

INVESTOR PRESENTATION

Q3 FY21



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1 Company
Overview

2 Key notes

3 Quarterly
Performance
Highlights

4 Way
Forward

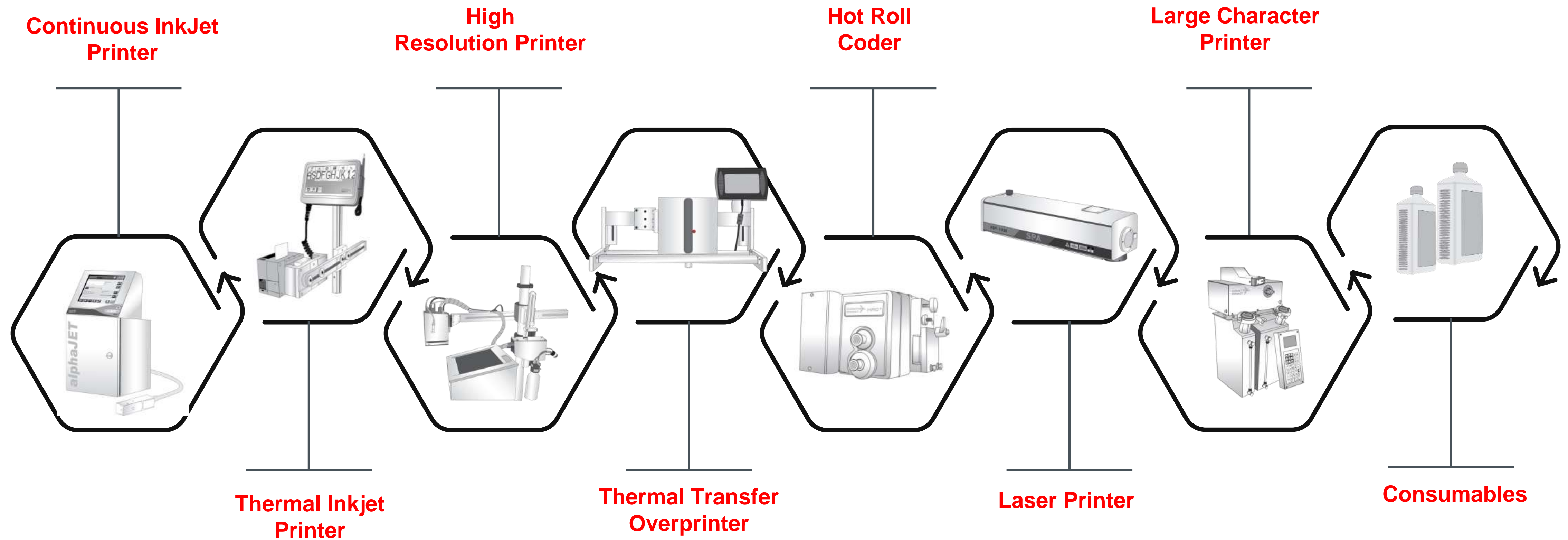
5 Annual
Performance
Highlights

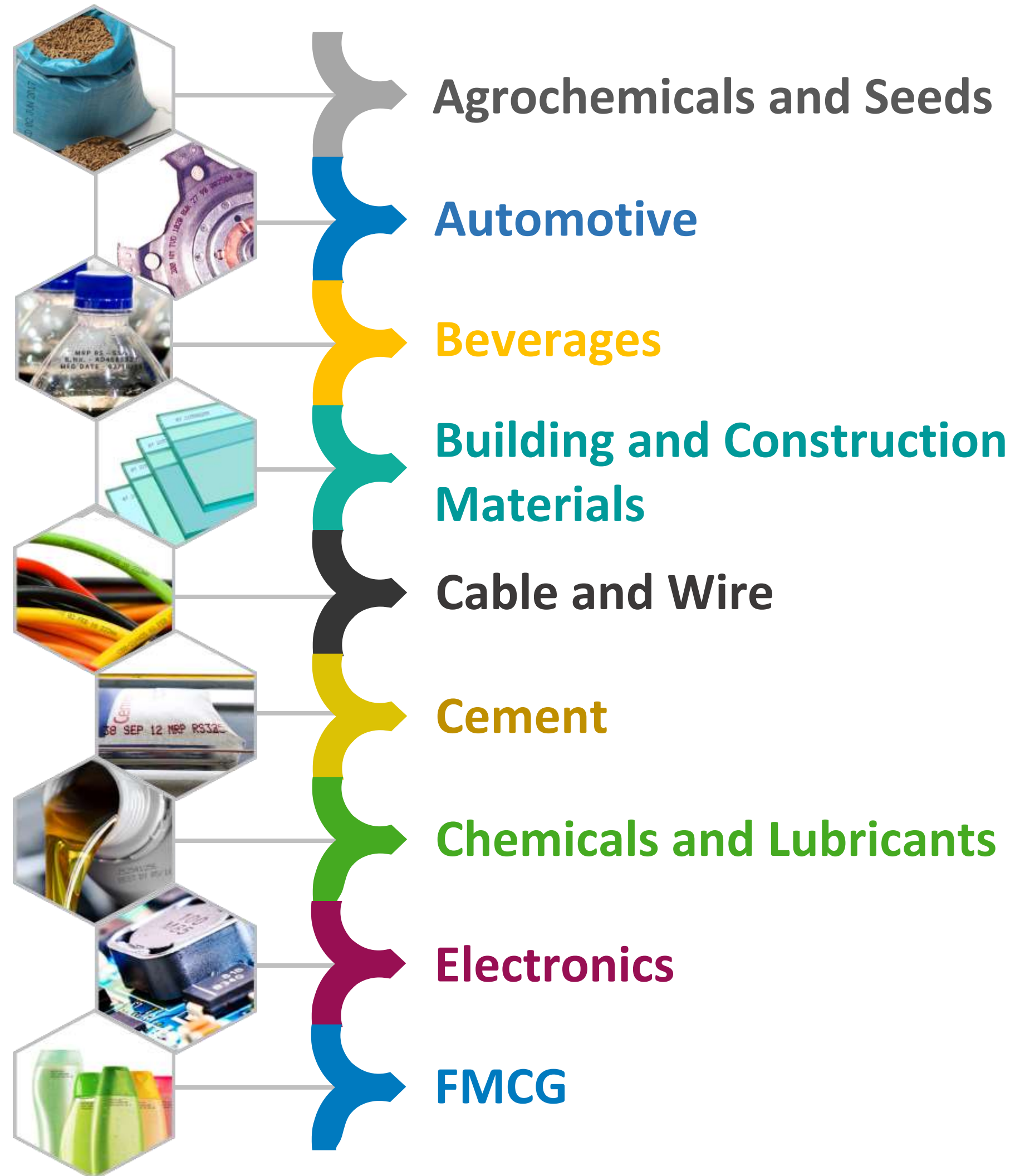
Control Print has **over 29 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

Our representatives tailor their purchase advice based on your needs as a customer.

