



VALUE ADDED PRINT SOLUTIONS



REPRO INDIA LIMITED

ANNUAL REPORT 2009



Contents

Exceeding Expectations – Performance Highlights	02
An Excellent Performance – Financial Highlights	04
Exploring New Markets – Global Reach	06
Executing to Perfection – Services & Products	10
Extending Capacities – Infrastructure	18
Exploding Technology – Information Technology	24
Expressing a Vision for our People – HR Initiatives	26
An Exciting Future – Future	28
<i>Letter from the Chairman</i>	30
Board of Directors	32
Financials	33



The world felt that in a retrograde economy, growth is impossible. We didn't.

While countries, economies & industries reeled under the impact of the recession, we continued to climb the growth trajectory – ensuring growth in value for every stakeholder.

We not only sustained our position of leadership in various segments but also increased our market share in India. Exports have been the primary contributor to our growth. Over the past year, we have further established our presence in the key markets of USA, UK and Africa, while adding a few more geographies to our reach.

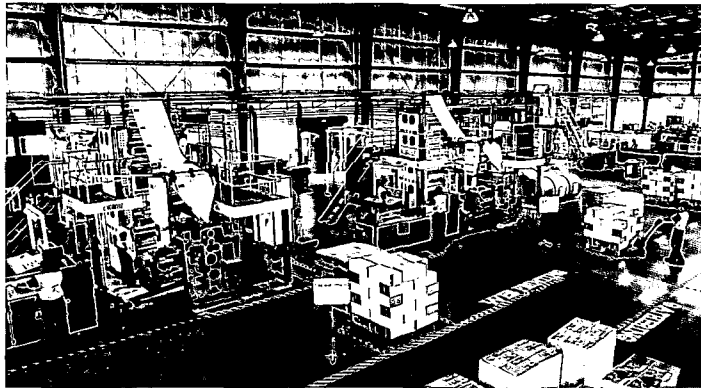
As we step into a new year, we aim to surpass our current achievements, and ensure that no matter what, the economic slowdown will not slow us down.

Performance Highlights

eceeding

The achievement of targets is not the only parameter by which we measure our performance. Rather by how we have gone beyond and surpassed our objectives.

PERFORMANCE HIGHLIGHTS



expectations

- Achieved a **58%** growth in sales
- Achieved a **6%** growth in PAT
- Gross Profit amounted to **15%**
- Achieved a growth of **108%** in the export business
- Operating Margin grew by **22%**
- Established a **NEW PRINTING FACILITY** in the **SURAT SEZ**
- Received the **CAPEXIL SPECIAL EXPORT AWARD** for outstanding success in the realm of exports

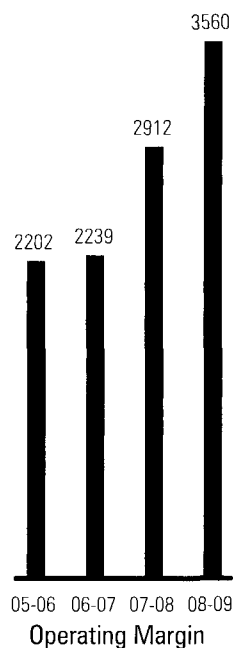
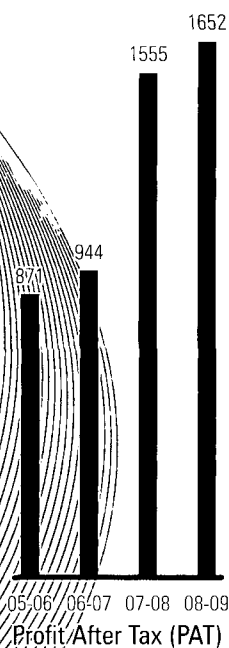
Financial Highlights

an excellent

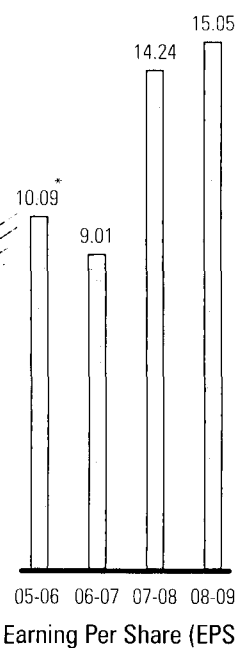
Our financial successes reflect our continuous focus on improving operational efficiencies while investing in our people, technology and new markets.

FINANCIAL HIGHLIGHTS

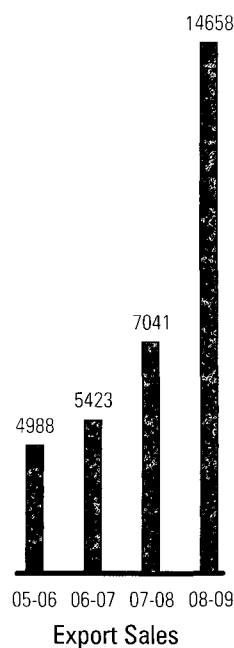
(Rs. in lakhs except EPS)



performance



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



Global Reach

e ploring

We have leveraged our increased capacities with a comprehensive spectrum of service solutions to meet the requirements of corporates & publishers across continents and make in-roads into new geographies.

GLOBAL REACH

USA MARKET

- Opened a new office in the USA.
- Opened opportunities with leading publishers like **Random House, Scholastic, Wolters Kluwer, Pearson, Oxford University Press**, etc.
- Strategic tie-up being planned for a print facility in the USA.

UK / EU MARKET

- New opportunities opened up at the **London Book Fair**
- Forayed into new geographies – **Belgium, Germany & Netherlands**
- Added new clients – *Sanoma WSOY, Infinitas Learning, Flametree Publishing & Nelson Thornes*

AFRICA MARKET

- A strong presence in over **10 countries** across Africa, which include **Nigeria, Ghana, South Africa**, etc.
- A client base of the **top 20 African publishers** like **Maskewmiller Longman, Heinemann, Evans, Educational Book Publisher, Ben & Co.**, etc.
- Printed & supplied millions of books across African countries and worked on **World Bank funded projects**

new markets



- Canada • USA • Mexico • UK • France • Belgium • Germany • Italy • Spain • East Coast of Africa
- West Coast of Africa • South Coast of Africa • Dubai • Pakistan • India • Sri Lanka • Australia • Russia

GLOBAL REACH

With a focussed strategy towards expanding geographies, today we have footprints in several countries, with a client base that includes the world's leading publishers.

