

INVESTOR PRESENTATION

Q1 FY2024



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1 Key Notes

2 Company Overview

3 Quarterly Performance Highlights

4 Annual Performance Highlights

5 Way Forward

17500+

Installed base of printers

30+

Years of experience

300+

Field Staff

28%

Dividend Payout in FY2023

90%

Dividend paid (on FV) in FY23

~18.5%

Market share in India

1600+

Cities/towns with our presence

~2500

Pin codes served in India

Make in India

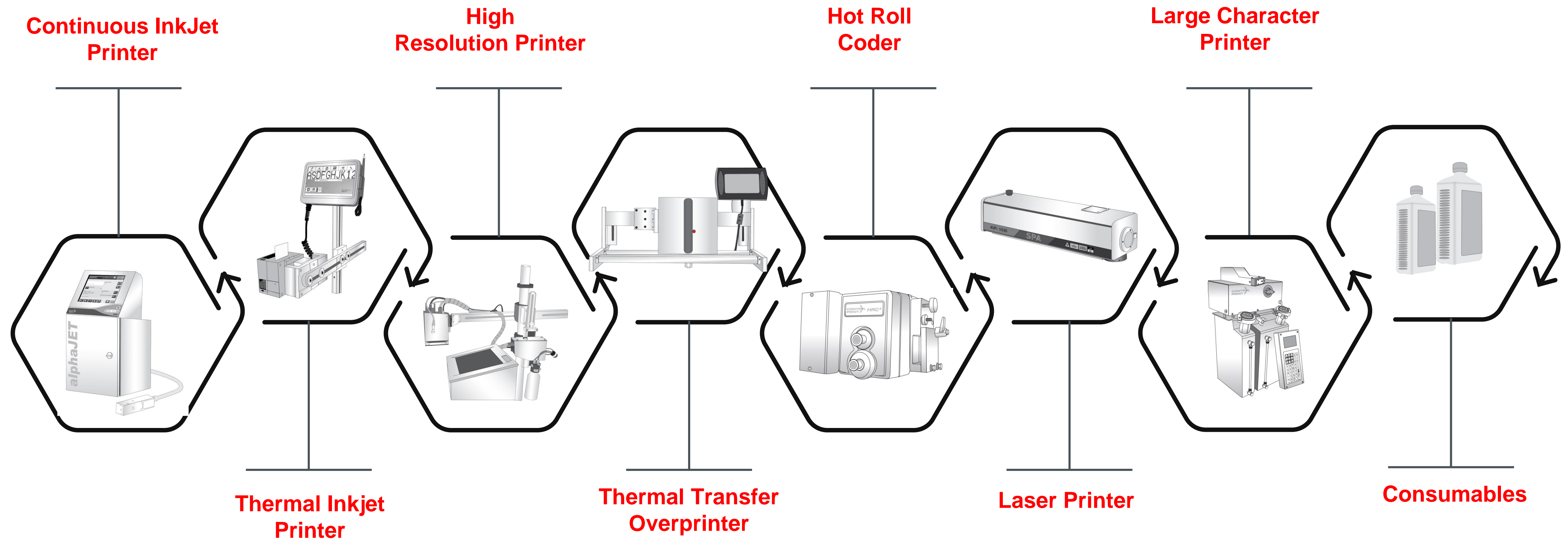
Only Coding & Marking company who manufactures in India

