

January 23, 2023

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 Q3FY2023

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

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation for **Q3FY2023** 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

Q3 & 9M FY2023



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.

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.

1
Key
Notes

2
Quarterly
Performance
Highlights

3
Way
Forward

4
Company
Overview

5
Annual
Financial
Highlights

16500+

Installed base of printers

30+

Years of experience

300+

Field Staff

36%

Dividend Payout in FY2022

90%

Dividend paid (on FV) in FY22

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 A2+

Credit Rating for Short Term

Crisil A-/Stable

Credit Rating for Long Term

QUARTER PERFORMANCE HIGHLIGHTS



Revenue Growth

Q3 revenue crossed threshold of Rs.700+ mn
revenue, closing at Rs.742 mn.

Consumables business witnessed +30% growth
while printers witnessed +20% growth during Q3

All key sectors contributed to the growth, growing at
> 15-20% during the quarter.



Profitability Analysis

EBITDA / PBT / PAT / EPS
grew 30% / 45% / 42% / 42% YoY.

Margins: EBITDA% / PBT % / PAT%
was up 185.5 bps / 362.5 bps / 266.6 bps YoY.

Printer parts continued to witness supply pressures impacting
overall gross margins. Stringent cost controls and optimal
utilisation of sales force helped improve overall margins.



Positives

Production efficiency and optimal utilisation of
sales force continues to be a focus area.

Company has continued to focus on increasing its
market share across multiple sectors for growth
in printers and consumables.

Installed base of printers crossed 16,500 as on
date

Sectoral view

We have achieved dominant market share in the **Plywood sector**. Seeing good traction from the **Industrials** as well as **FMCG** sector.

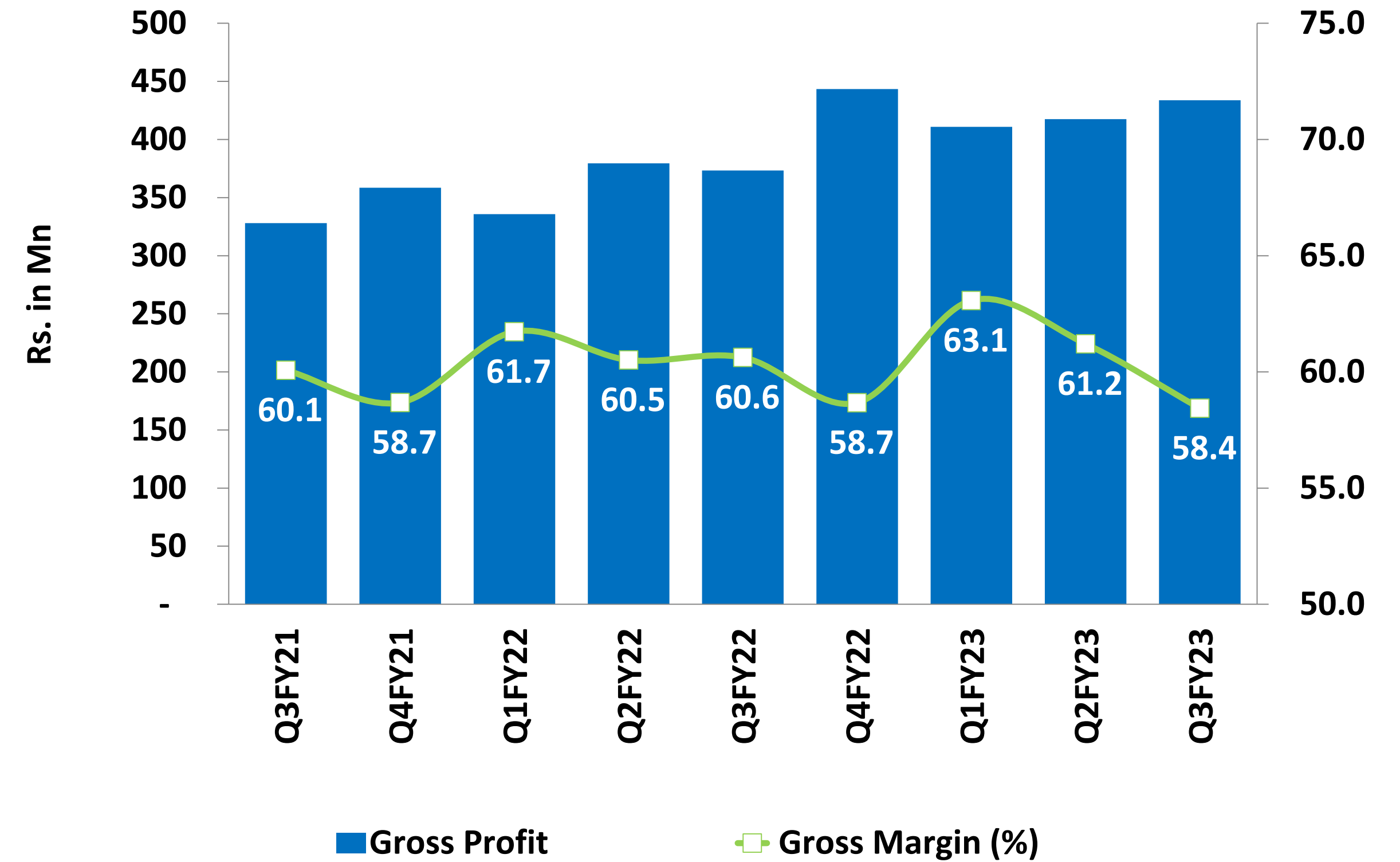
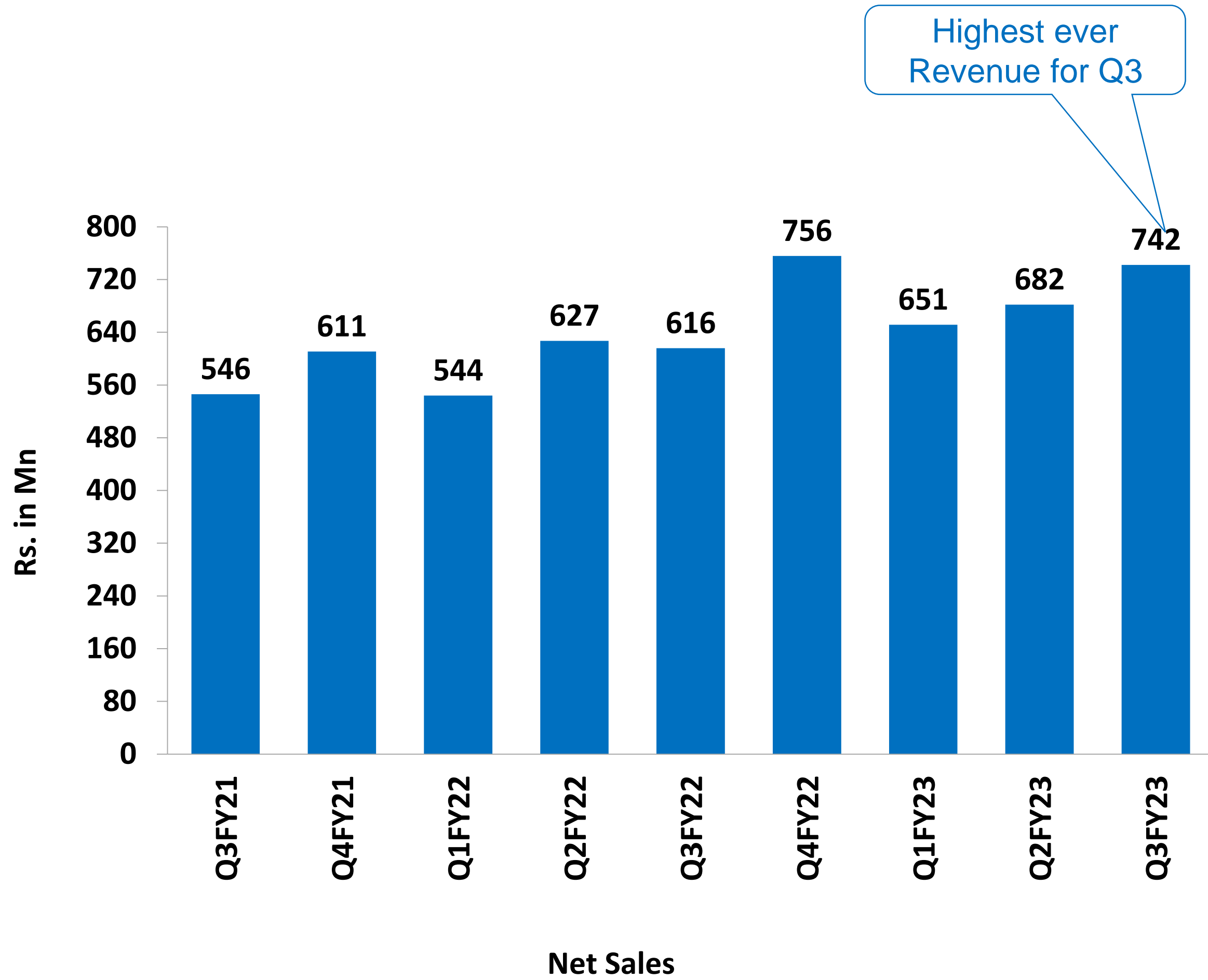
We have continued to establish our position as a market leader in the **Sugar Sector**.