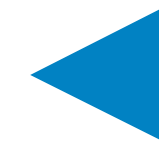
We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.



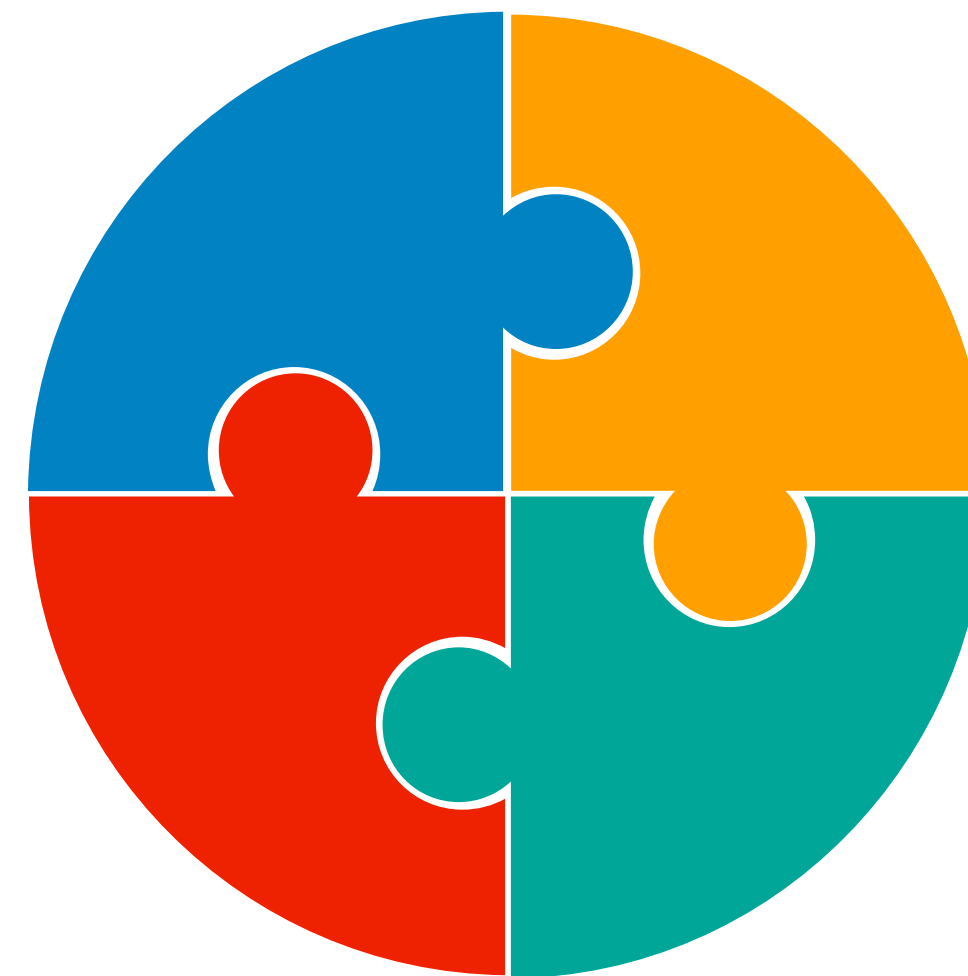
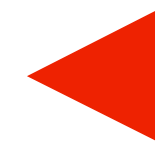




Crisil re-affirms
credit rating
at 'A'



