



October 23, 2020

To,

The Compliance Department, BSE Limited , P. J. Towers, Dalal Street, Fort, Mumbai – 400 001 Scrip Code – 522295	The Compliance Department, National Stock Exchange of India Limited , Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Symbol - CONTROLPR
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Sub: Presentation on Investor Meeting

Ref: Disclosure under Regulation 30 read with para A of part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirement, Regulation, 2015

Please find enclosed herewith the Investor Presentation for the Conference Call with the Investors / Shareholders of Control Print Limited (the Company) fixed through Asian Markets Securities Private Limited (AMSEC) on **Monday, October 26, 2020 at 4.00 P.M.** on **Q2FY21** of the Company.

Further, the said presentation will be made available on Company's website at www.controlprint.com

This is for your information and record.

Yours sincerely,

For **Control Print Limited**

Reena Shah

Company Secretary & Compliance Officer



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CIN. L22219MH1991PLC059800

**MUMBAI (Regd.Office). AHMEDABAD. BENGALURU. CHANDIGARH. CHENNAI. COLOMBO. DELHI. GUWAHATI
HYDERABAD. JAMSHEDPUR. KOLKATA. NALAGARH. PUNE. VASAI**

October 23, 2020



INVESTOR PRESENTATION

Q2 FY21

Refer to disclaimer



FMCG



Industrials



Healthcare



Building Products



Dairy & Food Products

DISCLAIMER



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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

