

May 28, 2019

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,

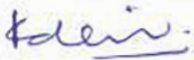
Sub: Analyst Presentation

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 year ended March 31, 2019.

This is for your information and record.

Thanking you,

Yours faithfully,
For Repro India Limited,



Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



<p>Corporate & Registered Office Repro India Limited 11th Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg, Lower Parel, Mumbai – 400 013, India Tel: +91-22-71912000 Fax: +91-22-71914001 CIN: L22200MH1993PLC071431</p>	<p>Mahape Plot No. 30/2, TTC MIDC Industrial Area, Mahape, Navi Mumbai – 400 710 Tel: +91-22-71785000 Fax: +91-22-71785011</p>	<p>Surat Plot No. 90 to 93, 185 Surat Special Economic Zone, Road No. 11, GIDC, Sachin, Surat – 394 230 Tel: +0261-3107391/92, 2398895/97 Fax: +0261-2398030</p>	<p>Chennai No 146, East Coast Road, Velurankeri, Chennai – 600115 Tel: +91-44-2449 0130 Fax: +91-44-24490836</p>
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E-mail: info@reproindia.com \ Website: www.reproindia.com



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro India Ltd.

Books on Demand. Anytime Anywhere

2018-19 : Q4 and Annual Review

Key Strategies : 2018-19 Q4 and Annual Results : As defined in the beginning of the year

- ❑ **E-Retail** : From proof of **concept** to proof of **delivery** – to **creating** a platform for **exponential growth**
- ❑ **E-Retail** : Focus on **Content Acquisition** and **Aggregation** and also increasing the reach through **Technology platforms** and various **Channels**
- ❑ **E-Retail** : **Increasing capacities** for geographical **reach** and **cost effectiveness**
- ❑ **Publishing Services** : Focus on the **right customers** for the **MNC Domestic** and **global** businesses



