CONTROL PRINT

October 23, 2019

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

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 **Thursday, October 24, 2019 at 3.00 P.M.** on **Q2FY20** 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

Rahul Khettry

Chief Financial Officer

CONTROL PRINT LIMITED MUMBAI 400 059.

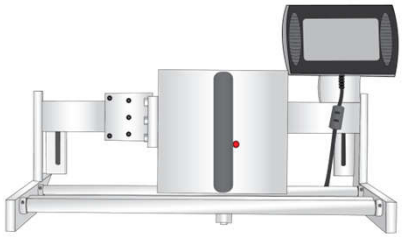
INVESTOR PRESENTATION

OCTOBER 24, 2019

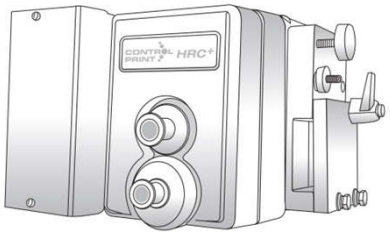
Continuous InkJet Printer

Thermal Inkjet Printer

High-Resolution Printer

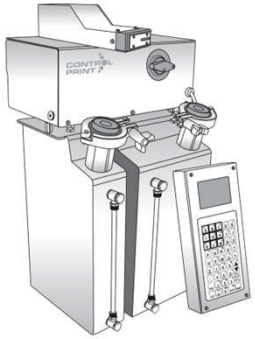


Thermal Transfer Overprinter



Hot Roll Coder

Laser Printer



Large Character Printer

Consumables

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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.

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3 Brief Annual Financials

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5 Highlights

6 Way Forward

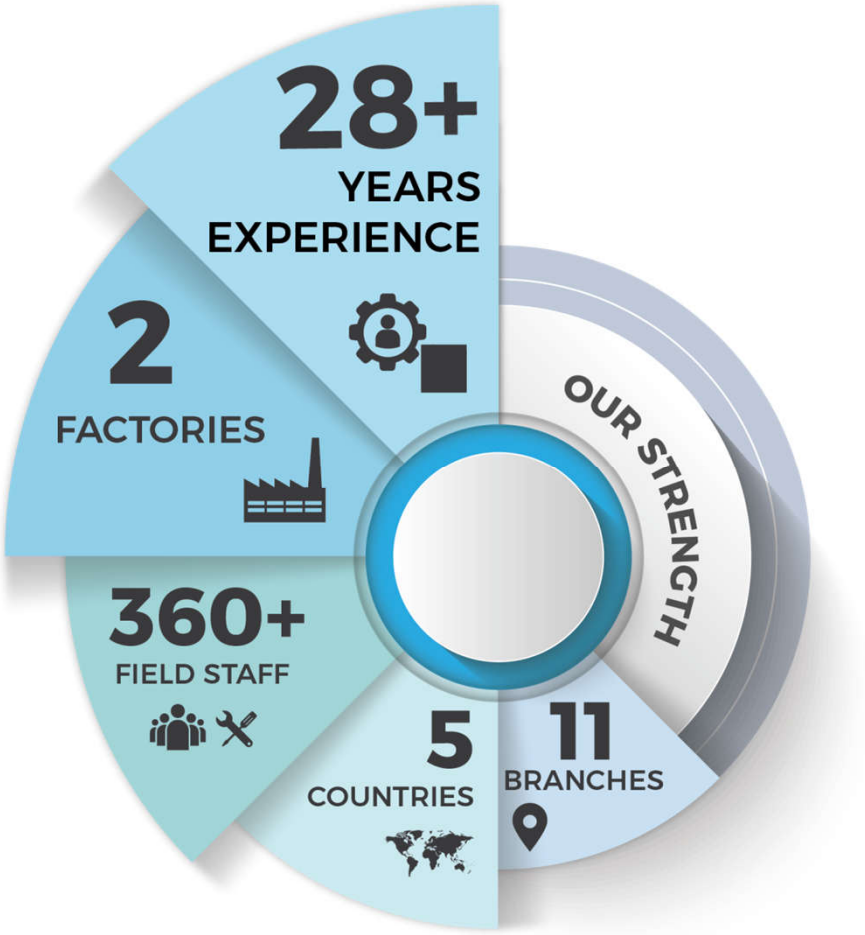
Download Latest Investor Presentation from below link