Brief Financials for the quarter (Standalone)



| Particulars (Rs mn) | Q3FY23 | Q2FY23 | Q3FY22 | YoY% | 9MFY23 | 9MFY22 | YoY% |
|------------------------------------|----------------|--------------|----------------|------------|----------------|----------------|-----------|
| Net sales | 742.3 | 682.0 | 615.8 | 20.5 | 2075.7 | 1786.9 | 16.2 |
| Gross Profit | 433.8 | 417.4 | 373.2 | 16.2 | 1262.0 | 1088.6 | 15.9 |
| <i>Gross margin (%)</i> | <i>58.44</i> | <i>61.21</i> | <i>60.61</i> | -217.7 bps | <i>60.80</i> | <i>60.92</i> | -12.0 bps |
| EBITDA | 192.0 | 176.3 | 147.9 | 29.9 | 546.1 | 425.0 | 28.5 |
| <i>EBITDA margin (%)</i> | <i>25.87</i> | <i>25.85</i> | <i>24.02</i> | 185.5 bps | <i>26.31</i> | <i>23.79</i> | 252.5 bps |
| EBIT | 164.3 | 149.2 | 113.0 | 45.4 | 456.7 | 321.5 | 42.1 |
| PBT (excl. exceptional) | 159.8 | 146.6 | 110.2 | 44.9 | 448.1 | 314.6 | 42.4 |
| PAT (excl. exceptional) | 132.2 | 113.6 | 93.3 | 41.8 | 363.1 | 250.2 | 45.1 |
| <i>PAT margin (%)</i> | <i>17.81</i> | <i>16.65</i> | <i>15.15</i> | 266.6 bps | <i>17.49</i> | <i>14.00</i> | 348.9 bps |
| Exceptional (loss)/gain | 0.002 | 0.4 | 0.01 | | 2.0 | 31.6 | -93.7 |
| EPS(Rs) (excl. exceptional) | 8.10 | 6.95 | 5.71 | 41.8 | 22.23 | 15.32 | 45.1 |
| Dividend (Rs per share) | Rs. 4.0 | - | Rs. 4.0 | | Rs. 4.0 | Rs. 4.0 | |

