August 04, 2026

To,
BSE Limited,
P. J. Towers,
Dalal Street,
Mumbai – 400001
Scrip Code: 532687

To,
National Stock Exchange of India Ltd.,
Exchange Plaza,
Bandra Kurla Complex,Bandra East,
Mumbai – 400051
Symbol: REPRO

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed copy of Analyst/Investor Presentation on the Financial Results of the Company for the quarter ended June 30, 2026.

The Investor Presentation is also available on the website of the Company at www.reproindialtd.com.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Repro India Limited**

Almina Banu Abubakar Shaikh

Digitally signed by Almina Banu Abubakar Shaikh
DN: c=IN, o=Personal, postalCode=400060, st=Maharashtra, serialNumber=f3a5d0f483ef040c4e719eceec2b52d2b5fc32235decafc482d537f960ef145a, cn=Almina Banu Abubakar Shaikh
Date: 2026.08.04 14:08:18 +05'30'

Almina Shaikh
Company Secretary & Compliance Officer

Encl: As above

Corporate & Reg. Office: 11th Floor, Sun Paradise Business Plaza, 'B' Wing, Senapati Bapat Marg, Lower Parel, Mumbai – 400 013, India. Phone: 022-71914000 Fax: 022-71914001
Email: investor@reproindialtd.com Website: www.reproindialtd.com
CIN: L22200MH1993PLC071431

BOOKS ON DEMAND ANYTIME, ANYWHERE

FY2027 – Q1 : Performance Highlights

Highlights: Q1 FY27…

- **Consolidated Q1 FY27 Revenue** @ **~ Rs 141** cr has grown by **20 %** YoY and is the highest quarterly revenue the company has reported in their history.

- The revenue is marginally higher than Q4 FY26 and Q2 is expected to be higher than Q1 FY27, showcasing the shift to non cyclical nature of revenue which was the case historically.

- **Digital Biz vertical grew by** ~ 11% YoY with quarterly revenue of **Rs 104 cr**.

- Within Digital Biz, the platform vertical has grown by **~ 24%** YoY to **Rs 74 cr**, reaching an annualized run-rate of Rs 300cr. The revenue in this vertical has grown by **3 x** in 4 years.

- Platform Biz will continue its high growth trajectory due to tech enabled demand generation for Publishers across multiple domestic & international platforms (Amazon, Flipkart, Bookscape, Amazon US & UAE, Noon UAE).

- The Long-run vertical in FY 27 is expected to show double -digit growth from its FY 26 base of **Rs 104 cr**.

- **Company has reported an exceptional gain of ~ Rs 167 cr on account of income received from Mahape land sale and is net of expenses/assets.**

Highlights: Q1 FY27…

BOOKS ON DEMAND ANYTIME, ANYWHERE

- **Gross Margins continue to be stable @ ~ 44.5%** with diversified product offerings to major domestic & international publishers ranging from Print on demand, micro POD facilities, import substitution offerings & integrated print solutions..
- Company has been investing in creating a tech enabled publisher distribution ecosystem for the last 5 years. This has resulted in digital biz revenue growing **6.6 x from ~Rs 60 cr in FY21 to ~ Rs 394 cr in FY26**..
- Going forward, company will expense out all tech related investments rather than capitalizing them
- For the current quarter, company has done **Zero Capex** and **Zero Capitalization** of **intangible assets**.
- **EBITDA post intangible investments is @ Rs 5.3 cr** for the current quarter vs negative **Rs 1.02 cr** for Q1FY26 and **Rs 2.55 cr** in Q4FY26.
- **With the above initiatives the company is debt free with cash surplus of Rs 70 cr.**
- Capex guidance for FY 27 is Rs 10-15 cr
- Digital Books per day **@ 43636** : YoY growth **@ 3%** Publishers Onboarded **851**: YoY growth @ **17%**, Direct content in repository touch **1.22** million books: YoY growth **@ 21%.**

REPRO BOOKS

Books on Demand • Anytime • Anywhere

TECH PLATFORM FOR CONTENT AGGREGATION TO BOOK DISTRIBUTION

1000 Publishers +

1Million + Titles

8 Mil Titles Approx. INGRAM

CONTENT AGGREGATION

State of the Art Facilities at Mumbai and Delhi

50,000 books per day

Wide Range of Spec-Options

Single color, Mix color, full color, Automated Hard Case (Flat and Round) and many other formats

Bookscape

10 Million + Orders fulfilled in our Digital business in last FY

OUR PARTNERS

- arihant — SUCCESS AND NOTHING LESS
- MANJUL PUBLISHING HOUSE
- ELSEVIER
- Penguin Random House India
- BLOOMSBURY
- SPRINGER NATURE
- PAN MACMILLAN
- Sage
- OXFORD UNIVERSITY PRESS
- CAMBRIDGE UNIVERSITY PRESS
- Taylor & Francis Group — an informa business

and many more..

OUR JOURNEY

Foundation to Platform

Phase 1
Infrastructure

- Scalable, nationwide print-on-demand infrastructure
- System-led publisher onboarding and content integration

Phase 2
Distribution Leadership

- Top-tier strategic partner for Amazon & Flipkart
- Category leadership with sustained market share gains
- Marketplace-optimized pricing, logistics, and visibility systems

Phase 3
Platform (Current)

- Integrated end-to-end platform architecture
- Centralized data intelligence and AI-led decision systems
- Multi-channel monetization across B2B, D2C, and International markets

TECHNOLOGY

Technology is our primary growth lever for market leadership

INTELLIGENT INGESTION

- AI-assisted metadata normalization
- Auto-quality scoring
- Zero-friction onboarding

AUTONOMOUS PRICING ENGINE

- Real-time margin optimization
- Competitive response systems
- Automated Dynamic Pricing

MARKETPLACE INTELLIGENCE

- Buy-box Intelligence
- Demand forecasting
- Competition Intelligence

SPEED

- Utilizing delivery data for Micro-pod placement and minimizing “Last-Mile" distance through order-pattern analysis.

REPRO BOOKS

TWO GROWTH LEVERS

INCREASING THE NUMBER OF CHANNELS

TRANSFORMING THE SUPPLY CHAIN USING TECHNOLOGY

CHANNELS

- **Leveraging RBL's Unique Offerings:** We have devised strategic partnerships with both Amazon and Flipkart

- **Collaboration with Amazon**: As the second-largest bookseller on Amazon, we closely collaborate with the platform sharing extensive data on publishers, titles, and growth levers to enhance visibility.

- **Leadership on Flipkart**: As the largest bookseller on Flipkart, RBL has successfully partnered with both publishers and Flipkart, ensuring growth and profitability for all parties involved.

Bookscape

- Repro, with over four decades of rich industry experience, created Bookscape to address the major challenges faced by publishers and readers.

- Bookscape's unique properties help publishers offer **genuine books**, addressing a significant issue that often leads to negative reviews and revenue loss. For readers, it offers a **vast and varied catalog**, allowing them to choose the best titles.

