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CIN: L85110KA1993PLC015091

REF: CITL/BSE/021 (REV)/2018-19  
Tuesday, 21 August 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.**

**Revised Investor Presentation**

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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find enclosed herewith Revised copy of the Updated Investor Presentation with respect to the Financial Results for the Quarter ended 30th June 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

*Marching Towards Green Growth*

Investor Presentation | August 2018

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# Agenda

01 Financial Highlights

02 Company Overview

03 E-Waste Business

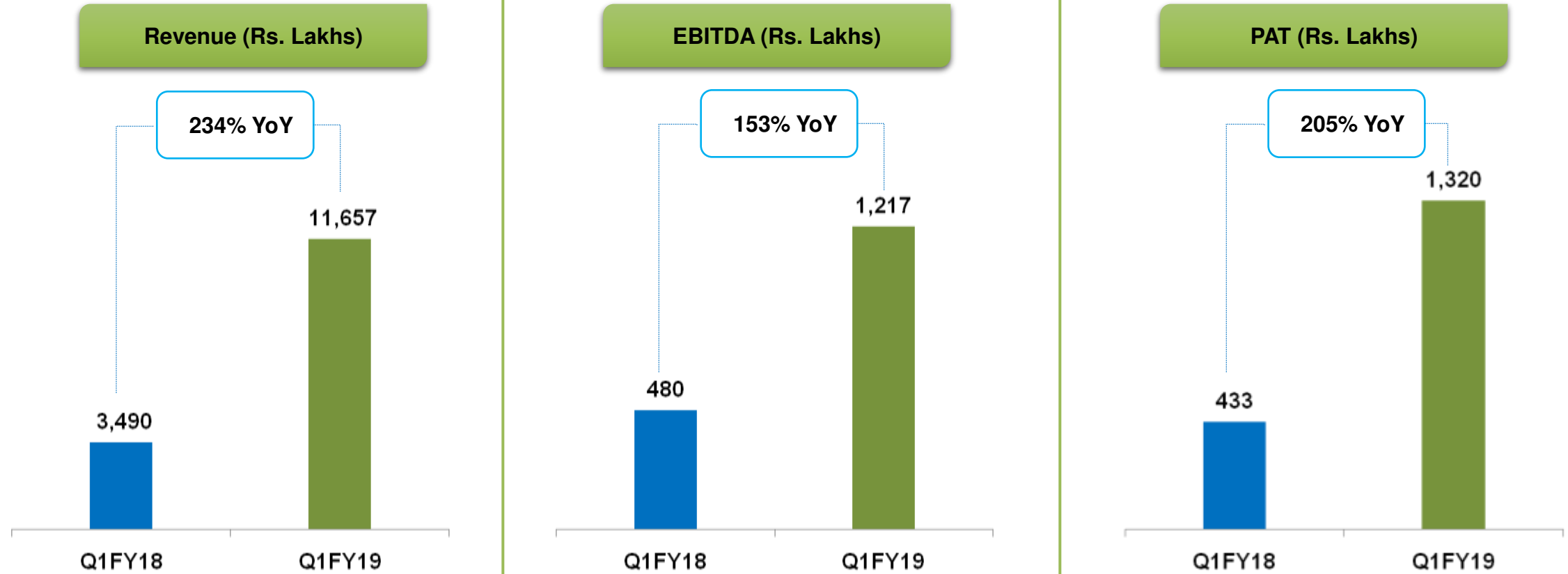
04 Hardware & IT Services



# Q1FY19 – Financial Highlights



# Quarterly Performance Trend (Consolidated)



*Figures have been regrouped or rearranged , wherever necessary*



# Profitability Highlights – Q1FY19 (Consolidated)

Rs. In Lakhs	Q1 FY19	Q1 FY18	YoY	FY18	FY17	FY16
<b>Revenue from operations</b>	<b>11,657</b>	<b>3,490</b>	<b>234%</b>	<b>31,430</b>	<b>25,048</b>	<b>23,805</b>
Raw Material	10,113	2,366		24,618	21,831	21,759
Employee Cost	221	164		810	616	609
Other costs	106	480		1795	1275	1224
<b>EBITDA</b>	<b>1,217</b>	<b>480</b>	<b>153%</b>	<b>4,208</b>	<b>1,325</b>	<b>213</b>
<b>EBITDA Margin (%)</b>	<b>10.44%</b>	<b>13.76%</b>		<b>13.39%</b>	<b>5.28%</b>	<b>0.89%</b>
Other Income	524	12		183	149	388
Depreciation	8	4		30	17	51
Interest	46	24		171	147	253
Exceptional items	-	-		-	-	-100
<b>Profit Before tax</b>	<b>1,688</b>	<b>464</b>	<b>263%</b>	<b>4,190</b>	<b>1,311</b>	<b>197</b>
Tax	368	32		733	96	33
<b>Profit After Tax</b>	<b>1,320</b>	<b>433</b>	<b>205%</b>	<b>3,457</b>	<b>1,215</b>	<b>163</b>
<b>PAT Margin</b>	<b>11.32%</b>	<b>12.39%</b>		<b>11.00%</b>	<b>4.84%</b>	<b>0.69%</b>



