

# INVESTOR PRESENTATION

## 4Q and FY2021



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**1** Company  
Overview

**2** Key notes

**3** Quarterly  
Performance  
Highlights

**4** Annual  
Performance  
Highlights

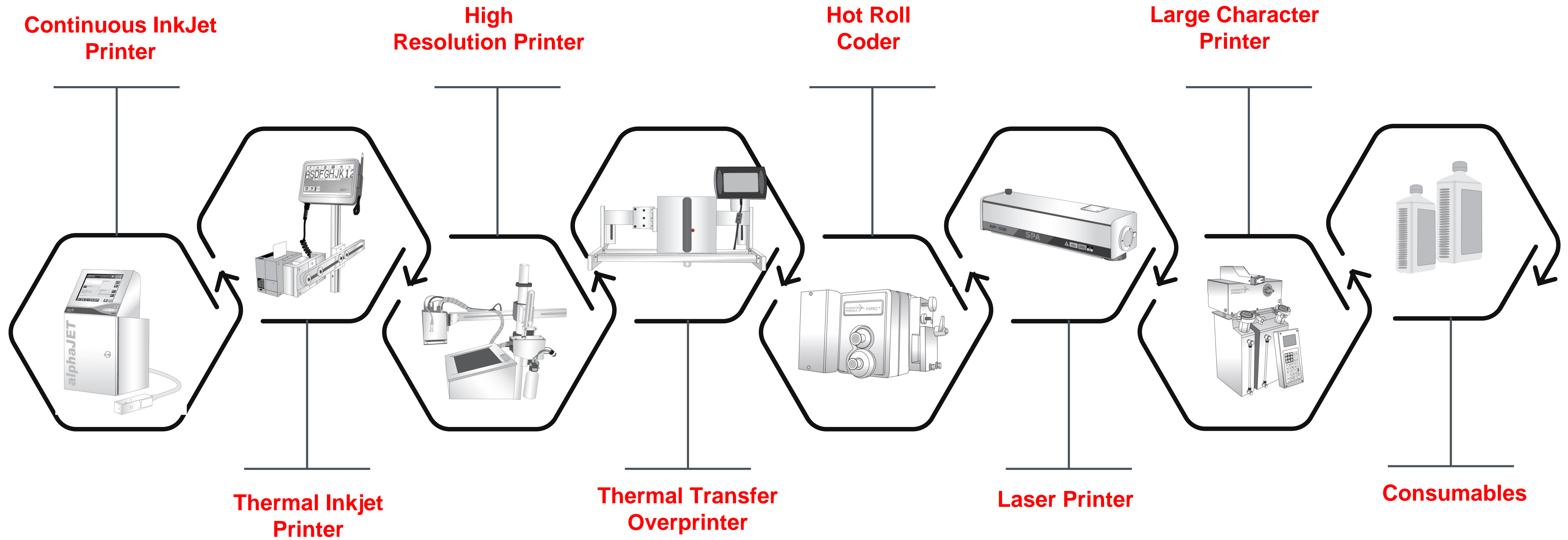
**5** Way  
Forward

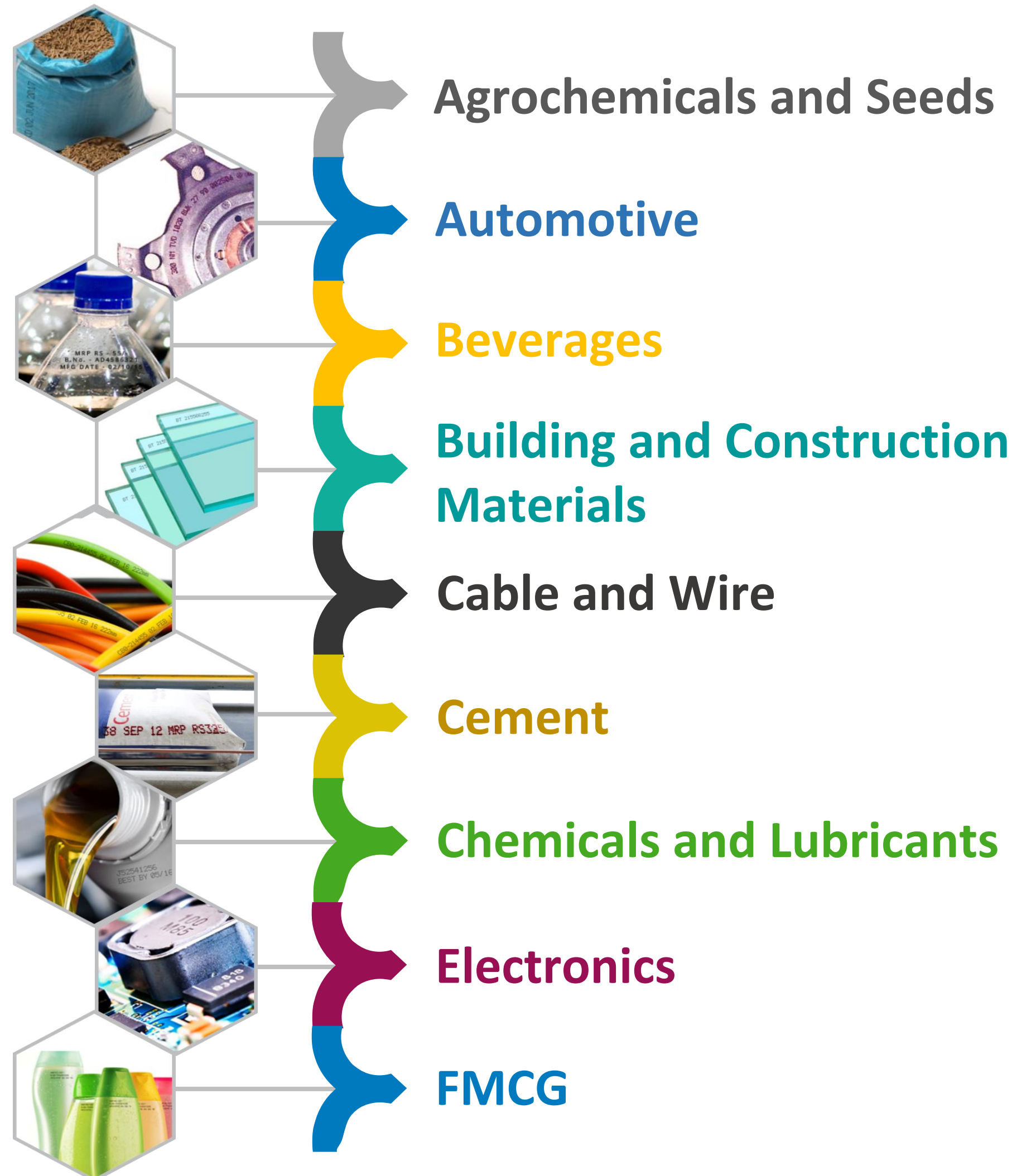
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

Our representatives tailor their purchase advice based on your needs as a customer.

