

July 25, 2020



INVESTOR PRESENTATION

Q1 FY21

Refer to disclaimer



FMCG



Industrials



Healthcare



Building Products



Dairy & Food Products

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1 Company Overview

2 Highlights

3 Quarterly Performance Highlights

4 Annual Performance Highlights

5 Way Forward

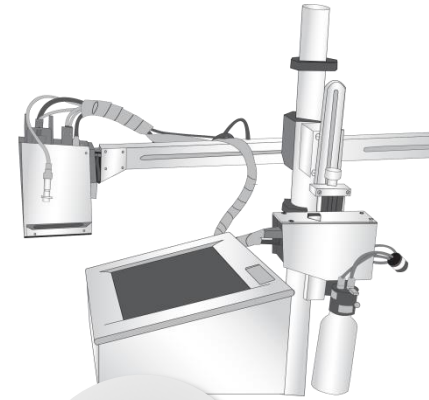
PRODUCTS



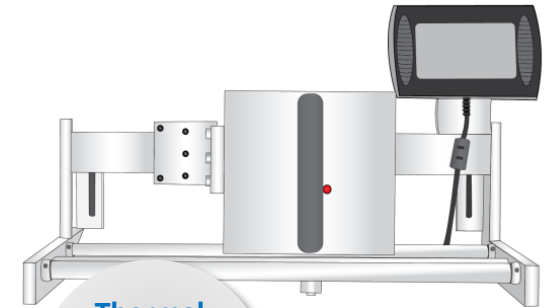
Continuous Inkjet Printer



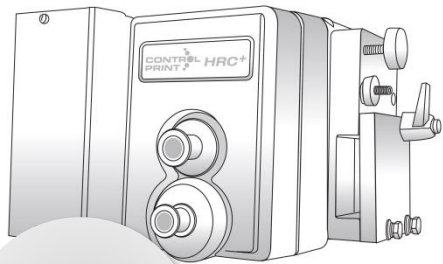
Thermal Inkjet Printer



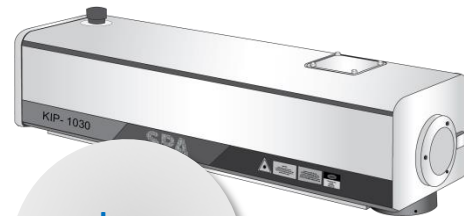
High Resolution Printer



Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer



Consumables



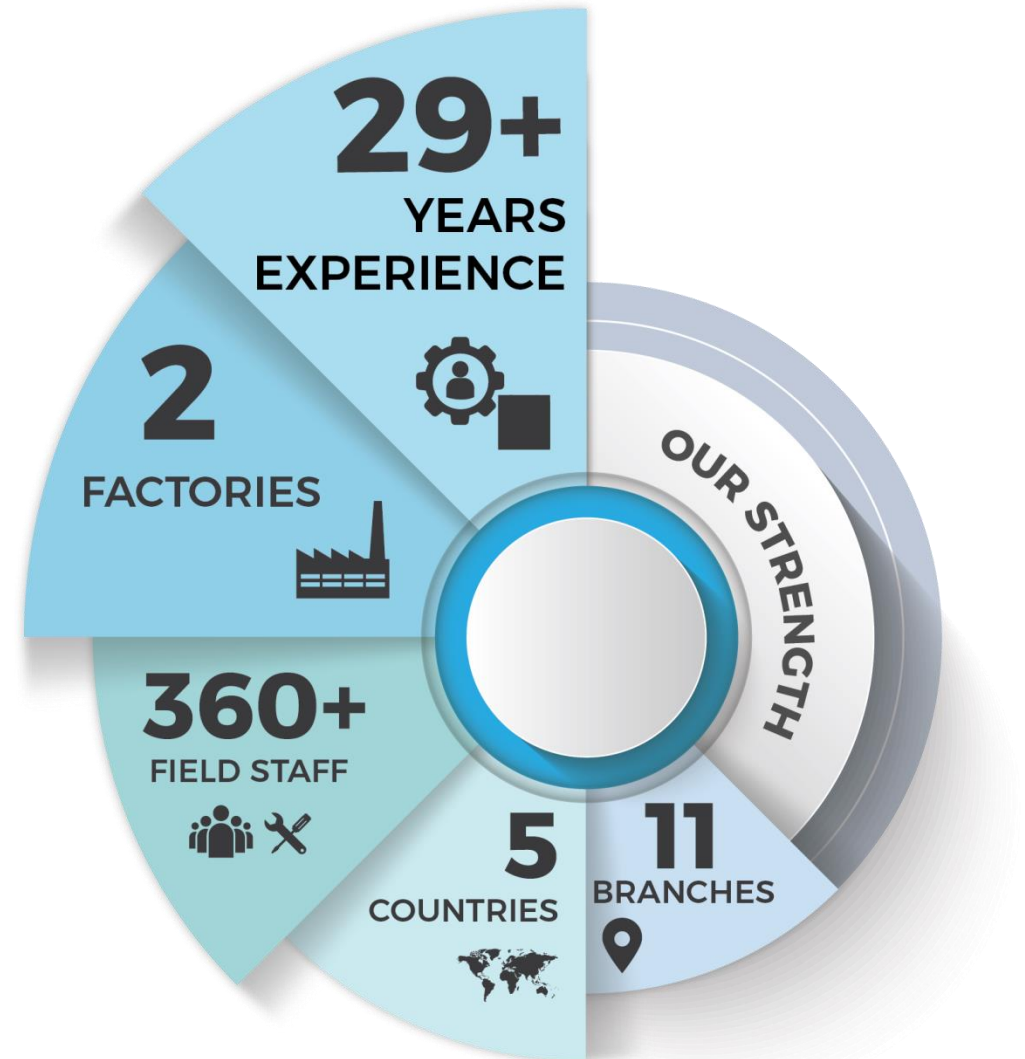
Agrochemicals and Seeds | Automotive | Beverages | Building and Construction Materials | Cable and Wire | Cement | Chemicals-and-Lubricants | Electronics | FMCG | Food | Healthcare | Packaging-and-Packaging-Materials | Plywood | Pipes-and-Extruded-Plastics | Rubber and tyres | Steel and Metal | Textiles

