

January 30, 2026

To,
The Listing Compliance Department
BSE 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 Q3FY2026

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

Dear Sir/ Madam,

Please find enclosed herewith the Investor Presentation for Q3FY2026 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.

Yours faithfully,
For **Control Print Limited**



Murli Manohar Thanvi
Company Secretary & Compliance Officer

INVESTOR PRESENTATION

Q3 & 9MFY26

REFER TO DISCLAIMER



DISCLAIMER

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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.

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01

Key Notes



KEY NOTES

22,000+

Installed base of
printers

35

Years of experience

450+

Sales and Service
Engineers

22.8%

Dividend payout (FY25)
on Profits excluding the
Deferred Tax Effect

Rs.10

(100%)
Dividend paid (on FV)
(FY25)

18-20%

Market share in
India

1700+

Cities/towns with
our presence

2700+

Pin codes served
in India

Make in India **Crisil A1**

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

Credit Rating for
Short Term
(Reaffirmed)

Crisil A

/Stable

Credit Rating for
Long Term
(Reaffirmed)

Verticals

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

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 - 3000 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/marketing 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 2000 -2200 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.

Steps being taken for future long-term growth to go beyond the limitations of the domestic market in our core traditional business and grow the reach of our coding and marking solution.

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 rates in our traditional business

90-95% of Consolidated Revenue

Coding & Marking

Current Standalone (India) Business



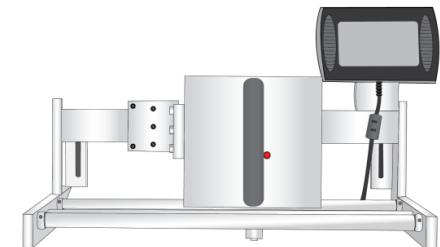
● Continuous InkJet Printer



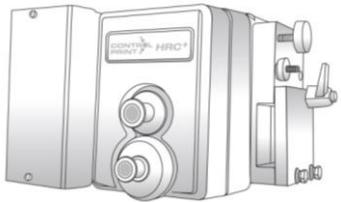
● Thermal Inkjet Printer



● High Resolution Printer



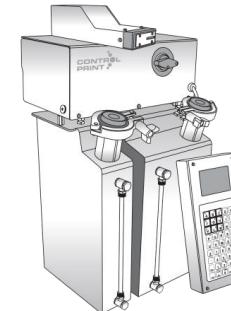
● Thermal Transfer Overprinter



● 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.



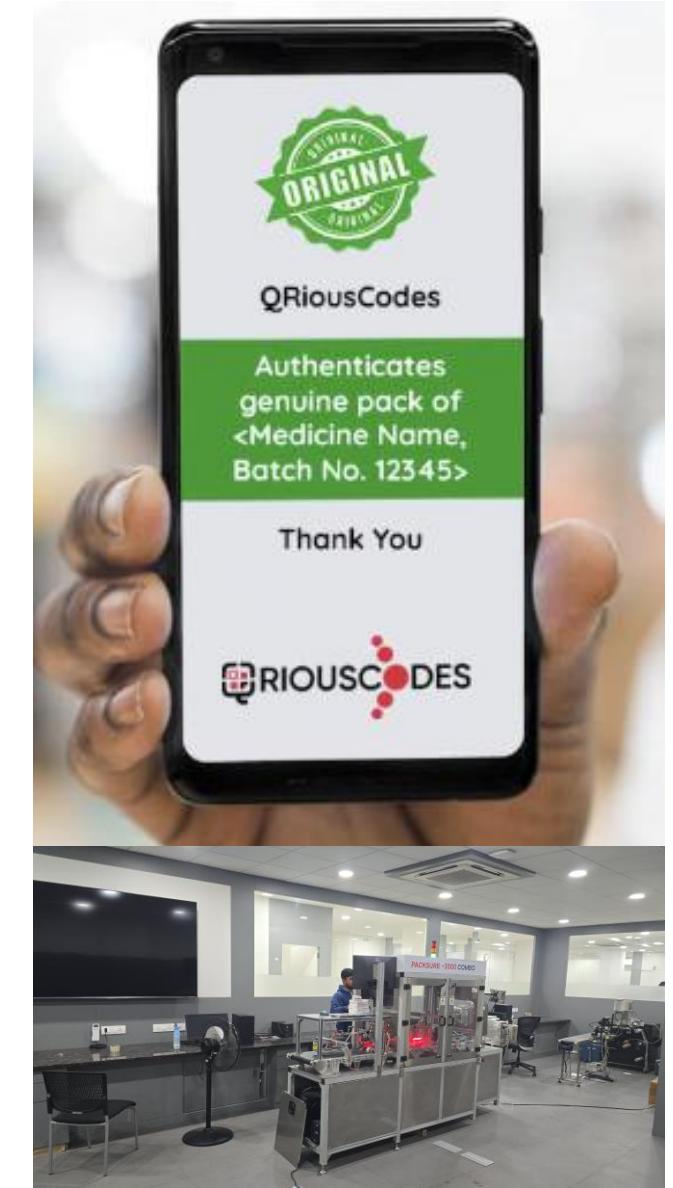
- Specializes in Label printing & apply solution, and end-of-line automation systems, ensuring seamless operations for our clients.
- Integrates advanced printing technology with automated solutions to streamline production processes and maximize efficiency.