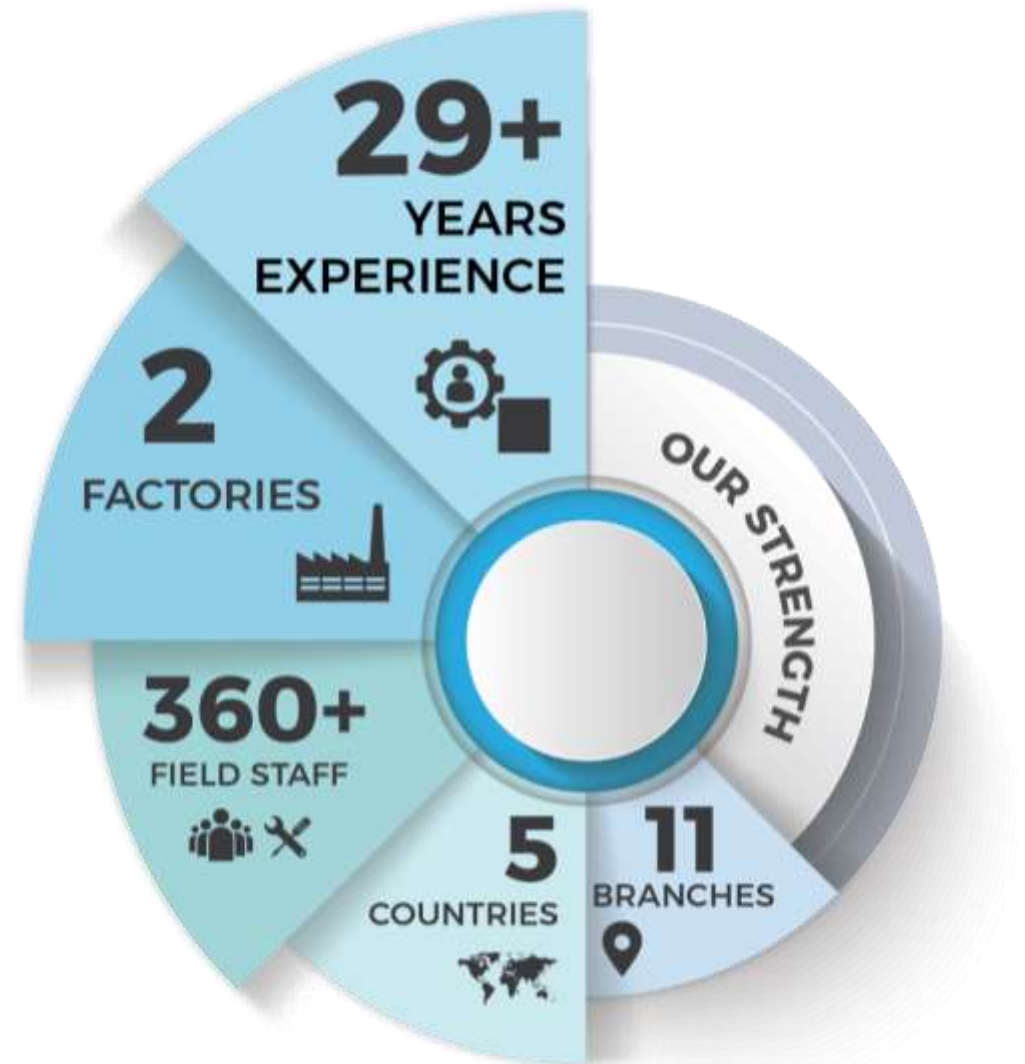


Agrochemicals and Seeds | Automotive | Beverages | Building and Construction Materials | Cable and Wire | Cement | Chemicals-and-Lubricants | Electronics | FMCG | Food | Healthcare | Packaging-and-Packaging-Materials | Plywood | Pipes-and-Extruded-Plastics | Rubber and tyres | Steel and Metal | Textiles

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



