

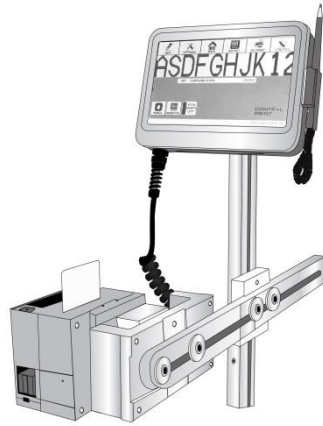
INVESTOR PRESENTATION



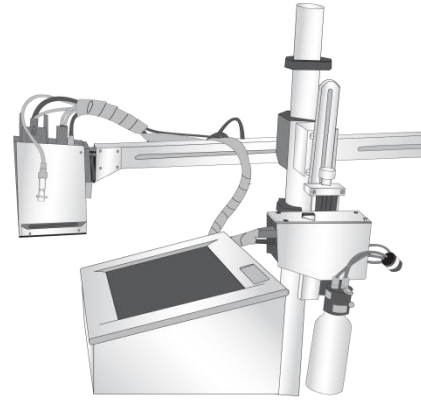
July 01, 2020



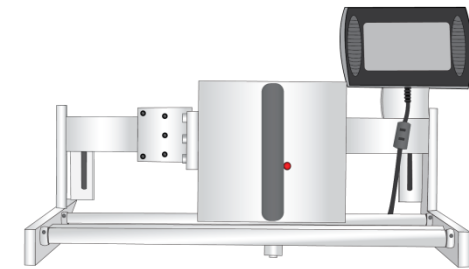
Continuous InkJet Printer



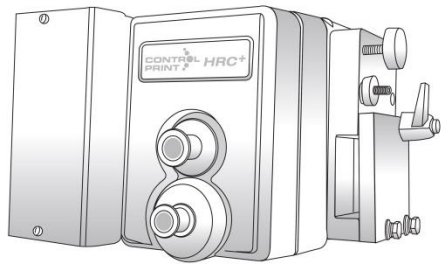
Thermal Inkjet Printer



High-Resolution Printer



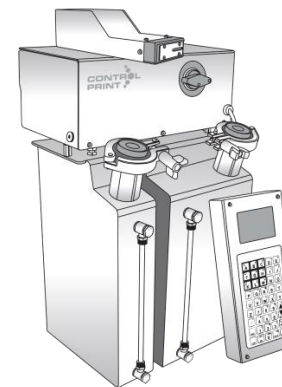
Thermal Transfer Overprinter



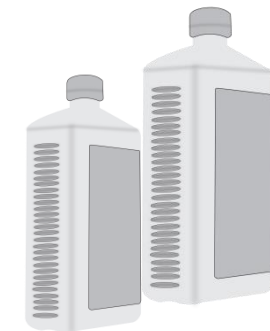
Hot Roll Coder



Laser Printer



Large Character Printer



Consumables

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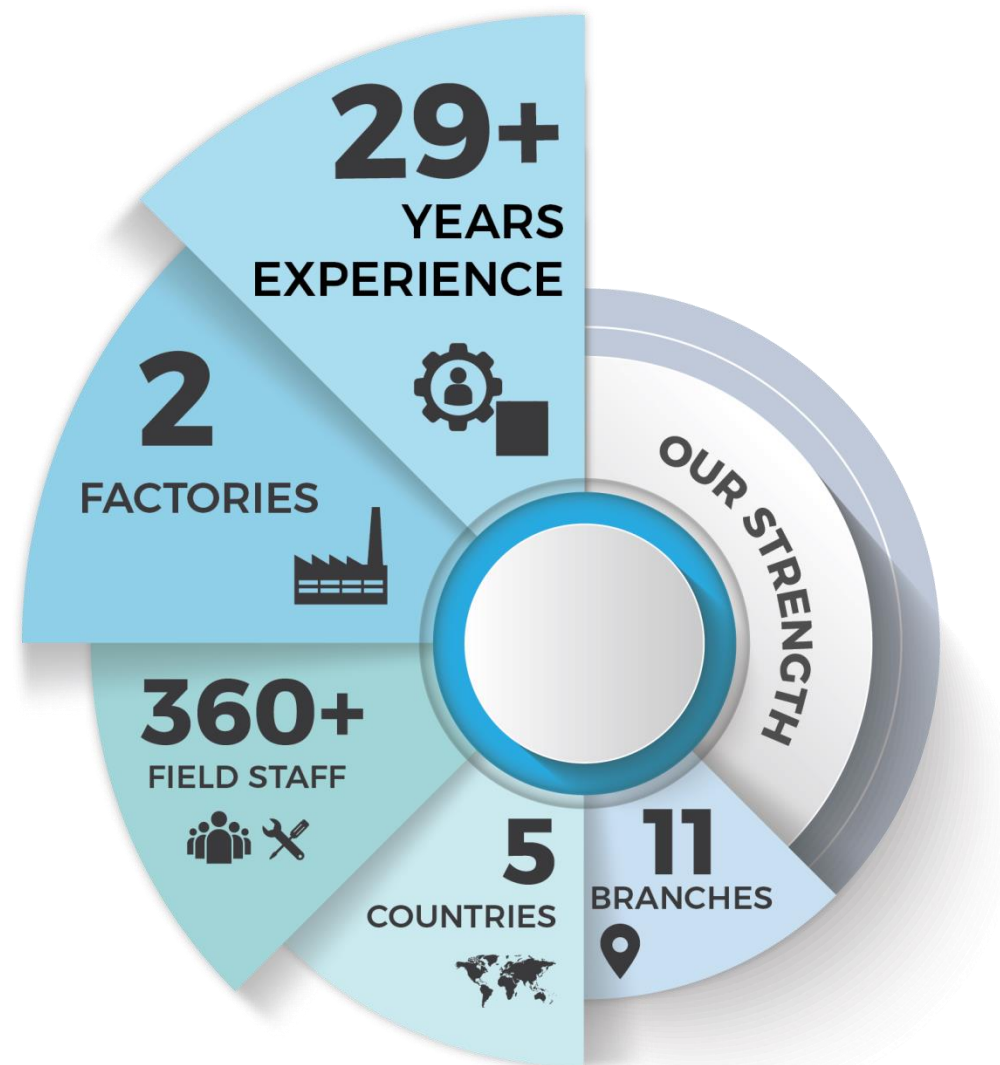
Download Latest Investor Presentation from below link

<https://www.controlprint.com/wp-content/uploads/Investor-Presentation.pdf>

COMPANY OVERVIEW

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.



BRIEF FINANCIALS

					(Rs. In Cr.)
Particulars	Quarter ended March 2020	Quarter ended December 2019	Quarter ended March 2019	Year ended March 2020	Year ended March 2019
Net sales	46.22	47.42	46.04	194.92	174.6
Gross Profit	26.19	28.24	27.83	114.13	106.27
Gross margin (%)	56.66	59.55	60.45	58.55	60.86
EBITDA	6.11	13.32	14.32	42.95	45.31
EBITDA margin (%)	13.23	28.09	31.11	22.03	25.95
EBIT	3.83	11.04	12.44	33.92	37.88
PBT	3.54	10.85	12.39	33.06	37.62
PAT	2.86	8.87	9.78	26.63	30.05
Earning Per Share (Rs.)	1.75	5.43	5.99	16.31	18.40
Dividend per Share (Rs.)				8.00*	6.50
Share Capital	16.33	16.33	16.33	16.33	16.33

