

INVESTOR PRESENTATION

Q2&H1 FY2023

**CONTROL
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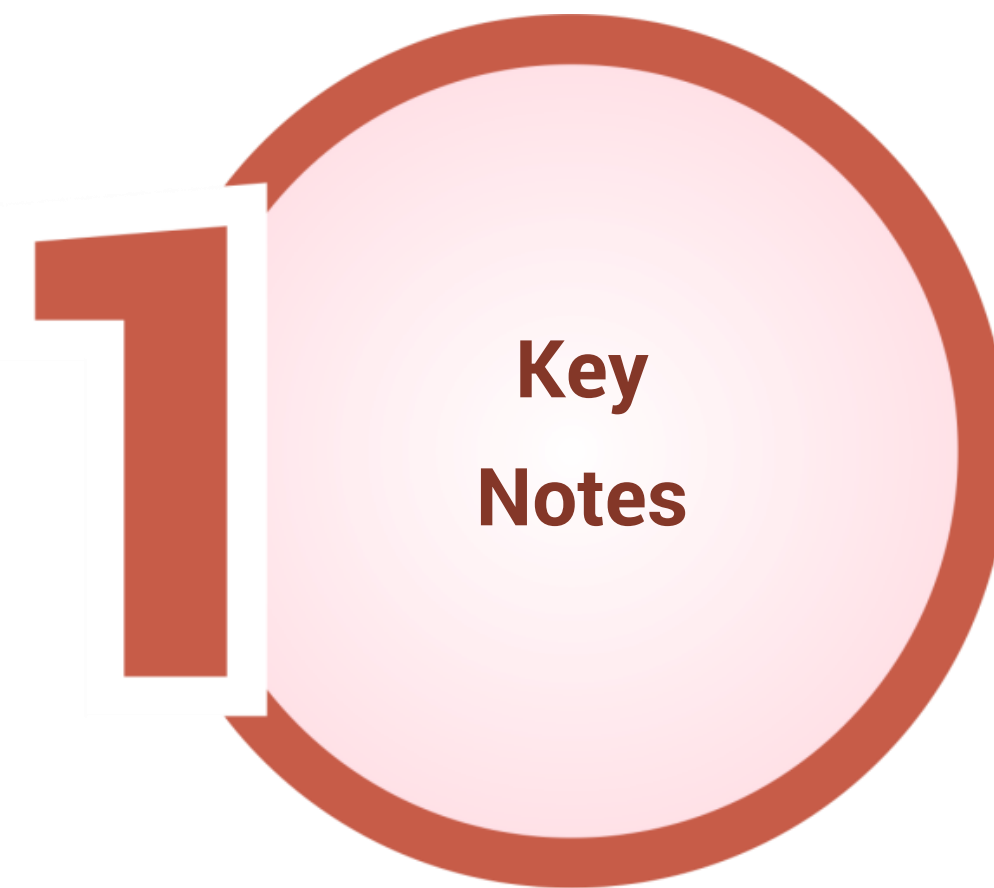


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15500+

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

QUARTER PERFORMANCE HIGHLIGHTS

Key highlights for the quarter



Revenue Growth

Quarterly run rate of Rs.650+ mn revenue maintained, closing at Rs 682 mn for Q2.

Lower availability of semi conductors impacted our ability to sell more printers.

We continued to see increasing penetration in key sectors.



Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.9% / 23.5% / 13.8% / 13.8% YoY.**

Margins: EBITDA% / PBT % / PAT% **was up 50.5 bps / 256.7 bps / 74.7 bps YoY.**

Higher sales of consumables and subsequent share to revenue led to better margins during the quarter.



Positives

Working Capital improvement continues to be focus area.

Installed base crosses 15,500 printers, which augurs well for growth in consumable sales.

Sectoral view

Large order of more than 70 TIJ printers from the **Breweries sector**. Large export order for Laser Printers in the **FMCG sector**