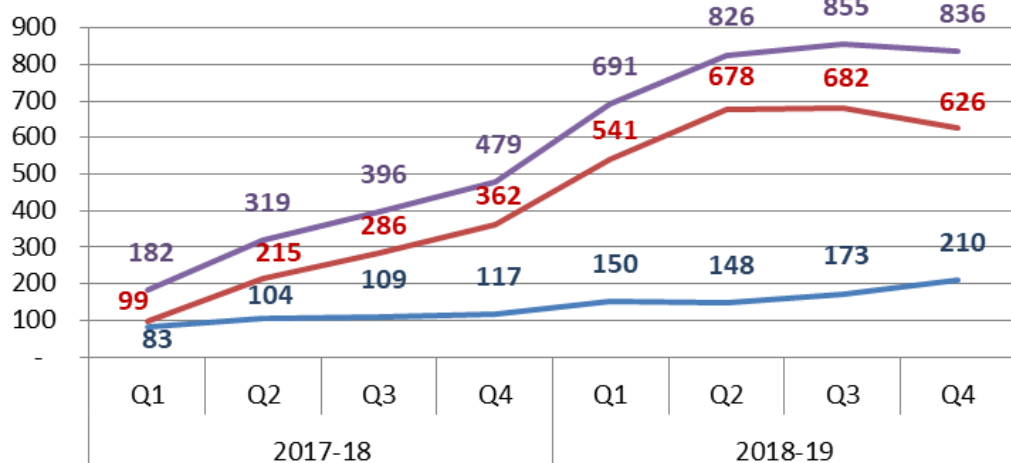
Executive Summary

Focus on the growing e-Retail Business

□ e-Retail : Repro Books - creating a platform for exponential growth

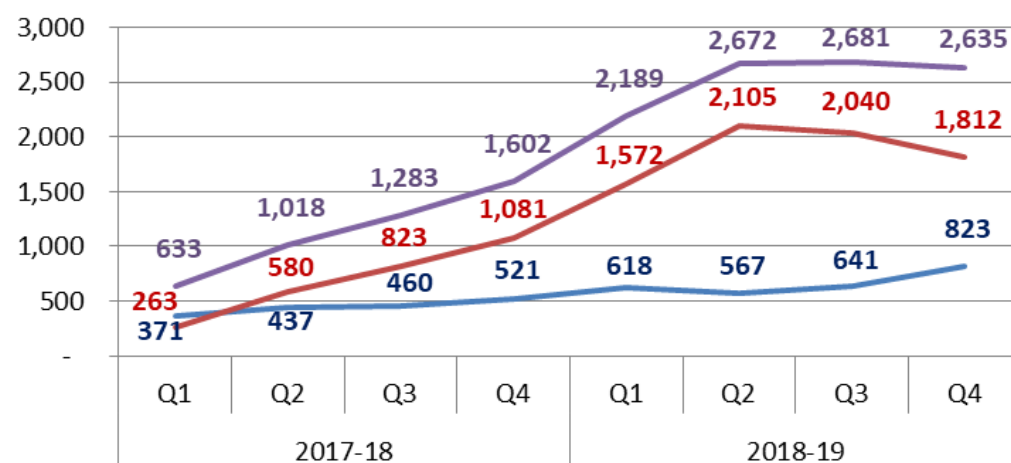
Sales Quantity in '000s

— POD qty — Stock Qty — Total Qty Etail



Sales Revenue in lacs

— POD revenue — Stock Revenue — Total Etail Revenue



□ **POD sales** accelerate after shifting to new facility at Bhiwandi with additional capacity in Q2 2018-19

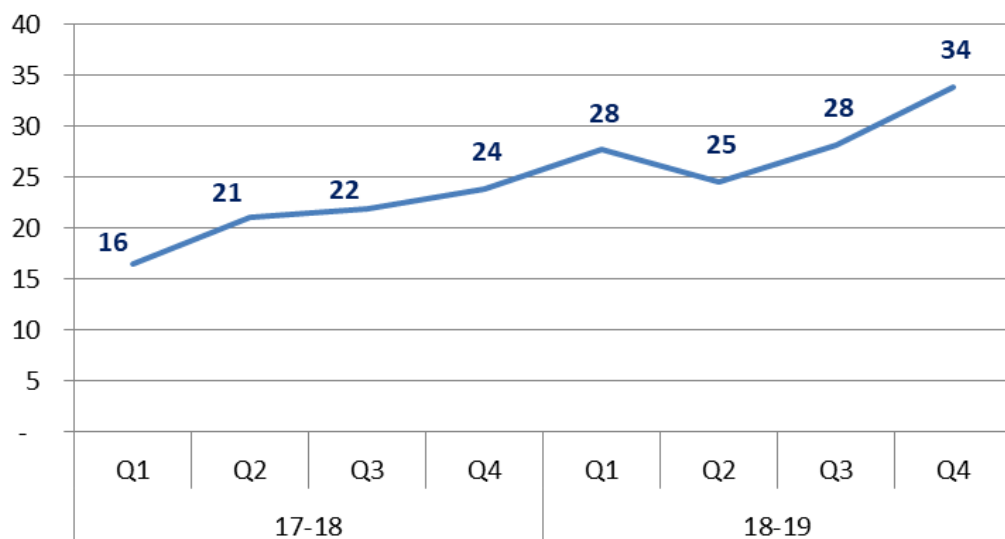
□ POD sales constitute 31% of total e-retail revenues in Q4 2018-19 as compared to 21% in Q2 2018-19



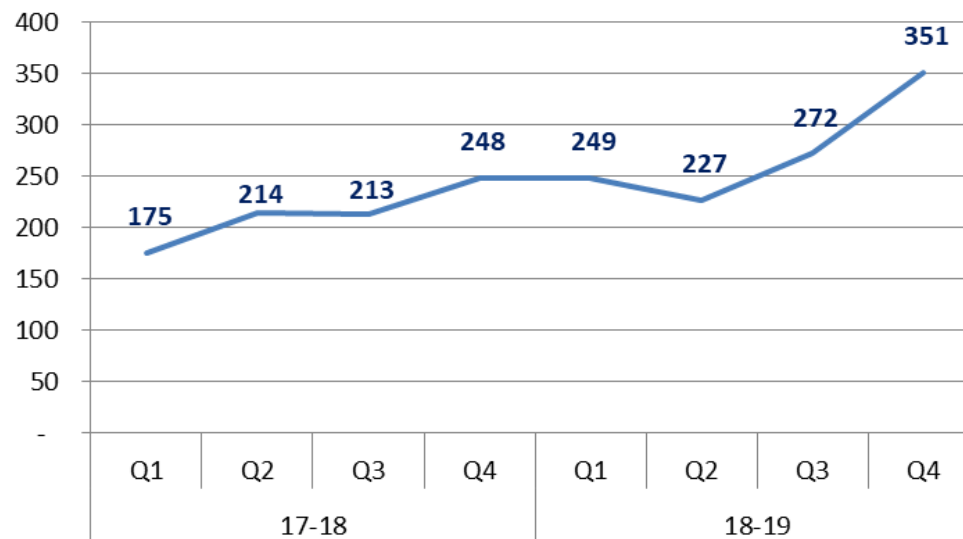
E-Retail: The momentum of the strategic action picks up traction!

