

INVESTOR PRESENTATION

**CONTROL
PRINT**

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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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Overview

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Highlights

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Performance
Highlights

4 Way
Forward

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Control Print has **over 29 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.



▶ Vision

To be South Asia's leading Coding and Marking Solutions Provider.

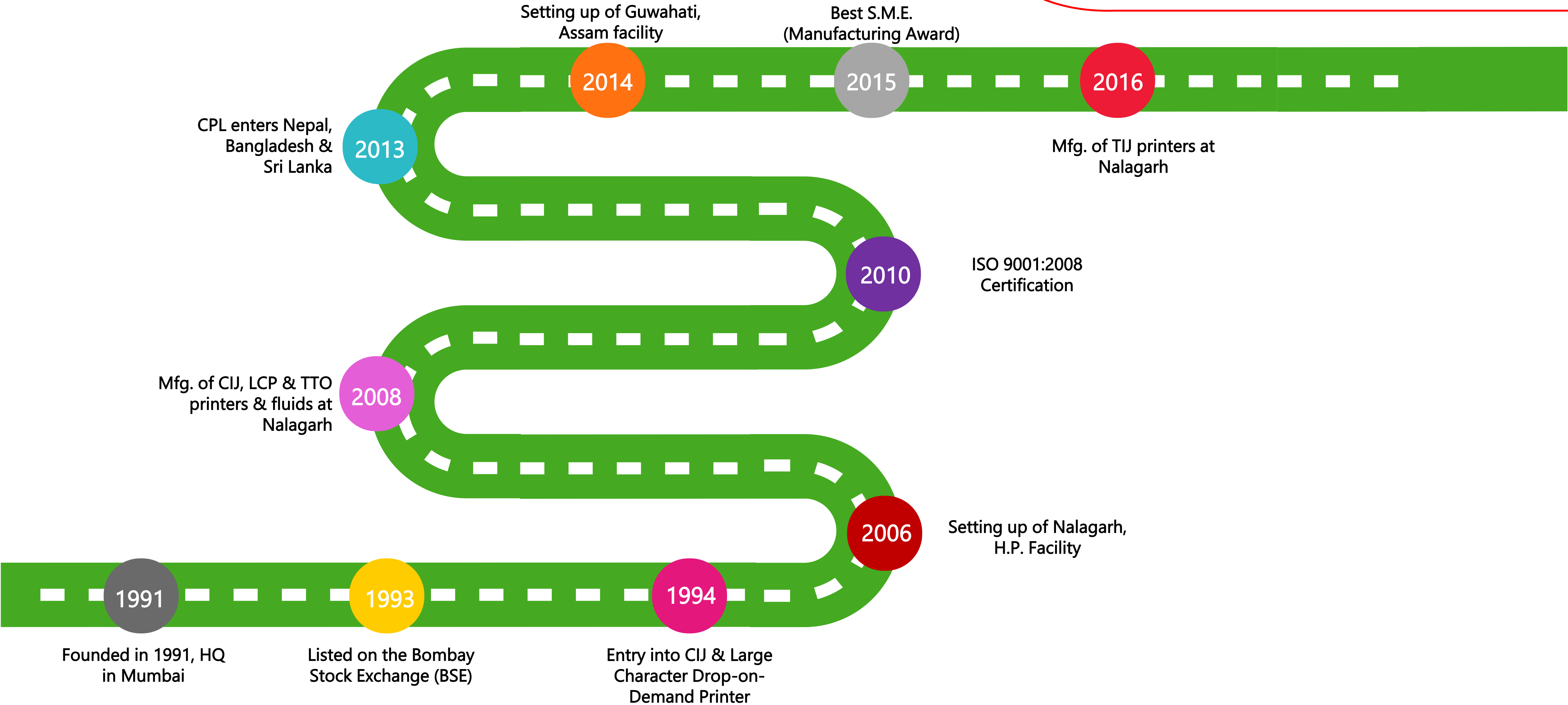
Through our foray into masks, our long-term vision is to be a market leader in the anti-pollution masks space.

▶ Mission

To provide our customers, shareholders, employees and society with the highest value through:

- Market Leadership
- Continuous innovation
- Maintaining superior standards in our products and performance
- Developing consistently superior technology
- Working alongside the company values

Key milestones



●●●●● Investor presentation



Mr. Basant Kabra
Chairman & Managing Director

Mr. Basant Kabra is the Chairman & Managing Director of the Company since 1991. He currently has more than four decades of experience in overall management of the Company. Mr. Basant Kabra holds a degree of Bachelors in Chemical Engineering



Mr. Shiva Kabra
Joint Managing Director

Mr. Shiva Kabra is Joint Managing Director of the Company. He oversees the marketing, business development and strategy of the Company. He has over 15 years of experience in the field of marketing, business development and strategy.

Mr. Shiva Kabra is a graduate in Economics and Mathematics from Grinnell College, USA and holds a degree of Masters in Business Administration from INSEAD, France.



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)
- 140 Employees
- 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)
- 80 Employees
- Large Expansion potential with significant tax benefits
- Comprehensive laboratory & testing facilities

Head Office : Mumbai

↓
Branches

SOUTH

Bengaluru

Hyderabad

Chennai

Kerala

NORTH

Noida

Chandigarh

WEST

Mumbai

Ahmedabad

Pune

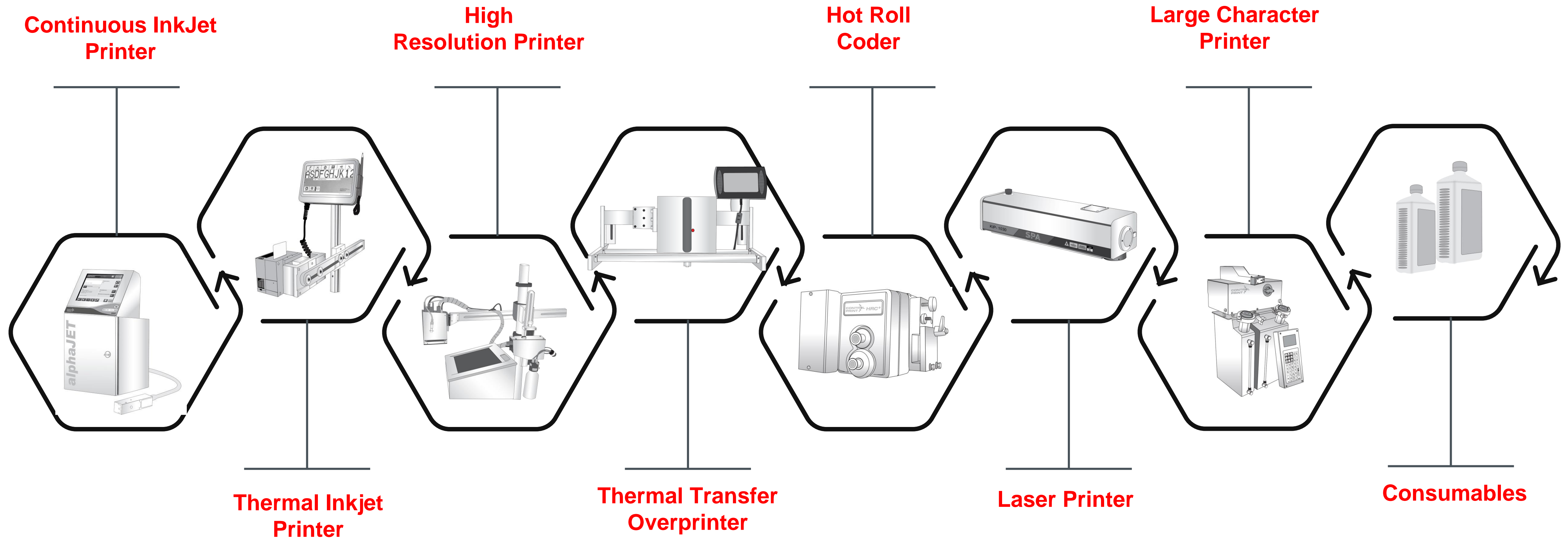
EAST

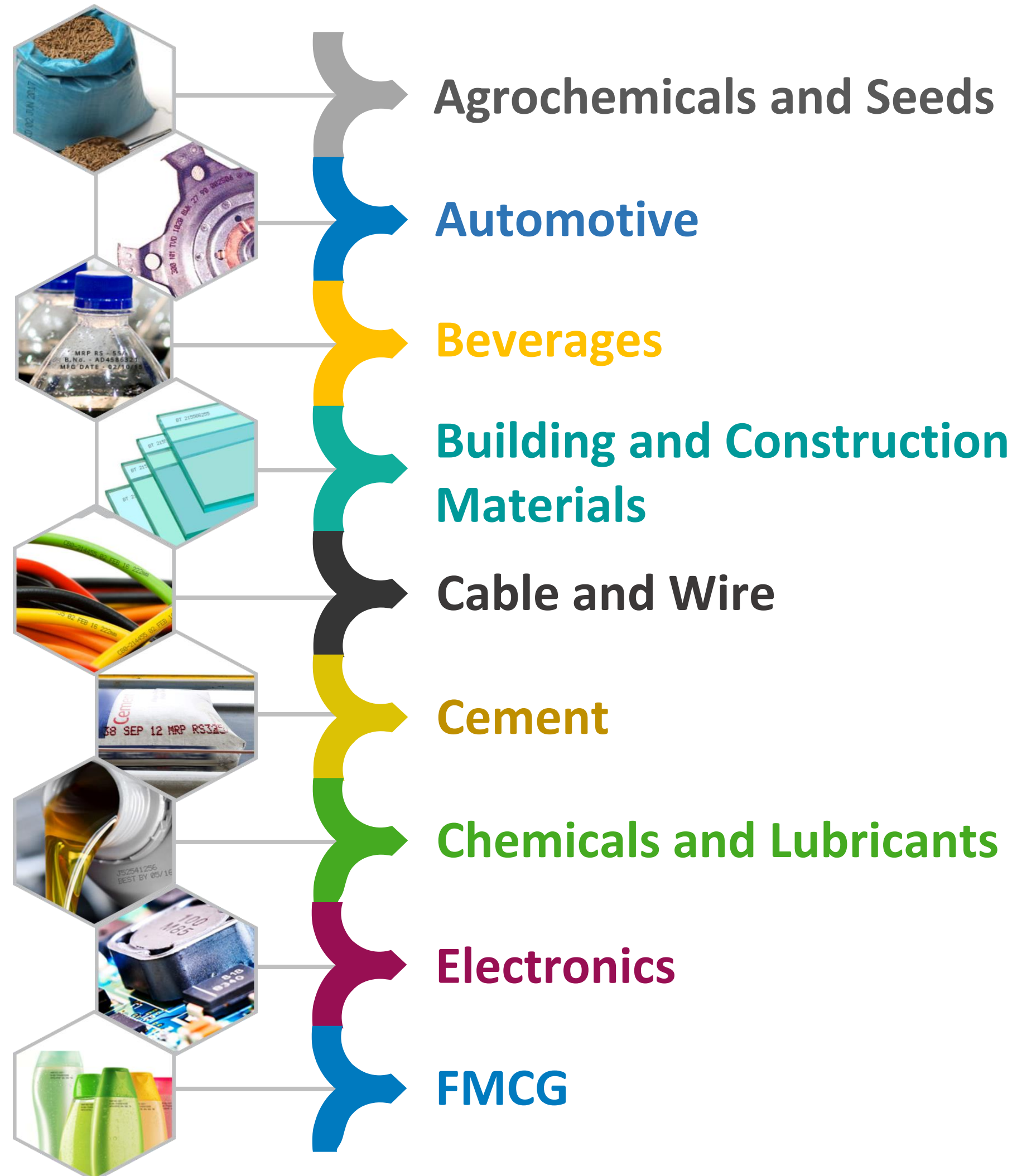
Kolkata

Jamshedpur

SRI LANKA

Colombo

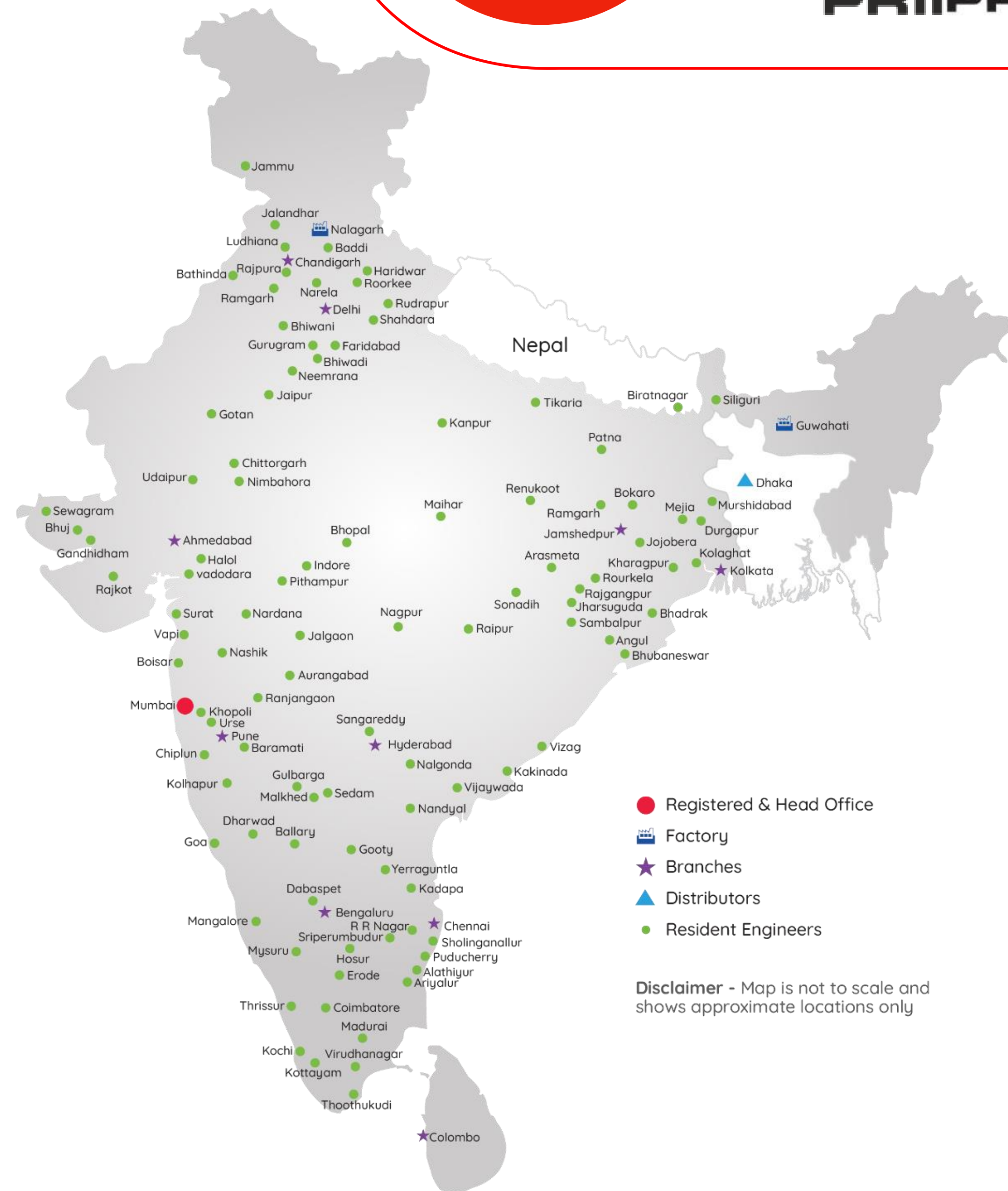




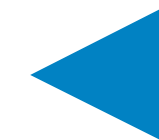
Key clients: India

**Serving 2,447 pincodes /
1,624 cities Pan India**

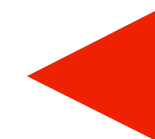
Widest service network



Crisil re-affirms
credit rating
at 'A'



Only integrated
"Make in India"
manufacturer



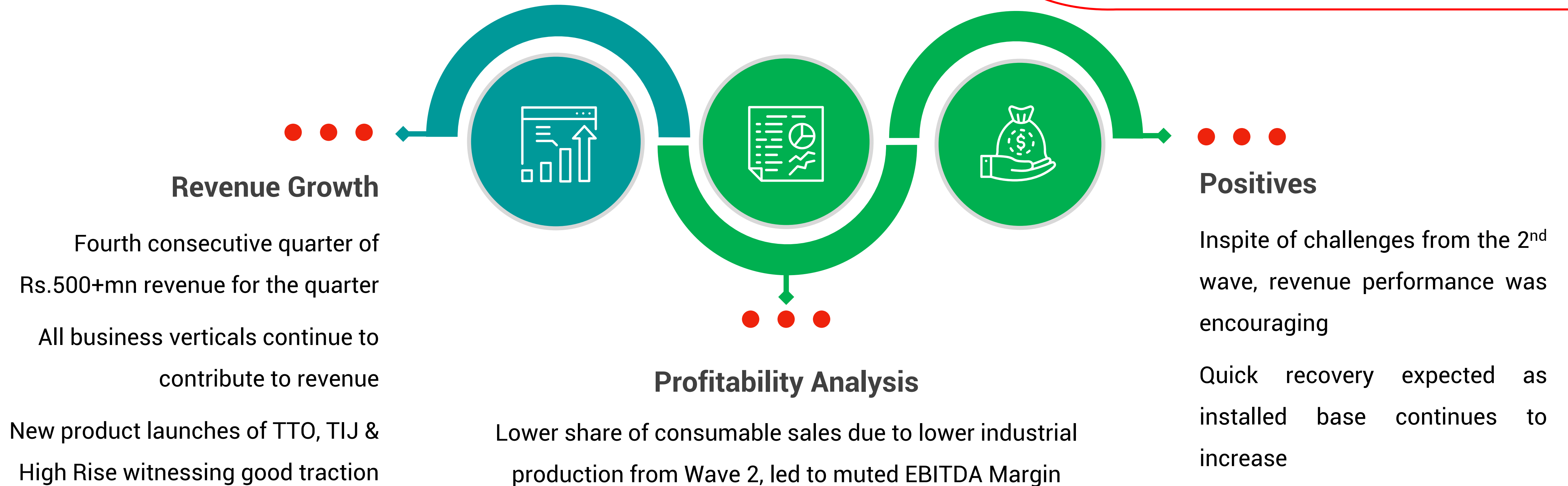
Installed base of
printer crosses
13,000 mark



Company maintains
Top 1000 position
as per market cap on NSE



QUARTER PERFORMANCE HIGHLIGHTS



Sectoral view

The company continues to **dominate in** wood and pipes sector while FMCG sector **picking up**
Control Print is providing solutions to customers to help protect their (customer's) products against counterfeits

Brief Financials for the quarter



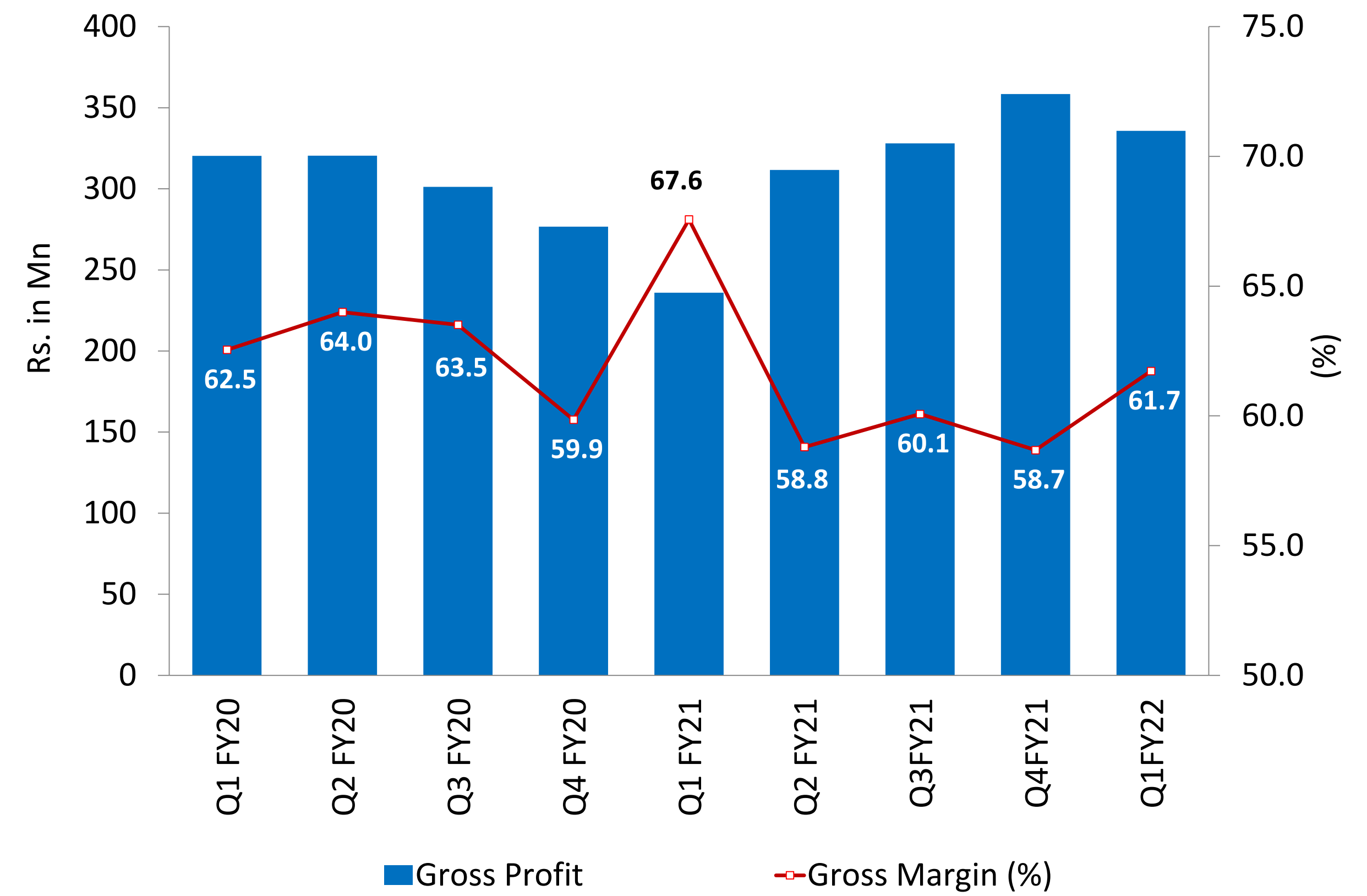
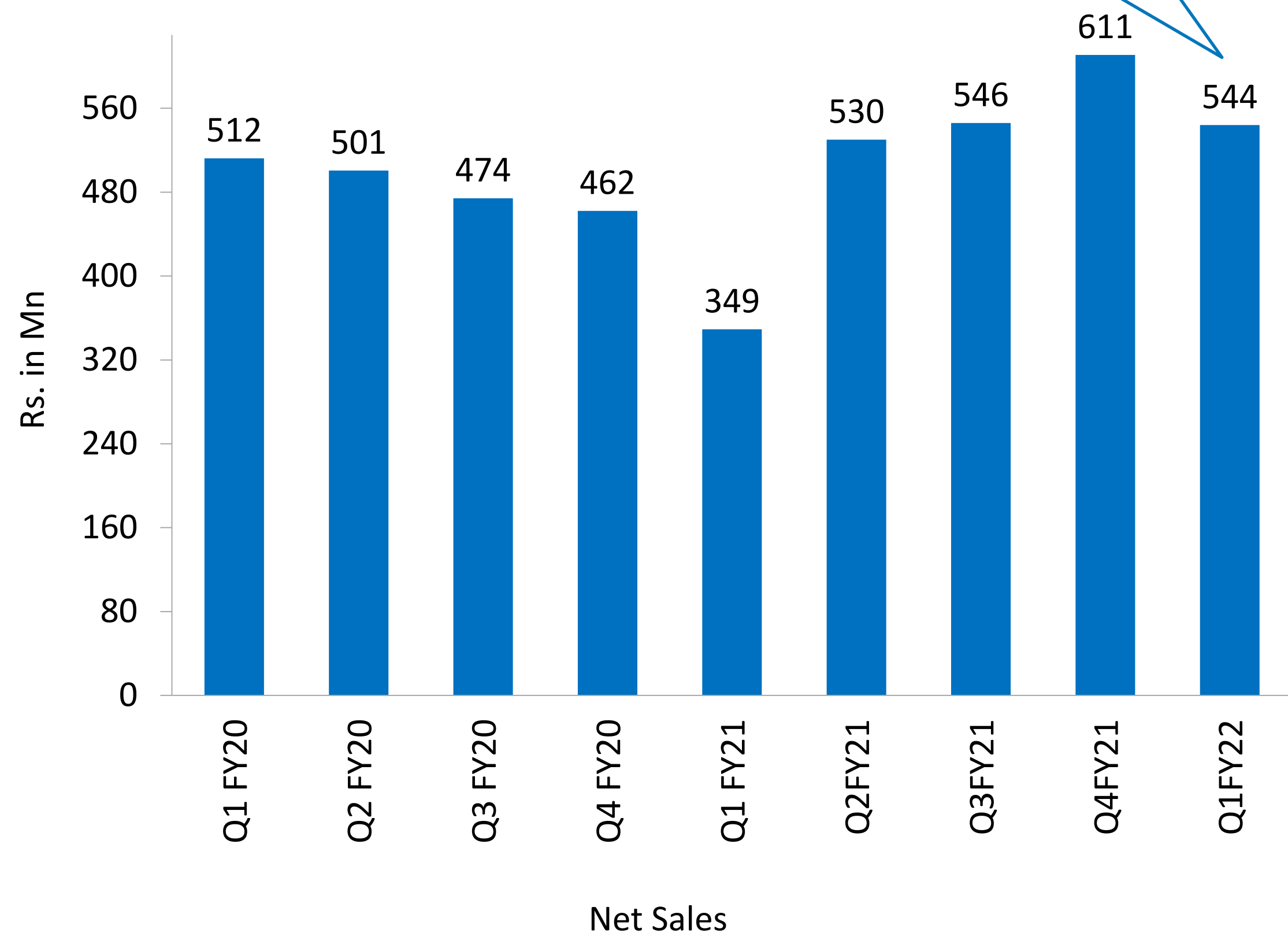
Particulars (Rs mn)	Q1FY22	Q4FY21	Q1FY21	YoY (%)	FY2021	FY2020
Net sales	543.9	610.8	349.2	55.8%	2036.9	1,949.2
Gross Profit	335.8	358.5	235.9	42.3%	1251.0	1,218.5
<i>Gross margin (%)</i>	<i>61.73</i>	<i>58.68</i>	<i>67.57</i>		<i>61.42</i>	<i>62.5</i>
EBITDA	118.2	152.3	84.9	39.2%	498.2	461.0
<i>EBITDA margin (%)</i>	<i>21.73</i>	<i>24.94</i>	<i>24.31</i>		<i>24.46</i>	<i>23.7</i>
EBIT	86.9	130.4	64.1	35.6%	383.0	382.1
PBT (excl. exceptional)	85.6	128.5	60.3	42.0%	370.9	373.5
PAT (excl. exceptional)	57.2	107.2	55.1	3.7%	311.8	309.3
<i>PAT margin (%)</i>	<i>10.51</i>	<i>17.56</i>	<i>15.79</i>		<i>15.3</i>	<i>15.9</i>
Exceptional (loss)/gain#	31.6	0.1	21		(17.9)	(42.9)
EPS(Rs) (excl. exceptional)	3.50	6.57	3.38	3.7%	19.09	18.94
Dividend per Share (Rs.)	-	Final: Rs 4.5	-		Total: Rs 8.5	Total: Rs 8.0

#**Exceptional items for Q1FY22** - for the quarter ended June 30, 2021 includes Rs. 31.57 mn (Credit) being Gain on sale of office premises and assets located at Vasai (Maharashtra) and Rs. 0.06 mn (Credit) towards the changes in fair value of Investments Including profit on redemption of units in Mutual Fund routed through Profit & Loss Account.

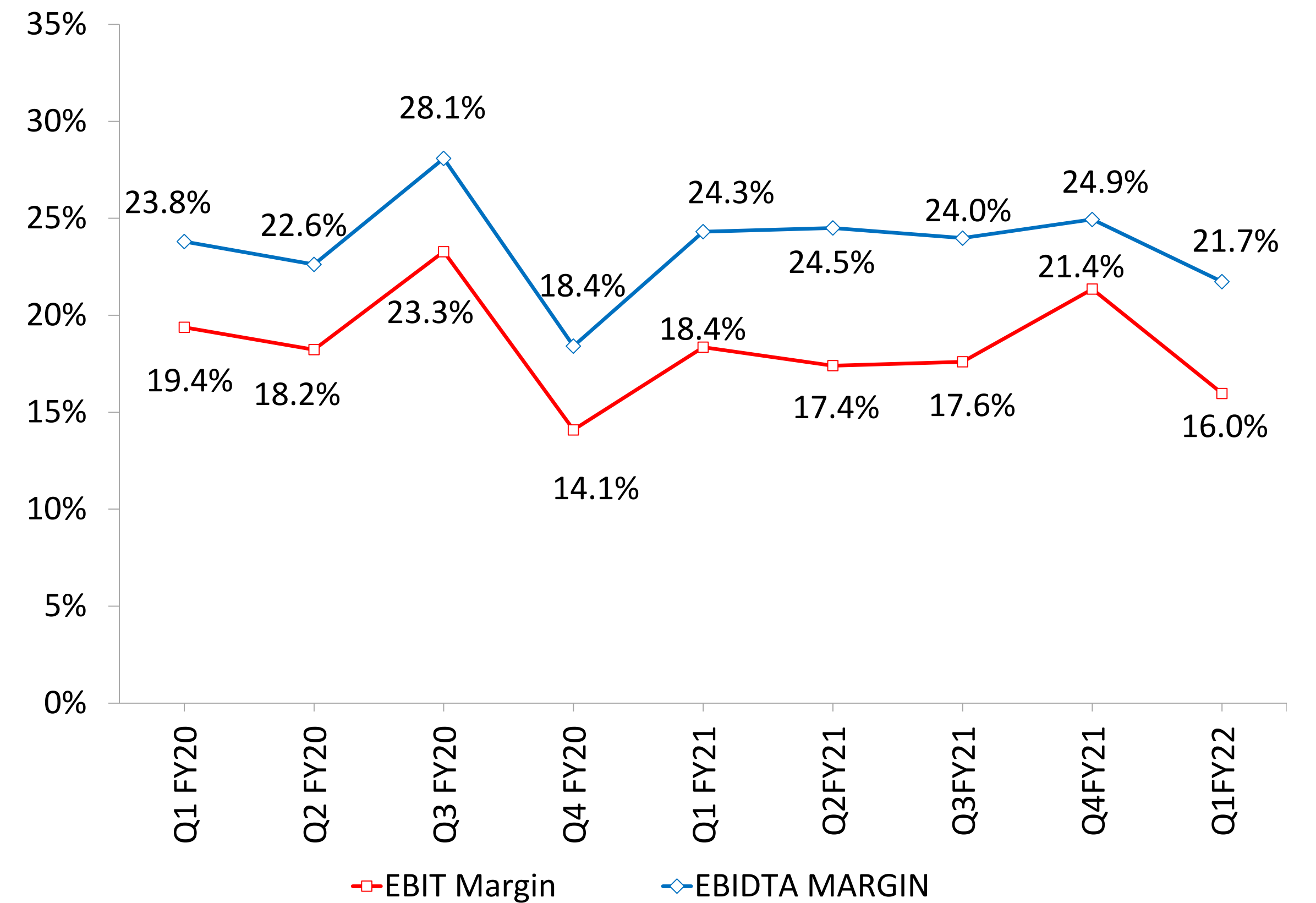
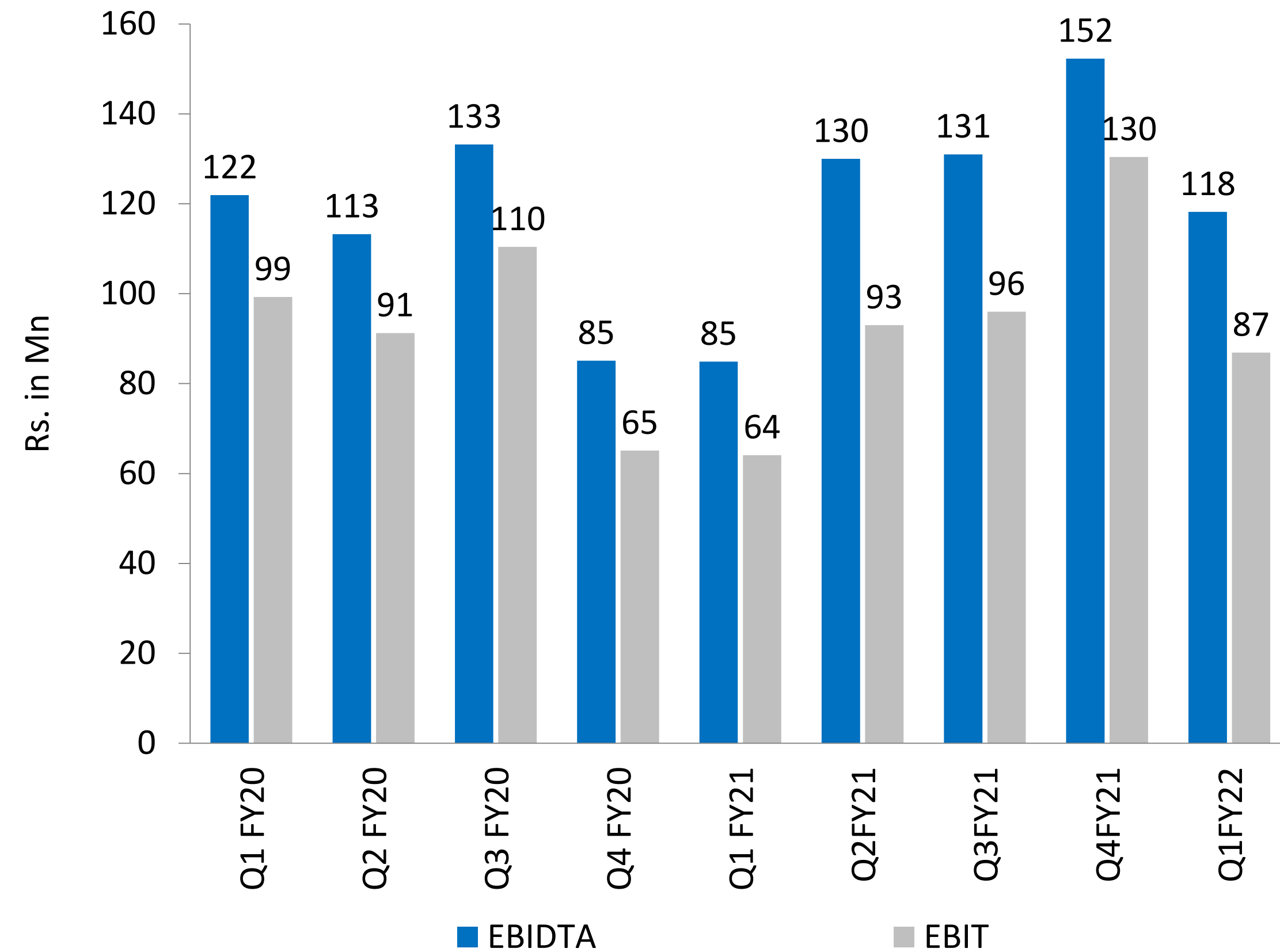
Synopsis of Quarterly Performance (1/2)



Continued Rs 500+ mn quarterly revenue run rate



Synopsis of Quarterly Performance (2/2)



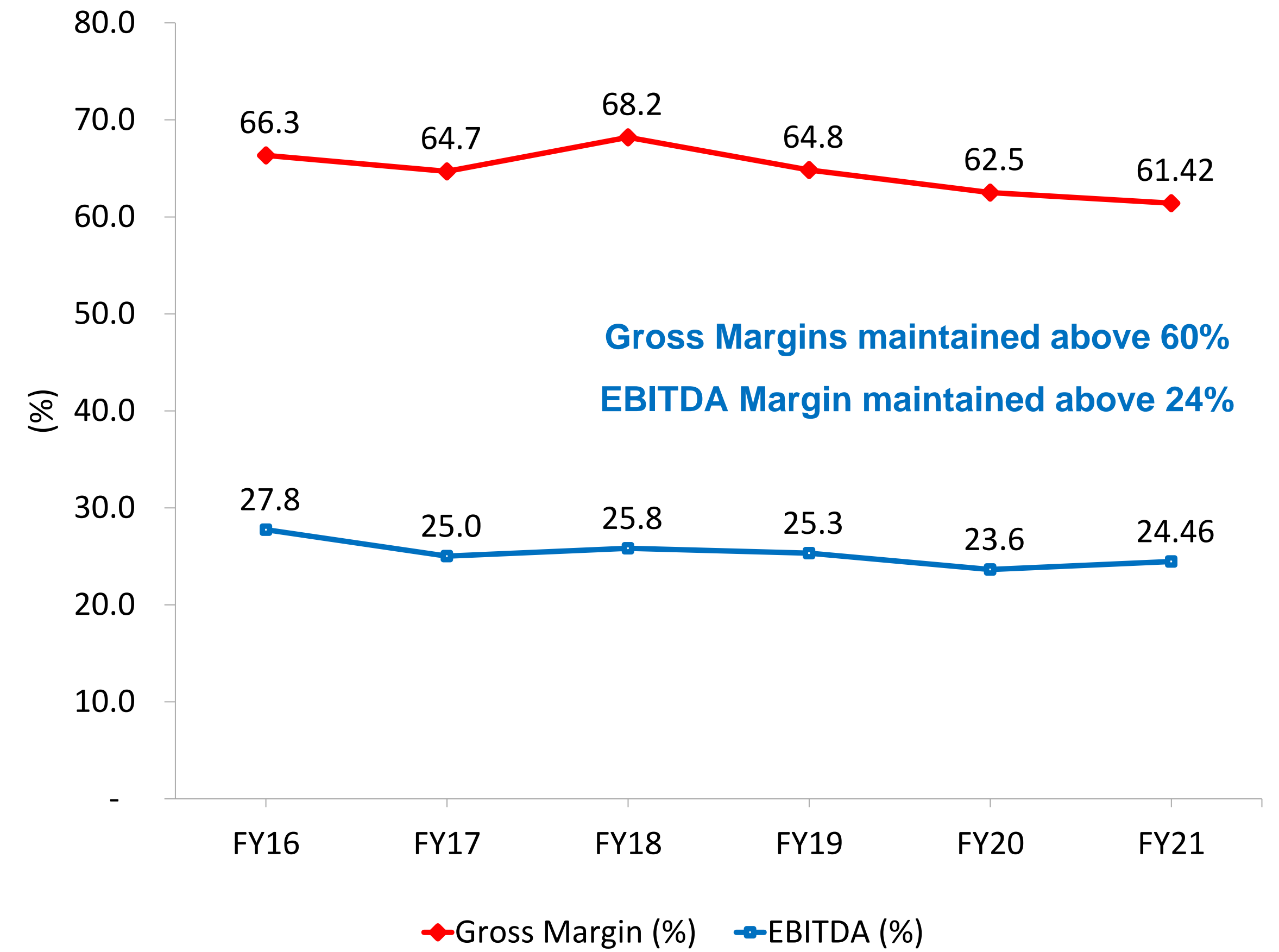
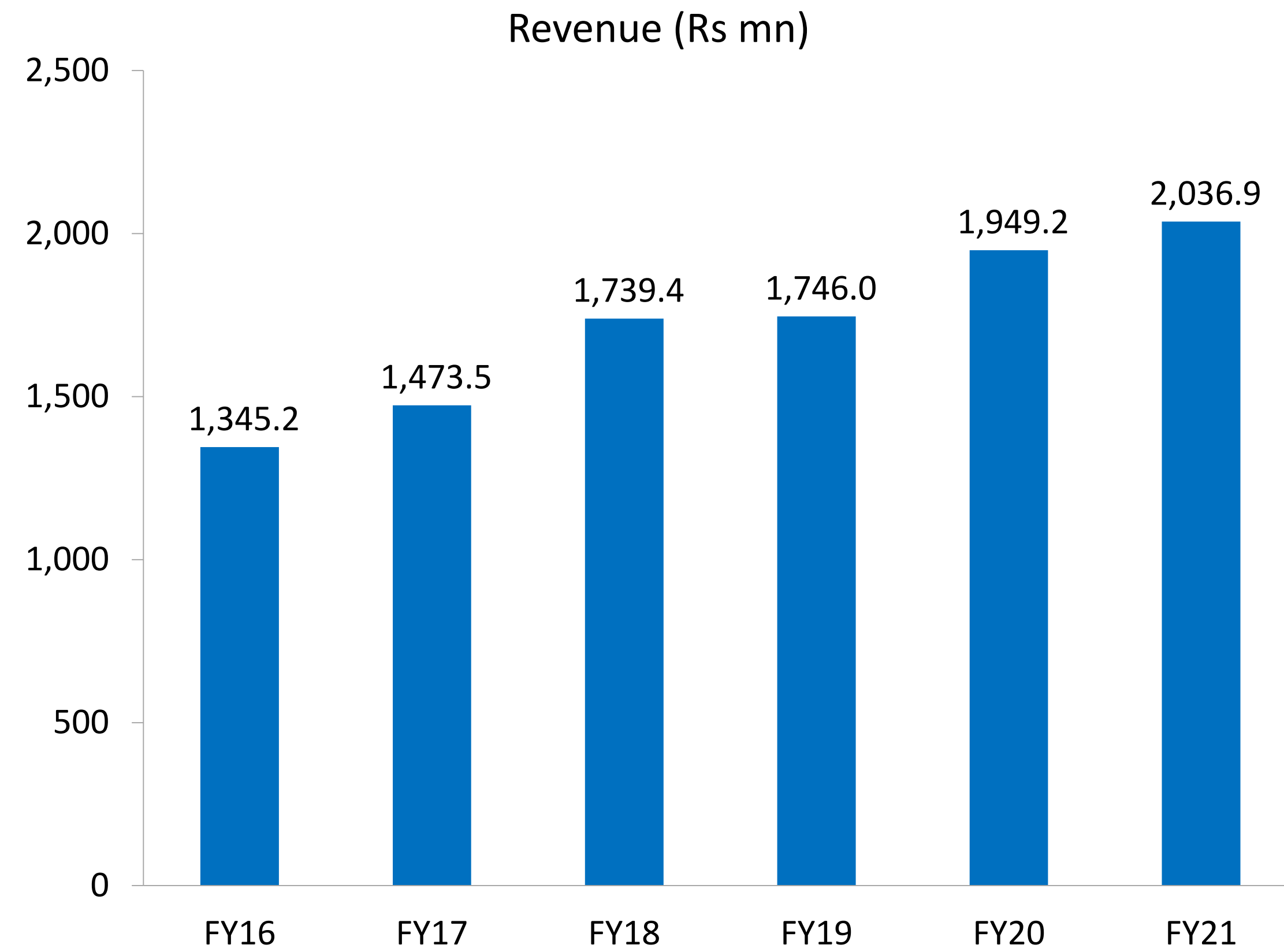
HISTORICAL ANNUAL PERFORMANCE HIGHLIGHTS

Annual Profit & Loss Statement

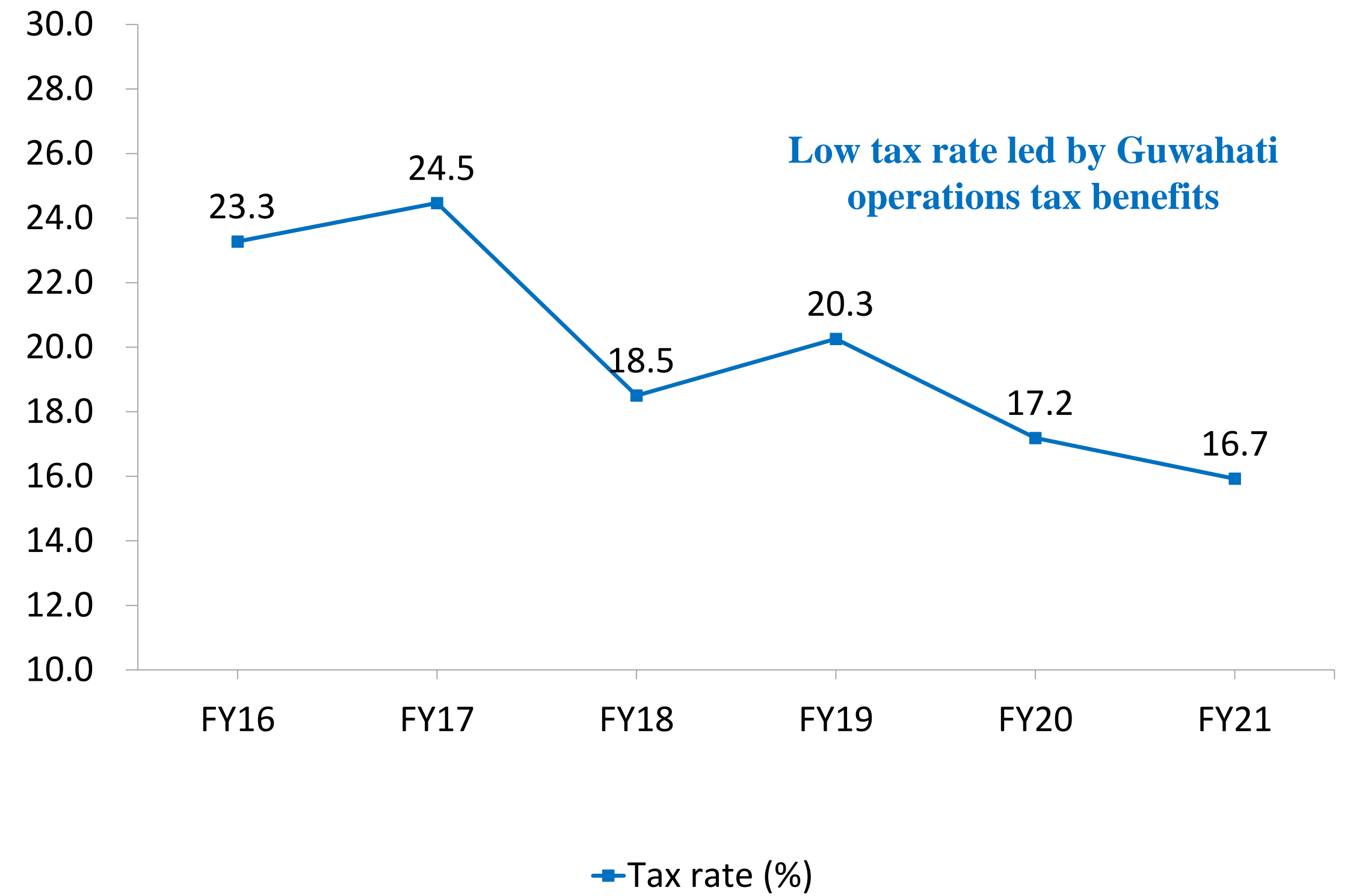
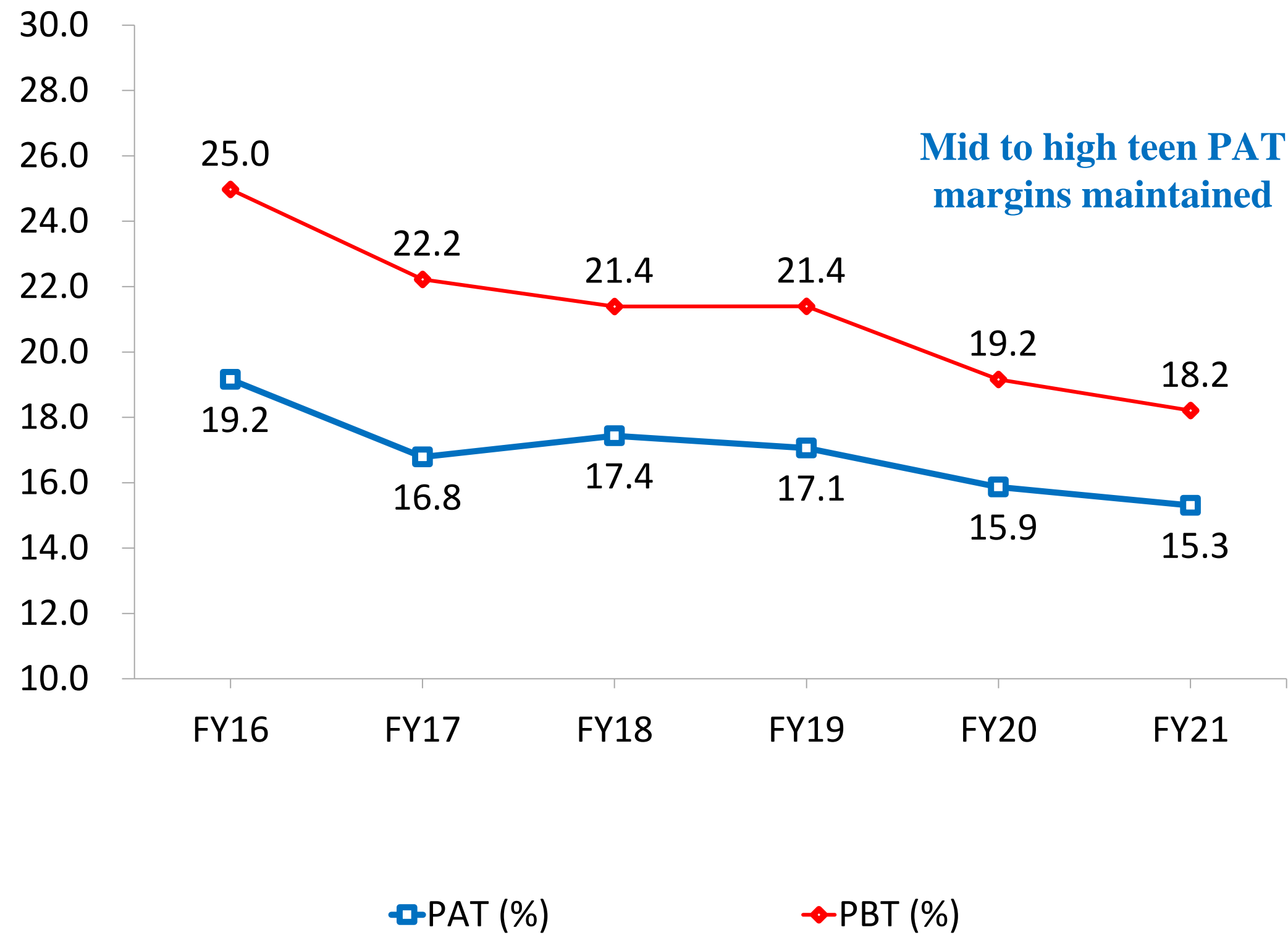


Particulars (Rs mn)	FY17	FY18	FY19	FY20	FY21
Net sales	1,473.5	1,739.3	1,746.0	1,949.2	2036.9
Gross Profit	953.2	1186.3	1132.0	1218.5	1251.0
<i>Gross margin (%)</i>	<i>64.70</i>	<i>68.21</i>	<i>64.84</i>	<i>62.51</i>	<i>61.42</i>
EBITDA	382.6	501.6	399.8	461.0	498.2
<i>EBITDA margin (%)</i>	<i>25.96</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%

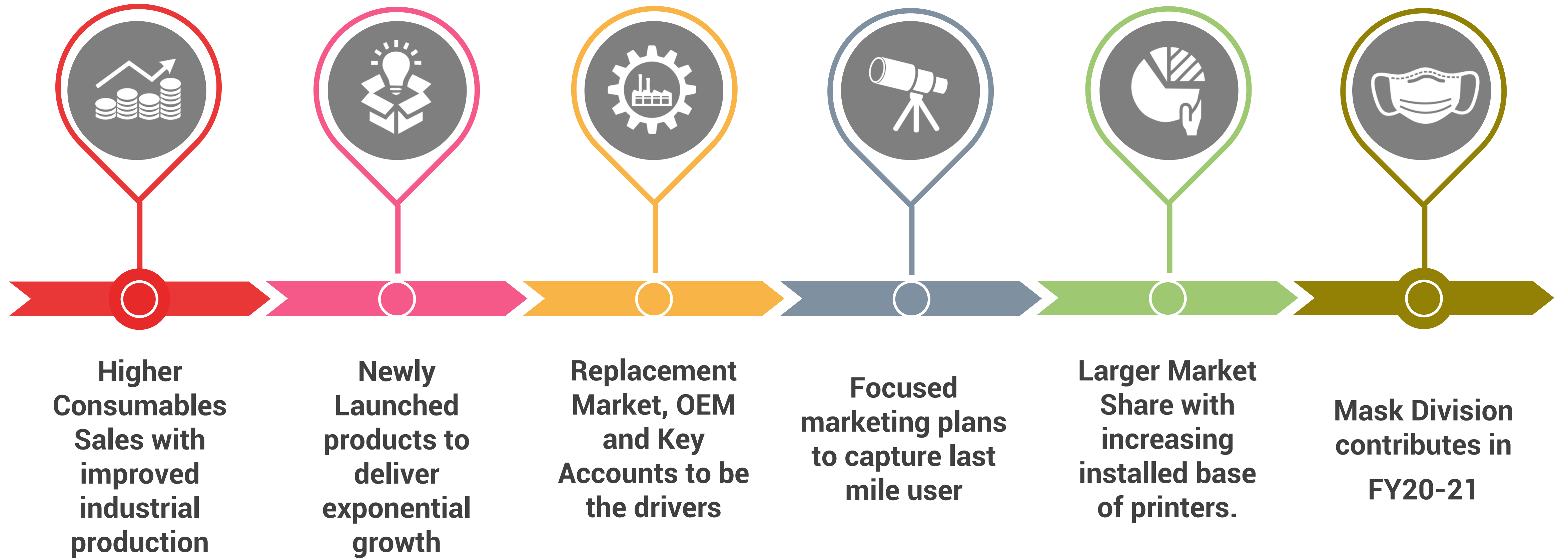
Synopsis of Annual Performance (1/2)



Synopsis of Annual Performance (2/2)



WAY FORWARD



CORPORATE SOCIAL RESPONSIBILITY



Control Print Limited (“CPL”) takes pride in being the only Indian manufacturer in the Coding and Marking industry. Over the past 29 years CPL has successfully delivered high-quality services to its customers while upholding its commitment towards integrity, innovation and excellence.

This is exemplified through its in-house development of innovative solutions in the coding and marking technology segment and is customized to cater to the needs of every Indian industry. CPL’s Corporate Social Responsibility (“CSR”) program is designed to inspire and equip future generation of change-makers to strive for innovation and galvanize technological advancements of products made in India, transforming India into a global manufacturing hub.

In line with its CSR philosophy, CPL aims to continuously develop, implement and manage a wide range of CSR initiatives within a broad spectrum of social issues.



Education

To provide education and employment enhancing vocation skills along with enhancing the potential of young innovators.



Innovation

To contribute to technology incubators and equip the youth to gain a competitive edge and develop sustainable products made in India.



Gender equality

To reduce inequalities faced by socially and economically backward groups and women and empower local artisans to set up small-scale businesses.



Health care

To promote preventive health care and sanitation and provide safe drinking water.



Rural Development

To foster rural development and build the foundation for a developed India by providing basic infrastructure and renewable sources of energy to rural areas.



THANK YOU

For further information please contact

Rahul Khetry
Chief Financial Officer
Email: cfo@controlprint.com
Website: www.controlprint.com

KAPTIFY® CONSULTING
Strategy & Investor Advisory | Consulting
Email: contact@kaptify.in | +91-845 288 6099
Website: www.kaptify.in