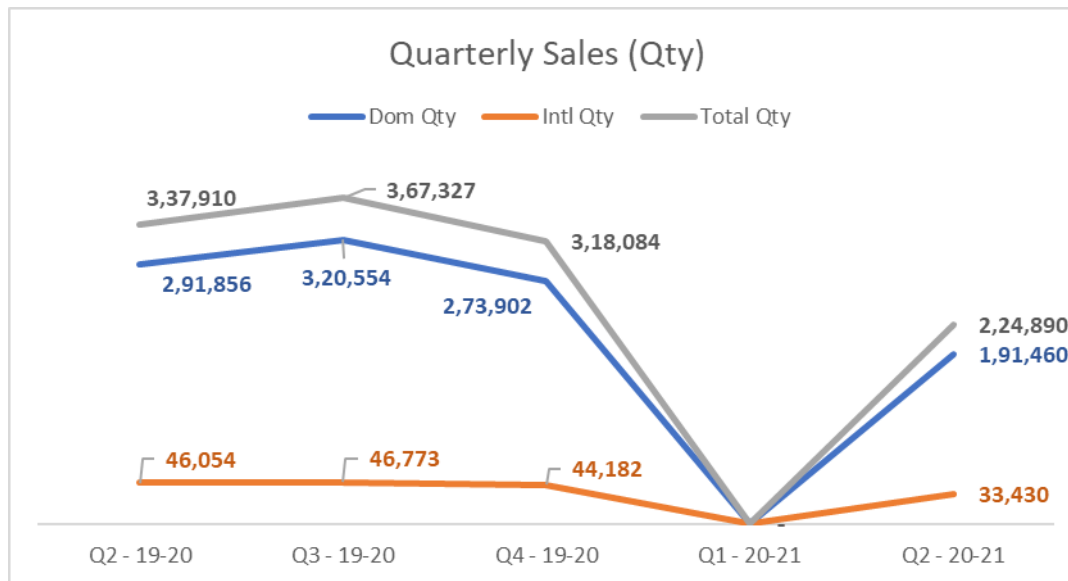


Executive Summary : Q2 2020-21

Strong and unwavering focus on the growing e-Retail segment

Repro Books – Regaining ground and poised to cross pre-COVID levels

Revenues in Q2 amounted to **7.40 crores** from **2,24,890** books sold

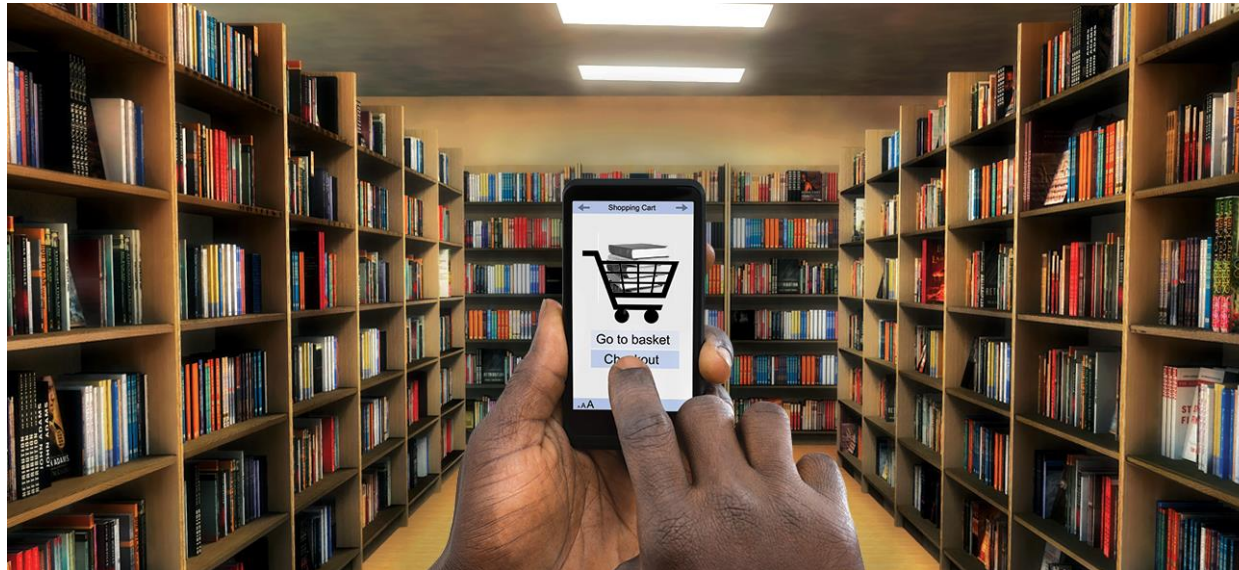


* Q1 20-21 numbers were negligible

Sales in October 2020 on the upswing – overtake Pre-COVID levels of March 2020.



