



# Repro India Limited

Value Added Print Solutions

[www.reproindialtd.com](http://www.reproindialtd.com)

## Q4 & 2011-12 Overview

## Year 11-12 over Year 10-11



- 29% growth in Revenue : 268.25 crs → 345.68 crs
- 60% growth in Operating Profit : 38.54 crs → 61.73 crs
- 87% growth in PBT : 19.59 crs → 36.73 crs
- 58% growth in PAT : 22.79 crs → 36.04 crs

**Year : 2011 – 12**



Year Ended 11-12			Year Ended 10-11		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	34,568		26,865		29%
Profit before Depn& Interest-PBDIT	6,173	18%	3,854	14%	60%
Profit Before Tax	3,673	11%	1,959	7%	87%
Tax	69	0%	(320)	1%	
Profit After Tax PAT	3,604	10%	2,279	8%	58%

## Operating Cost View



	Year Ended 11-12	Year Ended 10-11	% Change
Revenue	34,568	26,865	
Cost Of Raw Material	51%	55%	-4%
Operating Cost	23%	23%	0%
Staff Cost	10%	11%	-1%
Other Income	-1%	-4%	3%
PBDIT	18%	14%	4%

## Segment wise Revenue Year 2011-12



	Year Ended 11-12 Sales	Year Ended 10-11 Sales	Growth
Domestic	14,780	11,905	24%
Export	19,788	14,960	32%
<b>Total</b>	<b>34,568</b>	<b>26,865</b>	<b>29%</b>
Surat SEZ	14,822	10,124	46%
Navi Mumbai	18,893	16,741	13%
Chennai	853	-	
Export	57%	56%	
Domestic	43%	44%	

## Business Highlights 2011-12



- Acquisition & Integration of Macmillan Chennai Print Operations
- PAN India presence with zonal focus. Penetration in Southern India. Clients established in Eastern India as well
- Further penetration into African Continent - suppliers in now over 22 countries
- Executed single largest Govt. of Nigeria order of 22 million books. Awarded a direct World Bank tender in Ethiopia.
- Strong & consistent order inflows
- Focus on education segment across geographies
- Surat facility capacity doubled. Navi Mumbai capacity enhancement done.
- Implemented Planner software - operations of all 3 plants now controlled centrally
- FOGRA certification received

