

INVESTOR PRESENTATION

Q2FY2024



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1 Key Notes

2 Company Overview

3 Quarterly Performance Highlights

4 Way Forward

5 Annual Performance Highlights

18000+

Installed base of printers

30+

Years of experience

300+

Field Staff

28%

Dividend Payout in FY2023

90%

Dividend paid (on FV) in FY23

~19%

Market share in India

+1600

Cities/towns with our presence

+2500

Pin codes served in India

Make in India

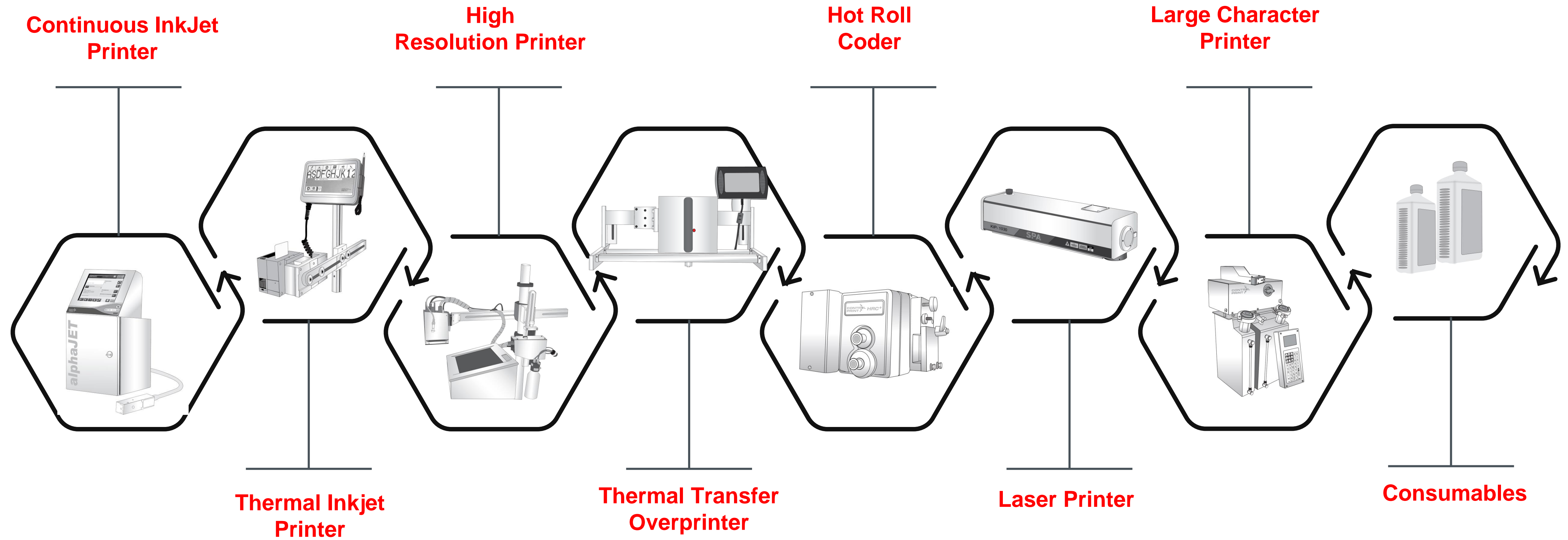
Only Coding & Marking company who manufactures in India