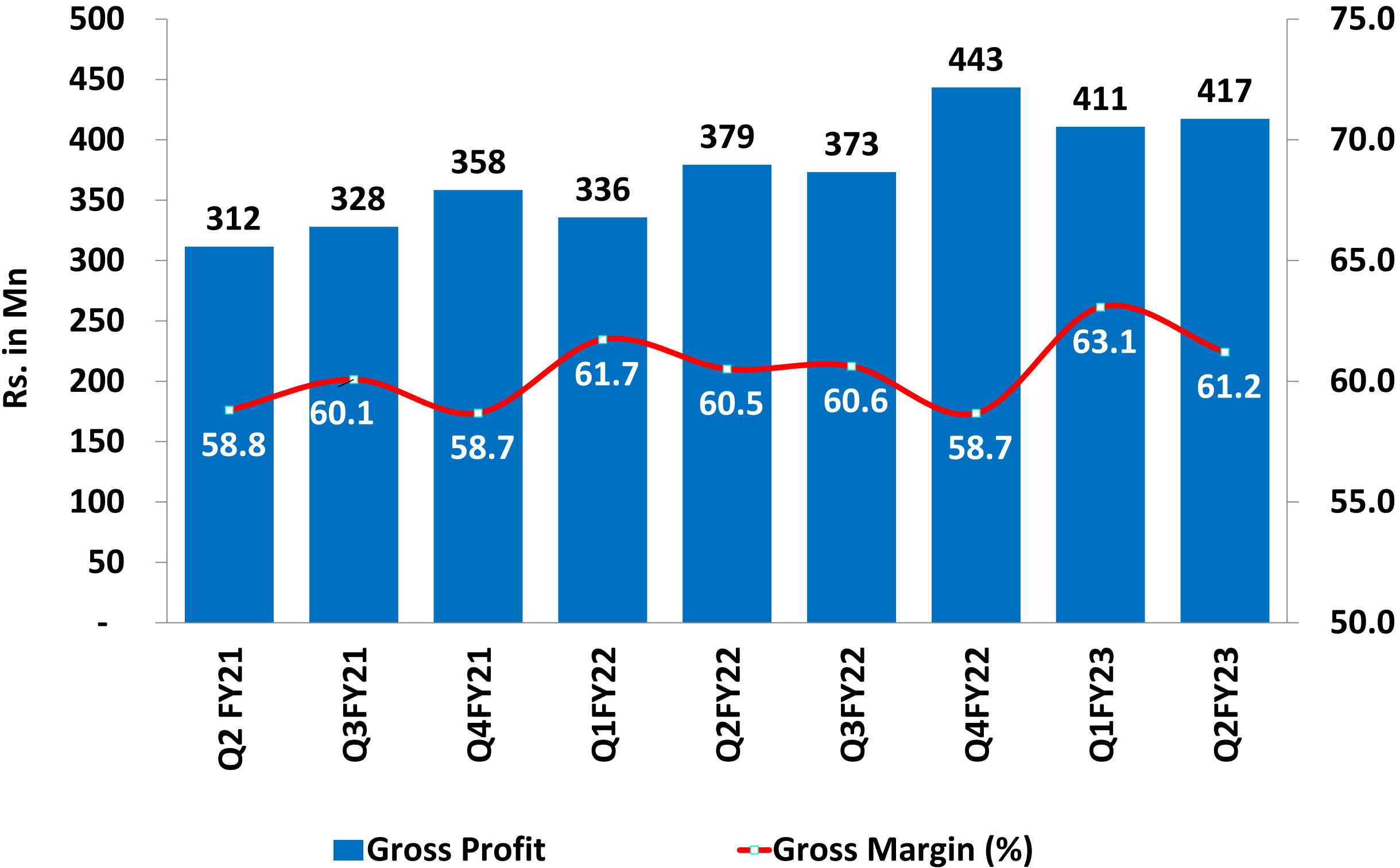
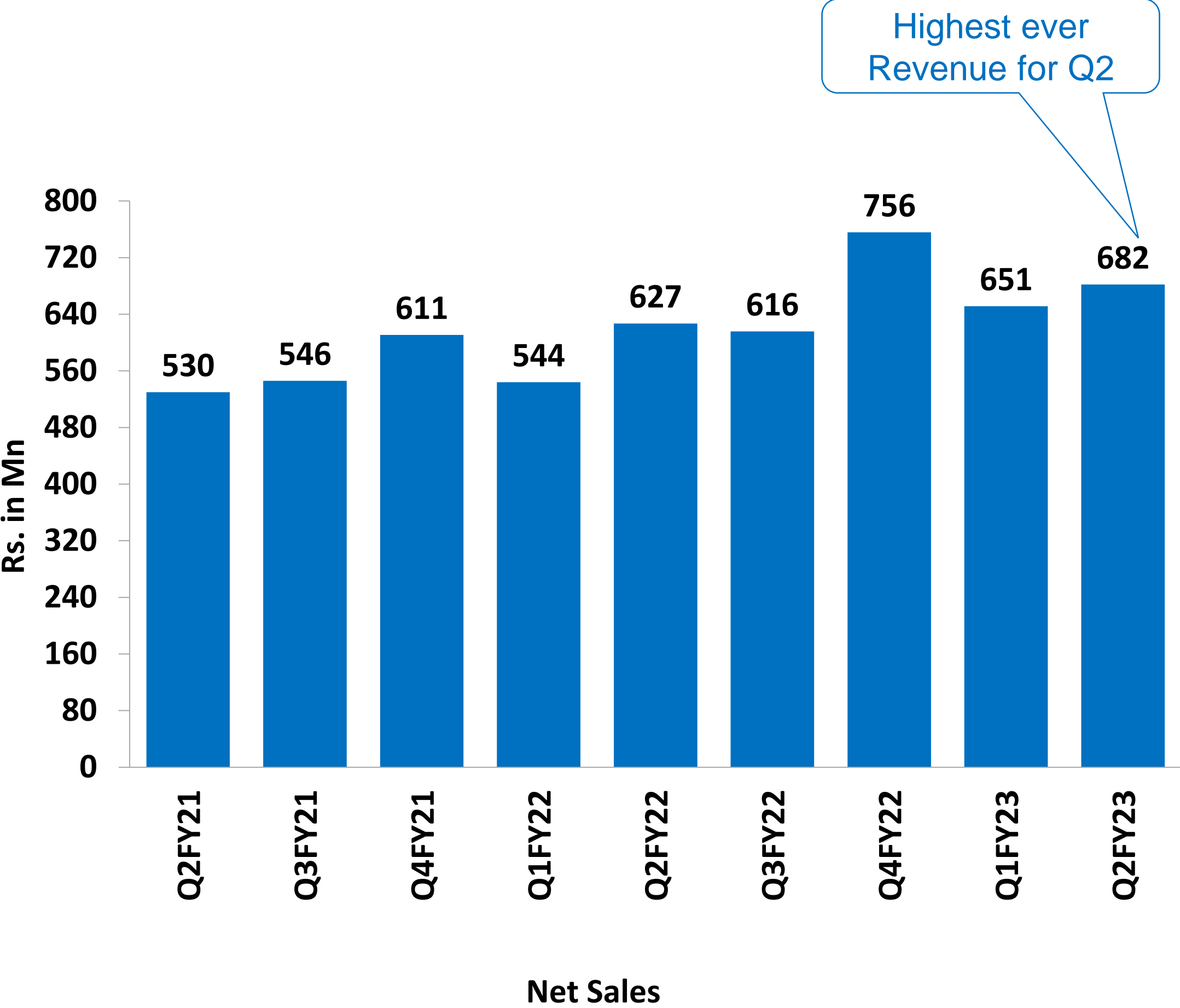
Pipes sector & Sugar industry sees increasing customer penetration during the quarter.