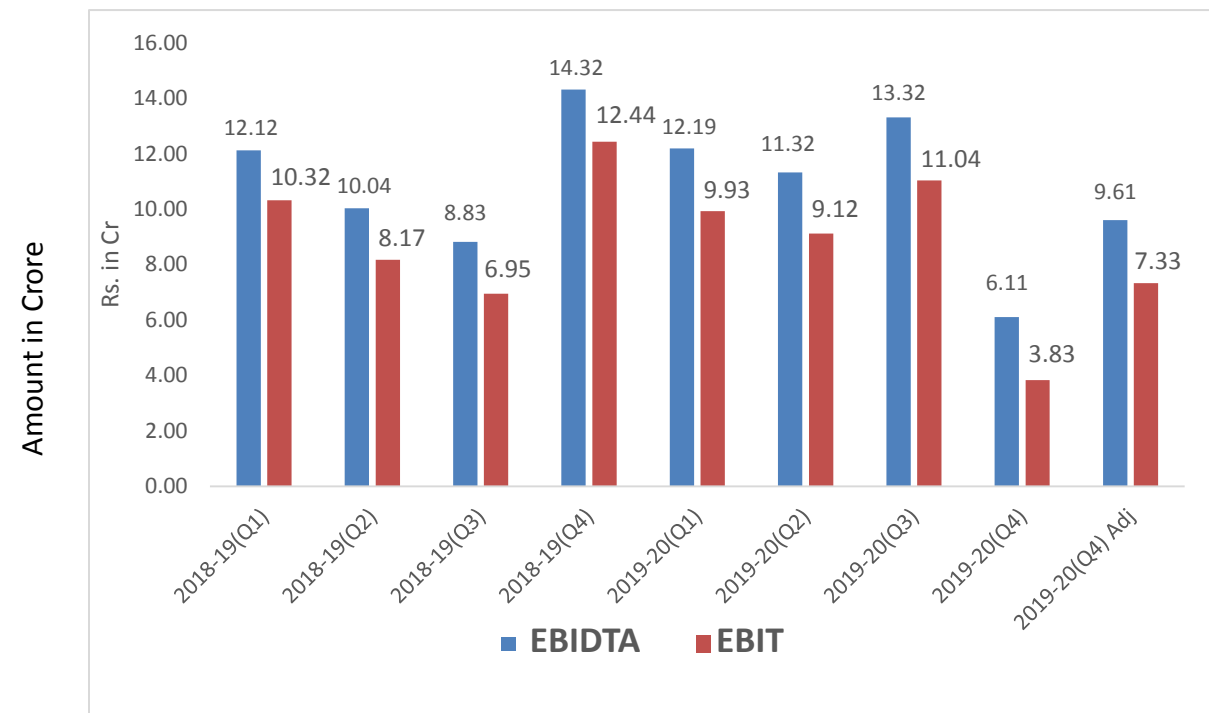
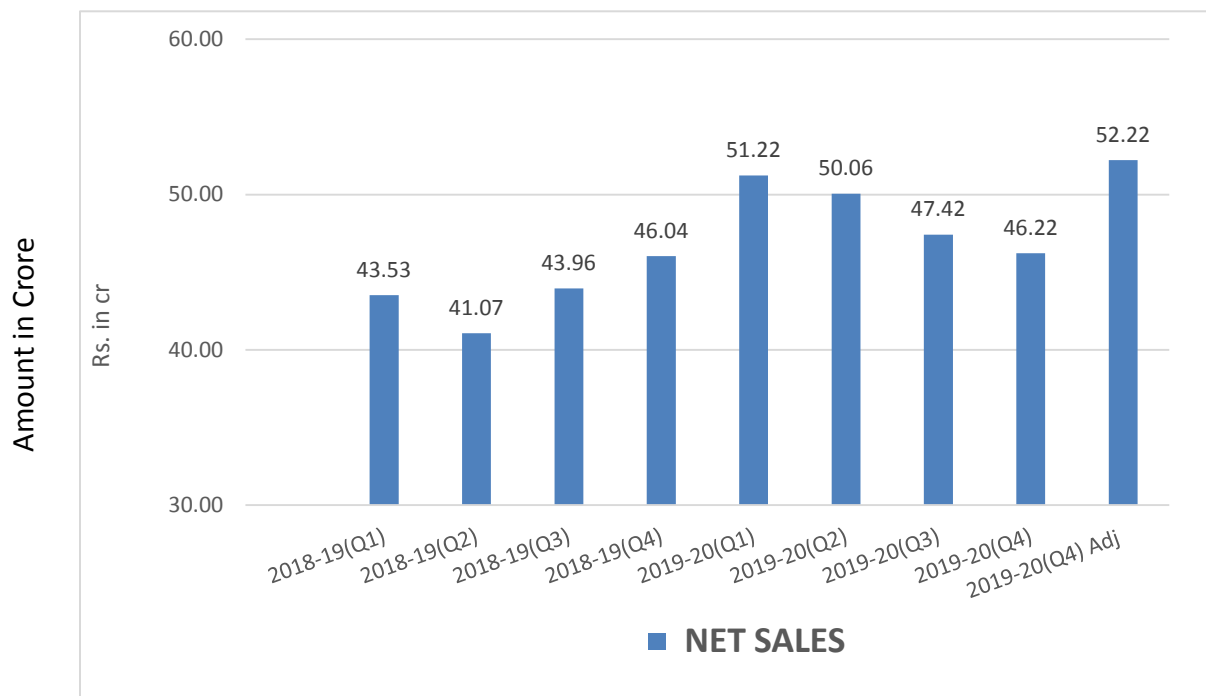
* Interim Dividends (1st & 2nd) for 2019-20

