

August 12, 2024

To,  
Compliance Department  
**BSE Limited**  
P. J. Towers, Dalal Street, Fort,  
Mumbai – 400 001  
**Scrp Code – 522295**

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 Q1FY2025**

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

Dear Sir/ Madam,

Please find enclosed herewith the Investor Presentation for **Q1FY2025** of the Company.

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

This is for your information and record.

Yours faithfully,  
For **Control Print Limited**



**Murli Manohar Thanvi**  
**Company Secretary & Compliance Officer**

Place: Mumbai

# INVESTOR PRESENTATION

Q1FY2025

REFER TO DISCLAIMER

FMCG



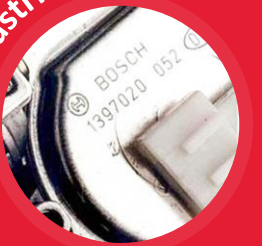
Building products



Dairy & Food Products



Industrials



Healthcare



# 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.

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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.

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# 01

## Key Notes



# KEY NOTES

**19,500+**

Installed base of printers

**30+**

Years of experience

**300+**

Sales and Service Engineers

**26%**

Dividend payout (FY24)

+

**9.57%**

Buyback payout (FY24)  
(% of paid-up share capital)

**Rs.9 (90%)**

Dividend paid (on FV)  
(FY24)

+

**27 Cr**

Buyback payout (FY24)

