

January 23, 2024

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 Q3FY2024

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

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation for **Q3FY2024** of the Company.

Further, the said presentation will be made available on the 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

Q3FY2024



Refer to disclaimer



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Control Print Limited ("CPL", "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

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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 Way Forward

5 Annual Performance Highlights

18000+

Installed base of printers

30+

Years of experience

300+

Field Staff

28%

Dividend Payout in FY2023

90%

Dividend paid (on FV) in FY23

~19%

Market share in India

+1600

Cities/towns with our presence

+2500

Pin codes served in India

Make in India

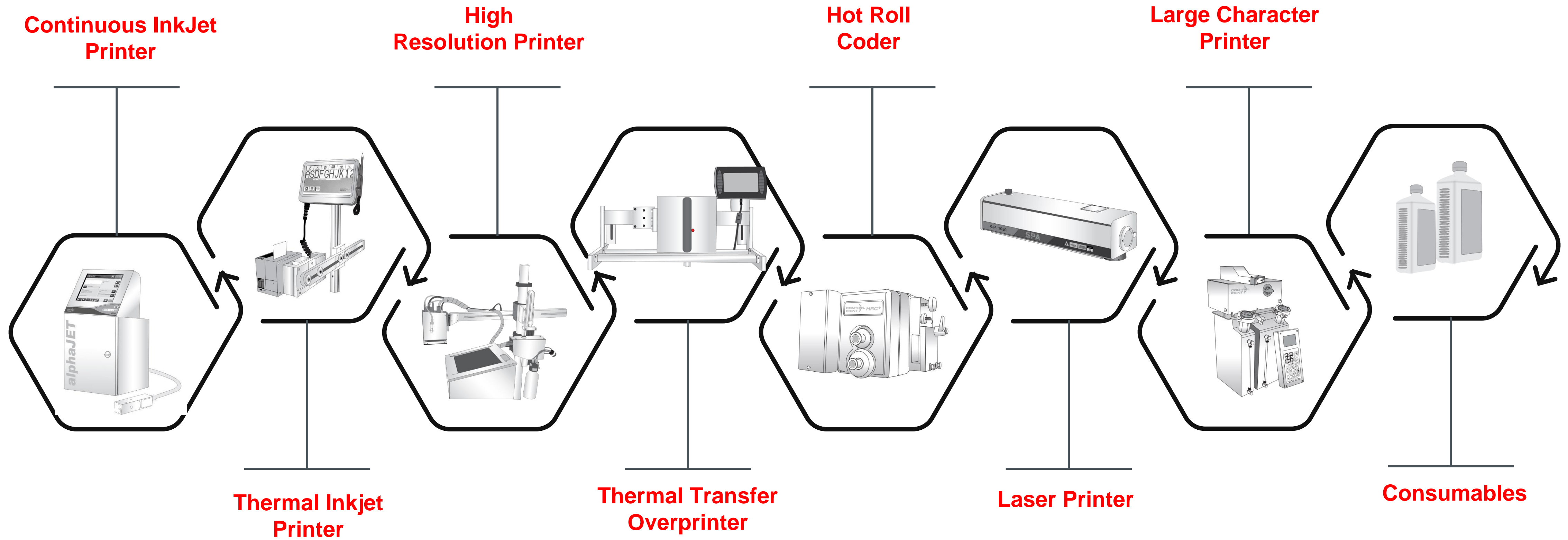
Only Coding & Marking company who manufactures in India