ADJUSTED OPERATIONAL PERFORMANCE

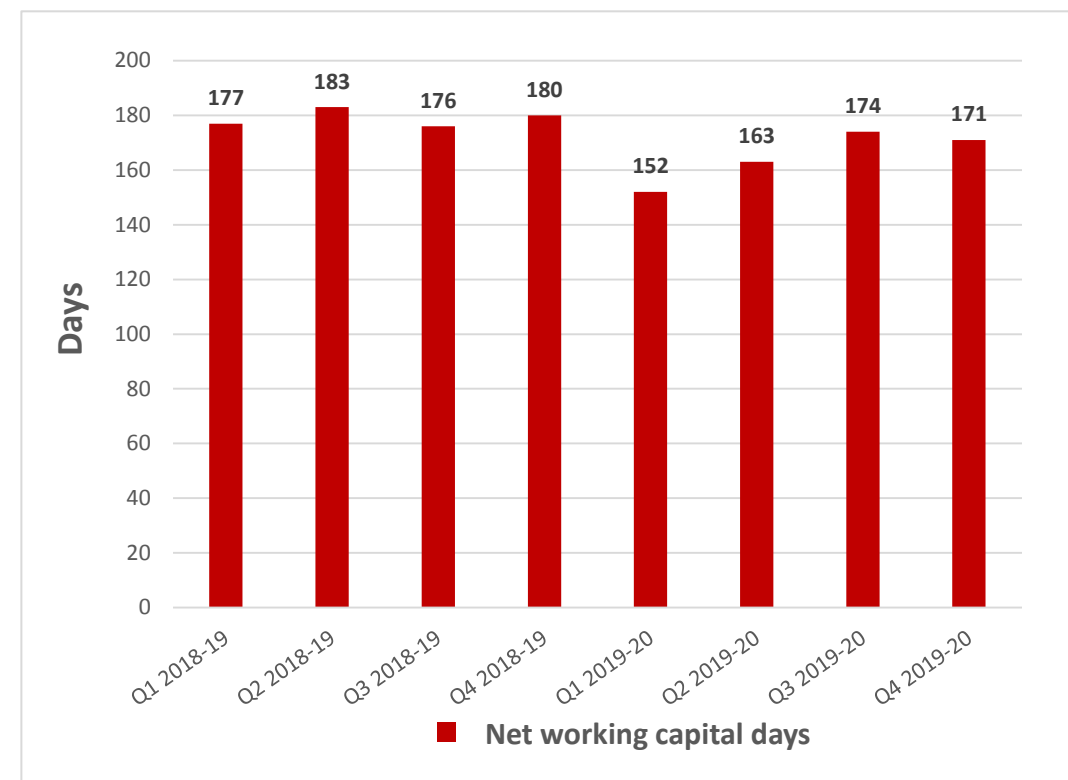
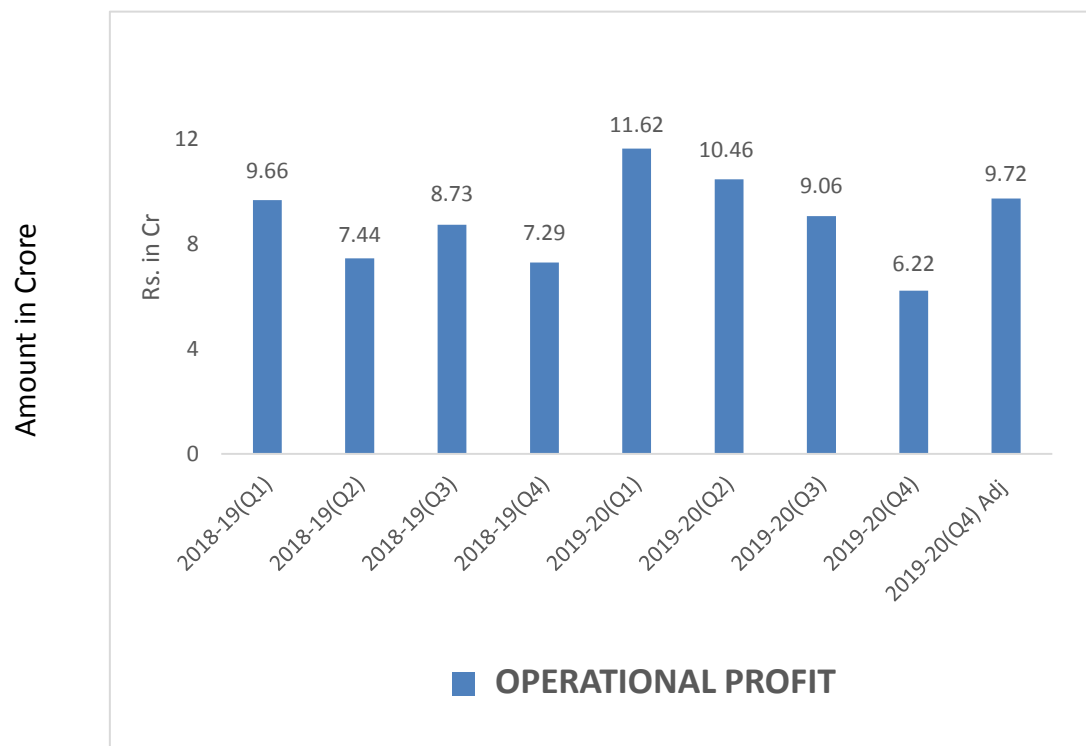
As per our records, we had approved sales orders worth Rs. 600 lakhs uploaded in the system, but they could not be executed inspite of having adequate inventory, as the dispatch of the material was not possible due to National Lockdown. The approved orders, if executed, would have reflected the true operational performance for the quarter and the year, as it would have increased the Revenue and generated additional profits of Rs. 350 lakhs. We have reflected the adjusted figures for some of the key parameters, for a better analysis:

