



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

1st June, 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 May 2021 Investor Presentation for Q4 & FY21.

This is for your information and records.

Thanking you,

Yours faithfully,

For Compuage Infocom Limited

Anmol Jolly
Company Secretary

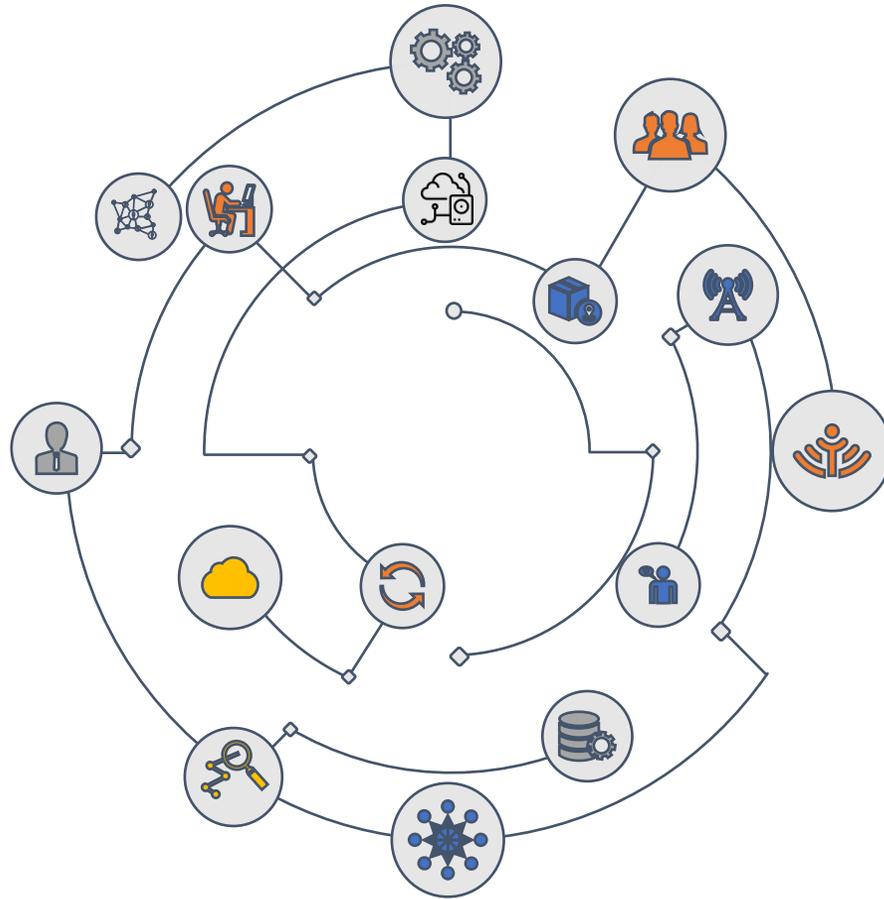


Place: Mumbai

Encl: As above.



