



May 29, 2026

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
Symbol: REPRO

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed copy of Analyst/Investor Presentation on the Financial Results of the Company for the quarter and financial year ended March 31, 2026.

The Investor Presentation is also available on the website of the Company at www.reproindia ltd.com.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Repro India Limited**

Almina Shaikh
Company Secretary & Compliance Officer

Encl: As above

**Corporate & Reg. Office: 11th Floor, Sun Paradise Business Plaza, 'B' Wing, Senapati Bapat Marg,
Lower Parel, Mumbai – 400 013, India. Phone: 022-71914000 Fax: 022-71914001**

Email: investor@reproindia ltd.com Website: www.reproindia ltd.com

CIN: L22200MH1993PLC071431



BOOKS ON DEMAND ANYTIME, ANYWHERE

FY2026 – Q4 : Performance Highlights

- **Mahape Land Sold & Liquidated:**

With reference to earlier intimation in which Repro had entered into a binding MOU with “STT Global Data Centres India Private Limited (STT GDC)” for sale of its Mahape property admeasuring 14,093 sq.mtrs for an consideration amount of Rs 282 crores, has been received on May 22nd. The consideration amount is before tax.

- In FY 26, the consol revenue is Rs 498 cr, growth of 6% YoY & EBIDTA margin of 8%
- Digital Biz vertical grew by ~ 16% YoY with revenue of ~394 cr. The revenue in this vertical has grown by 2.8x in 4 years. Within Digital Biz, the platform vertical has grown by ~ 26% YoY.
- For FY 27, the digital biz is projected to continue its growth run-rate.
- The Long-run vertical in FY 27 is expected to show double -digit growth from its FY 26 base of Rs 104 cr.
- With the above initiatives the company is targeting to be debt free & free cash flow positive for FY 27.



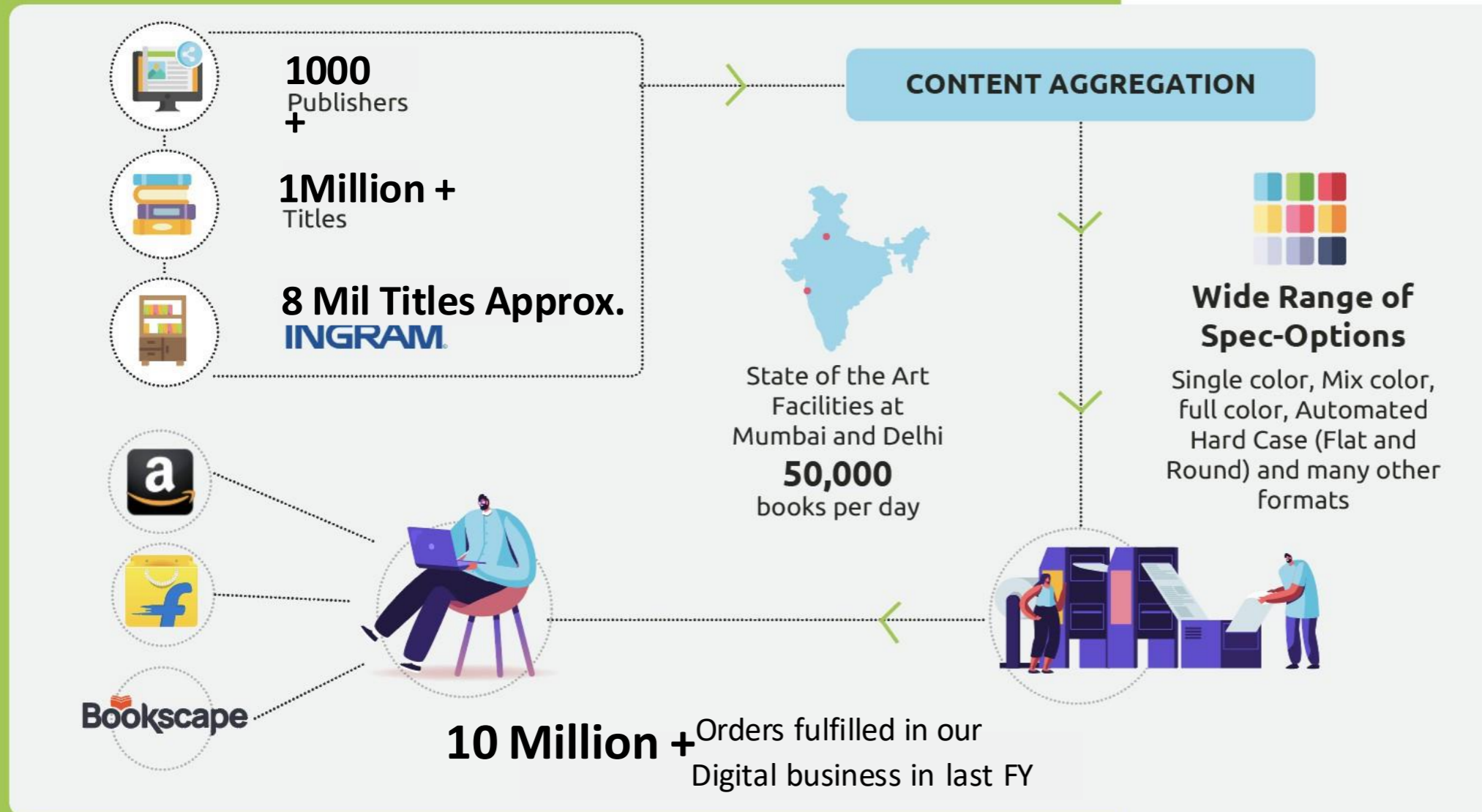
- **Digital biz vertical Q4 FY26 revenue has grown by 17% YoY to ~ Rs 106 cr.**
- **Platform vertical, subset of Digital biz, revenue in Q4 has grown by 26% YoY to ~ Rs 71 cr. Growth Momentum in platform vertical is expected to continue due to tech enabled demand generation for Publishers across multiple domestic & international platforms (Amazon, Flipkart, Bookscape, Amazon US & UAE).**
- **Digital Books per day @ 46932 : YoY growth @ 12% Publishers Onboarded 808: YoY growth @ 13%, Direct content in repository touch 1.17 million books: YoY growth @ 17%.**
- **Gross Margins continue to be stable @ ~ 44% with diversified product offerings to major domestic & international publishers** ranging from Print on demand, micro POD facilities, import substitution offerings & integrated print solutions..
- **Consolidated Q4 FY26 Revenue @ ~ Rs 141 cr has grown by 11% YoY and is the highest quarterly revenue the company has reported in their history.**
- **Consol Q4 EBIDTA @ ~ Rs 13 cr** vs ~ Rs 11.6 cr QoQ. Q4 EBITDA Margin is @ 10%. Provision of non –cash expense of Rs 11 cr is done for MAT credit in the quarter based on the new requirements of Income Tax Act.
- **For Q1FY 27, the company expects to deliver the same revenue as this quarter which will represent a growth of ~ 20% YoY**



REPRO BOOKS

Books on Demand • Anytime • Anywhere

TECH PLATFORM FOR CONTENT AGGREGATION TO BOOK DISTRIBUTION



OUR PARTNERS



MANJUL PUBLISHING HOUSE



ELSEVIER



Penguin Random House India

BLOOMSBURY



SPRINGER NATURE

PAN MACMILLAN

Sage

OXFORD UNIVERSITY PRESS

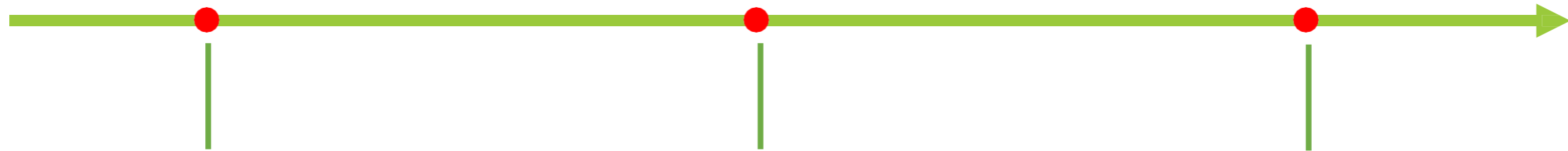
CAMBRIDGE UNIVERSITY PRESS

Taylor & Francis Group
an **informa** business

and many more..

