

May 13, 2024

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 Q4FY2024

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

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation for **Q4FY2024** 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**



Murli Manohar Thanvi
Company Secretary & Compliance Officer

Place: Mumbai

INVESTOR PRESENTATION

Q4 & FY2024

FMCG



Building products



Dairy & Food Products



Industrials



Healthcare



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This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

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.

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-

01

Key Notes



KEY NOTES

18500+

Installed base of
printers

30+

Years of experience

~350

Field Staff

26%

Dividend
Payout in FY2024

90%

Dividend paid
(on FV) in FY2024

~19-20%

Market share in
India

+1600

Cities/towns with
our presence

+2600

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



02

Company Overview



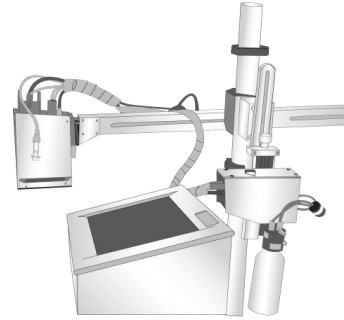
PRODUCTS



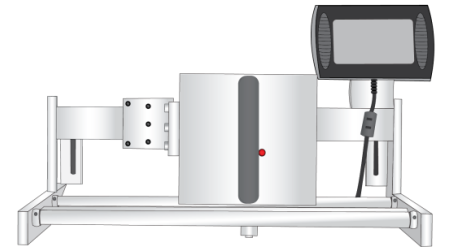
Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



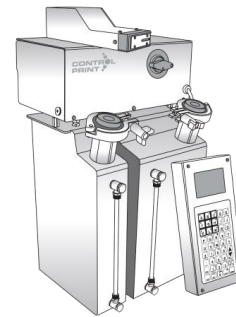
Thermal Transfer Overprinter



Hot Roll Coder



Laser Printer



Large Character Printer

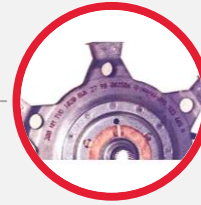


Consumables

INDUSTRIES WE SERVE



Agrochemicals
and Seeds



Automotive



Beverages



Building and
Construction Materials



Cable and
Wire



Food



FMCG



Electronics



Chemicals and
Lubricants



Cement



Healthcare



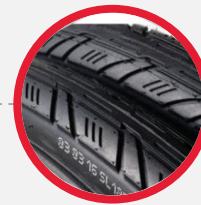
Packaging and
Packaging Materials



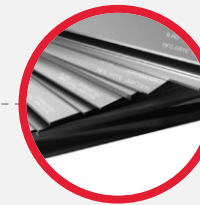
Plywood



Pipes and
Extruded Plastics



Rubber and
Tyres



Steel and
Metal



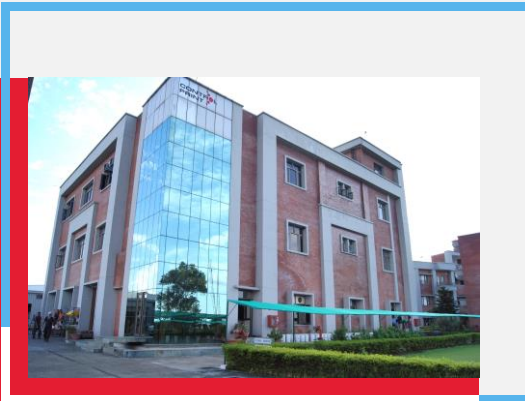
Textiles

KEY CLIENTS: INDIA



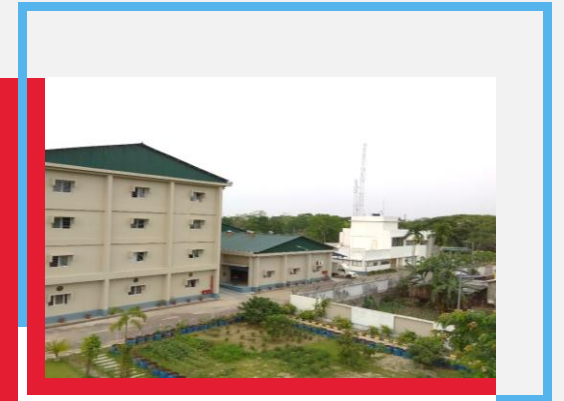
INFRASTRUCTURE

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

03

QUARTER PERFORMANCE HIGHLIGHTS



QUARTER PERFORMANCE HIGHLIGHTS (Standalone)

Revenue Growth

Highest ever Q4 Revenue of Rs. 975 mn - thereby continuing to focus on growth across the business and supported by growing share of consumable sales during the year.

Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional)
grew **23.6% / 23.4% / -9.30% / -7.40% YoY**

Higher provision for tax is on account of gain on sale of investments .

Positives

Installed base continues to be >18,500 printers, aiding growth in consumable sales.

Company declared Rs 5 per share final dividend (50% of Face Value). Including interim dividend of Rs 4 per share, Total Dividend for the year Rs 9 per share (90% of FV).

Sales teams aligned to focus on sectoral / product verticals leading to improvement in share of business with key customers / sectors.

Sectoral view

Sugar, Plywood, Cement and Laminates continued to see consolidation of market share,

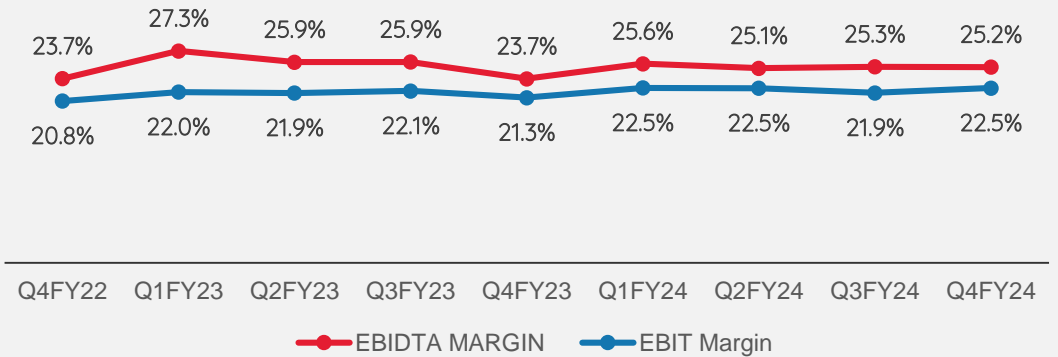
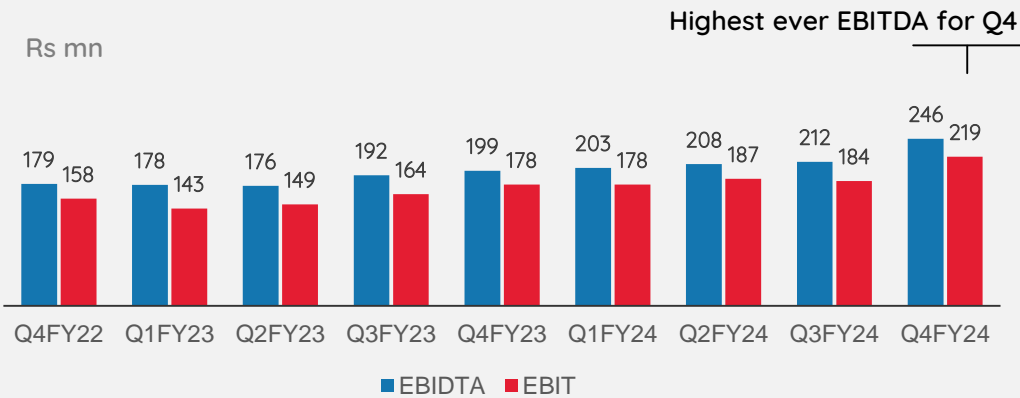
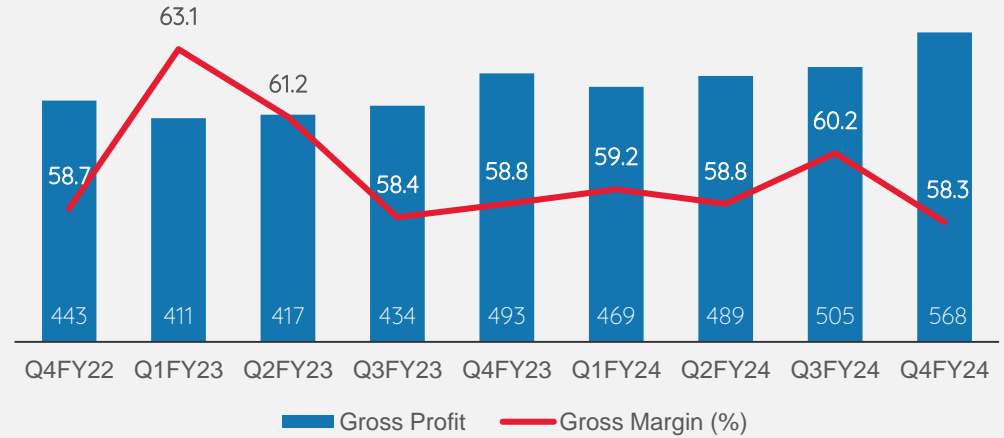
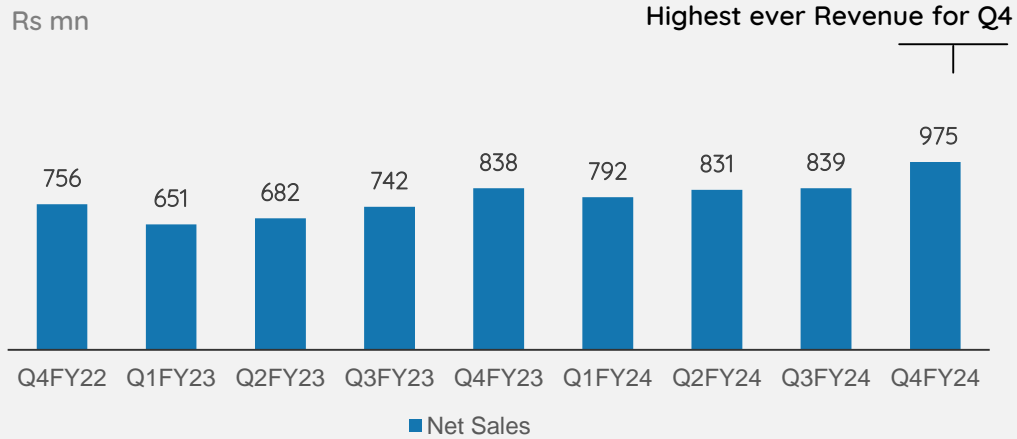
Food, Dairy, FCMG and Pipes continue to witness good traction for our printers and consumables.