- International Book Sales showing a steady growth on relevant content addition and promotions

International Sales Qty in '000s



International Sales Revenue in lacs



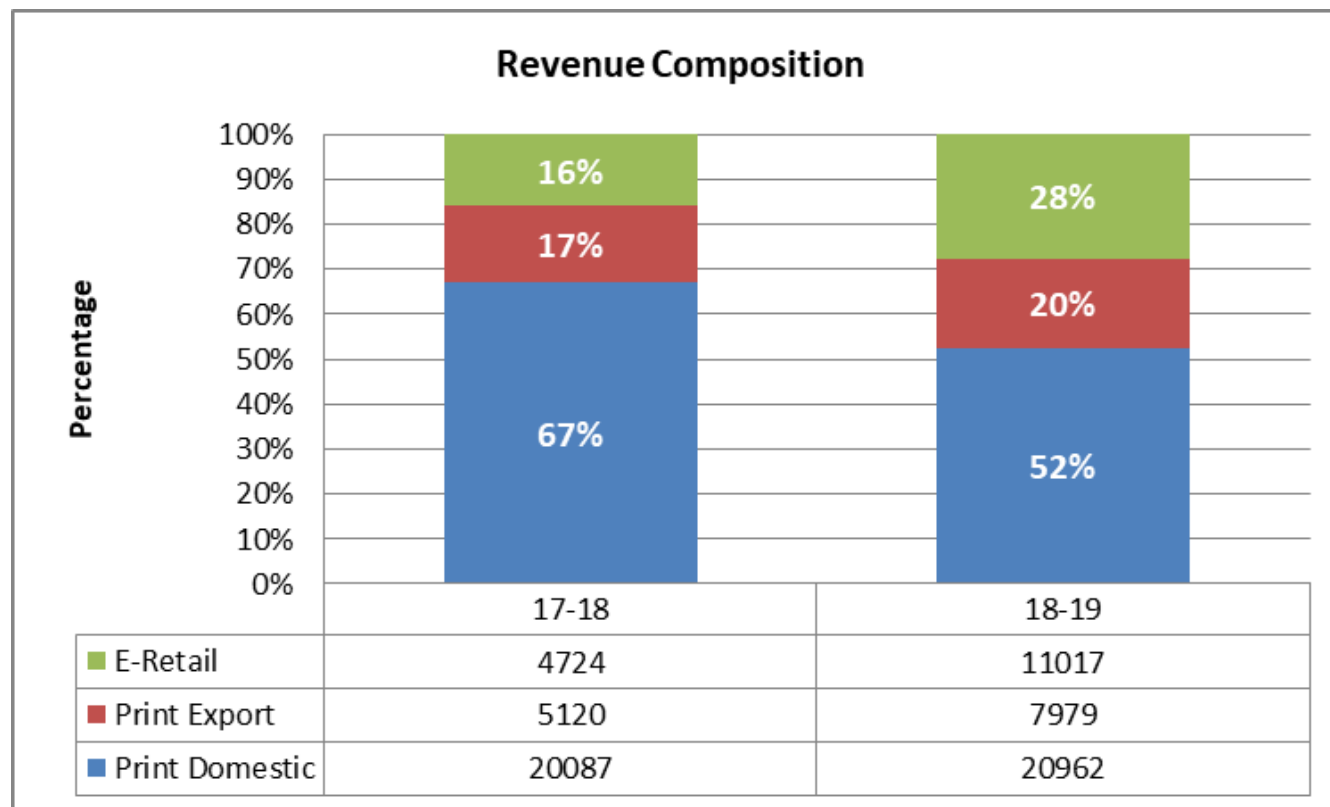
- Global Distribution through Ingram touches Rs.87 lakhs in 2018-19
- E-books business started with Amazon. Sales in Q4: Rs.2.2 lakhs
- Repro Books Sales on Flipkart cross 5% of Sales on Amazon in Q4 2018-19