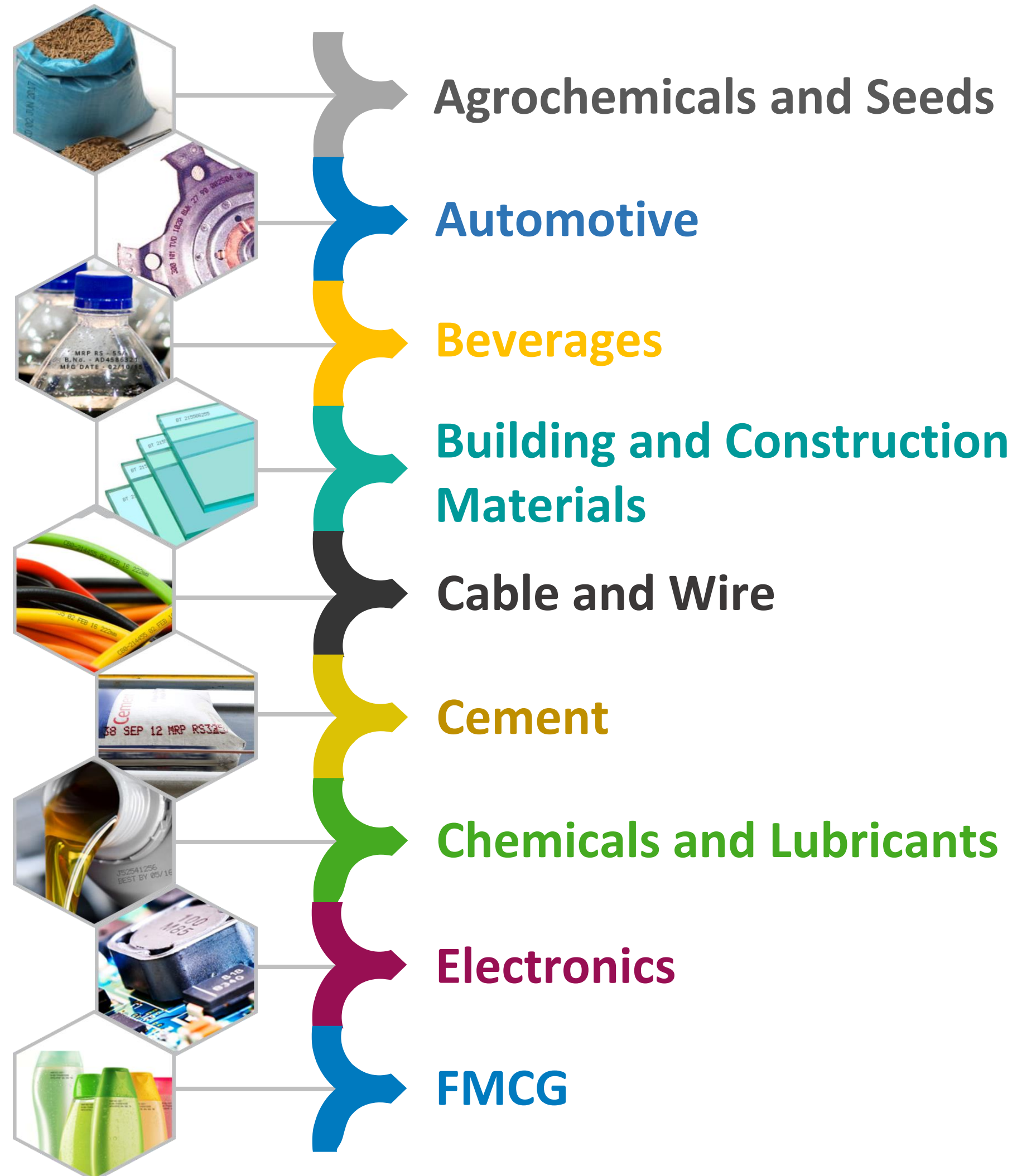
Crisil A1

Credit Rating for Short Term

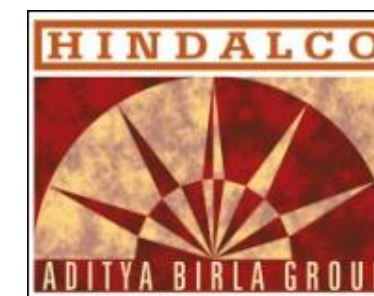
Crisil A /Stable

Credit Rating for Long Term





Key clients: India





NALAGARH FACTORY

- 30,000 Sq.ft manufacturing facility
- Manufacturing of:
 - Continuous Inkjet Printer (CIJ)
 - Large Character Printer (LCP)
 - Thermal Transfer Over Printer (TTO)
 - Hot Quick Coder (HQC)
 - Hot Roller Coder (HRC)
- Comprehensive training and repair facilities



GUWAHATI FACTORY

- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

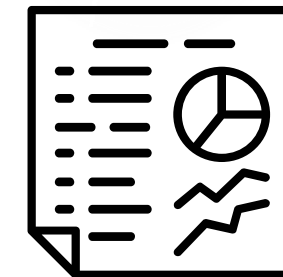
QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Highest ever Q1 Revenue of Rs. 792 mn creating a new threshold for Q1

Strong performance for the quarter driven by multiple product portfolio offerings to clients and ensuing consumables sales.



Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional) **grew 14.2% / 24.5% / 20.6% / 20.6% Year-on-Year.**

Consumables sales continued to be steady leading to overall EBITDA margins above **25%** during the quarter



Positives

Installed base crosses 17,500 printers, which augurs well for growth in consumable sales.

Credit rating has improved as under:
-Long Term: Crisil A-/Positive to **Crisil A/Stable**
-Short Term: Crisil A2+ to **Crisil A1**

Sectoral view

Company continues to witness improvement / market leadership in Building Products segment such as plywood, cement, laminates, pipes, cables, etc.