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

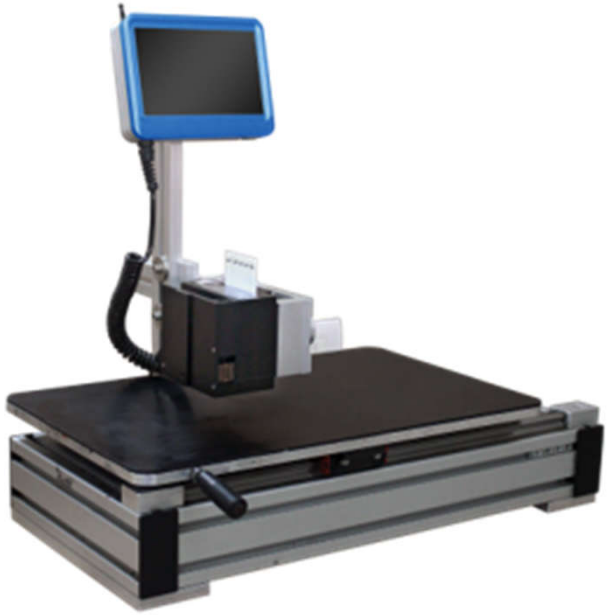
COMPANY OVERVIEW

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.

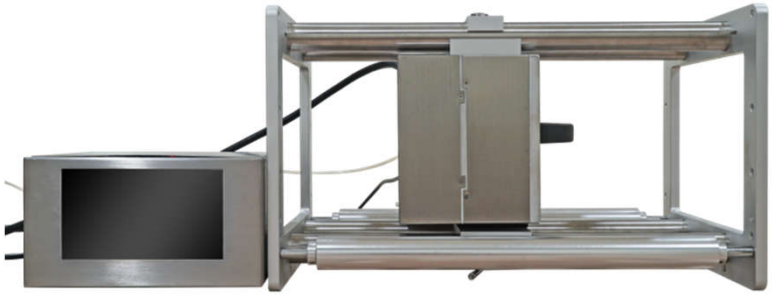
Our representatives tailor their purchase advice based on your needs as a customer. We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.



NEW PRODUCT LAUNCHES



Thermal Inkjet Printer



Thermal Transfer Overprinter

High Resolution Printer

BRIEF FINANCIALS

				(Rs. in Cr.)
Particulars	**Quarter ended 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

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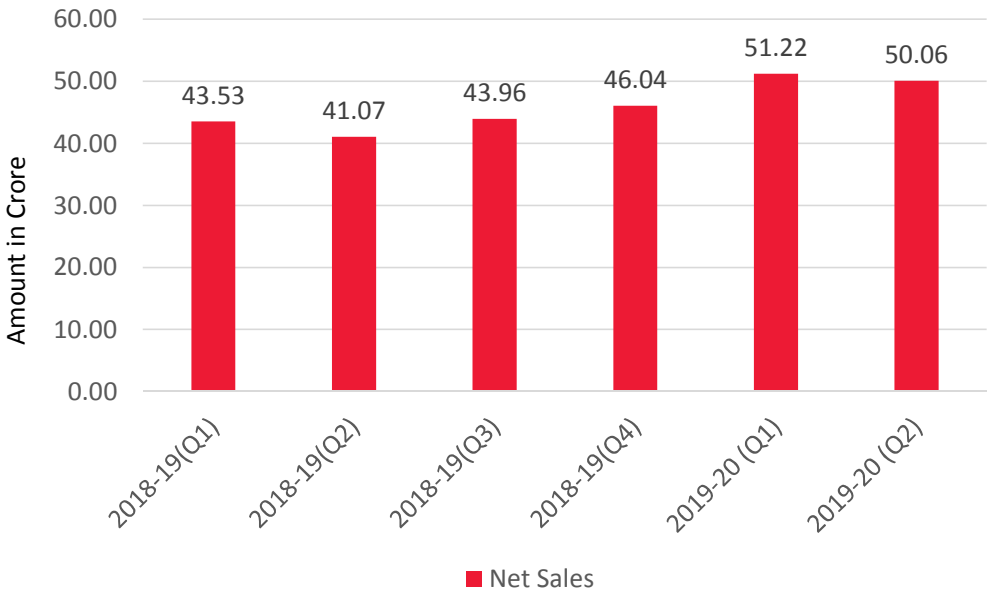
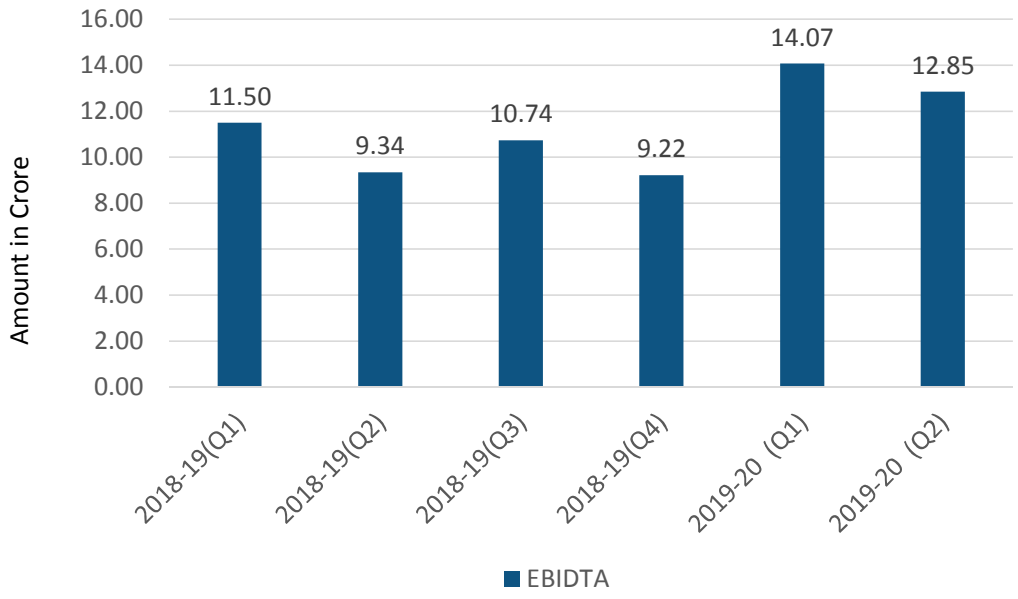
SYNOPSIS OF FINANCIAL PERFORMANCE





