

January 27, 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: Disclosure under Regulation 30 read with para A of part A of Schedule III of SEBI
(Listing Obligations and Disclosure Requirement, Regulation, 2015)**

Dear Sir/Madam,

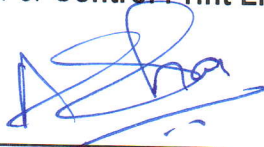
Please find enclosed herewith the Investor Presentation for the Conference Call with the Investors / Shareholders of Control Print Limited (the Company) fixed through Asian Markets Securities Private Limited (AMSEC) on **Friday, January 28, 2022 at 4.00 p.m. on Q3FY22** of the Company.

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

This is for your information and record.

Yours sincerely,

For **Control Print Limited**



Akshay Satasiya
Company Secretary & Compliance Officer

Place: Mumbai

Encl.: As stated

INVESTOR PRESENTATION

Q3 & 9M FY2022



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 Company Overview

2 Key notes

3 Quarterly Performance Highlights

4 Annual Performance Highlights

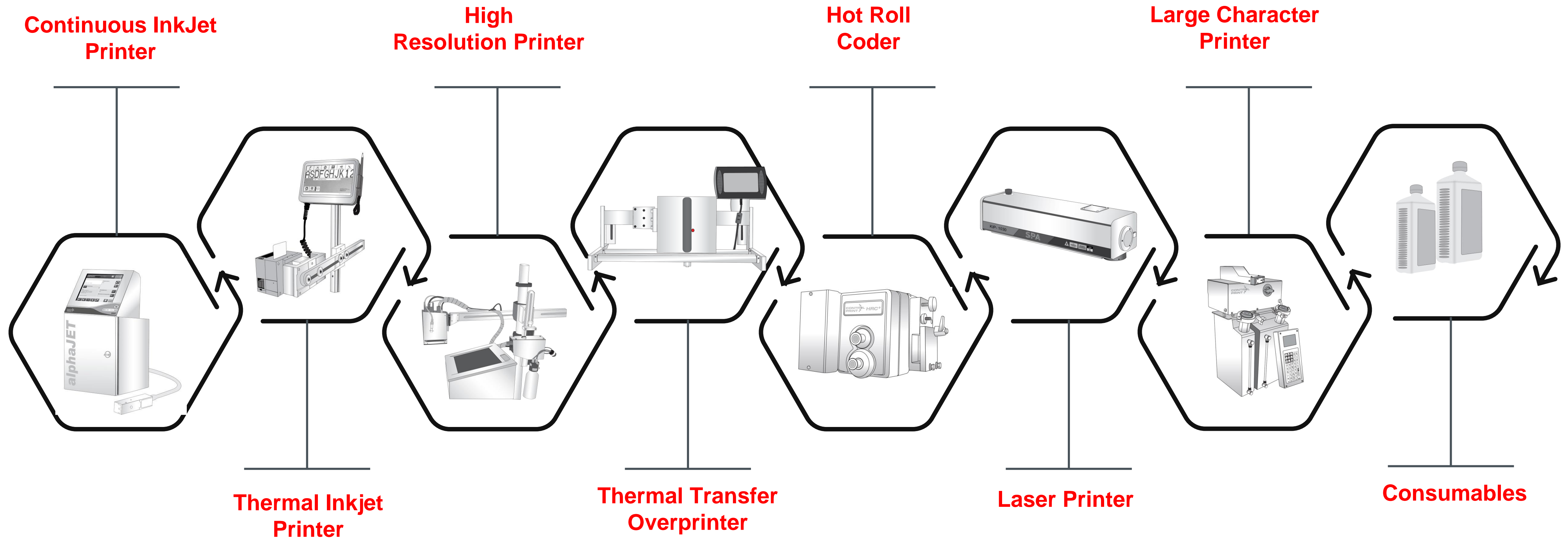
5 Way Forward

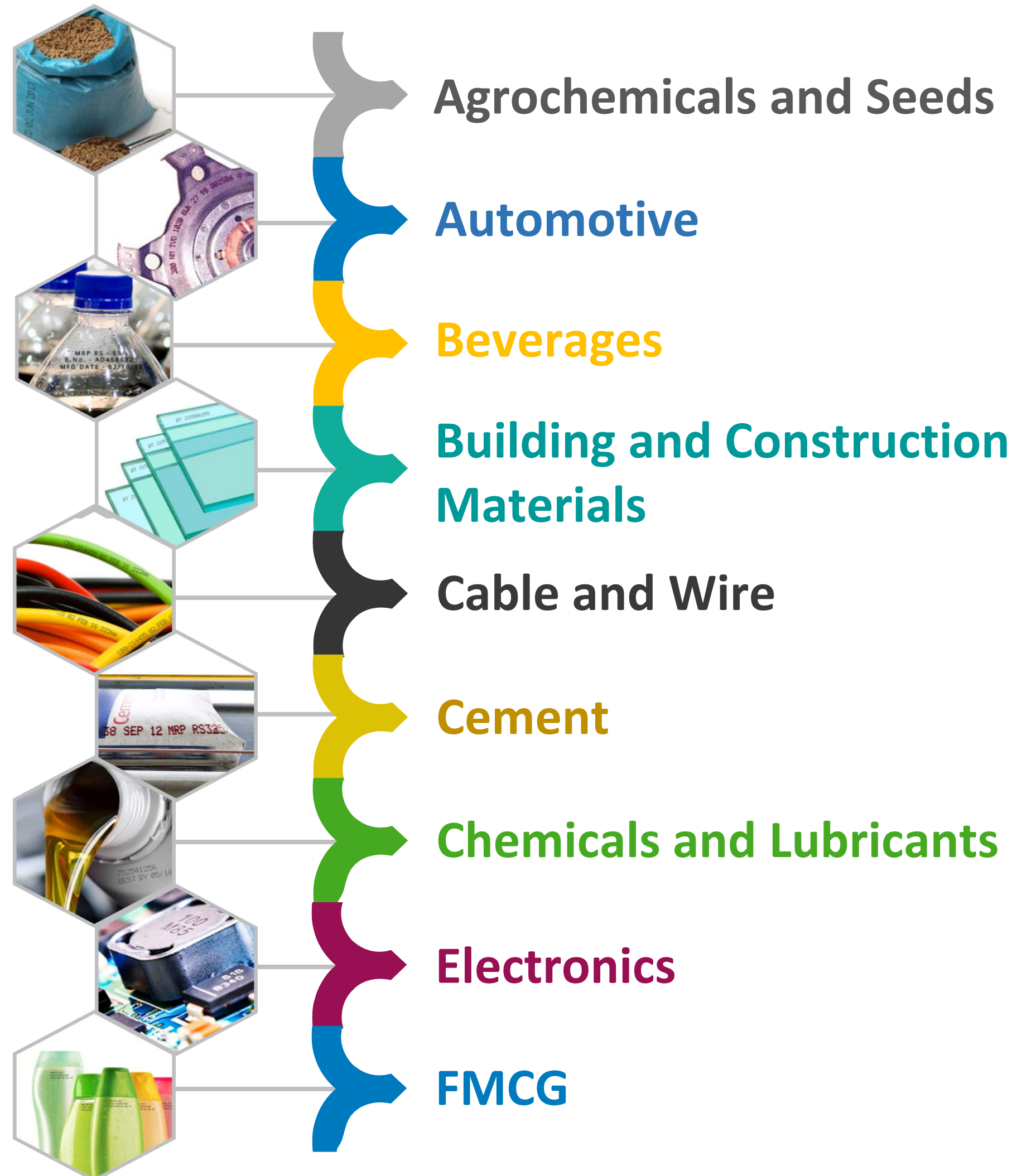
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

Our representatives tailor their purchase advice based on your needs as a customer.

