

Speed  
Reliability  
Value Performance

## COMPUAGE INFOCOM LTD

18<sup>th</sup> August 2017

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: Intimation regarding presentation for Analyst meet

Dear Sir,

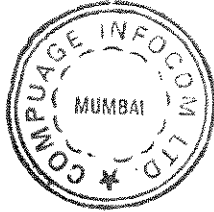
Pursuant to Regulation 30(2) and 46(2) (o) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation for the Analyst meet. The same shall be uploaded on our website [www.compuageindia.com](http://www.compuageindia.com).

Kindly take the same on records and oblige.

Thanking you,

Yours faithfully,  
For Compuage Infocom Ltd.

Harshita Shetty  
Authorised Signatory



Place: Mumbai

Encl: As above.



# COMPUAGE

INVESTOR'S  
PRESENTATION

BY KIRIN ADVISORS

# SAFE HARBOR STATEMENT

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# TABLE OF CONTENTS



Company Overview

Management Team

Business Overview

Financial Performance

Growth Strategy

# About us

- ❖ Established in 1987, **Compuage Infocom Limited** is one of India's leading IT and Mobility distribution company, with a strong IT-enabled distribution backbone.
- ❖ A system oriented and process driven company. Added to this, a solid financial and inventory management system, a young and dynamic sales team and committed channel partners spread across the country.
- ❖ Over the years it has trail blazed its way into being the most sought after, value added distributor for global IT & Mobility brands.
- ❖ **Compuage Infocom** has been growing at a rapid pace and has in place an ambitious blueprint, to achieve USD 1Bn sales by FY2020
- ❖ The Company strengthened its credit rating from BBB+ to A- for Long Term Bank Facilities and from A2 to A2+ for Short Term Bank Facilities (CARE)
- ❖ The Company's stock is listed on the BSE and NSE; It enjoyed a market capitalisation of Rs.154crore as on 16 August , 2017

# Our Evolution...

## Authorized Dealer

Expanded scope of business to include Peripherals. Became Authorized Dealer for several Peripherals Brands

1992



## Started Distribution & got listed

Foray into Distribution. Branch expansions Continues. Got listed by merging with a listed entity

2001



## Global Foot Prints

Establishes operations in Singapore to serve SAARC Region

2012



2017



1987



1995



2006-07

## Commencement Of Business

Commencement of business of Computer Consumables as a Corporate Reseller

## Setup Regional Offices

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

## Aggressive Reach Out Campaign

Launched and executed 60 City India Campaign for showcasing our products to over 6000 Resellers across India

## Completed 30 years of Business

41 Branches, 45 Warehouses, 51 Service Centers, 30+ global Brands, with presence in 800 cities & Towns

# Key Strengths

**ONE OF THE LEADING PLAYERS IN TECHNOLOGY DISTRIBUTION BUSINESS**

**STRONG ENTRY BARRIER**

Industry has strong entry barrier's. Acquiring Brands and setting up distribution network takes time.

**STRONG PORTFOLIO OF BRANDS**

**REACH & PENETRATION**

Over the years have built strong brand portfolio of top Brands. And continues to grow

**STRONG FINANCIALS**

With 41 branches, the company is servicing more than 10,000 re-sellers across 800 cities.

10 Year CAGR  
Revenues-18%  
EBITDA-24%  
PAT-20%

**STRONG GROWTH PROSPECTS**

On the threshold to deliver strong growth of more than 25-30% over next 3 years

# Board of Directors



## **Mr. Atul H. Mehta - CMD**

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



## **Mr. Bhavesh H. Mehta - COO**

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



## **Mr. G. S. Ganesh - Independent Director**

- A Chartered Accountant by qualification and Investment Banker by profession with 25+ years experience
- Expert in Financial Restructuring, Mergers and Acquisitions and Project Financing



## **Mr. Vijay Agarwal – Independent Director**

- M.Com and Chartered Accountant by qualification.
- Successfully running his own practice for more than 25 years.



## **Ms. Preeti Trivedi – Independent Director**

- Chartered Accountant
- 25+ years experience in Corporate Finance and Management Consulting



