

INVESTOR PRESENTATION

Q1 FY2023

**CONTROL
PRINT**

Refer to disclaimer



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Control Print Limited ("CPL", "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

1
Key
Notes

2
Company
Overview

3
Quarterly
Performance
Highlights

4
Way
Forward

5
Annual
Performance
Highlights

15000+

Installed base of printers

30+

Years of experience

300+

Field Staff

36%

Dividend Payout in FY2022

90%

Dividend paid (on FV) in FY22

~18.5%

Market share in India

1600+

Cities/towns with our presence

~2500

Pin codes served in India

Make in India

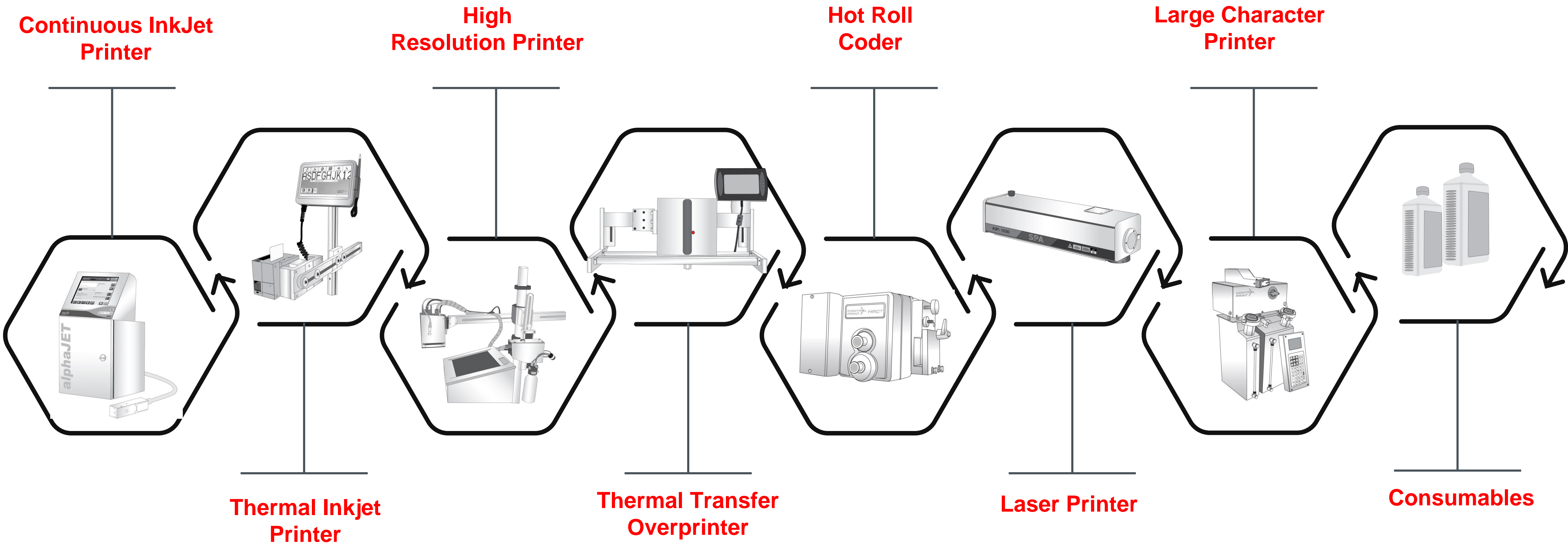
Only Coding & Marking company who manufactures in India