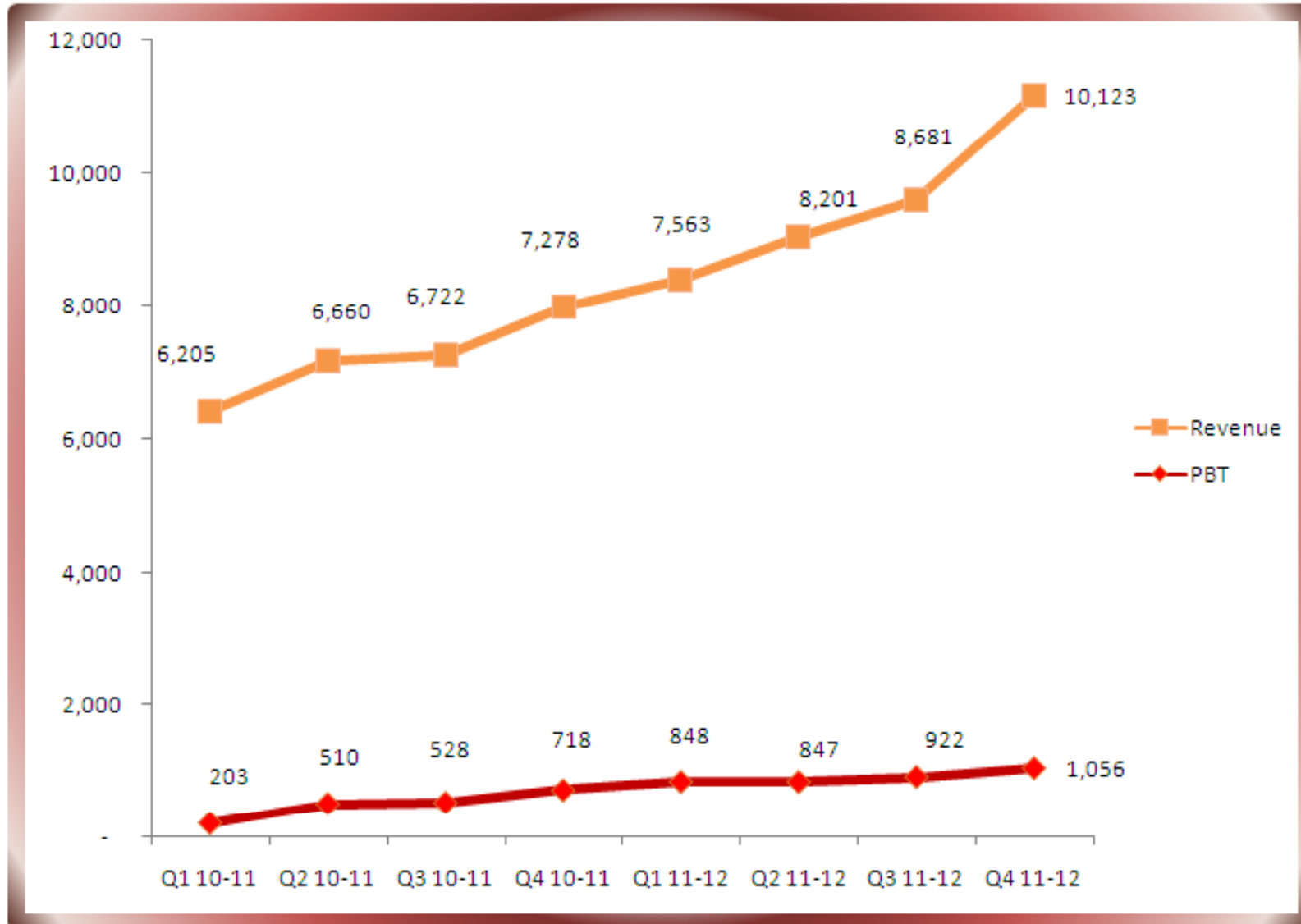
# Key Financial Ratios



Description	31.3.2012	31.3.2011
Return on Networth (RONW)	20%	16%
Return on Net Capital Employed (ROCE)	16%	11%
Earning Per Share	33	21
Long Term Debt Equity Ratio	0.53	0.49
No of Raw material Inventory	10	14
No of days Finished Goods and Work in Progress Inventory	2	5
Average Collection Period in days	111	118
Cash on Hand (Rs. In Crores)	73	51
Dividend declared	100% (proposed)	60%



# Revenue & PAT Trend



## Qtr 4 11-12 over Qtr 4 10-11



- 39% growth in Revenue : 72.78 crs → 101.23 crs
- 42% growth in Operating Profit : 12.45 crs → 17.62 crs
- 47% growth in PBT : 7.18 crs → 10.56 crs
- 2% growth in PAT : 9.46 crs → 9.67 crs

# Quarter 4 : 2011 – 12



Quarter 4 11-12			Quarter 4 10-11		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	10,123		7,278		39%
Profit before Depn& Interest-PBDIT	1,762	17%	1,245	17%	42%
Profit Before Tax	1,056	10%	718	10%	47%
Tax	89	1%	(228)	-3%	
Profit After Tax PAT	967	10%	946	13%	2%

