

INVESTOR PRESENTATION

Q3 & 9MFY25

REFER TO DISCLAIMER

FMCG



Building products



Dairy & Food Products



Industrials



Healthcare



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01

Key Notes



KEY NOTES

20,000+

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
(Reaffirmed)

Crisil A /Stable

Credit Rating for Long Term
(Reaffirmed)



02

Company Overview



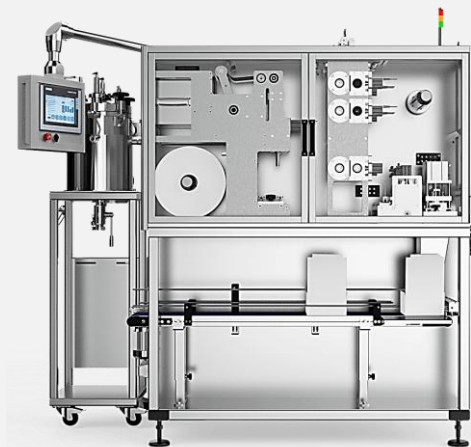
V Shapes

- 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

PRODUCTS



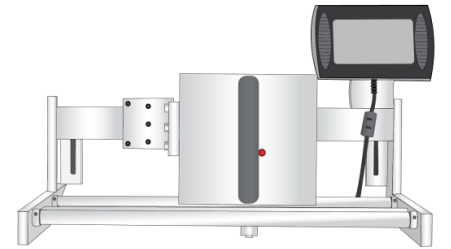
Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



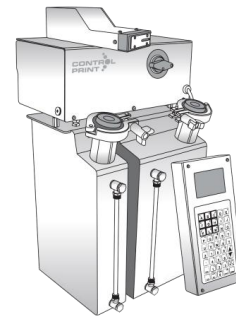
Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer



Consumables

INDUSTRIES WE SERVE



Agrochemicals
and Seeds



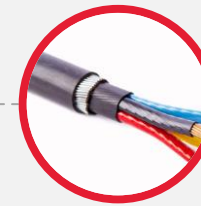
Automotive



Beverages



Building and
Construction Materials



Cable and
Wire



Food



FMCG



Electronics



Chemicals and
Lubricants



Cement



Healthcare



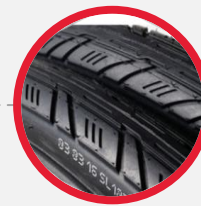
Packaging and
Packaging Materials



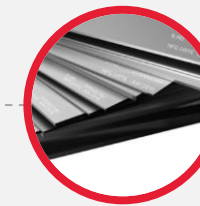
Plywood



Pipes and
Extruded Plastics



Rubber and
Tyres



Steel and
Metal



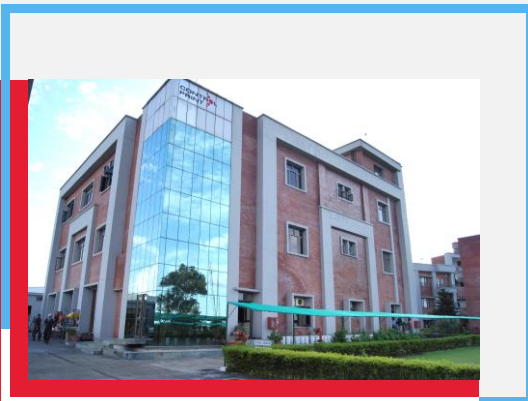
Textiles

KEY CLIENTS: INDIA



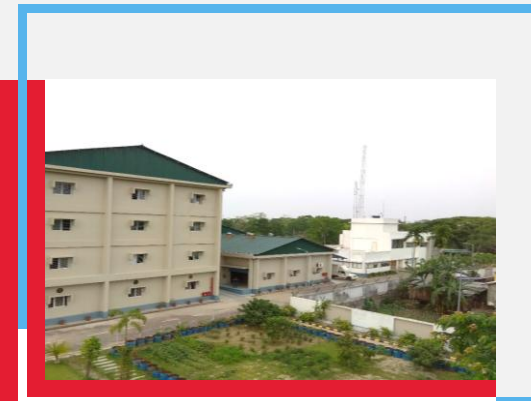
INFRASTRUCTURE

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 Q3 Revenue of Rs. 939 mn - thereby continuing to focus on growth across the business. Printer sales outpaced consumable sales in Q3 owing to significant visibility and marketing efforts.