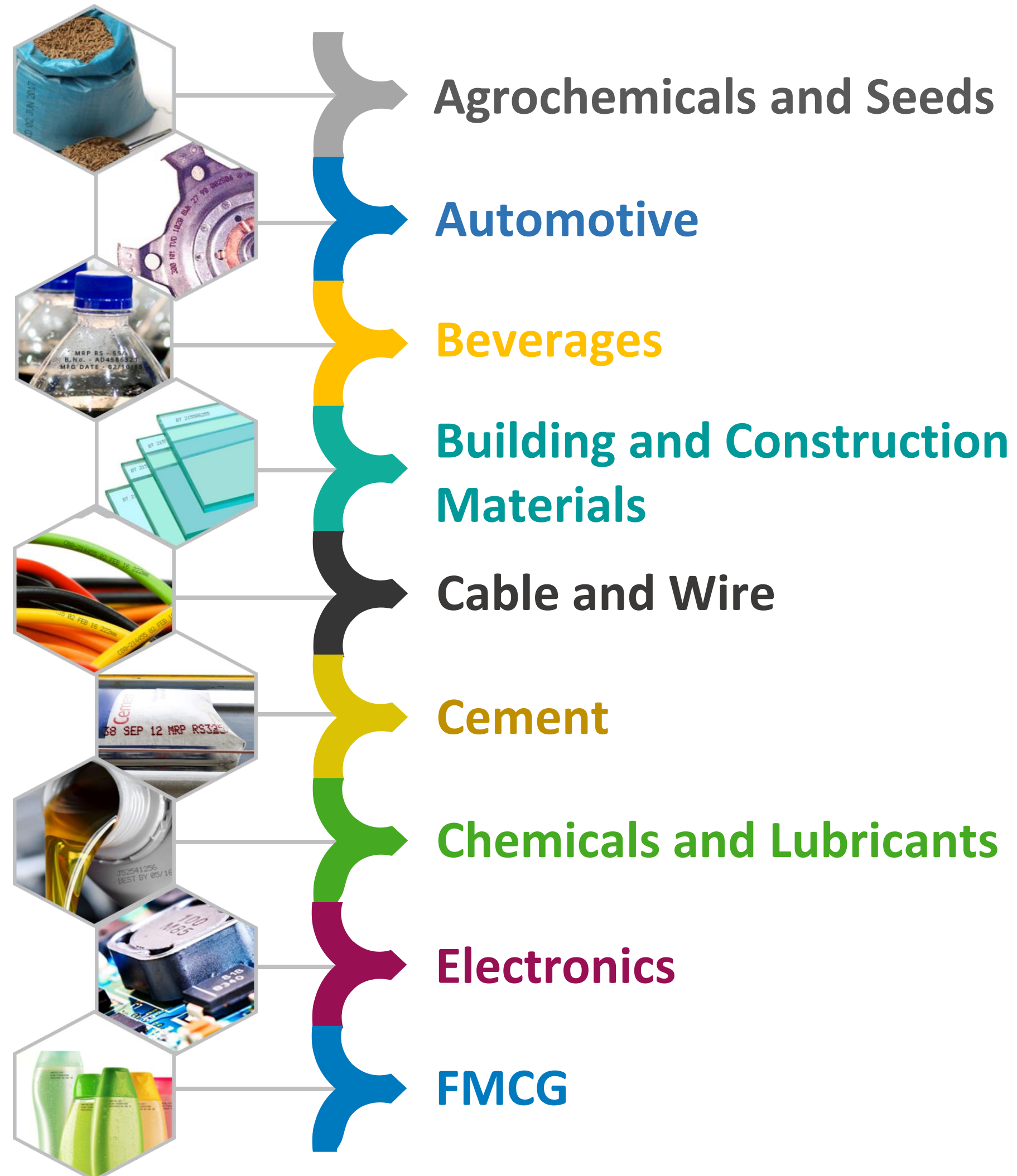
Crisil A1

Credit Rating for Short Term

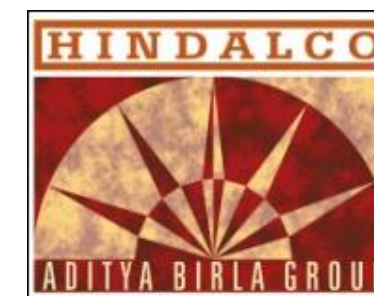
Crisil A /Stable

Credit Rating for Long Term





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

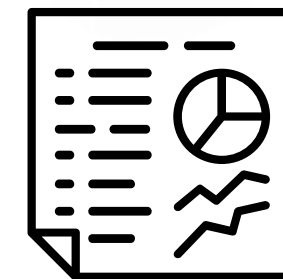
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Highest ever Q3 Revenue of Rs. 839 mn - thereby continuing to focus on growth across the business and supported by higher share of consumable sales during the quarter.



Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.3% / 10.6% / (2.6)% / (0.1)% Year-on-Year.**

Higher mix of consumables led to higher gross margin.
Manpower costs were higher due to annual incentives.
Coupled with higher tax outgo, profit growth was lower.



Positives

Installed base continues to be >18,000 printers, aiding growth in consumable sales.

Company declared Rs 4 per share interim dividend (40% of Face Value)

Sectoral view

Sugar, Plywood, Cement and Laminates continued to see consolidation of market share
Segments like Food, Dairy, FCMG and Pipes witnessed good traction for our printers

Brief Financials for the quarter (Standalone)