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.



**Crisil re-affirms
credit rating
at 'A'**

**Company maintains Top 1000
position as per market cap**

**Only integrated
"Make in India"
manufacturer**

**Installed base of printer
crosses
12,000 mark**

HIGHLIGHTS

SOFT START MARRED BY LOCKDOWN – MARGINS AIDED BY FAVOURABLE PRODUCT MIX



Revenue Growth

Revenue was strong led by favourable mix towards consumables

Good recovery in Industrial Production

Flagship division (CIJ) maintains momentum amid gradual recovery of customers

Printers as well as consumables revenue expected to pick up in Q2

Newly launched products contributing to growth



Profitability Upside

In spite of lower revenue, EBITDA and PAT (excl. exceptional) were at par with Q4FY20

Healthy margins with Gross Margin @ 67.6% and EBITDA margin @ 24.3% in a tough quarter

Stringent cost control



Positives

New product launches well accepted by the market

Multiple verticals to deliver growth in FY21

Man, Machine, Material, Finances, Technology are in place to deliver continuous growth

BRIEF FINANCIALS



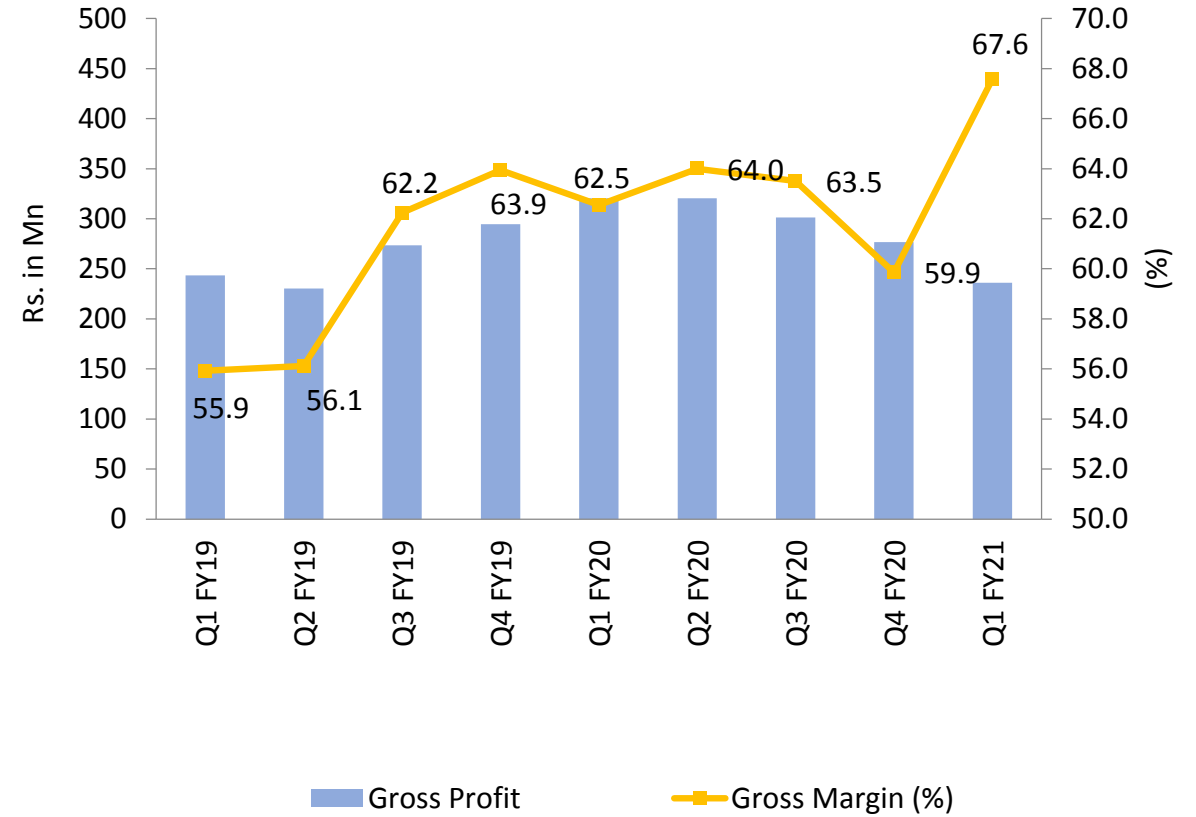
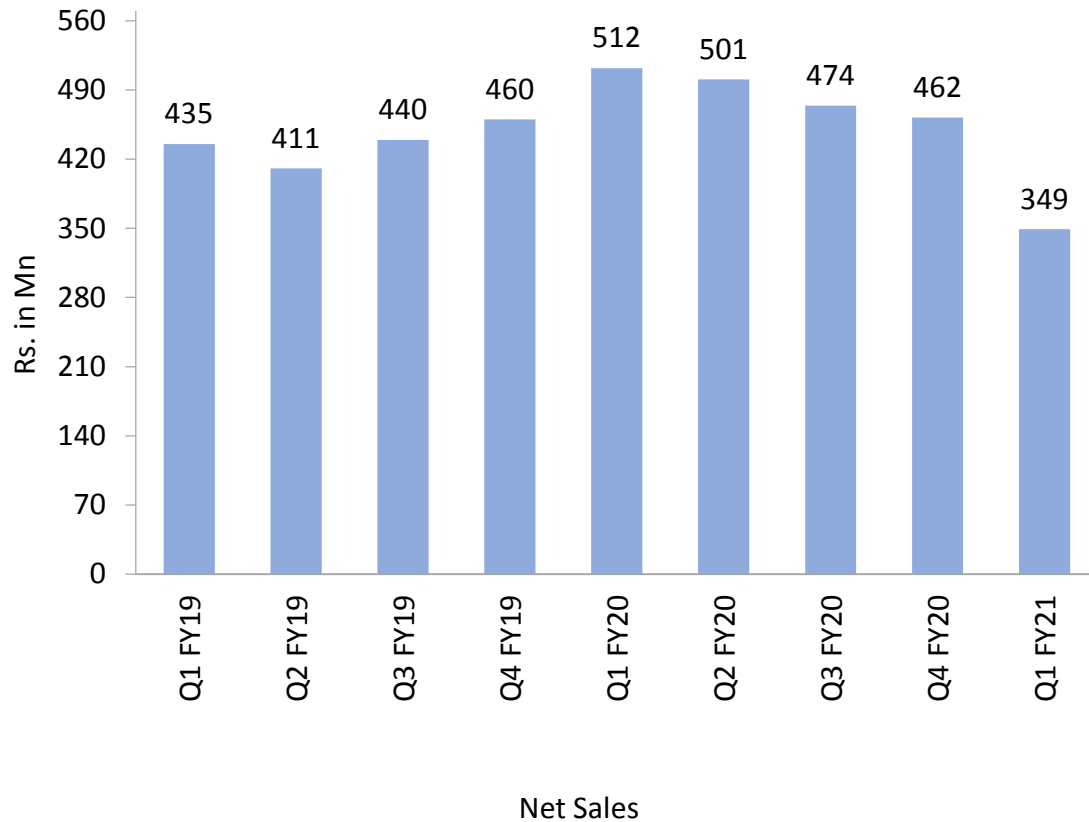
Particulars (Rs mn)	Q1FY21	Q4FY20	Q1FY20	FY2020	FY2019
Net sales	349.2	462.2	512.2	1,949.2	1,746.0
Gross Profit#	236.0	276.6	320.3	1,141.3	1,062.7
<i>Gross margin (%)</i>	<i>67.6</i>	<i>59.9</i>	<i>62.5</i>	<i>58.6</i>	<i>60.9</i>
EBITDA	84.9	85.1	137.7	429.5	453.1
<i>EBITDA margin (%)</i>	<i>24.3</i>	<i>18.4</i>	<i>26.9</i>	<i>22.0</i>	<i>26.0</i>
EBIT	64.1	65.1	118.1	339.2	378.8
PBT (excl. exceptional)	60.3	62.2	116.2	373.5	331.2
PAT (excl. exceptional)	55.0	55.0	95.0	309.0	256.0
<i>PAT margin (%)</i>	<i>15.8</i>	<i>11.9</i>	<i>18.5</i>	<i>15.9</i>	<i>14.7</i>
EPS(Rs) (excl. exceptional)	3.4	3.4	5.8	18.94	15.65
Dividend per Share (Rs.)	-	-	-	8.0*	6.5