We are committed to ensuring that with Control Print you the customer will have one less thing to worry about.







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

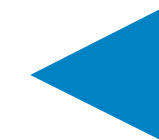


GUWAHATI FACTORY

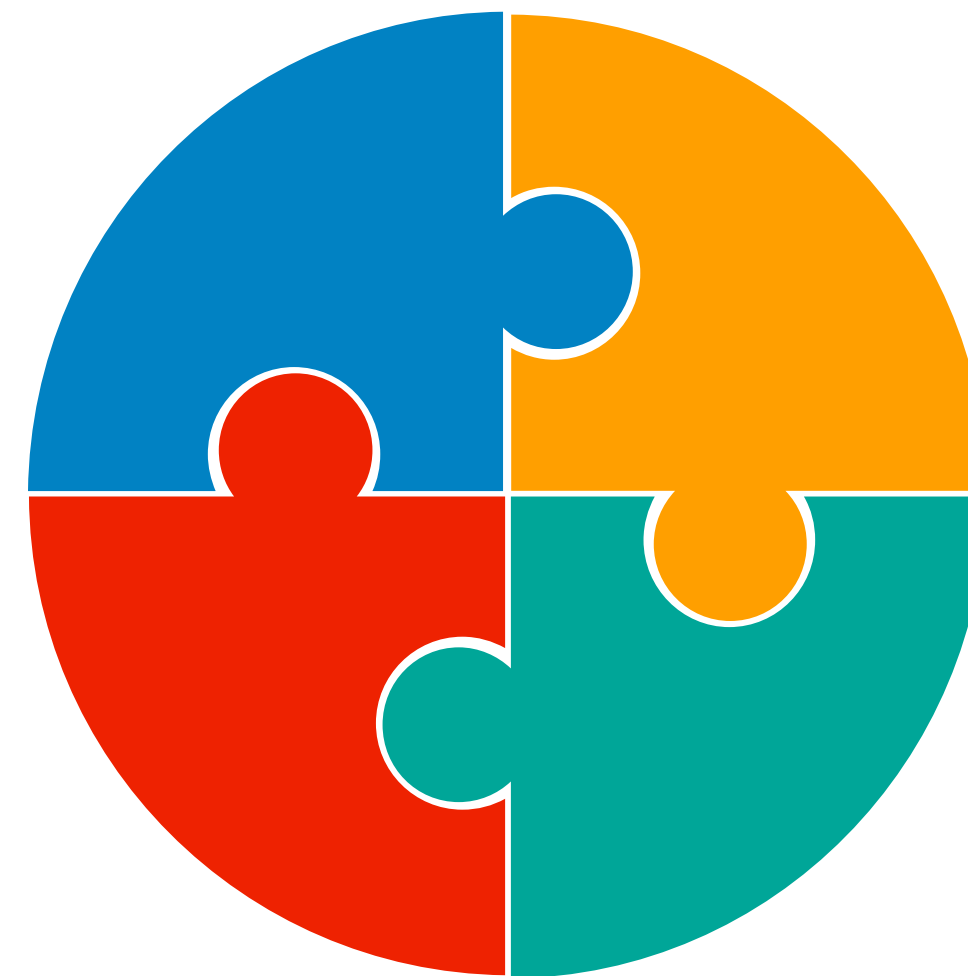
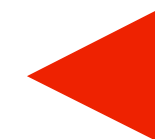
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
 - Thermal Inkjet Printer (TIJ)
 - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

KEY NOTES

Crisil re-affirms
credit rating
at 'A'



Only integrated
"Make in India"
manufacturer



Installed base of
printer crosses
14,000 mark



Surgical Mask received
US FDA approval – 4th
company in India to get
this accreditation



Our Investor Value Proposition



Your Gateway to participate in the fastest growing and highly niche coding and marking segment with application across almost all manufacturing industries

The only "Make in India" company in the Top four players in India commanding nearly 18.50% market share of the Rs.1300-1500 cr Indian market

Underpenetrated segment, hence headroom to support growth at an accelerated pace and on a sustained basis

The only integrated player with full coverage of coding and marking value chain i.e. Equipment (printer), Consumables, Servicing – with absolute in house capabilities

