

May 02, 2023

To,
The Listing Compliance Department
Bombay Stock Exchange Limited
P. J. Towers, Dalal Street, Fort,
Mumbai – 400 001
Scrip Code – 522295

The Listing Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051
Symbol - CONTROLPR

Sub: Presentation on Investor Meeting for Q4FY2023

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation for **Q4FY2023** of the Company.

Further, the said presentation will be made available on Company's website at www.controlprint.com

This is for your information and record.

Thanking you,

Yours faithfully,

For **Control Print Limited**



Akshay Satasiya
Company Secretary & Compliance Officer

Place: Mumbai

INVESTOR PRESENTATION

Q4 & FY2023



Refer to disclaimer



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This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

1 Key Notes

2 Company Overview

3 Quarterly Performance Highlights

4 Annual Performance Highlights

5 Way Forward

17000+

Installed base of printers

30+

Years of experience

300+

Field Staff

28%

Dividend Payout in FY2023

90%

Dividend paid (on FV) in FY23

~18.5%

Market share in India

1600+

Cities/towns with our presence

~2500

Pin codes served in India

Make in India

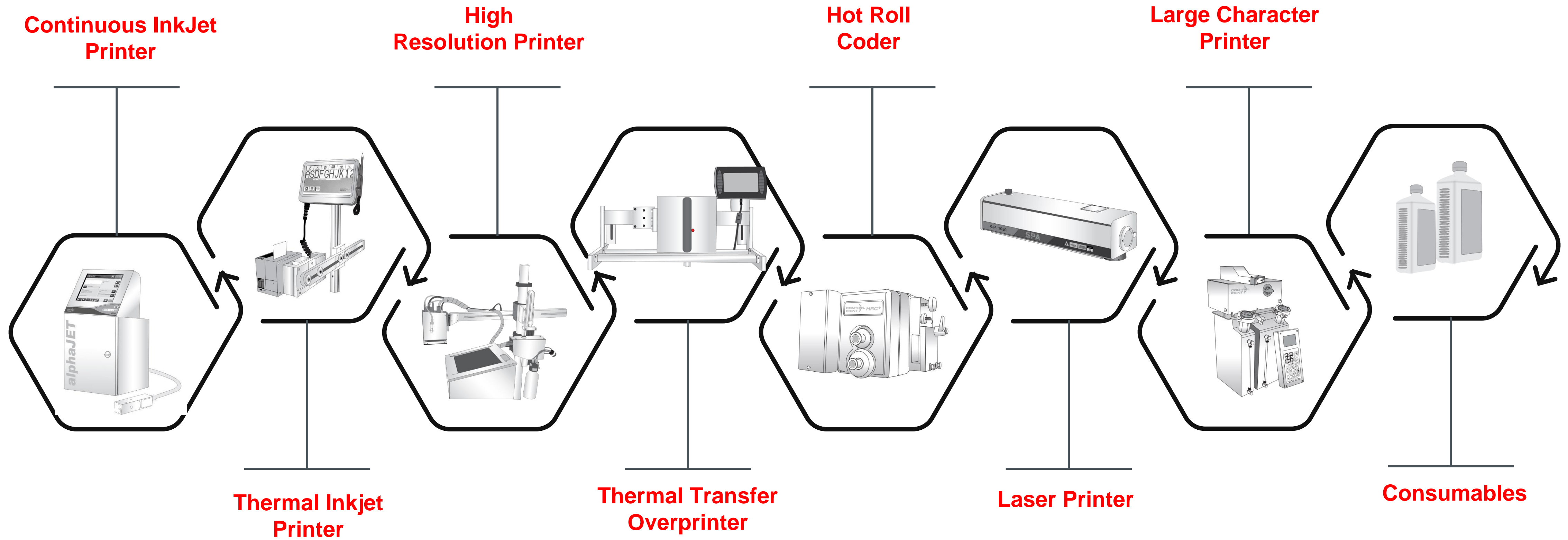
Only Coding & Marking company who manufactures in India

