

INVESTOR PRESENTATION

Q2 & H1 FY2022



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1 Company
Overview

2 Key notes

3 Quarterly
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Highlights

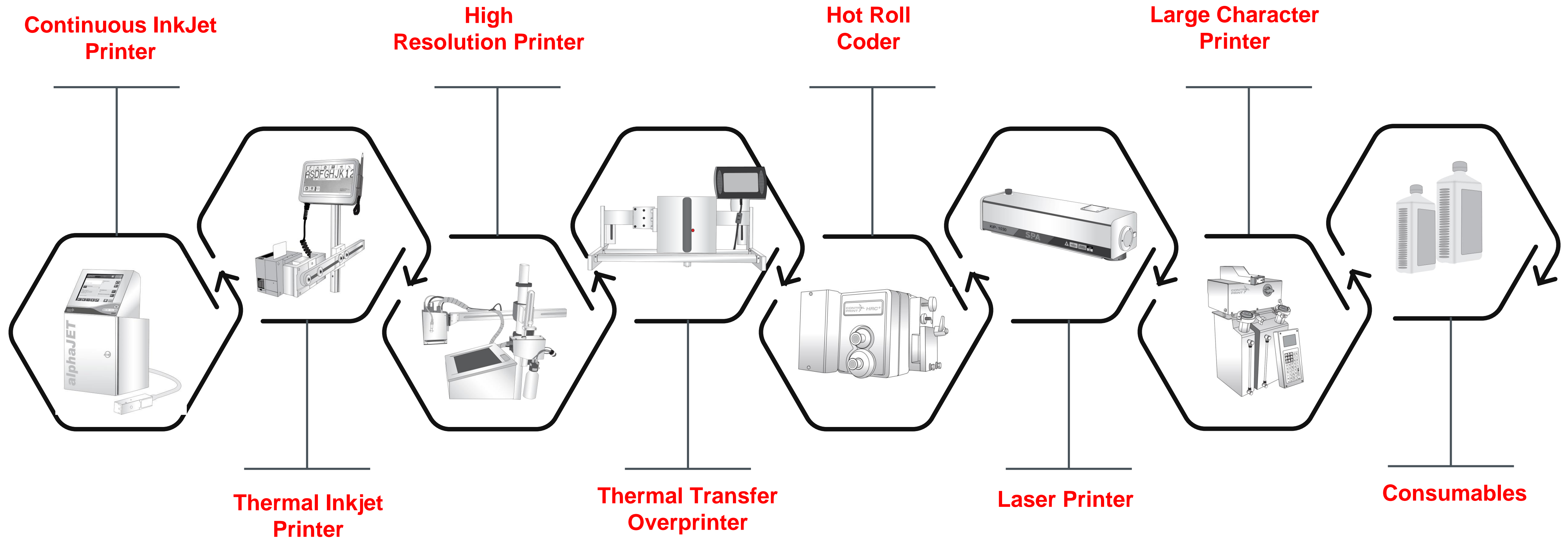
5 Way
Forward

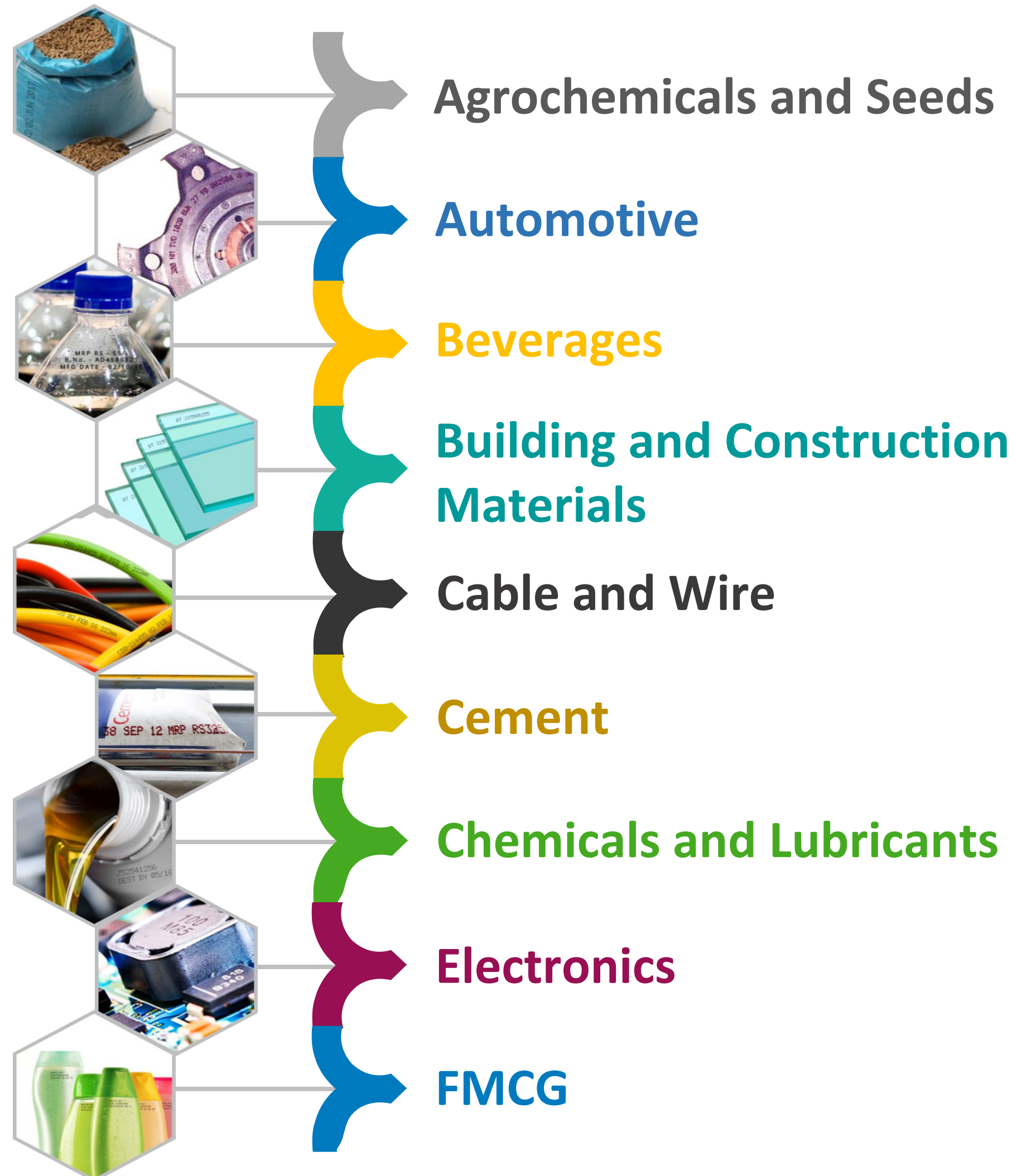
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

