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CIN: L85110KA1993PLC015091

REF: CITL/BSE/010/2017-18  
Monday, 4 June 2018

Department of Corporate Services (Listing)  
BSE Limited (Bombay Stock Exchange Limited),  
P J Towers, Dalal Street, FORT  
MUMBAI - 400 001  
Dear Sirs/Madam,

**Subject: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find enclosed herewith a copy of the Updated Investor Presentation with respect to the Financial Results for the year ended 31<sup>st</sup> March 2018 of the Company.

Please treat this as compliance with the listing requirements.

Thanking you.

Yours sincerely,  
For Cerebra Integrated Technologies Limited



Shridhar S Hegde  
Whole Time Director  
DIN: 01247342



# CEREBRA INTEGRATED TECHNOLOGIES

*ONE OF THE LEADING E WASTE RECYCLER*

INVESTOR PRESENTATION | MAY 2018



## Safe Harbor

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# Agenda

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- **Q4 & FY18 – Financial Highlights**
- **Company Overview**
- **E-Waste Space - New Growth Area**
- **Hardware**
- **IT Services - India & Middle East**



# Key Highlights for the Year

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- ❖ Substantial growth in the business
  - Revenues grew from Rs. 25,084 Lakhs in FY17 to Rs. 31,430 Lakhs in FY18 (25%)
  - EBITDA grew from Rs. 1,325 Lakhs in FY17 to Rs. 4,208 Lakhs in FY18 (218%)
  - Net Income grew from Rs. 1,215 Lakhs in FY17 to Rs. 3,457 Lakhs in FY18 (185%)
- ❖ Significant increase in profitability
  - EBITDA margins increase from 5.28% in FY17 to 13.39% in FY18
  - Net Income margins increase from 4.84% in FY17 to 11% in FY18
- ❖ **E-Waste** : Primary driver for business growth and profitability
  - Plant fully operational
  - Key personnel in place
  - MOUs with MNCs and Corporate in place thus safeguarding the sourcing of E-waste
  - Plans in place for setting up the metal refining facility