**~19%**

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



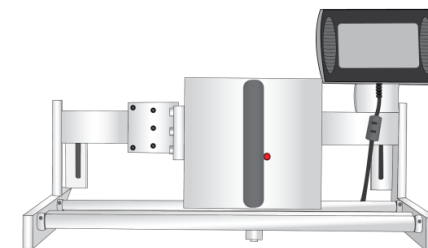
Continuous InkJet Printer



Thermal Inkjet Printer



High Resolution Printer



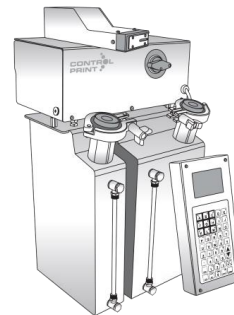
Thermal Transfer Overprinter



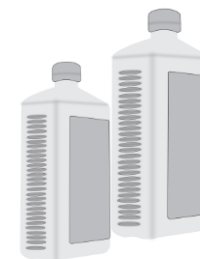
Hot Roll Coder



Laser Printer



Large Character Printer



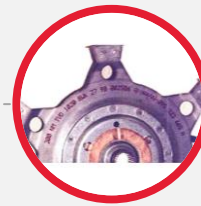
Consumables



# INDUSTRIES WE SERVE



Agrochemicals  
and Seeds



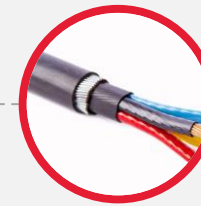
Automotive



Beverages



Building and  
Construction Materials



Cable and  
Wire



Food



FMCG



Electronics



Chemicals and  
Lubricants



Cement



Healthcare



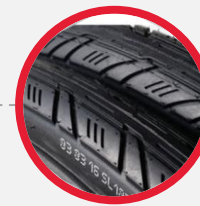
Packaging and  
Packaging Materials



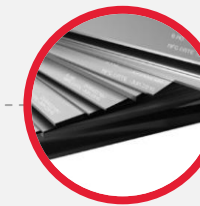
Plywood



Pipes and  
Extruded Plastics



Rubber and  
Tyres



Steel and  
Metal



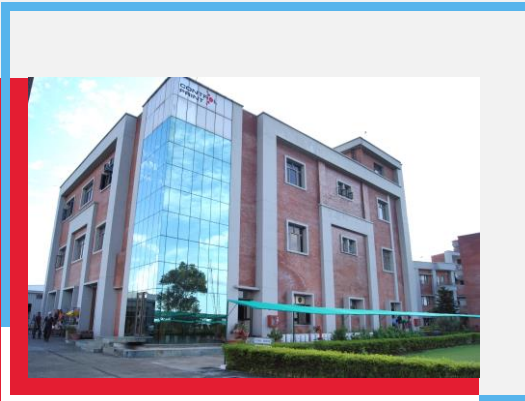
Textiles

# KEY CLIENTS: INDIA



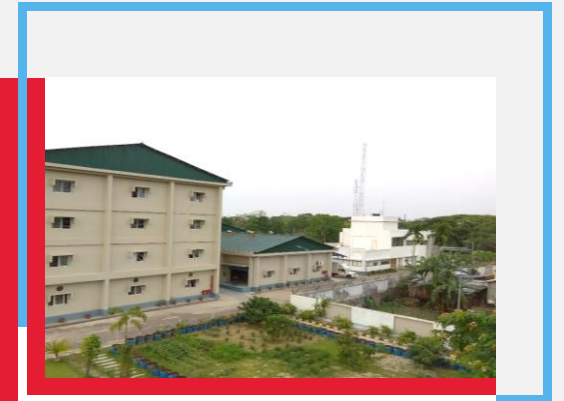
# INFRASTRUCTURE

## 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 Q1 Revenue of Rs. 882 mn** - thereby continuing to focus on growth across the business and supported by growing share of consumable sales during the quarter.

## Profitability Analysis

EBITDA / PBT / PAT / EPS (excl exceptional)  
grew **15.34% / 15.42% / 14.55% / 16.96%** YoY respectively led by high share of consumable sales

## Positives

Installed base continues to be **>19,500** printers, aiding growth in consumable sales.

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

## Sectoral view

Beverages, Sugar, Plywood & Dairy continued to see consolidation of market share,