BRIEF FINANCIALS FOR THE QUARTER (Standalone)

| Particulars (Rs mn) | Q4FY24 | Q3FY24 | Q4FY23 | YoY% | FY24 | FY23 | YoY% |
|--------------------------------|--------------|--------------|--------------|----------------|----------------|----------------|----------------|
| Net sales | 974.9 | 839.0 | 838.4 | 16.3 | 3,436.6 | 2,914.1 | 17.9 |
| Gross Profit | 568.3 | 505.0 | 493.0 | 15.3 | 2,030.8 | 1,755.0 | 15.7 |
| Gross margin (%) | 58.30 | 60.20 | 58.81 | -51 bps | 59.09 | 60.23 | -113 bps |
| EBITDA | 245.8 | 211.9 | 198.8 | 23.6 | 869.0 | 744.9 | 16.7 |
| EBITDA margin (%) | 25.21 | 25.26 | 23.71 | 150 bps | 25.29 | 25.56 | -28 bps |
| EBIT | 219.4 | 183.7 | 178.4 | 23.0 | 768.2 | 635.1 | 20.9 |
| PBT (excl. exceptional) | 214.7 | 176.6 | 174.0 | 23.4 | 751.9 | 622.0 | 20.9 |
| PBT margin (%) | 22.03 | 21.05 | 20.75 | 127 bps | 21.88 | 21.35 | 53 bps |
| PAT (excl. exceptional) | 139.9 | 128.8 | 154.3 | -9.3 | 555.5 | 517.3 | 7.4 |
| PAT margin (%) | 14.35 | 15.35 | 18.40 | -405 bps | 16.16 | 17.75 | -159 bps |
| Exceptional (loss)/gain | -0.05 | -0.58 | -0.00 | - | -0.62 | - 2.00 | -68.8 |
| Reported EPS(Rs)* | 8.75 | 8.05 | 9.45 | -7.4 | 34.44 | 31.80 | 8.3 |

*Weighted Average (Adjusted for Buyback)

SYNOPSIS OF QUARTERLY PERFORMANCE (Standalone)