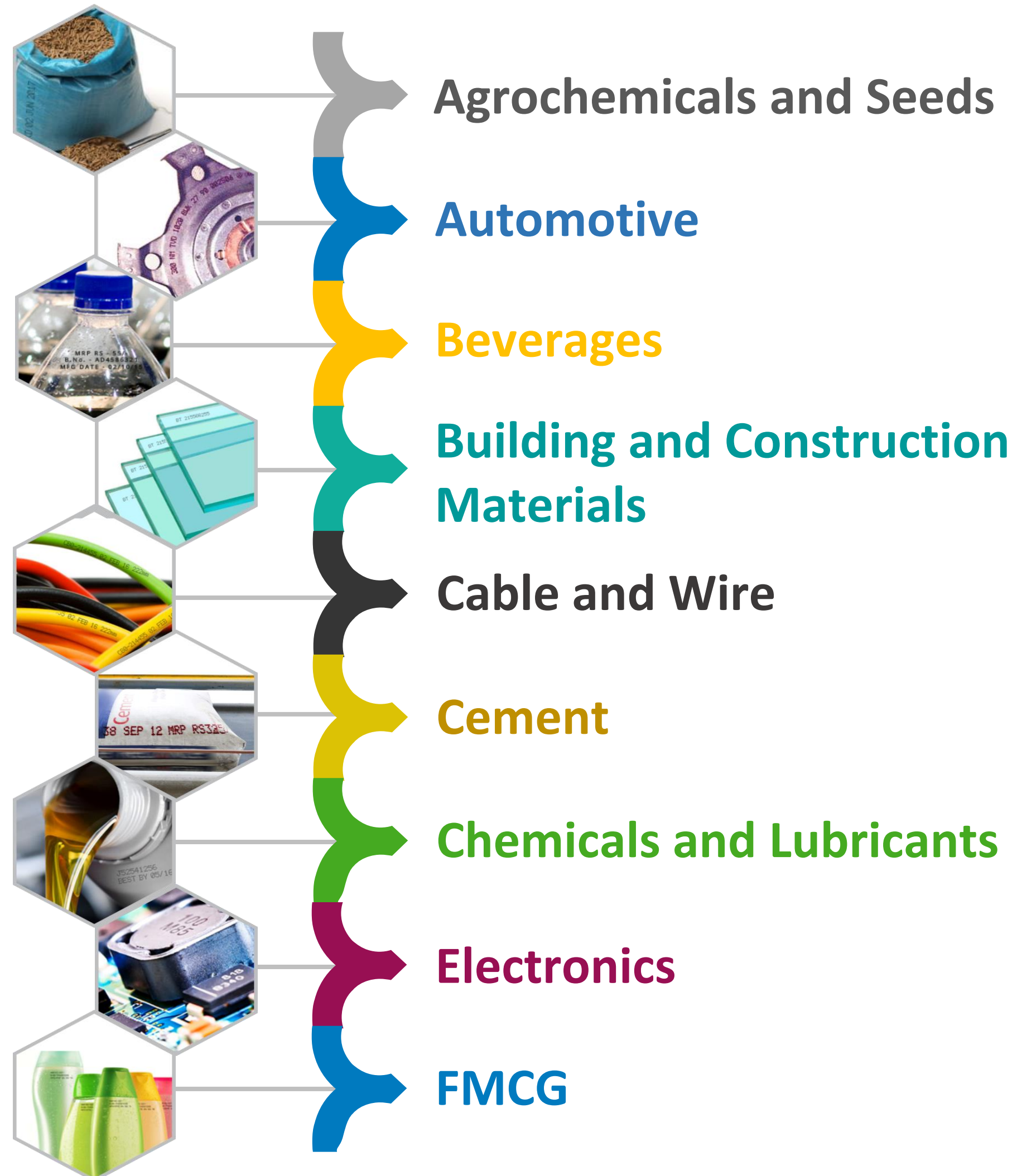
Crisil A1

Credit Rating for Short Term

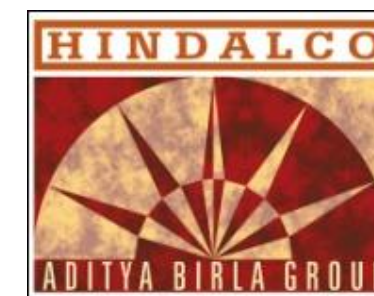
Crisil A /Stable

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

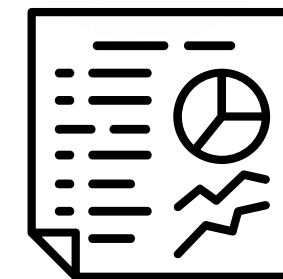
QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Highest ever Q2 Revenue of Rs. 831 mn creating a new threshold for Q2

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 18% / 25.5% / 28% / 28% Year-on-Year.**

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



Positives

Installed base crosses 18000 printers, which augurs well for growth in consumable sales.

New products seeing good traction in the market leading to market share gains in key sectors.

Sectoral view

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

Dairy, Chemical and Pharmaceutical industries witnessed strong traction during the quarter

Brief Financials for the quarter (Standalone)