QR-based Track and Trace Solutions

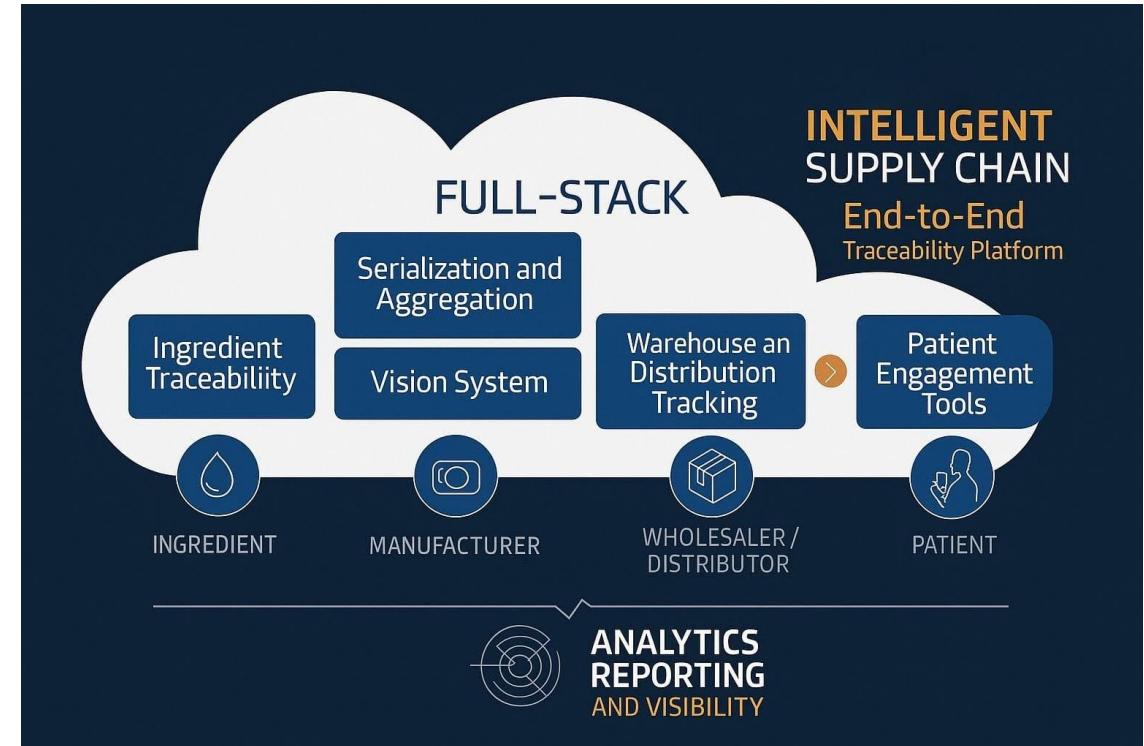
To meet regulatory requirements, prevent counterfeiting, data analysis and customer engagement

- Complete Suite of Offerings being developed - Core, Differentiated, Innovative technology providing an aesthetic experience with superior functionality
- 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.
- Providing equipment, materials, co-packing (for small volumes, market testing), and other associated services so that all the customers requirements are met.
- We believe that track and trace solutions is the future of coding and marking for traceability, anti-counterfeiting, regulatory requirements 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 - Packaging

- State-of-the-art packaging equipments 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 and 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

- EQUIPMENTS
- MATERIALS
- CO-PACKAGING SOLUTIONS (for small volumes and 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

