

INVESTOR PRESENTATION

Q3 & 9M FY2022

**CONTROL
PRINT**

Refer to disclaimer

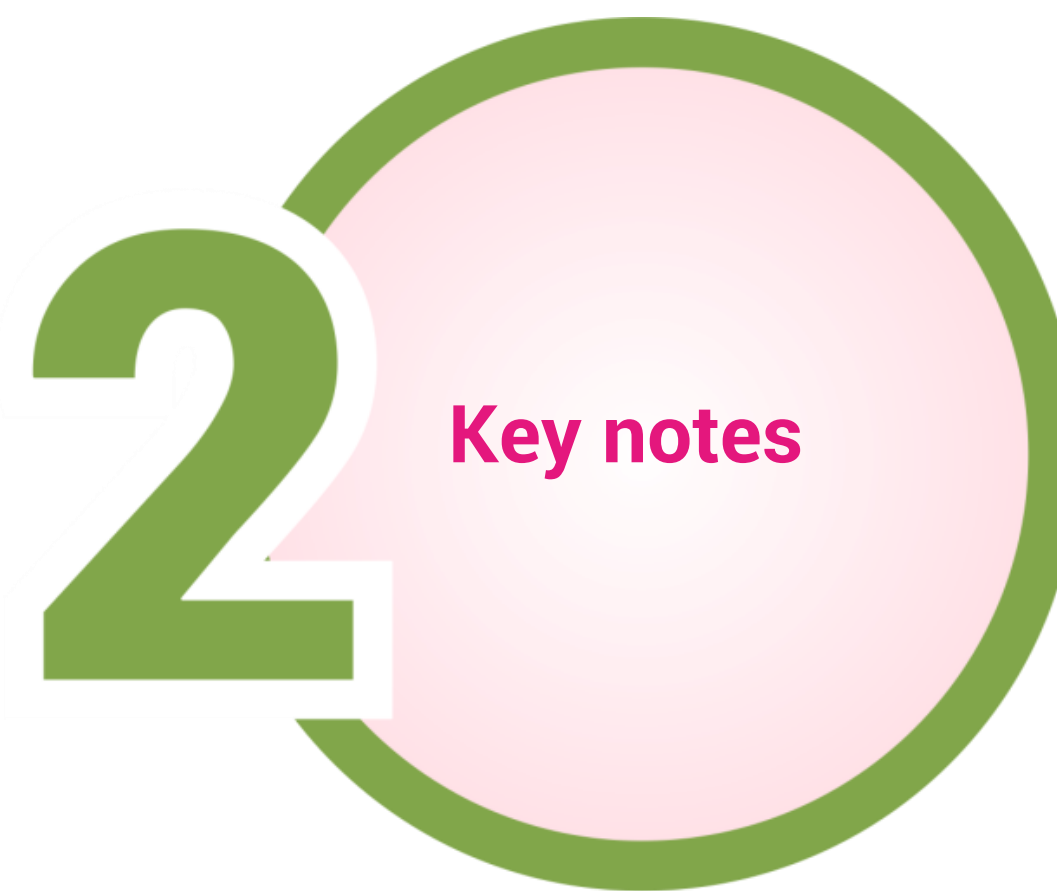


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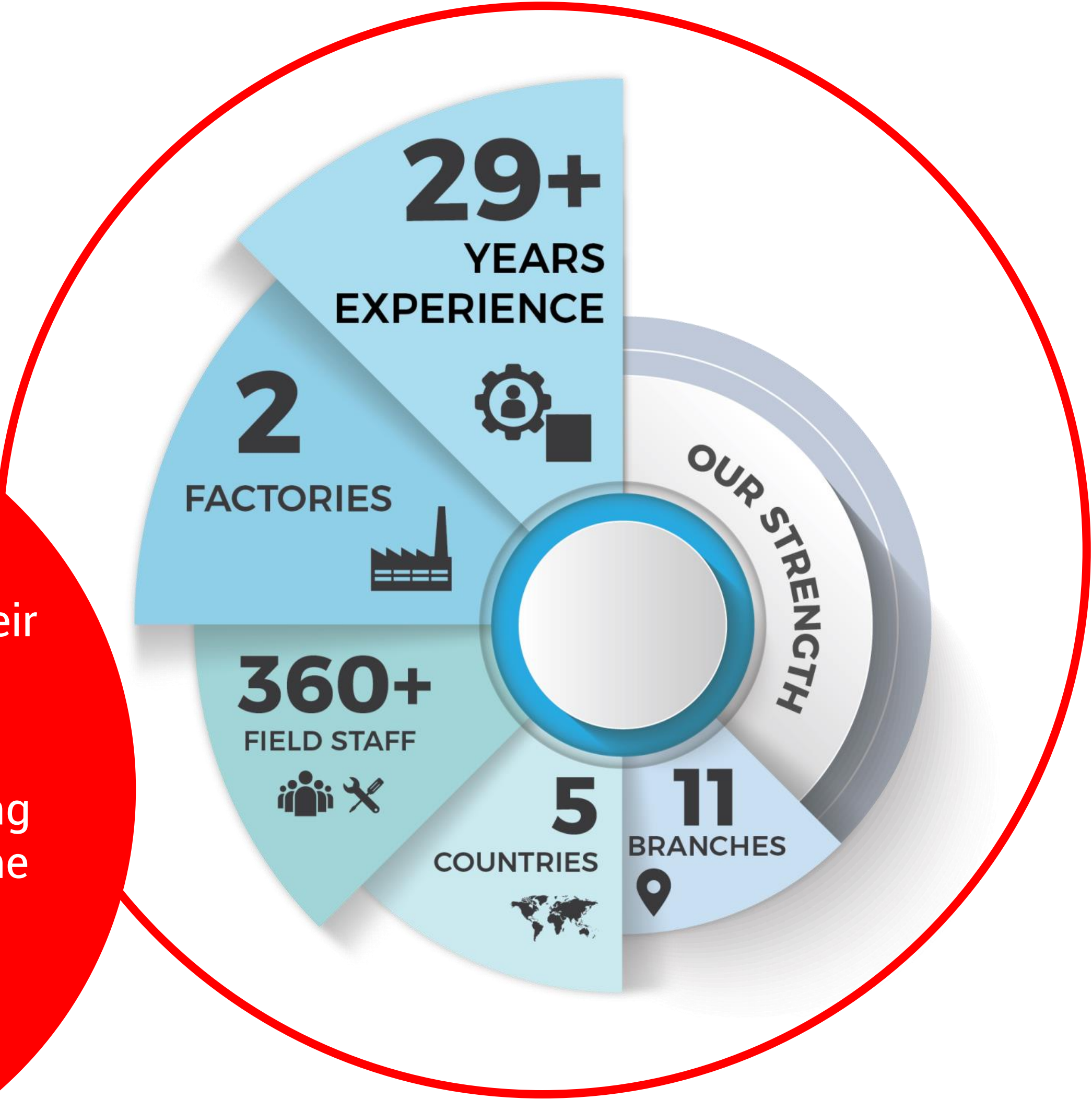
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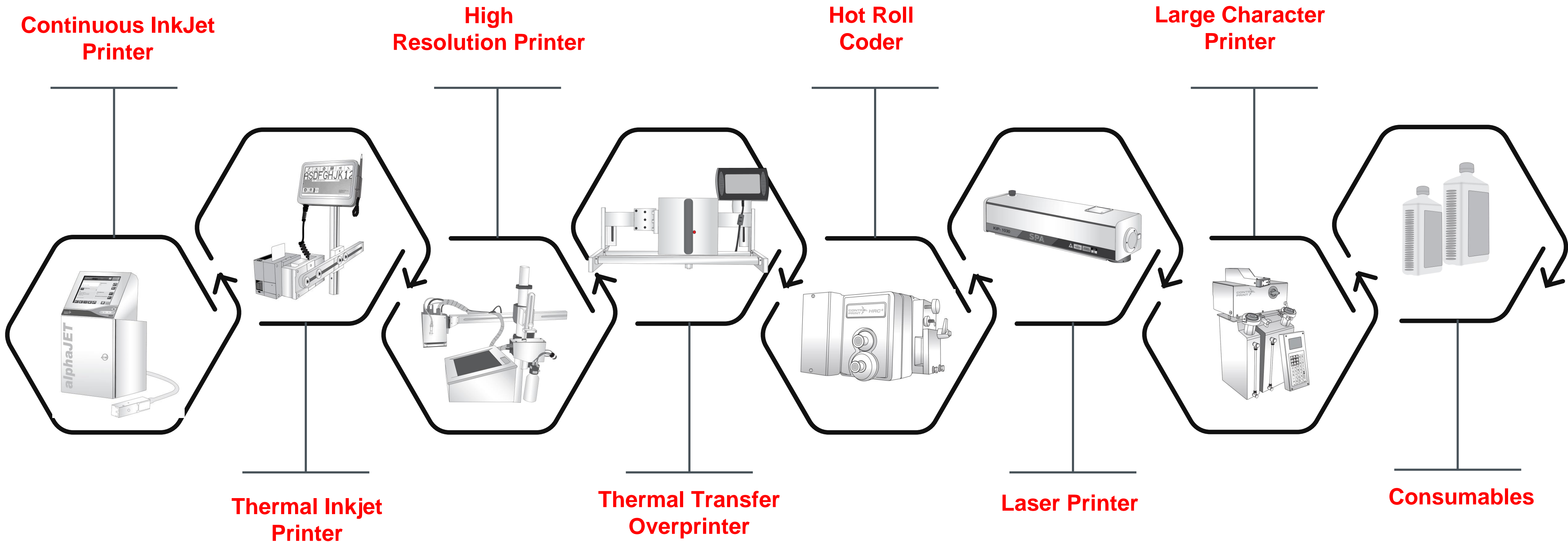


