

INVESTOR PRESENTATION

Q3FY2024



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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

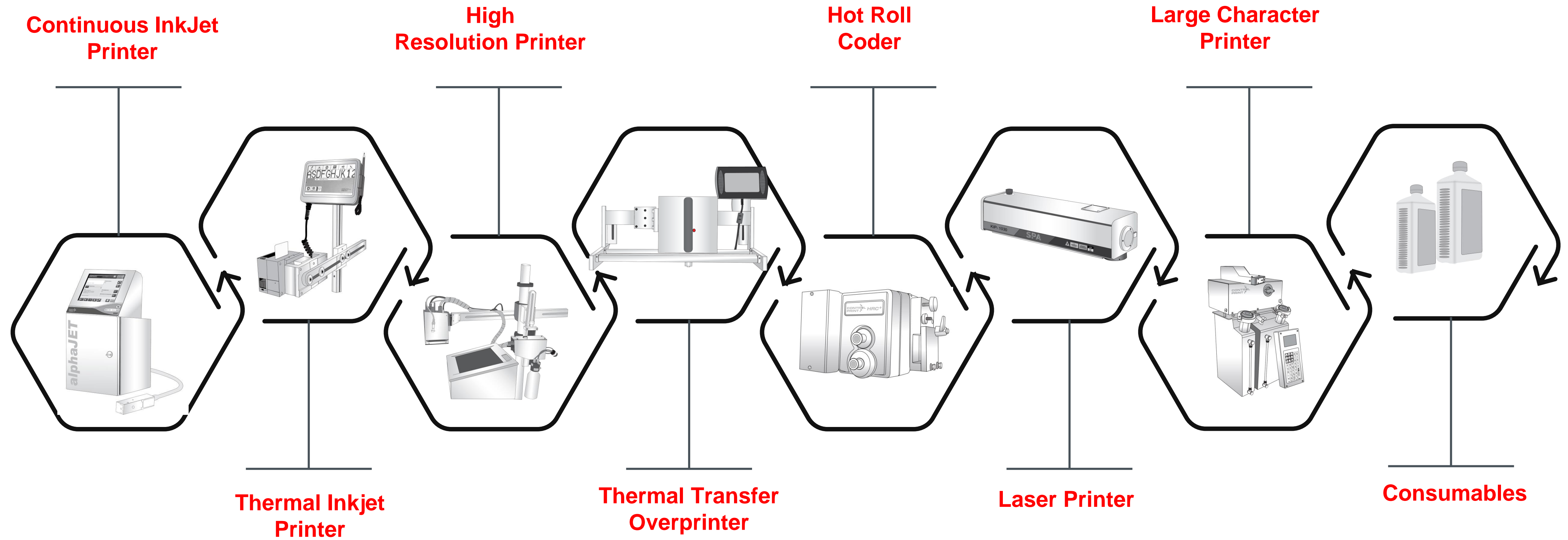
Only Coding & Marking company who manufactures in India