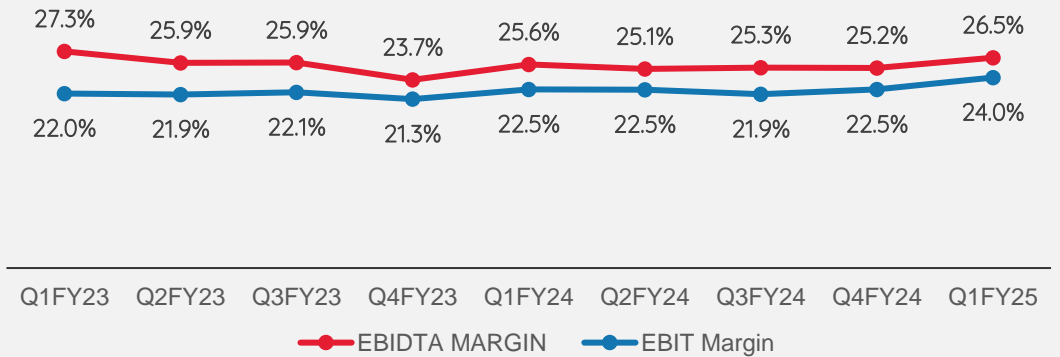
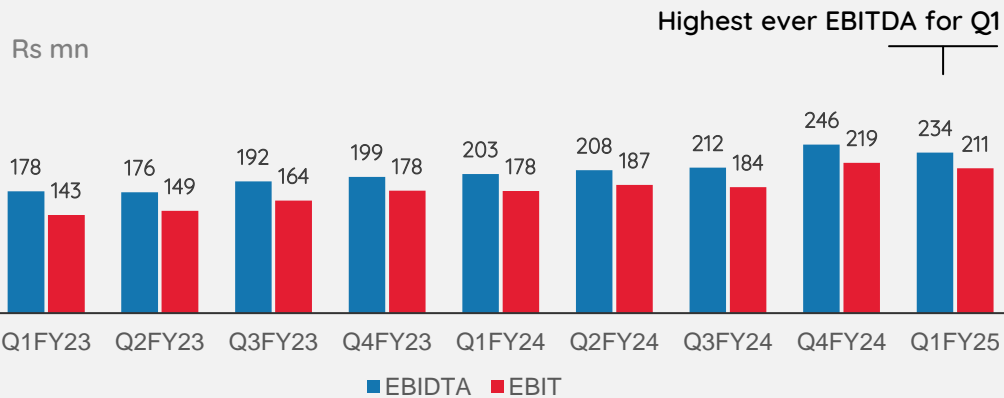
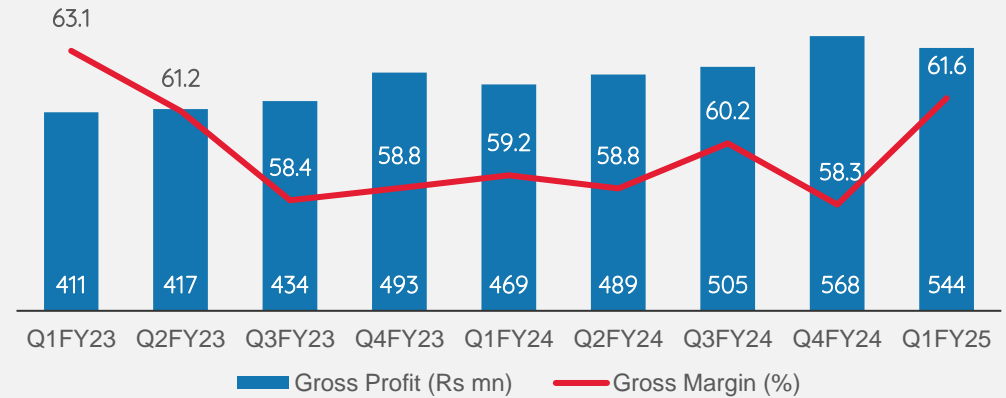
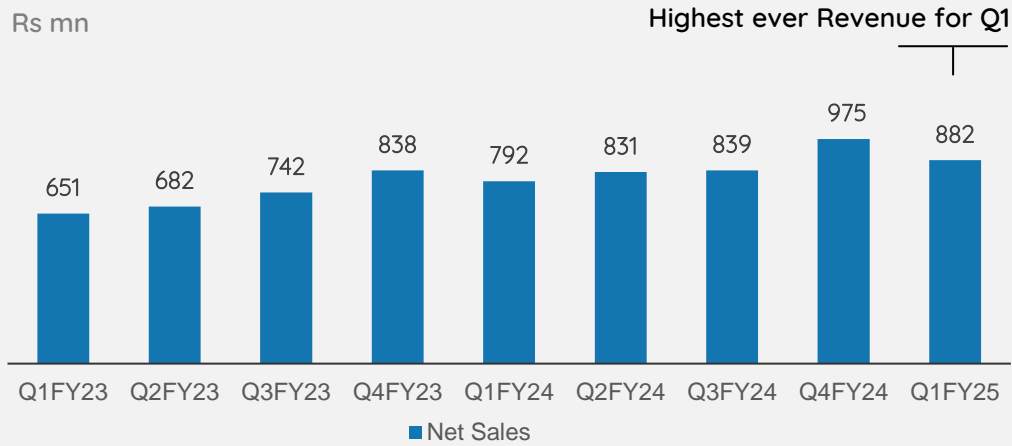
Food, FCMG, Cement and Pipes continue to witness good traction for our printers and consumables.

