

INVESTOR PRESENTATION

Q4 & FY2023



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1 Key Notes

2 Company Overview

3 Quarterly Performance Highlights

4 Annual Performance Highlights

5 Way Forward

17000+

Installed base of printers

30+

Years of experience

300+

Field Staff

28%

Dividend Payout in FY2023

90%

Dividend paid (on FV) in FY23

~18.5%

Market share in India

1600+

Cities/towns with our presence

~2500

Pin codes served in India

Make in India

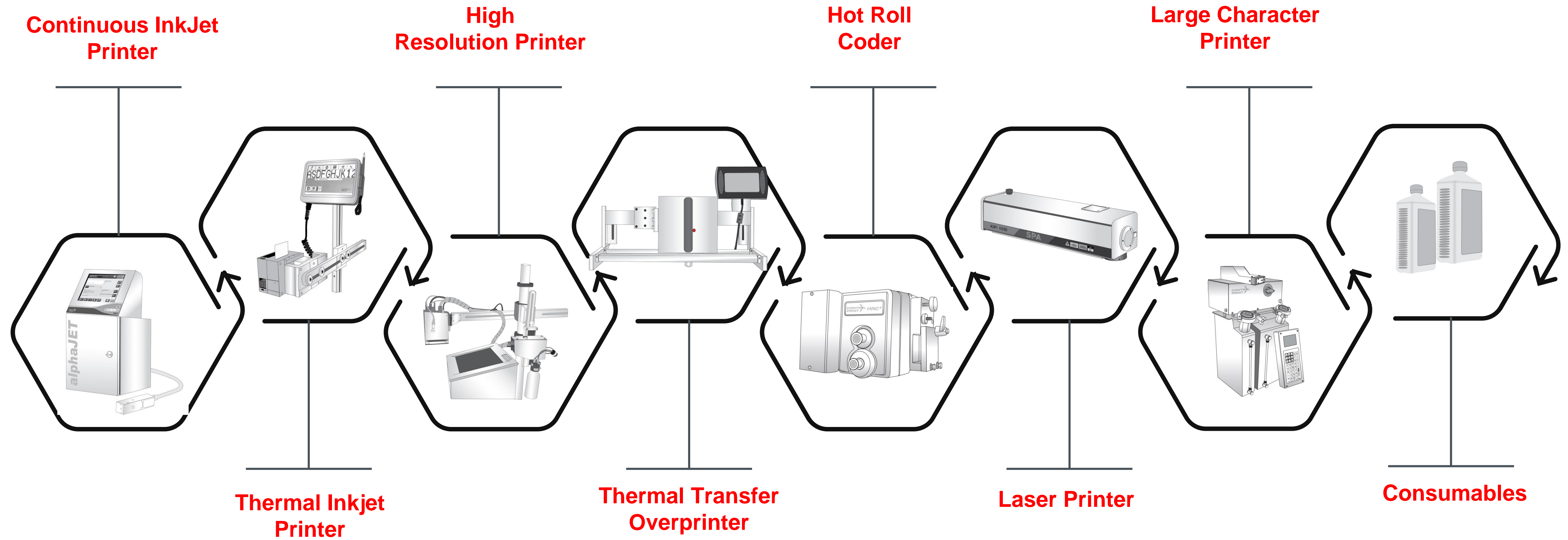
Only Coding & Marking company who manufactures in India

