

INVESTOR PRESENTATION

Q1 FY27

REFER TO DISCLAIMER

FMCG



Building products



Dairy & Food Products



Industrials



Healthcare



DISCLAIMER

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01

Key Notes



KEY NOTES

23,000+

Installed base of
printers

35

Years of experience

350+

Sales and Service
Engineers

~21%

Dividend payout (FY26) on
Profits

Rs.10 (100%)

Dividend paid (on FV)
(FY26)

1,700+

Cities/towns with
our presence

2,700+

Pin codes served
in India

Make in India

Only Coding &
Marking company of
this size who
manufactures and
Sells in India

Verticals

Coding & Marking
Track & Trace
Packaging
Masks and Other
Safety Products

18-20%

Market share in India

02

Company Overview



Long-Term Value Drivers

❑ Printer & Consumable - Annuity Model; Compounding Installed Base

Higher share of revenue from high-margin recurring consumables, spares & services vs. low margin printer sales

Installed printers generate predictable cash flows over 7-8 years due to production line integration and high switching costs

22,000 printers installed, adding 2,500 – 3,000 units annually, creating a growing foundation for recurring revenue

❑ Smart Global Acquisitions and New Technologies

The strategic global acquisitions of Markprint BV, Codeology UK, V Shapes assets helps in diversifying the company's portfolio into future high-growth areas, including digital printing, automation, sustainable packaging, and advanced track-and-trace technologies.

This niche-acquisition-driven strategy underscores a clear focus on long-term value creation, operational synergies, and alignment with global trends toward digitization and sustainability in packaging and marking solutions

❑ Superior Return Ratios and Cash Flows in Standalone Business

ROCE of 15-20%+, reflecting disciplined capital allocation and excellent profitability on invested capital.

ROE remains robust, frequently between 15-20% on a reported basis

Annual operating cash flows consistently ≈₹50 crore over multiple years, with strong EBITDA-to-cash conversion of ~65%. This supports substantial free cash flow.

❑ Regulatory and Habit-Driven Demand

Coding/marking essential for compliance (batch numbers, QR codes) across multiple industries (FMCG, healthcare etc) and for efficient track and trace supply chain solutions.

Our 3 Pronged Long Term Growth Strategy

❑ Grow the reach of our coding and marking business in India and Globally

- Outpace the growth of the Industry in India on existing standalone business
- Grow the Markprint and Codeology businesses in the European region
- Grow the presence of products from our international businesses, into India – these products have now come to India and we have started selling them in India

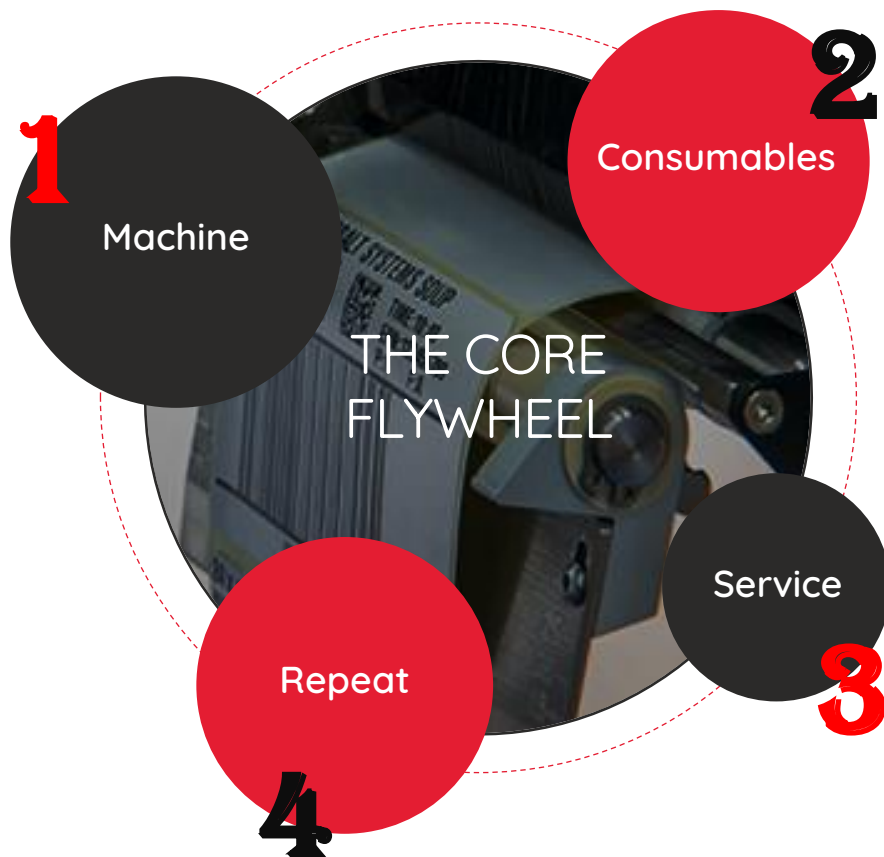
❑ Increase the size and scale of our Track and Trace Business

- QRiousCodes, our track and trace solutions brand, offers comprehensive cloud-based solutions to enhance supply chain visibility and product authenticity.
- Leveraging innovative QR code technology, QRiousCodes, enables businesses to safeguard their products, streamline logistics, and build trust with consumers through transparent and traceable processes.

❑ Enter and increase our presence in the packaging business (Vshapes)

- Looking to capitalise on our innovative single use packaging technology through supplies of packaging equipments and associated material.

Our Evolution in Coding and Marking Business



India – Standalone Business

- The Coding and Marking Industry in India today stands at approx. Rs 2,000 -2,200 crore.
- The industry is dominated in India by 4 key players including Control Print Ltd (the only Indian company) – these 4 players contribute to nearly 80% of the domestic coding and marking business.
- Control Print today has an overall market share of 18-20% of the organized players.
- The overall market is expected to grow at 1.5x to GDP.
- Control Print has continued to grow at a faster pace than the overall industry and today stands at Rs 385 crore (FY25) in the Indian Standalone entity.

