



CUPID LIMITED

Manufacturers and Suppliers of Male & Female Condoms

13th July, 2016

To,

Department of Corporate Services,
Bombay Stock Exchange Limited, Mumbai,
Mumbai – 400001

SCRIFE Code: - 530843

Subject: - Press Release

Dear Sir / Madam,

Attached herewith the press release for the Unaudited Financial Result of the company for the quarter ended 30th June, 2016.

Kindly take the same on your records.

Thanking you.

Yours truly,

For Cupid Limited



Omprakash Garg

Chairman and Managing Director

CIN No : L25193MH1993PLC070846

Factory & Registered Office:

A-68, M.I.D.C. (Malegaon), Sinnar, Nashik - 422113, Maharashtra, India

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Cupid Limited

A-68, MIDC (Malegaon), Sinnar, Nashik-422113

www.cupidltd.in | BSE: 530843 | ISIN: INE509F01011

SECTOR: PERSONAL GOODS | CIN: L25193MH1993PLC070846



Cupid Limited announces Q1FY17 Financial Results Q1FY17 Net Revenues at Rs. 162.42 million up by 27% , PAT at Rs. 38.34 million

July 13, 2016: Cupid Limited (BSE: 530843), one of India's leading manufacturer of quality male and female condoms today announced its financial results for the first quarter ended 30th June 2016.

Financial Performance

Q1FY17 Review (April 1st, 2016 to June 30th, 2016)

- Total Operating income was **Rs. 162.42 million (mn)** for Q1FY17 as compared to **Rs. 127.77 mn** in the corresponding period of the previous year reflecting an increase of **27%**
- EBITDA stood at **Rs. 65.13 mn** as compared to **Rs. 49.21 mn** during the corresponding period of previous year, an increase of **32%**
- EBITDA Margin at **41.1%** for Q1FY17 as against **39.4%** in Q1FY16.
- Net profit stood at **Rs. 38.34 mn** for Q1FY17 as compared to **Rs. 30.15 mn** in the corresponding period of the previous year, an increase of **27%**
- Basic EPS stood at **Rs. 3.45** as against **Rs.2.71** in the corresponding quarter of last fiscal

Management Comments

Commenting on the Company's performance for Q1FY17, Mr. Om Garg, CMD said "We have had another successful quarter with 27% growth in the sales as well as decent EBITDA margins. This is a result of strong order execution and increased shipments of female condoms over the previous quarter. During the quarter, we also launched our water based lubricant jellies which received favorable initial response. We are hopeful of its business to pick up in its first year of launch itself and to cater to the future demand, we have also committed capex for increasing capacity of lubricants as well as upgradation of our testing facilities. We are positive on the prospects of the business as we believe we are progressing well towards industry opportunities"

Business Review

Sales Analysis

- The female Condoms contributed close to 55% in the overall sales as compared to 51% in the Q4FY16. This increase was largely driven by strong execution of orders in hand. The business trajectory is in expected lines as we have strengthened our efforts towards female healthcare going forward.
- From a geography perspective, Africa remains our largest market for both male and female condoms during the quarter.

- Exports contribution in total sales during the quarter was 74% with nearly 100% exports in female condoms and about 42% exports in male condoms.
- The contract manufacturing sales contributed 25% in the overall revenues.
- Received orders for supplying male condoms worth Rs. 67 mn and female condoms worth Rs. 34 mn from United Nations Population Fund(UNFPA). Both these orders are to be executed in the ongoing fiscal 2017. The Company also received orders worth approximately Rs. 135.8 mn with PSI India Private Limited.

Operational Developments

- Encouraging initial response for our newly launched “Water based lubricant jelly”, the sales of the same will commence in Q2FY17
- Obtained ISO 14001 Certification for our framework to manage immediate and long term environmental impacts of all our products. As a routine practice, the company also got renewals for ISO 9001 and ISO 13485 Certifications for male & female condoms and lubricants
- Received CE mark for Water based lubricants, one of the significant step forward for initiating exports of these products to European and other regions
- Received renewal from South African Bureau of Standards (SABS) for both male & female condoms.
- Initiated capex for upgrading our facilities by importing two Richter Hi-tech Electronic Testing Machines This planned capex would make us one of the most efficient testing facilities for condoms in India. This planned capex is about Rs. 12.5 million

Outlook

We remain optimistic on the overall business prospects of the Company. The global market is expanding and we believe the Company is moving well in the trajectory set for itself. We anticipated increasing revenue contribution from the female condoms and this trend seems to be moving in the right direction. From the next quarter onwards, we have set four priorities for the business:

- Develop newer geographies for sales of male and female condoms
- Expand installed capacity of lubricants to cater to annual sales worth INR 75 mn. We have confirmed orders worth INR 30 mn as of June 30, 2016 and we are getting satisfying response from the market.
- Follow up with UNFPA on pre-qualification of Cupid 2 Female condoms, expected by October, 2016
- Launch newly designed Cupid 3 female condoms as to widen our product basket for consumers

Going forward, we also remain committed to our resources deployed in R&D for expanding our product basket and develop products to widen our base in healthcare and personal hygiene products. As of July 1st, 2016, we have confirmed projected order for a total of INR 564 mn to be executed in FY 17. We remain committed to business and its future outlook

Q1FY17 Earnings Call

The company will conduct a 60 minutes Earnings call at 4:00 PM IST on Thursday, July 14, 2016 where Mr. Omprakash Garg (CMD) will discuss the company's performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time. The dial-in number for this call is **+ 91 22 3960 0644 / + 91 22 6746 4144**. Other numbers are listed in the conference call invite which is posted on the company website www.cupidltd.in. Please note that the transcript of the conference call will also be uploaded on the company website in due course.

About Cupid Limited

Head Quartered in Nasik, India, Cupid Limited (BSE:530843) is a leading manufacturer of quality male and female condoms. The Company has one of the largest manufacturing facilities with in-house Research and Development Centre. The Company is India's first (one amongst few in the Globe) to have been pre-qualified by WHO/UNFPA for worldwide public distribution of female condoms. The Company has the capacity to produce upto 325 million pieces of male condoms and upto 20 million pieces of female condoms annually. The Company exports to over 26 countries and derives around 80% of its revenues through exports. For more details, please visit www.cupidltd.in

For any queries, please contact

Saurabh Karmase (Company Secretary & Compliance Officer)

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Disclaimer: Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors. that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Cupid Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances