

INVESTOR PRESENTATION

Q1FY2025

REFER TO DISCLAIMER

FMCG



Building products



Dairy & Food Products



Industrials



Healthcare



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01

Key Notes



KEY NOTES

19,500+

Installed base of
printers

30+

Years of experience

300+

Sales and Service
Engineers

26%

Dividend payout (FY24)

+

9.57%

Buyback payout (FY24)
(% of paid-up share capital)

Rs.9 (90%)

Dividend paid (on FV)
(FY24)

+

27 Cr

Buyback payout (FY24)

~19%

Market share in
India

1600+

Cities/towns with
our presence

2600+

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



02

Company Overview



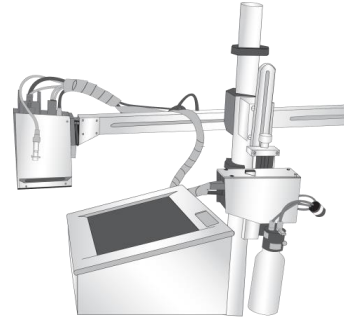
PRODUCTS



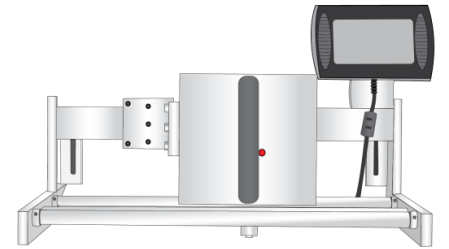
Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



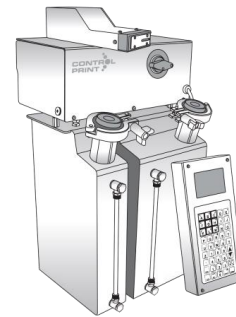
Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer

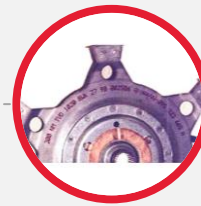


Consumables

INDUSTRIES WE SERVE



Agrochemicals
and Seeds



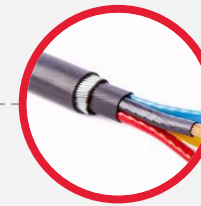
Automotive



Beverages



Building and
Construction Materials



Cable and
Wire



Food



FMCG



Electronics



Chemicals and
Lubricants



Cement



Healthcare



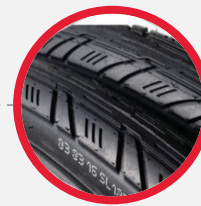
Packaging and
Packaging Materials



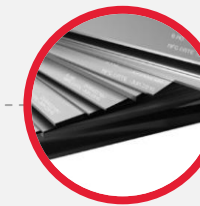
Plywood



Pipes and
Extruded Plastics



Rubber and
Tyres



Steel and
Metal



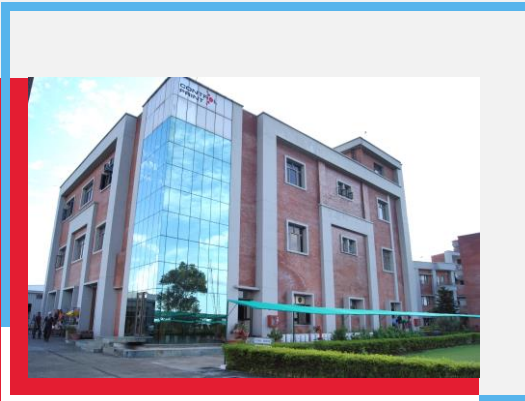
Textiles

KEY CLIENTS: INDIA



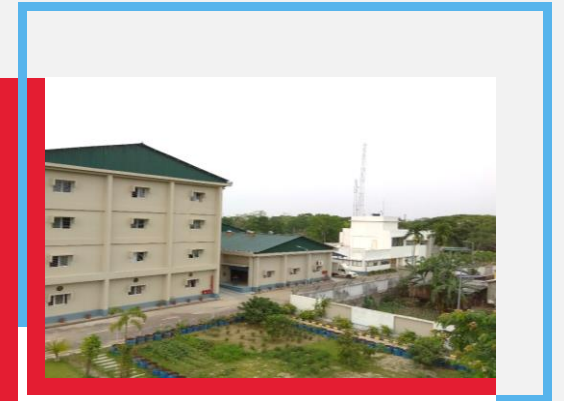
INFRASTRUCTURE

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

03

QUARTER PERFORMANCE
HIGHLIGHTS



QUARTER PERFORMANCE HIGHLIGHTS (Standalone)

Revenue Growth

Highest ever Q1 Revenue of Rs. 882 mn - thereby continuing to focus on growth across the business and supported by growing share of consumable sales during the quarter.

Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional)
grew **15.34% / 15.42% / 14.55% / 16.96%** YoY respectively led by high share of consumable sales

Positives

Installed base continues to be **>19,500** printers, aiding growth in consumable sales.

Sales teams aligned to focus on sectoral / product verticals leading to improvement in share of business with key customers / sectors.

Sectoral view

Beverages, Sugar, Plywood & Dairy continued to see consolidation of market share,

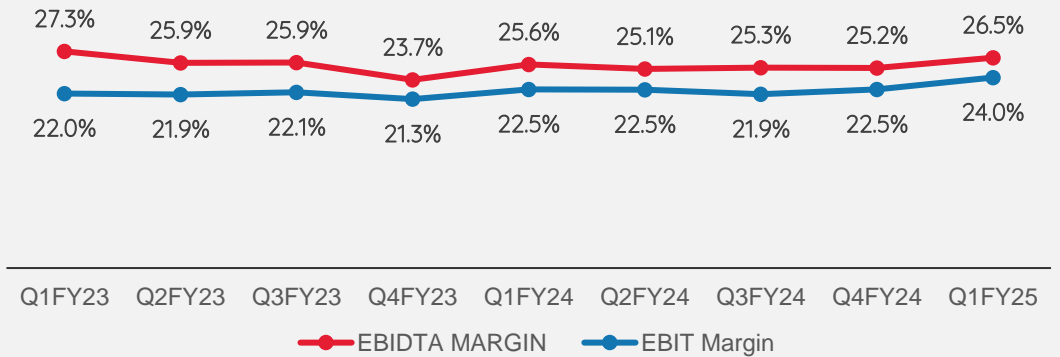
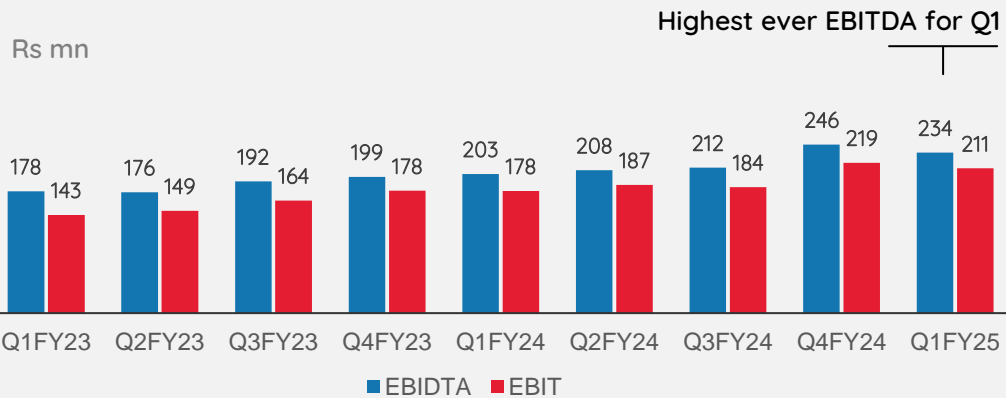
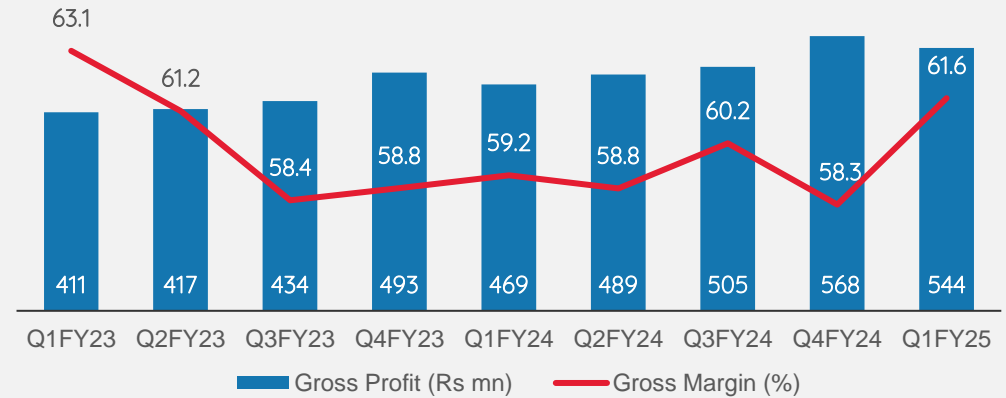
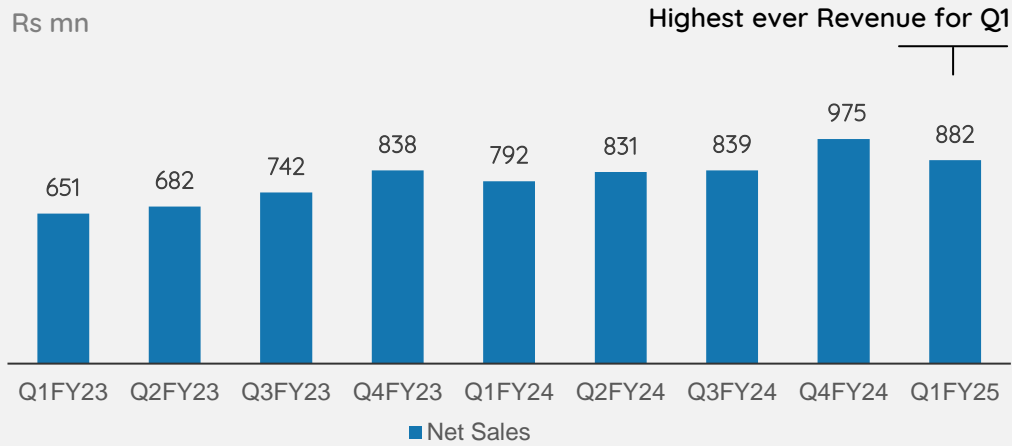
Food, FCMG, Cement and Pipes continue to witness good traction for our printers and consumables.