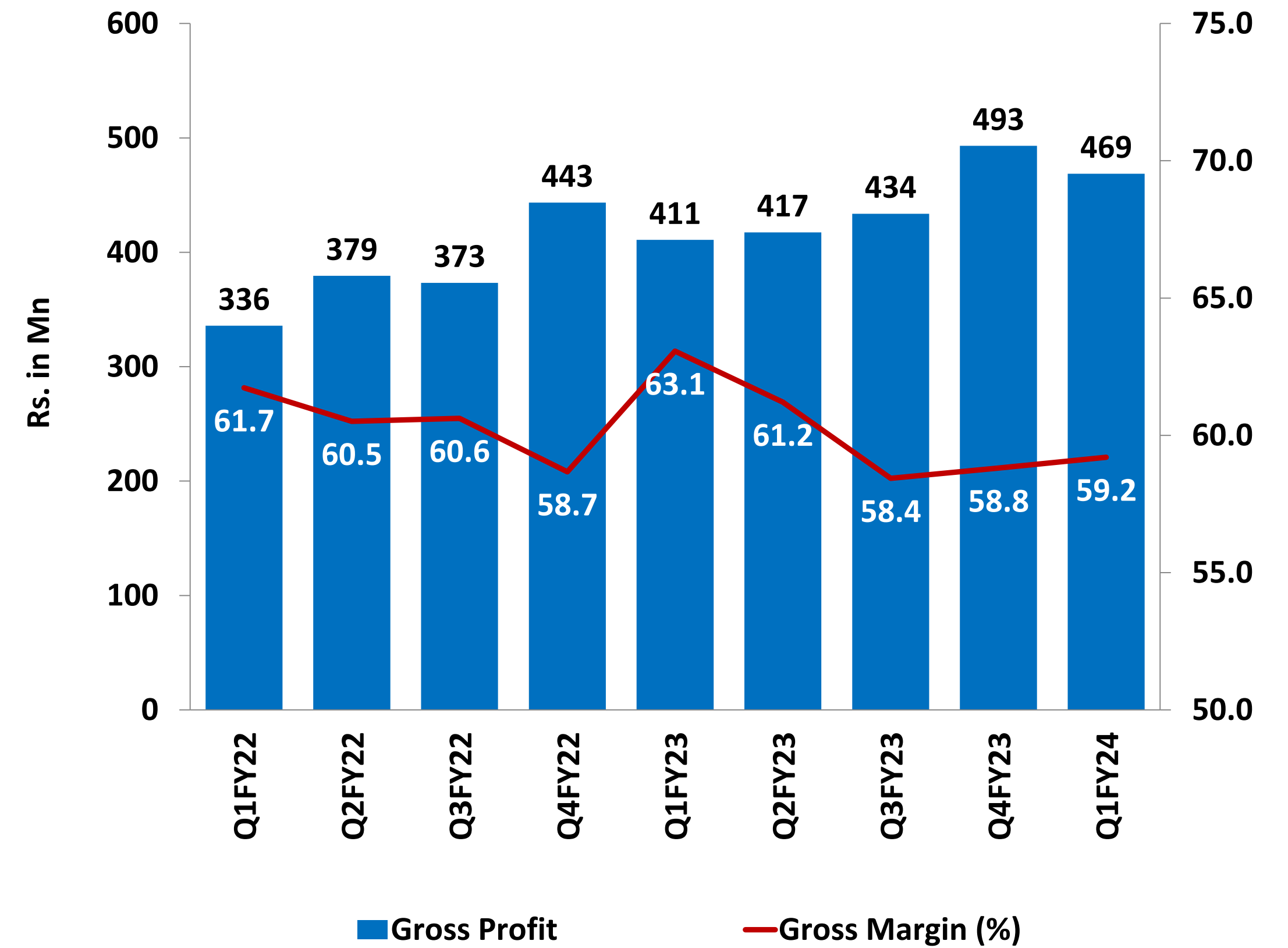
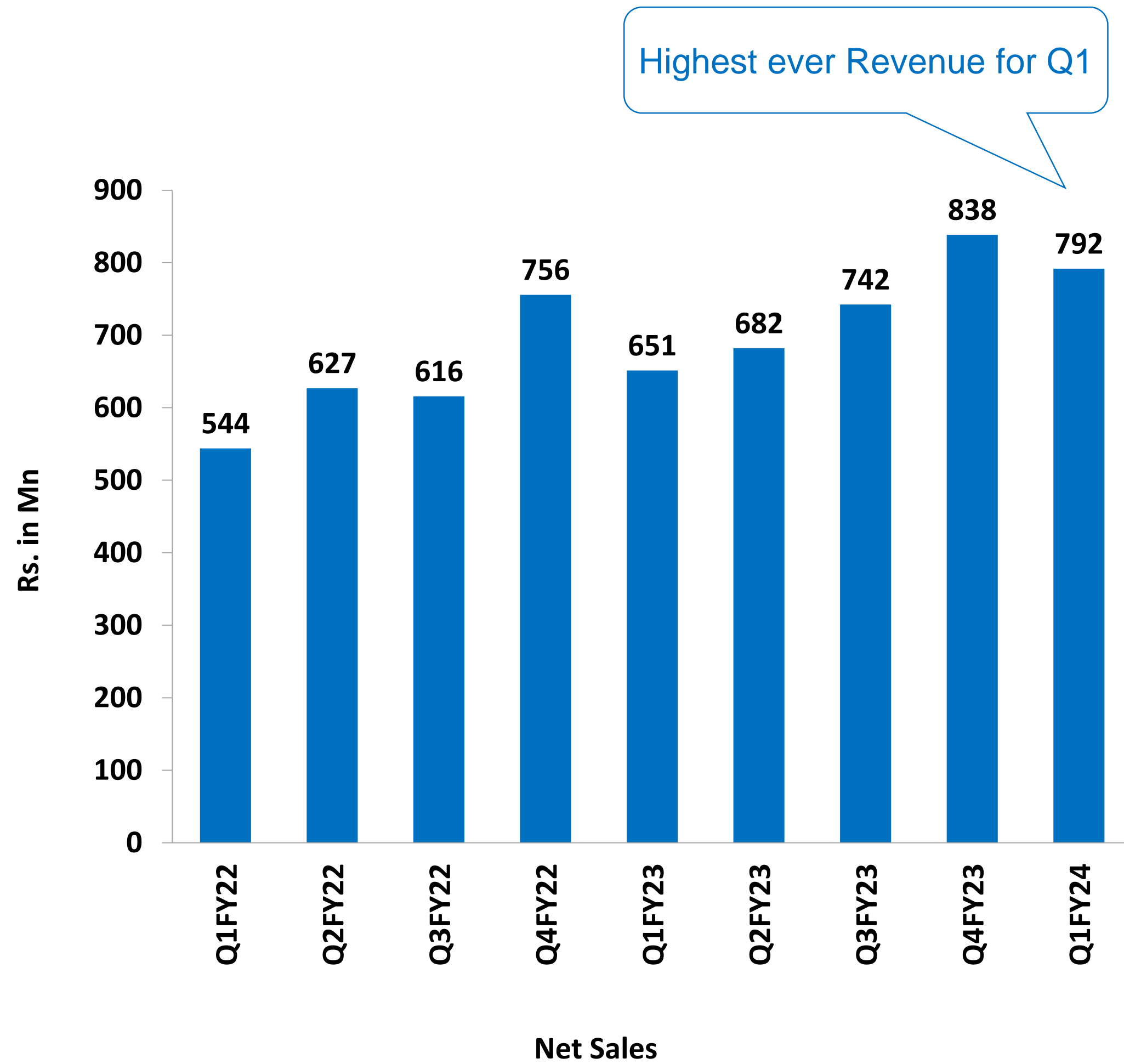
Healthcare, Paper, Dairy and Food industry have witnessed strong traction during the quarter

Brief Financials for the quarter (Standalone)



