

INVESTOR PRESENTATION

Q3 & 9M FY2023



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1 Key Notes

2 Quarterly Performance Highlights

3 Way Forward

4 Company Overview

5 Annual Financial Highlights

16500+

Installed base of printers

30+

Years of experience

300+

Field Staff

36%

Dividend Payout in FY2022

90%

Dividend paid (on FV) in FY22

19%

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-/Stable

Credit Rating for Long Term

QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Q3 revenue crossed threshold of Rs.700+ mn
revenue, closing at Rs.742 mn.

Consumables business witnessed +30% growth
while printers witnessed +20% growth during Q3

All key sectors contributed to the growth, growing at
> 15-20% during the quarter.



Profitability Analysis

EBITDA / PBT / PAT / EPS
grew 30% / 45% / 42% / 42% YoY.

Margins: EBITDA% / PBT % / PAT%
was up 185.5 bps / 362.5 bps / 266.6 bps YoY.

Printer parts continued to witness supply pressures impacting
overall gross margins. Stringent cost controls and optimal
utilisation of sales force helped improve overall margins.



Positives

Production efficiency and optimal utilisation of
sales force continues to be a focus area.

Company has continued to focus on increasing its
market share across multiple sectors for growth
in printers and consumables.

Installed base of printers crossed 16,500 as on
date

Sectoral view

We have achieved dominant market share in the **Plywood sector**. Seeing good traction from the **Industrials** as well as **FMCG** sector.

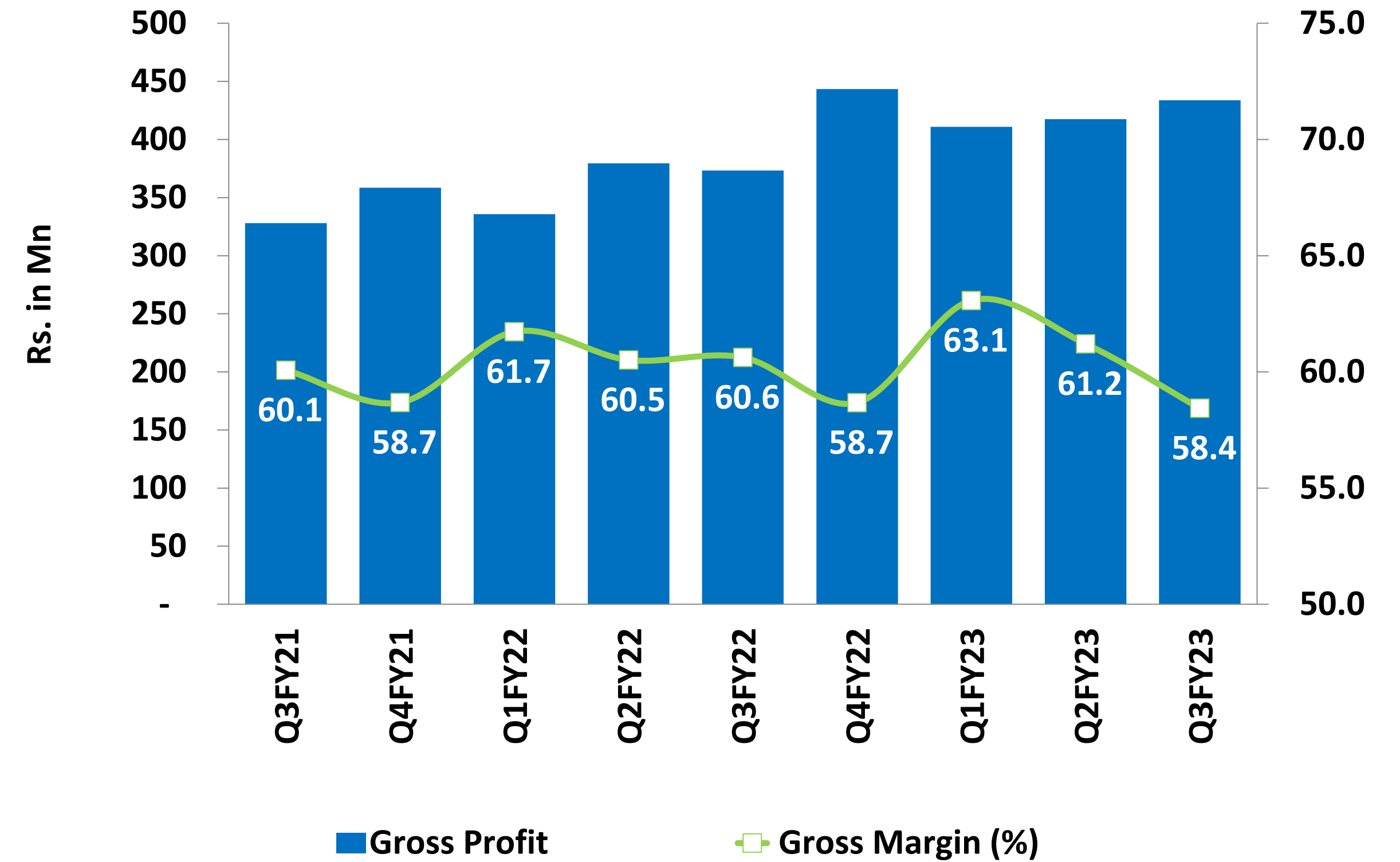
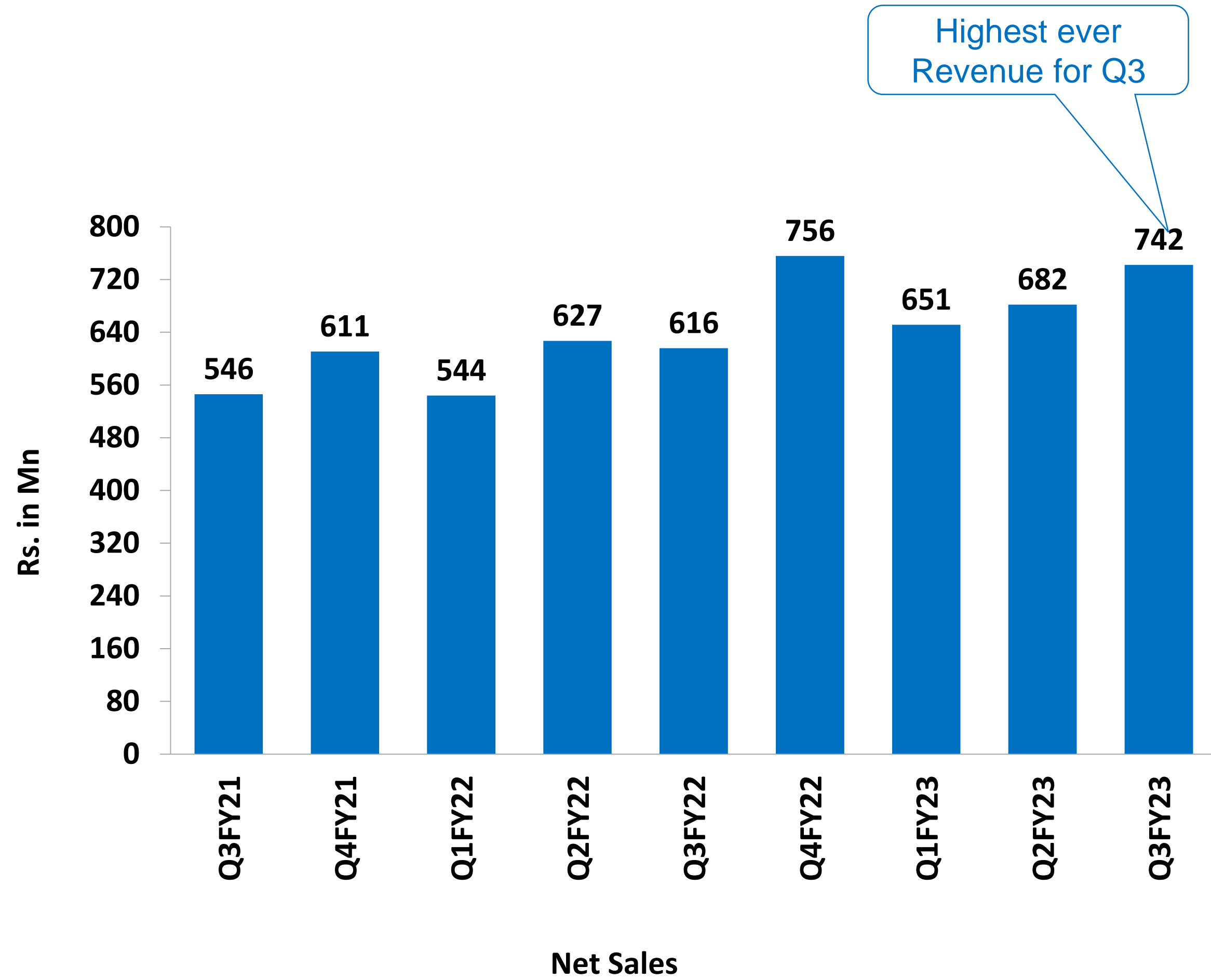
We have continued to establish our position as a market leader in the **Sugar Sector**.