BRIEF FINANCIALS FOR THE QUARTER (Standalone)

Particulars (Rs mn)	Q1FY25	Q4FY24	Q1FY24	YoY%	FY24	FY23	YoY%
Net sales	882.1	974.9	791.7	11.4	3,436.6	2,914.1	17.9
Gross Profit	543.8	568.3	468.7	16.0	2,030.8	1,755.0	15.7
Gross margin (%)	61.65	58.30	59.20	244 bps	59.09	60.23	-113 bps
EBITDA	234.1	245.8	203.0	15.3	869.0	744.9	16.7
EBITDA margin (%)	26.54	25.21	25.63	90 bps	25.29	25.56	-28 bps
EBIT	211.4	219.4	178.3	18.6	768.2	635.1	20.9
PBT (excl. exceptional)	203.6	214.7	176.4	15.4	751.9	622.0	20.9
PBT margin (%)	23.09	22.03	22.29	80 bps	21.88	21.35	53 bps
PAT (excl. exceptional)	162.0	139.9	141.4	14.6	555.5	517.3	7.4
PAT margin (%)	18.37	14.35	17.86	50 bps	16.16	17.75	-159 bps
Exceptional (loss)/gain	- 0.00	-0.05	-	-	-0.62	- 2.00	-68.8
Reported EPS(Rs)*	10.13	8.75	8.66	17.0	34.44	31.80	8.3

*Weighted Average (Adjusted for Buyback)

SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)



04

ANNUAL PERFORMANCE HIGHLIGHTS



ANNUAL PROFIT & LOSS STATEMENT (Standalone)