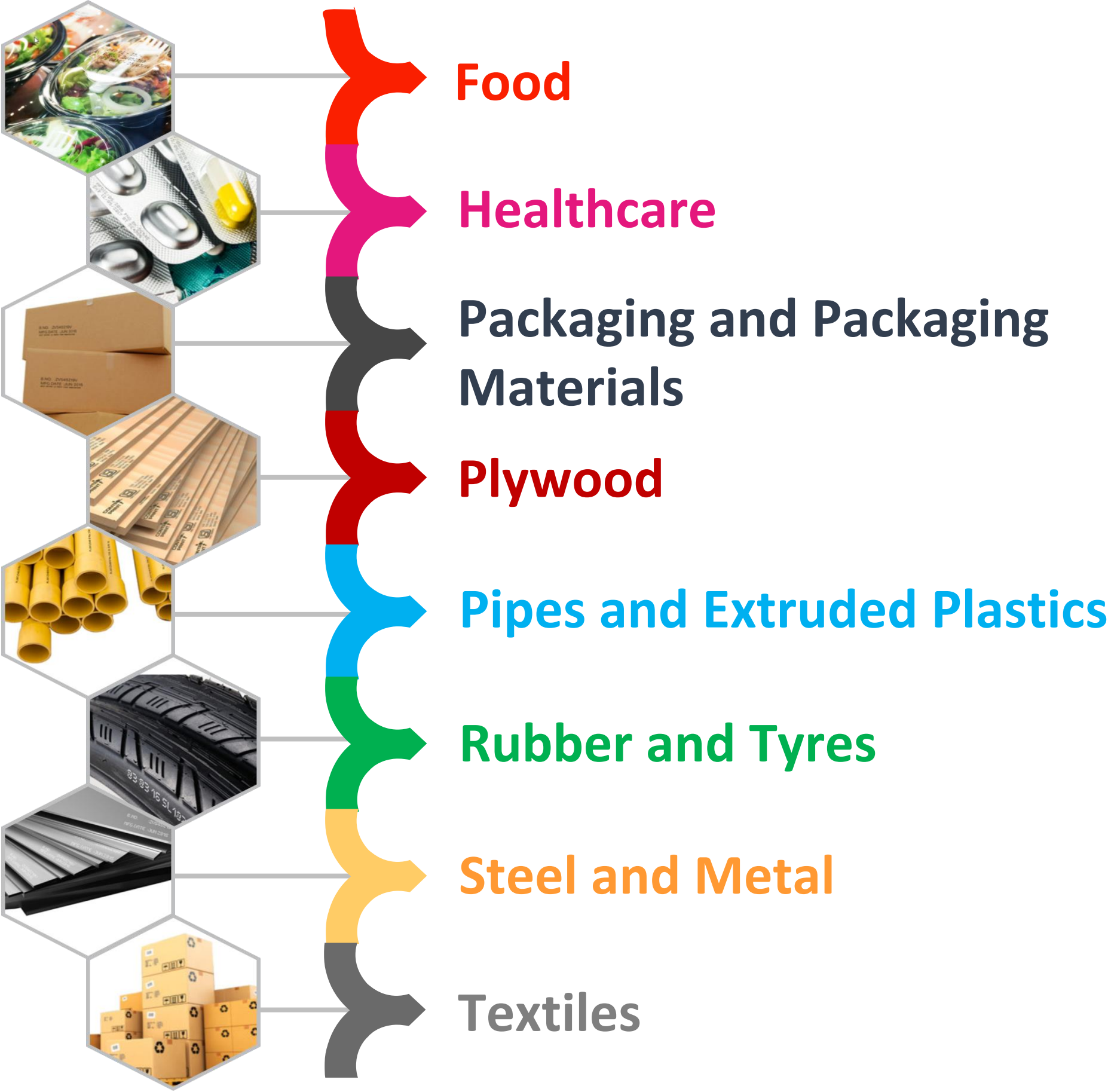
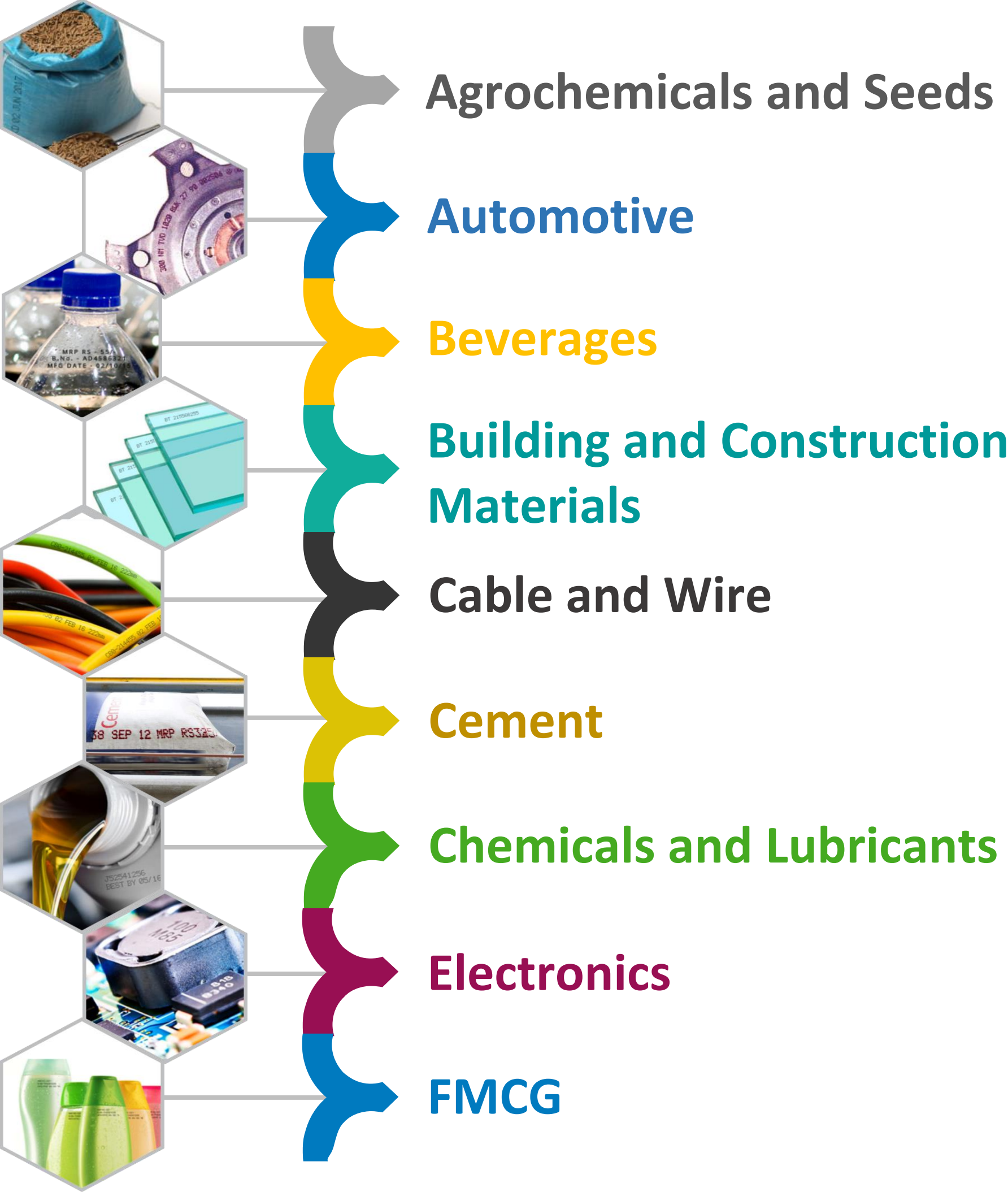
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

