

October 23, 2020



# INVESTOR PRESENTATION

Q2 FY21

*Refer to disclaimer*



**FMCG**



**Industrials**



**Healthcare**



**Building Products**



**Dairy & Food Products**

# DISCLAIMER



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Control Print Limited ("CPL", "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

# CONTENTS



# PRODUCTS



Continuous Inkjet Printer



Thermal Inkjet Printer



High Resolution Printer



Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer



Consumables



# INDUSTRIES WE SERVE

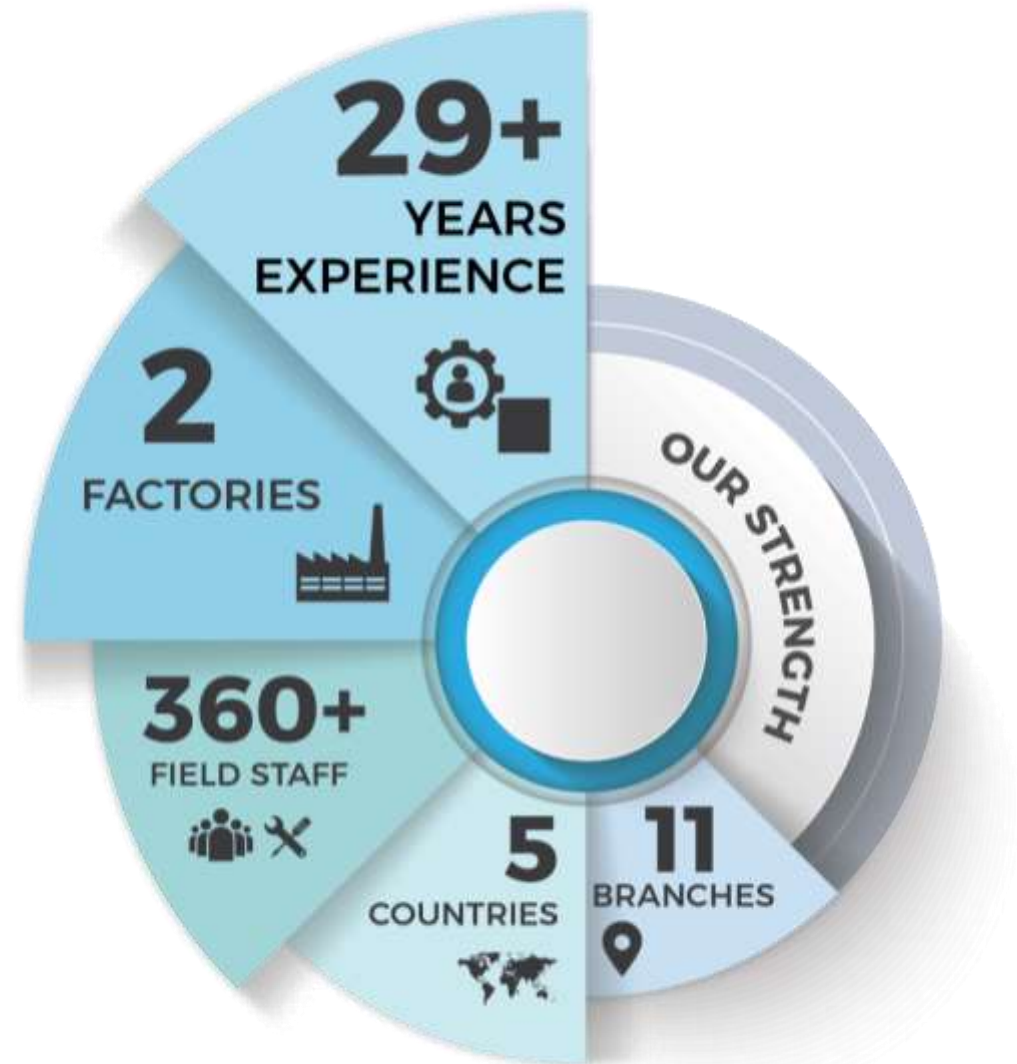


Agrochemicals and Seeds | Automotive | Beverages | Building and Construction Materials | Cable and Wire | Cement | Chemicals-and-Lubricants | Electronics | FMCG | Food | Healthcare | Packaging-and-Packaging-Materials | Plywood | Pipes-and-Extruded-Plastics | Rubber and tyres | Steel and Metal | Textiles

# 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



## BEST EVER REVENUE FOR A QUARTER - INCREASE IN PRINTER SALES



### Revenue Growth

Revenue was highest ever for any quarter

Good recovery in Industrial Production

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

Printers volume picked up in Q2FY21

Newly launched products contributing to growth



### Profitability Upside

In spite of lower Gross Margin (due to change of product mix) at 61.95% vs 64.0% last year, EBITDA margins continue to be high at 24.5% vs 24.9% last year led by stringent cost controls



