

Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

17th August, 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 August 2021 Investor Presentation for Q1 & 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.

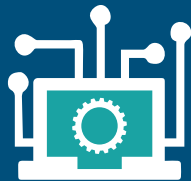


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Compuage Infocom Limited

Investor Presentation
August 2021

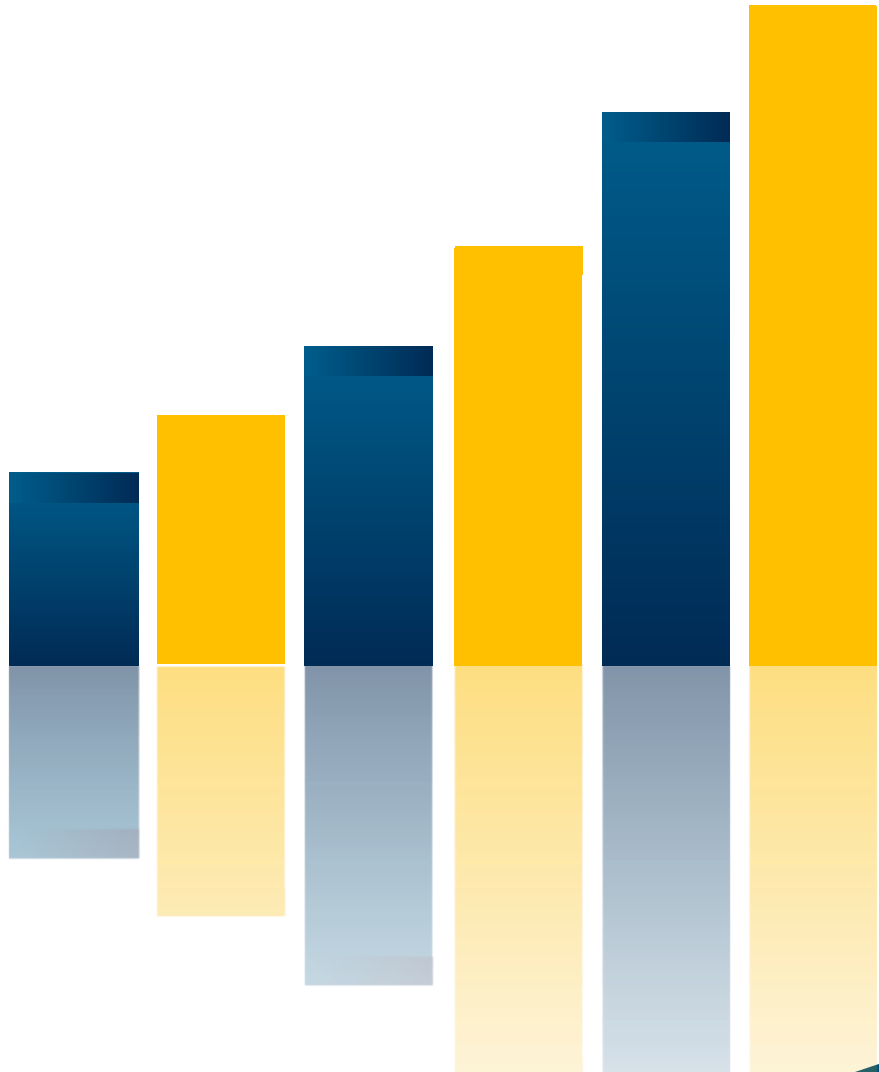


Enhanced Commitment
Enduring Growth

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Q1FY22 Financial Highlights

Q1FY22 Performance



Consolidated Total Income

Rs. 664.1 Crores
+ 18.4% YoY

Consolidated Gross Profit

Rs. 31.1 Crores
+ 6.1% YoY

Consolidated EBITDA

Rs. 17.4 Crores
+ 29.6% YoY

Consolidated PAT

Rs. 1.0 Crores
+ 5x YoY

Consolidated Profit & Loss

| Profit & Loss Statement (Rs. Crs.) | Q1FY22 | Q1FY21 | YoY% | Q4FY21 | QoQ% | FY21 | FY20 | YoY% |
|------------------------------------|--------------|--------------|-------------|----------------|-------------|----------------|----------------|-------------|
| Revenue from Operations | 659.7 | 554.1 | 19% | 1,079.7 | -39% | 3,729.8 | 4,232.5 | -12% |
