

May 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: 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 **Q4FY22** of the Company.

Further, the said presentation will be made available on Company's website at  
[www.controlprint.com](http://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

## Q4 & 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

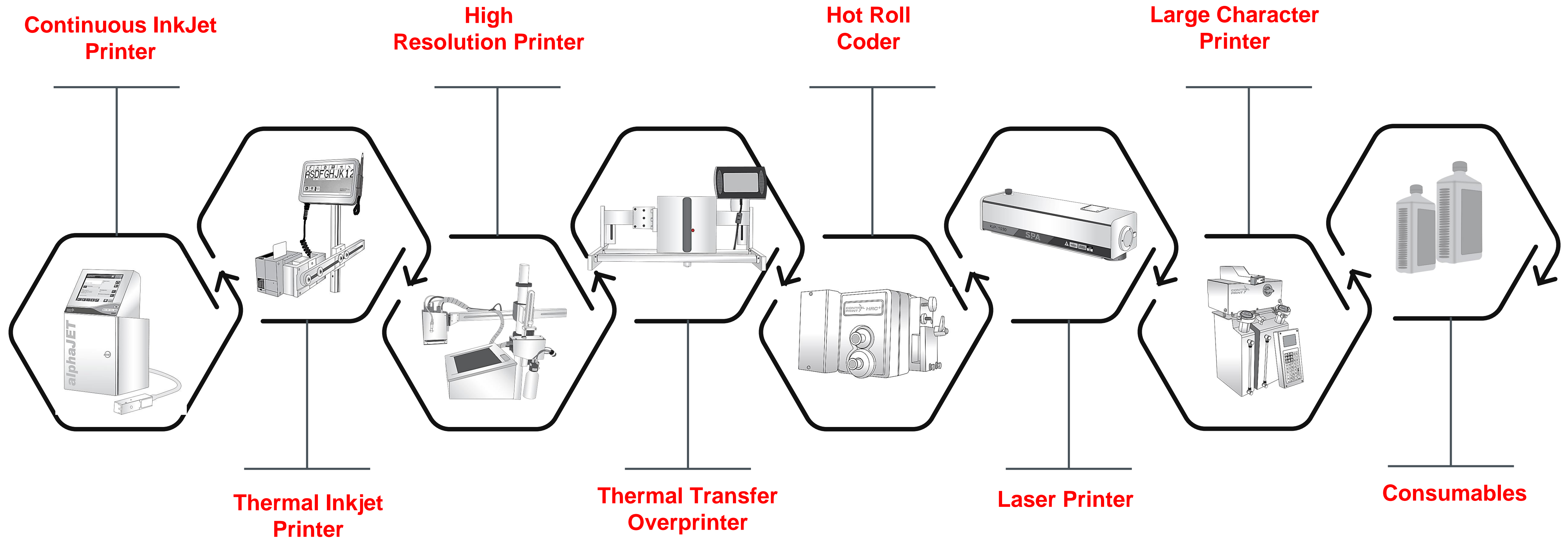
**5** Way  
Forward

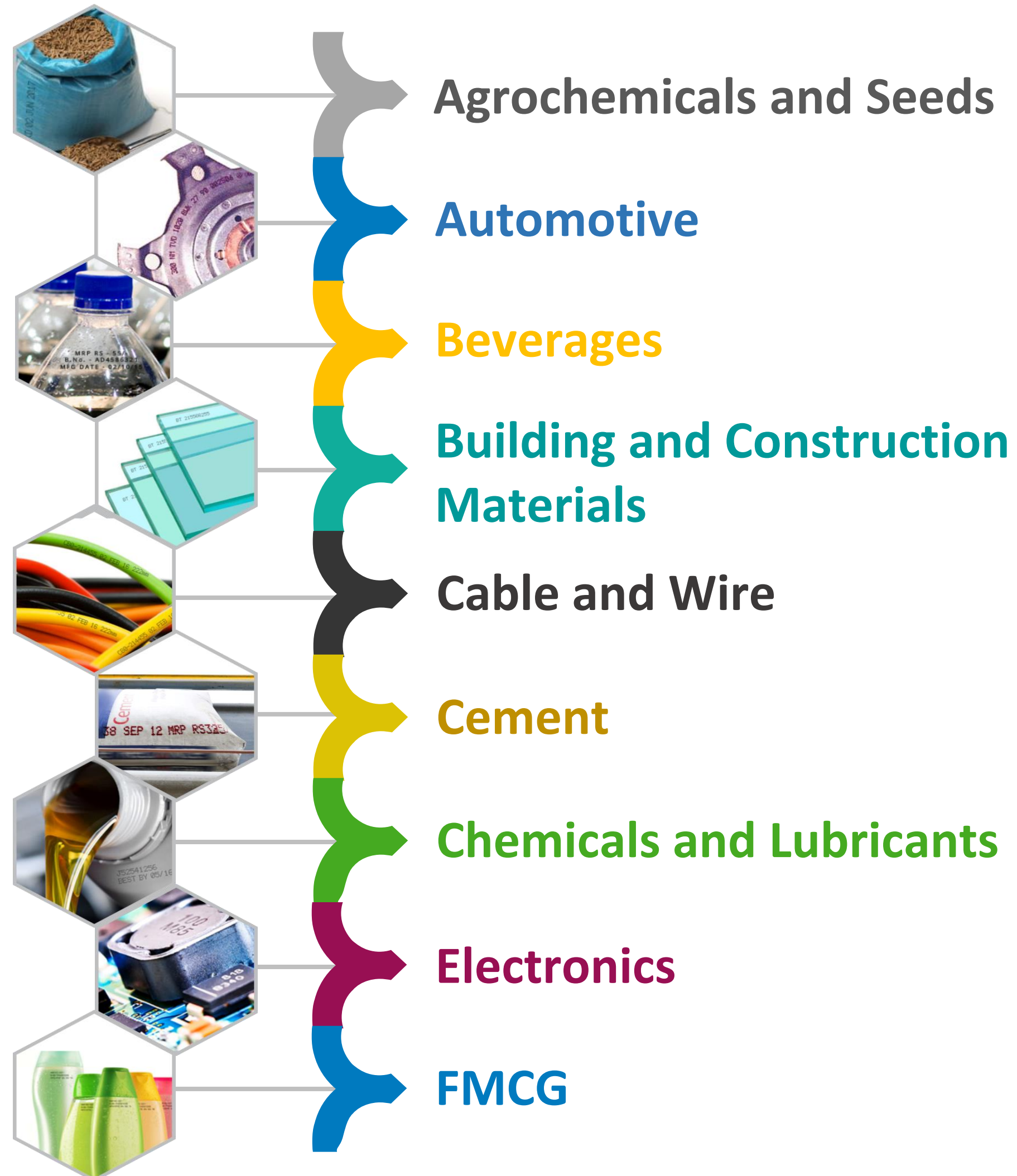
Control Print has **over 30 years of operational experience** in the Indian coding and marking industry. With over 360 field staff and two state of the art factories, we are India's strongest and most reliable partner to you our customers.