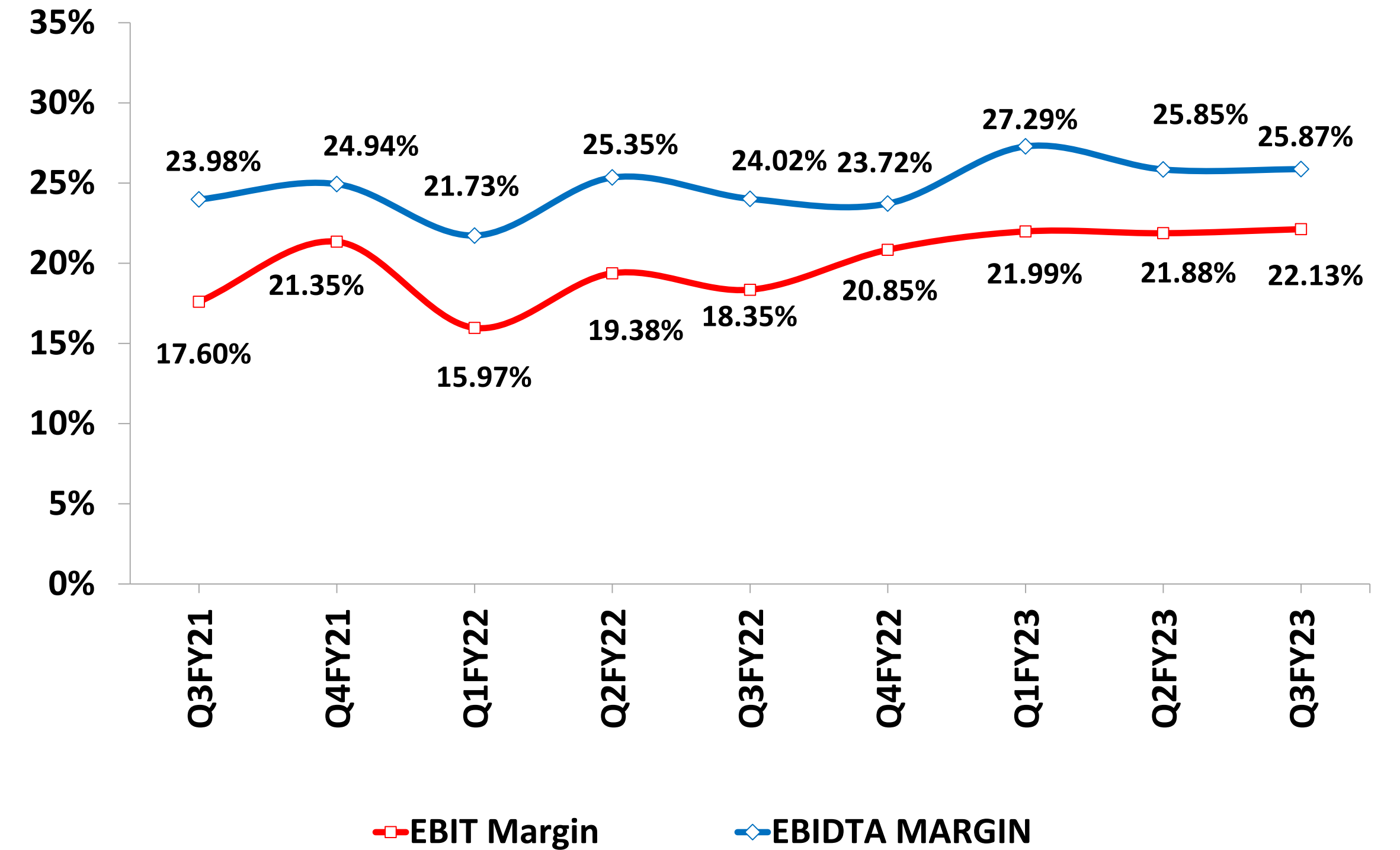
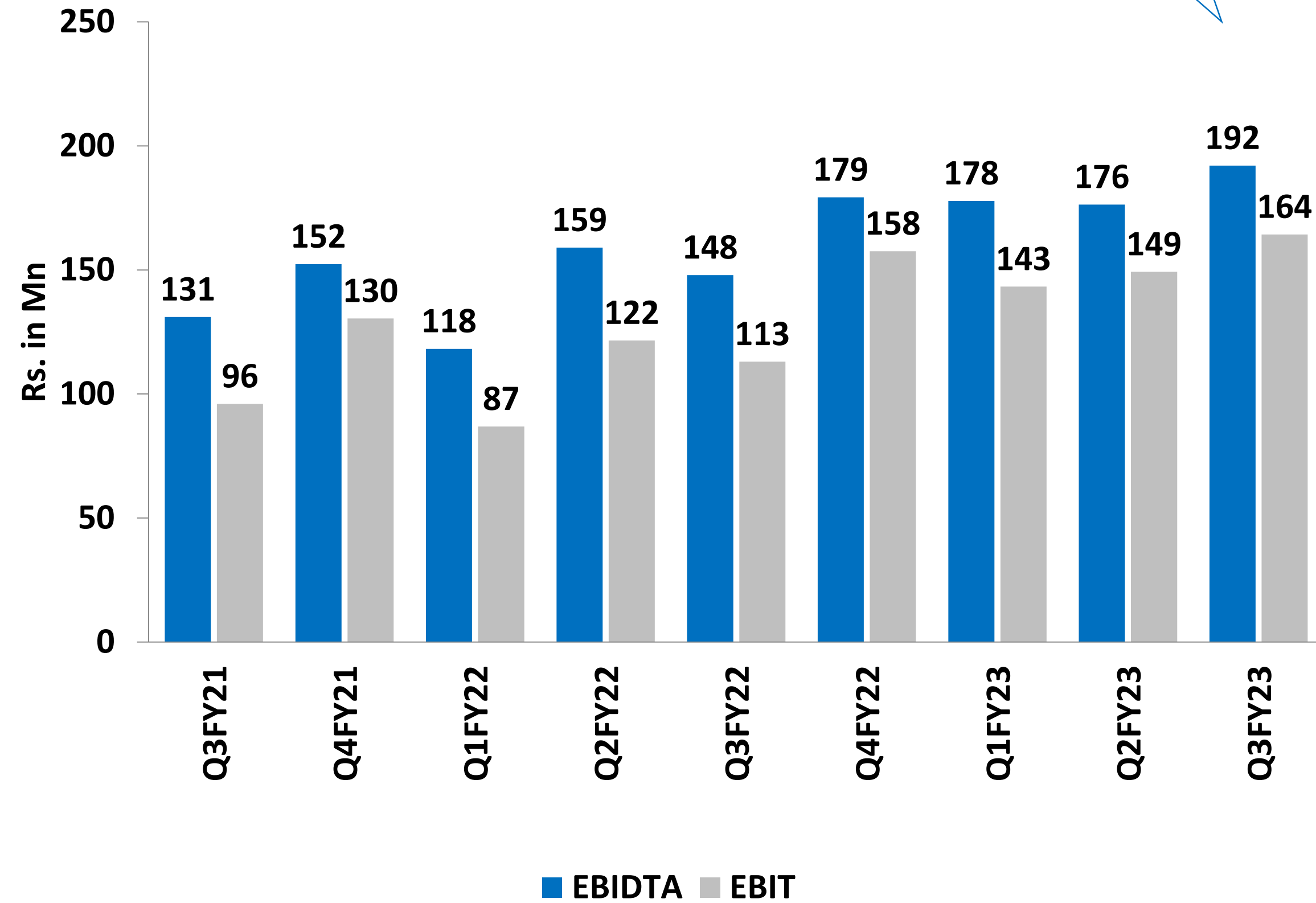
Synopsis of Quarterly Performance (1/2) (Standalone)