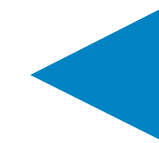
We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.



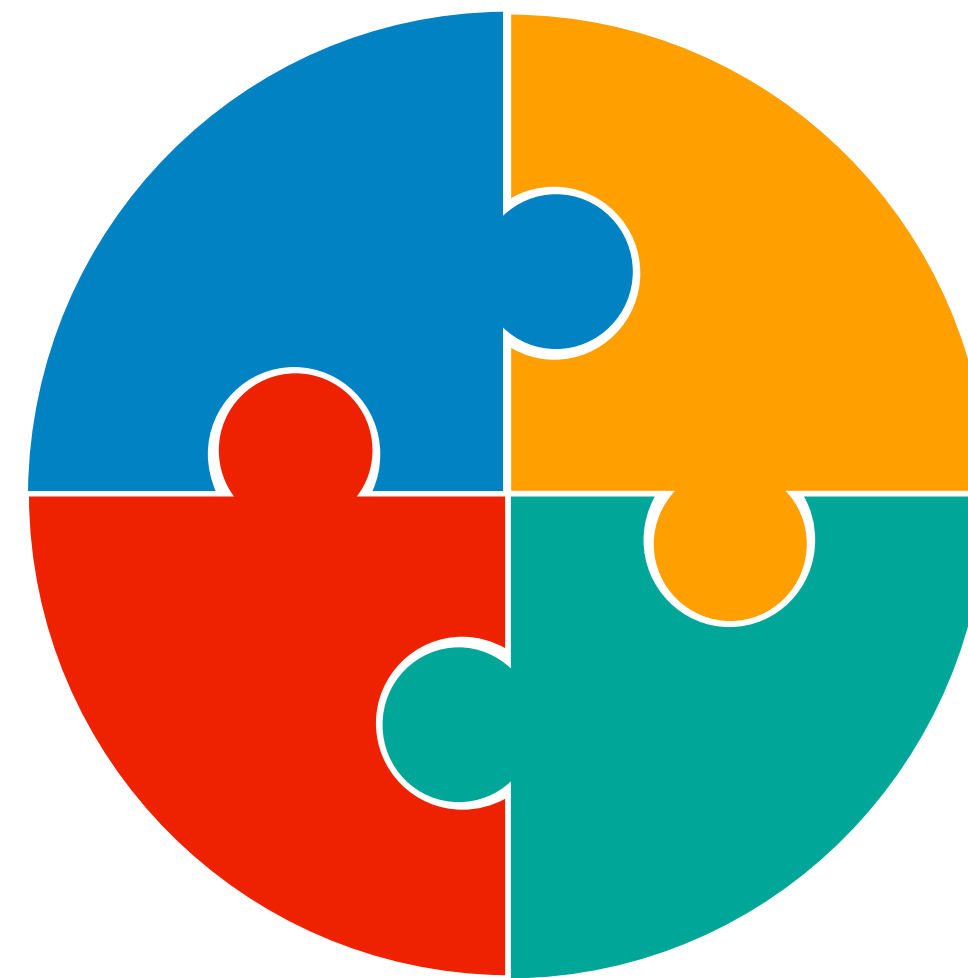
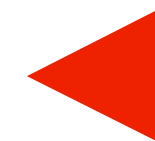




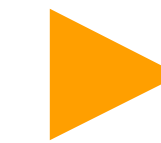
Crisil re-affirms  
credit rating  
at 'A'



Only integrated  
"Make in India"  
manufacturer



Installed base of  
printer crosses  
13,000 mark

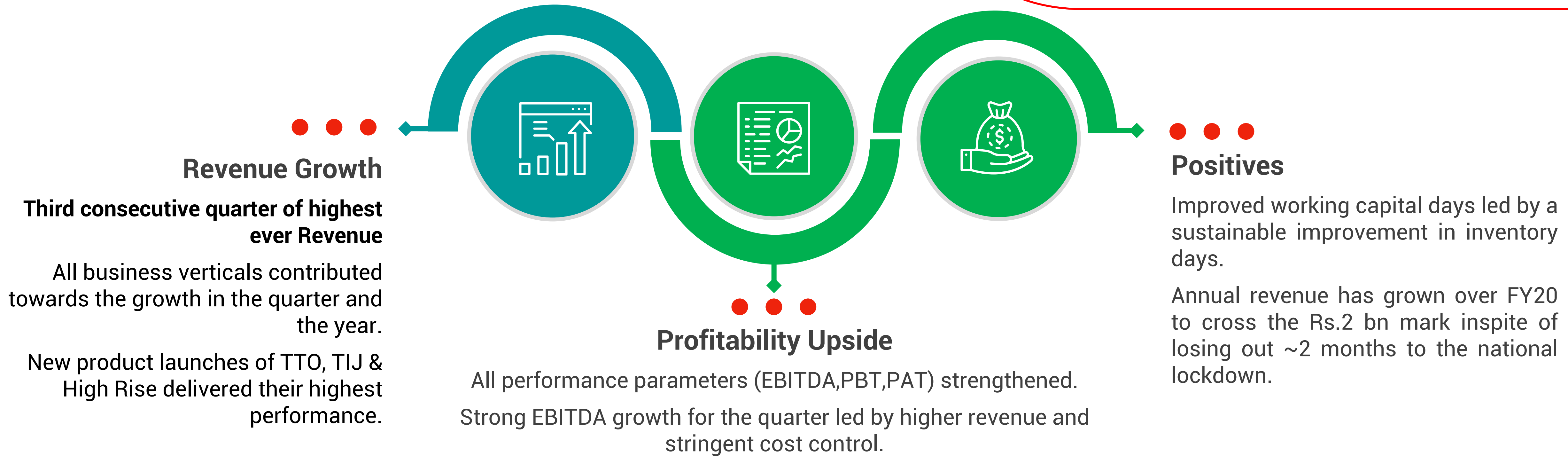


Company maintains  
Top 1000 position  
as per market cap on NSE



# QUARTER PERFORMANCE HIGHLIGHTS





Final dividend declared Rs 4.5 per share (FV: Rs 10)  
Total Dividend for FY21 : Rs 8.5 per share  
**Dividend Payout of 47.2%**

### New sectoral breakthroughs

The company is now a market leader in the **MDF sector**.