| Other Income | 4.4 | 6.9 | | 3.2 | | 17.4 | 16.7 | |
| Total Income | 664.1 | 561.0 | 18% | 1,082.9 | -39% | 3,747.2 | 4,249.2 | -12% |
| Cost of Goods Sold | 633.0 | 531.7 | | 1,031.9 | | 3,577.2 | 4,054.4 | |
| Gross Profit | 31.1 | 29.3 | 6% | 51.0 | -39% | 169.9 | 194.9 | -13% |
| Gross Profit Margin (%) | 4.7% | 5.2% | | 4.7% | | 4.5% | 4.6% | |
| Employee Expenses | 7.7 | 9.0 | | 9.0 | | 34.9 | 38.5 | |
| Other Expenses | 6.0 | 6.9 | | 9.1 | | 40.7 | 51.4 | |
| EBITDA | 17.4 | 13.4 | 30% | 32.9 | -47% | 94.4 | 105.0 | -10% |
| EBITDA Margin (%) | 2.6% | 2.4% | | 3.0% | | 2.5% | 2.5% | |
| Depreciation | 0.8 | 0.9 | | 0.9 | | 3.6 | 4.2 | |
| EBIT | 16.5 | 12.5 | 33% | 32.0 | -48% | 90.8 | 100.8 | -10% |
| EBIT Margin (%) | 2.5% | 2.2% | | 3.0% | | 2.4% | 2.37% | |
| Finance Cost | 15.2 | 12.3 | | 21.4 | | 62.9 | 60.9 | |
| Profit before Tax | 1.3 | 0.2 | 462% | 10.6 | -88% | 27.9 | 40.0 | -30% |
| Tax | 0.3 | 0.1 | | 3.1 | | 7.2 | 9.4 | |
| Profit After Tax | 1.0 | 0.2 | 481% | 7.6 | -86% | 20.7 | 30.5 | -32% |
| PAT Margin (%) | 0.2% | 0.0% | | 0.7% | | 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 |

