

INVESTOR PRESENTATION

JULY 29, 2019



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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CONTENT

1

Company Overview

2

New Product Launches

3

Brief Financials

4

Synopsis of Financial
Performance

5

Highlights

6

Way Forward

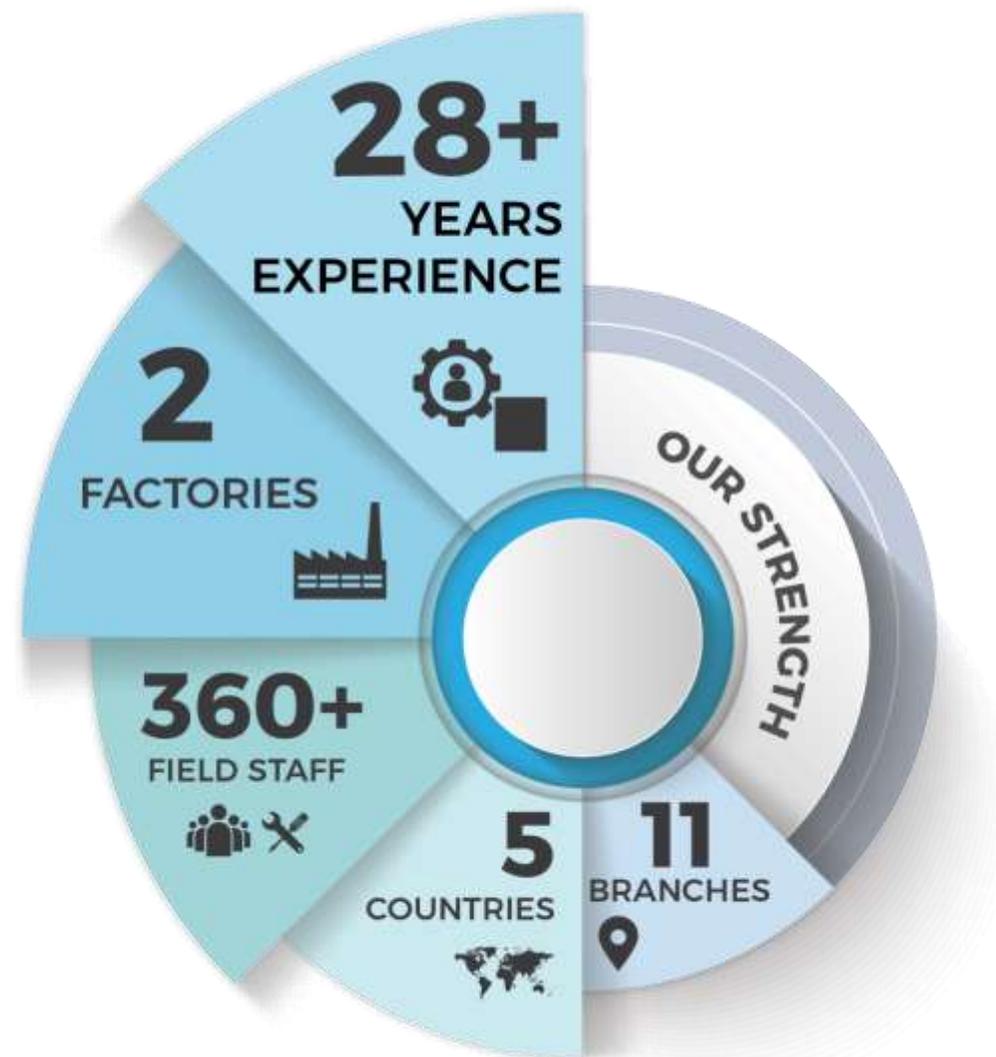
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<https://www.controlprint.com/wp-content/uploads/Investor-Presentation.pdf>

COMPANY OVERVIEW

Control Print has over 28 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.



