

# INVESTOR PRESENTATION

Q2 & H1FY25

FMCG



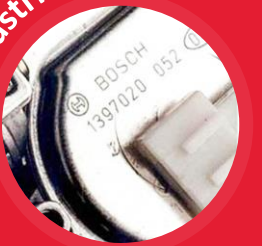
Building products



Dairy & Food Products



Industrials



Healthcare



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# CONTENTS

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- 01 Key Notes
  - 02 Company Overview
  - 03 Quarterly Performance Highlights
  - 04 Annual Performance Highlights
  - 05 Way Forward
  - 06 Corporate Structure & Acquisition history
-

01

## Key Notes



# KEY NOTES

**19,500+**

Installed base of printers

**33**

Years of experience

**350+**

Sales and Service Engineers

**26%**

Dividend payout (FY24)

+

**9.57%**

Buyback payout (FY24)  
(% of paid-up share capital)

**Rs.9 (90%)**

Dividend paid (on FV)  
(FY24)

+

**27 Cr**

Buyback payout (FY24)

**~19%**

Market share in India

**1700+**

Cities/towns with our presence

**2700+**

Pin codes served in India

**Make in India**

Only Coding & Marking company who manufactures in India

**Crisil A1**

Credit Rating for Short Term

**Crisil A /Stable**

Credit Rating for Long Term



# 02

## Company Overview



# PRODUCTS



Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



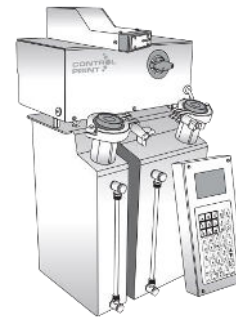
Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer



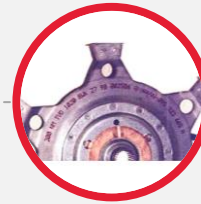
Consumables



# INDUSTRIES WE SERVE



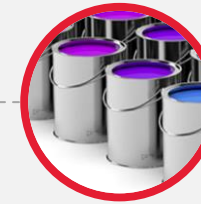
Agrochemicals  
and Seeds



Automotive



Beverages



Building and  
Construction Materials



Cable and  
Wire



Food



FMCG



Electronics



Chemicals and  
Lubricants



Cement



Healthcare



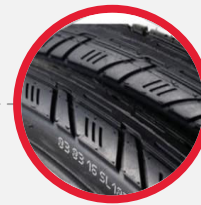
Packaging and  
Packaging Materials



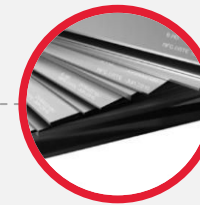
Plywood



Pipes and  
Extruded Plastics



Rubber and  
Tyres



Steel and  
Metal



Textiles

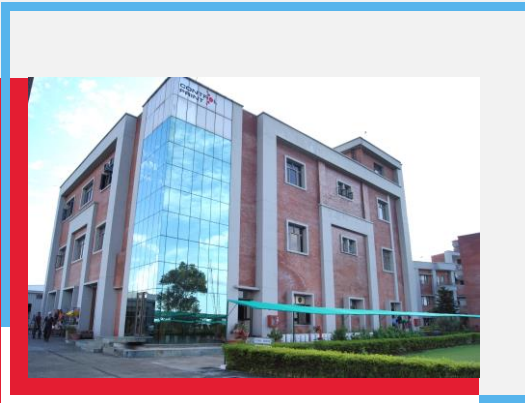


# KEY CLIENTS: INDIA



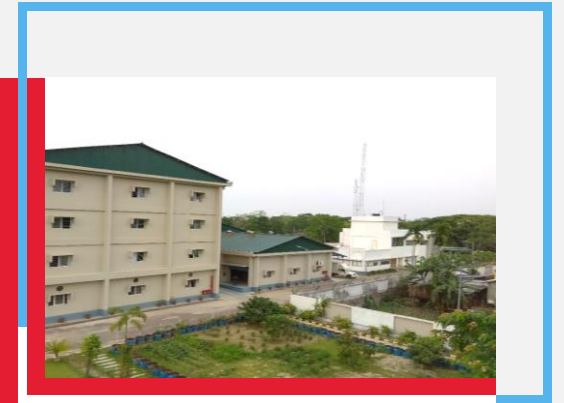
# INFRASTRUCTURE

## 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

# 03

## QUARTER PERFORMANCE HIGHLIGHTS



# QUARTER PERFORMANCE HIGHLIGHTS (Standalone)

## Revenue Growth

**Highest ever Q2 Revenue of Rs. 931.4 mn** - thereby continuing to focus on growth across the business and supported by growing eventual share of consumable sales during the quarter.

## Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional)

**grew 7.3% / 11.6% / 15.5% / 17.5% YoY respectively**

## Positives

Installed base continues to be >19,500 printers, aiding growth in consumable sales.

Sales teams aligned to focus on sectoral / product verticals leading to improvement in share of business with key customers / sectors.

## Sectoral view

Pipes, Food, Cable & Wire, Dairy, Steel & Metal & Wood continued to see consolidation of market share,

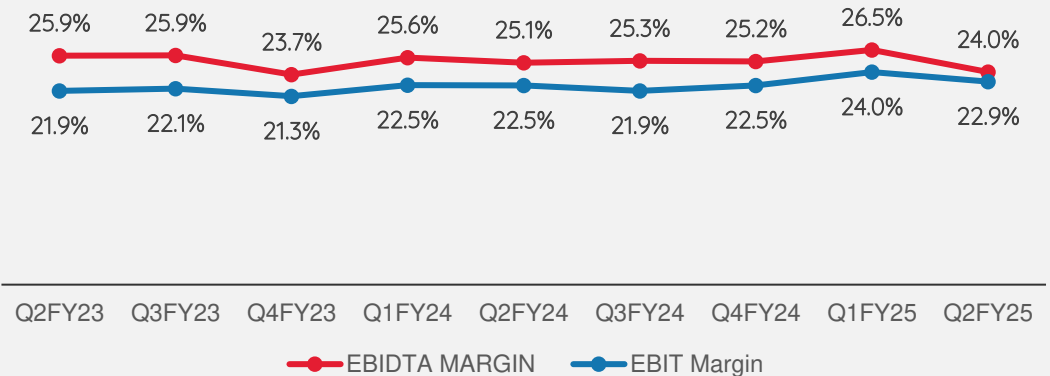
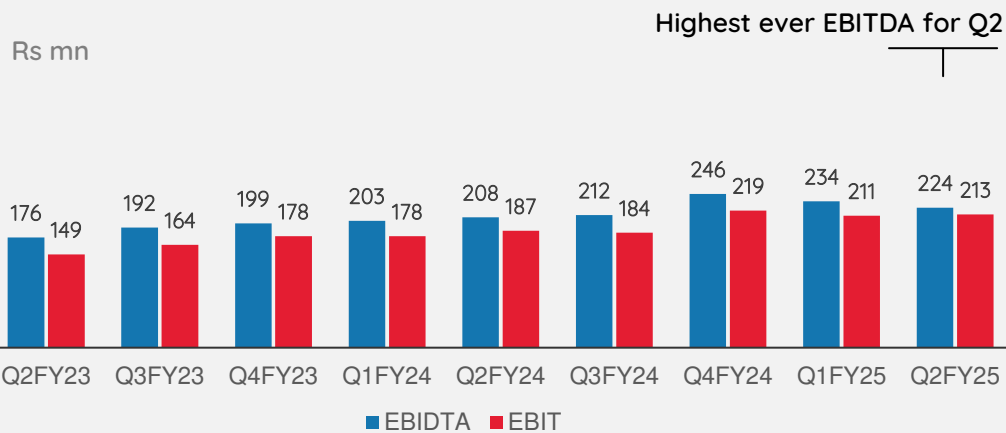
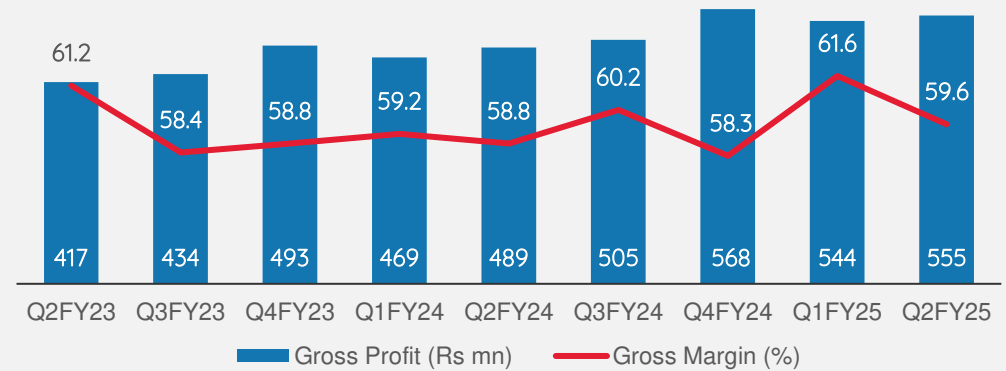
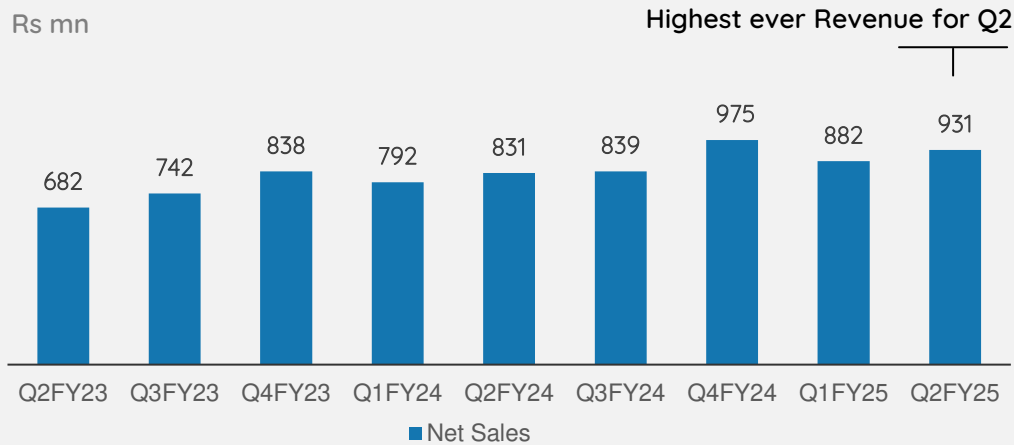
Dairy, Sugar, Plywood & Cement continue to witness good traction for our printers and consumables.