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

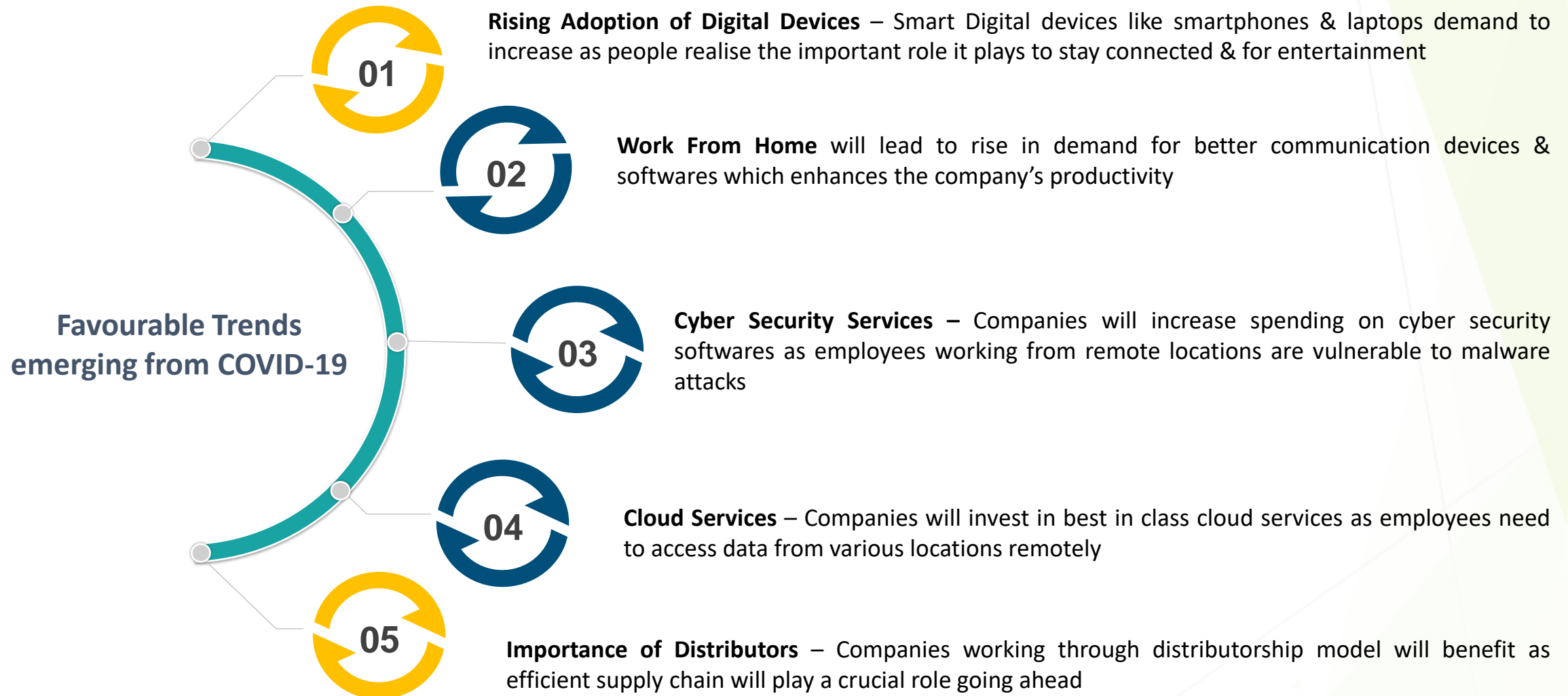
Distribution agreement for Voice, Data and Cloud Solutions for India & SAARC Market



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

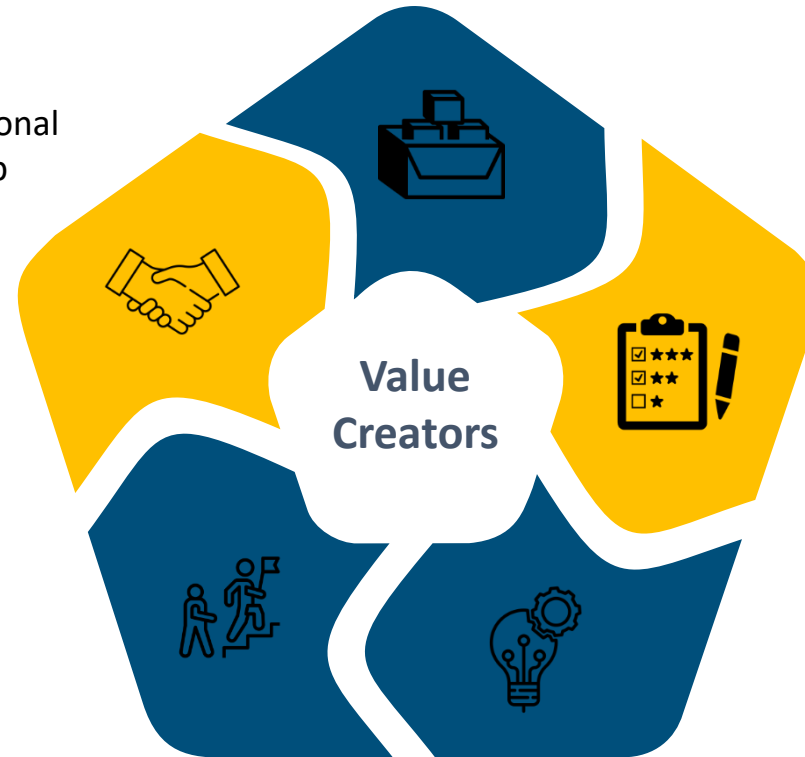
Strong pre & post sales support and efficient supply chain management