Profitability Analysis

EBITDA and PAT growth was soft at -1.86% and +5.19% respectively owing to

- Higher share of printer sales during Q3
- Higher Sales and Marketing expenses led by increased participation at events to widen customer base and increasing customer servicing efforts.
- Higher travel expenses led by focus on business growth and enhanced client servicing.

Positives

Installed base crossed 20,000 printers, aiding future growth in consumable sales.

Company's sales and promotion efforts have led to improvement in sales of printers.

Sectoral view

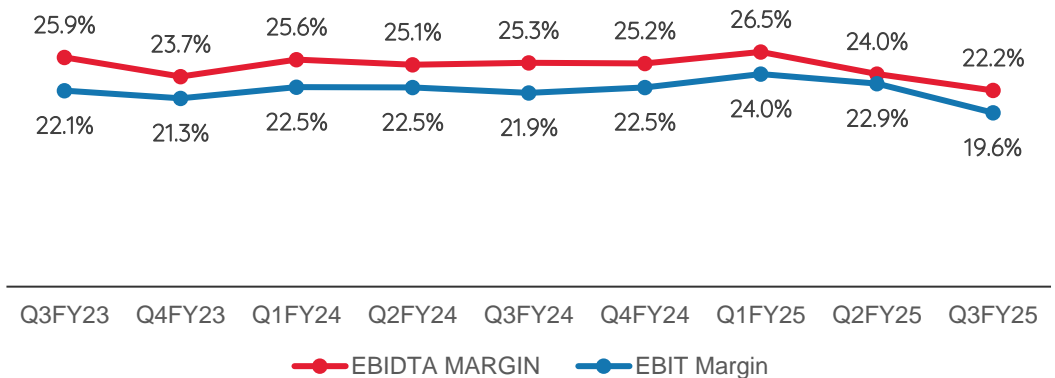
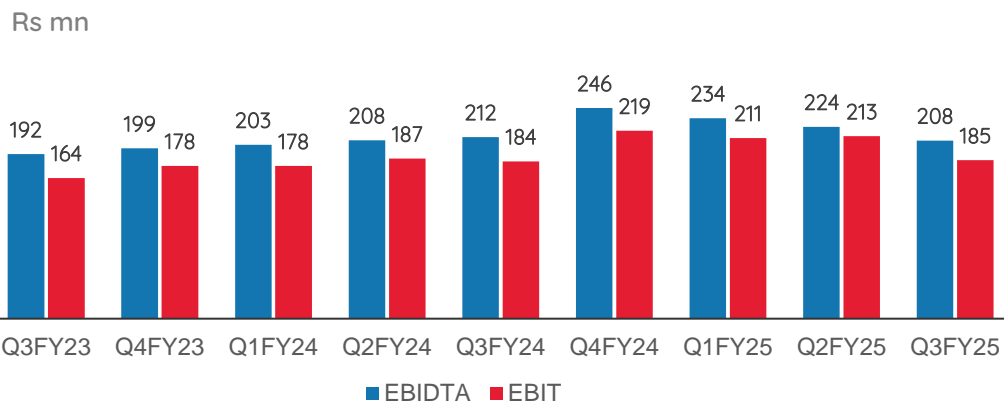
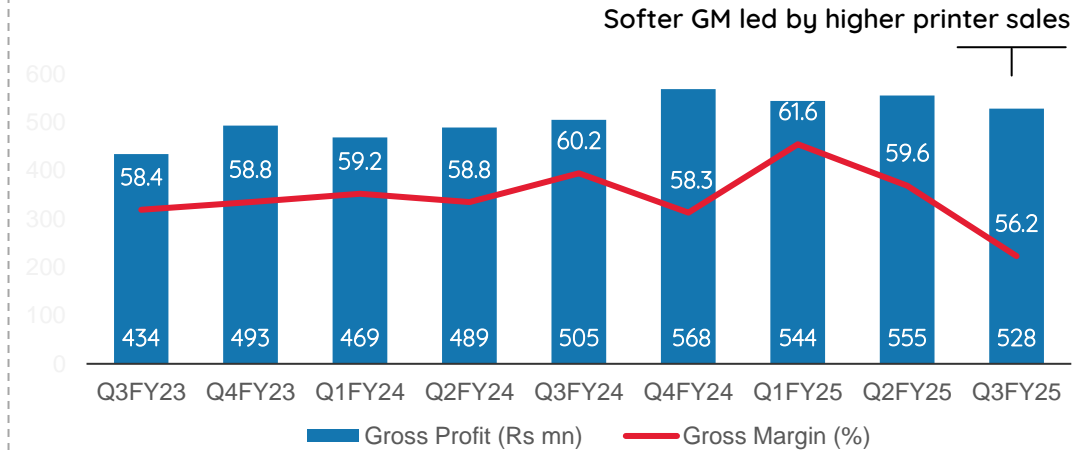
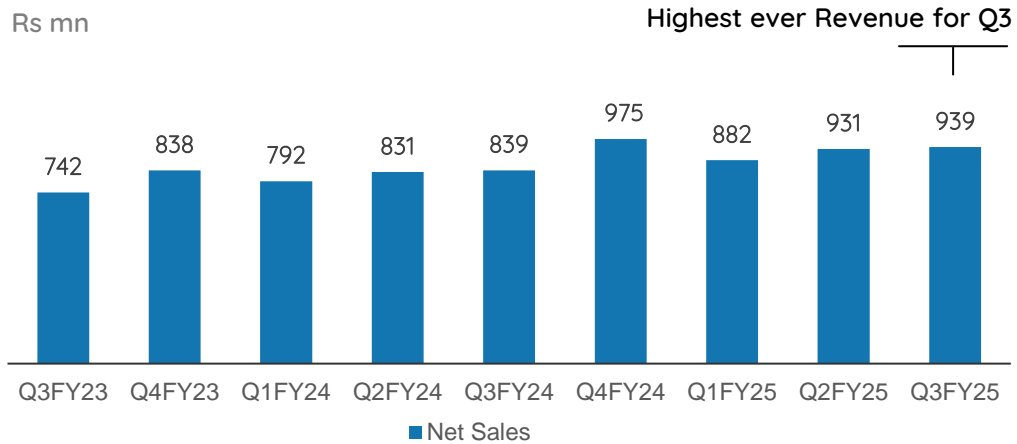
Pipes, Food, Dairy, Cable & Wire, Steel and Metal, & Wood continued to see consolidation of market share,