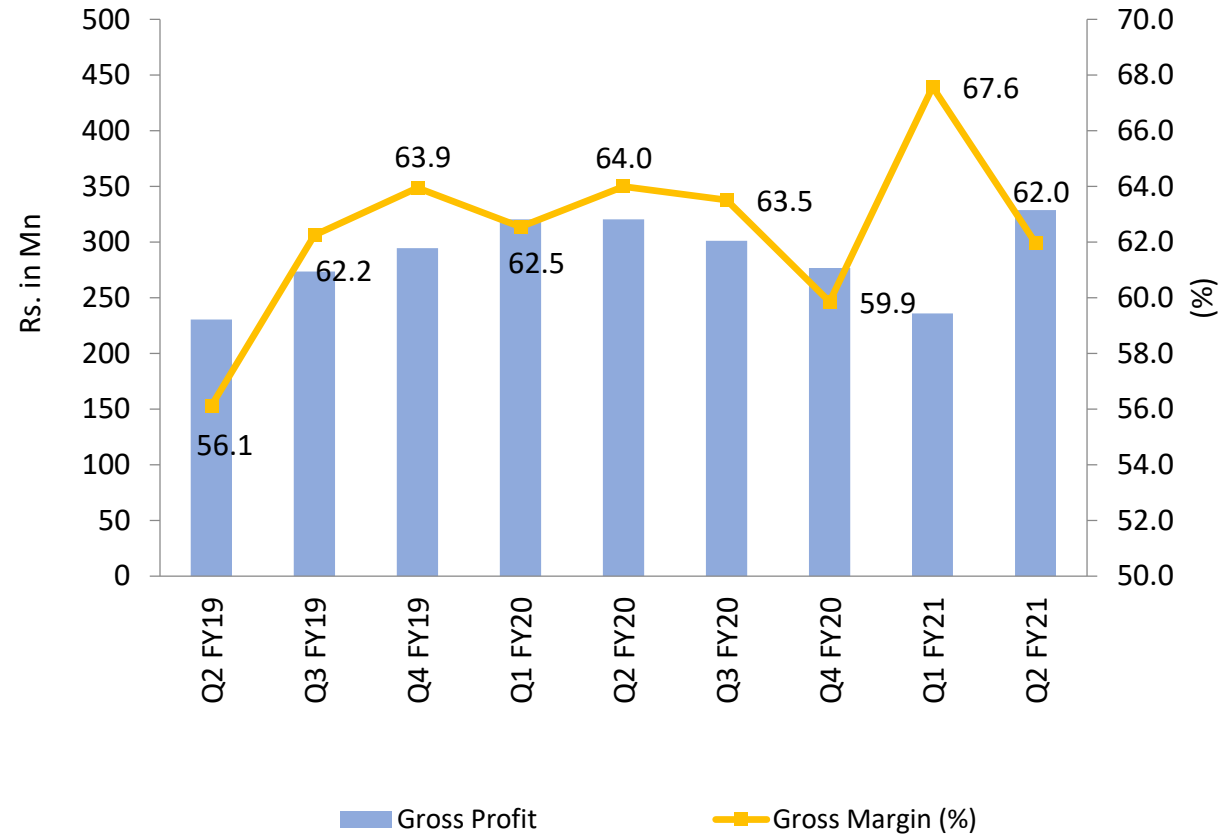
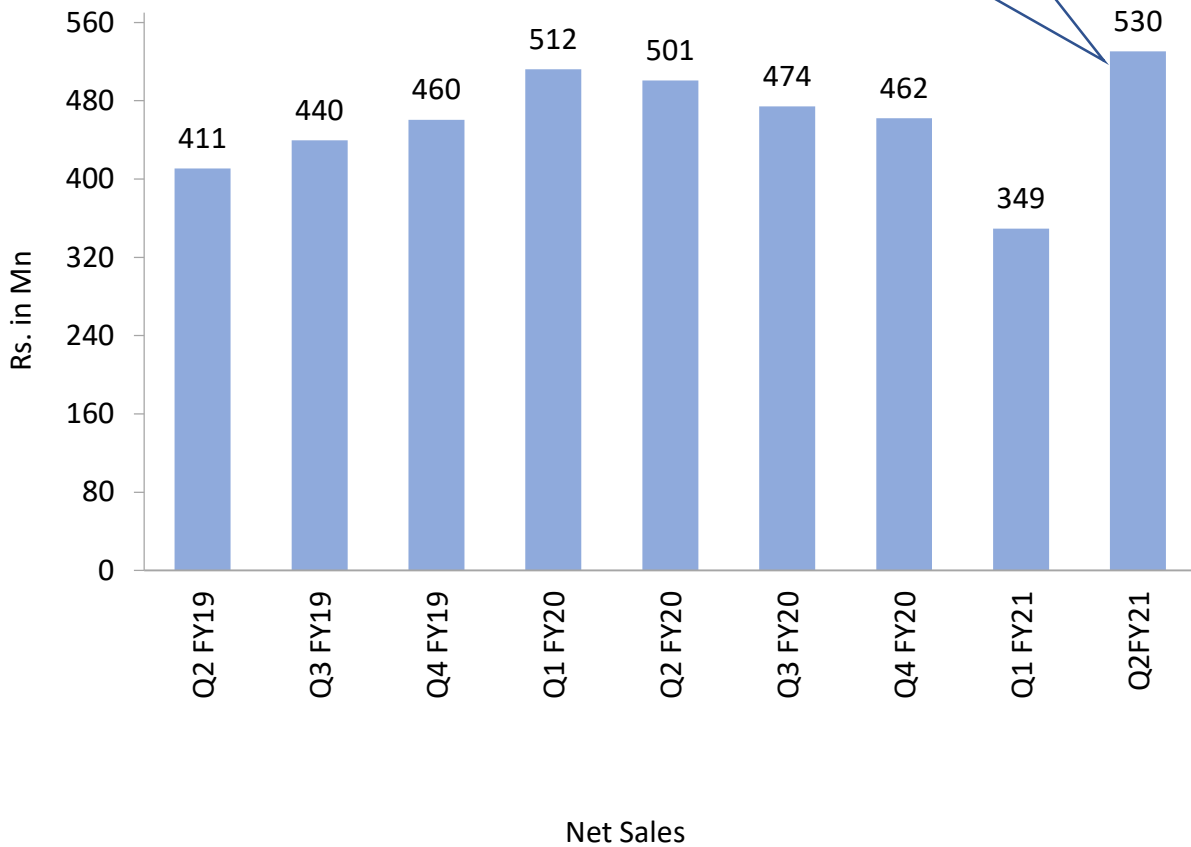
Particulars (Rs mn)	Q2FY21	Q1FY21	Q2FY20	FY2020	FY2019
Net sales	530.4	349.2	500.6	1,949.2	1,746.0
Gross Profit	328.6	236.0	320.4	1,218.5	1,132.0
<i>Gross margin (%)</i>	<i>62.0</i>	<i>67.6</i>	<i>64.0</i>	<i>62.5</i>	<i>64.8</i>
EBITDA	130.0	84.9	124.7	461.0	399.8
<i>EBITDA margin (%)</i>	<i>24.5</i>	<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