(Figures in Lakhs)	Existing figure	Adjustment Amount	Adjusted figure	Remarks
Revenue Q4	4621	600	5221	YoY growth of 13.4% whereas existing figure showing No growth
Revenue 12 months FY 19-20	19491	600	20091	YoY growth of 15.1% whereas existing figure showing growth of 11.5%
Operational Profit Q4	621	350	971	YoY growth of 33% whereas existing figure showing negative growth of 14.6%
Operational Profit 12 months FY 19-20	3735	350	4085	YoY growth of 23% whereas existing figure showing growth of 12%
Inventory	6322	-250	6072	Inventory days will reduce from 118 days to 113 days
Receivables	4970	200	5170	Receivable days will increase from 84 days to 87 days (assumed 600 lakhs will be added to receivables and 400 lakhs would have been collected so nett impact 200 lakhs)

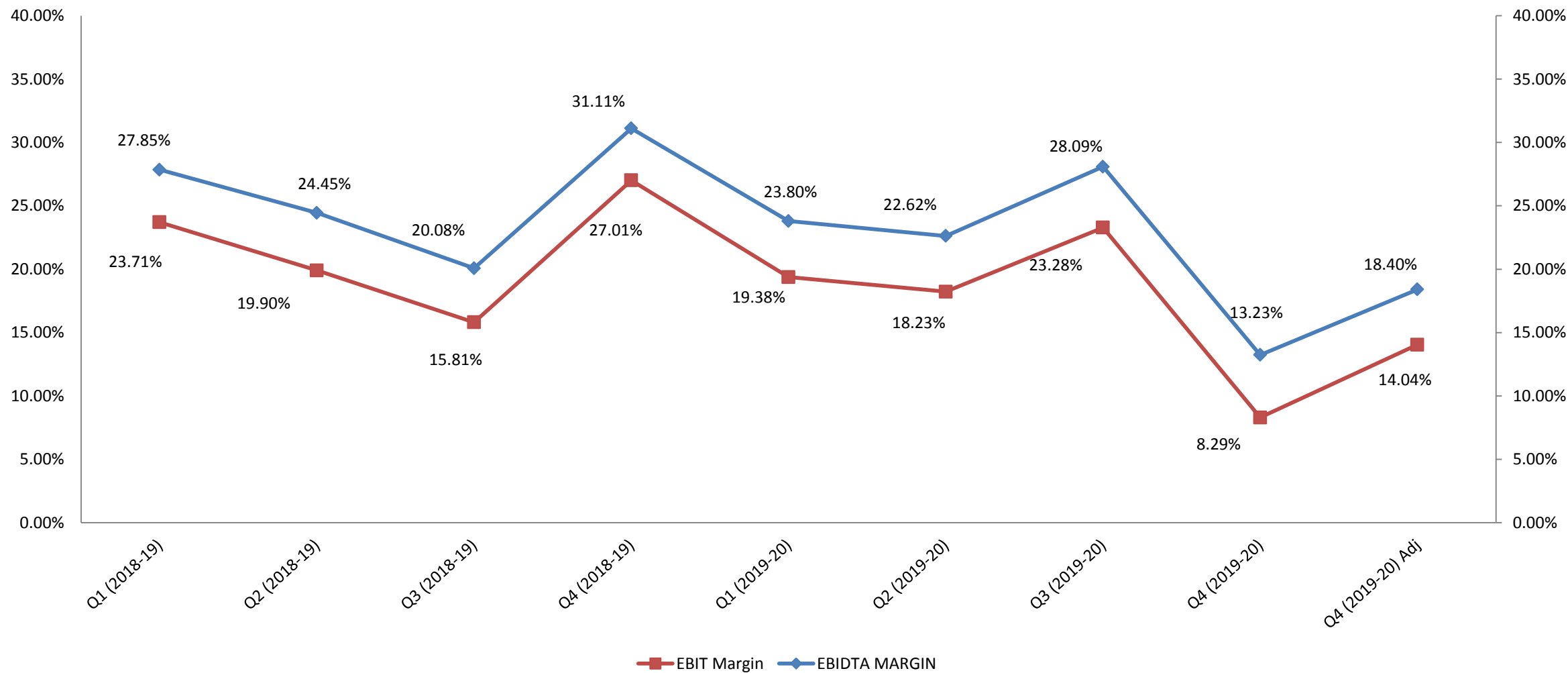
SYNOPSIS OF FINANCIAL PERFORMANCE



SYNOPSIS OF FINANCIAL PERFORMANCE



SYNOPSIS OF FINANCIAL PERFORMANCE



HIGHLIGHTS

POSITIVE YEAR WITH ESTABLISHED GROWTH



➤ Revenue Growth

- Revenue Growth of 11.5% in FY (15% considering adjusted figures)
- Good Industrial Production in most of the industries
- Flagship division (CIJ) continues to grow
- Volume growth in printers as well as consumables
- Newly launched products contributing to growth



➤ Profitability Upside

- Healthy margins with Operational Profits @ 19% and EDITDA @ 22% with scope of improvement
- Higher sale of consumables
- Higher Service Revenue
- Stringent cost control

