

October 20, 2022

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

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

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation for **Q2FY2023** 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

Q2&H1 FY2023



Refer to 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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15500+

Installed base of printers

30+

Years of experience

300+

Field Staff

36%

Dividend Payout in FY2022

90%

Dividend paid (on FV) in FY22

~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-/Stable

Credit Rating for Long Term

QUARTER PERFORMANCE HIGHLIGHTS

Key highlights for the quarter



Revenue Growth

Quarterly run rate of Rs.650+ mn revenue maintained, closing at Rs 682 mn for Q2.

Lower availability of semi conductors impacted our ability to sell more printers.

We continued to see increasing penetration in key sectors.



Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional) **grew 10.9% / 23.5% / 13.8% / 13.8% YoY.**

Margins: EBITDA% / PBT % / PAT% **was up 50.5 bps / 256.7 bps / 74.7 bps YoY.**

Higher sales of consumables and subsequent share to revenue led to better margins during the quarter.



Positives

Working Capital improvement continues to be focus area.

Installed base crosses 15,500 printers, which augurs well for growth in consumable sales.

Sectoral view

Large order of more than 70 TIJ printers from the **Breweries sector**. Large export order for Laser Printers in the **FMCG sector**

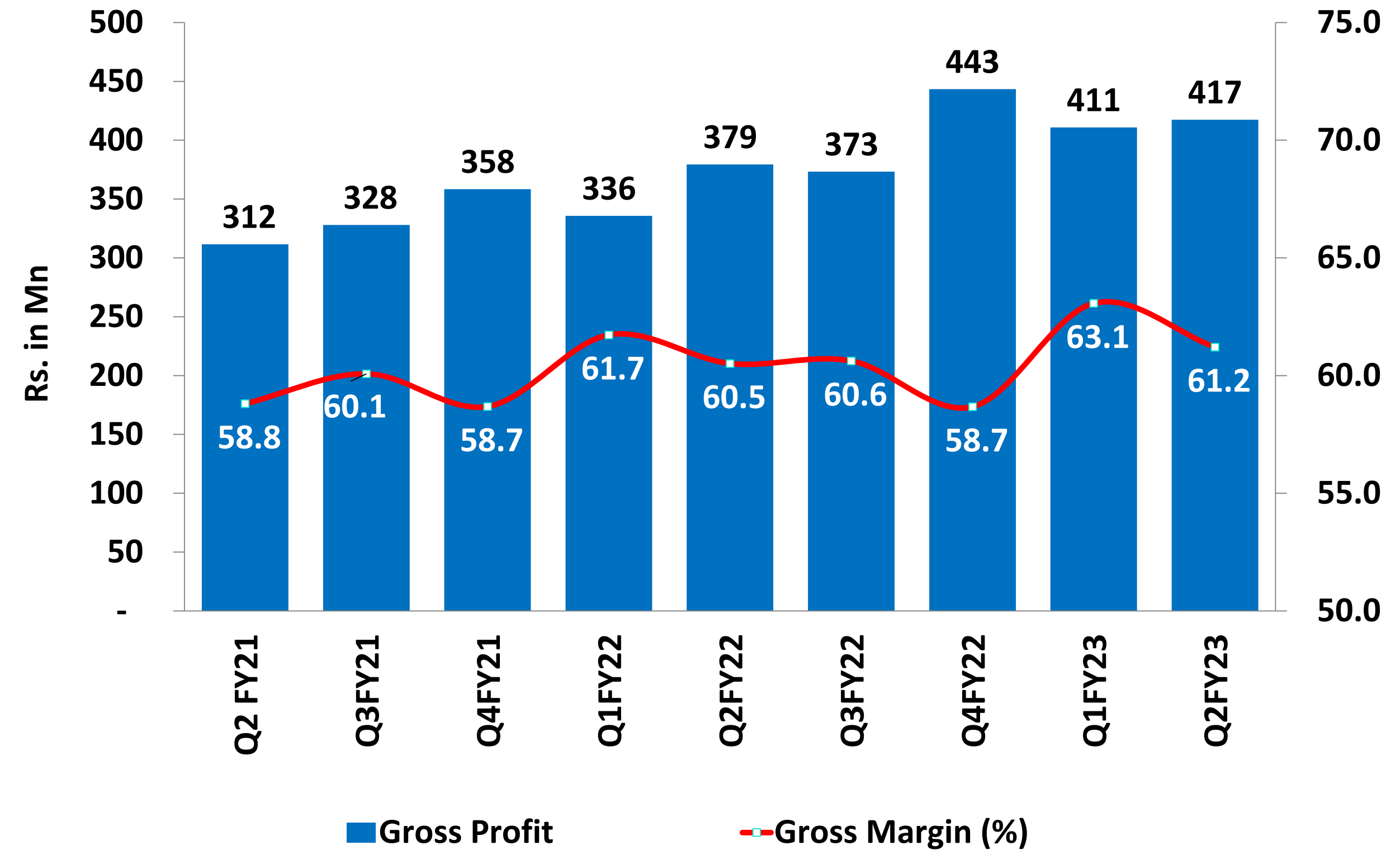
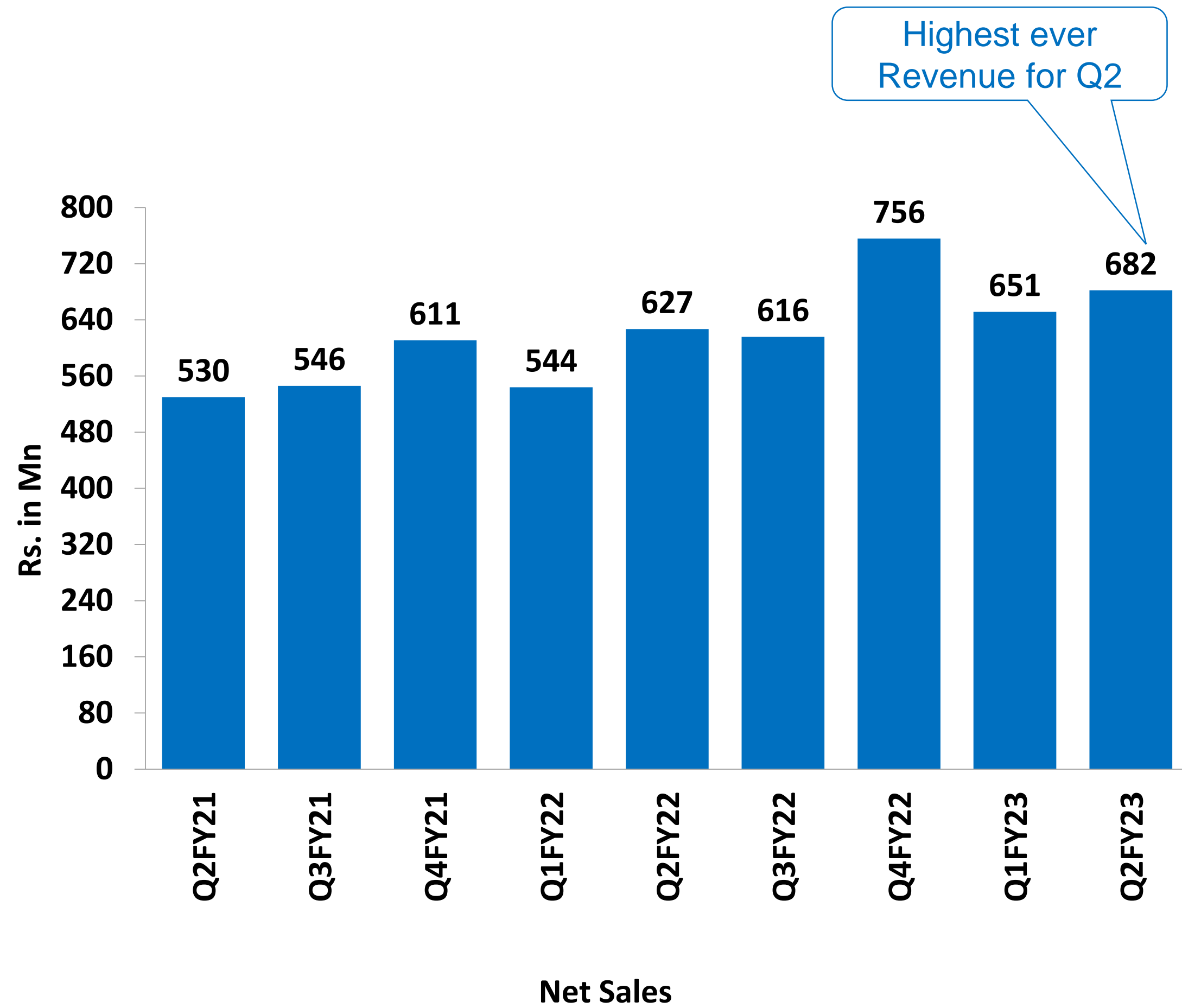
Pipes sector & Sugar industry sees increasing customer penetration during the quarter.