# Operating Cost View

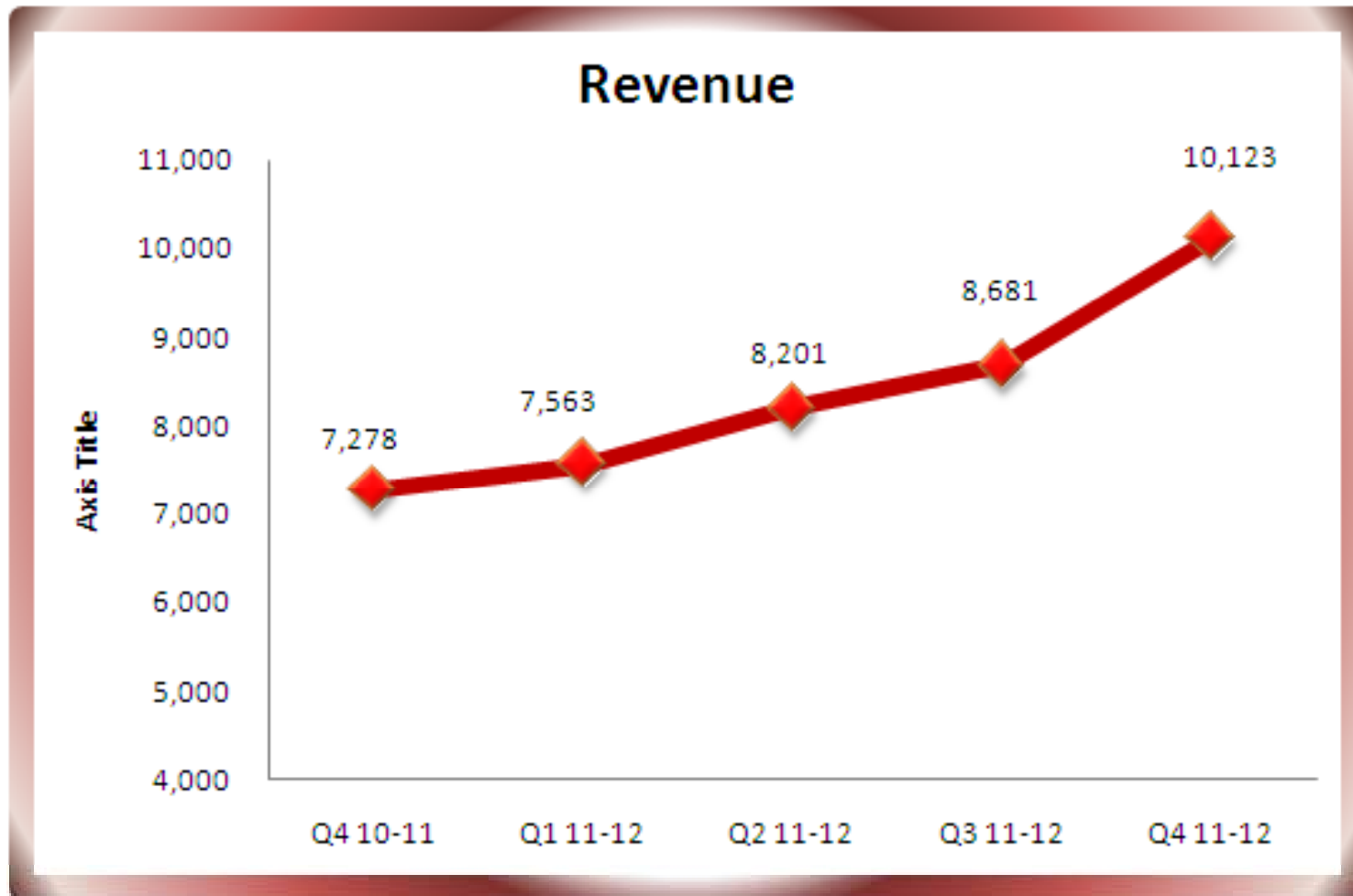


	Q4 11-12	Q4 10-11	% Change
Revenue	10,123	7,278	
Cost Of Raw Material	53%	51%	-1%
Operating Cost	21%	27%	6%
Staff Cost	9%	11%	2%
Other Income	-1%	-7%	-6%
PBDIT	17%	17%	0%

## Segment wise Revenue Q4

	Q4 11-12 Sales	Q4 10-11 Sales	Growth
Domestic	5,213	3,169	65%
Export	4,910	4,110	19%
<b>Total</b>	<b>10,123</b>	<b>7,278</b>	<b>39%</b>
Surat SEZ	3,794	2,854	33%
Navi Mumbai	5,998	4,424	36%
Chennai	331	-	
Export	49%	56%	
Domestic	51%	44%	

# Consistant Revenue Growth



## Qtr 4 11-12 Over Qtr 3 11-12



- 17% growth in Revenue : 86.81 crs → 101.23 crs
- 12% growth in Operating Profit : 15.79 crs → 17.62 crs
- 14% growth in PBT : 9.22 crs → 10.56 crs
- 17% growth in PAT : 8.27 crs → 9.67 crs