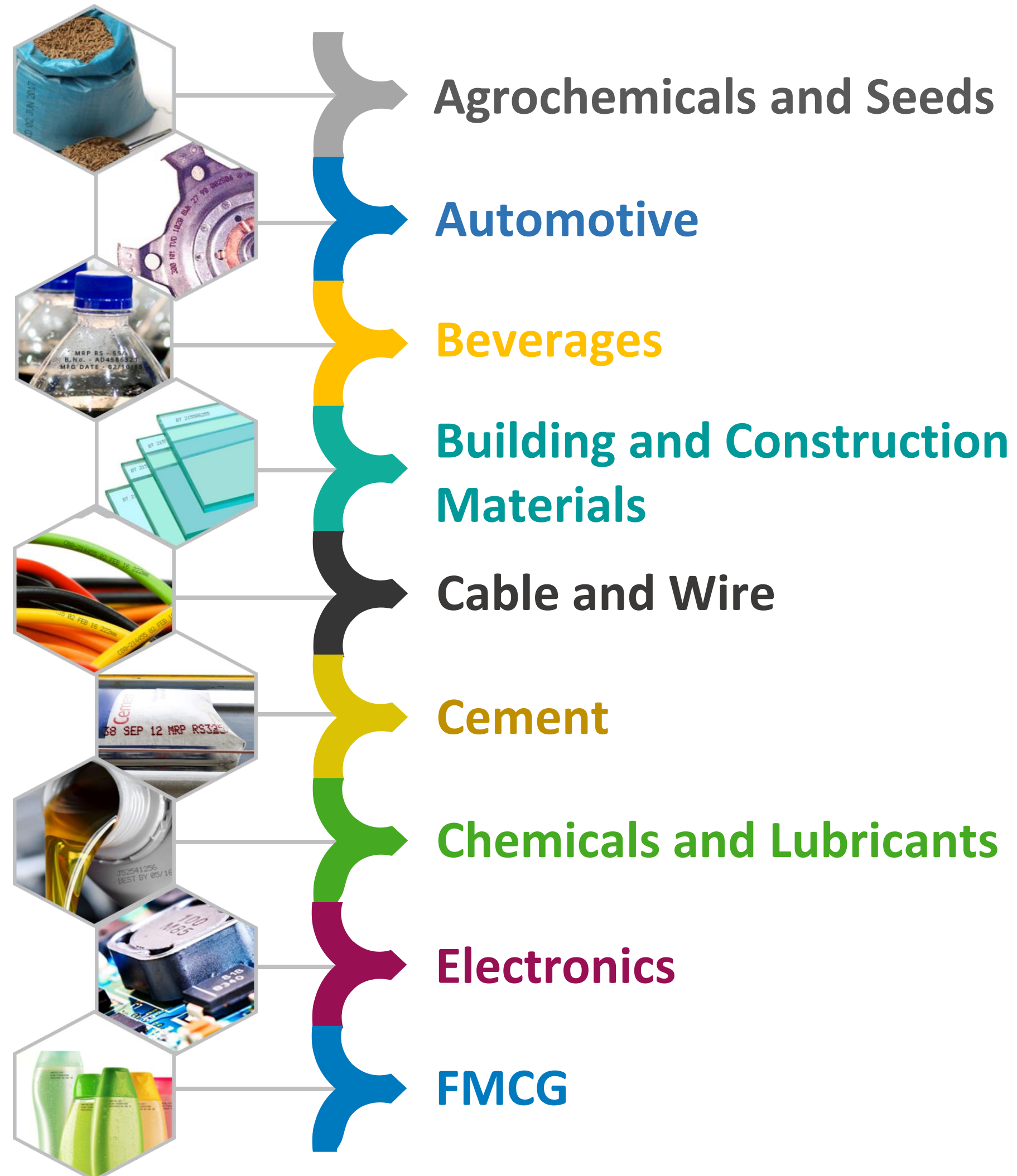
Crisil A2+

Credit Rating for Short Term

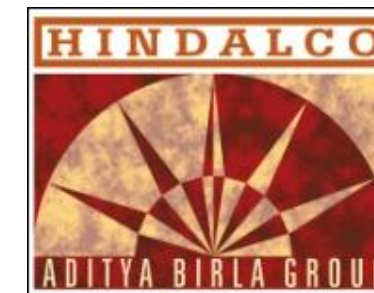
Crisil A-/Positive

Credit Rating for Long Term (Revised from Stable)





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

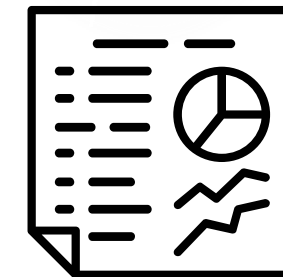
QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Quarterly threshold of Rs. 800+ mn revenue crossed during the fourth quarter.

Strongest ever performance for the quarter and the year driven by multiple product portfolio offerings to clients and ensuing consumables sales.



Profitability Analysis

Q4FY23 EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.9% / 13% / 18.2% / 18.2% Year-on-Year.**

Consumables sales continued to be steady leading to overall EBITDA margins above 23.7% during the quarter and 25.5% for the year.



Positives

Working Capital witnessed improvement by days for FY23 led by better inventory management in spite of sales growth.

Installed base crosses 17,000 printers, which augurs well for growth in consumable sales.

Sectoral view

Company continues to witness improvement in share of Building Products segment such as plywood, cement, laminates, pipes, cables, etc.

New products being introduced for industrial and non industrial verticals.

Brief Financials for the quarter (Standalone)



Particulars (Rs mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	FY22	FY23	YoY%
Net sales	838.4	742.3	755.7	10.9	2,542.6	2914.1	14.6
Gross Profit	493.0	433.8	443.4	11.2	1,532.0	1755.0	14.6
<i>Gross margin (%)</i>	<i>58.81</i>	<i>58.44</i>	<i>58.67</i>	13 bps	<i>60.25</i>	<i>60.23</i>	-2.68 bps
EBITDA	198.8	192.0	179.3	10.9	604.3	744.9	23.3
<i>EBITDA margin (%)</i>	<i>23.71</i>	<i>25.87</i>	<i>23.72</i>	-1 bps	<i>23.77</i>	<i>25.56</i>	179.60 bps
EBIT	178.4	164.3	157.5	13.2	479.0	635.1	32.6
PBT (excl. exceptional)	174.0	159.8	154.0	12.9	468.6	622.1	32.7
PAT (excl. exceptional)	154.3	132.2	130.5	18.2	380.8	517.3	35.9
<i>PAT margin (%)</i>	<i>18.40</i>	<i>17.81</i>	<i>17.27</i>	113 bps	<i>14.97</i>	<i>17.75</i>	277.93 bps
Exceptional (loss)/gain	0.003	0.002	0.03	-	31.7	2.0	-93.7
EPS(Rs) (excl. exceptional)	9.45	8.10	7.99	18.2	23.31	31.68	35.9
Dividend (Rs per share)	Final Rs.5.0	Interim Rs.4.0	Final Rs.5.0		Total Rs.9.0	Total Rs.9.0	

Brief Financials for the quarter (Consolidated)