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

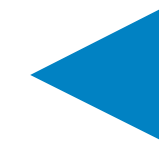


## GUWAHATI FACTORY

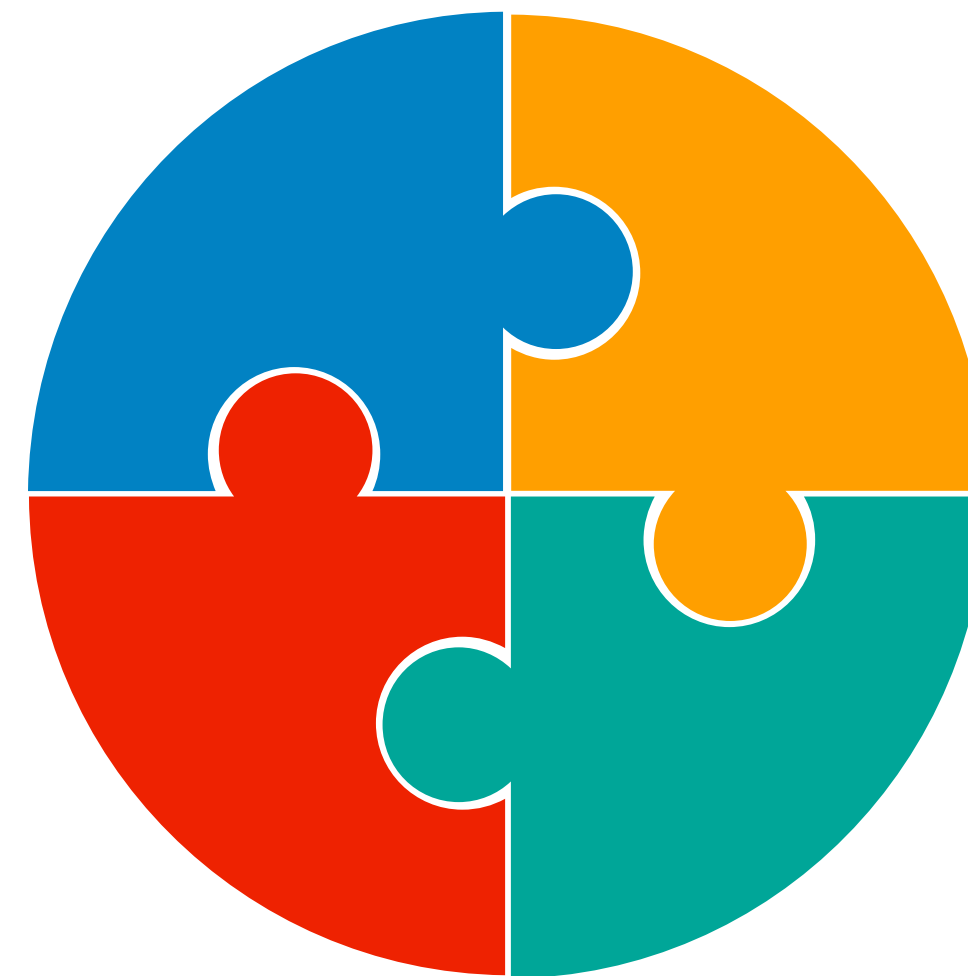
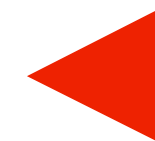
- 70,000 sq.ft of manufacturing & warehousing facility
- Ink & Solvent manufacturing facility
- Manufacturing of:
  - Thermal Inkjet Printer (TIJ)
  - Hi-Resolution Printer (Hi-Res)
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

# KEY NOTES

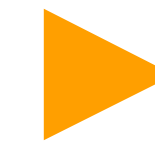
Crisil re-affirms  
credit rating  
at 'A'



Only integrated  
"Make in India"  
manufacturer



Installed base of  
printer crosses  
15,000 mark



Surgical Mask received  
US FDA approval – 4<sup>th</sup>  
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

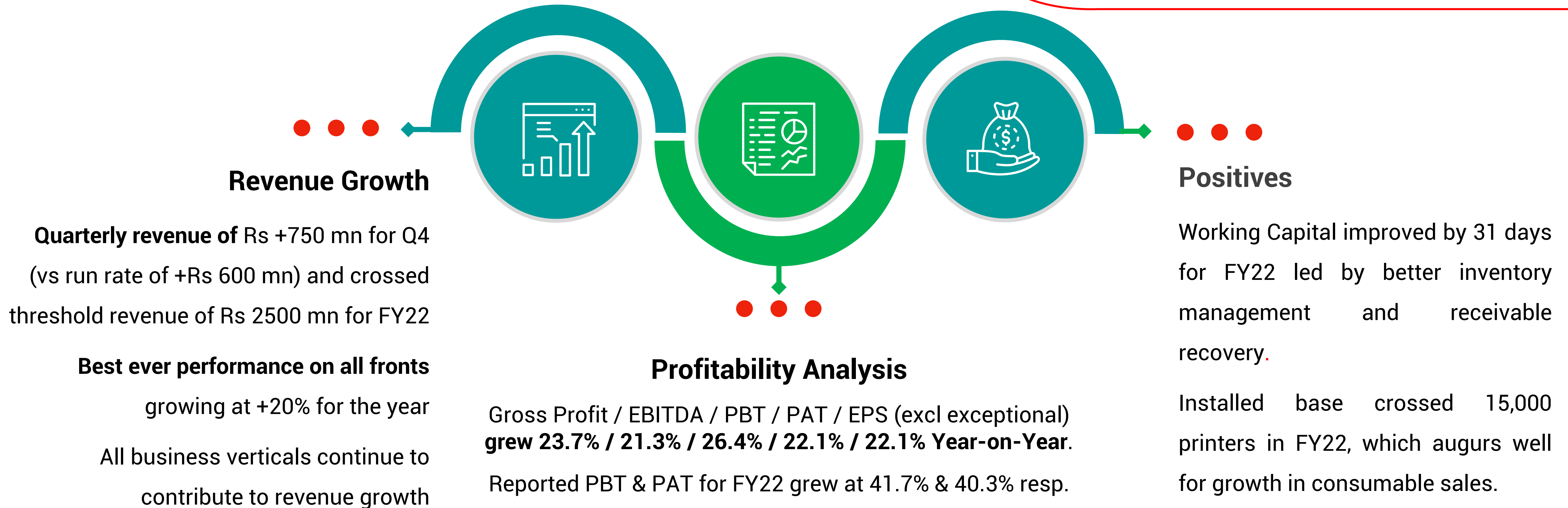
Fastest growing company in the Indian coding and marking segment (amongst organised players)

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

Consistent Dividend Payout from last 10 years with FY2021-22 payout of 90% of FV

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

# QUARTER PERFORMANCE HIGHLIGHTS



## Sectoral view

Market share in **Building Materials, Dairy and Food (FMCG) segments** continues to strengthen and grow.