Our representatives tailor their purchase advice based on your needs as a customer.

We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.







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

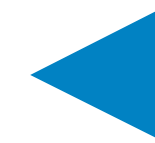


GUWAHATI FACTORY

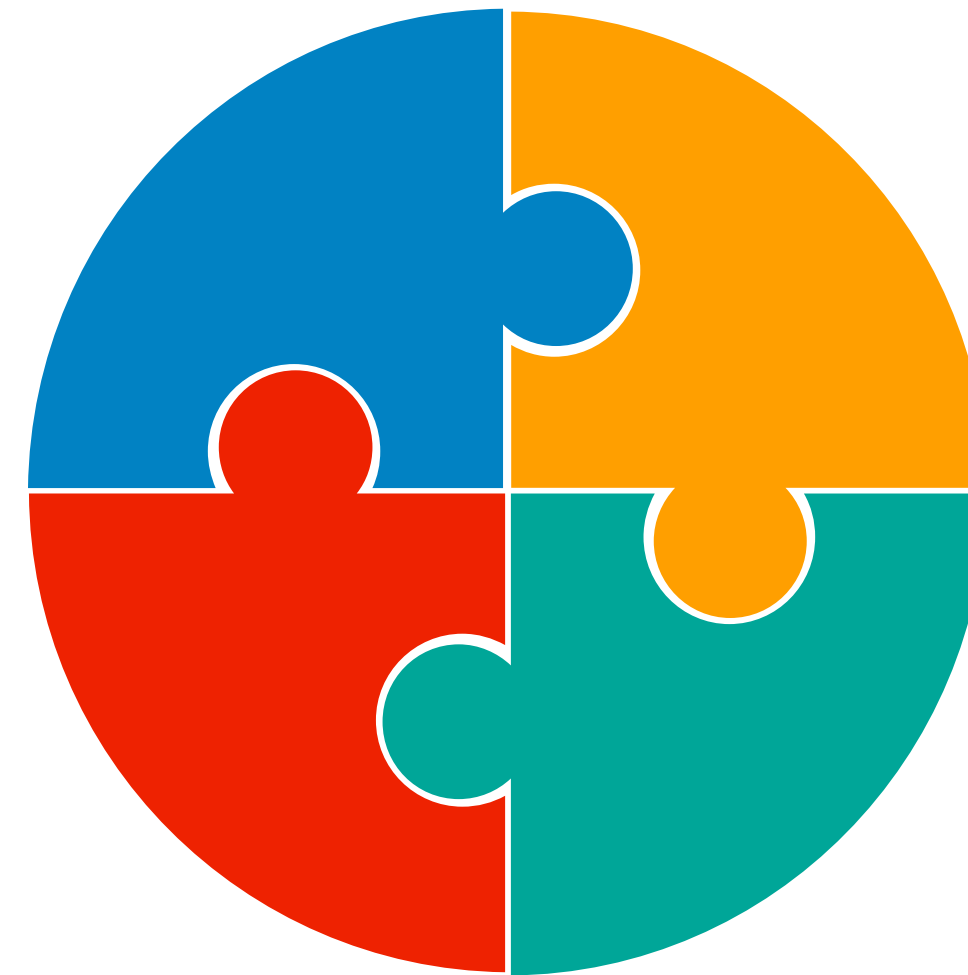
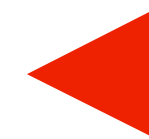
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

KEY NOTES

Crisil re-affirms
credit rating
at 'A'



Only integrated
“Make in India”
manufacturer



Installed base of
printer crosses
14,000 mark



Surgical Mask received
US FDA approval – 4th
company in India to get
this accreditation

Our Investor Value Proposition



Your Gateway to participate in the fastest growing and highly niche coding and marking segment with application across almost all manufacturing industries

The only “Make in India” company in the Top four players in India commanding nearly 18.50% market share of the Rs.1300-1500 cr Indian market

Underpenetrated segment, hence headroom to support growth at an accelerated pace and on a sustained basis

The only integrated player with full coverage of coding and marking value chain i.e. Equipment (printer), Consumables, Servicing – with absolute in house capabilities

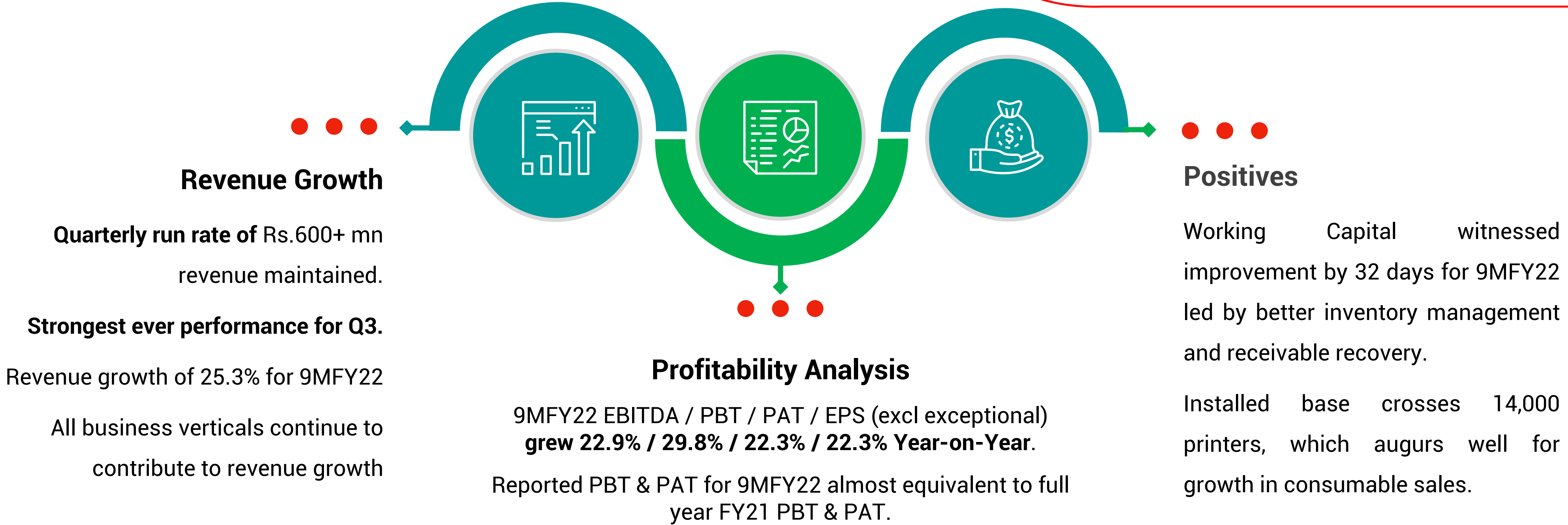
Fastest growing company in the Indian coding and marking segment (amongst organised players)

