

INVESTOR PRESENTATION

Q4 & FY2022



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1 Company
Overview

2 Key notes

3 Quarterly
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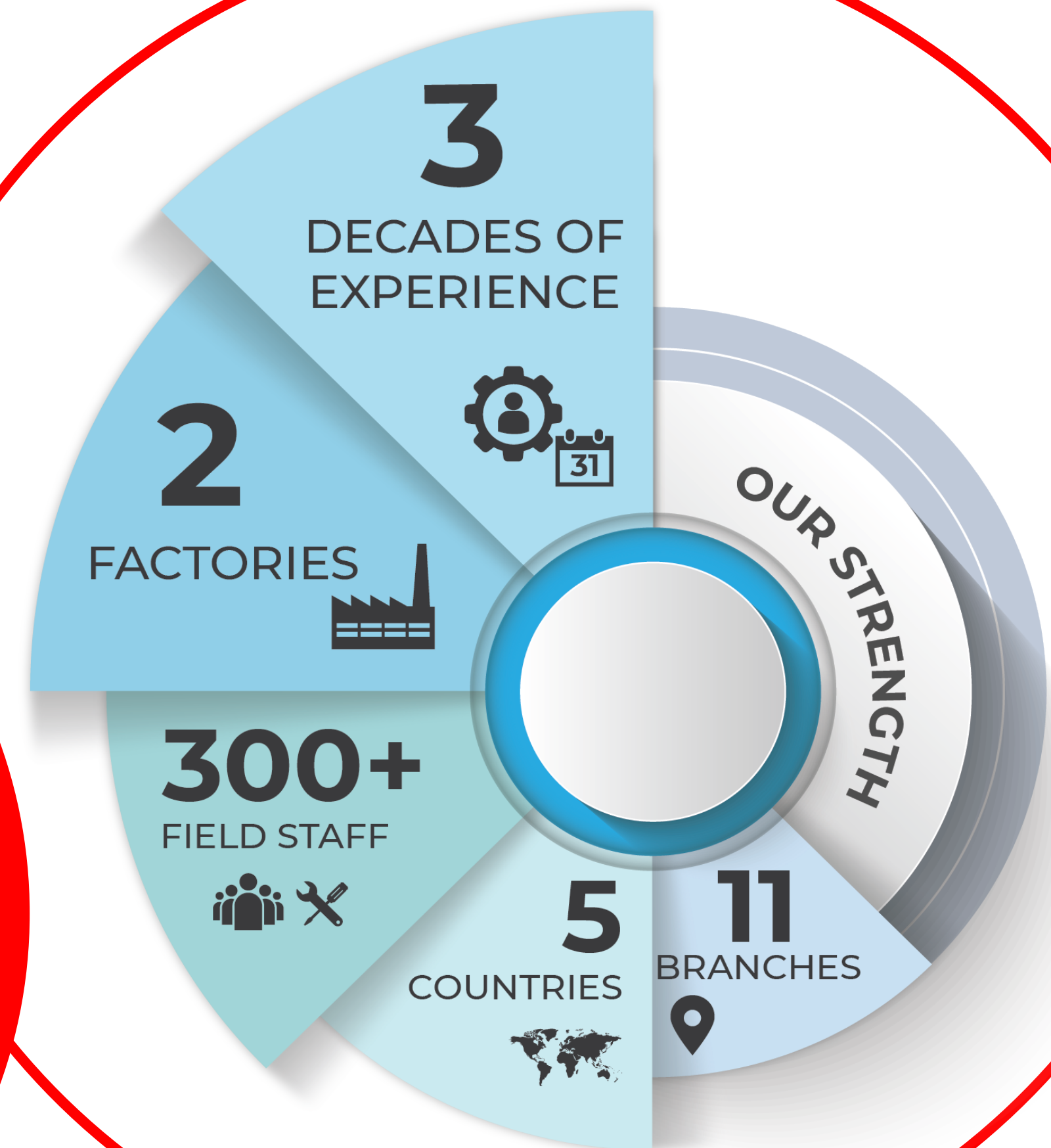
4 Annual
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Highlights