Only integrated
"Make in India"
manufacturer

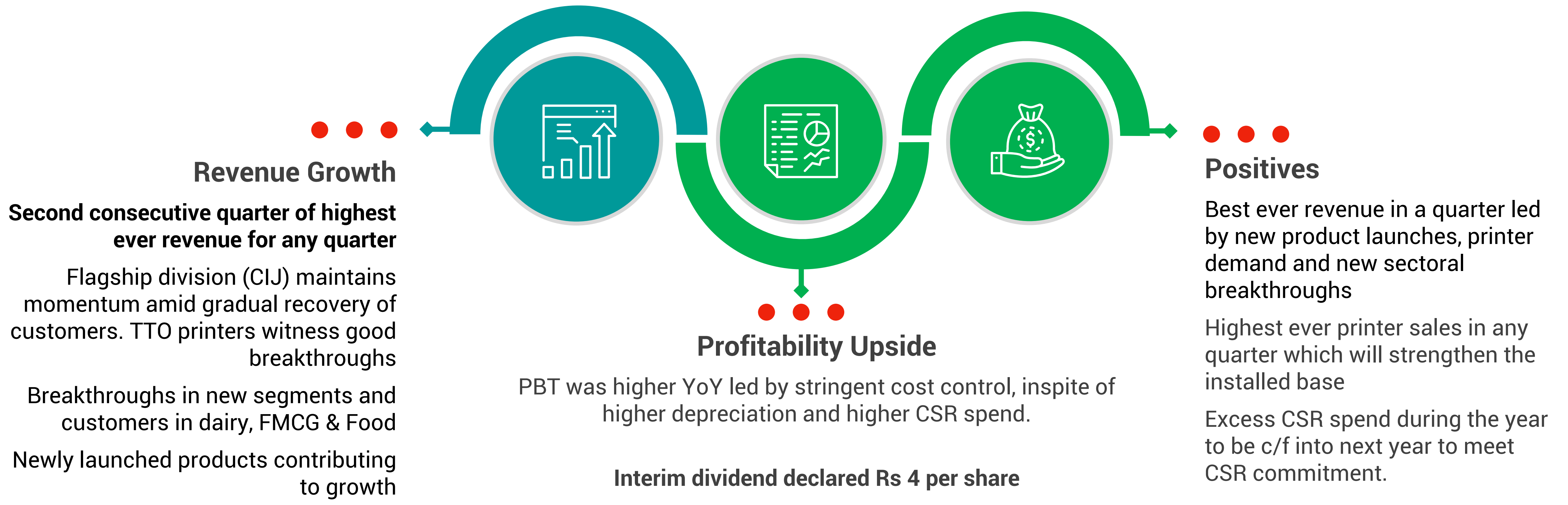


Company maintains
Top 1000 position
as per market cap



Installed base of
printer nears
13,000 mark

QUARTER PERFORMANCE HIGHLIGHTS



New sectoral breakthroughs

Bagged 2 orders in the *Dairy Segment* through state tenders and continued our increasing domination in the Dairy Segment

Made significant inroads in large *Food and FMCG companies*, which were predominantly competitor accounts

Brief Financials for the quarter

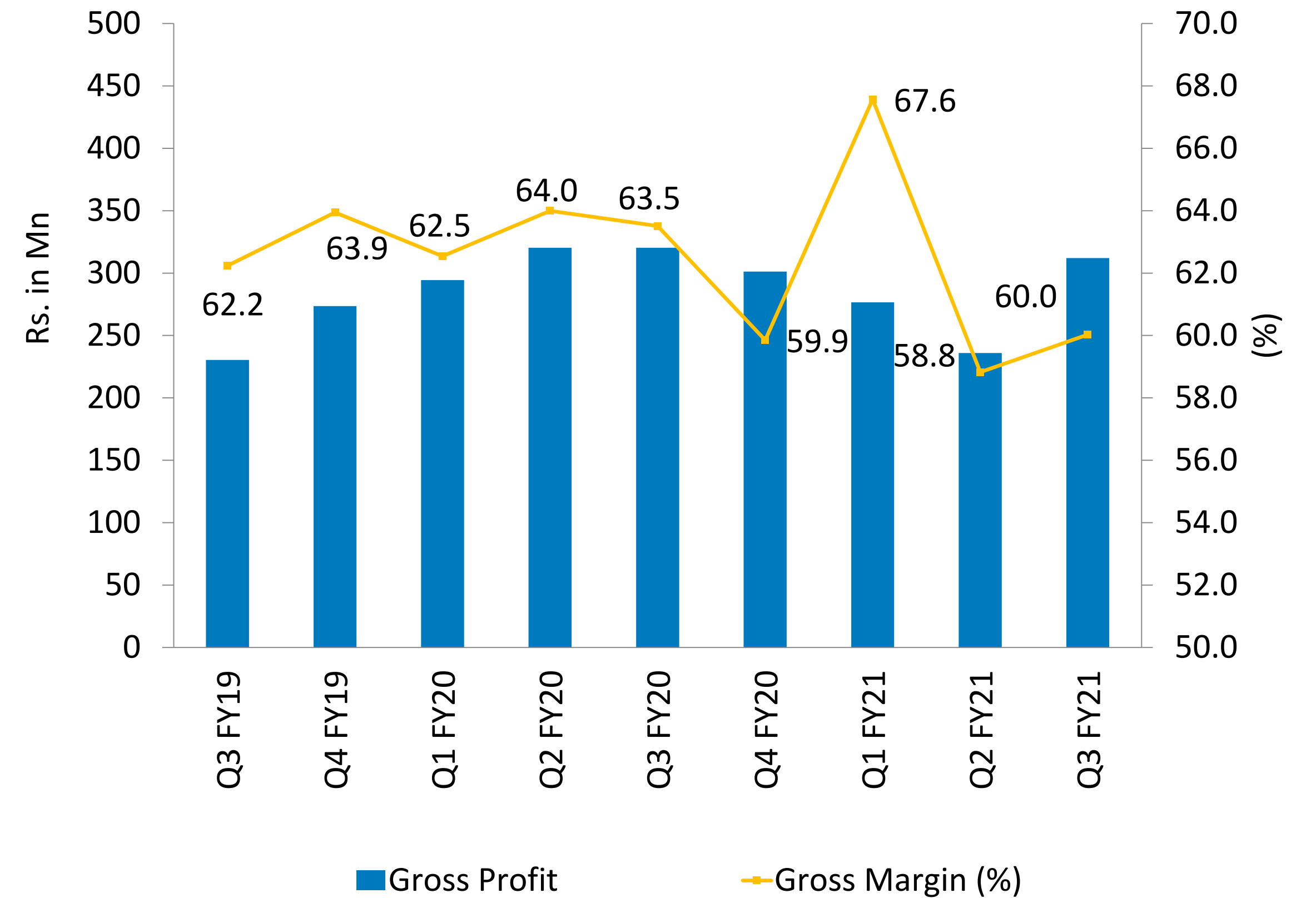
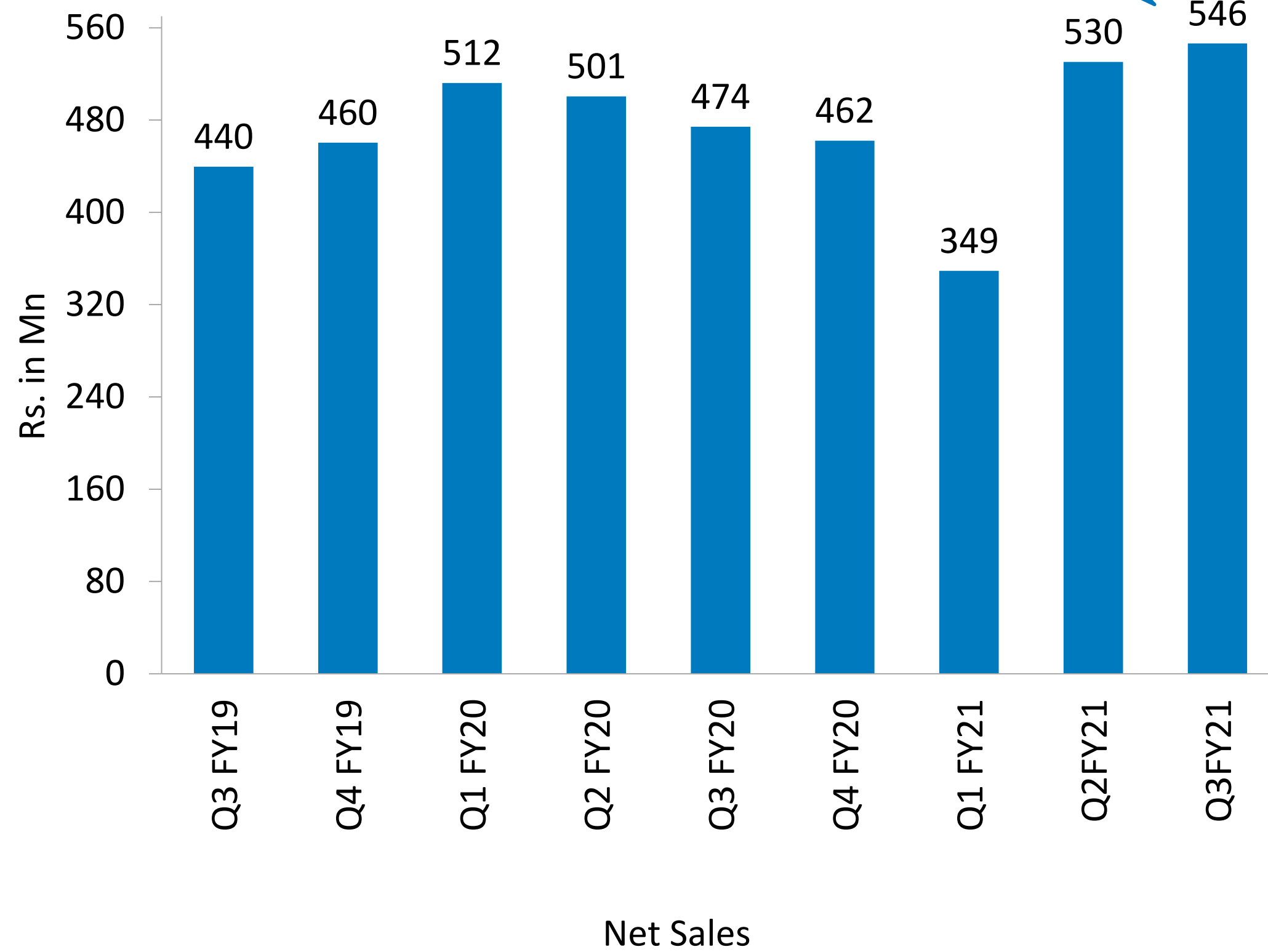