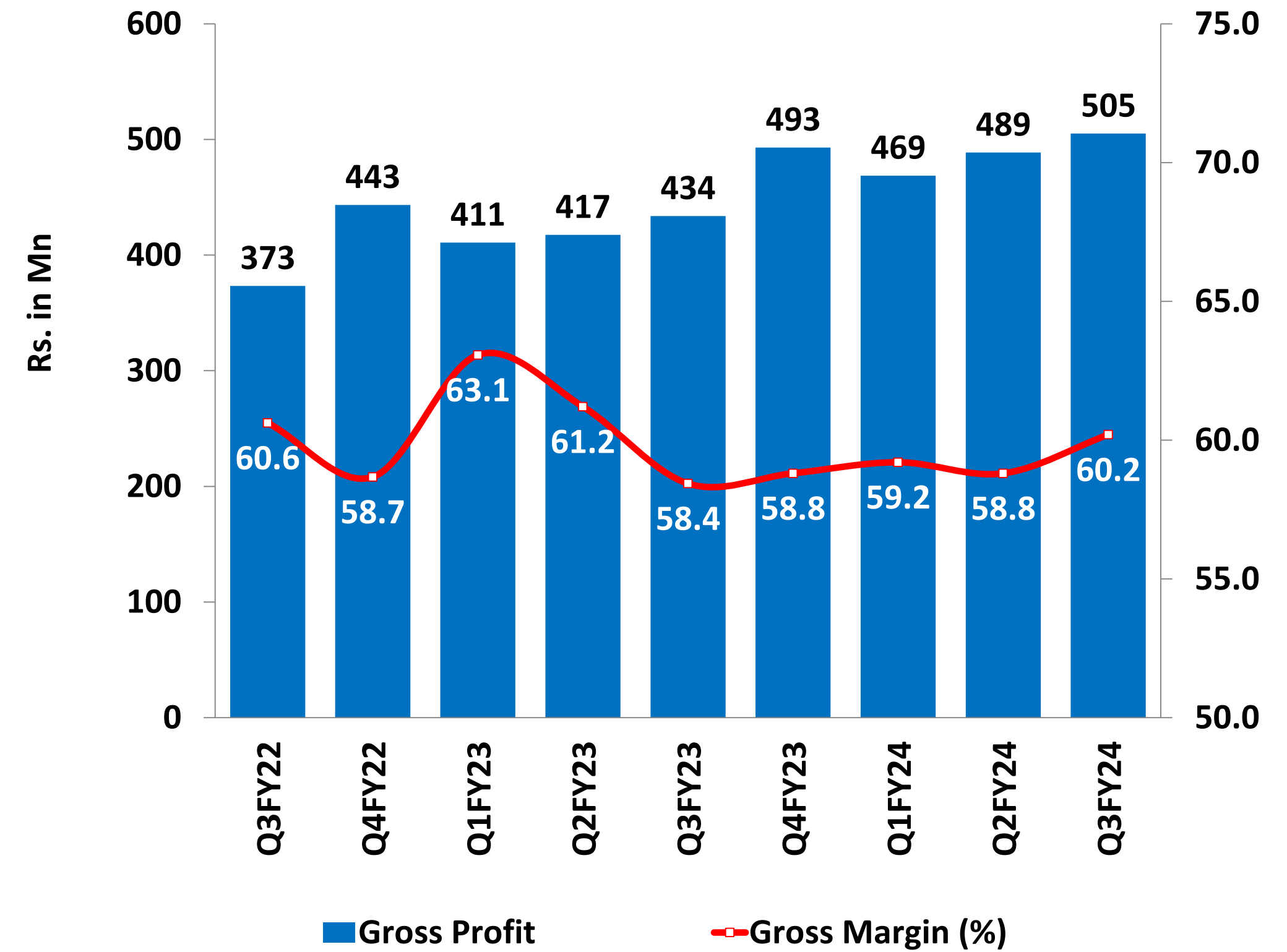
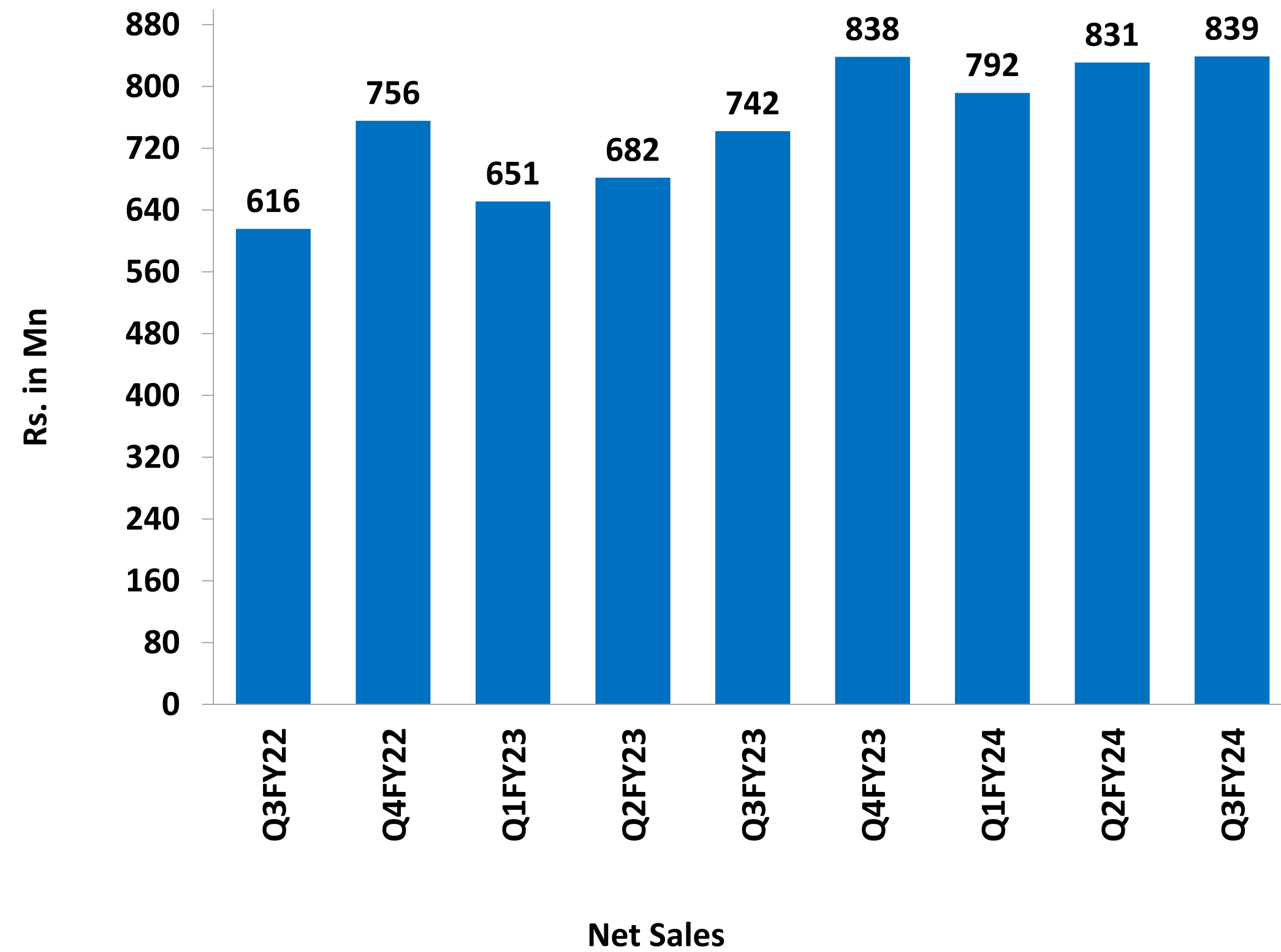


