

Speed  
Reliability  
Value Performance

**COMPUAGE INFOCOM LTD**

17<sup>th</sup> November, 2021

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 November 2021 Investor Presentation for Q2 & FY22.

This is for your information and records.

Thanking you,

Yours faithfully,  
For **Compuage Infocom Limited,**

**Anmol Jolly**  
**Company Secretary**



**Place: Mumbai**  
**Encl: As above.**

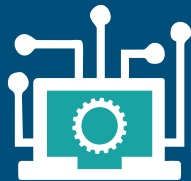


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COMPUAGE INFOCOM LTD

# Compuage Infocom Limited

Investor Presentation  
November 2021



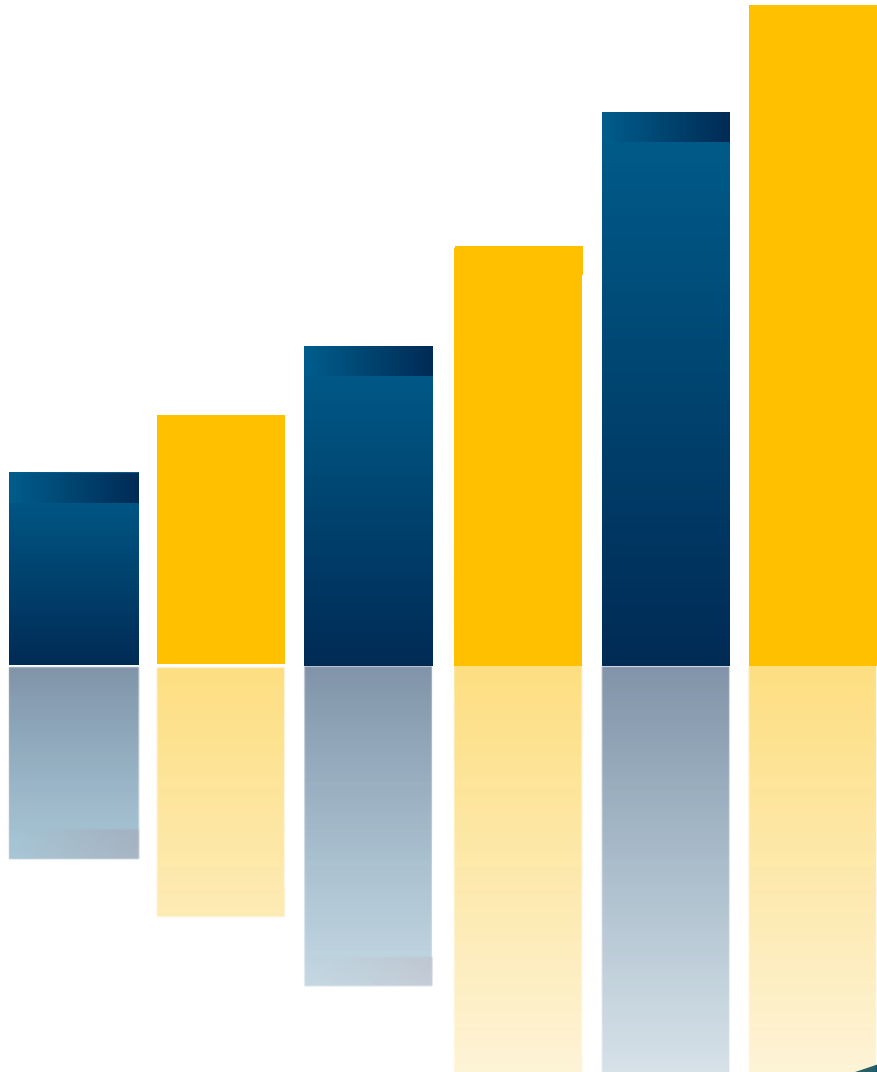
Enhanced Commitment

Enduring Growth

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# Q2FY22 Financial Highlights