Dairy, Sugar, Plywood & Cement continue to witness good traction for our products.

BRIEF FINANCIALS FOR THE QUARTER (Standalone)

| Particulars (Rs mn) | Q3FY25 | Q2FY25 | Q3FY24 | YoY% | 9MFY25 | 9MFY24 | YoY% |
|-------------------------|--------|--------|--------|-----------|---------|---------|-----------|
| Net sales | 939.1 | 931.4 | 839.0 | 11.9 | 2,752.7 | 2,461.7 | 11.8 |
| Gross Profit | 528.0 | 555.4 | 505.0 | 4.6 | 1,627.3 | 1462.4 | 11.3 |
| Gross margin (%) | 56.23 | 59.63 | 60.20 | - 397 bps | 59.12 | 59.41 | - 29 bps |
| EBITDA | 208.0 | 223.5 | 211.9 | - 1.9 | 665.5 | 623.2 | 6.8 |
| EBITDA margin (%) | 22.15 | 23.99 | 25.26 | - 311 bps | 24.18 | 25.31 | - 114 bps |
| EBIT | 184.5 | 213.4 | 183.7 | 0.4 | 609.3 | 548.8 | 11.0 |
| PBT (excl. exceptional) | 174.6 | 205.4 | 176.6 | - 1.2 | 583.6 | 537.2 | 8.6 |
| PBT margin (%) | 18.59 | 22.05 | 21.05 | - 247 bps | 21.20 | 21.82 | - 62 bps |
| PAT (excl. exceptional) | 135.5 | 168.0 | 128.8 | 5.2 | 465.4 | 415.6 | 12.0 |
| PAT margin (%) | 14.42 | 18.03 | 15.35 | - 92 bps | 16.91 | 16.88 | 3 bps |
| Reported EPS(Rs) | 8.47 | 10.50 | 8.09 | 4.70 | 29.10 | 25.70 | 13.2 |

SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)