Gross Profit calculated as Net Sales – Material Consumed (Cost of materials consumed + Change in Inventory + Purchase of stock in trade)

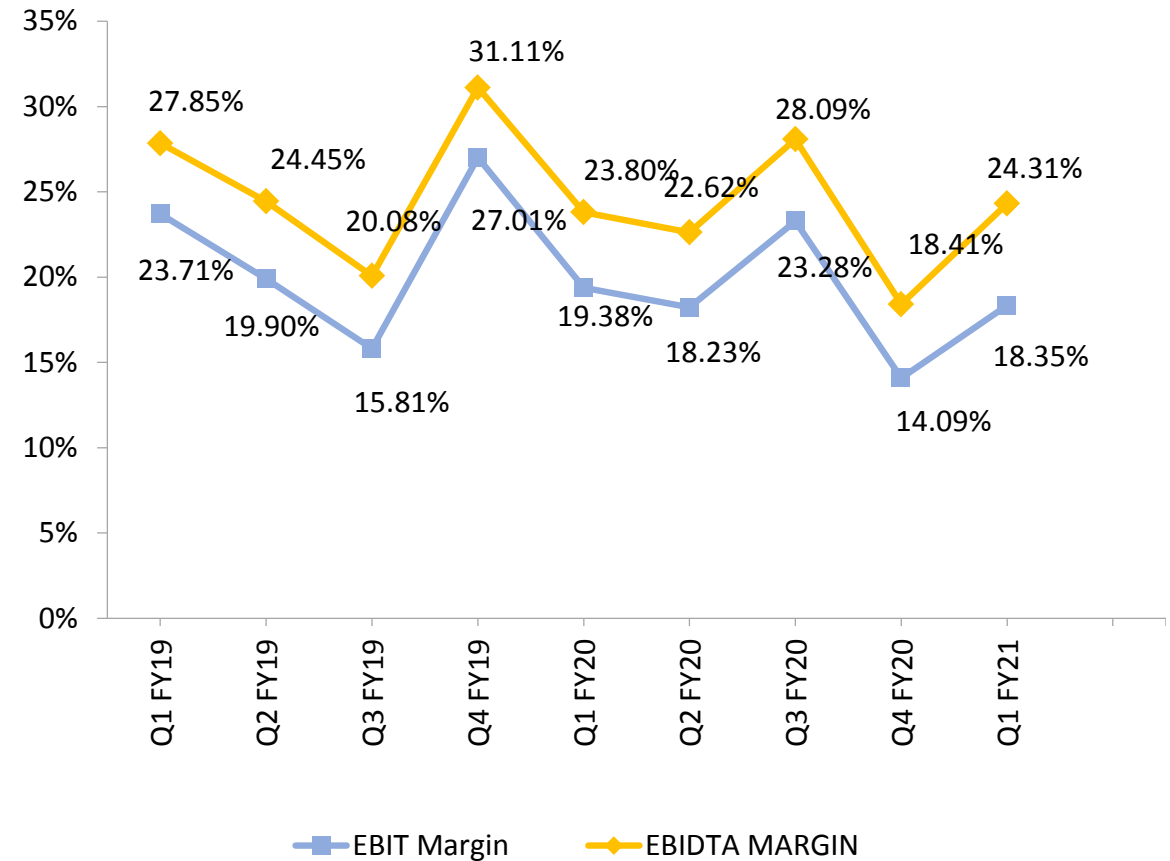
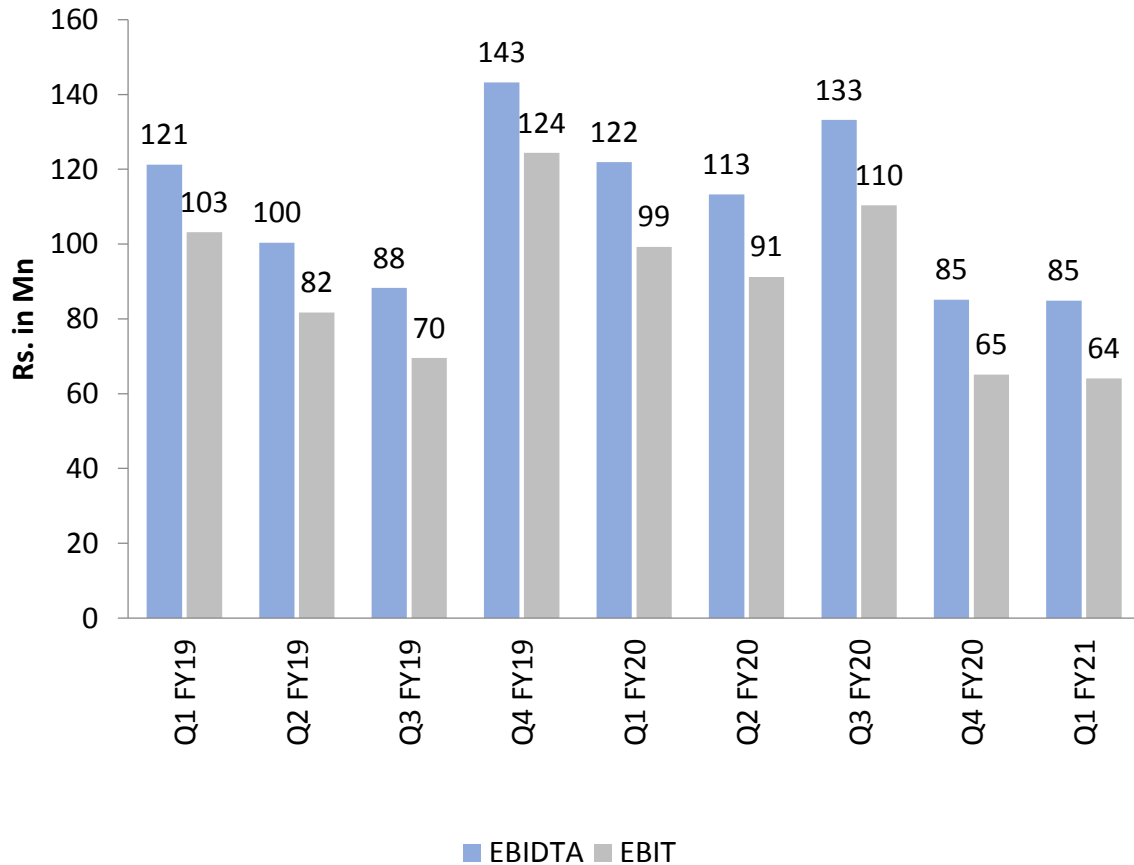
*Note: Total interim dividend paid during FY20 (1st: Rs 2.5 per share ; 2nd: Rs 4.5 per share)

