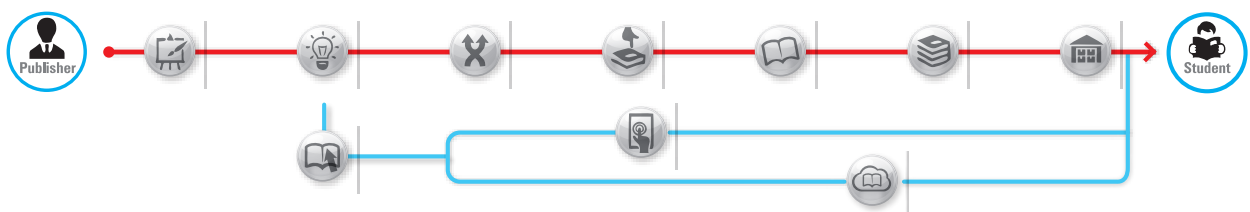


# Transforming Education



*The future is here!*



# Contents

---

02	A Global Revolution in Education	35	Report on Corporate Governance
04	Repro – Tapping the Vast Education Opportunity	45	Management Discussion & Analysis Report
06	Repro - Helping Enhance the Learning Experience	49	Auditors' Report
08	The Global Digital Revolution in Education	52	Balance Sheet
10	Rapples - A Revolutionary Digital Solution	53	Profit and Loss Account
12	An Enhanced Learning Experience	54	Cash Flow Statement
14	Repro - Addressing Market Needs across India	56	Notes to Financial Statements
16	In Tandem With Education Needs in Africa	85	Auditors' Report (Consolidated)
18	Meeting Needs Across Segments	86	Consolidated Balance Sheet
20	Investing in Technology	87	Consolidated Profit and Loss Account
22	Board of Directors	88	Consolidated Cash Flow Statement
24	Chairman's Statement	90	Notes to Consolidated Financial Statements
26	Performance Highlights		
27	Financial Highlights		
29	Directors' Report		





---

**O**ne click at a time, the world around us is changing. The way we communicate, the way we teach, the way we learn and even the way we live. Digital technology has changed life like never before. And to adapt to this, we must be agile and ready to transform.

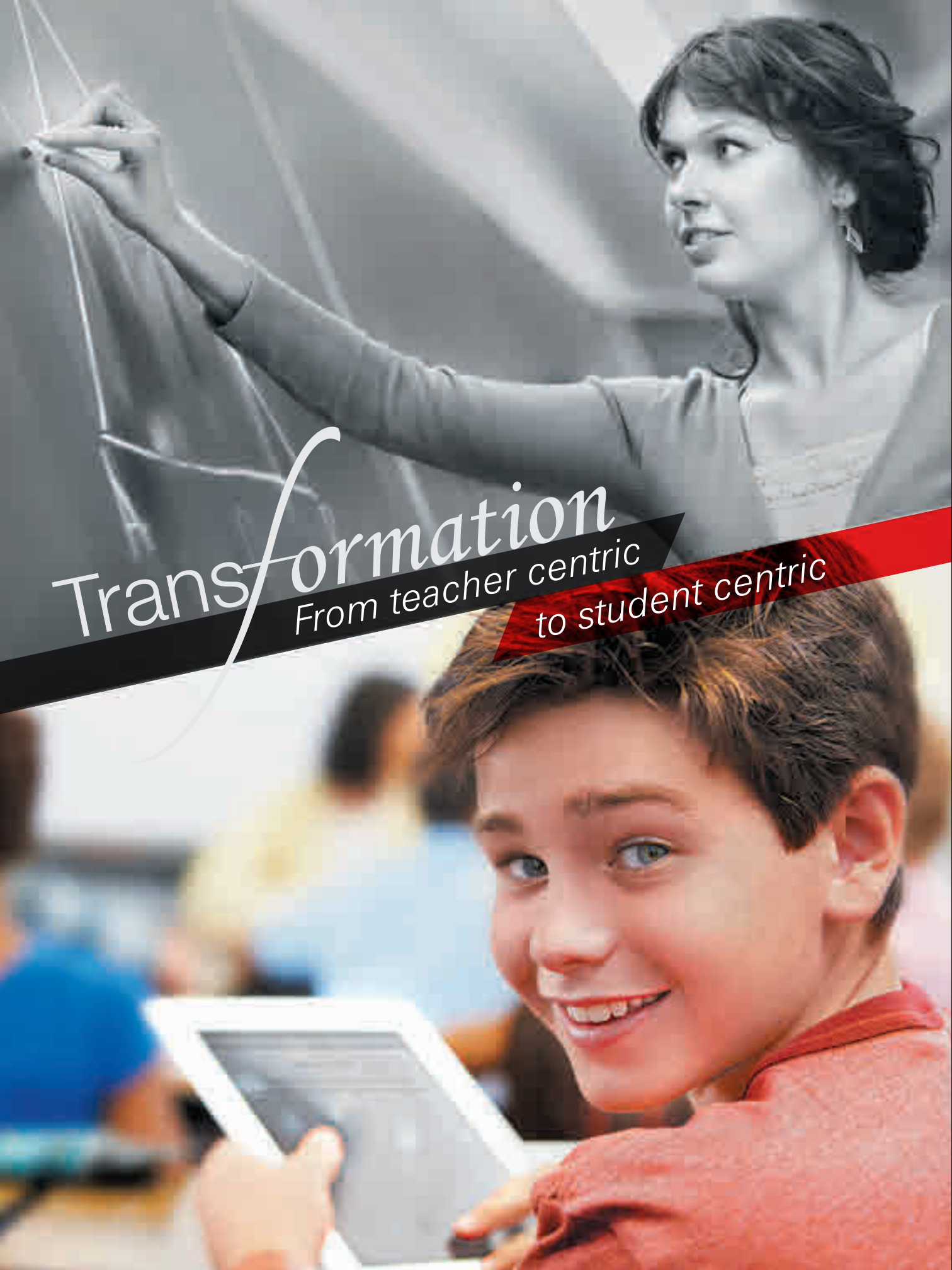
At Repro, we have been driven by the idea of harnessing the power of technology to level the education playing field, and make enhanced education opportunities available to every child, everywhere. This drive has led us to stay alert to changing requirements in education and develop solutions that bring together digital innovation with learning outcomes. It has also led our growth, helping us transform ourselves to stay ready for whatever the future brings.