Brief Financials for the quarter (Standalone)



Particulars (Rs mn)	Q3FY23	Q2FY23	Q3FY22	YoY%	9MFY23	9MFY22	YoY%
Net sales	742.3	682.0	615.8	20.5	2075.7	1786.9	16.2
Gross Profit	433.8	417.4	373.2	16.2	1262.0	1088.6	15.9
<i>Gross margin (%)</i>	<i>58.44</i>	<i>61.21</i>	<i>60.61</i>	-217.7 bps	<i>60.80</i>	<i>60.92</i>	-12.0 bps
EBITDA	192.0	176.3	147.9	29.9	546.1	425.0	28.5
<i>EBITDA margin (%)</i>	<i>25.87</i>	<i>25.85</i>	<i>24.02</i>	185.5 bps	<i>26.31</i>	<i>23.79</i>	252.5 bps
EBIT	164.3	149.2	113.0	45.4	456.7	321.5	42.1
PBT (excl. exceptional)	159.8	146.6	110.2	44.9	448.1	314.6	42.4
PAT (excl. exceptional)	132.2	113.6	93.3	41.8	363.1	250.2	45.1
<i>PAT margin (%)</i>	<i>17.81</i>	<i>16.65</i>	<i>15.15</i>	266.6 bps	<i>17.49</i>	<i>14.00</i>	348.9 bps
Exceptional (loss)/gain	0.002	0.4	0.01		2.0	31.6	-93.7
EPS(Rs) (excl. exceptional)	8.10	6.95	5.71	41.8	22.23	15.32	45.1
Dividend (Rs per share)	Rs. 4.0	-	Rs. 4.0		Rs. 4.0	Rs. 4.0	