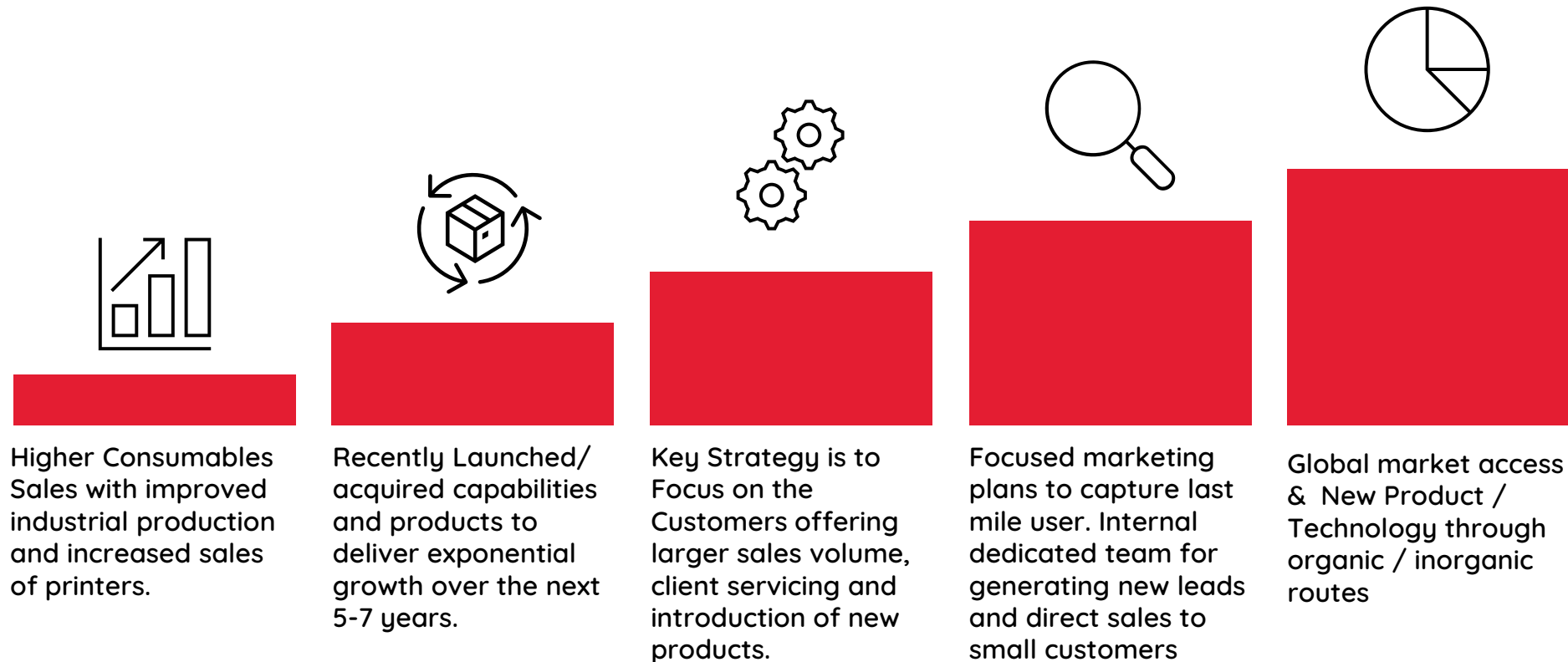


04

WAY FORWARD



Way Forward



05

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

Rs.3437 mn
Revenue

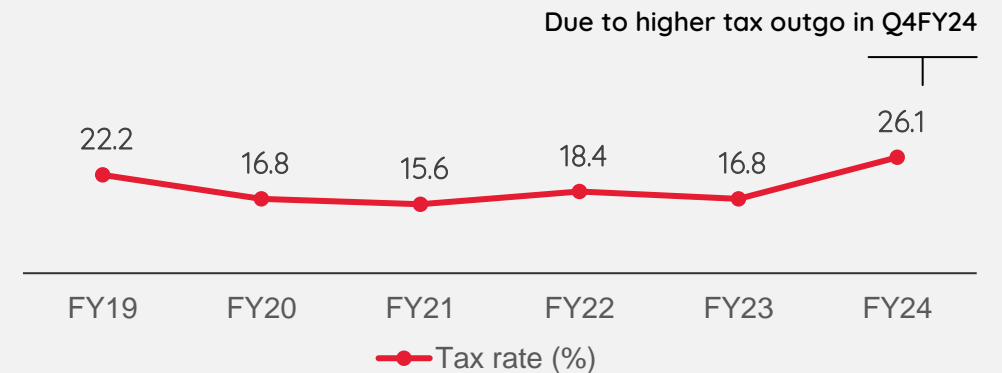
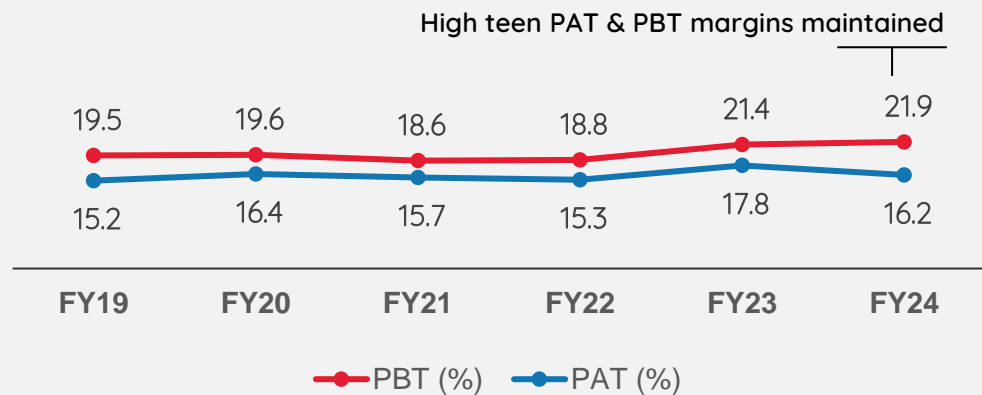