Continued dominance in the **Pipe Industry** – breakthrough order from a competitor account in the sector.

# Brief Financials for the quarter



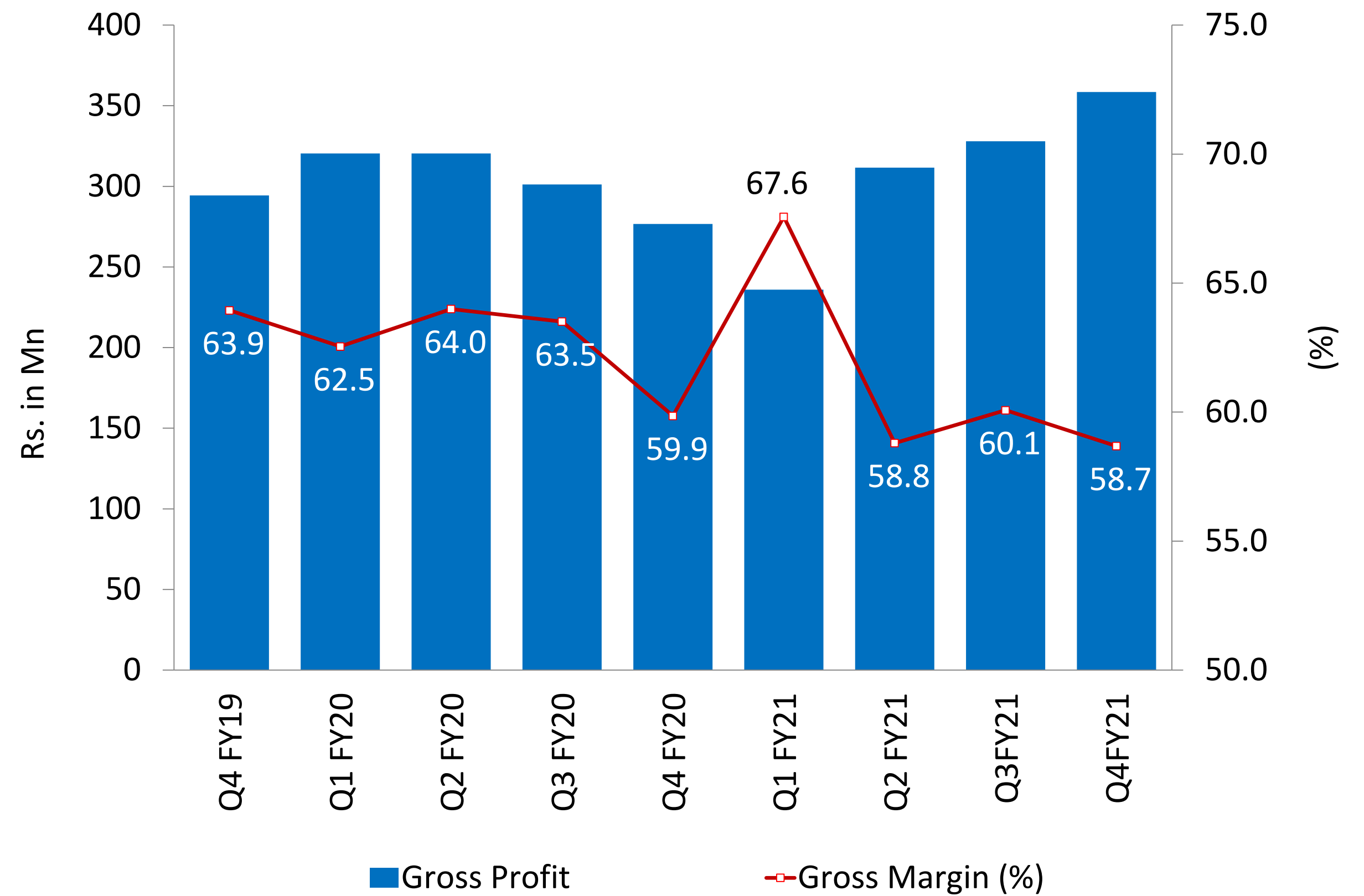
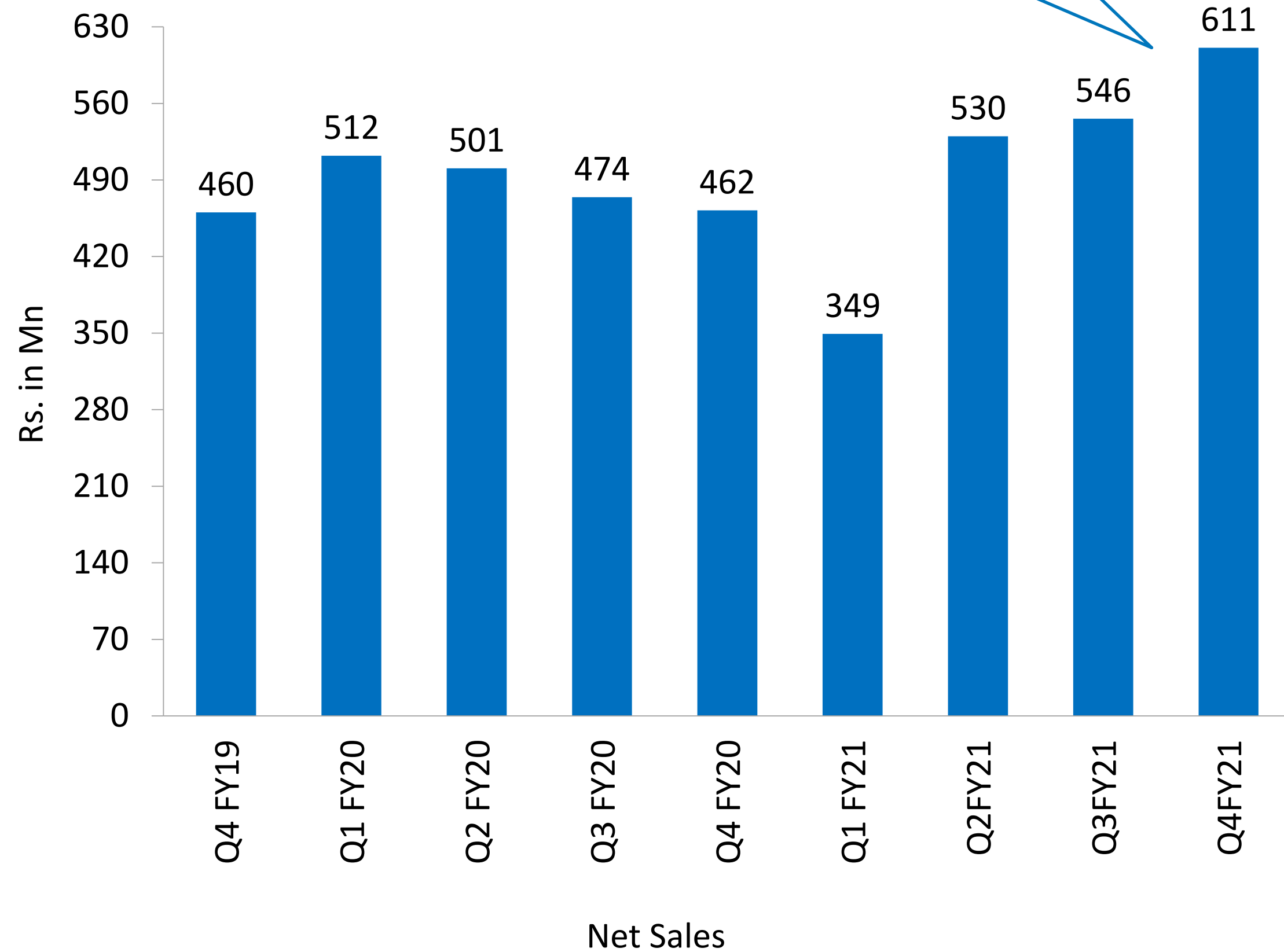
Particulars (Rs mn)	Q4FY21	Q3FY21	Q4FY20	YoY (%)	FY2021	FY2020
<b>Net sales</b>	<b>610.8</b>	<b>546.4</b>	<b>462.3</b>	<b>32.2%</b>	<b>2036.9</b>	<b>1,949.2</b>
Gross Profit	358.5	328.0	276.6	29.6%	1251.0	1,218.5
<i>Gross margin (%)</i>	<i>58.68</i>	<i>60.03</i>	<i>59.85</i>	<i>-117 bps</i>	<i>61.42</i>	<i>62.5</i>
<b>EBITDA</b>	<b>152.3</b>	<b>131.0</b>	<b>85.1</b>	<b>79.0%</b>	<b>498.2</b>	<b>461.0</b>
<i>EBITDA margin (%)</i>	<i>24.94</i>	<i>23.98</i>	<i>18.41</i>	<i>+653 bps</i>	<i>24.46</i>	<i>23.7</i>
EBIT	130.4	96.0	65.1	100.2%	383.0	382.1
PBT (excl. exceptional)	128.5	92.3	62.2	106.7%	370.9	373.5
<b>PAT (excl. exceptional)</b>	<b>107.2</b>	<b>76.2</b>	<b>55.4</b>	<b>93.4%</b>	<b>311.8</b>	<b>309.3</b>
<i>PAT margin (%)</i>	<i>17.56</i>	<i>13.95</i>	<i>12.00</i>	<i>+556 bps</i>	<i>15.3</i>	<i>15.9</i>
Exceptional (loss)/gain	<b>0.1</b>	1.5	(26.8)	-	(17.9)	(42.9)
<b>EPS(Rs) (excl. exceptional)</b>	<b>6.57</b>	<b>4.67</b>	<b>3.40</b>	<b>93.4%</b>	<b>19.09</b>	<b>18.94</b>
<b>Dividend per Share (Rs.)</b>	<b>Final: Rs 4.5*</b>	<b>Interim : Rs 4.0</b>	<b>Final: Rs 4.5</b>		<b>Total: Rs 8.5*</b>	<b>Total: Rs 8.0</b>

\* Subject to shareholder approval at the AGM

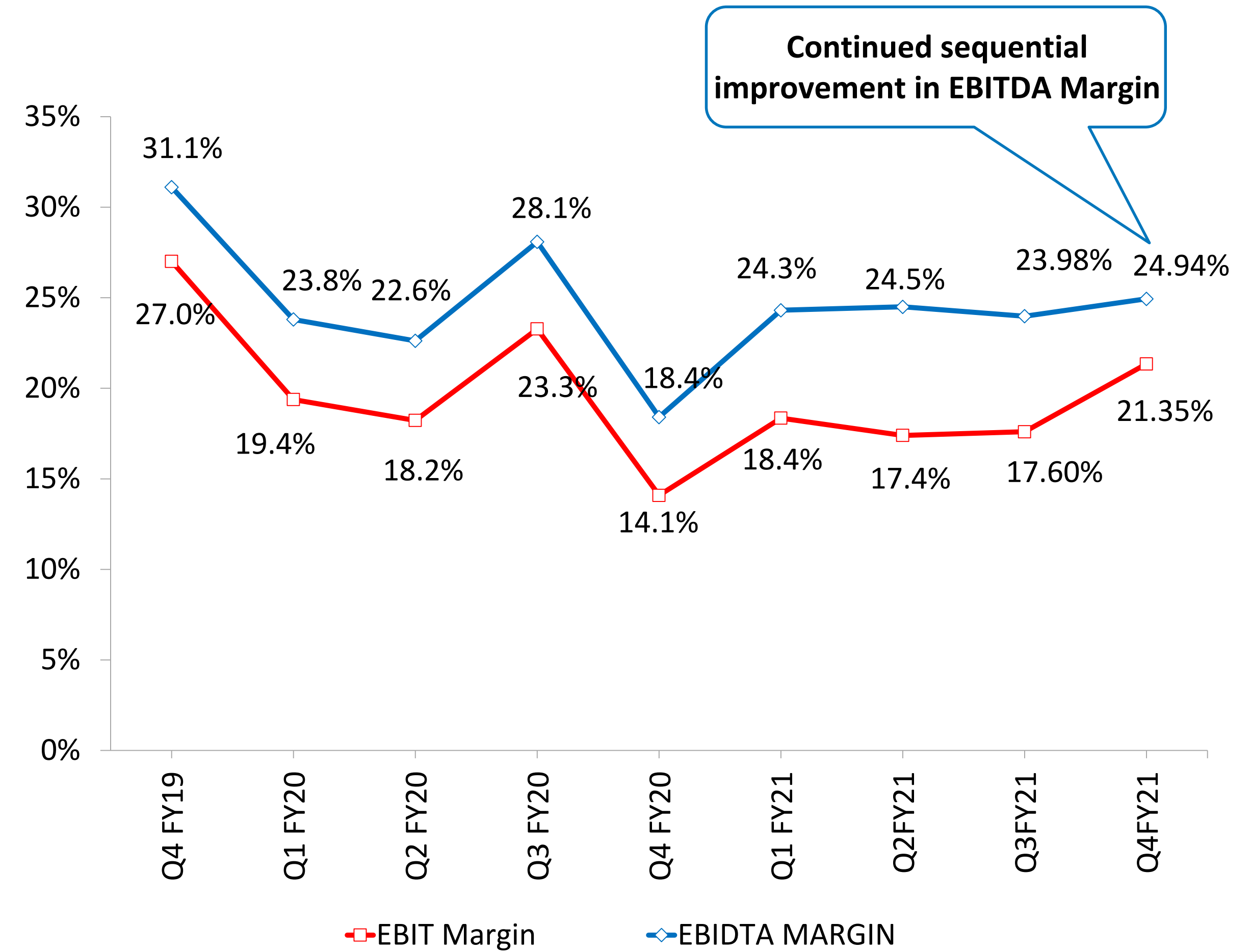
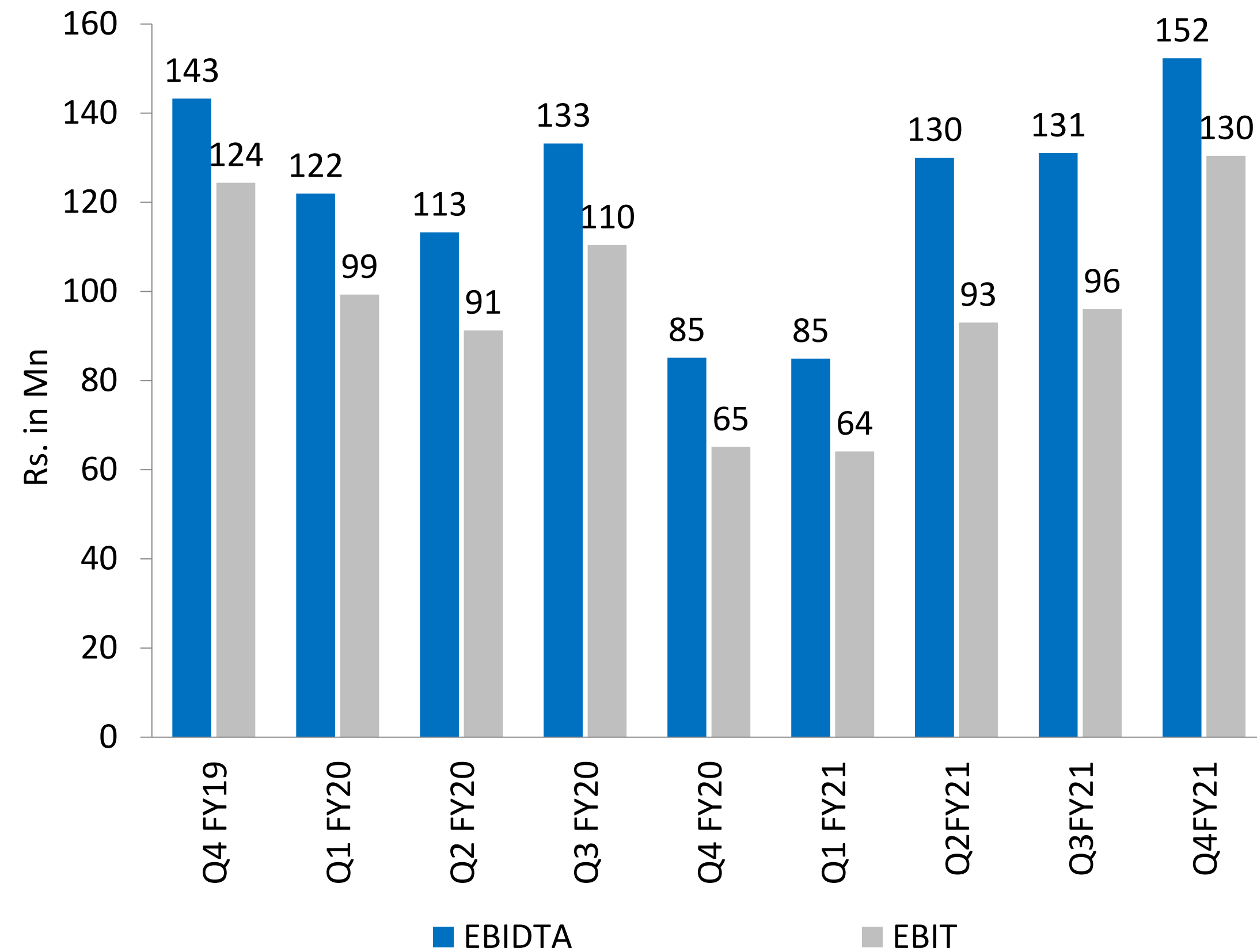
# Synopsis of Quarterly Performance (1/2)