Particulars (Rs mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Net sales	839.0	831.0	742.3	13.0	2,461.7	2,075.7	18.6
Gross Profit	505.0	488.7	433.8	16.4	1,462.4	1,262.0	15.9
<i>Gross margin (%)</i>	<i>60.20</i>	<i>58.80</i>	<i>58.44</i>	176 bps	<i>59.41</i>	<i>60.80</i>	- 139 bps
EBITDA	211.9	208.3	192.0	10.4	623.2	546.1	14.1
<i>EBITDA margin (%)</i>	<i>25.26</i>	<i>25.07</i>	<i>25.87</i>	- 61 bps	<i>25.31</i>	<i>26.31</i>	- 100 bps
EBIT	183.7	186.8	164.3	11.8	548.8	456.7	20.2
PBT (excl. exceptional)	176.6	184.1	159.8	10.6	537.2	448.1	19.9
PAT (excl. exceptional)	128.8	145.4	132.2	- 2.6	415.6	363.1	14.5
<i>PAT margin (%)</i>	<i>15.35</i>	<i>17.50</i>	<i>17.81</i>	- 247 bps	<i>16.88</i>	<i>17.49</i>	- 61 bps
Exceptional (loss)/gain	- 0.58	- 0.04	- 0.00	-	- 0.62	- 1.99	- 68.9
EPS(Rs) (excl. excep)	8.05	8.94	8.10	- 0.6	25.98	22.23	16.9

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



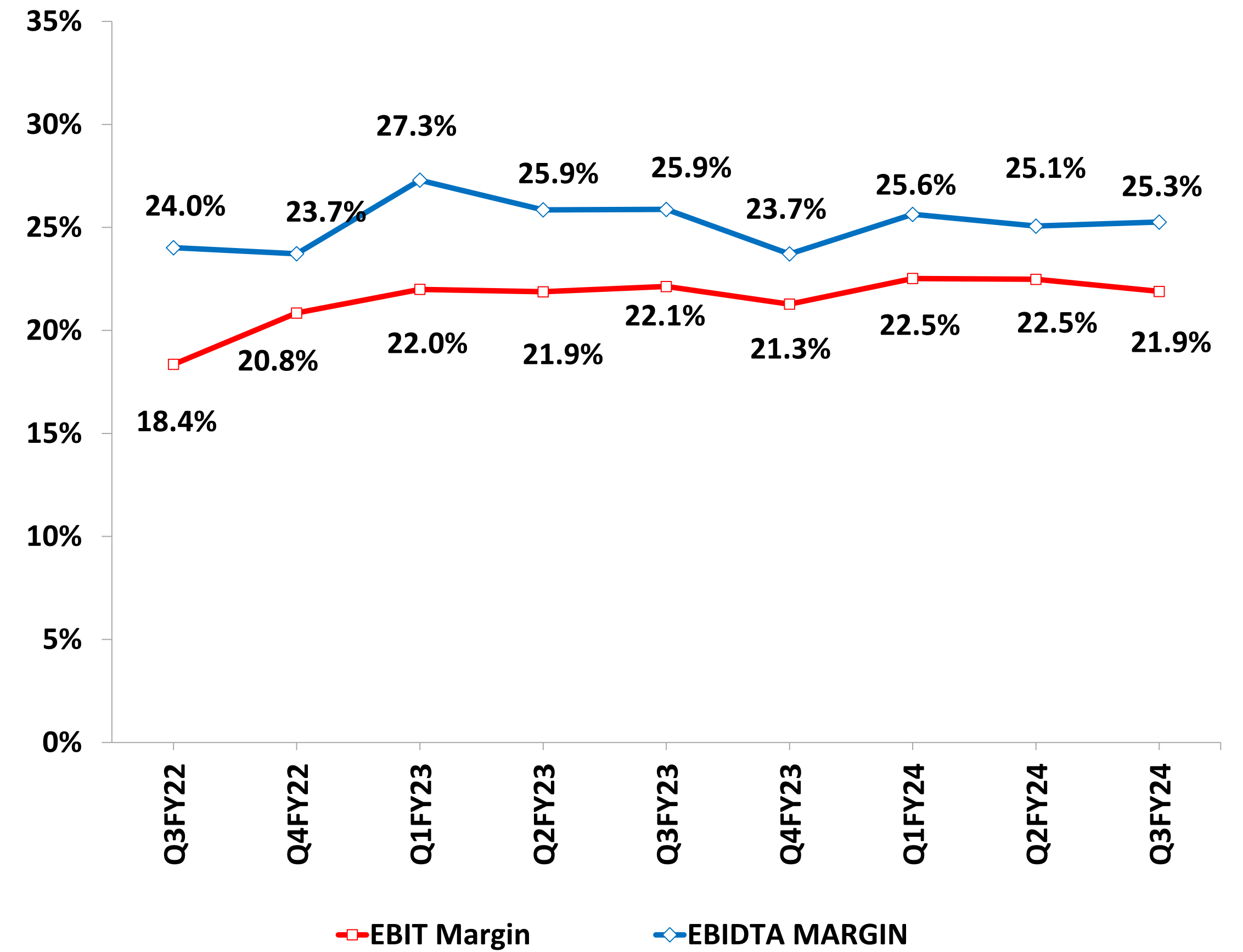
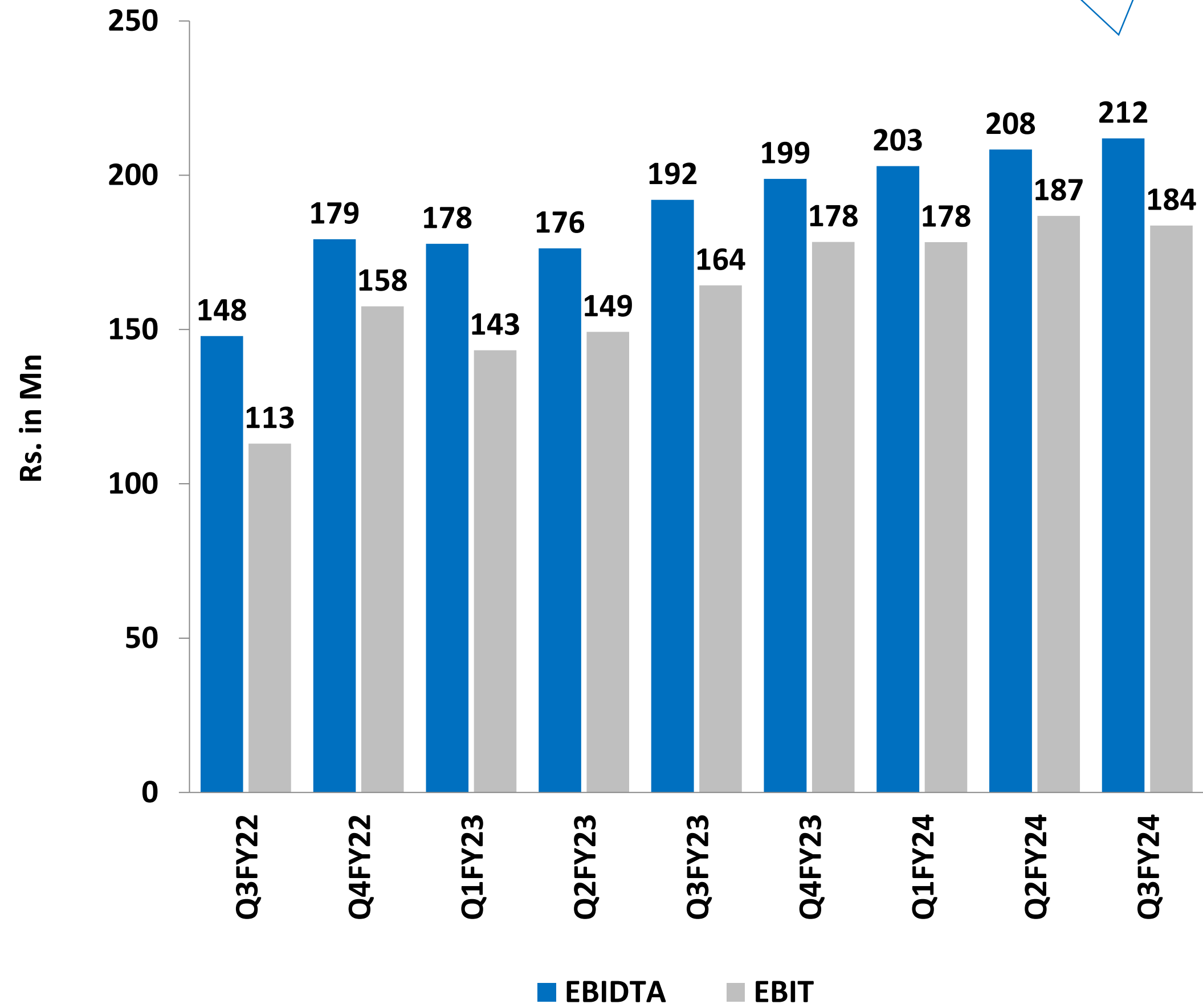
Highest ever Revenue for Q3