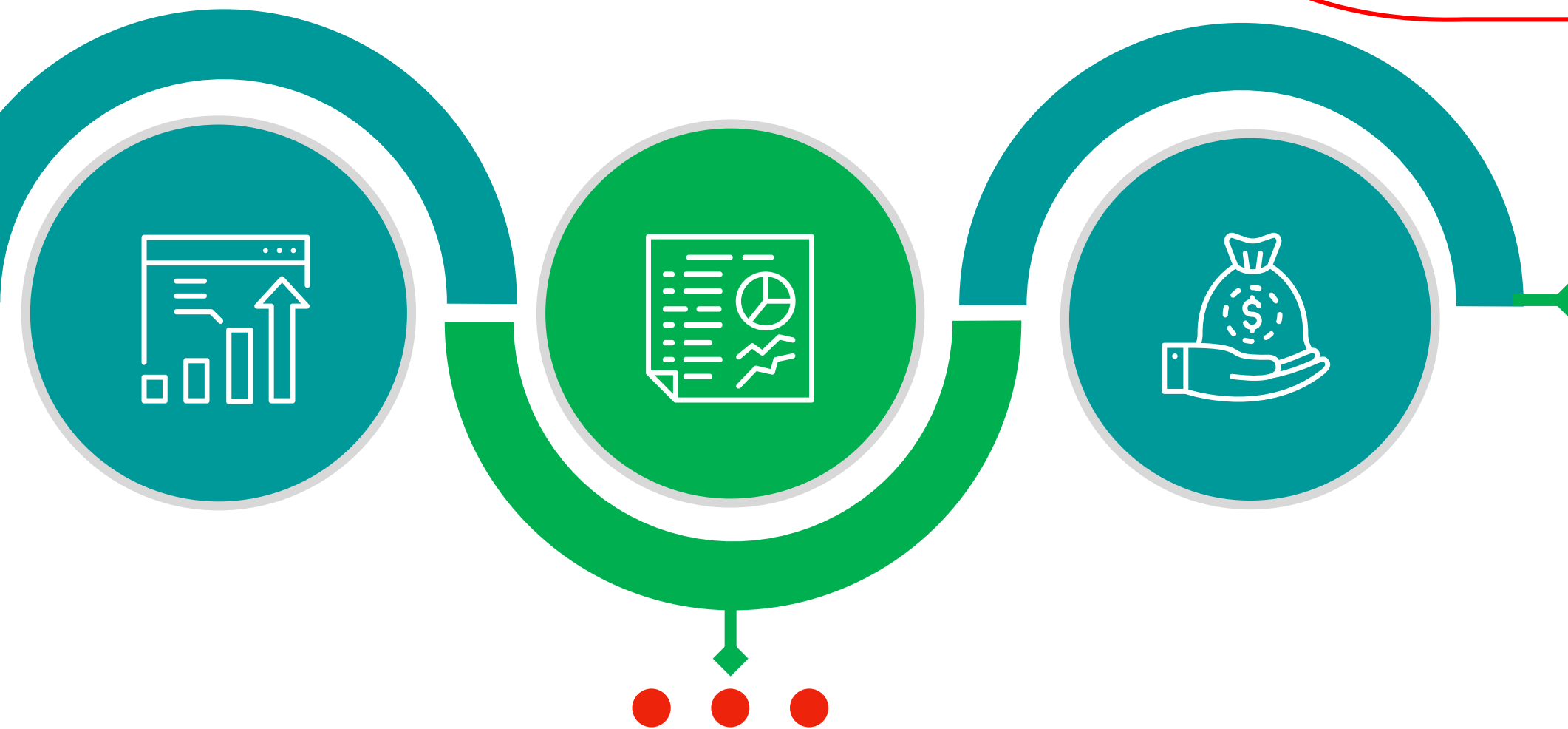
Fastest growing company in the Indian coding and marking segment (amongst organised players)

A Zero-Debt company with positive operating cash flow and free cash flow

Consistent Dividend Payout from last 9 years with FY2020-21 payout of 85% of FV

Widest network servicing ~2500 pincodes, +1600 cities with 360+ field staff

QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Quarterly run rate of Rs.600+ mn revenue maintained.

Strongest ever performance for Q3.

Revenue growth of 25.3% for 9MFY22

All business verticals continue to contribute to revenue growth

Profitability Analysis

9MFY22 EBITDA / PBT / PAT / EPS (excl exceptional) **grew 22.9% / 29.8% / 22.3% / 22.3% Year-on-Year.**

Reported PBT & PAT for 9MFY22 almost equivalent to full year FY21 PBT & PAT.

Positives

Working Capital witnessed improvement by 32 days for 9MFY22 led by better inventory management and receivable recovery.

Installed base crosses 14,000 printers, which augurs well for growth in consumable sales.

Sectoral view

Market share in **Building Materials segment** continues to strengthen and grow.