04

ANNUAL PERFORMANCE HIGHLIGHTS



ANNUAL PROFIT & LOSS STATEMENT (Standalone)

| Particulars (Rs mn) | FY20 | FY21 | FY22 | FY23 | FY24 |
|------------------------------------|---------|--------|----------|---------|----------------|
| Net sales | 1,949.2 | 2036.9 | 2,542.6 | 2914.1 | 3,436.6 |
| Gross Profit | 1218.5 | 1251.0 | 1,532.03 | 1755.03 | 2,030.8 |
| Gross margin (%) | 62.51 | 61.42 | 60.25 | 60.23 | 59.09 |
| EBITDA | 461.0 | 498.2 | 604.3 | 744.9 | 869.0 |
| EBITDA margin (%) | 23.65 | 24.46 | 23.77 | 25.56 | 25.29 |
| EBIT | 382.1 | 383.0 | 479.0 | 635.1 | 768.2 |
| PBT (excl. exceptional) | 373.5 | 370.9 | 468.6 | 622.1 | 751.9 |
| PAT (excl. exceptional) | 309.3 | 311.8 | 380.8 | 517.3 | 555.5 |
| PAT margin (%) | 15.87 | 15.3 | 14.97 | 17.75 | 16.16 |
| Exceptional (loss)/gain | (42.9) | (17.9) | 31.7 | 2.0 | - 0.62 |
| EPS(Rs) (excl. exceptional) | 13.7 | 19.09 | 23.31 | 31.68 | 34.73 |
| EPS(Rs) | 16.3 | 18.00 | 25.25 | 31.80 | 34.44 |
| Dividend per Share (Rs.) | 8.0 | 8.5 | 9.0 | 9.0 | 9.0 |