OUR JOURNEY

Foundation to Platform



Phase 1 **Infrastructure**

- Scalable, nationwide print-on-demand infrastructure
- System-led publisher onboarding and content integration

Phase 2 **Distribution Leadership**

- Top-tier strategic partner for Amazon & Flipkart
- Category leadership with sustained market share gains
- Marketplace-optimized pricing, logistics, and visibility systems

Phase 3 **Platform (Current)**

- Integrated end-to-end platform architecture
- Centralized data intelligence and AI-led decision systems
- Multi-channel monetization across B2B, D2C, and International markets

India's Book Market

India's book market remains largely untapped online.

Total Book Market (India)

~ ₹1,00,000 Cr



	2024	2025	Growth
Amazon*	2320	~2400	~3.4%
Repro	125	165	~32%

Repro Share in Amazon's Marketplace: 7%

Online Books Market

~ ₹4,000 Cr



	2024	2025	Growth
Flipkart*	781	~888	~14%
Repro	56	75	~34%

Repro Share in Flipkart's Marketplace: 8%

* Amazon & Flipkart numbers are estimated

TECHNOLOGY

Technology is our primary growth lever for market leadership

INTELLIGENT INGESTION

- AI-assisted metadata normalization
- Auto-quality scoring
- Zero-friction onboarding

AUTONOMOUS PRICING ENGINE

- Real-time margin optimization
- Competitive response systems
- Automated Dynamic Pricing

MARKETPLACE INTELLIGENCE

- Buy-box Intelligence
- Demand forecasting
- Competition Intelligence

SPEED

- Utilizing delivery data for Micro-pod placement and minimizing "Last-Mile" distance through order-pattern analysis.

TWO GROWTH LEVERS

INCREASING THE NUMBER OF CHANNELS

TRANSFORMING THE SUPPLY CHAIN USING TECHNOLOGY

CHANNELS



- **Leveraging RBL's Unique Offerings:** We have devised strategic partnerships with both Amazon and Flipkart
- **Collaboration with Amazon:** As the second-largest bookseller on Amazon, we closely collaborate with the platform sharing extensive data on publishers, titles, and growth levers to enhance visibility.
- **Leadership on Flipkart:** As the largest bookseller on Flipkart, RBL has successfully partnered with both publishers and Flipkart, ensuring growth and profitability for all parties involved.



- Repro, with over four decades of rich industry experience, created Bookscape to address the major challenges faced by publishers and readers.
- Bookscape's unique properties help publishers offer **genuine books**, addressing a significant issue that often leads to negative reviews and revenue loss. For readers, it offers a **vast and varied catalog**, allowing them to choose the best titles.
- With advanced machine learning and AI capabilities, Bookscape **curates personalized title recommendations** for readers, similar to how Netflix and Spotify recommend content.



- **Strategic International Partnerships:** We have successfully onboarded two major global channels; Amazon US and Ingram Global Distribution Program.
- **Increasing Global Demand:** There is a rising global demand for Indian publishers, regional content, test preparation materials, and academic content, particularly in the GCC region.
- **Indian Diaspora Leverage:** With the largest Indian diaspora worldwide, Repro has a unique advantage. We have already collaborated with over 600 leading Indian publishers, positioning us to effectively cater to this demand.

"We plan to open up to 10 channels of sales by the coming year"

IN PIPELINE:

1

AMAZON UAE

2

CPI X GARDNERS

3

Bookvault x Paperback Shop

4

Walmart US/Canada

SUPPLYCHAIN EFFICIENCY THROUGH TECH

POINT OF CONSUMPTION

Staying close to the point of consumption enables us to efficiently meet customer demands, ensuring quicker delivery and improved satisfaction.

REDUCE SLA:

- Minimizes shipping and delivery times, ensuring faster fulfillment of orders.
- Enhances customer satisfaction by meeting and exceeding expected delivery times.

REDUCE LOGISTICS COST:

- Cuts down on transportation expenses by shortening the distance between warehouses and customers.
- Lowers overall operational costs, leading to better pricing strategies.

GET BUYBOXES:

- Increases the likelihood of winning the Buy Box on all channels (function of SLA and selling price).
- Boosts visibility and sales by offering competitive pricing and fast delivery.

WAREHOUSE INTEGRATION

- A new project focused on optimizing supply chain operations through advanced technology.
- Utilizing technology to seamlessly connect to publisher warehouses, transforming them into strategic points of sale.
- These connected warehouses function as darkstores, allowing us to fulfill orders directly without owning any physical inventory.
- By leveraging publisher warehouses, we eliminate the need for owning inventory, reducing costs and risks.
- This integration enables faster and more efficient order processing, improving customer satisfaction and operational agility.
- Expanding our sales network without the overhead of traditional inventory management, driving growth and market reach.

MICRO POD

- Establishing MINI POD facilities across India improves our ability to serve regional markets efficiently.
- The first MINI POD facility in Bangalore will help us effectively serve the South India market.
- MINI POD facilities can also be used as warehouses for physical inventory storage, providing greater flexibility in stock management.
- By positioning MINI POD facilities strategically, we can significantly reduce lead times for high-demand regions.
- These facilities allow for better demand forecasting and inventory planning by being closer to local markets.

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)

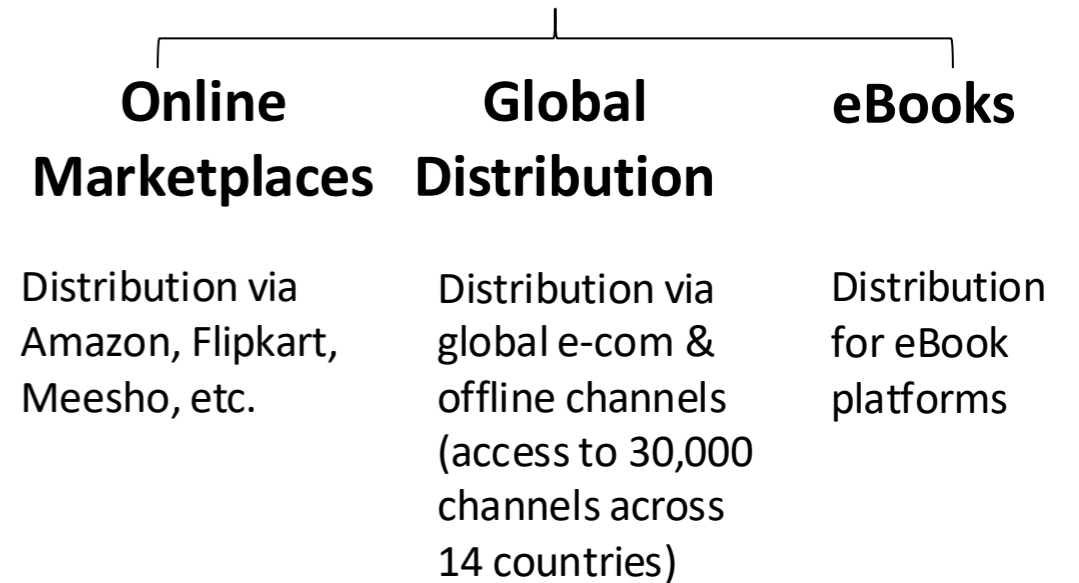
Digital Print Services

- 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 (**Import Substitution**)
- Print Revenue from books sold on Online Marketplaces by RBL