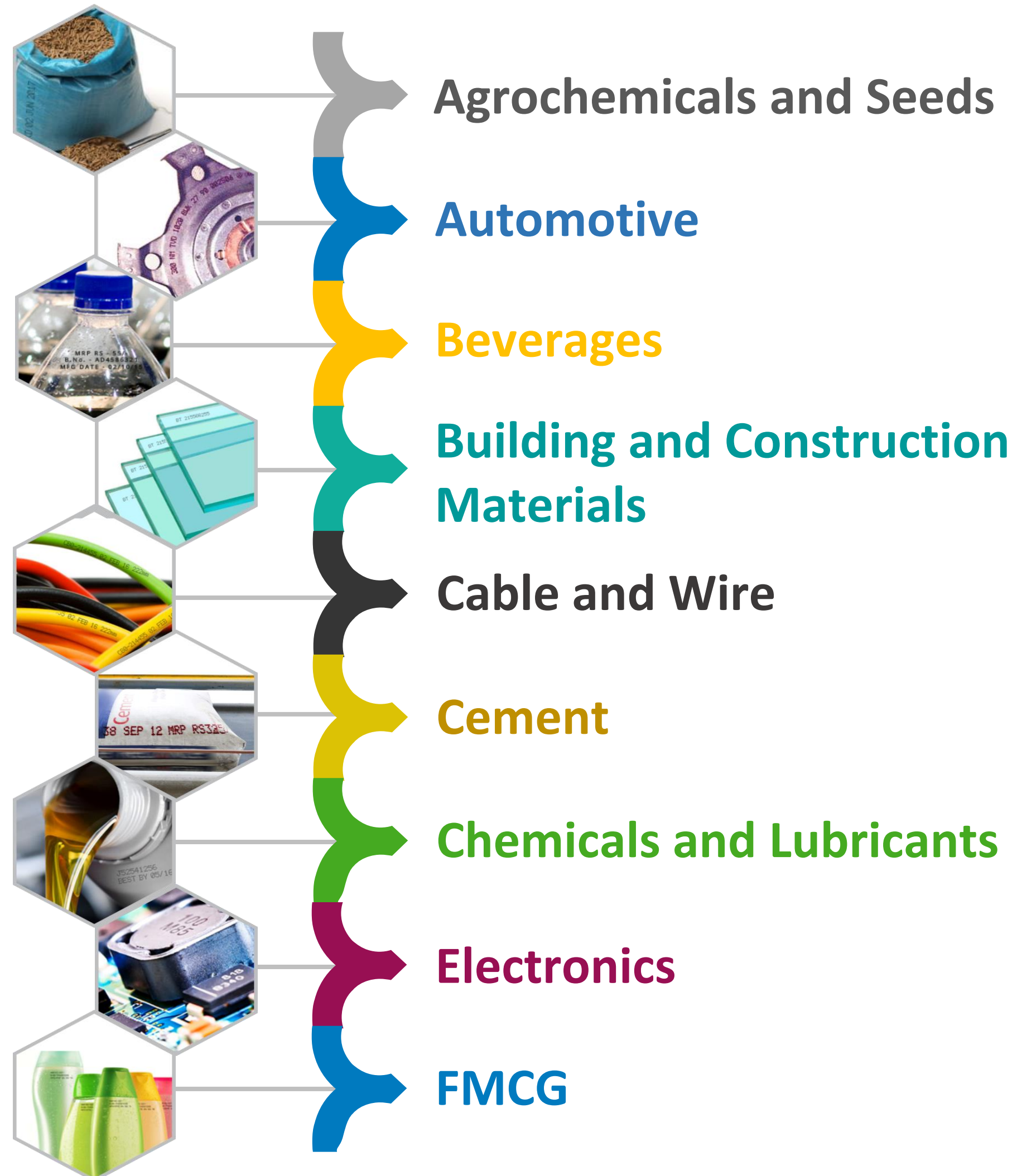
Crisil A1

Credit Rating for Short Term

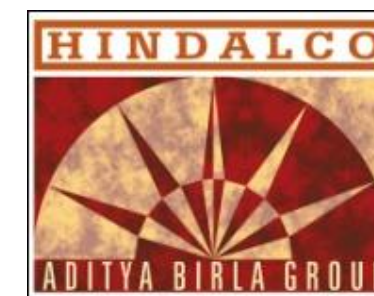
Crisil A /Stable

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

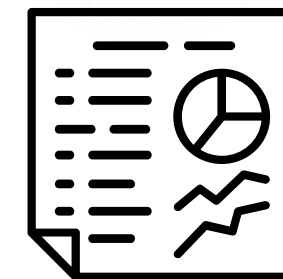
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Highest ever Q3 Revenue of Rs. 839 mn - thereby continuing to focus on growth across the business and supported by higher share of consumable sales during the quarter.



Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.3% / 10.6% / (2.6)% / (0.1)% Year-on-Year.**

Higher mix of consumables led to higher gross margin.
Manpower costs were higher due to annual incentives.
Coupled with higher tax outgo, profit growth was lower.



Positives

Installed base continues to be >18,000 printers, aiding growth in consumable sales.

Company declared Rs 4 per share interim dividend (40% of Face Value)

Sectoral view

Sugar, Plywood, Cement and Laminates continued to see consolidation of market share

Segments like Food, Dairy, FCMG and Pipes witnessed good traction for our printers

Brief Financials for the quarter (Standalone)