NEW PRODUCT LAUNCHES



Thermal Inkjet Printer



Thermal Transfer Overprinter

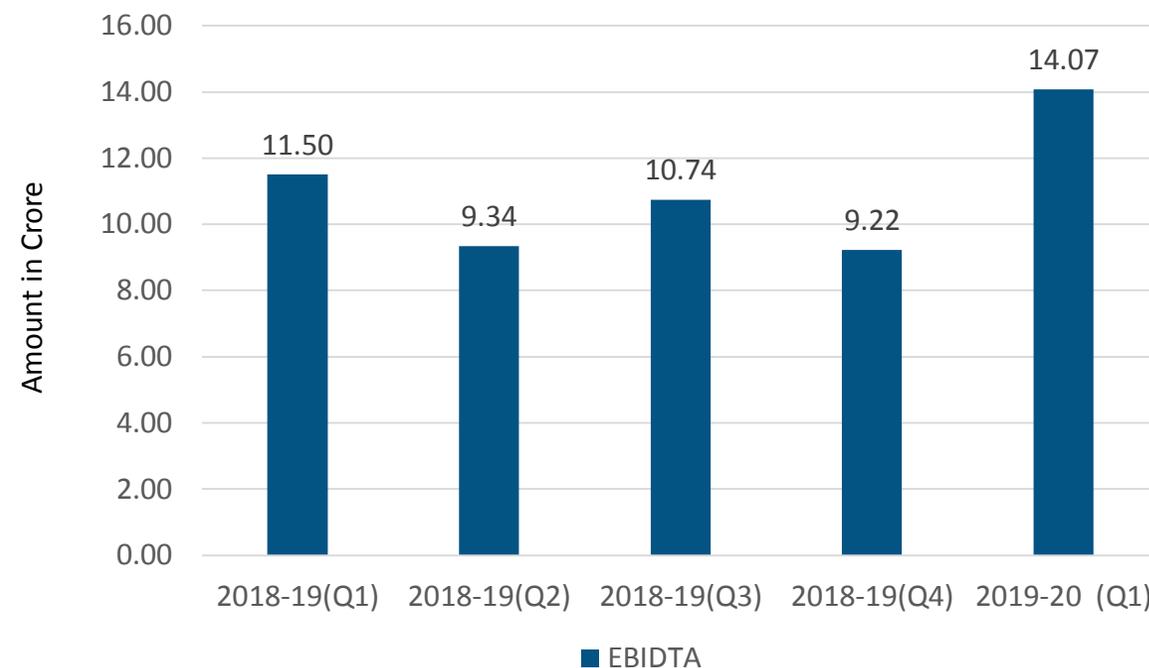
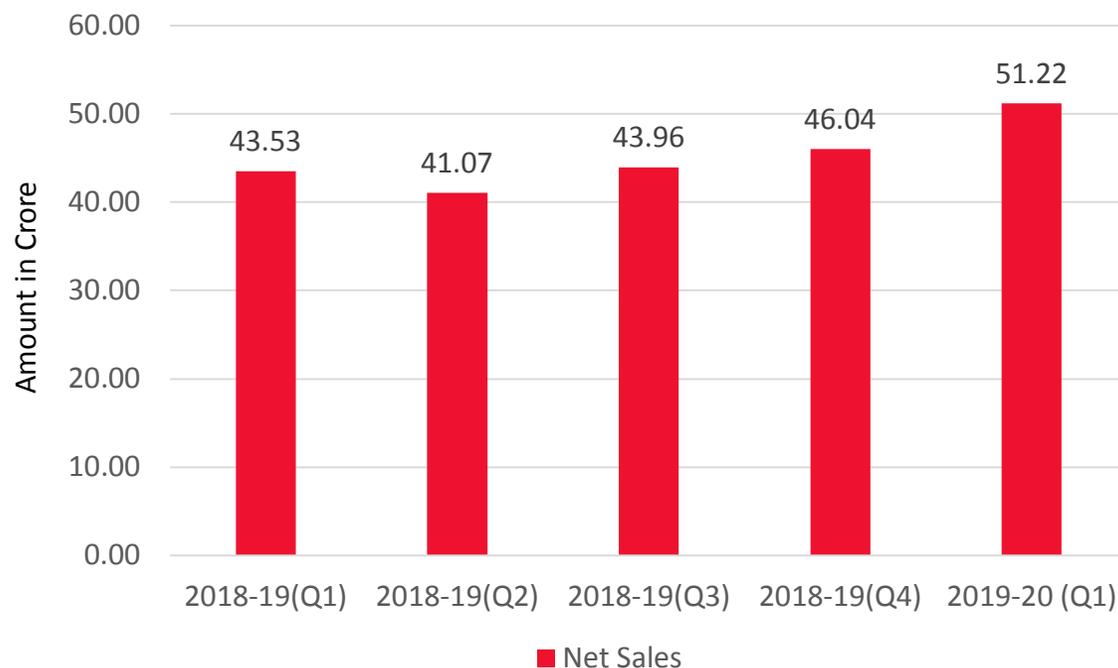