Enhanced Commitment
Enduring Growth



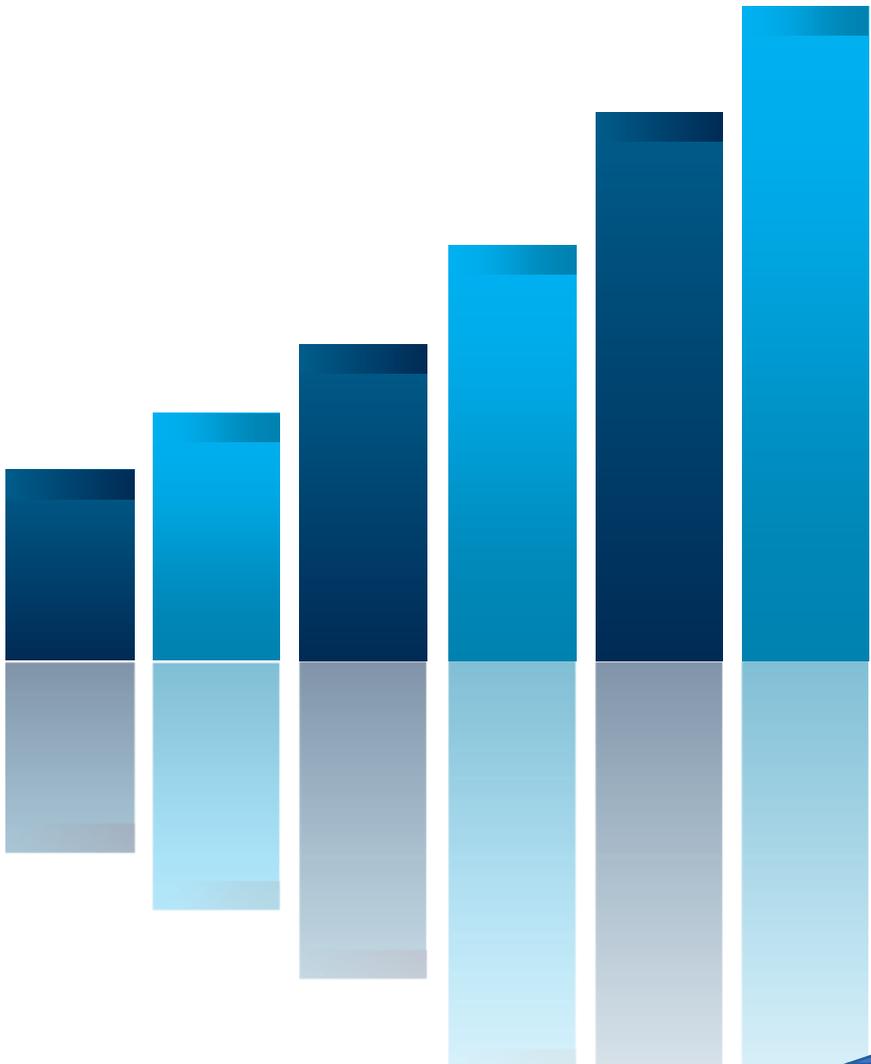
COMPUAGE INFOCOM LIMITED

Investor Presentation
May 2021

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Q4 & FY21 Financial Highlights

Q4FY21 Performance – Recovery Continues...

Consolidated Revenue

Rs. 1,082.9 Crores
+ 6.9% QoQ

Consolidated Gross Profit

Rs. 51.0 Crores
+ 15.0% QoQ

Consolidated EBITDA

Rs. 32.9 Crores
+ 43.9% QoQ

Consolidated PAT

Rs. 7.6 Crores
+ 23.6% QoQ

Key Highlights

- Strong recovery continues for the company on QoQ basis on the back of easing lockdown restriction during Q4FY21 coupled with cost rationalization initiatives undertaken by the company
- EBITDA Margin expanded by 70 bps from 2.3% in Q3FY21 to 3.0% in Q4FY21
- PAT Margin expanded by 10 bps from 0.6% in Q3FY21 to 0.7% in Q4FY21

FY21 Performance Snapshot

Consolidated Revenue

Rs. 3,747.2 Crores
- 11.8% YoY

Consolidated Gross Profit

Rs. 169.9 Crores
- 12.8% YoY

Consolidated EBITDA

Rs. 94.4 Crores
- 10.1% YoY

Consolidated PAT

Rs. 20.7 Crores
- 32.2% YoY

Networth Mar-21

Rs. 222.3 Crores

Key Highlights

- In spite of lockdown restrictions during Q1 & Q2 of FY21, company's revenue fell only 11.8% in FY21 as compared to FY20 due to strong recovery in business during H2 of FY21
- Finishing the year on a positive note for the company, Board has recommended a final dividend of Rs. 0.2 per share on FV of Rs. 2 each subject to shareholders approval

Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs)	Q4FY21	Q4FY20	YoY%	Q3FY21	QoQ%	FY21	FY20	YoY%
Revenue from Operations	1,079.7	1,043.4	3.5%	1,008.3	7.1%	3,729.8	4,232.5	-11.9%
Other Income	3.2	5.0		4.8		17.4	16.7	
Total Income	1,082.9	1,048.4	3.3%	1,013.0	6.9%	3,747.2	4,249.2	-11.8%
Cost of Goods Sold	1,031.9	993.6		968.7		3,577.2	4,054.4	
Gross Profit	51.0	54.8	-6.9%	44.4	15.0%	169.9	194.9	-12.8%
Gross Profit Margin (%)	4.7%	5.2%		4.4%		4.5%	4.6%	
Employee Expenses	9.0	9.6		8.3		34.9	38.5	
Other Expenses	9.1	12.9		13.2		40.7	51.4	
EBITDA	32.9	32.3	1.7%	22.8	43.9%	94.4	105.0	-10.1%
EBITDA Margin (%)	3.0%	3.1%		2.3%		2.5%	2.5%	
Depreciation	0.9	1.0		0.9		3.6	4.2	
EBIT	32.0	31.3	2.1%	21.9	45.8%	90.8	100.8	-9.9%
EBIT Margin (%)	3.0%	3.0%		2.2%		2.4%	2.37%	
Finance Cost	21.4	18.1		13.9		62.9	60.9	
Profit before Tax	10.6	13.2	-19.5%	8.1	31.9%	27.9	40.0	-30.2%
Tax	3.1	2.8		1.9		7.2	9.4	
Profit After Tax	7.6	10.5	-27.6%	6.1	23.6%	20.7	30.5	-32.2%
PAT Margin (%)	0.7%	1.0%		0.6%		0.6%	0.7%	

Consolidated Balance Sheet

ASSETS (Rs.Crs)	Mar-21	Mar-20
Non-Current Assets		
Property, Plant & equipment	47.1	50.1
Intangible Assets	0.0	0.0
Financial Assets		
i) Investments	1.0	0.7
ii) Other Financial Assets	4.9	0.0
Total Non-Current Assets	53.0	50.9
Current Assets		
Inventories	319.4	338.0
Financial Assets		
i) Trade Receivables	554.8	554.3
ii) Cash and Cash Equivalentents	7.8	9.1
iii) Bank Balances	63.8	70.5
iv) Loans	10.7	5.1
v) Other Financial Assets	16.3	11.2
Current Tax Assests	1.9	5.6
Other Current Assets	105.3	96.9
Total Current Assets	1,079.9	1,090.7
Total Assets	1,132.8	1,141.5

EQUITY AND LIABILITIES (Rs.Crs)	Mar-21	Mar-20
Equity		
Equity Share Capital	13.0	13.0
Other Equity	209.3	189.2
Total Equity	222.3	202.2
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	71.1	21.4
Provisions	1.8	1.8
Deferred Tax Liabilities	3.9	4.1
Total Non-Current Liabilities	76.8	27.3
Current Liabilities		
i)Borrowings	506.6	450.9
ii)Trade Payables	243.7	392.6
iii) Other financial liabilities	47.3	33.4
Other Current Liabilities	35.8	34.8
Provisions	0.3	0.3
Total Current Liabilities	833.7	911.9
Total Equity and Liabilities	1,132.8	1,141.5

Recent Brand Partnerships



Distribution agreement with Optoma Corporation

Optoma Corporation has focused on projection system development and marketing since it was established. **Company has signed Compuage for distribution of its Interactive Flat Panel in India.** This tie-up would further strengthen our Company's foot hold in the Audio Video Channel segment thereby enabling us to offer a better product basket to our partners in Information Technology.



Distribution Partner for Zhejiang Dahua Technology

Zhejiang Dahua Technology Co. Ltd., the world-leading video-centric smart IoT solution and service provider, has partnered with Compuage for distribution of its entire range of CCTV surveillance and video management solution. **Company has now extended its distributorship partnership to cover an additional product line of storage business, ie, Solid State Drives on PAN India basis.**



Cloud Distribution agreement with Acronis India

Compuage has entered into Cloud Distribution agreement with "Acronis India" for enabling resell of Acronis Cyber Security and Data Protection solutions. This tie-up would further enable our company to widen its horizon in cyber security segment thereby further strengthening the company's product portfolio

New Business Trends emerging from Covid-19

Digital Revolution

Favourable Trends emerging from COVID-19

Rising Adoption of Digital Devices – Smart Digital devices like smartphones & laptops demand to increase as people realise the important role it plays to stay connected & for entertainment

Work From Home will lead to rise in demand for better communication devices & softwares which enhances the company's productivity

