

# INVESTOR PRESENTATION

OCTOBER 24, 2019



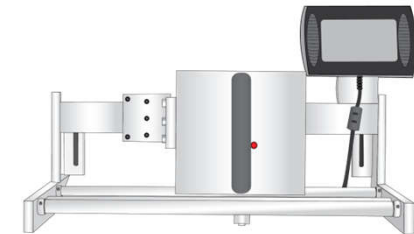
Continuous InkJet Printer



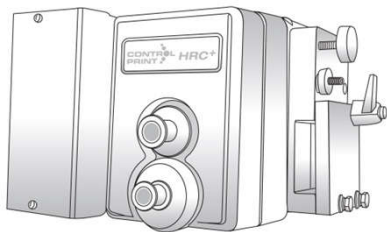
Thermal Inkjet Printer



High-Resolution Printer



Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer



Consumables

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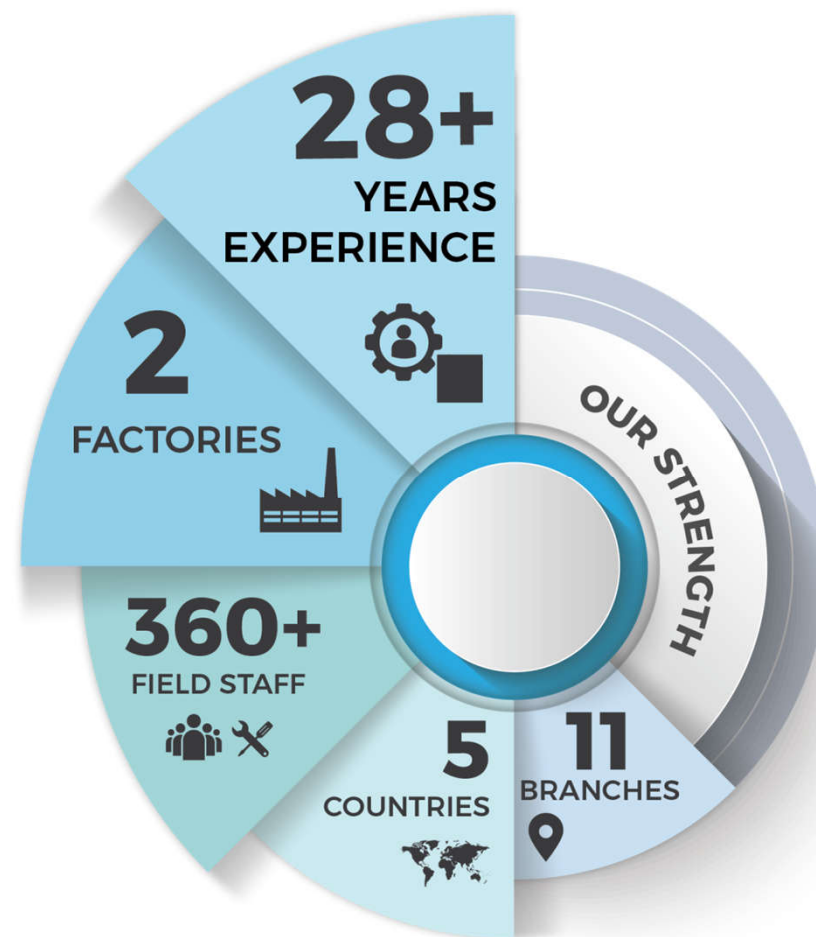
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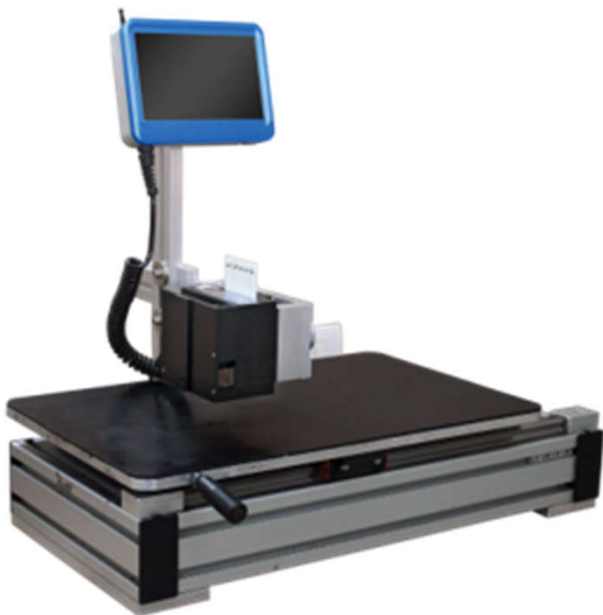
# COMPANY OVERVIEW

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.