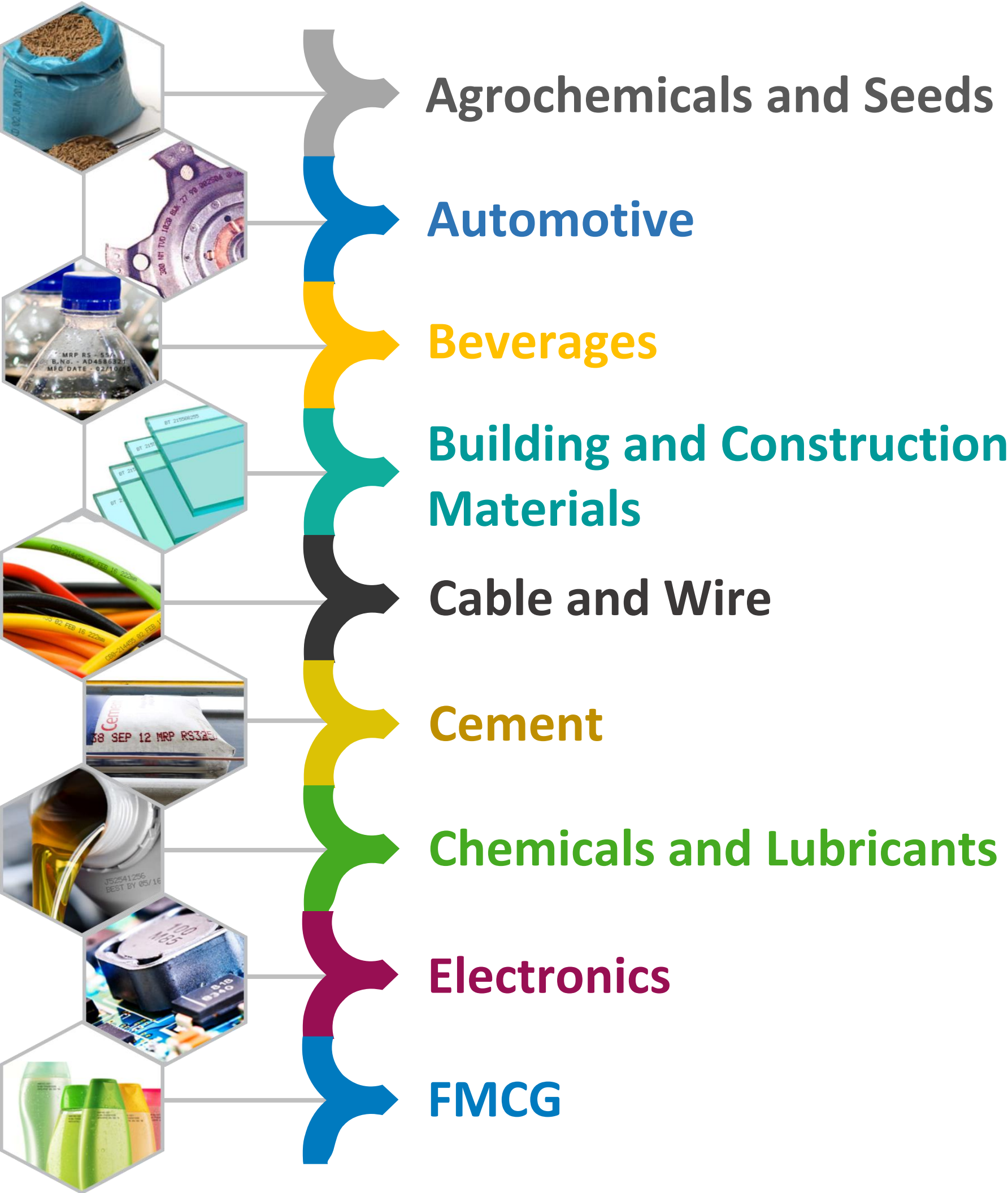
Crisil A2+

Credit Rating for Short Term

Crisil A-/Stable

Credit Rating for Long Term





Key clients: India





NALAGARH FACTORY

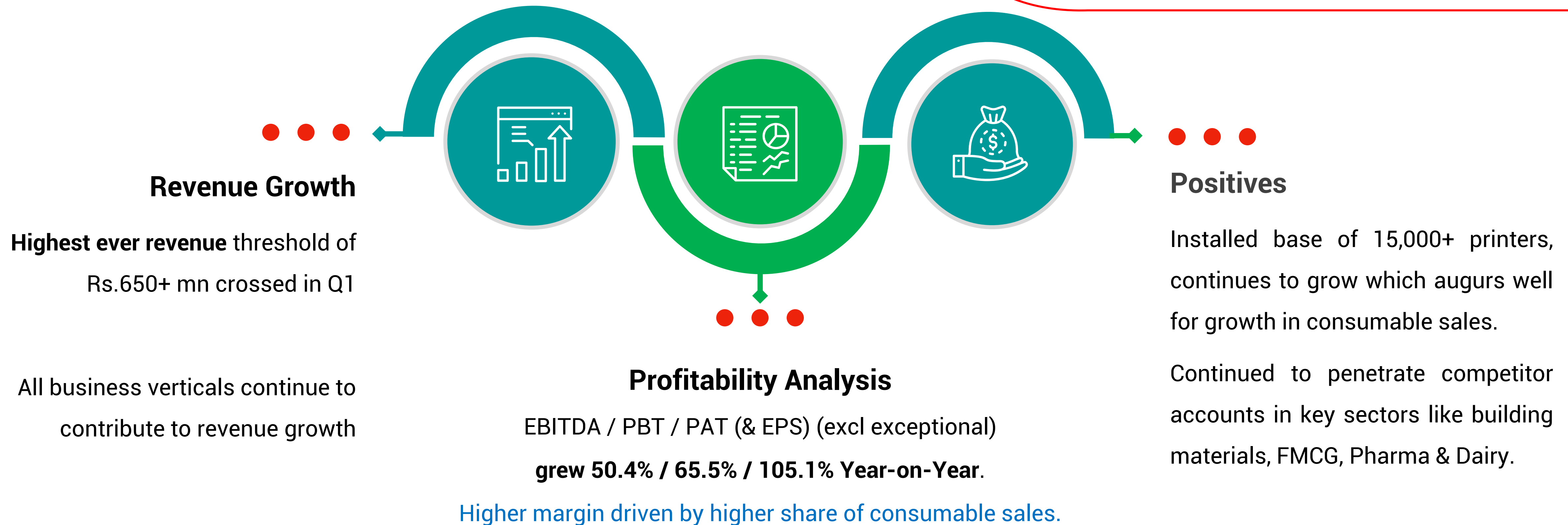
- 30,000 Sq.ft manufacturing facility
- Manufacturing of:
 - Continuous Inkjet Printer (CIJ)
 - Large Character Printer (LCP)
 - Thermal Transfer Over Printer (TTO)
 - Hot Quick Coder (HQC)
 - Hot Roller Coder (HRC)
- Comprehensive training and repair facilities