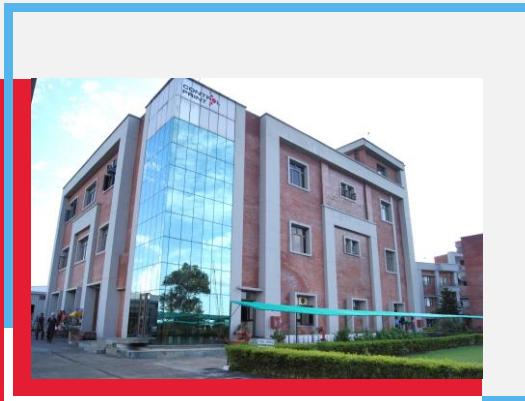


CODEOLOGY
UK

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

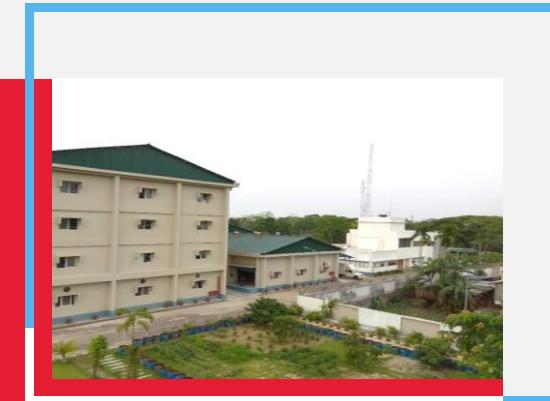
DOMESTIC INFRASTRUCTURE

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

INDUSTRIES WE SERVE



Healthcare



Packaging and
Packaging Materials



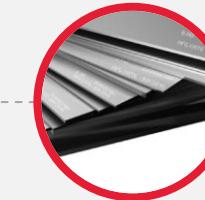
Plywood



Pipes and
Extruded Plastics



Rubber and
Tyres



Steel and
Metal



Textiles



Agrochemicals
and Seeds



Automotive



Beverages



Building and
Construction Materials



Cable and
Wire



Food



FMCG



Electronics

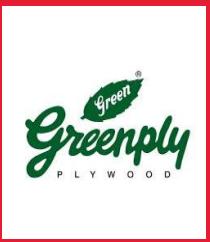


Chemicals and
Lubricants



Cement

KEY CLIENTS



03

QUARTER PERFORMANCE HIGHLIGHTS



QUARTER PERFORMANCE HIGHLIGHTS (Standalone)

Revenue Growth

Highest ever Q3 Revenue of Rs. 1,093 mn - thereby continuing to focus on growth across the business while crossing new threshold of Rs. 1,000 mn for the quarter

Positives

Installed base above 22,000 printers, aiding future growth in consumable sales. Company's sales and promotion efforts have led to improvement in sales of printers.

Profitability Analysis

EBITDA growth of 21% YoY led by sale of higher value printers and growing consumable sales

PBT (excl exceptional) growth was at 35% YoY while PAT growth was lower at 19% due to higher tax provision in this quarter. The previous year (FY25) number was lower on account of MAT adjustment of Rs. 49.98 Crs