# Q2FY22 Performance



## Consolidated Total Income

Rs. 1,126 Crores

+ 3.3% YoY

## Consolidated Gross Profit

Rs. 53 Crores

+ 17.1% YoY

## Consolidated EBITDA

Rs. 29.9 Crores

+ 18.1% YoY

## Consolidated PAT

Rs. 7.5 Crores

+ 10.8% YoY

# H1FY22 Performance



## Consolidated Total Income

Rs. 1790.2 Crores  
+ 8.4% YoY

## Consolidated Gross Profit

Rs. 84.1 Crores  
+ 4.7% YoY

## Consolidated EBITDA

Rs. 47.3 Crores  
+ 22.1% YoY

## Consolidated PAT

Rs. 8.6 Crores  
+ 22.7 YoY

# Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs.)	Q2FY22	Q2FY21	YoY%	Q1FY22	QoQ%	H1FY22	H1FY21	YoY%
Revenue from Operations	1,121.2	1,087.7	3.1%	659.7	70.0%	1,780.9	1,641.8	8.5%
Other Income	4.9	2.5		4.4		9.3	9.4	
<b>Total Income</b>	<b>1,126.1</b>	<b>1,090.2</b>	<b>3.3%</b>	<b>664.1</b>	<b>69.6%</b>	<b>1,790.2</b>	<b>1,651.2</b>	<b>8.4%</b>
Cost of Goods Sold	1,073.2	1,045.0		633.0		1,706.1	1,576.7	
<b>Gross Profit</b>	<b>53.0</b>	<b>45.2</b>	<b>17.1%</b>	<b>31.1</b>	<b>70.2%</b>	<b>84.1</b>	<b>74.6</b>	<b>12.8%</b>
<b>Gross Profit Margin (%)</b>	<b>4.7%</b>	<b>4.1%</b>		<b>4.7%</b>		<b>4.7%</b>	<b>4.5%</b>	
Employee Expenses	9.0	8.5		7.7		16.7	17.5	
Other Expenses	14.1	11.4		6.0		20.1	18.4	
<b>EBITDA</b>	<b>29.9</b>	<b>25.3</b>	<b>18.1%</b>	<b>17.4</b>	<b>72.1%</b>	<b>47.3</b>	<b>38.7</b>	<b>22.1%</b>
<b>EBITDA Margin (%)</b>	<b>2.7%</b>	<b>2.3%</b>		<b>2.6%</b>		<b>2.6%</b>	<b>2.3%</b>	
Depreciation	0.8	0.9		0.8		1.6	1.8	
<b>EBIT</b>	<b>29.1</b>	<b>24.4</b>	<b>19.3%</b>	<b>16.5</b>	<b>76.0%</b>	<b>45.7</b>	<b>36.9</b>	<b>23.8%</b>
<b>EBIT Margin (%)</b>	<b>2.6%</b>	<b>2.2%</b>		<b>2.5%</b>		<b>2.6%</b>	<b>2.2%</b>	
Finance Cost	19.5	15.4		15.2		34.8	27.7	
<b>Profit before Tax</b>	<b>9.6</b>	<b>9.0</b>	<b>6.9%</b>	<b>1.3</b>	<b>636.4%</b>	<b>10.9</b>	<b>9.2</b>	<b>18.4%</b>
Tax	2.0	2.2		0.3		2.3	2.2	
<b>Profit After Tax</b>	<b>7.5</b>	<b>6.8</b>	<b>10.8%</b>	<b>1.0</b>	<b>638.1%</b>	<b>8.6</b>	<b>7.0</b>	<b>22.7%</b>
<b>PAT Margin (%)</b>	<b>0.7%</b>	<b>0.6%</b>		<b>0.2%</b>		<b>0.5%</b>	<b>0.4%</b>	

# Consolidated Balance Sheet

ASSETS (Rs.Crs)	Sep-21	Mar-21
<b>Non-Current Assets</b>		
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
<b>Total Non-Current Assets</b>	<b>50.7</b>	<b>53.0</b>
<b>Current Assets</b>		
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
<b>Total Current Assets</b>	<b>1,032.7</b>	<b>1,079.9</b>
<b>Total Assets</b>	<b>1,083.4</b>	<b>1,132.8</b>