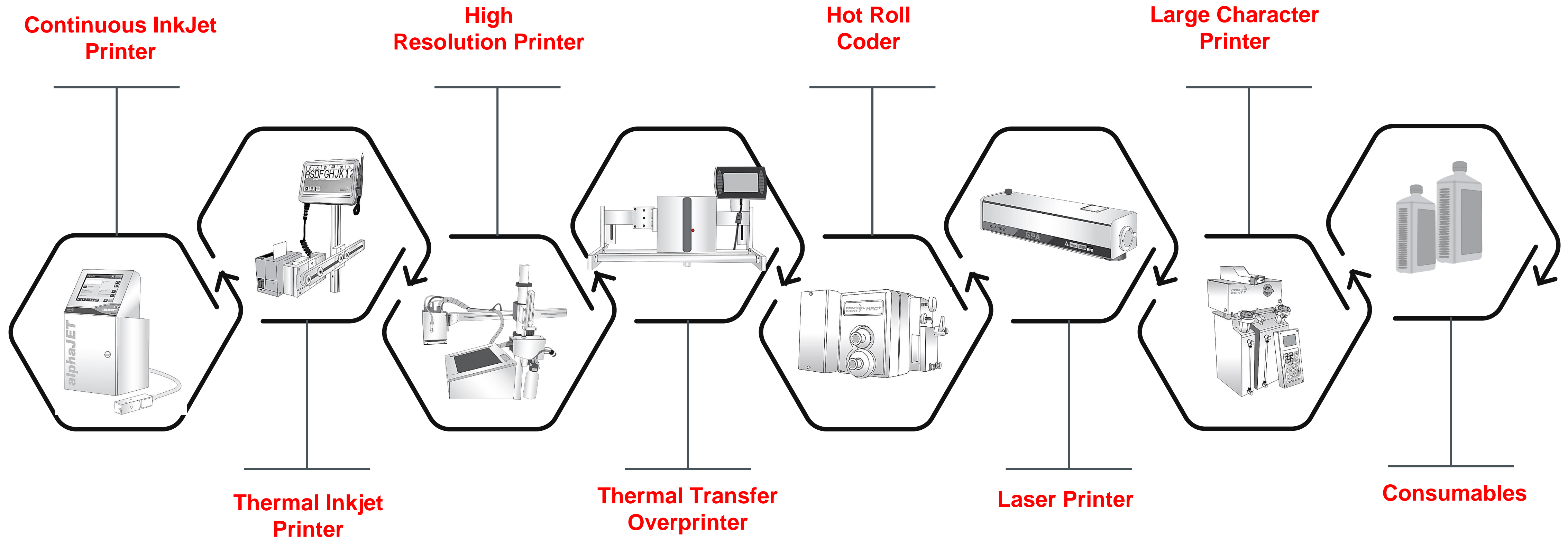
5 Way
Forward

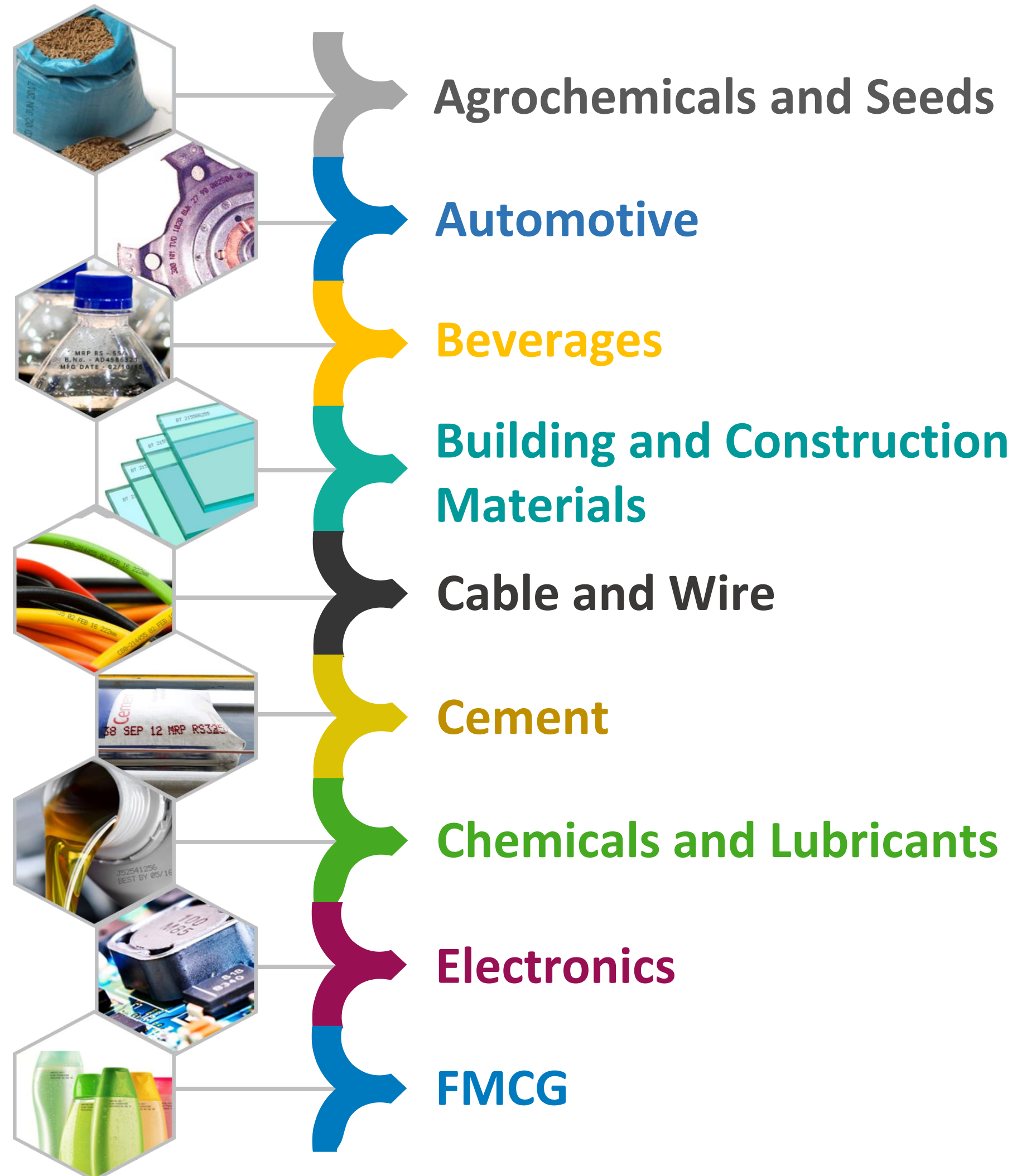
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 300 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

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

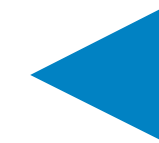


GUWAHATI FACTORY

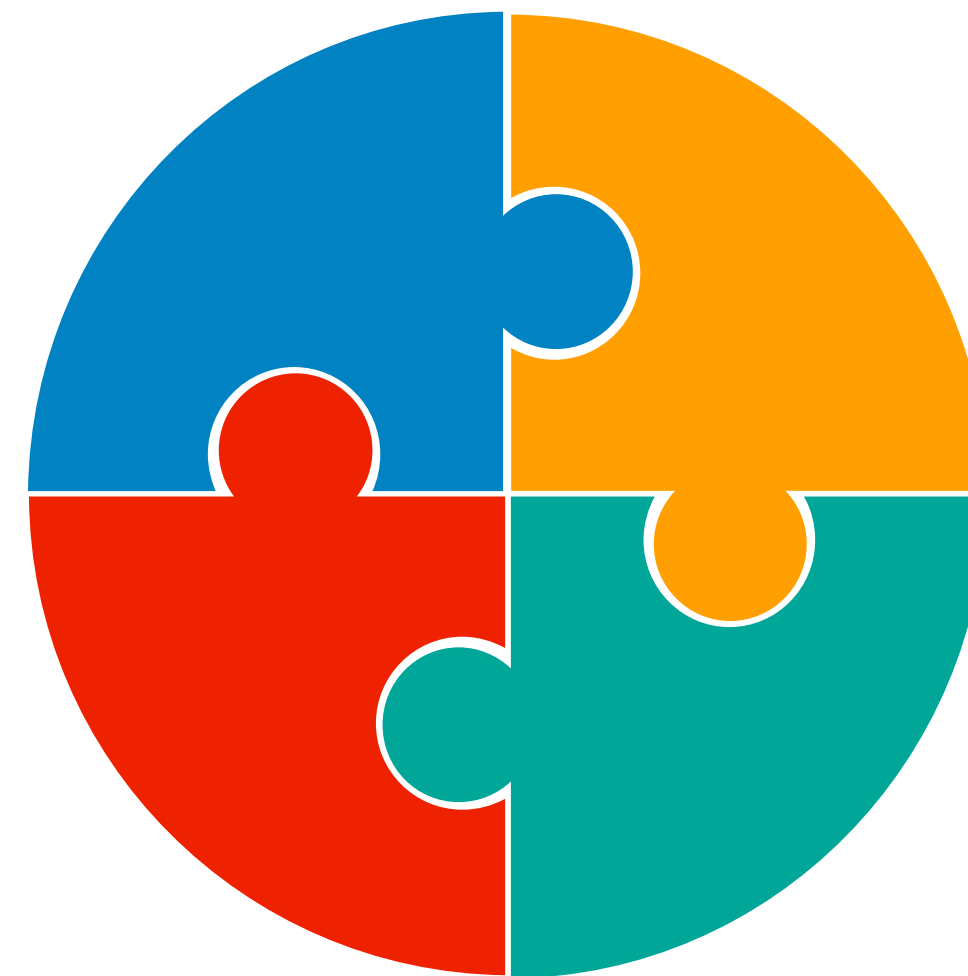
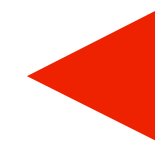
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