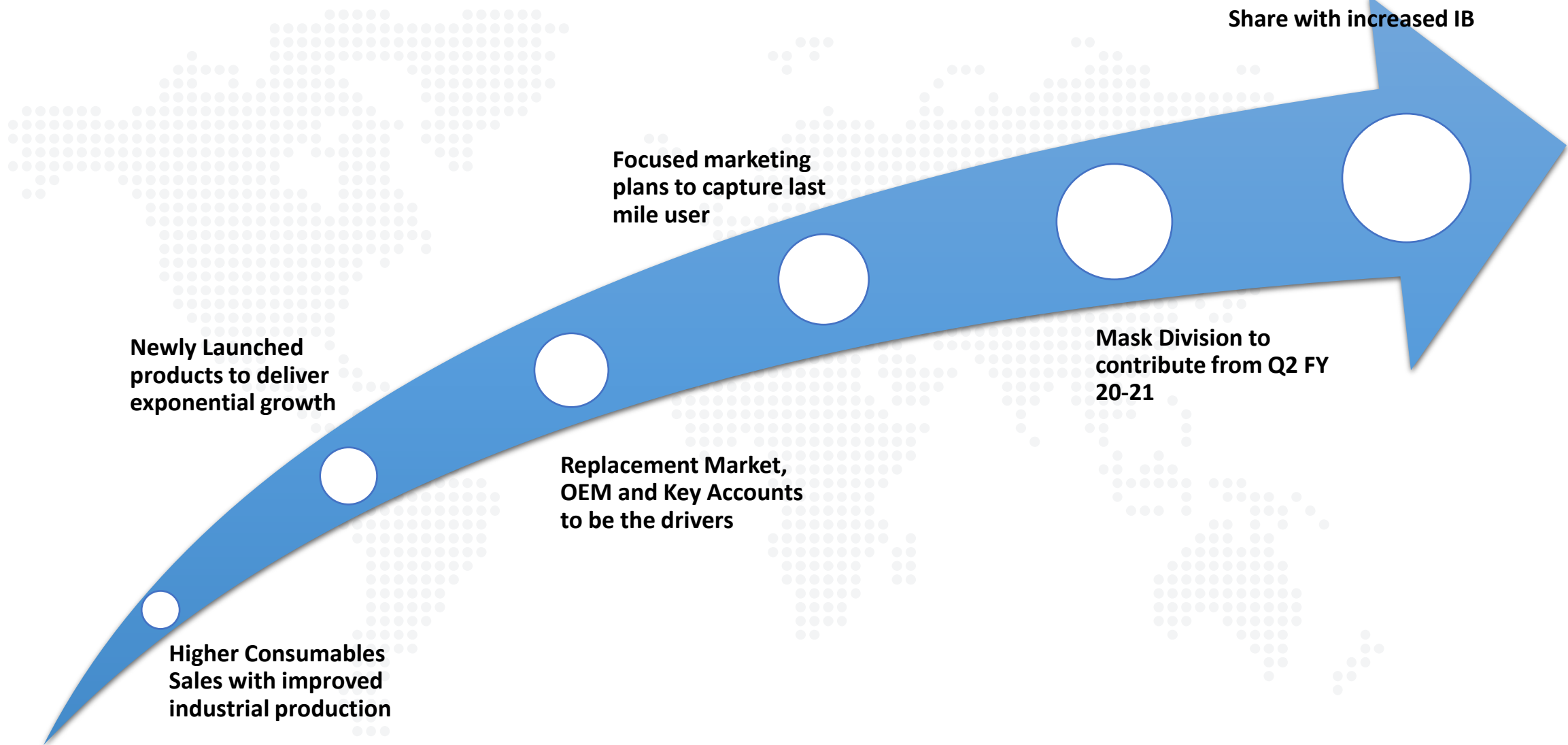


➤ Positives

- Strong adjusted figures for the FY carrying the momentum to the next FY
- New product launches well accepted by the market
- Multiple verticals delivering results
- Strong free cash flow
- Man, Machine, Material, Finances, Technology are in place to deliver as per business plan



WAY FORWARD



Спасибо 多謝 Gracias

Russian

Traditional Chinese

Spanish

Thank You

Obrigado

Portuguese

Grazie

Italian

Danke

German

Merci

French

شكراً

Arabic

多谢

Simplified Chinese

감사합니다

Korean

ありがとうございました

Japanese

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