



VALUE ADDED PRINT SOLUTIONS

creating value



REPRO INDIA LIMITED

Annual Report 2008



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Contents

Financial Highlights	3
The year that was	5
Enhancing Infrastructure	7
Our Value Proposition	9
A Strong Customer Base	10
The Future	13
Letter from the Chairman	14
Board of Directors	16
Financials	17

creating value

What constitutes Value? A better performance? A better earning per share? A better product? Better quality? Adherence to commitment? Operational efficiency? Or all these together?

We believe that it is a combination of all these that come together to create value for every stakeholder – shareholder, customer and employee alike. At Repro, the last year has seen us focus relentlessly on all these. The outcome has been satisfying. We've successfully garnered a position of leadership in segments of operation – primarily the global education segment. We've reached the position of being one of India's largest exporters of books. And we've achieved a topline and bottom line growth that has justified the investments we've made in our people, our processes, our technology and our markets.

As we enter another year, we have set for ourselves newer targets, newer objectives. With one thing remaining unchanged – our continuing determination to create value.



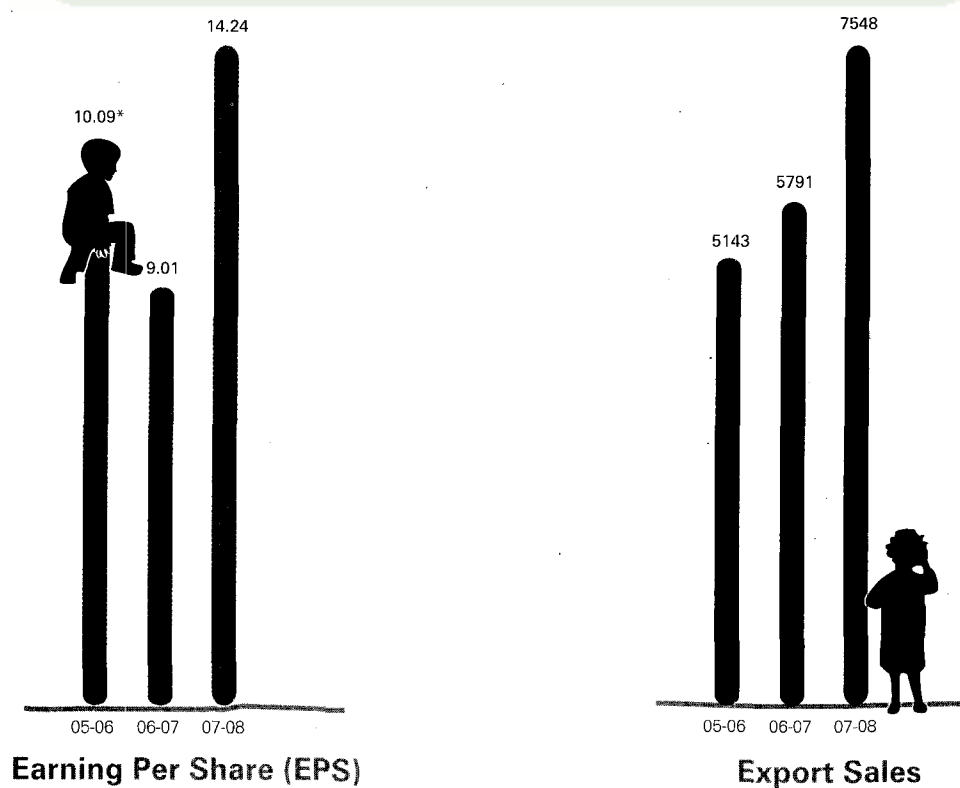
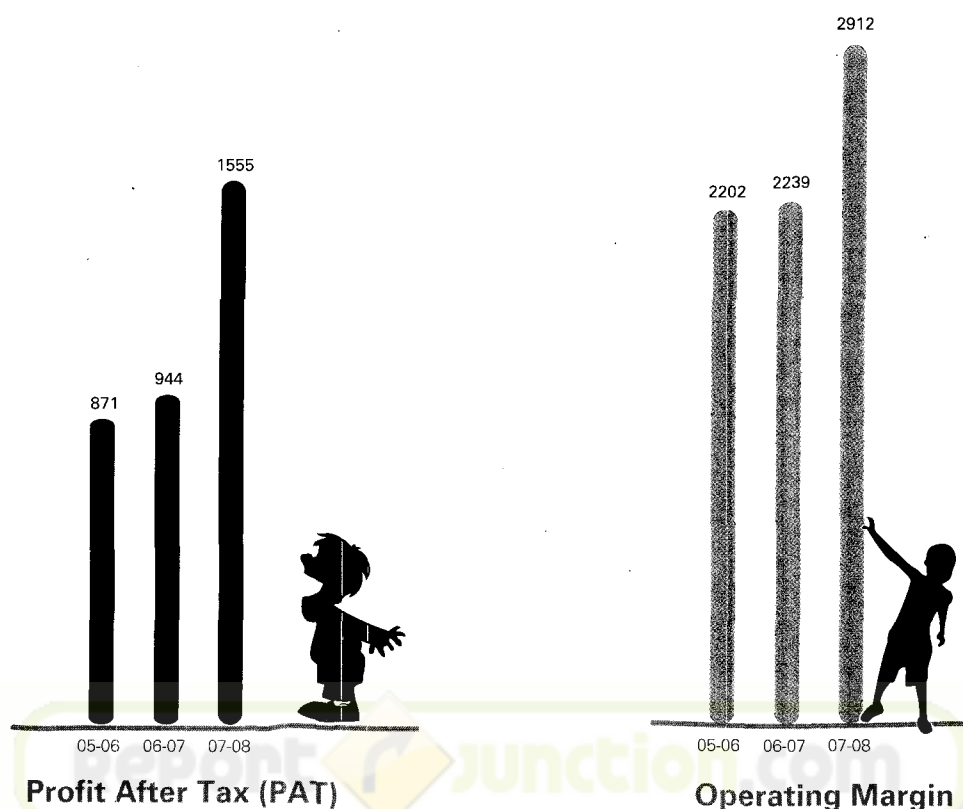
building value through performance