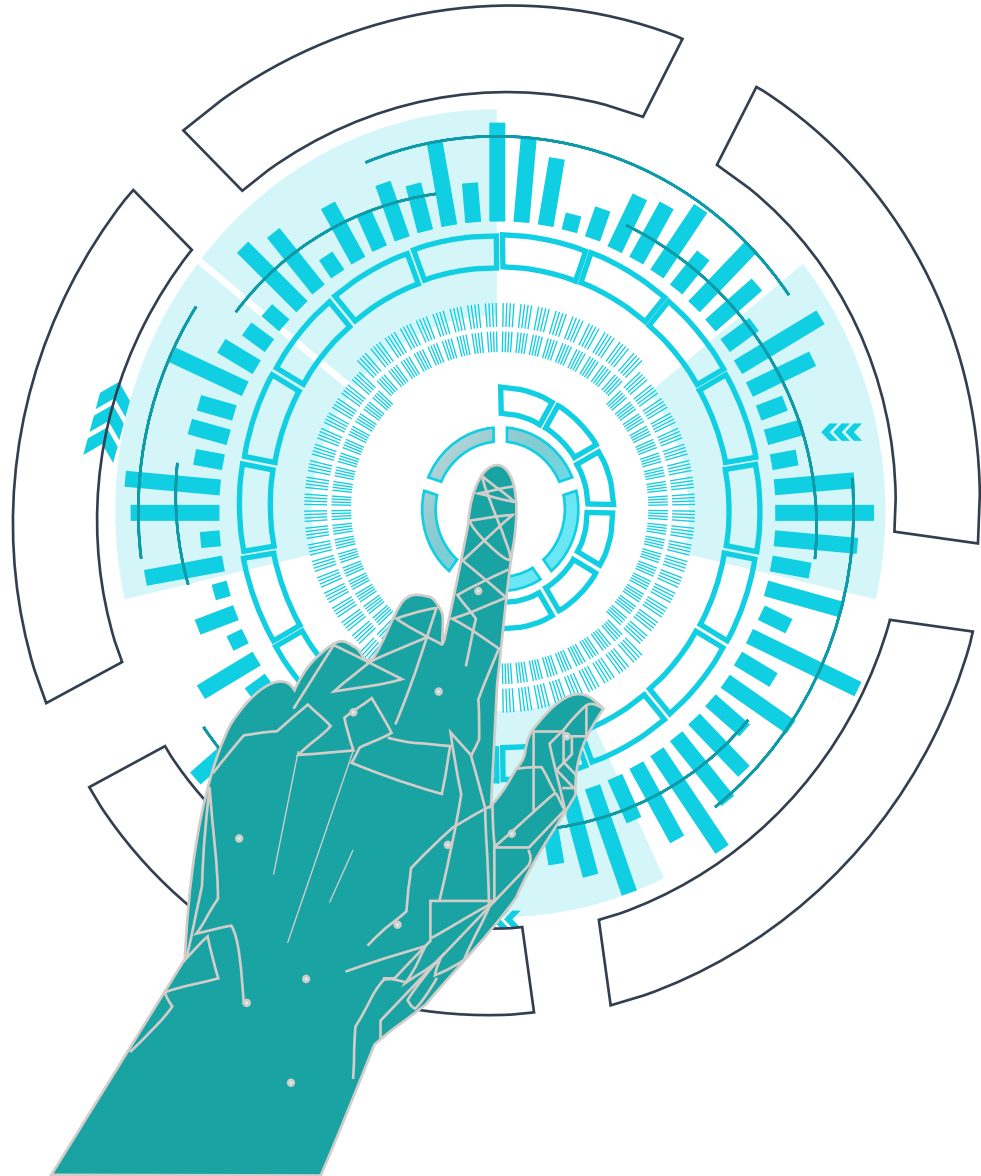
Market Leadership

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



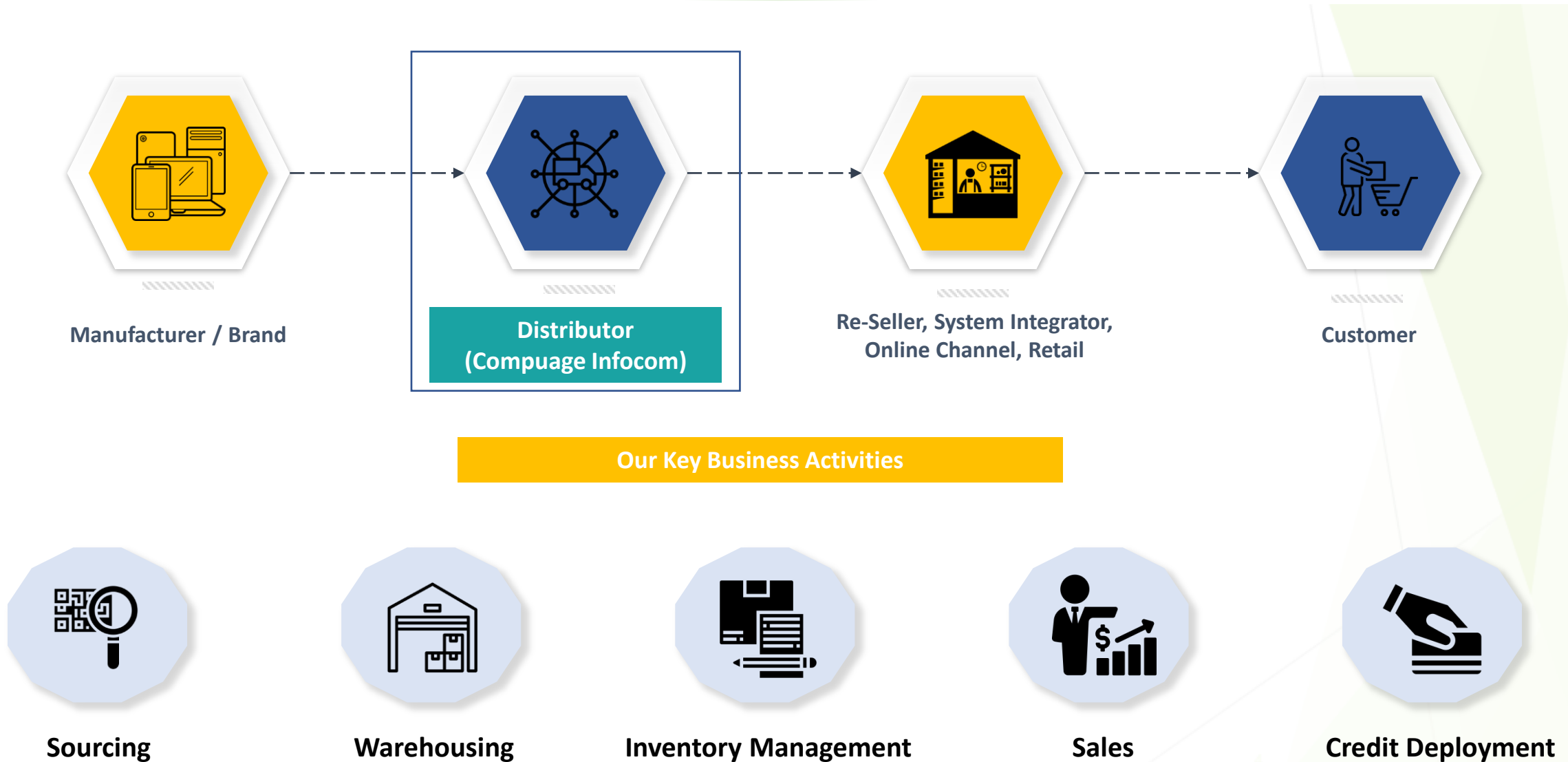
2020

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

aihua 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