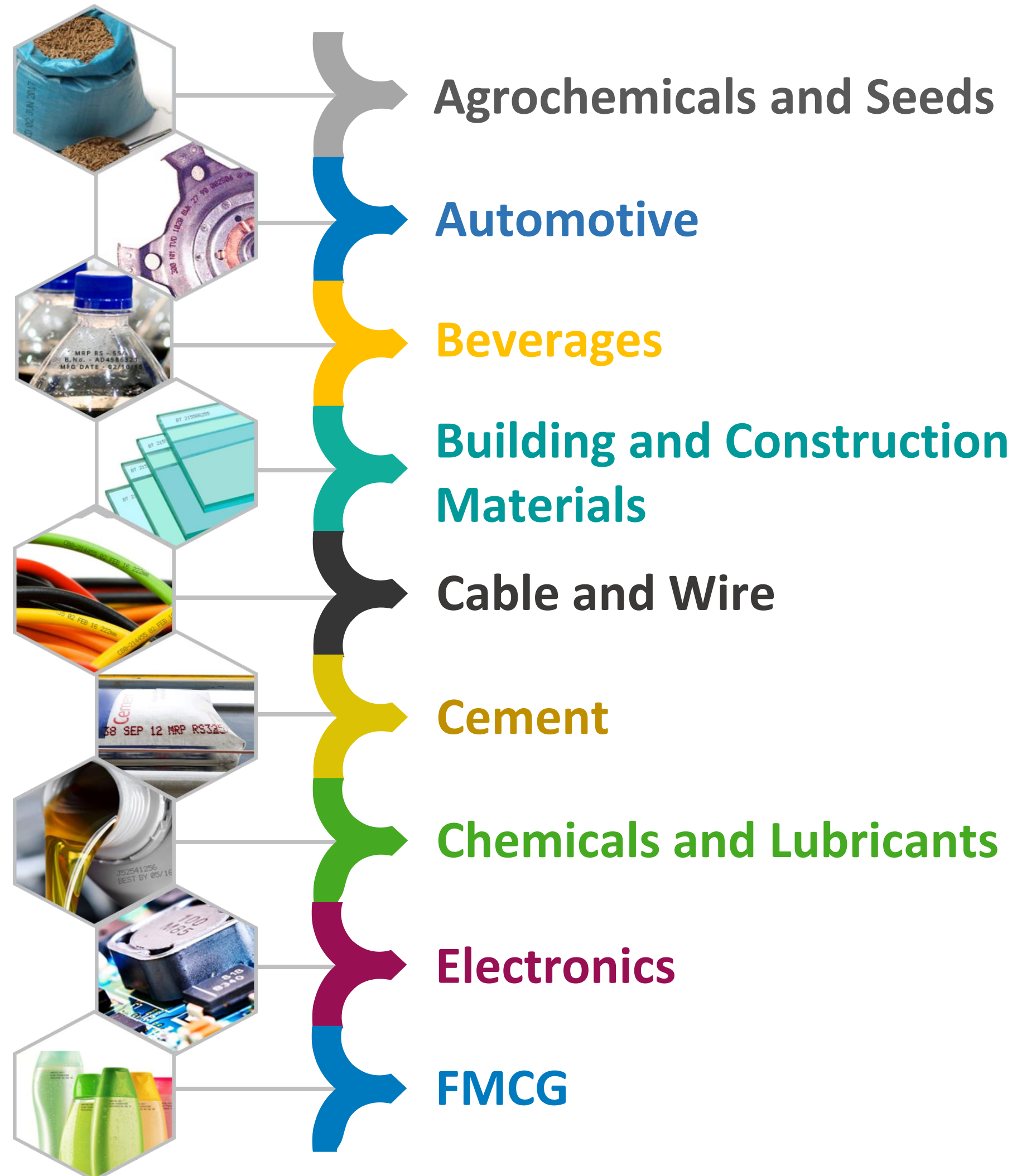
Crisil A2+

Credit Rating for Short Term

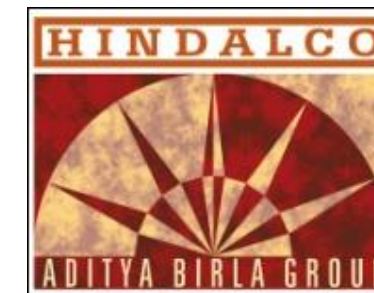
Crisil A-/Positive

Credit Rating for Long Term (Revised from Stable)





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

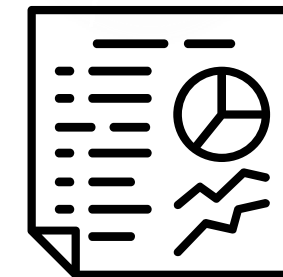
QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Quarterly threshold of Rs. 800+ mn revenue crossed during the fourth quarter.

Strongest ever performance for the quarter and the year driven by multiple product portfolio offerings to clients and ensuing consumables sales.



Profitability Analysis

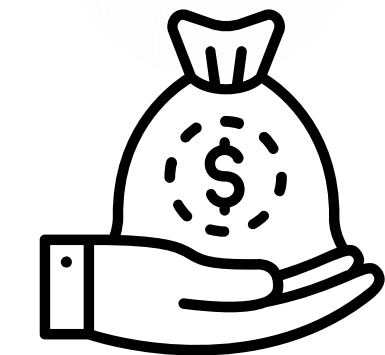
Q4FY23 EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.9% / 13% / 18.2% / 18.2% Year-on-Year.**

Consumables sales continued to be steady leading to overall EBITDA margins above 23.7% during the quarter and 25.5% for the year.

Sectoral view

Company continues to witness improvement in share of Building Products segment such as plywood, cement, laminates, pipes, cables, etc.

New products being introduced for industrial and non industrial verticals.



Positives

Working Capital witnessed improvement by days for FY23 led by better inventory management in spite of sales growth.

Installed base crosses 17,000 printers, which augurs well for growth in consumable sales.

Brief Financials for the quarter (Standalone)



Particulars (Rs mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	FY22	FY23	YoY%
Net sales	838.4	742.3	755.7	10.9	2,542.6	2914.1	14.6
Gross Profit	493.0	433.8	443.4	11.2	1,532.0	1755.0	14.6
<i>Gross margin (%)</i>	<i>58.81</i>	<i>58.44</i>	<i>58.67</i>	13 bps	<i>60.25</i>	<i>60.23</i>	-2.68 bps
EBITDA	198.8	192.0	179.3	10.9	604.3	744.9	23.3
<i>EBITDA margin (%)</i>	<i>23.71</i>	<i>25.87</i>	<i>23.72</i>	-1 bps	<i>23.77</i>	<i>25.56</i>	179.60 bps
EBIT	178.4	164.3	157.5	13.2	479.0	635.1	32.6
PBT (excl. exceptional)	174.0	159.8	154.0	12.9	468.6	622.1	32.7
PAT (excl. exceptional)	154.3	132.2	130.5	18.2	380.8	517.3	35.9
<i>PAT margin (%)</i>	<i>18.40</i>	<i>17.81</i>	<i>17.27</i>	113 bps	<i>14.97</i>	<i>17.75</i>	277.93 bps
Exceptional (loss)/gain	0.003	0.002	0.03	-	31.7	2.0	-93.7
EPS(Rs) (excl. exceptional)	9.45	8.10	7.99	18.2	23.31	31.68	35.9
Dividend (Rs per share)	Final Rs.5.0	Interim Rs.4.0	Final Rs.5.0		Total Rs.9.0	Total Rs.9.0	

Brief Financials for the quarter (Consolidated)