The International Business – Long Term Growth Strategy

- Markprint and Codeology bring to the table an important but complimentary diversification to our existing core business in coding and marking.
- While on one hand we wish to scale up our offerings and business in international markets, on the other hand we aim to manufacture and sell these products/solutions in India as well.
- Our initial efforts have been met with success with key orders from key customers.
- Further we have setup a subsidiary in the Middle East to target the coding and marking opportunities in the region from our India business as well from Markprint and Codeology.
- This will help us outpace and grow beyond the standard growth rate in our traditional business.

90-95% of Consolidated Revenue

Coding & Marking Current Standalone (India) Business



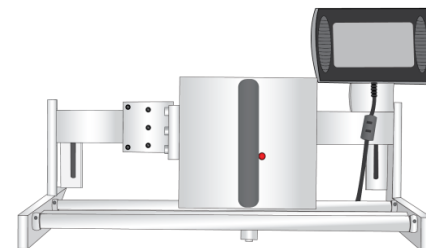
Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



Thermal Transfer Overprinter



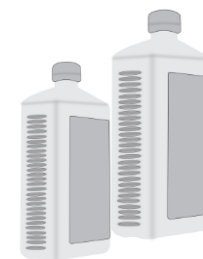
Hot Roll Coder



Laser Printer



Large Character Printer



Consumables

Coding & Marking – International Businesses

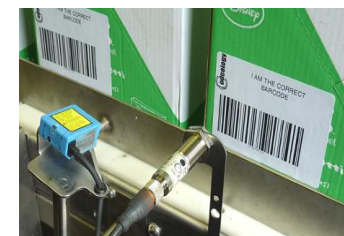
Markprint BV

- Pushes the boundaries of traditional printing methods, providing dynamic and customizable printing solutions for various applications.
- From Single colour printers to vibrant Multi Colour Printers, Mark Print delivers unparalleled print quality and versatility, enabling businesses to make a lasting impression in today's competitive market landscape.



Codeology UK

- Specializes in Label printing & apply solution, and end-of-line automation systems, ensuring seamless operations for our clients.
- Integrates advanced printing technology with automated solutions to streamline production processes and maximize efficiency.



Adjacent Growth Platform : Track & Trace

Moves Company up the value chain from hardware to data layer

01

Complete Suite of Offerings being developed - Core, Differentiated, Innovative technology providing an aesthetic experience with superior functionality

02

QRiousCodes, our track and trace solutions brand, offers comprehensive cloud-based solutions to enhance supply chain visibility and product authenticity.

03

Leveraging innovative QR code technology, Qrious Codes enables businesses to safeguard their products, streamline logistics, & build trust with consumers through transparent and traceable processes.

04

Providing equipment, materials, co-packing (for small volumes, market testing), and other associated services so that all the customers requirements are met.

05

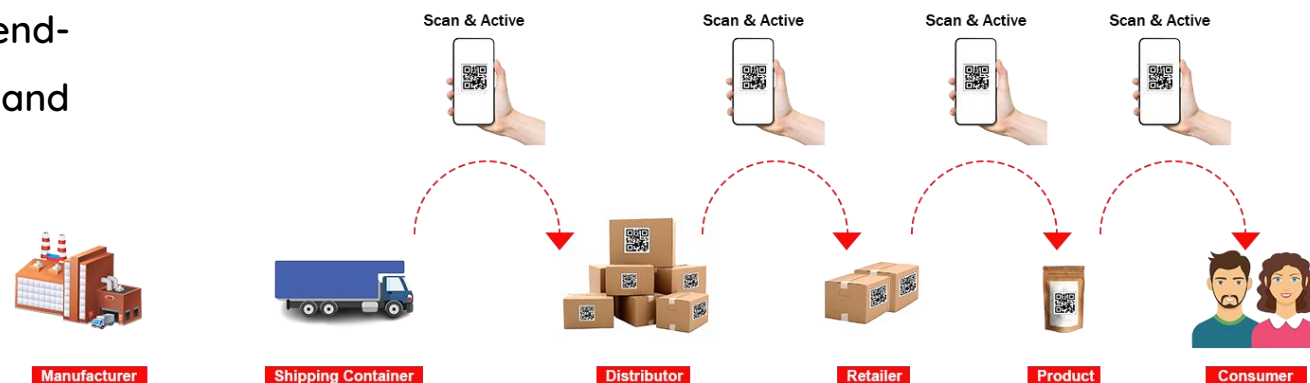
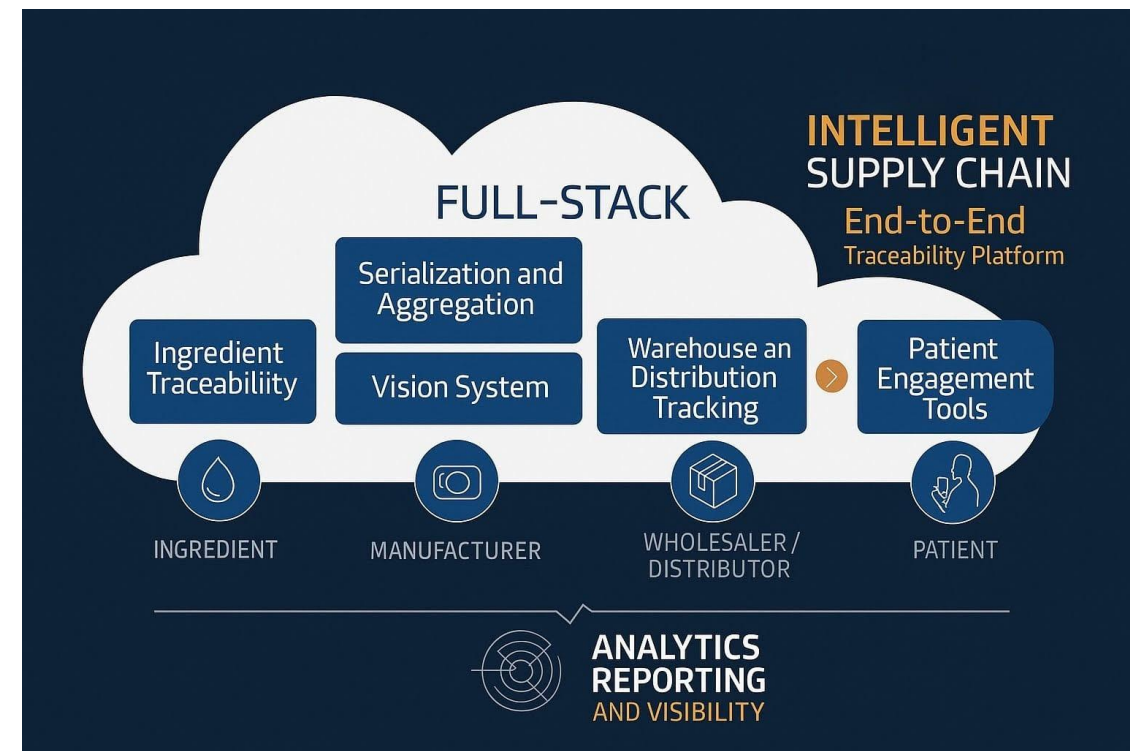
We believe that track and trace solutions is the future of coding and marking for traceability, anti-counterfeiting, regulatory requirements and customer engagement.

