

Speed
Reliability
Value Performance

COMPUGAGE INFOCOM LTD

19th November, 2020

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 2020 Investor Presentation for Q2 & FY21.

This is for your information and records.

Thanking you,

Yours faithfully
For Compugage Infocom Limited

Anmol Jolly
Company Secretary



Place: Mumbai

Encl: As above.



Enhanced Commitment
Enduring Growth



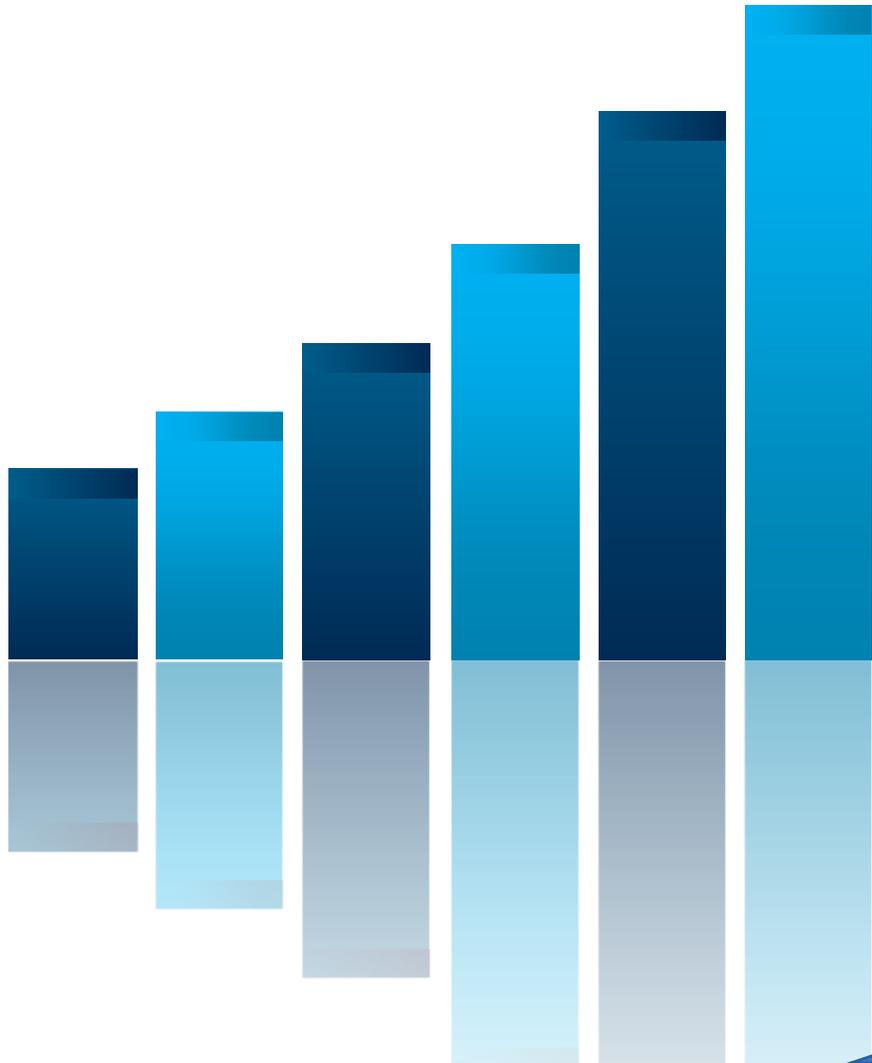
COMPUAGE INFOCOM LIMITED

Investor Presentation
November 2020

*This presentation and the accompanying slides (the “**Presentation**”), which have been prepared by Compuage Infocom Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

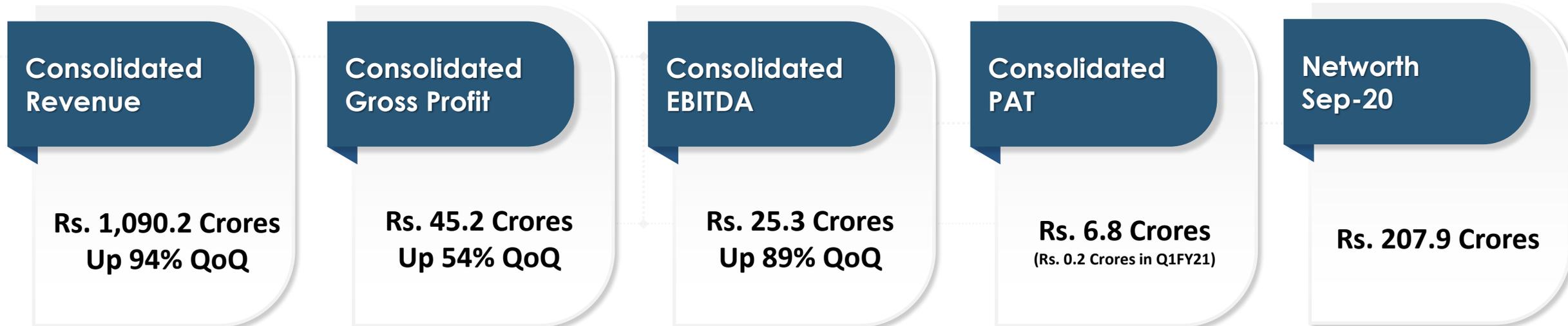
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the tire industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Q2FY21 Financial Highlights

Strong Recovery in Q2FY21 sequentially...