# Qtr 4 11-12 Over Qtr 3 11-12



Quarter 4 11-12			Quarter 3 11-12		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	10,123		8,681		17%
Profit before Depn& Interest-PBDIT	1,762	17%	1,579	18%	12%
Profit Before Tax	1,056	10%	922	11%	14%
Tax	89	1%	95	1%	
Profit After Tax PAT	967	10%	827	10%	17%



## Quarter 4 & 2011 – 12 Overview



Particulars	Quarter ended (31/03/2012)	Quarter ended (31/12/2011)	Quarter ended (31/03/2011)	Year ended (31/03/2012)	Year ended (31/03/2011)
Net Sales	9,885	8,483	7,108	33,655	26,098
Operating Income	238	198	169	913	767
<b>Total Income</b>	<b>10,123</b>	<b>8,681</b>	<b>7,278</b>	<b>34,568</b>	<b>26,865</b>
<b>Expenditure</b>					
(Increase)/ Decrease in stock in trade and work in progress	356	(196)	(90)	160	(157)
Consumption of raw materials	5,003	4,110	3,836	17,335	14,920
Employees cost	954	842	837	3,444	3,074
Other expenditure	2,115	2,435	1,945	7,850	6,204
<b>Total Expenditure</b>	<b>8,428</b>	<b>7,190</b>	<b>6,528</b>	<b>28,789</b>	<b>24,041</b>
Other Income	68	88	495	394	1,030
<b>Gross Profit Before Interest, Depreciation and Tax (PBDIT)</b>	<b>1,762</b>	<b>1,579</b>	<b>1,245</b>	<b>6,173</b>	<b>3,854</b>
Depreciation	358	311	292	1,229	1,108
Interest	383	346	235	1,232	787
Prior Period Expenses (net)	(34)			39	
<b>Profit Before tax</b>	<b>1,056</b>	<b>922</b>	<b>718</b>	<b>3,673</b>	<b>1,959</b>
Tax Expenses	89	95	(228)	69	(320)
<b>Net profit after all taxes</b>	<b>967</b>	<b>827</b>	<b>946</b>	<b>3,604</b>	<b>2,279</b>

# Consolidated financials 11-12



Particulars	Quarter ended (31/03/2012)	Quarter ended (31/12/2011)	Quarter ended (31/03/2011)	Year ended (31/03/2012)	Year ended (31/03/2011)	Consolidated Year ended (31/03/2012)
Net Sales	9,885	8,483	7,108	33,655	26,098	33,655
Operating Income	238	198	169	913	767	941
<b>Total Income</b>	<b>10,123</b>	<b>8,681</b>	<b>7,278</b>	<b>34,568</b>	<b>26,865</b>	<b>34,596</b>
<b>Expenditure</b>						
(Increase)/ Decrease in stock in trade and work in progress	356	(196)	(90)	160	(157)	156
Consumption of raw materials	5,003	4,110	3,836	17,335	14,920	17,584
Employees cost	954	842	837	3,444	3,074	3,663
Other expenditure	2,115	2,435	1,945	7,850	6,204	7,532
<b>Total Expenditure</b>	<b>8,428</b>	<b>7,190</b>	<b>6,528</b>	<b>28,789</b>	<b>24,041</b>	<b>28,934</b>
Other Income	68	88	495	394	1,030	391
<b>Gross Profit Before Interest, Depreciation and Tax (PBDIT)</b>	<b>1,762</b>	<b>1,579</b>	<b>1,245</b>	<b>6,173</b>	<b>3,854</b>	<b>6,052</b>
Depreciation	358	311	292	1,229	1,108	1,249
Interest	383	346	235	1,232	787	1,232
Prior Period Expenses (net)	(34)			39		39
<b>Profit Before tax</b>	<b>1,056</b>	<b>922</b>	<b>718</b>	<b>3,673</b>	<b>1,959</b>	<b>3,531</b>
Tax Expenses	89	95	(228)	69	(320)	32
<b>Net profit after all taxes</b>	<b>967</b>	<b>827</b>	<b>946</b>	<b>3,604</b>	<b>2,279</b>	<b>3,499</b>



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