Brief Financials for the quarter (Standalone)

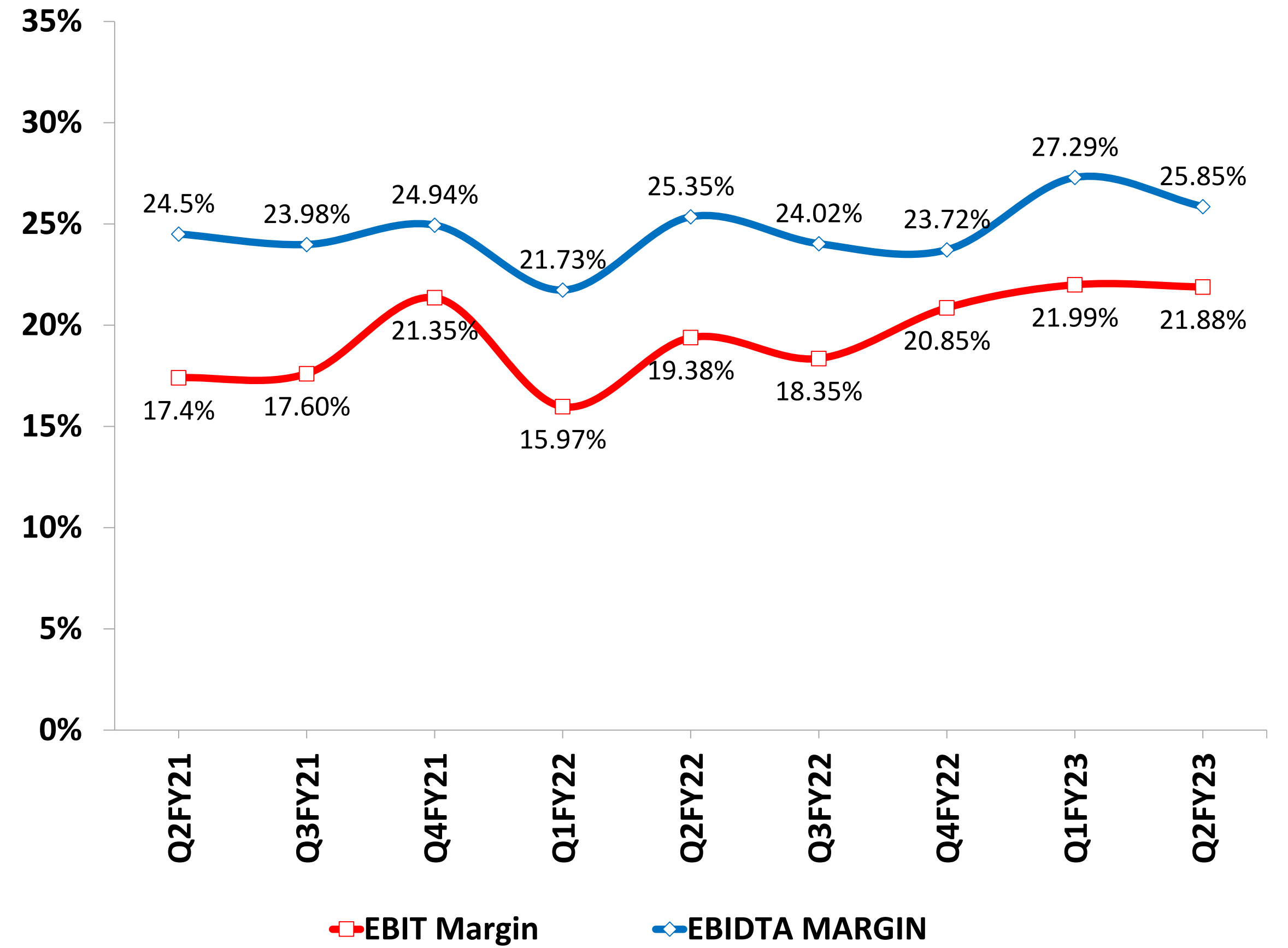
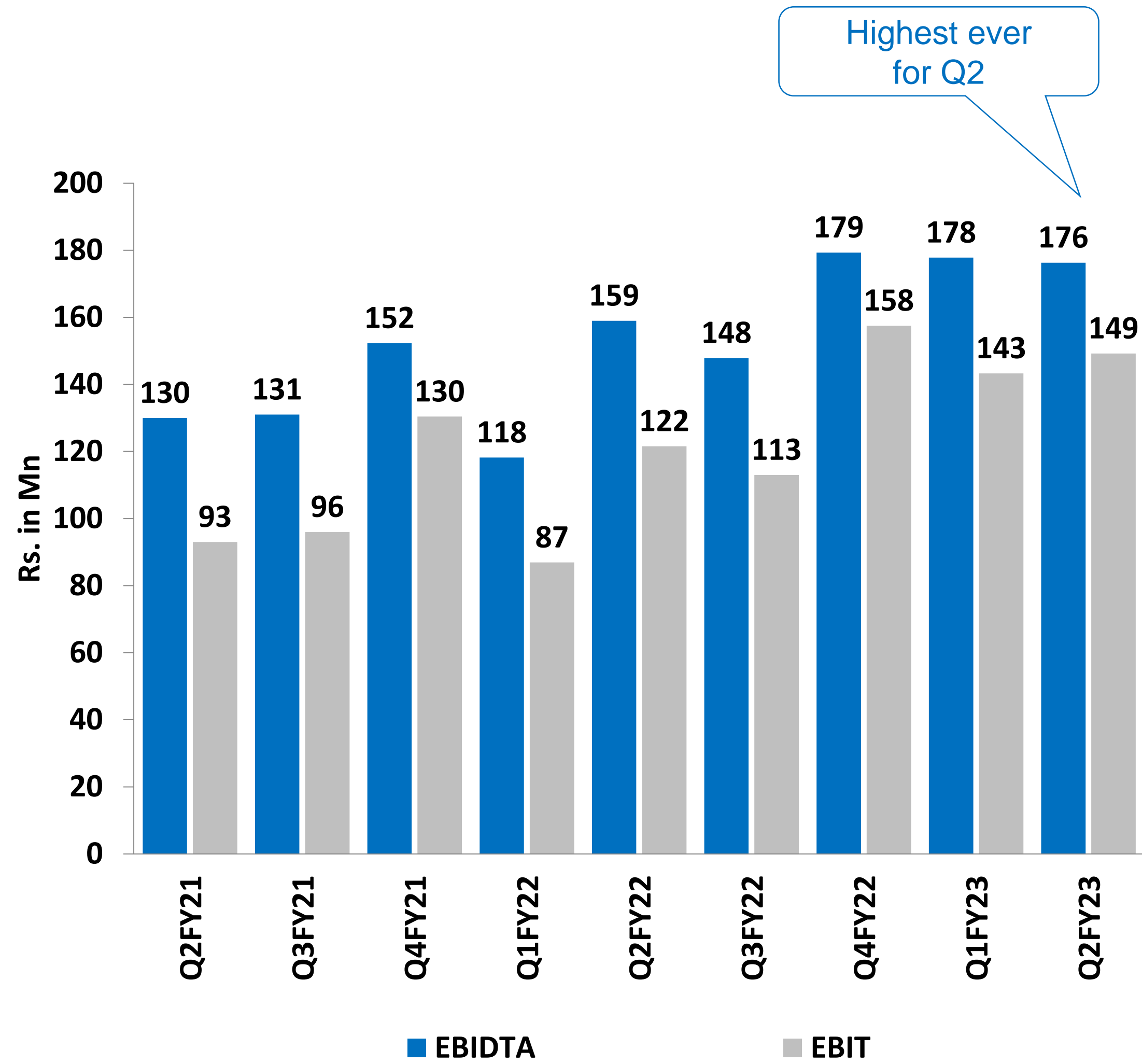