### Positives

Best ever revenue in a quarter led by new product launches and printer demand

Multiple verticals to deliver growth in FY21

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

# BRIEF FINANCIALS



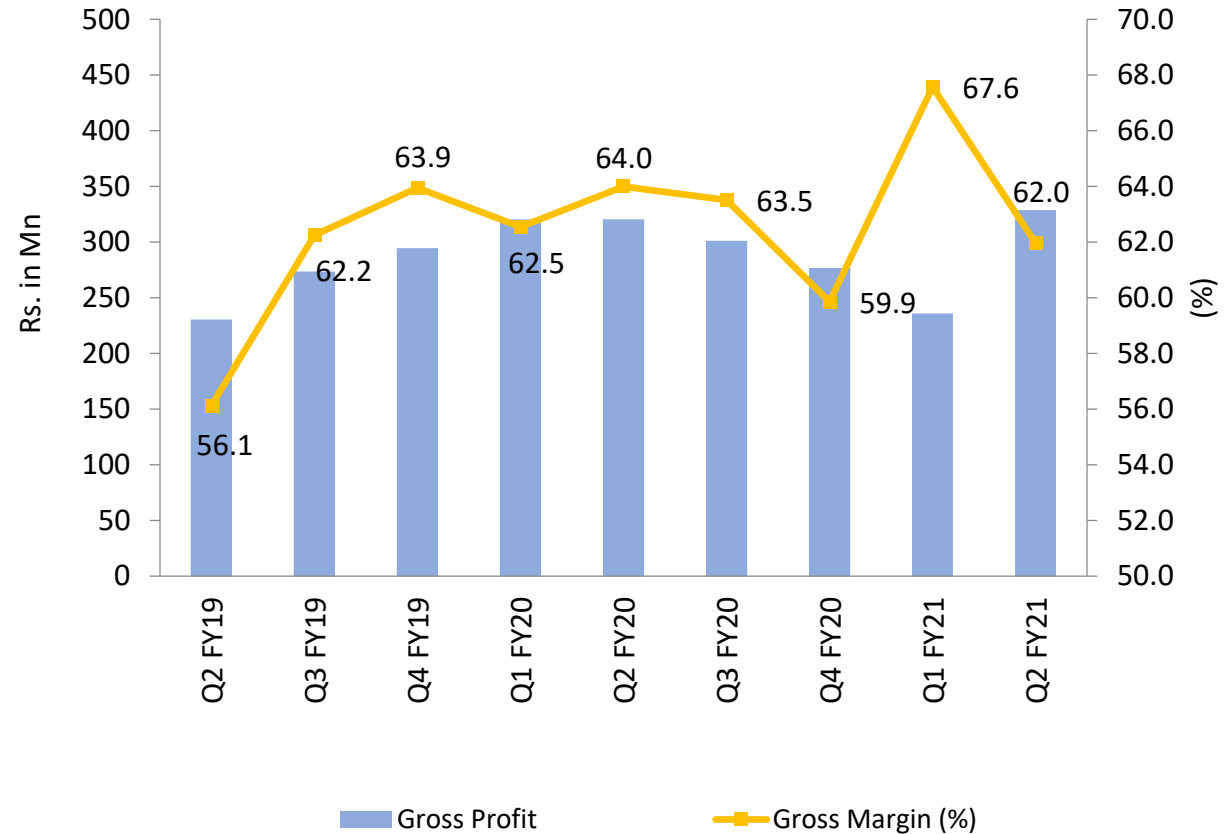
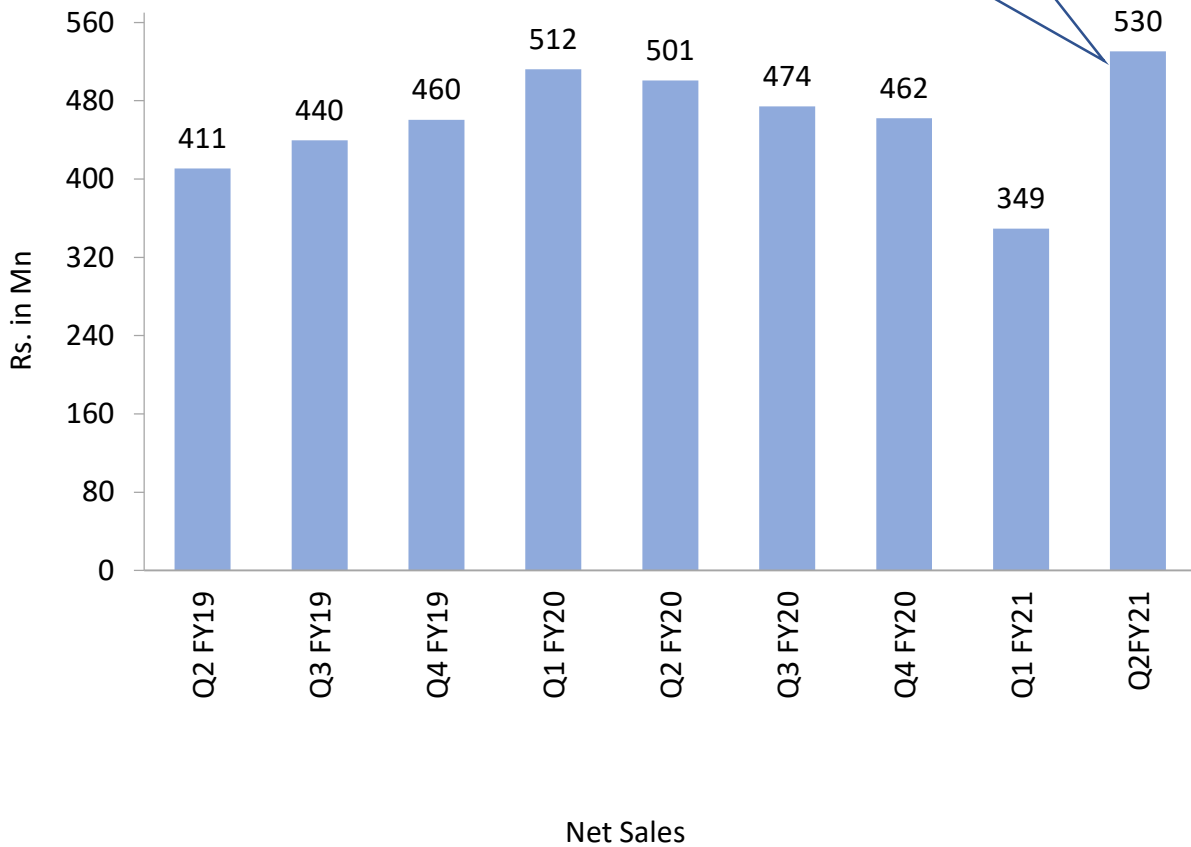
Particulars (Rs mn)	Q2FY21	Q1FY21	Q2FY20	FY2020	FY2019
Net sales	530.4	349.2	500.6	1,949.2	1,746.0
Gross Profit	328.6	236.0	320.4	1,218.5	1,132.0
<i>Gross margin (%)</i>	<i>62.0</i>	<i>67.6</i>	<i>64.0</i>	<i>62.5</i>	<i>64.8</i>
EBITDA	130.0	84.9	124.7	461.0	399.8
<i>EBITDA margin (%)</i>	<i>24.5</i>	<i>24.3</i>	<i>24.9</i>	<i>23.7</i>	<i>22.9</i>
EBIT	92.6	64.1	106.5	382.1	333.9
PBT (excl. exceptional)	89.7	60.3	104.6	373.5	331.2
PAT (excl. exceptional)	73.2	55.0	88.3	309.3	255.5
<i>PAT margin (%)</i>	<i>13.8</i>	<i>15.8</i>	<i>17.6</i>	<i>15.9</i>	<i>14.6</i>
Exceptional (loss)/gain	1.7	-211	-153	-429	450
EPS(Rs) (excl. exceptional)	4.48	3.38	5.40	18.94	15.65
Dividend per Share (Rs.)	-	-	-	8.0	6.5