Rs.3437 mn
Revenue

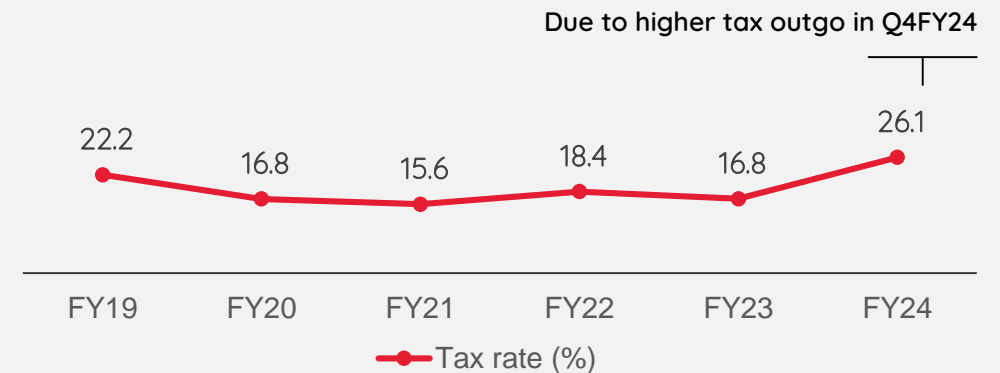
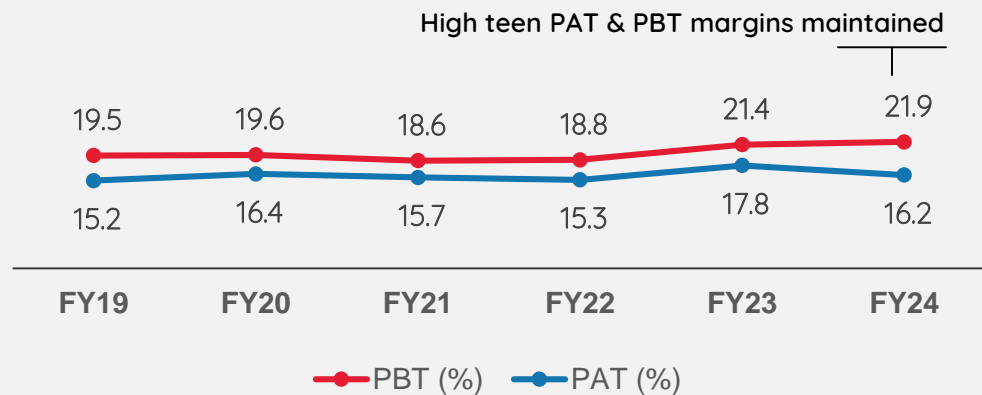
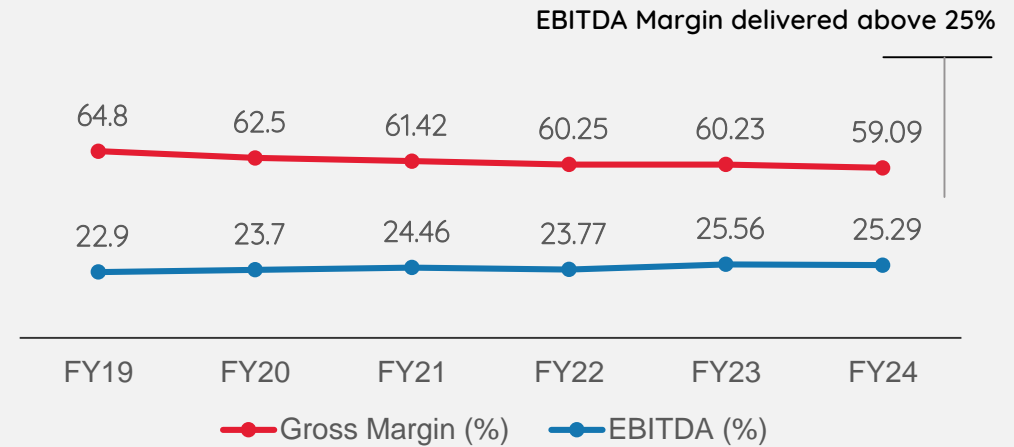
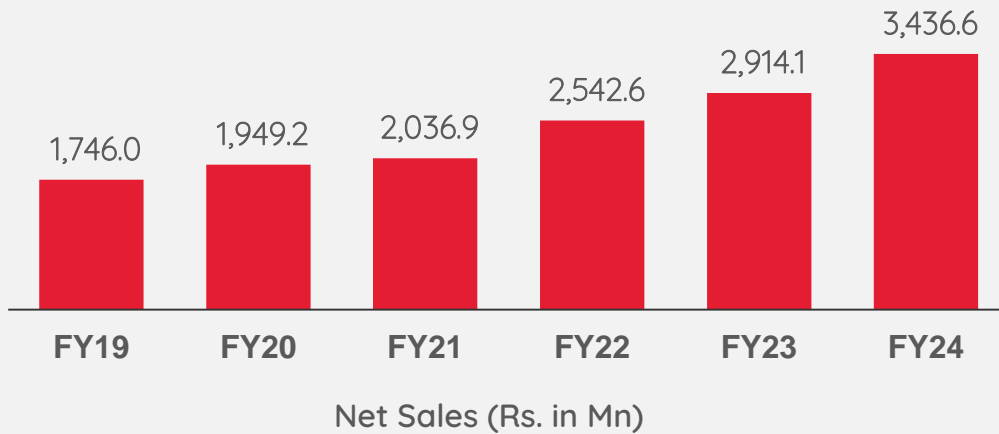
~60%
Gross Margin sustained

21%
PBT Growth

90%
Dividend per share

* Calculated on standalone net profit including exceptional; Rounded off

Synopsis of Annual Performance (Standalone)