Particulars (Rs mn)	Q2FY23	Q1FY23	Q2FY22	YoY%	H1FY23	H1FY22	YoY%
Net sales	682.0	651.4	627.2	8.7	1,333.4	1,171.2	13.8
Gross Profit	417.4	410.8	379.6	10.0	828.2	715.4	15.8
<i>Gross margin (%)</i>	<i>61.21</i>	<i>63.07</i>	<i>60.52</i>	<i>+68.5 bps</i>	<i>62.12</i>	<i>61.08</i>	+103.4 bps
EBITDA	176.3	177.8	159.0	10.9	354.1	277.2	27.8
<i>EBITDA margin (%)</i>	<i>25.85</i>	<i>27.29</i>	<i>25.35</i>	<i>+50.5 bps</i>	<i>26.56</i>	<i>23.67</i>	+289.0 bps
EBIT	149.2	143.3	121.6	22.7	292.5	208.5	40.3
PBT (excl. exceptional)	146.6	141.7	118.7	23.5	288.3	204.4	41.1
PAT (excl. exceptional)	113.6	117.3	99.8	13.8	230.8	156.9	47.1
<i>PAT margin (%)</i>	<i>16.65</i>	<i>18.00</i>	<i>15.90</i>	<i>+74.7 bps</i>	<i>17.31</i>	<i>13.40</i>	+391.2 bps
Exceptional (loss)/gain	0.4	1.6	-		2.0	31.6	
EPS(Rs) (excl. exceptional)	6.95	7.18	6.11	13.8	14.13	9.61	47.1

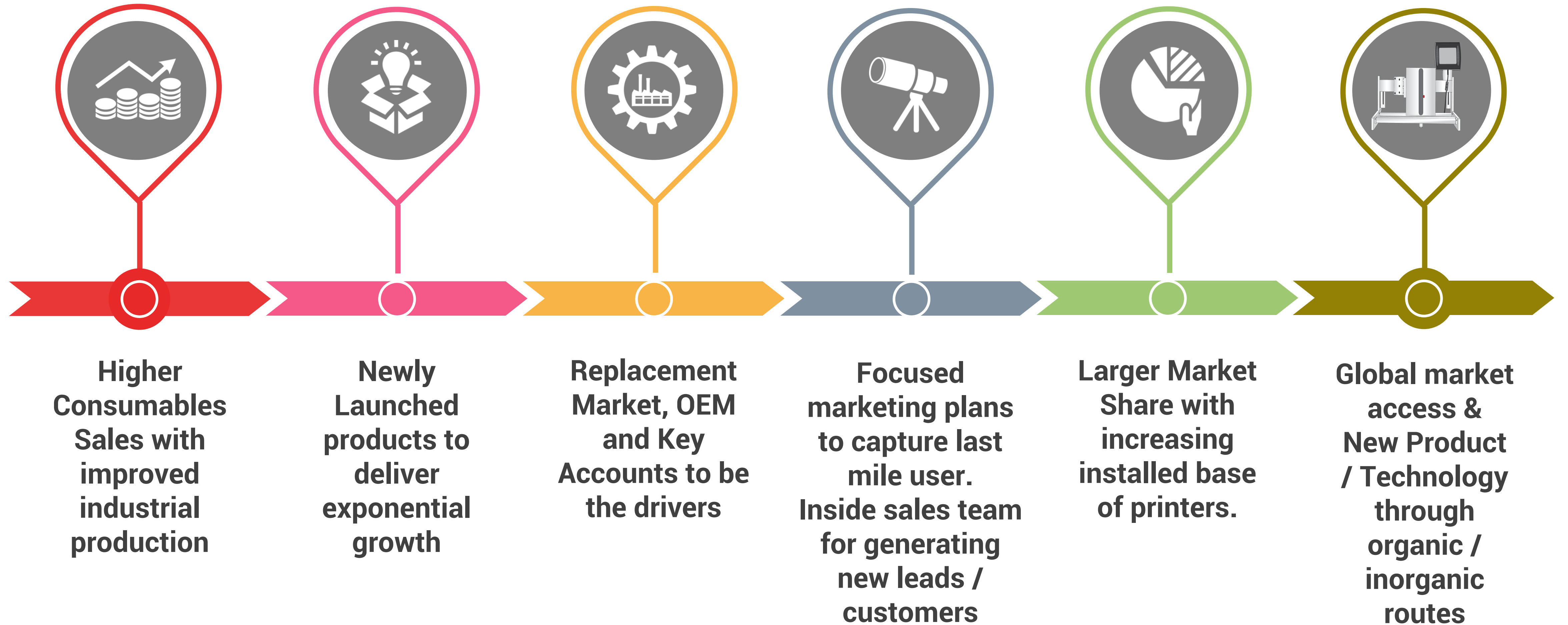
Synopsis of Quarterly Performance (1/2) (Standalone)