EQUITY AND LIABILITIES (Rs.Crs)	Sep-21	Mar-21
<b>Equity</b>		
Equity Share Capital	13.0	13.0
Other Equity	216.6	209.3
<b>Total Equity</b>	<b>229.5</b>	<b>222.3</b>
<b>Non Current Liabilities</b>		
Financial Liabilities		
i) Borrowings	65.8	71.1
Provisions	1.8	1.8
Deferred Tax Liabilities	3.9	3.9
<b>Total Non-Current Liabilities</b>	<b>71.5</b>	<b>76.8</b>
<b>Current Liabilities</b>		
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
<b>Total Current Liabilities</b>	<b>782.3</b>	<b>833.7</b>
<b>Total Equity and Liabilities</b>	<b>1,083.4</b>	<b>1,132.8</b>



# New Partnerships since FY2021



## 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

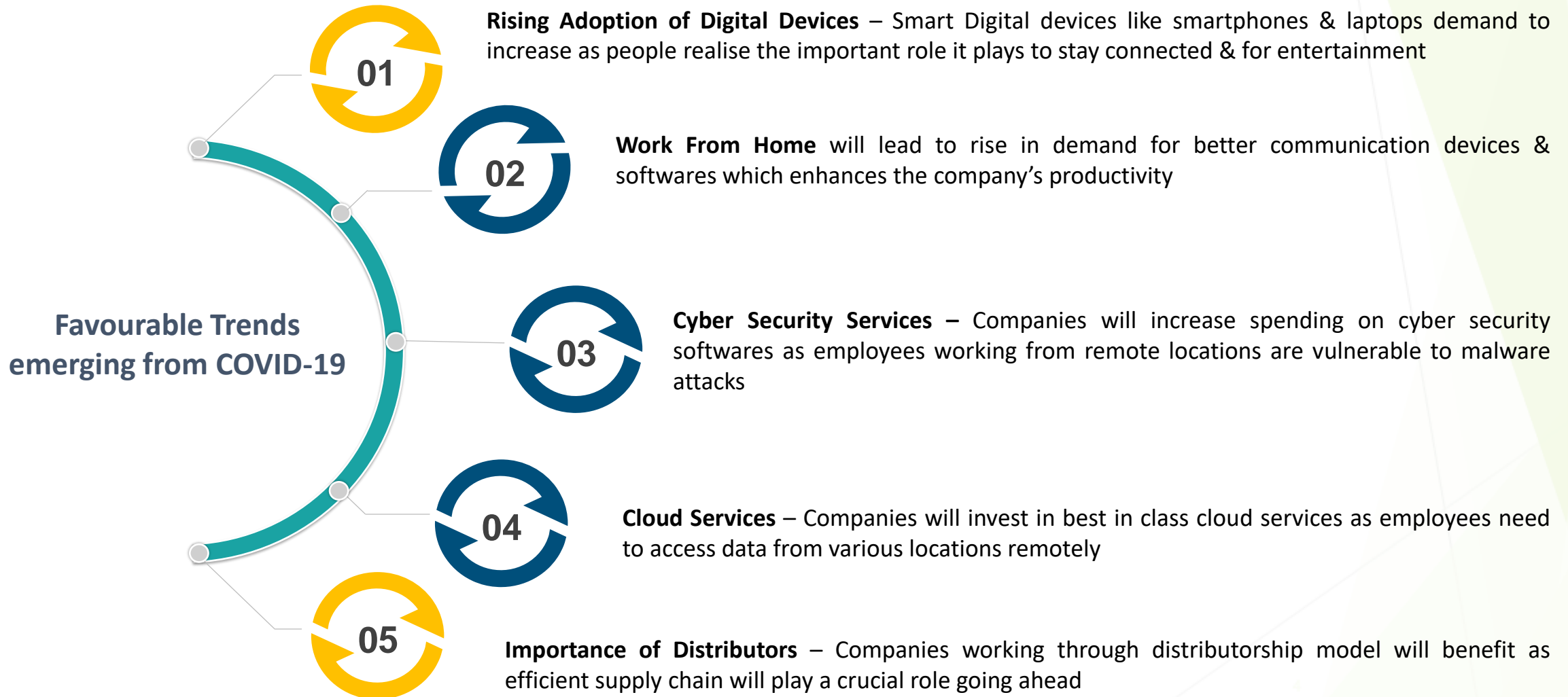
Distribution agreement for Voice, Data and Cloud Solutions for India & SAARC Market