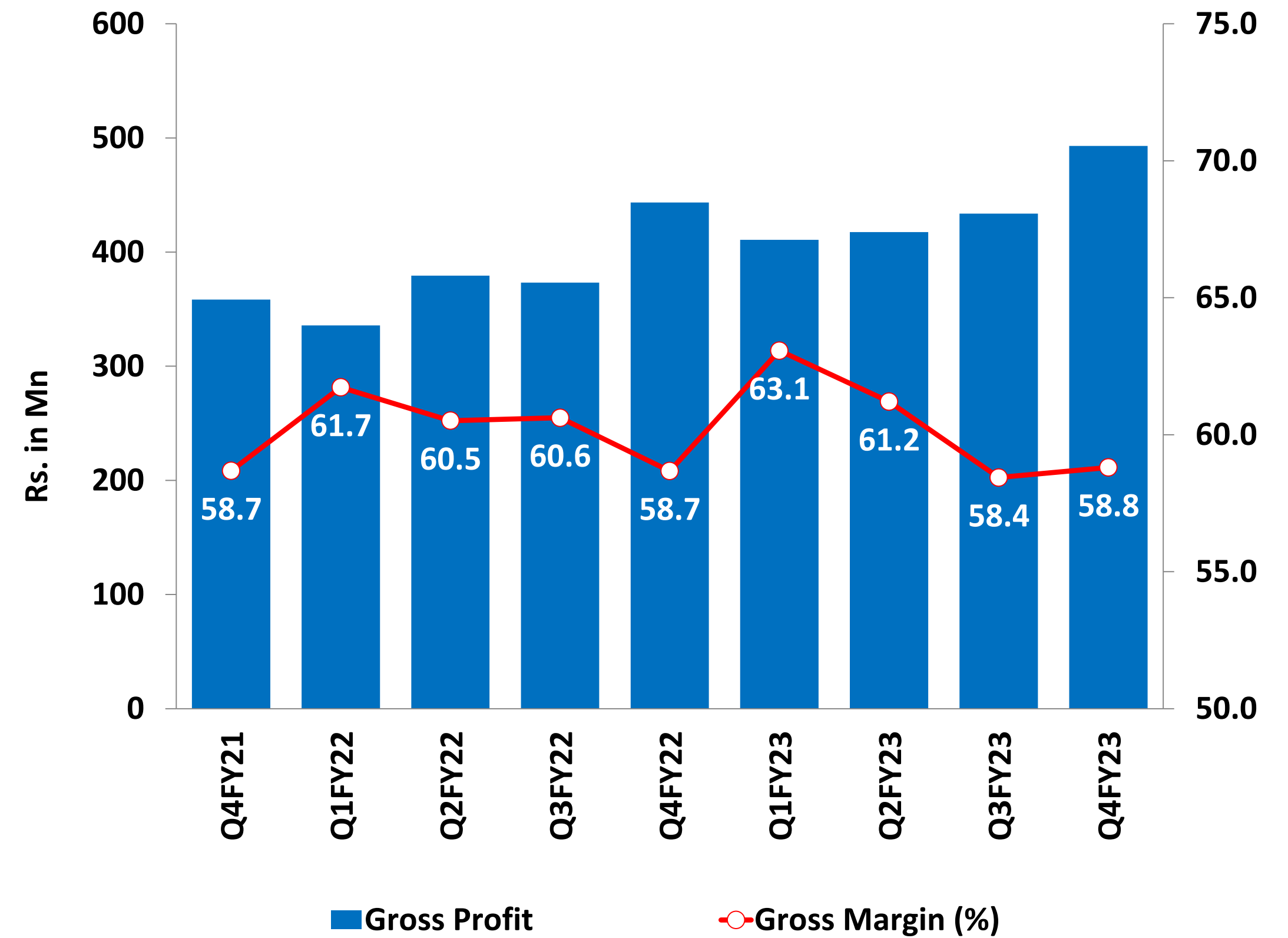
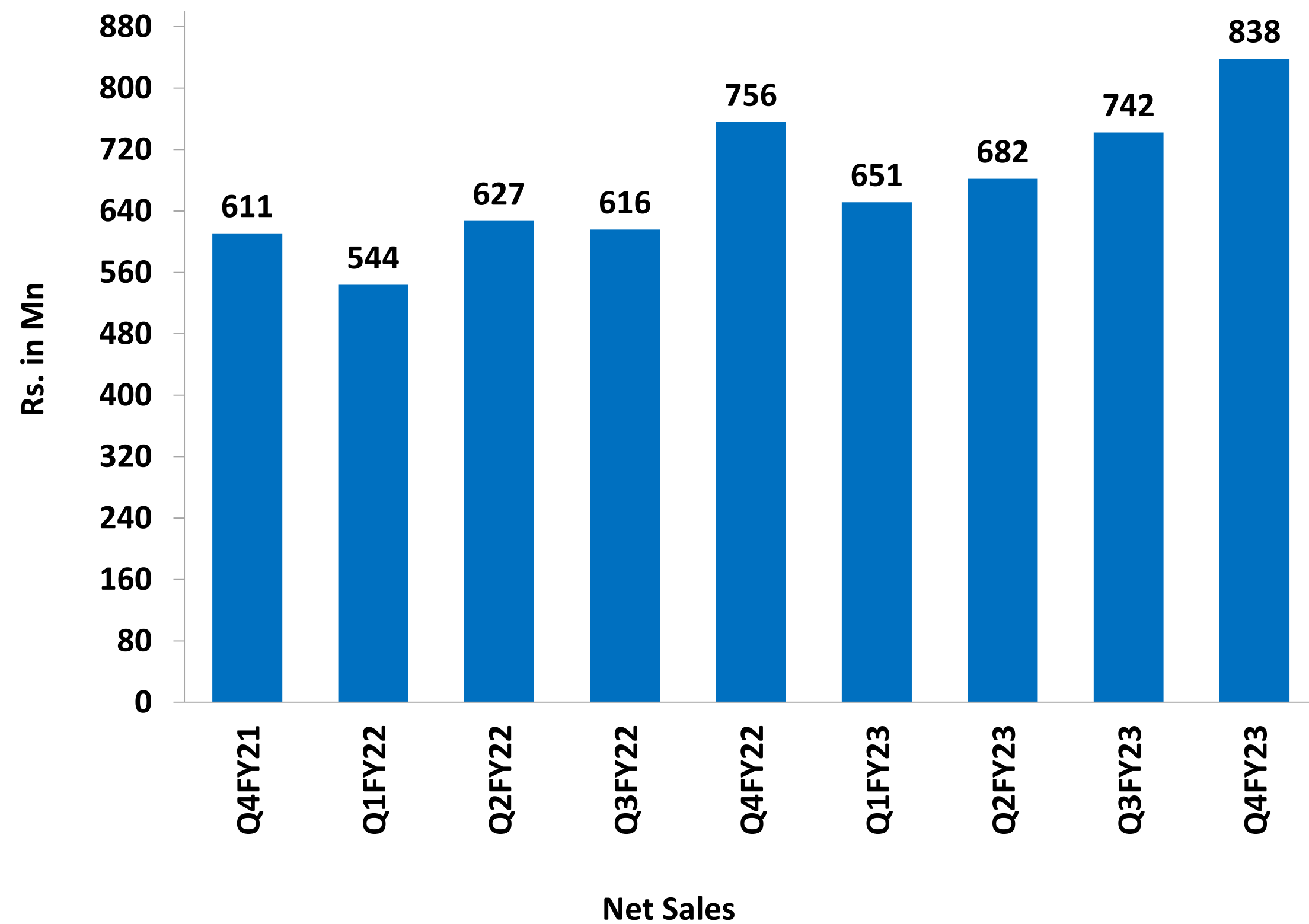


