



Speed
Reliability
Value Performance

COMPUGAME INFOCOM LTD

10th February, 2022

To,
The Corporate Services Dept.
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001.

National Stock Exchange of India Ltd.,
Exchange Plaza,
C-1, Block G, Bandra Kurla Complex,
Bandra (E),
Mumbai - 400 051.

Security Code: 532456
ISIN: INE070C01037

Symbol: COMPINFO

Sub: Investor Presentation

Dear Sir / Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith the February 2022 Investor Presentation for Q3 & FY22.

This is for your information and records.

Thanking you,

Yours faithfully,
For Compugame Infocom Limited,

Anmol Jolly
Company Secretary



Place: Mumbai
Encl: As above.

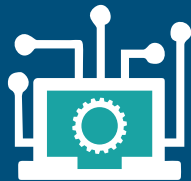


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COMPUAGE INFOCOM LTD

Compuage Infocom Limited

Investor Presentation
February 2022

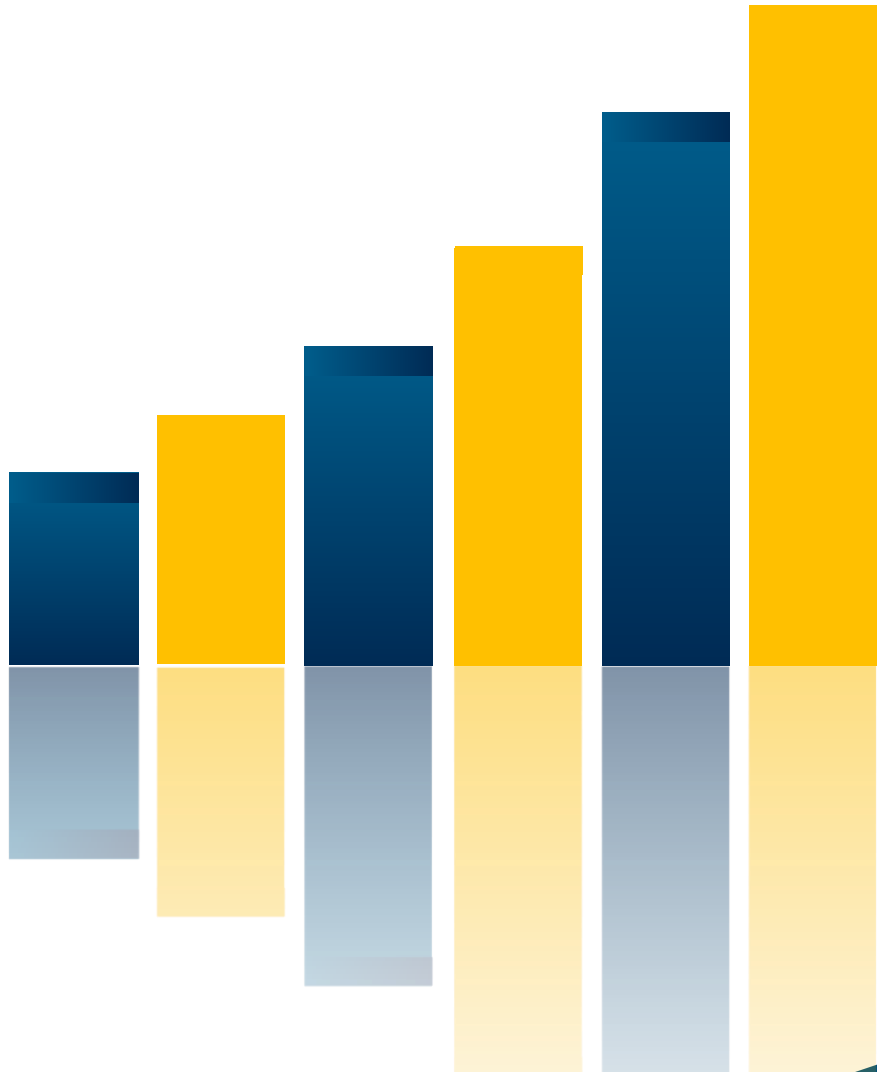


Enhanced Commitment
Enduring Growth

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Q3FY22 Financial Highlights

Q3FY22 Performance



Consolidated Total Income

Rs. 1,141.8 Crores

12.7% YoY

Consolidated Gross Profit

Rs. 53.8 Crores

21.3% YoY

Consolidated EBITDA

Rs. 31.1 Crores

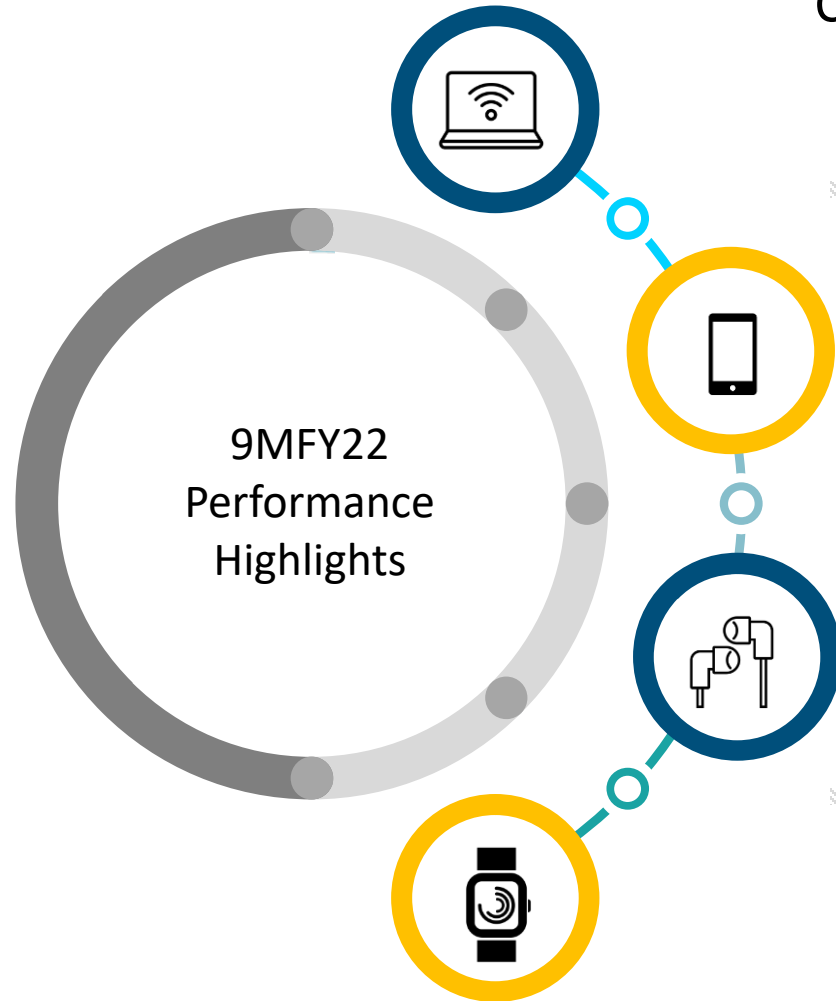
36.1% YoY

Consolidated PAT

Rs. 7.8 Crores

26.7% YoY

9MFY22 Performance



Consolidated Total Income

Rs. 2,932.0 Crores

10.0% YoY

Consolidated Gross Profit

Rs. 137.9 Crores

15.9% YoY

Consolidated EBITDA

Rs. 78.4 Crores

27.3% YoY

Consolidated PAT

Rs. 16.3 Crores

24.6 % YoY

Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs.)	Q3FY22	Q3FY21	YoY%	Q2FY22	QoQ%	9MFY22	9MFY21	YoY%
Revenue from Operations	1,137.5	1,008.3	12.8%	1,121.2	1.5%	2,918.4	2,650.1	10.1%
Other Income	4.3	4.8		4.9		13.6	14.2	
Total Income	1,141.8	1,013.0	12.7%	1,126.1	1.4%	2,932.0	2,664.3	10.0%
Cost of Goods Sold	1,088.0	968.7		1,073.2		2,794.1	2,545.3	
Gross Profit	53.8	44.4	21.3%	53.0	1.6%	137.9	118.9	15.9%
Gross Profit Margin (%)	4.7%	4.4%		4.7%		4.7%	4.5%	
Employee Expenses	8.1	8.3		9.0		24.8	25.8	
Other Expenses	14.6	13.2		14.1		34.7	31.5	
EBITDA	31.1	22.8	36.1%	29.9	4.0%	78.4	61.6	27.3%
EBITDA Margin (%)	2.7%	2.3%		2.7%		2.7%	2.3%	
Depreciation	0.9	0.9		0.8		2.5	2.7	
EBIT	30.1	21.9	37.4%	29.1	3.5%	75.8	58.8	28.8%
EBIT Margin (%)	2.6%	2.2%		2.6%		2.6%	2.2%	
Finance Cost	19.3	13.9		19.5		54.0	41.6	
Profit before Tax	10.9	8.1	34.9%	9.6	13.4%	21.8	17.3	26.1%
Tax	3.1	1.9		2.0		5.4	4.1	
Profit After Tax	7.8	6.1	26.7%	7.5	2.8%	16.3	13.1	24.6%
PAT Margin (%)	0.7%	0.6%		0.7%		0.6%	0.5%	

Consolidated Balance Sheet

ASSETS (Rs.Crs)	Sep-21	Mar-21
Non-Current Assets		
Property, Plant & equipment	45.6	47.1
Intangible Assets	4.6	0.0
Financial Assets		
i) Investments	0.5	1.0
ii) Other Financial Assets	0.0	4.9
Total Non-Current Assets	50.7	53.0
Current Assets		
Inventories	312.2	319.4
Financial Assets		
i) Trade Receivables	530.3	554.8
ii) Cash and Cash Equivalentents	5.8	7.8
iii) Bank Balances	79.3	63.8
iv) Loans	5.3	10.7
v) Other Financial Assets	18.9	16.3
Current Tax Assests	1.1	1.9
Other Current Assets	79.8	105.3
Total Current Assets	1,032.7	1,079.9
Total Assets	1,083.4	1,132.8