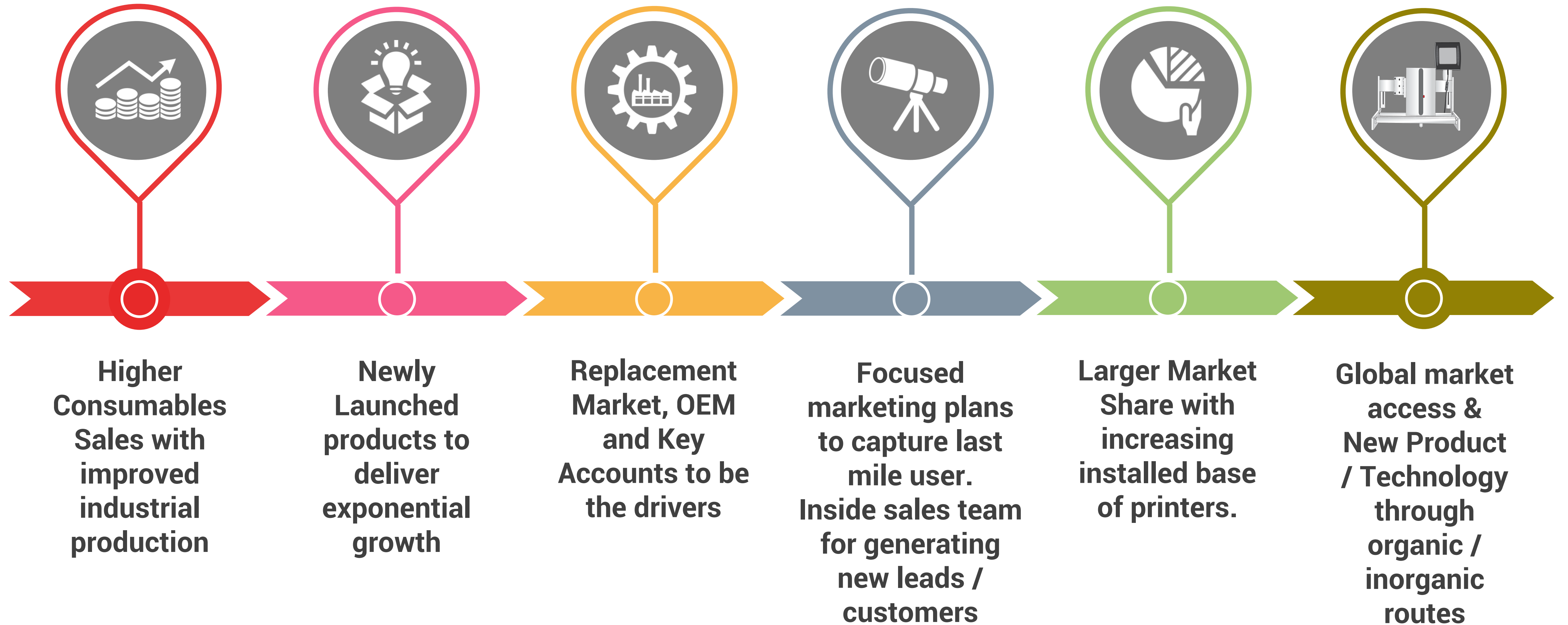
Synopsis of Quarterly Performance (2/2) (Standalone)