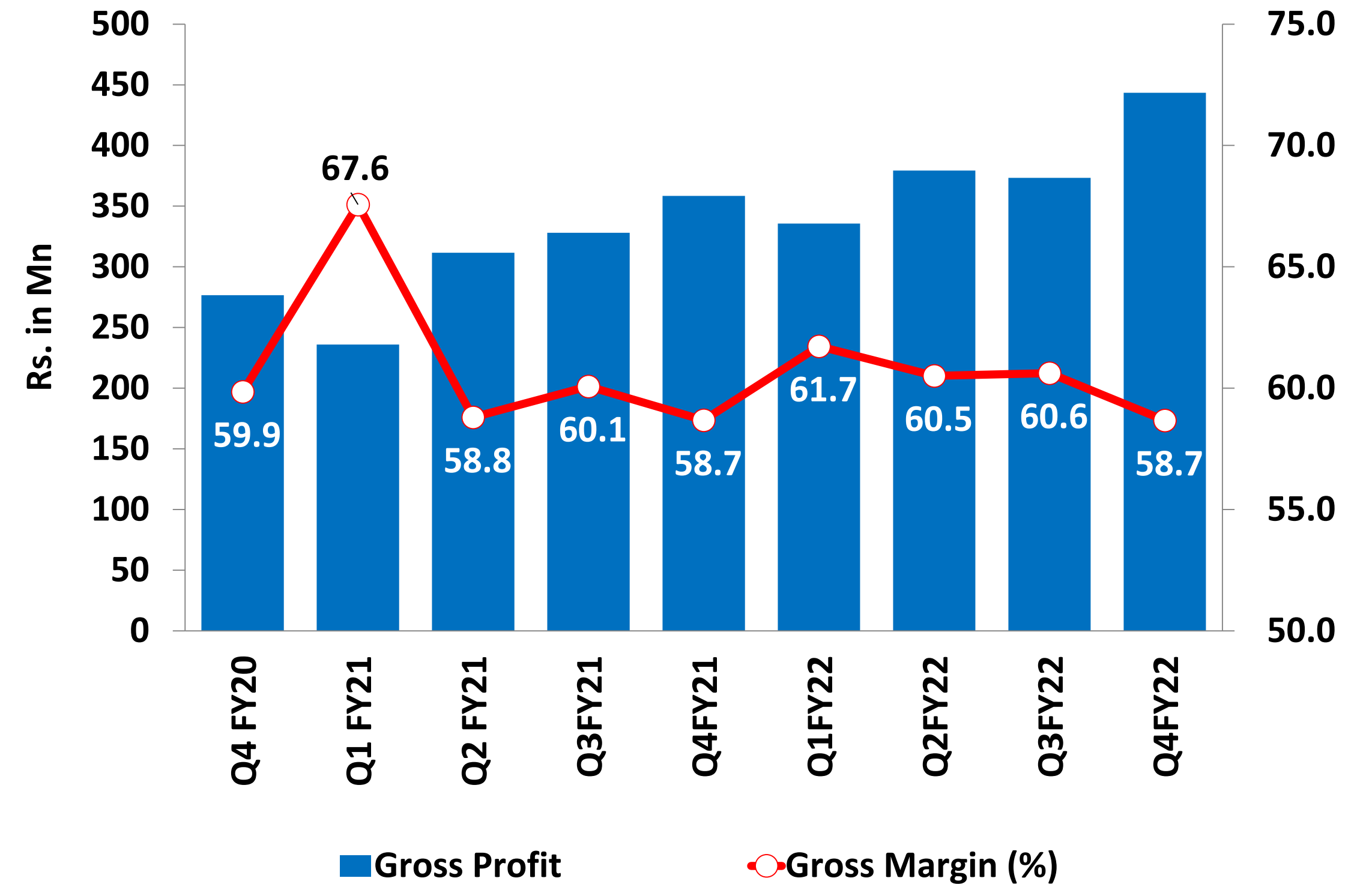
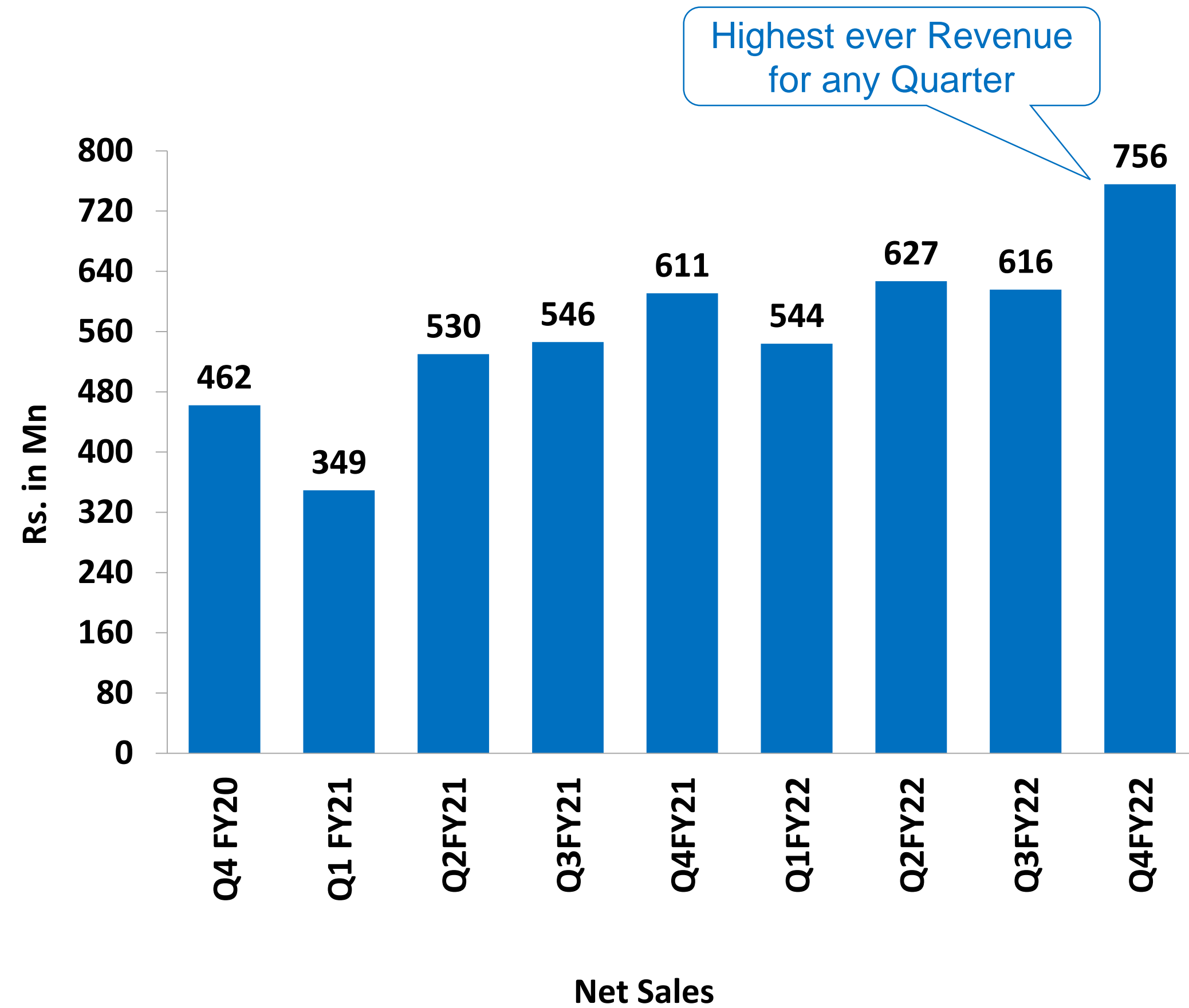
**Pharmaceutical segment** sees increasing customer penetration, wins in competitor accounts and focusing to scale up in this industry.