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



Expanding global footprint

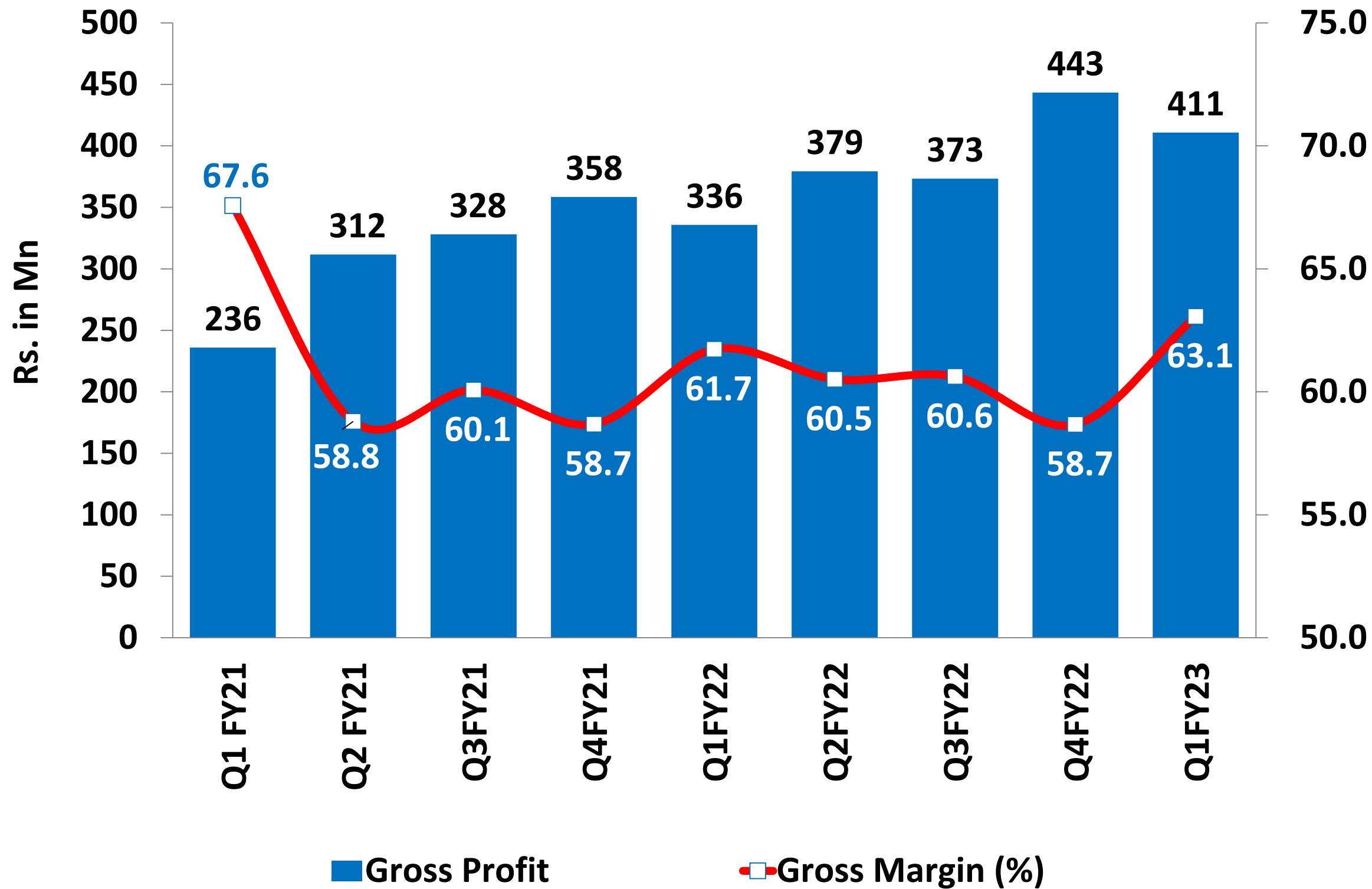
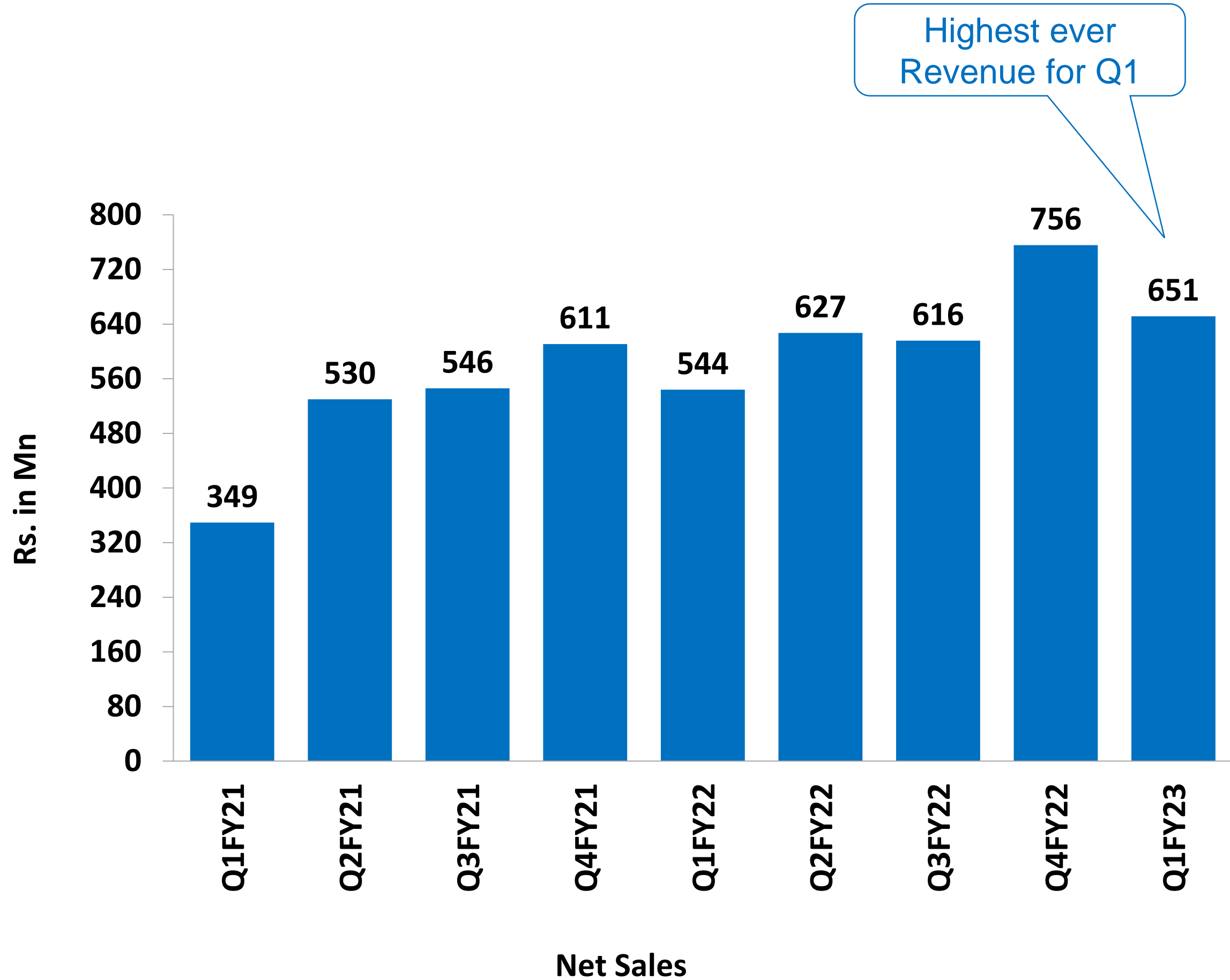
The Company through Control Print B.V. (Wholly Owned Subsidiary) incorporated in Netherlands is in the process to acquire a majority stake (75%) in MARKPRINT B.V. to grow its footprint in Europe