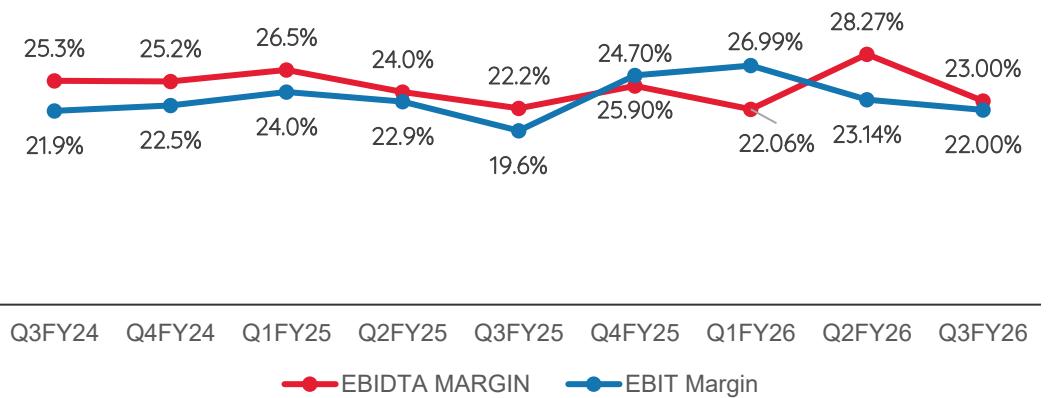
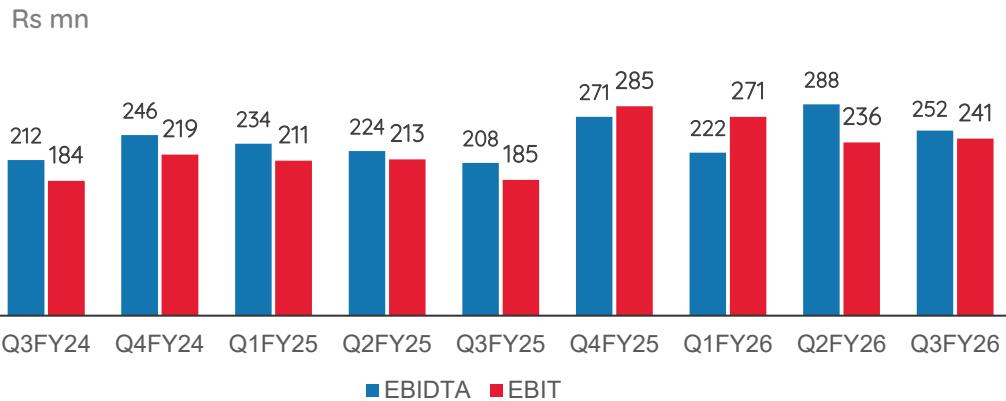
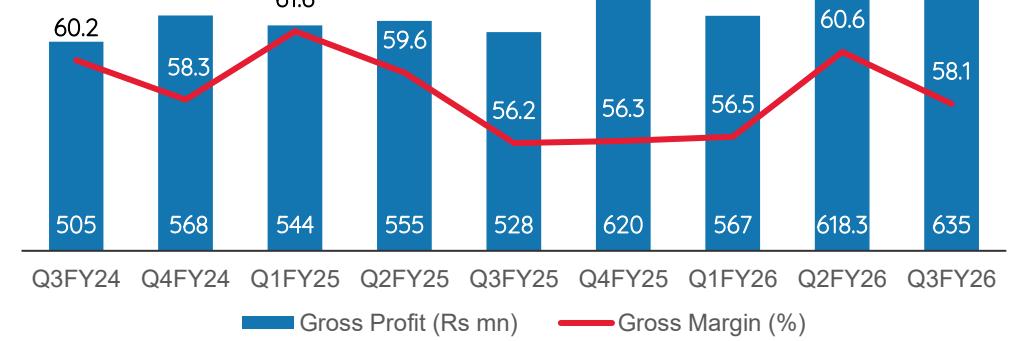
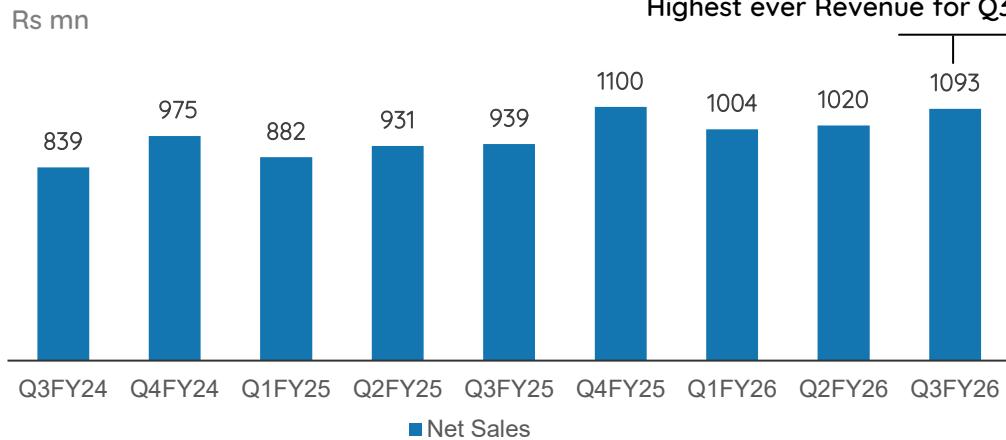
Sectoral view

Pipes, Food, Dairy, Cable & Wire, Steel and Metal, Wood & Healthcare continued to see consolidation of market share, Dairy, Sugar, Plywood & Cement continue to witness good traction for our products.

BRIEF FINANCIALS FOR THE QUARTER (Standalone)

Particulars (Rs mn)	Q3FY26	Q2FY26	Q3FY25	YoY%	9MFY26	9MFY25	YoY%
Income from Operations	1,093.2	1,020.2	939.1	16.4	3,117.9	2,752.7	13.3
Gross Profit	635.0	618.3	528.0	20.3	1,820.6	1,627.3	11.9
Gross margin (%)	58.09	60.60	56.23	186	58.39	59.12	-73
EBITDA	251.7	288.5	208.0	21.0	761.8	665.5	14.5
EBITDA margin (%)	23.02	28.27	22.15	87 bps	24 bps	24.18	25 bps
EBIT	240.5	236.1	184.5	30.4	747.7	609.3	22.7
PBT (excl. exceptional)	235.7	229.5	174.6	35.0	730.8	583.6	25.2
PAT (excl. exceptional)	160.8	198.3	135.5	18.7	531.8	465.4	14.3
PAT margin (%)	14.71	19.43	14.42	29 bps	17.06	16.91	15 bps
Exceptional Items	0.0	0.7	0.0	-100.0	40.6	0.0	100.0
Reported PAT	160.8	199.0	135.5	18.7	572.5	465.4	23.0
EPS (Rs) (excl. exceptional)	10.06	12.40	8.47	18.7	33.25	29.10	14.3
EPS (Rs)	10.06	12.44	8.47	18.8	35.79	29.10	23.0

SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)



BRIEF FINANCIALS FOR THE QUARTER (Consolidated)

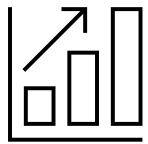
Particulars (Rs mn)	Q3FY26	Q2FY26	Q3FY25	YoY%	9MFY26	9MFY25	YoY%
Income from Operations	1,188.4	1,119.6	1,033.4	15.0	3,420.9	3,029.6	12.9
Gross Profit	685.2	678.5	585.2	17.1	2,022.5	1,787.6	13.1
Gross margin (%)	57.66	60.60	56.63	102 bps	59.12	59.01	12 bps
EBITDA	178.3	259.2	172.9	3.1	623.3	579.9	7.5
EBITDA margin (%)	15.00	23.15	16.73	-173 bps	18.22	19.14	-92 bps
EBIT	133.0	222.7	132.7	0.2	500.2	480.1	4.2
PBT (excl. exceptional)	127.5	216.3	121.9	4.6	482.4	452.3	6.7
PAT (excl. exceptional)	52.6	185.1	82.7	-36.4	283.5	334.1	-15.2
PAT margin (%)	4.43	16.54	8.01	-358 bps	8.29	11.03	-274 bps
Exceptional Items	0.0	0.7	0.0	-100.0	40.6	0.0	100.0
Reported PAT	52.6	185.9	82.7	-36.4	324.1	334.2	-3.0
EPS (Rs) (excl exceptional)	3.29	11.58	5.17	-36.4	17.72	20.89	-15.2
EPS (Rs)	3.29	11.62	5.17	-36.4	20.26	20.89	-3.0

04

WAY FORWARD



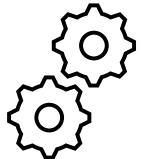
Way Forward



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



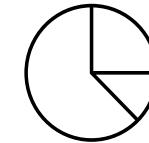
Recently Launched/ acquired capabilities and products to deliver exponential growth over the next 5-7 years.



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)	FY20	FY21	FY22	FY23	FY24	FY25
Net sales	1,949.2	2036.9	2,542.6	2914.1	3,436.6	3,853.0
Gross Profit	1218.5	1251.0	1,532.03	1755.03	2,030.8	2,247.3
Gross margin (%)	62.51	61.42	60.25	60.23	59.09	58.33
EBITDA	461.0	498.2	604.3	744.9	869.0	936.9
EBITDA margin (%)	23.65	24.46	23.77	25.56	25.29	24.31
EBIT	382.1	383.0	479.0	635.1	768.2	893.9
PBT (excl. exceptional)	373.5	370.9	468.6	622.1	751.9	860.7
PAT (excl. exceptional)	309.3	311.8	380.8	517.3	555.5	1,196.3
PAT margin (%)	15.87	15.3	14.97	17.75	16.16	31.05
Exceptional (loss)/gain	(42.9)	(17.9)	31.7	2.0	(0.62)	(0.01)
EPS(Rs) (excl. exceptional)	13.7	19.09	23.31	31.68	34.73	74.80
EPS(Rs)	16.3	18.00	25.25	31.80	34.44	74.80
Dividend per Share (Rs.)	8.00	8.50	9.00	9.00	9.00	10.00

* Calculated on standalone net profit including exceptional; Rounded off

~15%

Revenue CAGR (FY20 to FY25)

~15%

EBITDA CAGR (FY20 to FY25)

~31%

PAT CAGR (FY20 to FY25)

