



# Repro India Limited

Value Added Print Solutions

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

## Q3 2011-12 Overview

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## Q3 2011-12 Financial Overview

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## Qtr 3 11-12 over Qtr 3 10-11



- 24% growth in Revenue : 65.27 crs → 80.82 crs
- 55% growth in Operating Profit : 9.68 crs → 14.98 crs
- 75% growth in PBT : 5.28 crs → 9.22 crs
- 56% growth in PAT : 5.29 crs → 8.27 crs

# Quarter 3 : 2011 – 12



Quarter 3 11-12			Quarter 3 10-11		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	8,082		6,527		24%
Profit before Depn& Interest-PBDIT	1,498	19%	968	15%	55%
Profit Before Tax	922	11%	528	8%	75%
Tax	95	1%	(2)	0%	
Profit After Tax PAT	827	10%	529	8%	56%

# Operating Cost View



	Q3 11-12	Q3 10-11	% Change
Revenue	8,082	6,527	
Cost Of Raw Material	50%	61%	11%
Operating Cost	22%	17%	-5%
Staff Cost	10%	11%	1%
Other Income	-1%	-4%	-3%
PBDIT	19%	15%	4%

## Segment wise Revenue Q3



	Q3 11-12 Sales	Q3 10-11 Sales	Growth
Domestic	3,257	2,906	12%
Export	4,825	3,620	33%
<b>Total</b>	<b>8,082</b>	<b>6,527</b>	<b>24%</b>
Surat	3,567	2,480	
Navi Mumbai	4,089	4,047	
Chennai	426	-	
Export	60%	55%	
Domestic	40%	45%	

**Qtr 3 11-12 to Qtr 2 11-12**



- 4% growth in Revenue : 77.36 crs → 80.82 crs
- 15% growth in Operating Profit : 13.08 crs → 14.98 crs
- 9% growth PBT : 8.47 crs → 9.22 crs
- reduction in PAT : 9.40 crs → 8.27 crs



# Qtr 3 11-12 to Qtr 2 11-12



Quarter 3 11-12			Quarter 2 11-12		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	8,082		7,736		4%
Profit before Depn& Interest-PBDIT	1,498	19%	1,308	17%	15%
Profit Before Tax	922	11%	847	11%	9%
Tax	95	1%	(93)	-1%	
Profit After Tax PAT	827	10%	940	12%	-12%

## 9 Month 11-12 over 9 Month 10-11



- 21% growth in Revenue : 190.96 crs → 230.94 crs
- 60% growth in Operating Profit : 25.49 crs → 40.91 crs
- 111% growth in PBT : 12.42 crs → 26.18 crs
- 98% growth in PAT : 13.33 crs → 26.37 crs

# Nine Month : 2011 – 12



Nine Month 11-12			Nine Month 10-11		Growth
	₹ in Lacs	Contribution %	₹ in Lacs	Contribution %	
Revenue	23,094		19,096		21%
Profit before Depn& Interest-PBDIT	4,091	18%	2,549	13%	60%
Profit Before Tax	2,618	11%	1,242	7%	111%
Tax	(19)	0%	(92)	0%	
Profit After Tax PAT	2,637	11%	1,333	7%	98%

# Operating Cost View



	9 Month 11-12	9 Month 10-11	% Change
Revenue	23,094	19,096	
Cost Of Raw Material	54%	60%	6%
Operating Cost	20%	18%	-2%
Staff Cost	11%	12%	1%
Other Income	2%	3%	1%
PBDIT	18%	13%	5%

## Segment wise Revenue 9 Month



	9 Month 11-12 Sales	9 Month 10-11 Sales	Growth
Domestic	9,343	8,736	7%
Export	13,752	10,360	33%
<b>Total</b>	<b>23,094</b>	<b>19,096</b>	<b>21%</b>
Surat	10,226	6,893	
Navi Mumbai	12,346	12,203	
Chennai	522	-	
Export	60%	54%	
Domestic	40%	46%	

## Key Financial Ratios



DESCRIPTION	31.12.2011	31.3.2011
Return on Networth (RONW)-Annualized	21%	16%
Return on Capital Employed (ROCE)-Annualized	12%	9%
Earning Per Share-Annualized	33	21
Long Term Debt Equity Ratio	0.48	0.49
No of days Raw material Inventory	20	14
No of days Finished Goods and Work in progress Inventory	6	5

# Quarter 3 2011-12 Overview



Particulars	Quarter ended (31/12/2011)	Quarter ended (30/09/2011)	Quarter ended (31/12/2010)	Nine Month ended (31/12/2011)	Nine Month ended (31/12/2010)	Year ended 31st March, 2011
Net Sales	7,985	7,645	6,384	22,773	18,771	25,542
Operating Income	97	92	142	321	325	419
<b>Total Income</b>	<b>8,082</b>	<b>7,736</b>	<b>6,527</b>	<b>23,094</b>	<b>19,096</b>	<b>25,961</b>
<b>Expenditure</b>						
(Increase)/ Decrease in stock in trade and work in progress	(196)	178	106	(196)	(67)	(157)
Consumption of raw materials	4,269	4,061	3,889	12,604	11,482	15,443
Employees cost	842	869	726	2,489	2,237	3,074
Other expenditure	1,757	1,433	1,107	4,519	3,432	4,585
<b>Total Expenditure</b>	<b>6,672</b>	<b>6,540</b>	<b>5,828</b>	<b>19,416</b>	<b>17,084</b>	<b>22,945</b>
Other Income	88	112	269	413	538	727
<b>Gross Profit Before Interest, Depreciation and Tax (PBDIT)</b>	<b>1,498</b>	<b>1,308</b>	<b>968</b>	<b>4,091</b>	<b>2,549</b>	<b>3,742</b>
Depreciation	311	283	279	871	816	1,108
Interest	265	178	162	603	492	675
<b>Profit Before tax</b>	<b>922</b>	<b>847</b>	<b>528</b>	<b>2,618</b>	<b>1,242</b>	<b>1,959</b>
Tax Expenses	95	(93)	(2)	(19)	(92)	(320)
<b>Net profit after all taxes</b>	<b>827</b>	<b>940</b>	<b>529</b>	<b>2,637</b>	<b>1,333</b>	<b>2,279</b>

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