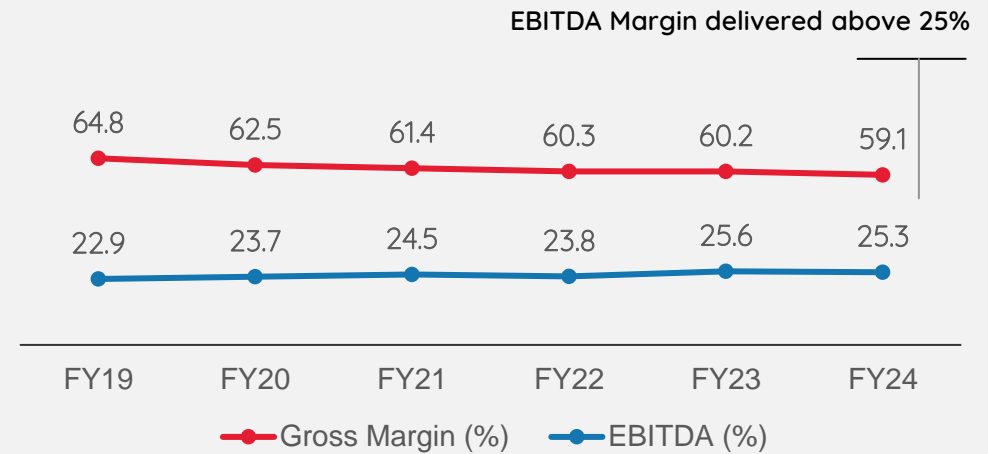
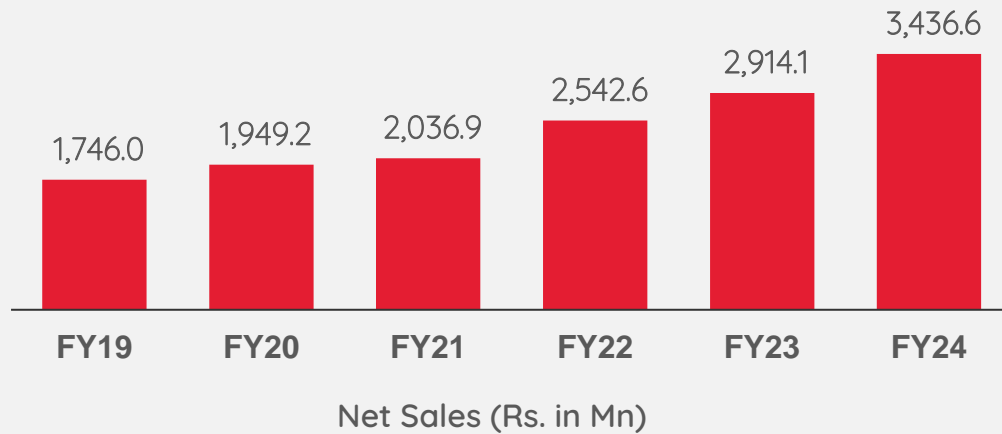
~60%
Gross Margin sustained

21%
PBT Growth

90%
Dividend per share

* Calculated on standalone net profit including exceptional; Rounded off

Synopsis of Annual Performance (Standalone)