EQUITY AND LIABILITIES (Rs.Crs)	Sep-21	Mar-21
Equity		
Equity Share Capital	13.0	13.0
Other Equity	216.6	209.3
Total Equity	229.5	222.3
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	65.8	71.1
Provisions	1.8	1.8
Deferred Tax Liabilities	3.9	3.9
Total Non-Current Liabilities	71.5	76.8
Current Liabilities		
i)Borrowings	447.9	506.6
ii)Trade Payables	230.2	243.7
iii) Other financial liabilities	66.9	47.3
Other Current Liabilities	37.1	35.8
Provisions	0.3	0.3
Total Current Liabilities	782.3	833.7
Total Equity and Liabilities	1,083.4	1,132.8

New Partnerships



Lexmark International

Authorized Service Provider for services related to Single & Multifunction Laser Printers including but not limited to, Break-Fix Services, Installation Services, Maintenance Kit and install, Consumable Service Parts and Installation



Micro-Star International

Distribution for enabling penetration of laptops with latest technology



EPPS Infotech

Distribution agreement for providing Enterprise Resource Planning



Optoma Corporation

Distribution of Interactive Flat Panel in India



SmartCard Marketing Systems (SKMG)

Distribution agreement for providing cloud services



Zhejiang Dahua Technology

Distribution of its entire range of CCTV surveillance and video management solutions & Storage business



Alcatel-Lucent

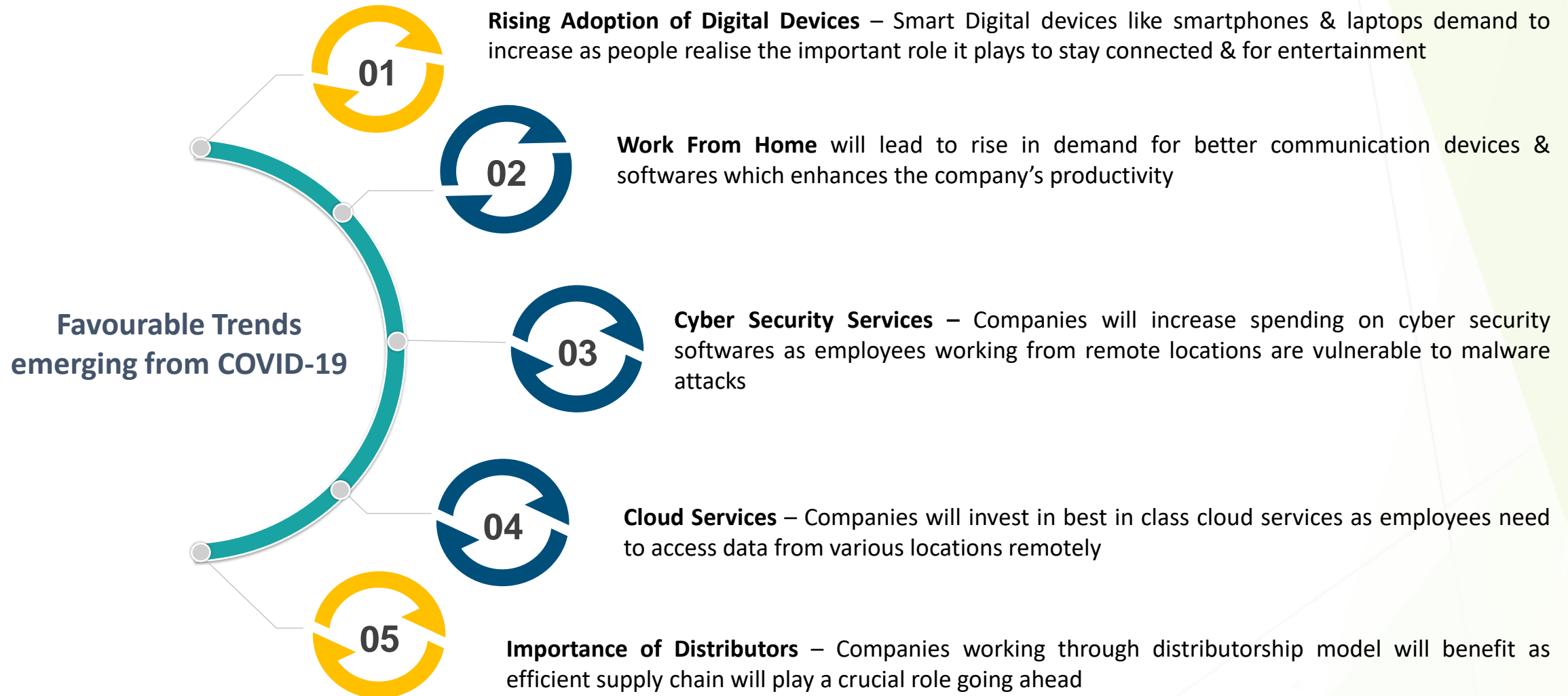
Distribution agreement for Voice, Data and Cloud Solutions for India & SAARC Market