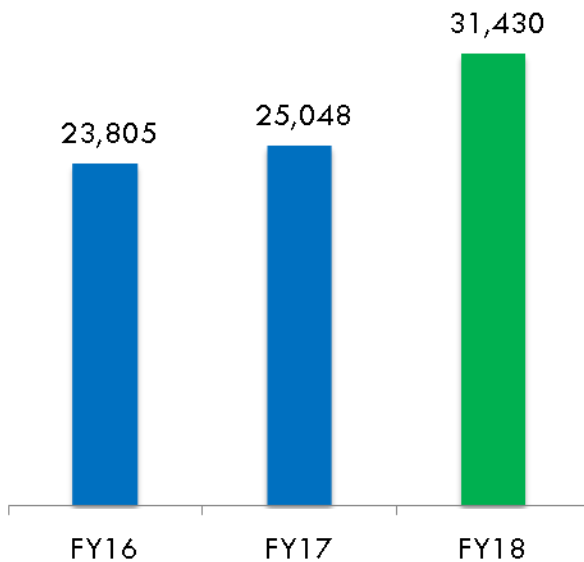


## Q4 & FY18 – Financial Highlights

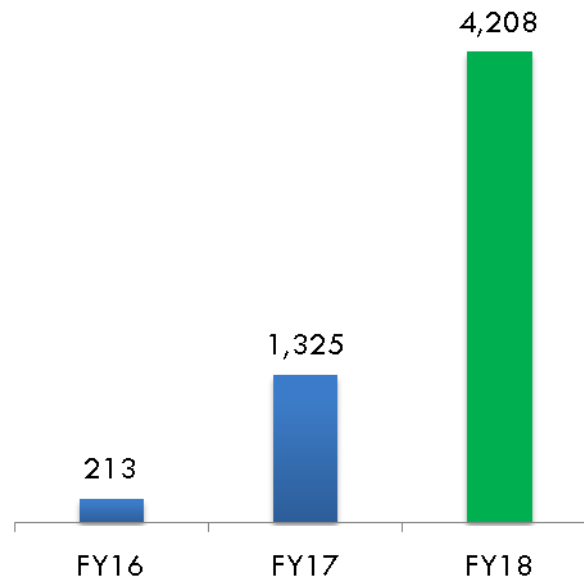


## Yearly Financial Performance Trend (Consolidated)

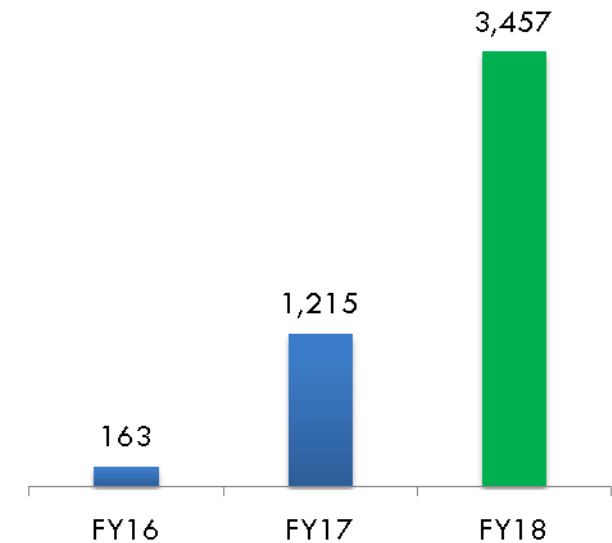
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



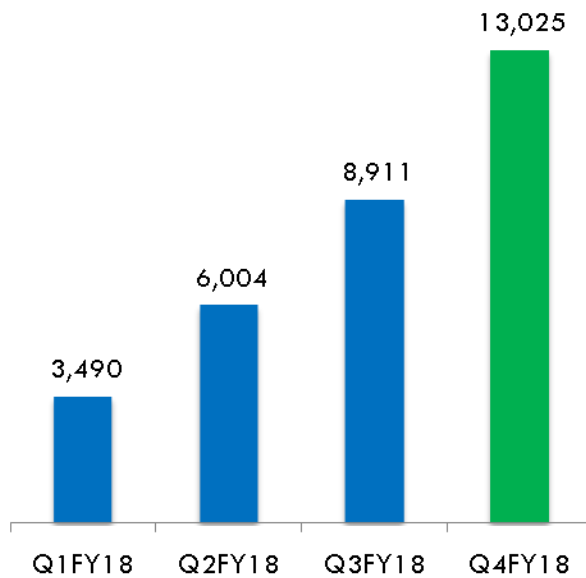
PAT (Rs. lakhs)



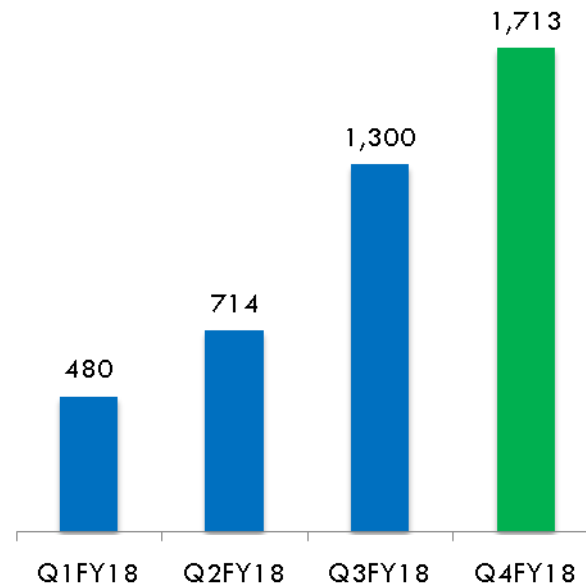
Figures have been regrouped or rearranged , wherever necessary