A Zero-Debt company with positive operating cash flow and free cash flow

Consistent Dividend Payout from last 9 years with FY2020-21 payout of 85% of FV

Widest network servicing ~2500 pincodes, +1600 cities with 360+ field staff

QUARTER PERFORMANCE HIGHLIGHTS



Sectoral view

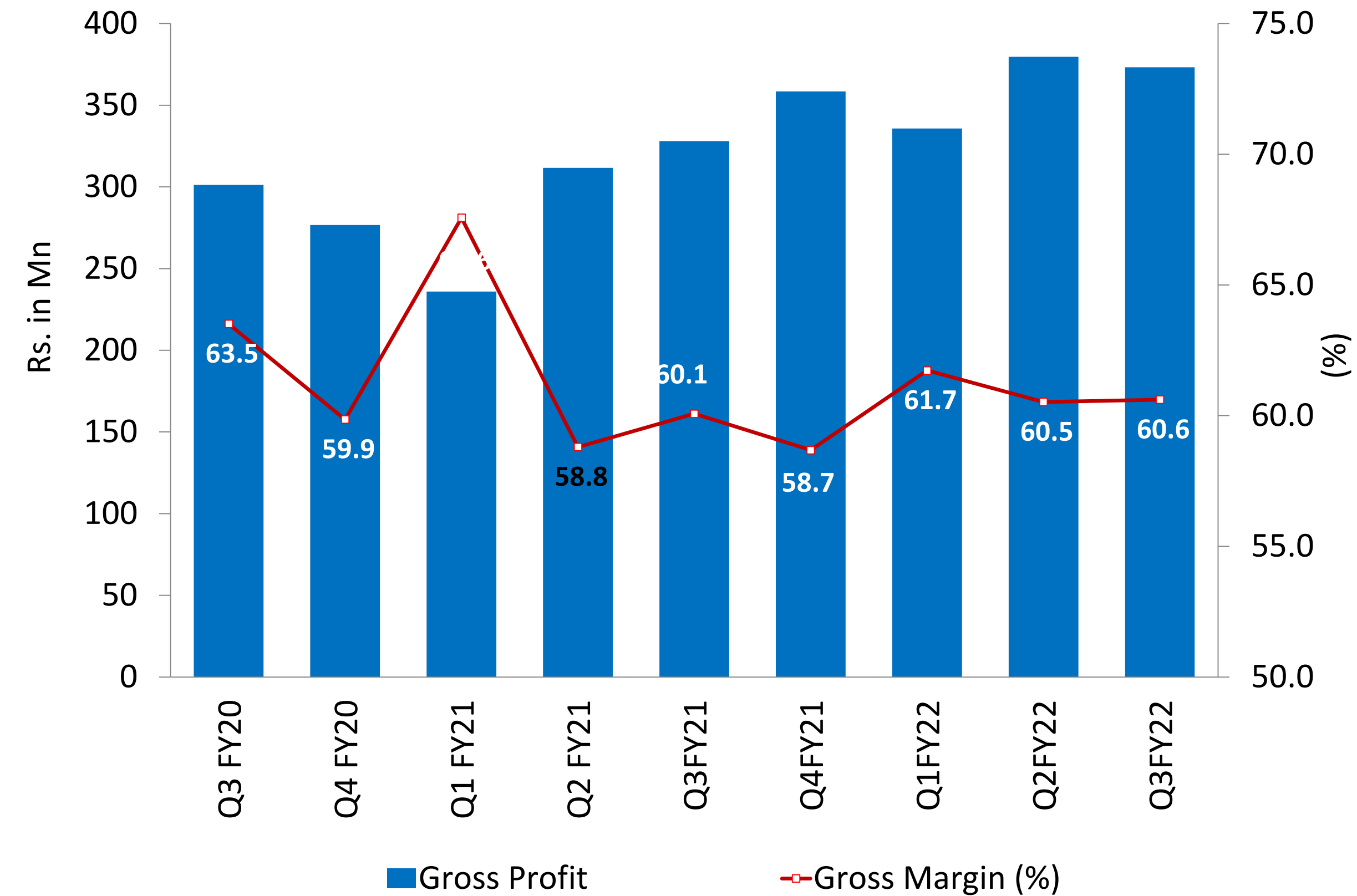
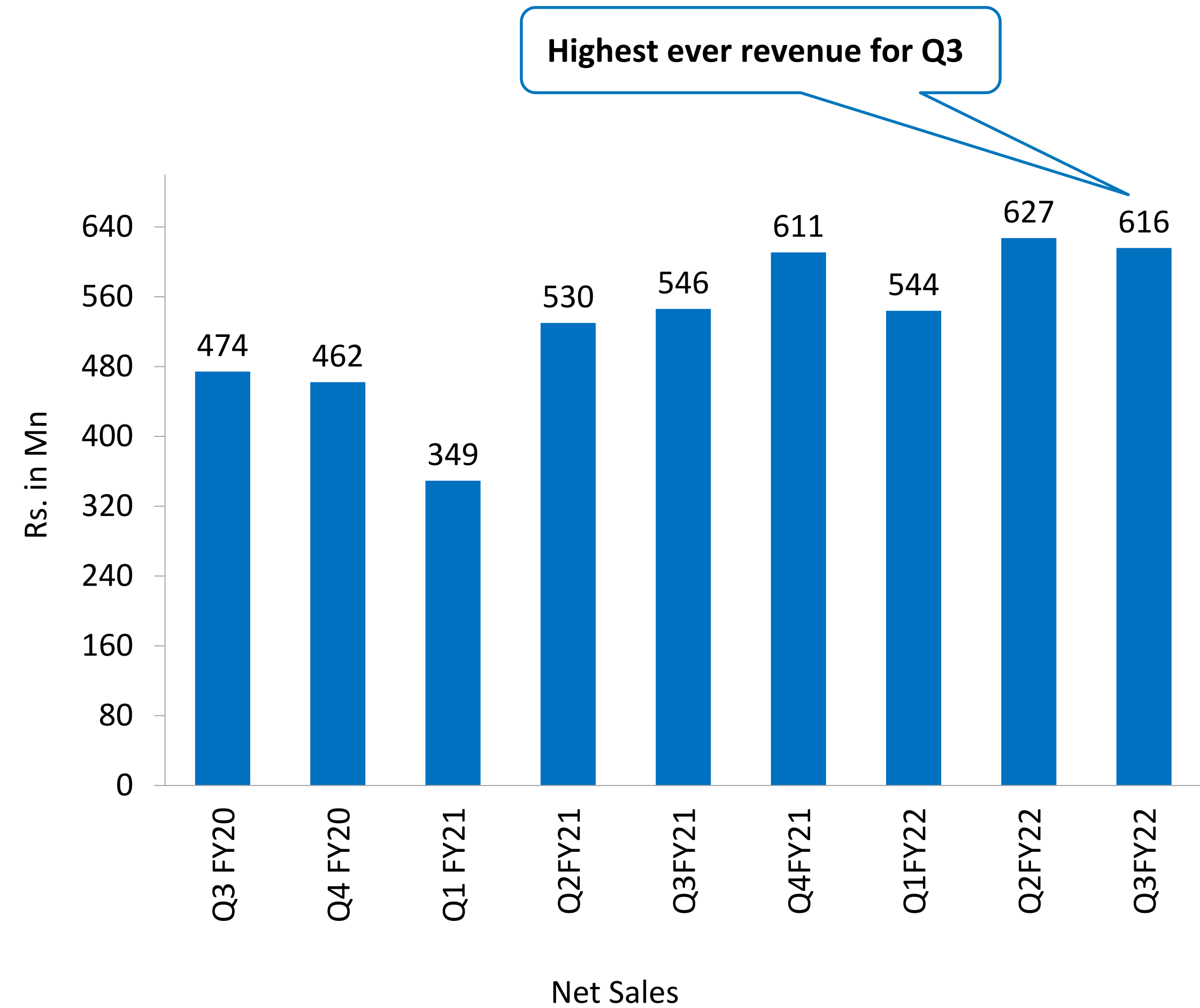
Market share in **Building Materials segment** continues to strengthen and grow.