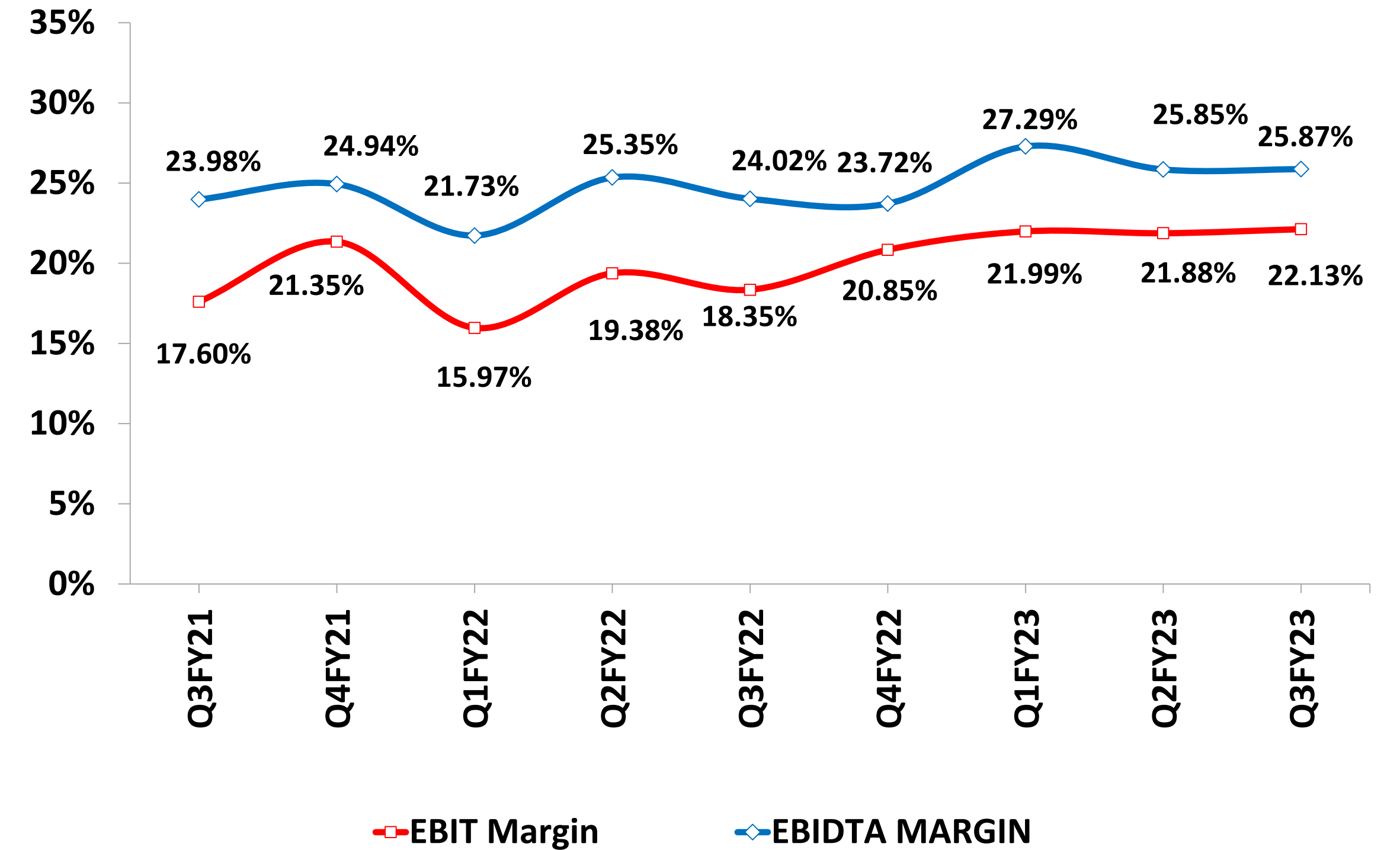
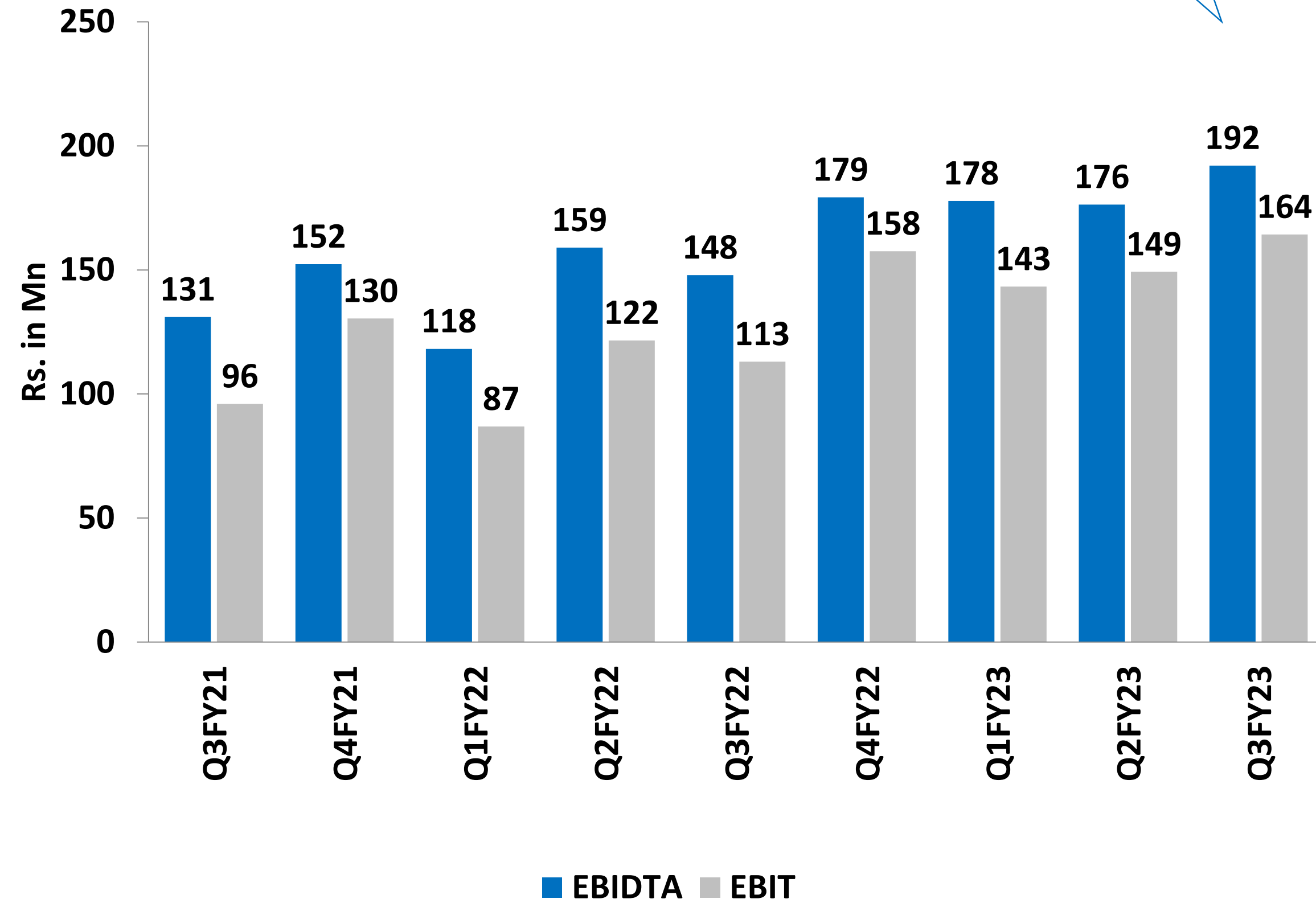
Synopsis of Quarterly Performance (1/2) (Standalone)