KEY NOTES

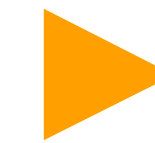
Crisil re-affirms
credit rating
at 'A'



Only integrated
"Make in India"
manufacturer



Installed base of
printer crosses
15,000 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

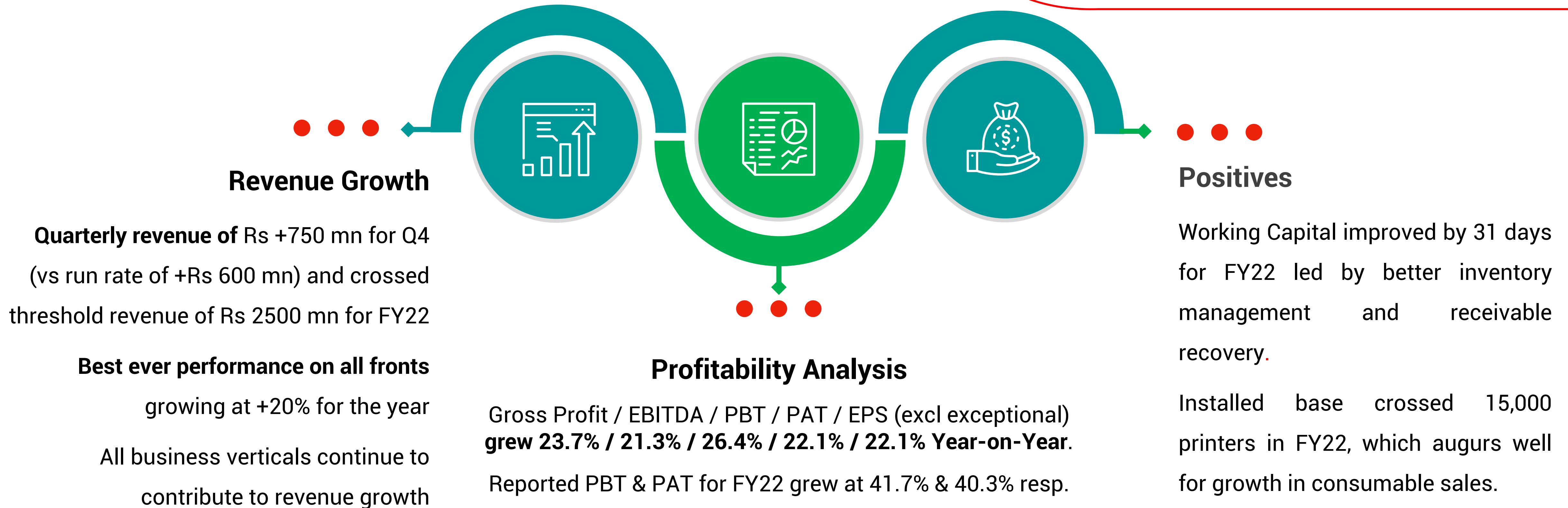
Fastest growing company in the Indian coding and marking segment (amongst organised players)

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

Consistent Dividend Payout from last 10 years with FY2021-22 payout of 90% of FV

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

QUARTER PERFORMANCE HIGHLIGHTS



Sectoral view

Market share in **Building Materials, Dairy and Food (FMCG) segments** continues to strengthen and grow.