# Our Core Team



**Sunil Mehta**  
Director Finance



**Deepak Karia**  
VP Sales



**Vinod Thakkar**  
VP Business



**Nehal Sharma**  
AVP Sales



**Shreyas Vyas**  
Head IT

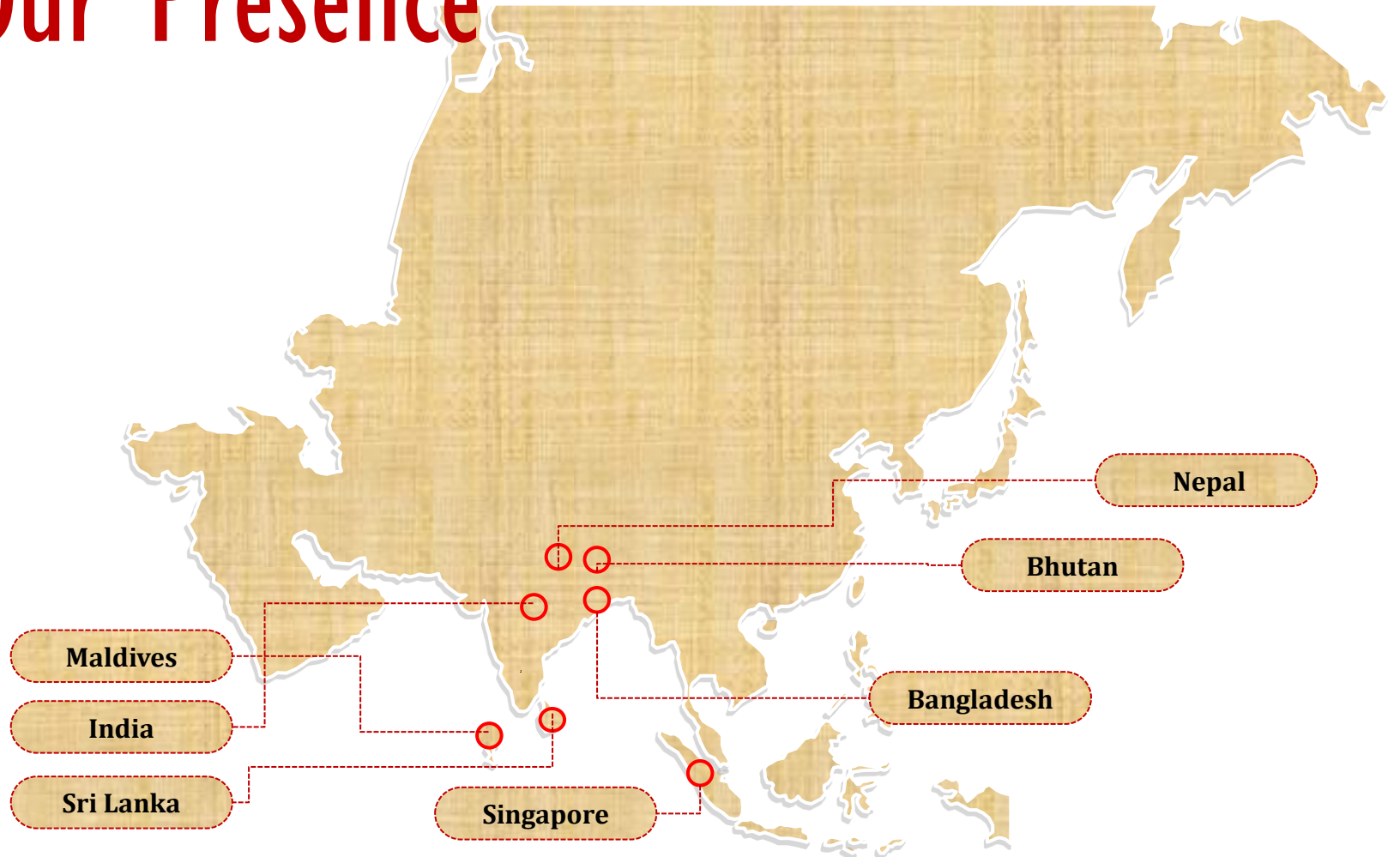


**Sagar Abraham**  
Head Services



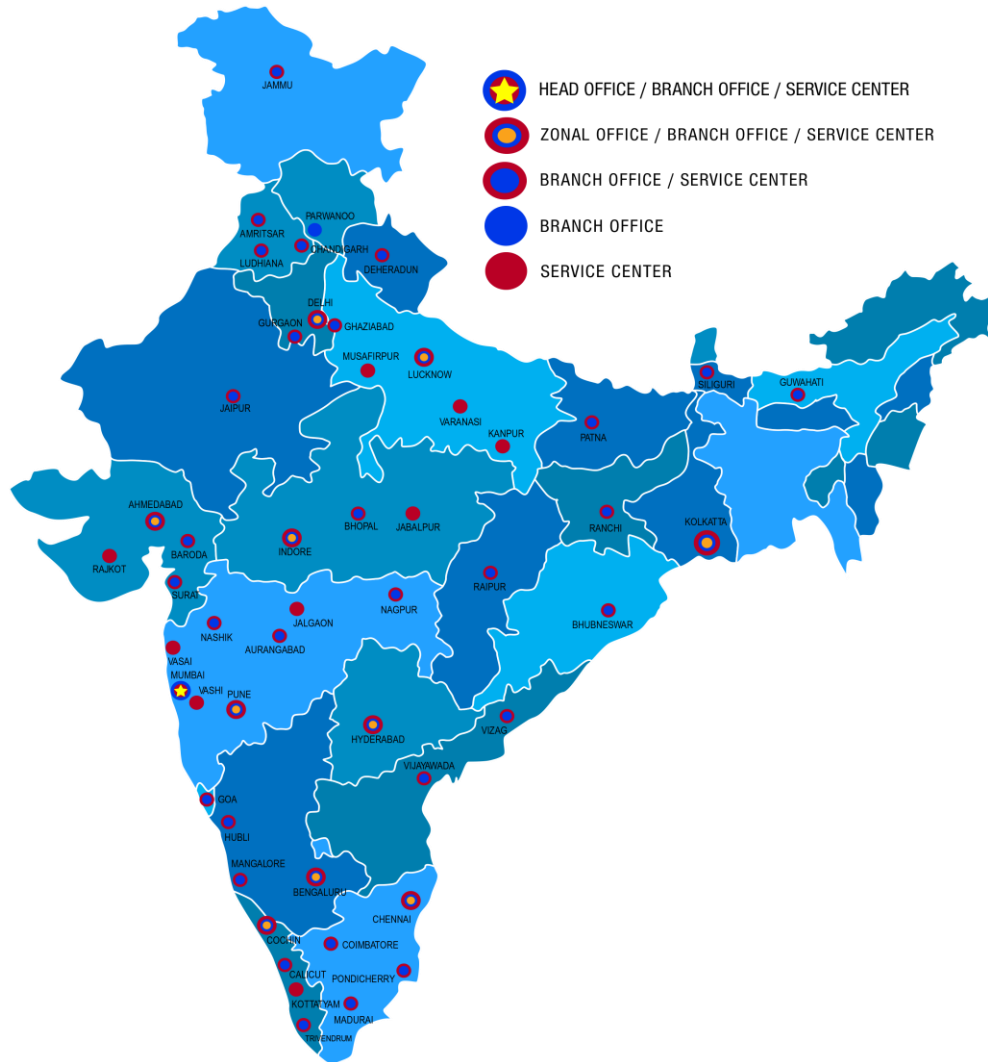
**Dilip Darji**  
Head Accounts

# Our Presence

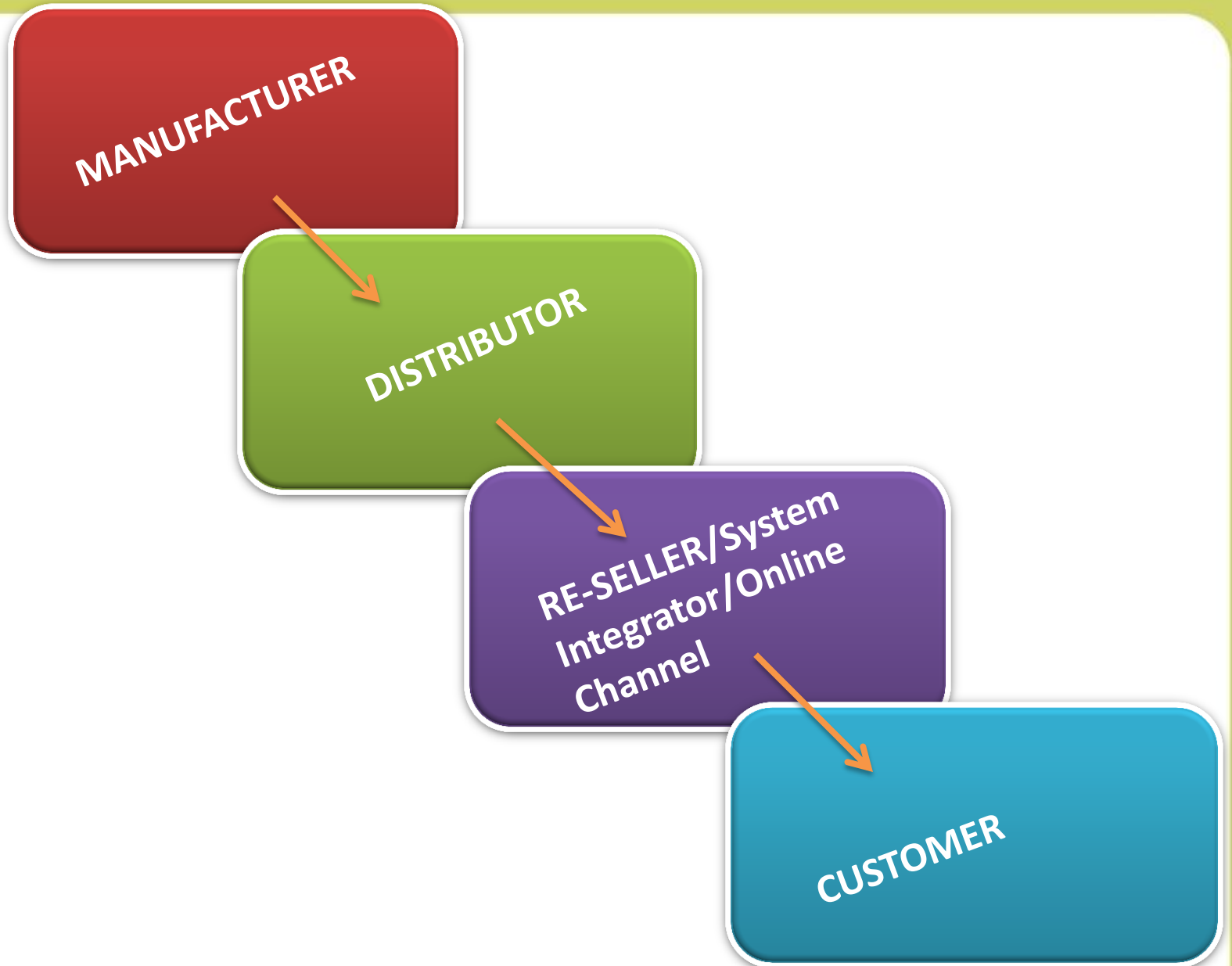


**7 Countries across Asia**

# Our India Footprints



# Business Flow



# Key Business Activity



# How do we add Value



## Sales Activation

Help partners via accelerator tools to boost the sales



## Engage & Enable

Engaging with partner needs and jointly working on the partner needs.



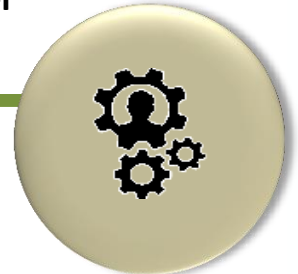
## Recruit

Committed partner recruitment



## Promotions

We devise promotional programs in line with vendor and channel partner expectations.