A continued focus on improving operational efficiencies,
while opening new markets has ensured that we achieved our topline
and bottomline targets.



Financial Highlights

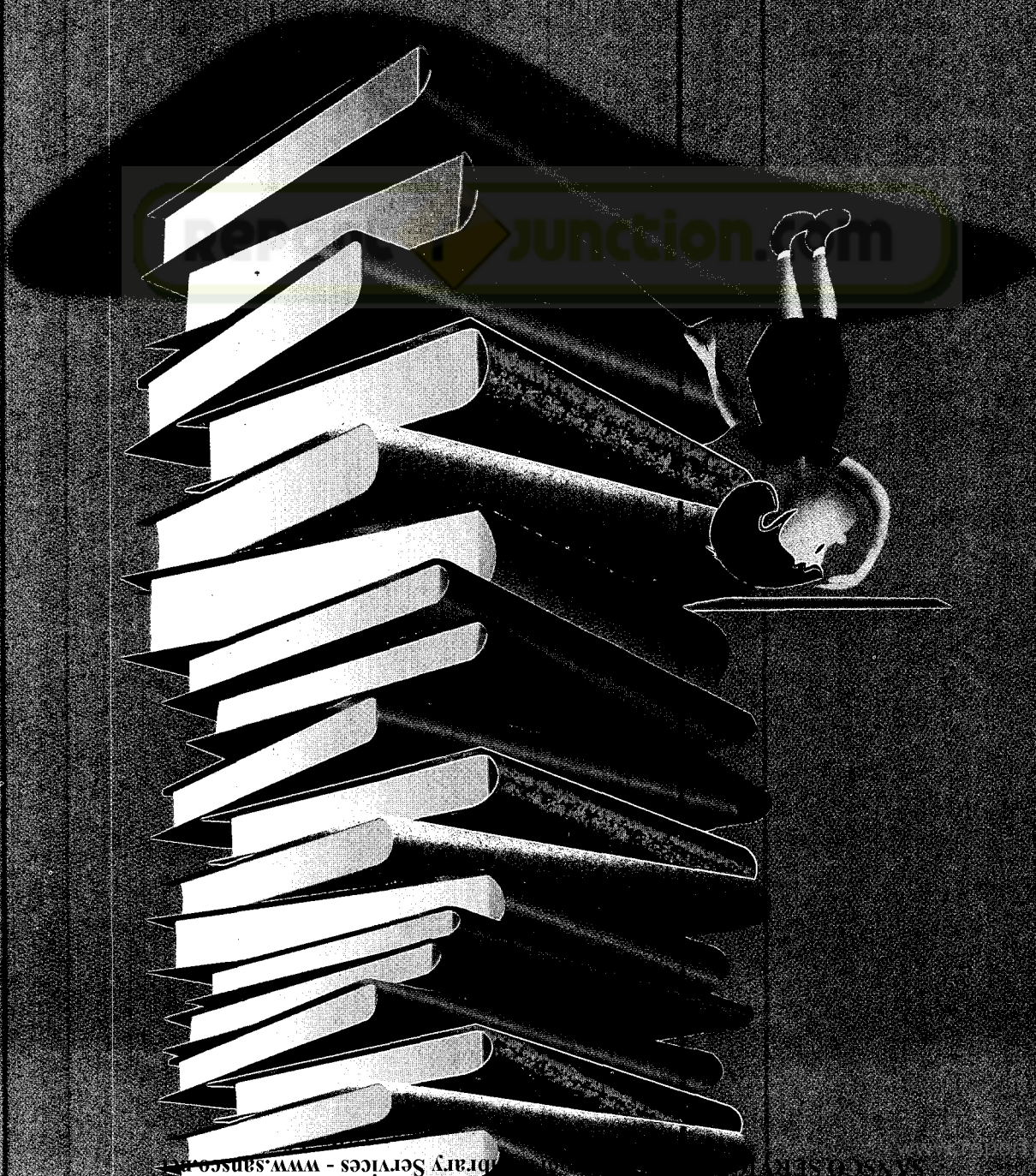
(Rs. in lakhs except EPS)



*EPS calculated on the basis of weighted average number of shares during the year.

Performance can best be measured by the milestones that have been achieved. Along the process of achieving financial targets, we have strived to set benchmarks of growth in different areas of operation.

measuring value through growth



The year that was

Achieved a **65%** growth in PAT

Achieved a **19%** growth in revenue

Achieved a growth of **30%** in the export business

Achieved a **73%** growth in the Print-on-Demand business

Crossed a capacity of producing over
100 million books per year

Partnered **global clients** like McGraw Hill, Macmillan, Longman,
Oxford University Press, Parragon, etc.

Produced some of India's most prestigious **Annual Reports**
– including, Tata Steel, Wipro, Vedanta, Hindustan Unilever, etc.

Expanded capacities with **state-of-art infrastructure**





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enhancing value through capacities

The opening of new opportunities in global as well as domestic markets has been supported by a strategy of enhancing capacities to maximize these opportunities.