# **QUARTER PERFORMANCE HIGHLIGHTS**

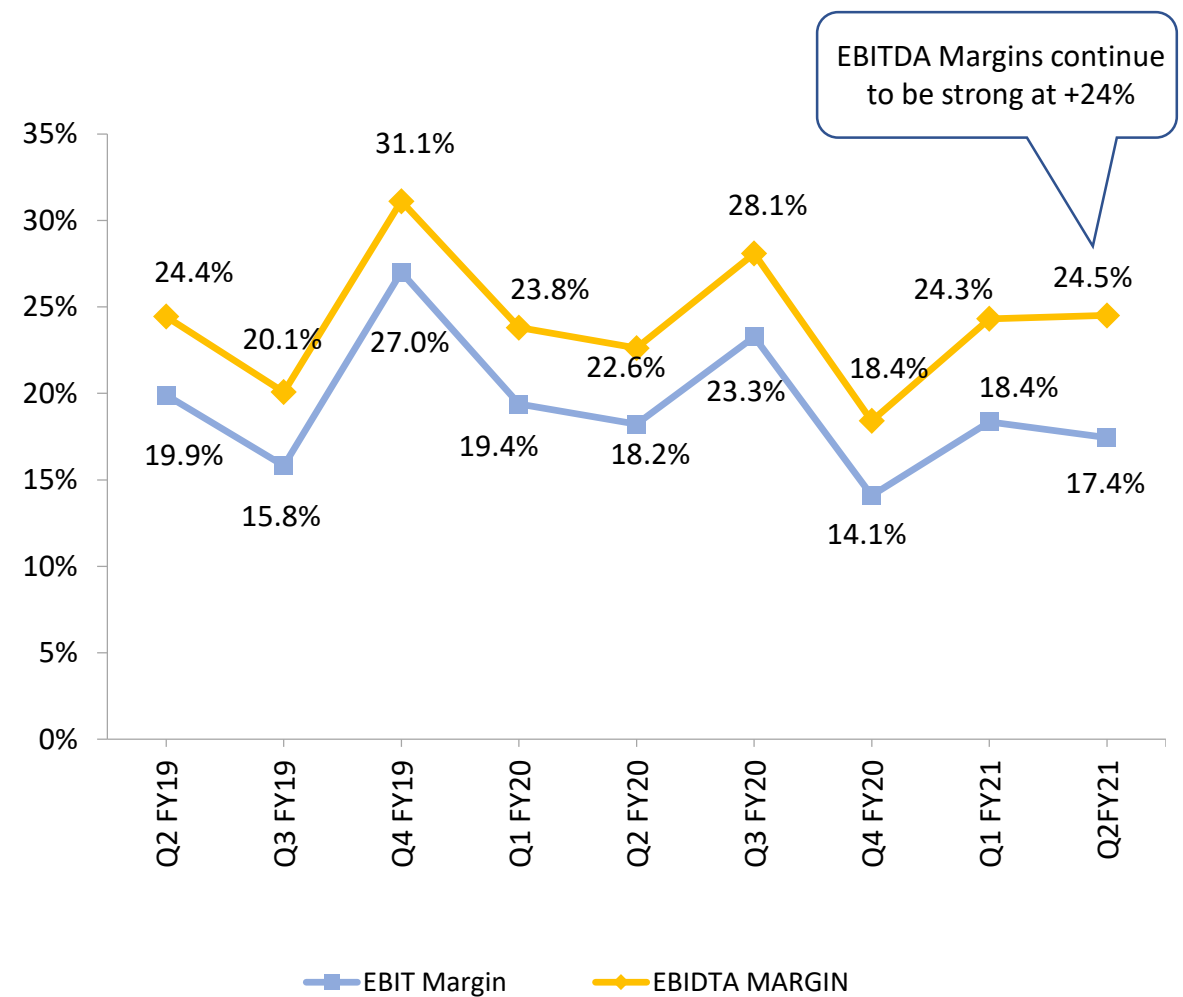