Brief Financials for the quarter (Standalone)

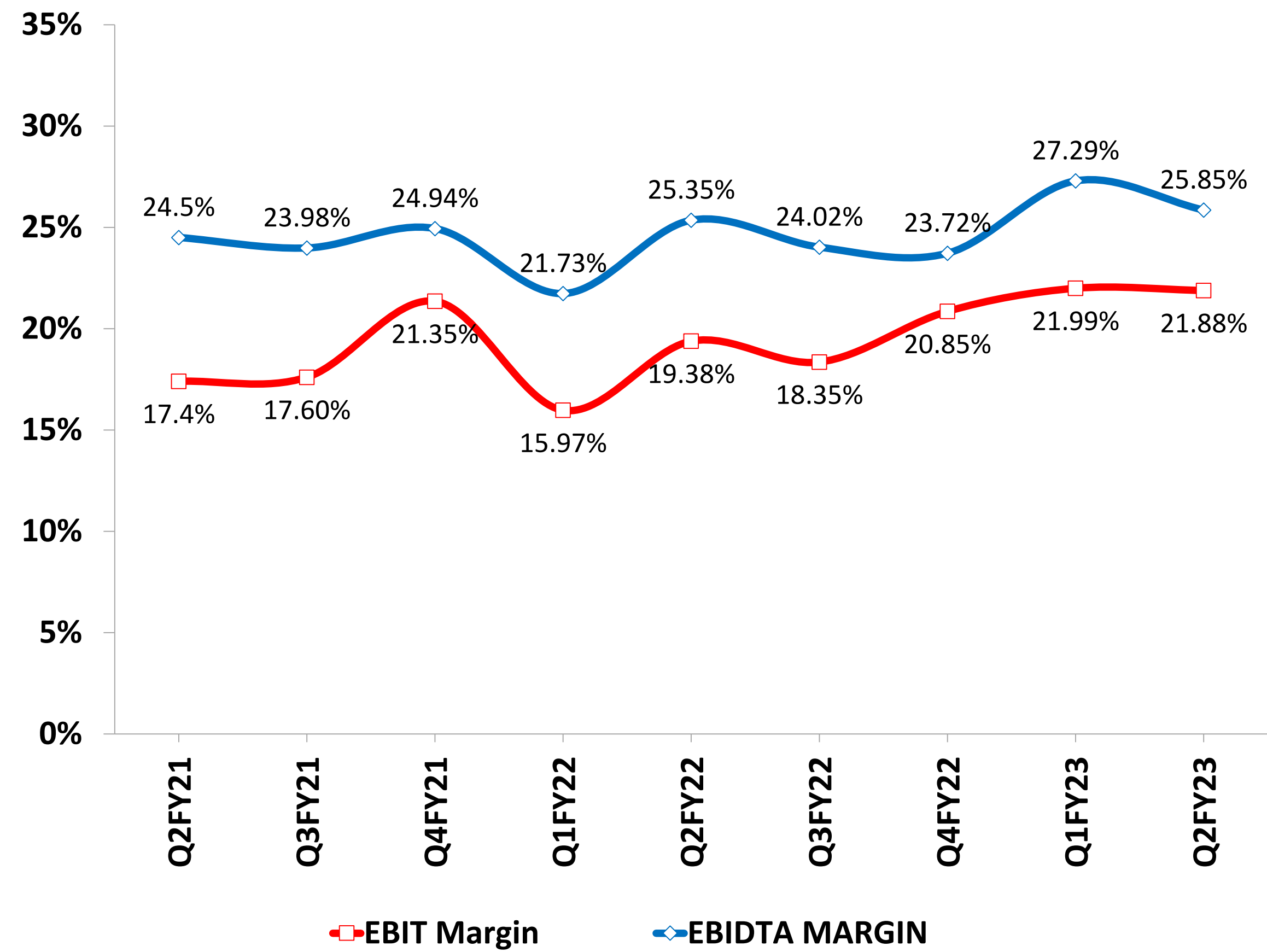
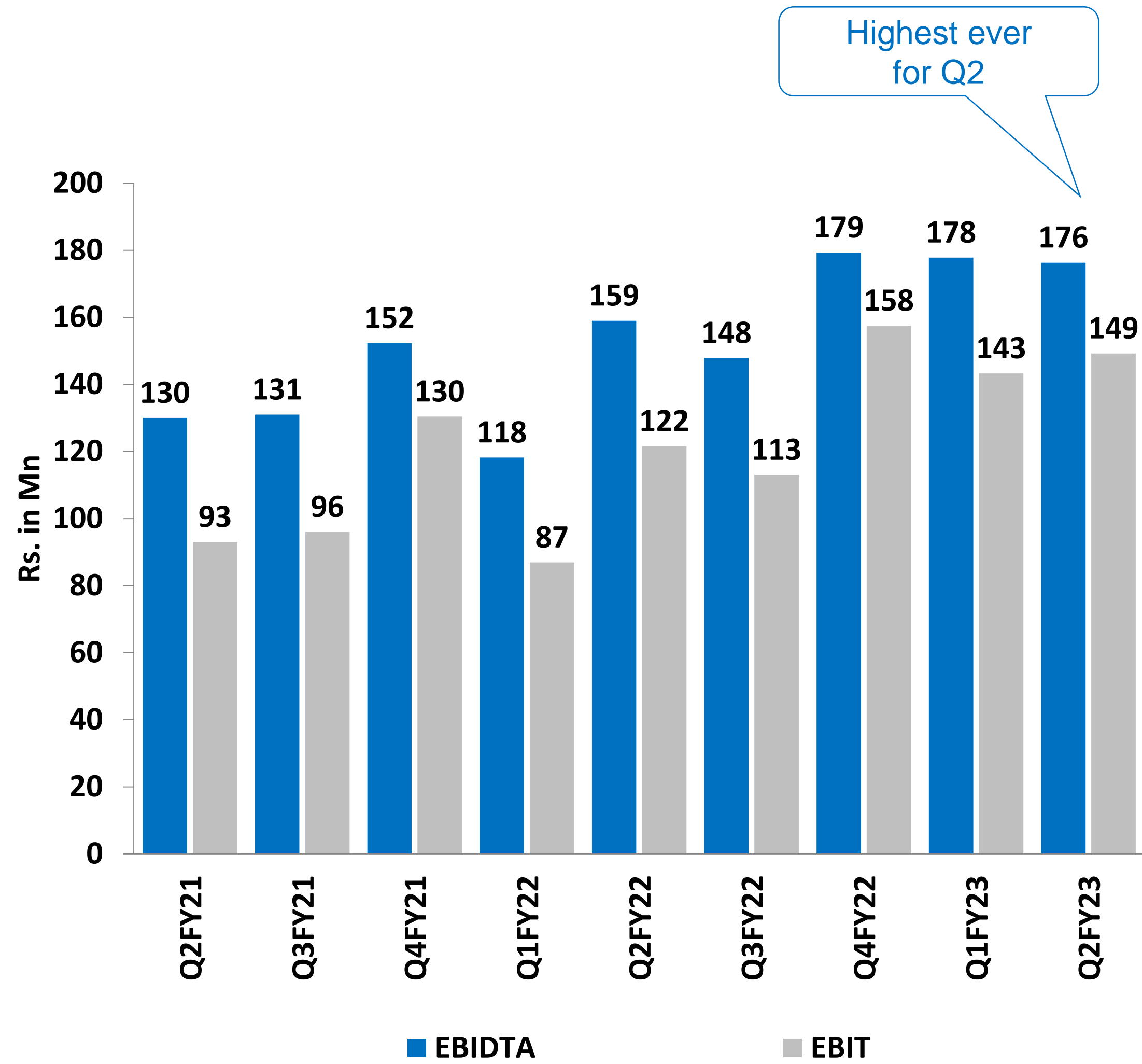