# BRIEF FINANCIALS FOR THE QUARTER (Standalone)

Particulars (Rs mn)	Q1FY25	Q4FY24	Q1FY24	YoY%	FY24	FY23	YoY%
<b>Net sales</b>	<b>882.1</b>	<b>974.9</b>	<b>791.7</b>	<b>11.4</b>	<b>3,436.6</b>	<b>2,914.1</b>	<b>17.9</b>
<b>Gross Profit</b>	543.8	568.3	468.7	16.0	2,030.8	1,755.0	15.7
Gross margin (%)	<b>61.65</b>	<b>58.30</b>	<b>59.20</b>	<b>244 bps</b>	<b>59.09</b>	<b>60.23</b>	-113 bps
<b>EBITDA</b>	<b>234.1</b>	<b>245.8</b>	<b>203.0</b>	<b>15.3</b>	<b>869.0</b>	<b>744.9</b>	<b>16.7</b>
<b>EBITDA margin (%)</b>	<b>26.54</b>	<b>25.21</b>	<b>25.63</b>	<b>90 bps</b>	<b>25.29</b>	<b>25.56</b>	<b>-28 bps</b>
EBIT	211.4	219.4	178.3	18.6	768.2	635.1	20.9
<b>PBT (excl. exceptional)</b>	<b>203.6</b>	<b>214.7</b>	<b>176.4</b>	<b>15.4</b>	<b>751.9</b>	<b>622.0</b>	<b>20.9</b>
<b>PBT margin (%)</b>	<b>23.09</b>	<b>22.03</b>	<b>22.29</b>	<b>80 bps</b>	<b>21.88</b>	<b>21.35</b>	<b>53 bps</b>
<b>PAT (excl. exceptional)</b>	<b>162.0</b>	<b>139.9</b>	<b>141.4</b>	<b>14.6</b>	555.5	517.3	7.4
<b>PAT margin (%)</b>	<b>18.37</b>	<b>14.35</b>	<b>17.86</b>	<b>50 bps</b>	<b>16.16</b>	<b>17.75</b>	-159 bps
Exceptional (loss)/gain	- 0.00	-0.05	-	-	-0.62	- 2.00	-68.8
<b>Reported EPS(Rs)*</b>	<b>10.13</b>	<b>8.75</b>	<b>8.66</b>	<b>17.0</b>	<b>34.44</b>	<b>31.80</b>	<b>8.3</b>