# Brief Financials for the quarter



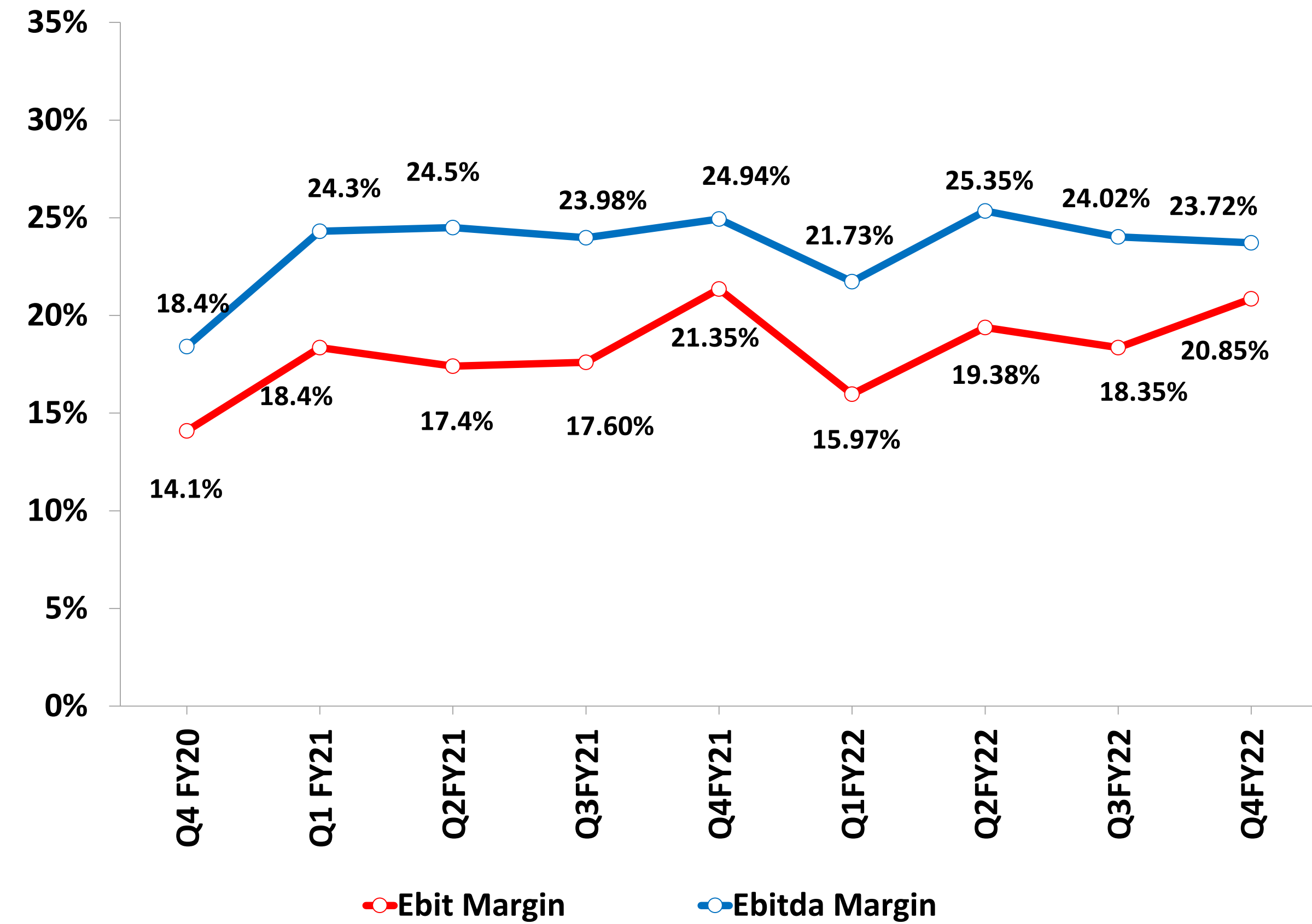
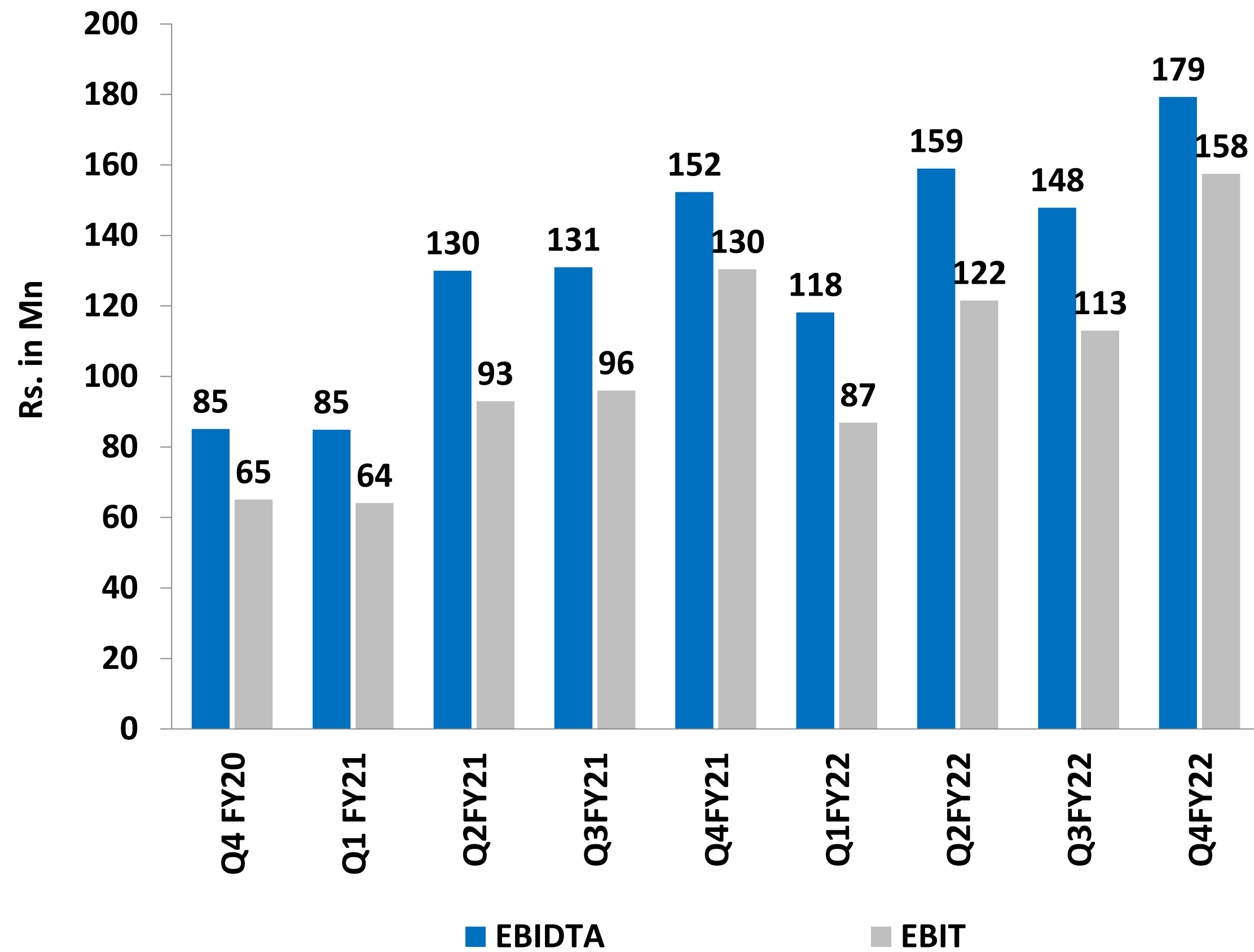
Particulars (Rs mn)	Q4FY22	Q3FY22	Q4FY21	YoY (%)	FY22	FY21	YoY (%)
<b>Net sales</b>	<b>755.7</b>	<b>615.8</b>	<b>610.8</b>	23.7	<b>2,542.6</b>	<b>2036.9</b>	24.8
Gross Profit	443.4	373.2	358.4	23.7	1,532.03	1251.0	22.5
<i>Gross margin (%)</i>	<i>58.67</i>	<i>60.61</i>	<i>58.68</i>	<i>-1 bps</i>	<i>60.25</i>	<i>61.42</i>	<i>-116.5 bps</i>
<b>EBITDA</b>	<b>179.3</b>	<b>147.9</b>	<b>152.3</b>	17.7	<b>604.3</b>	<b>498.2</b>	21.3
<i>EBITDA margin (%)</i>	<i>23.72</i>	<i>24.02</i>	<i>24.94</i>	<i>-121.6 bps</i>	<i>23.77</i>	<i>24.46</i>	<i>-69.3</i>
EBIT	157.5	113.0	130.4	20.8	479.0	383.0	25.1
PBT (excl. exceptional)	154.0	110.2	128.6	19.8	468.6	353.0	26.4
<b>PAT (excl. exceptional)</b>	<b>130.5</b>	<b>93.3</b>	<b>107.3</b>	21.7	<b>380.8</b>	<b>293.9</b>	22.1
<i>PAT margin (%)</i>	<i>17.27</i>	<i>15.15</i>	<i>17.57</i>	<i>-28.5 bps</i>	<i>14.97</i>	<i>14.43</i>	<i>-33.3 bps</i>
Exceptional (loss)/gain	-0.03	0.01			31.7	-17.9	
<b>EPS(Rs) (excl. exceptional)</b>	<b>7.99</b>	<b>5.71</b>	<b>6.57</b>	21.7	<b>23.31</b>	<b>18.00</b>	22.1