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

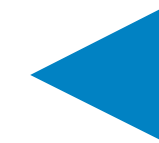


GUWAHATI FACTORY

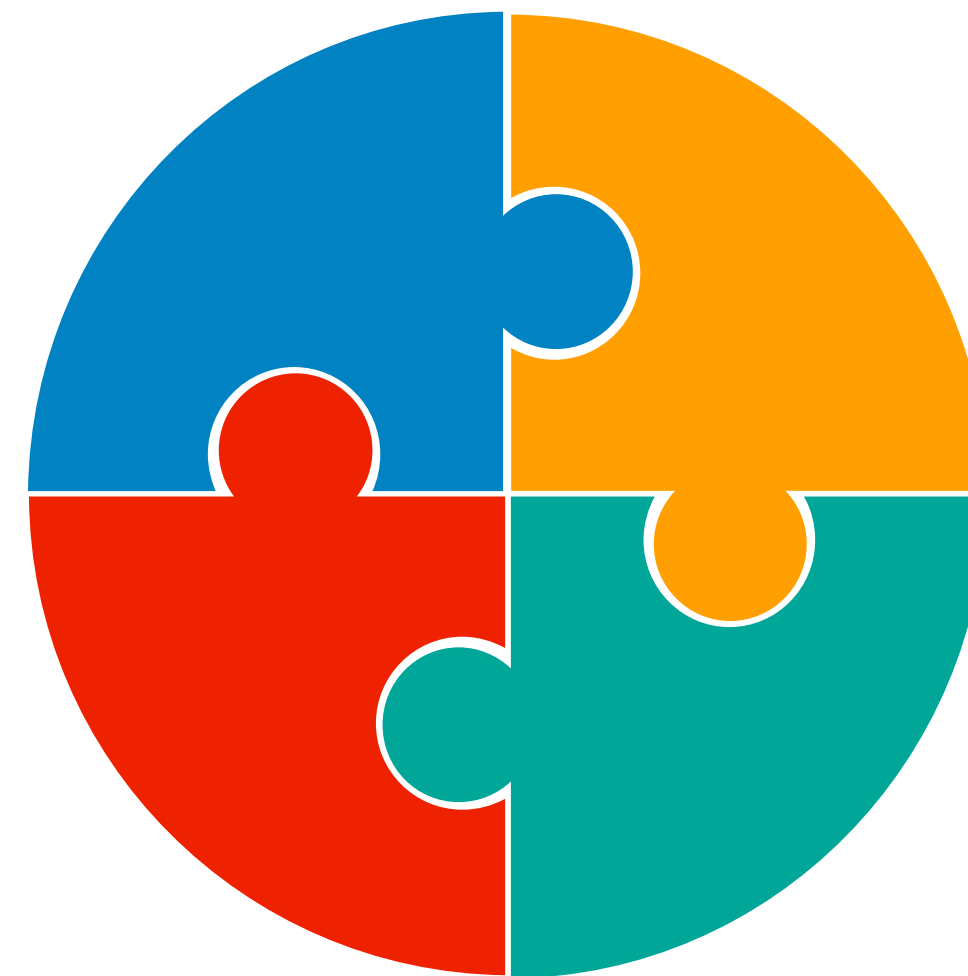
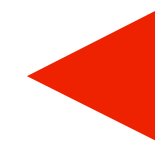
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

KEY NOTES

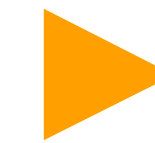
Crisil re-affirms
credit rating
at 'A'