Particulars (Rs mn)	Q2FY23	Q1FY23	Q2FY22	YoY%	H1FY23	H1FY22	YoY%
Net sales	682.0	651.4	627.2	8.7	1,333.4	1,171.2	13.8
Gross Profit	417.4	410.8	379.6	10.0	828.2	715.4	15.8
<i>Gross margin (%)</i>	<i>61.21</i>	<i>63.07</i>	<i>60.52</i>	<i>+68.5 bps</i>	<i>62.12</i>	<i>61.08</i>	<i>+103.4 bps</i>
EBITDA	176.3	177.8	159.0	10.9	354.1	277.2	27.8
<i>EBITDA margin (%)</i>	<i>25.85</i>	<i>27.29</i>	<i>25.35</i>	<i>+50.5 bps</i>	<i>26.56</i>	<i>23.67</i>	<i>+289.0 bps</i>
EBIT	149.2	143.3	121.6	22.7	292.5	208.5	40.3
PBT (excl. exceptional)	146.6	141.7	118.7	23.5	288.3	204.4	41.1
PAT (excl. exceptional)	113.6	117.3	99.8	13.8	230.8	156.9	47.1
<i>PAT margin (%)</i>	<i>16.65</i>	<i>18.00</i>	<i>15.90</i>	<i>+74.7 bps</i>	<i>17.31</i>	<i>13.40</i>	<i>+391.2 bps</i>
Exceptional (loss)/gain	0.4	1.6	-		2.0	31.6	
EPS(Rs) (excl. exceptional)	6.95	7.18	6.11	13.8	14.13	9.61	47.1

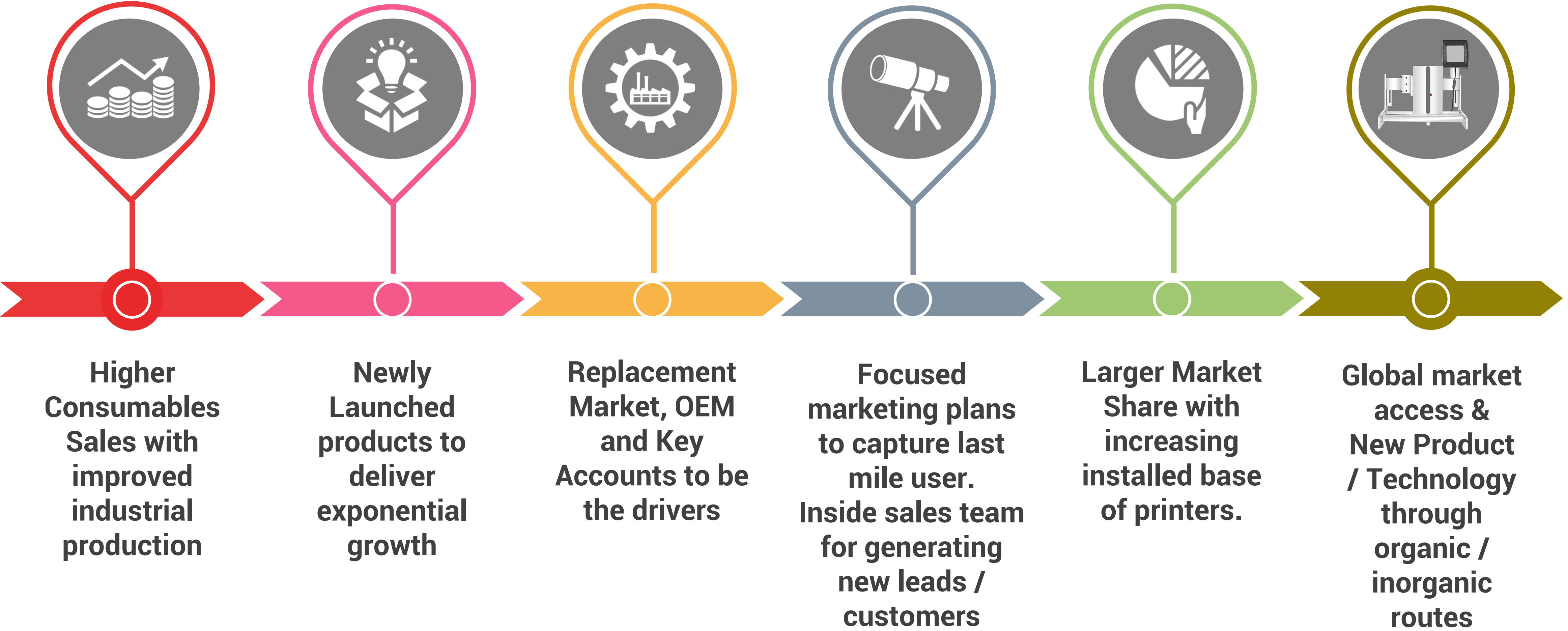
Synopsis of Quarterly Performance (1/2) (Standalone)