Key Highlights

- Q2FY21 witnessed strong recovery in business as compared to previous quarter on the back of strong demand for IT products from corporates working from home and mobility products from consumers for their personal use
- During the quarter, we entered into Cloud Distribution agreement with “**Acronis India**” for enabling resell of Acronis Cyber Security and Data Protection solutions enriching our product portfolio offerings
- With strong momentum in business complemented by good festive season, we expect the company to grow strongly and sustainably in the times to come

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 for recovery

Recent Partnerships

Cloud Distribution agreement with Acronis India – Sept 2020

Acronis

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

Distribution Partner for Zhejiang Dahua Technology



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 products in four major states of India including Maharashtra, Karnataka, Andhra Pradesh and Telangana

Service Agreement with HP

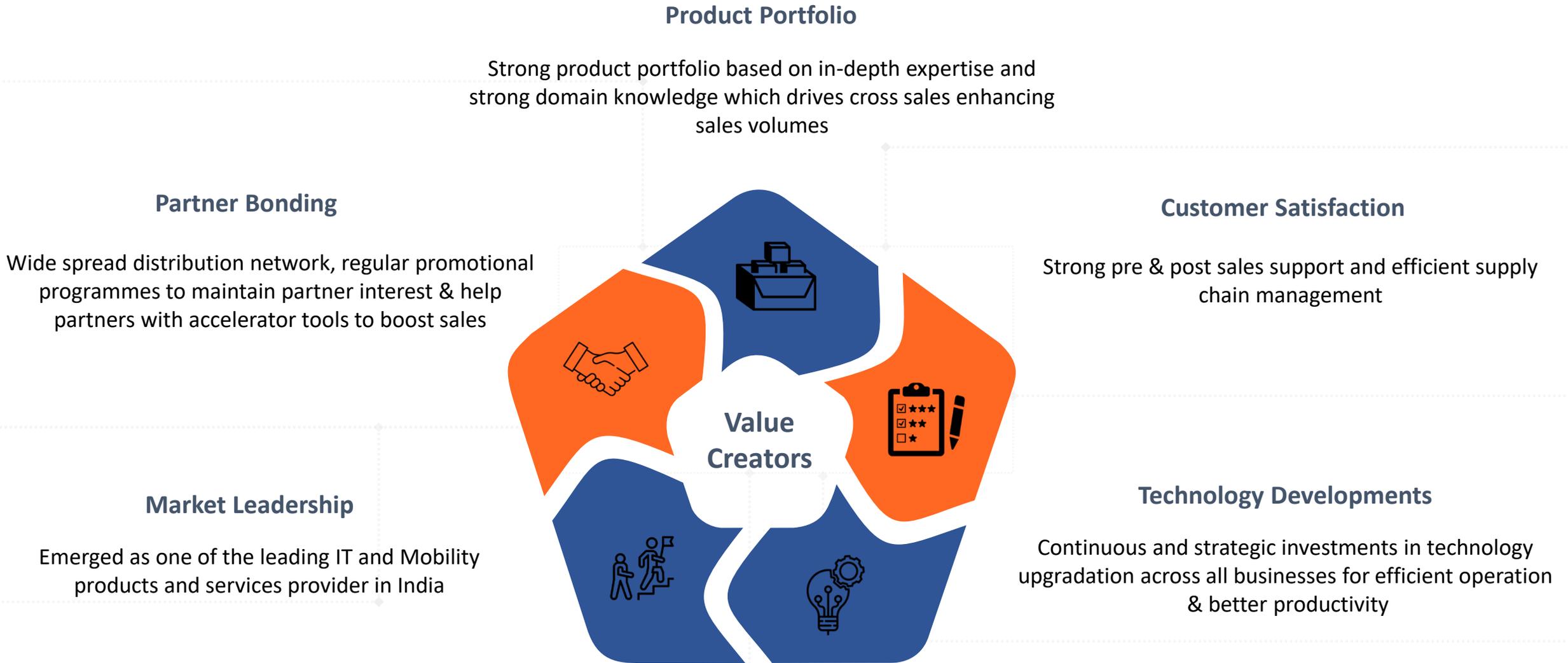


hp

Signed a service agreement with **HP** to provide after-market support for their printers, PC Commercials & notebooks for Mumbai market to begin with