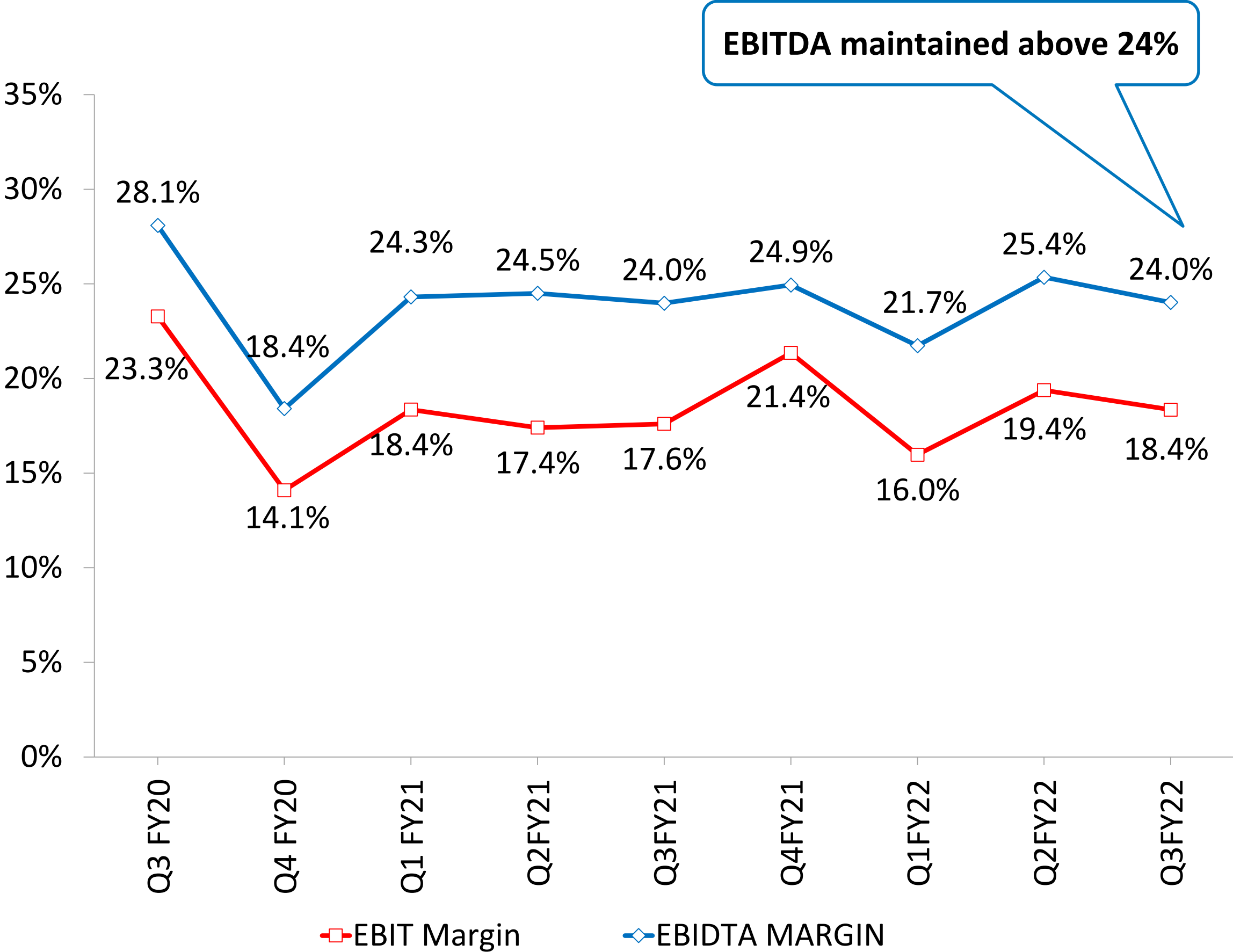
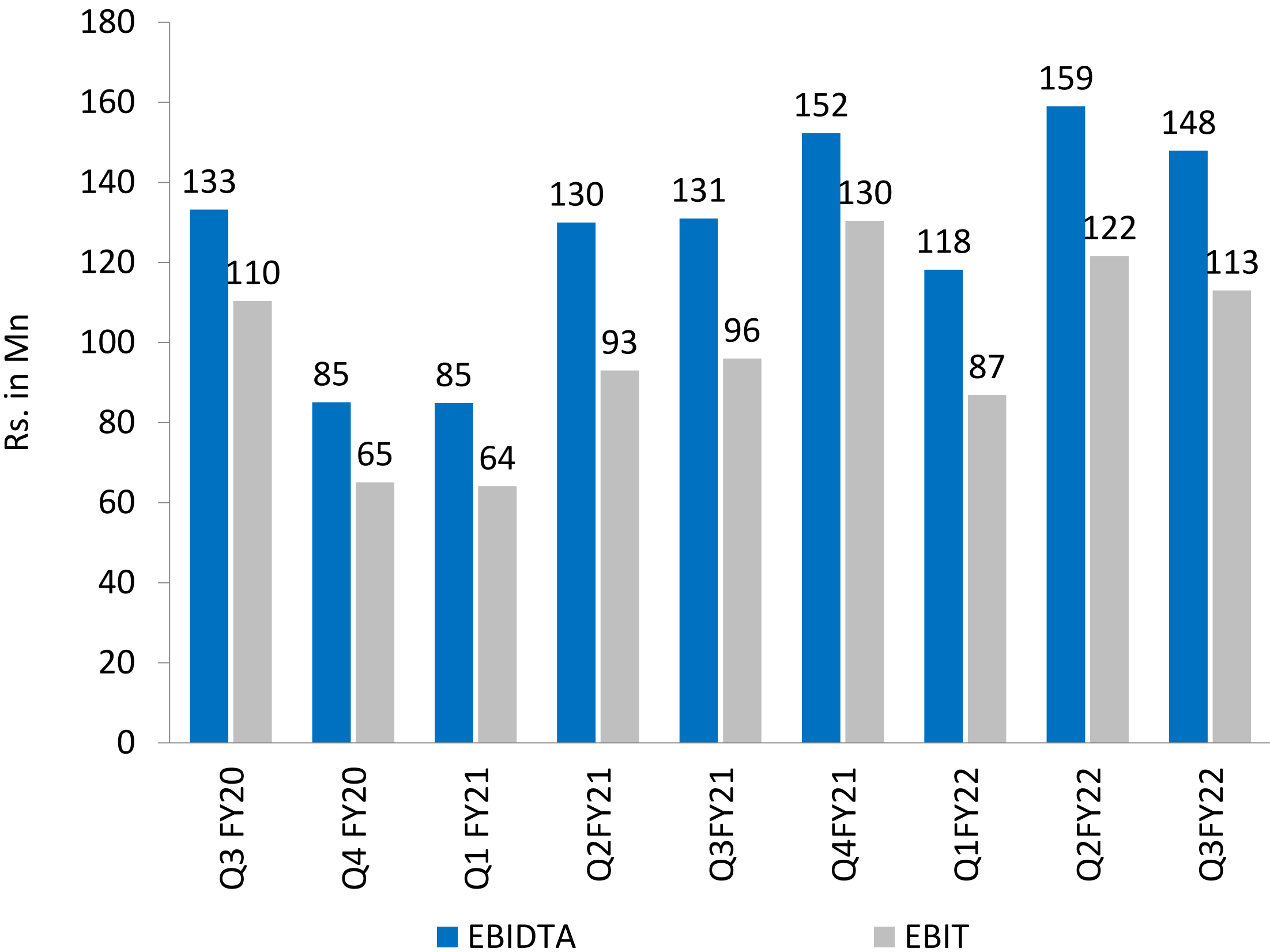
Dairy and Food sector (including FMCG) sees increasing customer penetration.