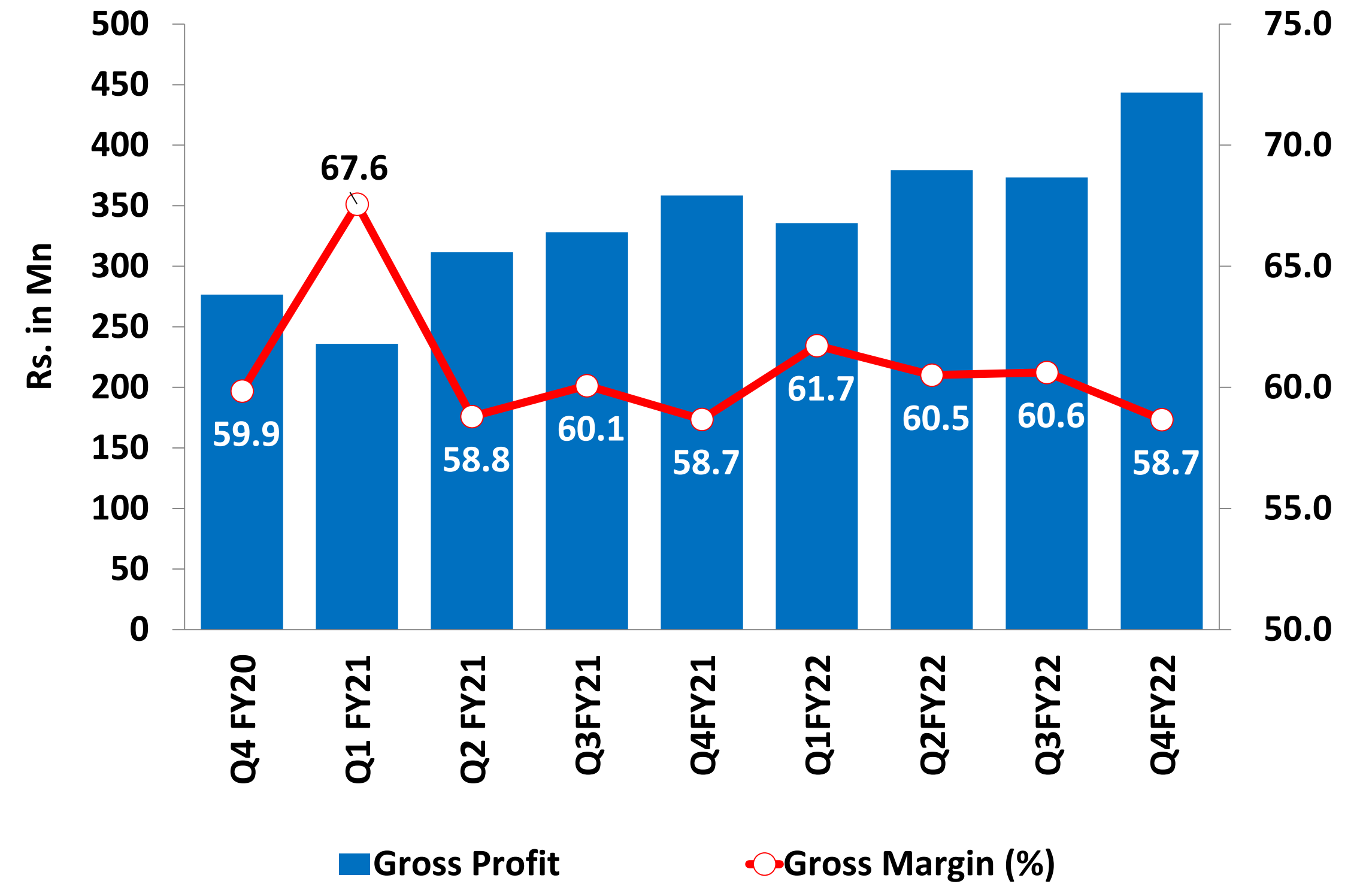
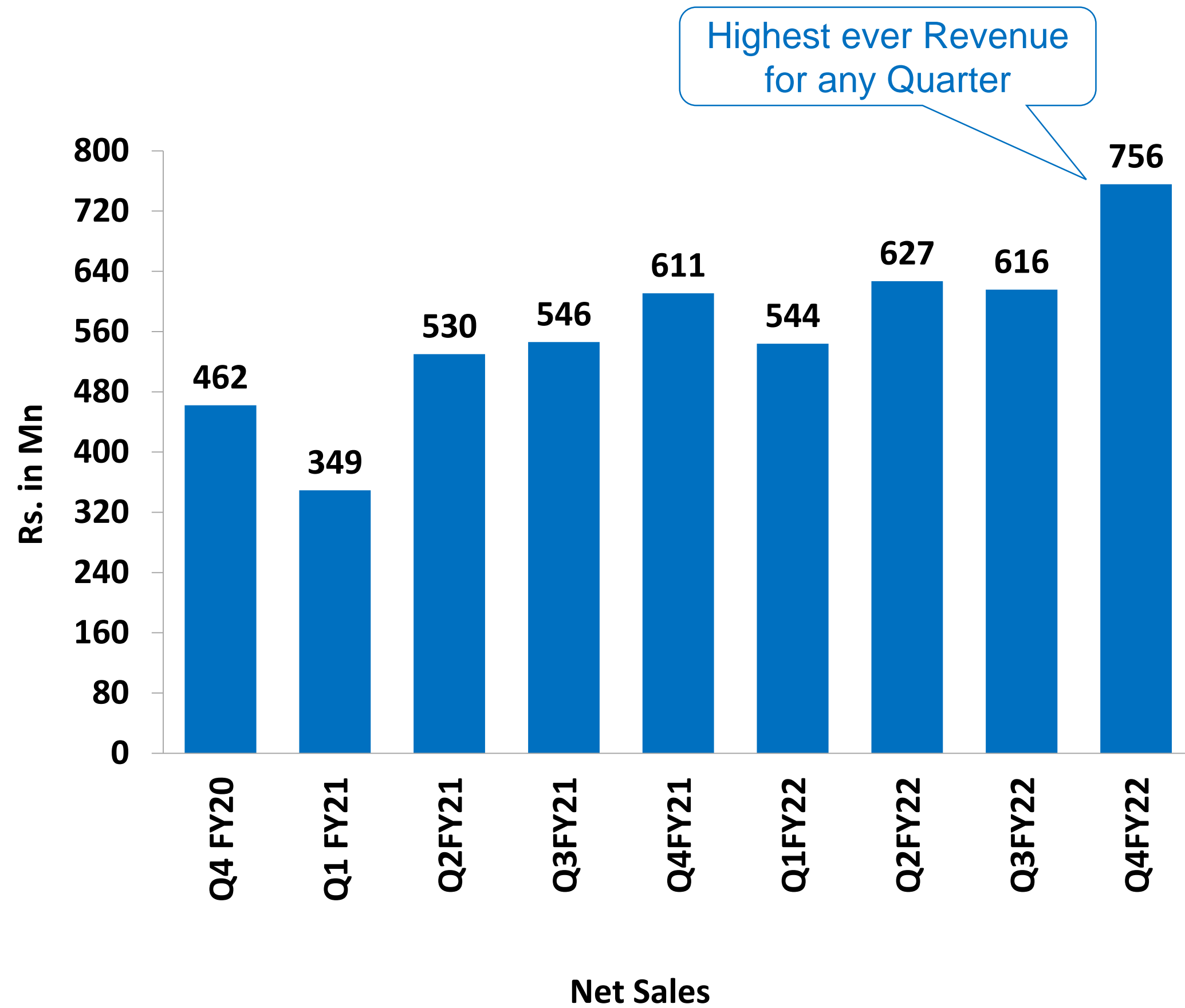
Pharmaceutical segment sees increasing customer penetration, wins in competitor accounts and focusing to scale up in this industry.