Compuage – Well Placed to take the Advantage



Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs)	Q2FY21	Q2FY20	YoY%	Q1FY21	QoQ%
Revenue from Operations	1,087.7	1,288.5	-16%	554.1	96%
Other Income	2.5	3.8		6.9	
Total Income	1,090.2	1,292.3	-16%	561.0	94%
Cost of Goods Sold	1,045.0	1,237.3		531.7	
Gross Profit	45.2	54.9	-18%	29.3	54%
Gross Profit Margin (%)	4.1%	4.3%		5.2%	
Employee Expenses	8.5	9.3		9.0	
Other Expenses	11.4	15.9		6.9	
EBITDA	25.3	29.8	-15%	13.4	89%
EBITDA Margin (%)	2.3%	2.3%		2.4%	
Depreciation	0.9	1.1		0.9	
EBIT	24.4	28.7	-15%	12.5	96%
EBIT Margin (%)	2.2%	2.2%		2.2%	
Finance Cost	15.4	15.7		12.3	
Profit before Tax	9.0	12.9	-31%	0.2	-
Tax	2.2	2.5		0.1	
Profit After Tax	6.8	10.4	-34%	0.2	-
PAT Margin (%)	0.6%	0.8%		0.0%	

Consolidated Balance Sheet

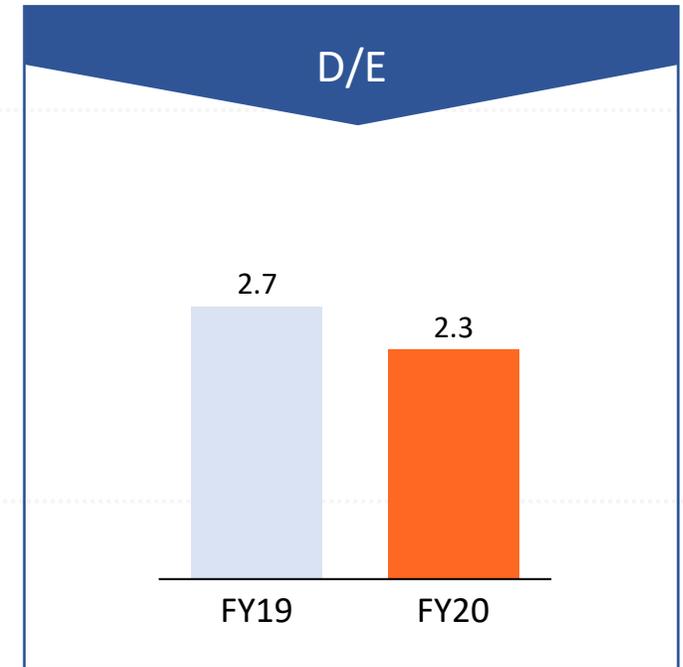
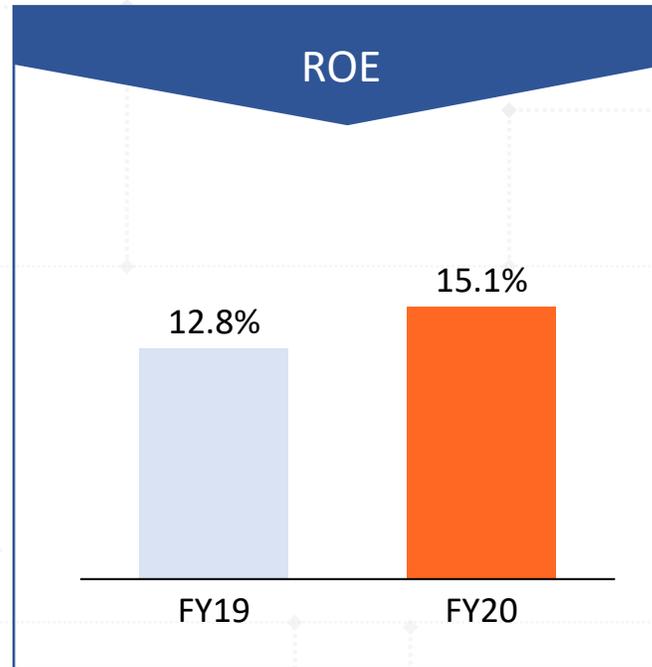
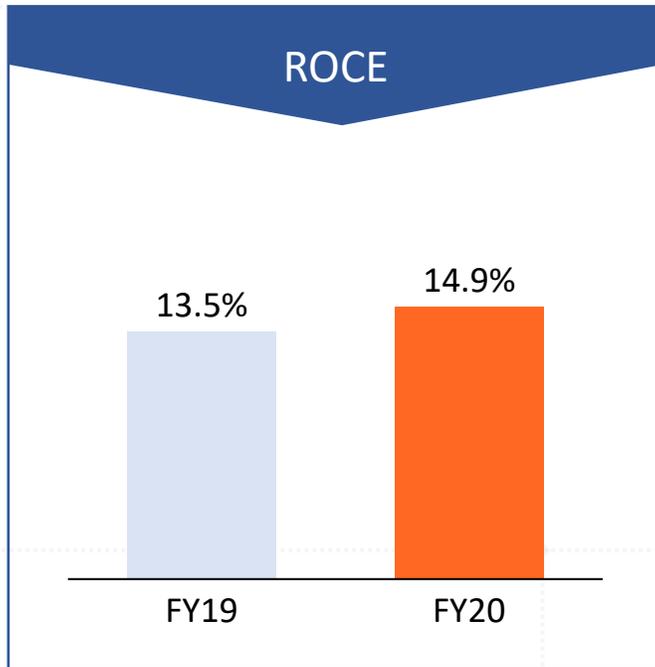
ASSETS (Rs.Crs)	Sep-20	Mar-20
Non-Current Assets		
Property, Plant & equipment	48.4	50.1
Intangible Assets	0.0	0.0
Financial Assets		
i) Investments	0.5	0.7
ii) Other Financial Assets	-	0.0
Total Non-Current Assets	48.9	50.9
Current Assets		
Inventories	249.9	338.0
Financial Assets		
i) Trade Receivables	512.6	554.3
ii) Cash and Cash Equivalentents	5.5	9.1
iii) Bank Balances	72.7	70.5
iv) Loans	5.0	5.1
v) Other Financial Assets	11.0	11.2
Current Tax Assests	6.8	5.6
Other Current Assets	89.9	96.9
Total Current Assets	953.4	1,090.7
Total Assets	1,002.3	1,141.5