- With advanced machine learning and AI capabilities, Bookscape **curates personalized title recommendations** for readers, similar to how Netflix and Spotify recommend content.

- **Strategic International Partnerships:** We have successfully onboarded two major global channels; Amazon US and Ingram Global Distribution Program.

- **Increasing Global Demand:** There is a rising global demand for Indian publishers, regional content, test preparation materials, and academic content, particularly in the GCC region.

- **Indian Diaspora Leverage:** With the largest Indian diaspora worldwide, Repro has a unique advantage. We have already collaborated with over 600 leading Indian publishers, positioning us to effectively cater to this demand.

"We plan to open up to 10 channels of sales by the coming year"

IN PIPELINE:

1. AMAZON UAE
2. CPI X GARDNERS
3. Bookvault x Paperback Shop
4. Walmart US/Canada

SUPPLYCHAIN EFFICIENCY THROUGH TECH

POINT OF CONSUMPTION

Staying close to the point of consumption enables us to efficiently meet customer demands, ensuring quicker delivery and improved satisfaction.

REDUCE SLA:

- Minimizes shipping and delivery times, ensuring faster fulfillment of orders.
- Enhances customer satisfaction by meeting and exceeding expected delivery times.

REDUCE LOGISTICS COST:

- Cuts down on transportation expenses by shortening the distance between warehouses and customers.
- Lowers overall operational costs, leading to better pricing strategies.

GET BUYBOXES:

- Increases the likelihood of winning the Buy Box on all channels (function of SLA and selling price).
- Boosts visibility and sales by offering competitive pricing and fast delivery.

WAREHOUSE INTEGRATION

- A new project focused on optimizing supply chain operations through advanced technology.
- Utilizing technology to seamlessly connect to publisher warehouses, transforming them into strategic points of sale.
- These connected warehouses function as darkstores, allowing us to fulfill orders directly without owning any physical inventory.
- By leveraging publisher warehouses, we eliminate the need for owning inventory, reducing costs and risks.
- This integration enables faster and more efficient order processing, improving customer satisfaction and operational agility.
- Expanding our sales network without the overhead of traditional inventory management, driving growth and market reach.

MICRO POD

- Establishing MINI POD facilities across India improves our ability to serve regional markets efficiently.
- The first MINI POD facility in Bangalore will help us effectively serve the South India market.
- MINI POD facilities can also be used as warehouses for physical inventory storage, providing greater flexibility in stock management.
- By positioning MINI POD facilities strategically, we can significantly reduce lead times for high-demand regions.
- These facilities allow for better demand forecasting and inventory planning by being closer to local markets.

The Repro Solution

Repro Business Vertical Overview

Repro has structured the business into separate verticals with clear strategies of their own

Repro India Ltd (RIL)

Long Run Print Services

- High volume printing for top publishers in the K-12 segment (E.g. Cambridge/ Pearson/ Oxford/Macmillan)

Digital Print Services

- Print on Demand and Just in time inventory replenishment for demand generated by domestic publishers
- Eliminating the need for International publishers to import high priced books into India by printing and supplying to their channels in India on demand ***(Import Substitution)***
- Print Revenue from books sold on Online Marketplaces by RBL

Repro Books Ltd (RBL)

Books on Demand • Anytime • Anywhere

Online Marketplaces

Distribution via Amazon, Flipkart,.

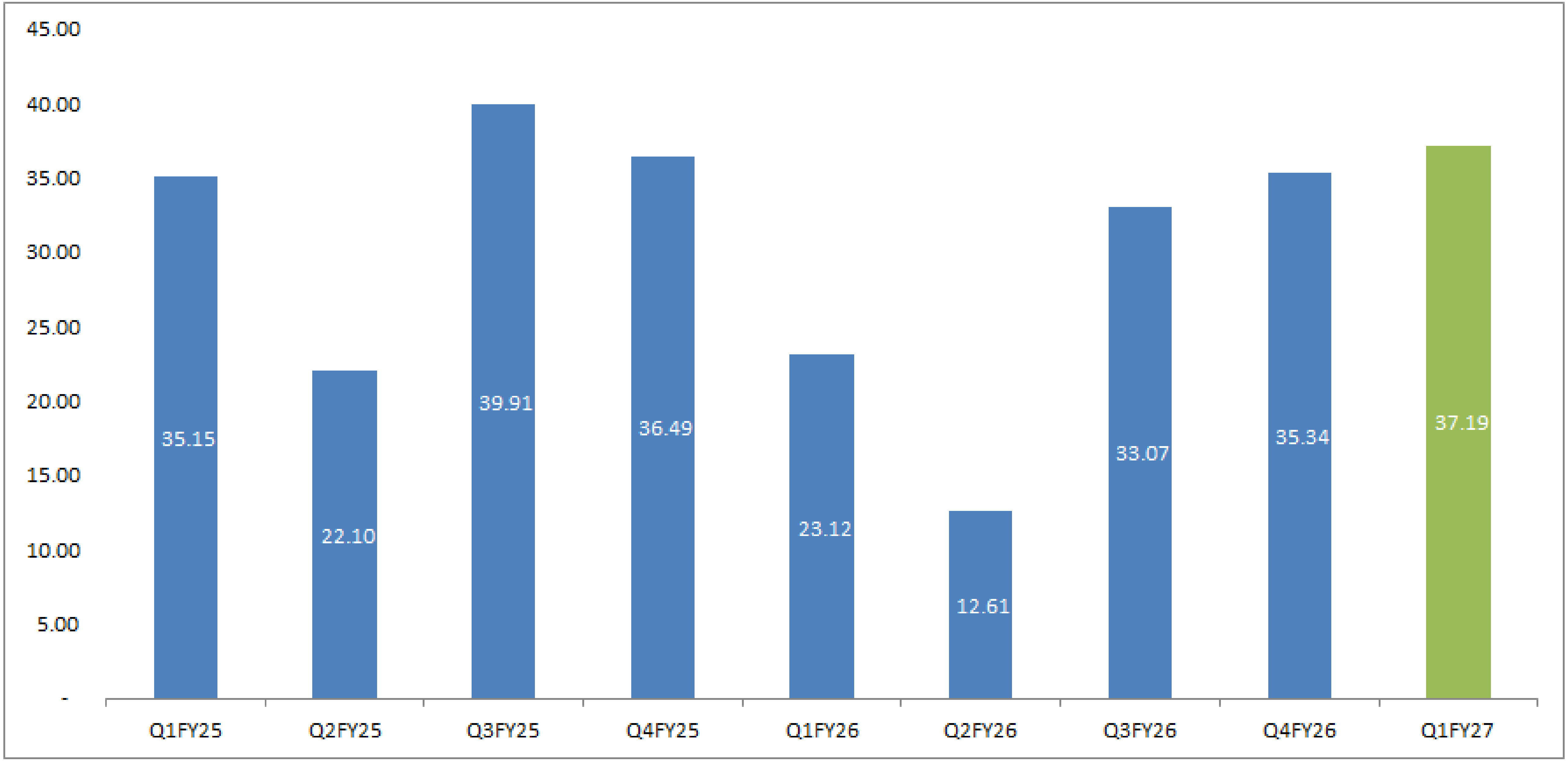
Global Distribution

Distribution via global e-com & offline channels (Amazon US & UAE, Noon, Ingram)

eBooks

Distribution for eBook platforms

Long run print services –



Digital Business (Digital Print Services+ Platform)