Brief Financials for the quarter (Standalone)

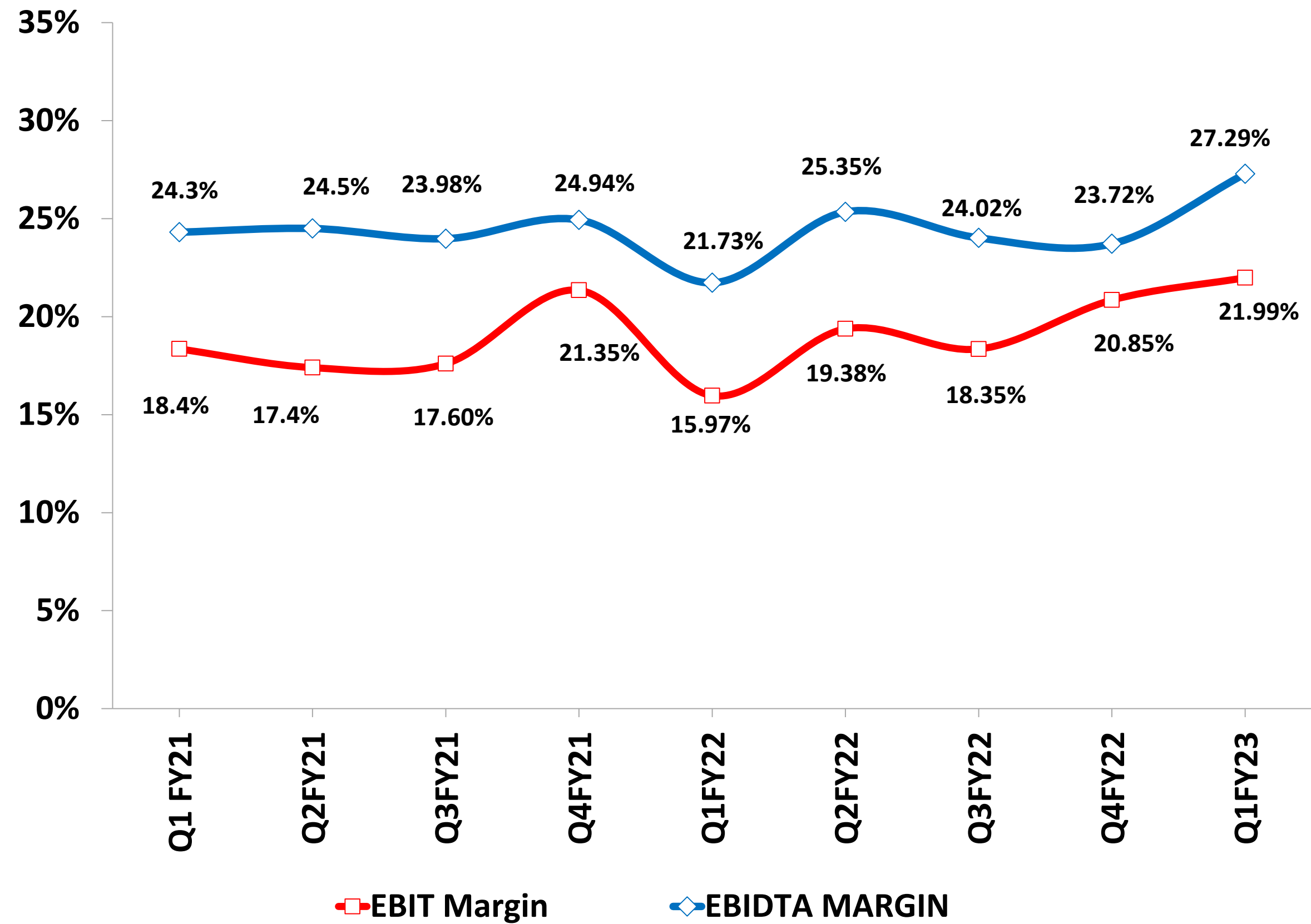
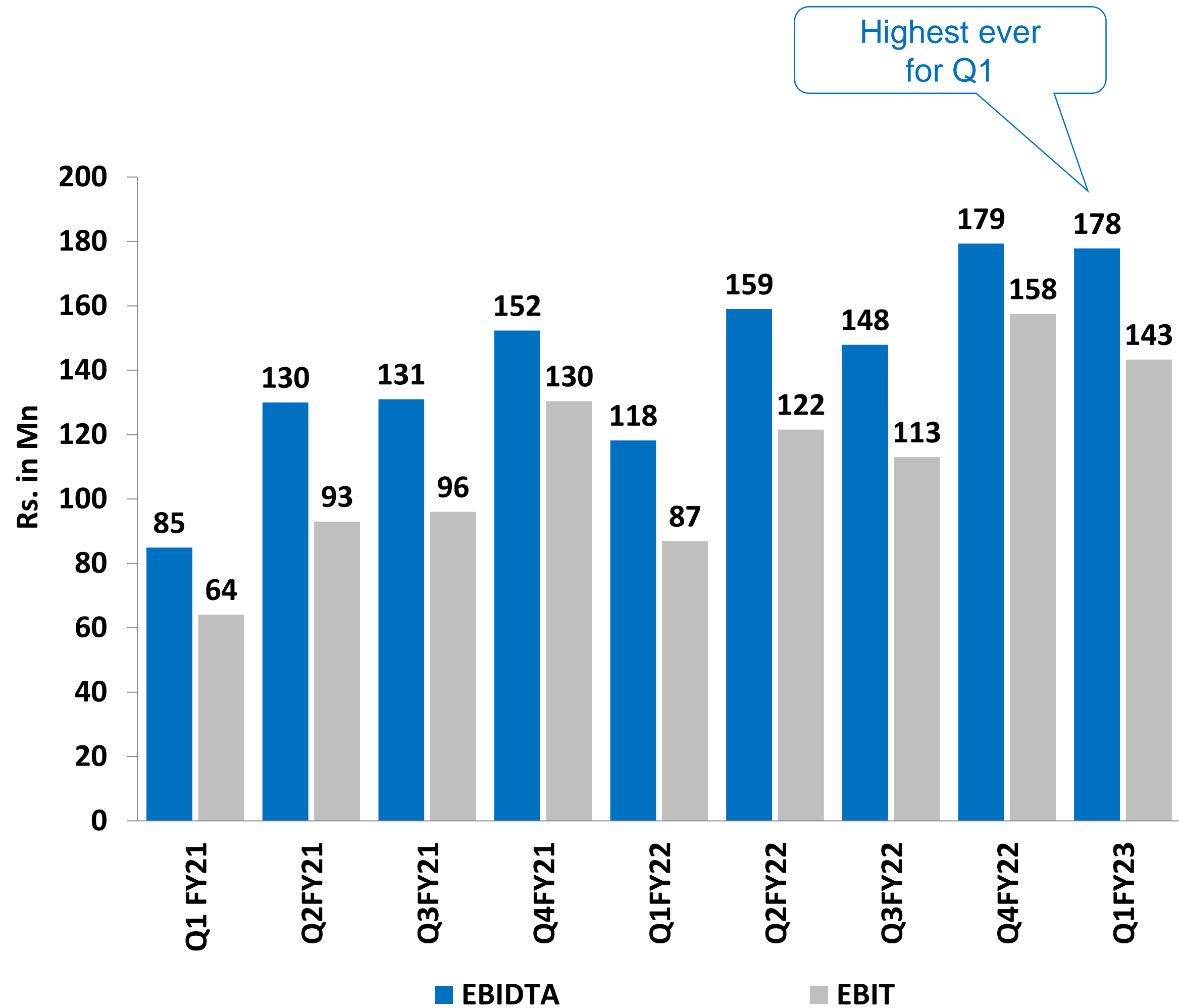


