

August 1, 2018

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, 2018.

This is for your information and record.

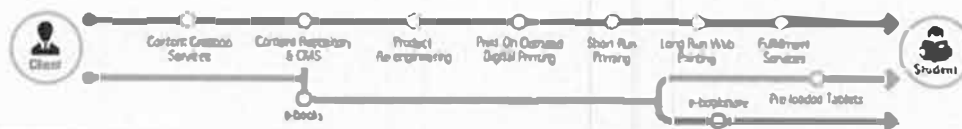
Thanking you,

Yours faithfully,
For Repro India Limited,

Kajal Damania

Kajal Damania
Company Secretary & Compliance Officer

Encl: As above



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BOOKS ON DEMAND. ANYTIME, ANYWHERE

Repro India – Strategic Direction and Progress :

Books on Demand. Anytime Anywhere

Q1 2018-19



BOOKS ON DEMAND. ANYTIME, ANYWHERE



REPRO
BOOKS ON DEMAND ANYTIME, ANYWHERE

Reaching the right book to your readers – wherever they want, whenever they want.

REPRO
BOOKS ON DEMAND ANYTIME, ANYWHERE

BE A PART OF THE ONLINE REVOLUTION

BENEFITS TO PUBLISHERS

- Demand Forecasting
- Inventory
- Check-in

REPRO
BOOKS ON DEMAND ANYTIME, ANYWHERE

INDIA'S ONLINE BOOK SALES ESTIMATED TO BE ₹ 8000 CRORE IN 2021 !!!!

Repro – generates online demand...
Repro – prints & produces one book to a million...
Repro – takes your existing inventory...
and reaches your books to your reader...on-demand, anytime, anywhere.

BE A PART OF THE ONLINE REVOLUTION

HOW YOUR BOOKS CAN REACH

amazon | Flipkart | Paytm | Mediastore

REPRO
BOOKS ON DEMAND ANYTIME, ANYWHERE

Now a book is produced *after* it has been bought.

REACHING MORE BOOKS
to MORE READERS
through MORE CHANNELS!

Key Strategies : 2018-19

Continuing the strategy of the past 2 years

- ❑ **E-Retail** : From proof of **concept** to proof of **delivery** – to **creating** a platform for **exponential growth**
- ❑ Focus on the **right customers**
- ❑ Focus on **MNC Domestic** and **global** businesses
- ❑ Focus on **financial consolidation**
- ❑ Focus on **cashflows** and **collections**
- ❑ Focus on **reduction of expenses**



Executive Summary : *Seeing results of the last 2 years' strategy!*

□ **Financial Highlights : Quarter over Quarter (Q1 2018 over June 2017)**

- **38% growth in Revenue : Rs. 96.88 cr - Rs. 70.32 cr**
- **8% growth in operating profit : Rs. 10.58 cr - Rs. 9.78 cr**
- **120% growth in PAT : Rs. 5.33 cr – Rs. 2.42 cr**
- **Reduction of Debtors and Borrowings**



Key highlights of Q1 : 2018-19

Q1 Achievements

- **Repro Books on Demand** : on course with the strategy and growing at a galloping pace :
 - strong and invested relationships with e-retailers like **Amazon, Flipkart** and other players
 - reaping benefits of being a part of **Ingram's Global Connect Program**
- Successfully completed pilots with **8 schools for K-12** offering along with Amazon. Investing in sales to build a strong funnel of **schools for next academic year**.
- **July 2018 – Successfully shifted to new location in Bhiwandi** where a larger, more streamlined and enhanced facility has been set up. **One-Book Capacity** being augmented to cater to printing **12,000 books per day**.
- **Bangalore and Delhi** planned to come up next during this financial year.
- **July 2018 – Touching sales of 9 crores** (run-rate established till 21st July after which sales stopped at Seller-flex for 10 days to shift to new location): **Selling over 9000 books per day**.



Key highlights of Q1 : 2018-19

Q1 Achievements (contd)

- ❑ **Focus on value added services leading to predictability of business and better realisation**
 - ❑ **Partnership** rather than **transactional** business in India is paying off - Predictable business due to **value added services**
 - ❑ **30%** of the business is from **MNC** customers like **Macmillan, Oxford, Cambridge, Scholastic, Pearsons** and **Elsevier** etc - **an increase over last year.**
 - ❑ **Customised solutions created for** customers based on the understanding of the business model
 - ❑ **For the Exports business** focus on **consolidation of markets, large local and MNC customers**
 - ❑ **Strong Opening order Book for Q2 of 47 crores**