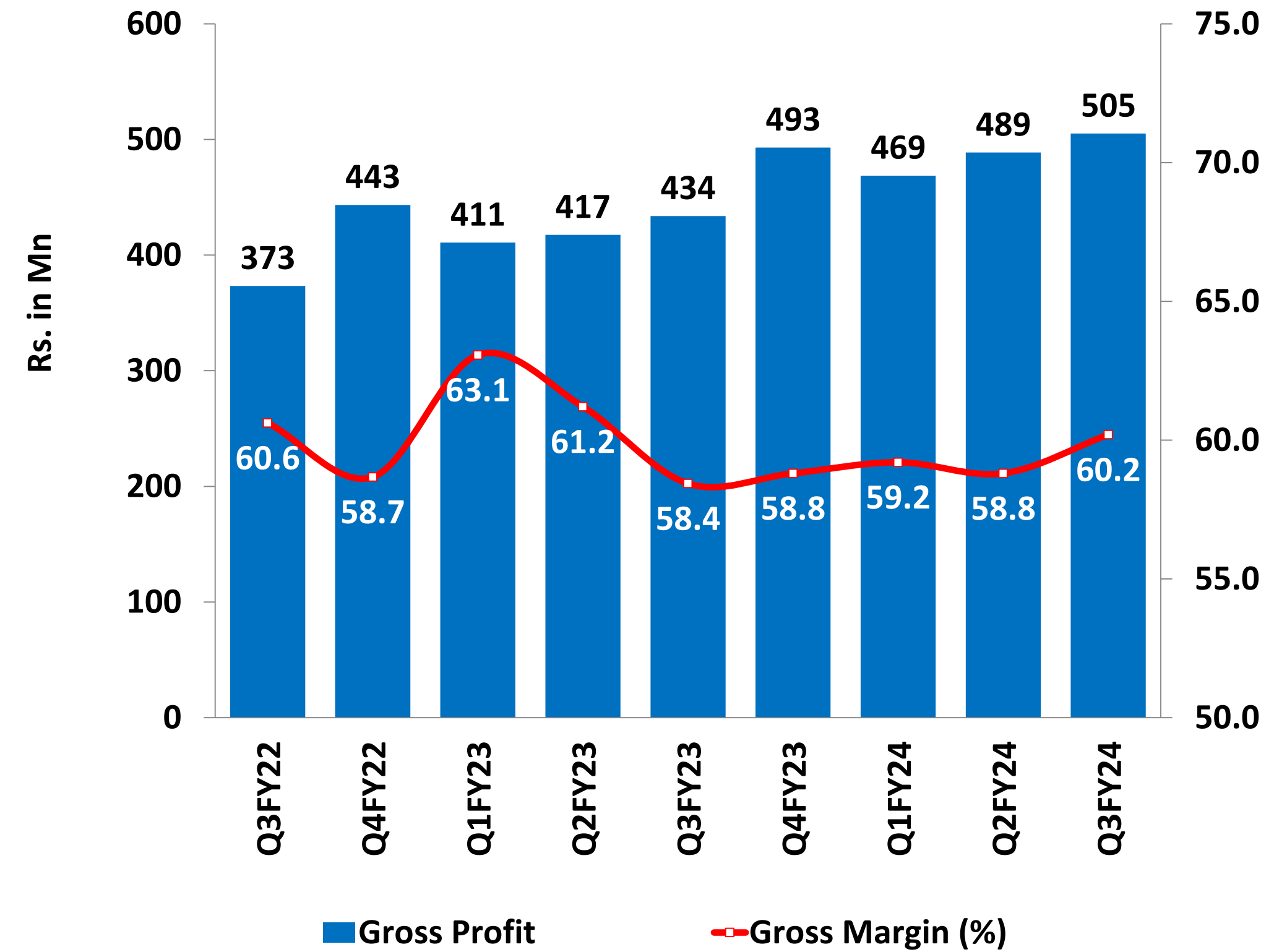
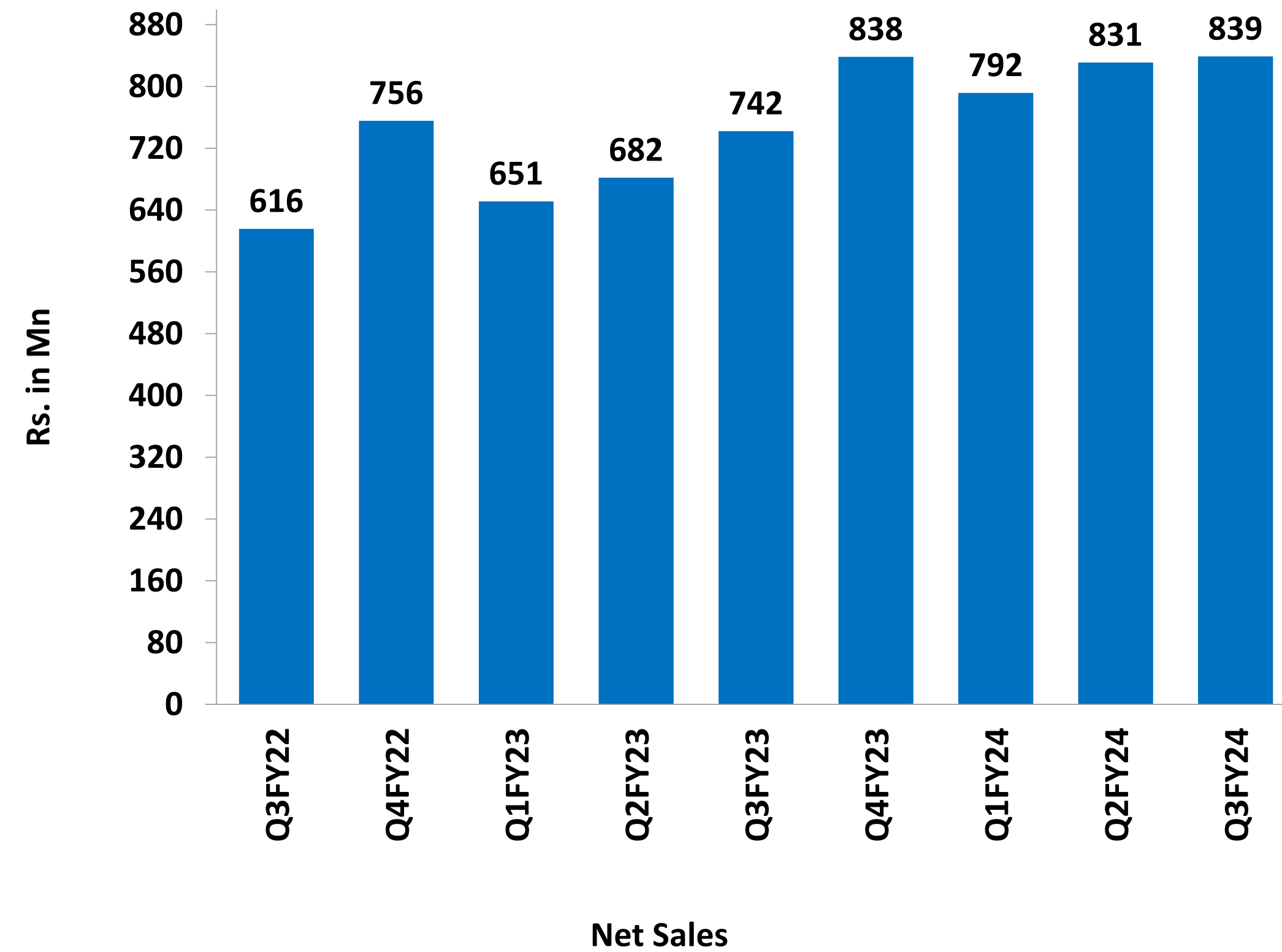