## Quarterly Performance Trend for FY18 (Consolidated)

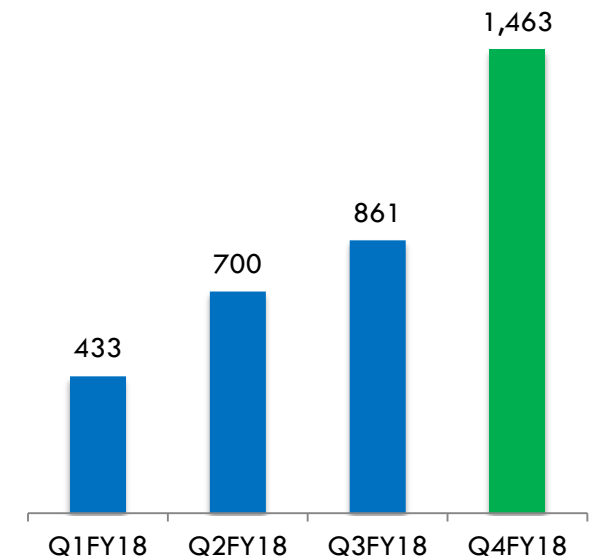
**Revenue (Rs. lakhs)**



**EBITDA (Rs. lakhs)**



**PAT (Rs. lakhs)**

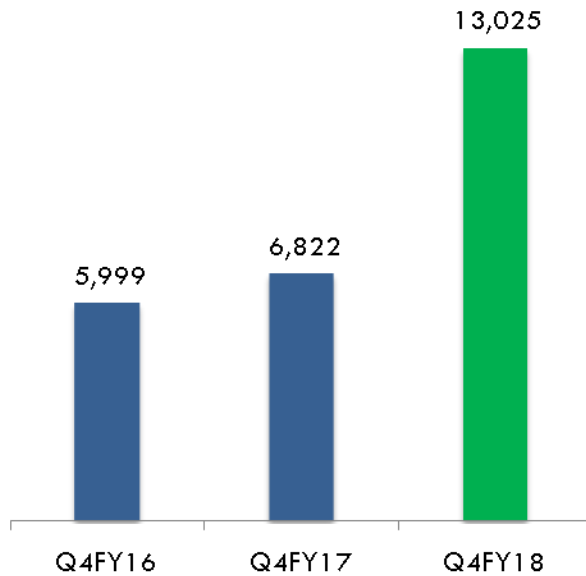


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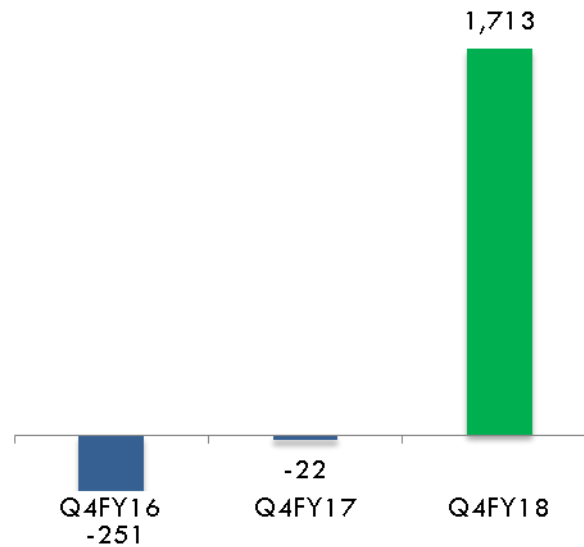


