

January 18, 2017

To,
Bombay Stock Exchange Ltd.
P. J. Towers
Dalal Street
Mumbai – 400001
FAX : 22723121/2061/2041/2039
K/A : Mr. Shyam Bhagirath/
Mr. Troydon Bird.
(Scrip Code : 532687)

National Stock Exchange of India Ltd.
Exchange Plaza
Bandra Kurla Complex
Bandra East, Mumbai – 400051
FAX : 26598237/38
K/A : Ms. Pramila/Mr. Nagesh Pai
(Scrip Symbol – REPRO)

Dear Sir / Madam,

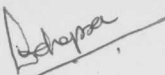
Sub: Analyst Presentation post Board Meeting dated 18.01.2017

Please find enclosed the copy of the presentation made to the Analysts post the Board Meeting held today, January 18, 2017 for the announcement of the Un-audited Financial Results for the quarter and nine months ended December 31, 2016.

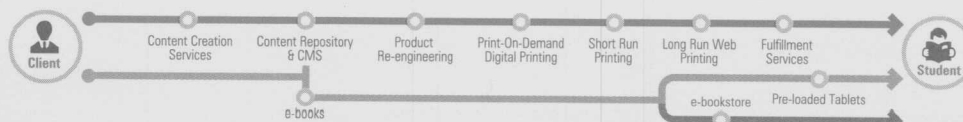
Request you to please upload the details on your website.

Thanking you,

Yours faithfully,
For **REPRO INDIA LIMITED**,


DIMPLE CHOPRA
COMPANY SECRETARY
ACS: A-21392

Encl : As above



Repro India - Strategic Direction and Progress :

Content Aggregation to Effective Dissemination

FY 2016-17 : Q3



FY 2016-17 – Q3 Strategic Results

Executive Summary

1. e-Retail
2. Rapples
3. Existing Business : India
4. Existing Business : Africa
5. Financials



FY 2016-17 – Q3 Strategic Results

Executive Summary : Annual Strategic Direction for FY 16-17

e-Retail – From proof of concept to proof of delivery – to creating a platform for exponential growth

Rapples – From proof of concept to proof of delivery – to breaking even and growth for business

Existing Businesses –

- Focus on consolidation of “Right” customers
- Focus on MNC domestic and global businesses
- Focus on Financial consolidation
- Focus on cash flows and collections
- Focus on reduction of expenses



FY 2016-17 – Q3 Strategic Results

Executive Summary : Q3

- Overall the quarter progressed well in the strategic direction planned for the year.
- The results of the 3 pronged strategy
 - E-retail focus
 - Print focus with large “dependable” and “safe” customers
 - Expense control
- Are now have started to show in the topline and the bottom-line vis-à-vis the previous quarter.