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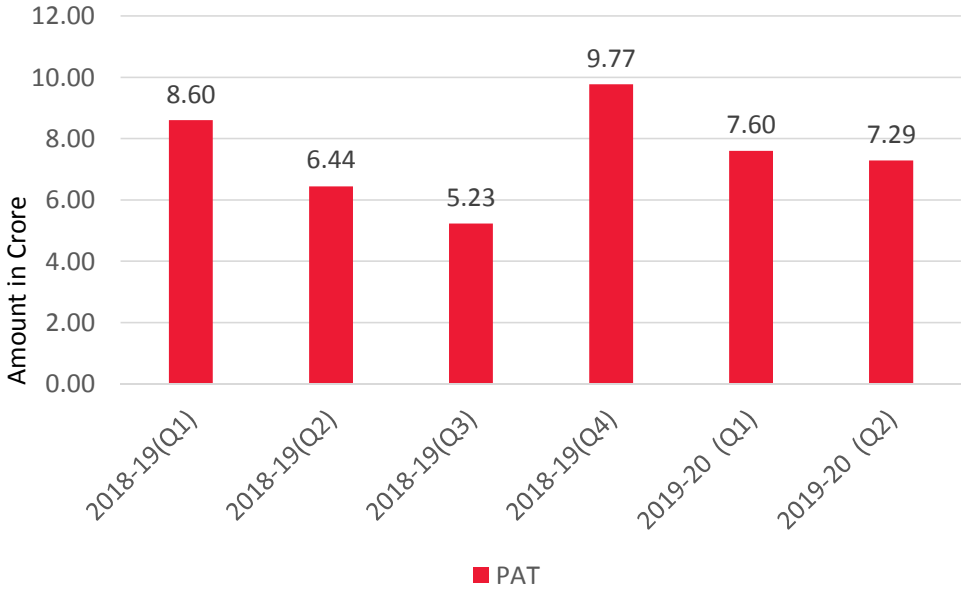
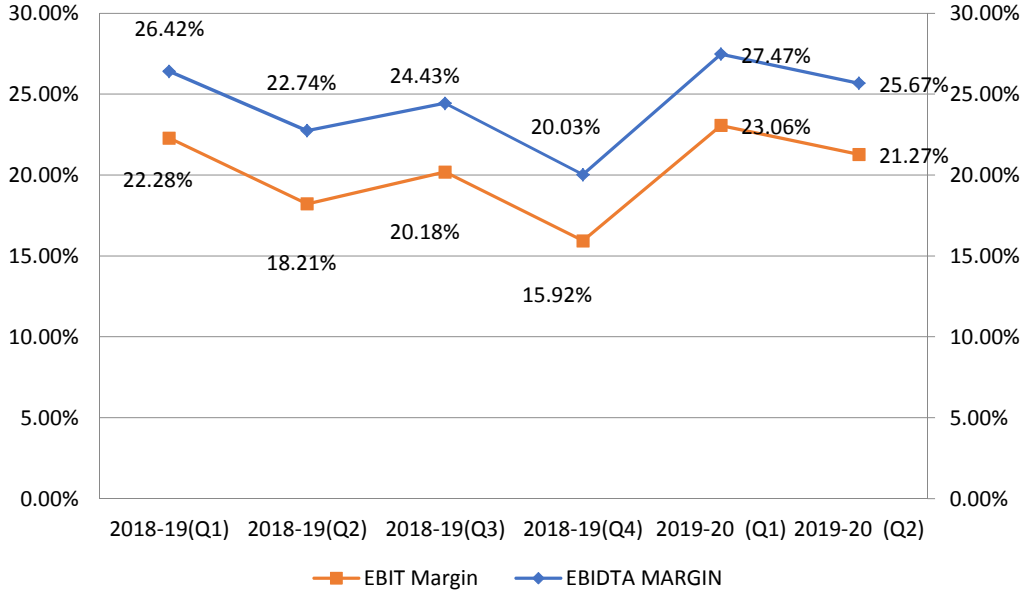
SYNOPSIS OF FINANCIAL PERFORMANCE