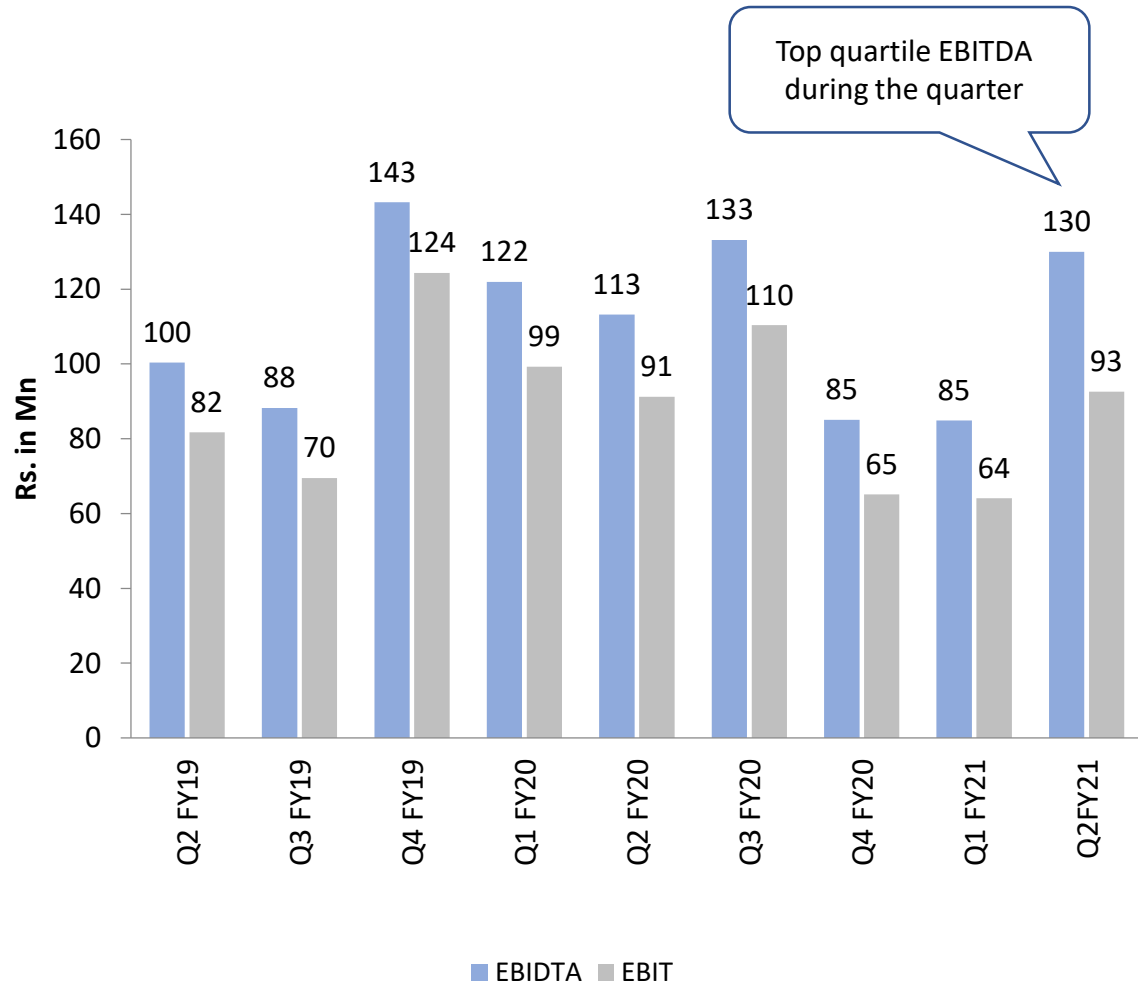
# SYNOPSIS OF QUARTERLY PERFORMANCE (1/2)