EQUITY AND LIABILITIES (Rs.Crs)	Sep-20	Mar-20
Equity		
Equity Share Capital	13.0	13.0
Other Equity	194.9	189.2
Total Equity	207.9	202.2
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	39.9	21.4
Provisions	1.8	1.8
Deferred Tax Liabilities	4.1	4.1
Total Non-Current Liabilities	45.8	27.3
Current Liabilities		
i)Borrowings	447.7	450.9
ii)Trade Payables	222.9	392.6
iii) Other financial liabilities	62.0	33.4
Other Current Liabilities	15.7	34.8
Provisions	0.3	0.3
Total Current Liabilities	748.5	911.9
Total Equity and Liabilities	1,002.3	1,141.5

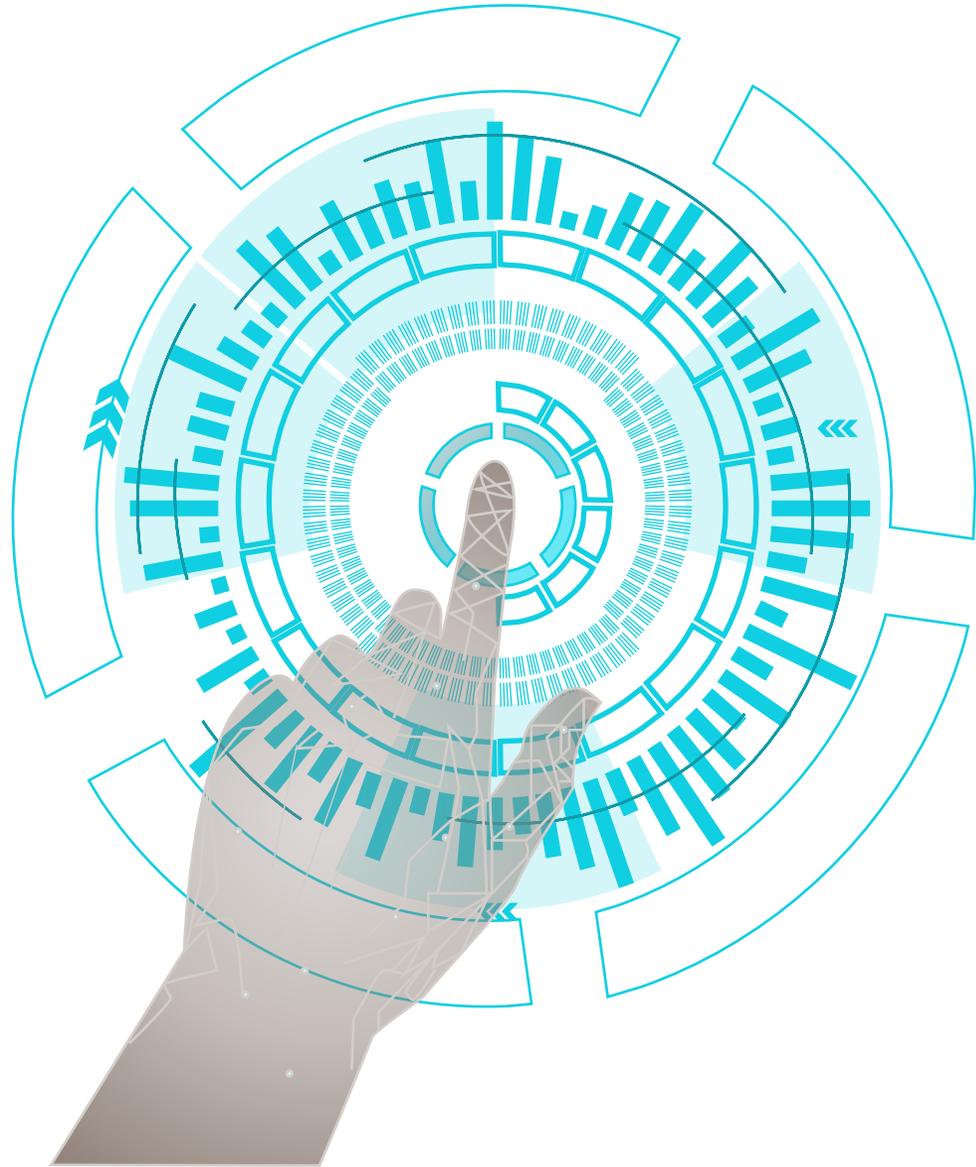
Cash Flow Statement

Cash Flow Statement for Six Months Ended (Rs in Cr)	H1FY21	FY20
Profit Before Tax	9.2	40.2
Adjustments for Depreciation and other items	20.1	45.2
Operating profit before working capital changes	29.3	85.4
Changes in working capital	-23.1	-54.5
Total Cash Flow from Operations	6.2	30.9
Direct taxes paid (net of refund)	-3.5	-12.6
Net Cash Flow from Operating Activities	2.7	18.3
Net Cash Flow from Investing Activities	7.4	21.4
Net Cash Flow from Financing Activities	-13.7	-75.3
Net Change in cash and cash equivalents	-3.6	-35.5

Focus on Return Ratios & Deleveraging



Focus towards more profitable business segments & cost optimization to enhance company's return on investments



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

FY20 Total Income

Rs. 4,249
Crores



28
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



27
Warehouses



800+
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, 27 warehouses, 69 service centres, 28 global brands, 12,000+ resellers with presence in 600 cities & towns



2020

Vision & Mission



Vision

To be a world class Technology Products and Services Distribution Company



Mission

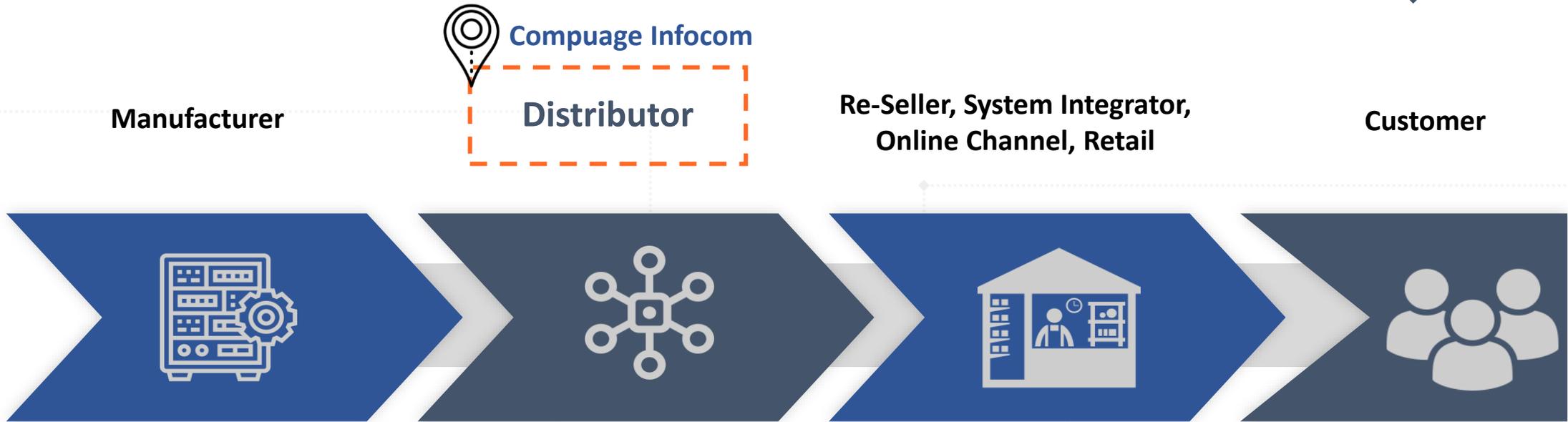
To deliver superior value to our Customers, Vendors, Shareholders, Employees and Society at large