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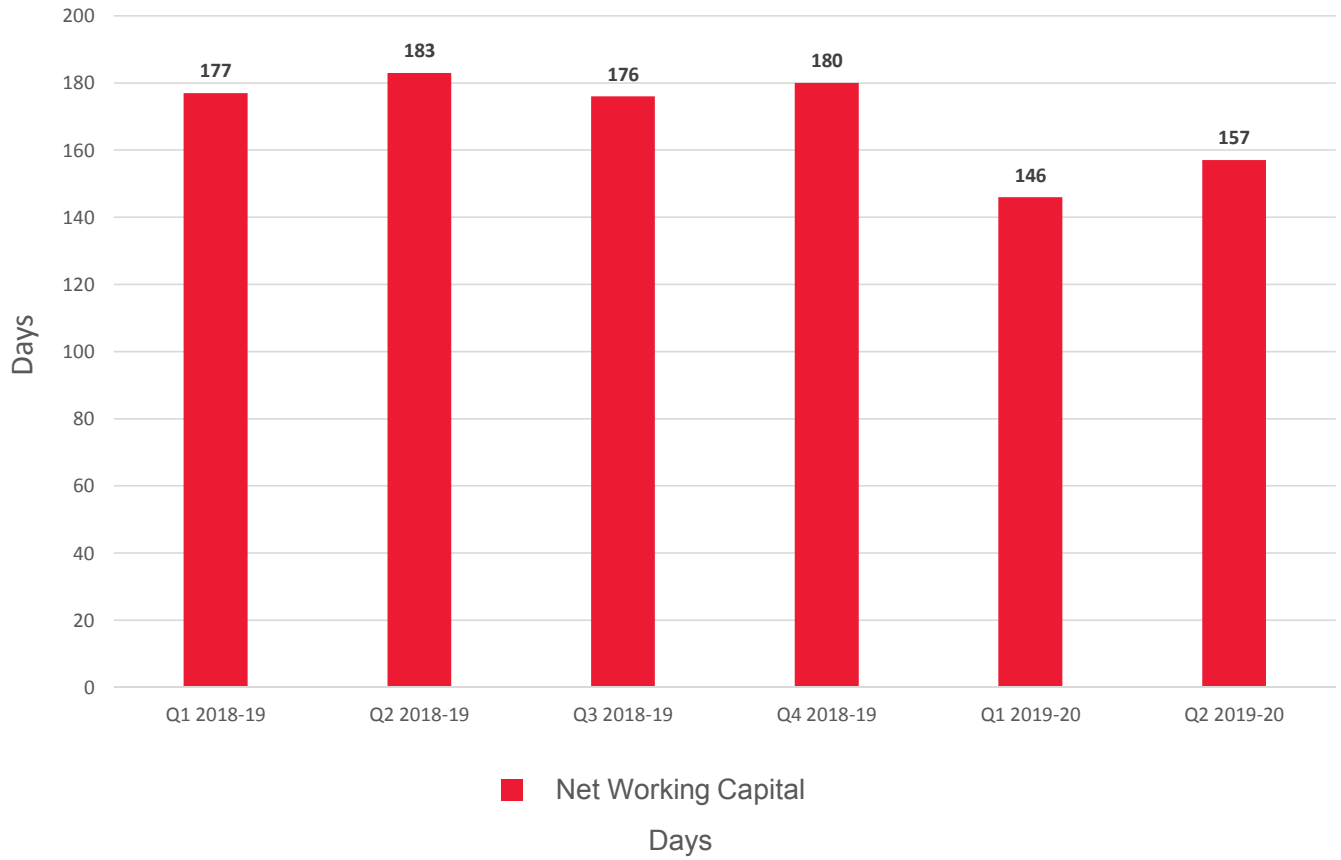