## Manage & Support

We not just manage the business but we believe in nurturing it by continued relationship management.

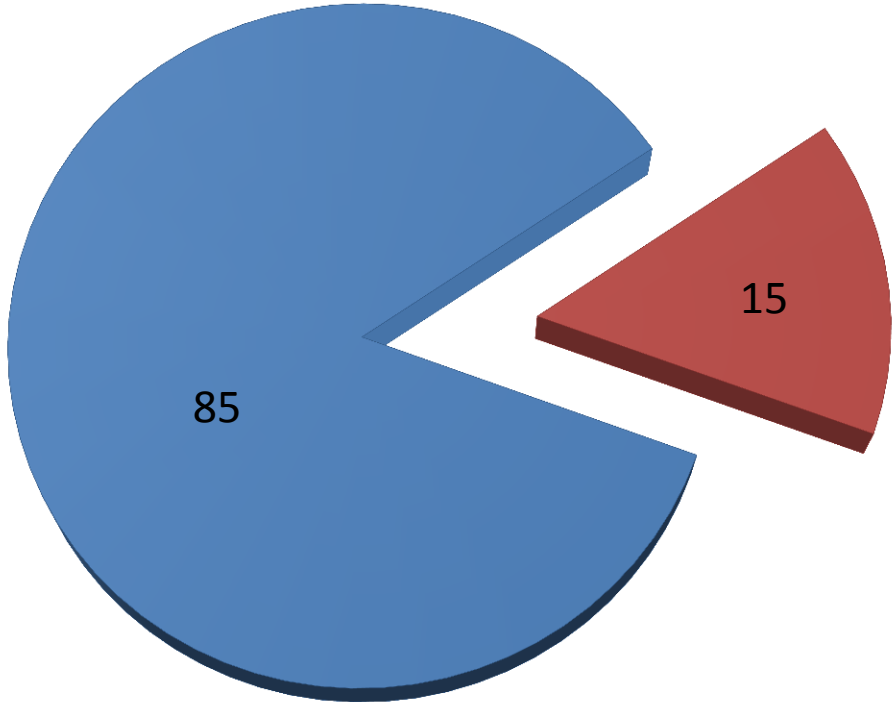


# Our Esteemed Vendors



# Business Segments

IT



15

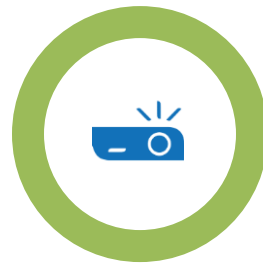
MOBILITY



# PC, Components & Peripherals



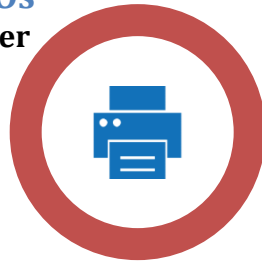
**Laptops, Desktops & AIOs**  
ASUS, HP, Lenovo, View Paker