REPRO BOOKS

Books on Demand • Anytime • Anywhere

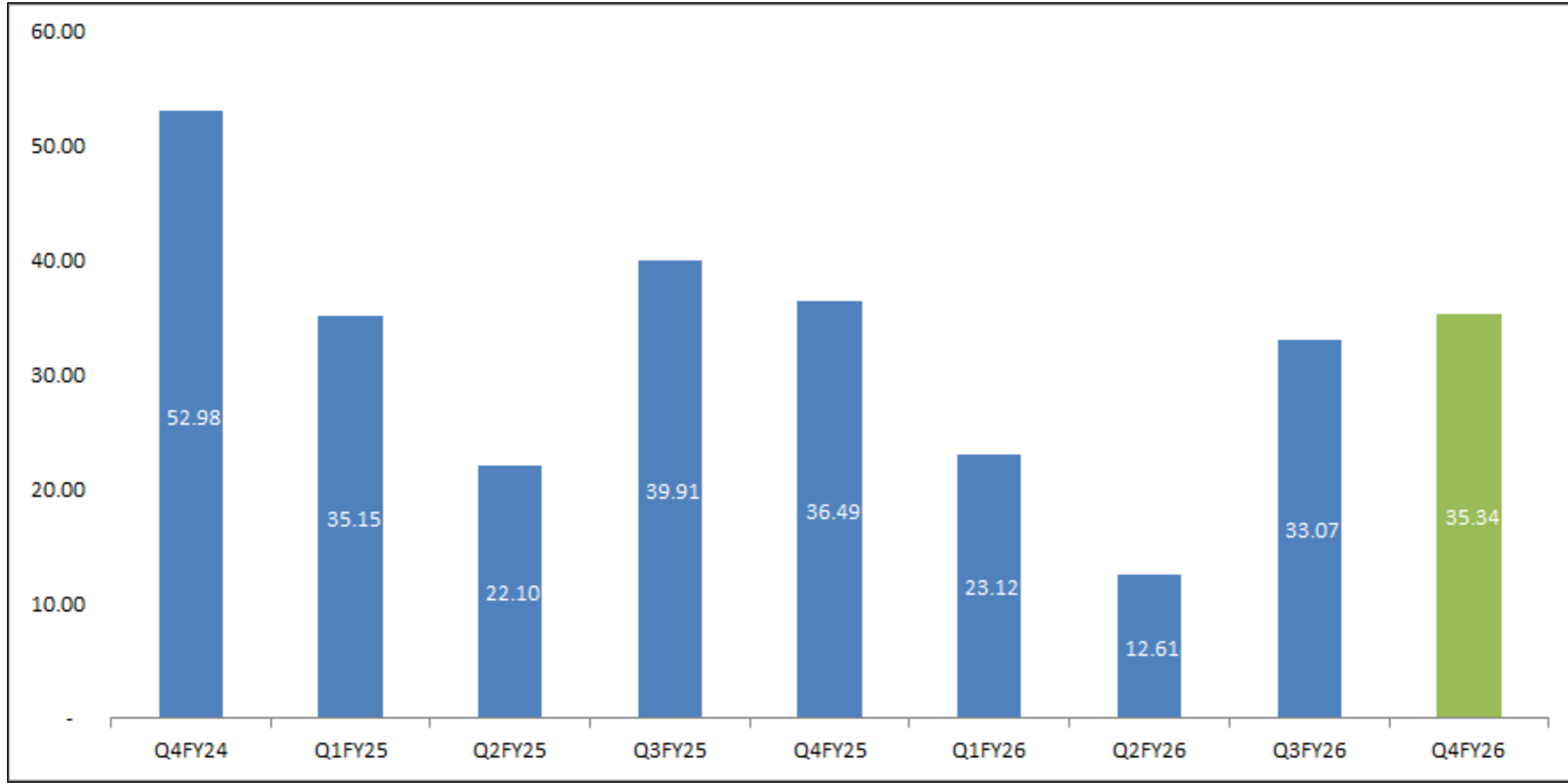
Repro Books Ltd (RBL)



Long run print services –

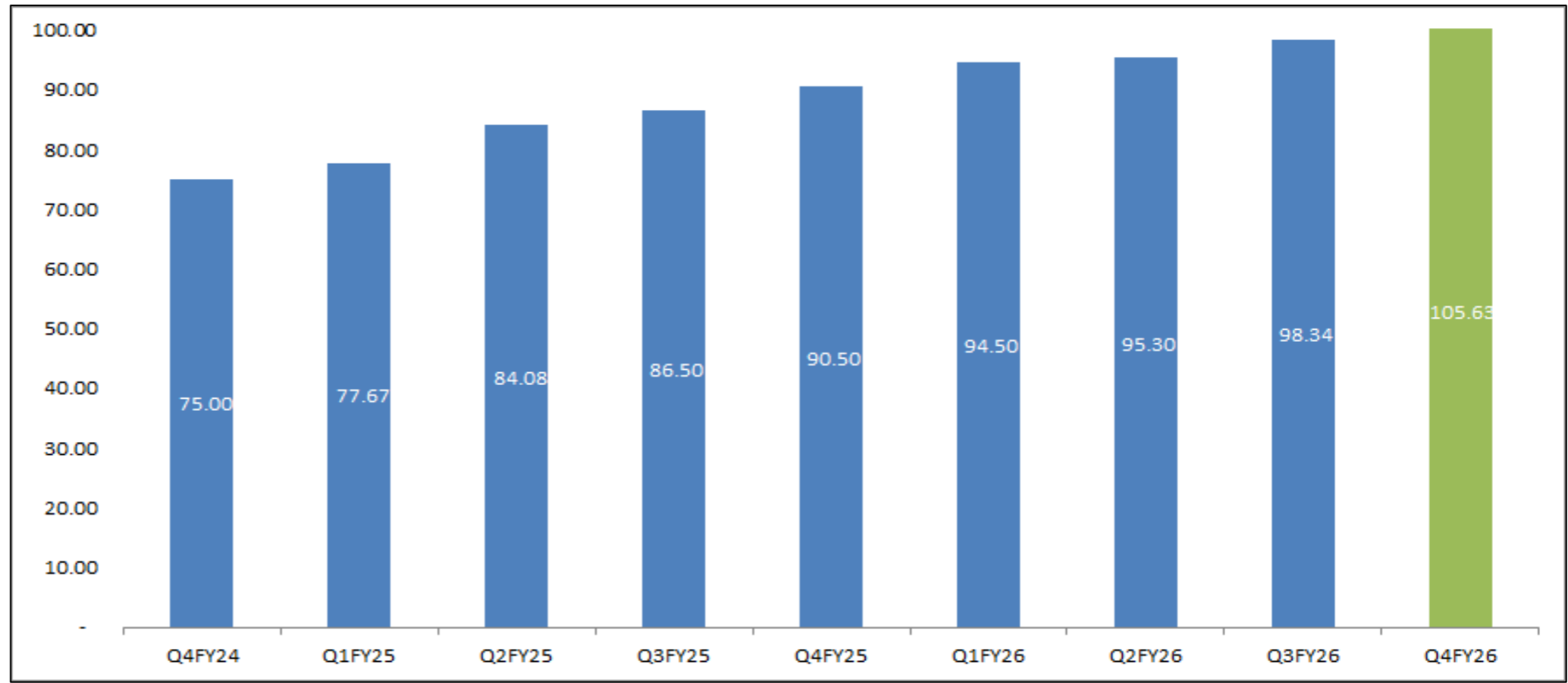


BOOKS ON DEMAND ANYTIME, ANYWHERE



Digital Business (Digital Print Services+ Platform)