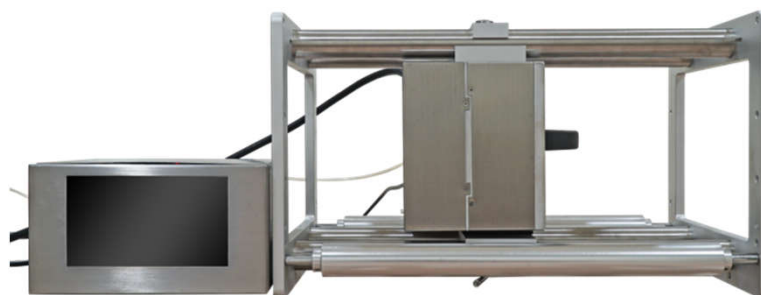
Our representatives tailor their purchase advice based on your needs as a customer. We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.



# NEW PRODUCT LAUNCHES



**Thermal Inkjet Printer**



**Thermal Transfer Overprinter**



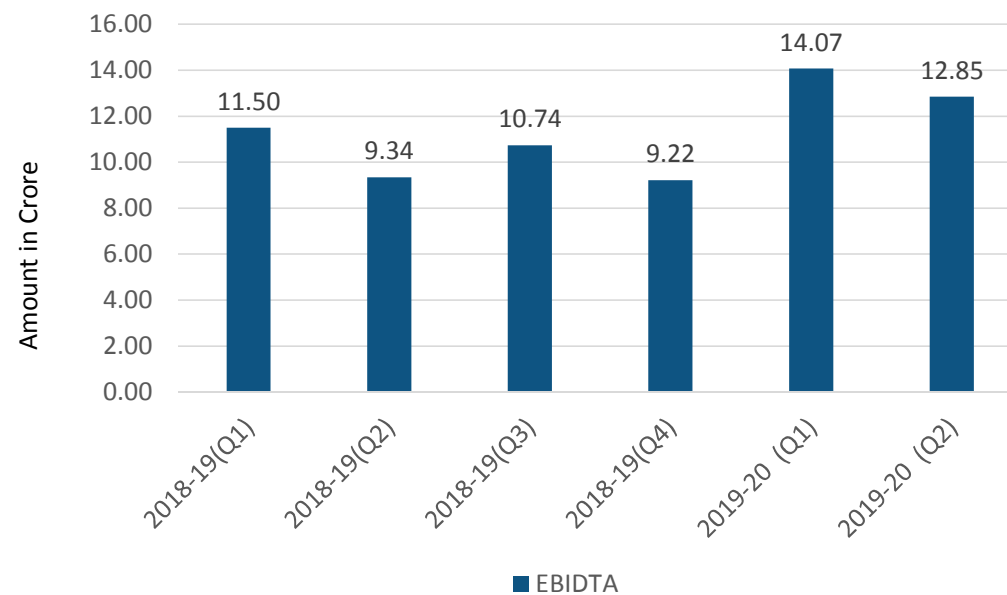
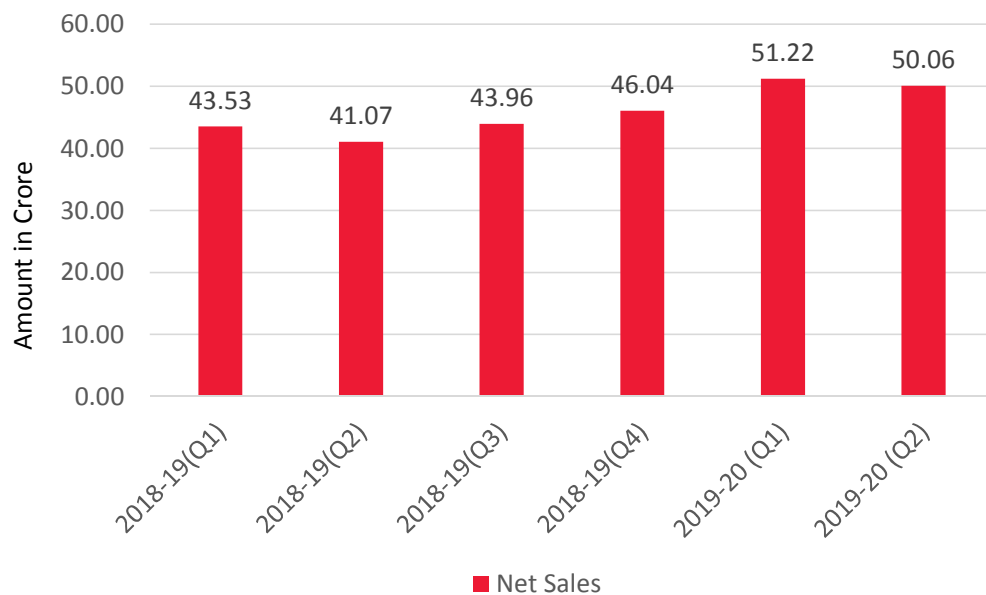
**High Resolution Printer**