## 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

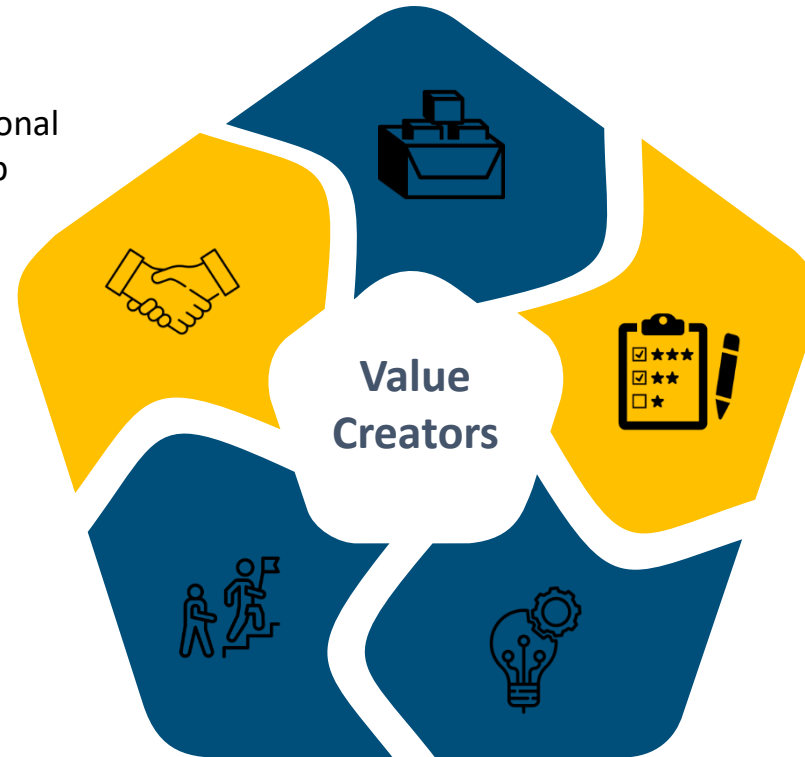
Strong pre & post sales support and efficient supply chain management

## 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 29 global brands and supports over 12,000 online & offline retailers, resellers and system integrators.