Brief Financials for the quarter

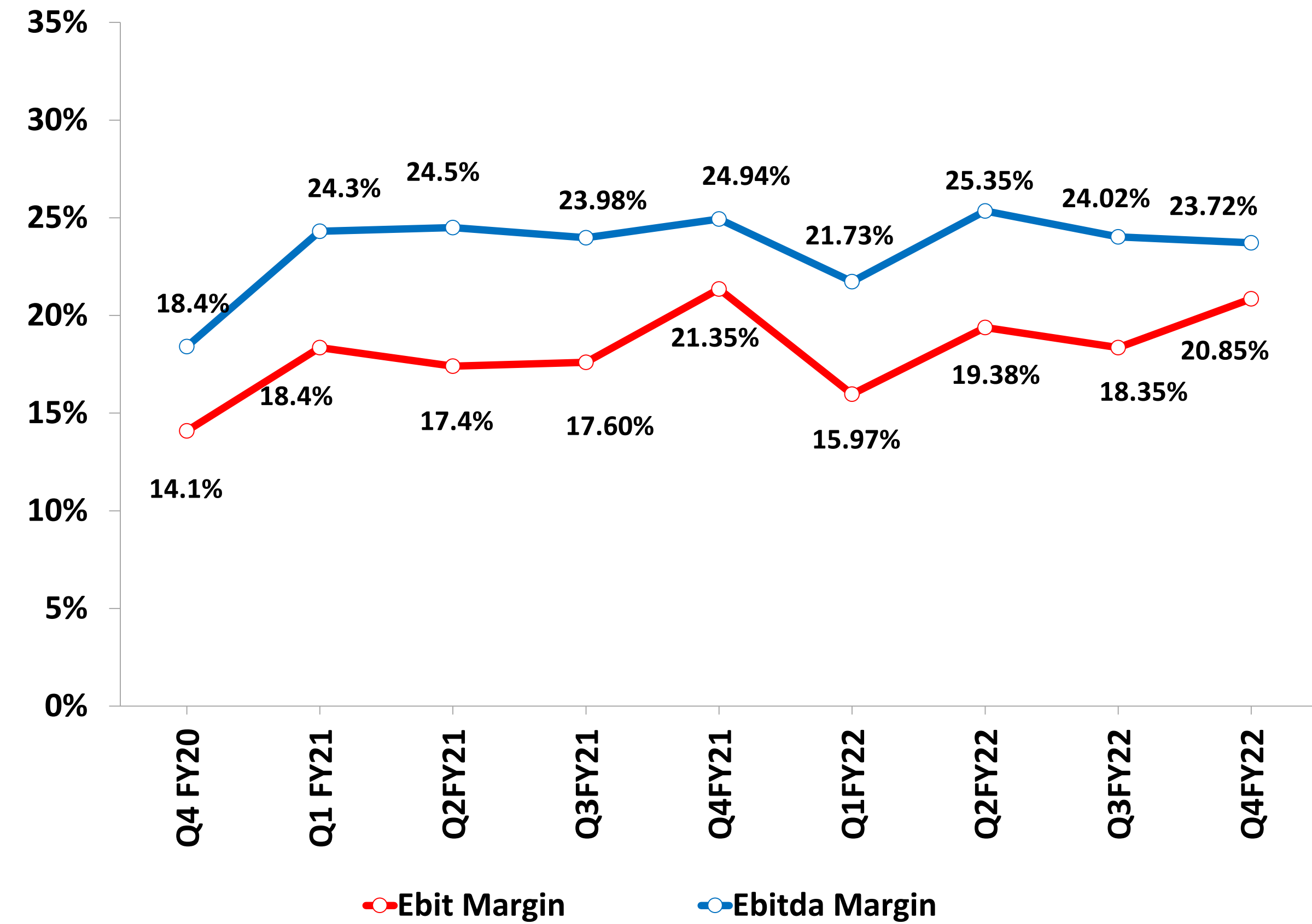
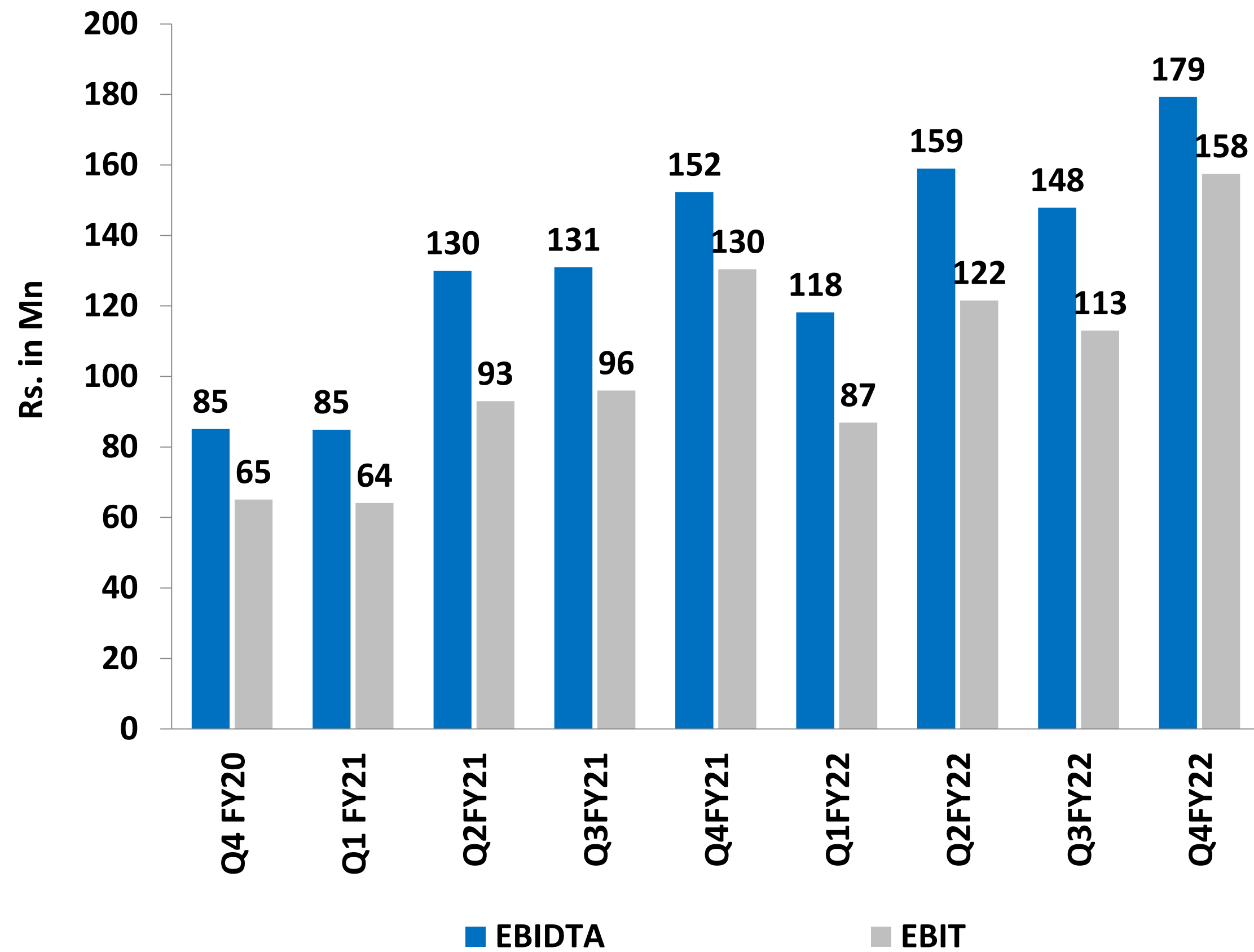