# BRIEF FINANCIALS

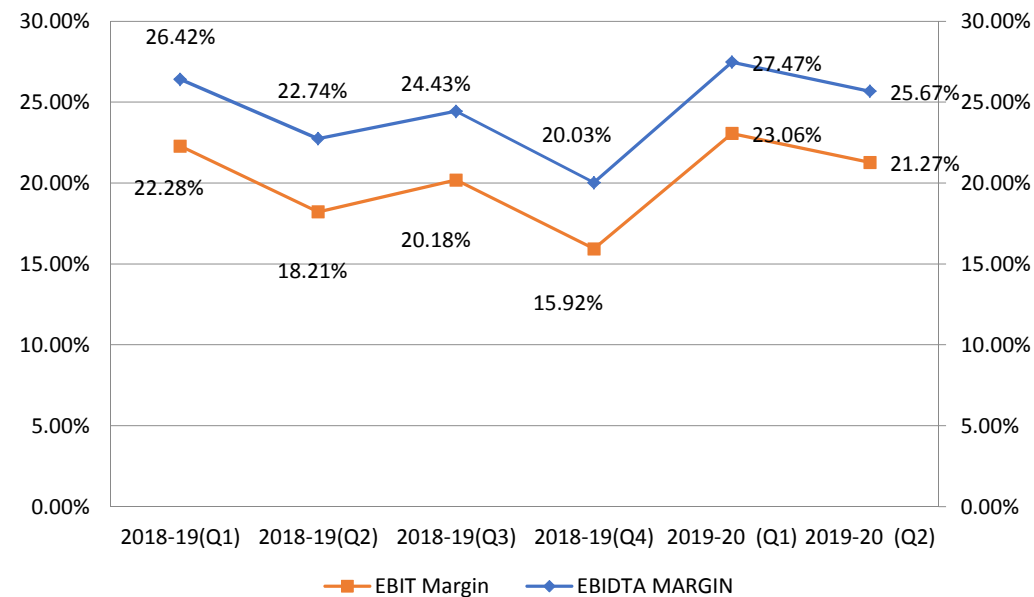
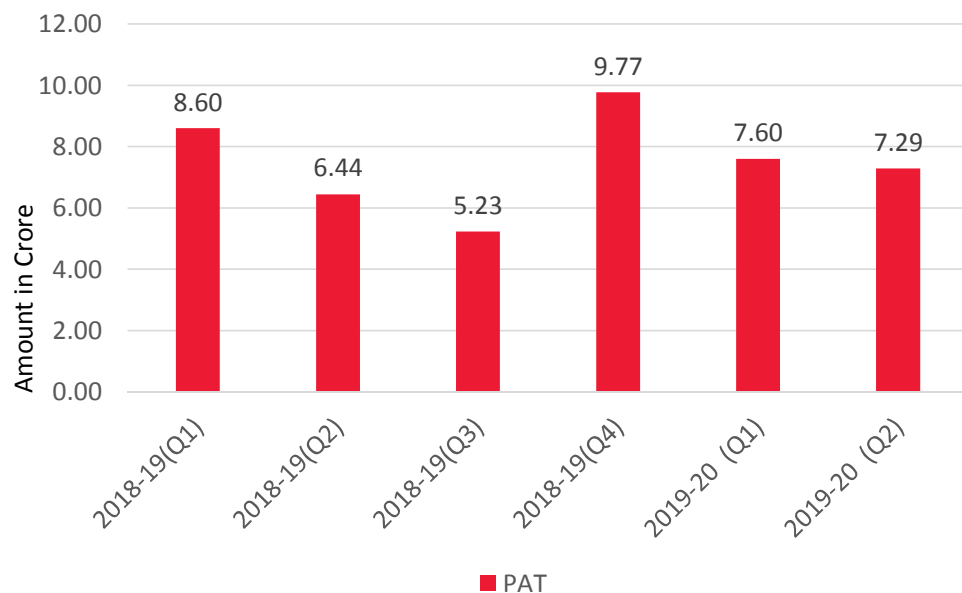