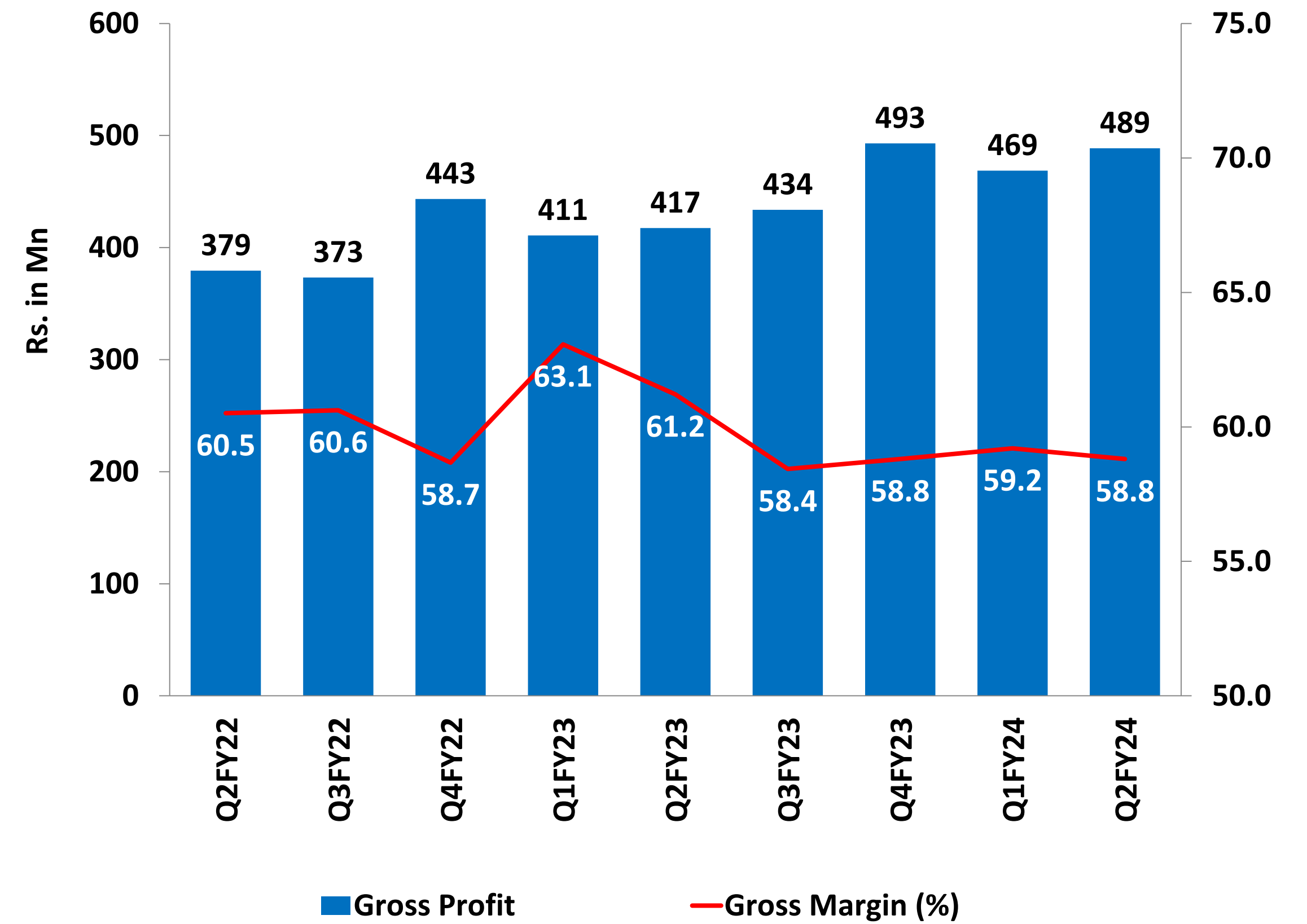
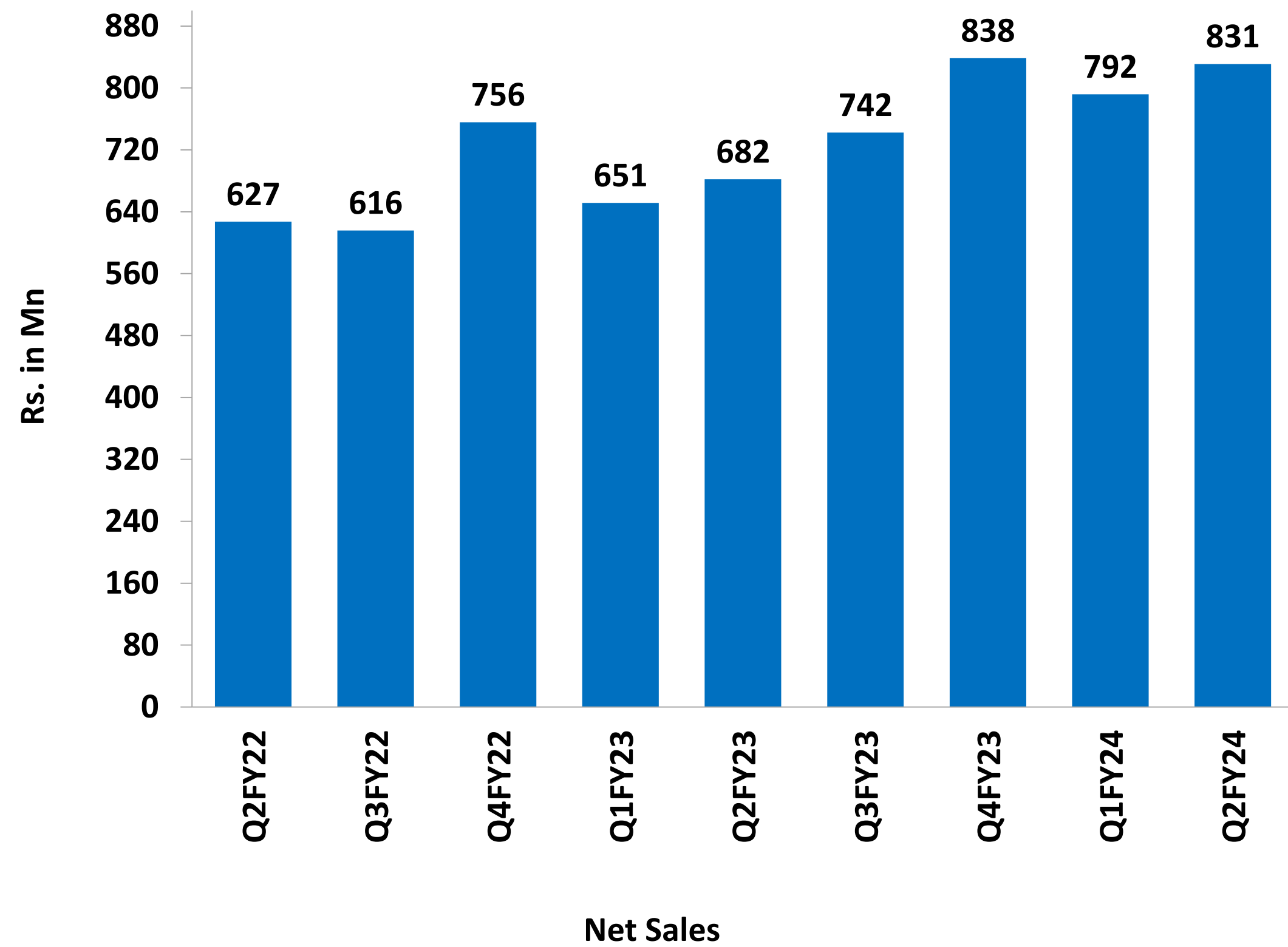