## Quarterly Financial Highlights (Consolidated)

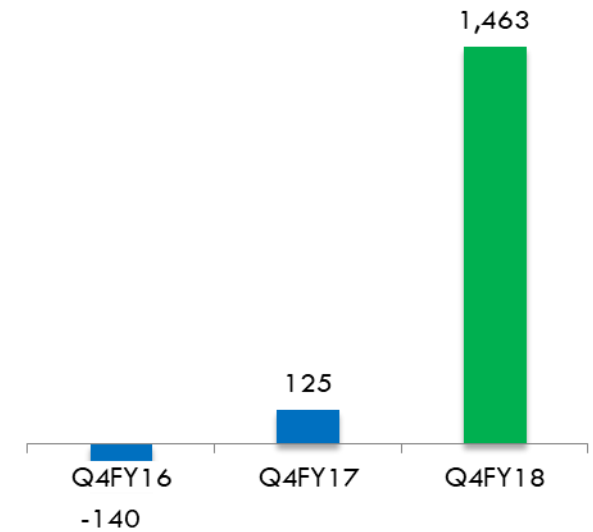
### Revenue (Rs. lakhs)



### EBITDA (Rs. lakhs)



### PAT (Rs. lakhs)



Figures have been regrouped or rearranged , wherever necessary

## Profitability Highlights – Q4 & FY18 (Consolidated)

Rs. In lakhs	Q4 FY18	Q4 FY17	Q4 FY16	FY18	FY17	FY16
<b>Revenue from Operations</b>	<b>13,025</b>	<b>6,822</b>	<b>5,999</b>	<b>31,430</b>	<b>25,084</b>	<b>23,805</b>
Raw Material	10,368	6,281	5,486	24,618	21,867	21,759
Employee Cost	249	177	151	810	616	609
Other costs	694	385	613	1795	1275	1224
<b>EBITDA</b>	<b>1,713</b>	<b>-22</b>	<b>-251</b>	<b>4,208</b>	<b>1,325</b>	<b>213</b>
<b>EBITDA Margin (%)</b>	<b>13.15%</b>	<b>-</b>	<b>-</b>	<b>13.39%</b>	<b>5.28%</b>	<b>0.89%</b>
Other Income	99	118	31	183	149	388
Depreciation	10	1	4	30	17	51
Interest	87	31	22	171	147	253
Exceptional items	-	-	-	-	-	-100
<b>Profit Before tax</b>	<b>1716</b>	<b>64</b>	<b>-245</b>	<b>4,190</b>	<b>1,311</b>	<b>197</b>
Tax	253	-61	-105	733	96	33
<b>Profit After Tax</b>	<b>1463</b>	<b>125</b>	<b>-140</b>	<b>3457</b>	<b>1215</b>	<b>163</b>
<b>PAT Margin</b>	<b>11.23%</b>	<b>1.83%</b>	<b>-</b>	<b>11.00%</b>	<b>4.84%</b>	<b>0.69%</b>



Figures have been regrouped or rearranged , wherever necessary

## Balance Sheet Highlights – FY18 (Consolidated)

Rs. Lakhs	FY18	FY17	Rs. Lakhs	FY18	FY17
<b>Shareholder's Funds</b>	<b>26,037</b>	<b>17,566</b>	<b>Non-current assets</b>	<b>6,726</b>	<b>4,311</b>
Share capital	12,040	10,850	Property Plant & Equipment	900	640
Other Equity	13,998	6,716	CWIP	-	255
<b>Non-current liabilities</b>	<b>136</b>	<b>116</b>	Other Financial Assets	14	9
Borrowings	98	80	Investment	1,434	-
Other Financial Liabilities	-	-	Long-term Loans & Advances	67	95
Long-Term Provisions	38	36	Deferred Tax Assets	2	94
<b>Current liabilities</b>	<b>10,165</b>	<b>15,531</b>	Other Non-Current Assets	4,308	3,218
Borrowings	-	48	<b>Current assets</b>	<b>29,613</b>	<b>28,901</b>
Trade Payables	9,041	14,796	<b>Inventories</b>	<b>1,491</b>	<b>225</b>
Other Financial liabilities	314	402	<b>Financial Assets</b>		
<b>Other Current Liabilities</b>	<b>161</b>	<b>191</b>	Bank Balances	537	466
<b>Short-term provisions</b>	<b>26</b>	<b>12</b>	Trade receivables	20,063	21,608
<b>Current Tax Liabilities (Net)</b>	<b>623</b>	<b>82</b>	Cash & Cash equivalents	6,984	6,536
<b>Total Equities &amp; Liabilities</b>	<b>36,339</b>	<b>33,212</b>	Short-term loans & Advances	68	23
			<b>Other Current Assets</b>	<b>470</b>	<b>43</b>
			<b>Total Assets</b>	<b>36,339</b>	<b>33,212</b>