Particulars (Rs mn)	Q3FY21	Q2FY21	Q3FY20	FY2020	FY2019
Net sales	546.4	530.4	474.2	1,949.2	1,746.0
Gross Profit	328.0	328.6	301.16	1,218.5	1,132.0
<i>Gross margin (%)</i>	<i>60.03</i>	<i>61.95</i>	<i>63.51</i>	<i>62.5</i>	<i>64.8</i>
EBITDA	131.0	130.0	113.5	461.0	399.8
<i>EBITDA margin (%)</i>	<i>23.98</i>	<i>24.5</i>	<i>23.94</i>	<i>23.7</i>	<i>22.9</i>
EBIT	96.0	92.6	92.5	382.1	333.9
PBT (excl. exceptional)	92.3	89.7	90.6	373.5	331.2
PAT (excl. exceptional)	76.2	73.2	70.8	309.3	255.5
<i>PAT margin (%)</i>	<i>13.95</i>	<i>13.79</i>	<i>14.93</i>	<i>15.9</i>	<i>14.6</i>
Exceptional (loss)/gain	1.5	1.7	17.9	-429	450
EPS(Rs) (excl. exceptional)	4.67	4.48	4.34	18.94	15.65
Dividend per Share (Rs.)	Interim : Rs 4.0	-	Interim: Rs 3.5	8.0	6.5