Particulars (Rs mn)	Q1FY24	Q4FY23	Q1FY23	YoY%	FY22	FY23	YoY%
Net sales	791.7	838.4	651.4	21.6	2,542.6	2914.1	14.6
Gross Profit	468.7	493.0	410.81	14.1	1,532.0	1755.0	14.6
<i>Gross margin (%)</i>	<i>59.20</i>	<i>58.81</i>	<i>63.07</i>	-38.6 bps	<i>60.25</i>	<i>60.23</i>	-2.7 bps
EBITDA	203.0	198.8	177.8	14.2	604.3	744.9	23.3
<i>EBITDA margin (%)</i>	<i>25.63</i>	<i>23.71</i>	<i>27.29</i>	-165.8 bps	<i>23.77</i>	<i>25.56</i>	+179.6 bps
EBIT	178.3	178.4	143.3	24.5	479.0	635.1	32.6
PBT (excl. exceptional)	176.4	174.0	141.7	24.5	468.6	622.1	32.7
PAT (excl. exceptional)	141.4	154.3	117.3	20.6	380.8	517.3	35.9
<i>PAT margin (%)</i>	<i>17.86</i>	<i>18.40</i>	<i>18.00</i>	-13.9 bps	<i>14.97</i>	<i>17.75</i>	+277.9 bps
Exceptional (loss)/gain	-	0.0	1.6		31.7	2.0	-93.7
EPS(Rs) (excl. excep	8.66	9.45	7.18	20.6	23.31	31.68	35.9
Dividend (Rs per share)	-	Final Rs.5.0	-		Total Rs.9.0	Total Rs.9.0	
Buyback (Tender route)	2.07% of Equity @ Rs. 800 totaling Rs. 270 Mn	-	-		-	-	

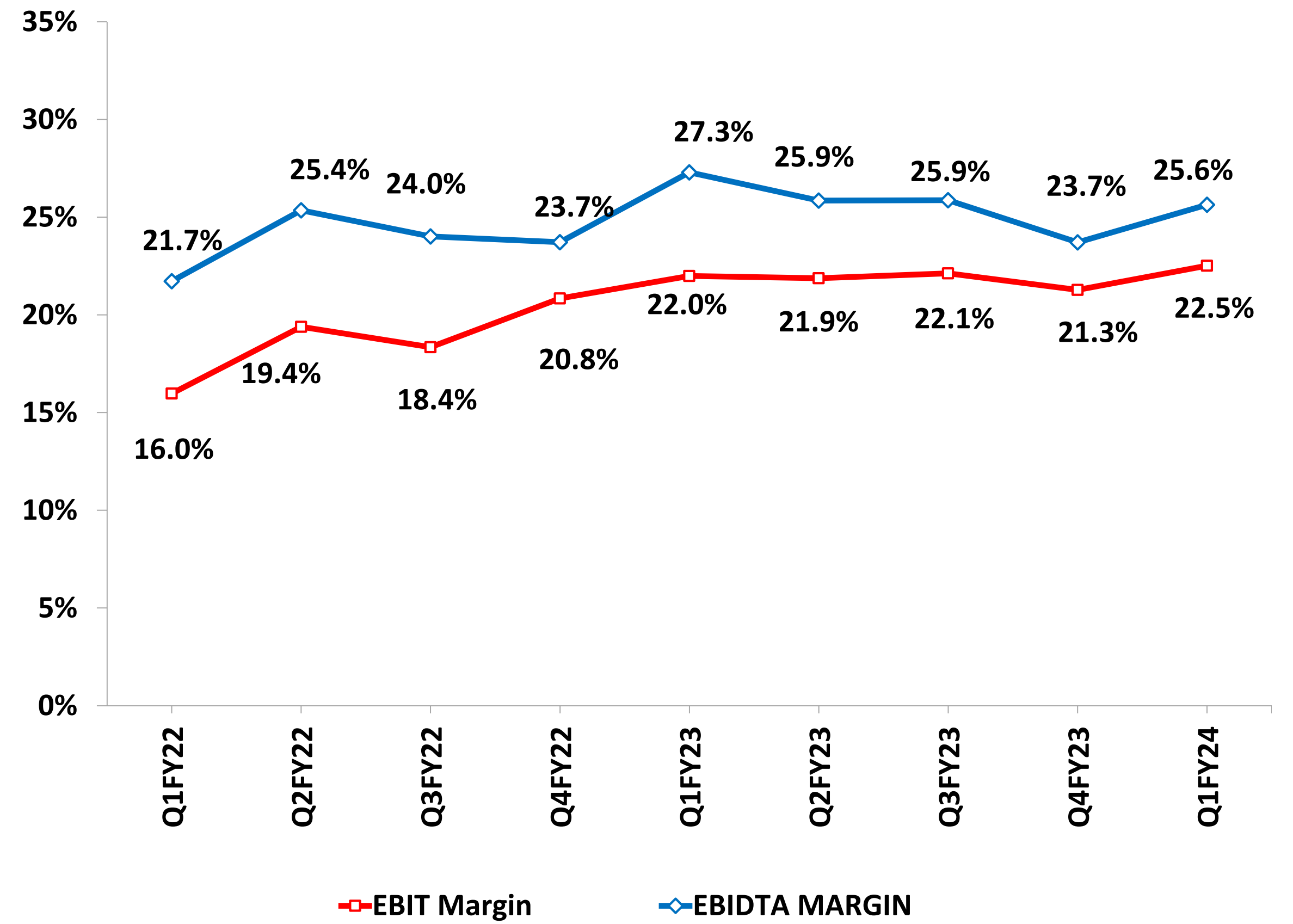
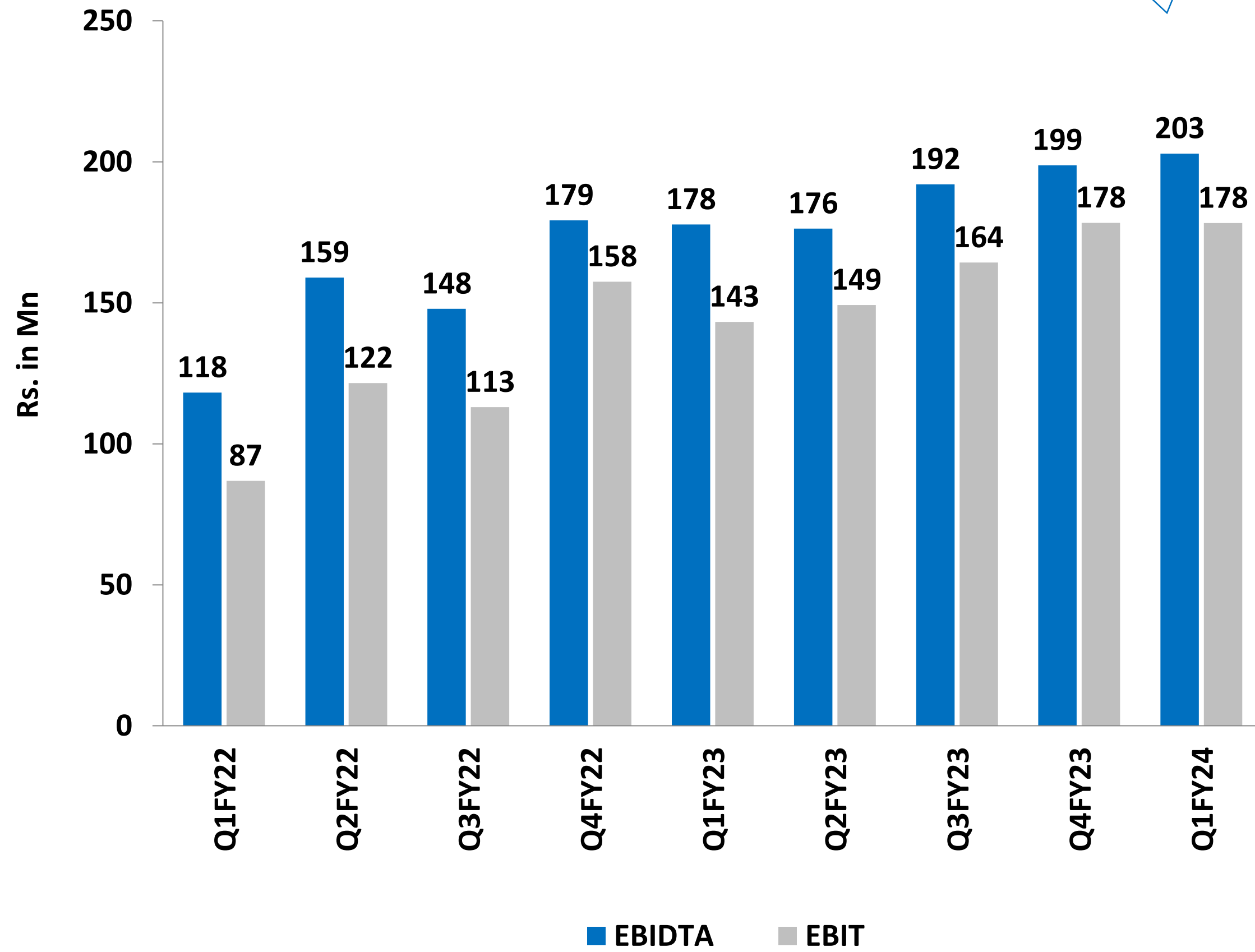
Synopsis of Quarterly Performance (1/2) (Standalone)