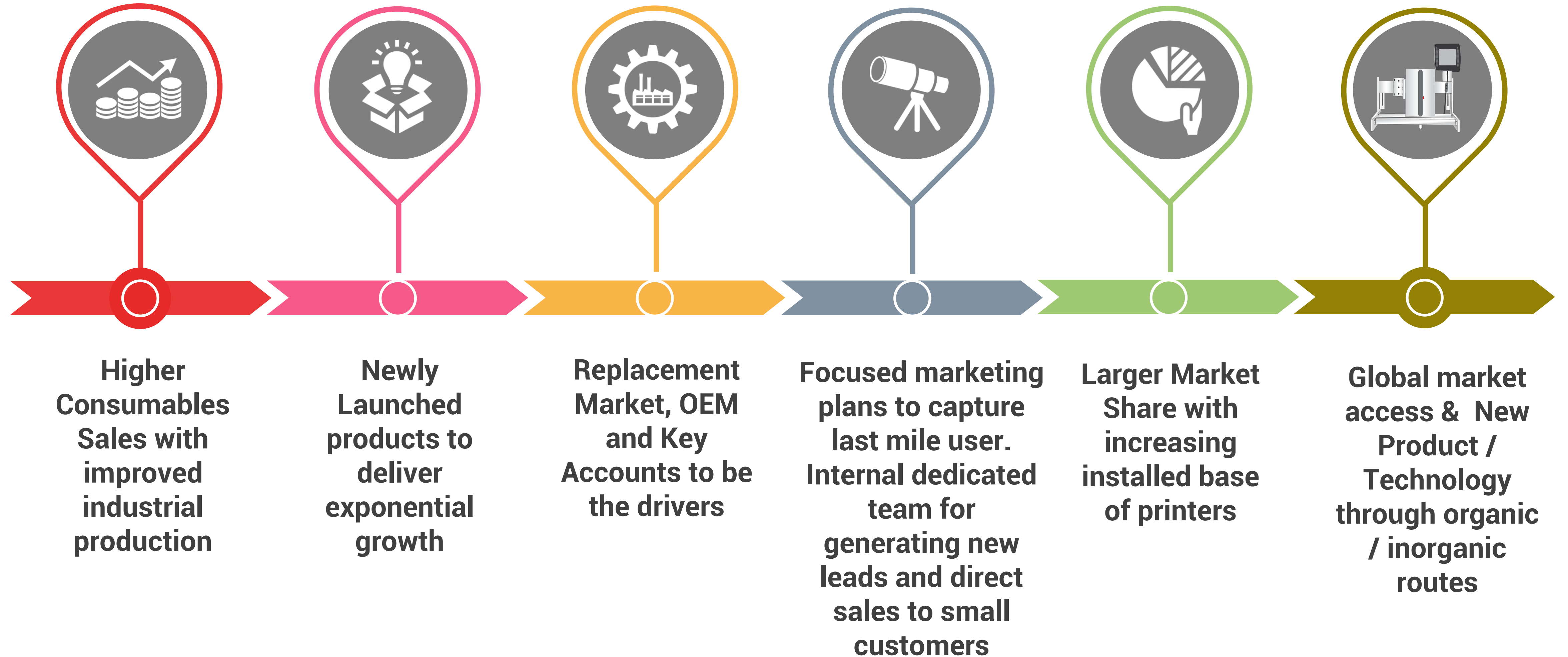
Synopsis of Quarterly Performance (2/2) (Standalone)