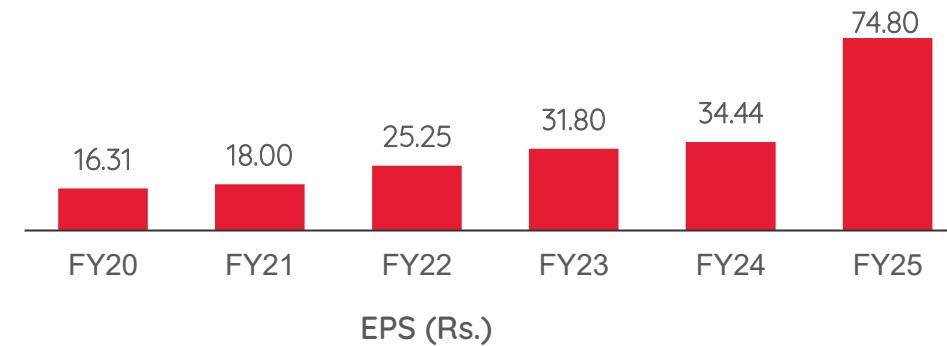
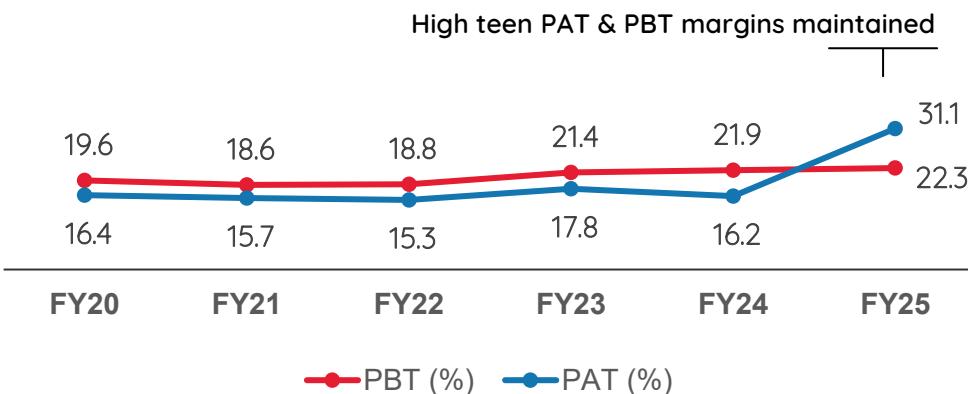
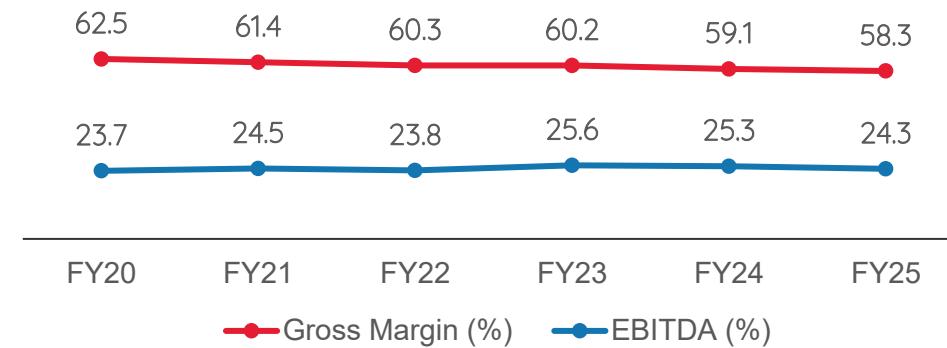
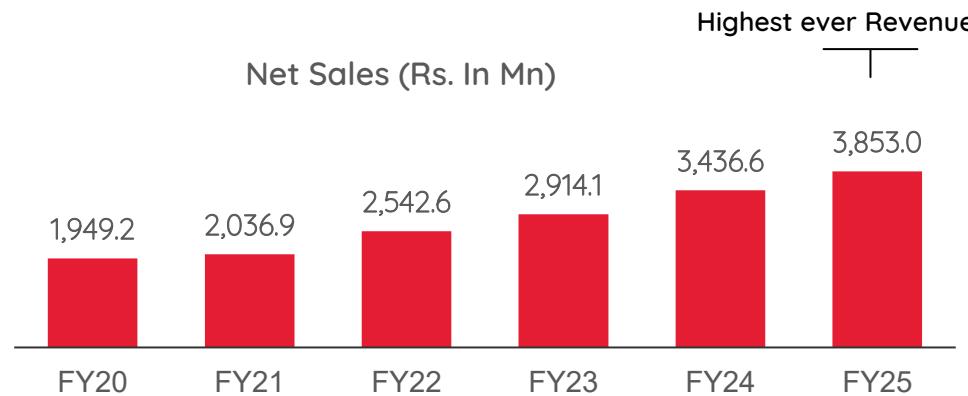
~40%

EPS Growth CAGR (FY20 to FY25)

ANNUAL BALANCE SHEET (Standalone)