## Company Overview



## Key Business Areas

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**E-Waste Management**

**Hardware**

**IT Services – India & Middle East**



# Hardware & IT Services



## Leading hardware manufacturing company ...

- Design & manufacture motherboards, memory modules, servers, workstations etc
- Commenced operations in 1992 in Bangalore
- Manufacturing facility in Peenya, Bangalore
- Reputed diversified clientele across industry
- Nationwide presence with over 100 channel partners for distribution



## ... Niche expertise in IT Services in India & Middle East

- Offer business process outsourcing solutions by leveraging process, domain and people management expertise
- Expertise in Banking, Insurance, Finance & Accounting, HR Services, Healthcare and Legal Services
- Cerebra Middle East: Niche IT Distribution house offering Data Centre, Security Surveillance and IT Infrastructure management solutions to the Middle East

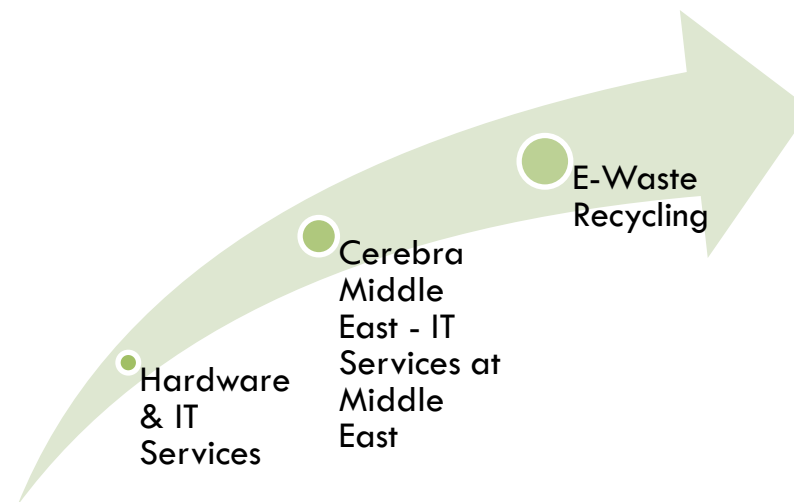


## Entry into E-Waste business



### ... Foray into E-Waste Recycling

- One of India's largest integrated E-Waste recycling facility at Narsapura
- Capacity of 96,000 Tons per annum; obtained necessary consent from Karnataka State Pollution Control Board
- Recycling & Refurbishment is progressing well
- Agreements with many customers including MNC's across India for collecting E-Waste
- Collection centers now at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Surat, Vadodara, Vijayawada and Vishakapatnam



## Experienced Team



### **Mr. V. Ranganathan, MD**

- Electrical & Electronics Engineer, ~29 years of experience in manufacturing & trading of computers and electronic products
- Leading the marketing initiatives at Cerebra



### **Mr. Asit Ahuja, CEO, Cerebra ME**

- Founder Director Cerebra Middle East FZCO
- Responsible for day to day operations



### **Mr. Shridhar S Hegde, ED & CFO**

- Law graduate, ~ 35 years of experience in industry
- Responsible for the entire financial aspects of Company



### **Mr. Phalguna Jois, CEO, ES Division**

- ~25+ extensive experience in manufacturing, IT distribution and business development
- Instrumental in building team & strategic alliances



### **Mr. P. Bharath, COO**

- Civil Engineer, Responsible for setting up the factory at Peenya
- Leading production activities at SMT Division, EMS Division, and E-waste Recycling Plant