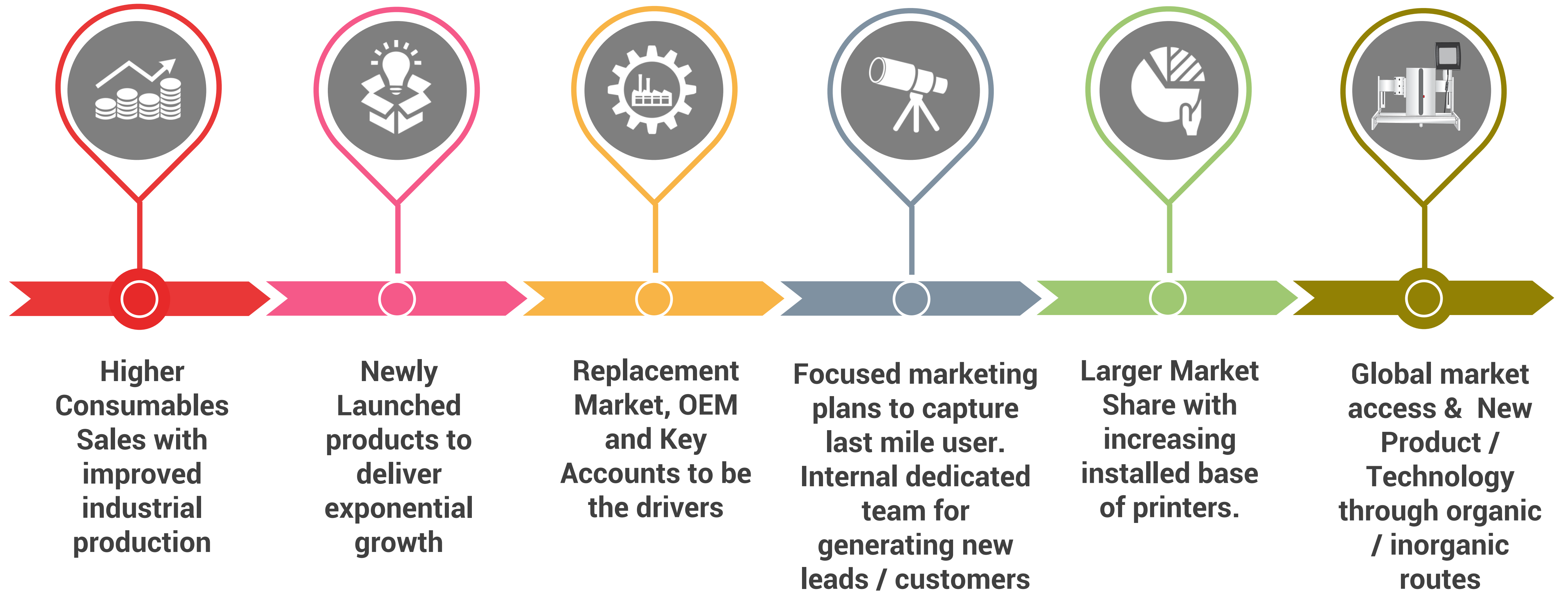
Synopsis of Quarterly Performance (2/2) (Standalone)