QUARTER PERFORMANCE HIGHLIGHTS

SYNOPSIS OF QUARTERLY PERFORMANCE (1/2)

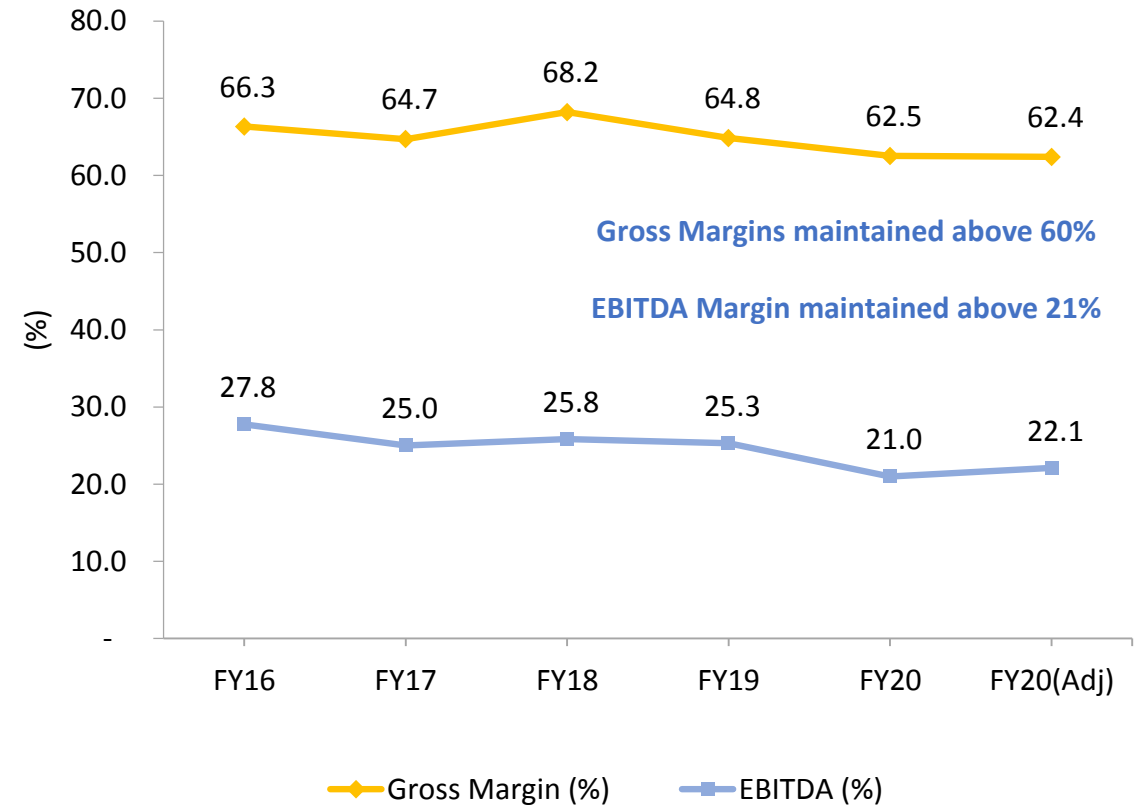
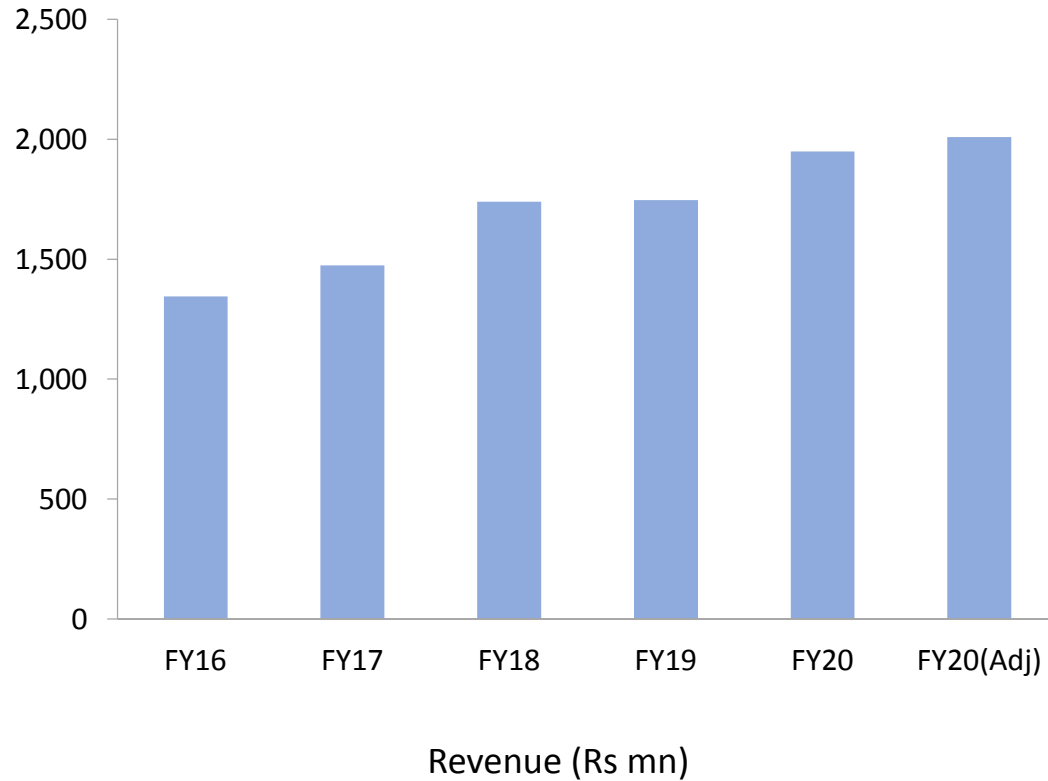


SYNOPSIS OF QUARTERLY PERFORMANCE (2/2)