Particulars (Rs mn)	FY20	FY21	FY22	FY23	FY24
Net sales	1,949.2	2036.9	2,542.6	2914.1	3,436.6
Gross Profit	1218.5	1251.0	1,532.03	1755.03	2,030.8
Gross margin (%)	62.51	61.42	60.25	60.23	59.09
EBITDA	461.0	498.2	604.3	744.9	869.0
EBITDA margin (%)	23.65	24.46	23.77	25.56	25.29
EBIT	382.1	383.0	479.0	635.1	768.2
PBT (excl. exceptional)	373.5	370.9	468.6	622.1	751.9
PAT (excl. exceptional)	309.3	311.8	380.8	517.3	555.5
PAT margin (%)	15.87	15.3	14.97	17.75	16.16
Exceptional (loss)/gain	(42.9)	(17.9)	31.7	2.0	- 0.62
EPS(Rs) (excl. exceptional)	13.7	19.09	23.31	31.68	34.73
EPS(Rs)	16.3	18.00	25.25	31.80	34.44
Dividend per Share (Rs.)	8.0	8.5	9.0	9.0	9.0

Rs.3437 mn
Revenue

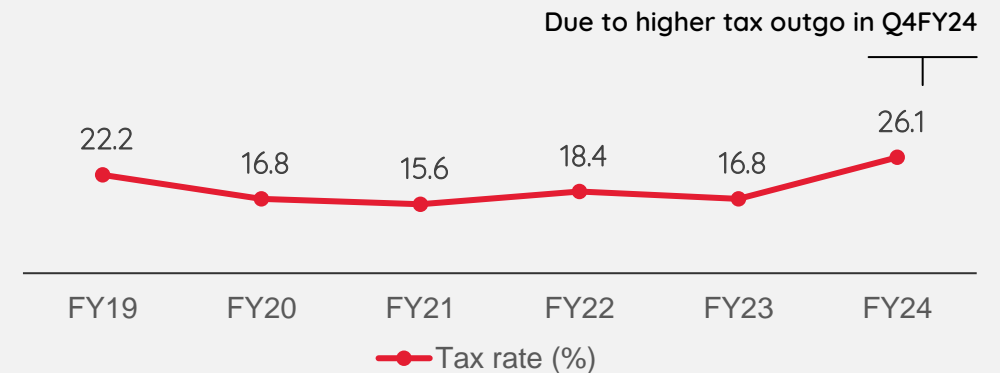
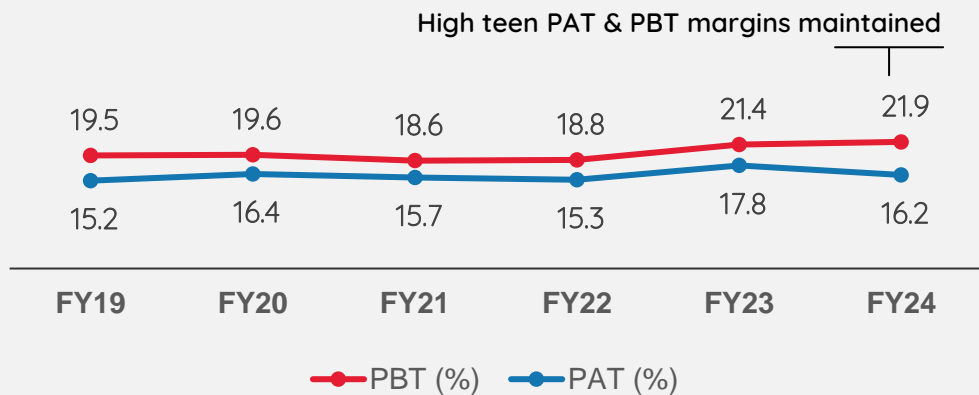
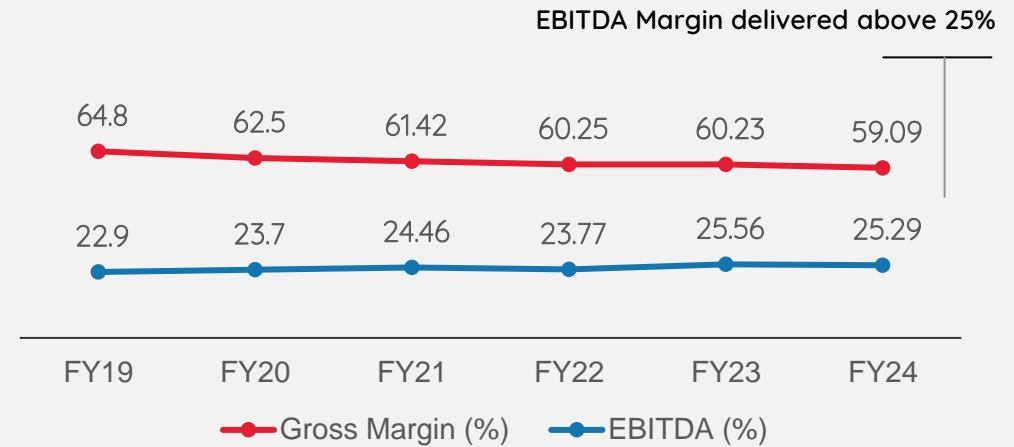
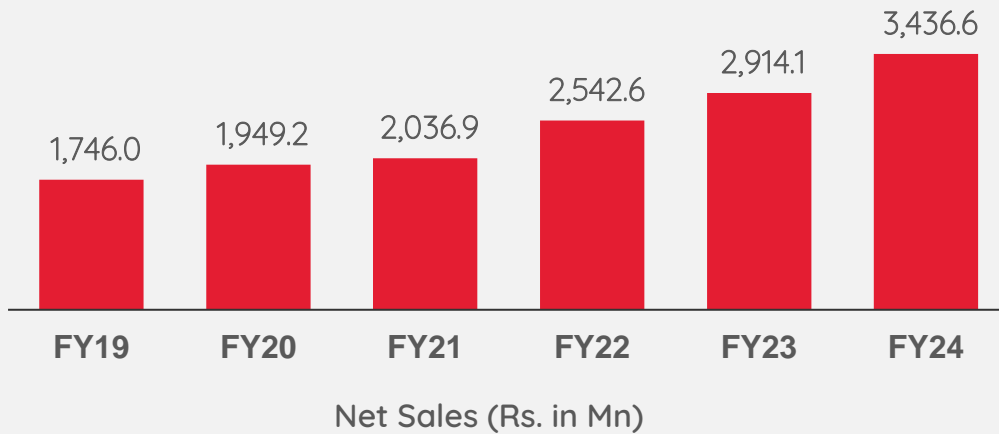
~60%
Gross Margin sustained