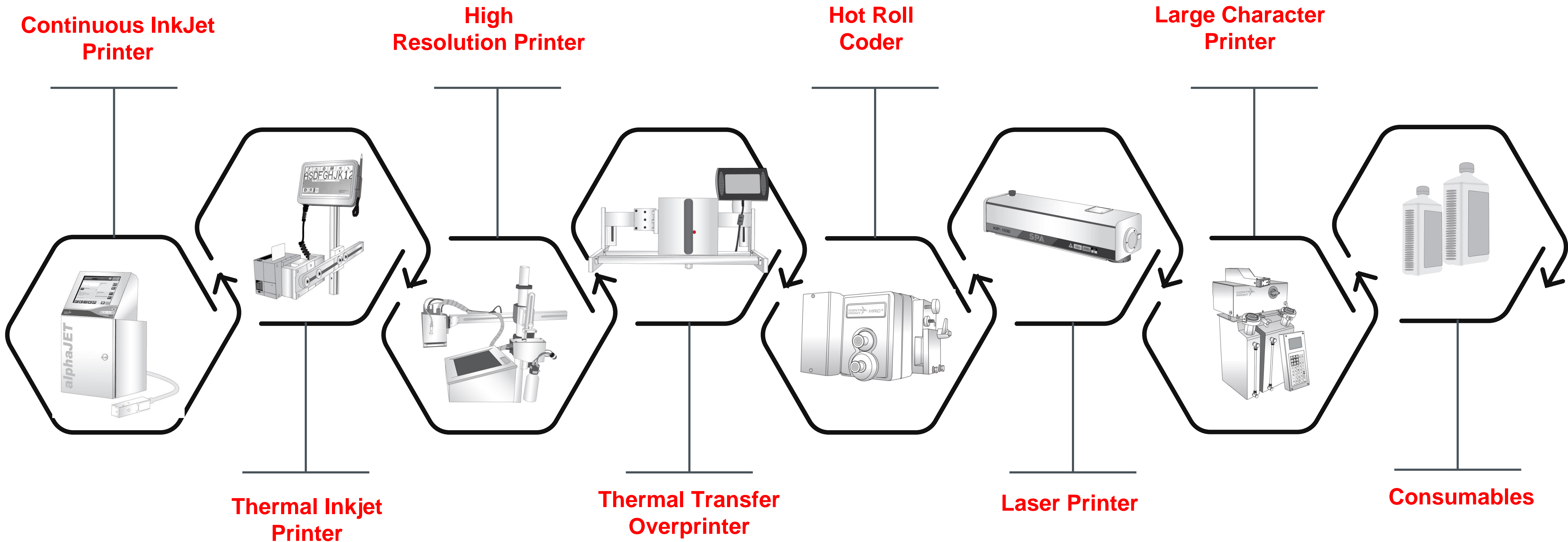


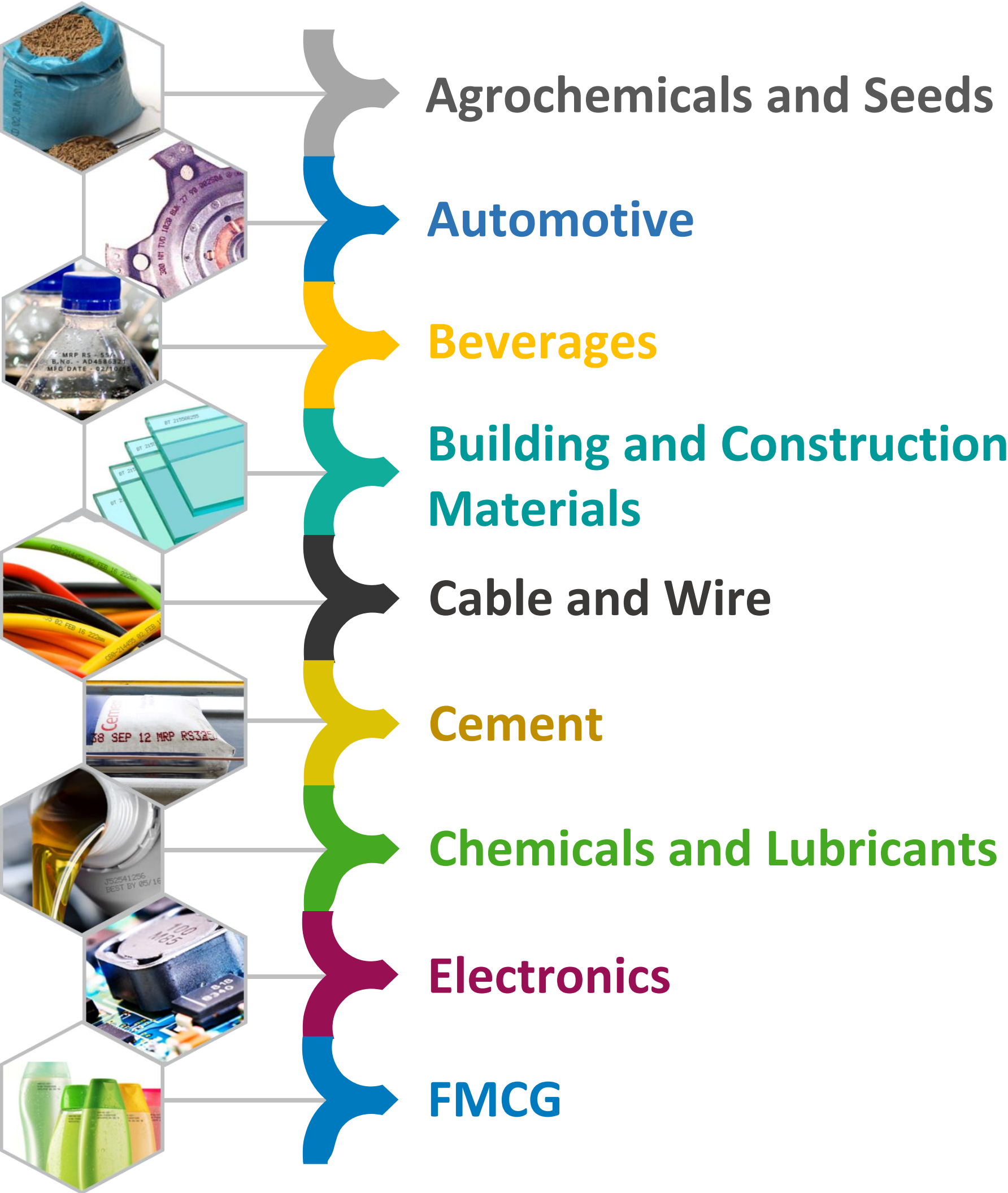
Synopsis of Quarterly Performance (2/2) (Standalone)