Highest ever EBITDA for Q3



WAY FORWARD



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**

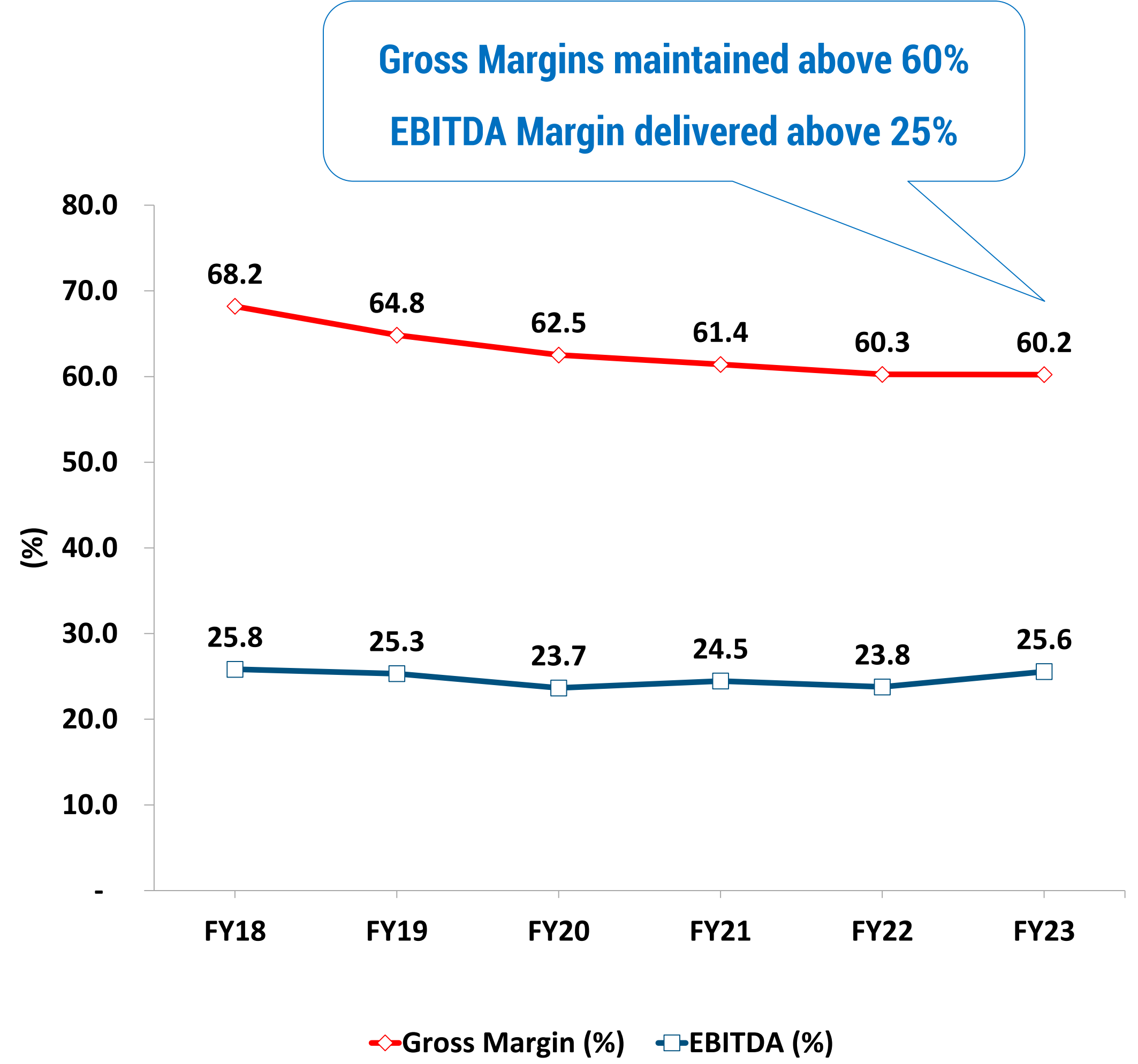
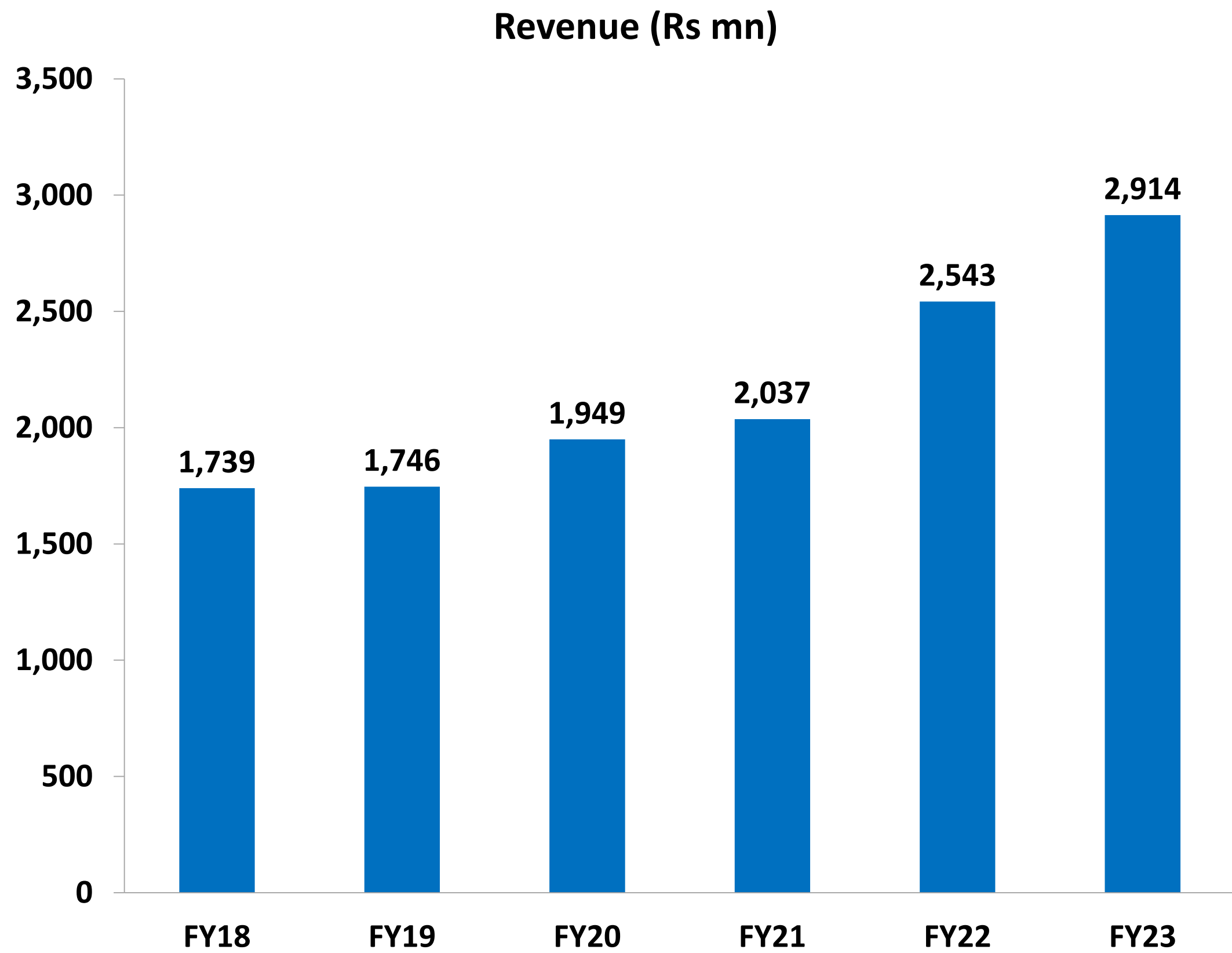
36%