Particulars (Rs mn)	Q2FY24	Q1FY24	Q2FY23	YoY%	H1FY24	H1FY23	YoY%
Net sales	831.0	791.7	682.0	21.8	1,622.7	1,333.4	21.7
Gross Profit	488.7	468.7	417.44	17.1	957.39	828.2	15.6
<i>Gross margin (%)</i>	<i>58.80</i>	<i>59.20</i>	<i>61.21</i>	<i>-240 bps</i>	<i>59.00</i>	<i>62.1</i>	<i>- 312 bps</i>
EBITDA	208.3	203.0	176.3	18.1	411.3	354.1	16.1
<i>EBITDA margin (%)</i>	<i>25.07</i>	<i>25.63</i>	<i>25.85</i>	<i>- 79 bps</i>	<i>25.34</i>	<i>26.6</i>	<i>- 121 bps</i>
EBIT	186.8	178.3	149.2	25.2	365.1	292.5	24.8
PBT (excl. exceptional)	184.1	176.4	146.6	25.6	360.5	288.3	25.1
PAT (excl. exceptional)	145.4	141.4	113.6	28.0	286.8	230.8	24.3
<i>PAT margin (%)</i>	<i>17.50</i>	<i>17.86</i>	<i>16.65</i>	<i>84 bps</i>	<i>17.68</i>	<i>17.31</i>	<i>36 bps</i>
Exceptional (loss)/gain	-0.042	-0.008	-0.431	- 90.3	-0.1	-2.0	-97.5
EPS(Rs) (excl. excep)	8.94	8.66	6.95	28.1	17.6	14.3	23.4

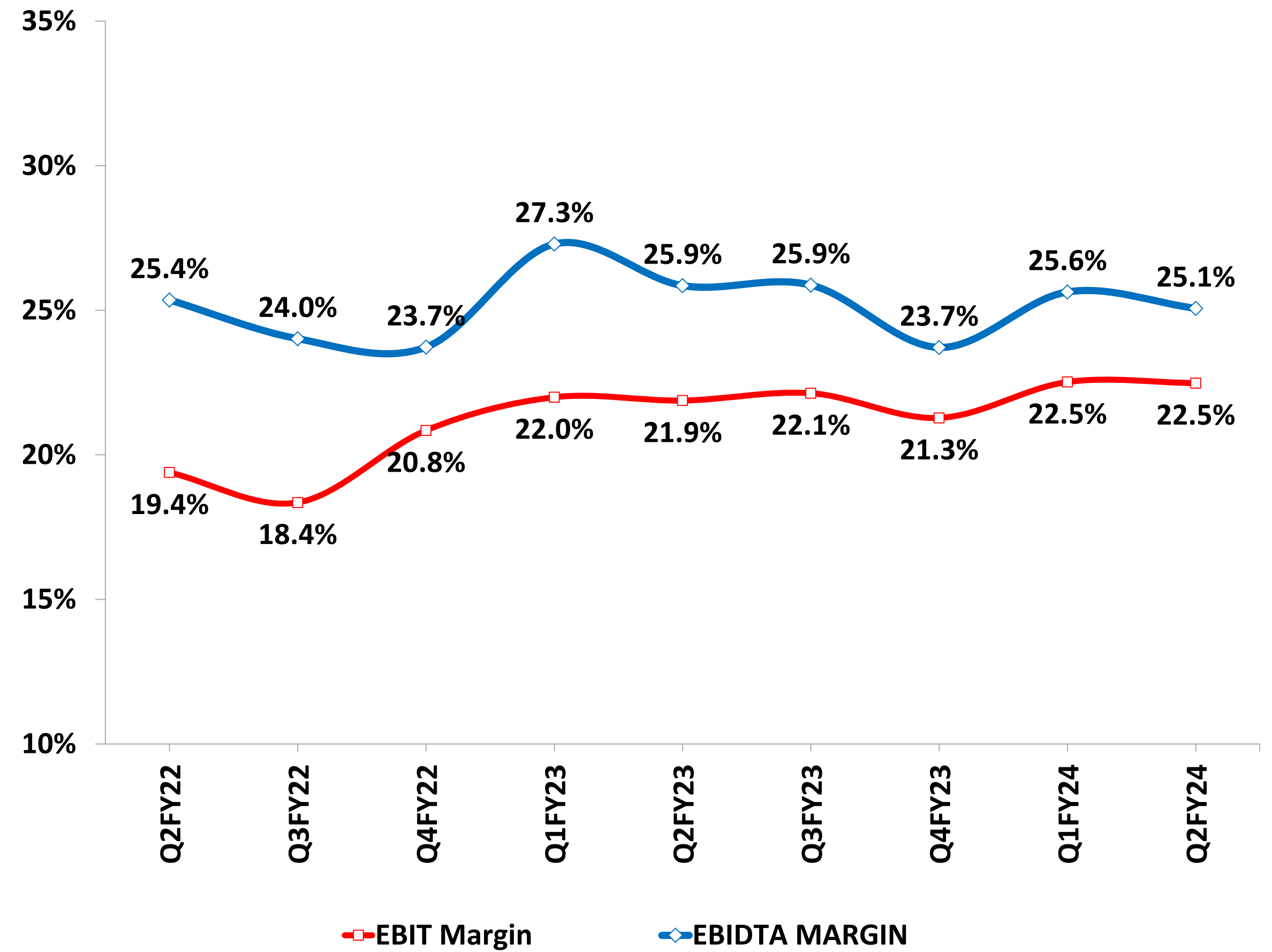
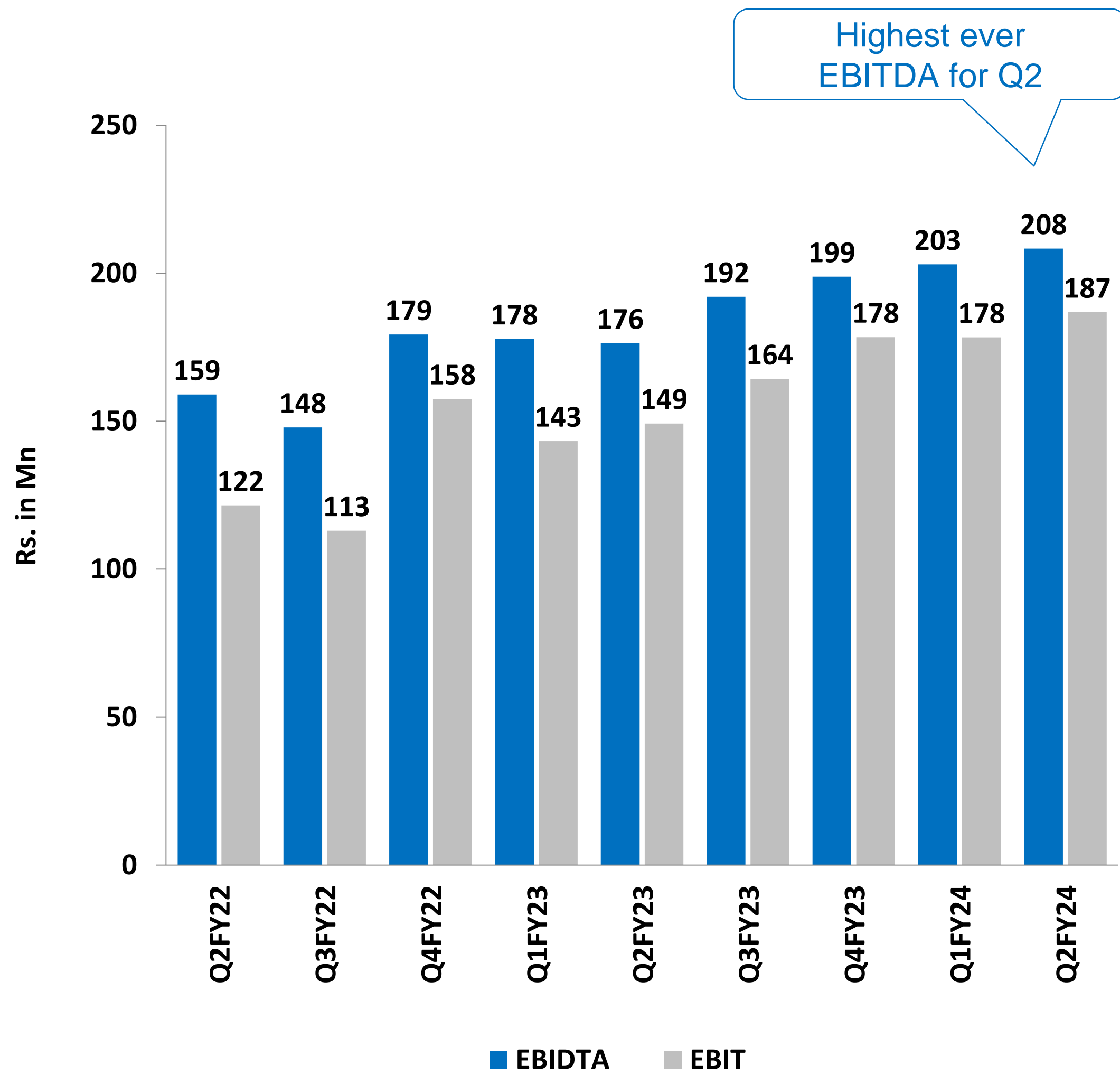
Synopsis of Quarterly Performance (1/2) (Standalone)