Particulars (Rs mn)	Q1FY23	Q4FY22	Q1FY22	YoY (%)	FY22	FY21	YoY (%)
Net sales	651.4	755.7	543.9	19.7	2,542.6	2036.9	24.8
Gross Profit	410.8	443.4	335.8	22.4	1,532.03	1251.0	22.5
<i>Gross margin (%)</i>	<i>63.07</i>	<i>58.67</i>	<i>61.73</i>	<i>+134 bps</i>	<i>60.25</i>	<i>61.42</i>	<i>-116.5 bps</i>
EBITDA	177.8	179.3	118.2	50.4	604.3	498.2	21.3
<i>EBITDA margin (%)</i>	<i>27.29</i>	<i>23.72</i>	<i>21.73</i>	<i>+557 bps</i>	<i>23.77</i>	<i>24.46</i>	<i>-69.3</i>
EBIT	143.3	157.5	86.9	64.9	479.0	383.0	25.1
PBT (excl. exceptional)	141.7	154.0	85.6	65.5	468.6	353.0	26.4
PAT (excl. exceptional)	117.3	130.5	57.2	105.1	380.8	293.9	22.1
<i>PAT margin (%)</i>	<i>18.00</i>	<i>17.27</i>	<i>10.51</i>	<i>+749 bps</i>	<i>14.97</i>	<i>14.43</i>	<i>-33.3 bps</i>
Exceptional (loss)/gain	1.6	-0.03	31.64	-	31.7	-17.9	
EPS(Rs) (excl. exceptional)	7.18	7.99	3.50	105.1	23.31	18.00	22.1
Dividend (Rs per share)	-	Final Rs 5.0	-	-	Rs 9.0	Rs 8.5	

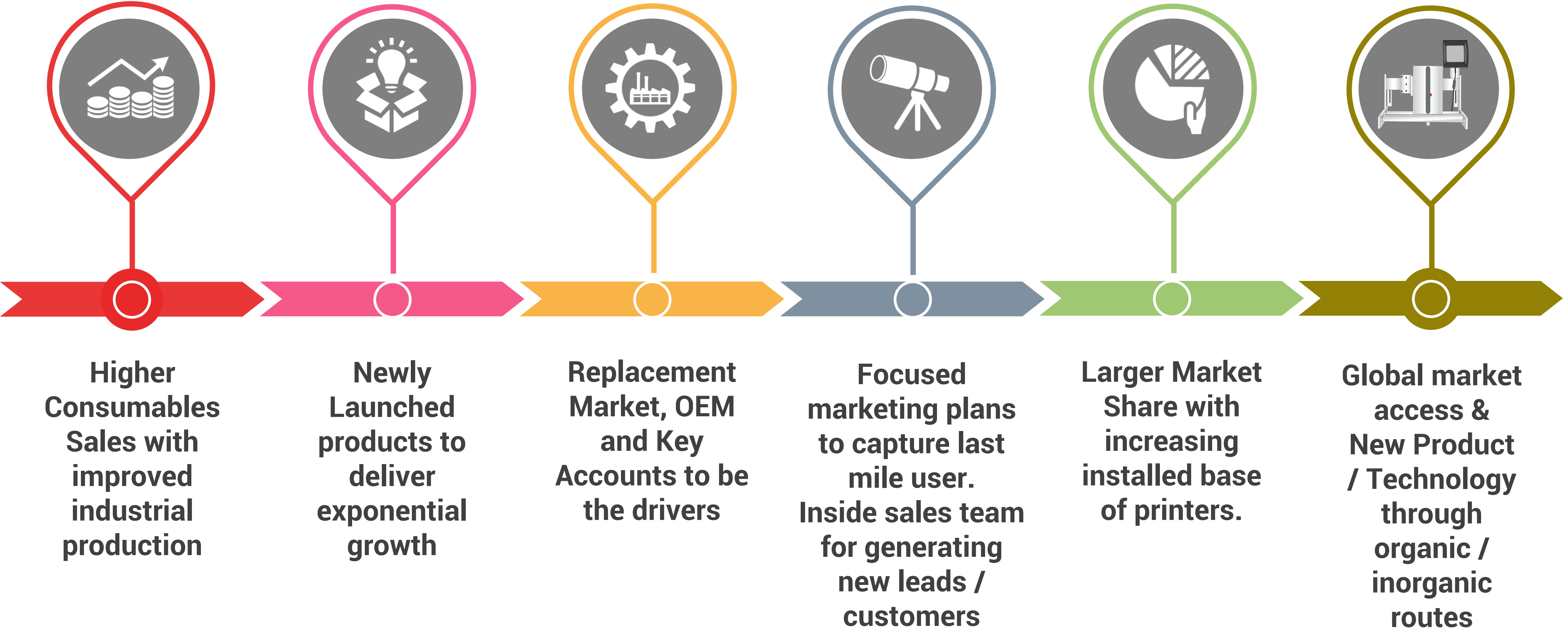
Synopsis of Quarterly Performance (1/2) (Standalone)