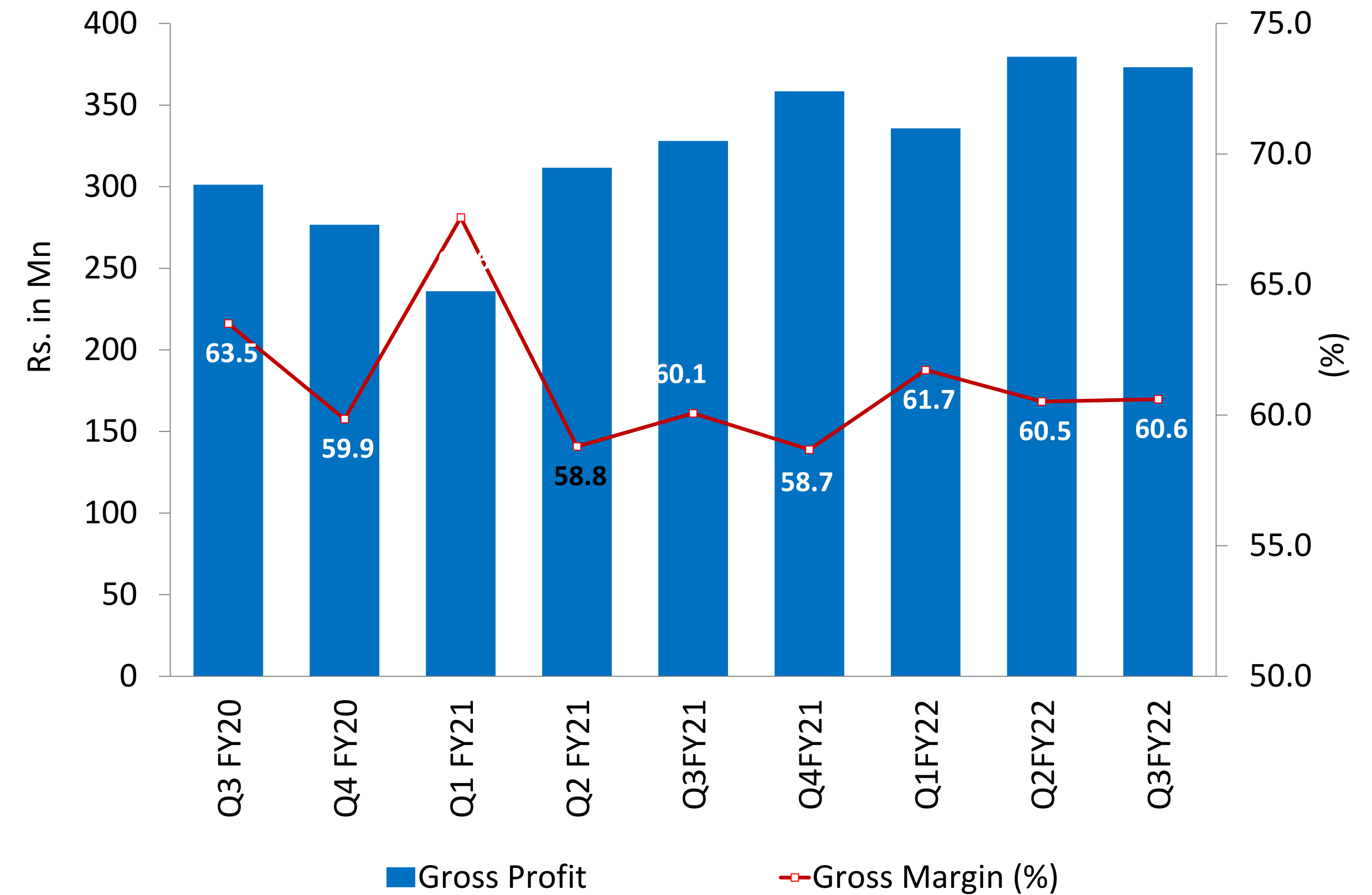
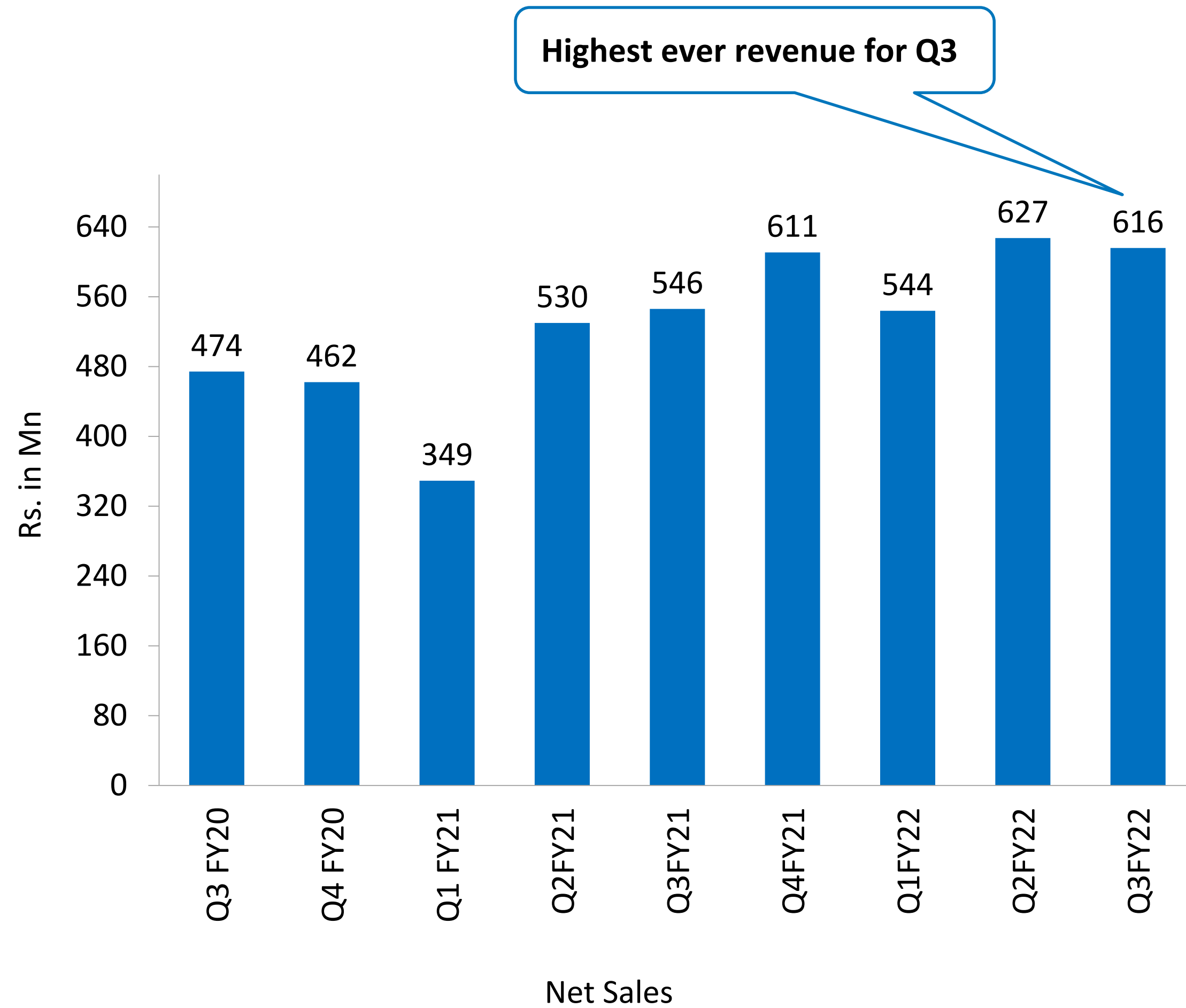
Dairy and Food sector (including FMCG) sees increasing customer penetration.