Highest ever revenue for third consecutive quarter



# Synopsis of Quarterly Performance (2/2)



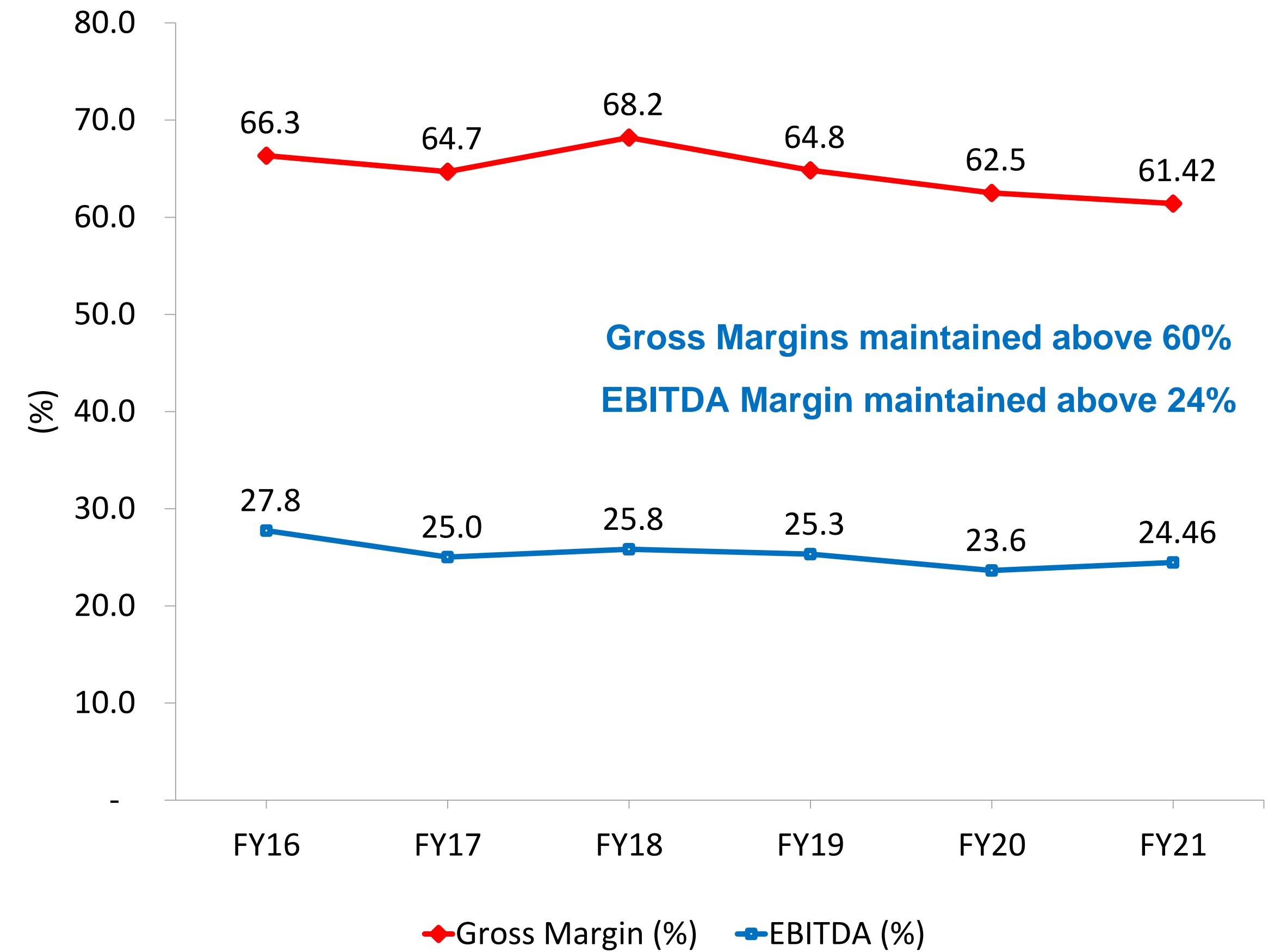
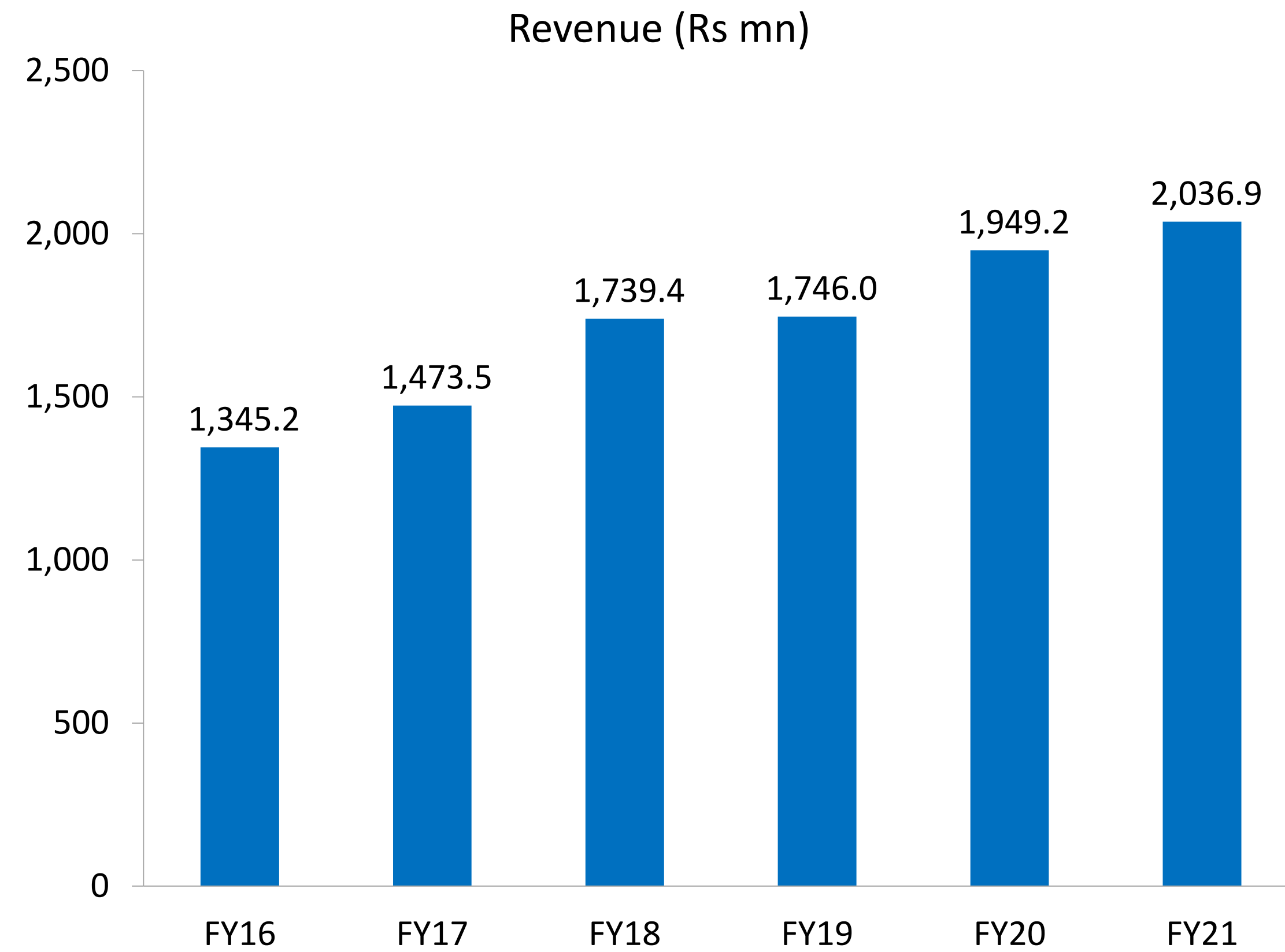
# **ANNUAL PERFORMANCE HIGHLIGHTS**