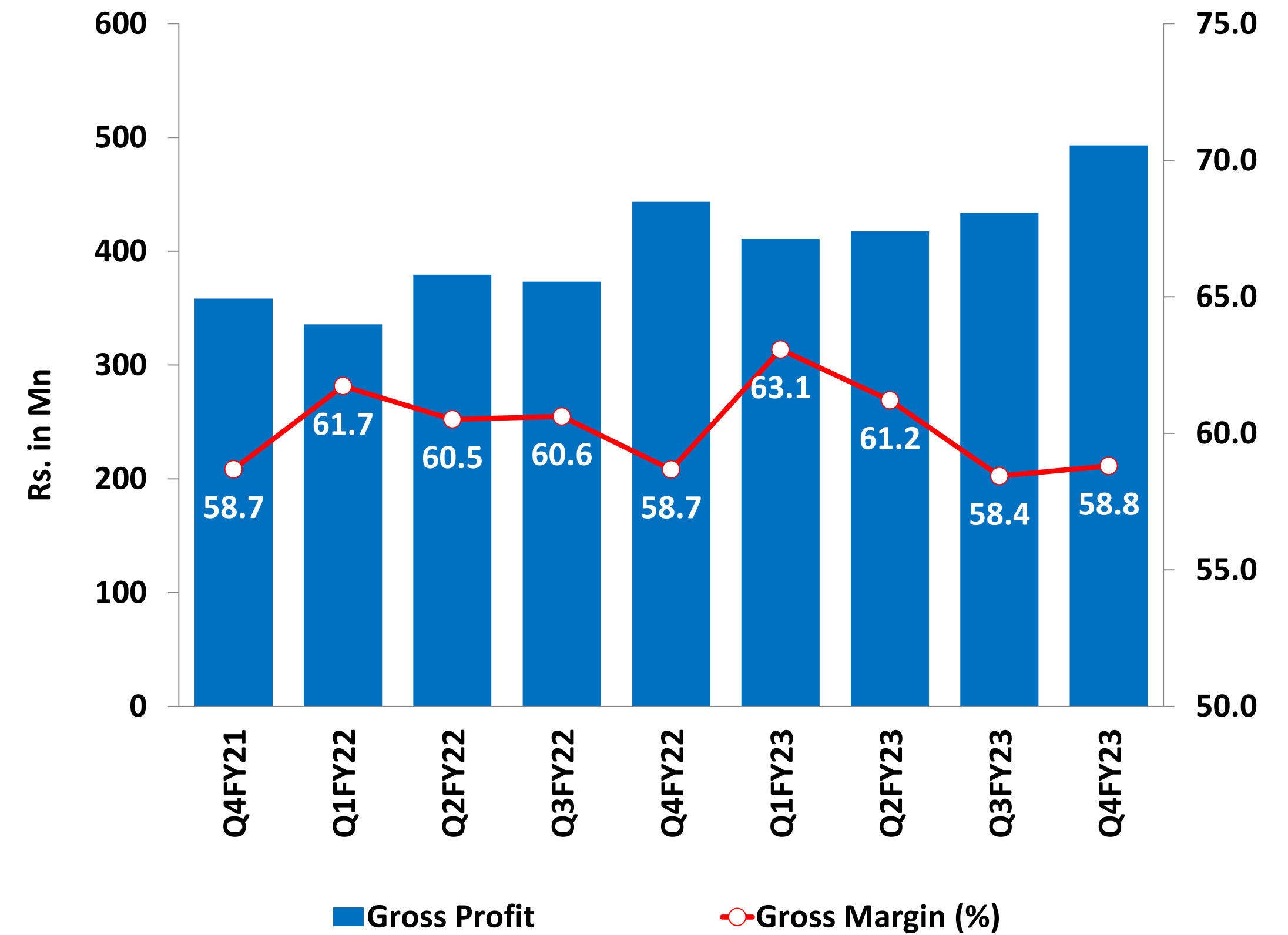
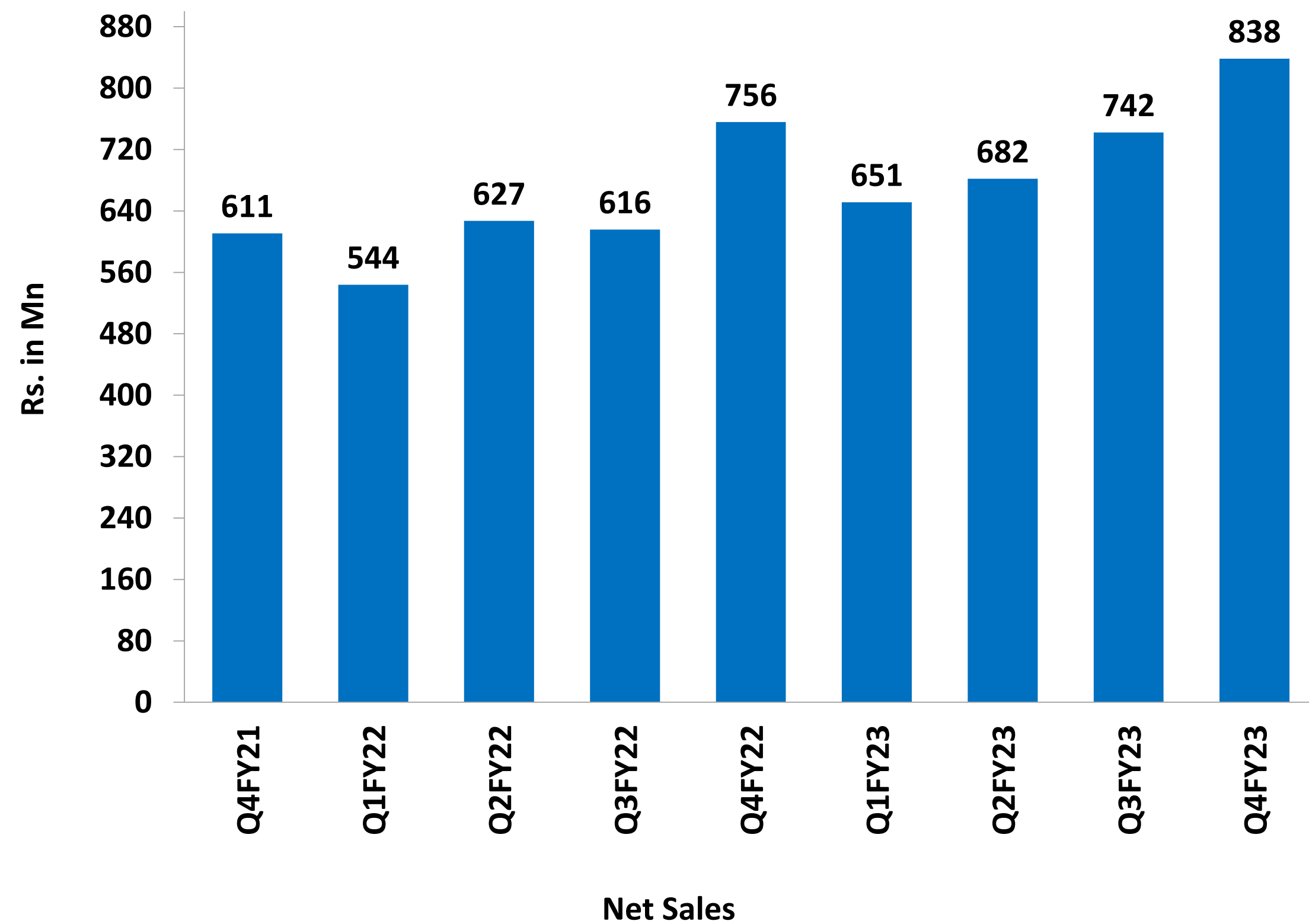