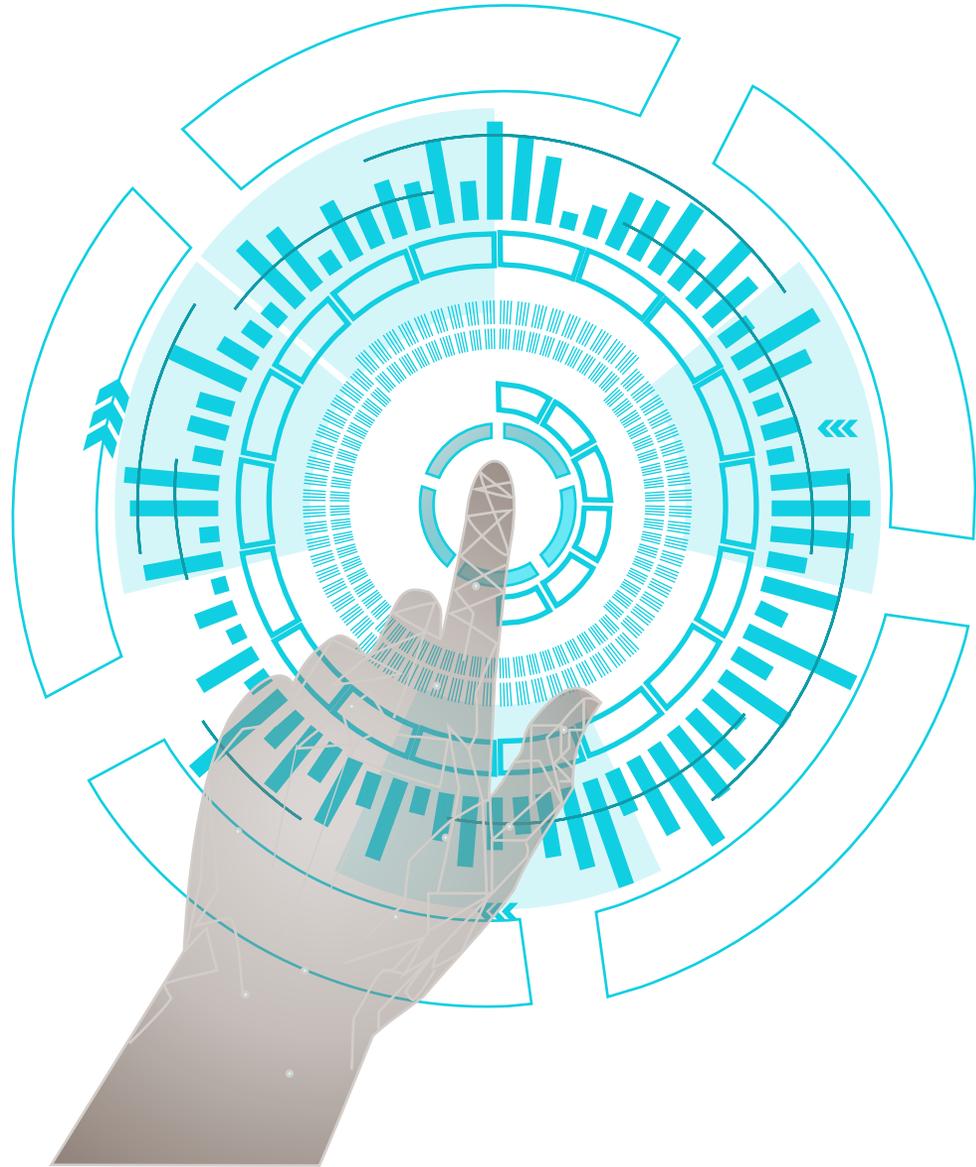
Cyber Security Services – Companies will increase spending on cyber security softwares as employees working from remote locations are vulnerable to malware attacks

Cloud Services – Companies will invest in best in class cloud services as employees need to access data from various locations remotely

Importance of Distributors – Companies working through distributorship model will benefit as efficient supply chain will play a crucial role going ahead

Compuage – Well Placed to take the Advantage





About the Company

Compuage in a Nutshell

AT A GLANCE



Compuage has evolved into a seamless distribution intermediary of top of-the-line technology products and solutions like PC Components and Peripherals, PCs, Enterprise Solutions, Cloud Computing, Mobility Products & Services

At **Compuage**, we are known for performance through partnership and capabilities to market technological advancements to various customer segments. We are the partner by choice because of our wide reseller network that is steered by our superior technical assistance, well-defined go-to-market strategy and prudent distribution practices

