



CUPID LIMITED

Manufacturers and Suppliers of Male & Female Condoms

Date: - 14th February, 2022

To,

Department of Corporate Services,
BSE LIMITED,

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai – 400 001

SCRIP CODE: 530843

The National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor, Bandra-Kurla

Complex, Bandra (East),

Mumbai - 400051

Fax No. – 6641 8125 / 26

SCRIP CODE: CUPID

Subject: - Press Release

Dear Sir / Madam,

With reference to captioned subject attached herewith the Press Release for the Unaudited Standalone and Consolidated Financial Results of the company for quarter and nine months ended 31st December, 2021.

Kindly take the same on your records and acknowledge the receipt.

Thanking You.

Yours faithfully

For Cupid Limited



Saurabh V. Karmase

Company Secretary and Compliance Officer

ECSIN: EA041701A000083921

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



Quarterly Release | Q3 FY22



Cupid Limited announces Q3FY22 Financial Results

Q3FY22 Operating Revenue at ₹362.2 mn, PAT at ₹23.6 mn

Earnings Call on 15th February 2022 at 5:00 PM

14th February 2022 - Cupid Limited (BSE: 530843, NSE: CUPID), one of India's leading manufacturers of quality male and female condoms today announced its financial results for the quarter ended **31st December 2021 (Q3FY22)**.

Commenting on the Company's performance, Mr. Omprakash Garg, CMD said "The lower sale and profit during the quarter was mainly due to reduced quantum of orders for the high margin Female Condoms and increase in raw material inputs and logistics cost due to COVID-19 Pandemic. Our current order book stands at Rs. 141 Cr, which we plan to execute during FY22-23. Sale of Lubricants also increased significantly and is expected to reach a record high during FY22."



Q3FY22 REVIEW (OCTOBER 1st, 2021 to DECEMBER 31st, 2021)

- Total Operating income was **₹362.2 million (mn)** for Q3FY22 as compared to **₹467.4 mn** in the corresponding period of the previous year.
- EBITDA stood at **₹43.5 mn** as compared to **₹133.3 mn** during the corresponding period of previous year.
- EBITDA Margin at **12.0%** for Q3FY22 as against **28.5%** in Q3FY21.
- Net profit stood at **₹23.6 mn** for Q3FY22 as compared to **₹95.0 mn** in the corresponding period of the previous year.
- Basic EPS stood at **₹1.77** as against **₹7.13** in Q3FY21.

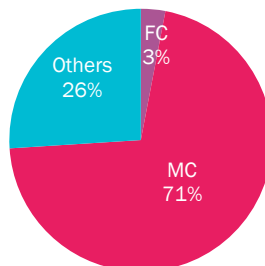


SALES BREAKUP (Q3FY22)

Geography mix



Product mix



- Exports in Q3FY22 was 86% (79% in Q3FY21) of the total revenue while domestic sale was 14% (21% in Q3FY21).
- The product mix in Q3FY22 was Male condoms (MC) 71% (53% in Q3FY21), Female condoms (FC) with 3% (34% in Q3FY21), Others (Jelly, Hand sanitizer, Hair Removal) 26% (7% in Q3FY21).



BUSINESS OUTLOOK

- A. In addition to our healthy order book of Rs. 141 Cr, we expect repeat orders from UNFPA, Tanzania and other private sector customers from various countries throughout the world during financial year 22-23.
- B. Further, our new business vertical of in vitro diagnostic division (IVD) is going through regulatory requirements and is expected to commence its operations during FY22-23.



Q3FY22 EARNINGS CALL

The company will conduct a 60 minutes Earnings call at **5:00 PM IST on Tuesday, 15th February 2022** 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 6280 1107 / +91 22 7115 8008**. Other numbers are listed in the conference call invite which is posted on the company website www.cupidlimited.com. 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, NSE: CUPID) 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 and Male condoms. The Company has the capacity to produce up to 485 million pieces of male condoms and up to 25 million pieces of female condoms. The Company has exported to 75 countries and derives over 80% of its revenues through exports. For more details, please visit www.cupidlimited.com, www.cupidangel.in & www.cupidestore.com

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.