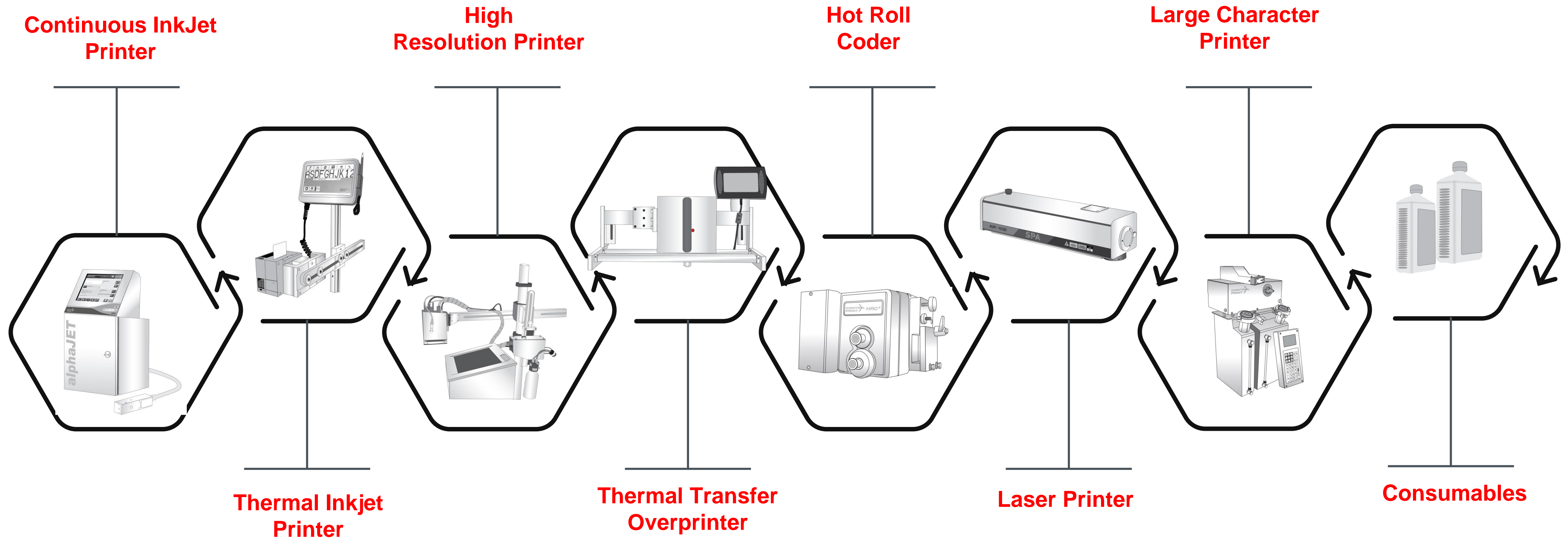


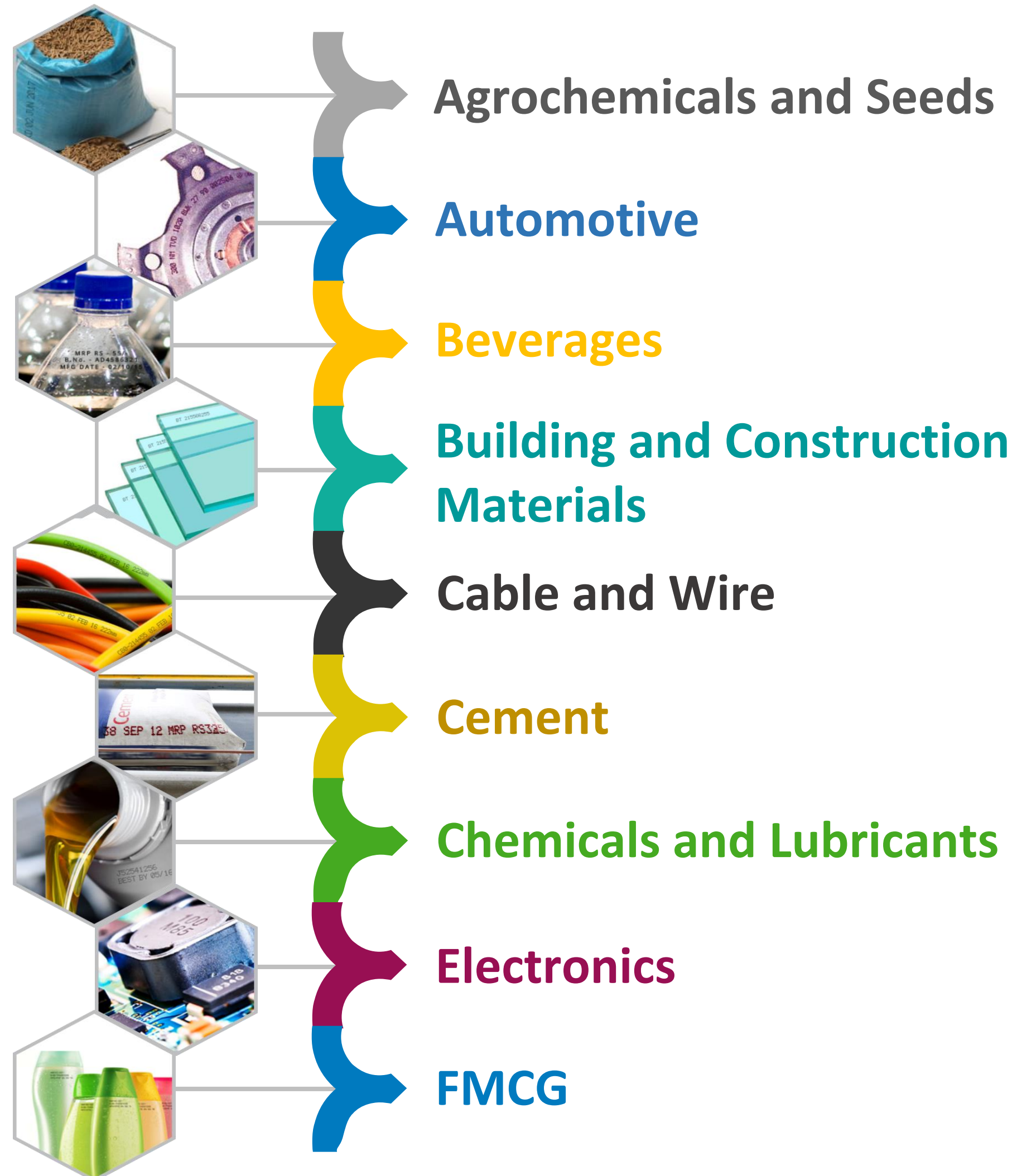
Synopsis of Quarterly Performance (2/2) (Standalone)