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



WAY FORWARD



ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement (Standalone)



Particulars (Rs mn)	FY18	FY19	FY20	FY21	FY22
Net sales	1,739.3	1,746.0	1,949.2	2036.9	2,542.6
Gross Profit	1186.3	1132.0	1218.5	1251.0	1,532.03
<i>Gross margin (%)</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>	<i>60.25</i>
EBITDA	501.6	399.8	461.0	498.2	604.3
<i>EBITDA margin (%)</i>	<i>28.84</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>	<i>23.77</i>
EBIT	437.5	333.9	382.1	383.0	479.0
PBT (excl. exceptional)	424.5	331.2	373.5	370.9	468.6
PAT (excl. exceptional)	355.6	255.5	309.3	311.8	380.8
<i>PAT margin (%)</i>	<i>20.44</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>	<i>14.97</i>
Exceptional (loss)/gain	(39.3)	45.0	(42.9)	(17.9)	31.7
EPS(Rs) (excl. exceptional)	16.9	21.2	13.7	19.09	23.31
EPS(Rs) (incl exceptional)	19.3	18.4	16.3	18.00	25.25
Dividend per Share (Rs.)	6.5	6.5	8.0	8.5	9.0
Dividend Payout (%)	34%	36%	50%	47%	36%

Rs 2,500 mn

**Revenue
threshold
crossed**

+60%

**Gross
Margin
sustained**

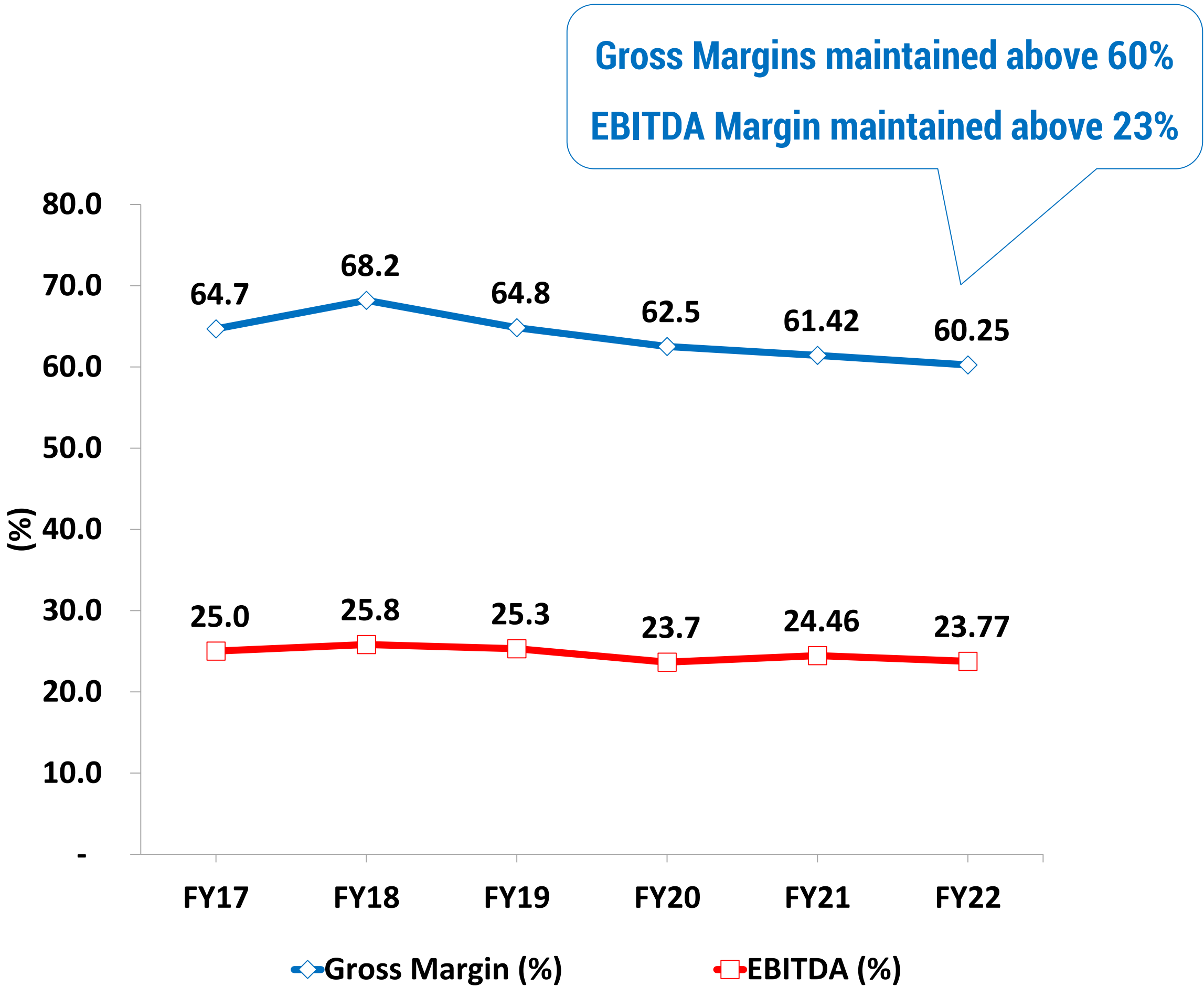
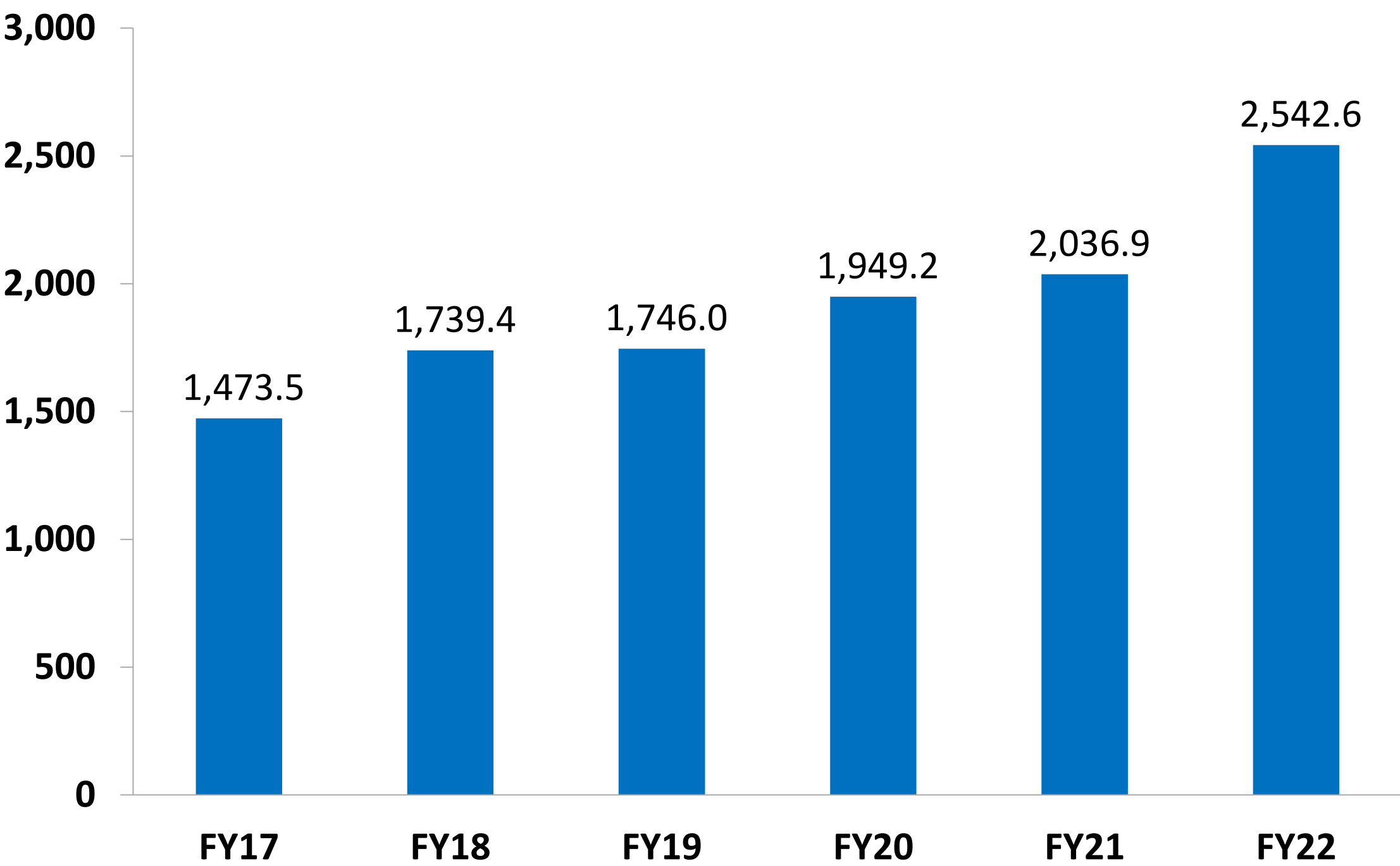
22%