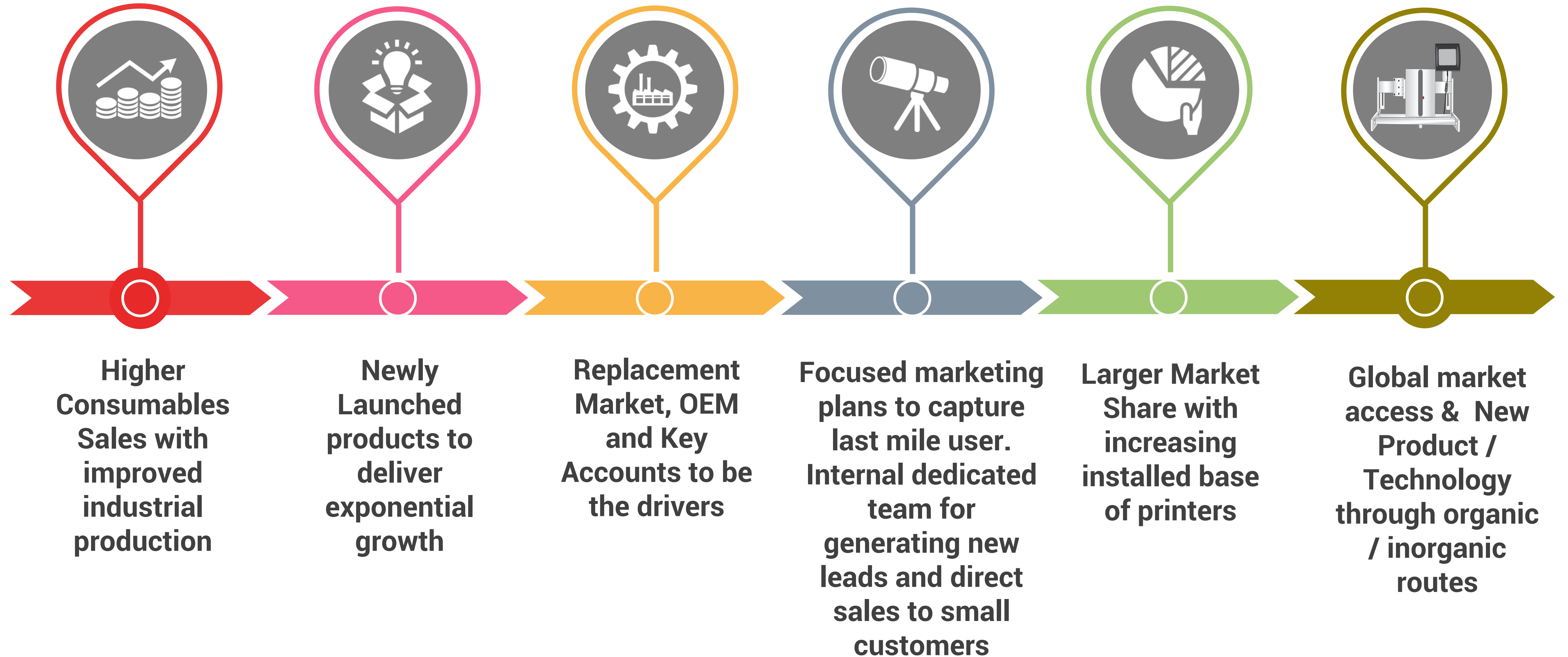
Highest ever Revenue for Q2



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