<b>Dividend (Rs per share)</b>	<b>Final Rs 5.0</b>	<b>Interim Rs.4.0</b>	<b>Final: Rs 4.5</b>		<b>Rs 9.0</b>	<b>Rs 8.5</b>	

# Synopsis of Quarterly Performance (1/2)





# Synopsis of Quarterly Performance (2/2)



# **ANNUAL PERFORMANCE HIGHLIGHTS**

# Annual Profit & Loss Statement



Particulars (Rs mn)	FY18	FY19	FY20	FY21	FY22
<b>Net sales</b>	<b>1,739.3</b>	<b>1,746.0</b>	<b>1,949.2</b>	<b>2036.9</b>	<b>2,542.6</b>
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>
<b>EBITDA</b>	<b>501.6</b>	<b>399.8</b>	<b>461.0</b>	<b>498.2</b>	<b>604.3</b>
<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
<b>PAT (excl. exceptional)</b>	<b>355.6</b>	<b>255.5</b>	<b>309.3</b>	<b>311.8</b>	<b>380.8</b>
<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
<b>EPS(Rs) (excl. exceptional)</b>	<b>16.9</b>	<b>21.2</b>	<b>13.7</b>	<b>19.09</b>	<b>23.31</b>
EPS(Rs) (incl exceptional)	19.3	18.4	16.3	18.00	25.25
<b>Dividend per Share (Rs.)</b>	<b>6.5</b>	<b>6.5</b>	<b>8.0</b>	<b>8.5</b>	<b>9.0</b>
<b>Dividend Payout (%)</b>	<b>34%</b>	<b>36%</b>	<b>50%</b>	<b>47%</b>	<b>36%</b>