Particulars (Rs mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Net sales	839.0	831.0	742.3	13.0	2,461.7	2,075.7	18.6
Gross Profit	505.0	488.7	433.8	16.4	1,462.4	1,262.0	15.9
<i>Gross margin (%)</i>	<i>60.20</i>	<i>58.80</i>	<i>58.44</i>	176 bps	<i>59.41</i>	<i>60.80</i>	- 139 bps
EBITDA	211.9	208.3	192.0	10.4	623.2	546.1	14.1
<i>EBITDA margin (%)</i>	<i>25.26</i>	<i>25.07</i>	<i>25.87</i>	- 61 bps	<i>25.31</i>	<i>26.31</i>	- 100 bps
EBIT	183.7	186.8	164.3	11.8	548.8	456.7	20.2
PBT (excl. exceptional)	176.6	184.1	159.8	10.6	537.2	448.1	19.9
PAT (excl. exceptional)	128.8	145.4	132.2	- 2.6	415.6	363.1	14.5
<i>PAT margin (%)</i>	<i>15.35</i>	<i>17.50</i>	<i>17.81</i>	- 247 bps	<i>16.88</i>	<i>17.49</i>	- 61 bps
Exceptional (loss)/gain	- 0.58	- 0.04	- 0.00	-	- 0.62	- 1.99	- 68.9
EPS(Rs) (excl. excep)	8.05	8.94	8.10	- 0.6	25.98	22.23	16.9

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



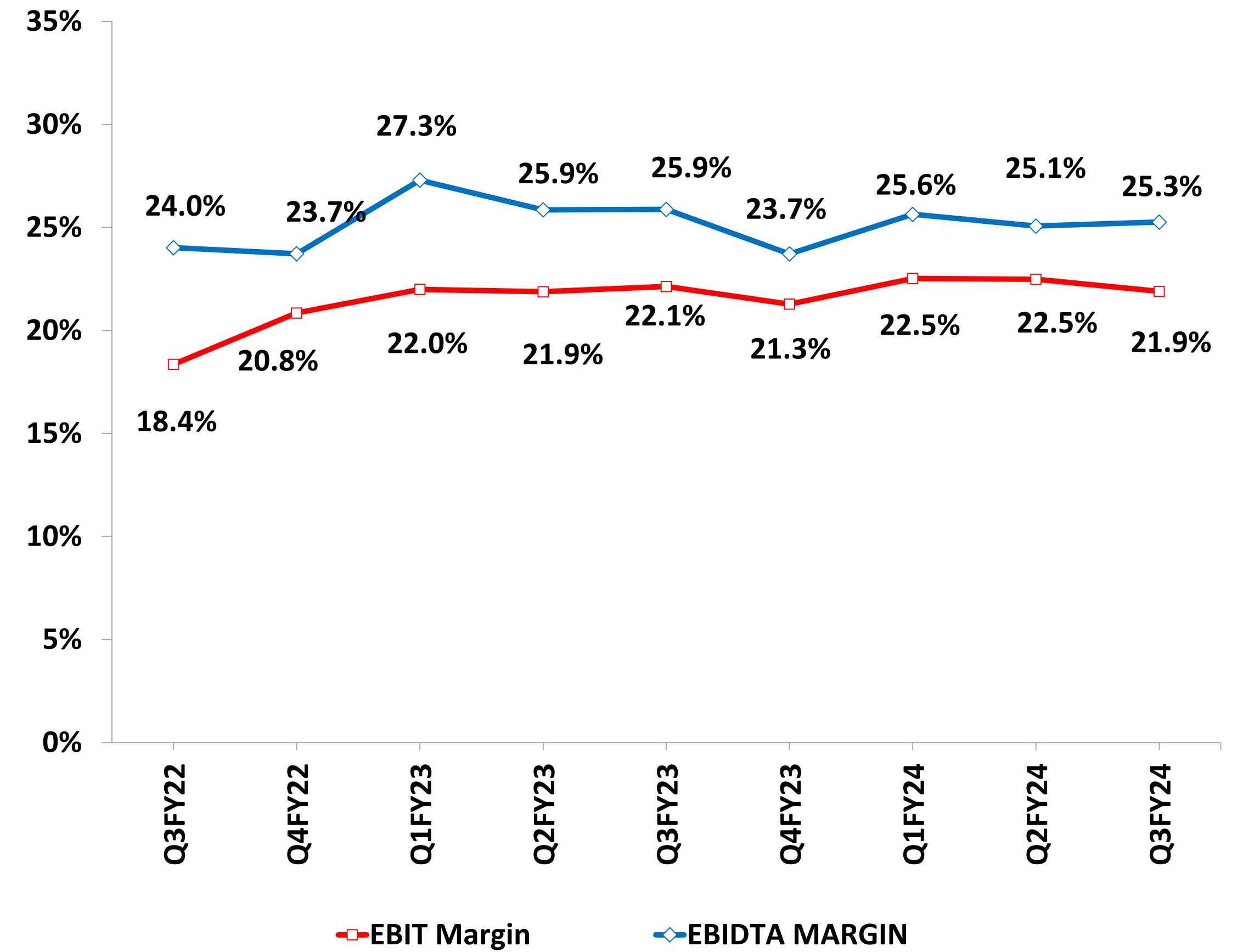
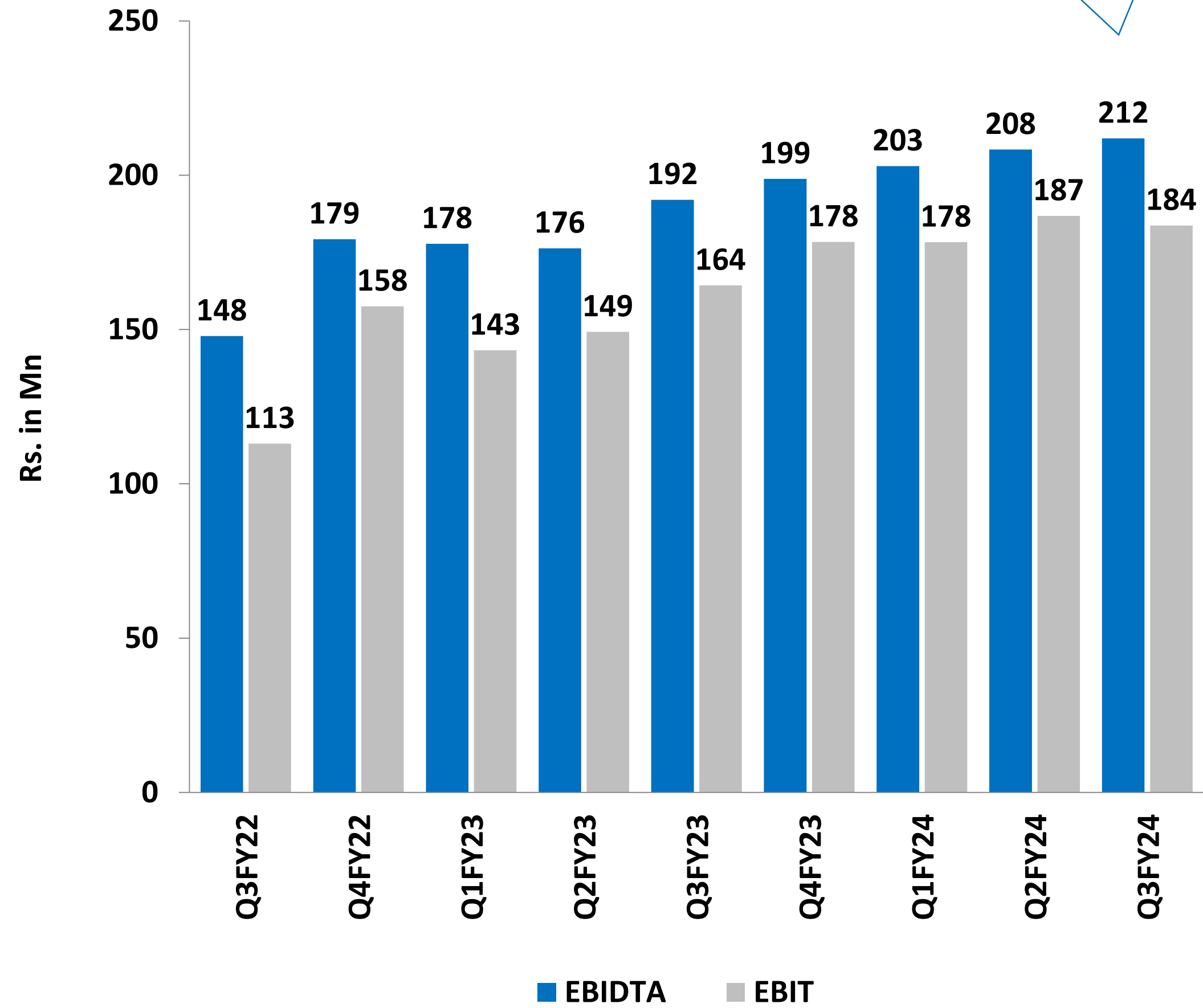
Highest ever Revenue for Q3