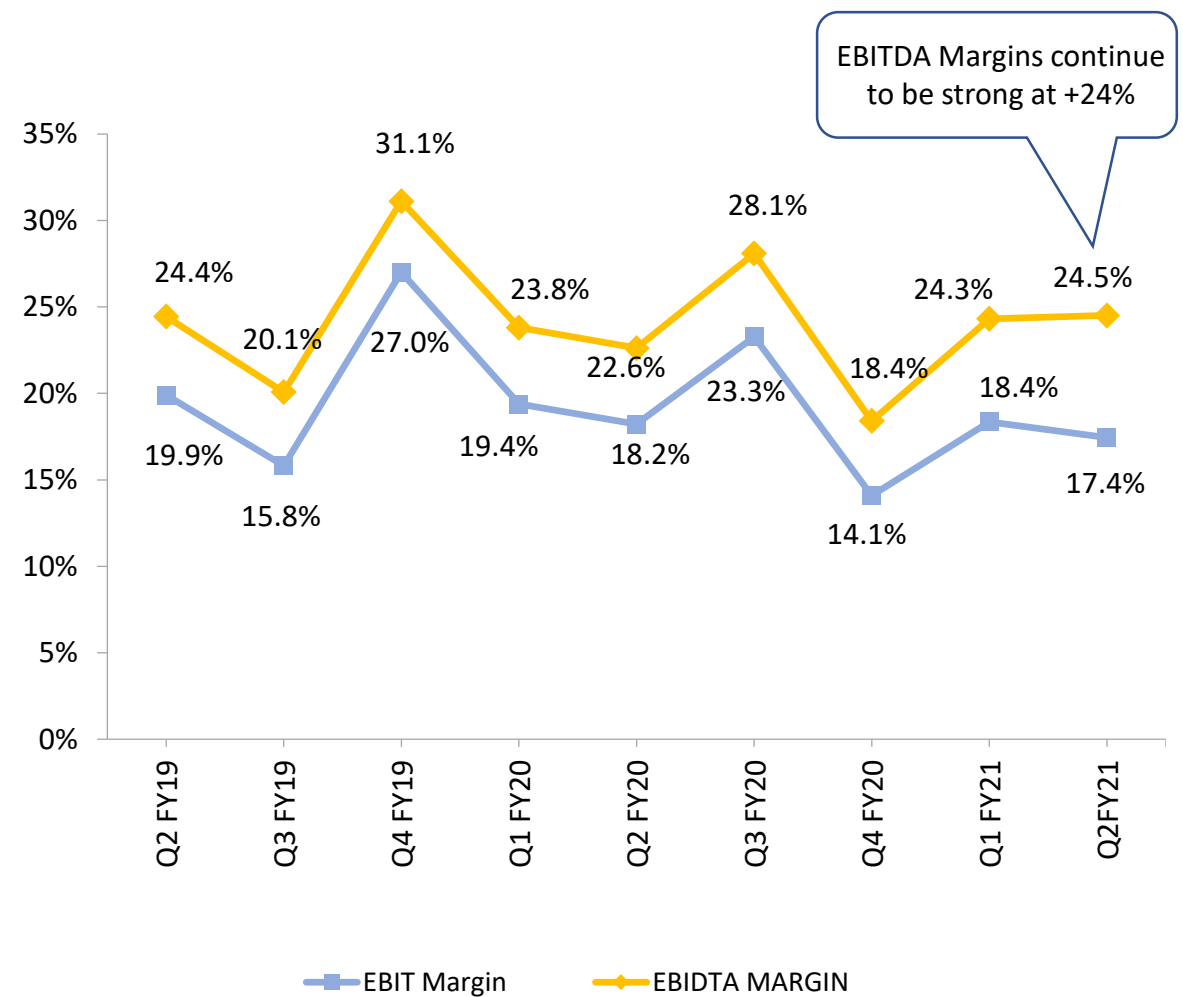
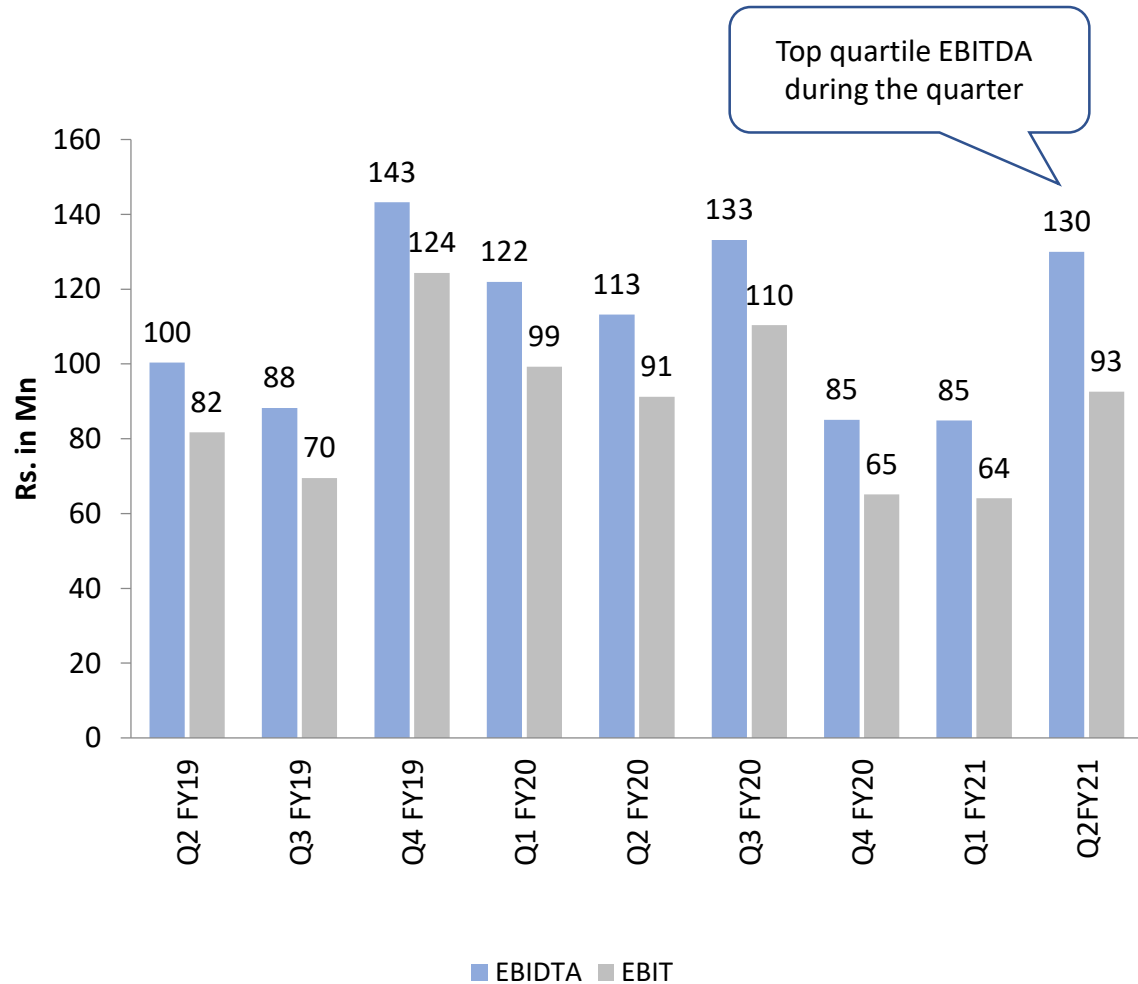
SYNOPSIS OF QUARTERLY PERFORMANCE (1/2)