Brief Financials for the quarter

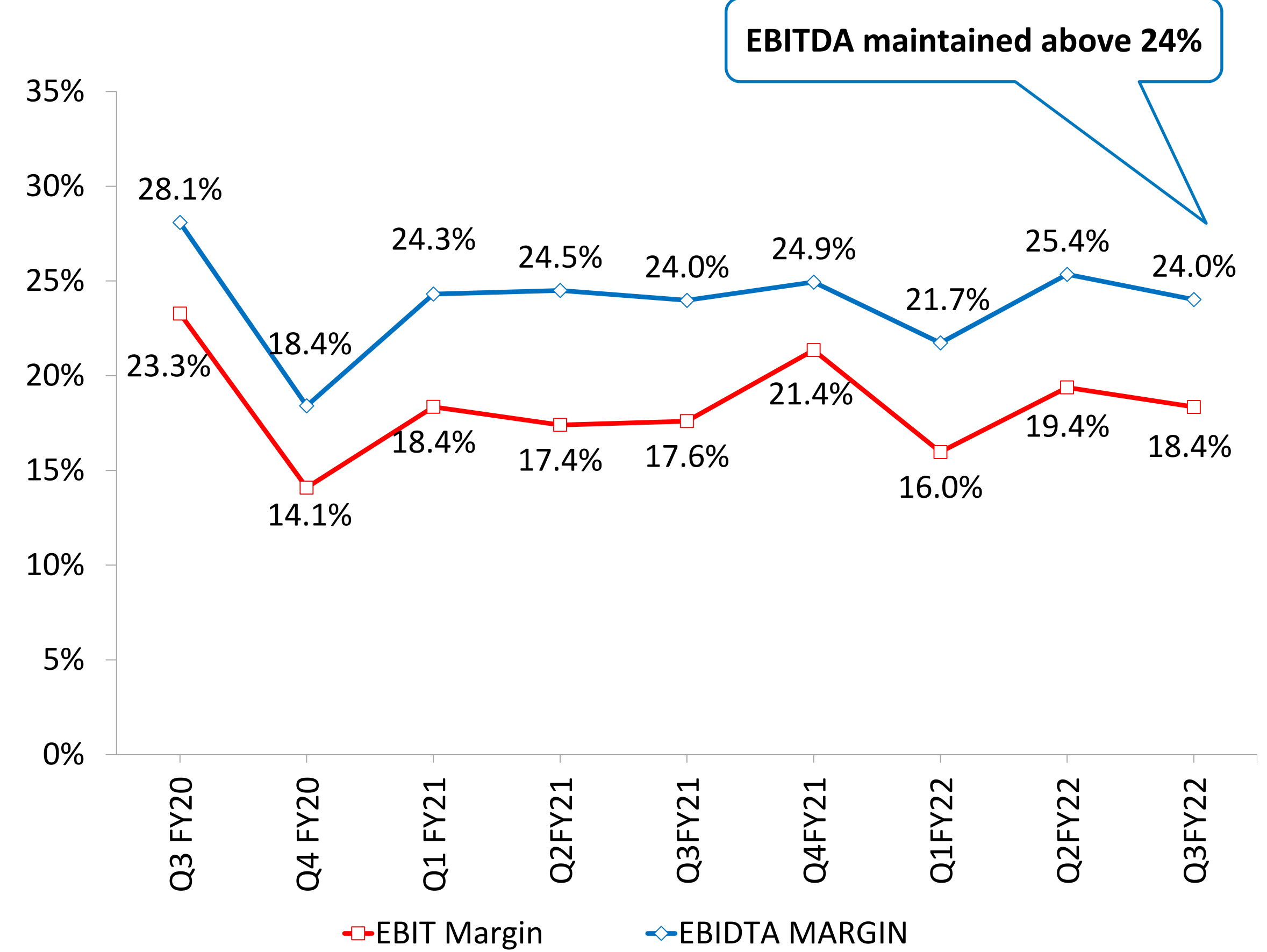
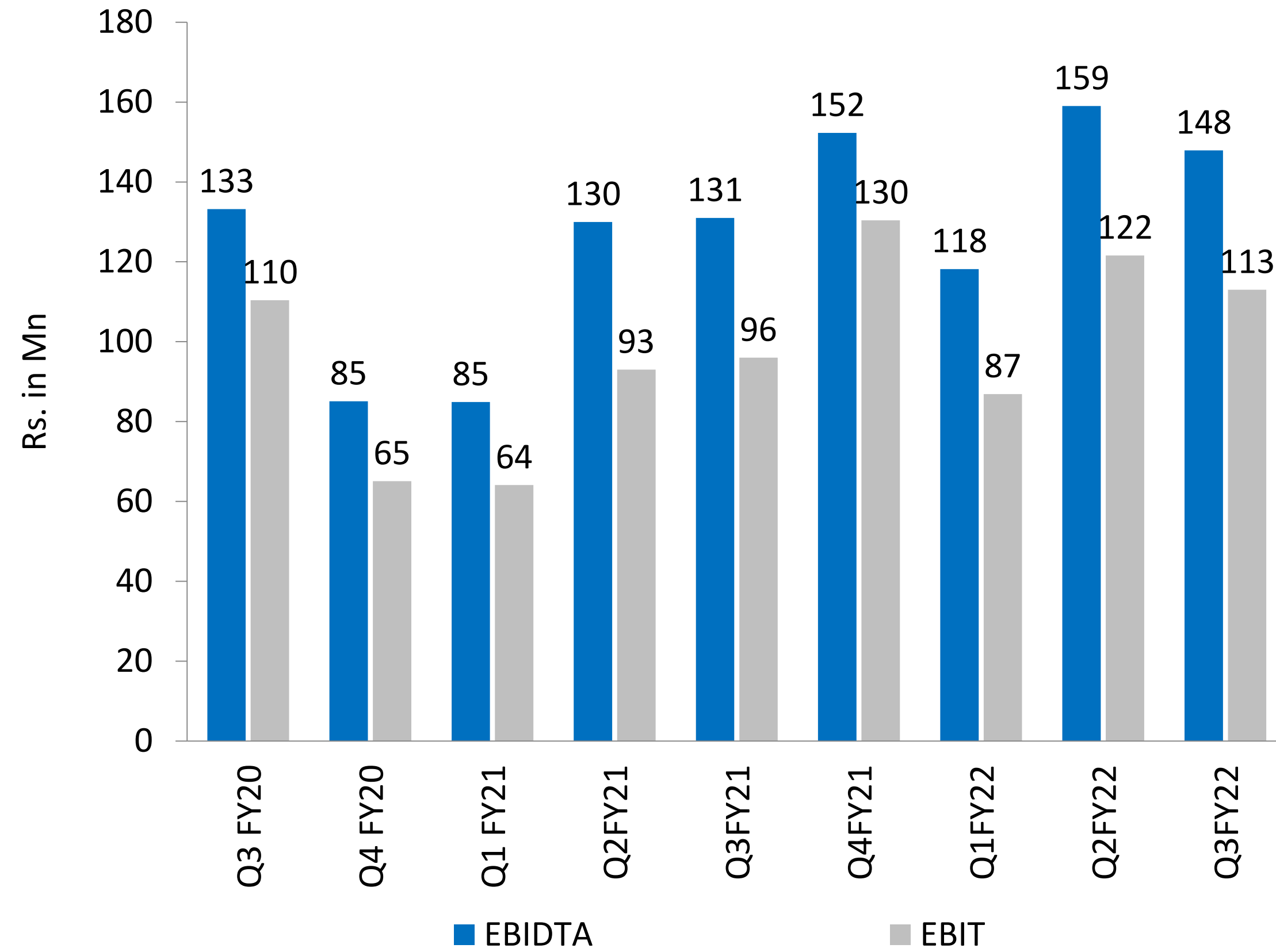


Particulars (Rs mn)	Q3FY22	Q2FY22	Q3FY21	YoY (%)	9MFY22	9MFY21	YoY (%)
Net sales	615.8	627.2	546.4	12.7	1,786.9	1,426.1	25.3
Gross Profit	373.2	379.6	328.0	13.8	1,088.6	892.6	22.0
<i>Gross margin (%)</i>	<i>60.61</i>	<i>60.52</i>	<i>60.03</i>	<i>+58 bps</i>	<i>60.92</i>	<i>62.59</i>	<i>-167 bps</i>
EBITDA	147.9	159.0	131.0	12.9	425.0	345.9	22.9
<i>EBITDA margin (%)</i>	<i>24.02</i>	<i>25.35</i>	<i>23.98</i>	<i>+3.7 bps</i>	<i>23.79</i>	<i>24.26</i>	<i>-47 bps</i>
EBIT	113.0	121.6	96.0	17.8	321.5	252.6	27.3
PBT (excl. exceptional)	110.2	118.7	92.3	19.4	314.6	224.4	54.3
PAT (excl. exceptional)	93.3	99.8	79.2	17.7	250.2	204.5	22.3
<i>PAT margin (%)</i>	<i>15.15</i>	<i>15.90</i>	<i>14.50</i>	<i>+64.6 bps</i>	<i>14.00</i>	<i>14.34</i>	<i>-34.2 bps</i>
Exceptional (loss)/gain	0.01	0	1.5		31.6	-18.0	
EPS(Rs) (excl. exceptional)	5.71	6.11	4.85	17.7%	15.32	12.53	22.3
Interim Dividend (Rs per share)	Rs.4.0	-	Rs.4.0		Rs 4.0	Rs 4.0	