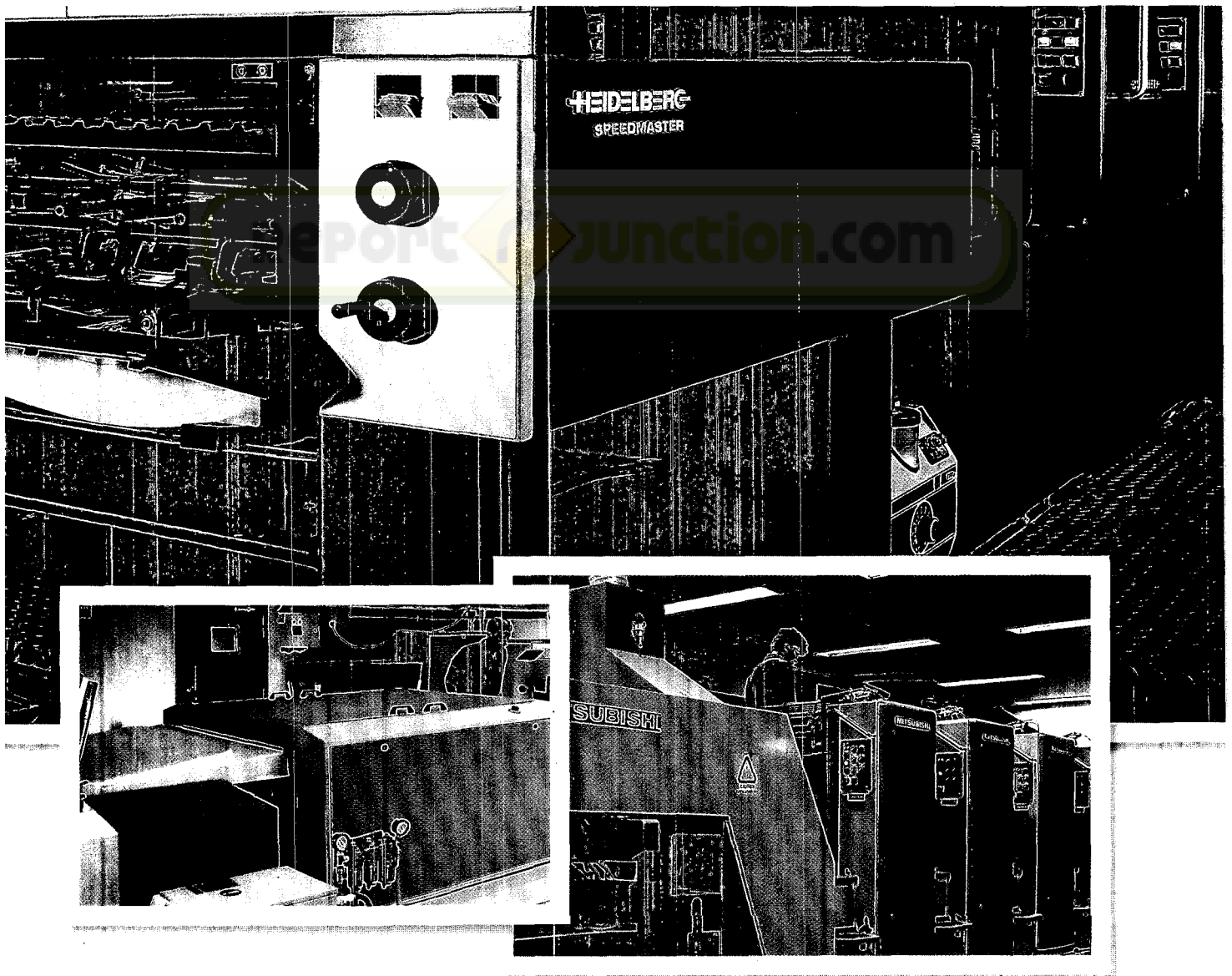


Enhancing Infrastructure

We have created new capacities and augmented existing infrastructure in keeping with the potential of new market opportunities.

By setting up newer electronic workflows, quality and ERP initiatives, and by bringing in newer print technologies, we have ensured that our facility and its infrastructure remains state-of-art.

Keeping in mind our product mix, our infrastructure has been configured to allow customisation for diverse customer requirements. From Print-on-Demand machines that fulfill the need for a single book – to high speed machines that can produce millions of copies in the fastest speed possible, our facility today has a capacity of producing over a million books a year.



delivering value through comprehensive service solutions

By remaining responsive to changing markets and opportunities, our value proposition is customer focussed, with a view to adding value at every stage of the value chain.