To meet regulatory requirements, prevent counterfeiting, data analysis and customer engagement



Track and Trace Solutions

- Real-Time Inventory Management
- DLT/Blockchain based UIDs which cannot be duplicated
- Cloud-application-data base integrated with brand website
- Proprietary hybrid solution
- Inhouse:
 - Hardware
 - Consumables
 - Software
- We are providing a full stack intelligent supply chain end-to-end traceability platform with analytics, reporting and visibility



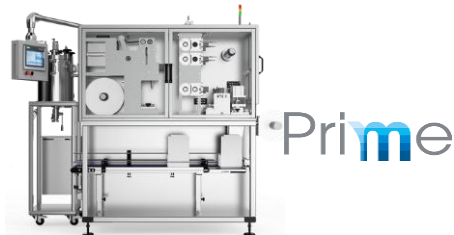
Packaging : V Shapes

Future Consumables Engine, Not Just Packaging Bet

V-Shapes is NOT capex-heavy diversification — it replicates the core consumables playbook

Creates a second
consumables annuity model

- State-of-the-art packaging equipment for single-dose sachets in India.
- Precision filling within 0.5% depending on the type of product.



Co-Packaging

Fully customizable
single-serve co-
packaging solutions

Advanced technology
for efficient & precise
packaging

No need for in-house
packaging
infrastructure

Ideal for businesses of
all sizes looking to
expand



Supply of Raw Material/Laminates

Supply of laminates
used in the production
of packs



**WE
PROVIDE**

Equipment

Materials

Co-packaging Solutions
(for small volumes & market testing)

Associated services

INTERNATIONAL INFRASTRUCTURE



CP ITALY SRL
BOLOGNA, ITALY

- For Packaging Business and Track & Trace Business



MARKPRINT
THE NETHERLANDS

- For Digital Printing Business



CODEOLOGY
UK

- For Label Print and Apply Solutions, & end-of-line Automation Systems

DOMESTIC 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

Key Development – New Manufacturing Facility At Assam

Project Details:

New manufacturing facility for undertaking activities related to extrusion, coding and marking products and food co-packaging unit(s)

Land Area

46,823 sqm
(approx. 11.57 acres)

Lease Tenure

60 years
(renewable for further 30 years)

Total Consideration

₹861.18 lakhs

Eligible for benefits under UNNATI 2024 Scheme

Strategic Importance:



The new plant creates strong synergies with existing manufacturing operations in Guwahati.



Proximity of both units in the same region enables significant operational efficiencies.



The expansion is primarily focused on the Packaging Business.



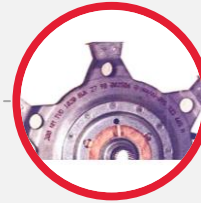
Focus within the packaging business is specifically on materials.



INDUSTRIES WE SERVE



Agrochemicals
and Seeds



Automotive



Beverages



Building and
Construction Materials



Cable and
Wire



Food



FMCG



Electronics



Chemicals and
Lubricants



Cement



Healthcare



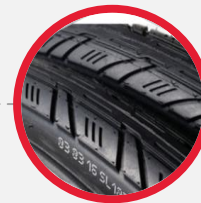
Packaging and
Packaging Materials



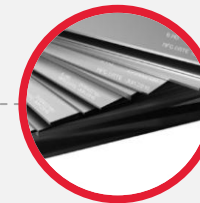
Plywood



Pipes and
Extruded Plastics



Rubber and
Tyres



Steel and
Metal



Textiles

KEY CLIENTS

ashirvad

glenmark

Colgate

Hindustan Unilever Limited

ARISTO

Cipla
Caring for life

Godrej
Consumer Products Ltd.

emami

ADITYA BIRLA
HINDALCO

ITC Limited

ajanta pharma limited

JKTYRE
& INDUSTRIES LTD.

WONDER
CEMENT
EK PERFECT SHURUAT

Finolex
Cables Limited

UNITED SPIRITS

Cadbury

TATA
TATA STEEL

HINDALCO
ADITYA BIRLA GROUP

PARLE

marico

IndianOil

Greenply
PLYWOOD

JAIN
Jain Irrigation Systems Ltd.

