



ALGERIA  
SINGAPORE  
KENYA • SOUTH AFRICA  
UGANDA • NIGERIA  
TANZANIA • GHANA  
UNITED KINGDOM  
UNITED STATES OF AMERICA

REPRO INDIA LIMITED  
ANNUAL REPORT  
2005-06



# Setting the pace for global growth...

It is time to take a quantum leap. The groundwork is in place, the objectives set, markets identified, skill sets sharpened and all resources aligned to our vision.

Our competence in providing value added print solutions has made us the preferred partner to some of the world's largest publishers and corporates. And to further this relationship, we have set ourselves a two pronged approach :

- to constantly innovate and create ideas that will add tremendous value to our clients' business
- to augment our facilities and infrastructure to create capacities and volumes

We believe that this will further strengthen our business model and enhance our global competitiveness.

Our growth map has been charted and our strategies are clear. This year is the year of action. Action that will translate our vision into reality. And enable us to leapfrog into the future.

## CONTENTS

Report  junction.com

### EXPLODING EXPORTS

### EXPANDING GEOGRAPHIES

### ENHANCING PRODUCTS & SERVICES

### CONSOLIDATING & GROWING EXISTING BUSINESSES

#### Highlights in our Growth

We have achieved significant milestones in the area of exports. These have moulded our business paradigm as per **global benchmarks**.

02

#### An International Presence

We have successfully positioned ourselves as **Print Process Outsourcing partners of choice** to some of the largest publishers and corporates in the USA, UK, Africa, Australia, Canada etc.

04

#### Global Solutions

Leveraging our core skills, we have garnered a niche in the global publishing industry by making available comprehensive services **encompassing print, content and fulfillment solutions**.

08

#### Growing with clients in India

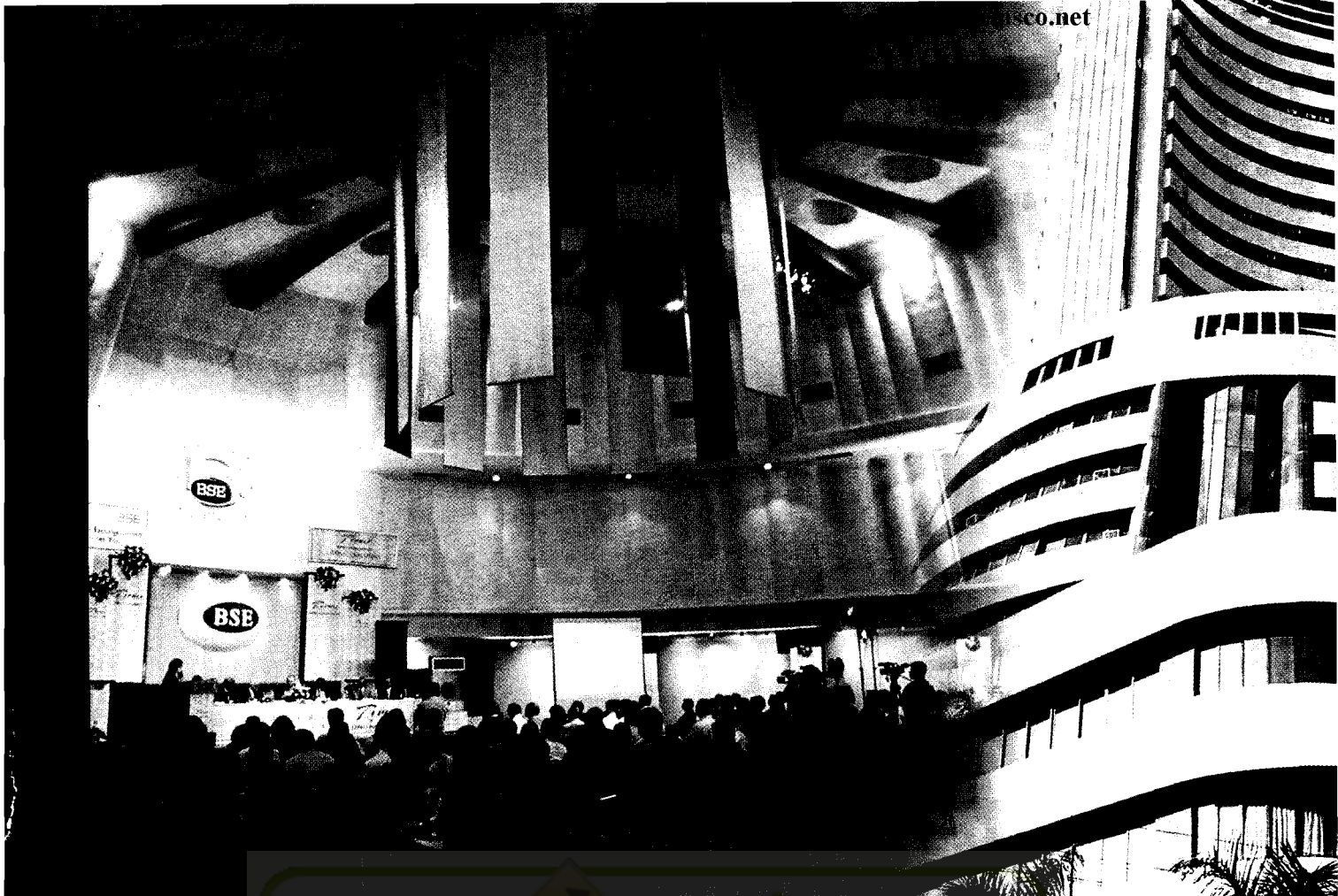
Our base of customers in India remains the backbone of our growth and success. Our presence in **IT, Publishing and Corporate segments** has been and remains the hallmark of our business.

