

**PURSuing PROGRESS.  
ENSUING EXPANSION.**

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**Disclaimer:** This document contains statements about expected future events and financials of Control Print Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions, and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.

### Investor Information

Market Capitalisation as on 31 March 2023	: ₹ 85,072 Lakhs as per NSE & ₹ 84,998 Lakhs as per BSE (Top 1000 Listed Entity as per Market Cap as on 31 March 2023 on NSE)
CIN	: L22219MH1991PLC059800
BSE Code	: 522295
NSE Symbol	: CONTROLPR
Dividend Declared	: Interim Dividend declared and paid ₹ 4.00/- per share & Recommended Final Dividend Rs. 5.00/- per share (Total dividend ₹ 9.00/- per share)
AGM Date	: Monday, 31 July 2023 at 04:30 pm
AGM Venue	: Video Conferencing (VC)/Other Audio Visual Means (OAVM)

A background image showing a person's hand using a calculator, overlaid with a semi-transparent red filter. The image is decorated with numerous white and light red circles of varying sizes, some of which are semi-transparent, creating a modern, tech-oriented aesthetic.

# Pursuing Progress. Ensuing Expansion.

In the world of business, progress and expansion are two seemingly disparate concepts that are inextricably linked. Progress involves continuously improving operations to increase efficiency and effectiveness, while expansion involves growing a business by overcoming new challenges and exploring new territories. At Control Print Limited, we recognise that both progress and expansion are crucial drivers of success in the longer term.

Throughout our journey in the industry, we have prioritised progress, customer service and sustainable growth as essential elements of our business strategy. We have sought new ideas

and technologies and focussed on enhancing our product portfolio through carefully planned strategies and well-executed operations. We have retained our leadership position and explored new opportunities to expand our reach while raising the benchmark for excellence in our industry.

Our dedication to progress and expansion has enabled us to embrace innovation and create value for our stakeholders. Through this approach, we have expanded our business and laid the foundation for a bright and prosperous future, while constantly 'Pursuing Progress and Ensuing Expansion'

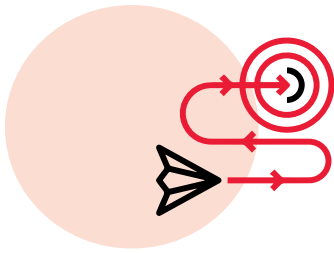
## JOURNEY OF PROGRESS AND EXPANSION

After 32 years of successful operations, Control Print Limited has positioned itself as a significant 'Make in India' coding and marking company. We have established ourselves as a leading player in this industry with ~19% share in the organised market.

We are committed towards becoming a dependable partner by recognising the crucial significance of maintaining an uninterrupted production line. We have two state-of-the-art manufacturing facilities, enabling us to deliver high-quality products and services that fulfil the diverse needs of our esteemed clients. Our Company's robust R&D and innovation team is aligned with market trends. They have helped us carve a dominant

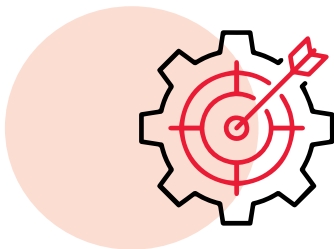
market position, despite strong presence of multinational companies and import dependence.

We are consistently growing our B2B consumer base by working on our integrated model. We are determined to provide best-in-class printers to our clients, which will allow them to print vital information on their products.



## Vision

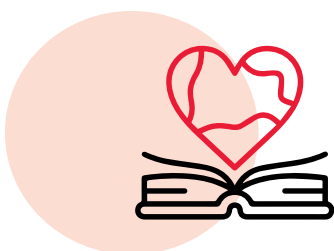
To be South Asia's leading coding and marking solutions provider.