Synopsis of Quarterly Performance (1/2)



Synopsis of Quarterly Performance (2/2)



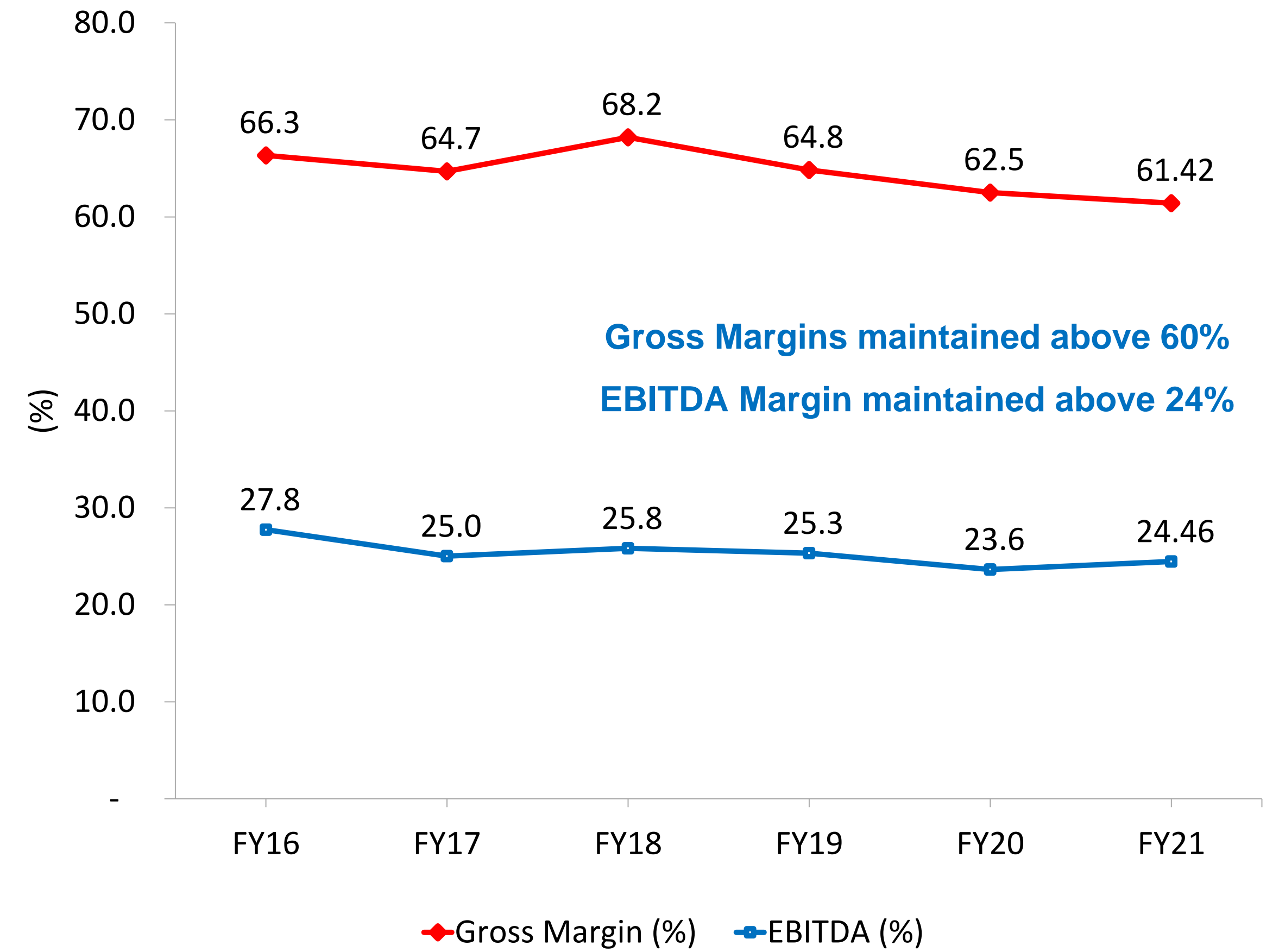
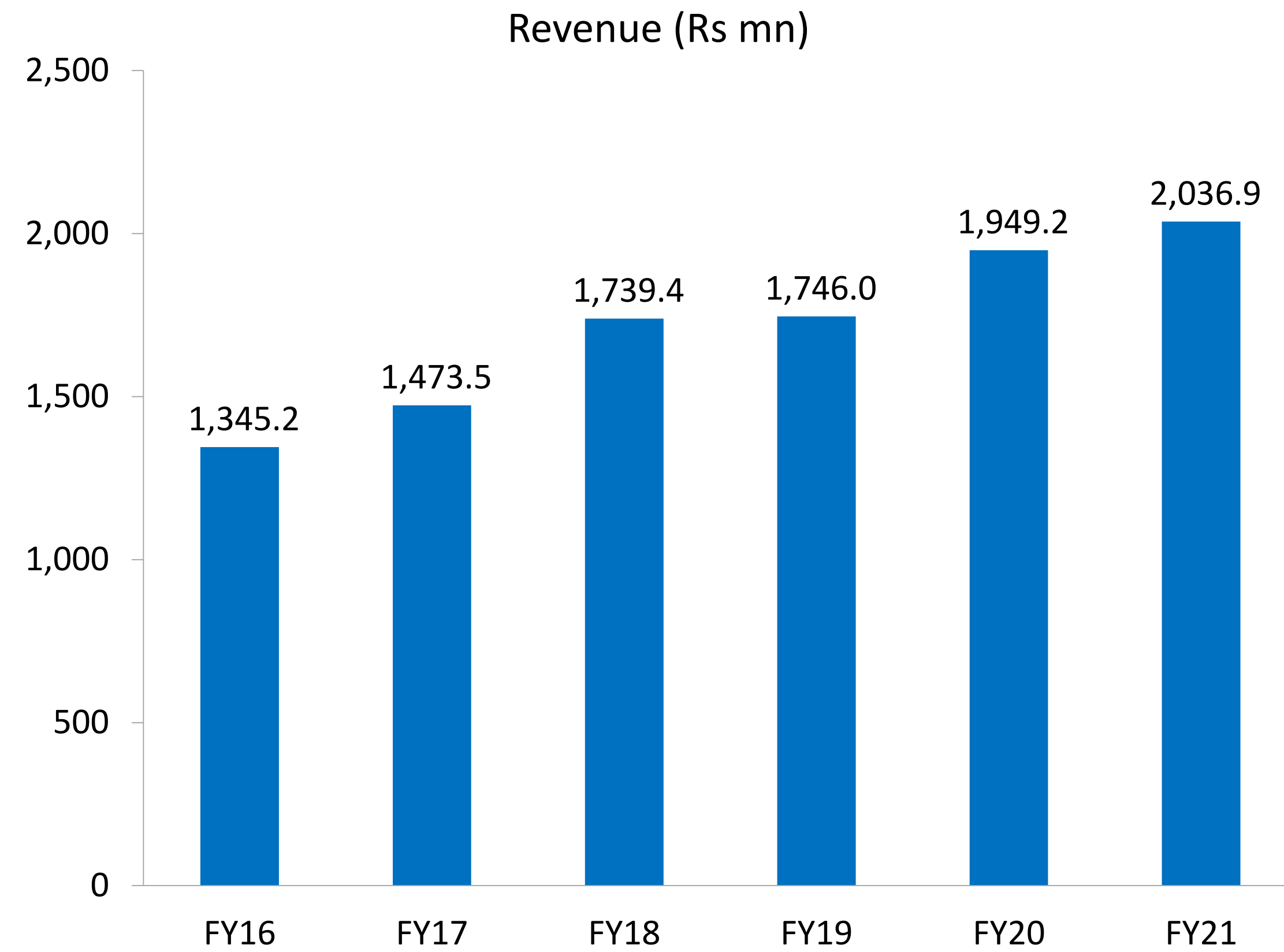
ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement

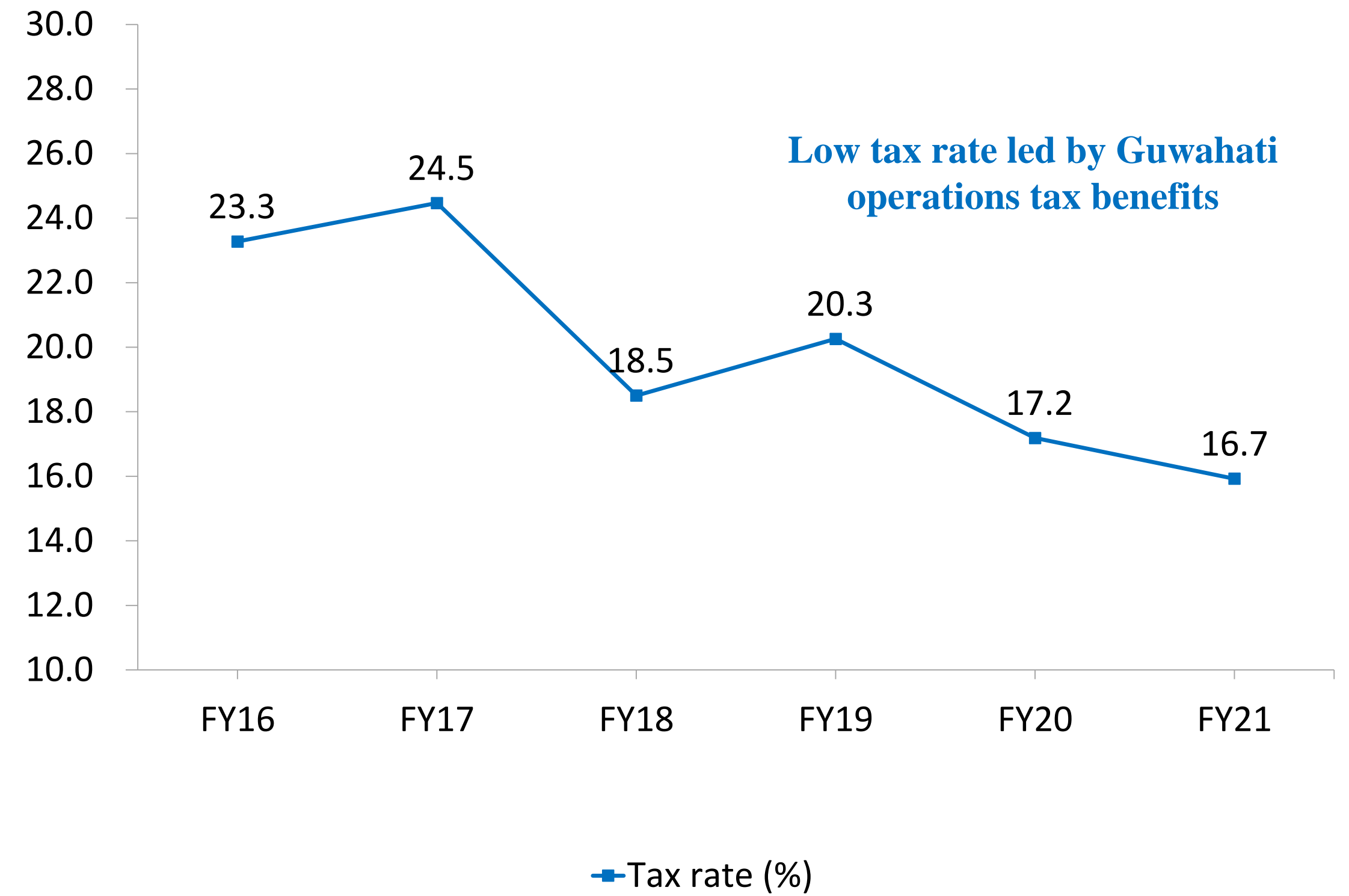
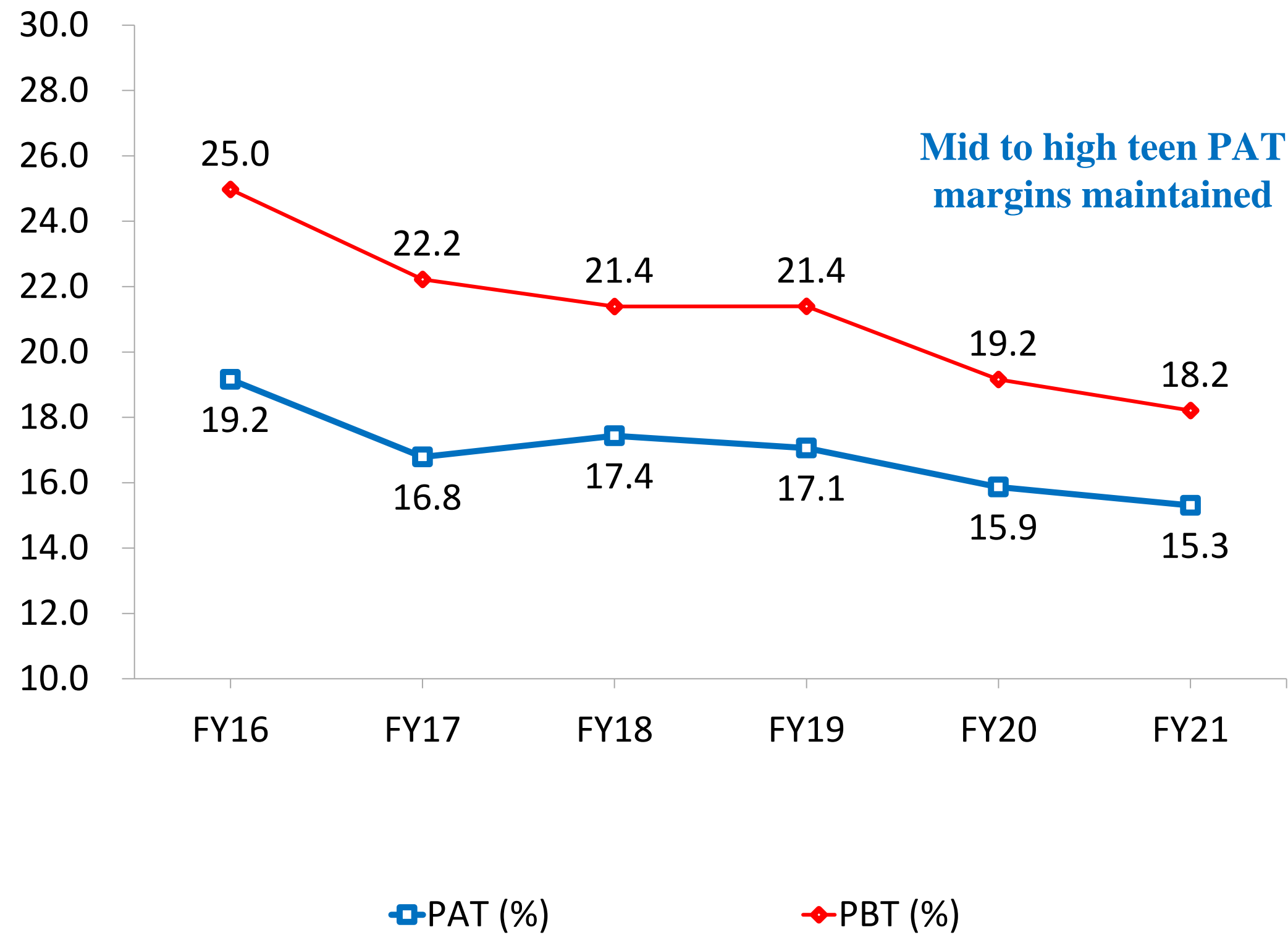