Only integrated
"Make in India"
manufacturer



Installed base of
printer crosses
13,000 mark



Company maintains
Top 1000 position
as per market cap on NSE



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

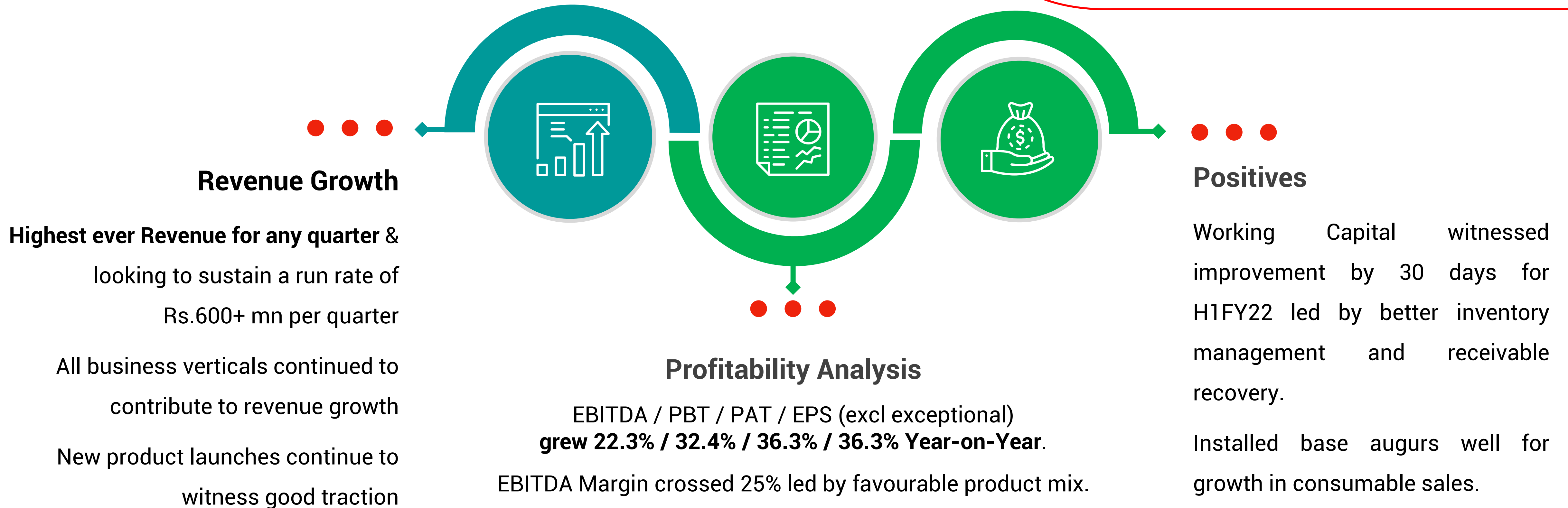
Fastest growing company in the Indian coding and marking segment (amongst organised players)

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

Company received a large repeat order in the **Dairy Segment**.

Control Print witnessed **PAN India** success in the **Sugar Sector** with key clients for upcoming season.

