

CUPID LIMITED

Manufacturers and Suppliers of Male & Female Condoms



Date : 2nd June, 2015

To,
Department of Corporate Services,
BSE Limited,
Mumbai - 400 001

SCRIP CODE NO. 530843

Dear Sir / Madam,

We are forwarding herewith Investor Presentation to be upload on BSE portal.

Kindly please do the needful.

Thanking You,

Yours truly,
For Cupid Limited

Omprakash Garg
Chairman & Managing Director

CIN No : L25193MH1993PLC070846

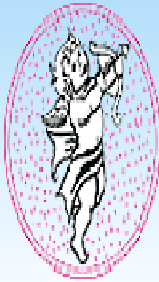
Factory & Registered Office:

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

Tel: +91 2551 230280 / 230772 / +91 7722009580 Email: info@cupidlimited.com Website: www.cupidlimited.com



C U P I D L I M I E D



Cupid Limited

Manufacturers and Suppliers of
Male & Female Condoms

We help the world play safe..



Cupid[®]
female Condom

We help the world play safe...



C U P I D L I M I E D



BUSINESS UPDATE FY 2015 - 2016

INTRODUCTION

Cupid Limited, BSE listed company, based in Nashik is one of the leading companies in pharmaceutical business of Male and Female condoms. Annual installed capacity for male condoms is about 400 million pieces and 15 million pieces for female condoms. The Company has been able to establish its presence for male and female condoms in domestic as well as international markets owing to its continuous thrust on new markets and excellent product quality. The Company has also signed a three year Long-Term Supply Agreement (LTA) with United Nations Population Fund (UNFPA) to supply male and female condoms.

PRODUCT INFORMATION

Company has three products male condom, female condom and water based lubricant

CATEGORIES OF MALE CONDOMS

Plain/Dotted/Ribbed/Multi texture condom with or without different colors and flavors. specialty condoms for extra pleasure including Extra Strong and Prolonged duration condoms.

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LAUNCH OF FEMALE CONDOM (FC)

The Female Condom (FC) research project was launched in 2008. After exhaustive testing and clinical studies, Cupid FC was Pre-Qualified by the WHO/UNFPA in 2012.

Attribute of Cupid's Female Condoms:-

- ❖ Female condom is the only device which provides dual protection against HIV/AIDs and unintended pregnancies
- ❖ Female condom empowers women to protect their sexual and reproductive health rights
- ❖ Cupid Female Condoms meets all the international and national quality specifications and standards including ISO, CE and SABS Marks

Further, Cupid FC is the first WHO/UNFPA pre-qualified FC in India and only the second in the world. Since the start of production, Cupid FC have been sold over 25 countries worldwide.

LUBRICANT

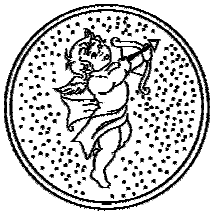
Due to increasing demand for water based lubricant, Cupid has recently developed a FDA approved facility to serve its customers worldwide.

FINANCIAL RESULTS

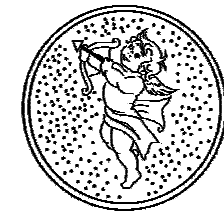
Based on the financial results, it is clear that the turnaround in Company's fortune started in the fourth quarter of FY 2013-2014 and continued during FY 2014-2015, making it the best year in the history of the Company.

Financial result for financial year 2012 – 2013; 2013 – 2014 and 2014 – 2015 are attached :

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YEARLY FINANCIAL GROWTH PATH

Amt in ₹ lacs

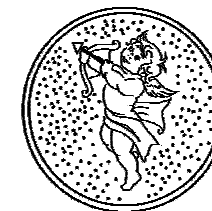
<i>Particulars</i>	2014 - 2015	2013 - 14	2012 - 13
<i>Revenue from Operation</i>	4,444.05	1,953.39	2,839.89
<i>Other than Operation</i>	70.13	8.73	22.54
<i>Total Revenue</i>	4,514.18	1,962.12	2,862.43
<i>Expenditure</i>	3,160.79	1,741.75	2,531.31
<i>EBITDA</i>	1,353.39	220.37	331.12
<i>EBITDA (%)</i>	29.98	11.23	11.57
<i>Depreciation</i>	183.21	150.63	141.90
<i>Finance Cost</i>	26.05	47.12	48.53
<i>Exceptional items</i>	0.48	11.83	3.61
<i>PBT</i>	1,143.65	10.79	137.08
<i>Income Tax and Deffered Taxes</i>	372.83	5.60	51.29
<i>PAT</i>	770.82	5.19	85.79
<i>PAT (%)</i>	17.08	0.26	3.00
<i>Basic EPS</i>	6.93	0.05	0.77
<i>Cash EPS</i>	8.58	1.40	2.05
<i>Dividend #</i>	1.50	-	-

Include Interim Dividend of ₹1.00 per equity share already paid

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QUARTERLY FINANCIAL PERFORMANCE (2014 - 2015)

Amt in ₹ lacs

<i>Particulars</i>	<i>2014 - 2015</i>			
	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>	<i>Q4</i>
<i>Revenue from Operation</i>	972.34	1,003.15	1,207.73	1,260.83
<i>Other than Operation</i>	1.13	7.63	16.67	44.70
<i>Total Revenue</i>	973.47	1,010.78	1,224.40	1,305.53
<i>Expenditure</i>	721.92	717.93	815.71	905.23
<i>EBITDA</i>	251.55	292.85	408.69	400.30
<i>EBITDA (%)</i>	25.84	28.97	33.38	30.66
<i>Depreciation</i>	51.91	42.51	48.19	40.60
<i>Finance Cost</i>	10.89	7.53	3.10	4.53
<i>Exceptional items</i>	-	-	-	0.48
<i>PBT</i>	188.75	242.81	357.40	354.69
<i>Income Tax and Deffered Taxes</i>	-	70.50	75.00	227.33
<i>PAT</i>	188.75	172.31	282.40	127.36
<i>PAT (%)</i>	19.39	17.05	23.06	9.76
<i>Basic EPS</i>	1.70	1.55	2.54	1.15
<i>Cash EPS</i>	2.17	1.93	2.97	1.51

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BUSINESS OUTLOOK & FUTURE GROWTH

Over the medium-term revenue is expected to grow 10 – 15 % per year. This will be mainly due to increased sale of Female condoms in new geographies. Also large orders are expected for Female Condoms from Ministry of Health of South Africa, India and UNFPA in FY 15-16 and 16-17.

- ❖ The Indian Contraceptive Industry has advantage over Developed Countries due to availability of raw material and man power at reasonable cost.

Future growth is expected to continue mainly from :

1. Increased sales of its Female and Male Condoms from existing and new customers and development of new value added products.
2. Further company is exploring the possibility of adding one more product line, related to women's health and wellness during the next two years.

Disclaimer :-

Certain statements in this communication may be considered as “ forward looking statements” within the meaning of applicable laws and regulations. These forward looking statements involve a number of risks , uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environments in India and overseas, tax laws, import duties , litigation and labour relations.

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.

Omprakash Garg,

Chairman and Managing Director

2nd June 2015

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