

Repro holds a leadership position in Indian publishing industry and provides one stop solutions to publishers, corporates, education institutions and governments, right from managing and repurposing content, to printing and binding to delivery anywhere across the globe. 80% of Repro's customers give repeat business and engage with Repro in long-term contracts ranging from two to ten years, thereby assuring constant inflow of revenue to the company, supporting its long term growth strategies. Pre-loaded interactive textbooks on tablets i.e Rapples launched at the Delhi Book Fair in Feb 14 with participation of over 100 schools, will drive the near term growth of the company. Print outsourcing is rapidly picking pace globally and is led by India, China and Brazil. With ample room to scale up production, management is aiming to acquire capacities across the globe to fuel the next level of growth especially in the print-on-demand segment.

**Given its strong clientele, high end technologies, focus towards high growth education sector and completion of the planned capex, Repro is well placed to register +27% earnings CAGR over FY14-17E. Currently the stock is trading at mere 4.4x FY17E earnings. We recommend a BUY with a target of INR 299 on the stock based on 6x FY16 & FY17 average earnings.**

Shareholding (%)	201409	Key Data	As on 19-Nov-2014	Y/E (INR mn)	FY11	FY12	FY13	FY14
Promoters	69.64	BSE Code	532687	Net Sales	2686.5	3541.4	3803.4	4207
FII's	0.39	NSE Code	REPRO	Growth (%)	35.76%	31.82%	7.40%	10.61%
DII's	0.38	Bloomberg Code	REPR IN	EBIDTAM (%)	10.51	16.21	17.96	16.6
Others	29.59	Reuters Code	RPRO.BO	Adj. PAT	219.4	361.4	397.7	298.6
		Shares Outstanding (mn)	10.9	Growth (%)	27.86%	64.72%	10.04%	-24.92%
		Face Value	10	Adj. EPS (INR)	20.61	31.62	33.57	25.55
		Mcap (INR bn)	2.53	P/E (x)	4.51	6.1	5.43	5.72
		52 Week H/L	303.00/137.60	EV/EBIDTA	5.27	5.56	5.14	4.75
		2W Avg. Qty.NSE	9155	Net Debt/Equity	0.75	0.8	0.89	0.95
		Free Float (INR Bn)	0.77	RoACE (%)	9.84	14.62	15.39	14.62
		Beta	0.56	RoAE (%)	17.34	23.75	21.71	14.93