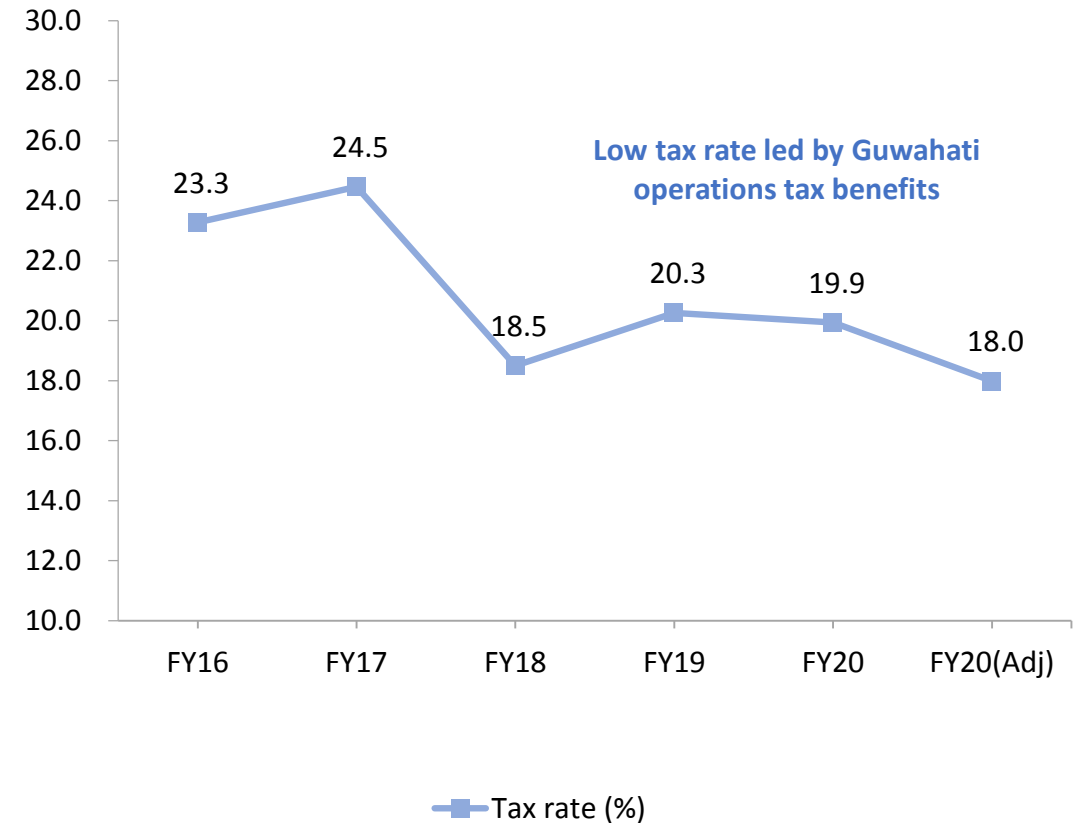
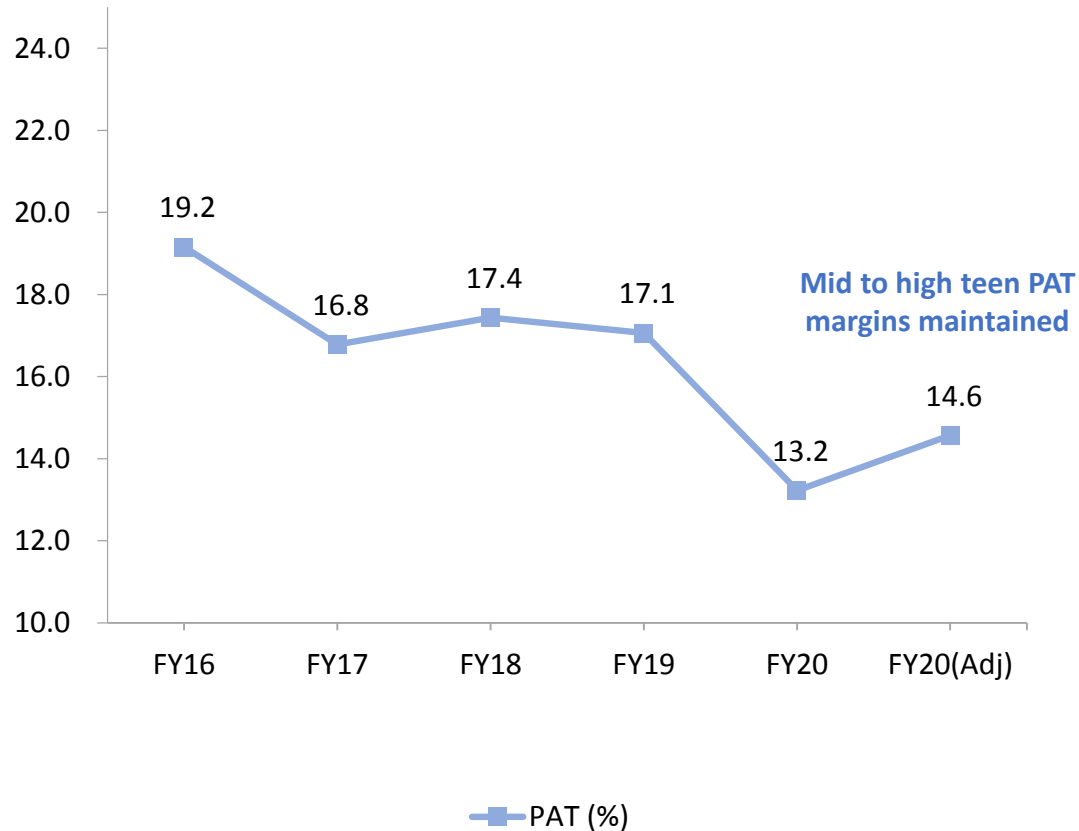