				(Rs. in Cr.)
Particulars	Quarter ended Sept 19	Quarter ended June 19	Quarter ended Sept 18	Year ended March 2019
Net Sales	50.06	51.22	41.07	174.6
Gross Profit	29.77	29.93	24.78	106.27
Gross Margin (%)	59.47	58.43	60.34	60.86
EBITDA	12.85	14.07	9.33	40.82
EBITDA Margin (%)	25.67	27.47	22.72	23.38
EBIT	10.65	11.81	7.47	33.39
PBT	8.93	9.74	8.14	37.62
PAT	7.29	7.60	6.44	30.05
Earning Per Share (Rs.)	4.47	4.66	3.95	18.40
Dividend Per Share (Rs.)				6.50
Share Capital	16.33	16.33	16.33	16.33

# SYNOPSIS OF FINANCIAL PERFORMANCE

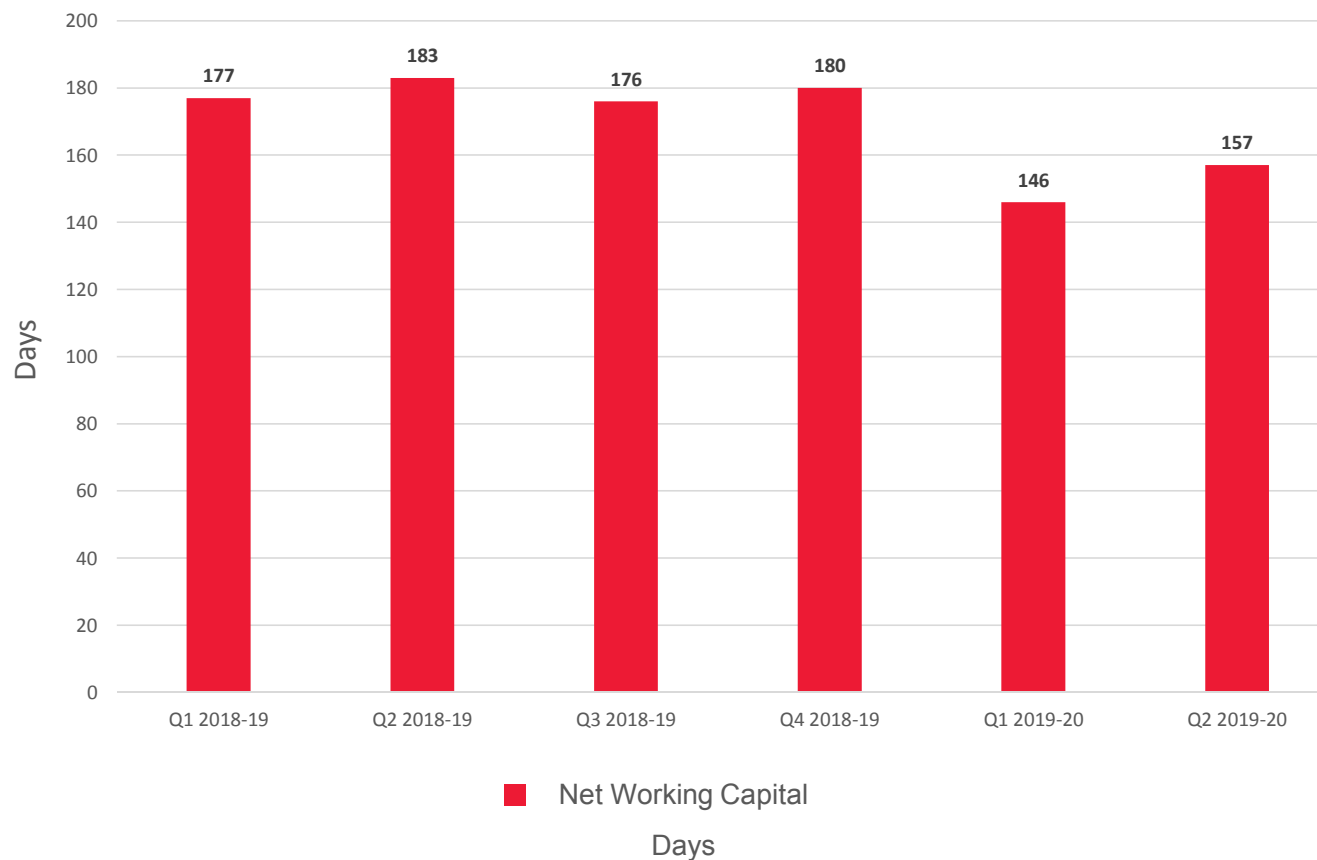


# SYNOPSIS OF FINANCIAL PERFORMANCE





# SYNOPSIS OF FINANCIAL PERFORMANCE



# HIGHLIGHTS

## IMPROVEMENTS IN MULTIPLE DIMENSIONS



### ➤ Revenue Growth

- Revenue Growth of 21.88%
- 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 @ 21% and EDITDA @ 25.67%
- Higher sale of consumables
- Higher realizations
- Stringent cost control