Brief Financials for the quarter



Particulars (Rs mn)	Q3FY22	Q2FY22	Q3FY21	YoY (%)	9MFY22	9MFY21	YoY (%)
Net sales	615.8	627.2	546.4	12.7	1,786.9	1,426.1	25.3
Gross Profit	373.2	379.6	328.0	13.8	1,088.6	892.6	22.0
<i>Gross margin (%)</i>	<i>60.61</i>	<i>60.52</i>	<i>60.03</i>	<i>+58 bps</i>	<i>60.92</i>	<i>62.59</i>	-167 bps
EBITDA	147.9	159.0	131.0	12.9	425.0	345.9	22.9
<i>EBITDA margin (%)</i>	<i>24.02</i>	<i>25.35</i>	<i>23.98</i>	<i>+3.7 bps</i>	<i>23.79</i>	<i>24.26</i>	-47 bps
EBIT	113.0	121.6	96.0	17.8	321.5	252.6	27.3
PBT (excl. exceptional)	110.2	118.7	92.3	19.4	314.6	224.4	54.3
PAT (excl. exceptional)	93.3	99.8	79.2	17.7	250.2	204.5	22.3
<i>PAT margin (%)</i>	<i>15.15</i>	<i>15.90</i>	<i>14.50</i>	<i>+64.6 bps</i>	<i>14.00</i>	<i>14.34</i>	-34.2 bps
Exceptional (loss)/gain	0.01	0	1.5		31.6	-18.0	
EPS(Rs) (excl. exceptional)	5.71	6.11	4.85	17.7%	15.32	12.53	22.3
Interim Dividend (Rs per share)	Rs.4.0	-	Rs.4.0		Rs 4.0	Rs 4.0	

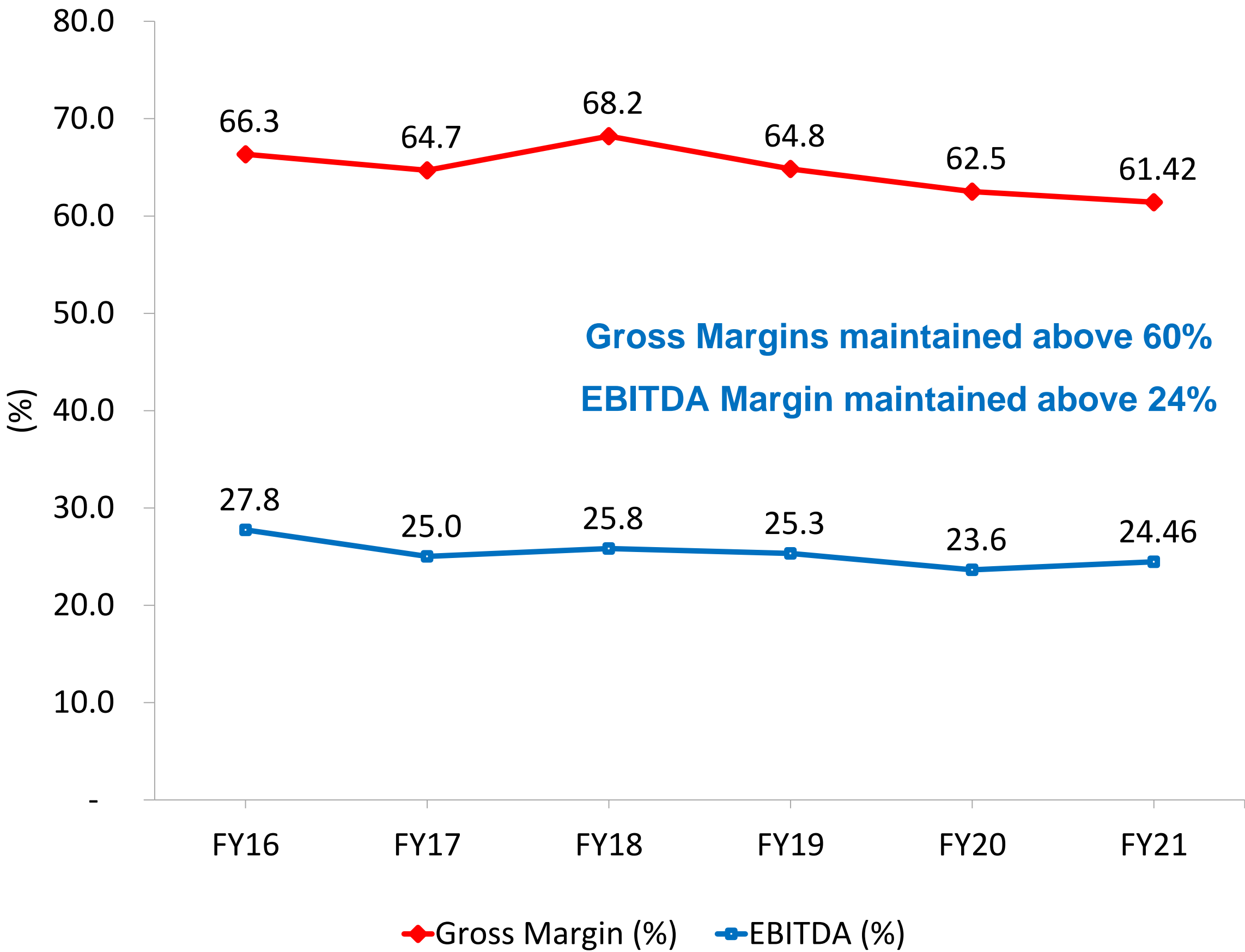
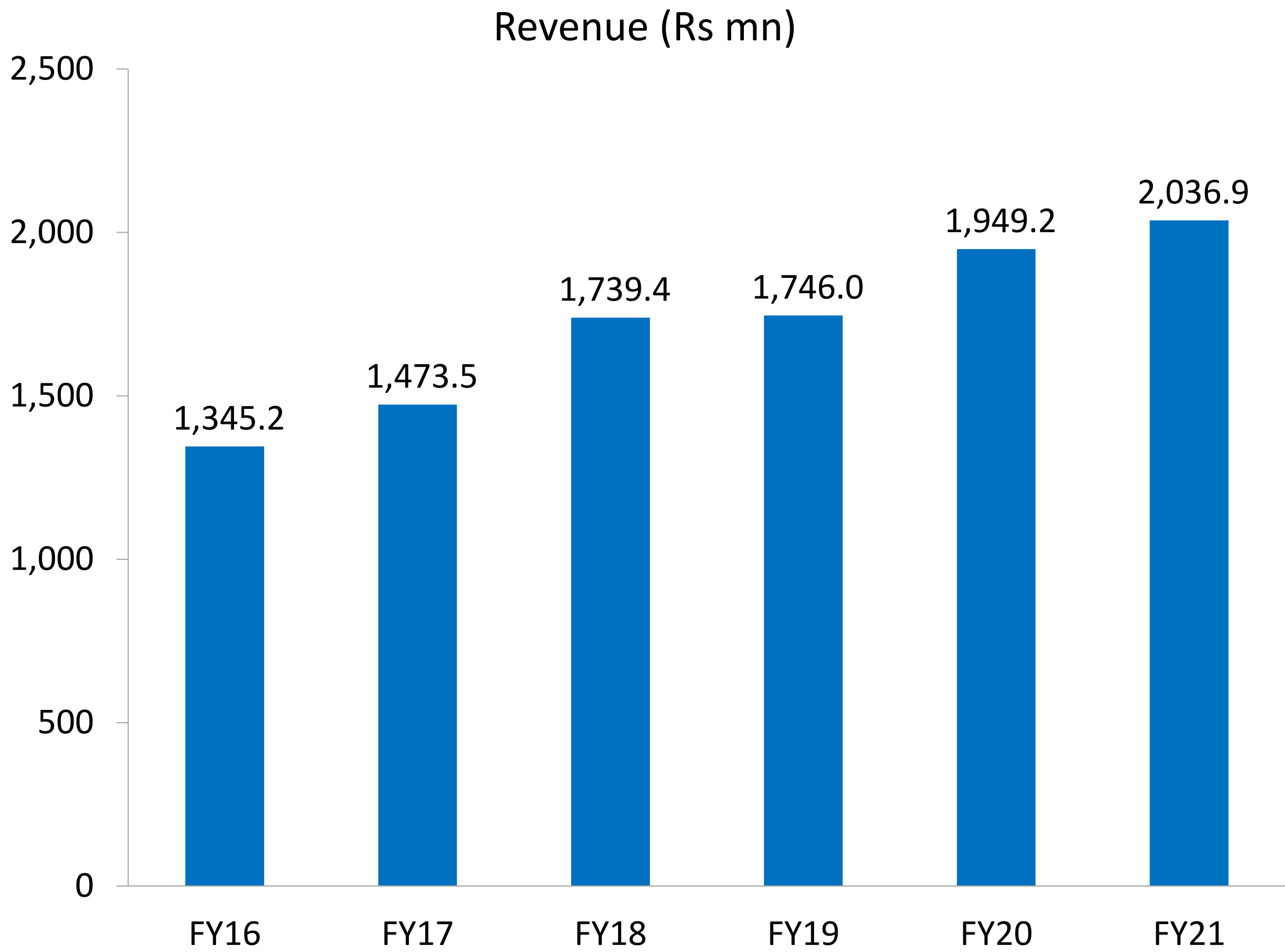