Highest ever EBITDA for Q1



WAY FORWARD



ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement (Standalone)



Particulars (Rs mn)	FY19	FY20	FY21	FY22	FY23
Net sales	1,746.0	1,949.2	2036.9	2,542.6	2914.1
Gross Profit	1132.0	1218.5	1251.0	1,532.03	1755.03
<i>Gross margin (%)</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>	<i>60.25</i>	<i>60.23</i>
EBITDA	399.8	461.0	498.2	604.3	744.9
<i>EBITDA margin (%)</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>	<i>23.77</i>	<i>25.56</i>
EBIT	333.9	382.1	383.0	479.0	635.1
PBT (excl. exceptional)	331.2	373.5	370.9	468.6	622.1
PAT (excl. exceptional)	255.5	309.3	311.8	380.8	517.3
<i>PAT margin (%)</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>	<i>14.97</i>	<i>17.75</i>
Exceptional (loss)/gain	45.0	(42.9)	(17.9)	31.7	2.0
EPS(Rs) (excl. exceptional)	21.2	13.7	19.09	23.31	31.68
EPS(Rs) (incl exceptional)	18.4	16.3	18.00	25.25	31.80
Dividend per Share (Rs.)	6.5	8.0	8.5	9.0	9.0
Dividend Payout (%)*	36%	50%	47%	36%	28%

Rs.2900 mn

**Revenue
threshold
crossed**

+60%

**Gross
Margin
sustained**

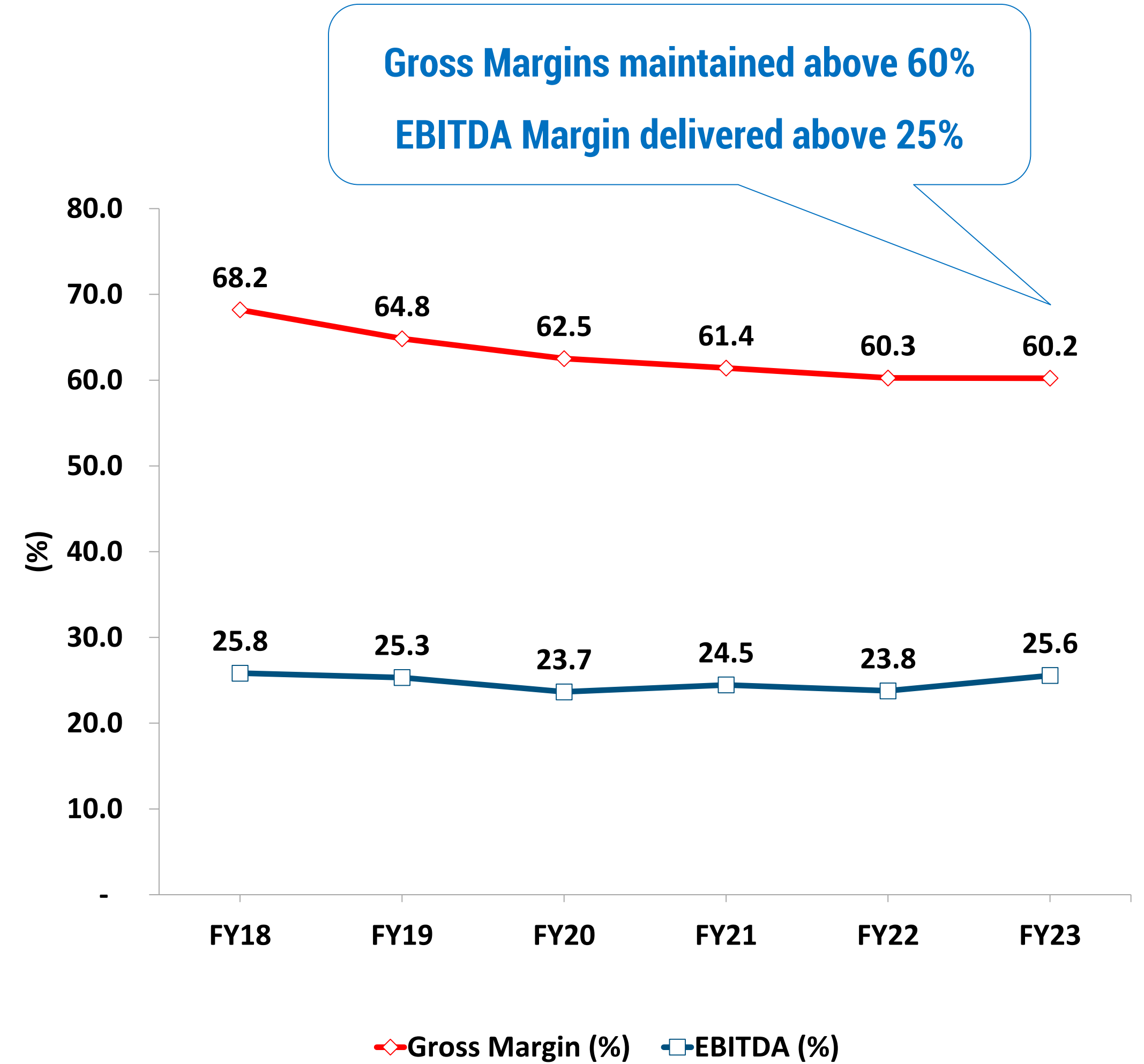
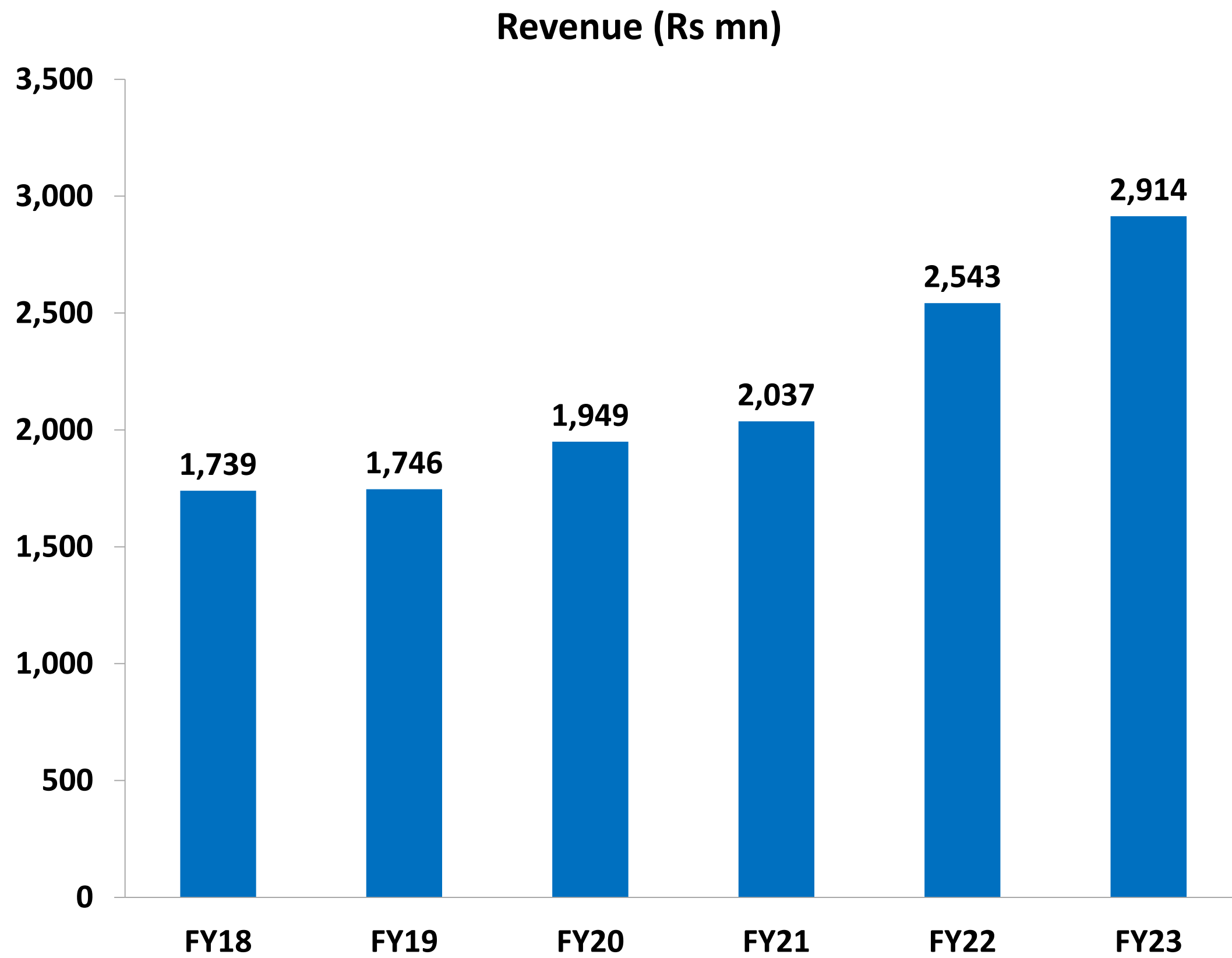
36%