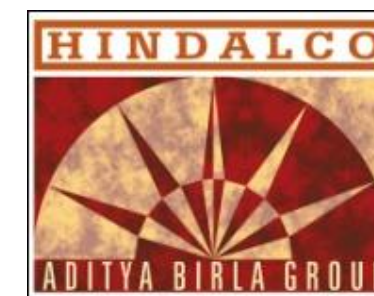
WAY FORWARD







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

ANNUAL FINANCIAL HIGHLIGHTS

Annual Profit & Loss Statement (Standalone)



Particulars (Rs mn)	FY18	FY19	FY20	FY21	FY22
Net sales	1,739.3	1,746.0	1,949.2	2036.9	2,542.6
Gross Profit	1186.3	1132.0	1218.5	1251.0	1,532.03
<i>Gross margin (%)</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>	<i>60.25</i>
EBITDA	501.6	399.8	461.0	498.2	604.3
<i>EBITDA margin (%)</i>	<i>28.84</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>	<i>23.77</i>
EBIT	437.5	333.9	382.1	383.0	479.0
PBT (excl. exceptional)	424.5	331.2	373.5	370.9	468.6
PAT (excl. exceptional)	355.6	255.5	309.3	311.8	380.8
<i>PAT margin (%)</i>	<i>20.44</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>	<i>14.97</i>
Exceptional (loss)/gain	(39.3)	45.0	(42.9)	(17.9)	31.7
EPS(Rs) (excl. exceptional)	16.9	21.2	13.7	19.09	23.31
EPS(Rs) (incl exceptional)	19.3	18.4	16.3	18.00	25.25
Dividend per Share (Rs.)	6.5	6.5	8.0	8.5	9.0
Dividend Payout (%)	34%	36%	50%	47%	36%

Rs 2,500 mn

Revenue threshold crossed

+60%

Gross Margin sustained

22%

EPS Growth

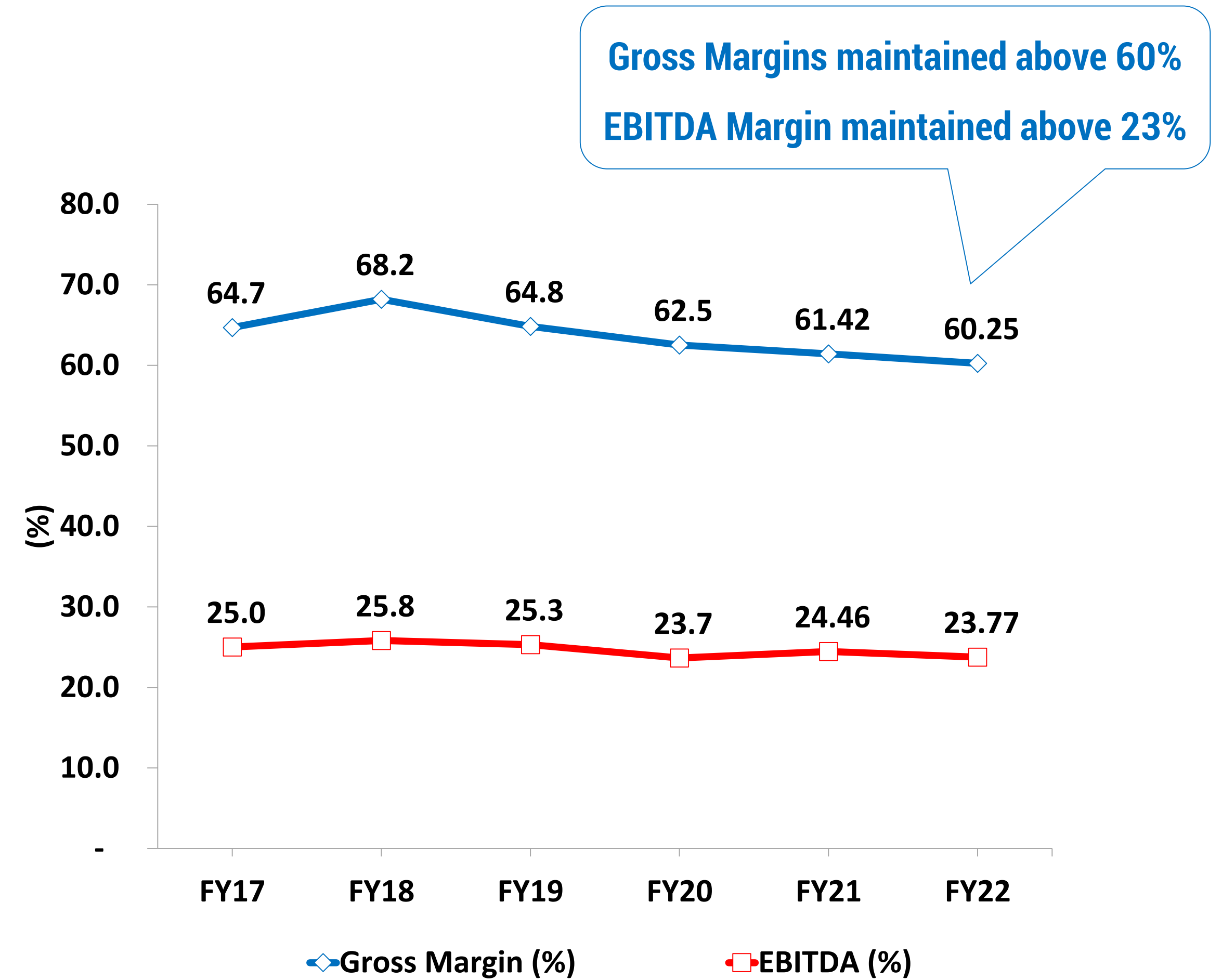
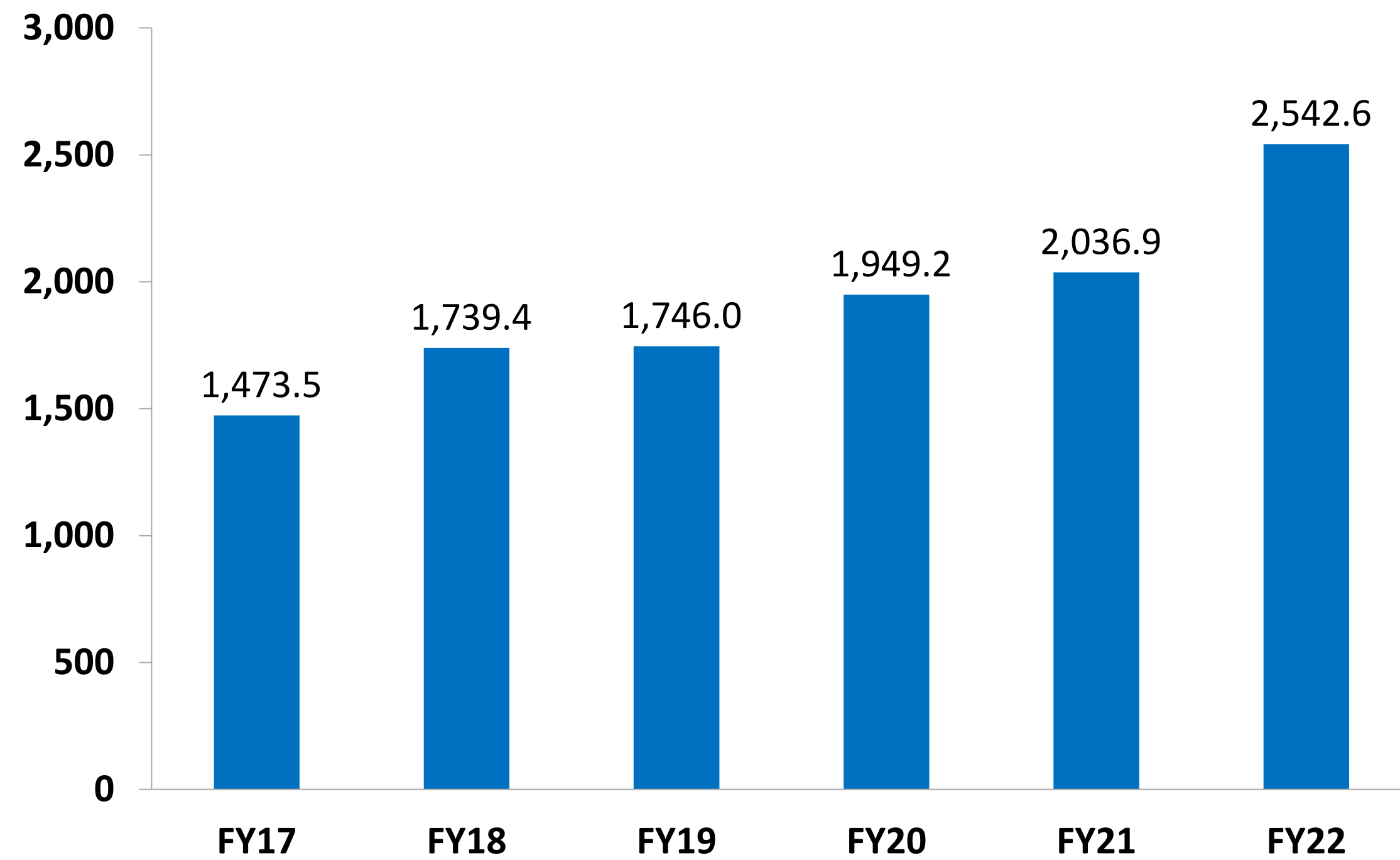
90%