### **Mr. Anil Bhavnani, Head-Strategy & Alliances (E-Waste Recycling)**

- ~30 years experience in conceptualizing and establishing successful businesses
- Responsible for strategy and alliances



### **Mr. P. Vishwamurthy, ED**

- Mechanical Engineer, ~ 26 years of experience in industry
- Resource management, client relationships and engagements





# Servicing prestigious clients across industry segments

## Banks



## PSUs



## Govt. Agencies



## Other Major Clients



## E-Waste Space: New Growth Area



# Current E-Waste Recycling in India

## Current Scenario of E-Waste treatment in India



Currently ~ **99%** of E-Waste market in India is **un-organised**

## Cerebra's way for E-Waste treatment



**Pioneers in organised** E-Waste recycling player



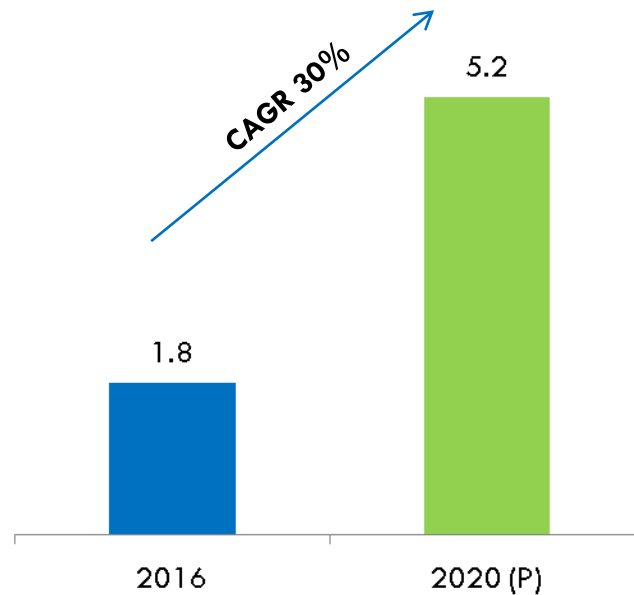
**Current Hazardous E-Waste recycling practices in India**

[Video Link](#)

# India's E-Waste Potential – A Large Opportunity

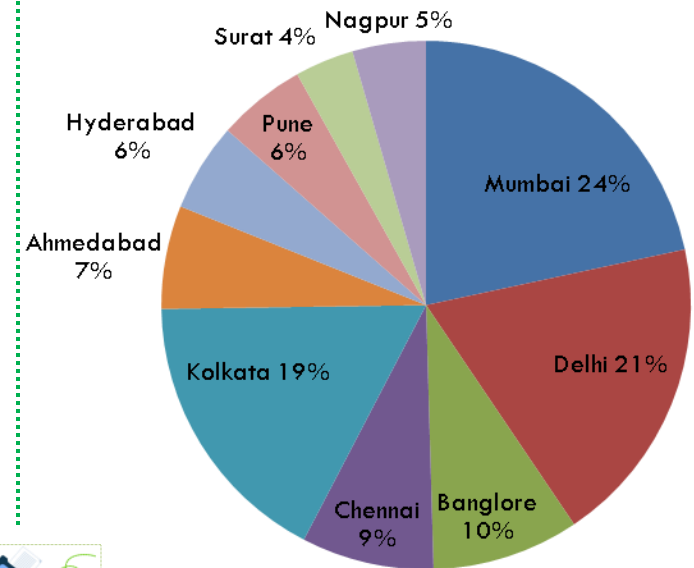
India is emerging as one of the world's major electronic waste generators

Generation of E-Waste in India (Million Metric Tonnes) p.a



Source: ASSOCHAM-cKinetics study (June 2016)