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

**Rs.3437 mn**  
Revenue

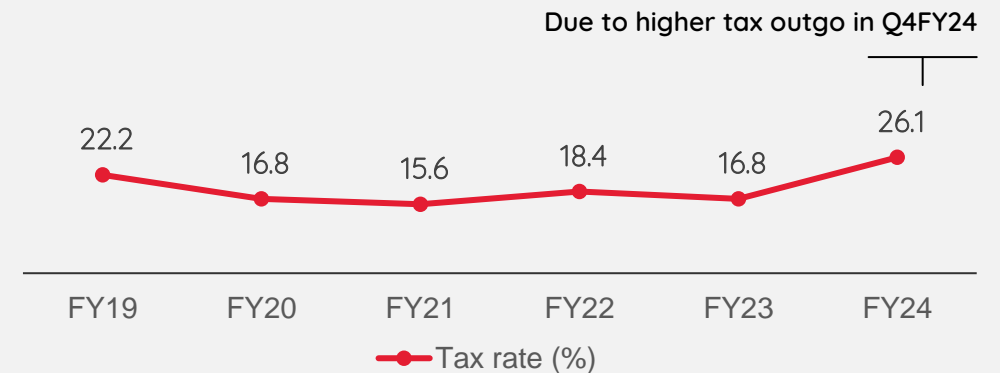
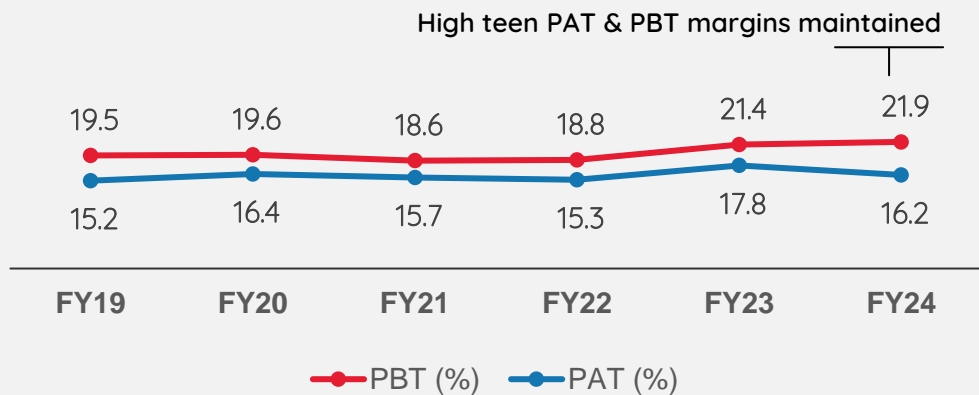
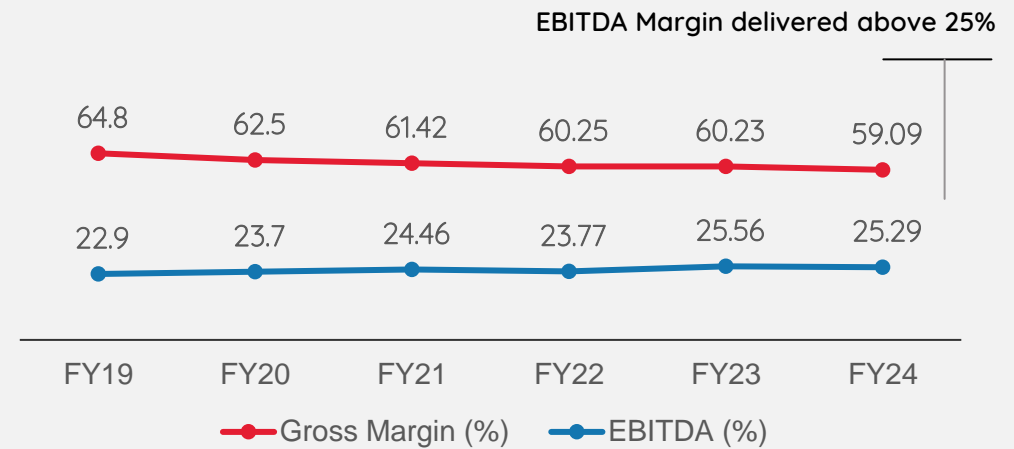
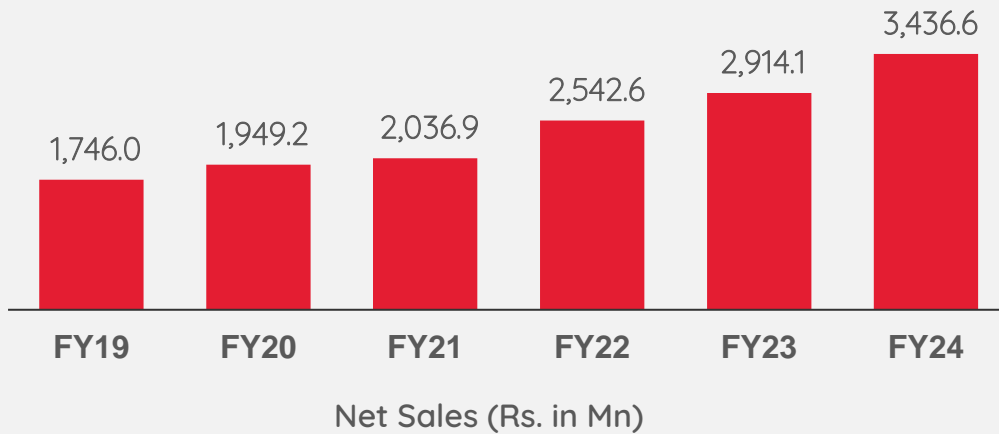
**~60%**  
Gross Margin sustained