❖ Founded in 1987

❖ Listing in 2000

❖ Headquartered 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



29  
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



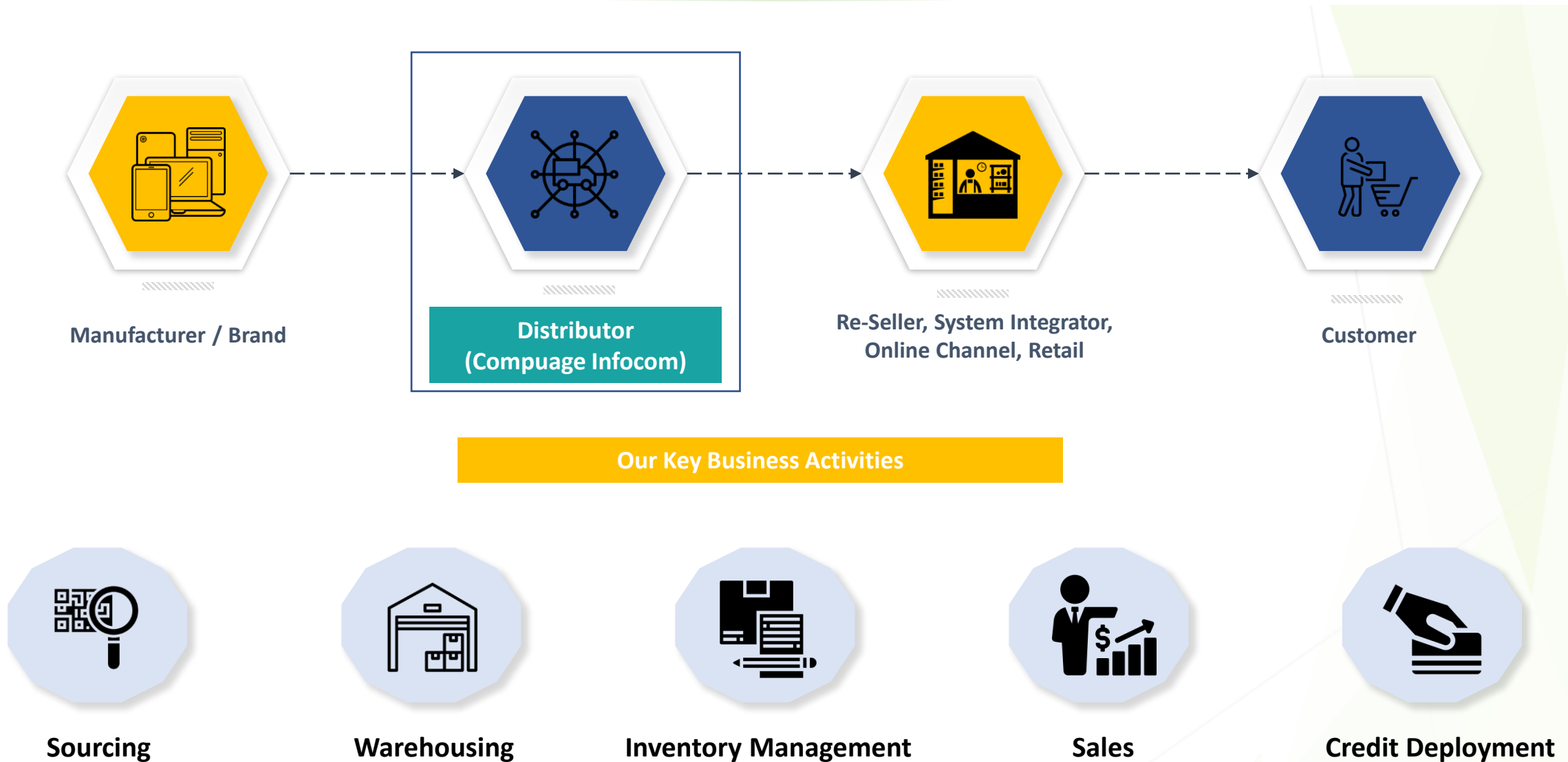
2020

2021

## Completed 30+ successful years

750 professionals, 46 sales offices, 25 warehouses, 69 service centers, 29 global brands, 12,000 partners and presence in 600 cities & towns

# Business Flow



# Association with Renowned Brands

## IT Consumer

ASUS  
IN SEARCH OF INCREDIBLE

Apple Authorized Distributor

AOC

SAMSUNG

VERTIV

GOQii

hp

Optoma

NUMERIC  
A Group brand | legrand

ALTEC LANSING

RELICELL

SanDisk

BenQ

## Enterprise Solutions

AMP NETCONNECT

EPPS  
SMART ERP  
YOUR RUNNING PARTNER

alpha

ADC KRONE

digifort

ahua TECHNOLOGY

CISCO

moxer

tyco  
Security Products

Extreme  
Connect Beyond the Network

WISENET SAMSUNG

SYSTIMAX SOLUTIONS

## Cloud Computing

SmartCard  
MARKETING SYSTEMS

Alcatel-Lucent Enterprise

Acronis

arcserve

Microsoft

SAP Gold Partner

## Hardware Services

ASUS  
IN SEARCH OF INCREDIBLE

hp

FUJIFILM

Hanwha Techwin

RELICELL

SanDisk

VERTIV

xerox



# 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

**Fatima Nasab**  
Independent Director



Bachelors of Homeopathic Medicine and Surgery  
from Maharashtra Council of Homoeopathy,  
Mumbai. Expert in Human Behaviour