FY21 Total Income

Rs. 3,747
Crores



27
Global Brands

Channel Partners

12,000+
Online & Offline
Channel Partners



69
Service Centers

Presence

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



46
Sales Offices



Listing in
2000



Headquarters
Mumbai



Fortune 500 Indian
Company



25
Warehouses



750+
Employees



Global Footprint
7 countries
across SAARC Nations

Milestones

Commencement - Reseller

Commencement of business of Computer Consumables as a Corporate Reseller



1987

Started Distribution & Got Listed

Forayed into Distribution.
Got listed by merging with a listed entity



2001

Global Foot Prints

Established operations in Singapore to serve SAARC Region



2012

Regional Offices

Commenced Imports of IT Hardware and started Regional Sales Offices at Bangalore, Kolkata and Delhi.



1995

Aggressive reach out Campaign

Branch expansion continues.
Launched and executed 60 City India Campaign which showcased our products to over 6000 Resellers across India



2006

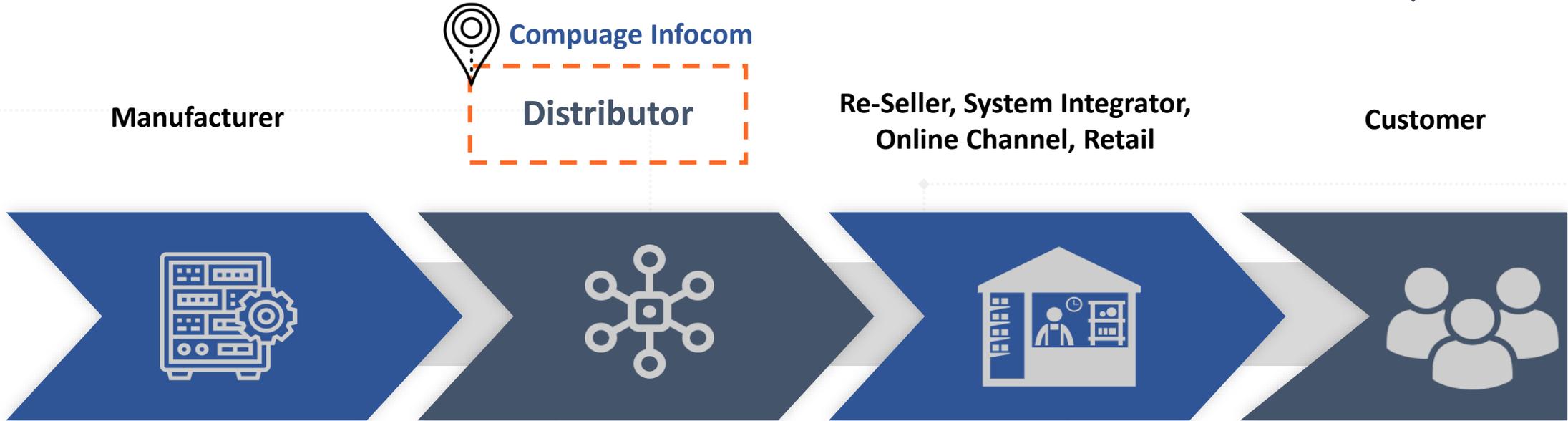
Completed 30+ successful years

Having 46 sales offices, 28 warehouses, 69 service centres, 27 global brands, 12,000+ resellers with presence in 600 cities & towns