10

#### Capacities & Capabilities

Our ability to invest - time, energy and capital - towards building state-of-the-art infrastructure has driven us towards **acquiring and enhancing electronic workflows, high-end print technology and fulfillment infrastructure**.

14



TO THE SHAREHOLDERS

## WELCOME TO THE REPRO INDIA FAMILY.

It is with great pride and pleasure that we present the first annual report of your company, after a successful Public Issue. As a listed company, we are now set to accelerate the pace of growth that was set rolling last year.

It is indeed heartening and inspiring to find so many people who believe in our vision, our capability and our future. Thank you for your support.

This clearly is the year of working towards realizing our vision into reality. We have strived to build a world-class portfolio of products and services, to create state-of-art infrastructure, to

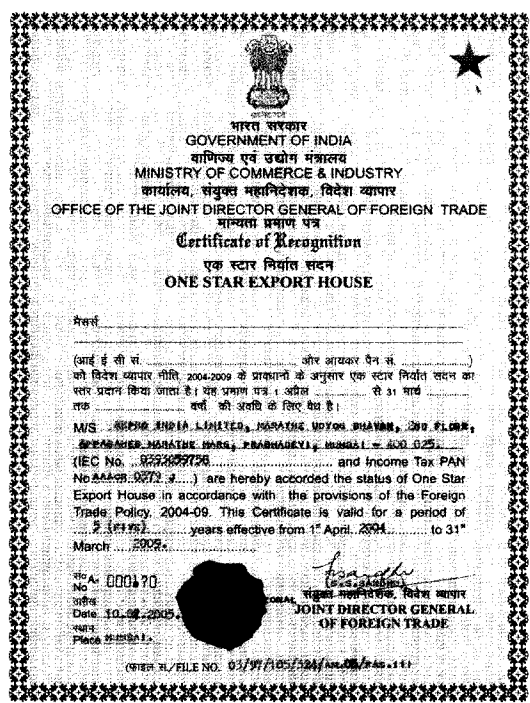
explore new markets globally and to open up new segments. All of these are in line with our vision to strengthen our position as a value added print solutions provider for the domestic and international markets.

With the monies generated through our Public Issue, we are enhancing and developing infrastructure to meet our strategic business objectives. These added and enhanced capacities will catalyse our growth plans and drive our vision forward.

We thank you once again for being part of our company and its progress.



Our success in exports has been marked by Repro being awarded the **Capexil Special Export Award**. Seen here is Shri P. Chidambaram, Hon'ble Finance Minister, Govt. of India, presenting the award to our Chairman, Vinod Vohra.

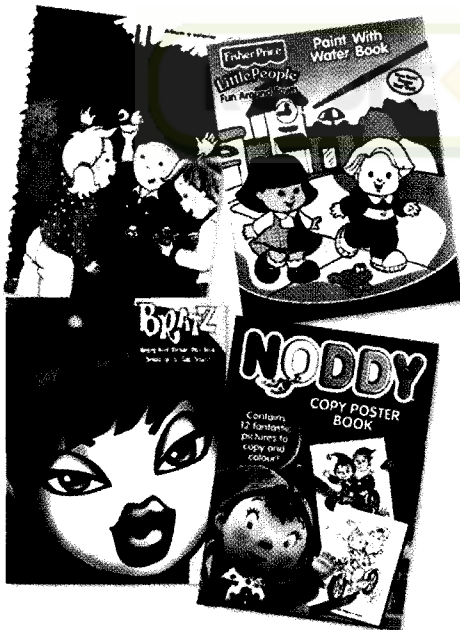


Doubling our exports turnover has led us to achieve the status of **One Star Export House.**

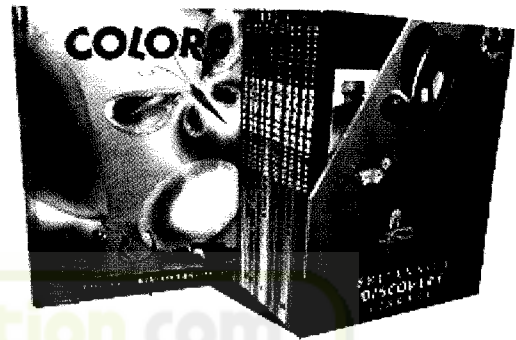
# Highlights in our growth

At every stage of our growth, the highlights we have achieved along the way, have given us the confidence to believe in our processes, in our people and in our business. Some key highlights :

- **Repro is the only company of its kind in India to achieve the ISO 9001: 2000 certification.** We have been re-certified by KPMG for ISO 9001:2000 QMS.
- Some of the brands we have worked on include names like **Barbie, Noddy, Care Bears, Bratz, Scooby Doo, My Little Pony, Enid Blyton, Pokemon, Surf, Fair & Lovely, McDonald's** - all of which are brands, names and characters we have grown up with.