Acronis India

Cloud Distribution agreement with for enabling resell of Acronis Cyber Security and Data Protection solutions

New Business Trends emerging from Covid-19



Compuage – Well Placed to take the Advantage

Product Portfolio

Strong product portfolio based on in-depth expertise and strong domain knowledge which drives cross sales enhancing sales volumes

Partner Bonding

Wide spread distribution network, regular promotional programmes to maintain partner interest & help partners with accelerator tools to boost sales

Customer Satisfaction

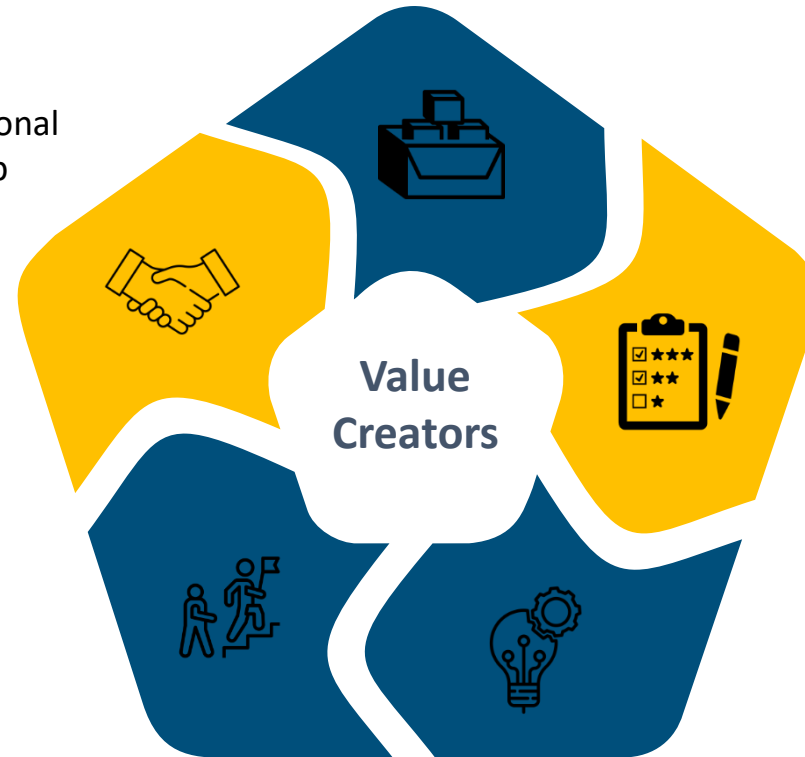
Strong pre & post sales support and efficient supply chain management

Market Leadership

Emerged as one of the leading IT and Mobility products and services provider in India

Technology Developments

Continuous and strategic investments in technology upgradation across all businesses for efficient operation & better productivity





About the Company

Compuage in a Nutshell

About Compuage Infocom

- ❖ Compuage Infocom is a distribution house creating opportunities for its channel partners through aggressive market development backed by efficient supply chain management. The company acts as a strategic link between vendors (brands) and partners (resellers), equipping them for unprecedented levels of business performance.
- ❖ Compuage focuses on Enterprise Solutions, Cloud Computing, PCs & Peripherals and Hardware Services.
- ❖ With 46 sales offices, 25 warehouses, 69 service centres and a team of over 750 professionals across the country and region, Compuage represents 28 global brands and supports over 12,000 online & offline retailers, resellers and system integrators.

❖ Founded in 1987

❖ Listing in 2000

❖ Headquarter in Mumbai

FY21 Total Income
Rs. 3,747 Crores

Channel Partners
12,000+
Online & Offline Channel Partners

Presence
600+ Indian Cities through Branch Offices,
Service Centers and Channel Partners



28
Global Brands



69
Service Centers



750+
Employees



25
Warehouses



46
Sales Offices



Global Footprint
7 across SAARC Nations

Milestones

Commencement as a Reseller

Commencement of business of Computer Consumables as a Corporate Reseller



1987

2001



Started Distribution & Got Listed

Forayed into distribution. Got listed on stock exchanges

Aggressive Reach Out Campaign

Launched and executed 60 city campaign which showcased our products to over 6,000 partners across India



2006

2010



IT Enterprise Vertical Establishment

Established footprint in Enterprise Segment

Global Foot Print

Established operations in Singapore to serve SAARC Region



2012

2018



Ventures Into Hardware Services

Forges relationships with brands beyond distribution arena

Cloud Computing

Commences Cloud Computing journey by becoming an active service provider of cloud products / services