Values

- ✓ Integrity and Fairness
- ✓ Reliability and Commitment
- ✓ Teamwork
- ✓ Respect for All
- ✓ Excellence
- ✓ Passion

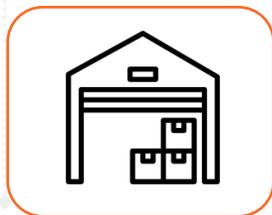
Business Flow



Our Key Business Activities



Sourcing



Warehousing



Inventory Management



Sales

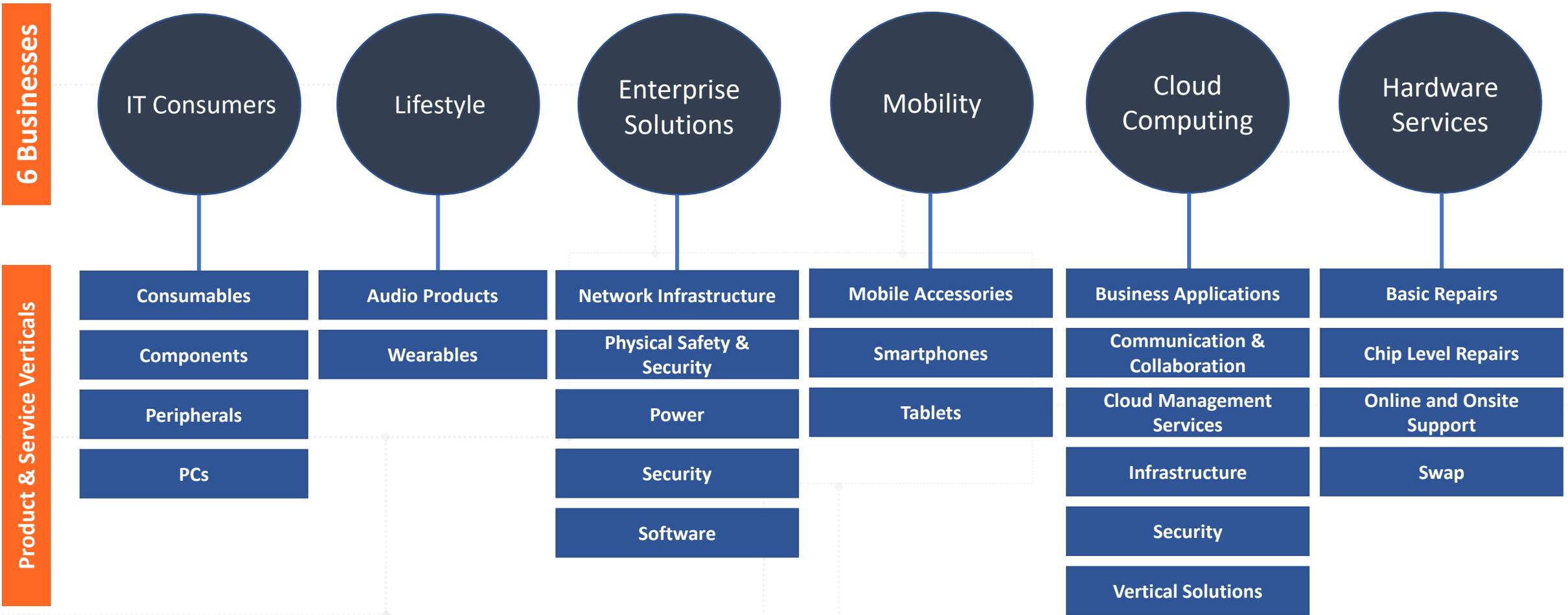


Credit Deployment

Association with Renowned Brands

IT Consumer	Lifestyle	Enterprise Solutions	Mobility	Cloud Computing	Hardware Services
					

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

Ajay Mehta
Director



M. Com Graduate holding Master's degree in
Commerce with expertise in the areas of Sales
and Marketing having a vast experience of 30
years

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



Expert in Human Behaviour

Management Team



Atul Mehta
Chairman & M.D.