Highest ever revenue in any quarter

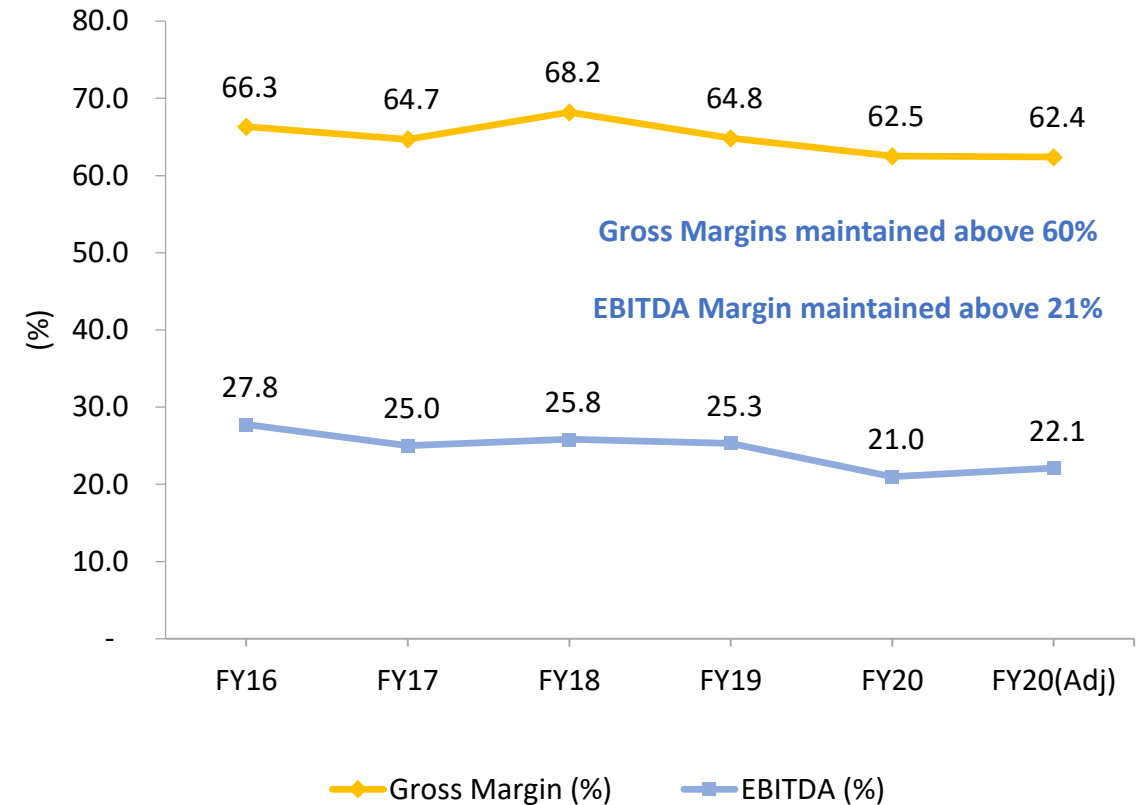
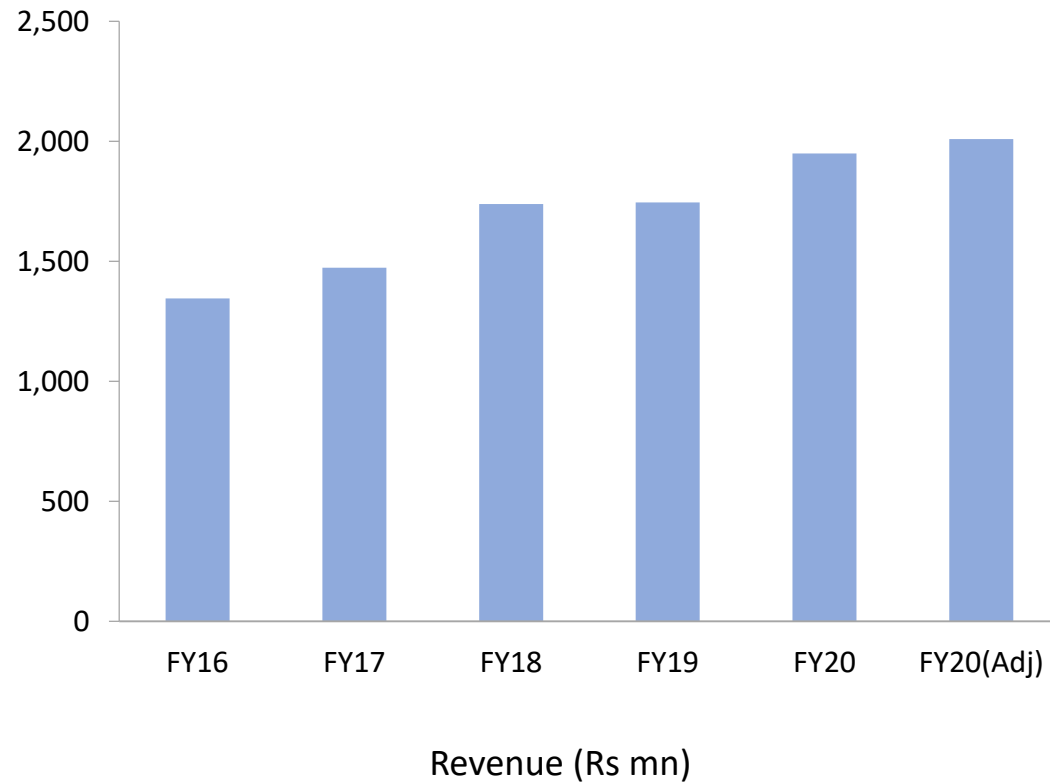


SYNOPSIS OF QUARTERLY PERFORMANCE (2/2)