Business Composition

Repro Books On Demand and Print Exports Business increase share of revenues

- 134% growth in E-Retail Revenue – Rs.110 crs over Rs.47 crs. Now contributing 28% of overall business
- Growth of the Print Export business by 55% from Rs.51 crs to Rs.79 crs



Publisher Services

A strategic approach to the existing business with MNC and large Publishers

- ❑ Focus on **Strategic Customers** across all zones – **60** customers across India leading to improved contribution
- ❑ Business from multinational companies contributed more than **30%** of the overall business
- ❑ Growth of the export business by **55%** from Rs.51 crs to Rs.**79** crs
- ❑ Focus on strategic customers has ensured timely collections, better margins and no bad debts
- ❑ State of art fulfilment centre in vicinity of Surat plant operational in Q4
 - ❑ Augments the capability to offer kitting and distributed fulfillment



Key Financial highlights of 2018-19 : Growth objectives as per strategy

- ❑ **233%** growth in EBIDTA (without other income) – Rs.**43.85** crs (*Mar 2019*) over Rs.13.17 crs (*Mar 2018*)
- ❑ **34%** growth in Revenue – Rs.**400** crs (*Mar 2019*) over Rs.299 crs (*Mar 2018*) – *without other income*
- ❑ **44%** growth in Profit After Tax (PAT) – Rs.**23.58** crs (*Mar 2019*) over Rs.16.39 crs (*Mar 2018*)
- ❑ **13%** decrease in Interest cost – Rs.**10.35** crs (*Mar 2019*) over Rs.11.94 crs (*Mar 2018*).
 - ❑ With increased revenues from Rs.300 crs to Rs.400 crs, this reduction is very significant.
- ❑ **Long Term loans** decreased to Rs.**33** crs in March 2019 from Rs.50 crs in March 2018