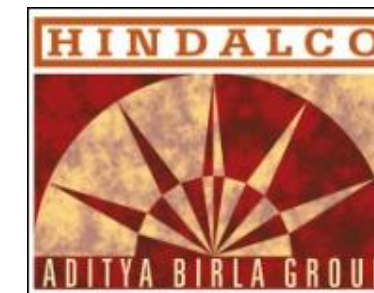
WAY FORWARD







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

ANNUAL FINANCIAL 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**

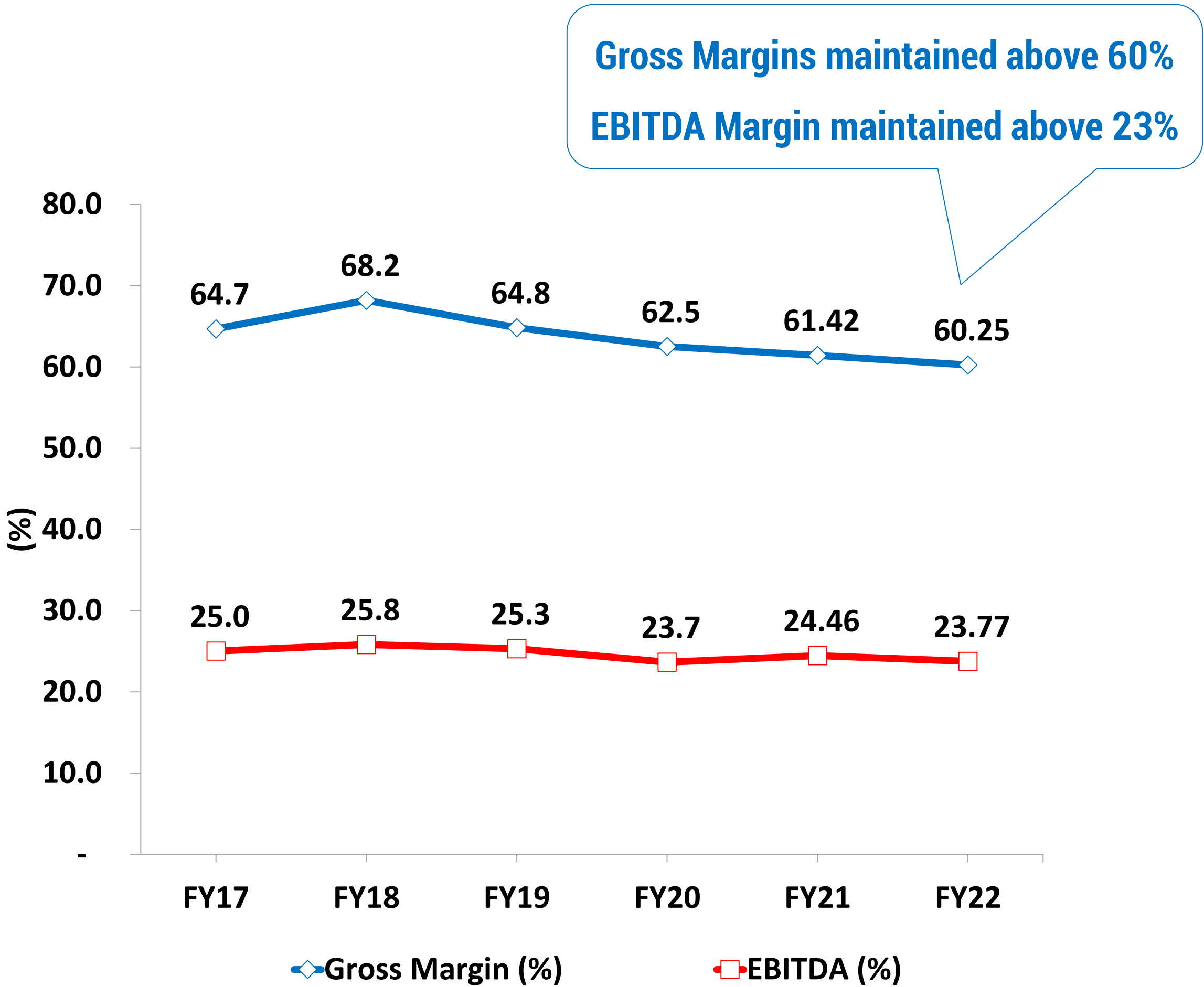
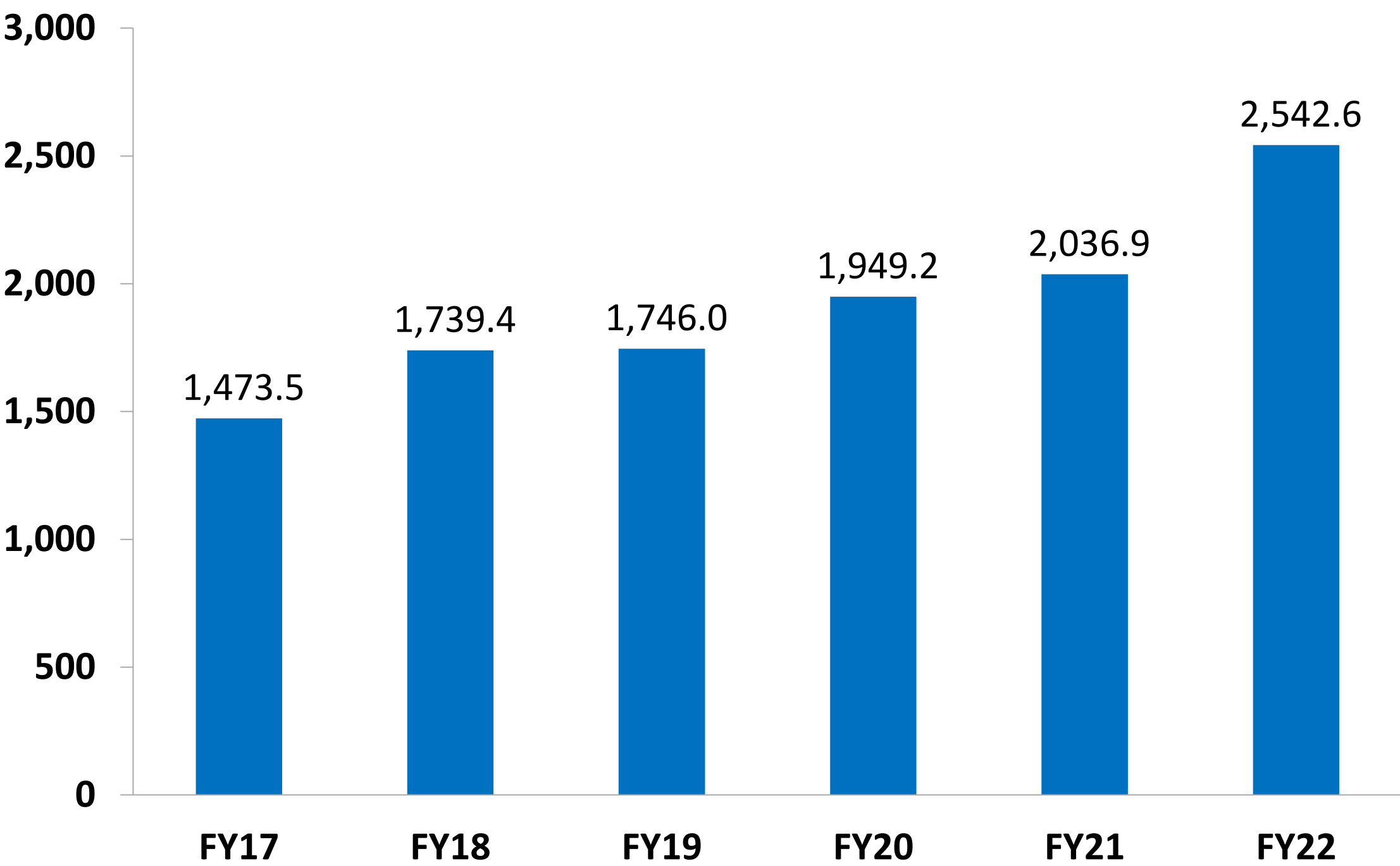
22%