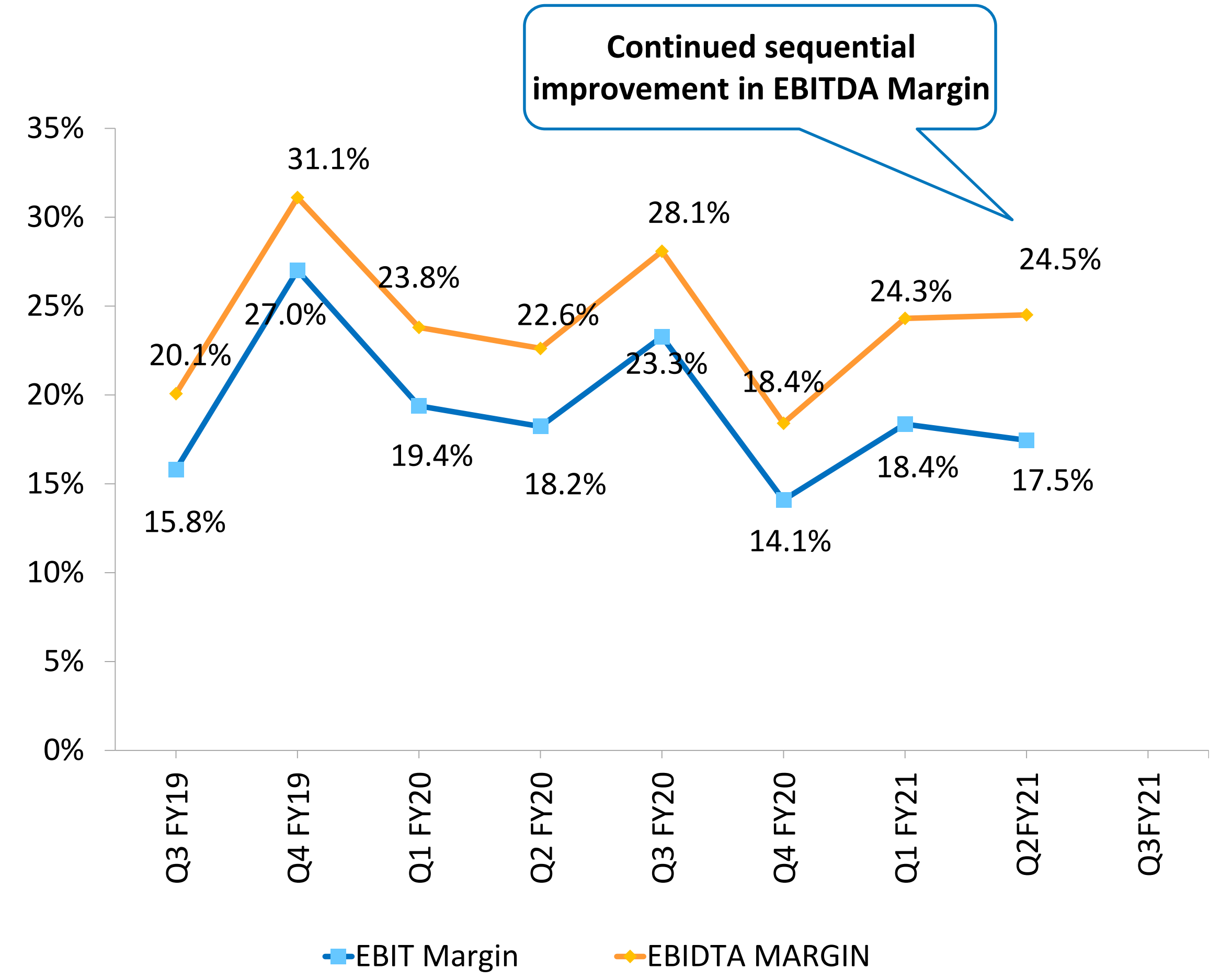
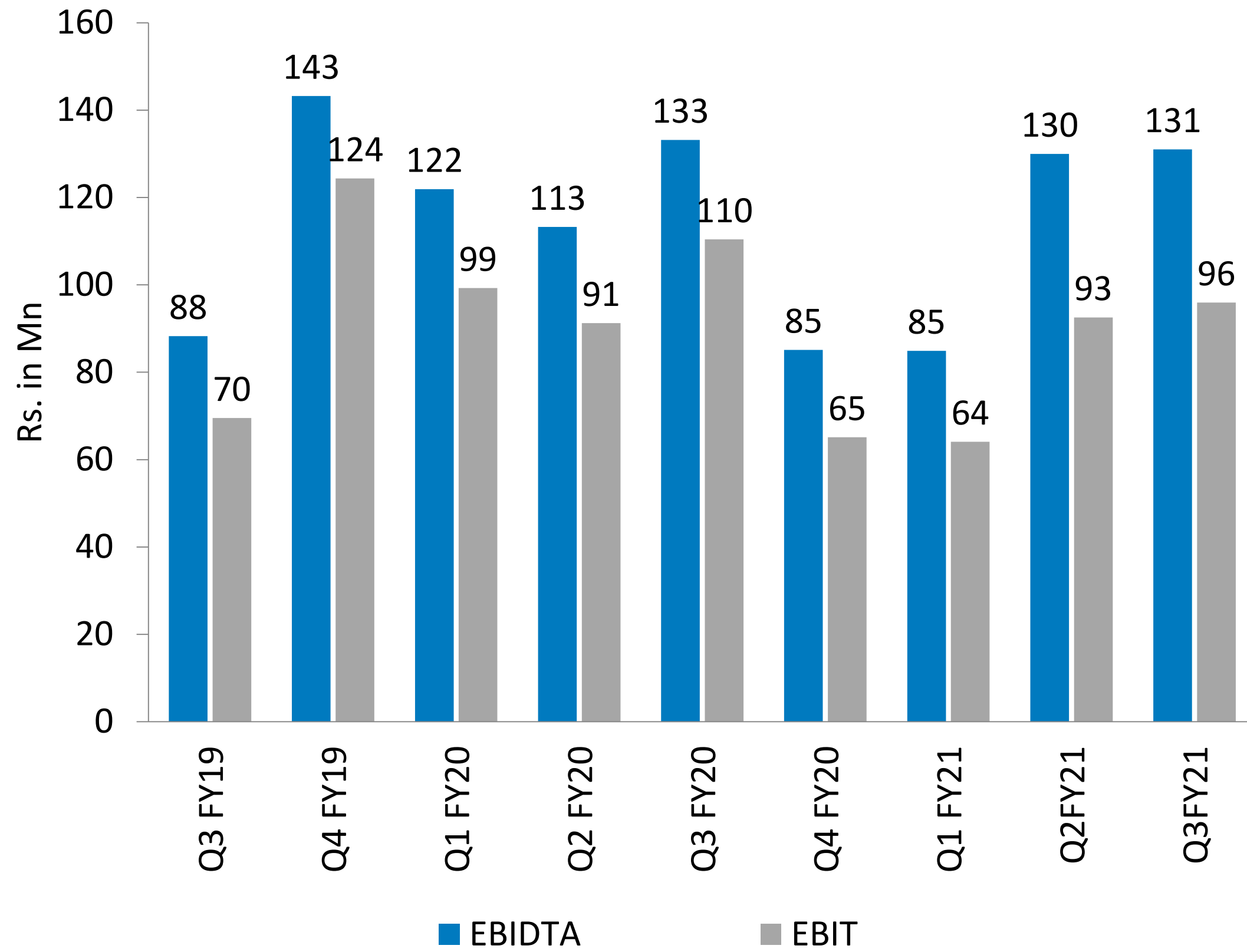
Synopsis of Quarterly Performance (1/2)



