

THE YEAR OF

expansion

reach

capabilities

solutions

infrastructure

visitors

financials

# THE YEAR OF exp

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# ansion

The information age has truly arrived. Mobile phones. Internet. Satellite communication. Television. The last decade has, arguably, seen more changes than the last entire century. And with this change has come opportunity – the opportunity to participate in the new world, where information availability and knowledge dissemination is the very basis of life.

Responding to this change, and gearing for the future, we at Repro have expanded our vision. From delivering services to delivering solutions. From the print world, to the digital-world.

The world is looking to India to provide services and solutions in an increasingly demanding and discerning environment. As pioneers in the communications industry, we recognise that knowledge and content are the key drivers for the future. And in response to this, we have expanded our capabilities to provide to our customers solutions, to their requirements. By investing in technologies. By re-skilling our people. By expanding our capacities. By preparing for the future. So that we are ready for the opportunities tomorrow brings and can share the benefits of these to our stakeholders.

**30%** growth in revenue

**30%** growth in PAT

**100%** increase in Dividend from  
**30% to 60%** *(Proposed)*

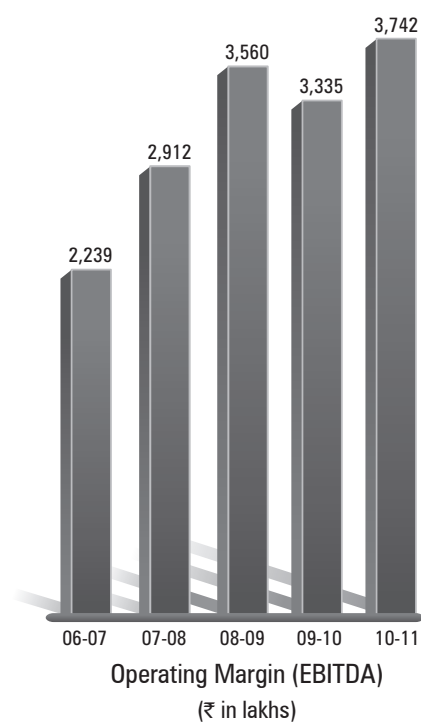
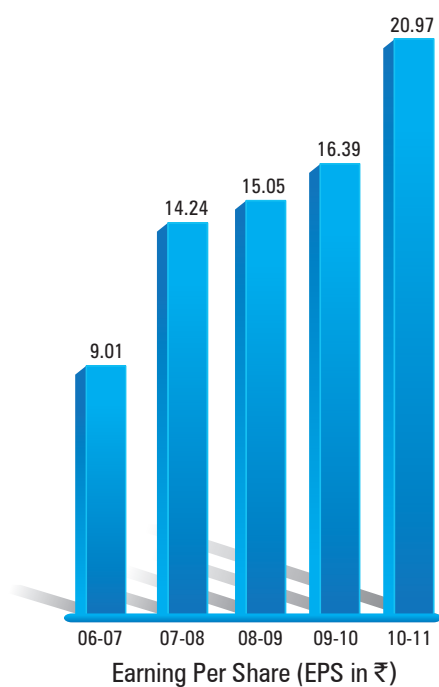
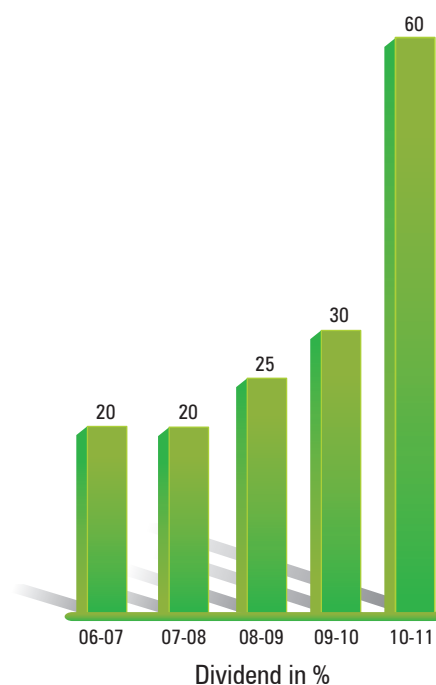
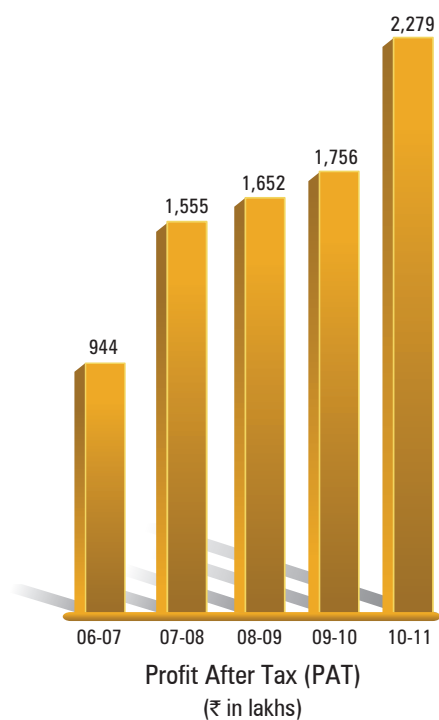
Increase in EPS from ₹ **16** to ₹ **21**