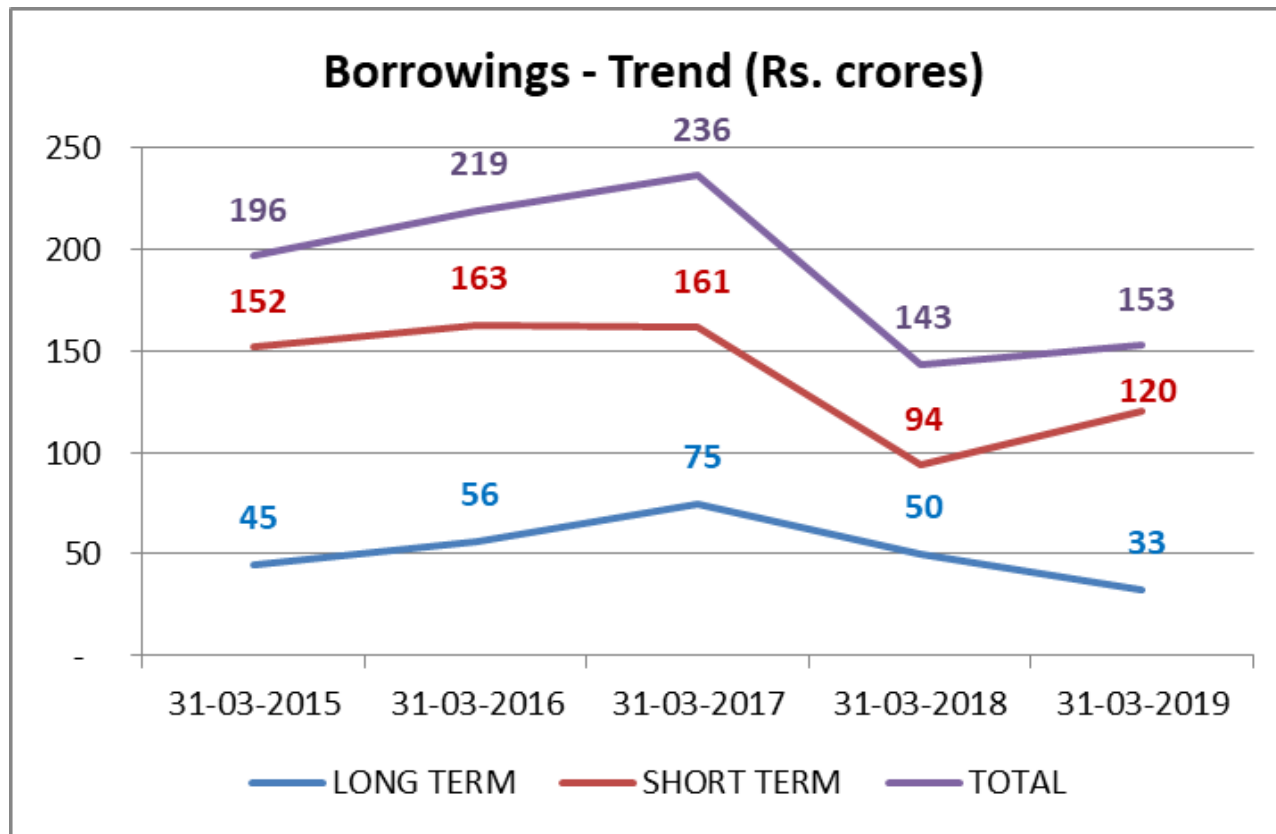


Key Financial highlights of 2018-19 Healthy Key Parameters

- ❑ **Total Debt Equity Ratio : 0.62** in March 2019 from 0.64 in March 2018 and 1.52 in March 2017
- ❑ **Long Term Debt : Equity Ratio : 0.13** in March 2019 from 0.22 in March 2018
- ❑ **No of days for Debtors :** decreased to **105 days** in March 2019 from 109 days in March 2018
- ❑ Investments in **People, Technology** and **2 upcoming POD facilities** continues to accelerate



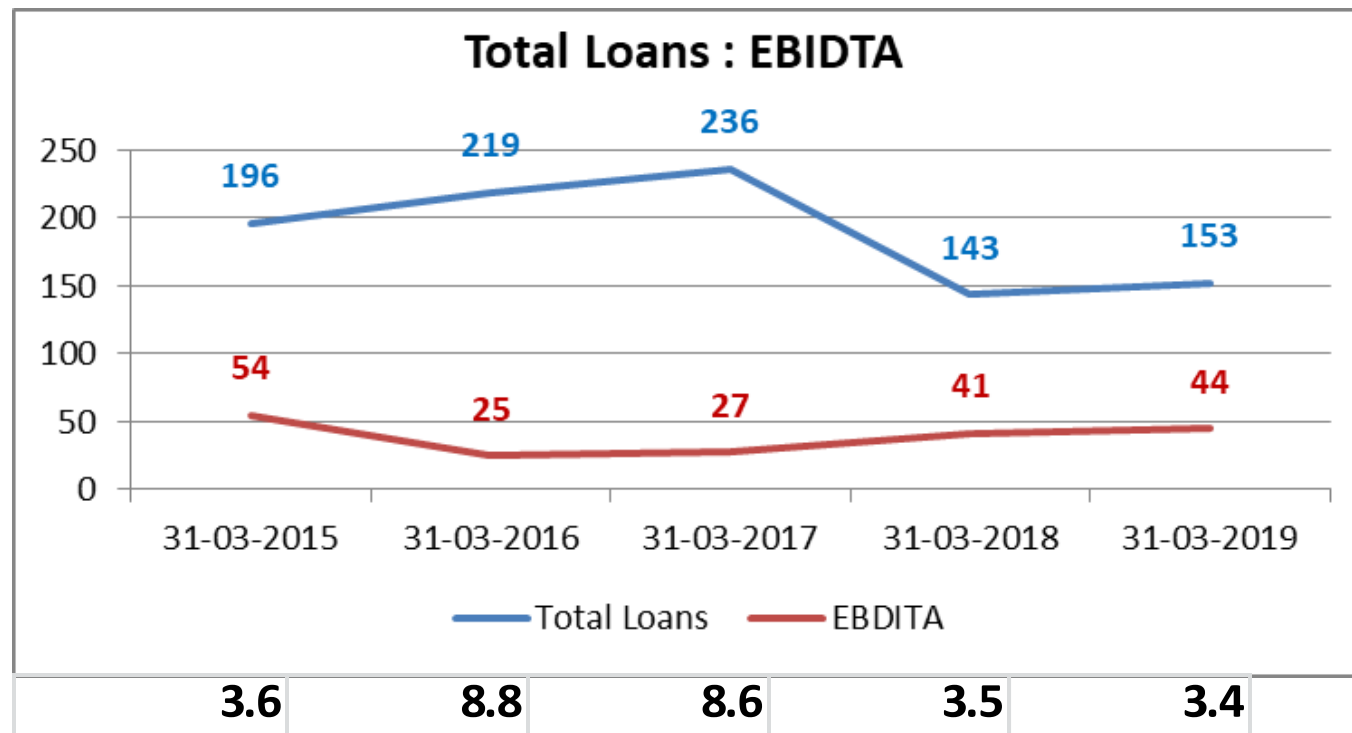
A Strong Balance Sheet that paves the way for aggressive thrust to Expansion and Growth of the E-retail Business