Business Head



Anmol Jolly
CS & Compliance Officer



Pawan Durani
Vice President Sales



Sagar Abraham
Head Service



Bindiya Lilapara
Head HR



Amit Nemani
Business Head



Sirisha Narasimham
Head Marketing



Shreyas Vyas
Head IT



Abhijeet Kunte
Business Head



Dilip Darji
Head Accounts

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

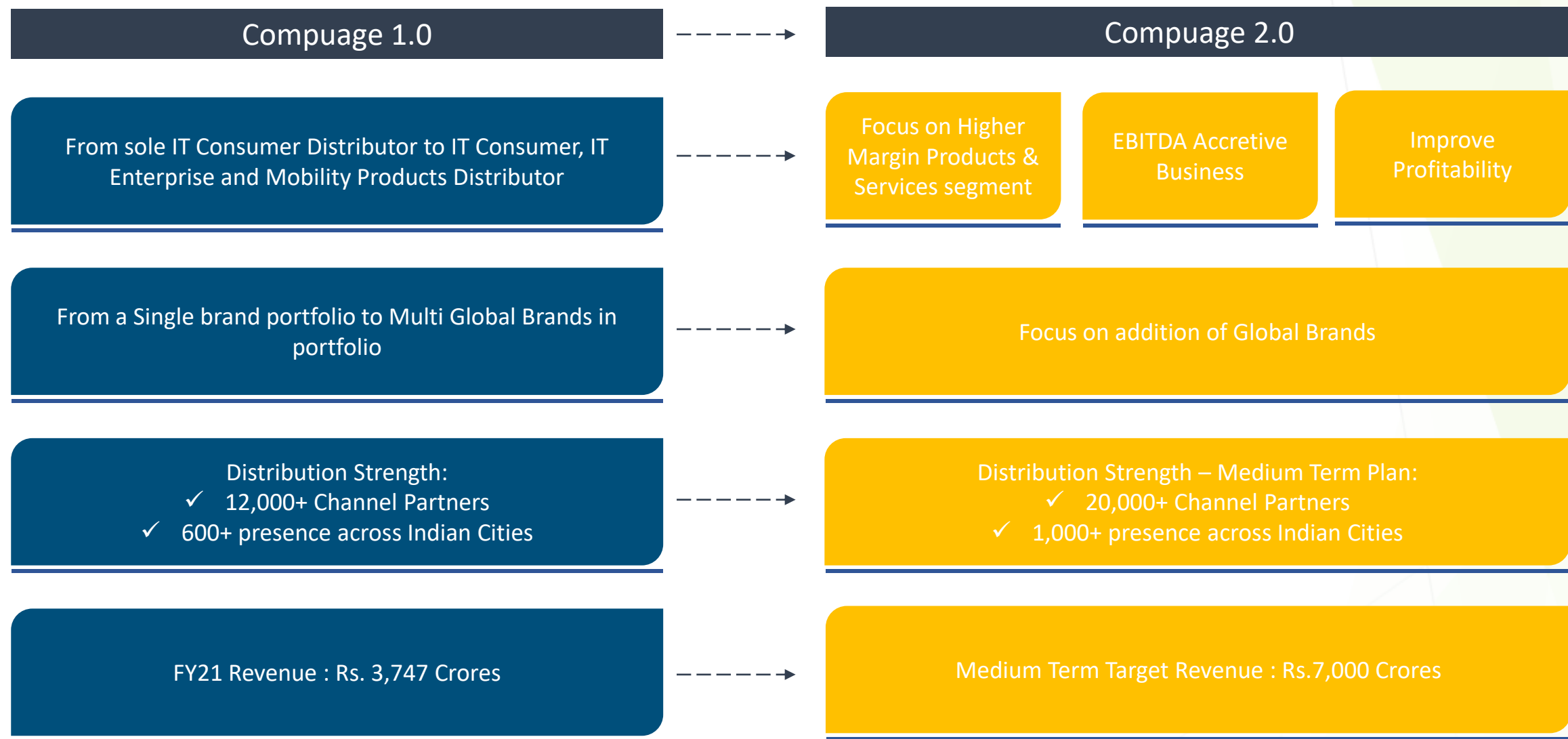


Medium Term Target

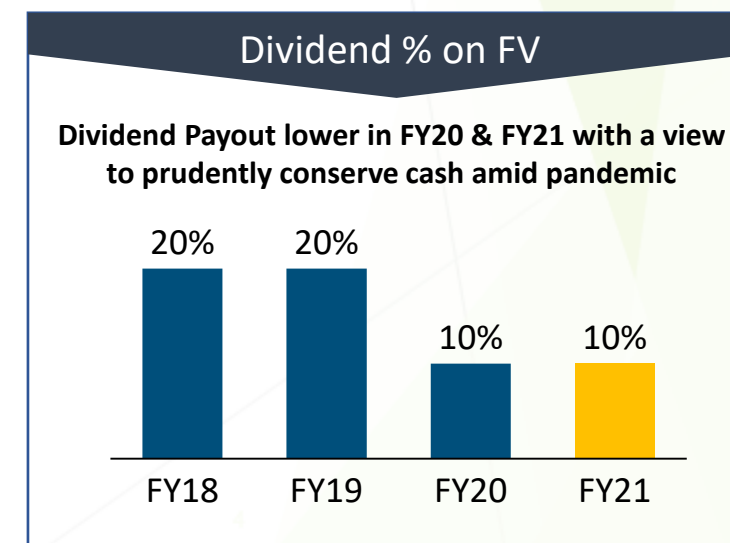
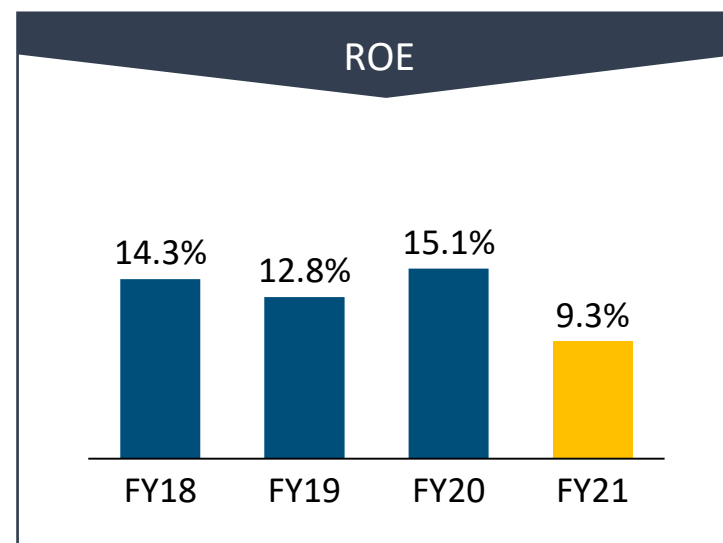