Particulars (Rs mn)	Q4FY22	Q3FY22	Q4FY21	YoY (%)	FY22	FY21	YoY (%)
Net sales	755.7	615.8	610.8	23.7	2,542.6	2036.9	24.8
Gross Profit	443.4	373.2	358.4	23.7	1,532.03	1251.0	22.5
<i>Gross margin (%)</i>	<i>58.67</i>	<i>60.61</i>	<i>58.68</i>	<i>-1 bps</i>	<i>60.25</i>	<i>61.42</i>	<i>-116.5 bps</i>
EBITDA	179.3	147.9	152.3	17.7	604.3	498.2	21.3
<i>EBITDA margin (%)</i>	<i>23.72</i>	<i>24.02</i>	<i>24.94</i>	<i>-121.6 bps</i>	<i>23.77</i>	<i>24.46</i>	<i>-69.3</i>
EBIT	157.5	113.0	130.4	20.8	479.0	383.0	25.1
PBT (excl. exceptional)	154.0	110.2	128.6	19.8	468.6	353.0	26.4
PAT (excl. exceptional)	130.5	93.3	107.3	21.7	380.8	293.9	22.1
<i>PAT margin (%)</i>	<i>17.27</i>	<i>15.15</i>	<i>17.57</i>	<i>-28.5 bps</i>	<i>14.97</i>	<i>14.43</i>	<i>-33.3 bps</i>
Exceptional (loss)/gain	-0.03	0.01			31.7	-17.9	
EPS(Rs) (excl. exceptional)	7.99	5.71	6.57	21.7	23.31	18.00	22.1
Dividend (Rs per share)	Final Rs 5.0	Interim Rs.4.0	Final: Rs 4.5		Rs 9.0	Rs 8.5	

Synopsis of Quarterly Performance (1/2)



Synopsis of Quarterly Performance (2/2)



ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement



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

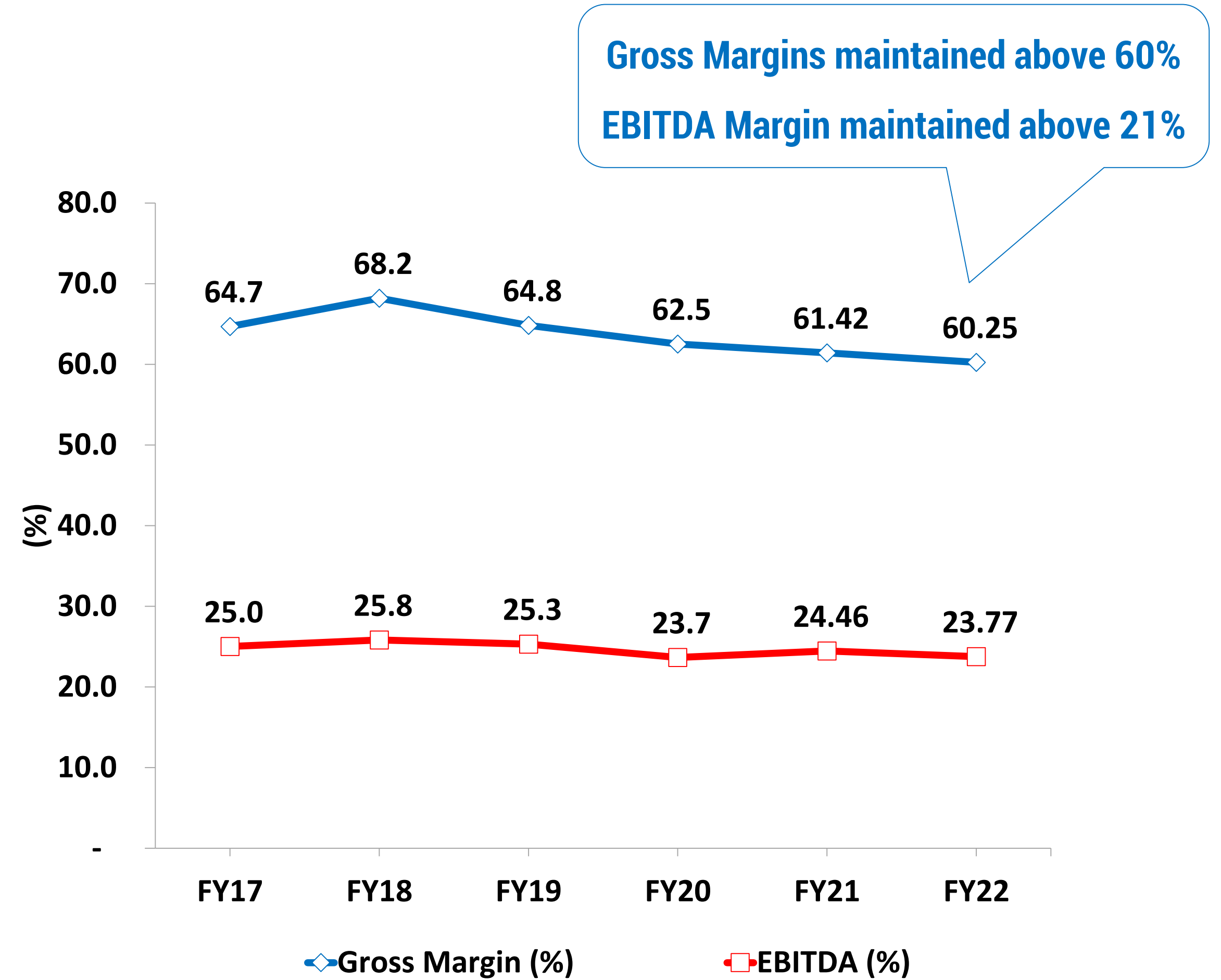
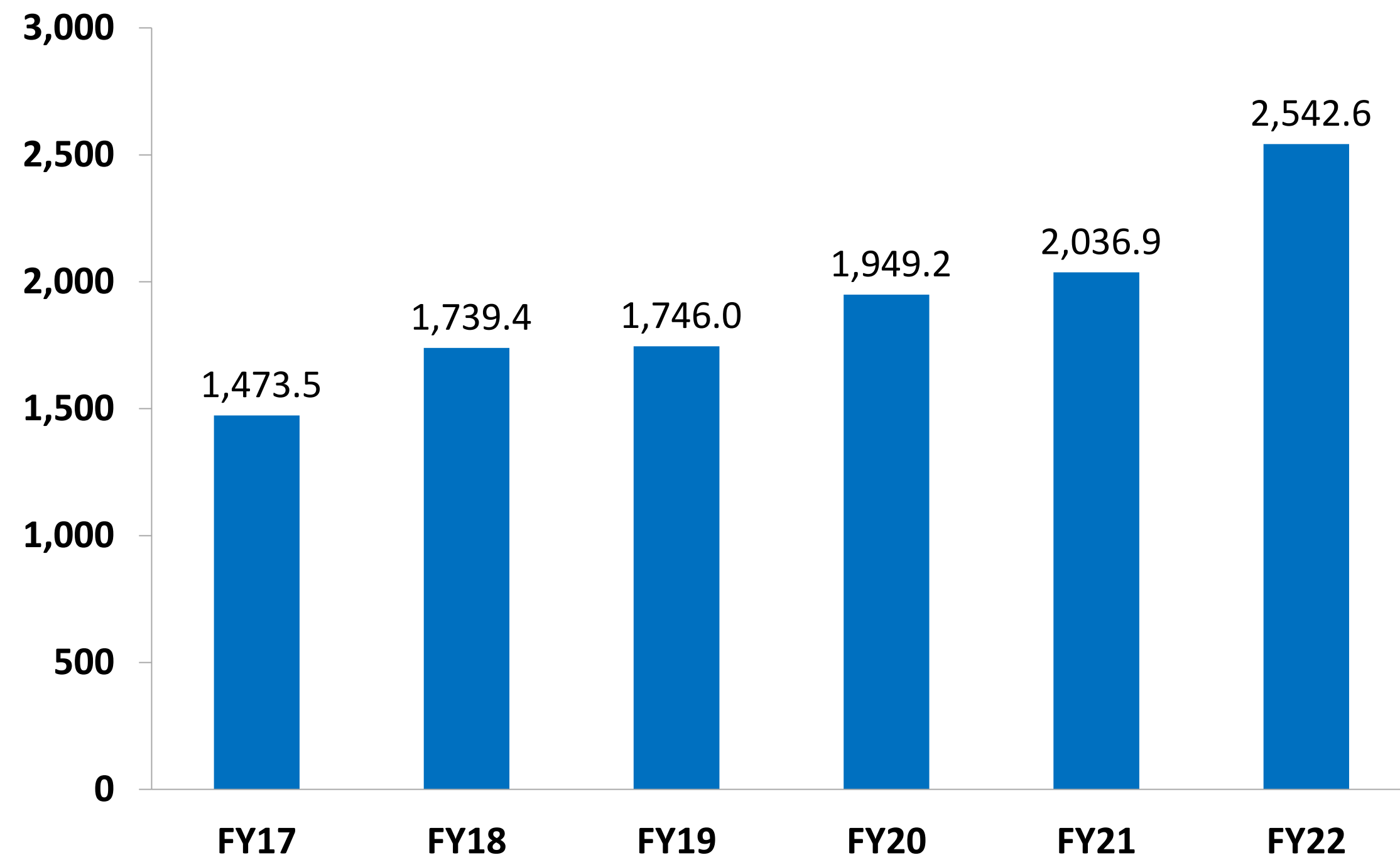
90%