Brief Financials for the quarter

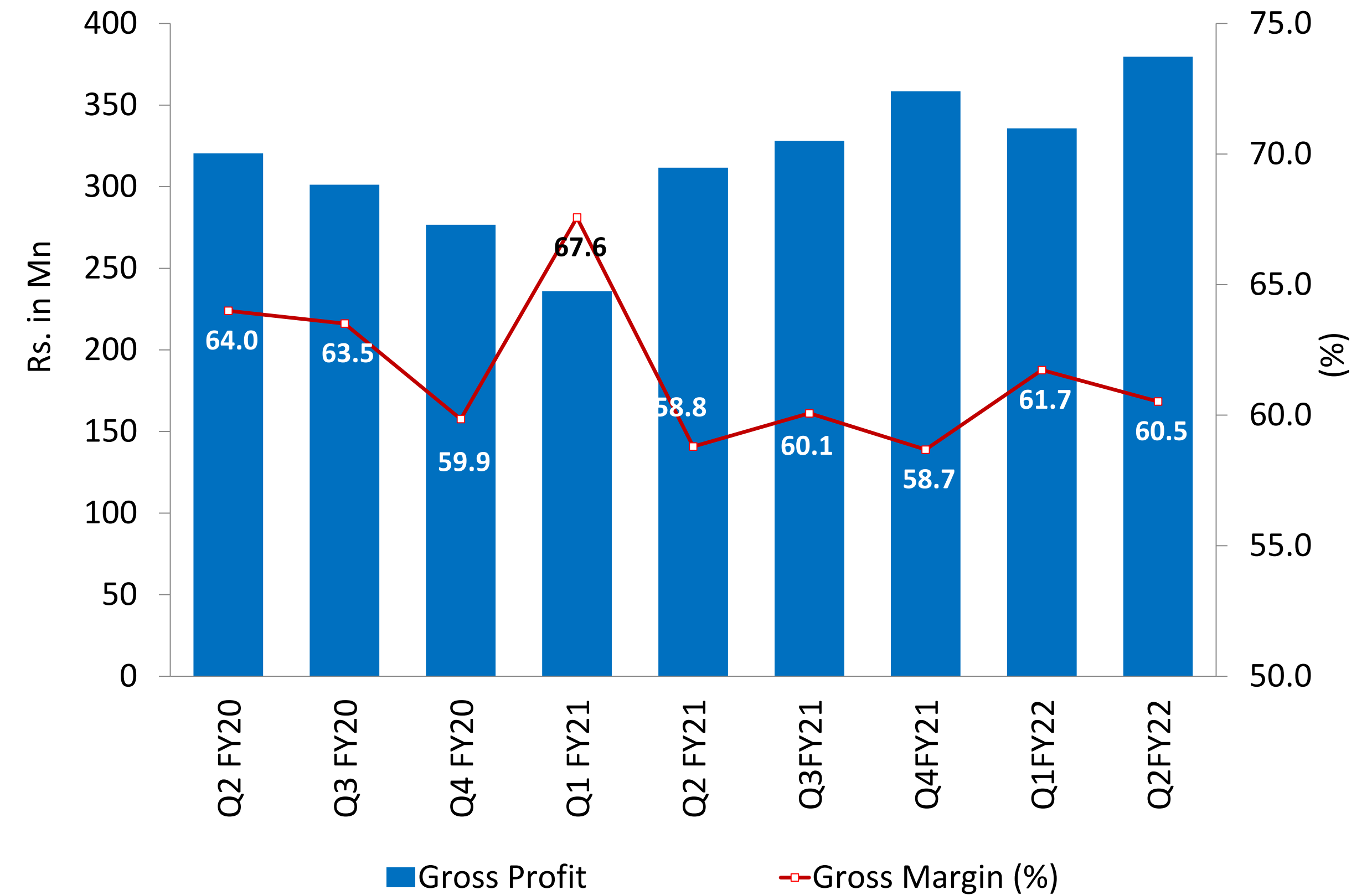


Particulars (Rs mn)	Q2FY22	Q1FY22	Q2FY21	YoY (%)	H1FY2022	H1FY2021	YoY (%)
Net sales	627.2	543.9	530.4	18.2%	1,171.2	879.7	33.1%
Gross Profit	379.6	335.8	328.6	15.5%	715.4	564.6	26.7%
<i>Gross margin (%)</i>	<i>60.52</i>	<i>61.73</i>	<i>61.95</i>		<i>61.09</i>	<i>64.18</i>	
EBITDA	159.0	118.2	130.0	22.3%	277.2	214.9	29.0%
<i>EBITDA margin (%)</i>	<i>25.35</i>	<i>21.73</i>	<i>24.51</i>		<i>23.67</i>	<i>24.43</i>	
EBIT	121.6	86.9	92.6	31.4%	121.6	156.6	33.1%