Highest ever revenue in any quarter



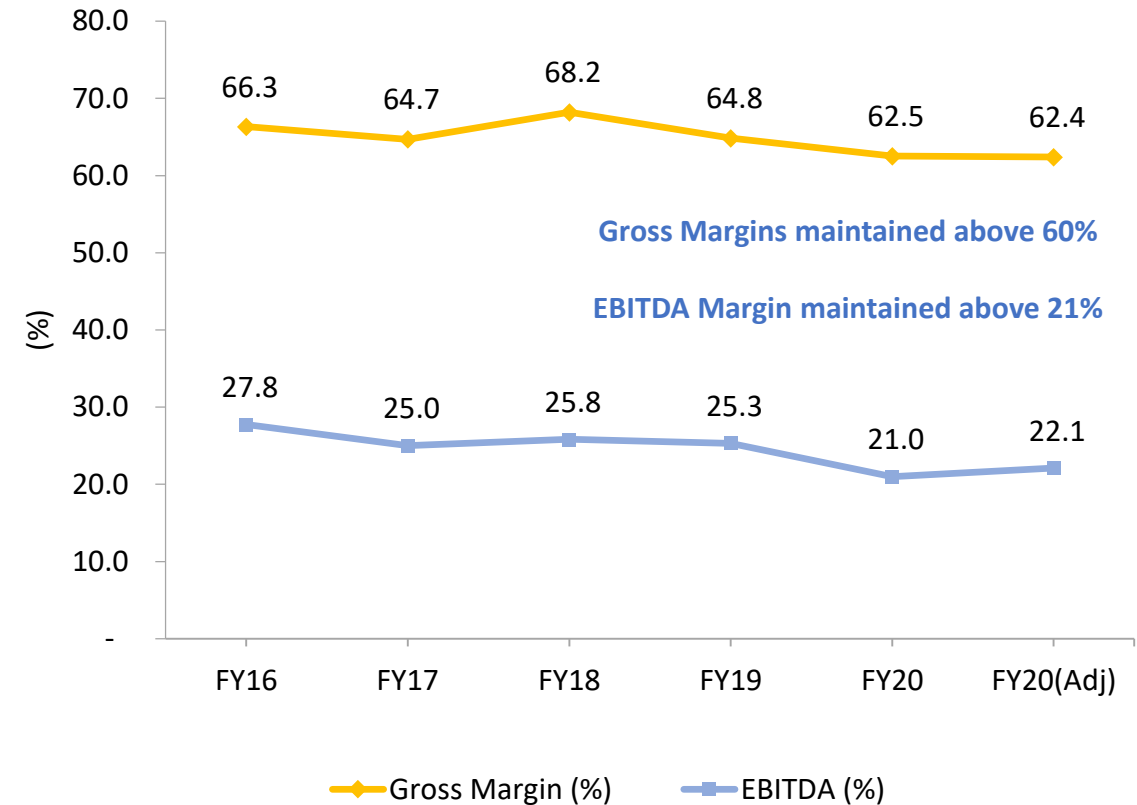
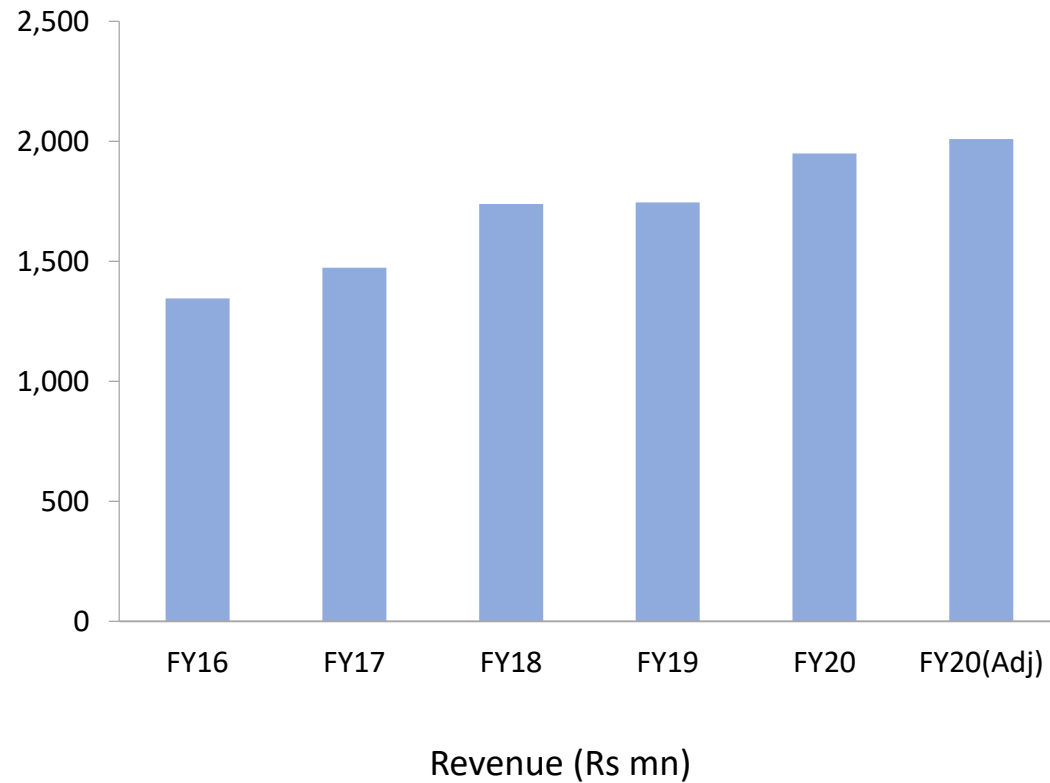
# SYNOPSIS OF QUARTERLY PERFORMANCE (2/2)