Equity & Liabilities (₹ in Mn)	FY23	FY24	FY25	Assets	FY23	FY24	FY25
Share Capital	163.3	159.9	159.9	Fixed Asset	1,070.0	1,167.7	1,239.5
Other Equity	2804.3	3236.3	4229.5	Intangible Asset	4.1	6.5	5.5
Total Equity	2,967.7	3,396.2	4,389.4	Work-In-Progress	58.5	43.9	72.9
				Intangible Assets under Development	7.6	19.3	23.5
Financial Liabilities				Financial Assets			
(i) Borrowings	-	-	-	(i) Investments	204.2	449.2	473.2
(ia) Lease Liabilities	30.0	50.4	52.8	(ii) Loans	10.7	237.1	389.2
Provisions	76.2	80.3	90.6	(iii) Other Non-Current Financial Assets	8.7	10.5	11.0
Deferred Tax Liabilities	83.4	79.1	-	Deferred Tax Assets			417.1
Other Non-Current Liabilities	7.0	5.9	4.9	Other Non-Current Asset	2.5	8.7	4.3
Non-Current Liabilities	196.6	215.7	148.3	Non - Current Assets	1,366.3	1,942.9	2,636.2
Financial Liabilities				Inventories	710.5	849.5	856.9
(i) Borrowings	-	-	-	Financial Assets			
(ia) Lease Liabilities	11.2	8.5	13.3	(i) Investment	520.1	397.1	462.4
(ii) Trade Payables	200.3	274.8	248.9	(ii) Trade Receivables	733.5	786.5	881.3
(iii) Other Financial Liabilities	198.7	240.5	248.7	(iii) Cash & Cash Equivalents	106.3	46.8	56.4
Other Current Liabilities	69.9	79.4	101.3	(iv) Bank Balances	48.9	49.6	50.3
Provisions	66.7	66.8	66.6	(v) Current Loans	1.6	5.5	4.5
Current Tax Liabilities		52.3	4.8	(vi) Other Current Financial Assets	94.3	143.8	59.4
Current Liabilities	546.8	722.3	683.7	Current Tax Assets	1.8	0.0	
Total Equity & Liabilities	3,711.0	4,334.2	5,221.5	Other Current Assets	127.7	112.7	214.1
				Current Assets	2,344.8	2,391.3	2,585.2
				Total Assets	3,711.0	4,334.2	5,221.5

Synopsis of Annual Performance (Standalone)



ANNUAL PROFIT & LOSS STATEMENT (Consolidated)

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

* Calculated on standalone net profit including exceptional; Rounded off

~20%

Revenue CAGR (FY21 to FY25)

~13%

EBITDA CAGR (FY21 to FY25)

~34%

PAT CAGR (FY21 to FY25)

~35%

EPS Growth CAGR (FY21 to FY25)

ANNUAL BALANCE SHEET (Consolidated)

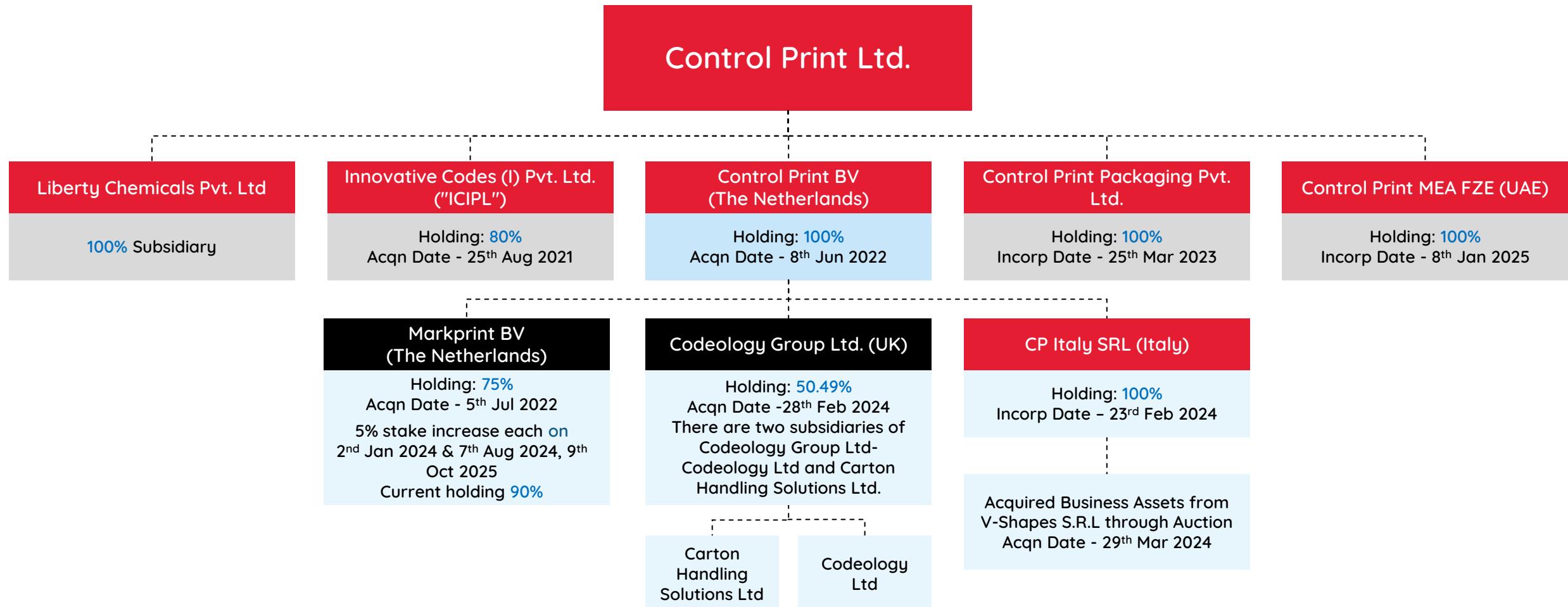
Equity & Liabilities (₹ in Mn)	FY23	FY24	FY25	Assets	FY23	FY24	FY25
Share Capital	163.3	159.9	159.9	Fixed Asset	1,093.4	1,377.8	1,392.1
Other Equity	2,776.4	3,180.7	3,965.3	Intangible Asset	7.3	9.7	77.9
Non Controlling Interest	13.1	5.5	-3.3	Work-In-Progress	70.5	56.0	84.9
Total Equity	2,952.8	3,346.1	4,121.9	Goodwill	102.2	116.7	116.7
				Intangible Assets under Development	7.6	19.3	23.5
Financial Liabilities				Financial Assets			
(i) Borrowings	-	-	-	(i) Investments	7.6	7.5	8.8
(ia) Lease Liabilities	30.2	50.4	52.8	(ii) Loans	3.0	2.2	1.7
Provisions	76.2	80.3	90.6	(iii) Other Non-Current Financial Assets	9.5	12.3	12.7
Deferred Tax Liabilities	83.5	79.2	-	Deferred Tax Assets			417.1
Other Non-Current Liabilities	13.7	12.7	11.6	Other Non-Current Asset	9.7	8.7	11.5
Non-Current Liabilities	203.7	222.5	155.1	Non - Current Assets	1,310.8	1,610.1	2,146.9
				Inventories	766.7	1,008.9	1,094.6
Financial Liabilities				Financial Assets			
(i) Borrowings	13.7	14.7	12.3	(i) Investment	520.1	397.1	462.4
(ia) Lease Liabilities	11.5	8.5	13.3	(ii) Trade Receivables	745.7	810.5	918.7
(ii) Trade Payables	215.5	291.4	301.3	(iii) Cash & Cash Equivalents	121.1	187.9	121.6
(iii) Other Financial Liabilities	203.0	249.0	286.6	(iv) Bank Balances	48.9	49.6	50.3
Other Current Liabilities	73.5	88.8	118.2	(v) Current Loans	1.6	5.5	4.5
Provisions	66.7	66.8	69.9	(vi) Other Current Financial Assets	95.1	144.9	42.8
Current Tax Liabilities		52.3	2.8	Current Tax Assets	1.6	0.0	0.0
Current Liabilities	583.8	771.7	804.4	Other Current Assets	128.7	125.8	239.4
Total Equity & Liabilities	3,740.3	4,340.3	5,081.4	Current Assets	2,429.5	2,730.1	2,934.4
				Total Assets	3,740.3	4,340.3	5,081.4