# Annual Profit & Loss Statement

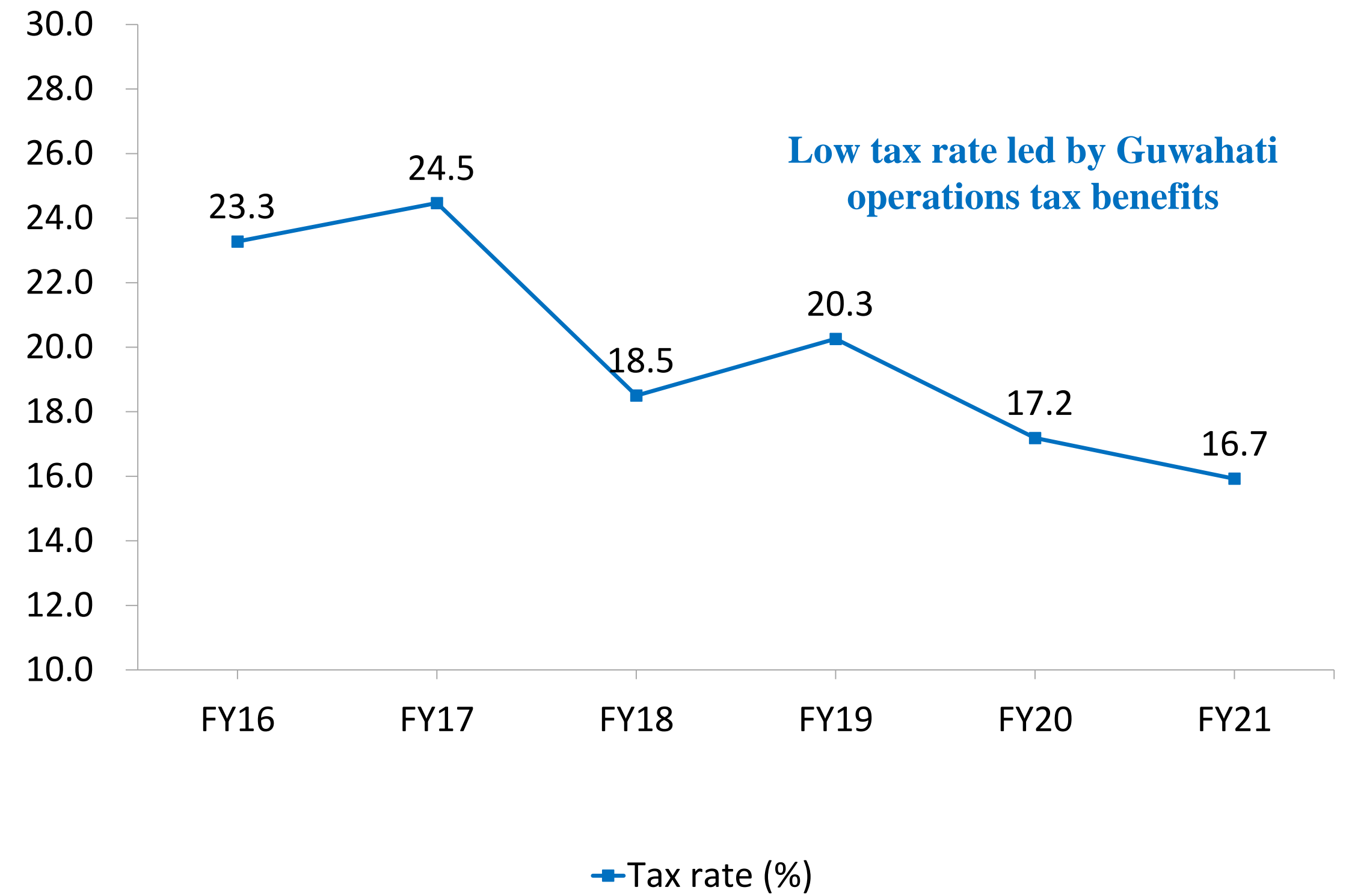
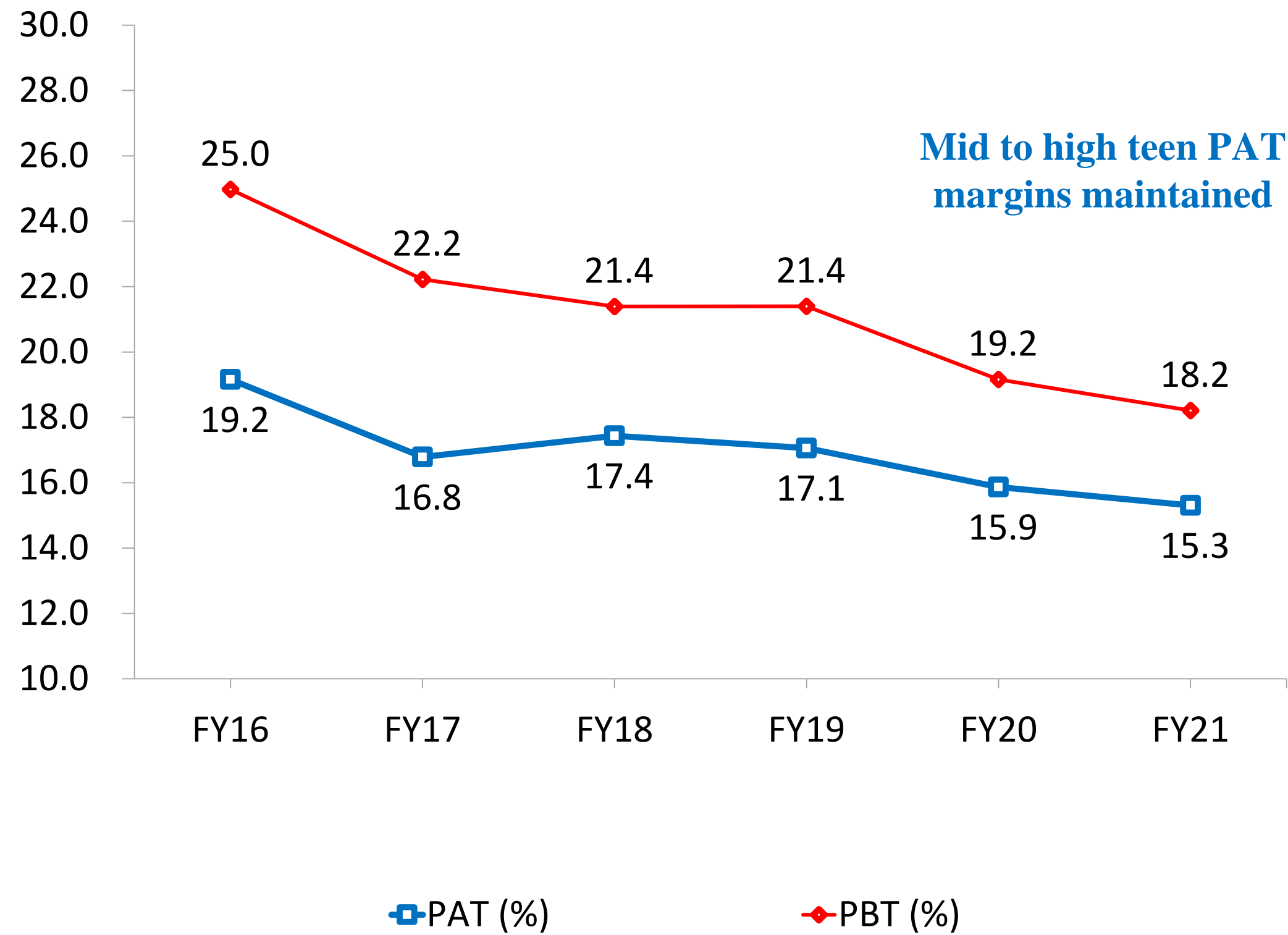