Particulars (Rs mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	FY22	FY23	YoY%
Net sales	884.8	780.5	766.7	15.4	2,562.3	3042.9	18.8
Gross Profit	522.2	456.8	443.6	17.7	1,535.86	1831.0	19.2
<i>Gross margin (%)</i>	<i>59.02</i>	<i>58.53</i>	<i>57.86</i>	116 bps	<i>59.94</i>	<i>60.17</i>	23 bps
EBITDA	209.0	195.7	171.4	21.9	593.2	760.3	28.2
<i>EBITDA margin (%)</i>	<i>23.63</i>	<i>25.07</i>	<i>22.36</i>	126 bps	<i>23.15</i>	<i>24.99</i>	184 bps
EBIT	187.1	167.1	150.2	24.5	467.9	647.9	38.5
PBT (excl. exceptional)	182.3	162.4	146.5	24.4	457.3	633.7	38.6
PAT (excl. exceptional)	160.1	134.8	122.9	30.2	369.3	526.5	42.6
<i>PAT margin (%)</i>	<i>18.10</i>	<i>17.28</i>	<i>16.03</i>	206 bps	<i>14.41</i>	<i>17.30</i>	289 bps
Exceptional (loss)/gain	-	-	0.03	-	31.7	2.0	-93.7
EPS(Rs) (excl. exceptional)	9.80	8.26	7.53	30.2	22.62	32.24	42.6
Dividend (Rs per share)	Final Rs.5.0	Interim Rs.4.0	Final Rs.5.0		Total Rs.9.0	Total Rs.9.0	