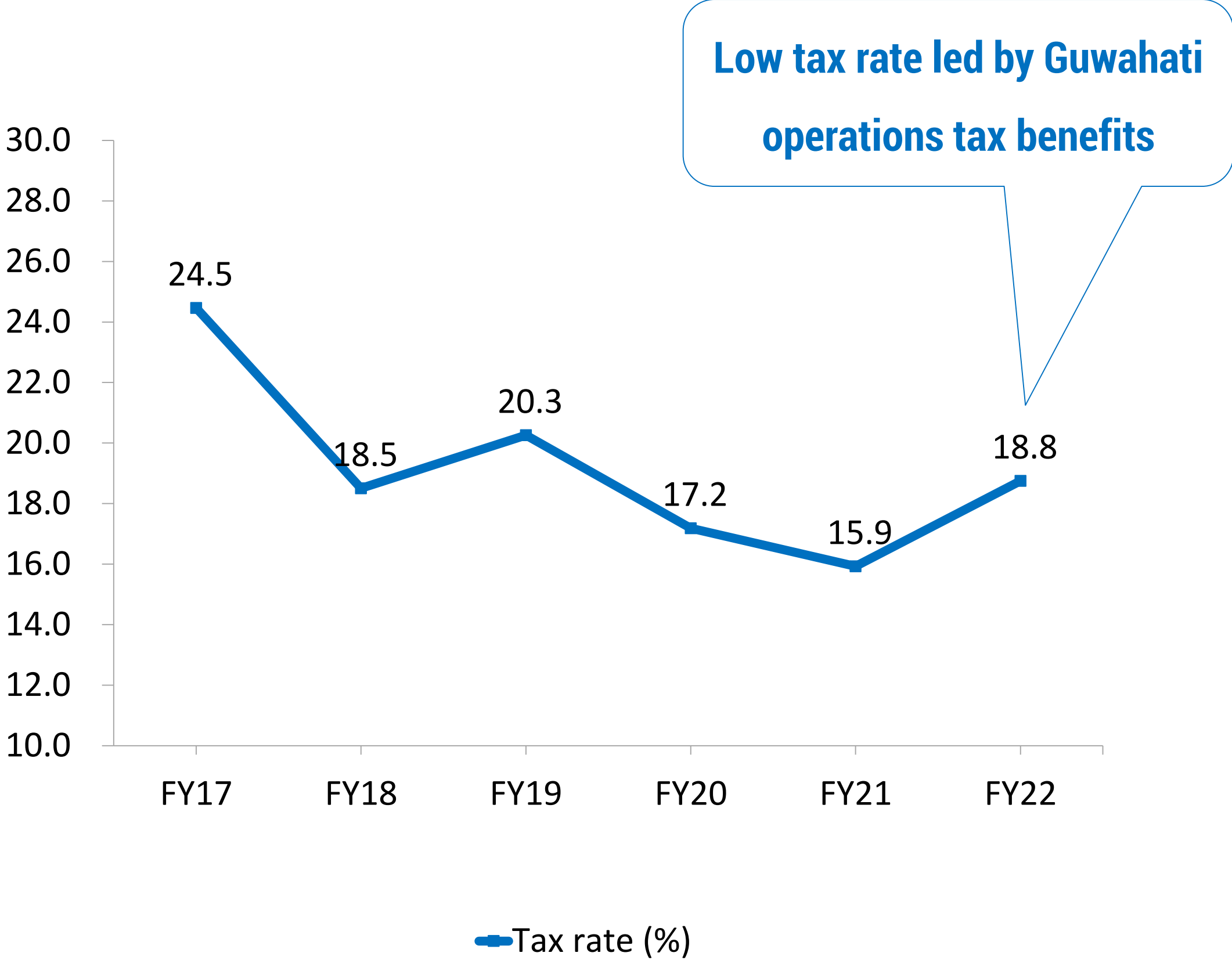
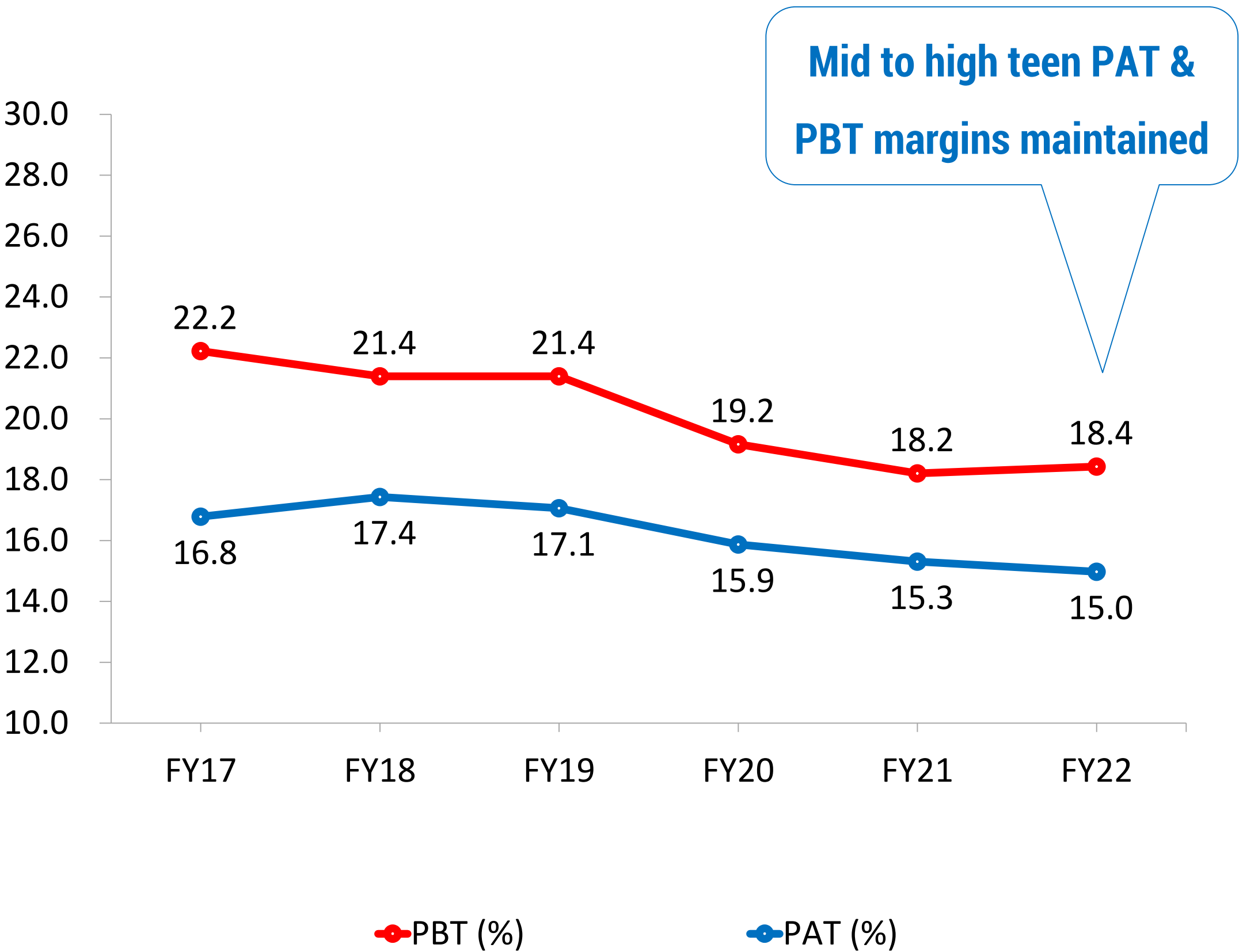
EPS Growth

90%

**Dividend per
share**

Revenue (Rs mn)







THANK YOU

For further information please contact

Jaideep Barve

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