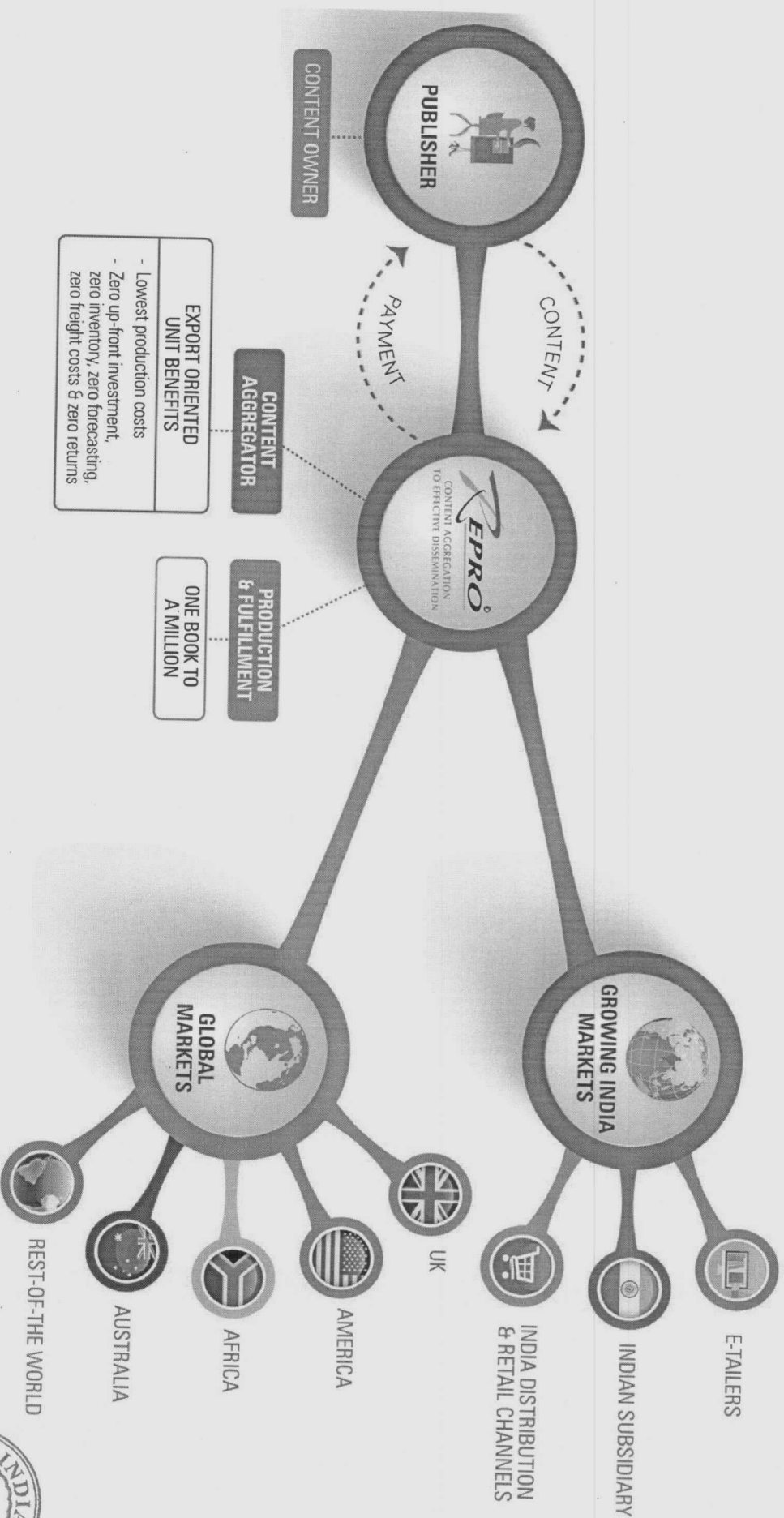
▪ The results!

- **20%** growth in revenue : Rs. 67.25 cr in FY 2016-17 Q2 → to Rs. **80.40** cr in FY 2016-17 Q3
- Operating Profit : Rs. 3.36 cr in FY 2016-17 Q2 → to Rs. **11.11** cr in FY 2016-17 Q3
- Profit After Tax PAT : Rs. (5.76) cr in FY 2016-17 Q2 → to Rs. **1.28** crs in FY 2016-17 Q3



FY 2016-17 – Q3 Strategic Results

1. e-Retail: Reaching publishers' titles to readers in all the corners of the world.