PBT (excl. exceptional)	118.7	85.6	89.7	32.4%	118.7	150.0	36.2%
PAT (excl. exceptional)	99.8	57.2	73.2	36.3%	99.8	128.3	22.3%
<i>PAT margin (%)</i>	<i>15.90</i>	<i>10.51</i>	<i>13.79</i>		<i>13.40</i>	<i>14.59</i>	
Exceptional (loss)/gain	0	31.6	1.7	-	31.6	19.5	-
EPS(Rs) (excl. exceptional)	6.11	3.50	4.48	36.3%	9.61	7.86	22.3%

Synopsis of Quarterly Performance (1/2)



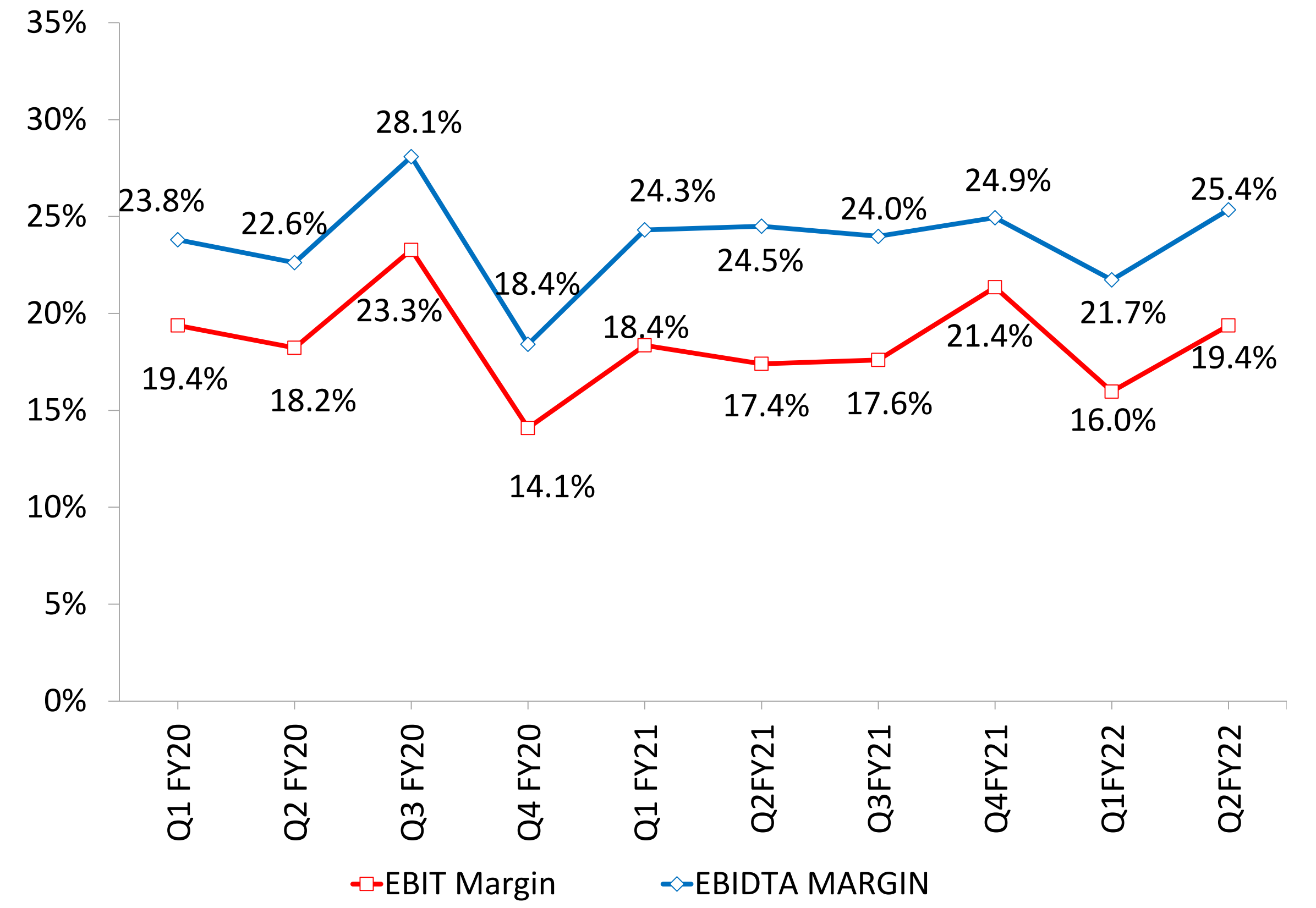
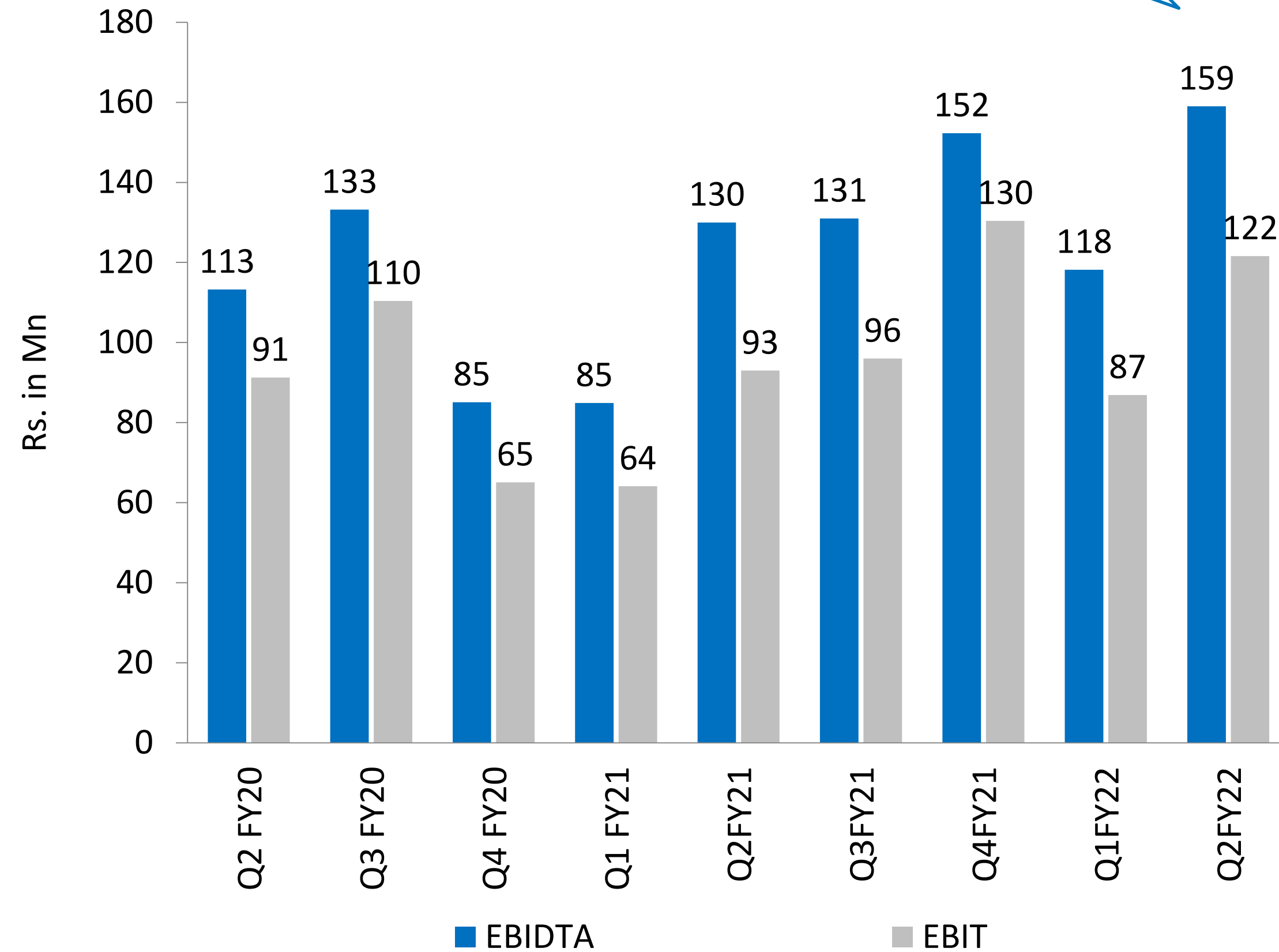
Highest ever Revenue for any Quarter