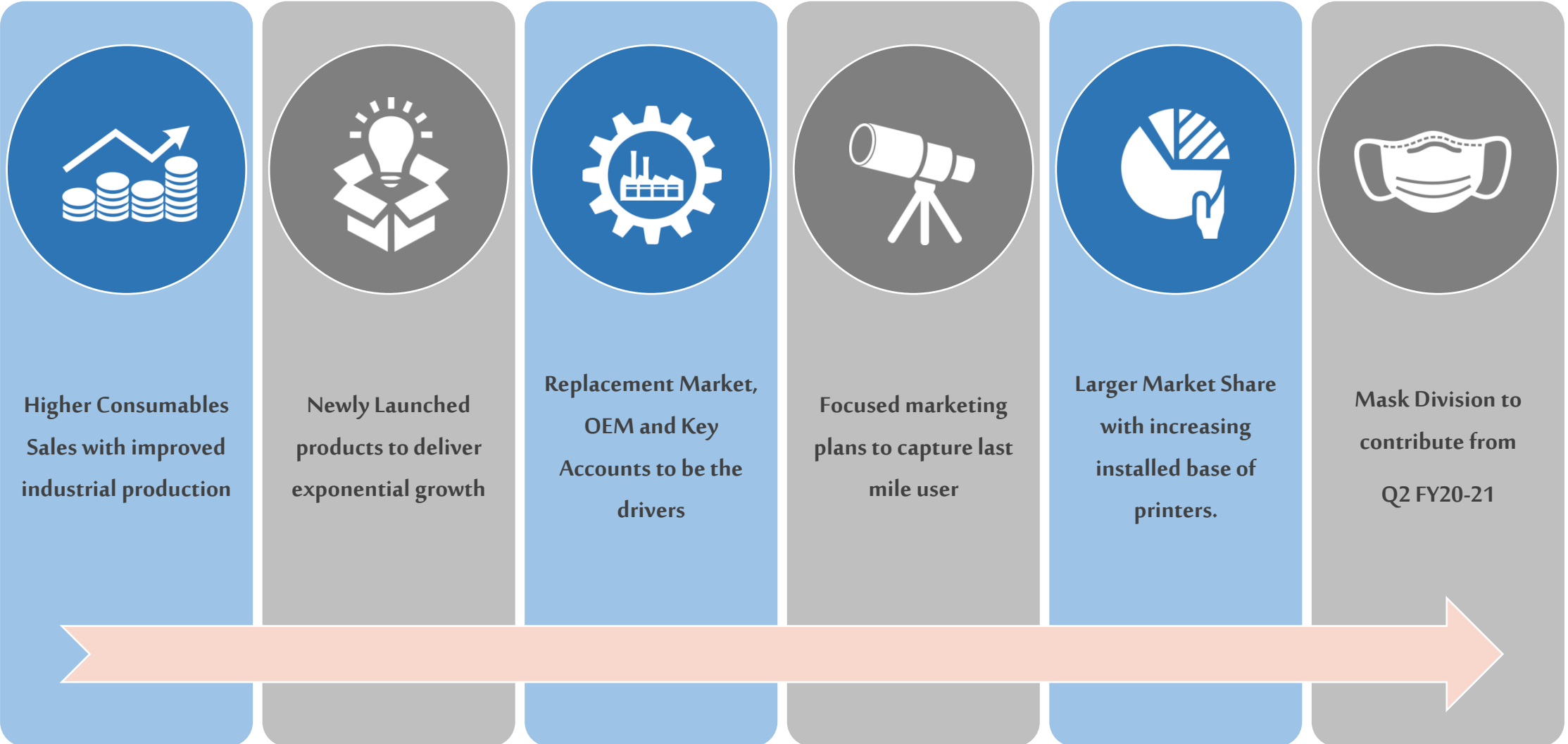
ANNUAL PERFORMANCE HIGHLIGHTS (FY20)

SYNOPSIS OF ANNUAL PERFORMANCE (1/2)



SYNOPSIS OF ANNUAL PERFORMANCE (2/2)





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Thank You