Dividend per share

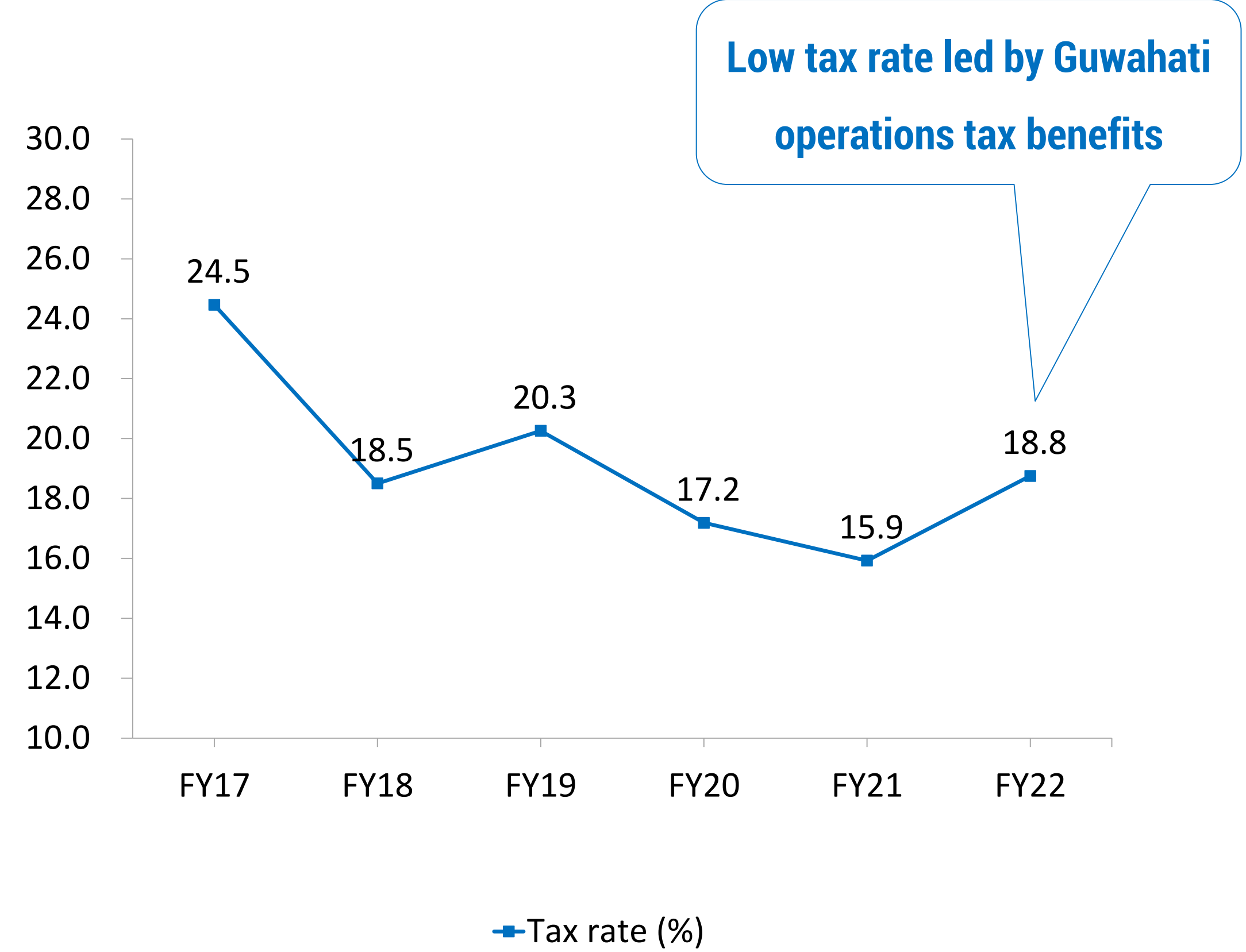
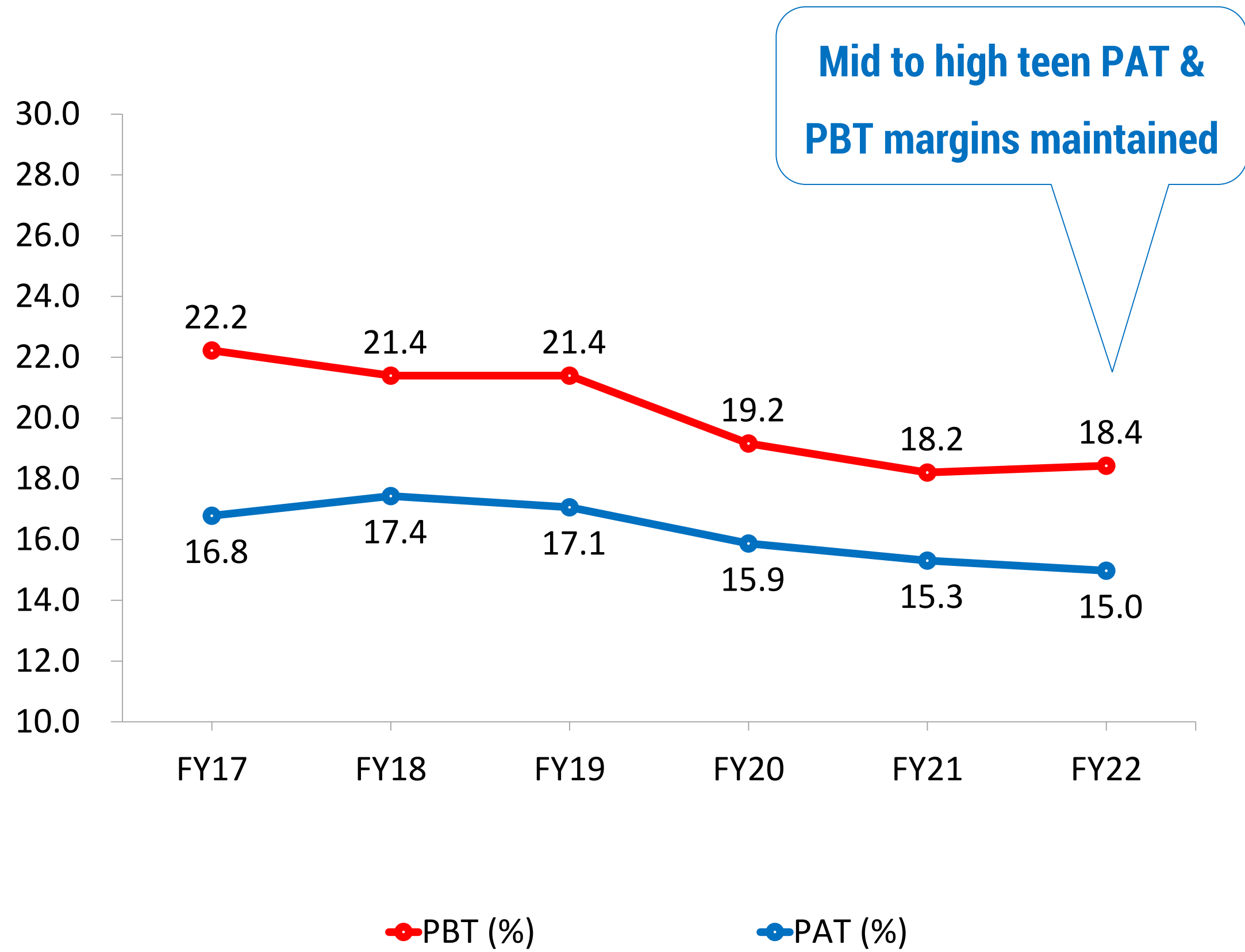
Synopsis of Annual Performance (1/2)