We have transformed from service providers to partners; from transactional to relationship based; **from delivery to value addition; and from product to solutions.**

This transformation is what is keeping us alert, agile and growing.

**Because the future we were all waiting for, is here.**

---



# Transformation

From teacher centric

to student centric



## A GLOBAL REVOLUTION IN EDUCATION

One of the main driving forces for every individual, child and parent to do better in life is education. Globally, education has proved to be not only recession proof, but also one of the most important areas of focus for governments across the world. This is the area that we have focused on as we see the growth of education as the only way to impact and transform lives globally.



There are  
**1.4bn**  
students across  
the world.

(Source: <http://www.edudemic.com>)



The number of students around the globe enrolled in higher education is forecast to more than **double to 262mn by 2025.**

(Source: <http://www.universityworldnews.com>)



The global value of the **consumer and educational book sectors** combined will grow from **US\$101.6bn in 2012 to US\$104.3bn in 2017**, a CAGR of 1%.

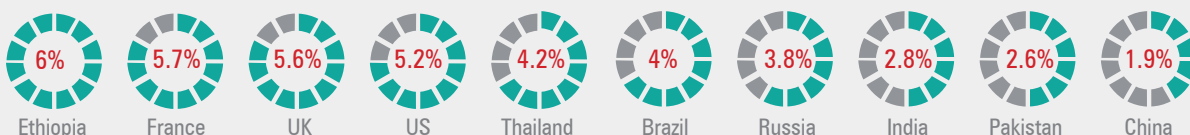
(Source: <http://www.firstnews.com>)

In developing, low-income countries, every additional year of **education can increase a person's future income** by an average of **10%.**

(Source: <https://www.dosomething.org>)



### Education spend as approximate percentage of GDP



(Source: CIA Factbook)





# Transformation

From delivering education

to enhancing education



## REPRO – TAPPING THE VAST EDUCATION OPPORTUNITY

At Repro, education defines our drive to be a total solutions provider for educational publishers across India, Africa, UK and USA. Our vision is to **provide quality educational material** for our customers' end users, i.e., students.

Our vision is fueled by the enormous need for education across the world. Converting this need into an opportunity while also achieving social objectives of empowering through education remains our focus.



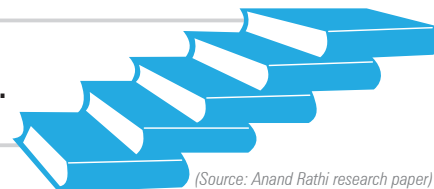
At US\$600bn, India's education sector is bigger than that of the US.

(Source: Anand Rathi research paper)

India's yearly growth in education spend, at **15%**, is one of the fastest in the world.

(Source: Anand Rathi research paper)

Education spend in India is the **9<sup>th</sup>** highest globally.



(Source: Anand Rathi research paper)



In emerging markets, **India** and **Africa** present significant potential. More than **50%** of India's current population is below the age of **25**. The student population in Africa is approximately 660mn.

(Source: <https://www.allianz.com>, <http://www.indiaonlinepages.com>)

A sharply rising **household spend** – at **17%** annually since '05 and **19%** expected in the next three years - is driving the demand for private education in India.

(Source: Anand Rathi research paper)



The current size of the private coaching industry in India is about **US\$23.7bn** and likely to touch **US\$40bn** by 2015.

(Source: <http://timesofindia.indiatimes.com>)



Private education revenue in India is growing at **19%** to touch US\$45bn by 2015.