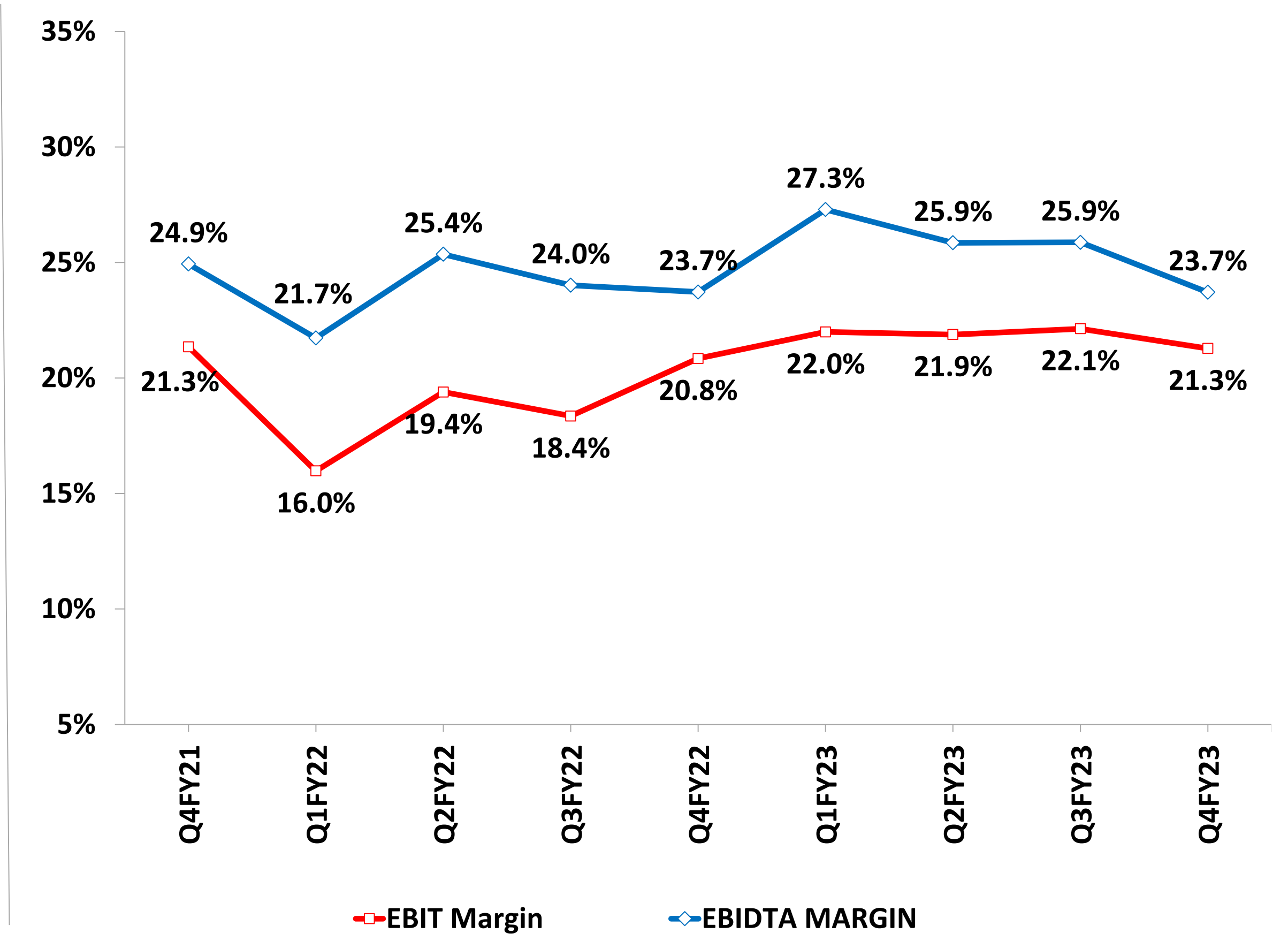
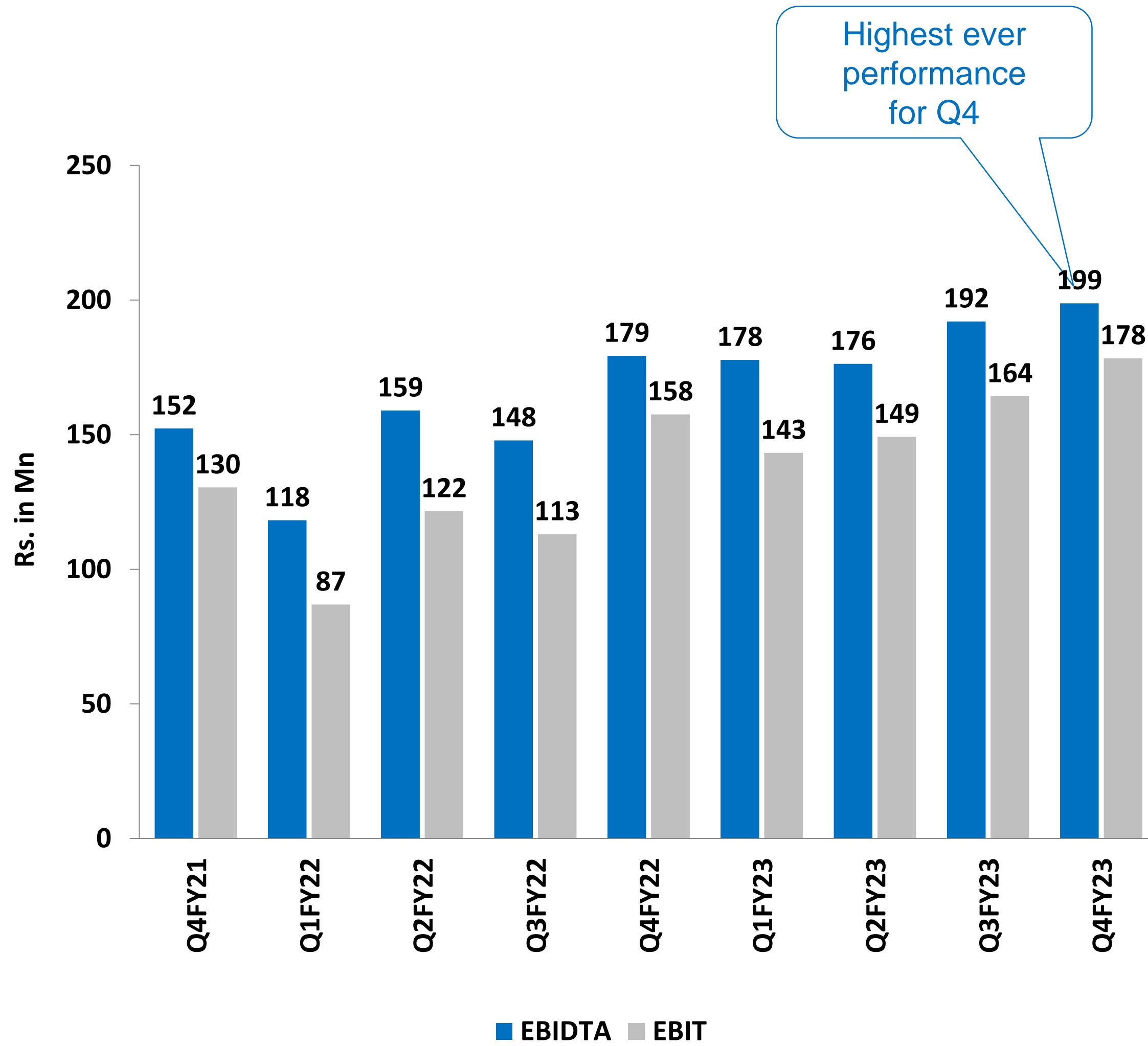
Synopsis of Quarterly Performance (1/2) (Standalone)



Highest ever Revenue for Q4



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



ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement (Standalone)



Particulars (Rs mn)	FY19	FY20	FY21	FY22	FY23
Net sales	1,746.0	1,949.2	2036.9	2,542.6	2914.1
Gross Profit	1132.0	1218.5	1251.0	1,532.03	1755.03
<i>Gross margin (%)</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>	<i>60.25</i>	<i>60.23</i>
EBITDA	399.8	461.0	498.2	604.3	744.9
<i>EBITDA margin (%)</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>	<i>23.77</i>	<i>25.56</i>
EBIT	333.9	382.1	383.0	479.0	635.1
PBT (excl. exceptional)	331.2	373.5	370.9	468.6	622.1
PAT (excl. exceptional)	255.5	309.3	311.8	380.8	517.3
<i>PAT margin (%)</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>	<i>14.97</i>	<i>17.75</i>
Exceptional (loss)/gain	45.0	(42.9)	(17.9)	31.7	2.0
EPS(Rs) (excl. exceptional)	21.2	13.7	19.09	23.31	31.68
EPS(Rs) (incl exceptional)	18.4	16.3	18.00	25.25	31.80
Dividend per Share (Rs.)	6.5	8.0	8.5	9.0	9.0
Dividend Payout (%)*	36%	50%	47%	36%	28%