**Projectors**  
BenQ, LG



**Accessories**  
Lenovo, Targus



**Peripherals, Supplies**  
HP, Liteon, Xerox



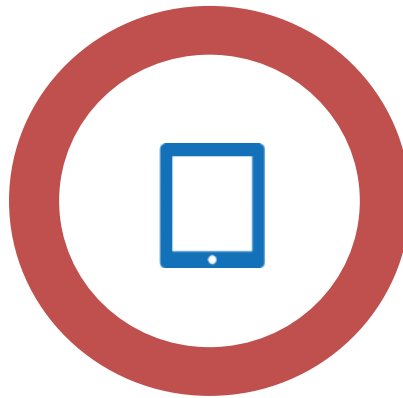
**Memory Products**  
Sandisk, Toshiba

# Mobile Devices



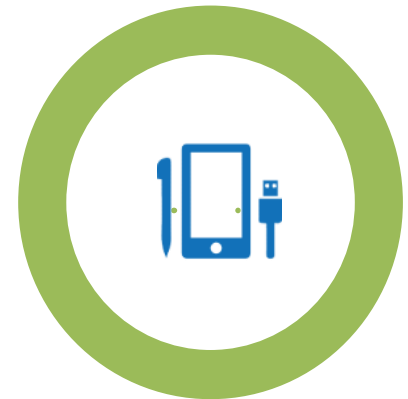
## Smart Phones

Asus, Lyf, Samsung



## Tablets

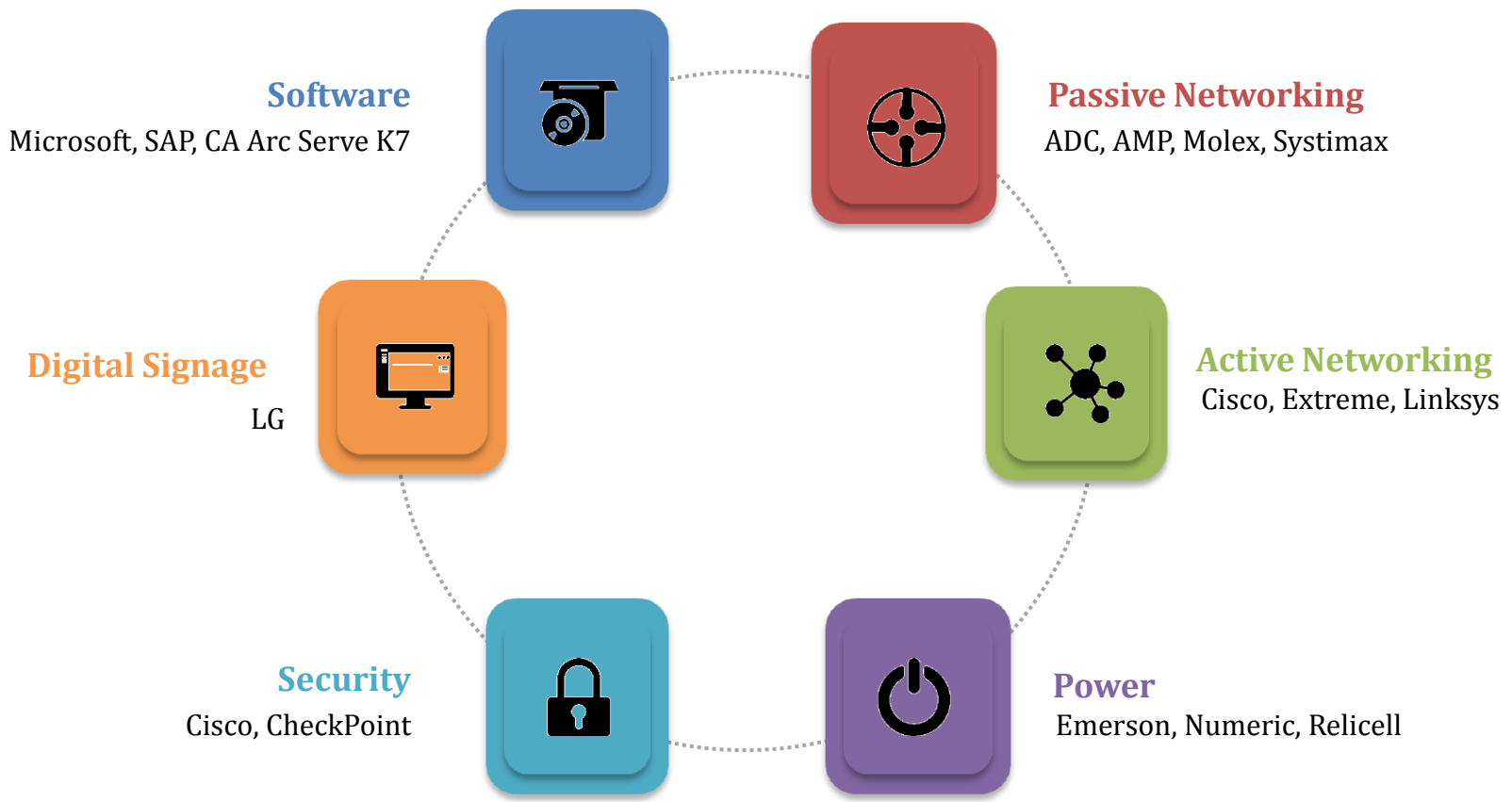
Asus, Samsung



## Mobile Accessories

Apple

# Enterprise Solutions



# Cloud Computing Solutions

## CISCO, IBM, Microsoft cloud solutions

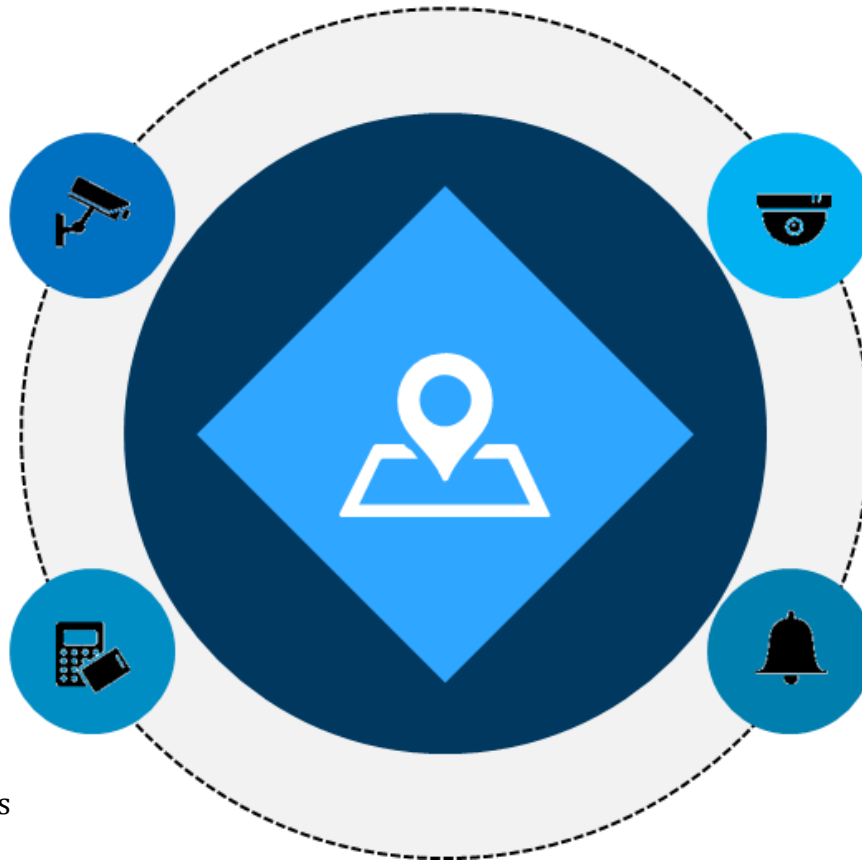
We offer a full range of business technology solutions. Partners can use our convenient category list to explore cloud solutions, and then drill down to assemble and purchase unique product and service offerings.