Particulars (Rs mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	FY22	FY23	YoY%
Net sales	884.8	780.5	766.7	15.4	2,562.3	3042.9	18.8
Gross Profit	522.2	456.8	443.6	17.7	1,535.86	1831.0	19.2
<i>Gross margin (%)</i>	<i>59.02</i>	<i>58.53</i>	<i>57.86</i>	116 bps	<i>59.94</i>	<i>60.17</i>	23 bps
EBITDA	209.0	195.7	171.4	21.9	593.2	760.3	28.2
<i>EBITDA margin (%)</i>	<i>23.63</i>	<i>25.07</i>	<i>22.36</i>	126 bps	<i>23.15</i>	<i>24.99</i>	184 bps
EBIT	187.1	167.1	150.2	24.5	467.9	647.9	38.5
PBT (excl. exceptional)	182.3	162.4	146.5	24.4	457.3	633.7	38.6
PAT (excl. exceptional)	160.1	134.8	122.9	30.2	369.3	526.5	42.6
<i>PAT margin (%)</i>	<i>18.10</i>	<i>17.28</i>	<i>16.03</i>	206 bps	<i>14.41</i>	<i>17.30</i>	289 bps
Exceptional (loss)/gain	-	-	0.03	-	31.7	2.0	-93.7
EPS(Rs) (excl. exceptional)	9.80	8.26	7.53	30.2	22.62	32.24	42.6
Dividend (Rs per share)	Final Rs.5.0	Interim Rs.4.0	Final Rs.5.0		Total Rs.9.0	Total Rs.9.0	