Bhavesh Mehta
Director & COO

Sunil Mehta
Director & 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

Awards & Accolades



2017

HP Envisage National Distribution Meet

Consumer Notebook - Best Distributor YOY Notebook Growth

Consumer Printer - Best Distributor - Modern Retail – 2017

HP Supplies Best Individual Contributor - Alternate Pipe – 2017

Distributor of the year award – Tyco

Cisco Best Performer

LG Best Performer

Samsung security surveillance best partnership award

2018

Tyco Elite League Award

ACVS Partner of the year

Cisco Start Award - Best Adoption Award

Lenovo - T1 Business Experts Award

Hanwha Techwin - Highest Growth Achievement Award

Commscope Distributors Meet

Best AMP Net Connect Distributor Award
Best Managed Distributor Award

Asus Distributors Meet

Best Sales Team Award
Best Distributor Award

2019

Digital Terminal – Channel’s Favourite Distributor

HP Distributors Meet

Best Distributor Convertible Notebooks

Best Distributor CISS Print & Supplies

Cisco Distribution Partner of the Year FY18

Cisco Bulls Eye Scheme Award

Commscope

Best National Distributor - AMP Net Connect Enterprise Network Business SAARC

100 Cr plus business Achiever

Significant contributor – Systemax Enterprise Business Network SAARC

Distributor Employee Appreciation

Hanwha Techwin ACVS Partner of the year

Asus

Asus Leadership Award

Asus Champion of the year award

SanDisk Premier League

Best Market Expansion Award



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

Target

- Revenue of US\$1 billion in 3 years
- 2X Profitability
- Penetrate 15000 Partners in 800 cities in 3 years.

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 28 Global Brands in portfolio

Distribution Strength:

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

✓ FY20 Income : Rs. 4,249 Crores



COMPUAGE 2.0

Transform to a Products, Cloud & Services Organization



EBITDA Accretive Business



Higher Net Profits

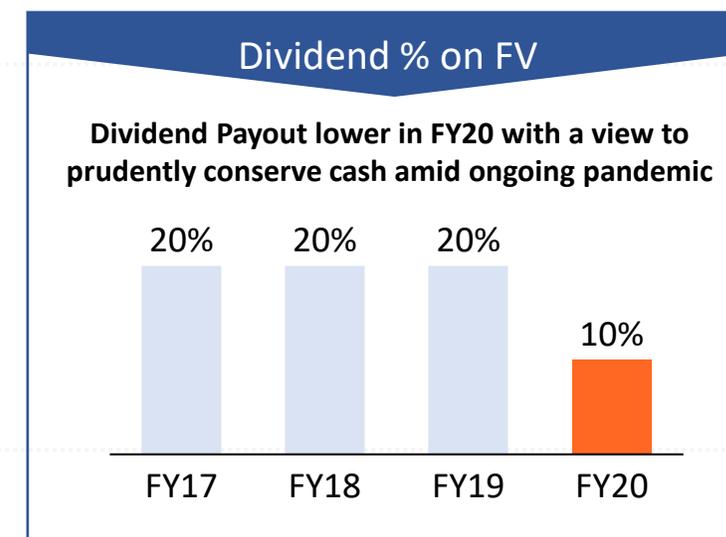
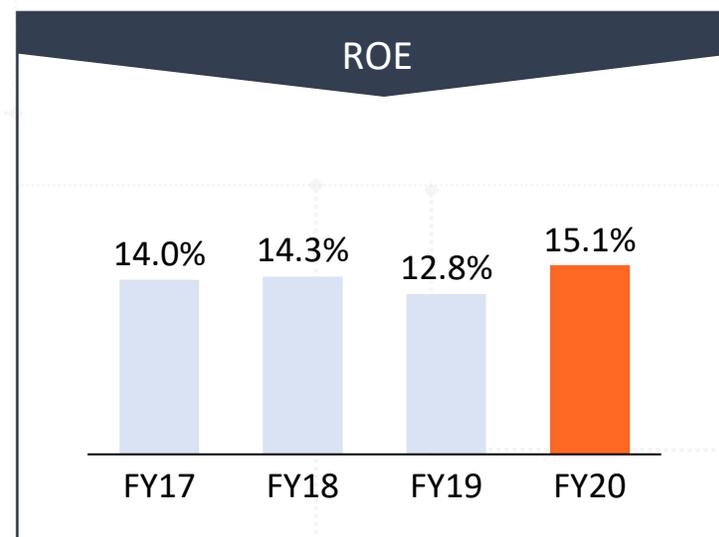
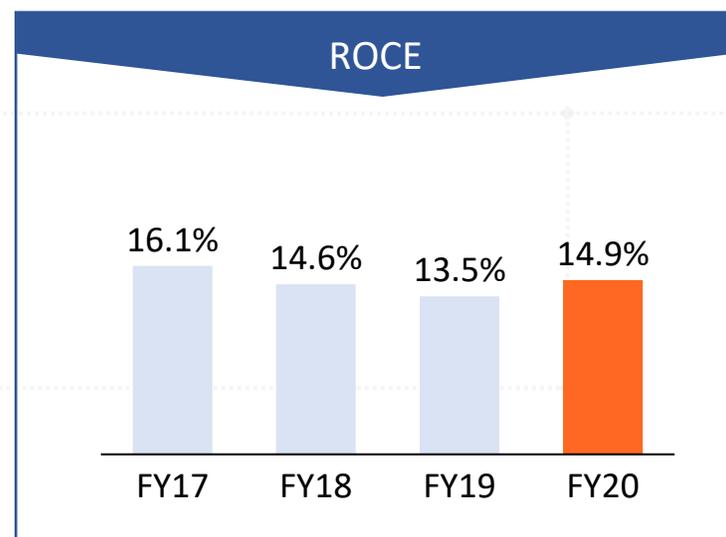
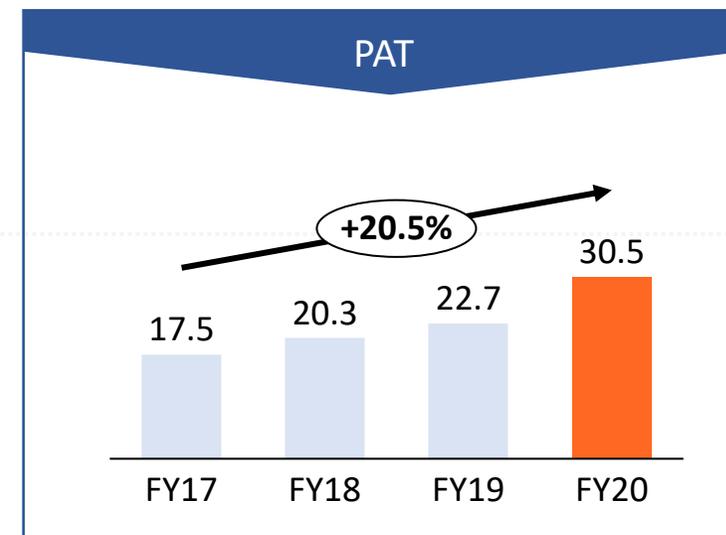
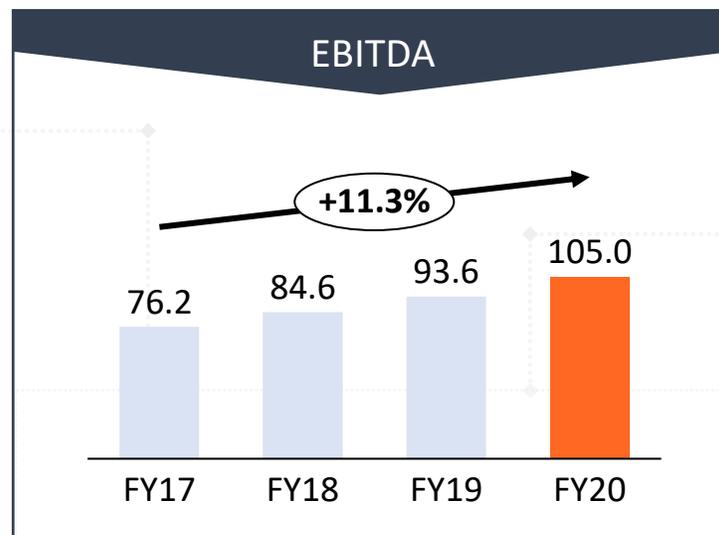
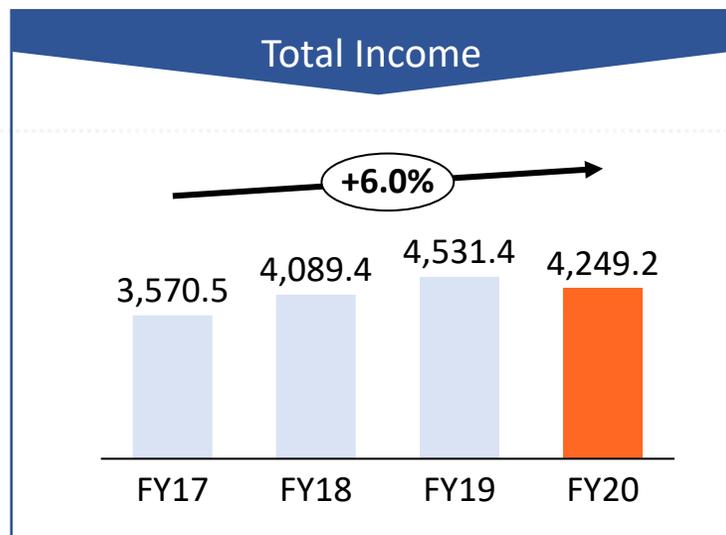
✓ Focus on addition of Global Brands

Distribution Strengths – 3 Year Plan:

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

✓ 3 Year Target Revenue : Rs.7,000 Crores

Historical Financial Highlights



For further information, please contact:

Company :



*Speed
Reliability
Value Performance*

COMPUAGE INFOCOM LTD

Compuage Infocom Ltd.
CIN – L99999MH1999PLC135914

Ms. Anmol Jolly
Email Id – anmol.jolly@compuageindia.com

www.compuageindia.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

Mr. Shrenik Shah / Ms. Ami Parekh
shrenik.shah@sgapl.net / ami.parekh@sgapl.net
+91 96647 64465 / +91 80824 66052

www.sgapl.net