City wise E-Waste generation



Source: Dept. of Information Technology



# World Class Fully Integrated E-Waste Facility



## Cerebra's E-Waste facility:

- E-Waste Recycling Facility spans over an area of **12 acres**; with built up area of more than **40,000 sft**
- Current capacity of the facility is **36,000 tons p.a.**; with potential to reach **96,000 tons p.a.** in future

## Awarded IMS Certificate ISO9001:2015, ISO 14001:2015 and ISO 18001:2007:

- **Scope:** E-waste Collection, Dismantling, Segregation, Recycling, Refurbishing & Data Protection activities of Waste Electrical & Electronic Equipments



[Video Link](#)



## ... Large opportunity for CEREBRA

- Commenced operations & continuous expansion of network for E-Waste collection
- Collection centers now at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Surat, Vadodara, Vijayawada and Vishakapatnam

- Plant capacity to process 96,000 tonnes of E-Waste per annum
- Equipped for 100% recycling of collected E-Waste with zero landfill

- MOU signed with major MNCs & Large Corporates
- Precious Metals refining plant to be set up soon

### Cerebra E-Waste Business Process



## Advantage Cerebra

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- Pioneer in hardware manufacturing with strong skill sets in repair & refurbish

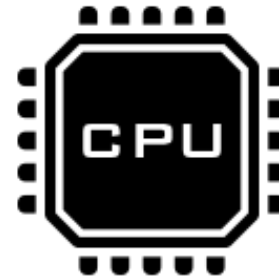
- Location Benefit:
  - Bengaluru : Around 1,500 Software & BPO companies
  - Chennai: Manufacturing hub for Electronics & Automobiles