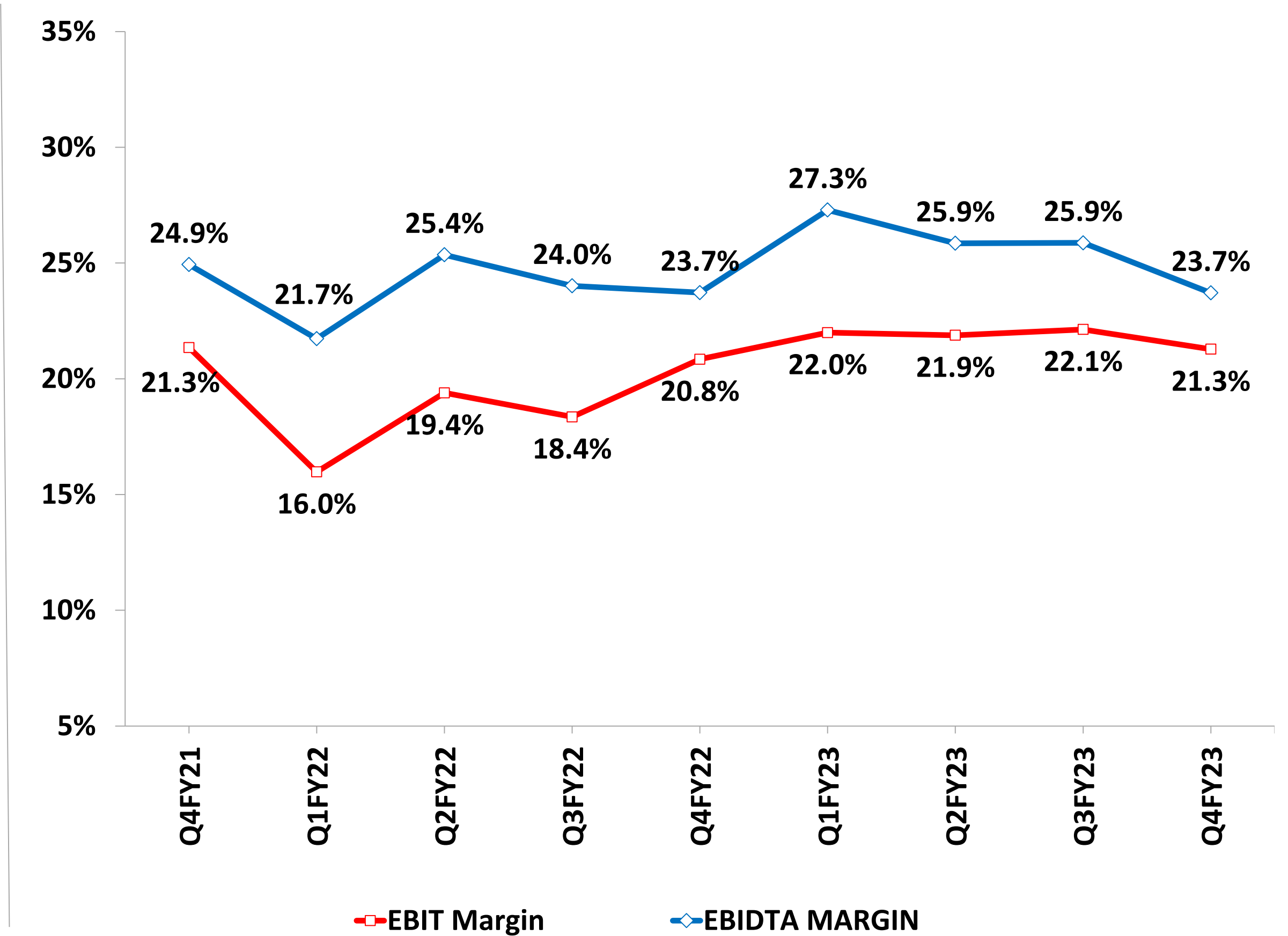
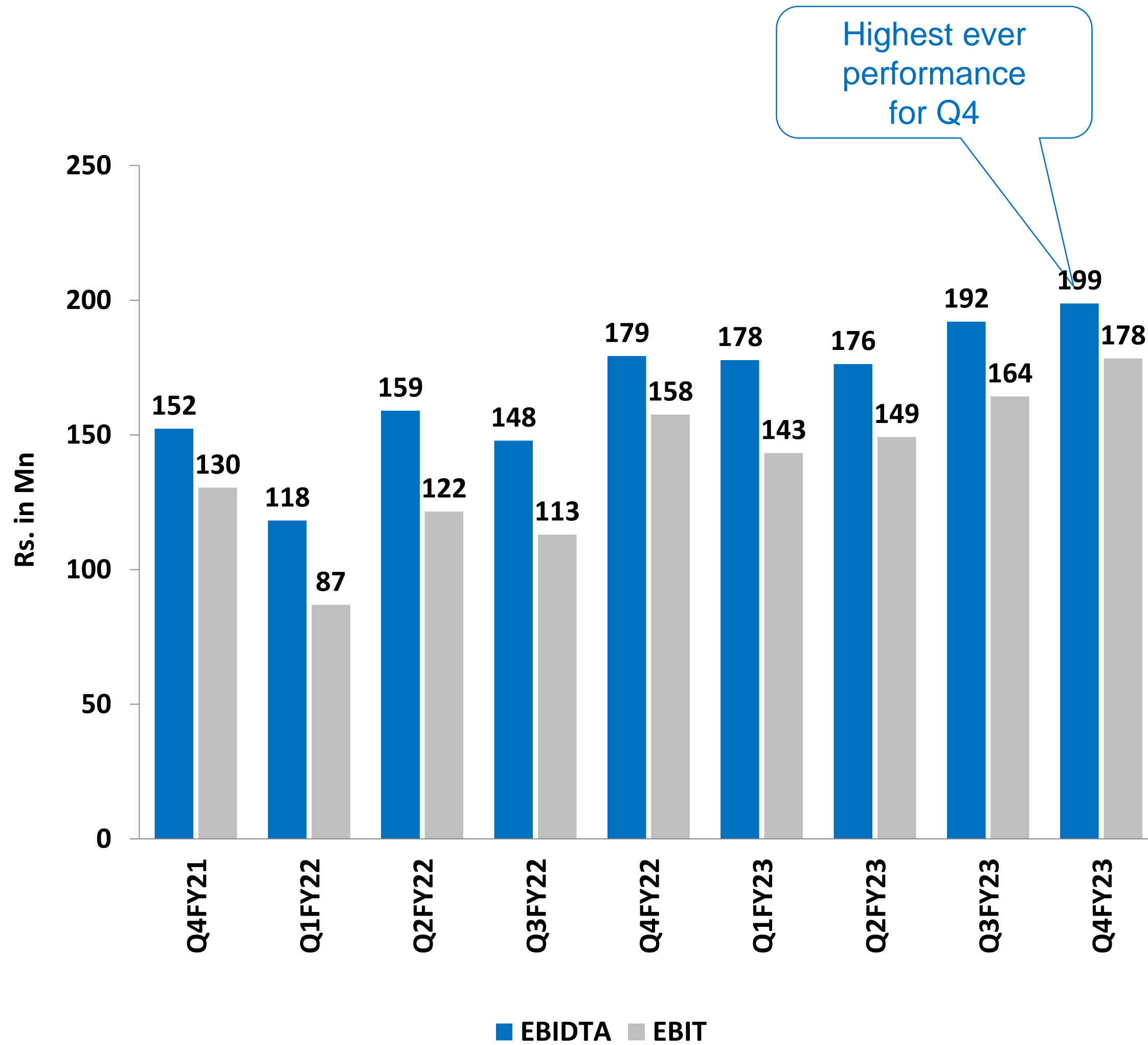
Synopsis of Quarterly Performance (1/2) (Standalone)