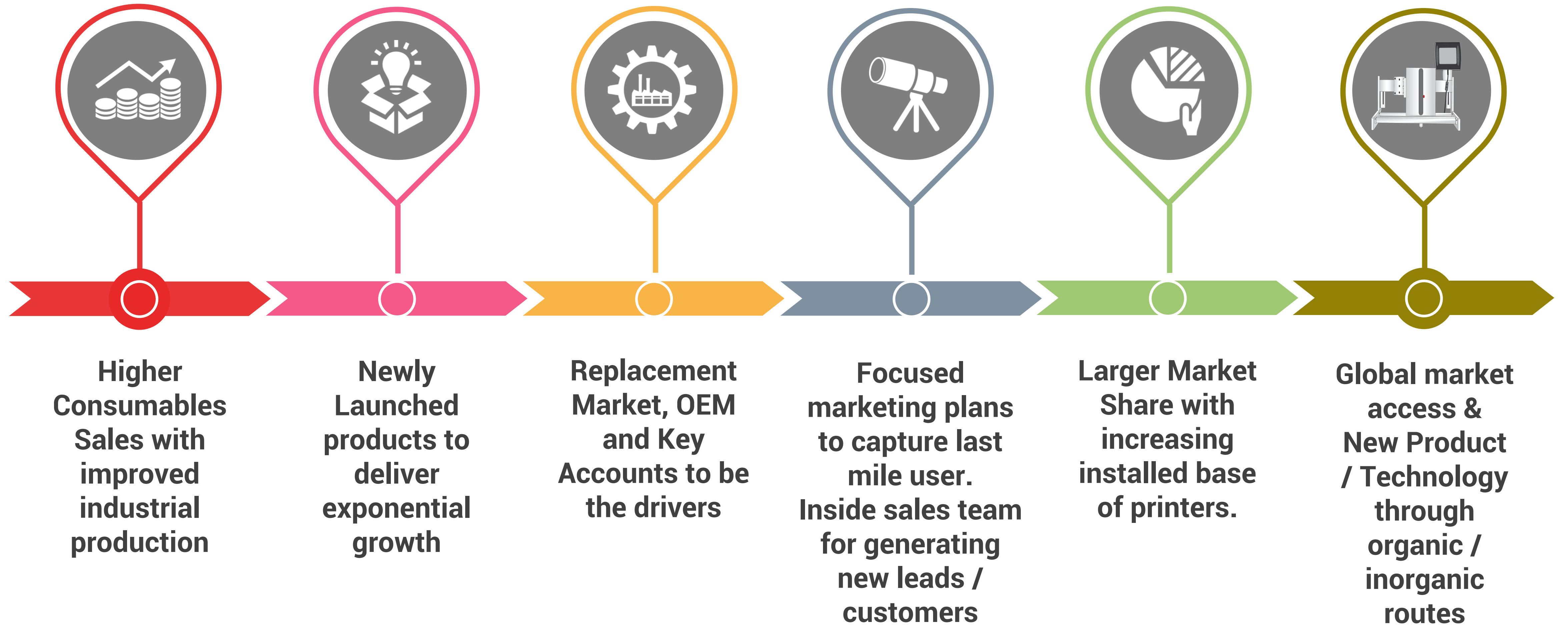
Synopsis of Quarterly Performance (2/2) (Standalone)