# BRIEF FINANCIALS FOR THE QUARTER (Standalone)

Particulars (Rs mn)	Q2FY25	Q1FY25	Q2FY24	YoY%	H1FY25	H1FY24	YoY%
Net sales	931.4	882.1	831.0	12.1	1,813.6	1,622.7	11.8
Gross Profit	555.4	543.8	488.7	13.7	1,099.2	957.4	14.8
Gross margin (%)	59.63	61.65	58.80	83.0 bps	60.61	59.00	161.4 bps
EBITDA	223.5	234.1	208.3	7.3	457.6	411.3	11.3
EBITDA margin (%)	23.99	26.54	25.07	- 107 bps	25.23	25.34	- 11 bps
EBIT	213.4	211.4	186.8	14.2	424.8	365.1	16.4
PBT (excl. exceptional)	205.4	203.6	184.1	11.6	409.0	360.5	13.5
PBT margin (%)	22.05	23.09	22.15	- 10 bps	22.55	22.22	34 bps
PAT (excl. exceptional)	168.0	162.0	145.4	15.5	330.0	286.8	15.0
PAT margin (%)	18.03	18.37	17.50	54 bps	18.19	17.68	52 bps
Reported EPS(Rs)*	10.50	10.13	8.94	17.45	20.63	17.60	17.2

\*Weighted Average (Adjusted for Buyback)

# SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)



# 04

## ANNUAL PERFORMANCE HIGHLIGHTS





# ANNUAL PROFIT & LOSS STATEMENT (Standalone)

Particulars (Rs mn)	FY20	FY21	FY22	FY23	FY24
Net sales	1,949.2	2036.9	2,542.6	2914.1	<b>3,436.6</b>
Gross Profit	1218.5	1251.0	1,532.03	1755.03	<b>2,030.8</b>
Gross margin (%)	62.51	61.42	60.25	60.23	<b>59.09</b>
EBITDA	461.0	498.2	604.3	744.9	<b>869.0</b>
EBITDA margin (%)	23.65	24.46	23.77	25.56	<b>25.29</b>
EBIT	382.1	383.0	479.0	635.1	<b>768.2</b>
PBT (excl. exceptional)	373.5	370.9	468.6	622.1	<b>751.9</b>
PAT (excl. exceptional)	309.3	311.8	380.8	517.3	<b>555.5</b>
PAT margin (%)	15.87	15.3	14.97	17.75	<b>16.16</b>
Exceptional (loss)/gain	(42.9)	(17.9)	31.7	2.0	- 0.62
<b>EPS(Rs) (excl. exceptional)</b>	13.7	19.09	23.31	31.68	<b>34.73</b>
EPS(Rs)	16.3	18.00	25.25	31.80	<b>34.44</b>
Dividend per Share (Rs.)	8.0	8.5	9.0	9.0	<b>9.0</b>

**Rs.3437 mn**  
Revenue

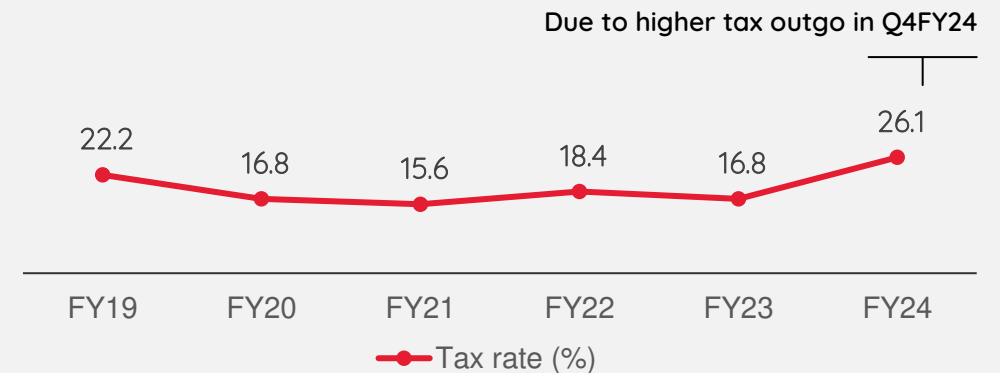
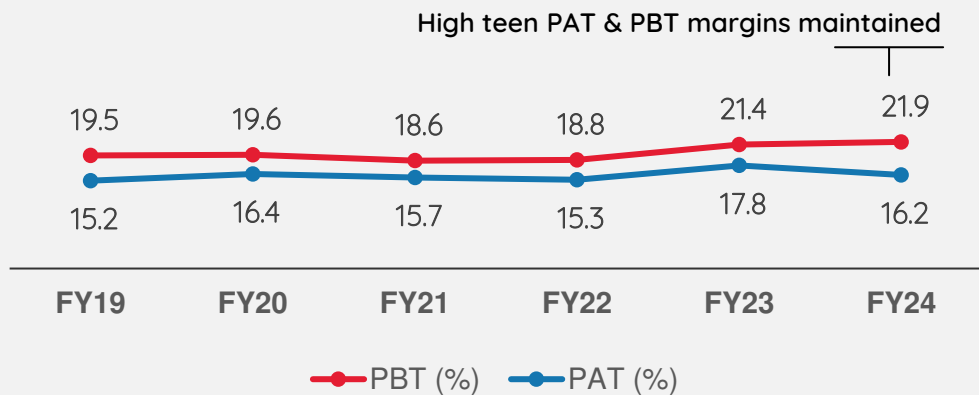
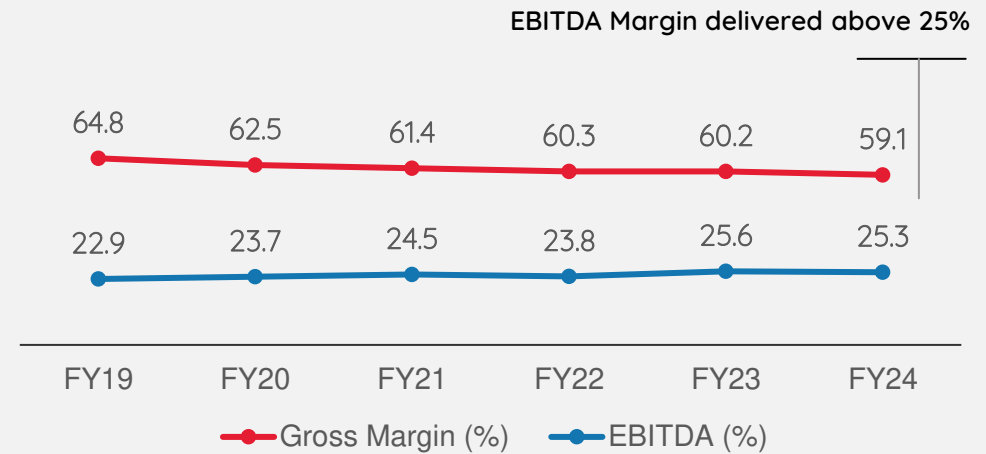
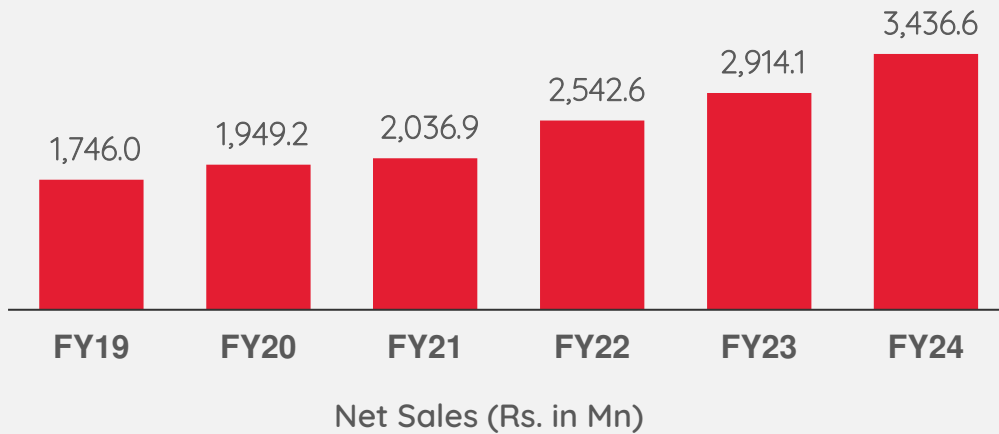
**~60%**  
Gross Margin sustained