Highest ever Revenue for Q4



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



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**

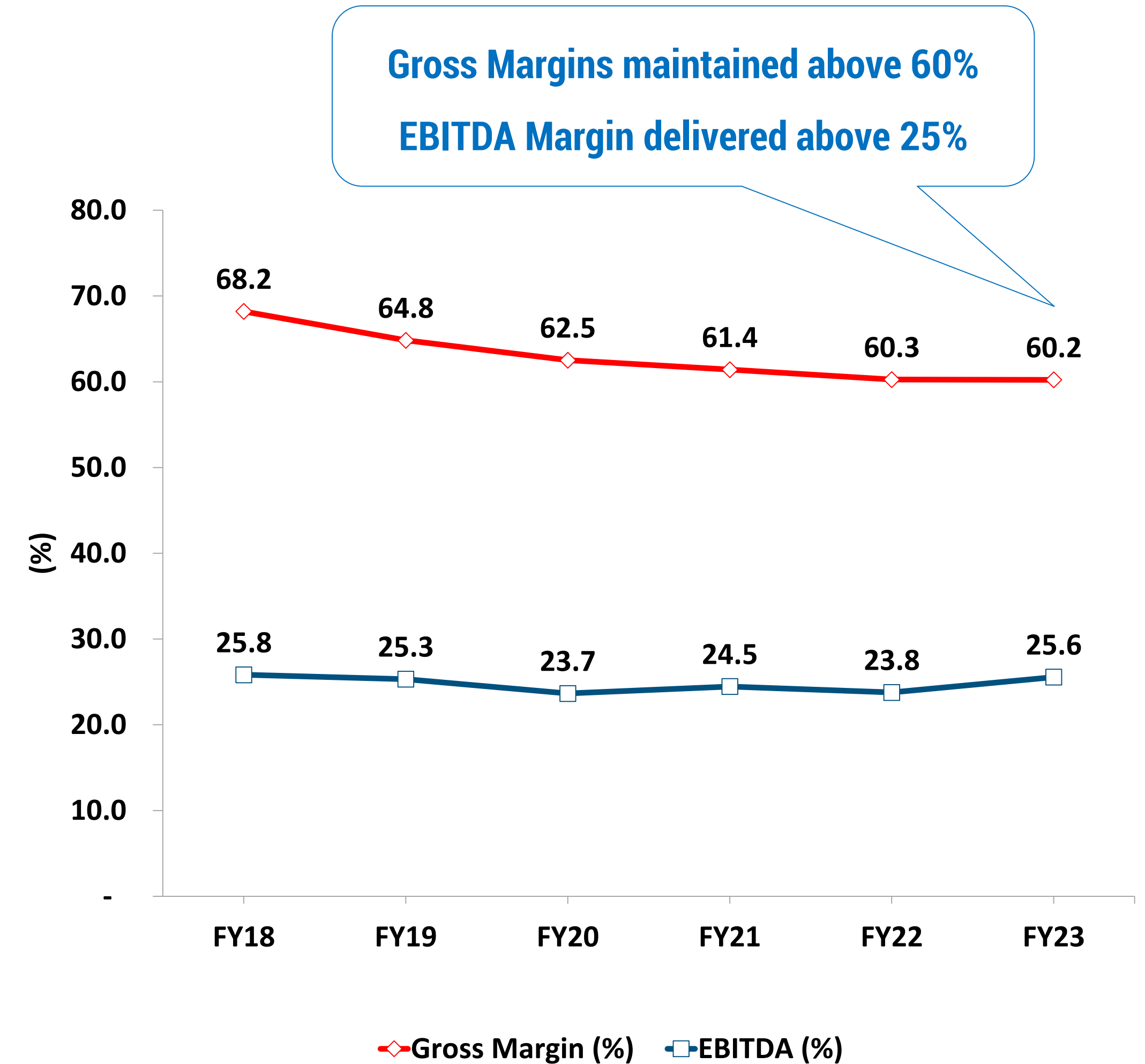
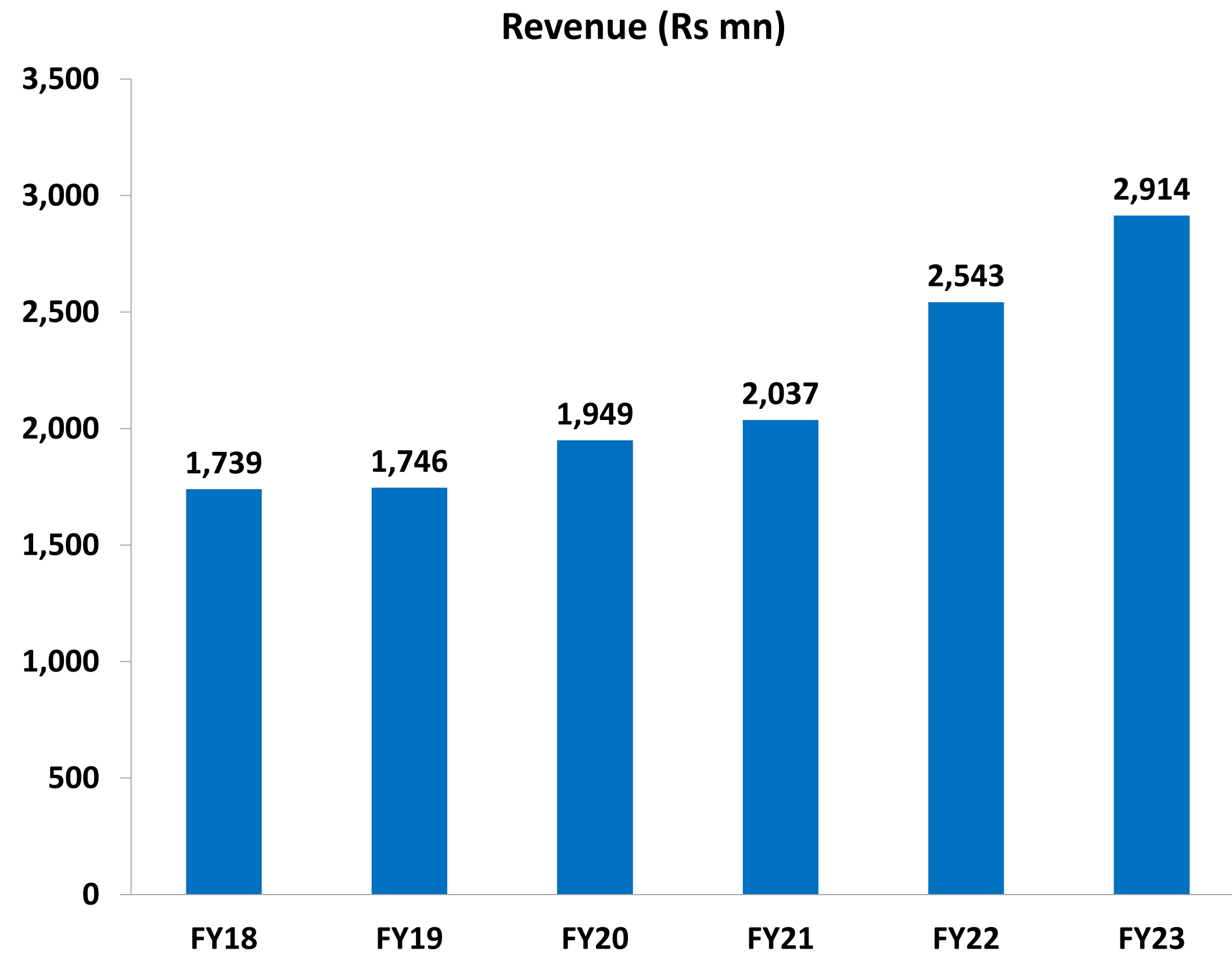
36%