High Resolution Printer

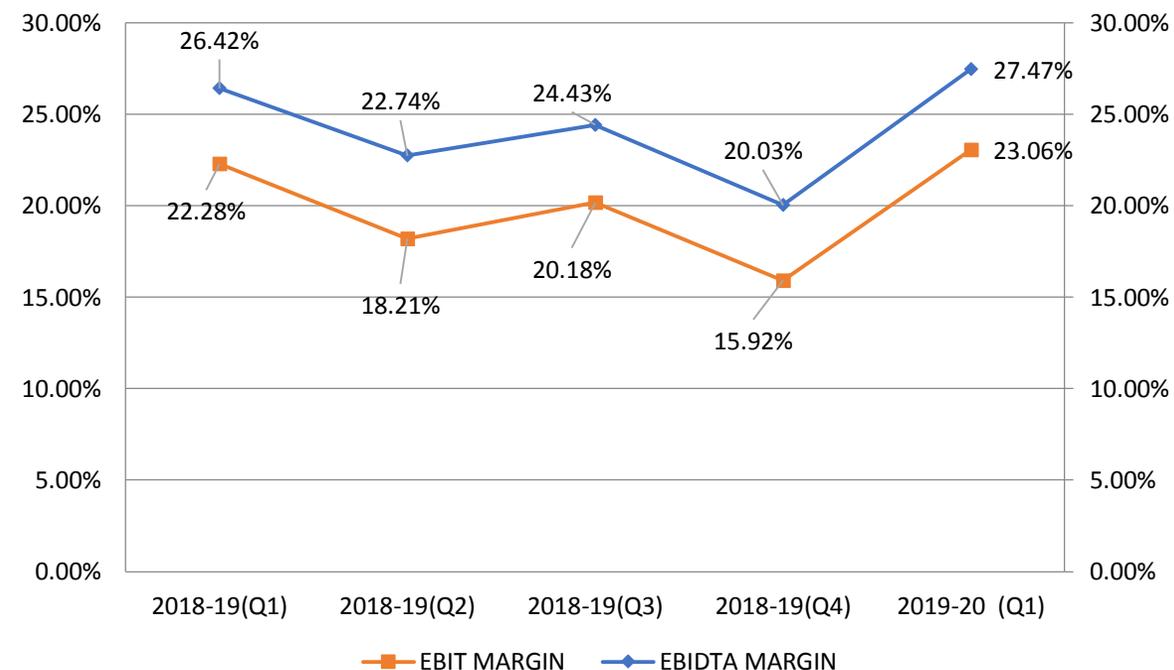
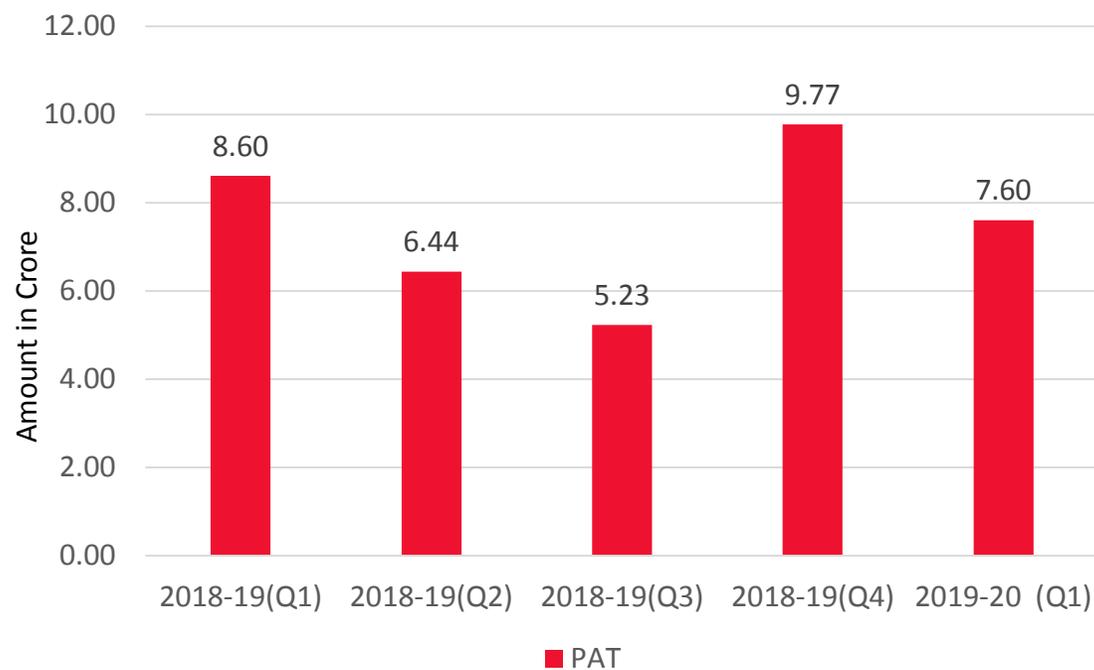
BRIEF FINANCIALS

				(Rs. in Cr.)
Particulars	Quarter ended June 19	Quarter ended March 19	Quarter ended June 18	Year ended March 2019
Net Sales	51.22	46.04	43.53	174.6
Gross Profit	29.93	27.83	26.75	106.27
Gross Margin (%)	58.43	60.45	61.45	60.86
EBITDA	14.07	9.22	11.50	40.82
EBITDA Margin (%)	27.47	20.03	26.42	23.38
EBIT	11.81	7.34	9.70	33.39
PBT	9.74	12.39	10.28	37.62
PAT	7.60	9.78	8.60	30.05
Earning Per Share (Rs.)	4.66	5.99	5.26	18.40
Dividend Per Share (Rs.)				6.50
Share Capital	16.33	16.33	16.33	16.33