BOOKS ON DEMAND ANYTIME, ANYWHERE

REPRO : Financial Highlights

Consolidated Results Q1 2018-19

Q1 2018 – 19 Financials Consolidated



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Rs. In lacs

| | Unaudited | Audited | Unaudited | Audited |
|---|---------------|---------------|---------------|---------------|
| Particulars | Quarter Ended | Quarter Ended | Quarter Ended | Year Ended |
| | 30-06-2018 | 31-03-2018 | 30-06-2017 | 31-03-2018 |
| Revenue from operations | 9,688 | 8,722 | 7,032 | 29,931 |
| Other income | 4 | 313 | 977 | 2,785 |
| Total Income | 9,692 | 9,035 | 8,009 | 32,717 |
| Cost of Materials consumed | 6,637 | 3,689 | 3,397 | 15,916 |
| Changes in inventories of finished goods, work-in-progress & stock-in-trade | (1,038) | 1,155 | 503 | 409 |
| Employee benefits expense | 779 | 1,410 | 826 | 4,325 |
| Other expenses | 2,257 | 1,565 | 2,305 | 7,880 |
| Total Expenditure | 8,634 | 7,819 | 7,031 | 28,529 |
| Gross Profit Before Interest, Depreciation and Tax (PBDIT) | 1,058 | 1,217 | 978 | 4,187 |
| Depreciation | 372 | 260 | 380 | 1,417 |
| Interest | 286 | 216 | 377 | 1,280 |
| Profit Before tax | 400 | 741 | 221 | 1,491 |
| Tax Expenses | (133) | (87) | (21) | (149) |
| Net profit after all taxes | 533 | 828 | 242 | 1,639 |
| Other comprehensive income (net of tax) | 3 | (16) | 11 | 15 |
| Total comprehensive income | 536 | 812 | 253 | 1,654 |



Rs. In crs

- 38 % Growth in Revenue : 70.32 crs → 96.88 crs
- Operating Profit : 9.78 crs → 10.58 crs
- Profit After Tax : 2.42 crs → 5.33 crs
- Total comprehensive income : 2.53 crs → 5.36 crs



DEBTORS

Rs. In crs

| | 30.06.2018 | 31.03.2018 | 31.12.2017 | 30.09.2017 | 30.06.2017 | 31.03.2017 |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| EXPORT | 49.02 | 53.43 | 62.41 | 54.74 | 48.41 | 61.74 |
| DOMESTIC | 67.24 | 70.16 | 58.35 | 52.64 | 91.81 | 97.50 |
| GROSS DEBTORS | 116.26 | 123.59 | 120.77 | 107.38 | 140.22 | 159.24 |
| LESS:PROVISION AS PER IND AS | 33.80 | 33.96 | 50.7 | 52.49 | 58.81 | 69.04 |
| NET DEBTORS | 82.46 | 89.63 | 70.07 | 54.89 | 81.41 | 90.20 |

Reduction of debtors in Domestic as well as Exports segments



BORROWINGS:

Rs. In crs

| | 30.06.2018 | 31.03.2018 | 31.12.2017 | 30.09.2017 | 30.06.2017 | 31.03.2017 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Long Term | 47.38 | 49.95 | 56.24 | 65.09 | 68.13 | 74.84 |
| Short Term | 76.60 | 93.5 | 68.35 | 92.97 | 129.68 | 161.43 |
| TOTAL | 123.98 | 143.45 | 124.59 | 158.06 | 197.81 | 236.27 |

- **Debt Equity ratio** : reduced to **0.46**



Repro India Limited
Statement of Consolidated Unaudited Financial Results for the quarter ended 30 June 2018

Rs. In Lakhs (Except for per share data)

| Particulars | Unaudited | Audited | Unaudited | Audited |
|---|-----------------|-----------------|-----------------|------------------|
| | Quarter Ended | Quarter Ended | Quarter Ended | Year Ended |
| | 30-06-2018 | 31-03-2018 | 30-06-2017 | 31-03-2018 |
| | | Refer note - 2 | | |
| Revenue from operations | | | | |
| Sale of products | 9,409.10 | 8,565.16 | 6,892.42 | 29,374.99 |
| Other operating income | 278.72 | 156.84 | 140.04 | 556.29 |
| Total revenue from operations | 9,687.82 | 8,722.00 | 7,032.46 | 29,931.28 |
| Other income | 4.29 | 313.49 | 976.60 | 2,785.26 |
| Total income | 9,692.11 | 9,035.49 | 8,009.06 | 32,716.54 |
| Expenses | | | | |
| Cost of materials consumed | 6,637.10 | 3,688.57 | 3,397.08 | 15,915.65 |
| Changes in inventories of finished goods, work-in-progress and stock-in-trade | (1,038.17) | 1,155.48 | 503.06 | 408.71 |
| Employee benefits expense | 778.56 | 1,410.07 | 825.64 | 4,325.03 |
| Finance costs | 285.95 | 215.58 | 376.95 | 1,279.56 |
| Depreciation and amortisation expenses | 371.65 | 260.35 | 380.05 | 1,417.15 |
| Other expenses | 2,256.94 | 1,564.84 | 2,304.79 | 7,879.91 |
| Total expenses | 9,292.03 | 8,294.89 | 7,787.57 | 31,226.01 |
| Profit before tax | 400.08 | 740.60 | 221.49 | 1,490.53 |
| Income tax expense | | | | |
| - Current tax | - | - | - | - |
| - Deferred tax | 132.86 | 86.92 | 20.57 | 148.63 |
| Profit for the period | 532.94 | 827.52 | 242.06 | 1,639.16 |
| Other comprehensive income | | | | |
| Items that will not be reclassified to statement profit and loss - actuarial gains and losses | 4.10 | (15.92) | 10.64 | 14.58 |
| Income tax relating to item that will not be reclassified to statement of profit and loss | (1.43) | - | - | - |
| Other comprehensive income (net of tax) | 2.67 | (15.92) | 10.64 | 14.58 |
| Total comprehensive income for the period | 535.61 | 811.60 | 252.70 | 1,653.74 |





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Thank You!