Revenue growth:
QoQ growth % →

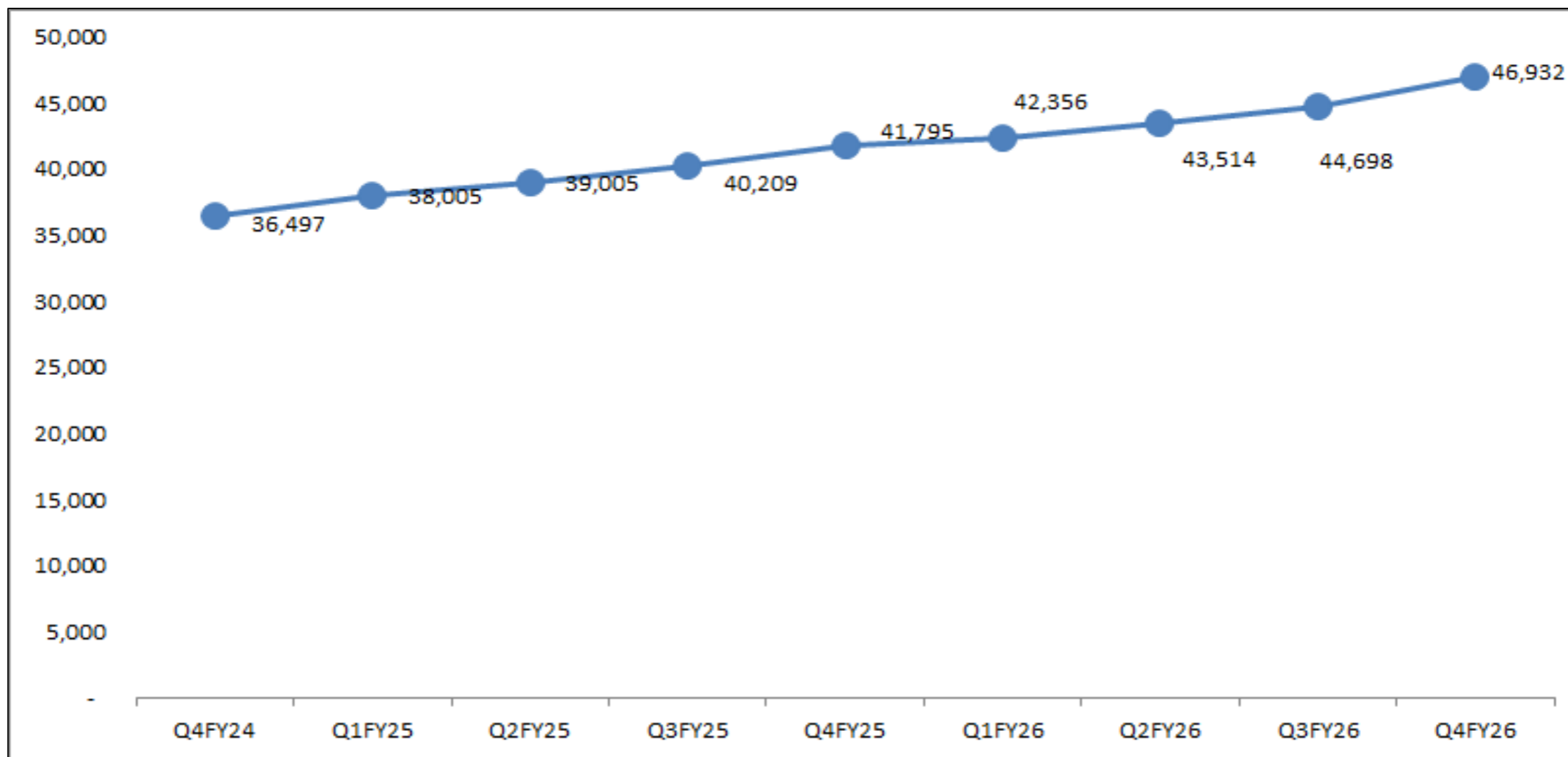


Number of books/day – Last 9 Quarters – Digital Business



BOOKS ON DEMAND ANYTIME, ANYWHERE

YoY growth @ 12%

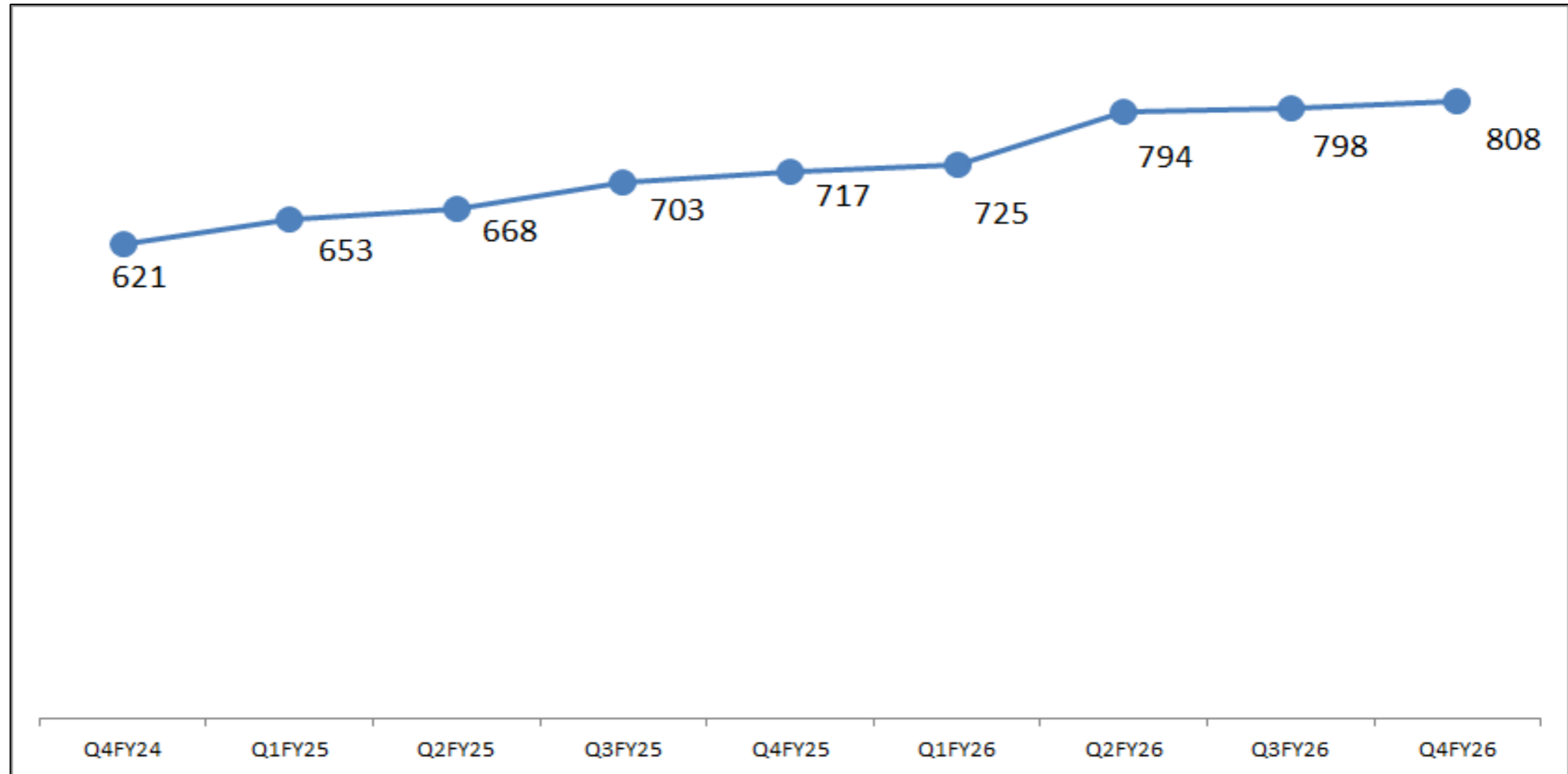


Digital Business -- Number of Direct Publishers



BOOKS ON DEMAND ANYTIME, ANYWHERE

Focus on acquiring relevant publishers and monetizing the existing catalogue. Key segments to focus on Academic, MNC Publishers, Domestic Trade & Journals, Import Substitution from International Publishers..