# Physical Safety & Security

## Video Surveillance

- IP Camera , network video recorder
- Analogue HD camera
- Digital video recorder (DVR)
- Accessories



## Fire Alarm & Public Address System

- Addressable fire alarm system
- Conventional fire alarm system
- Fire separation – Sprinklers, hose, etc

## Access Control

- Electromagnetic locks
- Boom Barriers and Bollards
- Readers (proximity/biometric/numeric) & cards, controllers

## Notification & Response

- Detectors, controllers
- Home intrusion detection
- Lighting solution
- Accessories

# Q1FY18 — performance Highlights

- During the quarter has entered into the distribution relationship with **Checkpoint** for complete SMB range apart from already existing enterprise business relationship.
- It has also signed up with **Targus** for its accessories.
- **Commscope** has been signed-up for Systimax's copper/fiber connectivity products & Infrastructure management solutions.

# Quarterly Performance – Q1FY18

Rs in cr	Q1FY18	Q1FY17	Change %	FY17
Revenues	752.6	685.8	9.7	3551.3
Other Income	3.1	3.6	-13.9	19.1
<b>Total Income</b>	<b>755.7</b>	<b>689.4</b>	<b>9.6</b>	<b>3570.4</b>
<b>Expenses</b>				
Purchases	721	659.2	9.4	3508.6
Chg In Inventory	0	0		-80.6
Employee Exp	8.2	6.6	24.2	32.8
Other Exp	9.8	9	8.9	33.6
<b>Total</b>	<b>739</b>	<b>674.8</b>	<b>9.5</b>	<b>3494.4</b>
<b>EBIDTA</b>	<b>16.6</b>	<b>14.6</b>	<b>13.7</b>	<b>76</b>
<b>EBIDTA( %)</b>	<b>2.2</b>	<b>2.1</b>		<b>2.1</b>
Depreccation	0.9	1.2	-25.0	3.4
Finance Cost	10.2	8.9	14.6	44.9
<b>PBT</b>	<b>5.6</b>	<b>4.6</b>	<b>21.7</b>	<b>27.7</b>
Current Tax	1.8	1.2	50.0	9.3
Deferred Tax	0	0		0.2
Earlier period	0	0		0.5
<b>Net Profit</b>	<b>3.8</b>	<b>3.4</b>	<b>11.8</b>	<b>17.7</b>
<b>EPS Rs</b>	<b>0.7</b>	<b>0.6</b>	<b>11.8</b>	<b>3.00</b>

# Profit & Loss

P & L	FY15	FY16	FY17
Revenues	2,378.8	3,107.3	3551.3
Other Income	10.1	9.7	19.1
<b>Total Income</b>	<b>2,388.9</b>	<b>3,117.0</b>	<b>3,570.4</b>
Expenses			
Purchases	2,280.9	3,044.4	3508.6
Chg In Inventory	-3.1	-45.6	-80.6
Employee Exp	23.6	25.9	32.8
Other Exp	32.3	31.2	33.6
<b>Total</b>	<b>2,333.6</b>	<b>3,055.9</b>	<b>3,494.4</b>
<b>EBIDTA</b>	<b>55.3</b>	<b>61.1</b>	<b>76.0</b>
<b>EBIDTA(%)</b>	<b>2.3</b>	<b>2.0</b>	<b>2.1</b>
Depreciation	4.7	4.5	3.4
Finance	32.6	34.3	44.9
<i>PBT</i>	<i>17.9</i>	<i>22.3</i>	<i>27.7</i>
Current Tax	5.9	7.5	9.3
Deferred Tax	-0.1	-0.2	0.2
Earlier Period	-	0.1	0.5
<b>Net Profit</b>	<b>12.1</b>	<b>14.9</b>	<b>17.7</b>
<b>EPS Rs</b>	<b>3.5</b>	<b>2.5</b>	<b>3.0</b>



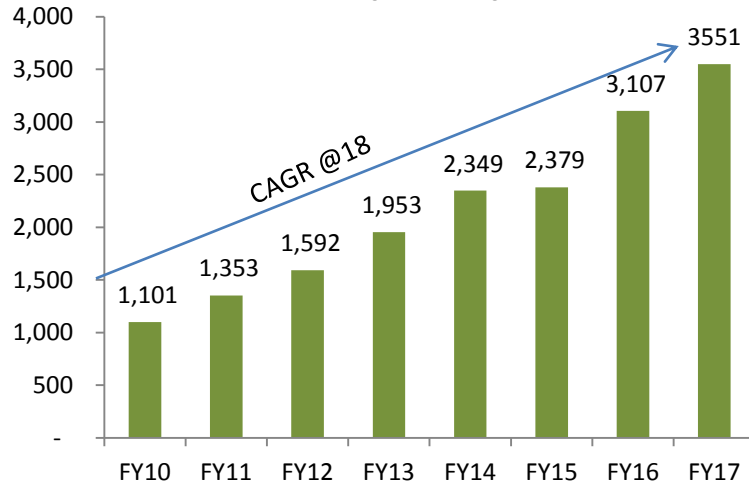
# Balance Sheet

Particulars	FY15	FY16	FY17
<b>Share Holders Funds</b>			
Share capital	6.7	11.7	11.7
Reserves & Surplus	73.6	89.1	103.9
<b>Total</b>	<b>80.2</b>	<b>100.9</b>	<b>115.6</b>
<b>Non Current Liabilities</b>			
Long Term Borrowings	1.0	0.0	17.8
Deffered Tax Liability	2.7	2.4	2.7
<b>Current Liabilities</b>			
Short term Borrowings	241.0	293.0	306.8
Trade Payable	229.6	263.2	465.1
Other Current Liabilities	18.1	27.2	31.4
Short Term Provisions	1.9	3.9	3.1
<b>Total Liabilities</b>	<b>574.5</b>	<b>690.6</b>	<b>942.5</b>