FY 2016-17 – Q3 Strategic Results

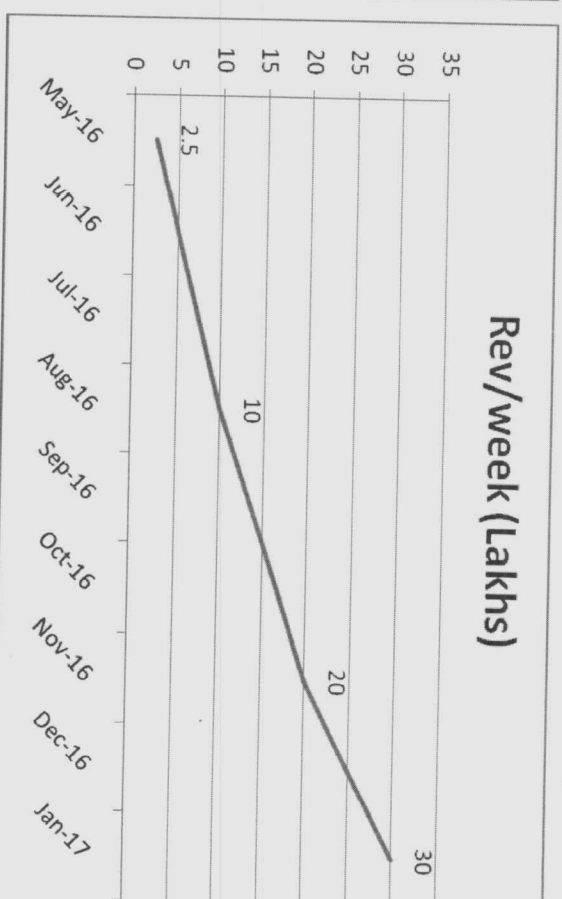
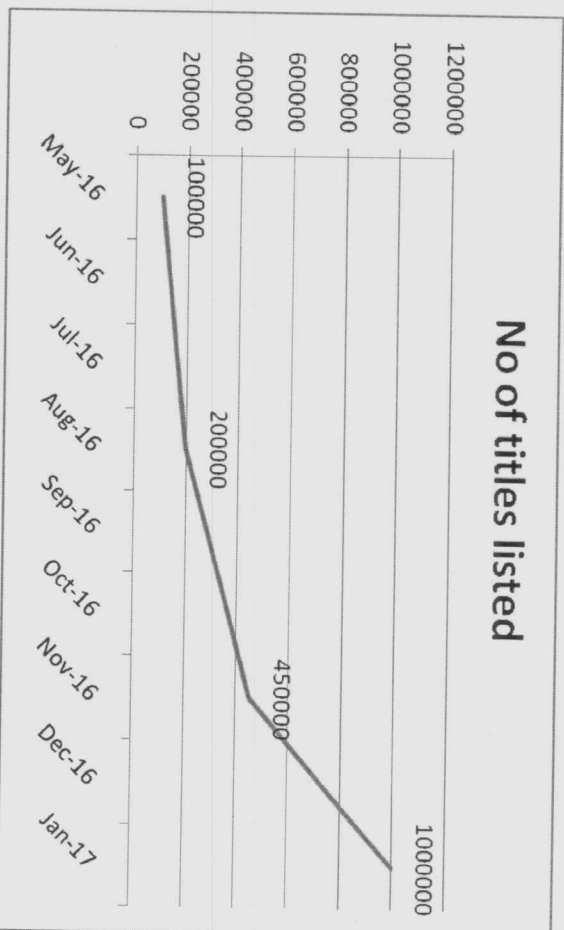
1. e-Retail Contd.

- The e-retail business continues to grow :
 - Number of Publishers signed on:
 - **India: 70+**
 - **International: 20,000+**
 - Number of titles listed: **1 million+**
 - Types of books fulfilled :
 - Test Preps
 - Reference Books
 - Trade Books
 - IT Books
 - Educational Books
 - Children's Books
- Publishers experiencing the benefits :
 - Books **sold** before they are printed
 - **Zero** printing, warehousing, logistics and obsolescence costs – a huge win-win situation!
 - Ensuring a wider market reach
 - Reviving precious “**out-of-print**” titles



FY 2016-17 – Q3 Strategic Results

1. e-Retail Contd.



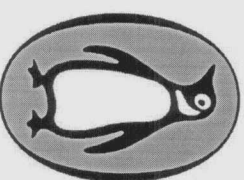
- Some **key publishers** who we are partnering with.....

 HarperCollins Publishers India

 Pearson

**Mc
Graw
Hill
Education**

 SAGE



.... And many more

FY 2016-17 – Q3 Strategic Results

1. e-Retail Contd.