2020

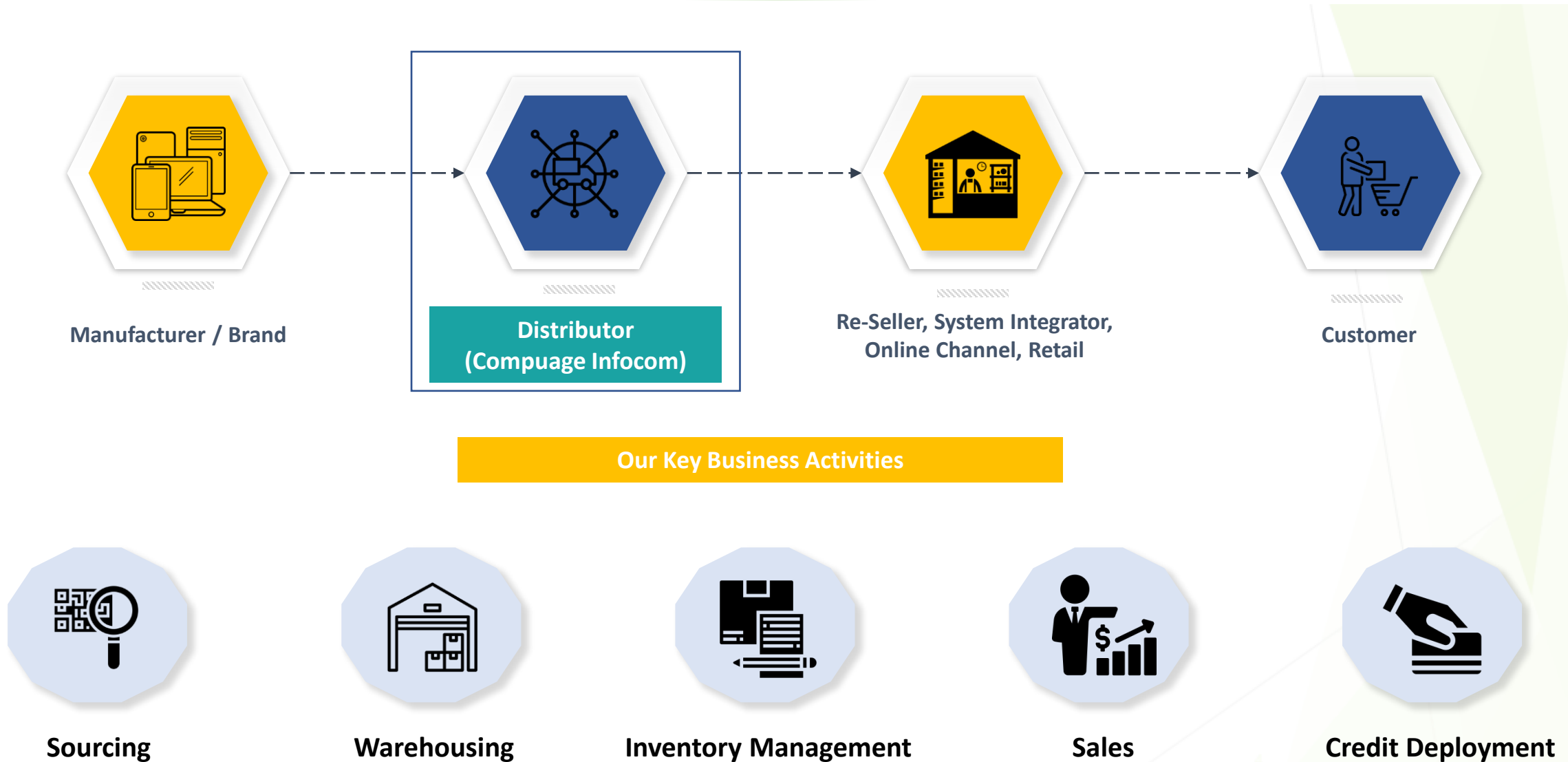
2022



Completed 30+ successful years

750+ professionals, 46 sales offices, 25 warehouses, 69 service centers, 28 global brands, 12,000 partners and presence in 600 cities & towns

Business Flow



Association with Renowned Brands

IT Consumer



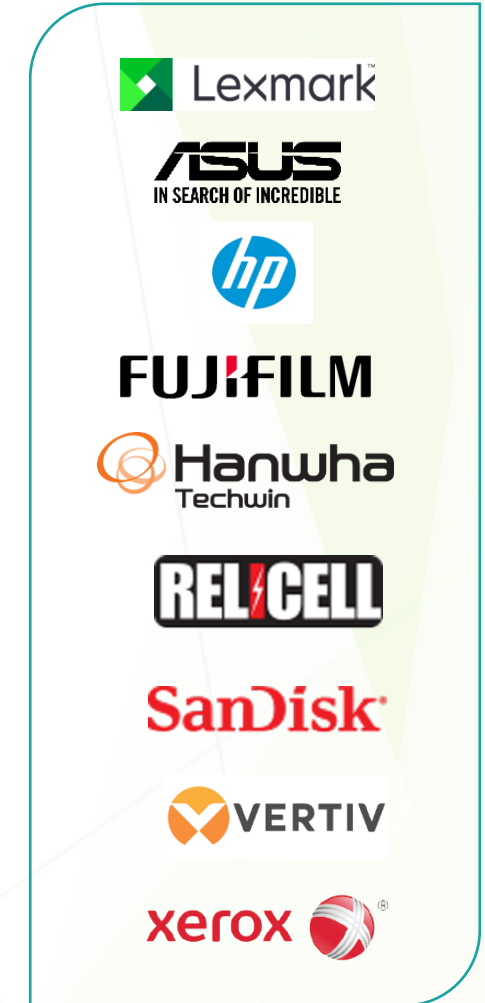
Enterprise Solutions



Cloud Computing



Hardware Services



Widely Diversified Product Portfolio



IT Consumer

Consumables
Components
Peripherals
PCs
Audio Products
Wearables
Mobile Accessories
Smartphones