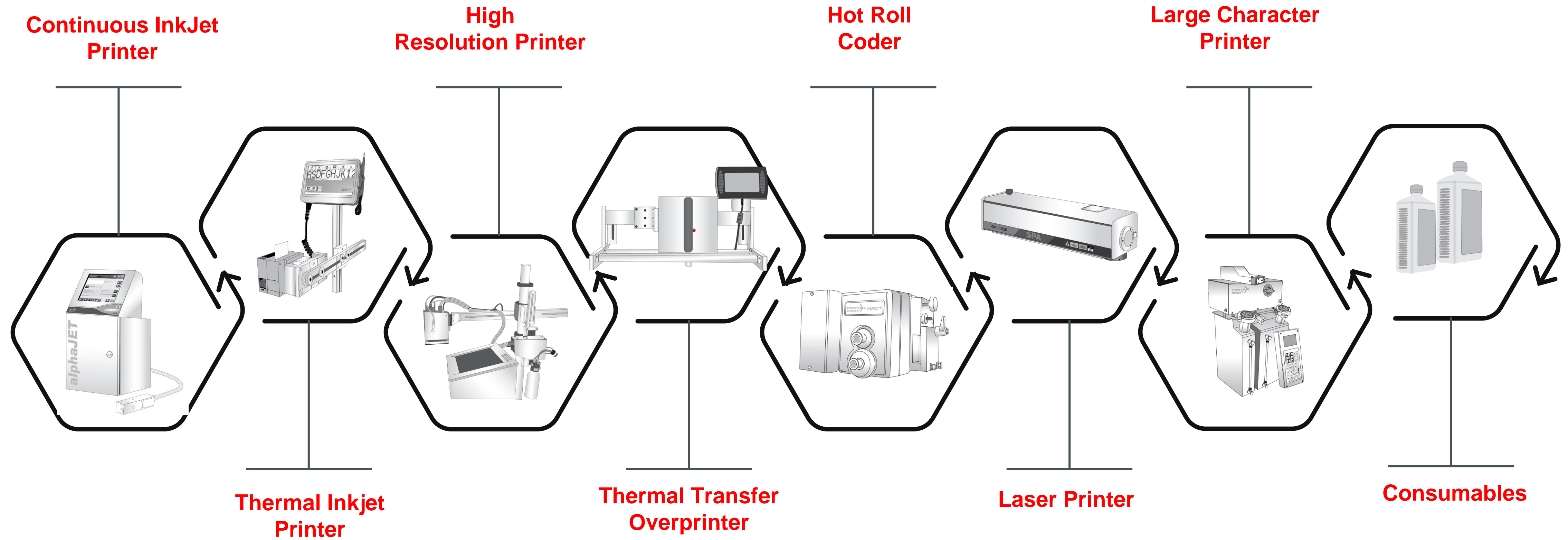


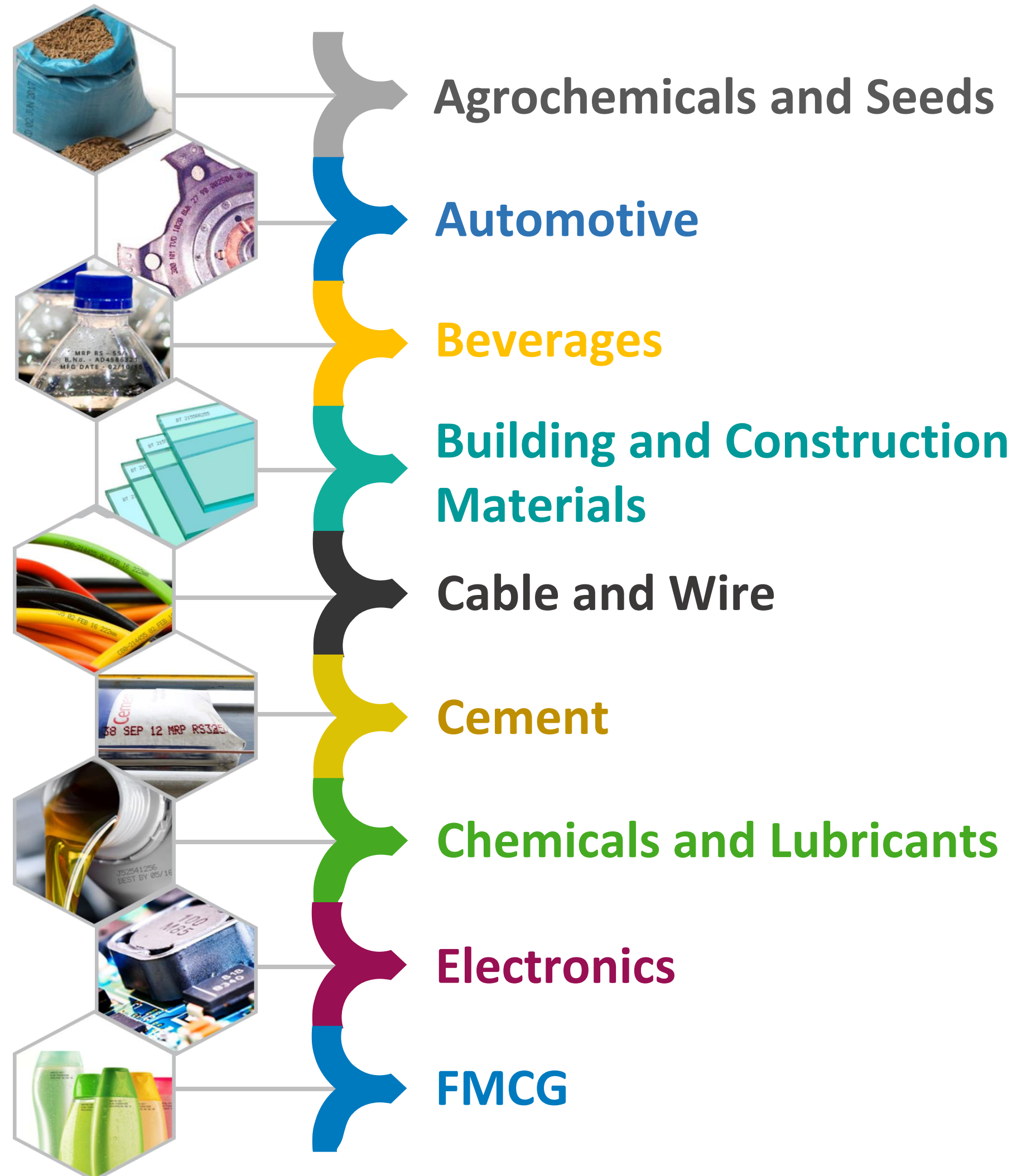
Highest ever for Q3



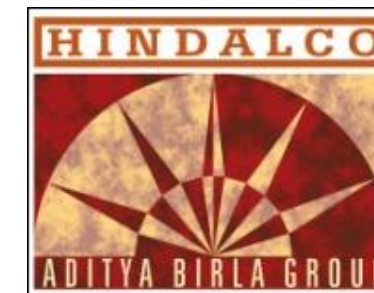