Rs.2900 mn

Revenue threshold crossed

+60%

Gross Margin sustained

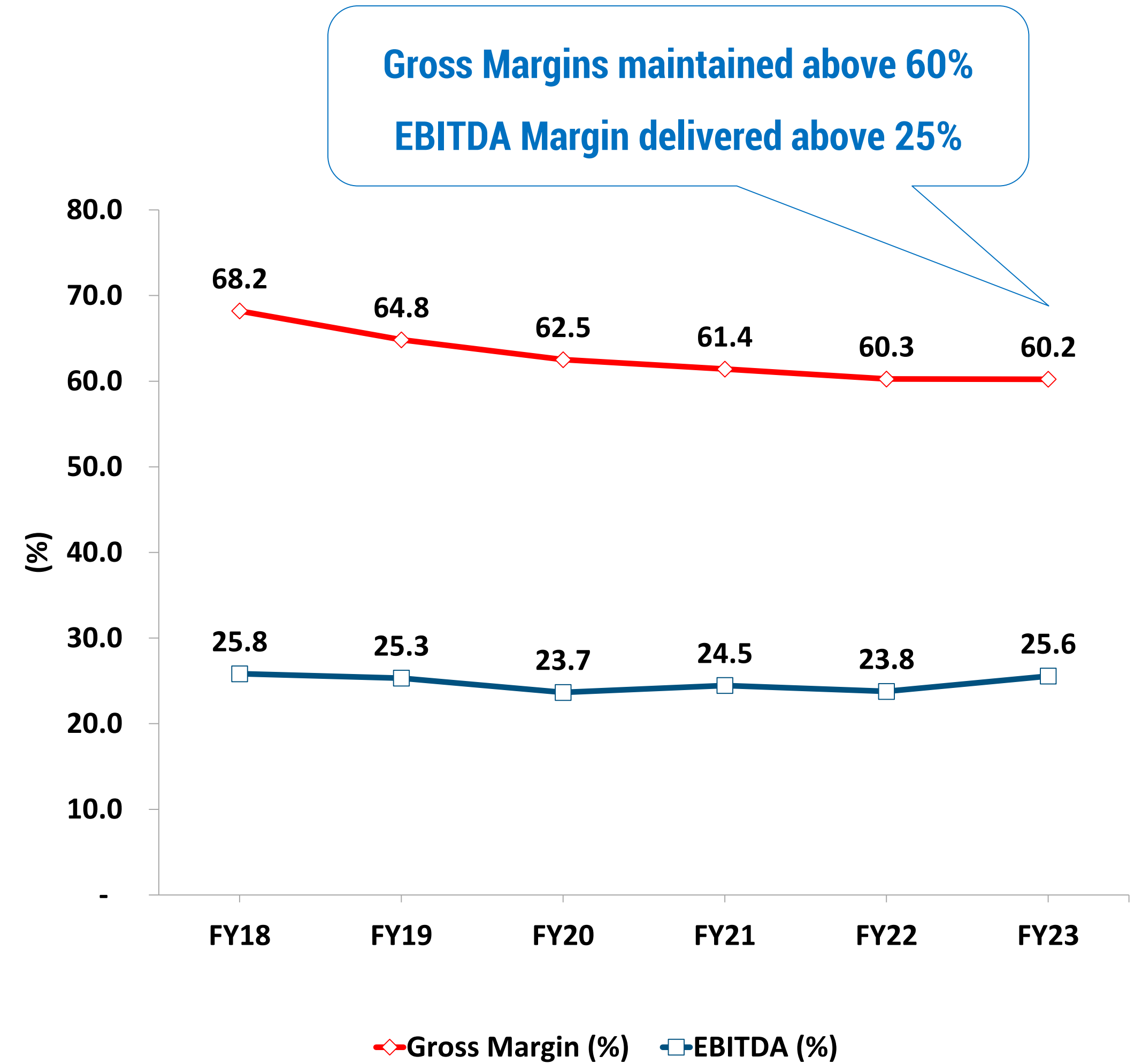
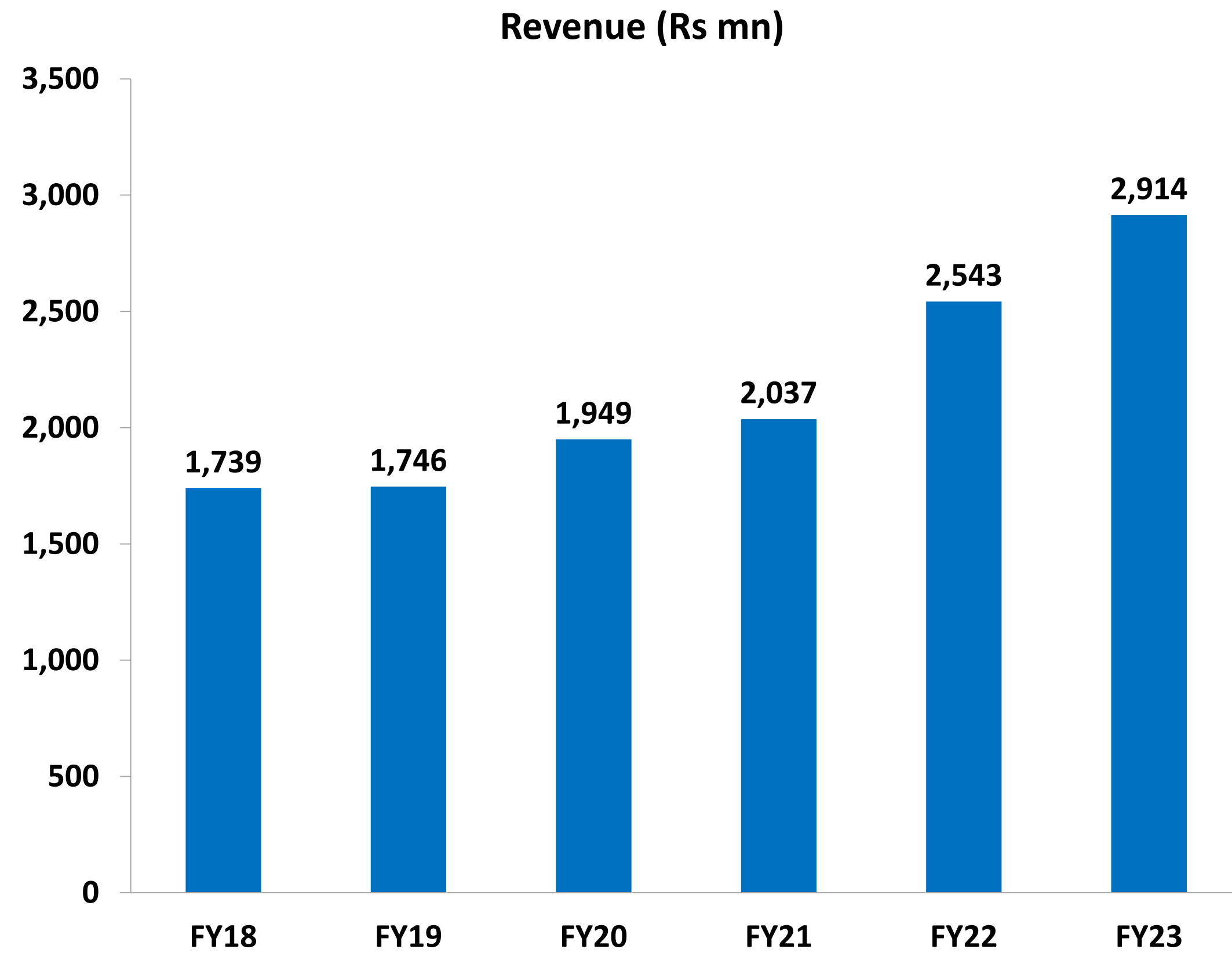
36%