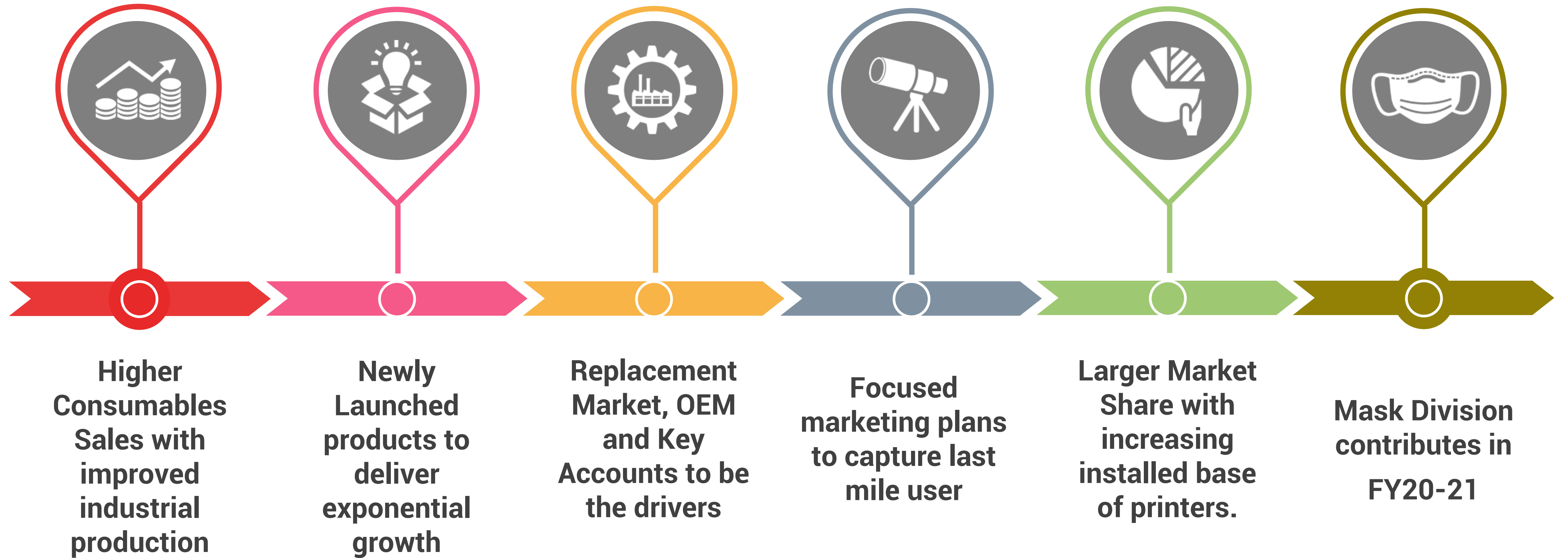
Highest ever revenue for second consecutive quarter



Synopsis of Quarterly Performance (2/2)