**Rs 2,500 mn**

**Revenue  
threshold  
crossed**

**+60%**

**Gross  
Margin  
sustained**

**22%**

**EPS Growth**

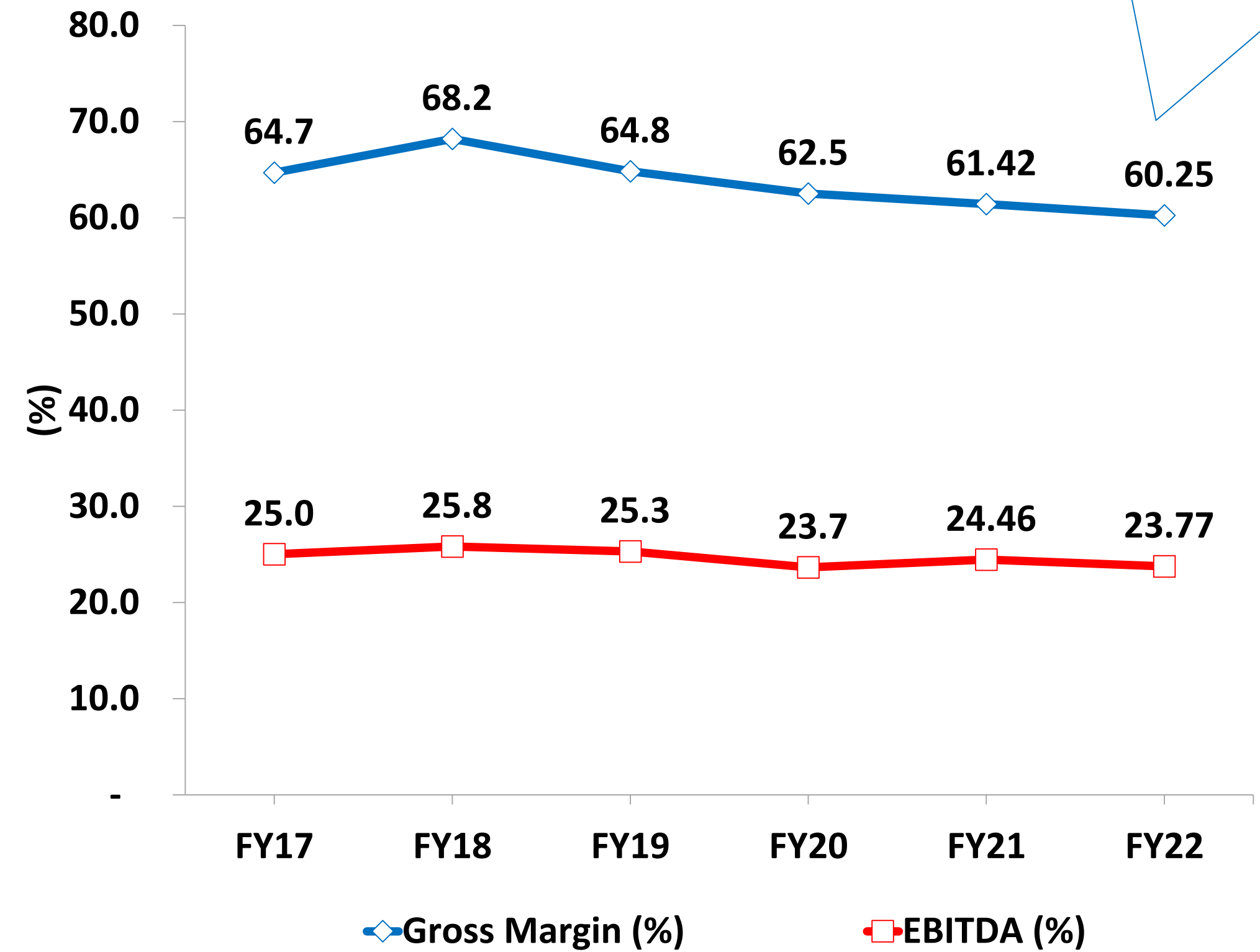
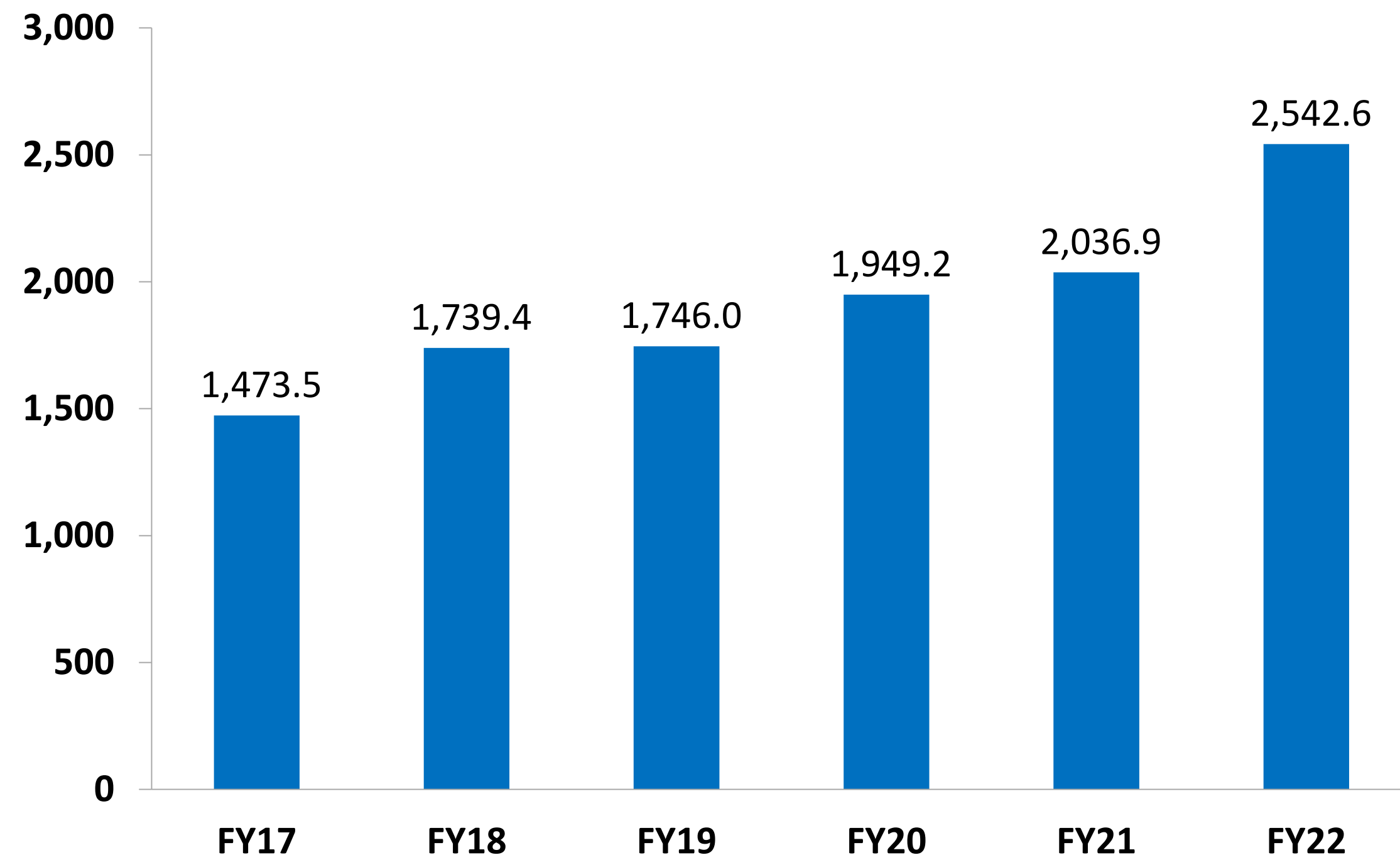
**90%**