## 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



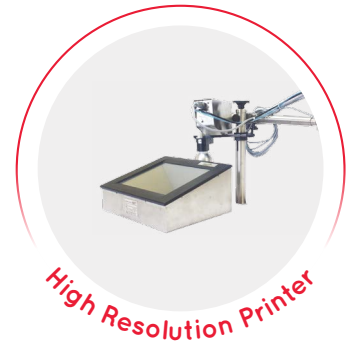
## Values

- > Integrity
- > Reliability
- > Innovation
- > Excellence
- > Precision

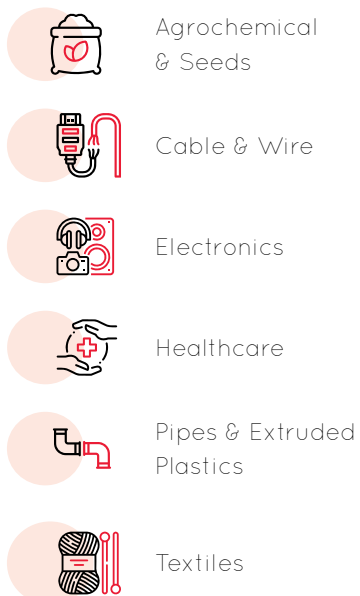


## PURSUING PROGRESS WITH DIVERSE OFFERINGS

Our Company is experiencing a steady growth, due to our diverse range of offerings that cater to a broad customer base. Our innovative and efficient products serve multiple industries. By leveraging our unique product portfolio, we are poised to attain greater visibility, while adding values to our stakeholders. Our diverse offerings continue to bolster our market domination, while aiding us in our strategic progression.



## INDUSTRIES WE SERVE:



# PROGRESSING WITH **UNIQUE STRATEGIC ENDEAVOURS**



We, at Control Print Limited, are committed to developing and introducing new products that align with market demand. With our forward-looking approach, we are constantly innovating to ensure that our products remain relevant. As we pursue the path of progress, we offer products that are in sync with the evolving demands of our customers. Our commitment to customer-centricity has enabled us to stay ahead of the curve and maintain a competitive edge in the industry.



## PRIMARY GROWTH DRIVERS, PROPELLING OUR JOURNEY.



### REGULATORY REQUIREMENTS

Packaging regulations across nations mandate specific information to be displayed such as product name, MRP, ingredients, manufacturing, and expiry dates. Recently, the Indian Government added a new requirement for QR codes on domestic and imported Active Pharmaceutical Ingredients (APIs) further driving the need for an industry specific solution. Our Company fits perfectly in this scenario, as we offer regulatory-compliant solutions to print information and identification codes on packaging.



### BRANDING

Enhancing visibility through product branding is essential for any company. It not only attracts customers, but also differentiates the company from its competitors. This helps companies to establish a specific market presence. Our coding and marking solutions enable companies to improve their brand identity by accurately marking products with their logo or identifying information. A competitive advantage is created through enhanced product appeal and brand recognition, along with the protection of brand reputation.



### TRACEABILITY

Businesses like pharmaceuticals, food & beverages, and consumer goods are required to monitor their supply chain from origin to consumption in order to ensure the quality and safety of their products. Our Company's coding and marking solutions offer unique identification codes on packaging. These codes comply with regulations and boost consumer confidence.



### COUNTERFEIT PREVENTION

Several industries are affected due to counterfeiting. With increasing demand and high volumes, it gets challenging for companies to prevent such occurrences. Our coding and marking solutions help businesses to prevent counterfeiting by offering unique identification codes and security features. These features reduce significant risks to consumer health and safety, while building trust and offering additional value to customers.



### INDUSTRIAL DEMAND

The coding and marking systems market is being driven by several factors, including the growing demand for these systems in various industries such as building material, food and beverage, pharmaceutical, and cosmetic industries, among others. Additionally, there is an increasing need for accurate product identification and quality control, which is also contributing to the growth of this market. Another factor driving this growth is the increasing adoption of automation in the manufacturing sector, which is increasing the demand for coding and marking systems.

## GLOBAL COLLABORATIONS



We have always believed in keeping ourselves ahead of the curve. By keenly observing the trends and ever-evolving requirements, we prepare ourselves for the influencing factors to make ourselves future-proof. This strategy has enabled us to forge valuable partnerships, that boost our technology prowess while expanding our product portfolio. In this pursuit, we have collaborated with two technologically advanced global players in this year.



### V SHAPES SRL

We executed a Joint Venture Agreement on 8 December 2022 with the Italian brand V Shapes SRL to form a Joint Venture Company in India. It is renowned for its eco-friendly single dose sachets and packaging machinery. Through this strategic partnership, our Company looks to expand beyond coding and marking, while introducing cutting-edge Italian technology to the Indian market. V Shapes also produces packaging with 'Snap and Squeeze' technology, allowing for easy opening without cutting or tearing. This will not only bring us closer to our sustainability goals, but also broaden our reach in different business segments.



### MARKPRINT BV

We acquired Markprint BV, a prominent provider of high-speed printing and coding solutions, to expand our reach in the European market. This acquisition also allows us to bring innovative 'Markprint' products to the Indian market. This is particularly effective in the area of high-quality single-pass printing for packaging and industrial applications.