(Source: Anand Rathi research paper)



The image is a composite graphic. The top half features an open book with its pages fanned out, set against a background of soft, out-of-focus clouds. A large, elegant white script line starts from the left, underlining the word 'Transformation'. The bottom half of the image shows a hand holding a tablet. The tablet screen is filled with various glowing, colorful business and technology icons, including a bar chart, a pie chart, a magnifying glass over a dollar sign, a smartphone, a calendar, an '@' symbol, a briefcase, and a Euro symbol. The background of the bottom half is a warm, blurred gradient of orange and red.

# Transformation

*From traditional methodologies*

*to new - age solutions*

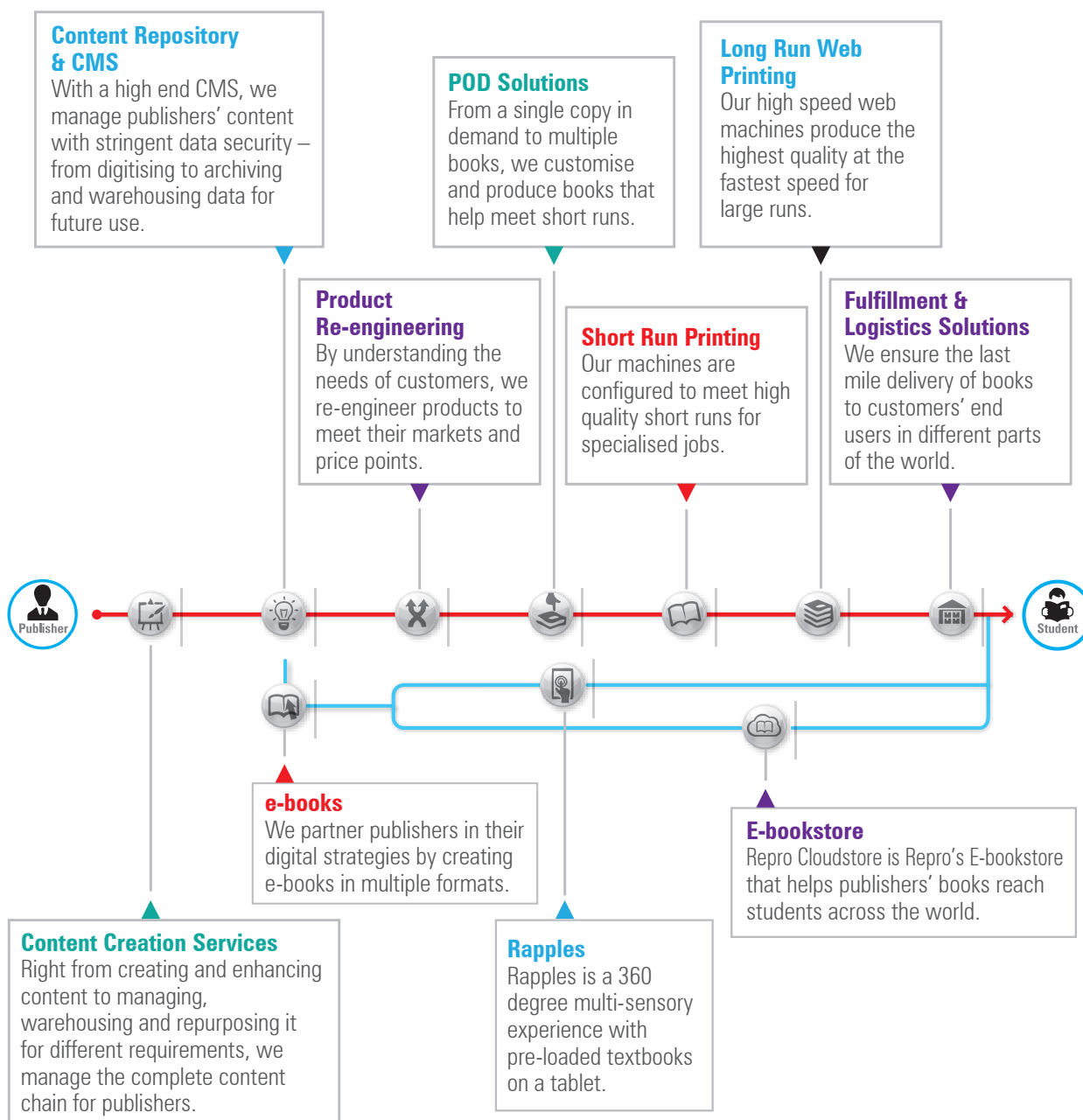




## REPRO - HELPING ENHANCE THE LEARNING EXPERIENCE

For the last several years, we have been focused on building and fine-tuning our products and services to meet educational publishing needs. Today, we provide a **360 degree solution to publishers**, meeting all their needs – from the concept of a book to last mile delivery.

### Repro's Education Value Chain





# Transformation

From learning tools

to learning outcomes