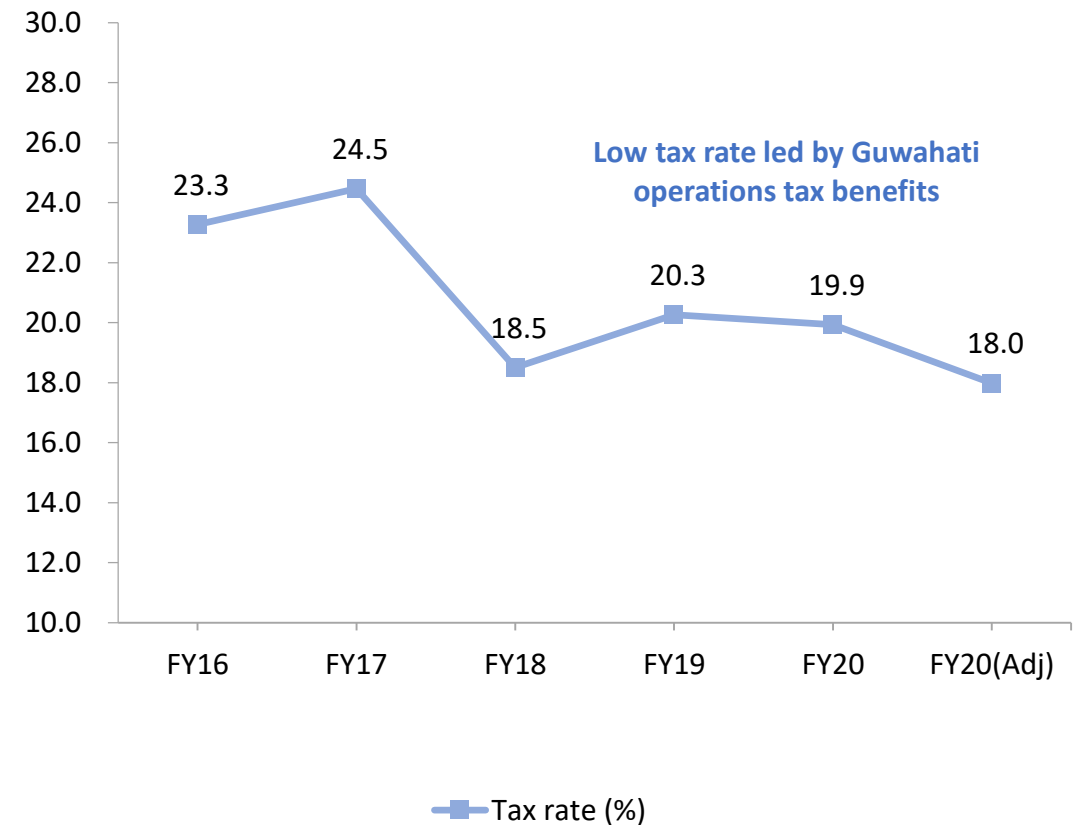
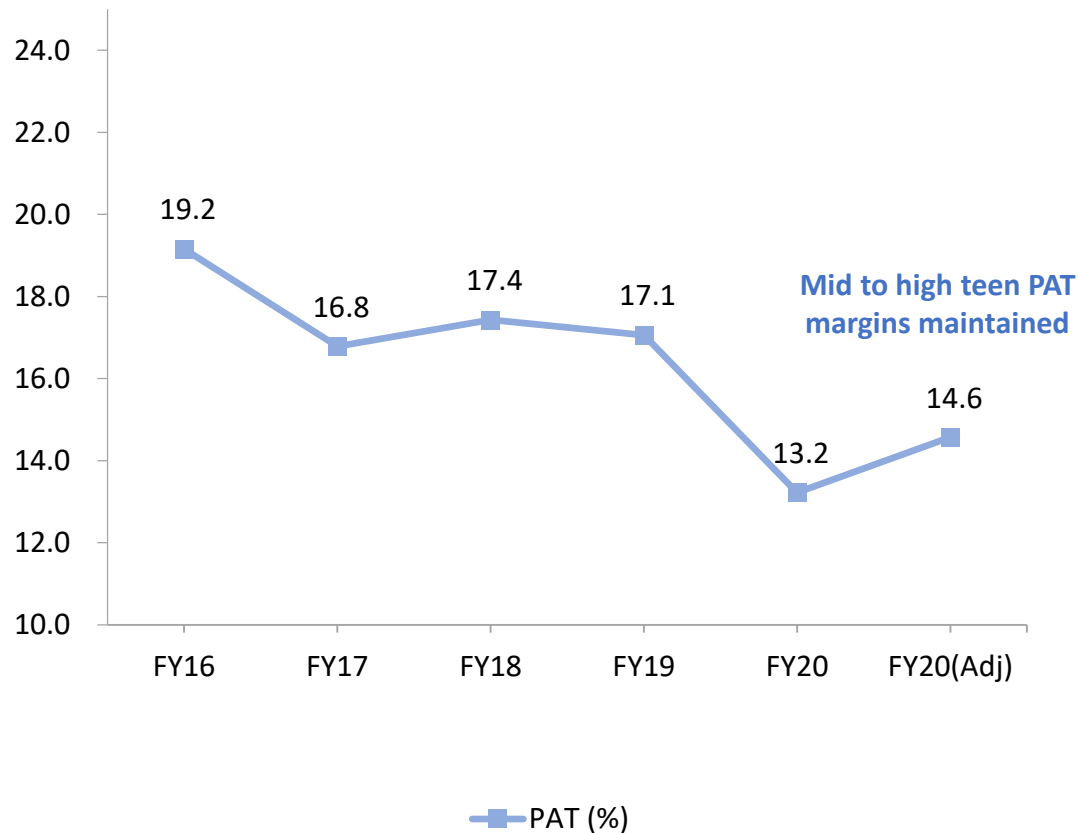