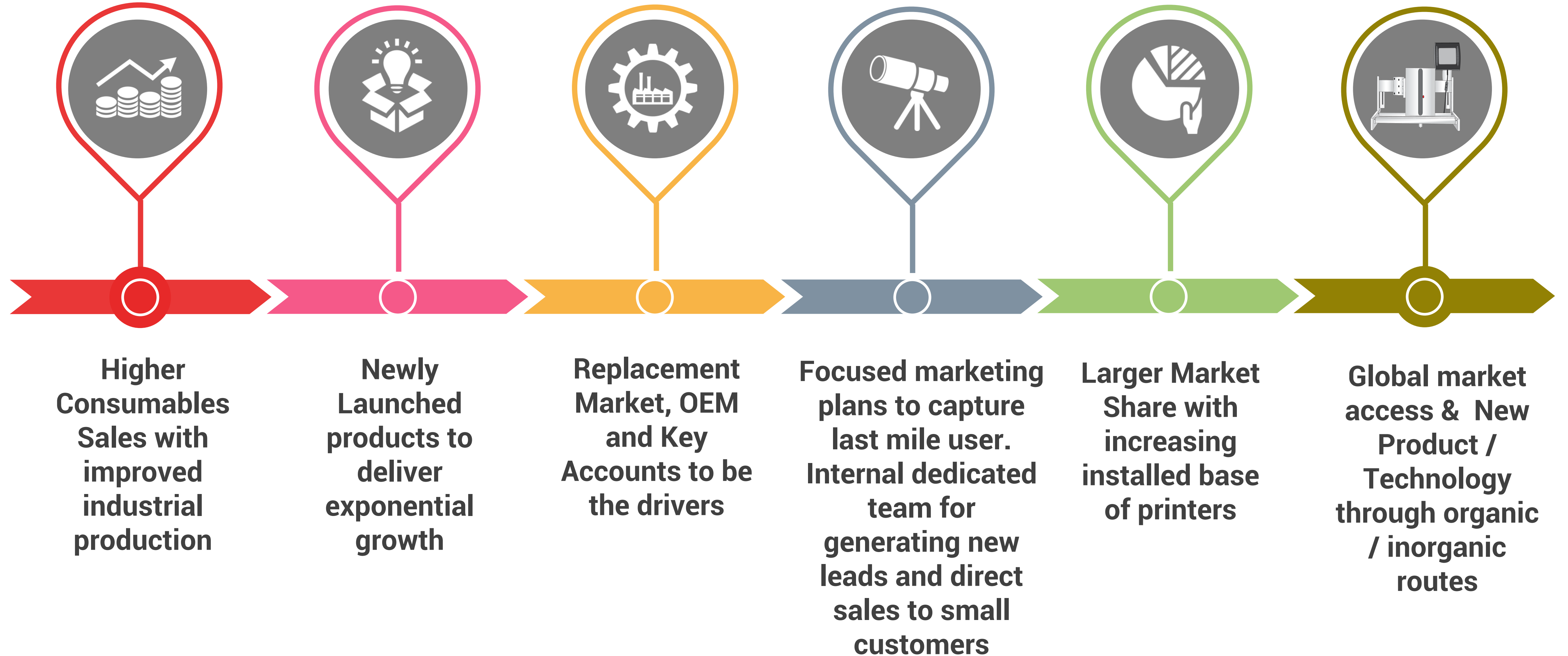
Synopsis of Quarterly Performance (2/2) (Standalone)