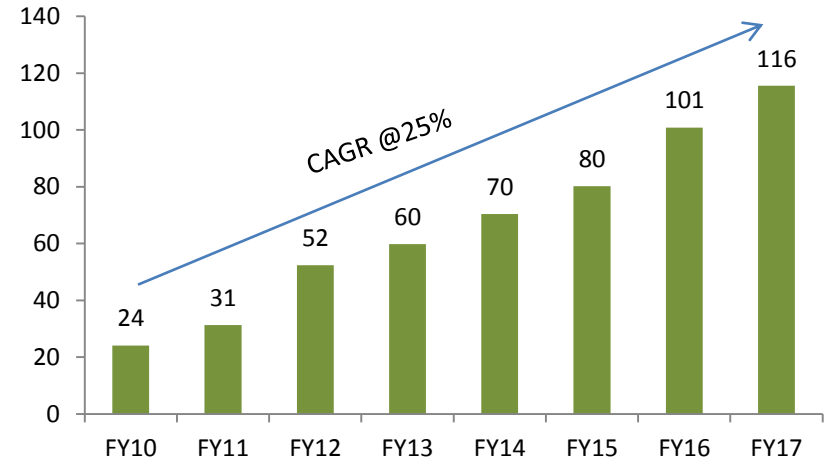
Particulars	FY15	FY16	FY17
<b>Assets</b>			
Tangible Assets	37.0	33.7	33.5
Non Current Investments	0.3	0.3	0.3
LongTerm Advances	0.1	0.0	0
Other Non-Current Assets	0.0	0.5	0.5
<b>Current Assets</b>			
Current Investments	0.0	2.5	2.5
Inventories	208.7	254.3	334.9
Trade Receivables	247.7	270.5	436.9
Cash & Bank Balance	41.1	94.9	102.2
Short Term Advances	38.2	31.5	30.3
Other Current Asests	1.4	2.2	1.4
<b>Total Assets</b>	<b>574.5</b>	<b>690.6</b>	<b>942.5</b>

# FY17 — Performance Highlights

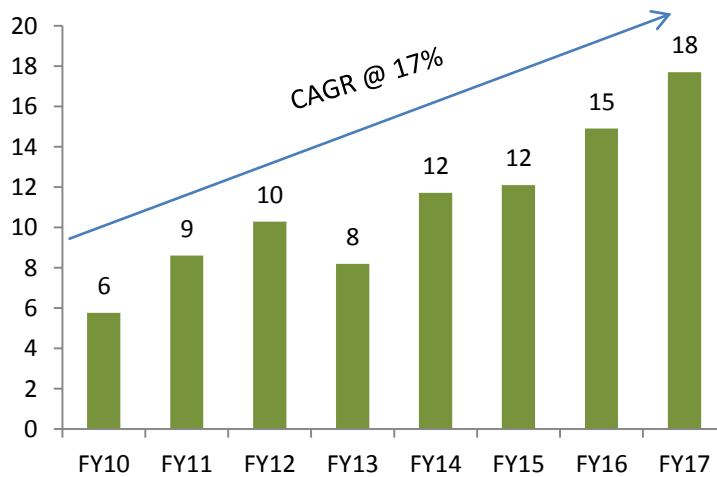
## Sales (Rs Cr)