**21%**  
PBT Growth

**90%**  
Dividend per share

\* Calculated on standalone net profit including exceptional; Rounded off

# Synopsis of Annual Performance (Standalone)

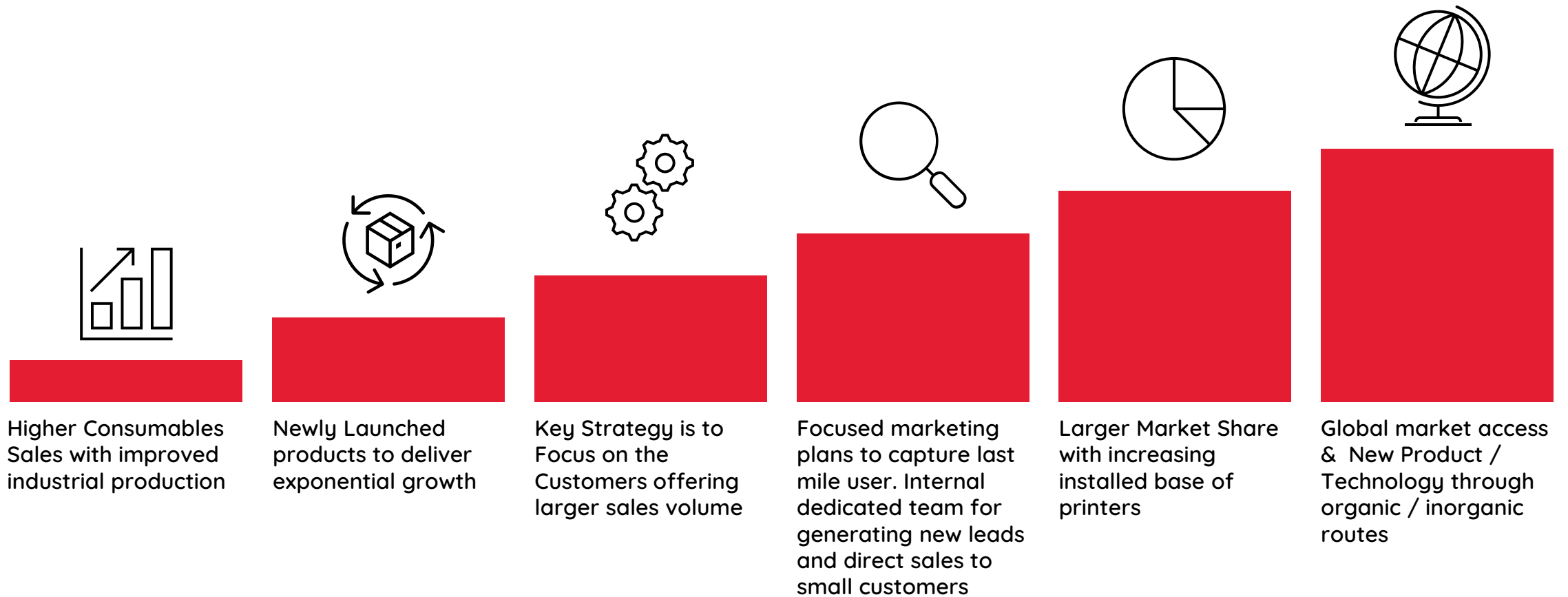


05

WAY FORWARD



# Way Forward

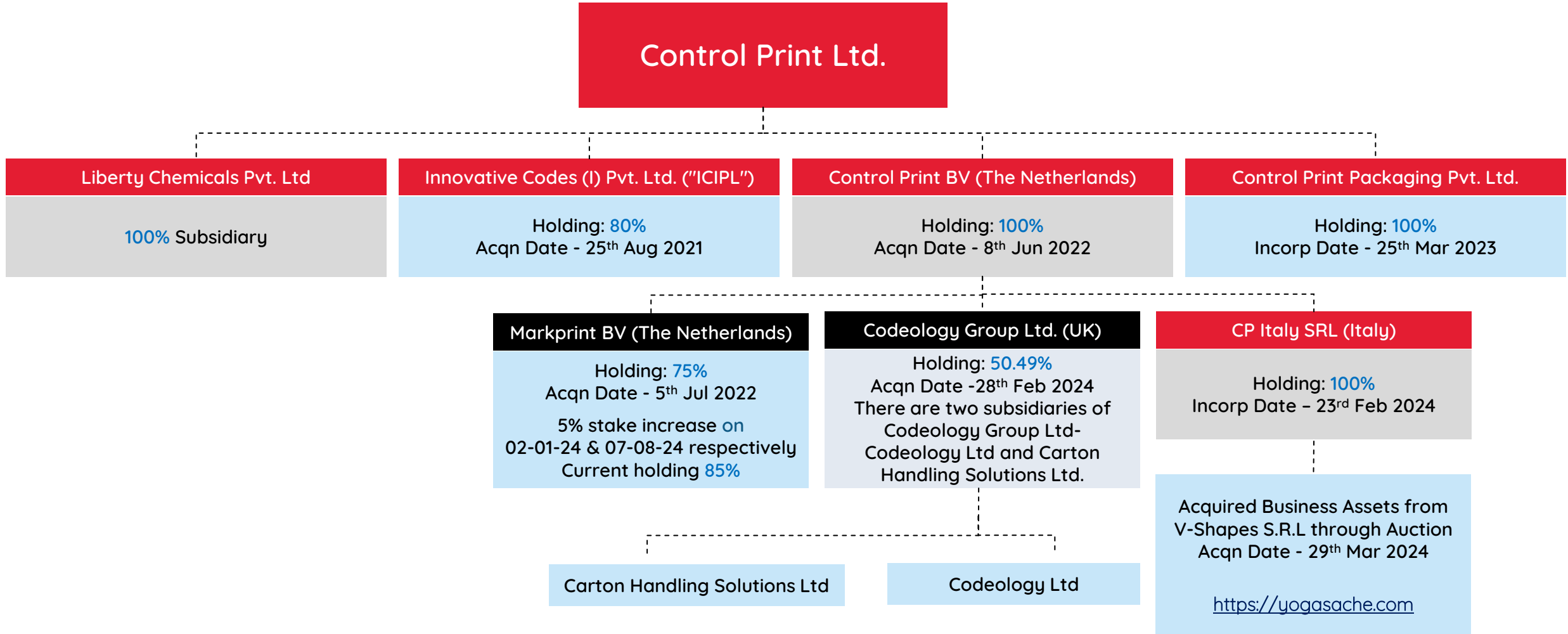


# 06

## CORPORATE STRUCTURE & ACQUISITION HISTORY



# CURRENT STRUCTURE



# PAST ACQUISITIONS / JOINT VENTURES

1<sup>st</sup> Apr 2011

**Liberty Chemicals Pvt. Ltd**

Manufacturer of Polymer Additives Range for PVC, Polyolefins, Engineering Plastics and Synthetic Rubbers.

100% Subsidiary

25<sup>th</sup> Aug 2021

**Innovative Codes (I) Pvt. Ltd. ("ICIPL")**

Ink-jet printing machines, components, sub-assemblies, spare parts, after sales service and consumable

80% Subsidiary

8<sup>th</sup> Jun 2022

**Control Print BV (The Netherlands)**

100% Subsidiary

5<sup>th</sup> Jul 2022

**Markprint BV (The Netherlands)**

<https://markprint.nl>

Assembling High Resolution printers with CMYK technology,, components, consumable and services related to the coding and marking industry

75% Subsidiary

8<sup>th</sup> Dec 2022

Executed a Joint Venture Agreement with V-Shapes S.r.l for packaging sector

Joint Venture

25<sup>th</sup> Mar 2023

**Control Print Packaging Pvt. Ltd.**

Manufacturing of Packaging Machines and Packaging Material

100% Subsidiary





# RECENT ACQUISITIONS / STAKE INCREASE

## Control Print BV (The Netherlands)

2<sup>nd</sup> Jan 2024

**Markprint BV (The Netherlands)**  
Increased Stake from 75% to 80%

75% ▶ 80%

Subsidiary

28<sup>th</sup> Feb 2024

**Codeology Group Ltd – Based in UK**  
<https://www.codeology.com>  
Large character inkjet printers, outer case print  
and apply label printers and end-of-line  
automation systems

50.49% Subsidiary

23<sup>rd</sup> Feb 2024

**CP Italy SRL (Italy)**  
Development, production and marketing of  