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

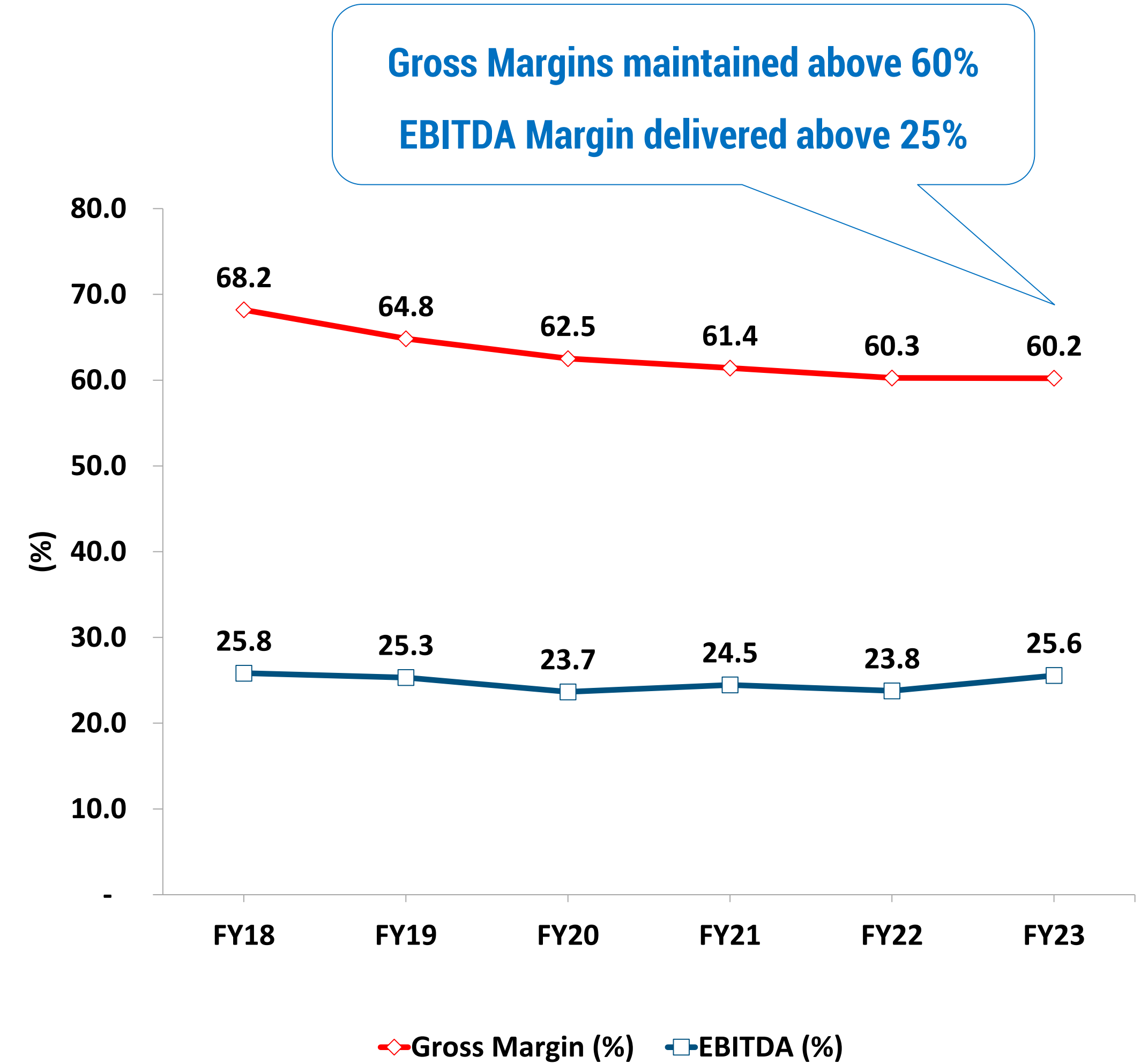
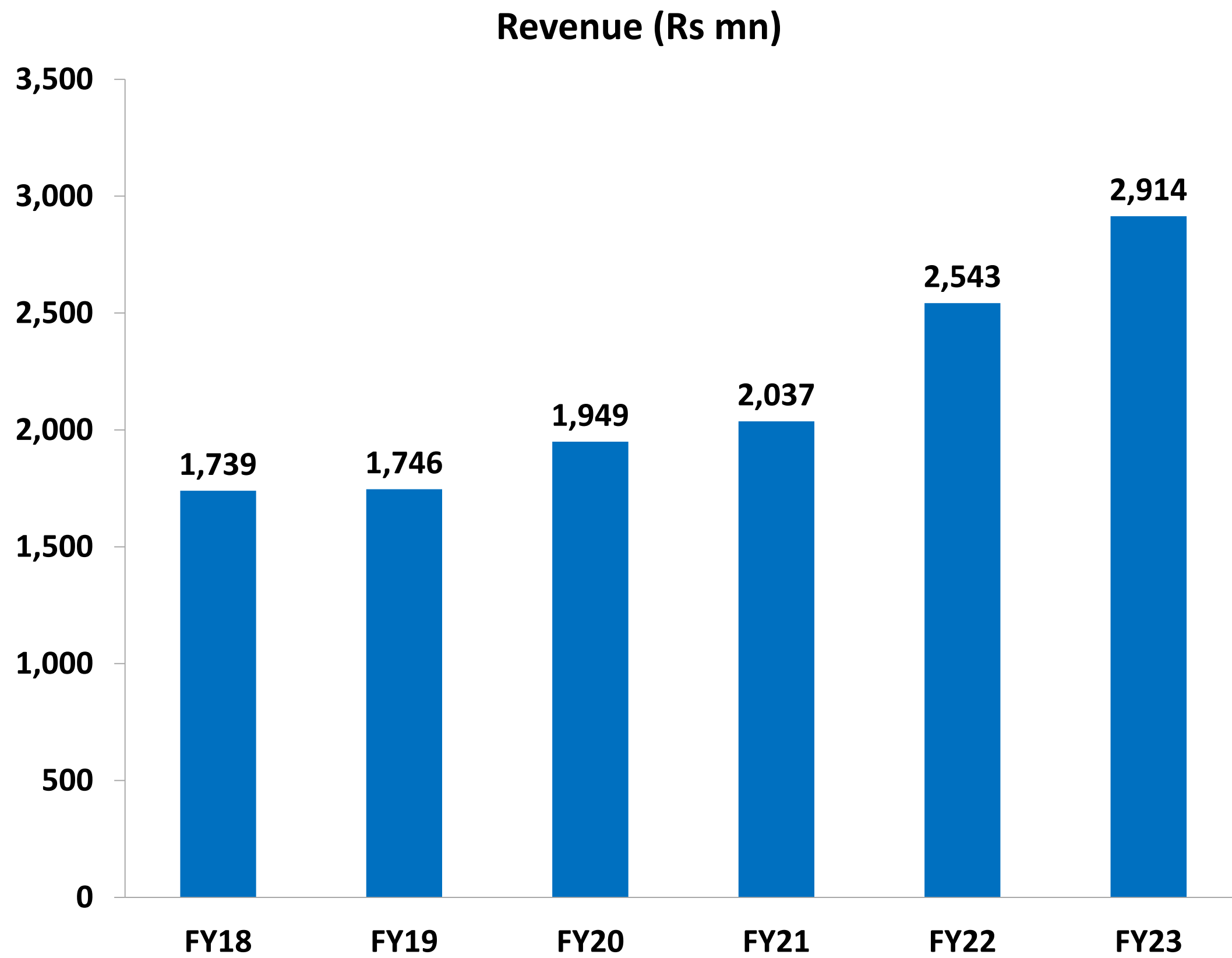
36%