□ **Rs.153 crores** of debt with a Debt Equity ratio of **0.62** – A healthy position



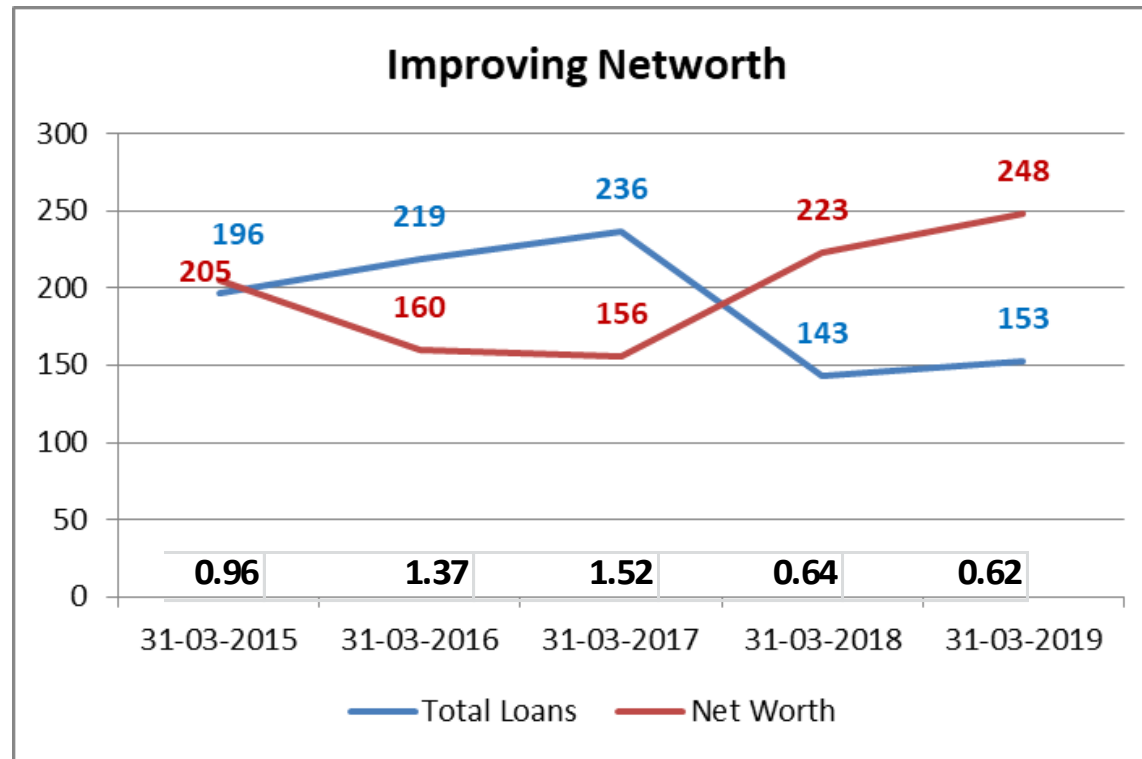
A Strong Balance Sheet that paves the way for aggressive thrust to Expansion and Growth of the E-retail Business