EPS Growth

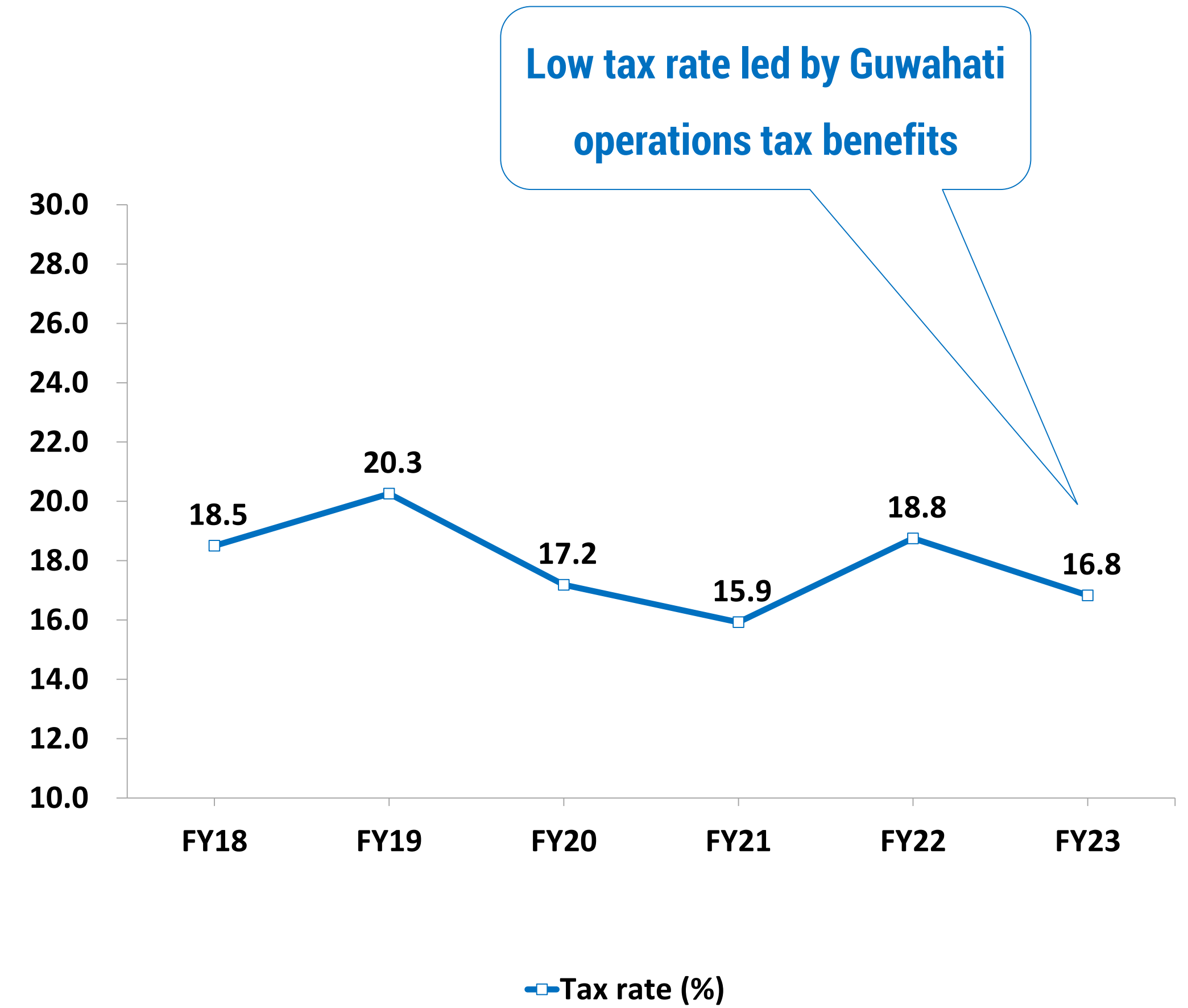
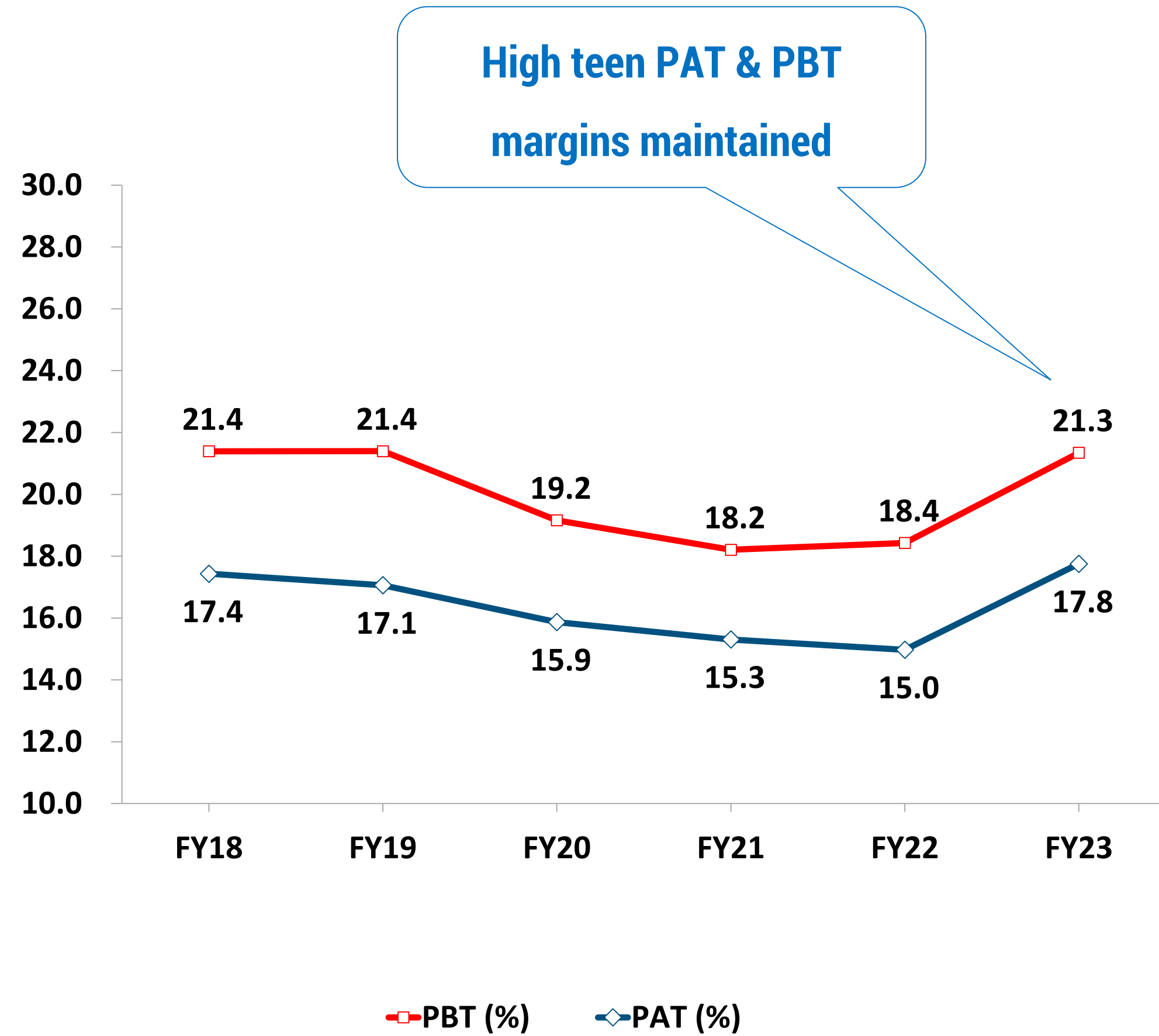
90%