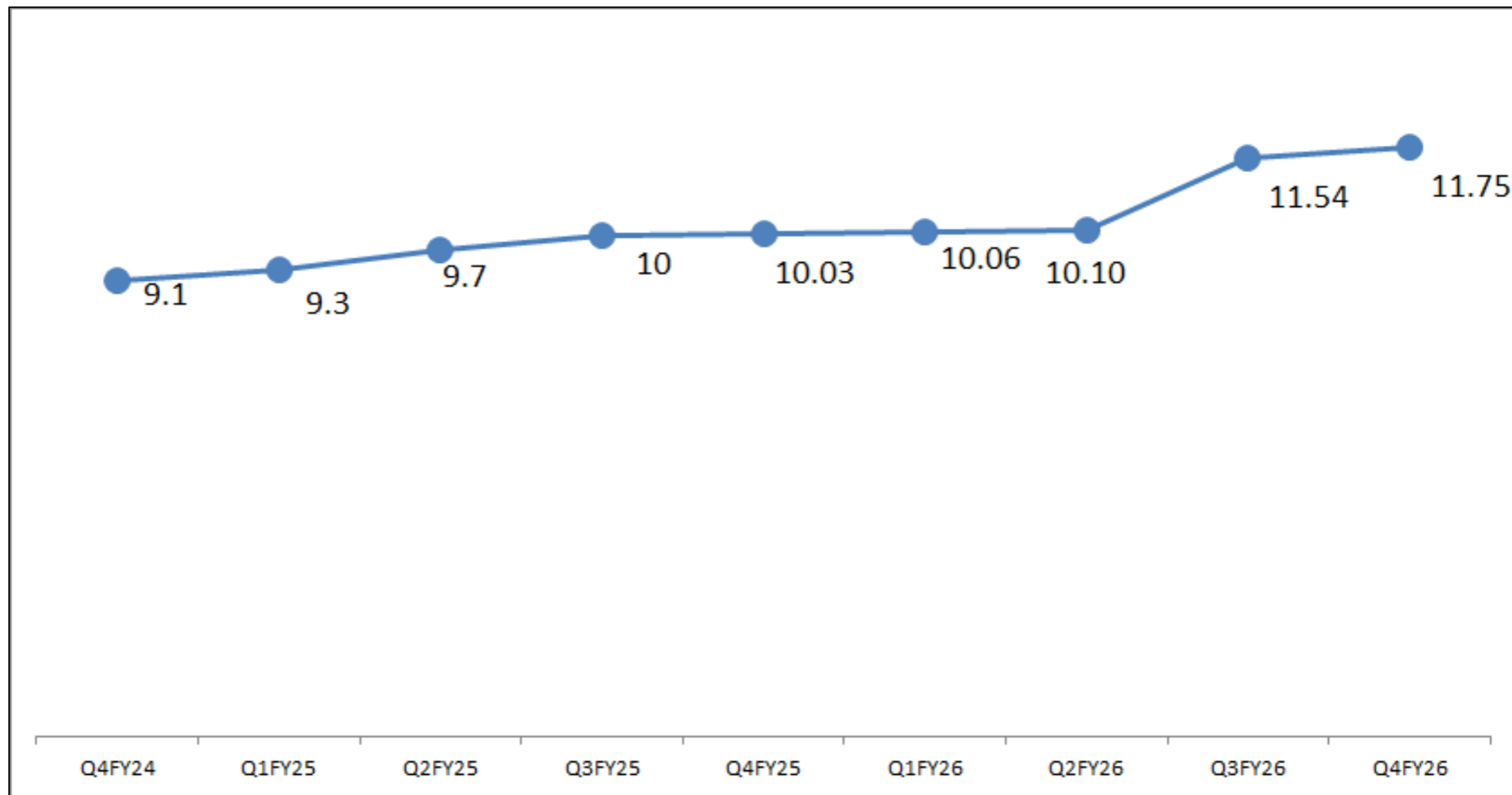
of Direct Publishers

Potential market of ~ 5000 Publishers identified



Focus would continue on monetization of existing catalogue vs catalogue additions from existing publishers

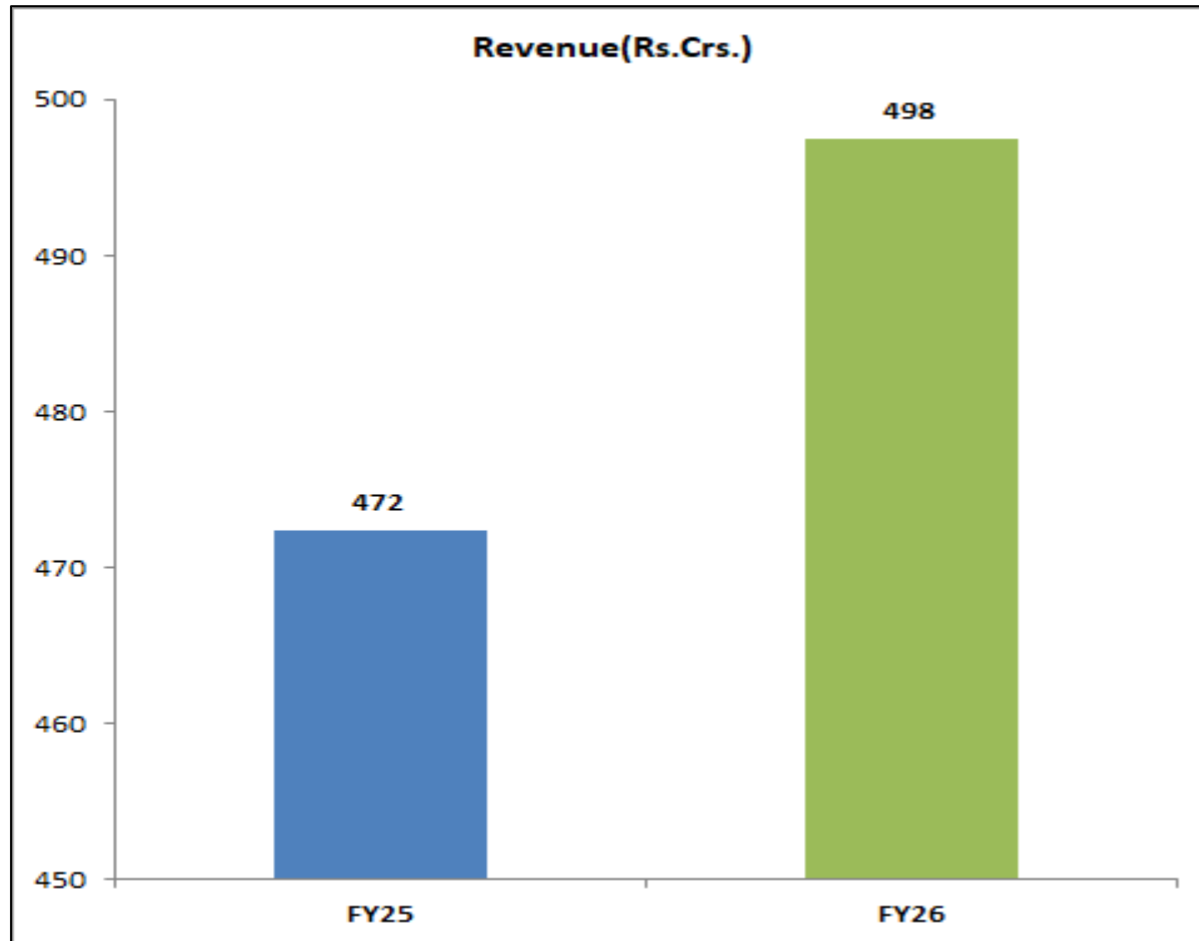
**Direct
Content**
(# titles in
Lakhs)



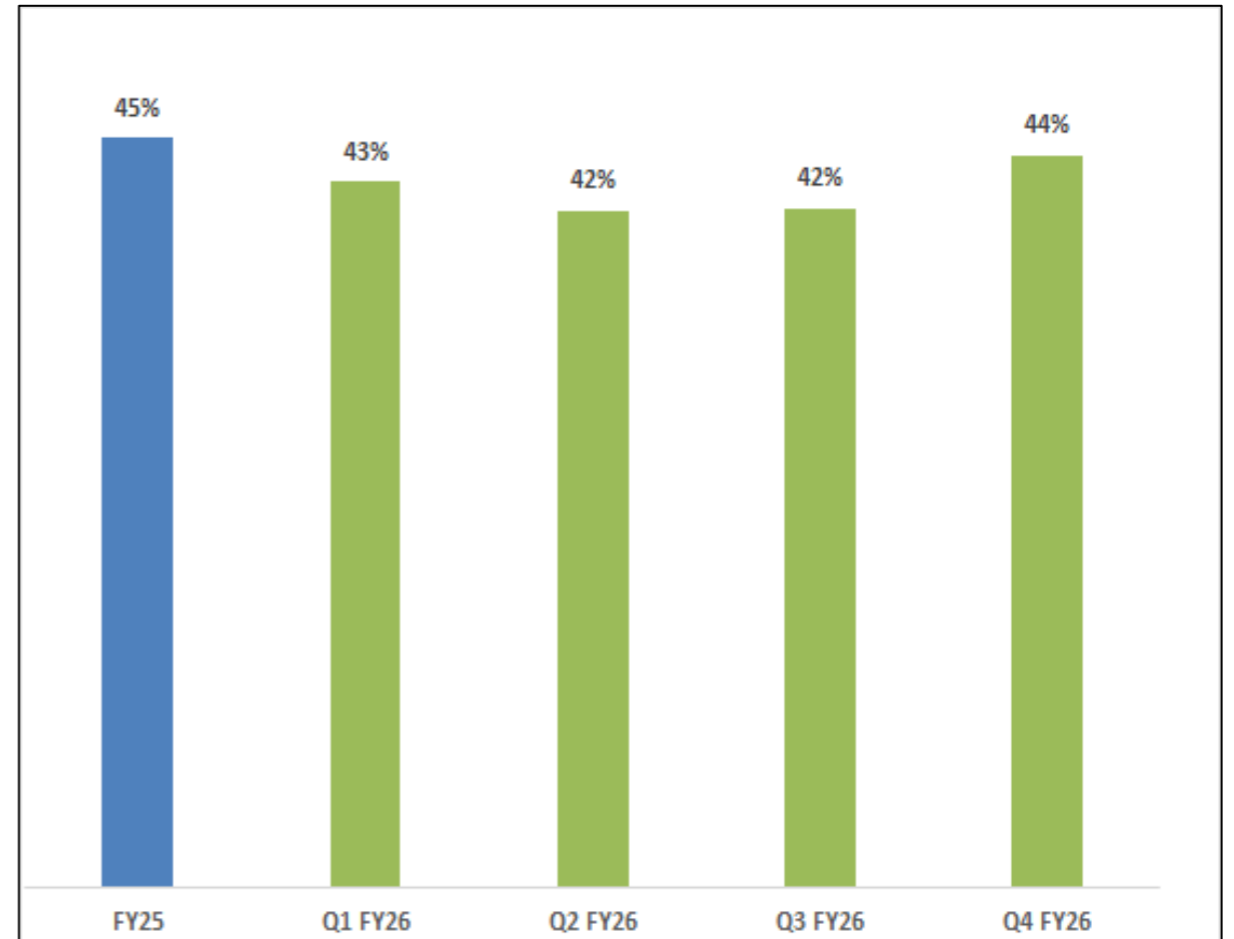
Additional 8 mn titles via the exclusive partnership with Ingram Content Group