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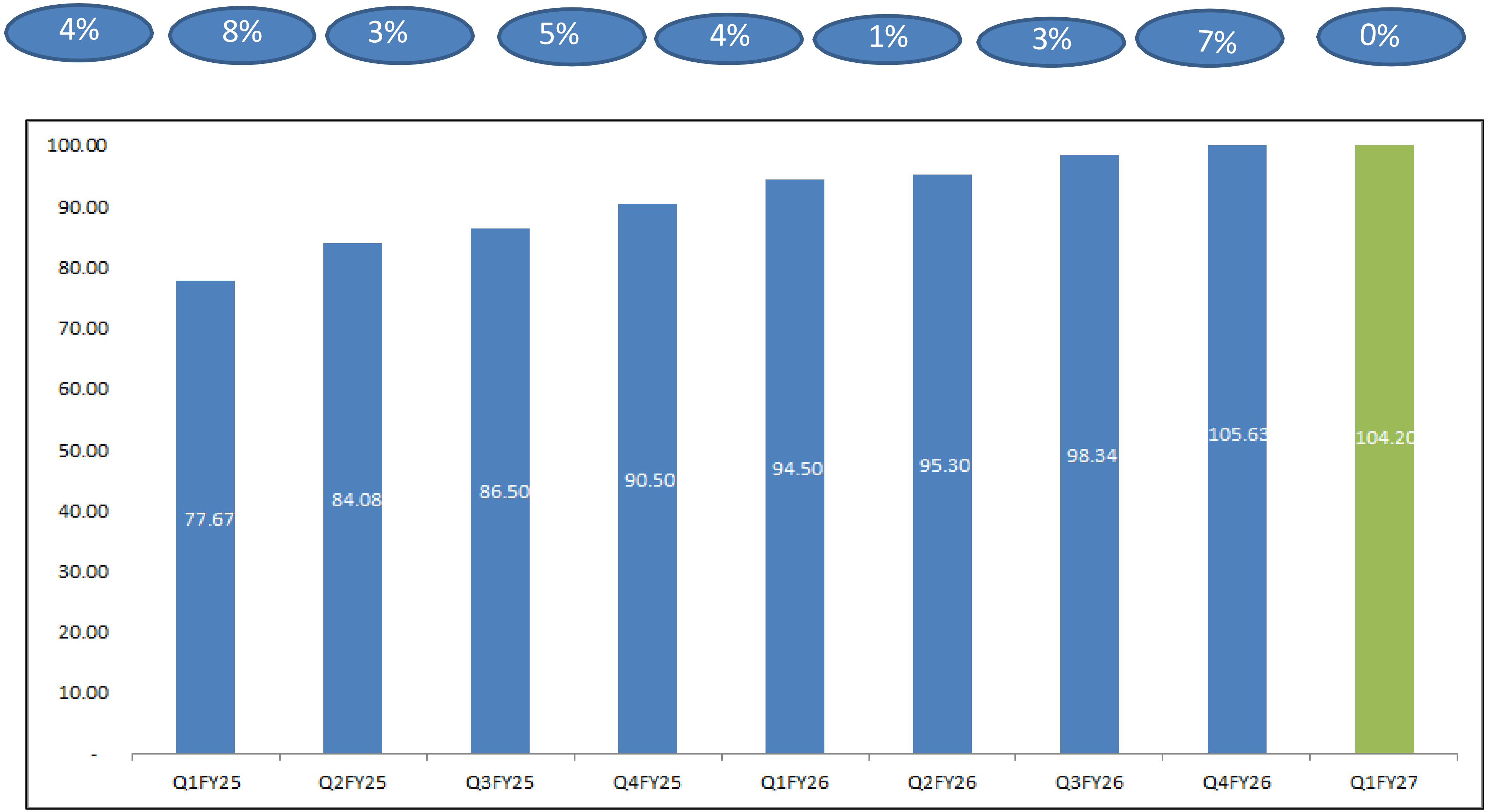
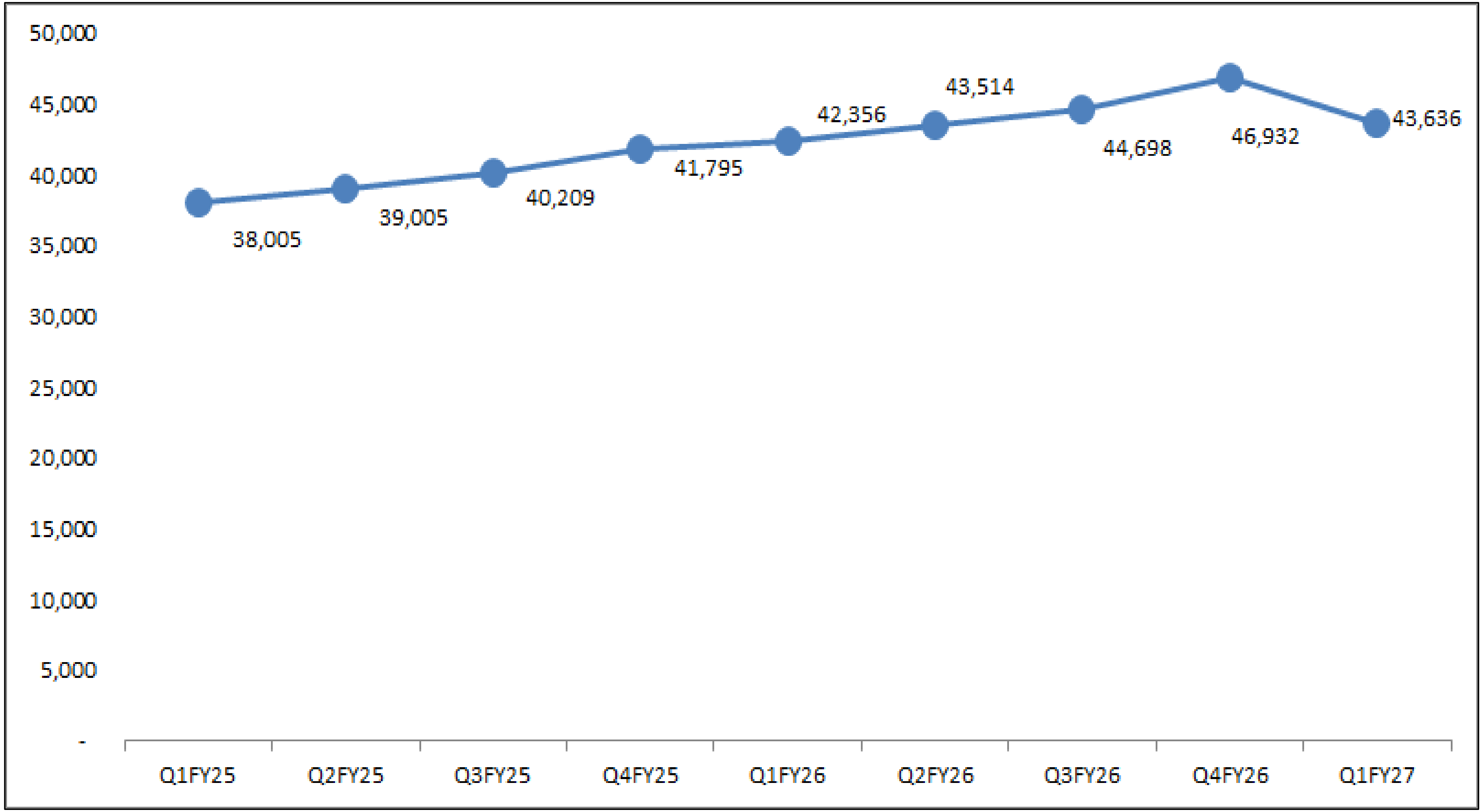
Revenue growth:
QoQ growth % →



Number of books/day – Last 9 Quarters – Digital Business

BOOKS ON DEMAND ANYTIME, ANYWHERE

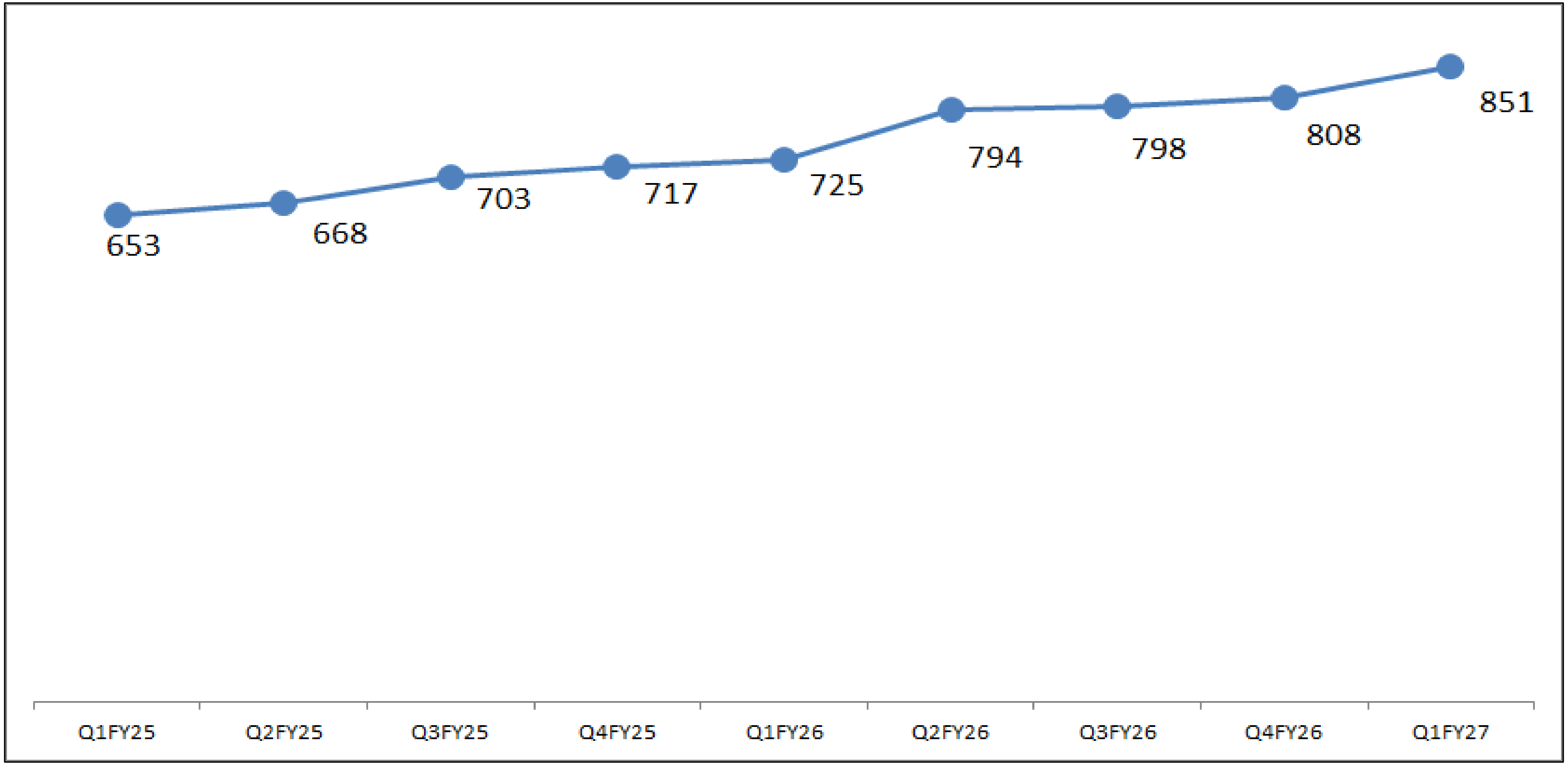
YoY growth @ 3%



Digital Business -- Number of Direct Publishers

Focus on acquiring relevant publishers and monetizing the existing catalogue. Key segments to focus on Academic, MNC Publishers, Domestic Trade & Journals, Import Substitution from International Publishers..