Highest ever EBITDA for Q3



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

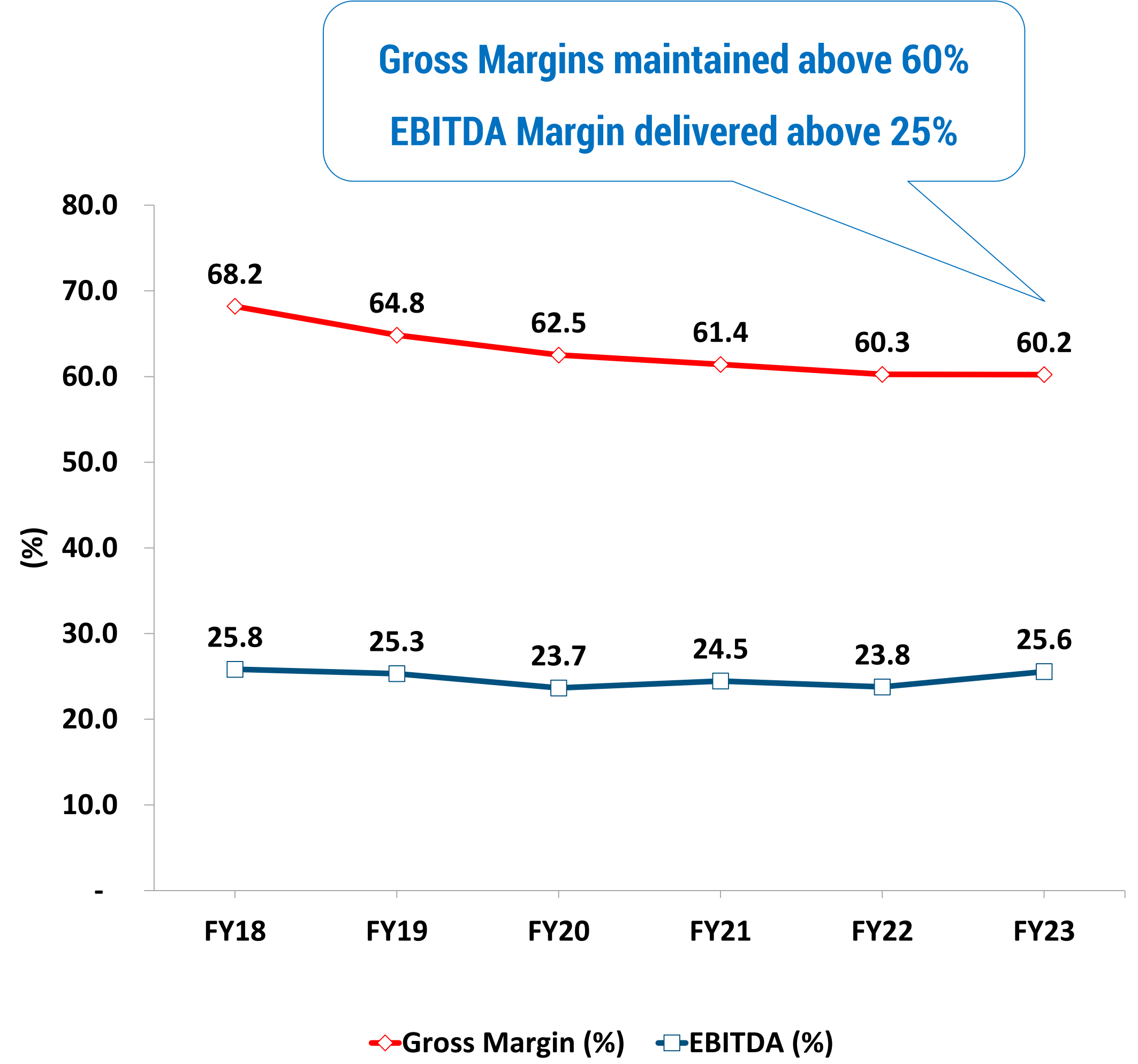
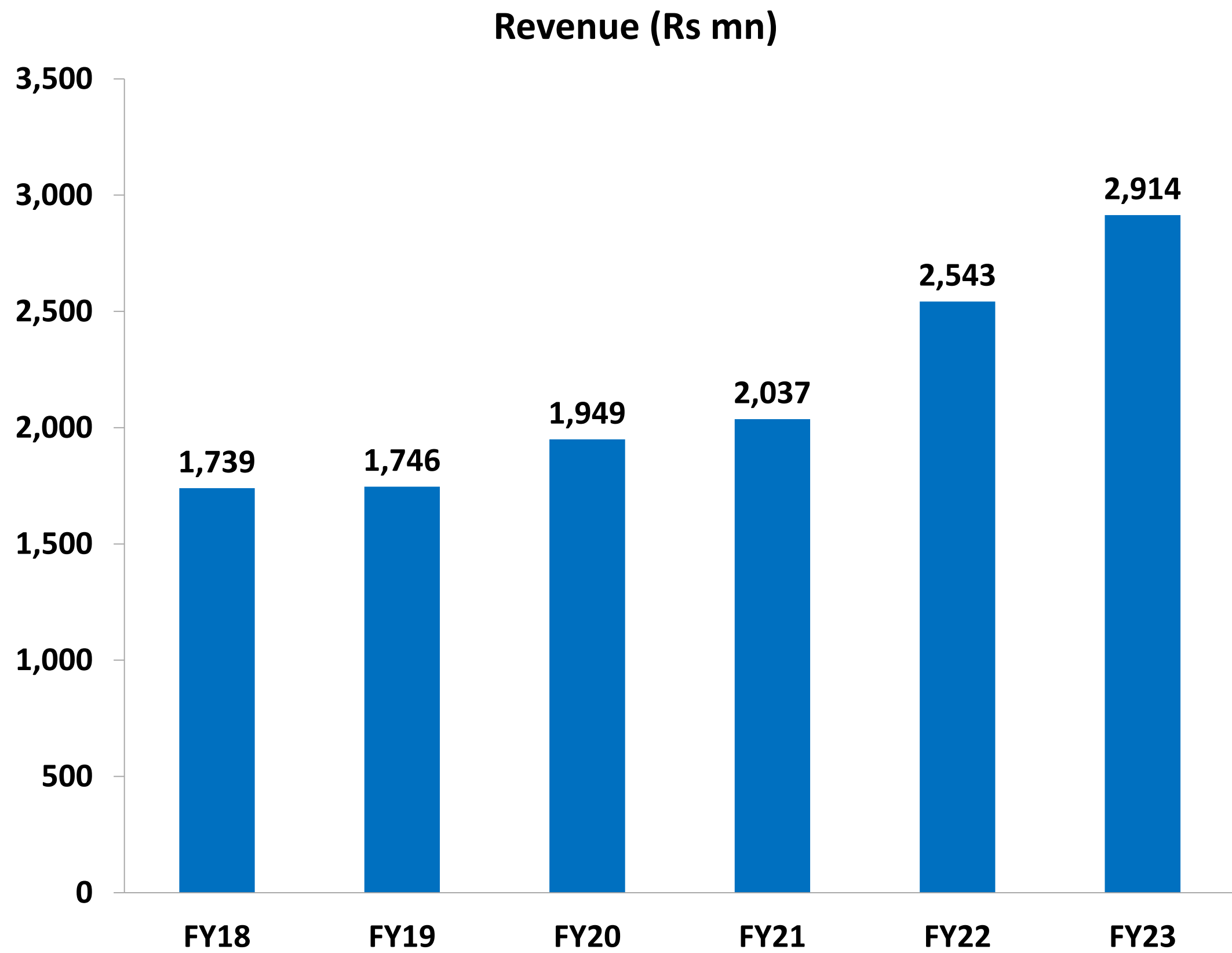
36%