- Relationships with leading e-tailers like **Amazon** have strengthened with Repro getting the **Platinum Seller Partner** status


Flipkart




snapdeal.com

rediff.com


Paytm


infibeam.com

- Alliances with other e-retailers include :
 - Flipkart, Paytm, infibeam, rediff.com, snapdeal



INGRAM.

THE POWER OF ONE

- The relationship with **Ingram** is also becoming stronger with Repro being recognized as one of its leading global partners



FY 2016-17 – Q3 Strategic Results

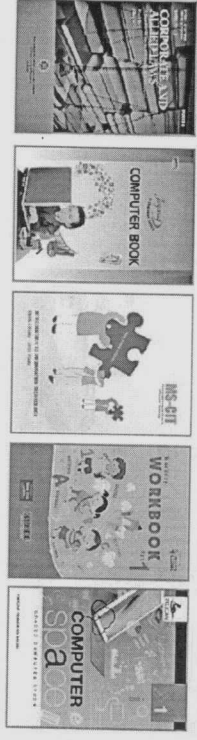
2. Rapples

- Overall on track to break-even in 2016-17.
- Strengthening of relationships with publishers and schools.
- Some highlights
 - POC for Government of Karnataka school near Bangalore receiving good feedback
 - Conducted progressive and main exam (objective) using Cambridge Learn Platform
 - Used flip classroom strategy effectively by sharing all the learning and assessment content with the students on their personal devices
 - Integrating with Ingram Vital Source to provide wide range of books for library usage in school
 - Maharashtra state board schools implementation generating interest in more schools



FY 2016-17 – Q3 Strategic Results

3. Existing Business: India



Continuing Focus on Business Strategy

- Continued implementation of the three pronged strategy: i.e. Right customers, MNC focus and stringent cash flow measures

- Improved Sales Team Productivity
- Orders worth Rs. 49 cr booked in Q3 :
 - Some of the key customers are : Cambridge University Press, Zee, Xseed, Macmillan, EZ Vidya, Ravi Publishers etc.

- Billing value of Rs. 68 cr achieved in Q3 :
 - Some of the key customers are : OUP, Macmillan, Pearson, Xseed, ICAI etc.

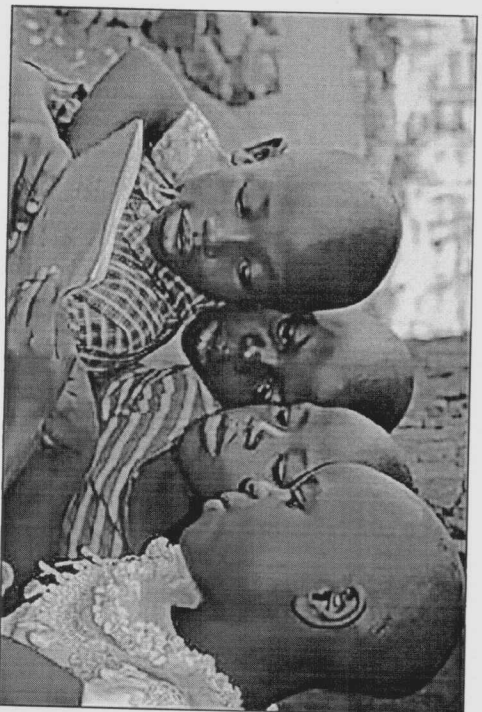
Focus on reducing debt

- In Q3 Domestic team have collected Rs. 39 cr
- Debtor cycle reduced to 118 days



FY 2016-17 – Q3 Strategic Results

4. Existing Business: Africa



Continuing Focus on Collections

- While the challenge in Africa continues - the major focus remains on payments and collection
- Collection of USD 2.16 Million (INR 14.49 Cr) in Q3
- Big payments from clients like Pearson Mozambique, UPL, Evans, etc. expected in Q4