2021

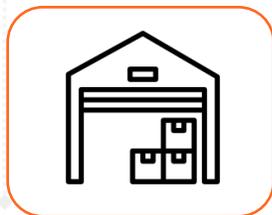
Business Flow



Our Key Business Activities



Sourcing



Warehousing



Inventory Management



Sales

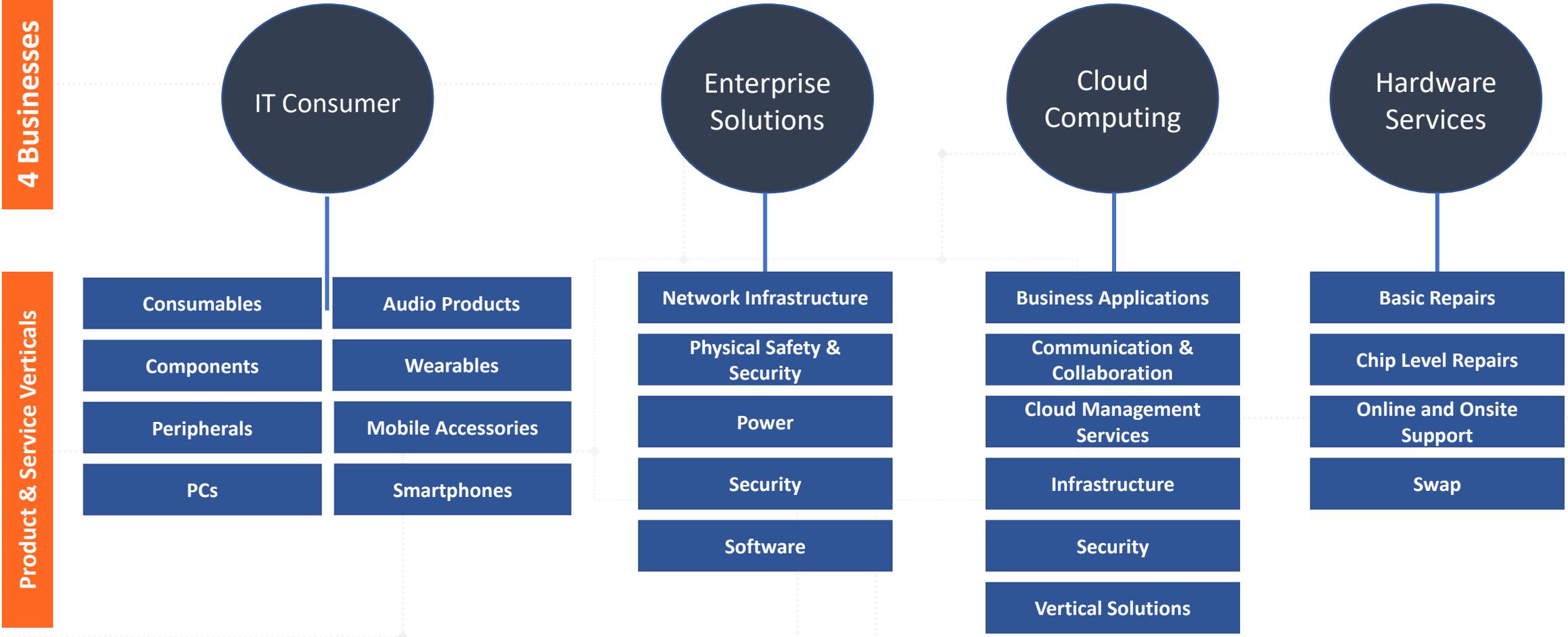


Credit Deployment

Association with Renowned Brands

IT Consumer	Enterprise Solutions	Cloud Computing	Hardware Services
            	          	<p>Acronis</p> <p>arcserve®</p>  <p>Microsoft</p>  <p>SAP Gold Partner</p>	  <p>FUJIFILM</p>  <p>Hanwha Techwin</p>  <p>SanDisk®</p>  <p>xerox </p>

Diversifying Risks



No brand accounts for more than 30% of its business

The Company has successfully entered the Cloud segment to offer several Cloud –based offerings which will be the next growth engine

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

Management Team



Atul Mehta
Chairman & M.D.



Bhavesh Mehta
Director & COO

Sunil Mehta
CFO



A Chartered Accountant by profession with experience of over 2 decades. He is in-charge of the Company's financial management, financial analysis & planning

Deepak Karia
Vice President Sales



Responsible for Mobility division and Value sales by effectively extending the Company's offerings by pushing growth across markets

Dilip Darji
Head Accounts



With 2 decades of experience, responsible for Accounts and Finance, Systems & Processes, MIS and Automation

Shreyas Vyas
Head IT



With over 25 years of working knowledge, he sets measurable short and long-term goals for the team and is responsible for efficient project management and IT vendor management

Sagar Abraham
Head Services



With almost 3 decades of experience, established service business with next-gen services and integrated client centric delivery models



Brand Acquisitions

- 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 15000 Partners in 800 cities

Programming Growth: VERSION 2.0

COMPUAGE 1.0

✓ From sole IT Consumer Distributor to IT Consumer, IT Enterprise and Mobility Products Distributor

✓ From a Single brand portfolio to Multi Global Brands in portfolio

Distribution Strength:

- ✓ 12,000+ Channel Partners
- ✓ 600+ presence across Indian Cities

✓ FY21 Revenue : Rs. 3,747 Crores



COMPUAGE 2.0

Focus on Higher Margin Products & Services segment



EBITDA Accretive Business



Higher Net Profits

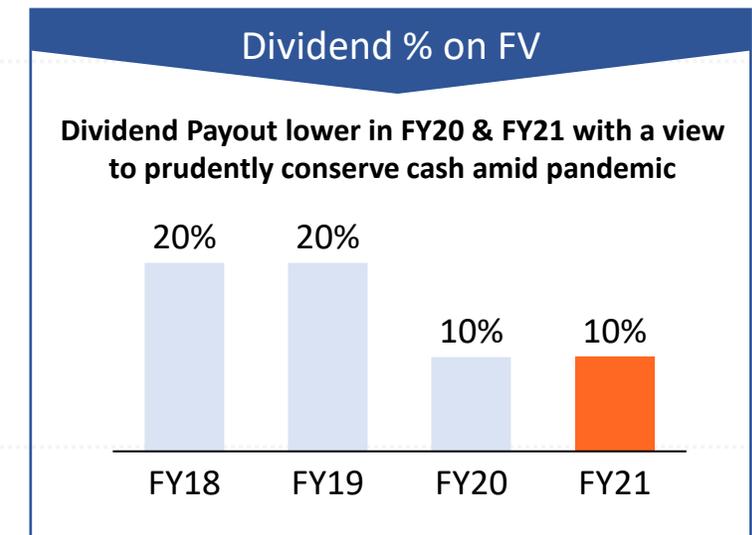
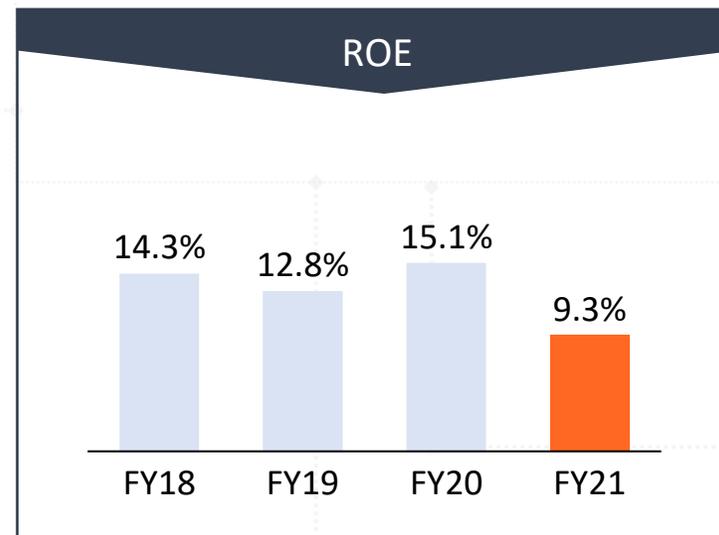
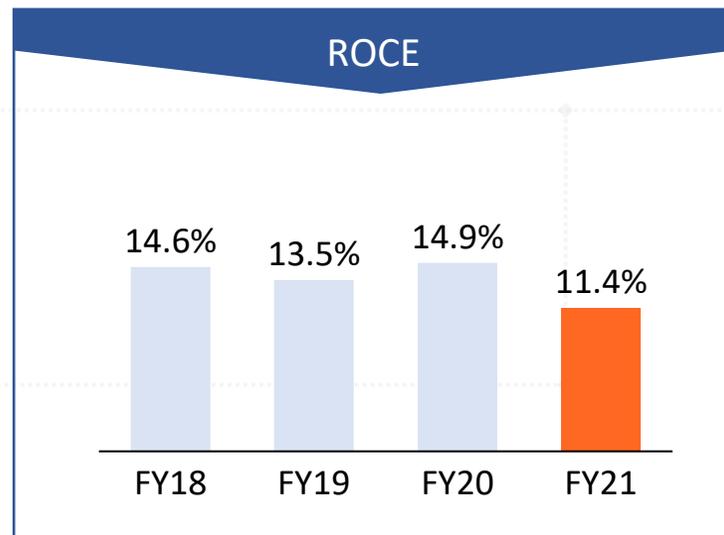
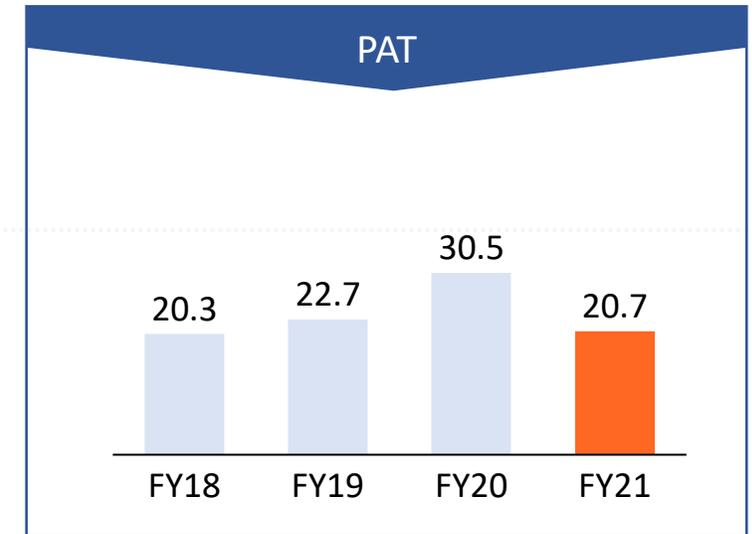
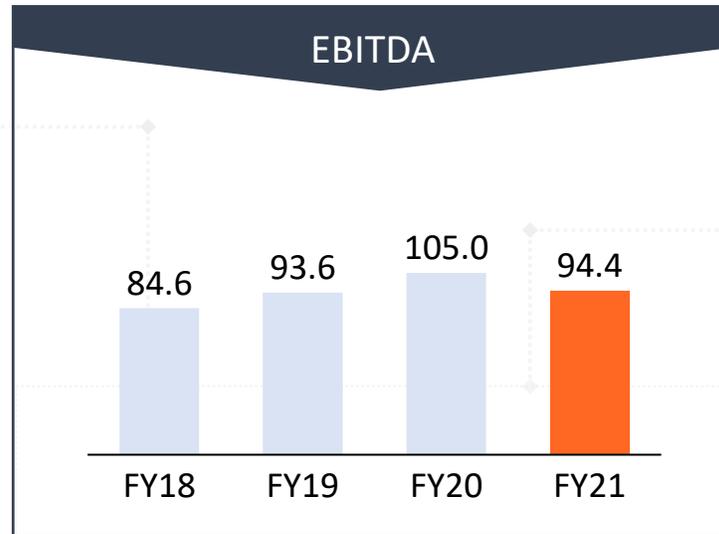