Synopsis of Quarterly Performance (2/2)



Highest ever EBITDA for any Quarter



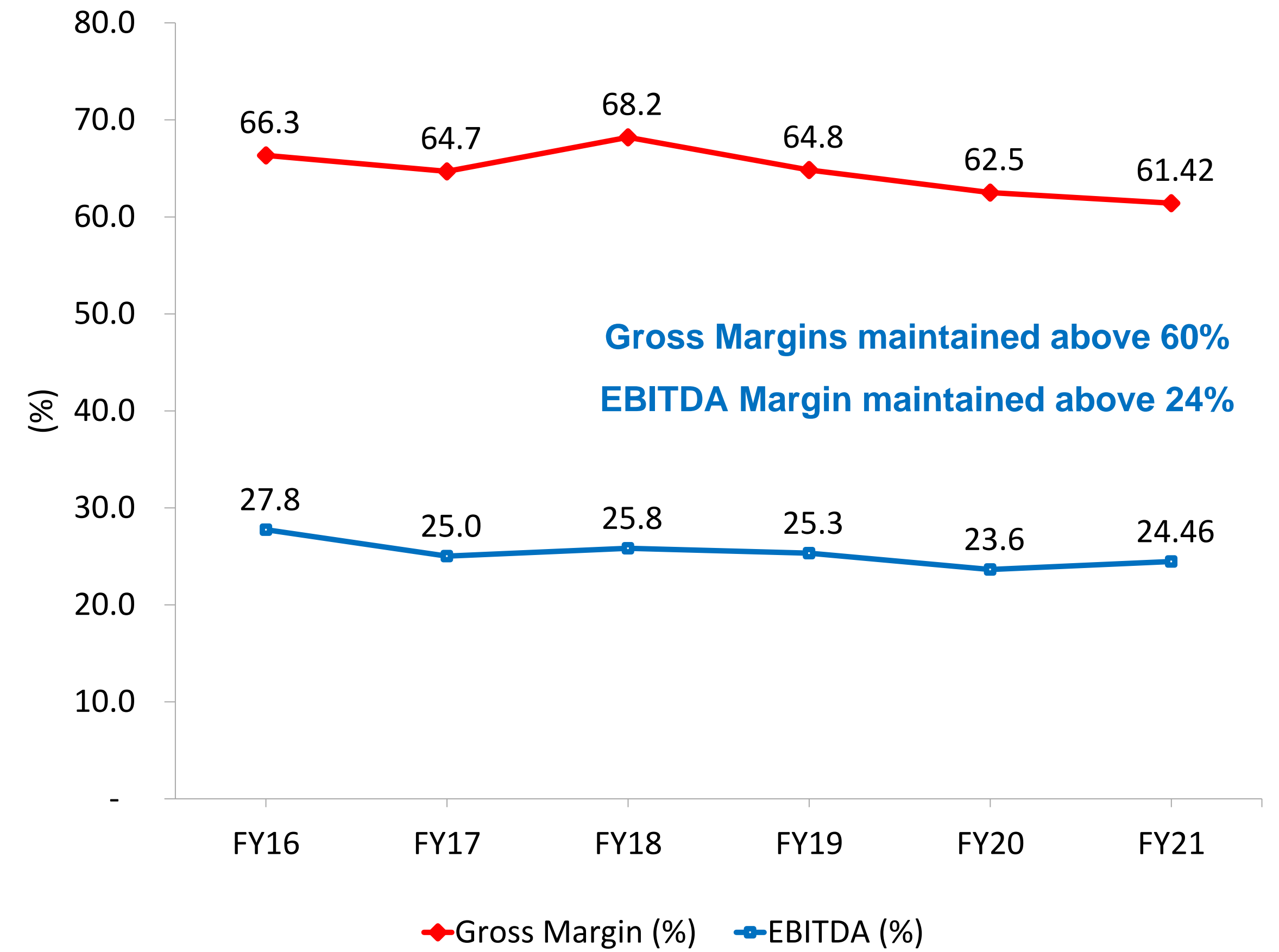
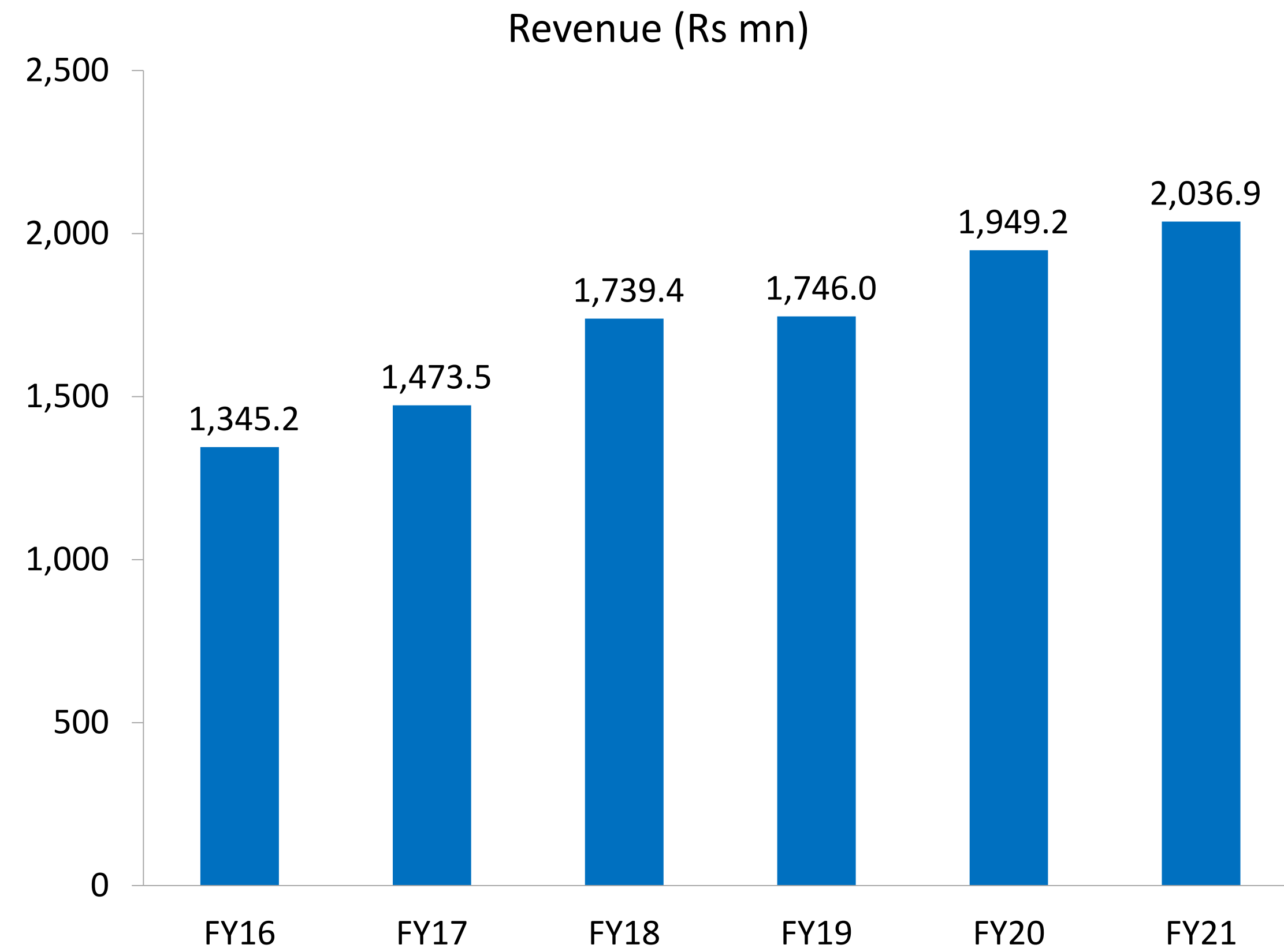
ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement

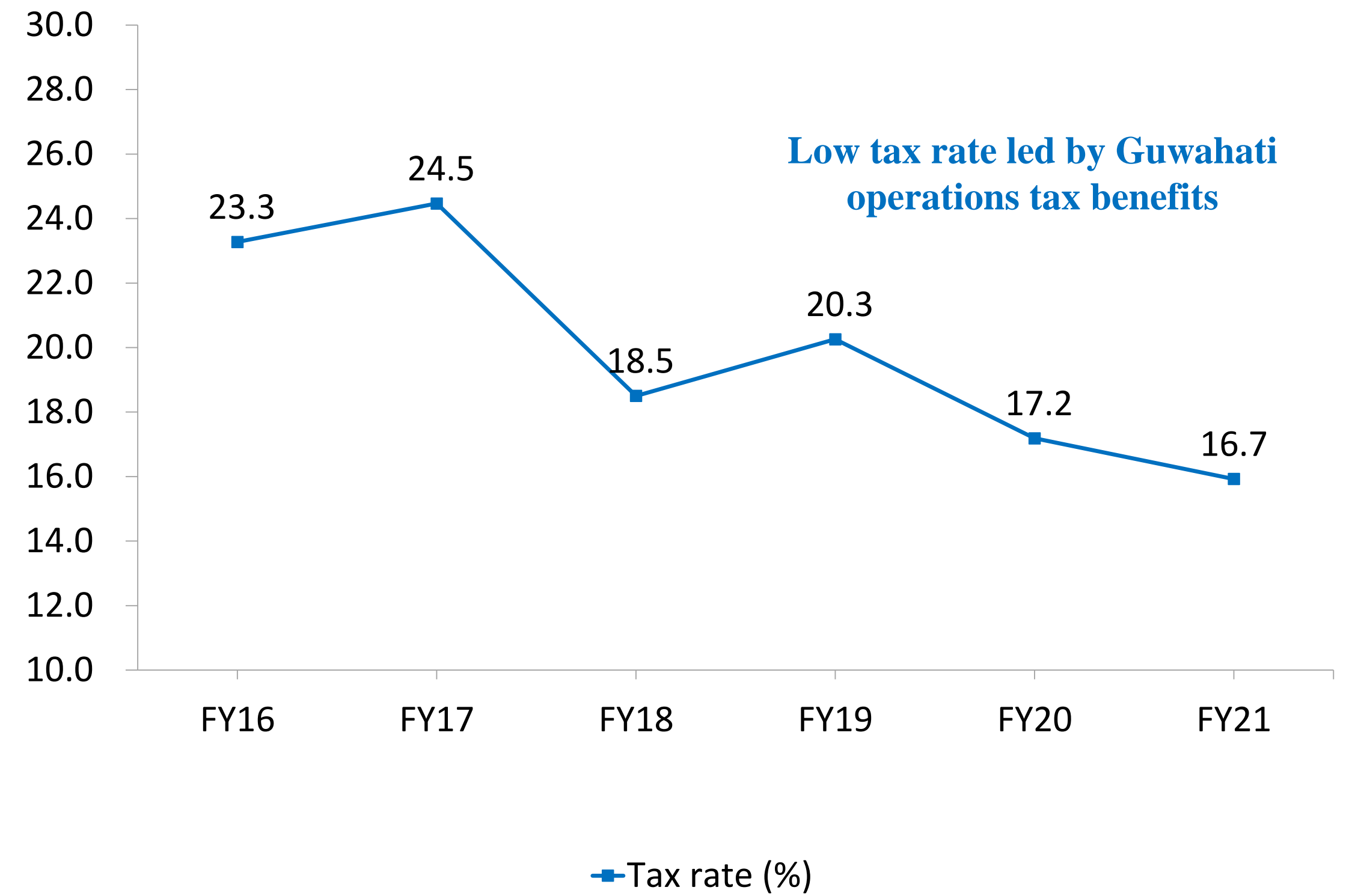
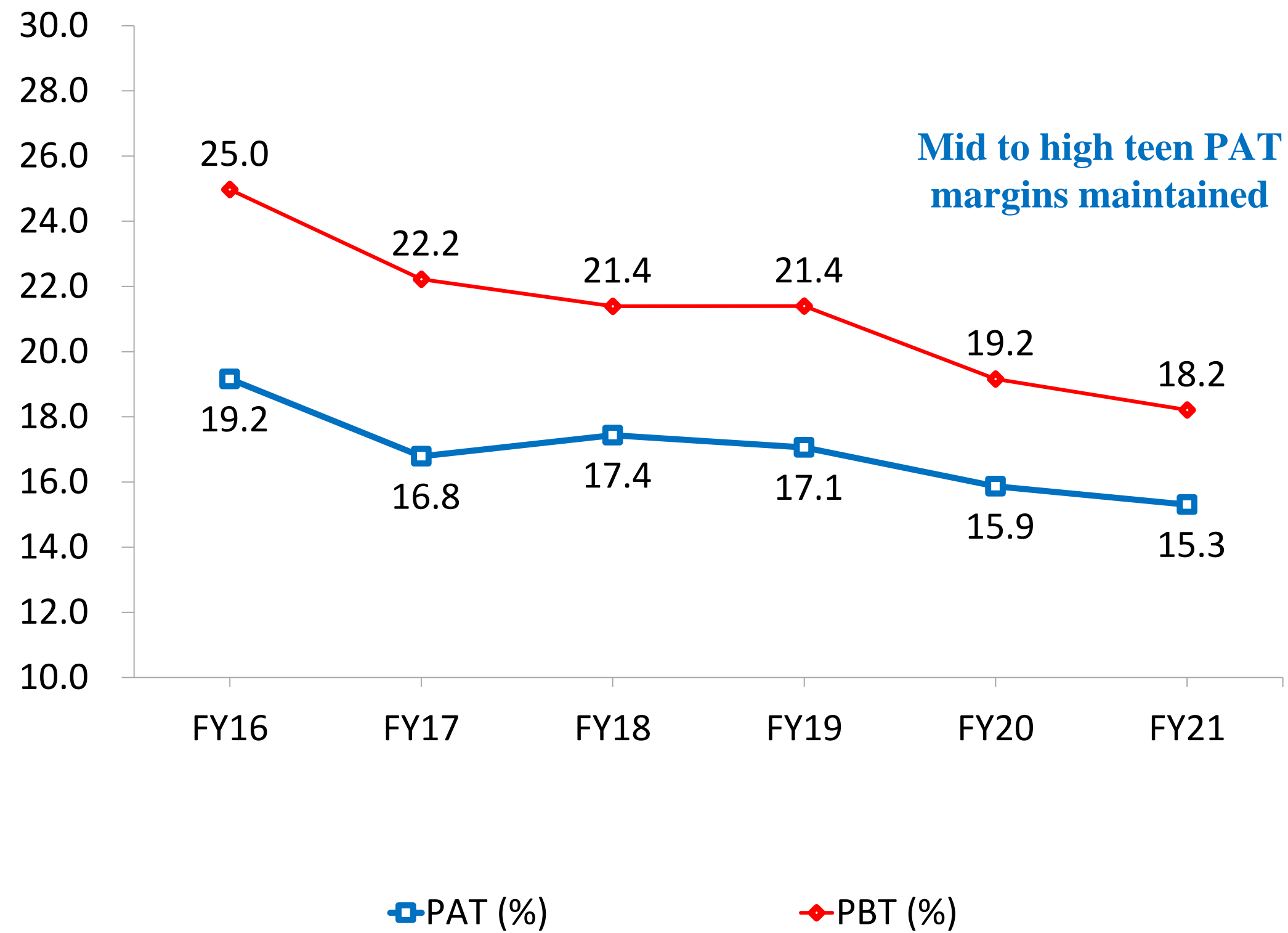