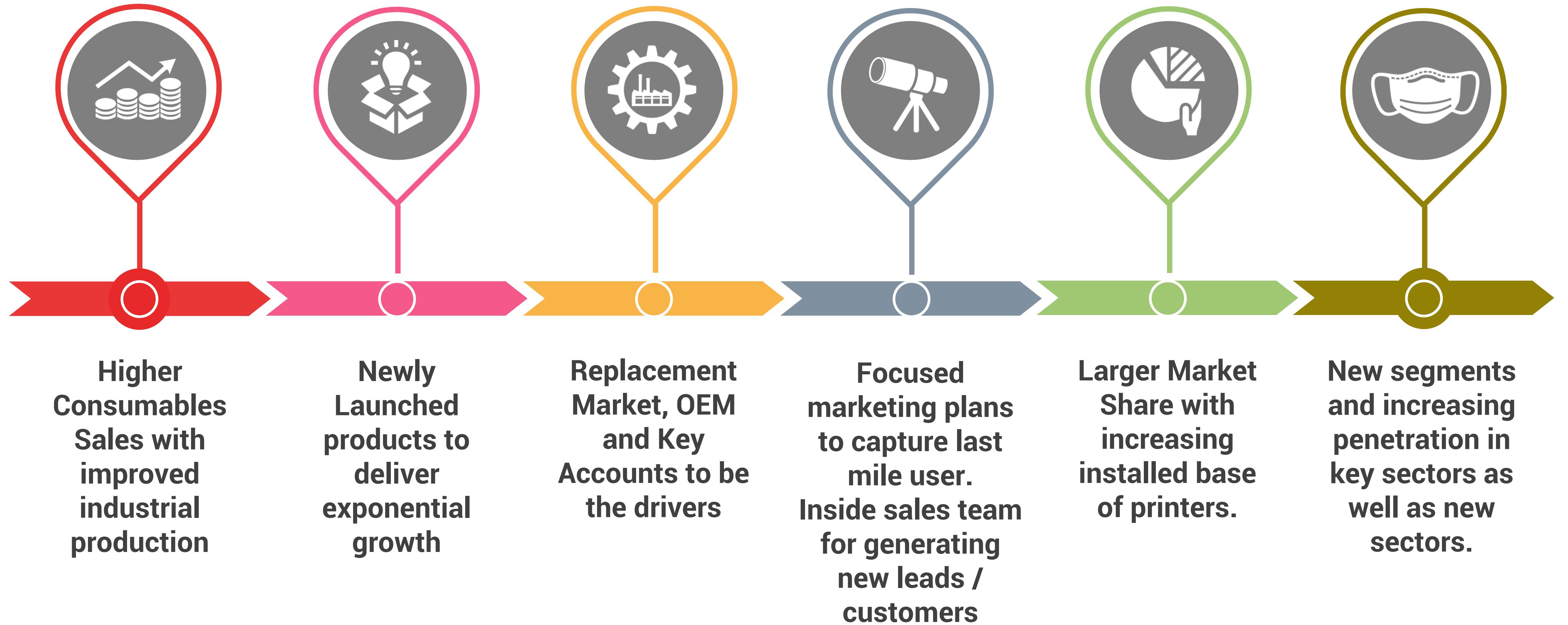
Revenue (Rs mn)



Synopsis of Annual Performance (2/2)



WAY FORWARD





THANK YOU

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