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TO DELIVERY SOLUTIONS

Q2 2012-13 Overview

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Qtr 2 12-13 over Qtr 2 11-12

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- 21% growth in Revenue : 83.41 crs → 100.82 crs
- 23% growth in Operating Profit : 13.98 crs →17.14crs
- 28% growth in PBT : 8.47 crs → 10.84 crs

Quarter 2 : 2012 – 13

Quarter 2 12-13			Quarter 2 11-12		Growth
	Rs .in Lacs	Contribution %	Rs .in Lacs	Contribution %	
Revenue	10,082		8,341		21%
Profit before Depn& Interest-PBDIT	1,714	17%	1,398	17%	23%
Profit Before Tax	1,084	11%	847	10%	28%
Tax	177	2%	(93)	-1%	
Profit After Tax PAT	907	9%	940	11%	-4%

Segment wise Revenue Q2

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	Q2 12-13 Sales		Q2 11-12 Sales		Growth
Domestic	3,125		3,117		0%
Export	6,957		5,224		33%
Total	**10,082**		**8,341**		**21%**
Surat	4,699		3,344		41%
Navi Mumbai	4,818		4,996		-4%
Chennai	565		-		
Export	69%		63%		
Domestic	31%		37%		

H1 12-13 over H1 11-12

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- 21% growth in Revenue : 160.75 crs → 194.63 crs
- 17% growth in Operating Profit : 28.32 crs →33.16 crs
- 21% growth in PBT : 16.96 crs → 20.53 crs

H1 : 2012 – 13

H1 Ended 12-13			H1 Ended 11-12		Growth
	Rs.in Lacs	Contribution %	Rs.in Lacs	Contribution %	
Revenue	19,463		16,075		21%
Profit before Depn& Interest-PBDIT	3,316	17%	2,832	18%	17%
Profit Before Tax	2,053	11%	1,696	11%	21%
Tax	243	1%	(114)	-1%	
Profit After Tax PAT	1,809	9%	1,810	11%	0%

Business Highlights H1 2012-13

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- New countries in Africa added and orders received & executed from Francophone countries.
- Government orders executed from MOE Mozambique and MOE from Afghanistan.
- Single biggest UBEC order received from West Africa for 20 million books
- DSF site fully operational for online ordering of print orders.
- New machine - Kodak Prosper - for impetus to digital business under installation.
- Planning cell set up as nerve centre for operations.
- Chennai facility acquired now fully integrated with Repro.
- Strong and consistent order inflows continues.
- Repro Corporate office at Lower Parel operational

Key Financial Ratios

DESCRIPTION	30.09.2012	30.06.2012	31.3.2012
Return on Net worth (RONW)-Annualized	21%	21%	20%
Return on Net Capital Employed (ROCE)-Annualized	15%	15%	16%
Earning Per Share-Annualized	34	34	33
Long Term Debt Equity Ratio	0.47	0.56	0.53
No of days Raw material Inventory	15	9	10
No of days Finished Goods and Work in progress Inventory	7	2	2
Avg Collection Period in days	129	117	111

Quarter Q2 2012 – 13 Overview

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Particulars	Quarter ended (30/09/2012)	Quarter ended (30/06/2012)	Quarter ended (30/09/2011)	H1 ended (30/09/2012)	H1 ended (30/09/2011)	Year ended (31/03/2012)
Net Sales	9,767	9,048	8,084	18,815	15,598	34,321
Operating Income	315	333	257	648	477	913
Total Income	10,082	9,381	8,341	19,463	16,075	35,234
Expenditure						
Cost of Materials consumed	4,210	3,964	4,090	8,174	8,222	17,335
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(141)	203	178	62	1	160
Employee benefits expense	928	862	869	1,789	1,647	3,444
Foreign Exchange Fluctuation	879	418	30	1,297	8	143
Other expenses	2,597	2,478	1,877	5,075	3,604	8,373
Total Expenditure	8,474	7,925	7,043	16,398	13,481	29,455
Other Income	106	146	100	252	238	394
Gross Profit Before Interest,Depreciation and Tax(PBDIT)	1,714	1,602	1,398	3,316	2,832	6,173
Depreciation	358	361	283	720	560	1,229
Interest	272	272	267	543	503	1,232
Prior Period Expenses(net)	-	-	-	-	73	39
Profit Before tax	1,084	968	847	2,053	1,696	3,673
Tax Expenses	177	66	(93)	243	(114)	69
Net profit after all taxes	907	902	940	1,809	1,810	3,604

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