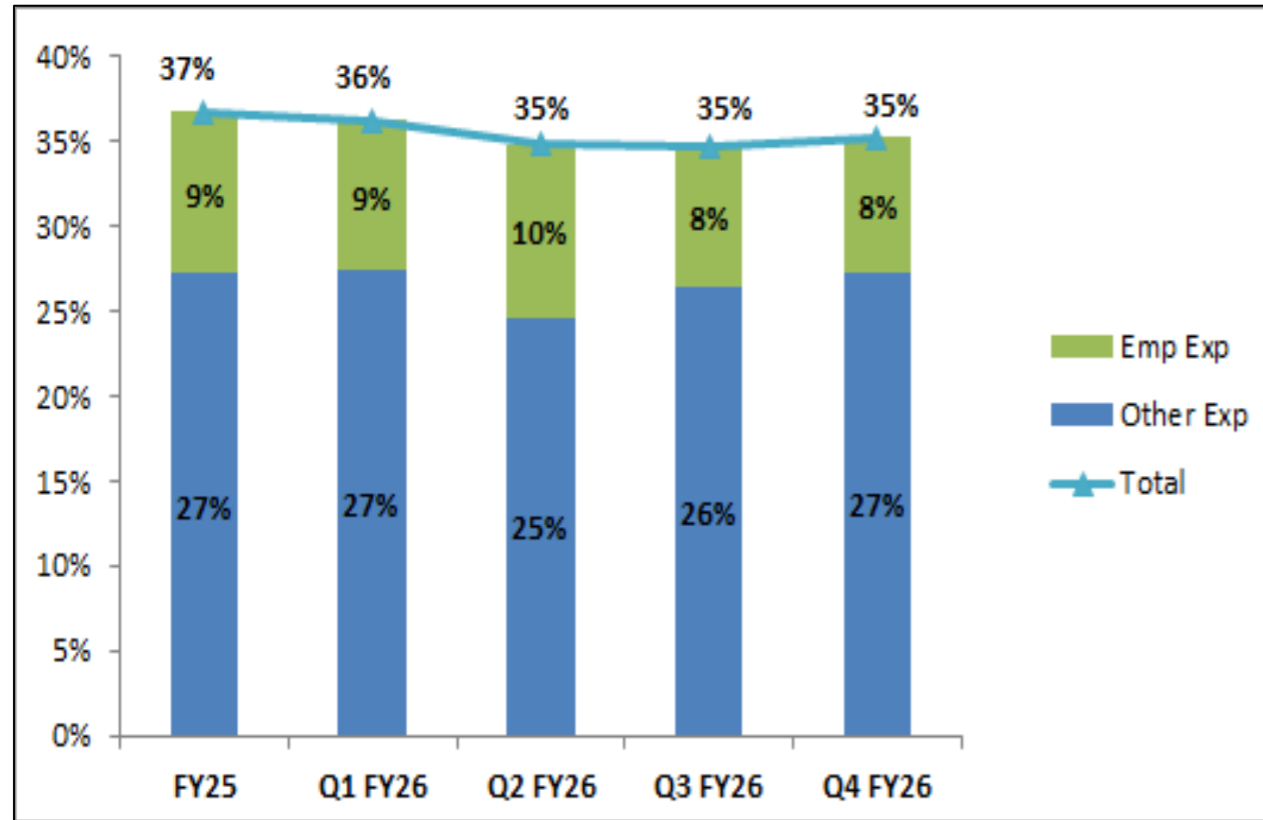
Company has achieved highest annual revenue in FY 26.



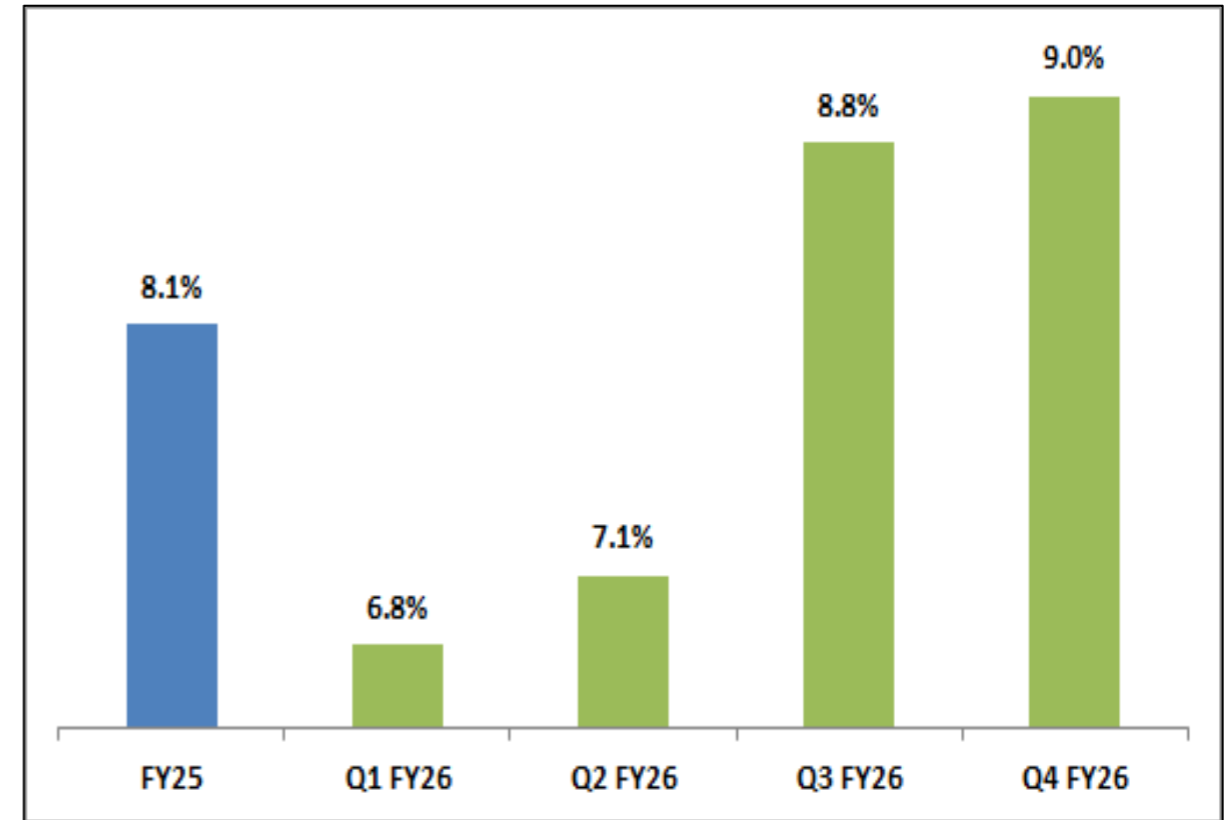
Gross profit margins in stable range due to diversified product offerings across different geographies



Operating Expenses as % of sales in control...