# of Direct Publishers

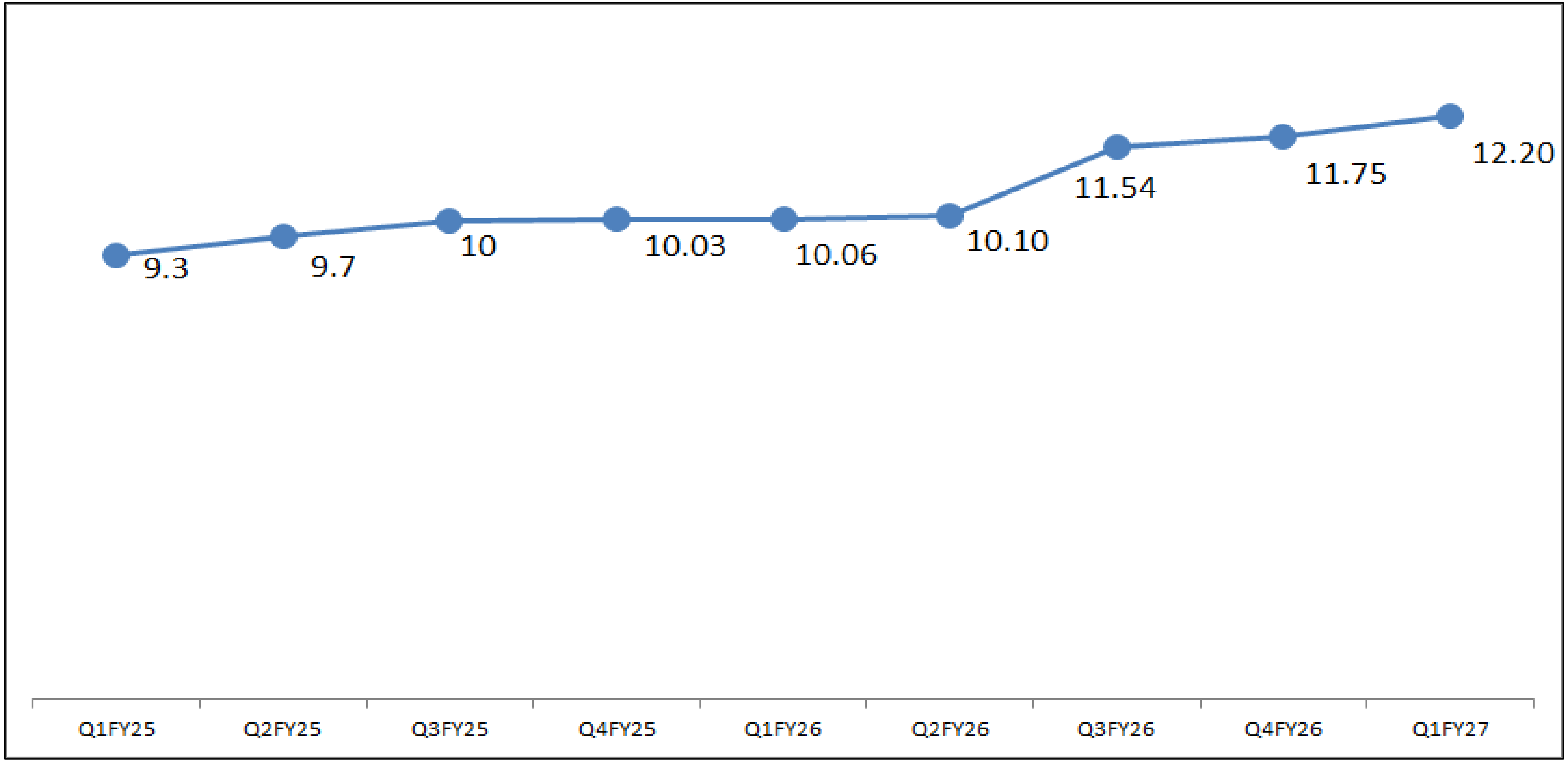


Potential market of ~ 5000 Publishers identified

Digital Business – Direct content in our repository

Focus would continue on monetization of existing catalogue vs catalogue additions from existing publishers

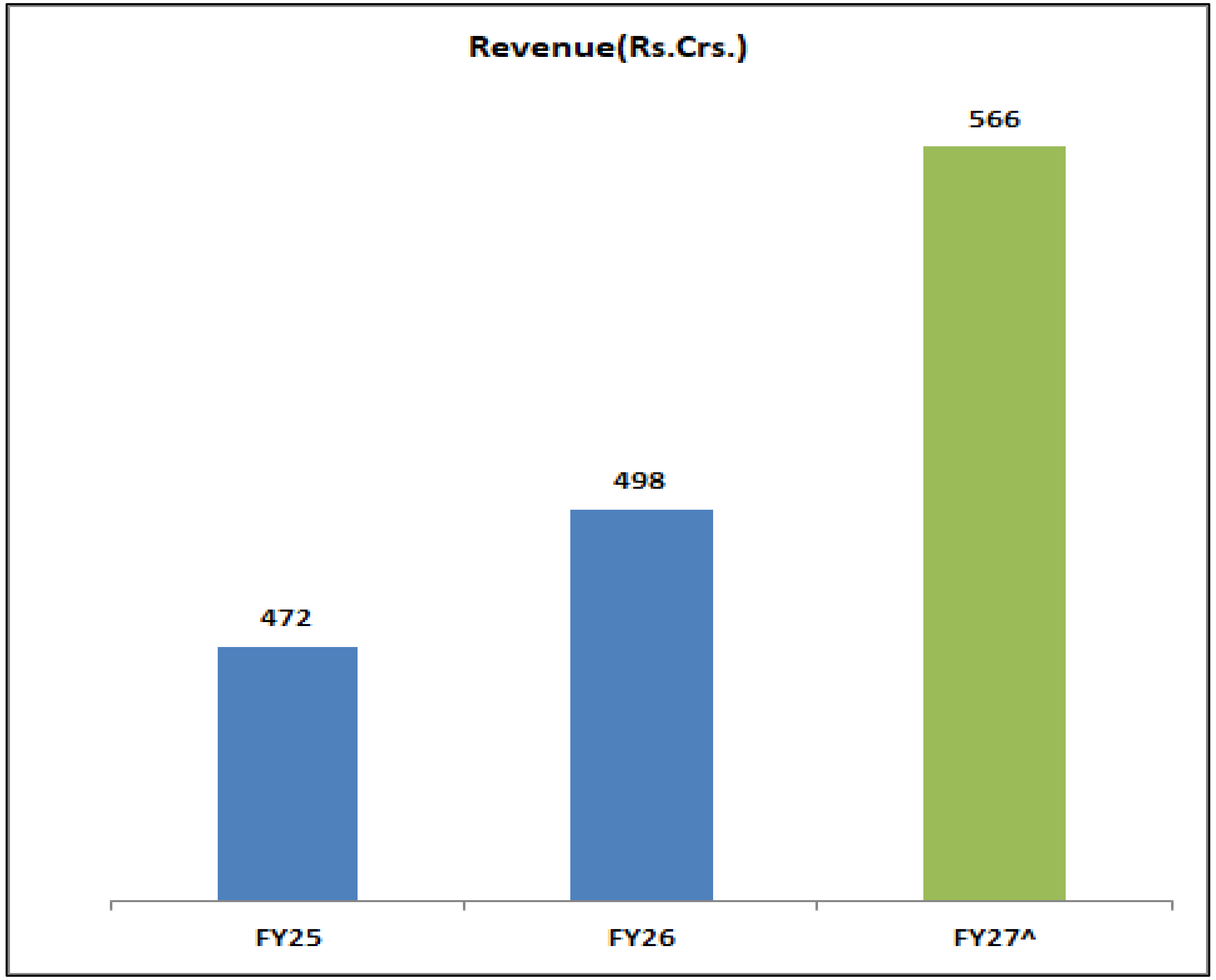
Direct Content
(# titles in Lakhs)