Enterprise Solutions

Network Infrastructure
Physical Safety & Security
Power
Security
Software



Cloud Computing

Business Applications
Communication &
Collaboration
Cloud Management
Services
Infrastructure
Vertical Solutions



Hardware Services

Basic Repairs
Chip Level Repairs
Online and Onsite Support
Swap

Wide bouquet of offering across the business segments & product categories

Board of Directors

Atul Mehta
Chairman & Managing
Director



B.Com and MBA in Finance from USA.
Founder Member of the Company with focus on
Strategic Planning and Financial Management

Bhavesh Mehta
Director & COO



B.Com and M.Com with specialization in
Marketing. Associated with the Company since
two decades with expertise in sales and
marketing

G.S. Ganesh
Independent Director



A Chartered Accountant by qualification and
Investment Banker by profession with experience
of 30+ years. His areas of expertise include,
Financial Restructuring, Mergers and Acquisitions
and Project Financing

Virendra Bhatt
Independent Director



M.com, ACS, AMBIM (U.K.) having more than 54
years of work experience. Whole time practicing
Company Secretary from 34+ Years and serving
many listed Companies as a Consultant

Vijay Agarwal
Independent Director



M.Com and Chartered Accountant by
qualification. He has been in practice for more
than 30+ years

Hetal Kudecha
Additional Independent
Director



Company secretary and a Lawyer with over 15
years of experience in corporate advisory,
Business solutions and compliance space and 4
years of experience in knowledge management

Leadership Team



Atul H Mehta
Chairman & Managing Director



Bhavesh H Mehta
Director & COO



Sunil Mehta
Chief Finance Officer



Amit Sharma
Vice President Sales



Ujjwal Kholkute
Vice President Business



Anmol Jolly
CS & Compliance Officer



Pawan Durani
Vice President Sales



Sagar Abraham
Head Service



Bindiya Lilapara
Manager HR



Amit Nemani
Vice President Business



Kajal VishwKarma
Marketing & Communication
Specialist



Shreyas Vyas
Head IT



Abhijeet Kunte
Deputy General
Manager Business



Dilip Darji
Head Accounts &
Finance

Brand Partnerships

- Adding product lines that would enable Compuage offer a complete basket of products to its channel partners



Penetrating Untapped Geographies

- To be present across the metro cities as well as tier II and tier III cities
- Penetrate across underserved geographies of the nation to help drive volume for the distribution intermediaries



Diversified Sales Channels

- Serving important link between channel partner and end customer
- To be present across all forms of channels across the country