EBITDA Margin Trends: Stable as proportion of platform business is more than 50%



Q4 FY26- Financials Consolidated



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Rs. In lacs

	Audited	Unaudited	Audited	Audited	Audited
Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended	Year Ended
	31-03-2026	31-12-2025	31-03-2025	31-03-2026	31-03-2025
Revenue from operations	13,947	13,026	12,306	49,398	46,595
Other income	150	115	394	392	646
Total Income	14,097	13,141	12,700	49,790	47,241
Expenditure					
Cost of Materials consumed	8,722	7,377	6,829	29,965	26,733
Changes in inventories of finished goods, work-in-progress & stock-in-trade	(869)	48	78	(1,714)	(645)
Employee benefits expense	1,110	1,083	1,119	4,325	4,463
Other expenses	3,859	3,474	3,439	13,208	12,863
Total Expenditure	12,822	11,982	11,465	45,784	43,413
Gross Profit Before Interest, Depreciation and Tax (PBDIT)	1,275	1,159	1,235	4,006	3,827
Depreciation	912	832	853	3,353	3,133
Interest	265	250	222	922	846
Profit Before Exceptional tax	98	77	160	(269)	(151)
Exceptional items	41	-	-	1,846	-
Profit Before tax	57	77	160	(2,115)	(151)
Tax Expenses	1,183	2	47	1,215	54
Net profit after all taxes	(1,126)	75	113	(3,330)	(206)
Other comprehensive income (net of tax)	57	(12)	(39)	17	(48)
Total comprehensive income	(1,070)	63	74	(3,314)	(254)





BOOKS ON DEMAND ANYTIME, ANYWHERE

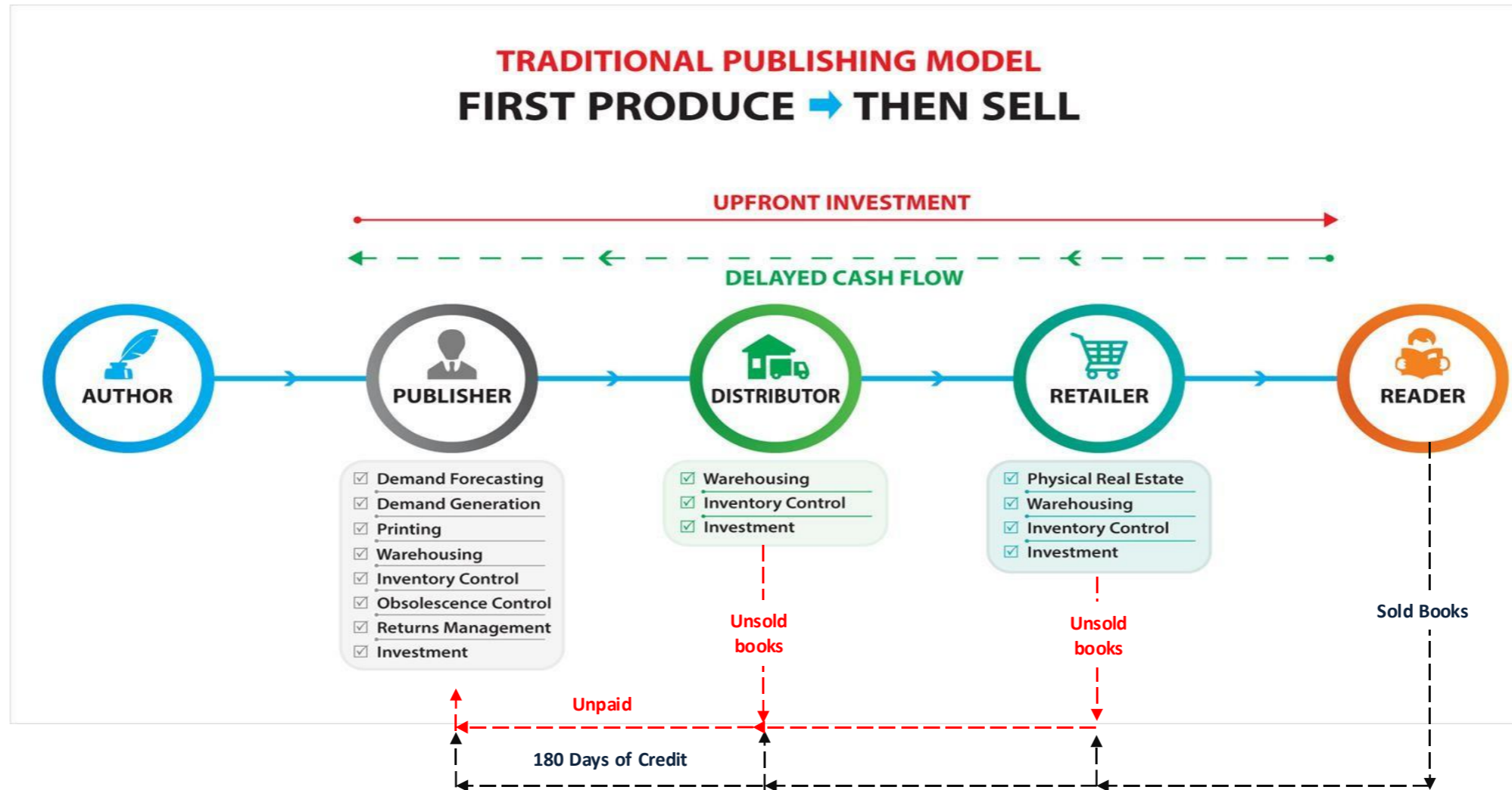
The Indian Book Market & Repro Opportunity