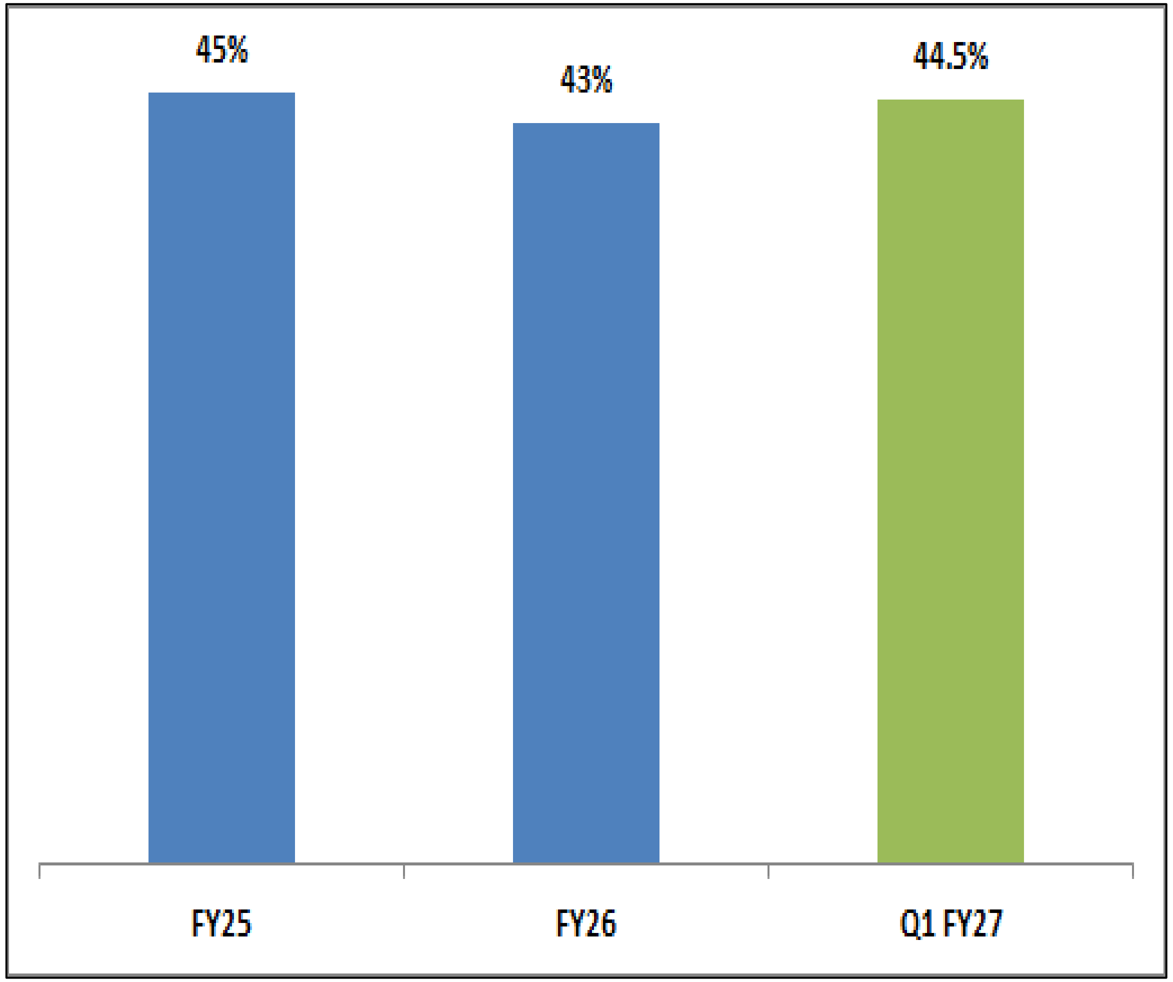
Additional 8 mn titles via the exclusive partnership with Ingram Content Group

Snapshot of – Q1 FY27

Q1 Annualized: Company on track to achieve highest annual revenue in FY 27.



Gross profit margins in stable range due to diversified product offerings across different geographies



Snapshot of Q1 FY27

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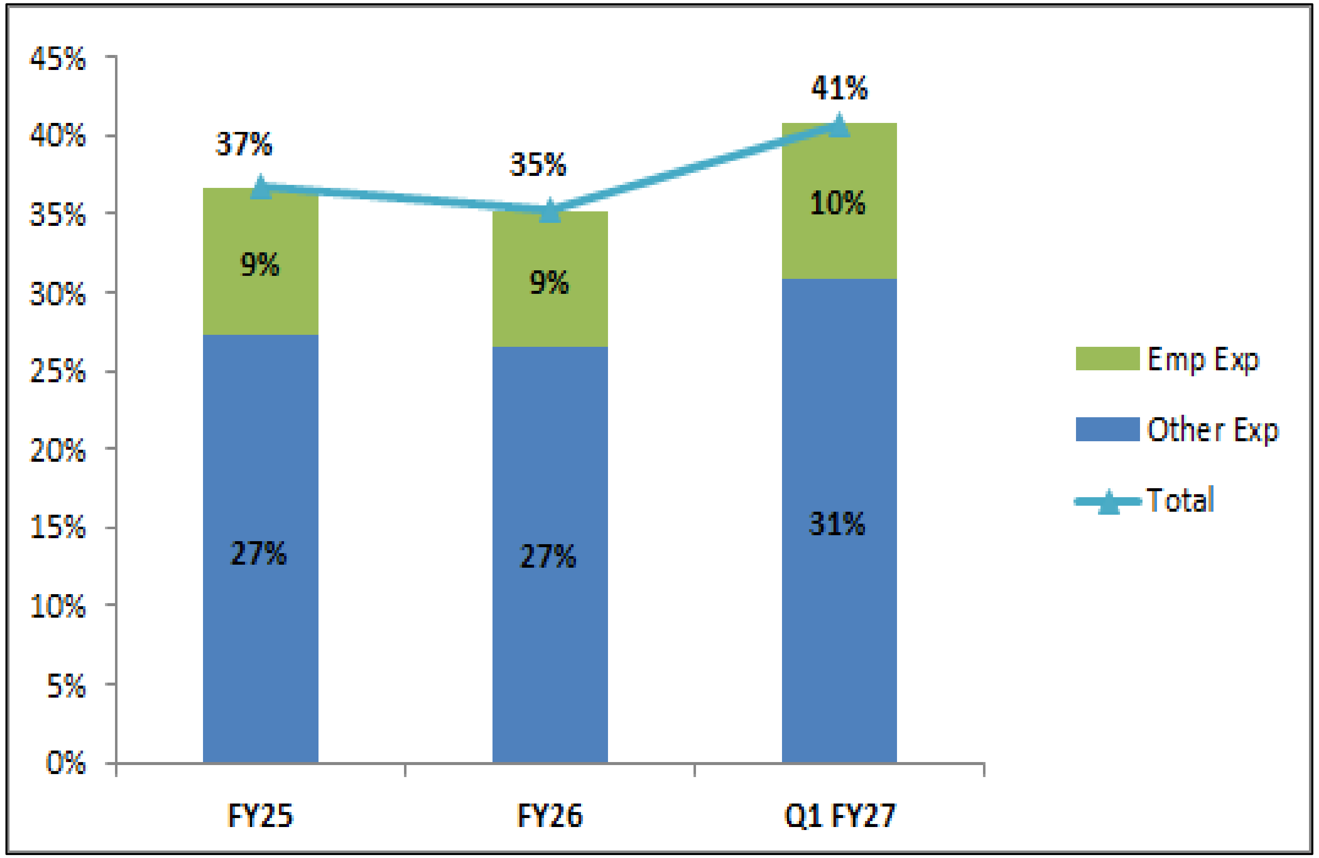
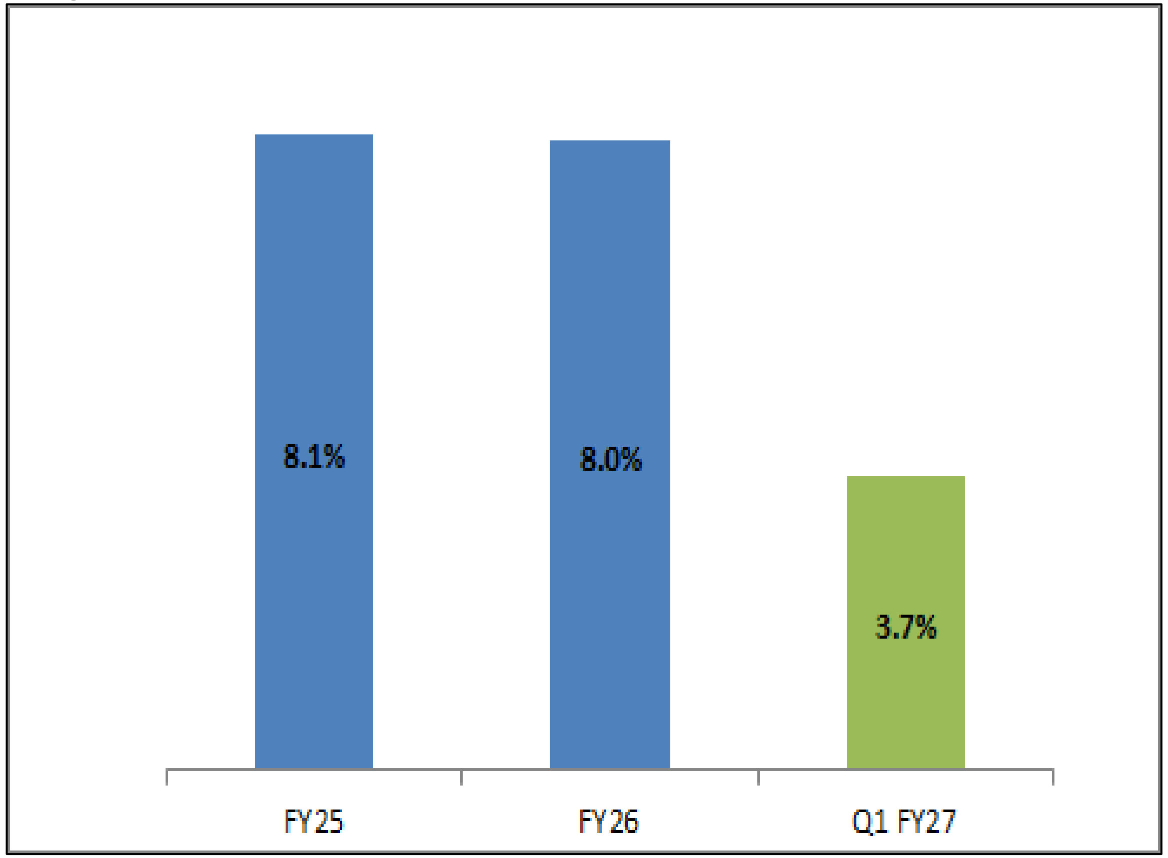
Operating Expenses as % of sales in control: Intangible development part of operating expense in Q1