EPS Growth

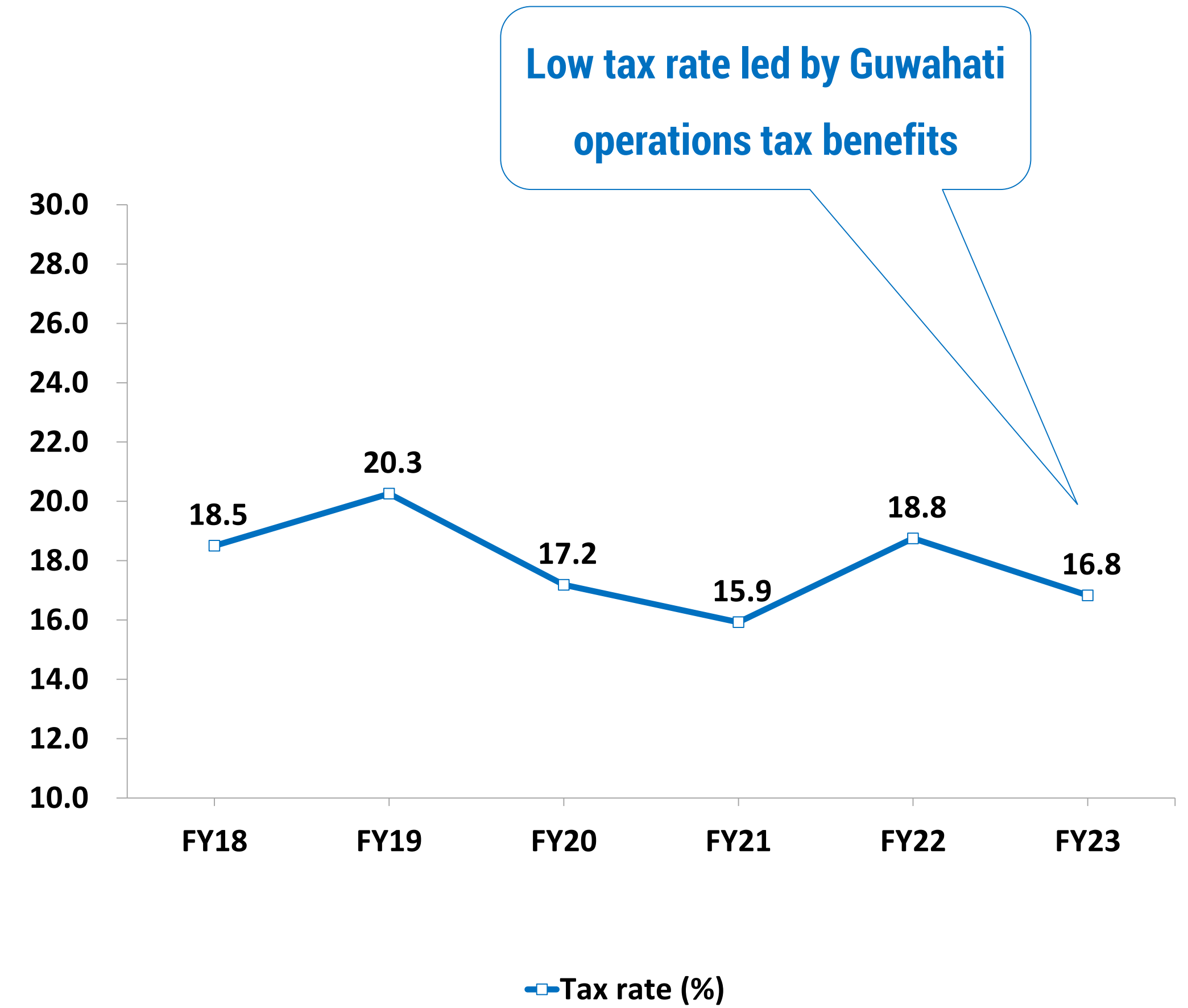
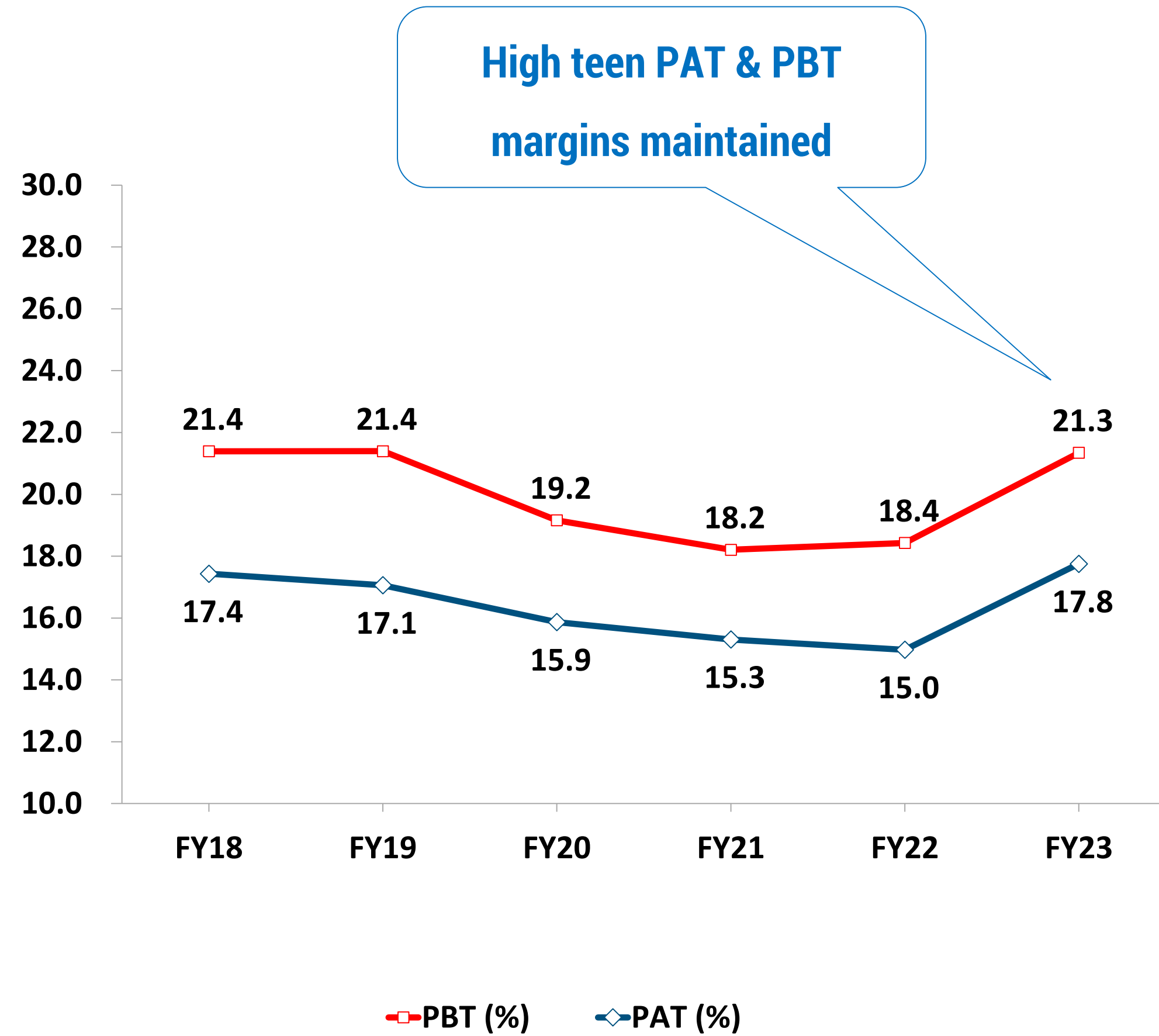
90%

**Dividend per
share**

Synopsis of Annual Performance (1/2) (Standalone)



Synopsis of Annual Performance (2/2) (Standalone)





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THANK YOU

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