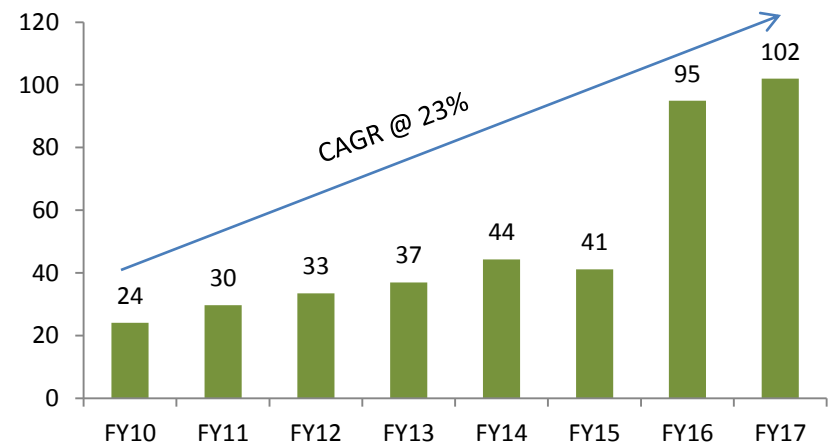
## Networth



## PAT Growth (Rs Cr)

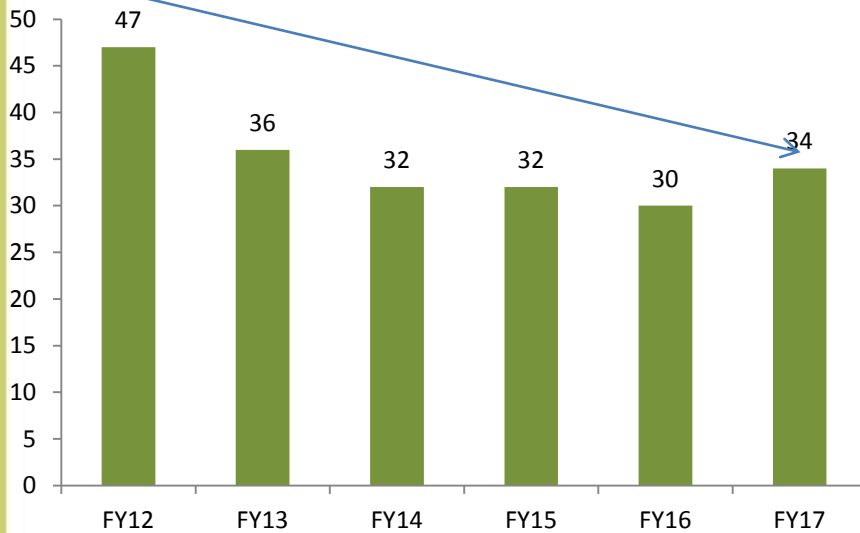


## Cash & Bank Balance

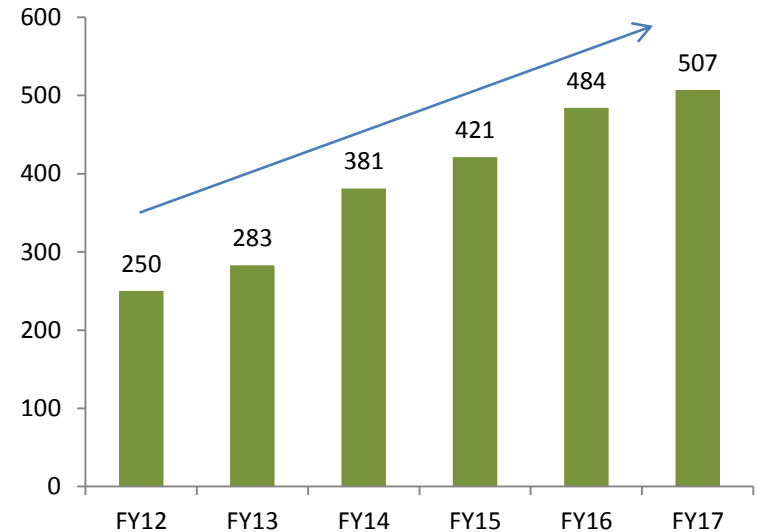


# FY17 - Performance Highlights

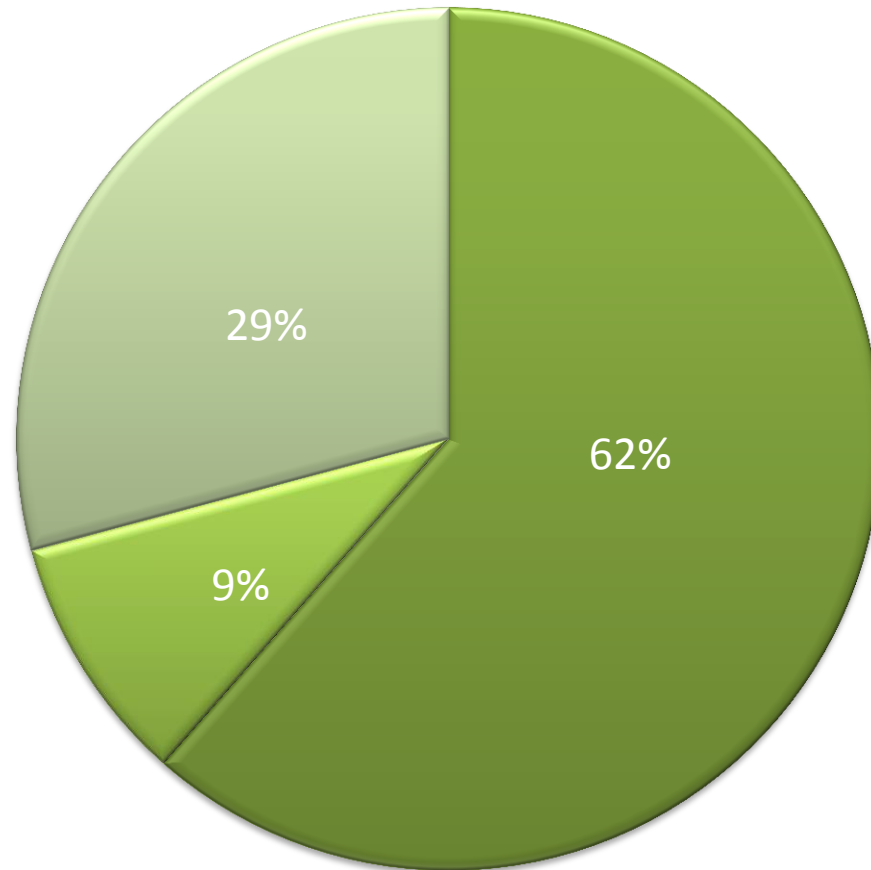
## Inventory days(x)



## Revenue Per Employee



# Shareholding Pattern — June 2017



■ Promoters    ■ Kitara Capital    ■ Public

# Awards & Accolades



Compuage has won over 100 Awards in past 10 years for it's exemplary performance by leading vendors across the globe

# Thank You

For further information please contact:

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