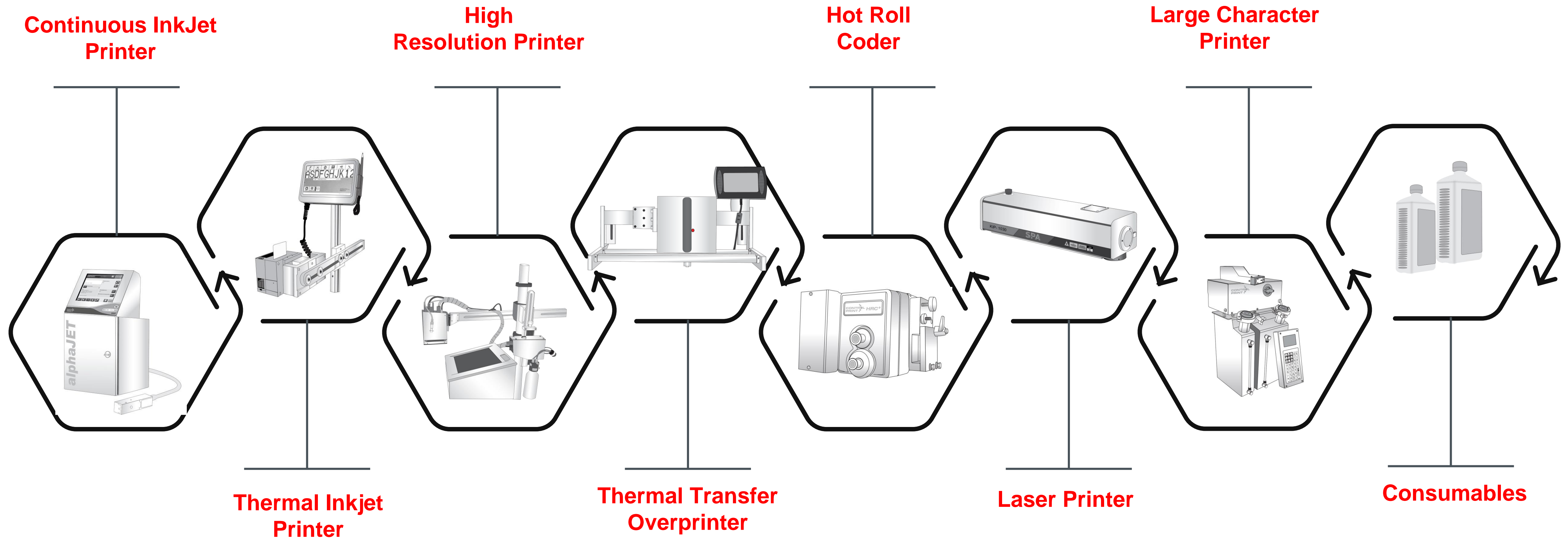


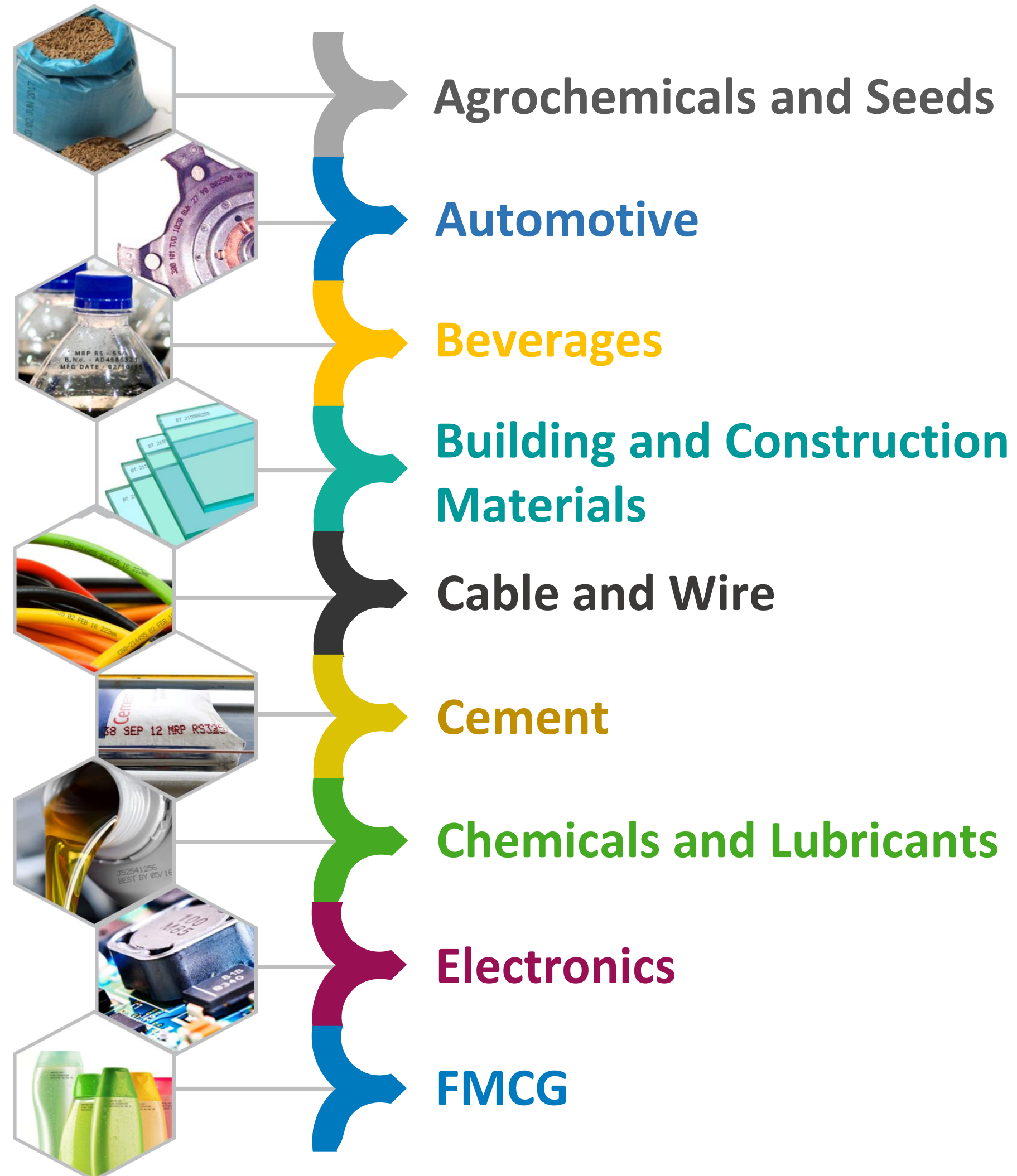
Highest ever for Q3



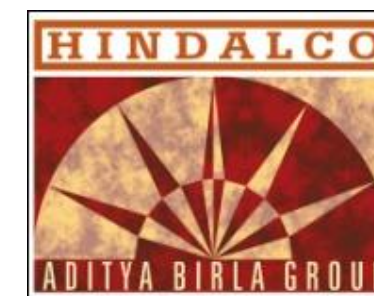