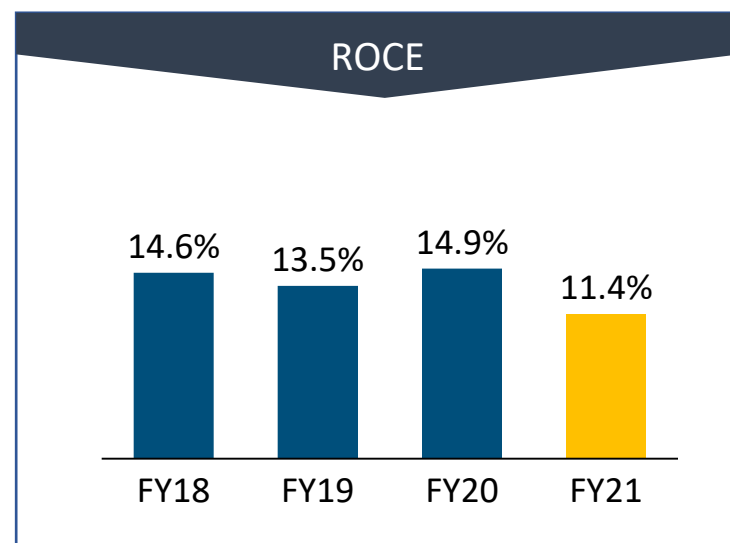
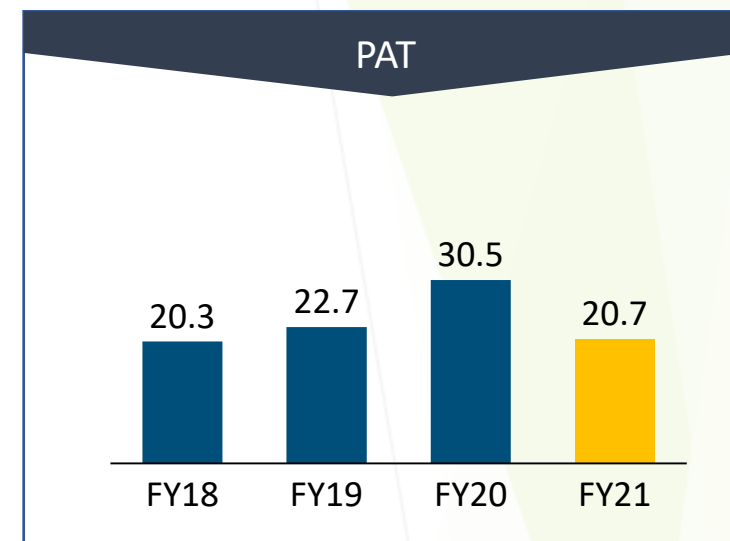
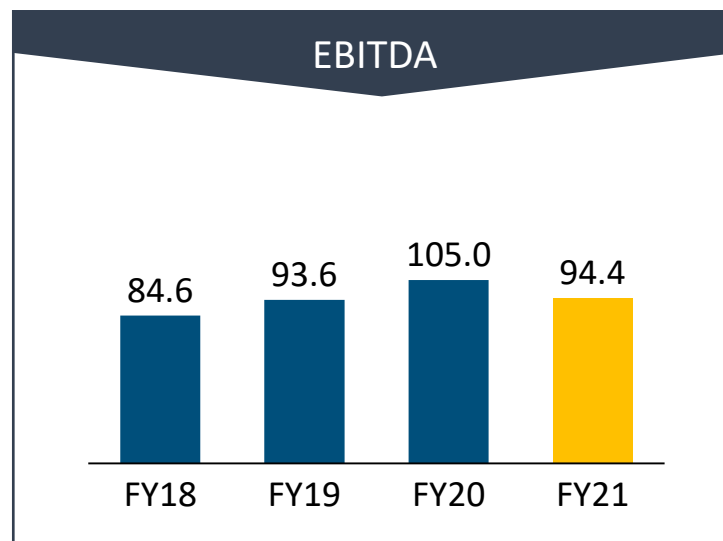
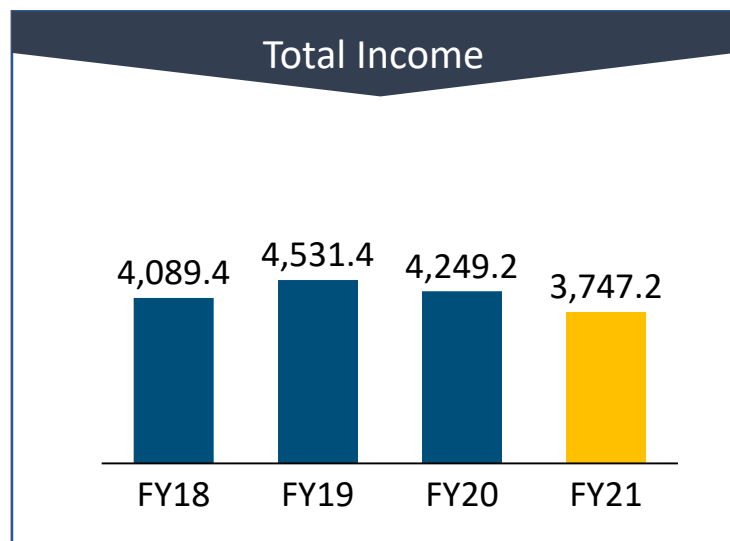
- Revenue of US\$1 billion
- 2X Profitability
- Penetrate 20,000 Partners in 1,000 cities



Programming Growth: VERSION 2.0



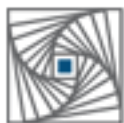
Historical Financial Highlights



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

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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