**21%**  
PBT Growth

**90%**  
Dividend per share

\* Calculated on standalone net profit including exceptional; Rounded off

# Synopsis of Annual Performance (Standalone)

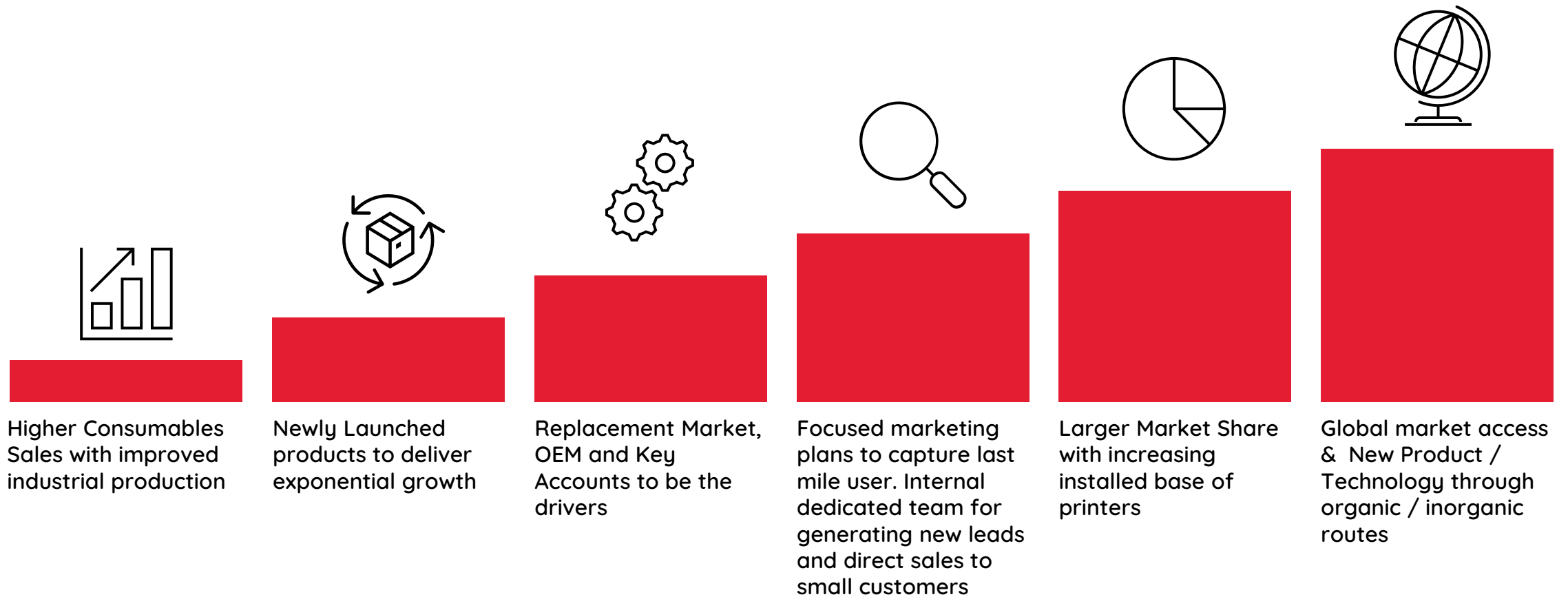


05

WAY FORWARD



# Way Forward

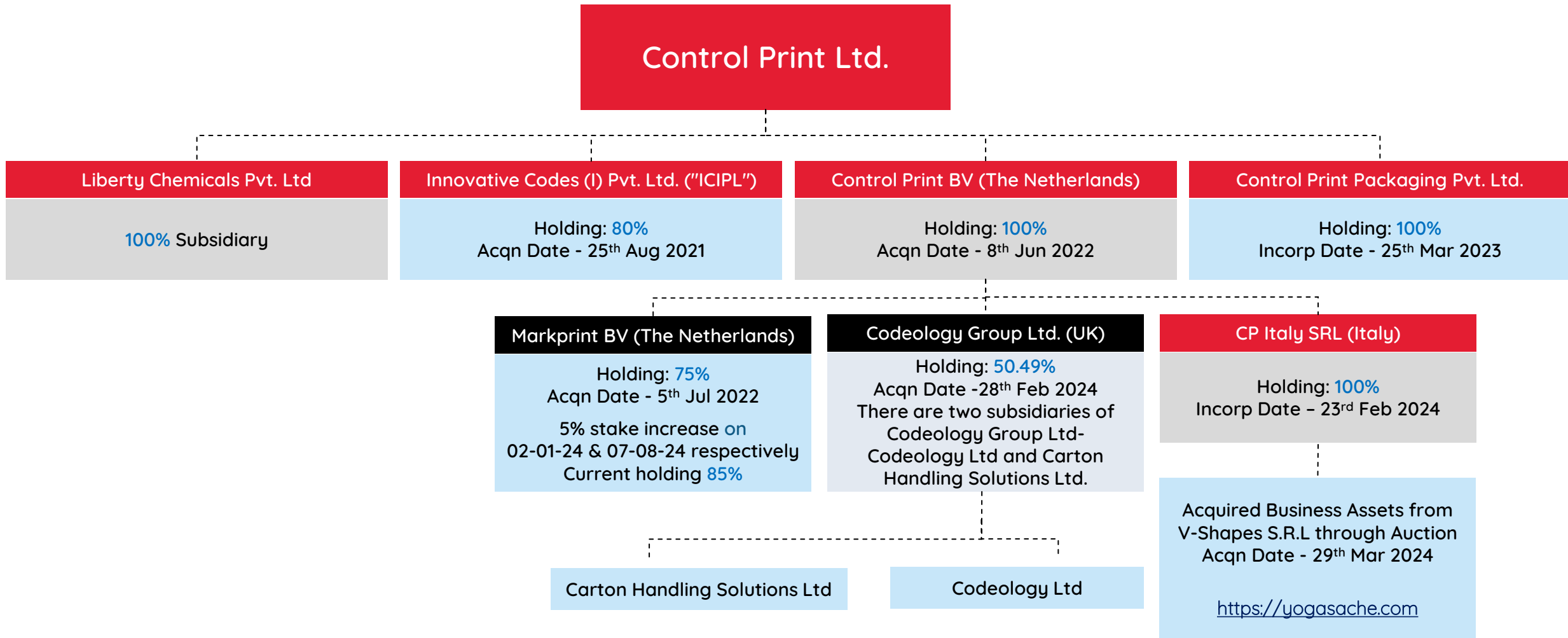


# 06

## CORPORATE STRUCTURE & ACQUISITION HISTORY



# CURRENT STRUCTURE





# PAST ACQUISITIONS / JOINT VENTURES

1<sup>st</sup> Apr 2011

## Liberty Chemicals Pvt. Ltd

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

100% Subsidiary

25<sup>th</sup> Aug 2021

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

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

80% Subsidiary

8<sup>th</sup> Jun 2022

## Control Print BV (The Netherlands)

100% Subsidiary

5<sup>th</sup> 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

8<sup>th</sup> Dec 2022

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

Joint Venture

25<sup>th</sup> 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)

2<sup>nd</sup> Jan 2024

Markprint BV (The Netherlands)  
Increased Stake from 75% to 80%

75% ▶ 80%

Subsidiary

28<sup>th</sup> 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

23<sup>rd</sup> Feb 2024

CP Italy SRL (Italy)  
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>

7<sup>th</sup> Aug 2024

Markprint BV (The Netherlands)  
Increased Stake from 80% to 85%

80% ▶ 85%

Subsidiary

# 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

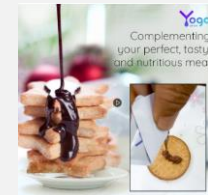


## The automatic packaging machine Twin Prime

- 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](http://www.controlprint.com)

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