WAY FORWARD







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

ANNUAL FINANCIAL HIGHLIGHTS

Annual Profit & Loss Statement (Standalone)



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

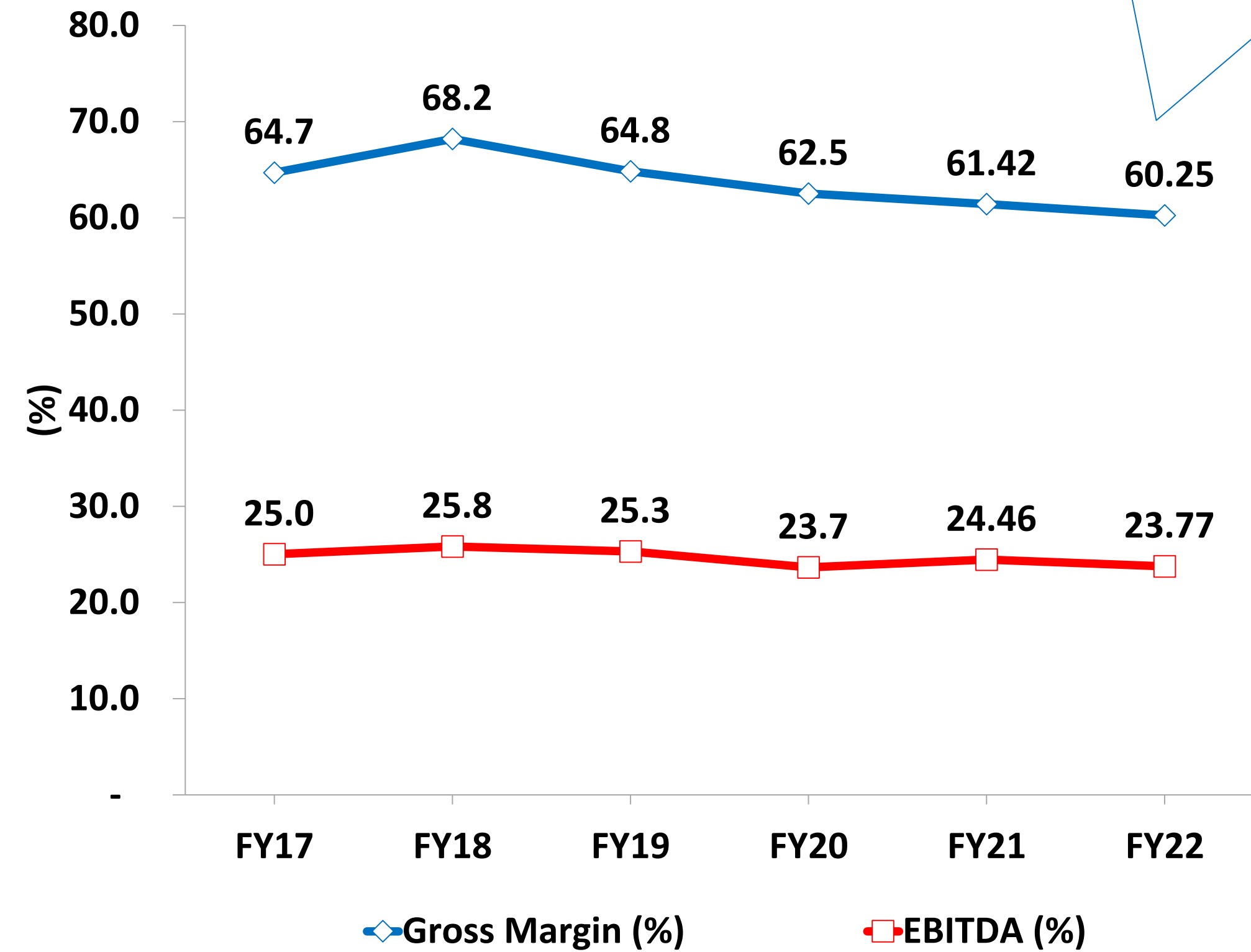
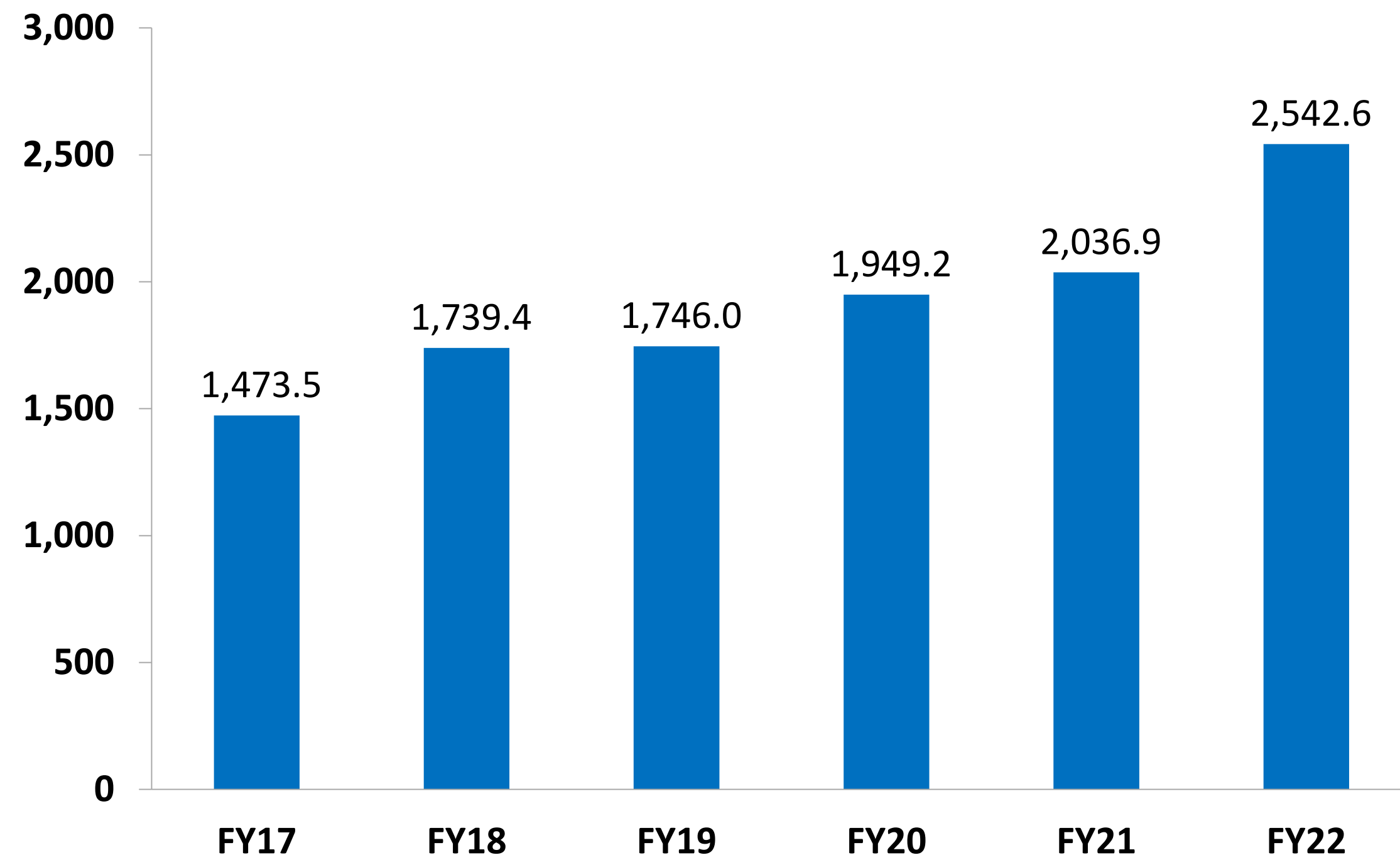
90%