WAY FORWARD







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

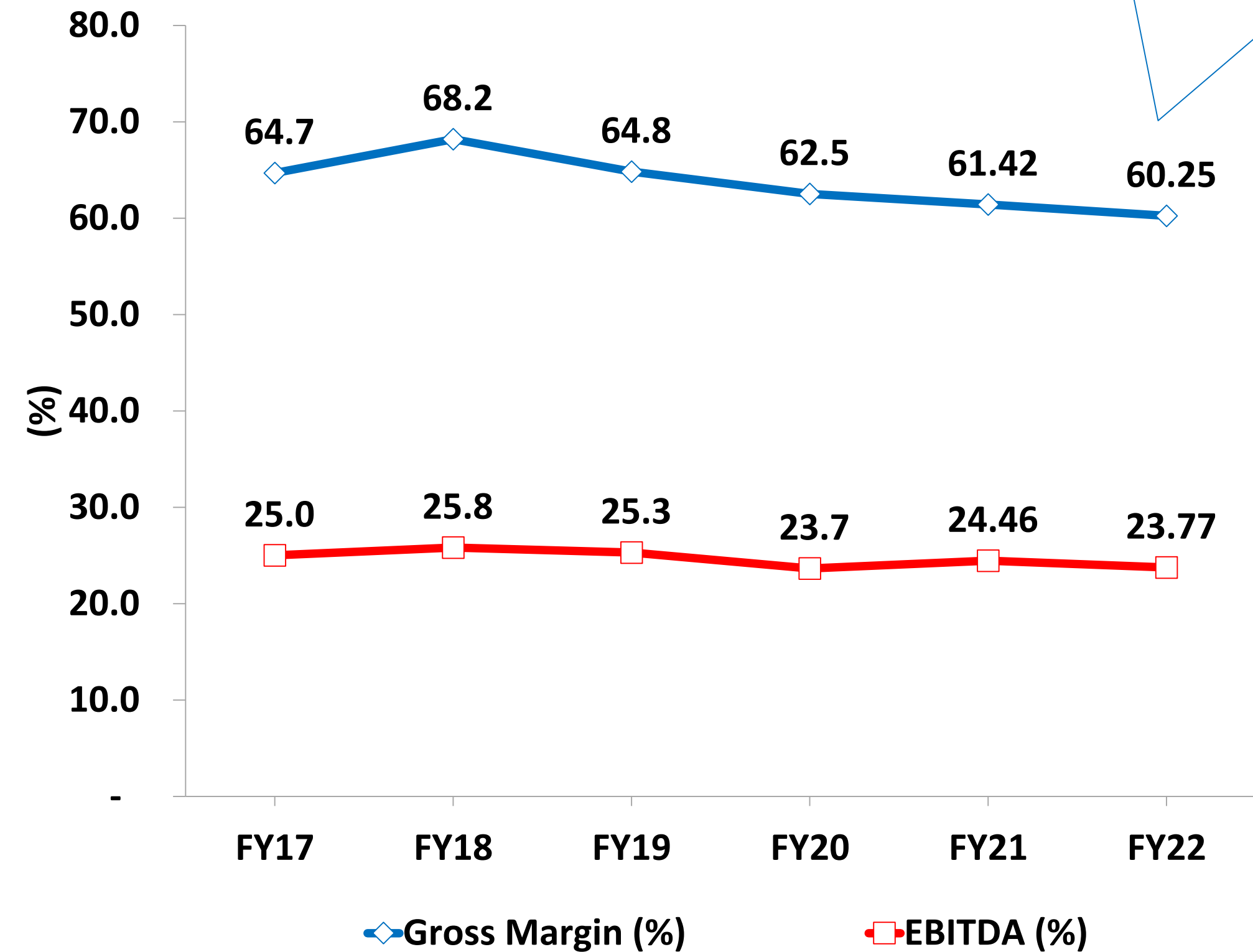
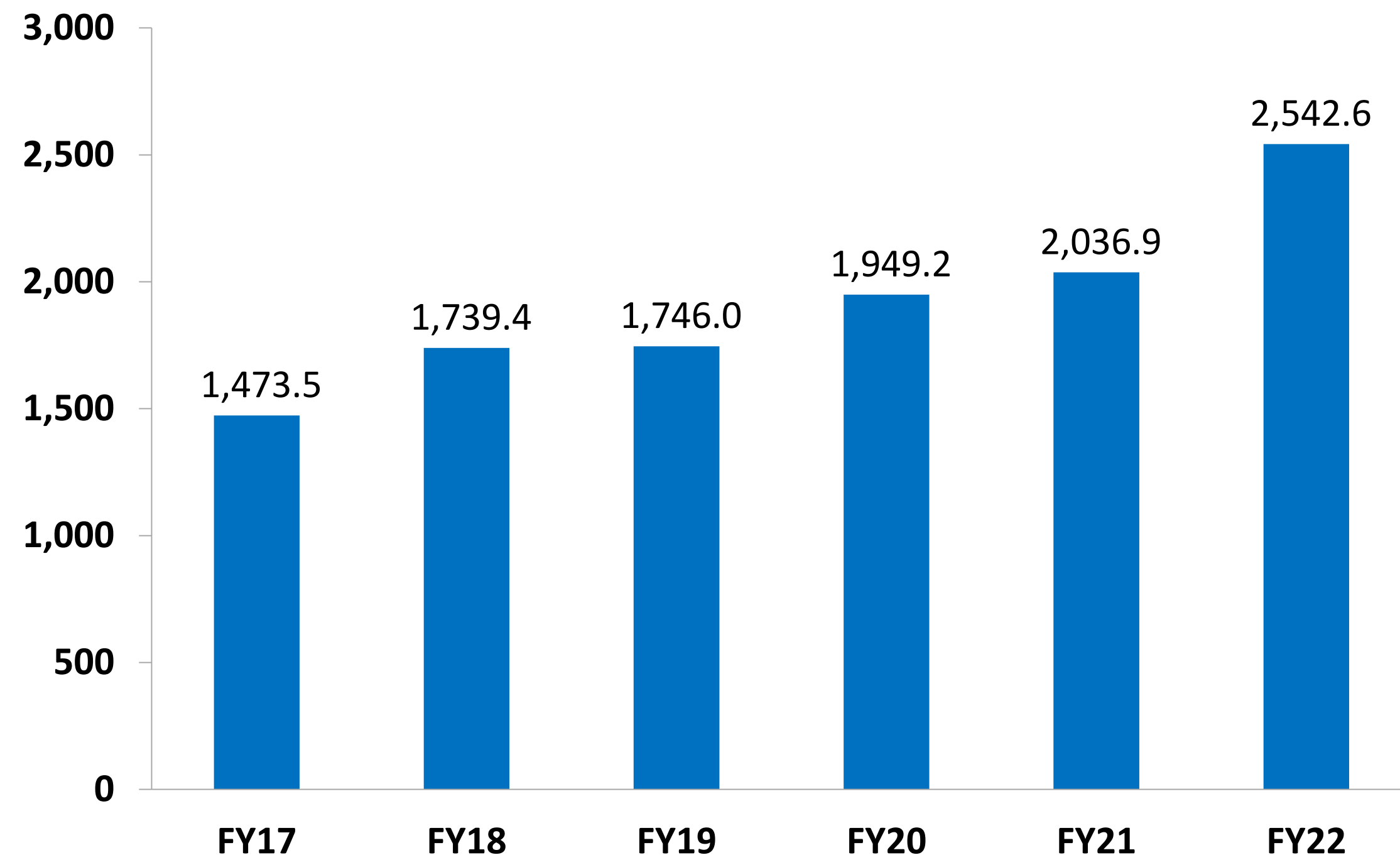
90%