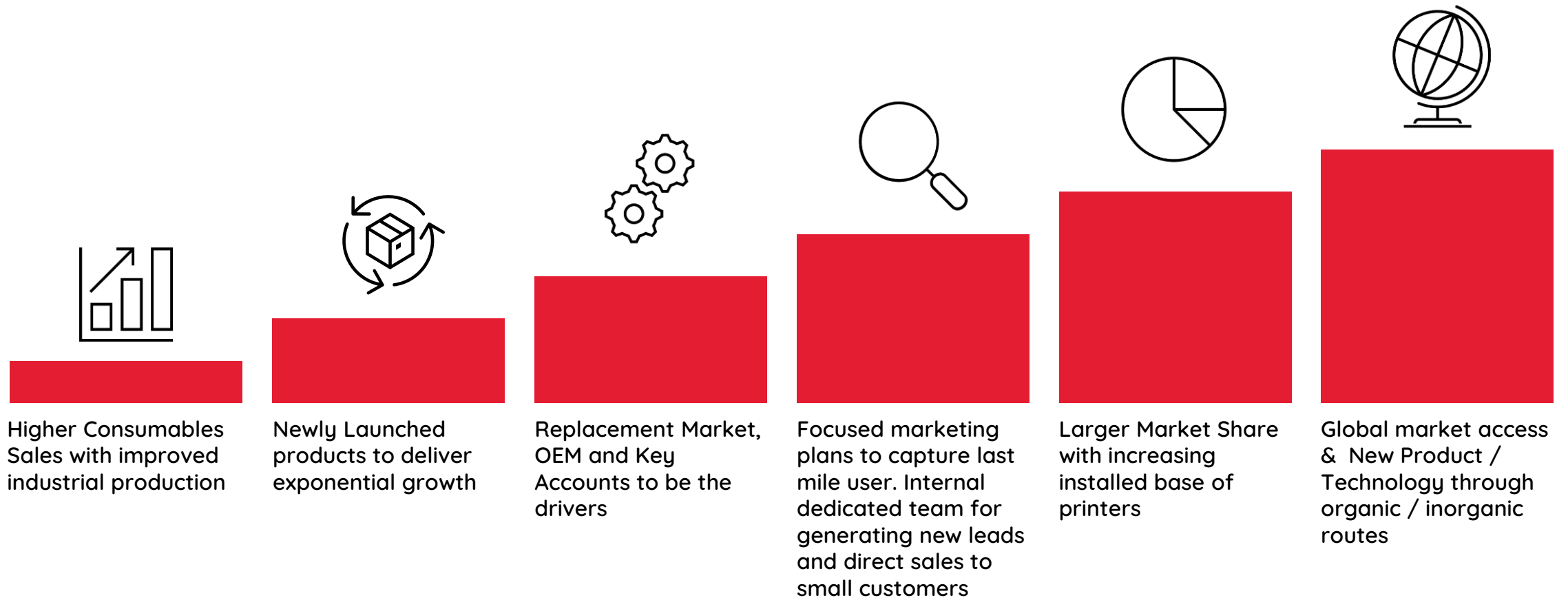


05

WAY FORWARD



Way Forward



06

CORPORATE STRUCTURE & ACQUISITION HISTORY



CURRENT STRUCTURE



PAST ACQUISITIONS / JOINT VENTURES

1st Apr 2011

Liberty Chemicals Pvt. Ltd

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

100% Subsidiary

25th Aug 2021

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

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

80% Subsidiary

8th Jun 2022

Control Print BV (The Netherlands)

100% Subsidiary

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

75% Subsidiary

8th Dec 2022

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

Joint Venture

25th Mar 2023

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%

75% ▶ 80%

Subsidiary

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

50.49% Subsidiary

23rd Feb 2024

CP Italy SRL (Italy)

<https://cpitalia.it>

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

100% Subsidiary

More about the product & technology:

<https://yogasache.com>

Yoga Saché

State-of-the-art packaging machinery for single-dose sachets in India

Precision filling within 0.5% depending on the type of product.

Most efficient choice for different types of liquid or viscous products

Adaptable For any sector:

pharmaceuticals, cosmetics, foods, chemicals



The Alpha packaging machine

- Compact modular system
- Touchscreen 10.4" (HMI)
- Integrated design for the industry 4.0
- Filling volumes from 0.2 to 40 ml.
- Avg Production Up to 18,000 unit/hr
- Easy Change of settings In <30 minutes

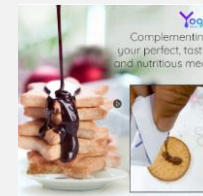


The automatic packaging machine Twin Prime

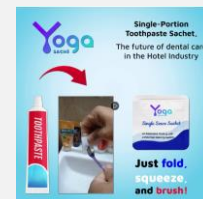
- For special single-serve Yoga Saché packets
- Reduced dimensions and compact modular system
- Touchscreen 7" (HMI)
- Integrated management of production recipes
- PLC automation technology: Siemens S7 1500TF
- Filling volumes from 0.5 to 30 ml.
- Average Production Up to 2,100 unit/hr
- Easy change of settings In < 15 minutes



Packing two different products separately in a single sachet and dispensing them together



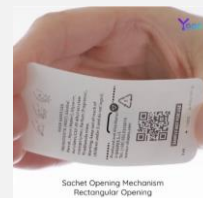
Complementing your perfect, tasty and nutritious meal



Single-Portion Toothpaste Sachet, The future of dental care in the Hotel Industry



Single Portion Sachets for your favourite squash



Sachet Opening Mechanism Rectangular Opening

Click Images to view Product Usage Video

THANK YOU!

Jaideep Barve
Chief Financial Officer

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🌐 Website: www.controlprint.com

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