WAY FORWARD

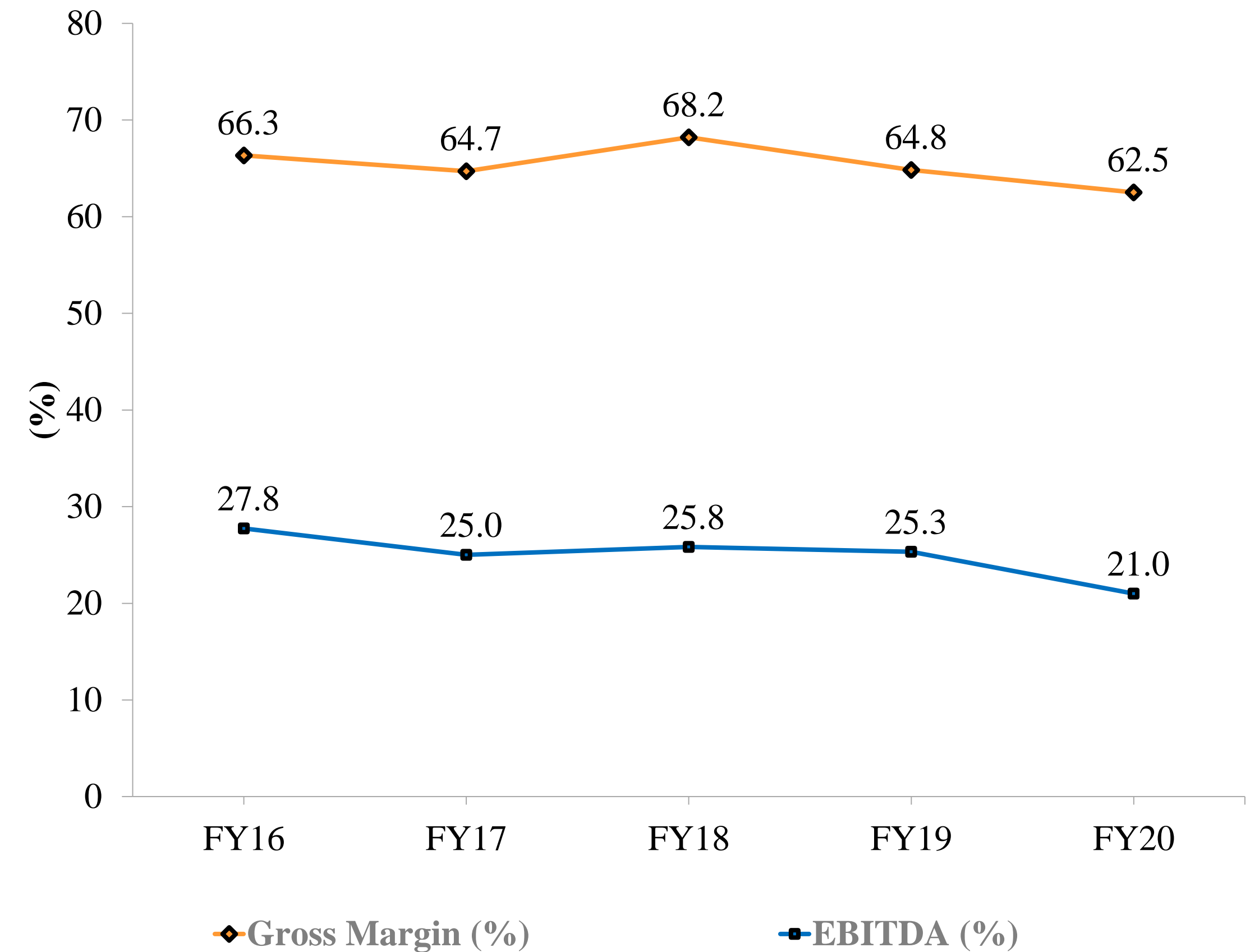
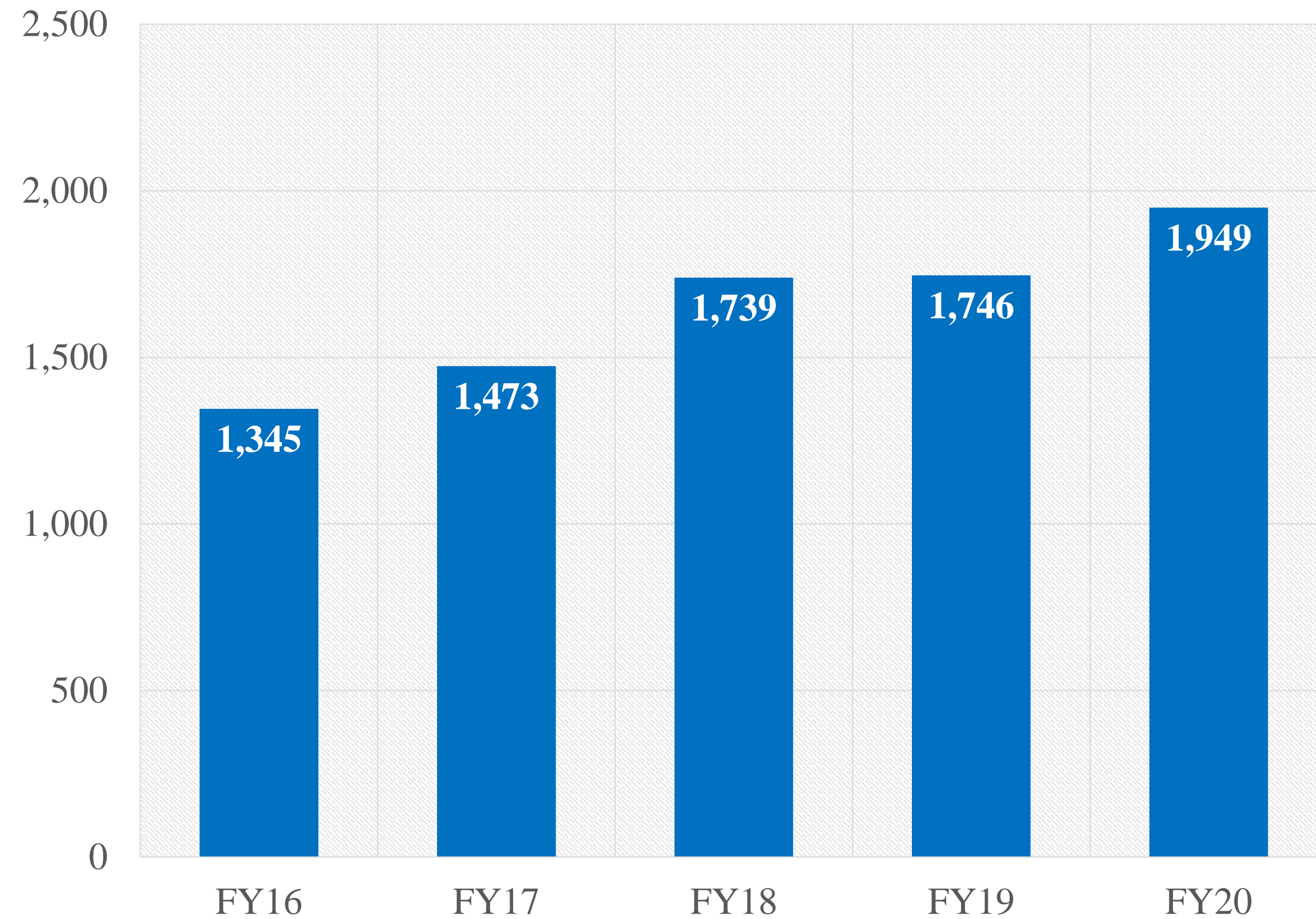