EPS Growth

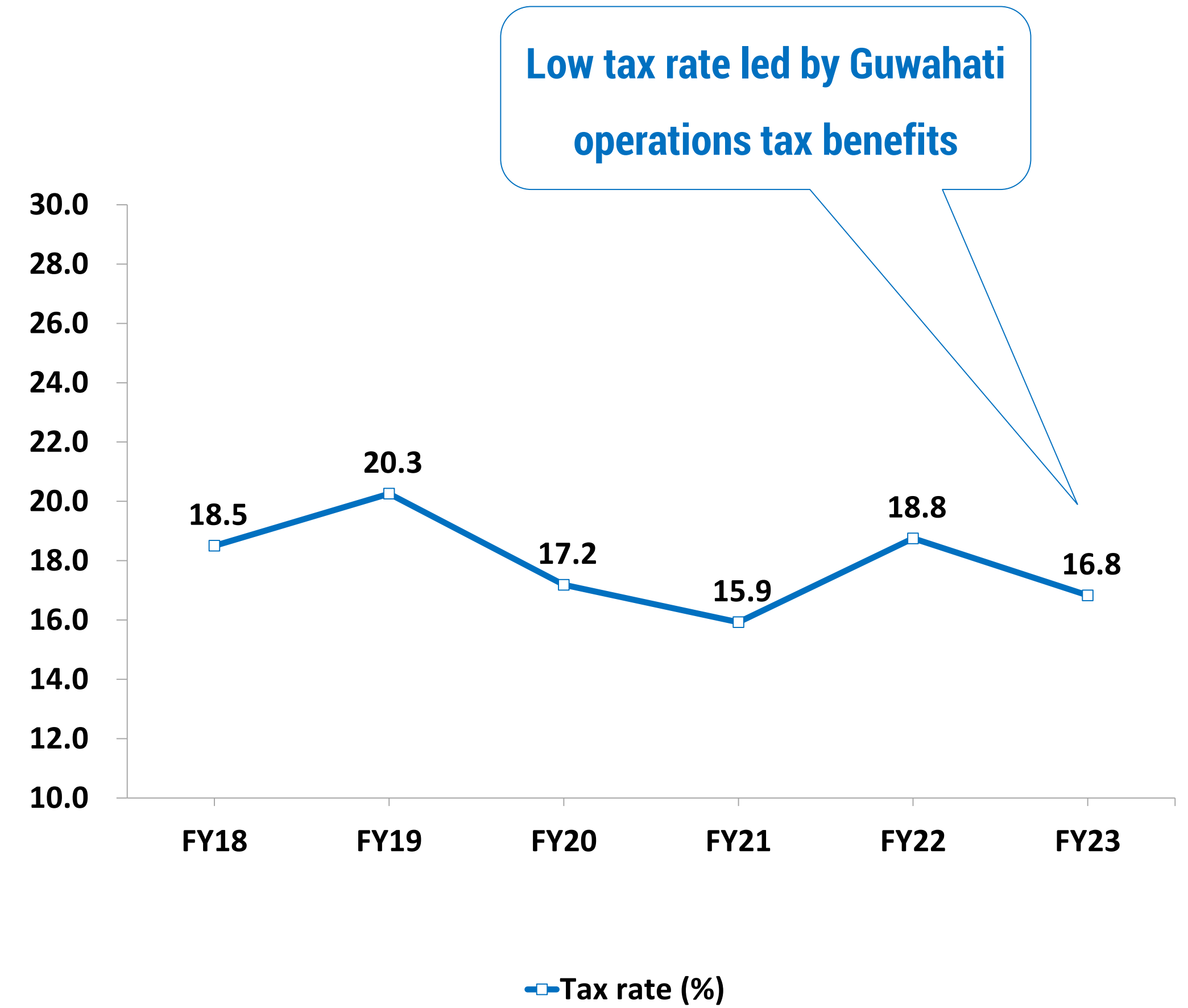
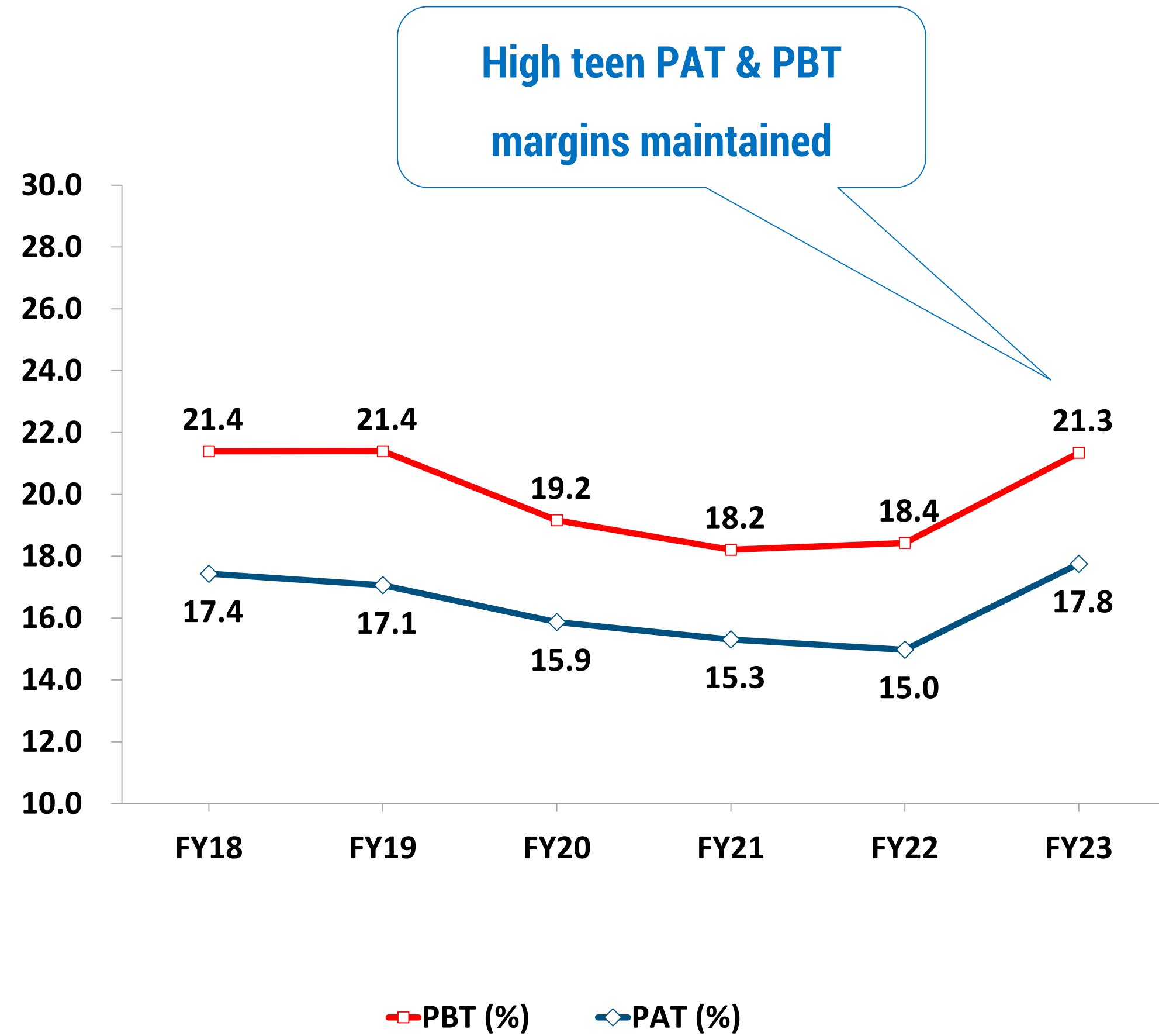
90%