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HIGHLIGHTS

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

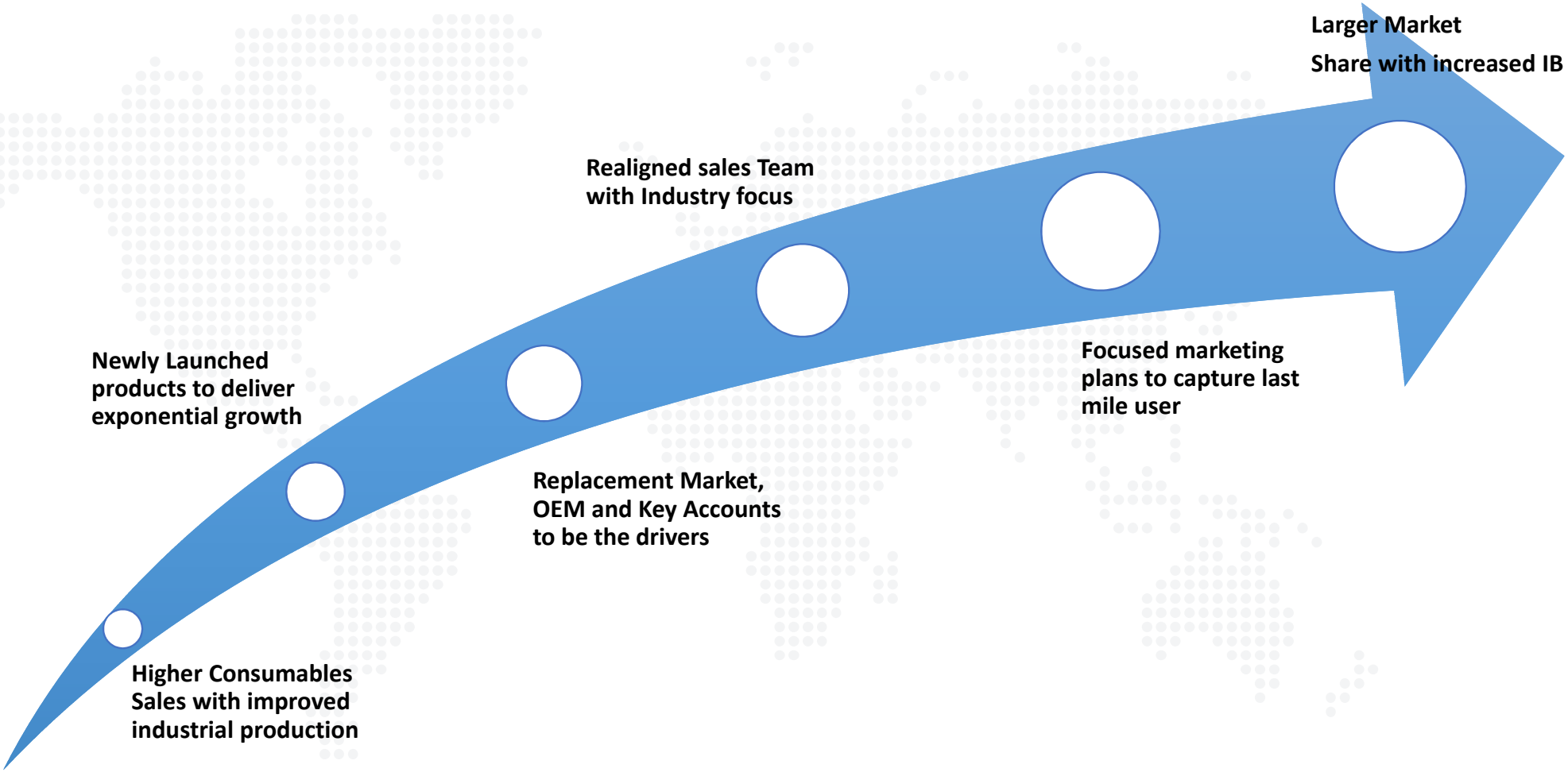
Profitability Upside

- 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


Larger Market
Share with increased IB
Realigned sales Team
with Industry focus
Newly Launched
products to deliver
exponential growth
Focused marketing
plans to capture last
mile user
Replacement Market,
OEM and Key Accounts
to be the drivers
Higher Consumables
Sales with improved
industrial production

Спасибо

多謝

Gracias

Thank You

Obrigado

Grazie

Danke

Merci

شكرا

多谢

감사합니다

ありがとうございました

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