- The Britannica Discovery Library, which we designed along with Encyclopedia Britannica won the **Global Learning Initiatives Award for Innovation in Children's Educational Material.**



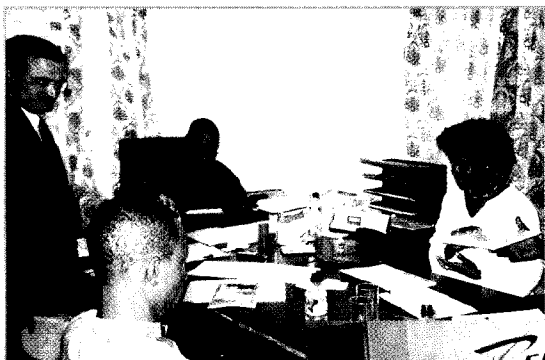
- **We are one of very few companies in the world to be compliant with the Hasbro Global Business Ethics Principles.** This makes us compliant with the International Council of Toy Industries (ICTI) guidelines. It also gives us the privilege of being recognised by Hasbro for the highest ethical and business standards.
- We have achieved several breakthroughs in innovating the **most effective paper solutions** for our international clients that add value to their products. We've also re-engineered books to meet the needs of exciting new segments like Pound Stores, Dollar Stores, Discount chains, etc.

- We have printed and supplied **millions of books across African countries.** We have worked on **World Bank funded projects** and built relationships with publishing houses like Pearson, Longman, Heinemann, Oxford and so on.



With a focussed investment strategy towards expanding

Focussing on Africa and establishing our presence in South Africa, East Africa and West Africa.



geographies, today we have footprints in several countries.

Making an impact in the USA and UK - addressing the needs of our clients and segments with a continuing approach of relationship building and value addition.



Based on our core skills in the area of print and design, we have specialised in niche product categories. By value engineering products, we have successfully delivered value to customers in terms of cost, quality and time.

- EDUCATIONAL BOOKS
- LEARNING BOOKS
- PAPERBACKS
- COLOURING & ACTIVITY BOOKS
- STICKER BOOKS
- PAINT WITH WATER BOOKS
- PRESS & BUILD BOOKS
- BOOK PLUS FORMATS
- WRITE & WIPE BOOKS
- LARGE FORMATS
- 8x8 STORY BOOKS
- SPIRAL BOUND BOOKS
- CATALOGUES
- CALENDARS
- STATIONERY





Our focus is on **researching and developing new formats and techniques** that add tremendous value to our customers' business. We have printed millions of books for our global customers ranging from educational books & paperbacks, to soft-cover books, to children's books, to activity books, to promotional books... We have **added value through innovations and formats** such as paint-with-water, mystic pencil, sticker book, etc. Some of our clients include **Autumn, Robert Fredrick, Paragon, Geddes & Grosset** etc. in the UK; **Dalmatian, Microsoft, Modern Publishing, Top Flight** etc. in the USA; and **Ben & Co, E&D Publishing, MK Publishers, Mkuki Na Nyota** etc. in Africa.

## SHAPE BOOKS

### Shape Colouring Book

## ACTIVITY BOOKS

### Barney

Let's Go To The Zoo

### Care Bears

### Sticker Activity Book

## STICKER WORKBOOKS

### Fisher-Price Little People

## 8"X8" FORMATS

### Hot Wheels PAINT WITH WATER BOOK

NON-TOXIC! PAGES TEAR OUT!

## PAINT WITH WATER BOOKS

### Pencil Palette Book to Color

## BOOK PLUS

# • NEW MARKETS •

EDUCATIONAL  
BOOKS

PRESS OUT &  
BUILD BOOKS

## Succeed In GCSE Maths

- ✓ Structured advice on how to improve your grade
- ✓ Written by a Principal Examiner
- ✓ Sample questions and answers with examiners' tips
- ✓ Includes practice tests
- ✓ Covers Intermediate and Higher tiers

## CONCORDIA

BUILD YOURSELF  
AN IN-ONE-STOP  
OF CONCORDIA  
★ THE GREAT BUILDING ★

## SPIDER-MAN

Jumbo  
Colouring  
Book

## NEW GENERAL KNOWLEDGE

REVISED  
THIRD EDITION

BOOK 1

T.O. Selection 500

OXFORD  
INDIA

## Daybreak 4

Pupil's Book  
A Cross-Curricular  
English Language Course

COLOURING  
BOOKS