Particulars (Rs mn)	FY17	FY18	FY19	FY20	FY21
Net sales	1,473.5	1,739.3	1,746.0	1,949.2	2036.9
Gross Profit	953.2	1186.3	1132.0	1218.5	1251.0
<i>Gross margin (%)</i>	<i>64.70</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>
EBITDA	382.6	501.6	399.8	461.0	498.2
<i>EBITDA margin (%)</i>	<i>25.96</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%

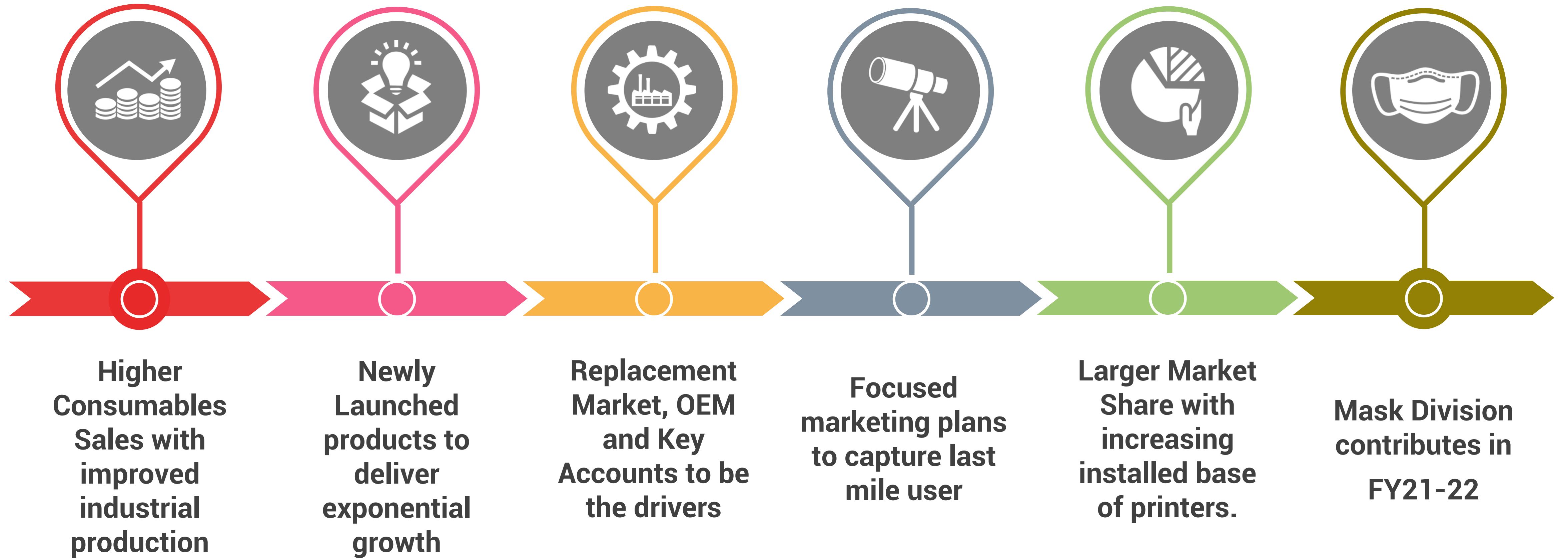
Synopsis of Annual Performance (1/2)



Synopsis of Annual Performance (2/2)



WAY FORWARD





THANK YOU

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