A Cash Balance of ₹ **50** cr

Expected capacity growth of over  
**100%** in 2011-12 at the Surat facility

**CAPEXIL AWARD** 4<sup>th</sup> time in a row

## FINANCIAL HIGHLIGHTS



VISION

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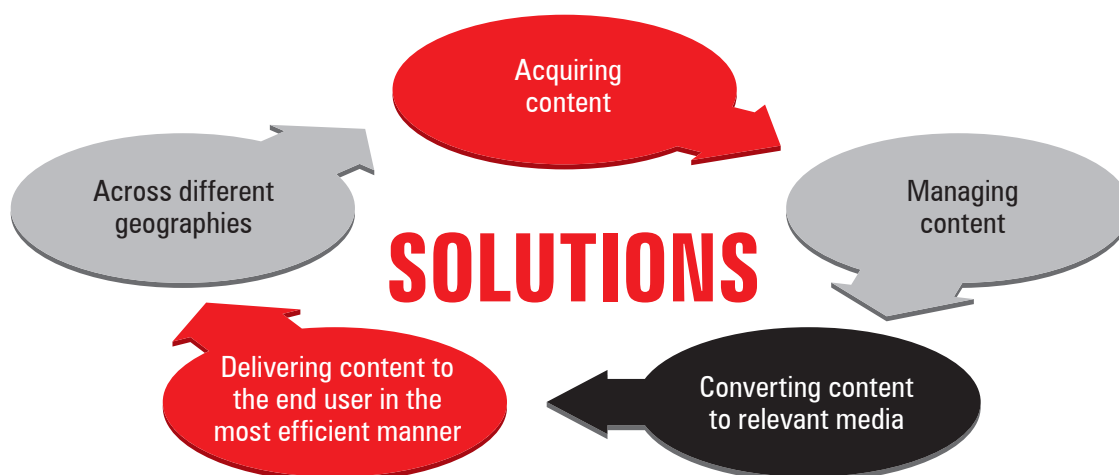
capabilities

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## EXPANDING THE VISION

The future is upon us and needs of our customers everywhere across the globe are changing. In keeping with this change, we have committed ourselves to ensuring that we have a solution for their every requirement. And to this end, we have developed a model that expands the scope of our solutions across media and across geographies. Our vision today is that of a partnership with our customers.

We will **MANAGE** your **CONTENT** to  
 give you a **ZERO INVENTORY** solution  
 by **PRINTING & DELIVERING** Books to  
 fulfill your clients' requirements  
 Wherever  
 Whenever  
 from **ONE TO A MILLION** Copies



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## EXPANDING SOLUTIONS

There's a thin line between delivering a product and delivering a solution. At Repro, we have crossed that line and believe strongly in giving clients solutions to their specific requirement. Today the world is looking more and more at India for its outsourcing needs, and what it needs are solutions to an increasingly diverse and complex business requirement that changes from country to country, and from industry to industry.

Keeping the changing needs of publishers and corporates in mind, **our key edge at Repro remains a 'solutions' approach to our business.** As an intrinsic part of our clients' business processes, we have a deep understanding of what they require. And this understanding has enabled us to customise solutions to varying client requirements across geographies.

Right from putting into place on-site solutions with digital delivery mechanisms, to connecting publishers with distribution channels that help them open new markets, to helping customers enter the digital space with comprehensive digital solutions – we have worked in close collaboration with clients to help them meet their end business objectives.

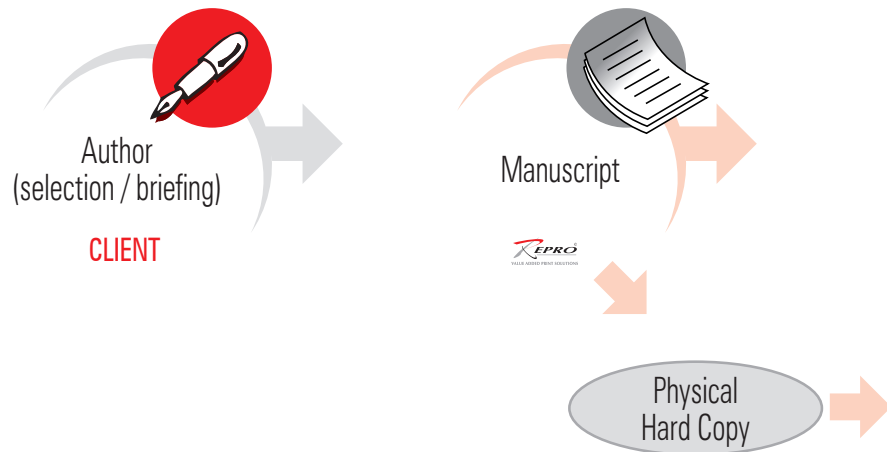
This approach has found manifestation in various value additions to our clients' businesses including integration into clients' systems, predictability and scalability, and end-to-end unified process – from marketing to store-front to fulfillment and logistics and customer service, IPR protection, an optimised print cycle, and complete fulfillment and distribution.



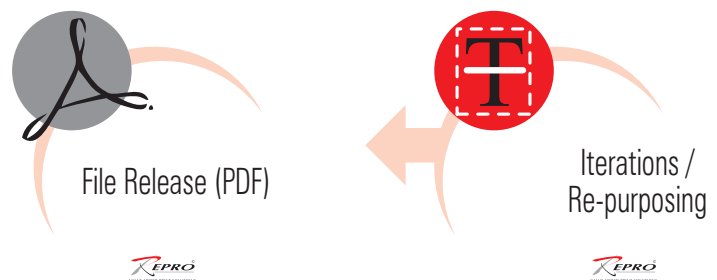
## EXPANDING SOLUTIONS

In keeping with our vision of building a model of partnership with our customers, we have engaged in a collaborative process to enable our customers to carry out their business with ease. Our value additions allow them to focus on their core competency, while we provide solutions for the rest.

### PUBLISHING LIST



### BOOK CONTENT MANAGEMENT



### PRODUCTION AND DELIVERY