EPS Growth

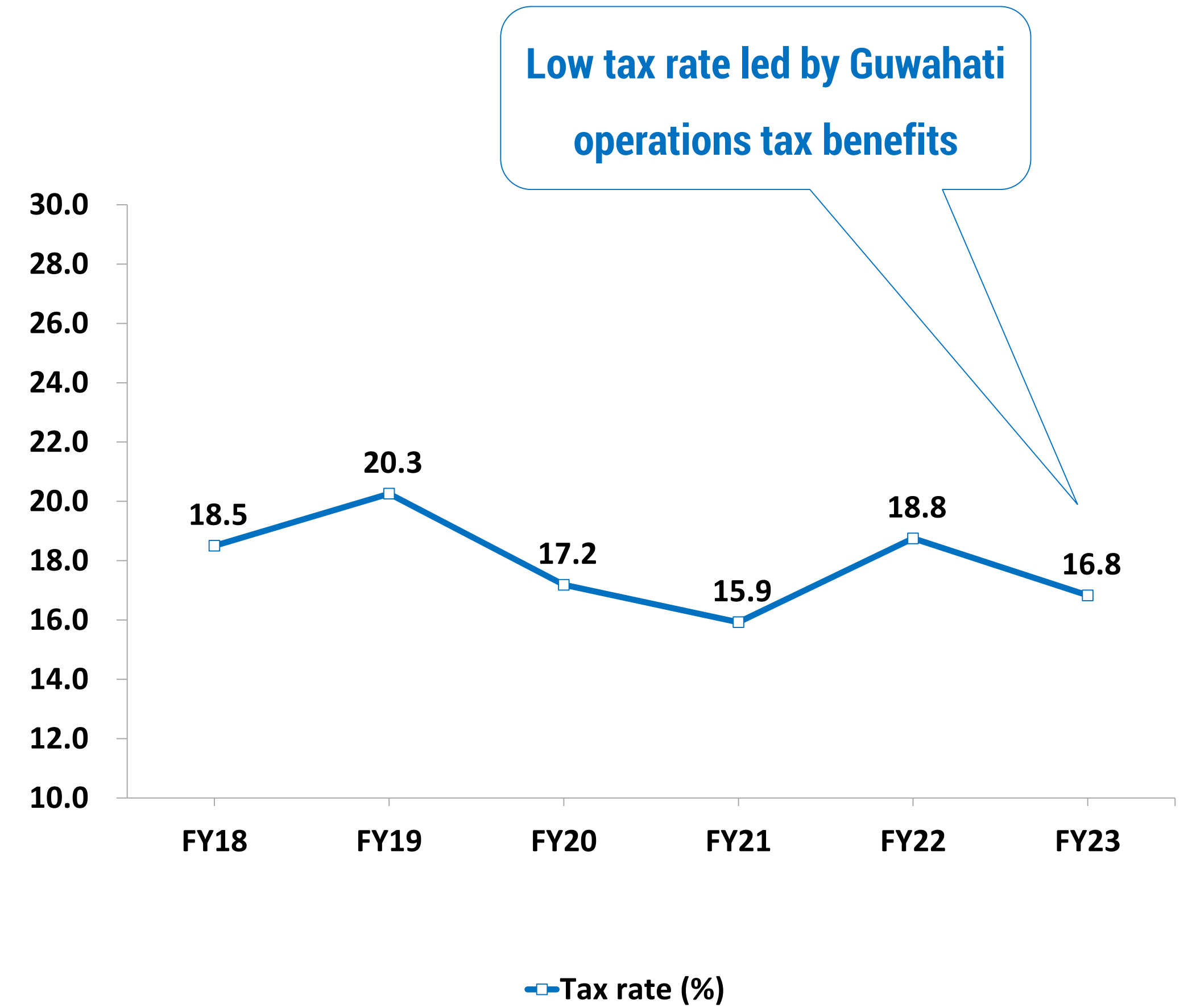
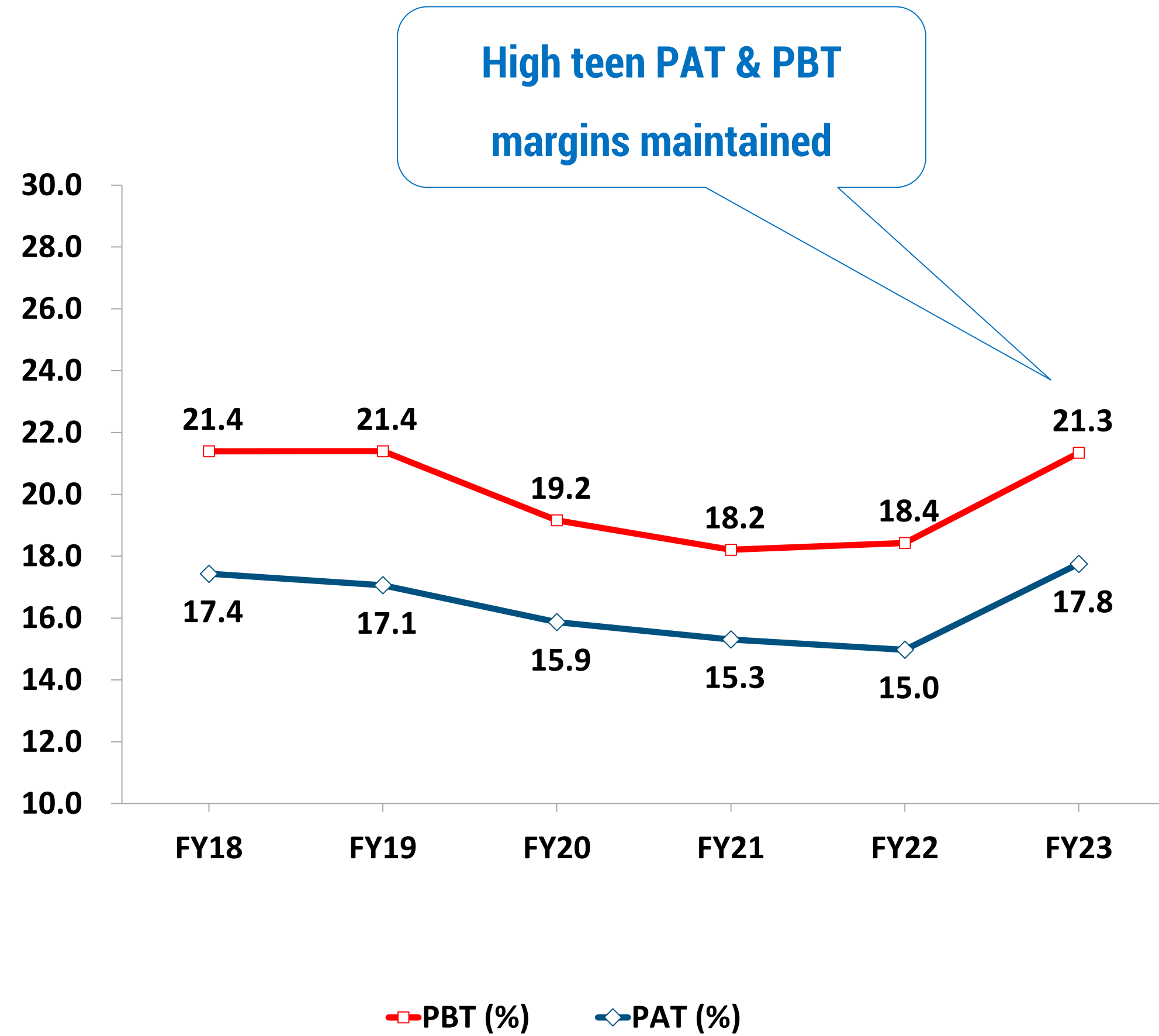
90%

**Dividend per
share**

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



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





**CONTROL
PRINT**

THANK YOU

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