Dinshaw's

Kisan

Godrej Consumer Products Limited

ITC Limited

BRITANNIA
Eat Healthy. Think Better

JINDAL

ANCHOR

03

QUARTER PERFORMANCE HIGHLIGHTS



QUARTER PERFORMANCE HIGHLIGHTS (Standalone)

Q1 Performance

Q1 Revenue of Rs. 1,046 mn - thereby continuing to maintain steady performance across the coding and marking business

Strategic Update

On 8 May 2026, the Company entered into an IP Assignment Agreement with its step-down subsidiary CP Italy S.R.L. to acquire Intellectual Property Rights (including patents) for INR 3,120.11 Lakhs (≈ EURO 28.60 Lakhs).

The transaction is to be completed within 90 days. As of 30 June 2026, the full amount has been recorded as Intangible Assets under development.

Positives

Installed base now exceeds 23,000 printers, driving strong recurring revenue from consumables.

Robust printer sales supported by focused sales & promotion initiatives.

Strong performance in Indian operations with a healthy order pipeline for FY27.

Track & Trace solutions gaining traction (detailed presentation available on company website).

Sectoral view

Going forward, the Track & Trace segment is expected to gain strong momentum.

The company continued to consolidate its market share in the Pipes, Food, Dairy, Cable & Wire, FMCG, Steel & Metal, and Wood sectors.

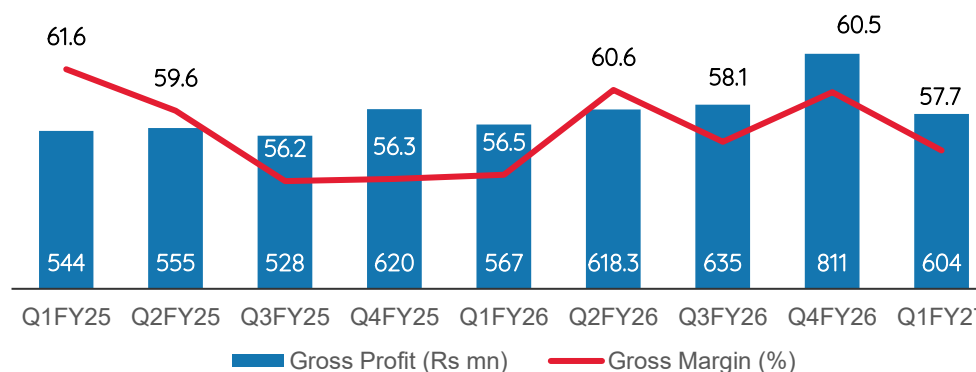
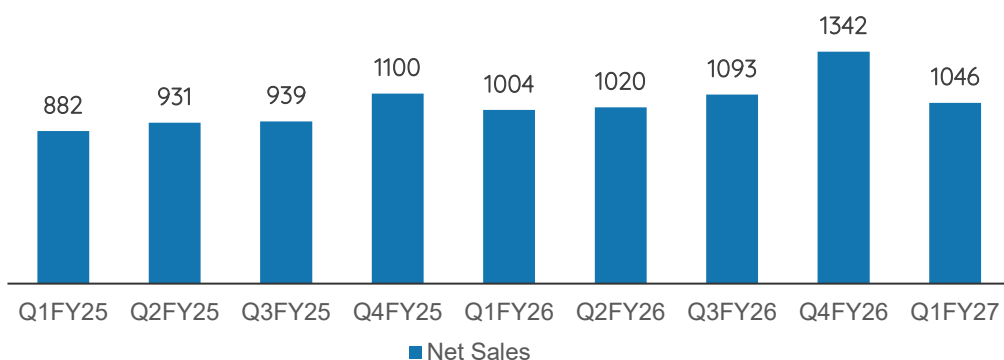
Additionally, Dairy, Sugar, Plywood, and Cement segments continue to witness healthy traction for its products.

BRIEF FINANCIALS FOR THE QUARTER (Standalone)

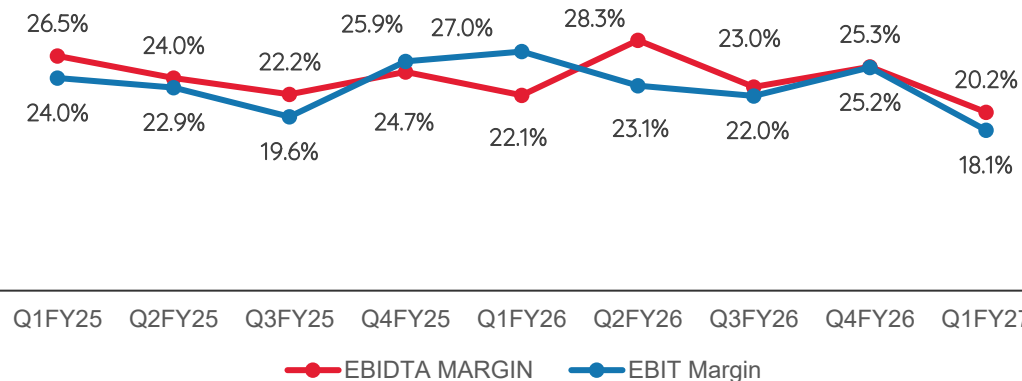
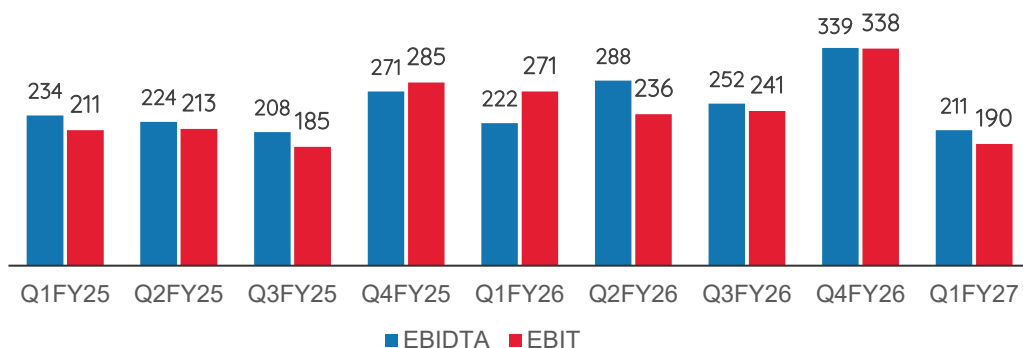
Particulars (Rs mn)	Q1FY27	Q4FY26	Q1FY26	YoY%
Income from Operations	1,046.3	1,341.6	1,004.5	4.2
Gross Profit	603.5	811.2	567.2	6.4
Gross margin (%)	57.68	60.47	56.47	122 bps
EBITDA	210.8	338.9	221.6	-4.9
EBITDA margin (%)	20.15	25.26	22.06	-192 bps
EBIT	189.6	338.0	271.1	-30.1
PBT (excl. exceptional)	182.2	321.4	265.6	-31.4
PAT (excl. exceptional)	123.9	230.6	172.7	-28.3
PAT margin (%)	11.84	17.19	17.20	-535 bps
Exceptional Items#	0.0	0.0	-39.9	-100.0
Reported PAT	123.9	230.6	212.6	-41.7
PAT margin (%)	11.84	17.19	21.17	-933 bps
EPS(Rs) (excl. exceptional)	7.75	14.42	10.80	-28.3
Reported EPS (Rs)	7.75	14.42	13.30	-41.7

SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)

Rs mn



Rs mn



BRIEF FINANCIALS FOR THE QUARTER (Consolidated)

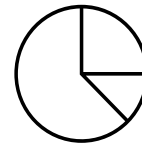
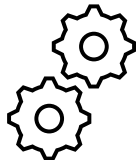
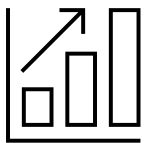
Particulars (Rs mn)	Q1FY27	Q4FY26	Q1FY26	YoY%
Income from Operations	1,155.6	1,398.7	1,112.9	3.8
Gross Profit	654.7	856.6	658.9	-0.6
Gross margin (%)	56.66	61.24	59.21	-255 bps
EBITDA	153.0	262.8	185.8	-17.7
EBITDA margin (%)	13.24	18.79	16.70	-346 bps
EBIT	106.7	221.9	144.5	-26.2
PBT (excl. exceptional)	98.2	204.3	138.6	-29.2
PAT (excl. exceptional)	39.2	111.9	45.7	-14.3
PAT margin (%)	3.39	8.00	4.11	-72 bps
Exceptional Items#	0.0	0.0	-39.9	-100.0
Reported PAT	39.2	111.9	85.6	-54.2
PAT margin (%)	3.39	8.00	7.70	-430 bps
EPS(Rs) (excl. exceptional)	2.45	7.00	2.86	-14.3
Reported EPS (Rs)	2.45	7.00	5.35	-54.2

04

WAY FORWARD



Way Forward



Higher Consumables Sales with improved industrial production and increased sales of printers.

Recently Launched/ acquired capabilities and products to deliver exponential growth over the next 5-7 years.

Key Strategy is to Focus on the Customers offering larger sales volume, client servicing and introduction of new products.

Focused marketing plans to capture last mile user. Internal dedicated team for generating new leads & direct sales to small customers

Global market access & New Product / Technology through organic / inorganic routes

Grow the Track & Trace business (top 1000 drugs have been mandated by the Government)

Packaging business to deliver exponential growth

05

ANNUAL PERFORMANCE HIGHLIGHTS



ANNUAL PROFIT & LOSS STATEMENT (Standalone)

Particulars (Rs mn)	FY21	FY22	FY23	FY24	FY25	FY26
Net sales	2,036.9	2,542.6	2,914.1	3,436.6	3,853.0	4,459.5
Gross Profit	1,251.0	1,532.03	1,755.0	2,030.8	2,247.3	2,631.8
Gross margin (%)	61.42	60.25	60.23	59.09	58.33	59.02
EBITDA	498.2	604.3	744.9	869.0	936.9	1,100.7
EBITDA margin (%)	24.46	23.77	25.56	25.29	24.31	24.68
EBIT	383.0	479.0	635.1	768.2	893.9	1,085.7
PBT (excl. exceptional)	370.9	468.6	622.1	751.9	860.7	1,052.2
PAT (excl. exceptional)	311.8	380.8	517.3	555.5	1,196.3	762.5
PAT margin (%)	15.3	14.97	17.75	16.16	31.05	17.10
Exceptional (loss)/gain	(17.9)	31.7	2.0	(0.62)	(0.01)	-40.6
EPS(Rs) (excl. exceptional)	19.09	23.31	31.68	34.73	74.80	47.67
EPS(Rs)	18.00	25.25	31.80	34.44	74.80	50.21
Dividend per Share (Rs.)	8.50	9.00	9.00	9.00	10.00	10.00

~17%

Revenue CAGR (FY21 to FY26)

~17%

EBITDA CAGR (FY21 to FY26)

~20%

PAT CAGR (FY21 to FY26)

~23%

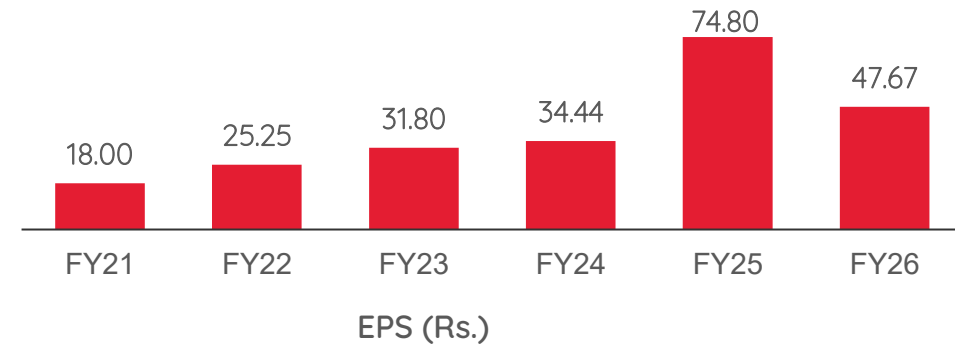
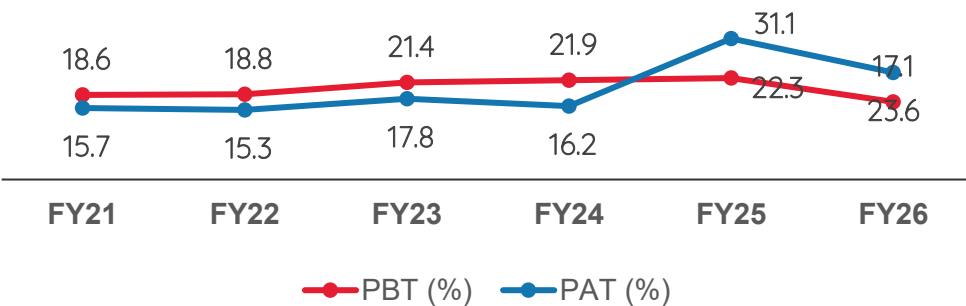
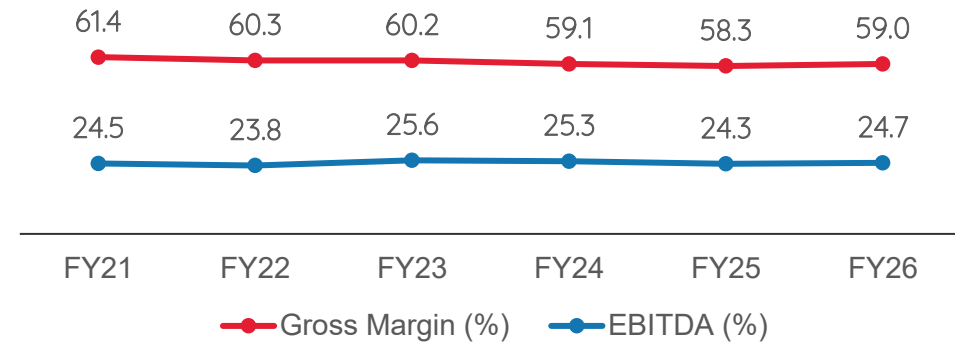
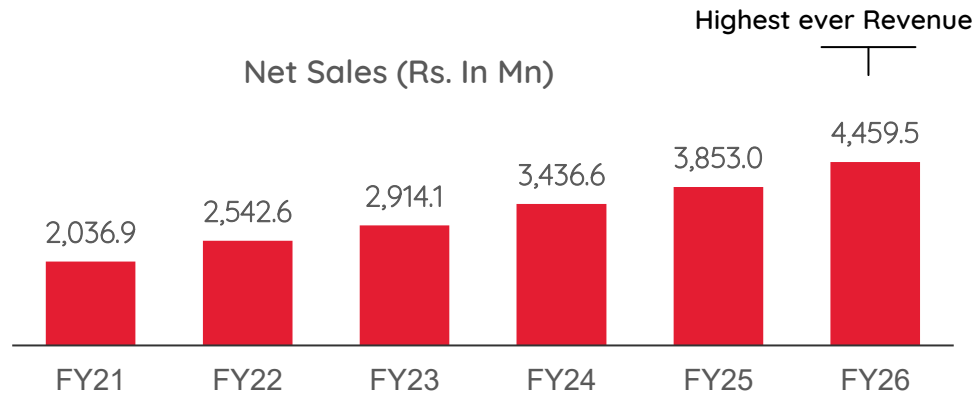
EPS Growth CAGR (FY21 to FY26)

ANNUAL BALANCE SHEET (Standalone)

Equity & Liabilities (₹ in Mn)	FY24	FY25	FY26
Share Capital	159.9	159.9	159.9
Other Equity	3,236.3	4,229.5	4,937.1
Total Equity	3,396.2	4,389.4	5,097.0
Financial Liabilities			
(i) Borrowings	-	-	-
(ia) Lease Liabilities	50.4	52.8	40.3
Provisions	80.3	90.6	126.1
Deferred Tax Liabilities	79.1	-	-
Other Non-Current Liabilities	5.9	4.9	3.8
Non-Current Liabilities	215.7	148.3	170.2
Financial Liabilities			
(i) Borrowings	-	-	-
(ia) Lease Liabilities	8.5	13.3	13.7
(ii) Trade Payables	274.8	248.9	320.1
(iii) Other Financial Liabilities	240.5	248.7	379.5
Other Current Liabilities	79.4	101.3	114.0
Provisions	66.8	66.6	73.9
Current Tax Liabilities	52.3	4.8	13.8
Current Liabilities	722.3	683.7	914.9
Total Equity & Liabilities	4,334.2	5,221.5	6,182.2

Assets	FY24	FY25	FY26
Fixed Asset	1,167.7	1,239.5	1,351.4
Intangible Asset	6.5	5.5	27.3
Work-In-Progress	43.9	72.9	29.7
Intangible Assets under Development	19.3	23.5	0.2
Financial Assets			
(i) Investments	449.2	473.2	452.0
(ii) Loans	237.1	389.2	658.3
(iii) Other Non-Current Financial Assets	10.5	11.0	10.5
Deferred Tax Assets		417.1	332.2
Other Non-Current Asset	8.7	4.3	5.0
Non - Current Assets	1,942.9	2,636.2	2,866.6
Inventories	849.5	856.9	1,016.7
Financial Assets			
(i) Investment	397.1	462.4	404.8
(ii) Trade Receivables	786.5	881.3	1,145.7
(iii) Cash & Cash Equivalents	46.8	56.4	107.3
(iv) Bank Balances	49.6	50.3	58.5
(v) Current Loans	5.5	4.5	6.2
(vi) Other Current Financial Assets	143.8	59.4	108.2
Current Tax Assets		0.0	0.0
Other Current Assets	112.7	214.1	468.2
Current Assets	2,391.3	2,585.2	3,315.5
Total Assets	4,334.2	5,221.5	6,182.2

Synopsis of Annual Performance (Standalone)



ANNUAL PROFIT & LOSS STATEMENT (Consolidated)

Particulars (Rs mn)	FY21	FY22	FY23	FY24	FY25	FY26
Net sales	2,036.9	2,562.3	3,042.9	3,592.7	4,250.3	4,819.6
Gross Profit	1,251.0	1,535.9	1,831.0	2,119.9	2,463.0	2,879.1
Gross margin (%)	61.42%	59.94%	60.17%	59.00%	57.95%	59.74
EBITDA	497.1	593.2	760.3	861.3	800.9	886.1
EBITDA margin (%)	24.40%	23.15%	24.99%	23.97%	18.84%	18.38
EBIT	379.6	467.9	647.9	756.3	700.3	722.2
PBT (excl. exceptional)	367.4	457.3	633.7	738.8	665.1	686.8
PAT (excl. exceptional)	308.4	369.3	526.5	542.4	1,000.5	395.4
PAT margin (%)	15.14%	14.41%	17.30%	15.10%	23.54%	8.20
Exceptional (loss)/gain	17.9	-31.7	-2.0	-0.6	-0.0	-40.6
EPS(Rs) (excl. exceptional)	18.88	22.61	32.24	33.91	62.55	24.72
EPS(Rs)	33.63	62.56	33.36	33.63	62.56	27.26
Dividend per Share (Rs.)	8.00	8.50	9.00	9.00	10.00	10.00

* Calculated on standalone net profit including exceptional; Rounded off

ANNUAL BALANCE SHEET (Consolidated)

Equity & Liabilities (₹ in Mn)	FY24	FY25	FY26
Share Capital	159.9	159.9	159.9
Other Equity	3,180.7	3,965.3	4,368.6
Non Controlling Interest	5.5	-3.3	-15.8
Total Equity	3,346.1	4,121.9	4,512.7
Financial Liabilities			
(i) Borrowings	-	-	-
(ia) Lease Liabilities	50.4	52.8	40.3
Provisions	80.3	90.6	126.1
Deferred Tax Liabilities	79.2	-	
Other Non-Current Liabilities	12.7	11.6	3.8
Non-Current Liabilities	222.5	155.1	170.2
Financial Liabilities			
(i) Borrowings	14.7	12.3	14.2
(ia) Lease Liabilities	8.5	13.3	13.7
(ii) Trade Payables	291.4	301.3	412.2
(iii) Other Financial Liabilities	249.0	286.6	414.9
Other Current Liabilities	88.8	118.2	177.4
Provisions	66.8	69.9	84.0
Current Tax Liabilities	52.3	2.8	11.6
Current Liabilities	771.7	804.4	1,127.8
Total Equity & Liabilities	4,340.3	5,081.4	5,810.8

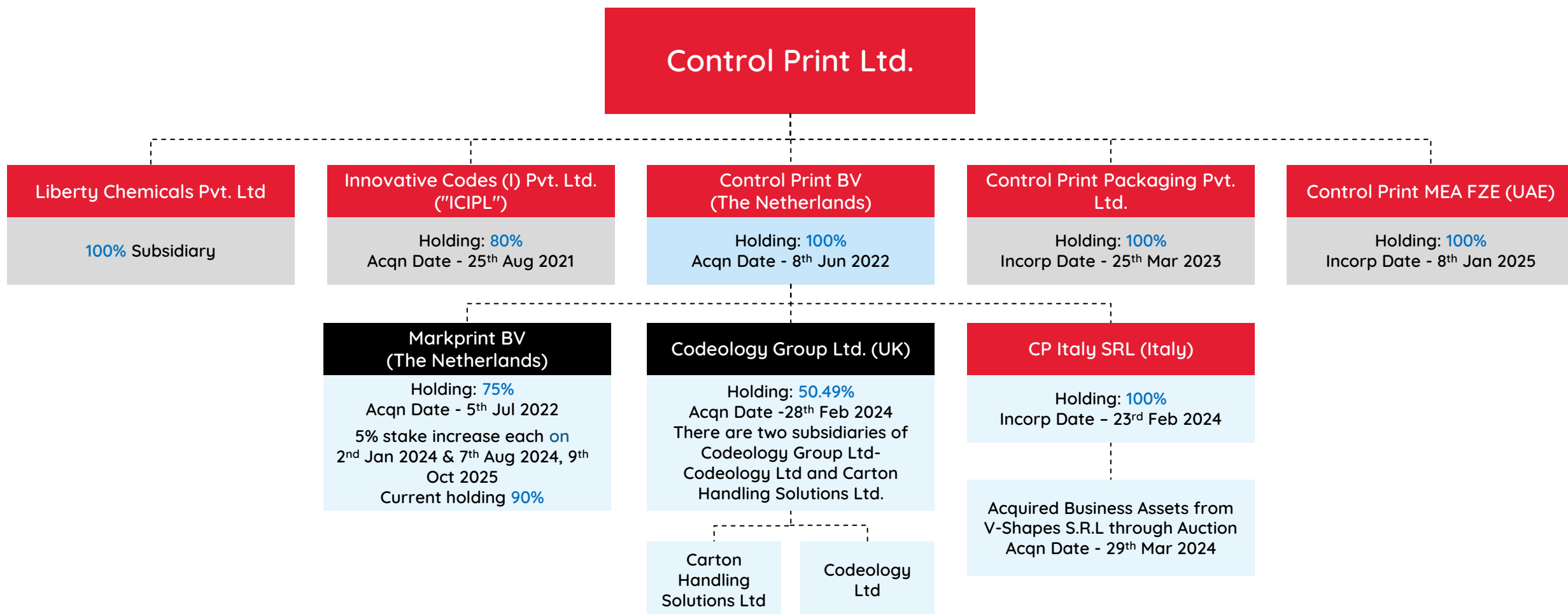
Assets	FY24	FY25	FY26
Fixed Asset	1,377.8	1,392.1	1526.3
Intangible Asset	9.7	77.9	90.7
Work-In-Progress	56.0	84.9	41.8
Goodwill	116.7	116.7	116.7
Intangible Assets under Development	19.3	23.5	0.2
Financial Assets			
(i) Investments	7.5	8.8	8.7
(ii) Loans	2.2	1.7	1.9
(iii) Other Non-Current Financial Assets	12.3	12.7	12.3
Deferred Tax Assets		417.1	332.2
Other Non-Current Asset	8.7	11.5	5.0
Non - Current Assets	1,610.1	2,146.9	2135.9
Inventories	1,008.9	1,094.6	1440.3
Financial Assets			
(i) Investment	397.1	462.4	404.8
(ii) Trade Receivables	810.5	918.7	1181.2
(iii) Cash & Cash Equivalents	187.9	121.6	184.9
(iv) Bank Balances	49.6	50.3	58.5
(v) Current Loans	5.5	4.5	6.2
(vi) Other Current Financial Assets	144.9	42.8	27.1
Current Tax Assets	0.0	0.0	
Other Current Assets	125.8	239.4	372.0
Current Assets	2,730.1	2,934.4	3674.9
Total Assets	4,340.3	5,081.4	5810.8