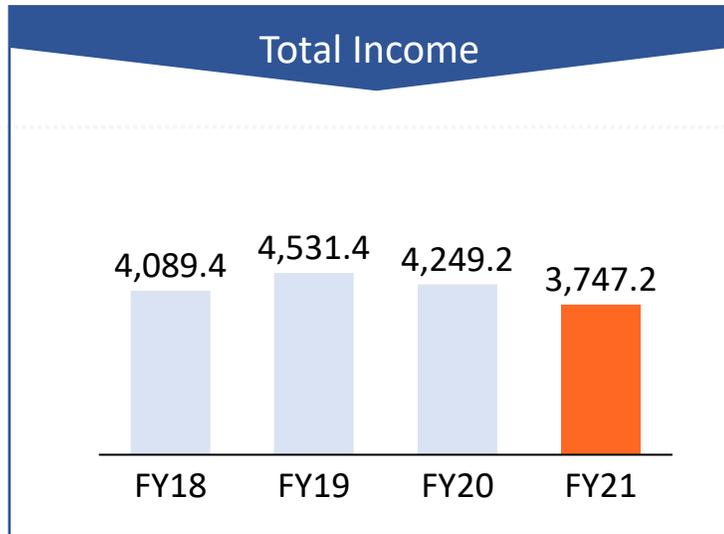
✓ Focus on addition of Global Brands

Distribution Strengths – 3 Year Plan:

- ✓ 15,000+ Channel Partners
- ✓ 800+ presence across Indian Cities

✓ Medium Term Target Revenue : Rs.7,000 Crores

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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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
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