EPS Growth

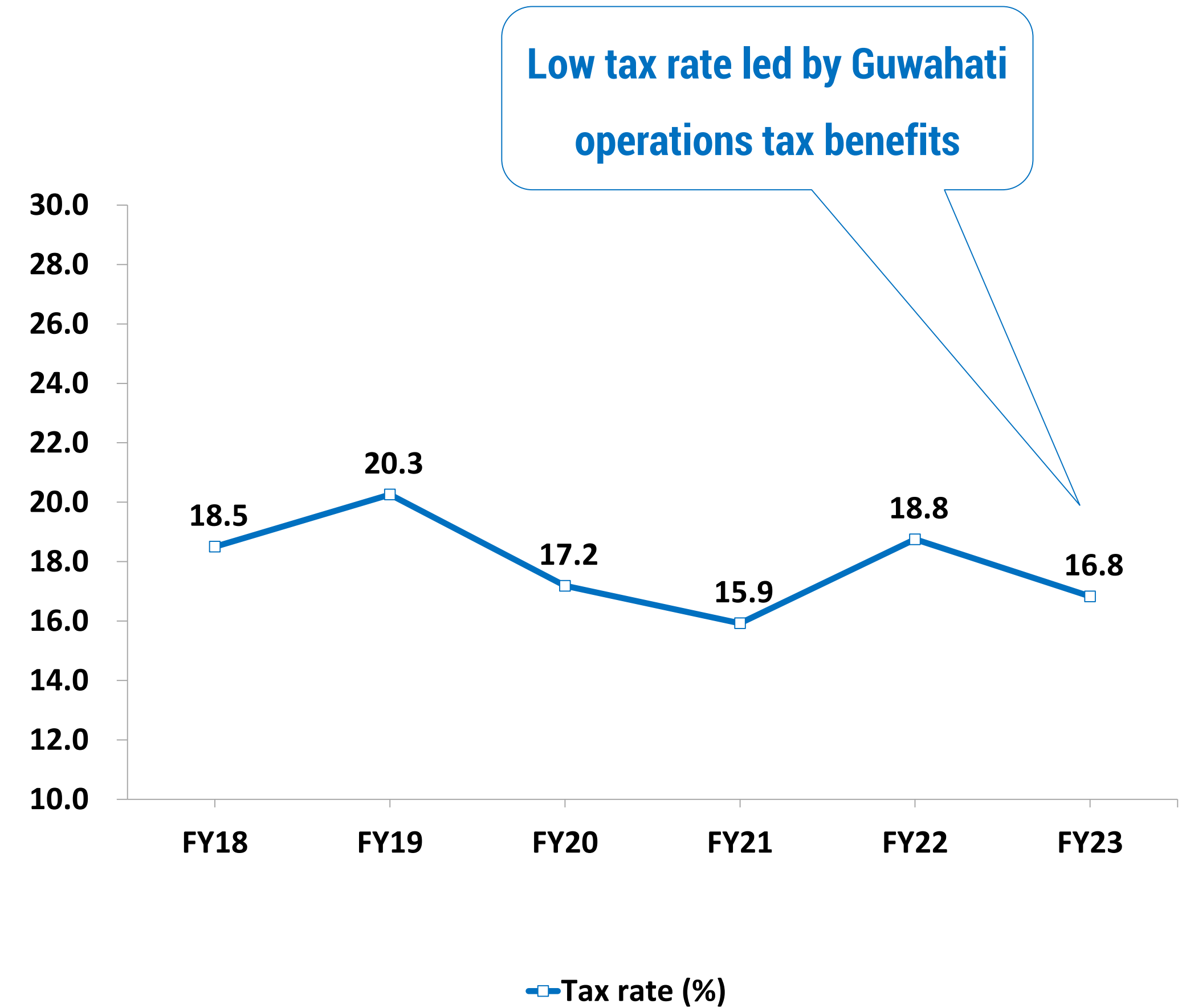
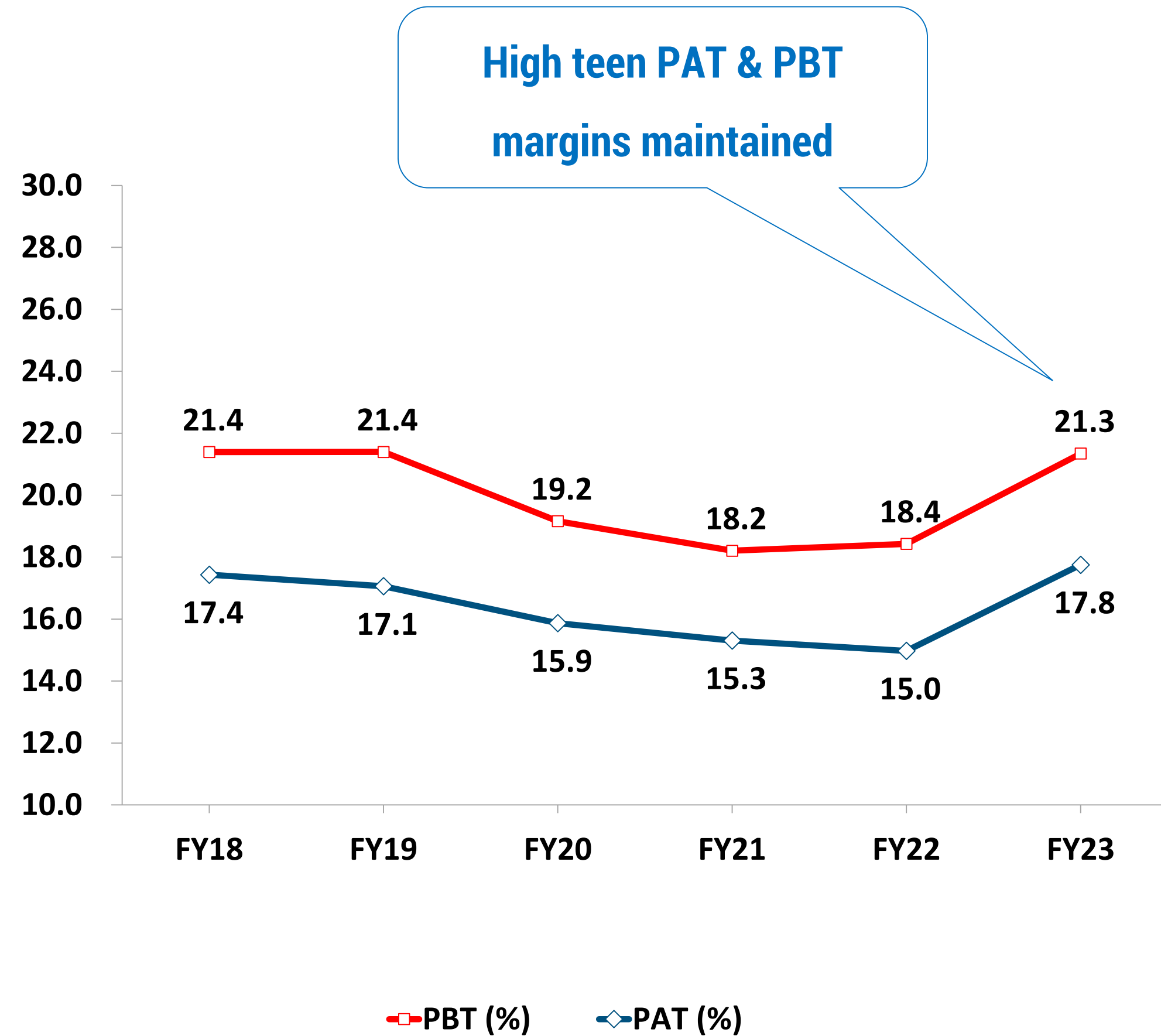
90%

Dividend per share

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



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





THANK YOU

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