# 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



**Sirisha Narasimham**  
Assistant Manager Marketing &  
Communication



**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

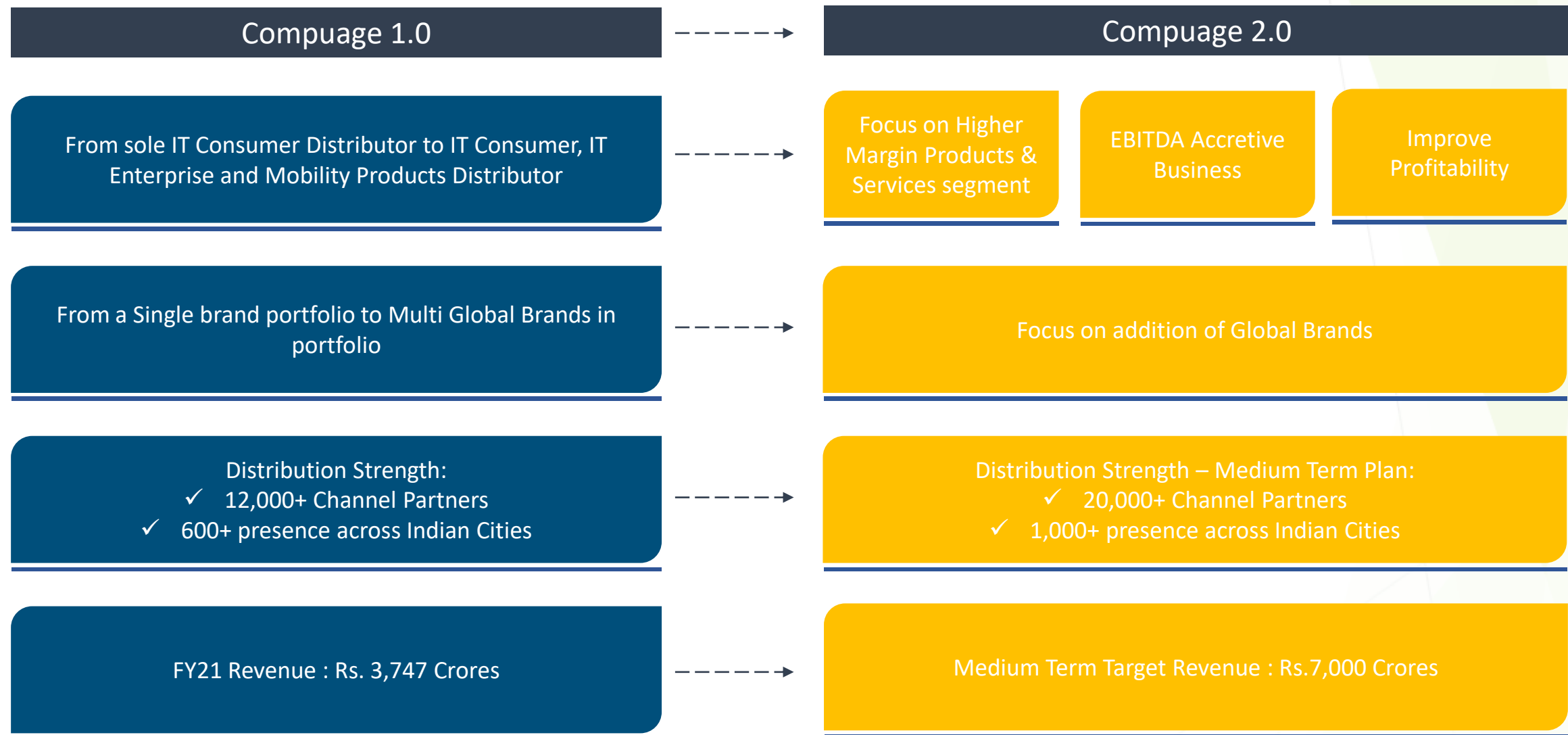


## Medium Term Target

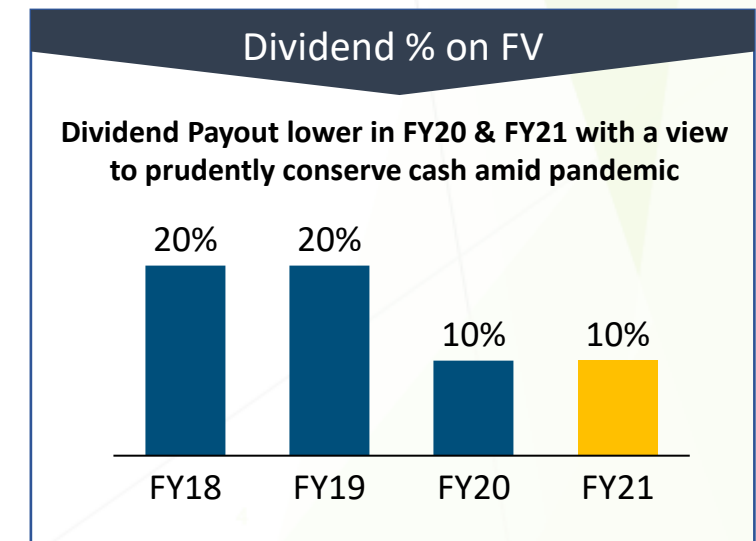