- Strong vendor alliances and partnerships with IBM, Dell, HP, Oracle etc

- Extensive dealer network already in place due to existing line of business



## Hardware & IT Services



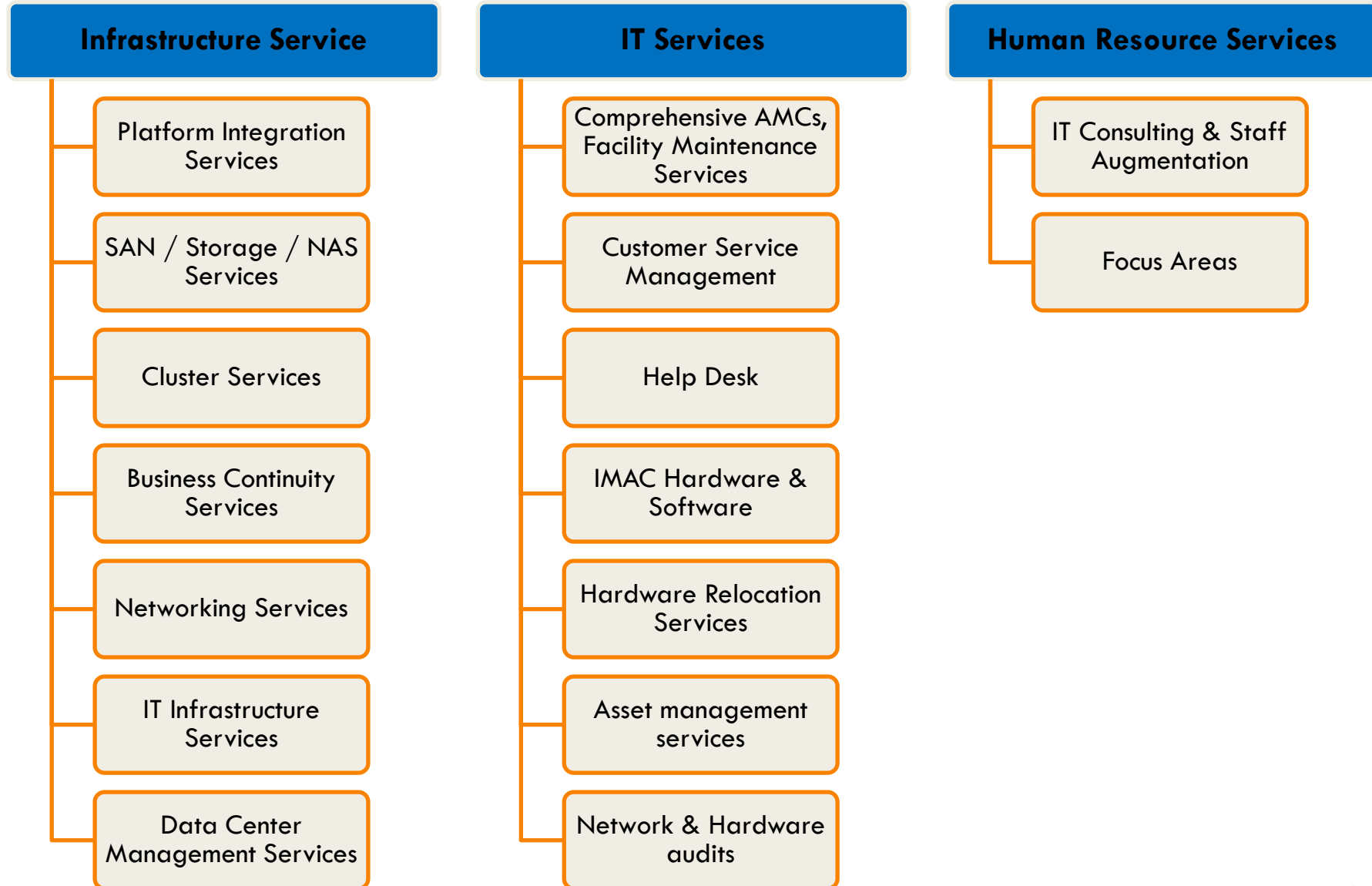


## One of the Pioneers in Hardware Space in India

	Electronic Manufacturing Service (EMS)	Enterprise Solutions Division (ESD) & Infrastructure Management
<b>Key Offering</b>	Manufactures populated PCBs such as motherboards, memory modules, graphic cards	Networking, servers, storage, endpoints, operating systems, application software
<b>Capacity</b>	Handles - 14000 / 28000 CPH	Skilled manpower to provide solutions
<b>Projects/Services by Cerebra</b>	Providing Hardware Solutions & IT Services	Automated Driving Test System (ADTS) from Transport department
		Personalised Security Surveillance services (value added distributor for UAE region)
		Personalised storage servers



# IT Services – Expansive Portfolio in India



# Cerebra Middle East

Niche IT Distribution house offering Data Centre & IT Infrastructure management solutions

## Service Offerings

### Security Surveillance Solutions

CCTV

VMS

NVR

Storage

Access Control

Video Walls

### Information & Communication Technology

Data Centre Solutions

Business Continuity

Data Protection

Cloud Solutions

Disaster Recovery

Enterprise Mobility

Storage Virtualization

E-Waste Recycling



## Some of our Marquee Projects



### Unique order win for Automated Driving Test System (ADTS) from Transport department, Government of Karnataka

- To automate process of conducting driving tests & issuance of licenses at select RTO center
- 5 year contract to implement, operate and maintain



### Canon (Japan) appointed Cerebra Middle East FZCO (Subsidiary of Cerebra) as a value added distributor for UAE region

- UAE's security and surveillance market to witness rapid growth due to EXPO 2020 in Dubai



ಸರಬರಾಜು  
**CEREBRA**  
 E-WASTE RECYCLER

25  
 CEREBRA  
 Years

**DROP YOUR ELECTRONIC WASTE HERE**

**E-WASTE**

Electronic waste affects our health. It contains toxic materials like mercury, lead, cadmium, barium, lithium, etc.  
 E-Waste is HAZARDOUS

PLEASE   RECYCLE

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 e-waste@cerebracomputers.com

## LET'S CONNECT



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“Responsibility towards safety  
 of our environment”

For more information visit:  
[www.cerebracomputers.com](http://www.cerebracomputers.com)



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