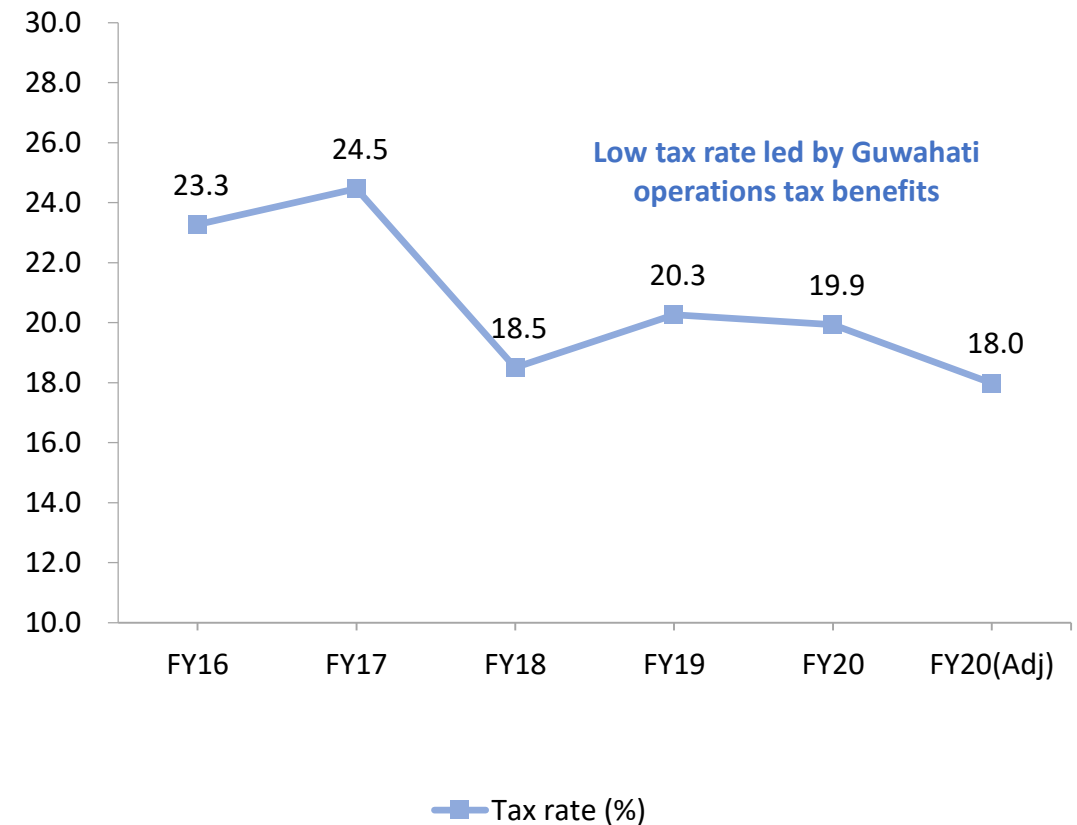
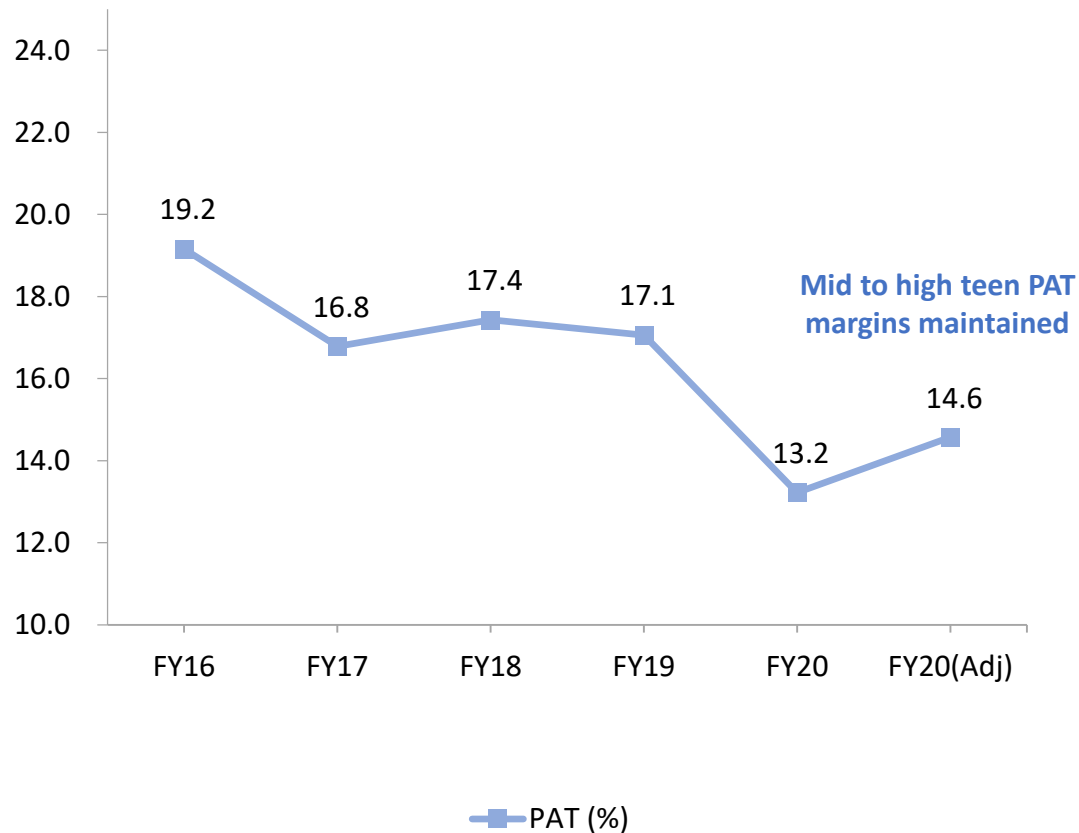