**Dividend per  
share**

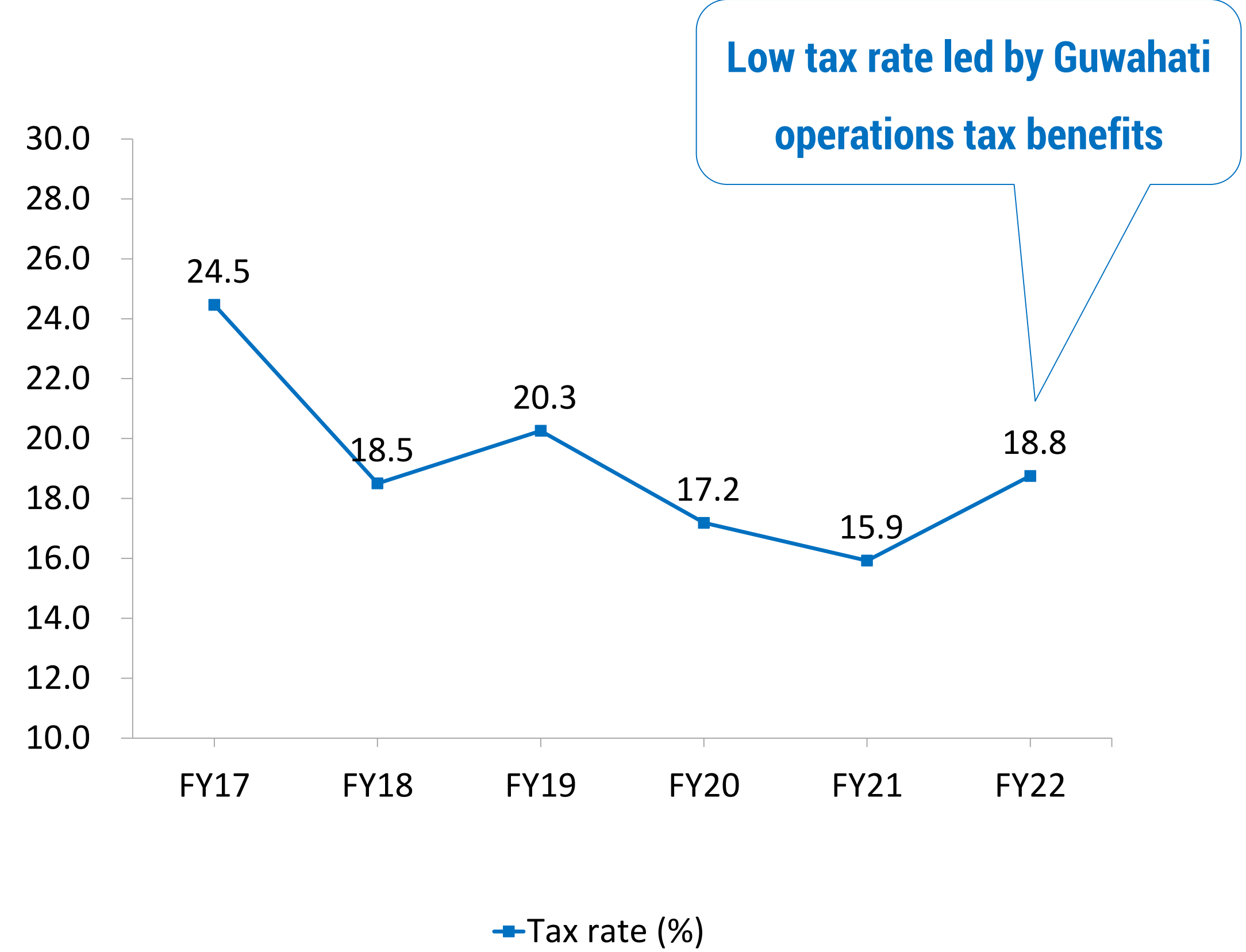
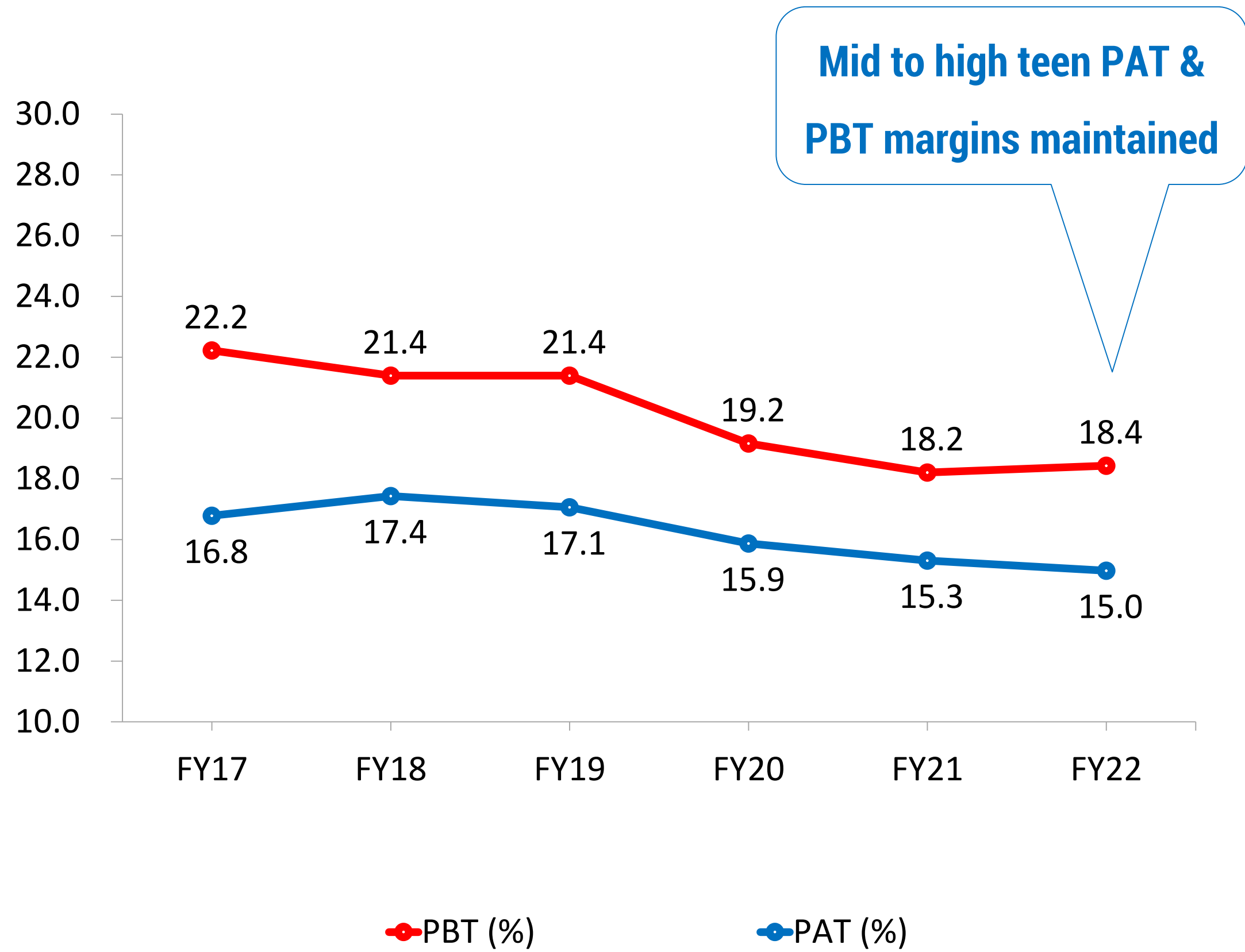
# Synopsis of Annual Performance (1/2)