**Dividend per
share**

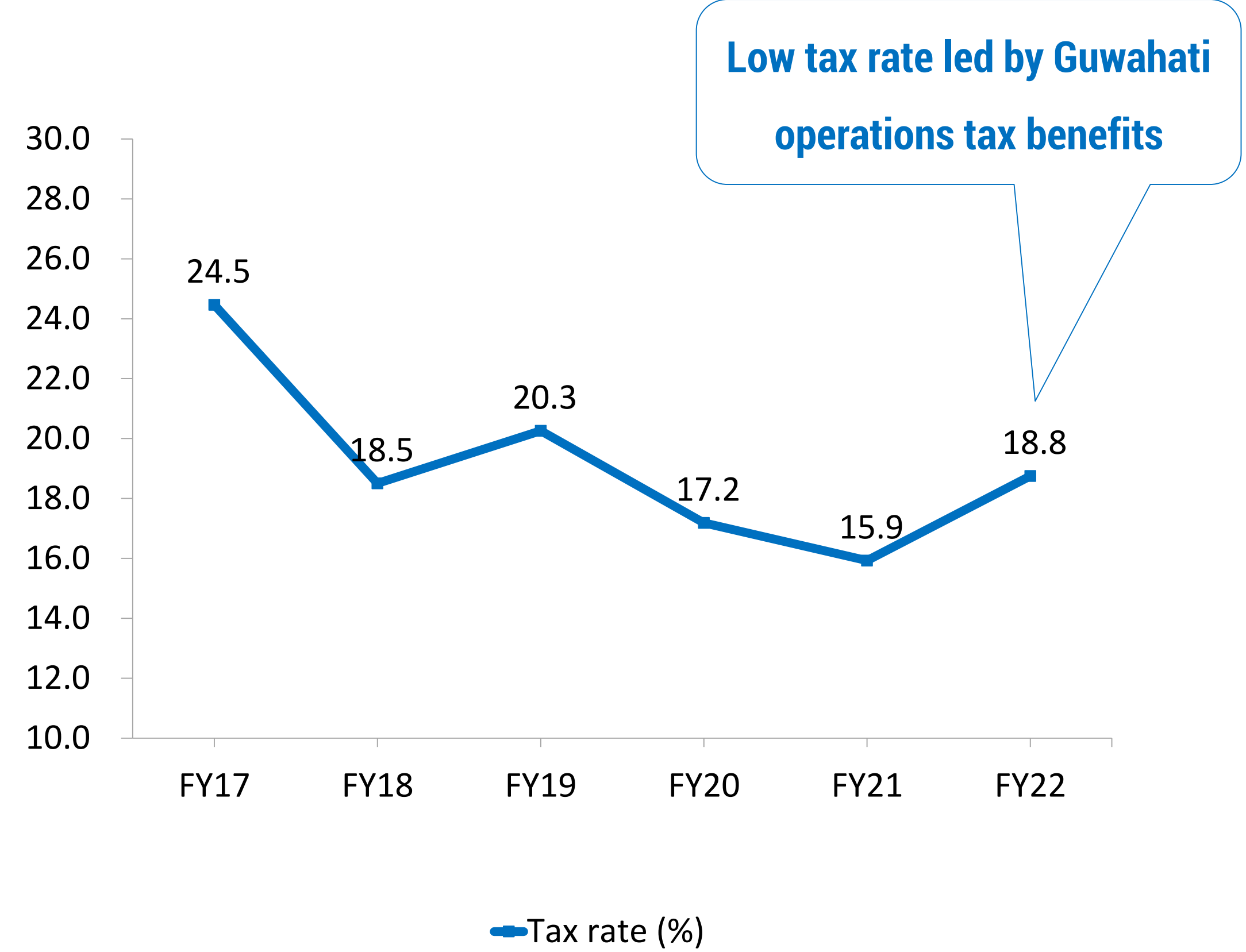
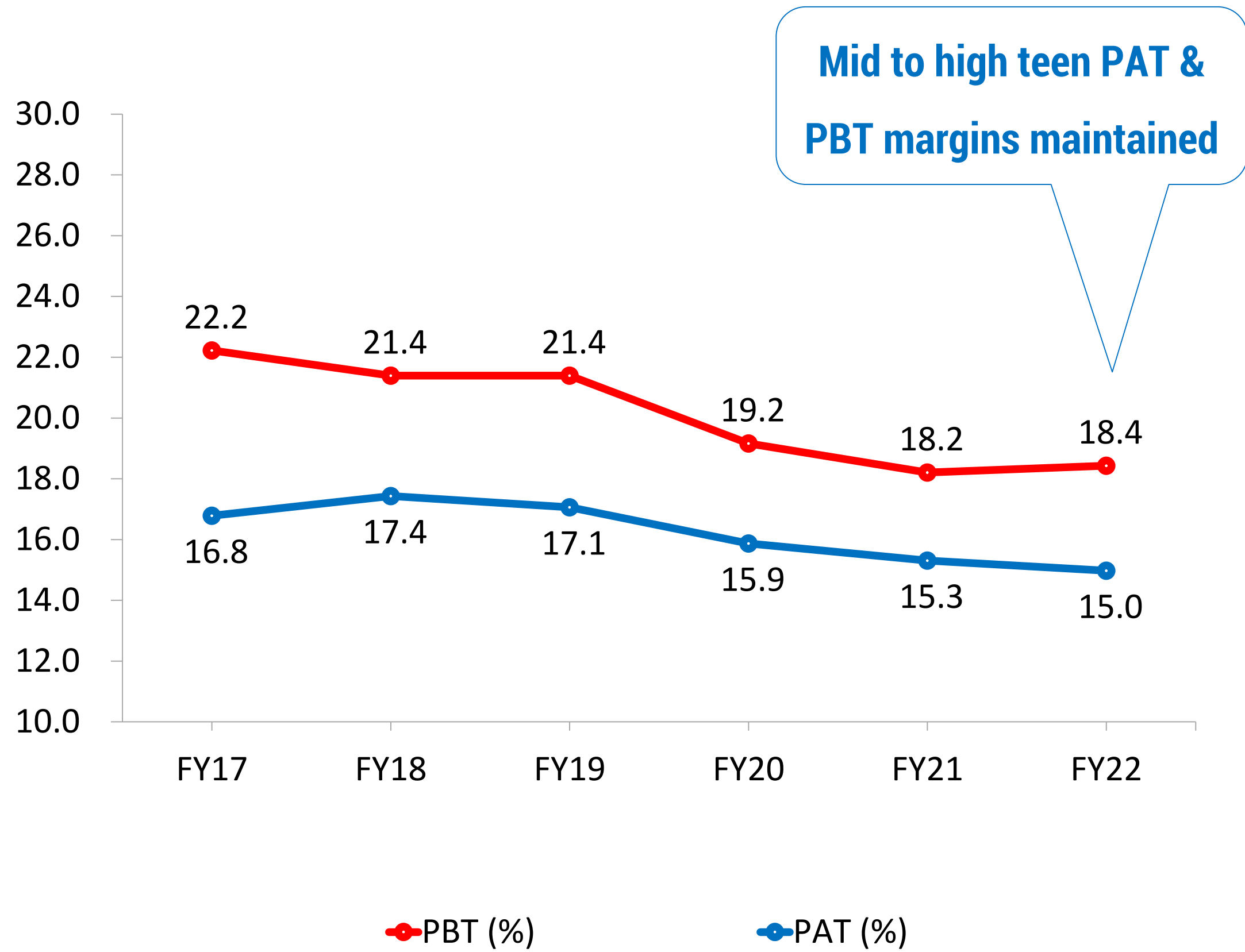
Synopsis of Annual Performance (1/2) (Standalone)



Revenue (Rs mn)



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





THANK YOU

For further information please contact

Jaideep Barve

Chief Financial Officer

Email: cfo@controlprint.com

Website: www.controlprint.com

KAPTIFY®

Strategy & Investor Advisory | Consulting

Email: contact@kaptify.in | +91-845 288 6099

Website: www.kaptify.in