SYNOPSIS OF FINANCIAL PERFORMANCE



SYNOPSIS OF FINANCIAL PERFORMANCE



HIGHLIGHTS



➤ Revenue Growth

- Revenue Growth of 17.65%
- Good Industrial Production in most of the industries
- Flagship division (CIJ) witnessed strong traction
- Volume growth in printers as well as consumables



➤ Profitability Upside

- Healthy margins with Operational Profits @ 23% and EBITDA @ 27%
- Improved product mix skewed towards consumables
- Higher realizations
- Stringent cost control

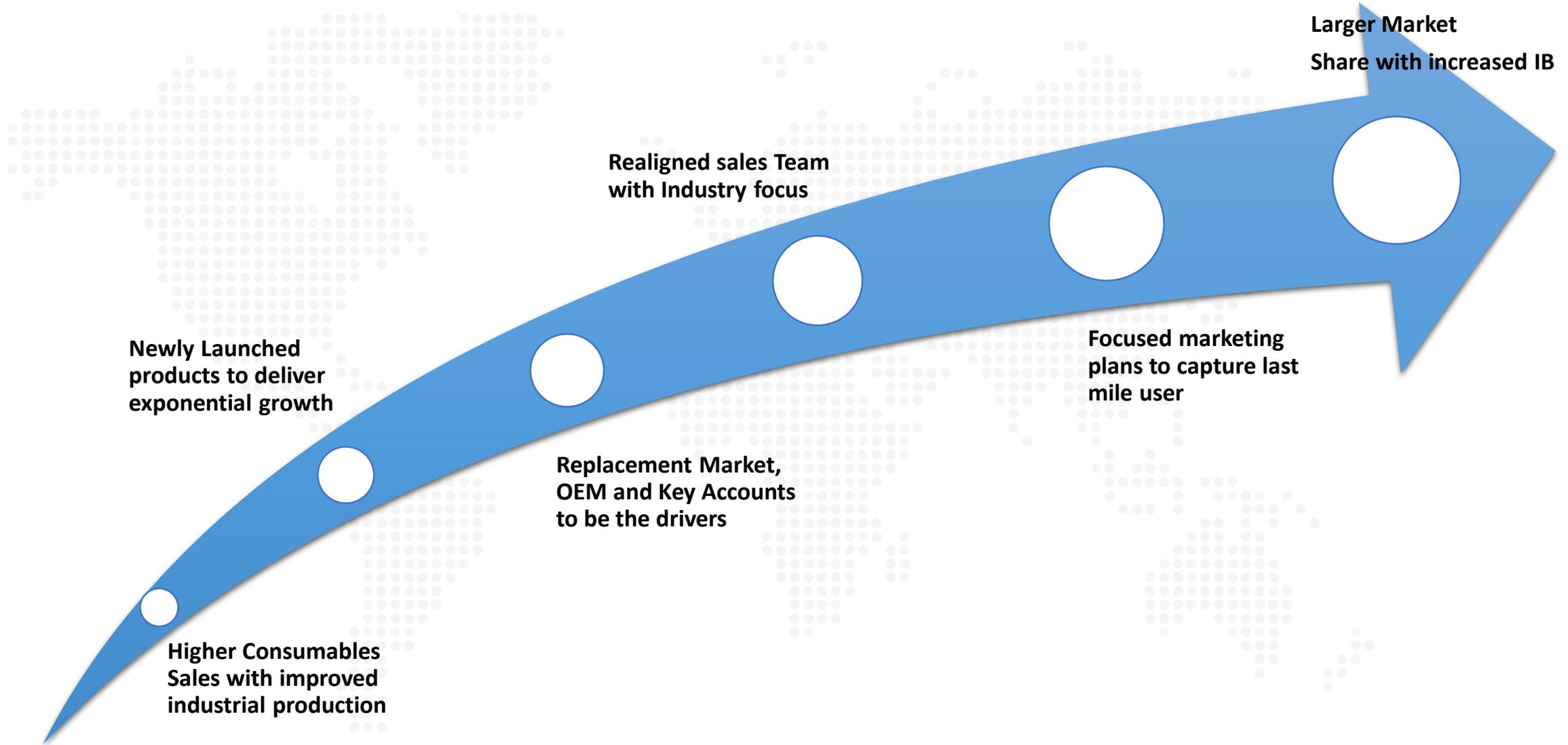


➤ Positives

- Strong Q1 leads the way for the year
- New product launches well accepted by the market
- Different verticals delivering results
- Strong free cash flow with increasing trend
- Man, Machine, Material, Finances 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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