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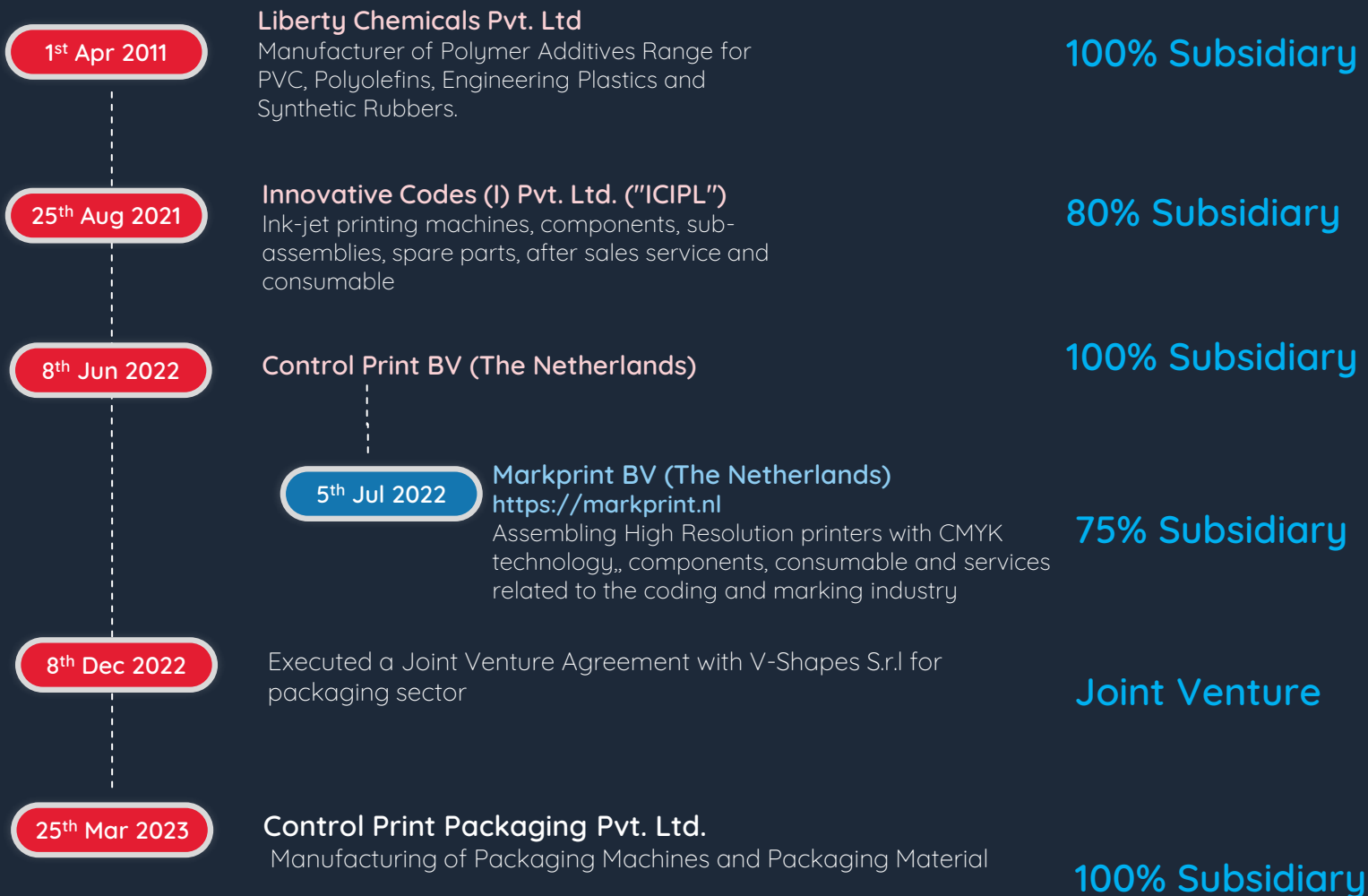
CORPORATE STRUCTURE & ACQUISITION HISTORY



CURRENT STRUCTURE



PAST ACQUISITIONS / JOINT VENTURES



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

7th Aug 2024

Markprint BV (The Netherlands)

Increased Stake from 80% to 85%

80% ► 85%

Subsidiary

9th Oct 2025

Markprint BV (The Netherlands)

Increased Stake from 85% to 90%

85% ► 90%

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

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