- Total Loans to EBDITA Ratio of **3.4**, which was above 8 three years back signifies the enhanced healthy position of the balance sheet



A Strong Balance Sheet that paves the way for aggressive thrust to Expansion and Growth of the E-retail Business



- Networth significantly increased vis-a-vis the total loans – giving a healthy ratio of **0.62**



Key Financial highlights of Q4 2018-19 : Quantum Growth over previous quarter In keeping with this year's steady quarterly performance

- **10%** growth in Revenue – Rs.**106.67** crs (Q4 2018-19) over Rs.96.70 crs (Q3 2017-18)
- **17%** growth in EBIDTA (without other income) – Rs.**12.40** crs (Q4 2018-19) over Rs.10.58 crs (Q3 2017-18)
- **13%** growth in Profit After Tax (PAT) – Rs.**6.82** crs (Q4 2018-19) over Rs.6.05 crs (Q3 2017-18)



FY 2018-19 Q4 & Annual : Consolidated Results

Rs. In lacs

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended	Year Ended
	31-03-2019	31-12-2018	31-03-2018	31-03-2019	31-03-2018
Revenue from operations	10,666	9,670	8,722	39,949	29,931
Other income	14	20	328	40	2,785
Total Income	10,680	9,689	9,050	39,989	32,717
Cost of Materials consumed	5,712	5,671	3,705	23,961	15,916
Changes in inventories of finished goods, work-in-progress & stock-in-trade	125	(340)	1,139	(2,081)	409
Employee benefits expense	910	833	1,410	3,442	4,325
Other expenses	2,680	2,448	1,563	10,241	7,965
Total Expenditure	9,427	8,611	7,817	35,563	28,614
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,254	1,078	1,233	4,425	4,102
Depreciation	373	366	260	1,484	1,417
Interest	301	219	216	1,036	1,194
Profit Before tax	579	493	757	1,906	1,491
Tax Expenses	(103)	(112)	(87)	(452)	(149)
Net profit after all taxes	682	605	844	2,358	1,639
Other comprehensive income (net of tax)	(25)	3	(16)	(17)	15
Total comprehensive income	657	607	828	2,341	1,654





BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro India – Progress & Strategic Direction

Books on Demand. Anytime Anywhere

On the Threshold for take-off

Reaching more books to more readers...