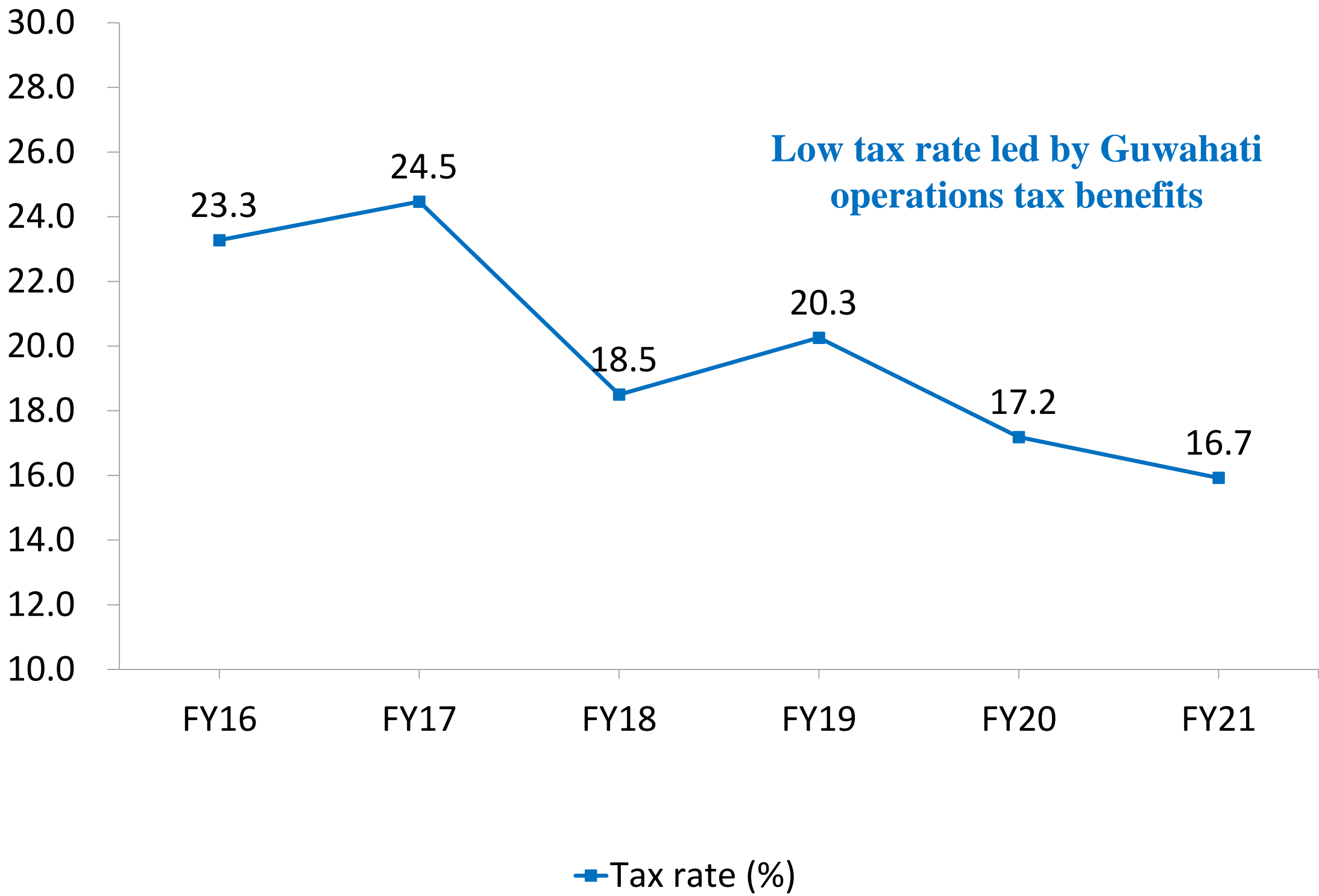
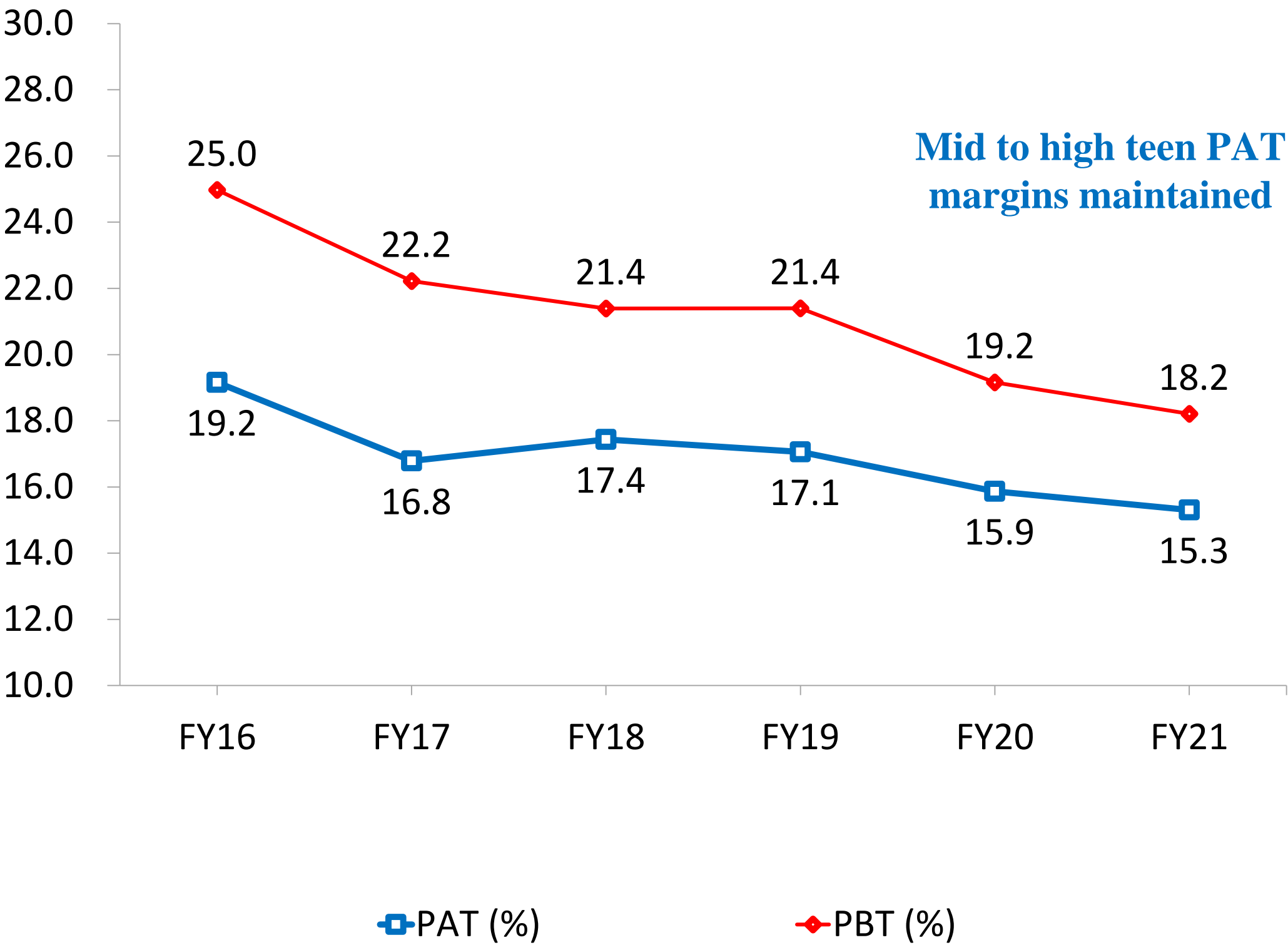