EPS Growth

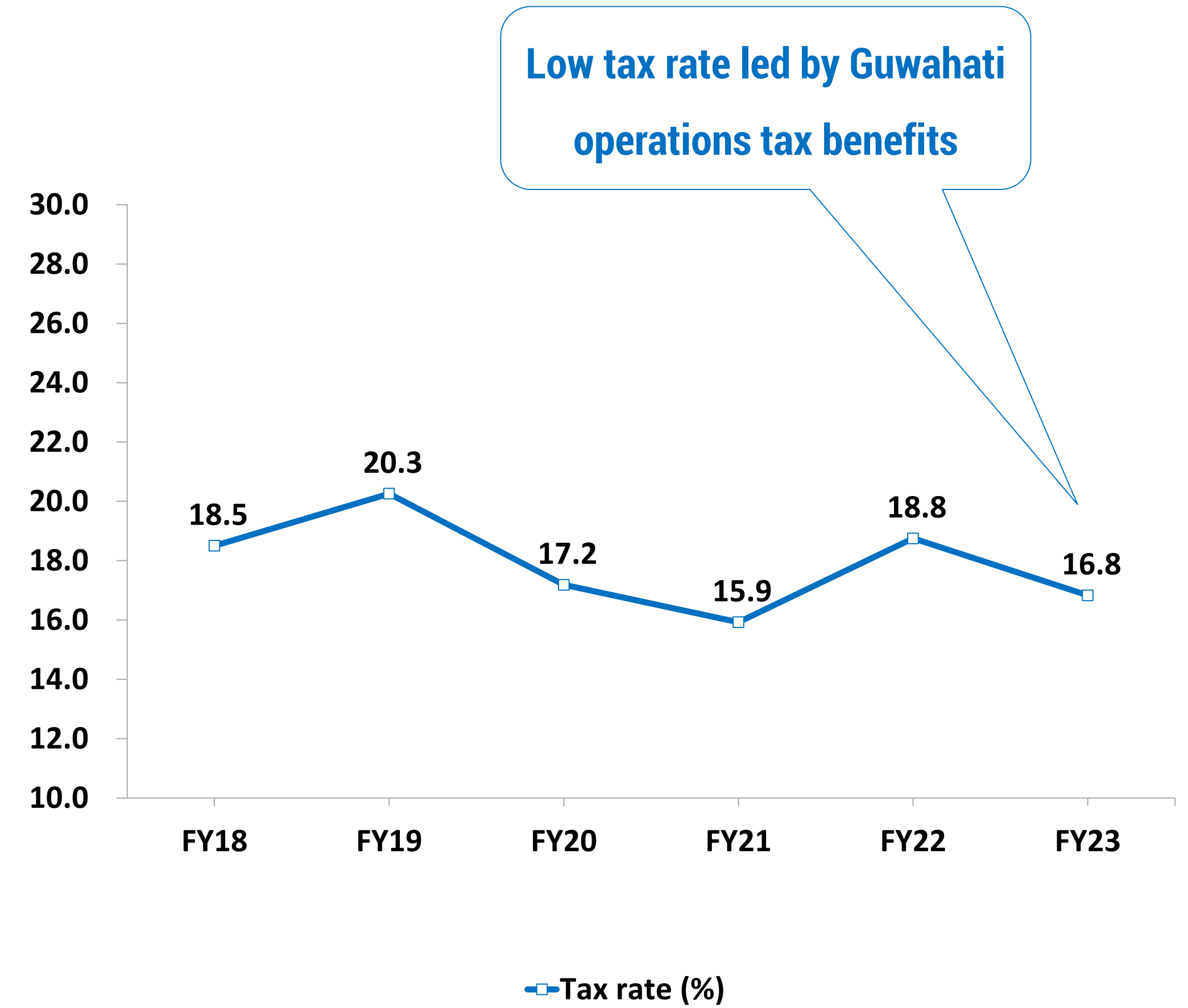
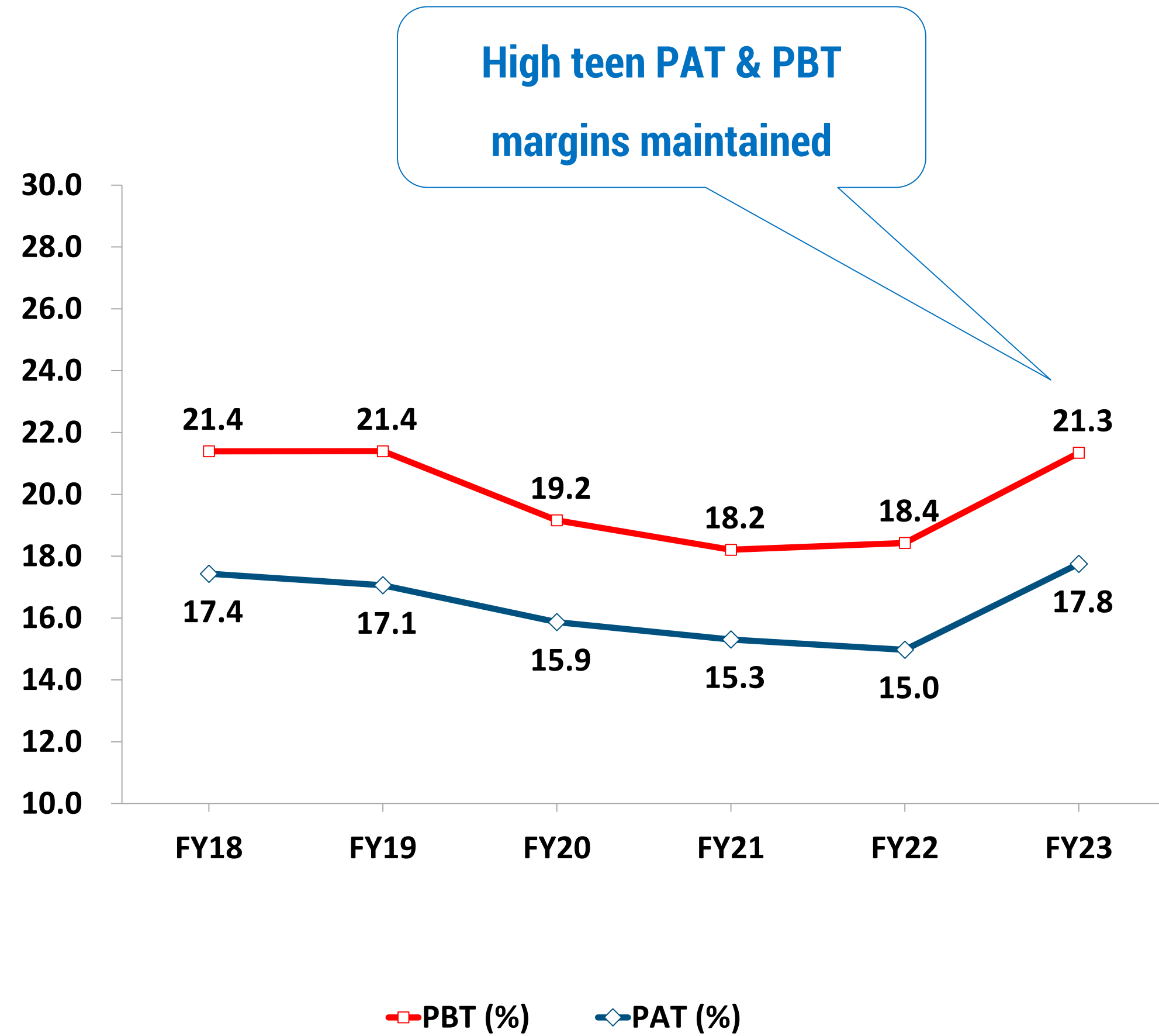
90%

Dividend per share

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



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





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