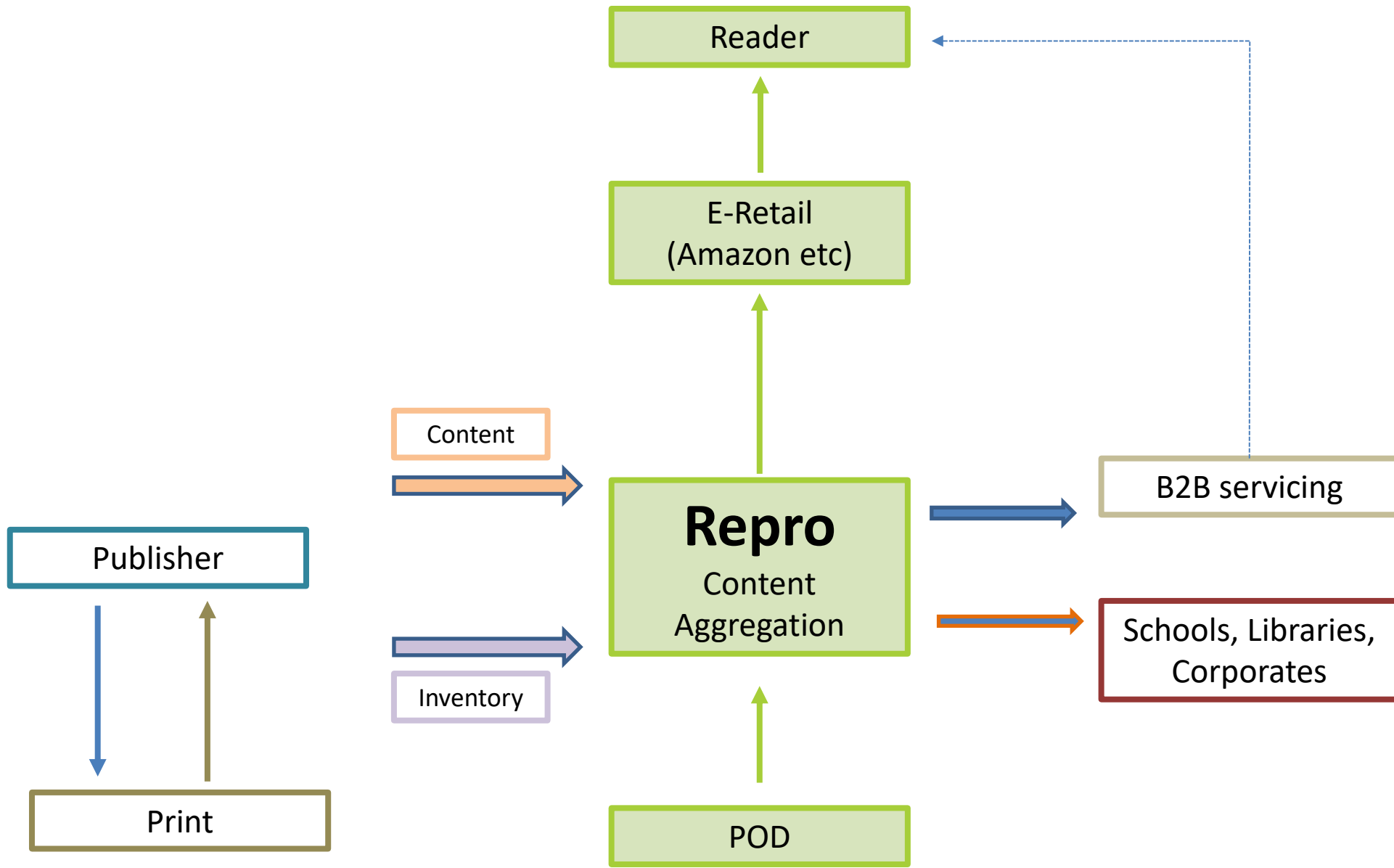


THE TECH PLATFORM FOR BOOK AGGREGATION

Repro : The business model



BOOKS ON DEMAND ANYTIME, ANYWHERE



Repro – the Complete Solution for the Publishing Industry



Zero inventory

Zero returns

Zero obsolescence

Zero wastage

Special infrastructure for optimum pricing and fastest time to market

- **Print on Demand** facilities coming up pan India
- Production in a **SEZ**
- Production capacity of **one to a million books**

Repro : Changing the Paradigm



BOOKS ON DEMAND ANYTIME, ANYWHERE



Publishers...
e-retailers...
educators...
bookstores...

We'll be the complete partner
and get any book... to any reader...
anytime... anywhere.

**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!

Increasing Digital Books Production capacity to 22,000 Books per Day by end of 2019-20

□ **Current Capacity:** Bhiwandi:

□ POD – 4000 Books / Day

□ Digital Print Short Run – 10,000 Books / Day

□ **Planned:** Delhi:

□ POD – 4000 Books / Day (July 2019)

□ **Planned:** Bangalore:

□ POD – 4000 Books / Day (Q4 2019-20)

□ Total capex for above expansion: Rs.30 crores

□ Adequately funded for above capex through Internal Accruals, Debt and Equity infusion that has been done.



Growth Drivers for the E-retail & Digital Print business

- ❑ Increase in POD E-retail sales
 - ❑ **Replication** in Delhi and Bangalore to give a boost to sales from the existing repository of titles
 - ❑ Aggressive **Acquisition** of Domestic Content to increase Glance Views % and resultant sales
- ❑ Multi-location Fulfilment capabilities to reach customer faster, improve sales conversion
- ❑ E-retail for stock books to be maintained for strategic customers



Make books available to all, Always
Any Title, Anywhere in shortest time
At Best Price, Cost-efficiently
In any Format, Best Quality
Through Technology-led Innovation



Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!