The Industry – Finding solutions to short term challenges thrown up by COVID 19



❑ Schools and Colleges

- ❑ Comprising 80% of the book Industry – to open up with restarting of Educational Inst.
- ❑ Currently demand from the market is stagnant

❑ Physical Retail

- ❑ Outlets steadily opening up and seeing cautious consumption of Books

❑ E-Retail

- ❑ The only significant vehicle for sales for Publishers
- ❑ Supply chain still not in full flow – focus on liquidating stocks

The Industry – Finding solutions to short term challenges thrown up by COVID 19

❑ Publishers and the Repro Solution:

- ❑ Publishers concentrating on liquidating existing Stocks on e-retail channels
- ❑ As the stock levels are normalising, **Content has started flowing for the Repro platform for On-demand fulfilment**

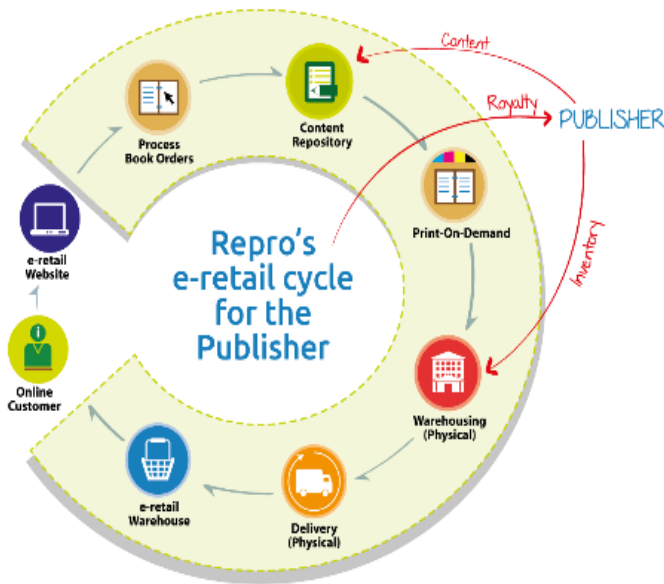
❑ Repro Books focus on:

- ❑ **Publisher and Content Acquisition**
- ❑ **Optimisation of Channel margins and Publisher Compensation**
- ❑ **Strategic tie-ups with publishers** for selling and promotion of titles



Repro Business Outlook : Optimising for Growth

The Repro Solution



Zero inventory
Zero returns
Zero obsolescence
Zero wastage
Zero Investment

Publishers

- Unsold stocks, Cash Crunch
- Repro On-Demand Solution Ideally Suited

On-line Sales

- E-tail sales up – with many more shopping online!
- On-line is the only channel available to Publishers

Geared to capitalize on Opportunity

- Investments in IT and Data Integrity helping to improve speedy listings and replication
- Promotion & Mktg. to improve Book Discoverability
- Additional Ingestion, Automation and Mumbai Replication to add to sales in Q3



Repro Business Outlook: Plants Optimised for Growth

□ Digital Print:

- **Haryana Plant** commissioned to handle all range of products

 - Produced over 2,00,000 books in Q2

- New **Colour and Hard-case** production lines functional

- **Mumbai Plant** started in in September

 - Produced 6300 books in Q2





BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Results

FY 2020-21 Q2 and Half Yearly Results

Q2 and Half Year 2020-21 Financial Summary

	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Half year Ended	Half year Ended	Year Ended
	30-09-2020	30-06-2020	30-09-2019	H1 30-09-2020	H1 30-09-2019	31-03-2020
Revenue from operations	3,276	2,027	9,895	5,303	20,601	36,748
Other income	4	30	11	35	28	101
Total Income	3,280	2,058	9,907	5,338	20,629	36,849
Expenditure						
Cost of Materials consumed	1,543	914	4,136	2,457	10,034	15,731
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(22)	330	750	308	844	2,639
Employee benefits expense	662	690	883	1,352	1,706	3,039
Other expenses	1,138	866	2,953	2,005	5,534	10,860
Total Expenditure	3,322	2,800	8,721	6,122	18,118	32,269
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	(42)	(742)	1,185	(785)	2,512	4,579
Depreciation	729	708	452	1,437	923	1,919
Interest	353	337	170	690	448	908
Profit Before tax	(1,124)	(1,787)	563	(2,911)	1,141	1,751
Tax Expenses	(78)	(87)	(12)	(164)	(129)	(129)
Net profit after all taxes	(1,046)	(1,700)	575	(2,746)	1,269	1,880
Other comprehensive income (net of tax)	(7)	(7)	3	(14)	6	(27)
Total comprehensive income	(1,053)	(1,707)	579	(2,761)	1,276	1,853



Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!