EBITDA Margin Trends: Intangible development part of operating expenses in Q1. Apple to Apple margins have improved



Q1 FY27- Financials Consolidated

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Rs. In lacs

Particulars	Unaudited Quarter Ended 30-06-2026	Audited Quarter Ended 31-03-2026	Unaudited Quarter Ended 30-06-2025	Audited Year Ended 31-03-2026
Revenue from operations	13,991	13,947	11,647	49,398
Other income	148	150	114	392
Total Income	14,139	14,097	11,761	49,790
Expenditure				
Cost of Materials consumed	8,034	8,722	7,346	29,965
Changes in inventories of finished goods,work-in-progress &stock-in-trade	(181)	(869)	(645)	(1,714)
Employee benefits expense	1,391	1,110	1,038	4,325
Other expenses	4,365	3,859	3,217	13,208
Total Expenditure	13,609	12,822	10,956	45,784
Gross Profit Before Interest,Depreciation and Tax(PBDIT)	530	1,275	805	4,006
Depreciation	880	912	841	3,353
Interest	376	265	209	922
Profit Before Exceptional tax	(726)	97	(245)	(270)
Exceptional items	(16,729)	41	-	1,846
Profit Before tax	16,003	56	(245)	(2,116)
Tax Expenses	3,147	1,183	28	1,215
Net profit after all taxes	12,856	(1,126)	(273)	(3,330)
Other comprehensive income (net of tax)	5	57	(16)	17
Total comprehensive income	12,861	(1,070)	(289)	(3,314)

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The Indian Book Market & Repro Opportunity

The Traditional Publishing Model

Growth is stunted due to supply chain & working capital inefficiencies

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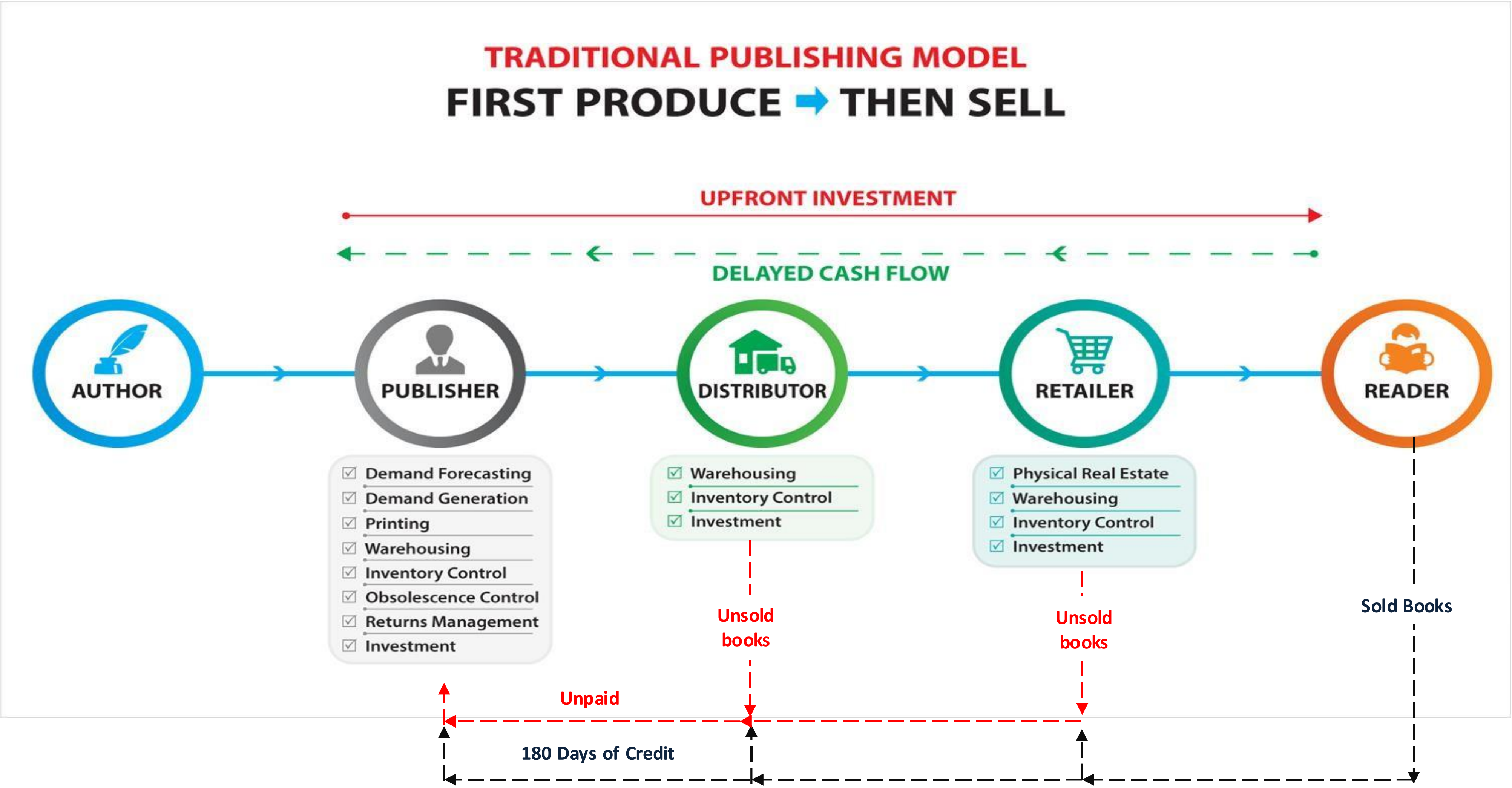