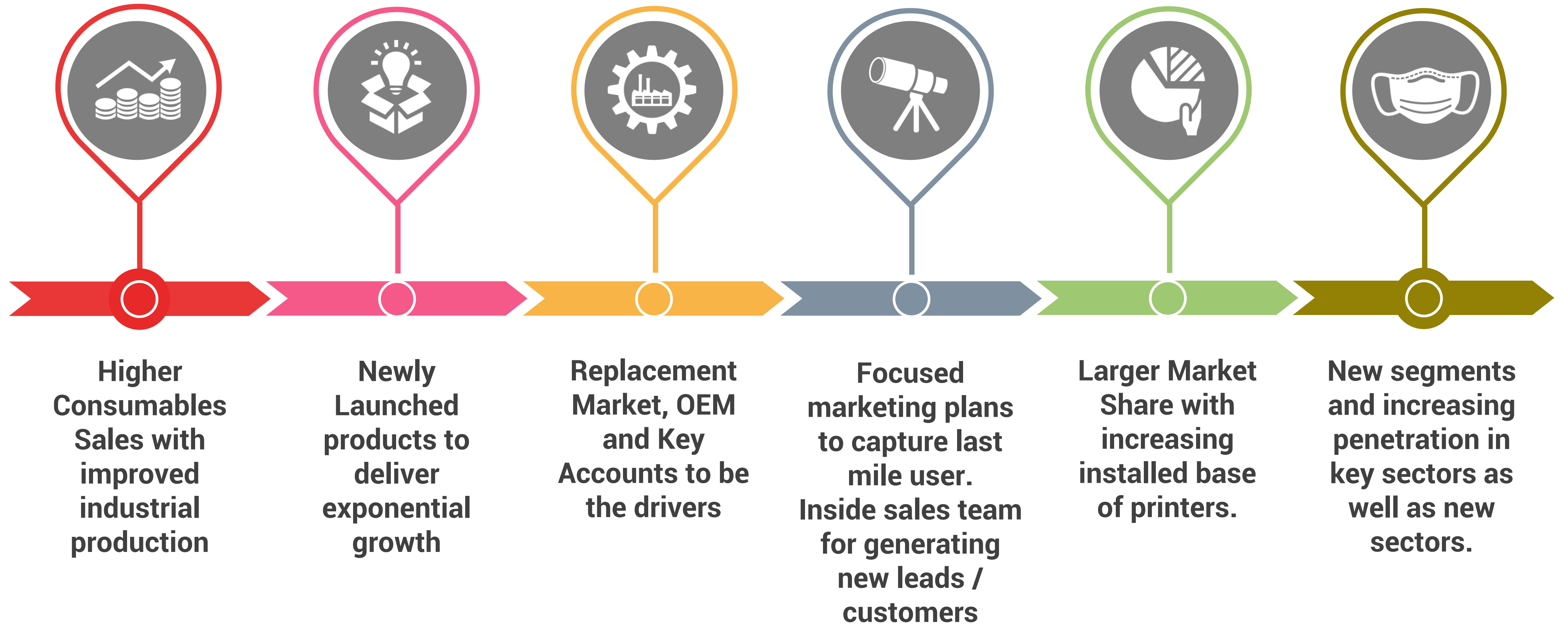
### Revenue (Rs mn)



# Synopsis of Annual Performance (2/2)



# WAY FORWARD





# THANK YOU

For further information please contact

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Website: [www.controlprint.com](http://www.controlprint.com)

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