ANNUAL PERFORMANCE HIGHLIGHTS

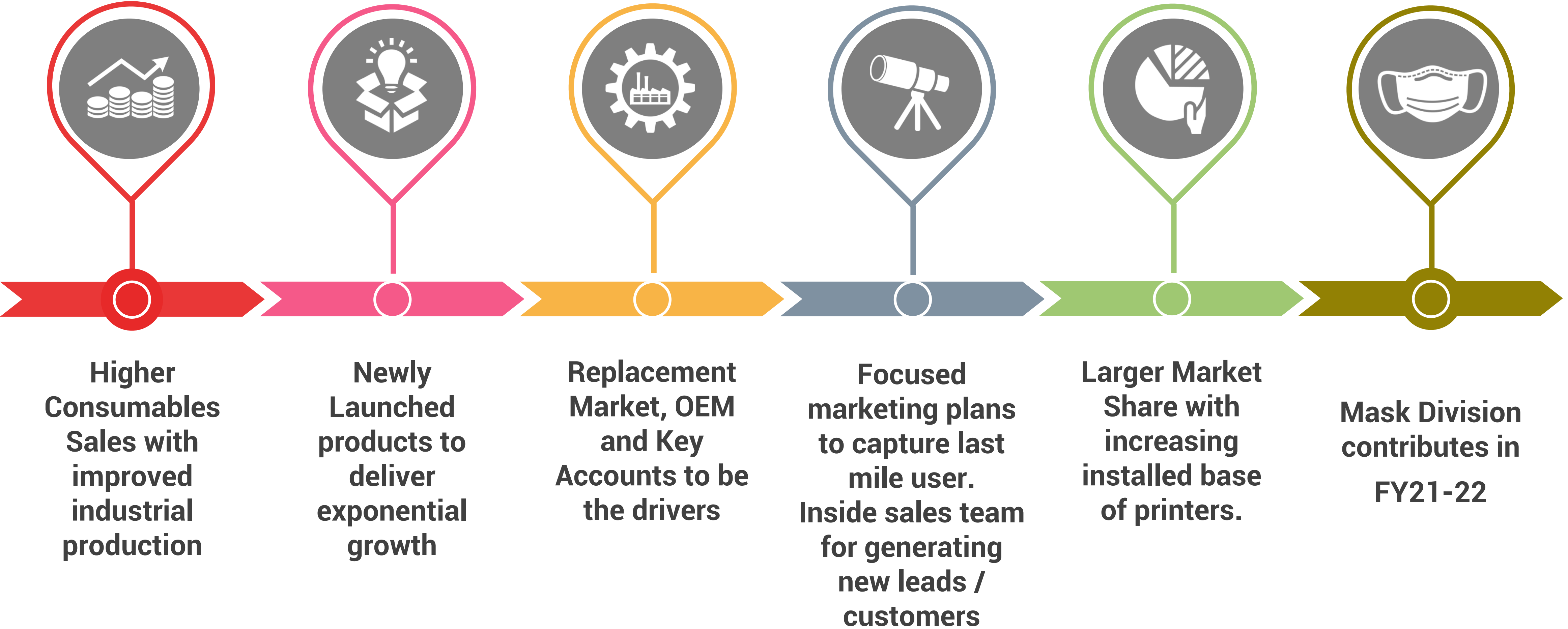
Annual Profit & Loss Statement

Particulars (Rs mn)	FY17	FY18	FY19	FY20	FY21
Net sales	1,473.5	1,739.3	1,746.0	1,949.2	2036.9
Gross Profit	953.2	1186.3	1132.0	1218.5	1251.0
<i>Gross margin (%)</i>	<i>64.70</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>
EBITDA	382.6	501.6	399.8	461.0	498.2
<i>EBITDA margin (%)</i>	<i>25.96</i>	<i>28.84</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>
EBIT	351.9	437.5	333.9	382.1	383.0
PBT (excl. exceptional)	341.3	424.5	331.2	373.5	370.9
PAT (excl. exceptional)	261.2	355.6	255.5	309.3	311.8
<i>PAT margin (%)</i>	<i>17.73</i>	<i>20.44</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>
Exceptional (loss)/gain	(0.4)	(39.3)	45.0	(42.9)	(17.9)
Adjusted EPS(Rs) (excl. exceptional)	14.1	16.9	21.2	13.7	19.09
Reported EPS(Rs) (incl exceptional)	12.6	19.3	18.4	16.3	18.00
Dividend per Share (Rs.)	6.0	6.5	6.5	8.0	8.5
Dividend Payout (%)	48%	34%	36%	50%	47%





WAY FORWARD





THANK YOU

For further information please contact

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