<u>Unsold Books : A Publisher's Liability</u>

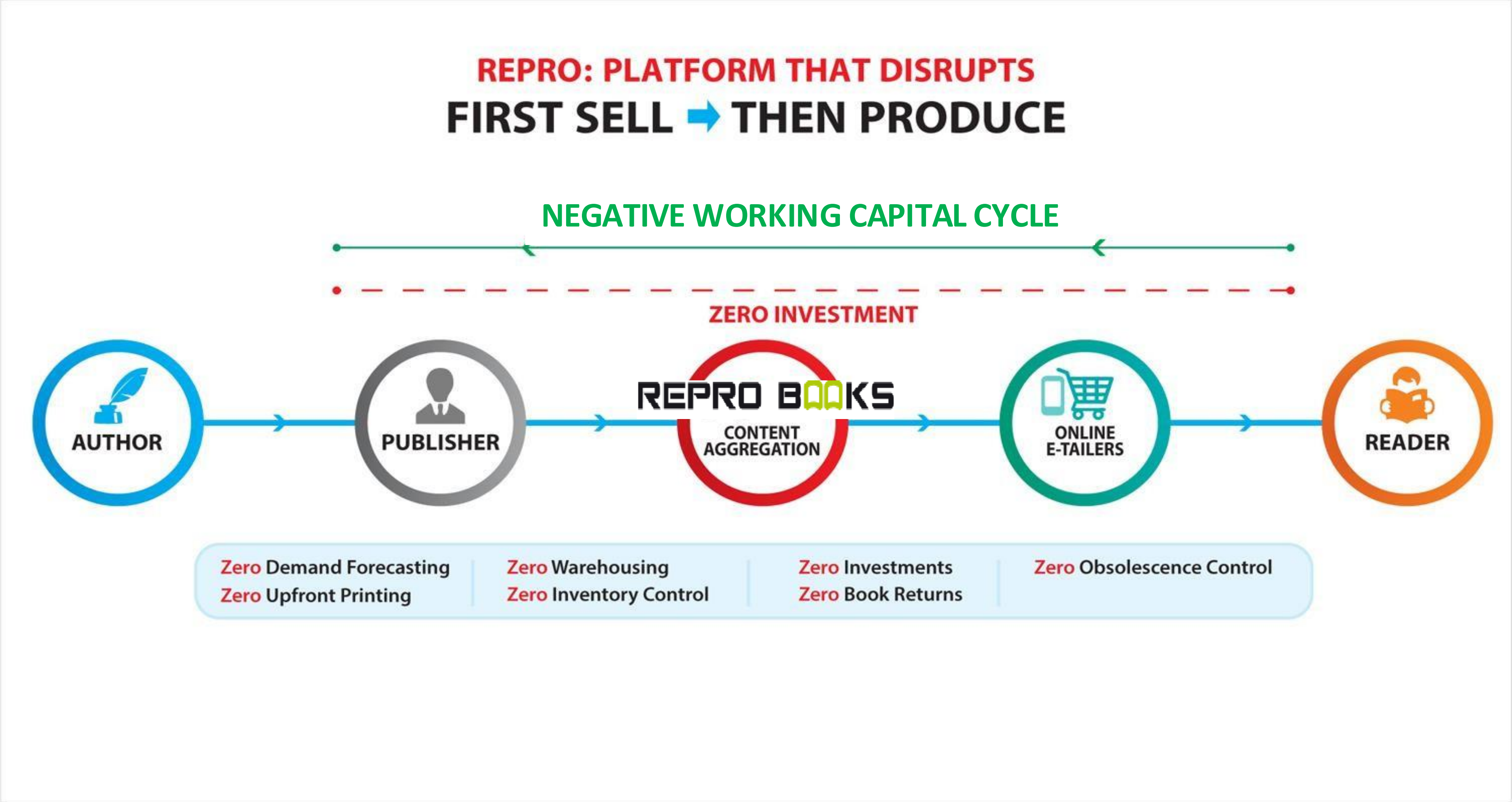
Unpaid by downstream partners, Holding Cost & Risk of becoming Obsolete

<u>Sold Books : Delayed Realization</u>

Huge Credit balance with distributors, 180 days of Credit Terms

The New Publishing Model – RBL Enabled

An efficient supply chain along with levers for market expansion



The Domestic Content Opportunity – Market Expansion

Bringing the dormant content of Indian publishers into active distribution will expand the market

BOOKS ON DEMAND. ANYTIME, ANYWHERE

Lack of Content Digitisation in India has led to over 95% sales coming from merely 1 Lakh titles

~10 Million[2]
All-time titles
in Indian Market

By ~9000 Publishers

80-90K
titles

~1.3 lakh[1]
New Titles registered in
India/annum

<1%
Actively Distributed

~INR 66,000 Cr
Revenue/annum

Opportunity:

1) **Monetisation –** Distribution of dormant titles across India & abroad
2) **Digitization / Translation –** Majority of content is stored in non-digital format; regional replication is the next frontier

Notes: [1] - International ISBN Agency and CERLALC, [2] - Repro Internal Market Research

Books on Demand… Anytime. Anywhere!

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The Future of the Publishing Industry is here!