21%
PBT Growth

90%
Dividend per share

* Calculated on standalone net profit including exceptional; Rounded off

Synopsis of Annual Performance (Standalone)

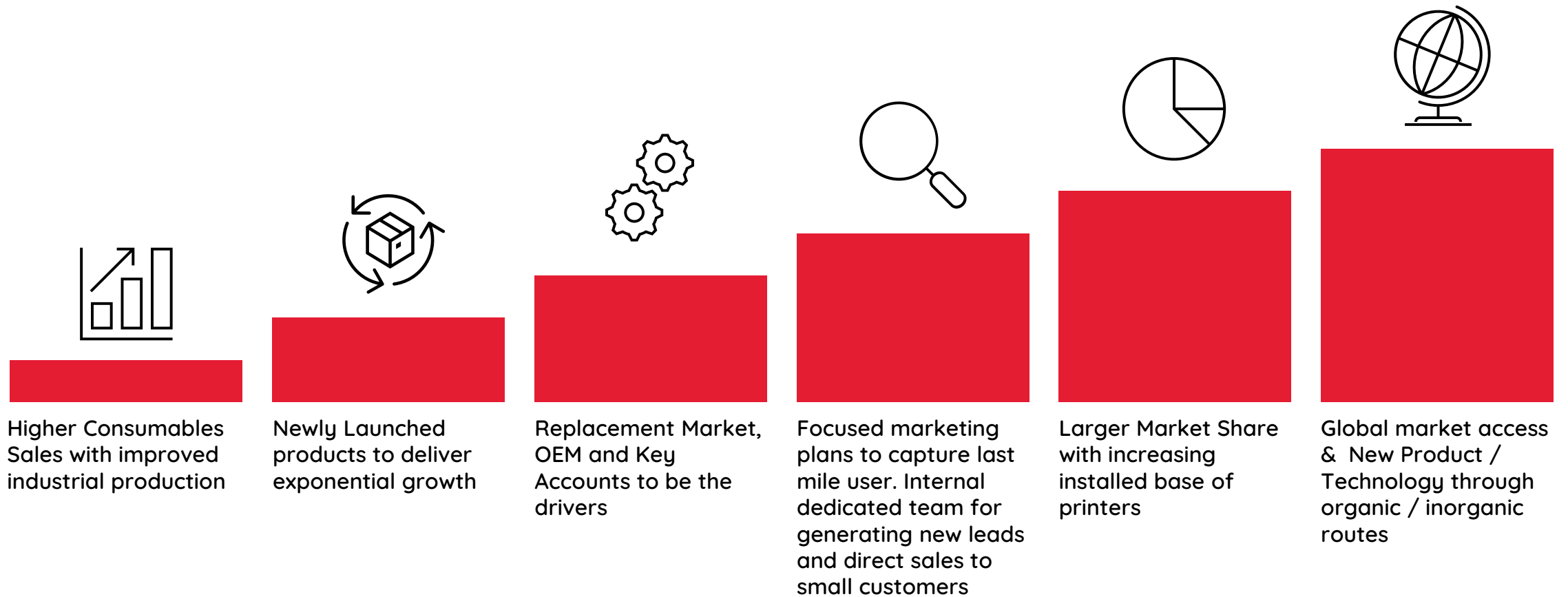


05

WAY FORWARD



Way Forward

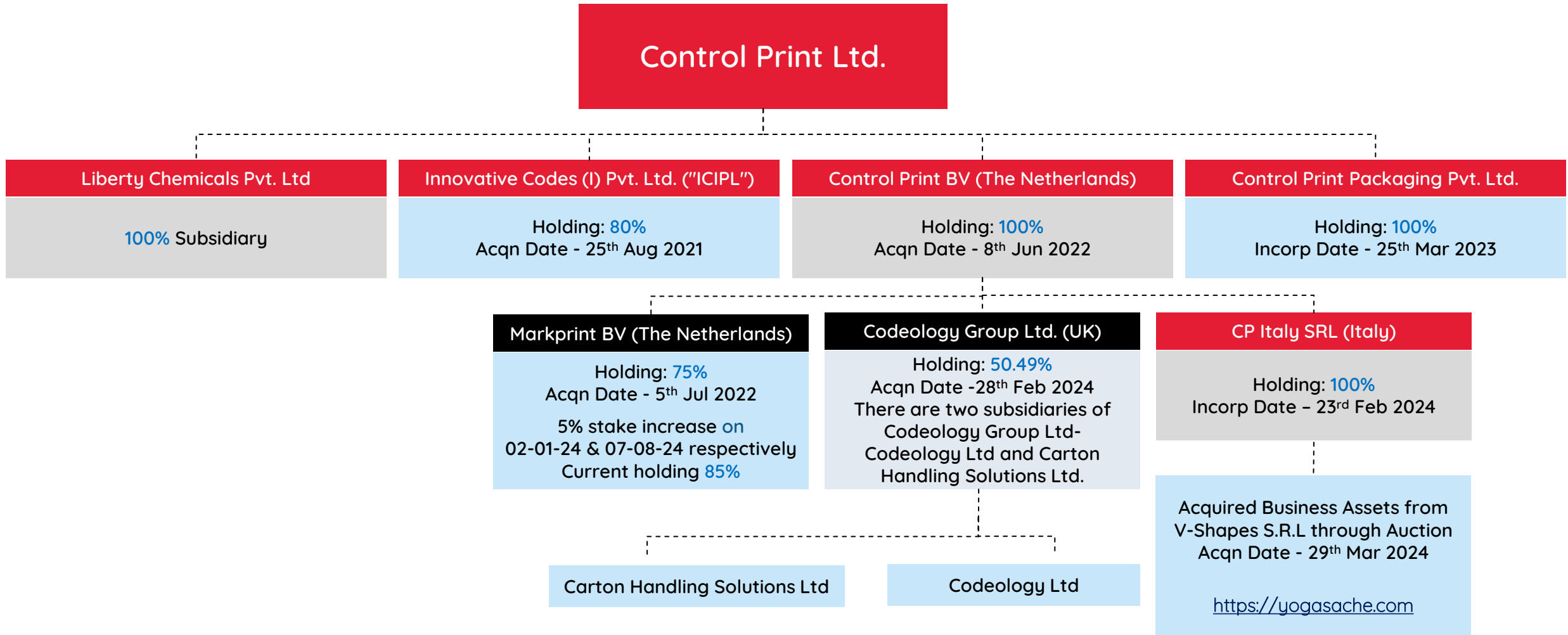


06

CORPORATE STRUCTURE & ACQUISITION HISTORY



CURRENT STRUCTURE



PAST ACQUISITIONS / JOINT VENTURES

1st Apr 2011

Liberty Chemicals Pvt. Ltd

Manufacturer of Polymer Additives Range for PVC, Polyolefins, Engineering Plastics and Synthetic Rubbers.

100% Subsidiary

25th Aug 2021

Innovative Codes (I) Pvt. Ltd. ("ICIPL")

Ink-jet printing machines, components, sub-assemblies, spare parts, after sales service and consumable

80% Subsidiary

8th Jun 2022

Control Print BV (The Netherlands)

100% Subsidiary

5th Jul 2022

Markprint BV (The Netherlands)

<https://markprint.nl>

Assembling High Resolution printers with CMYK technology,, components, consumable and services related to the coding and marking industry

75% Subsidiary

8th Dec 2022

Executed a Joint Venture Agreement with V-Shapes S.r.l for packaging sector

Joint Venture

25th Mar 2023

Control Print Packaging Pvt. Ltd.

Manufacturing of Packaging Machines and Packaging Material

100% Subsidiary



RECENT
ACQUISITIONS /
STAKE INCREASE

Control Print BV (The Netherlands)

2nd Jan 2024

Markprint BV (The Netherlands)
Increased Stake from 75% to 80%

75% ▶ 80%

Subsidiary

28th Feb 2024

Codeology Group Ltd – Based in UK
<https://www.codeology.com>
Large character inkjet printers, outer case print
and apply label printers and end-of-line
automation systems

50.49% Subsidiary

23rd Feb 2024

CP Italy SRL (Italy)
Development, production and marketing of