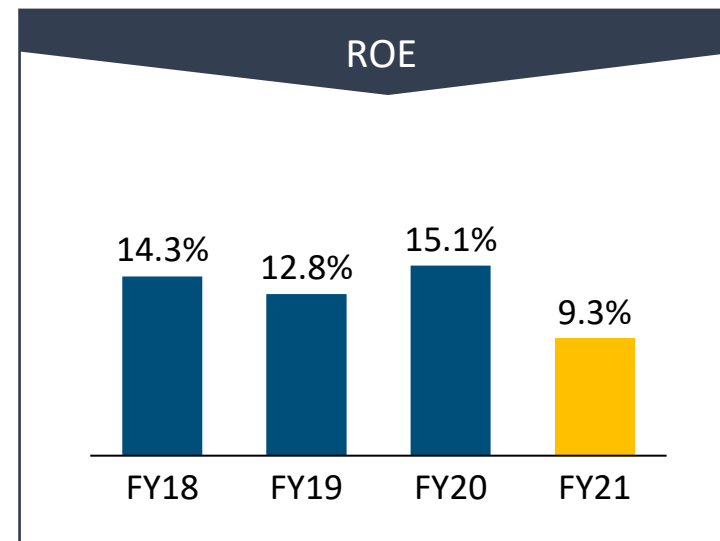
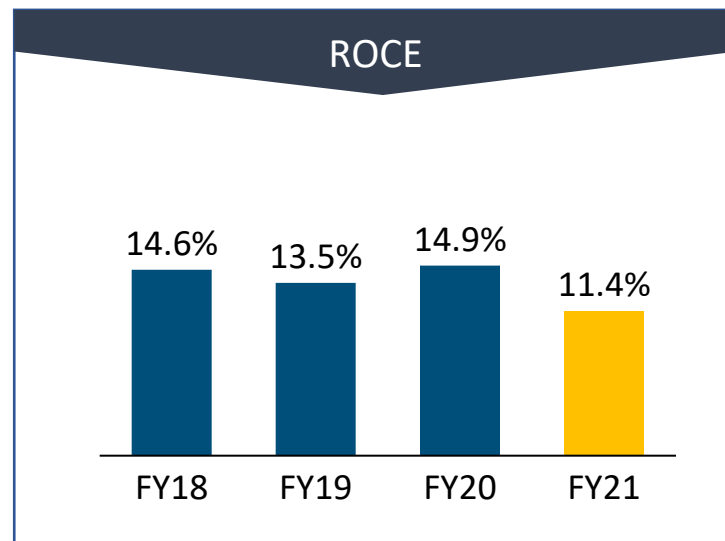
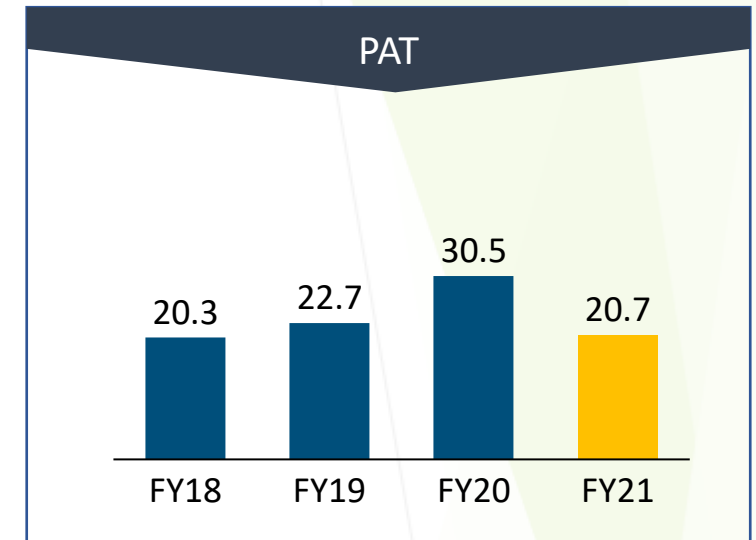
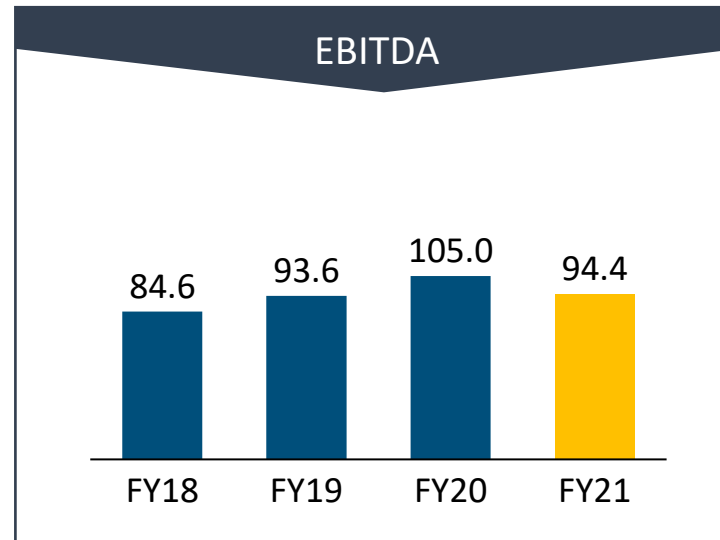
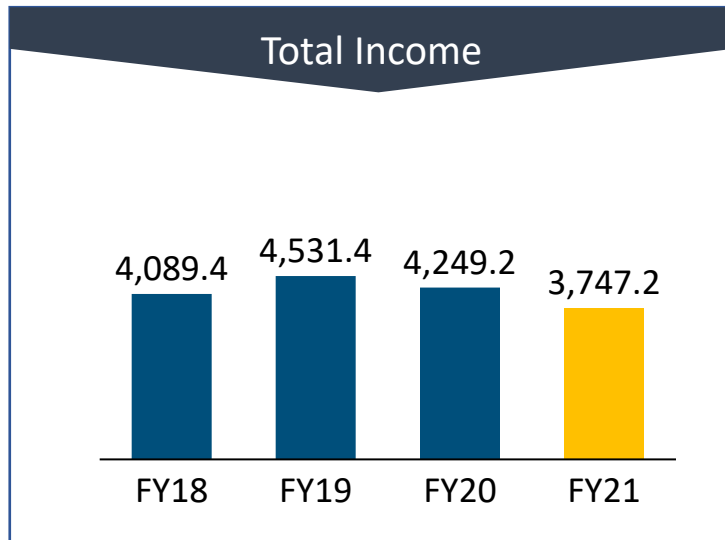
- Revenue of US\$1 billion
- 2X Profitability
- Penetrate 20,000 Partners in 1,000 cities



# 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](http://www.compuageindia.com)

**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.  
CIN - U74140MH2010PTC204285

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