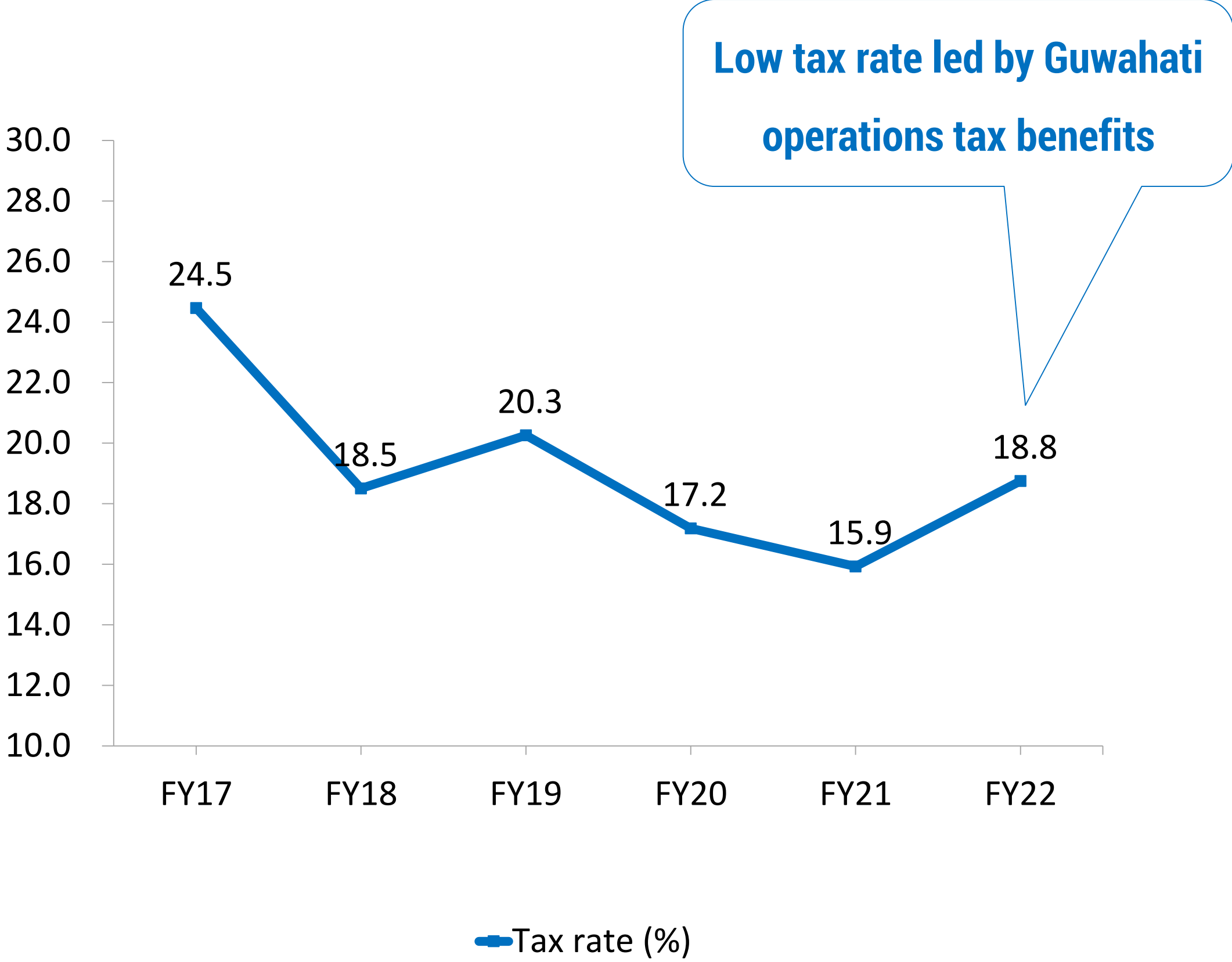
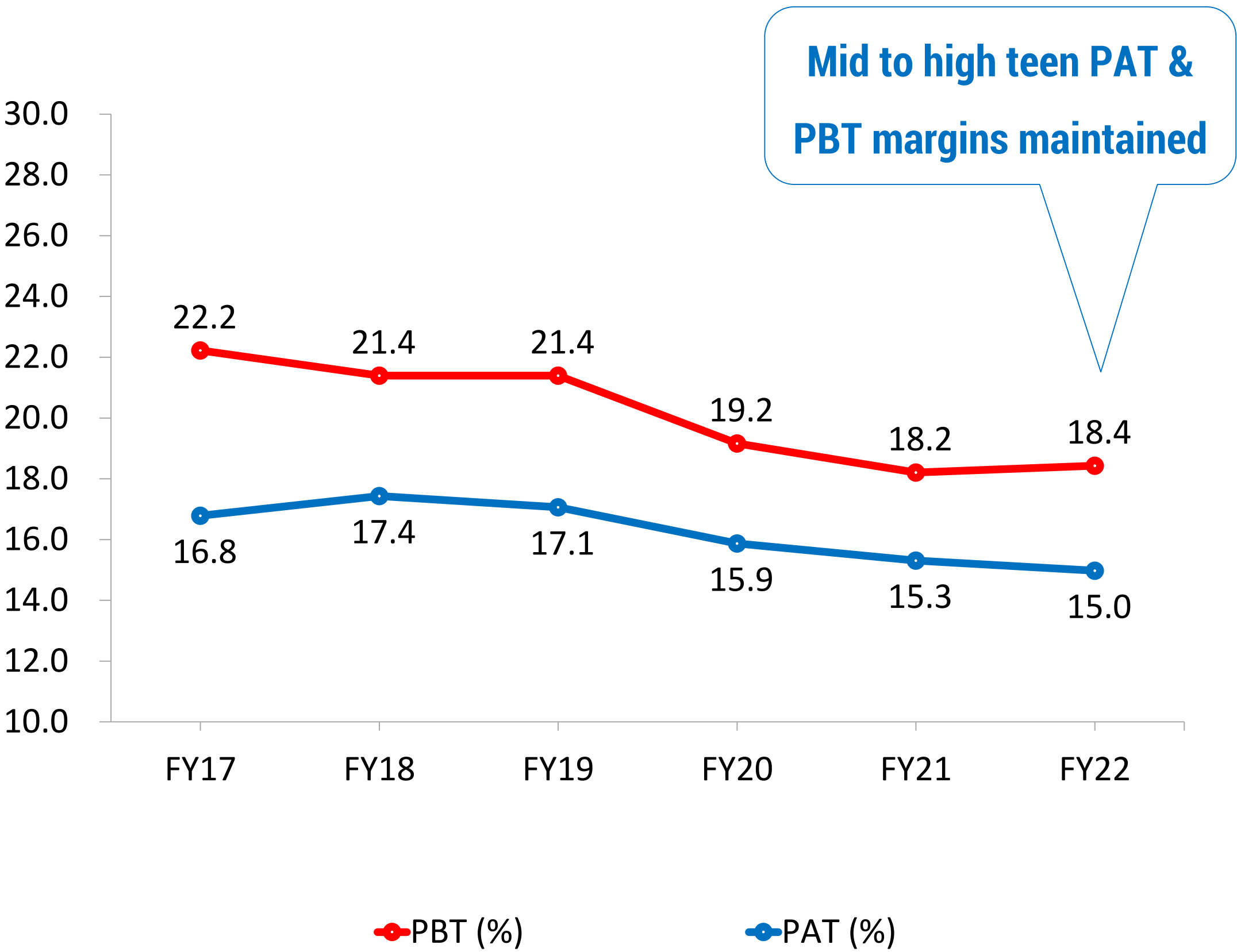
EPS Growth

90%

**Dividend per
share**

Revenue (Rs mn)







THANK YOU

For further information please contact

Rahul Khetry

Chief Financial Officer

Email: cfo@controlprint.com

Website: www.controlprint.com

KAPTIFY®

Strategy & Investor Advisory | Consulting

Email: contact@kaptify.in | +91-845 288 6099

Website: www.kaptify.in