**Dividend per
share**

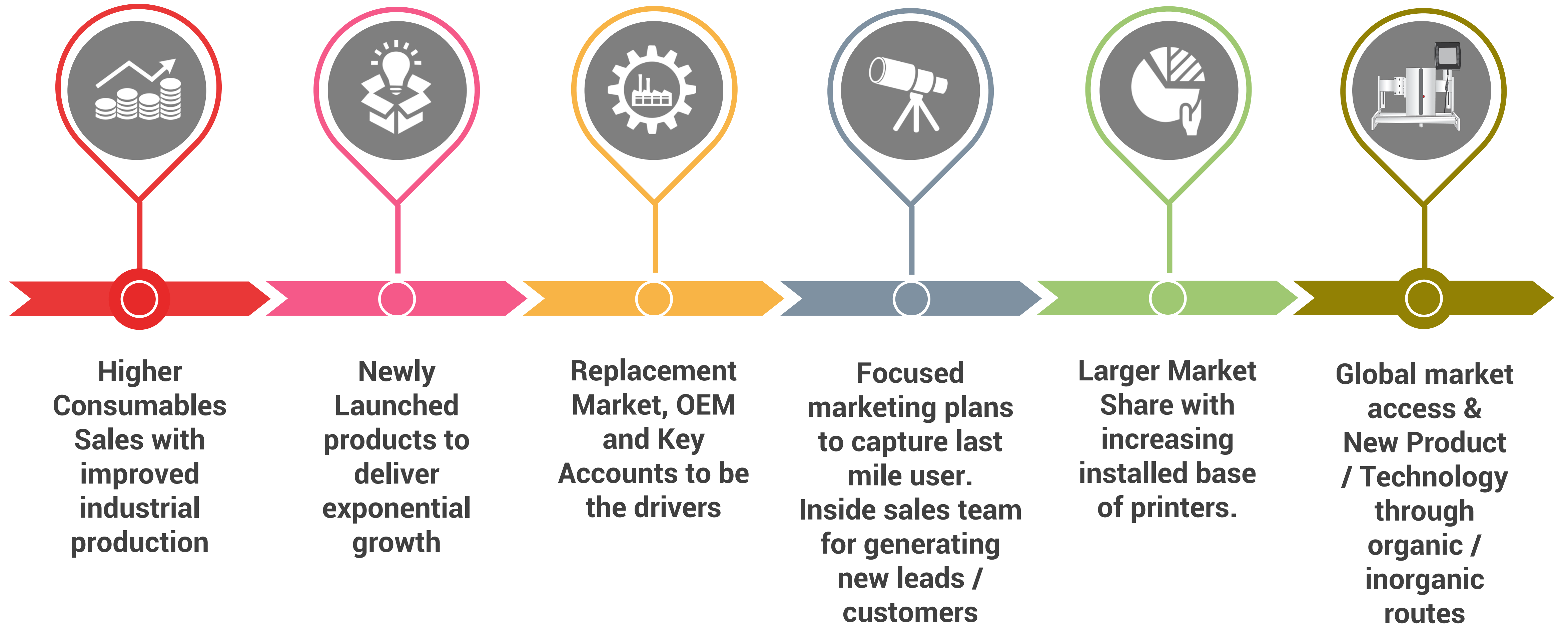
Synopsis of Annual Performance (1/2) (Standalone)



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



WAY FORWARD





THANK YOU

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