**Dividend per
share**

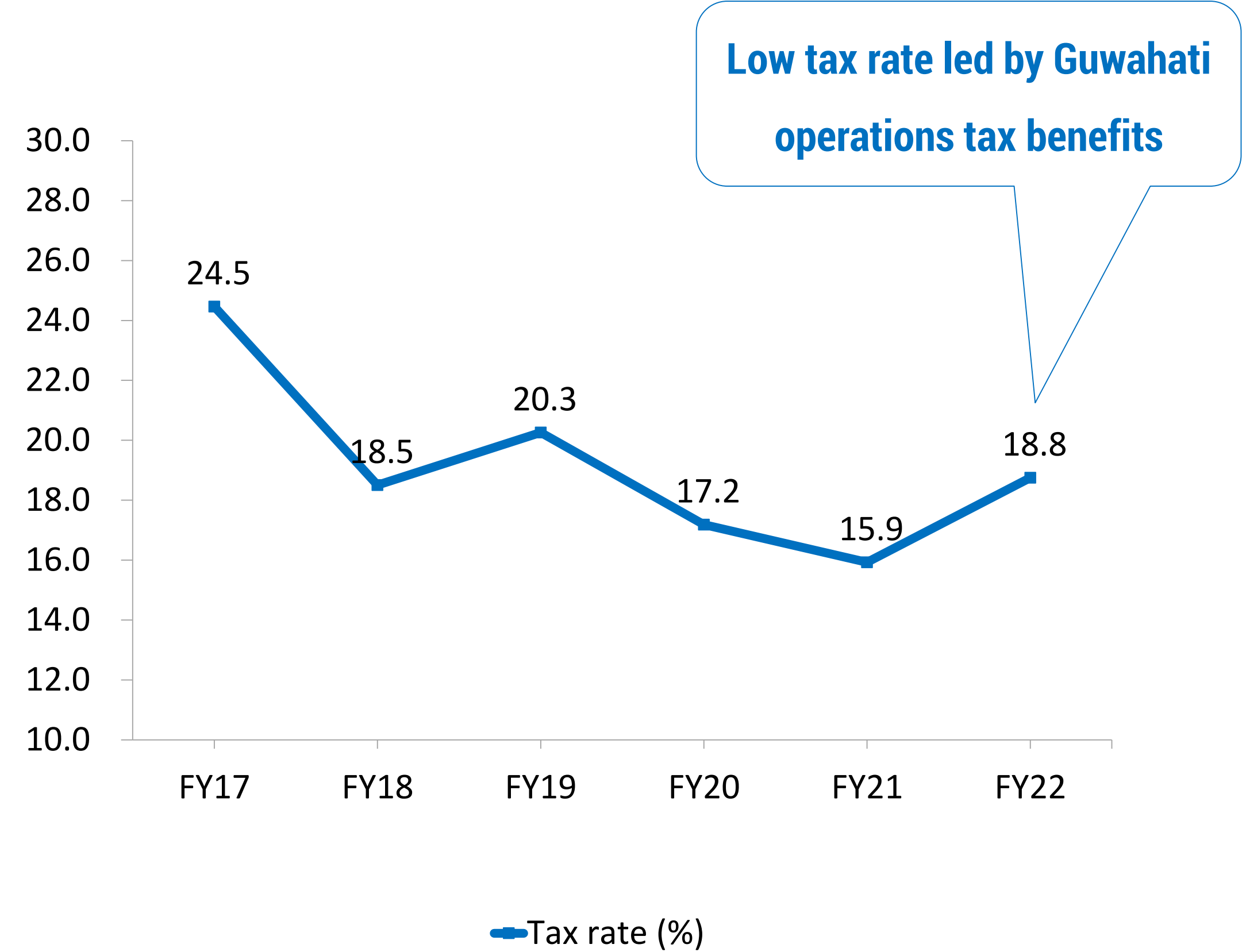
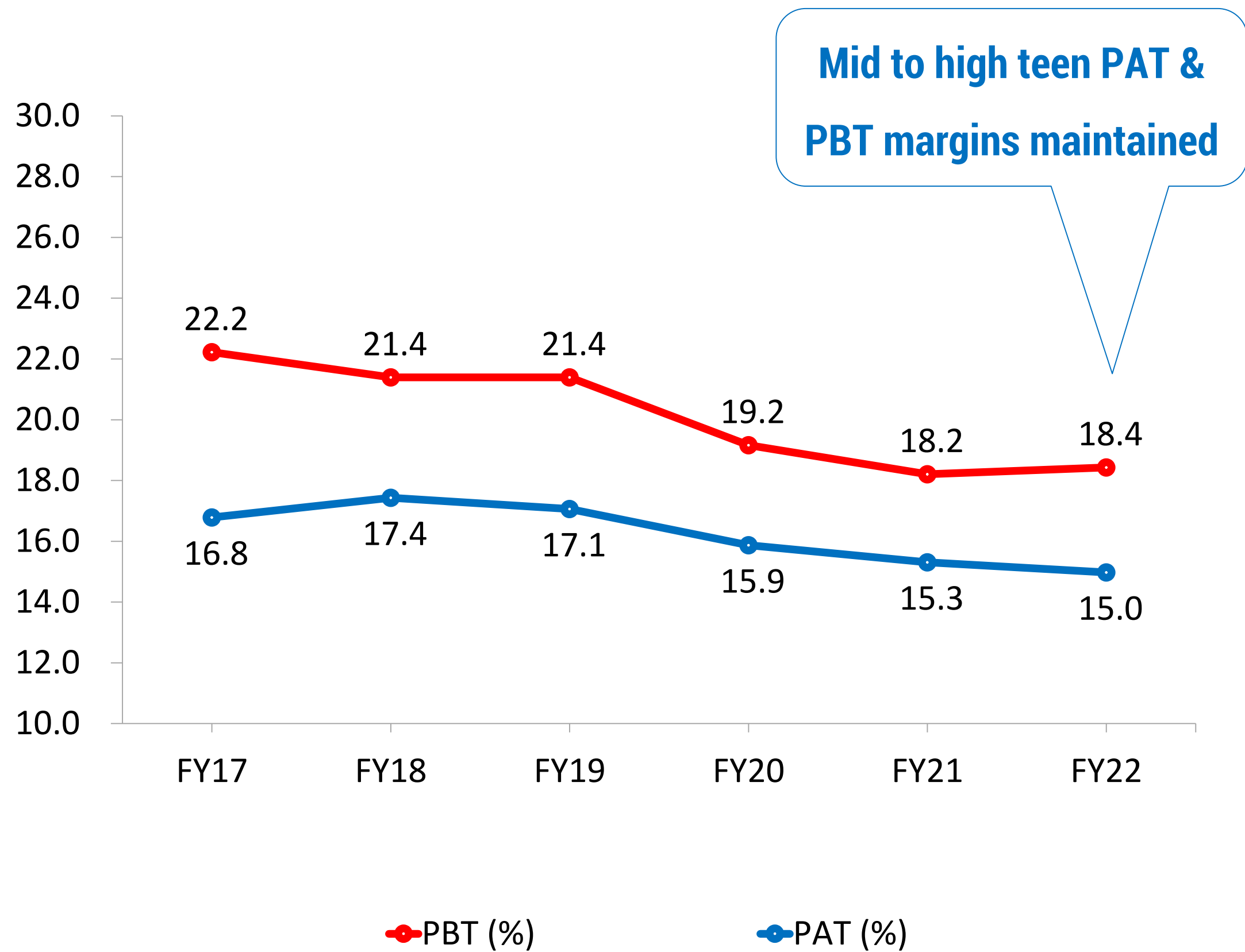
Synopsis of Annual Performance (1/2) (Standalone)



Revenue (Rs mn)



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





THANK YOU

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