innovative products with high technological value.
Acquired Land & Building, Plant & Machinery,
Inventory and Intellectual Property Rights etc from
V-Shapes S.R.L on 29th Mar 2024

100% Subsidiary

More about the product & technology:
<https://yogasache.com>

7th Aug 2024

Markprint BV (The Netherlands)
Increased Stake from 80% to 85%

80% ▶ 85%

Subsidiary

Yoga Saché

- State-of-the-art packaging machinery for single-dose sachets in India.
- Precision filling within 0.5% depending on the type of product.
- Most efficient choice for different types of liquid or viscous products
- Adaptable For any sector: pharmaceuticals, cosmetics, foods, chemicals



The Alpha packaging machine

- Compact modular system
- Touchscreen 10.4" (HMI)
- Integrated design for the industry 4.0
- Filling volumes from 0.2 to 40 ml.
- Avg Production Up to 18,000 unit/hr
- Easy Change of settings In <30 minutes

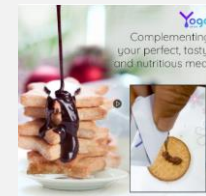


The automatic packaging machine Twin Prime

- For special single-serve Yoga Saché packets
- Reduced dimensions and compact modular system
- Touchscreen 7" (HMI)
- Integrated management of production recipes
- PLC automation technology: Siemens S7 1500TF
- Filling volumes from 0.5 to 30 ml.
- Average Production Up to 2,100 unit/hr
- Easy change of settings In < 15 minutes



Packing two different products separately in a single sachet and dispensing them together



Complementing your perfect, tasty and nutritious meal



Single-Portion Toothpaste Sachet, The future of dental care in the Hotel Industry



Single Portion Sachets for your favourite squash



Sachet Opening Mechanism Rectangular Opening

Click Images to view Product Usage Video

THANK YOU!

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