HISTORICAL ANNUAL PERFORMANCE HIGHLIGHTS

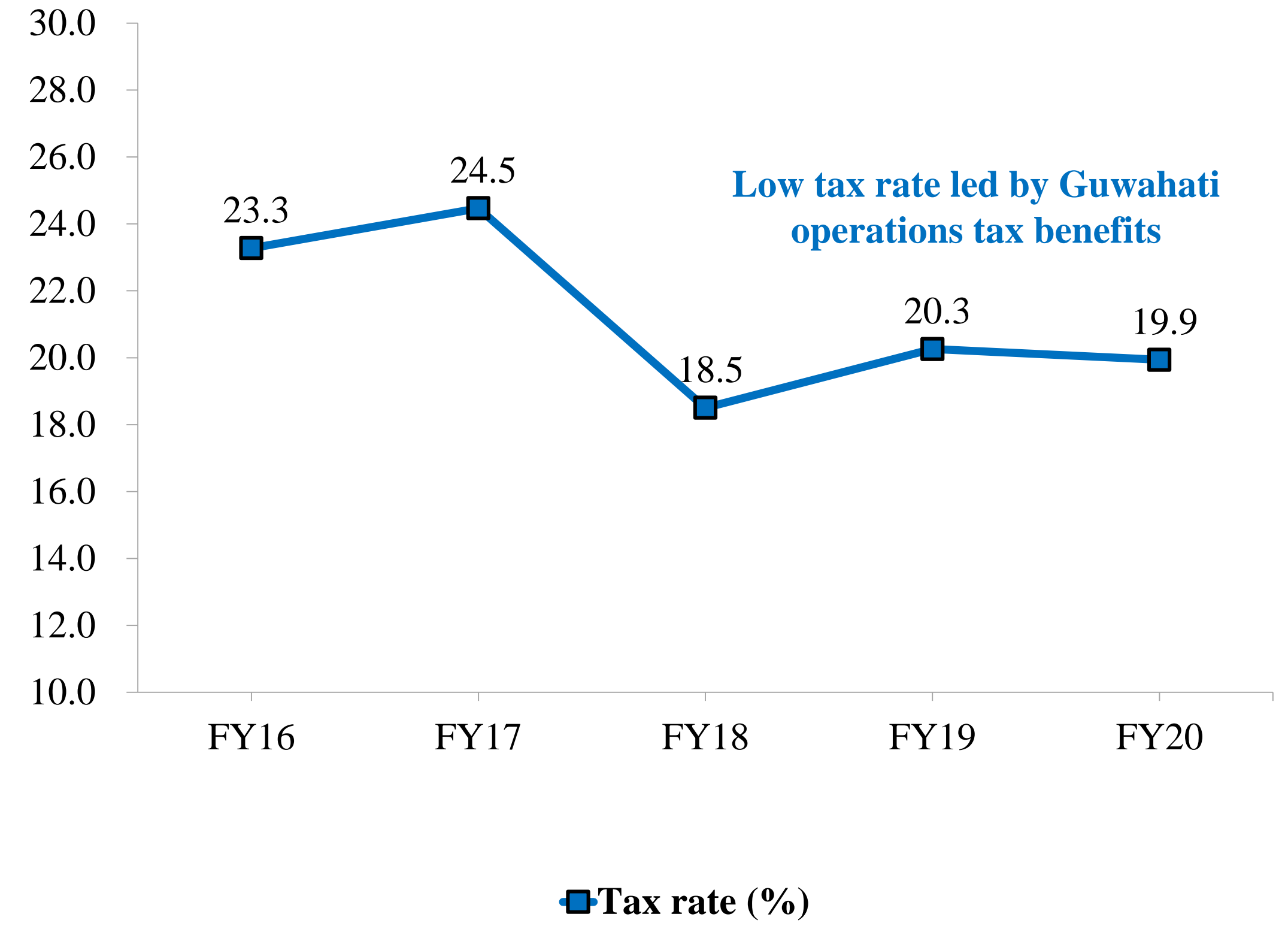
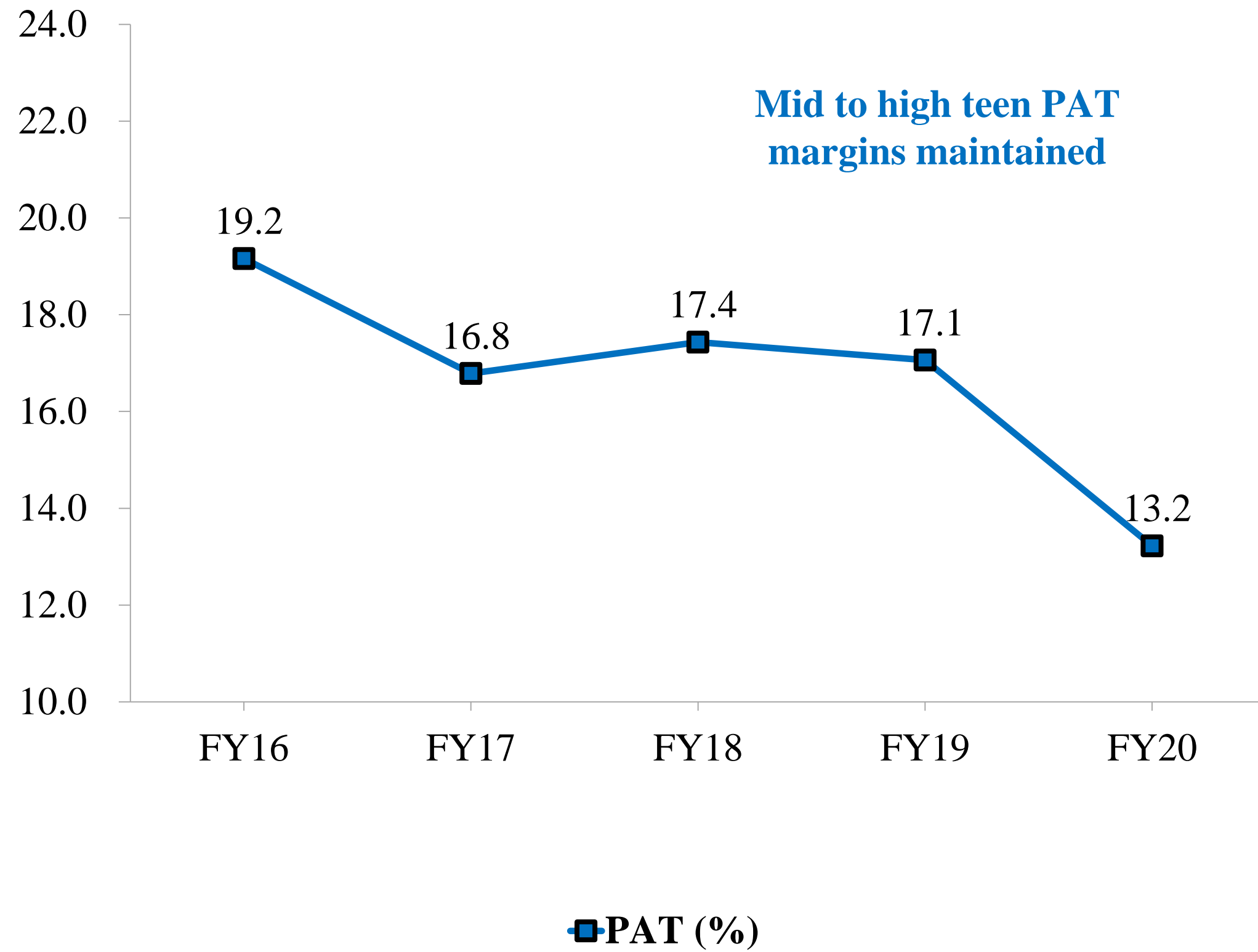
Synopsis of Annual Performance (1/2)



Revenue (Rs mn)



Synopsis of Annual Performance (2/2)





THANK YOU

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