innovative products with high technological value.  
Acquired Land & Building, Plant & Machinery,  
Inventory and Intellectual Property Rights etc from  
V-Shapes S.R.L on 29th Mar 2024

100% Subsidiary

More about the product & technology:  
<https://uogasache.com>

7<sup>th</sup> Aug 2024

**Markprint BV (The Netherlands)**  
Increased Stake from 80% to 85%

80% ▶ 85%

Subsidiary

# Yoga Saché

- State-of-the-art packaging machinery for single-dose sachets in India.
- Precision filling within 0.5% depending on the type of product.
- Most efficient choice for different types of liquid or viscous products
- Adaptable For any sector: pharmaceuticals, cosmetics, foods, chemicals



## The Alpha packaging machine

- Compact modular system
- Touchscreen 10.4" (HMI)
- Integrated design for the industry 4.0
- Filling volumes from 0.2 to 40 ml.
- Avg Production Up to 18,000 unit/hr
- Easy Change of settings In <30 minutes



## The automatic packaging machine Twin Prime

- For special single-serve Yoga Saché packets
- Reduced dimensions and compact modular system
- Touchscreen 7" (HMI)
- Integrated management of production recipes
- PLC automation technology: Siemens S7 1500TF
- Filling volumes from 0.5 to 30 ml.
- Average Production Up to 2,100 unit/hr
- Easy change of settings In < 15 minutes



Packing two different products separately in a single sachet and dispensing them together



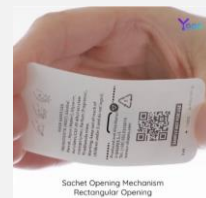
Complementing your perfect, tasty and nutritious meal



Single-Portion Toothpaste Sachet, The future of dental care in the Hotel Industry



Single Portion Sachets for your favourite squash



Sachet Opening Mechanism Rectangular Opening

Click Images to view Product Usage Video

# THANK YOU!

Jaideep Barve  
Chief Financial Officer

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