Renewed Focus on Business

- New contract with CUP Global has been signed. More business expected in Q4.
- New top-up order for Pearson Mozambique executed, more orders are expected in Q4 and FY 17-18
- New orders from existing clients who have settled dues
- Exports expected to pickup in Q4 and will continue to grow in FY 17-18

FY 2016-17 – Q3 Strategic Results

5. Financials : Strategic Summary

Increase in Sales : 20% increase in sales Q3 over Q2 – also a “qualitative” improvement in keeping with the strategy

	FY 2016-17	
<i>in Rs. Cr</i>	Q3	Q2
SALES	78.97	65.83
INCREASE	20%	

Continuing Focus on Collections - Marginal increase in debtors due to increased billing

	31.12.2016	30.09.2016
<i>in Rs. Cr</i>		
EXPORT	78.20	75.20
DOMESTIC	72.31	66.90
TOTAL	150.51	142.10



FY 2016-17 – Q3 Strategic Results

5. Financials : Strategic Summary Contd....

Increase in PAT :

- Rs. 1.28 cr in Q3 as compared to a loss of (Rs. 5.76 cr) in Q2 in FY 2016-17
- 91% increase ie Rs. 1.28 cr in Q3 FY 2016-17 as compared to Rs. 67 cr in Q3 FY 2015-16

Continuing Focus on controlling and reducing costs :

- Total expenses reduced from Rs. 80.49 cr in Q3 FY 2015-16 to Rs. 70.45 cr in Q3 FY 2016-17

in Rs. Cr	Q3	Q2	Q1	NINE MONTHS- 2016-17	NINE MONTHS- 2015-16
EMPLOYEE COST	10.54	11.74	12.01	33.98	38.46
OTHER EXPENSES	12.36	14.05	13.06	47.85	66.88



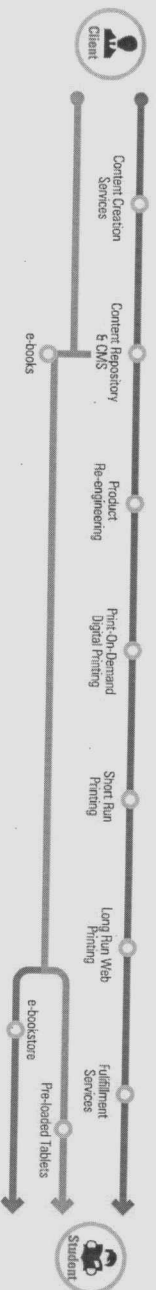
5. Financials - Repro India

Consolidated Results Q3 2016-17



Q3 2016 – 17 Financials Consolidated

Particulars	3 Months ended 31st December 2016 (Unaudited)	3 Months ended 30th September 2016 (Unaudited)	3 Months ended 31st December 2015 (Unaudited)	9 Months ended 31st December 2016 (Unaudited)	9 Months ended 31st December 2015 (Unaudited)	Year ended 31st March 2016 (Audited)
Net Sales	7,897	6,583	8,905	22,421	29,449	37,358
Operating Income	143	142	168	507	896	1,087
Total Income	8,040	6,725	9,073	22,927	30,345	38,444
Expenditure						
Cost of Materials consumed	3,838	3,035	5,093	10,701	16,287	22,449
Changes in inventories of finished goods, work-in-progress & stock-in-trade	925	865	(77)	2,422	162	(1,012)
Employee benefits expense	1,054	1,142	1,241	3,398	3,846	5,079
Other expenses	1,236	1,405	1,792	4,785	6,688	9,330
Total Expenditure	7,054	6,449	8,049	21,306	26,984	35,846
Other Income	124	60	21	270	156	430
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,111	336	1,045	1,891	3,517	3,028
Depreciation	534	540	516	1,612	1,545	2,089
Interest	448	372	415	1,233	1,429	1,925
Profit Before tax	128	(576)	113	(953)	543	(985)
Tax Expenses	-	-	46	-	188	(30)
Net profit after all taxes	128	(576)	67	(953)	355	(955)



FY 2016-17 – Q3 Strategic Results

THANK YOU