Enhance Service Offerings

- Hardware Services and Technical Support - Pre and Post Sales

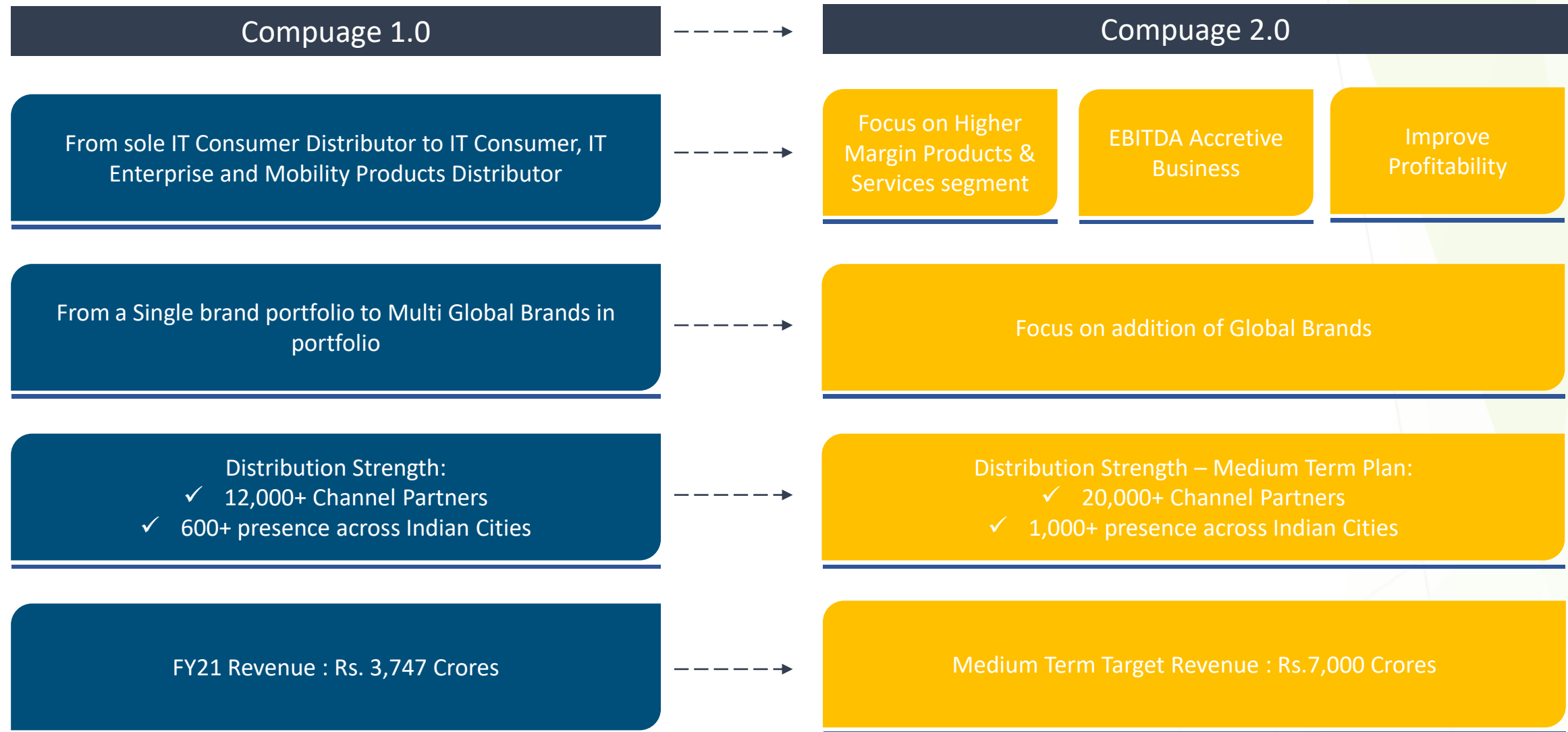


Medium Term Target

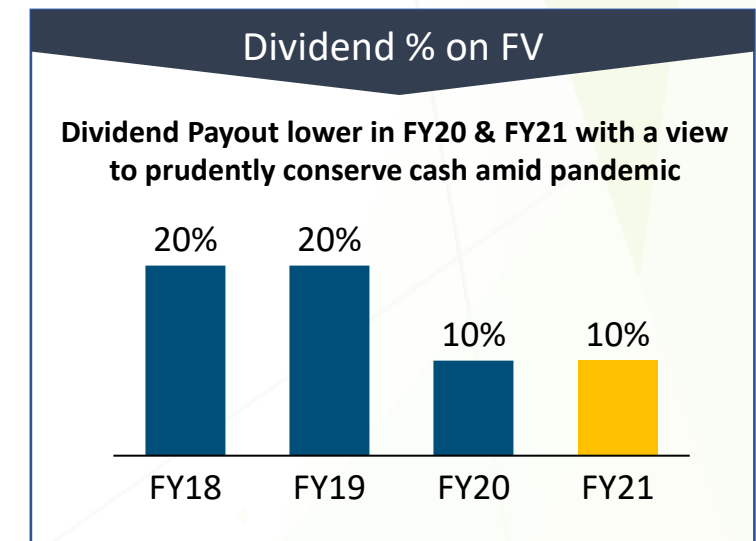
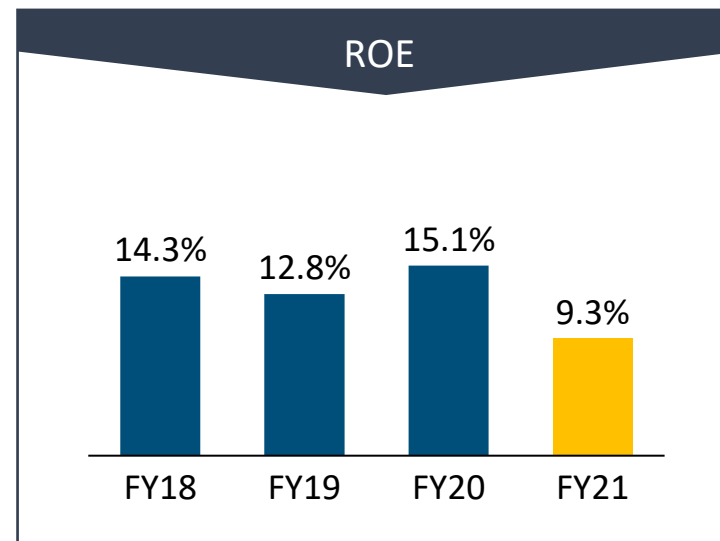
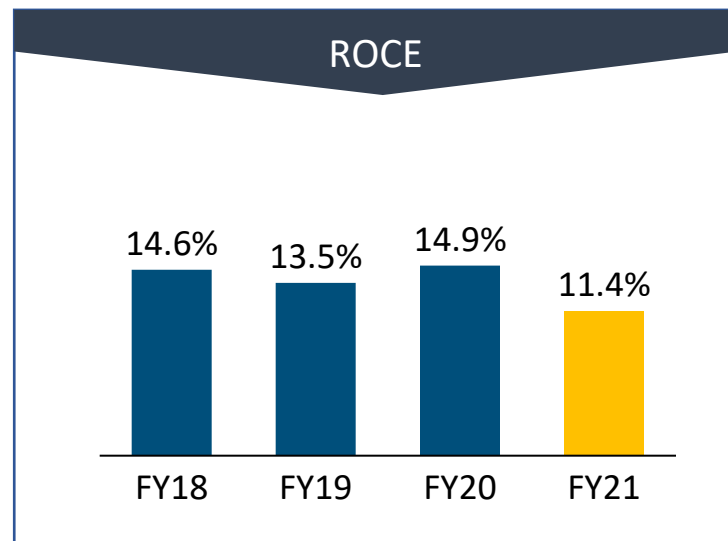
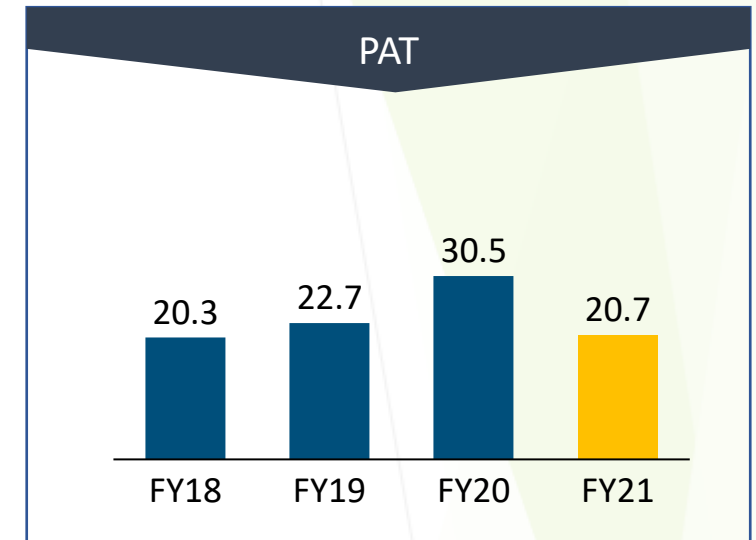
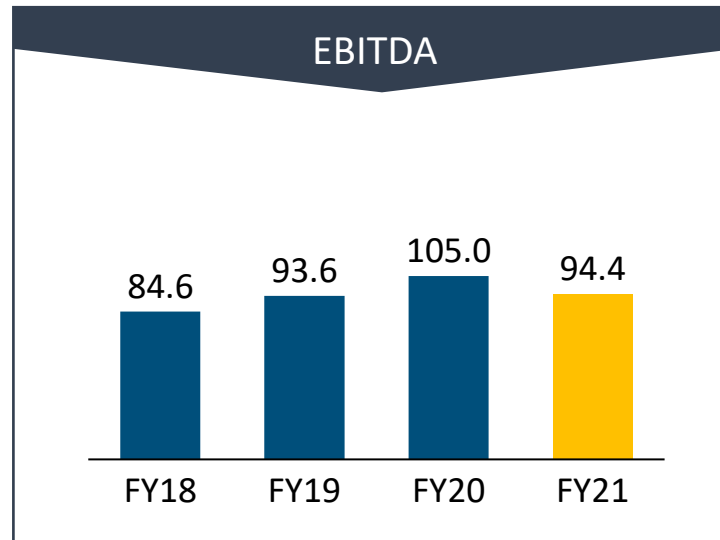
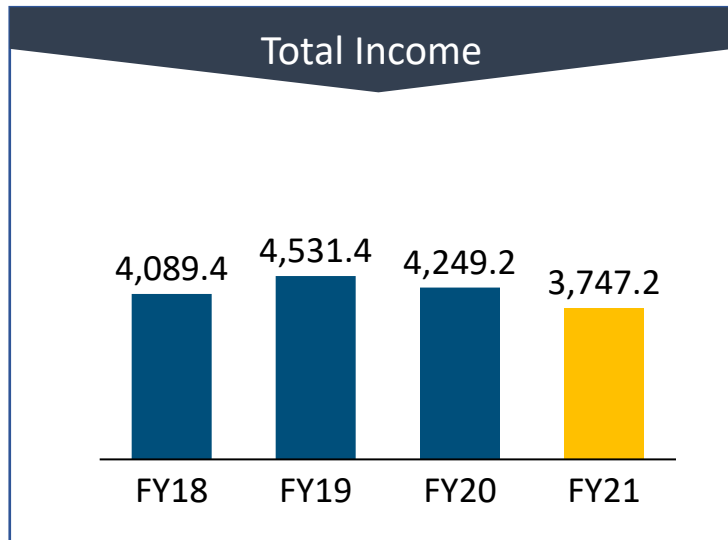
- Revenue of US\$1 billion
- 2X Profitability
- Penetrate 20,000 Partners in 1,000 cities



Programming Growth: VERSION 2.0



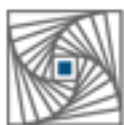
Historical Financial Highlights



FY21 Financials have been impacted due to Covid-19 lockdowns and hence, not directly comparable to previous periods

For further information, please contact:

Company :



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

Compuage Infocom Ltd.
CIN – L99999MH1999PLC135914

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www.compuageindia.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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