Particulars (Rs mn)	FY17	FY18	FY19	FY20	FY21
Net sales	1,473.5	1,739.3	1,746.0	1,949.2	2036.9
Gross Profit	953.2	1186.3	1132.0	1218.5	1251.0
<i>Gross margin (%)</i>	<i>64.70</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>
EBITDA	382.6	501.6	399.8	461.0	498.2
<i>EBITDA margin (%)</i>	<i>25.96</i>	<i>28.84</i>	<i>22.90</i>	<i>23.65</i>	<i>24.46</i>
EBIT	351.9	437.5	333.9	382.1	383.0
PBT (excl. exceptional)	341.3	424.5	331.2	373.5	370.9
PAT (excl. exceptional)	261.2	355.6	255.5	309.3	311.8
<i>PAT margin (%)</i>	<i>17.73</i>	<i>20.44</i>	<i>14.63</i>	<i>15.87</i>	<i>15.3</i>
Exceptional (loss)/gain	(0.4)	(39.3)	45.0	(42.9)	(17.9)
Adjusted EPS(Rs) (excl. exceptional)	14.1	16.9	21.2	13.7	19.09
Reported EPS(Rs) (incl exceptional)	12.6	19.3	18.4	16.3	18.00
Dividend per Share (Rs.)	6.0	6.5	6.5	8.0	8.5
Dividend Payout (%)	48%	34%	36%	50%	47%

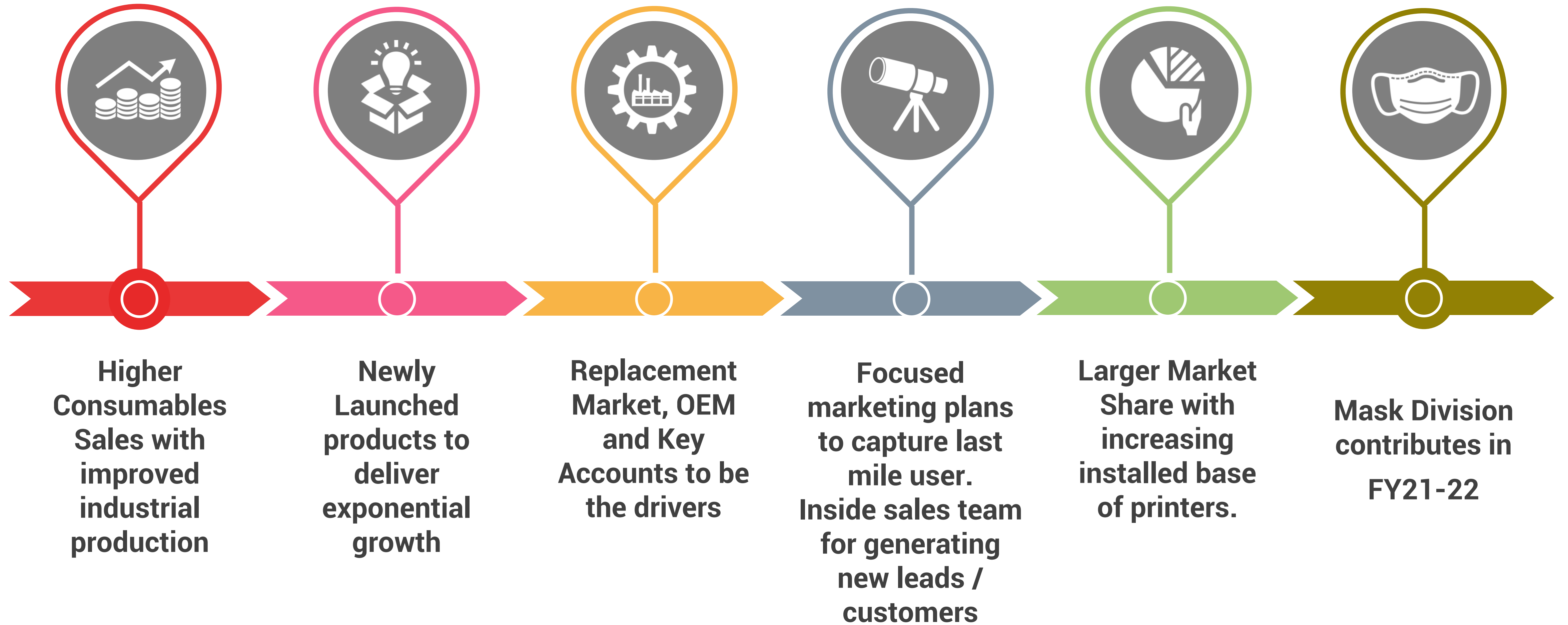
Synopsis of Annual Performance (1/2)



Synopsis of Annual Performance (2/2)



WAY FORWARD





THANK YOU

For further information please contact

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