The Traditional Publishing Model

Growth is stunted due to supply chain & working capital inefficiencies



BOOKS ON DEMAND ANYTIME, ANYWHERE



Unsold Books : A Publisher's Liability

Unpaid by downstream partners, Holding Cost & Risk of becoming Obsolete

Sold Books : Delayed Realization

Huge Credit balance with distributors, 180 days of Credit Terms

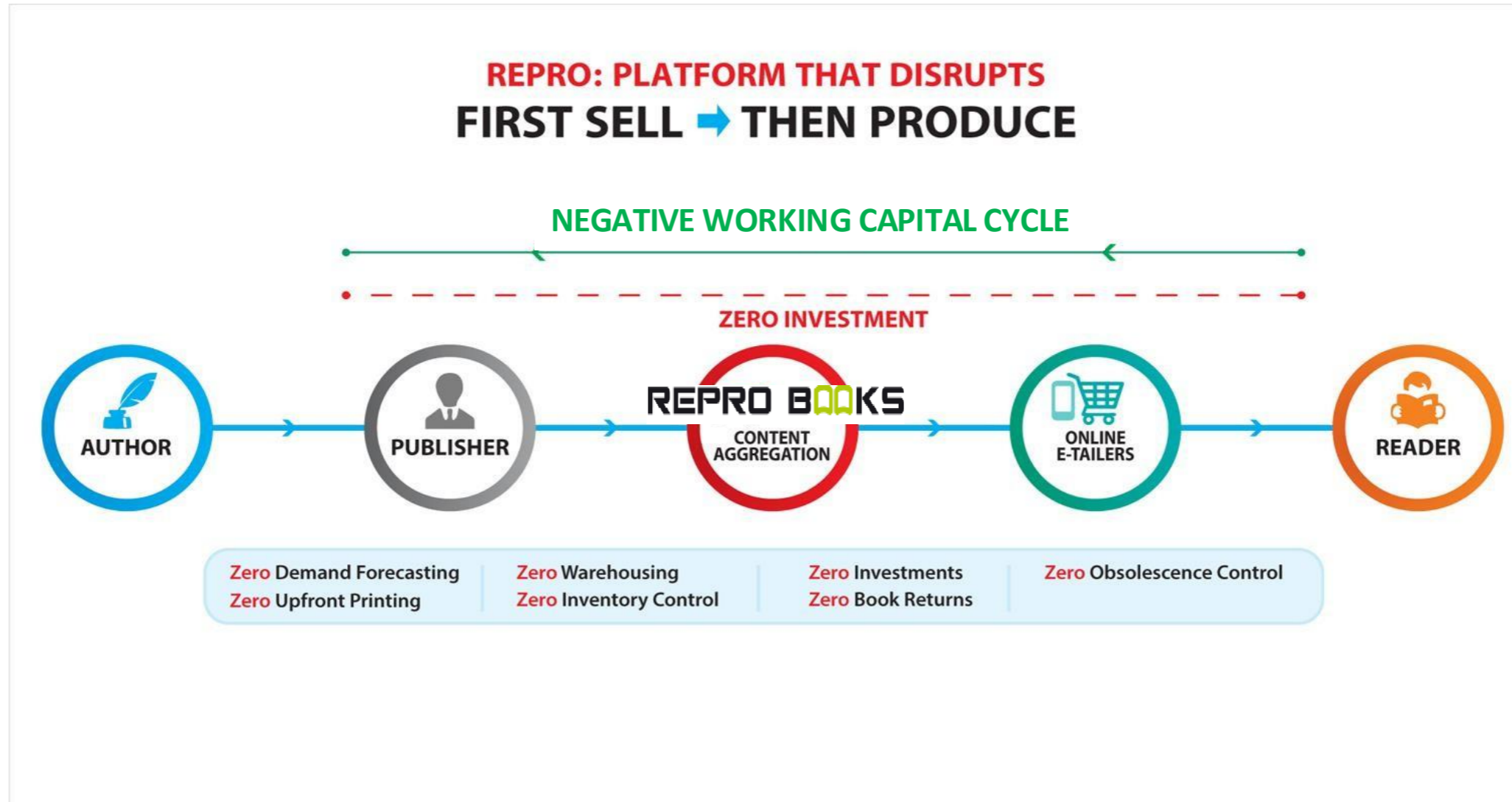


The New Publishing Model – RBL Enabled

An efficient supply chain along with levers for market expansion



BOOKS ON DEMAND ANYTIME, ANYWHERE



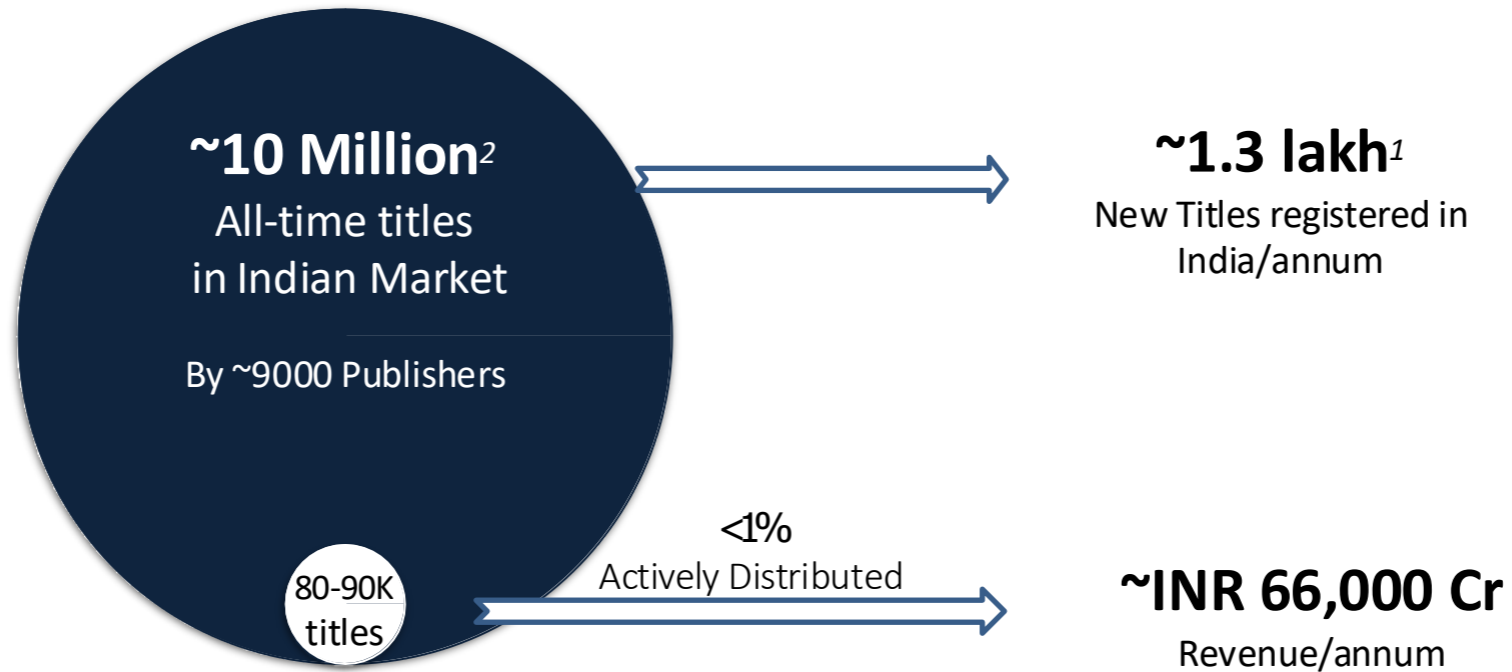
The Domestic Content Opportunity – Market Expansion

Bringing the dormant content of Indian publishers into active distribution will expand the market



BOOKS ON DEMAND. ANYTIME, ANYWHERE

Lack of Content Digitisation in India has led to over 95% sales coming from merely 1 Lakh titles



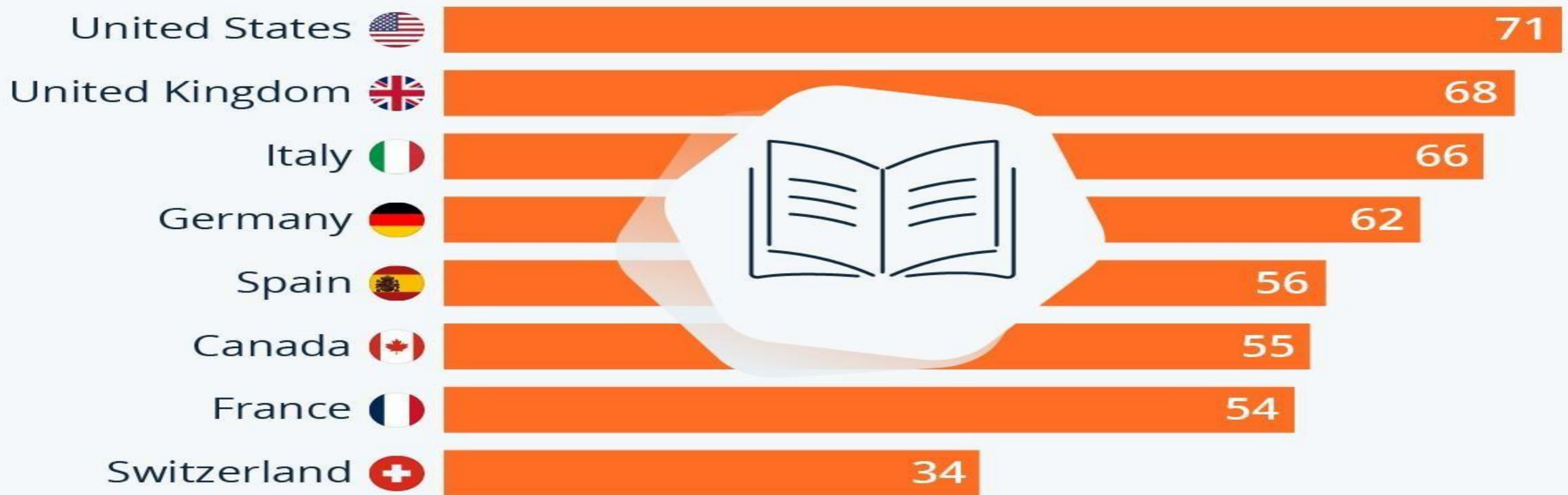
Opportunity:

- 1) **Monetisation** – Distribution of dormant titles across India & abroad
- 2) **Digitization / Translation** – Majority of content is stored in non-digital format; regional replication is the next frontier



Amazon Dominates Book Sales Almost Everywhere

Share of respondents in selected countries who bought printed books from Amazon in the last 12 months (in %)



Books on Demand... Anytime. Anywhere!



The Future of the Publishing Industry is here!