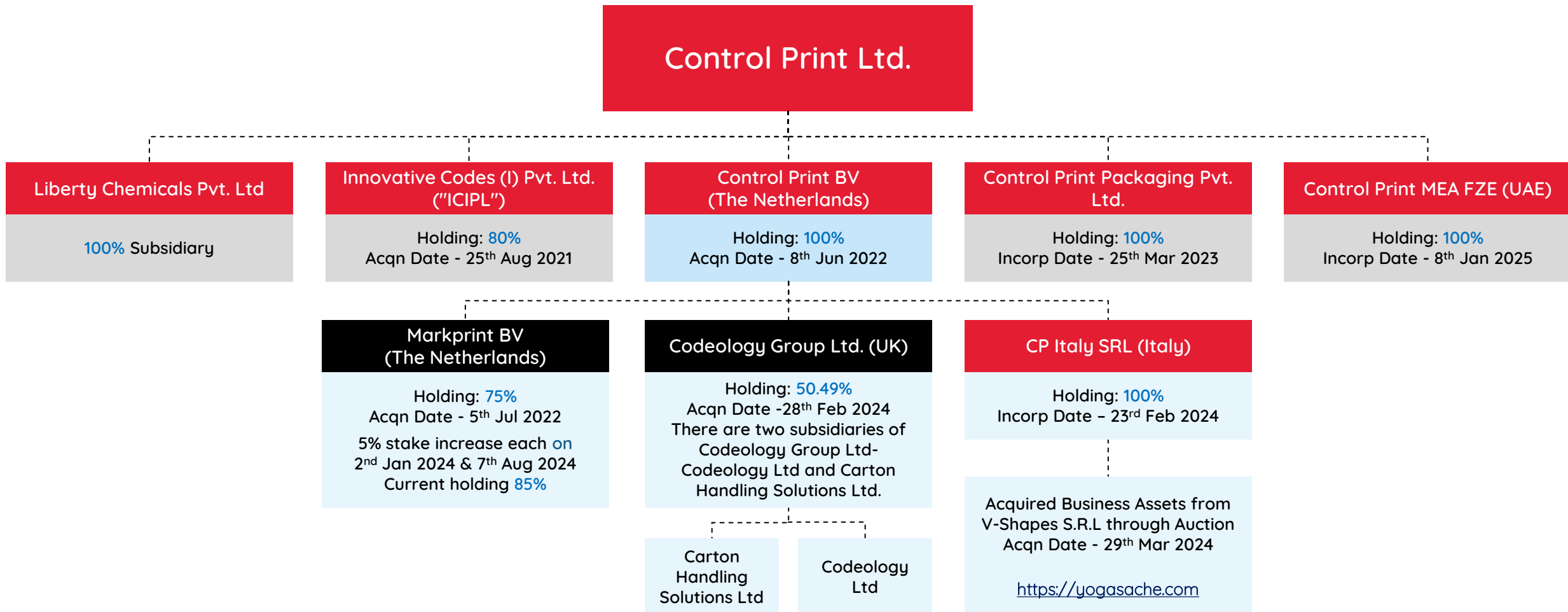


06

CORPORATE STRUCTURE & ACQUISITION HISTORY



CURRENT STRUCTURE



PAST ACQUISITIONS / JOINT VENTURES

1st Apr 2011

Liberty Chemicals Pvt. Ltd

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

100% Subsidiary

25th Aug 2021

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

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

80% Subsidiary

8th Jun 2022

Control Print BV (The Netherlands)

100% Subsidiary

5th 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

8th Dec 2022

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

Joint Venture

25th 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)

2nd Jan 2024

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

75% ▶ 80%
Subsidiary

28th 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

23rd 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://yogasache.com>

7th Aug 2024

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

80% ▶ 85%
Subsidiary

Control Print Limited

8th Jan 2025

Control Print MEA FZE (UAE)
Provide printing equipment & Instruments, Ink & Printing Materials Trading, Packing & Packaging Equipment Trading and Materials.

100% Subsidiary

THANK YOU!

Jaideep Barve
Chief Financial Officer

✉ Email: cfo@controlprint.com

🌐 Website: www.controlprint.com

KAPTIFY[®] CONSULTING
Strategy & Investor Relations | Consulting

✉ Email: contact@kaptify.in

☎ +91-845 288 6099

🌐 Website: www.kaptify.in