# **ANNUAL PERFORMANCE HIGHLIGHTS (FY20)**

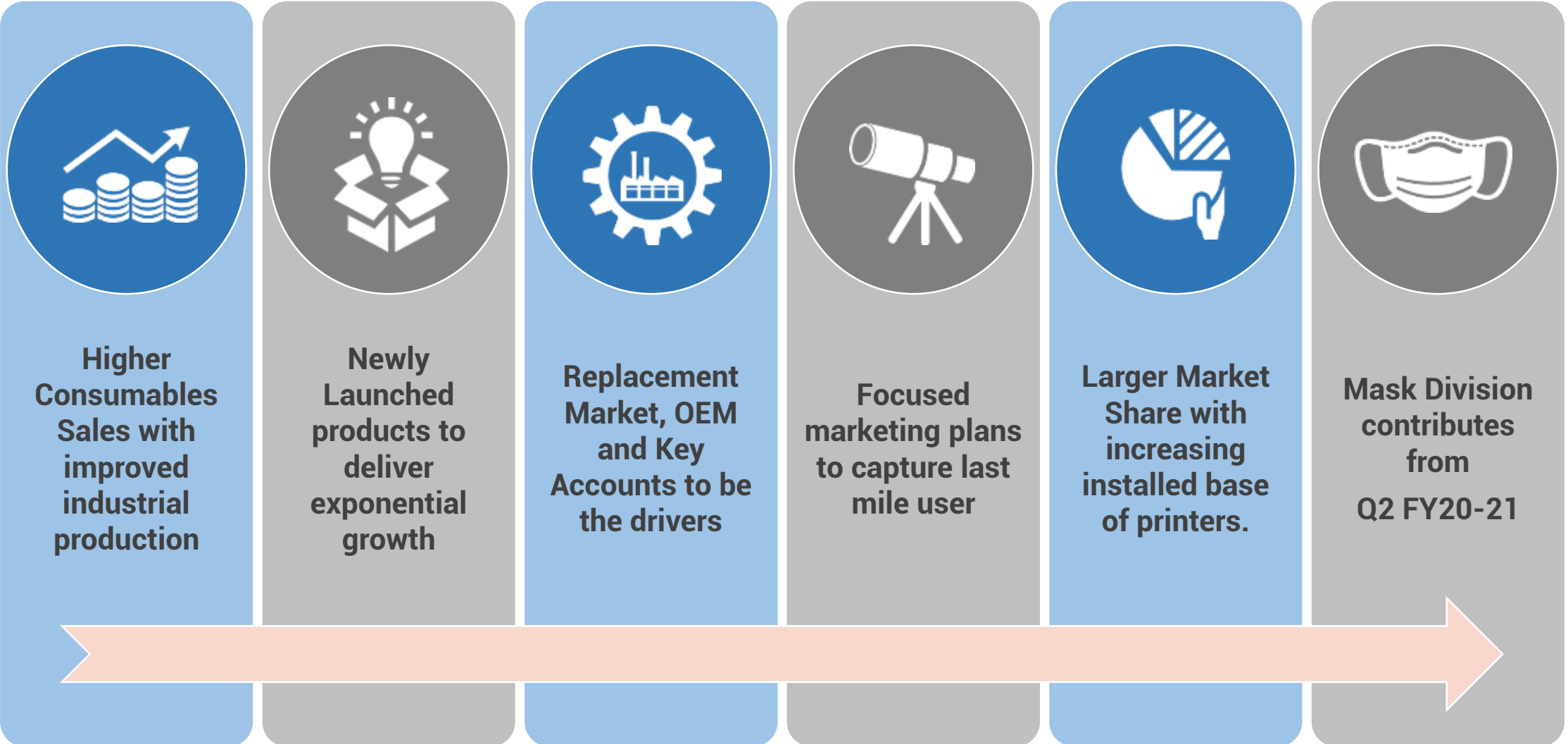
# SYNOPSIS OF ANNUAL PERFORMANCE (1/2)



# SYNOPSIS OF ANNUAL PERFORMANCE (2/2)



# WAY FORWARD



For further details please contact

**Rahul Khettry**  
Chief Financial Officer  
[cfo@controlprint.com](mailto:cfo@controlprint.com)  
[www.controlprint.com](http://www.controlprint.com)

**KAPTIFY™**  
Strategy & Investor Advisory | Consulting  
[contact@kaptify.in](mailto:contact@kaptify.in)  
Tel: +91-845 288 6099  
[www.kaptify.in](http://www.kaptify.in)

**Thank You**

**CONTROL PRINT LIMITED**

C-106, Hind Saurashtra Industrial Estate, Andheri-Kurla Road, Marol Naka, Andheri (East), Mumbai 400059, India.

Phone : +91 22 28599065 / 66938900 | Fax : +91 22 28528272