Dividend per share

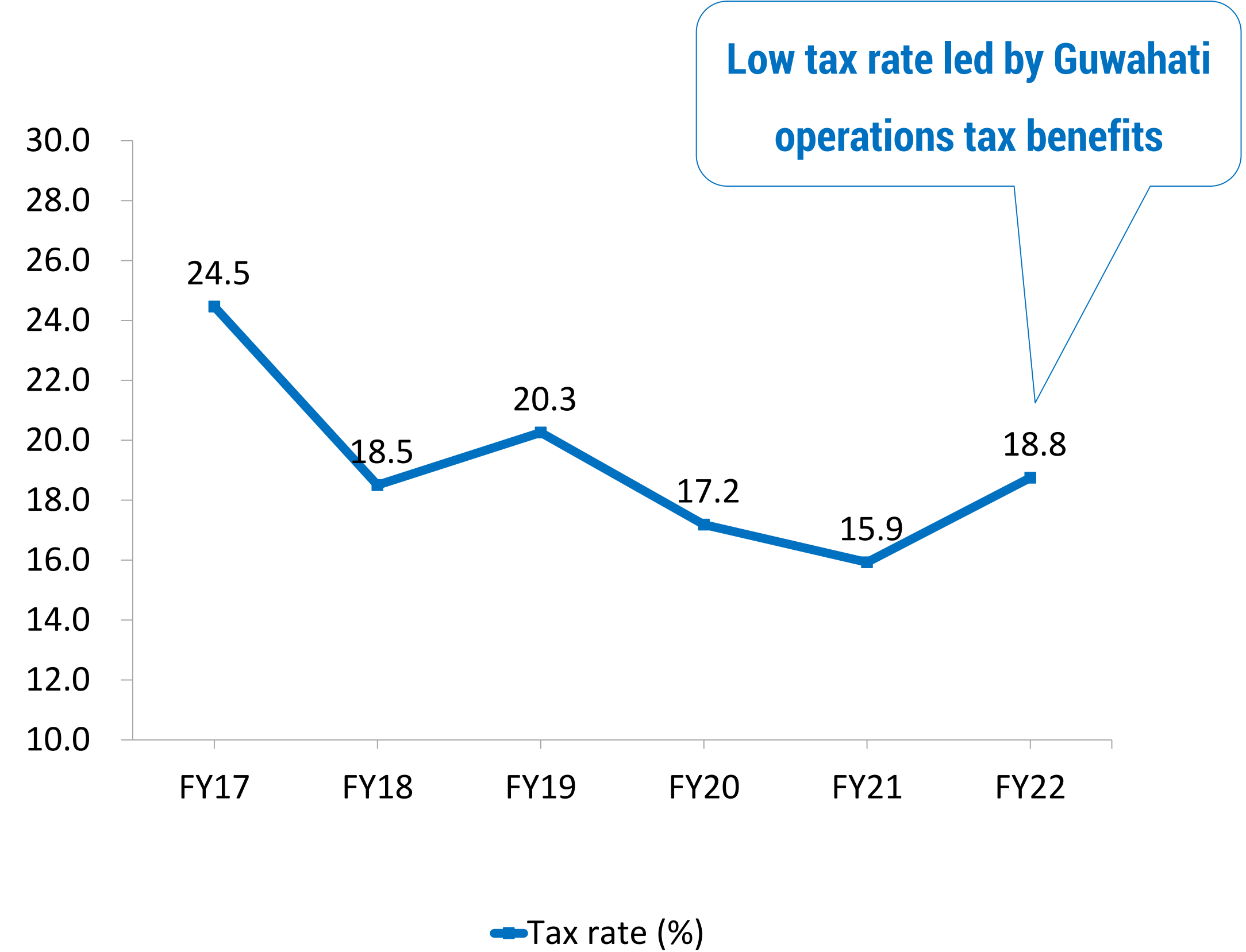
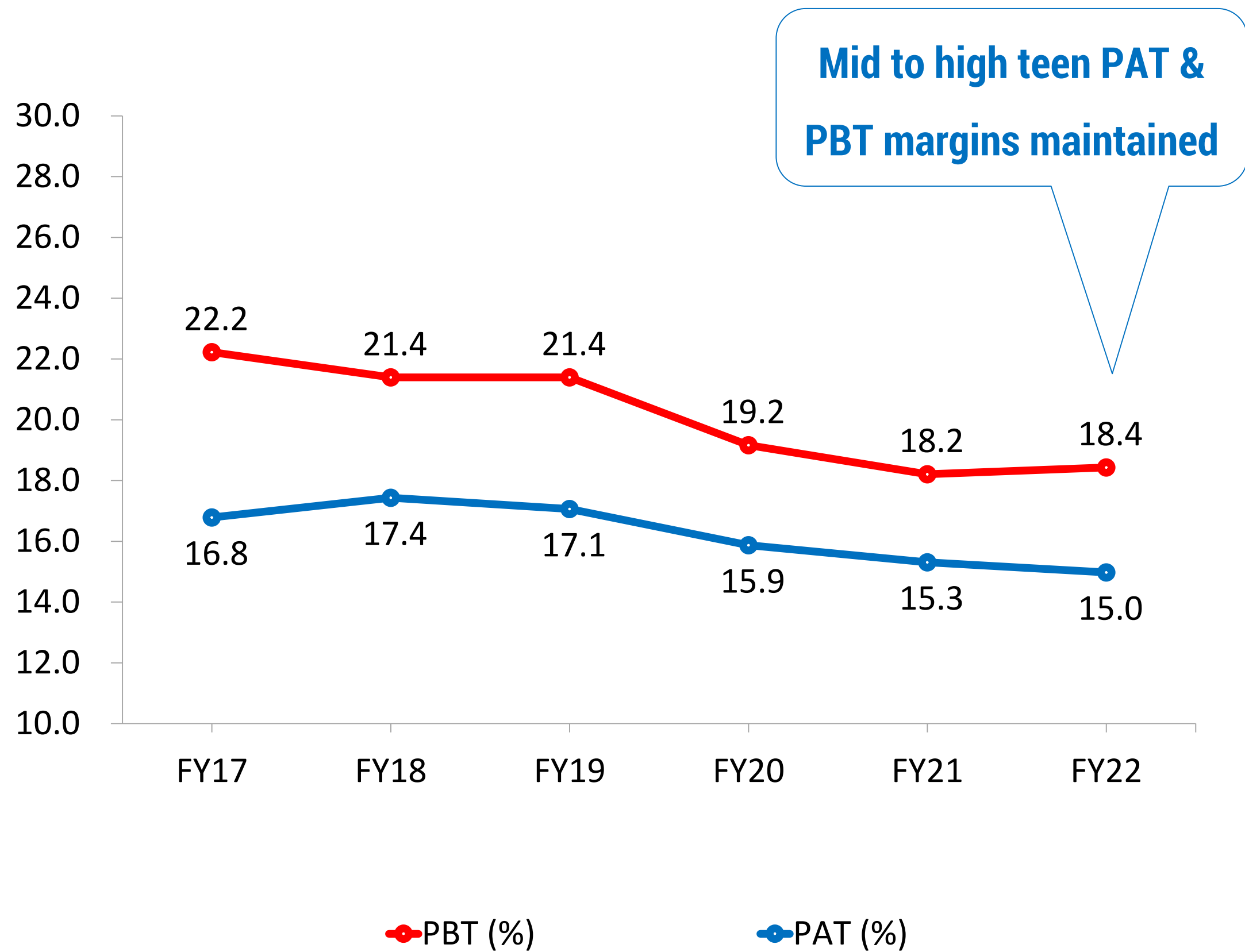
Synopsis of Annual Performance (1/2) (Standalone)



Revenue (Rs mn)



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





THANK YOU

For further information please contact

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