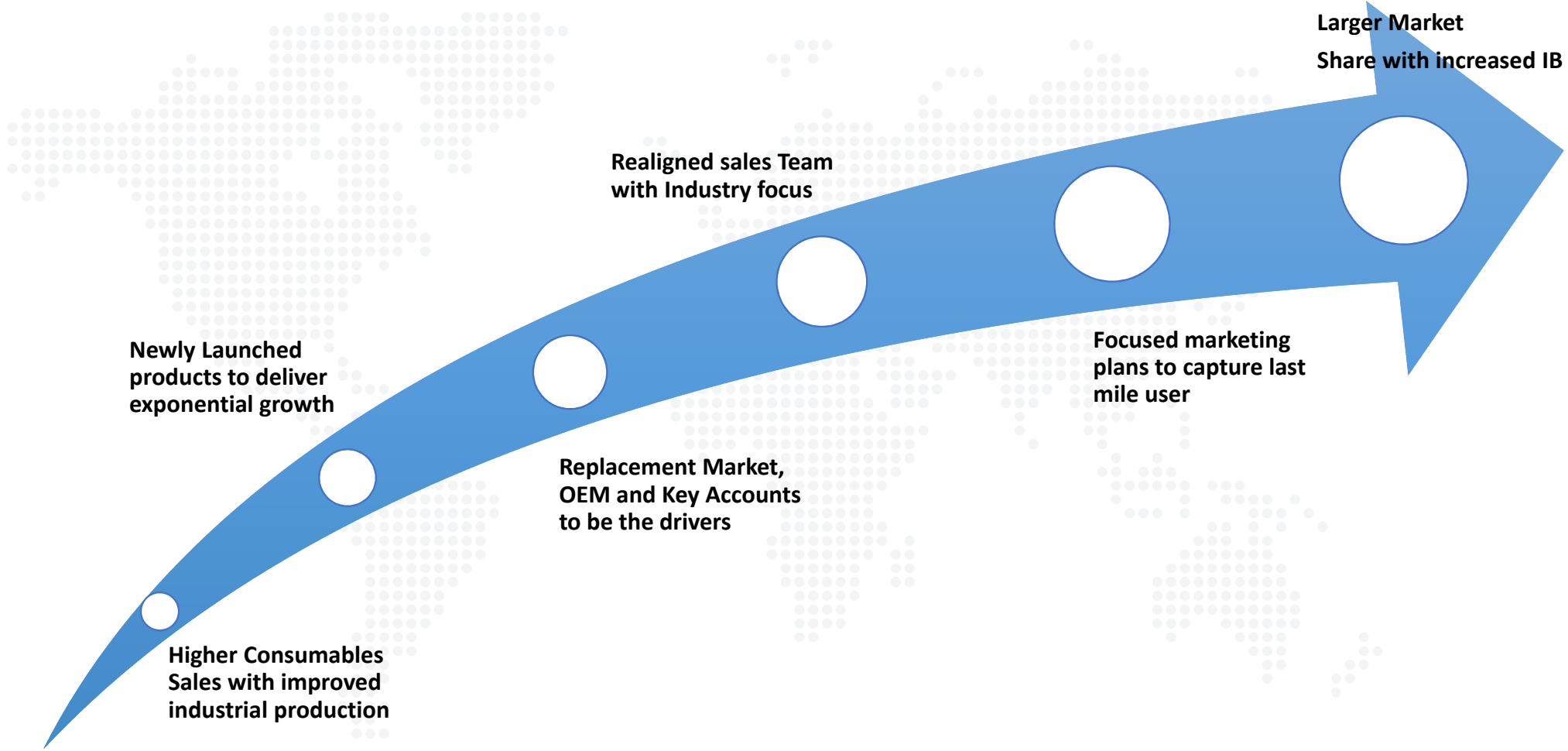


### ➤ Positives

- Strong half year leads the way for the year
- New product launches well accepted by the market
- Multiple verticals delivering results
- Strong free cash flow with increasing trend
- 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  
Brazilian Portuguese

Grazie  
Italian

Danke  
German

**Merci**  
French

شكراً 多谢  
Arabic Simplified Chinese

감사합니다  
Korean

ありがとうございました  
Japanese

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