Particulars (Rs mn)	FY17	FY18	FY19	FY20	FY21
<b>Net sales</b>	<b>1,473.5</b>	<b>1,739.3</b>	<b>1,746.0</b>	<b>1,949.2</b>	<b>2036.9</b>
Gross Profit	953.2	1186.3	1132.0	1218.5	1251.0
<i>Gross margin (%)</i>	<i>64.70</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>
<b>EBITDA</b>	<b>382.6</b>	<b>501.6</b>	<b>399.8</b>	<b>461.0</b>	<b>498.2</b>
<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
<b>PAT (excl. exceptional)</b>	<b>261.2</b>	<b>355.6</b>	<b>255.5</b>	<b>309.3</b>	<b>311.8</b>
<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)
<b>Adjusted EPS(Rs) (excl. exceptional)</b>	<b>14.1</b>	<b>16.9</b>	<b>21.2</b>	<b>13.7</b>	<b>19.09</b>
Reported EPS(Rs) (incl exceptional)	12.6	19.3	18.4	16.3	<b>18.00</b>
<b>Dividend per Share (Rs.)</b>	<b>6.0</b>	<b>6.5</b>	<b>6.5</b>	<b>8.0</b>	<b>8.5</b>
<b>Dividend Payout (%)</b>	<b>48%</b>	<b>34%</b>	<b>36%</b>	<b>50%</b>	<b>47%</b>

# Synopsis of Annual Performance (1/2)

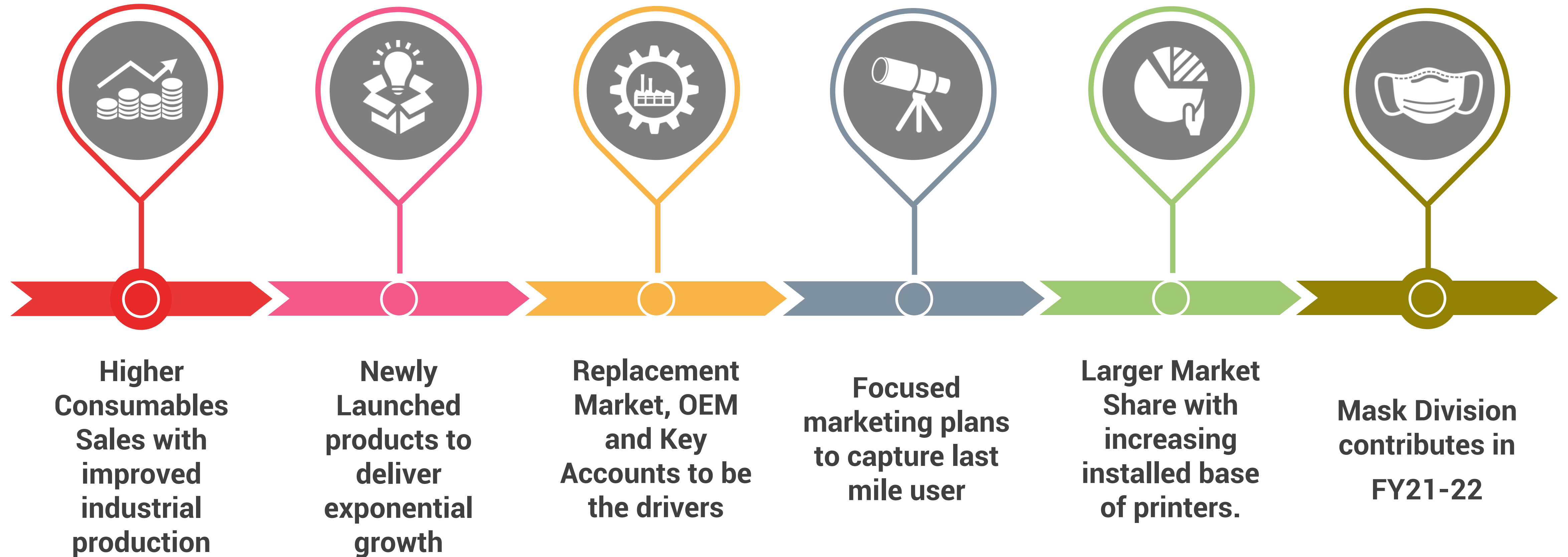


# Synopsis of Annual Performance (2/2)





# WAY FORWARD





# THANK YOU

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