06

CORPORATE STRUCTURE & ACQUISITION HISTORY



CURRENT STRUCTURE



PAST ACQUISITIONS / JOINT VENTURES



1st Apr 2011

25th Aug 2021

8th Jun 2022

8th Dec 2022

25th Mar 2023

Liberty Chemicals Pvt. Ltd

Manufacturer of Polymer Additives Range for PVC, Polyolefins, Engineering Plastics and Synthetic Rubbers.

100% Subsidiary

Innovative Codes (I) Pvt. Ltd. ("ICIPL")

Ink-jet printing machines, components, sub-assemblies, spare parts, after sales service and consumable

80% Subsidiary

Control Print BV (The Netherlands)

5th Jul 2022

Markprint BV (The Netherlands)

<https://markprint.nl>

Assembling High Resolution printers with CMYK technology, components, consumable and services related to the coding and marking industry

100% Subsidiary

Executed a Joint Venture Agreement with V-Shapes S.r.l for packaging sector

75% Subsidiary

Joint Venture

Control Print Packaging Pvt. Ltd.

Manufacturing of Packaging Machines and Packaging Material

100% Subsidiary

RECENT ACQUISITIONS / STAKE INCREASE

Control Print BV (The Netherlands)

2nd Jan 2024

Markprint BV (The Netherlands)
Increased Stake from 75% to 80%

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

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

7th Aug 2024

Markprint BV (The Netherlands)
Increased Stake from 80% to 85%

9th Oct 2025

Markprint BV (The Netherlands)
Increased Stake from 85% to 90%

75% ➔ 80%
Subsidiary

50.49% Subsidiary

100% Subsidiary

80% ➔ 85%
Subsidiary

85% ➔ 90%
Subsidiary

100% 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.

THANK YOU!

Jaideep Barve
Chief Financial Officer

- ✉ Email: cfo@controlprint.com
- 🌐 Website: www.controlprint.com

KAPTIFY® CONSULTING
Strategy & Investor Relations | Consulting

- ✉ Email: contact@kaptify.in
- 📞 +91-845 288 6099
- 🌐 Website: www.kaptify.in