Dividend per share

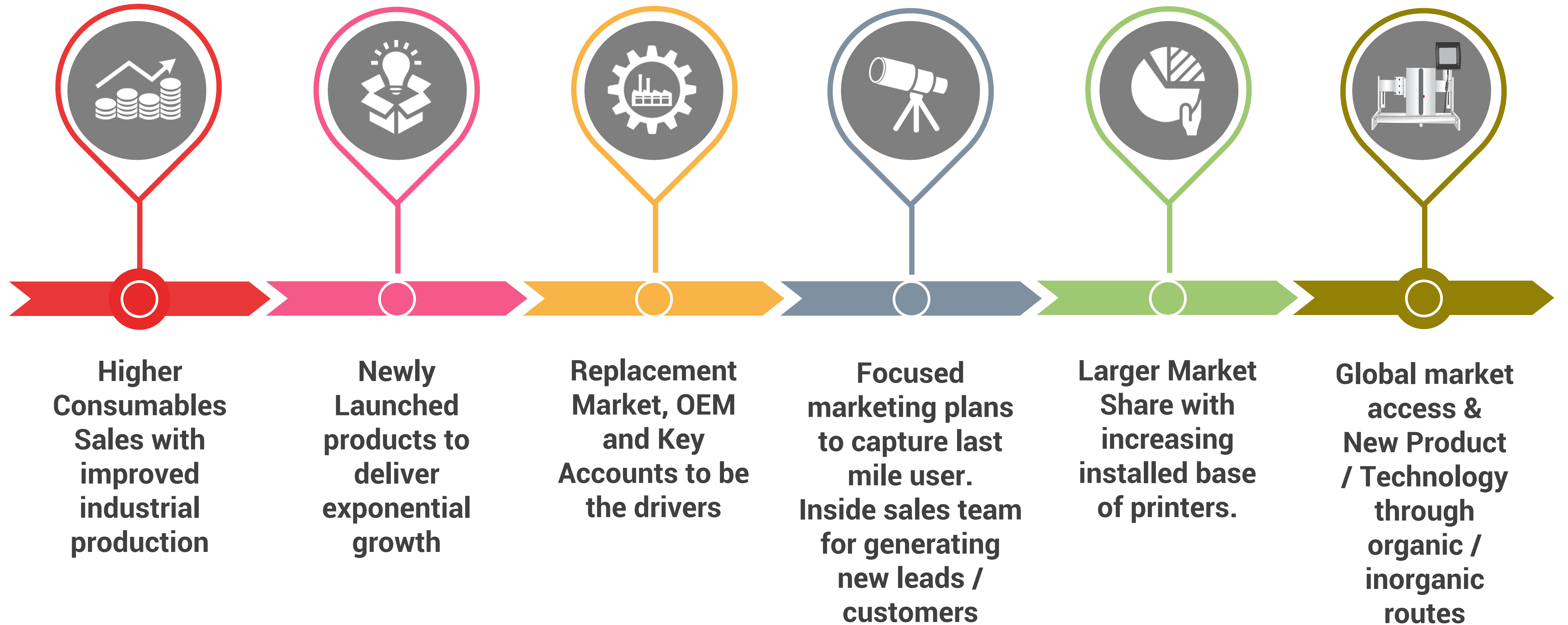
Synopsis of Annual Performance (1/2) (Standalone)



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



WAY FORWARD





THANK YOU

For further information please contact

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