ANNUAL PERFORMANCE HIGHLIGHTS (FY20)

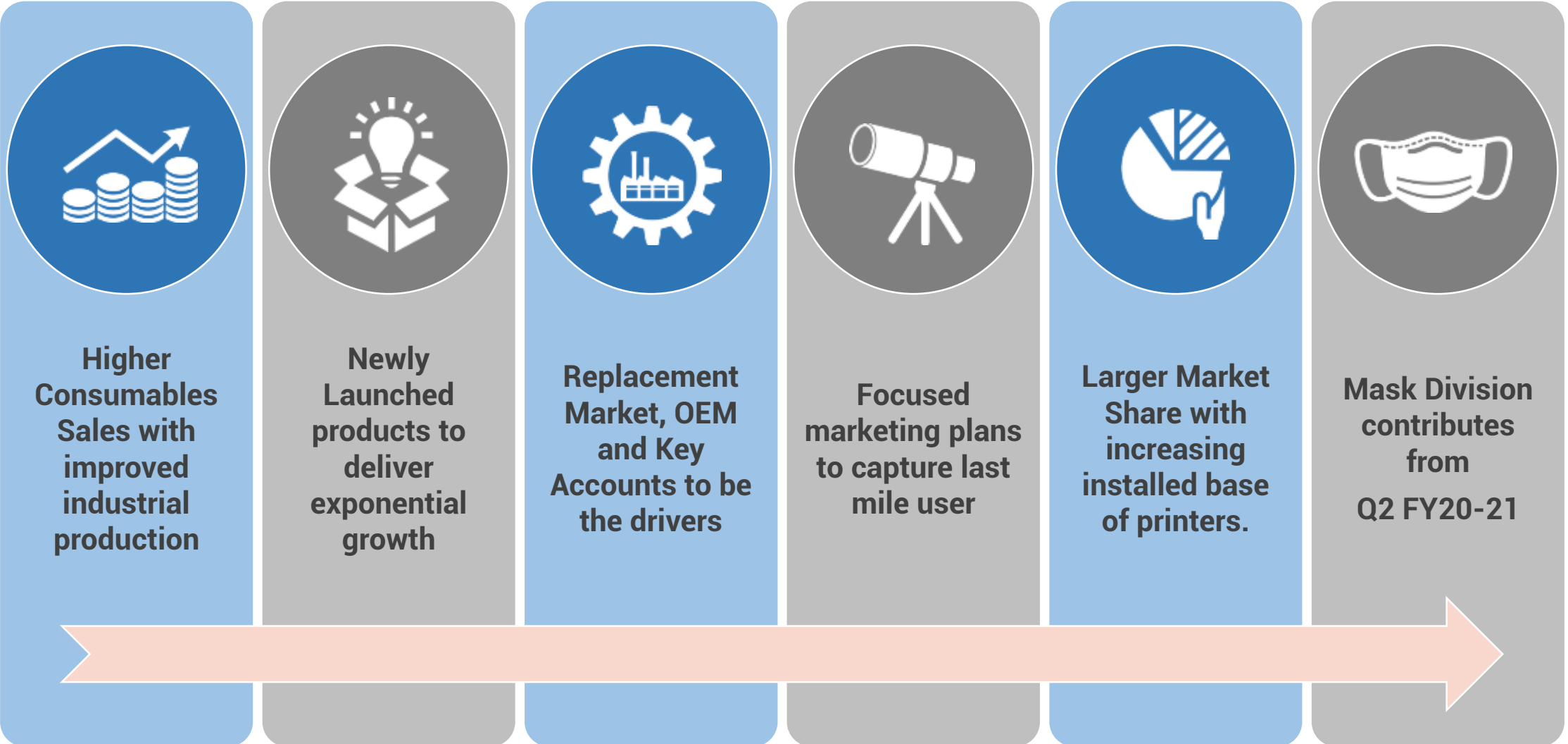
SYNOPSIS OF ANNUAL PERFORMANCE (1/2)



SYNOPSIS OF ANNUAL PERFORMANCE (2/2)



WAY FORWARD



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Thank You

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