# 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



**E-Waste Management**



**Hardware**



**IT Services  
(India & Middle East)**



# E-Waste – Sustainable Growth



# 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](#)

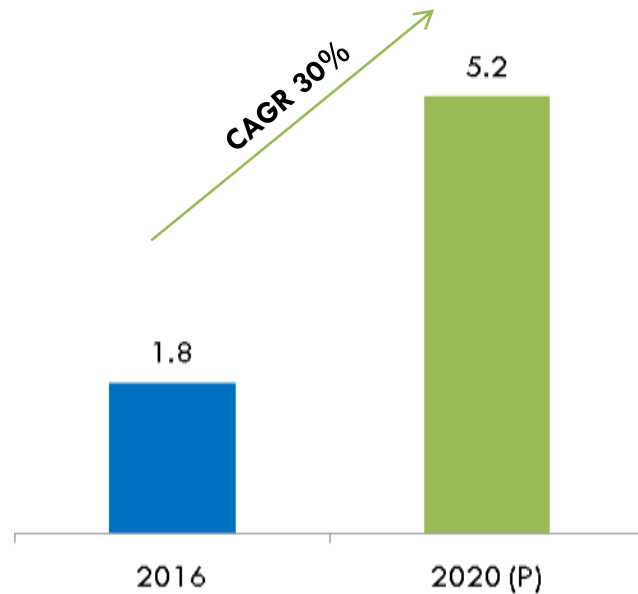


# India's E-Waste Potential – A Large Opportunity

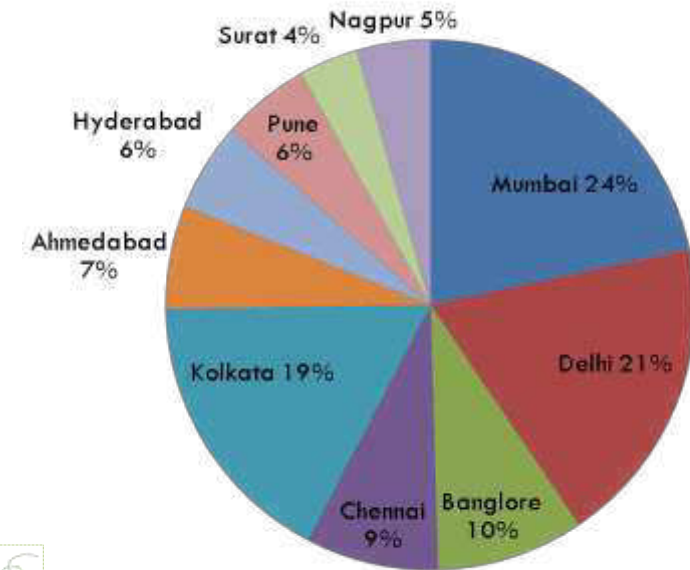
India is emerging as one of the world's major electronic waste generators

City wise E-Waste generation

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



Source: ASSOCHAM-cKinetics study (June 2016)



Source: Dept. of Information Technology



# E-Waste – Sustainable Growth...

- One of India's largest integrated E-Waste recycling facility at Narsapura, spread across 12 acres of land with built up area of more than 40,000 sq. ft.
- 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
- Precious Metals refining plant to be set up soon
- Collection centers now at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Surat, Vadodara, Vijayawada and Vishakapatnam

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

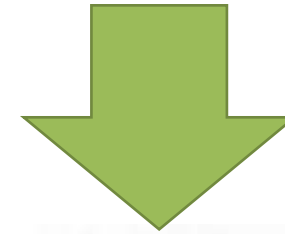


[Video Link](#)



## ...Construction of Second Building – Recycling White Goods

- Commenced construction of second factory building measuring 50,000 sq. ft.
  - State of the art
  - Fully automated and Ultra modern
  - Pollution free
- This new facility shall be ready and fully operational by December 2018
- Capable of handling all white goods including refrigerators, washing machines, air-conditioners
- Under the EPR rules every manufacturer has to collect a certain percentage of E-Waste and handover to a licensed recycler
- Established own collection centers for collection of E-Waste and appointed around 3000 third party collection centers across the country
- Coming out with a app and website where in consumers can log in, upload photos of the refrigerator or washing machine or any other equipments and can be valued it online
- Customers will be able to log in and see how many tons are collected on their behalf to fulfill their EPR targets





## Our Key Offerings for E-Waste

**Repair, Refurbishment and Reuse** of all electronic and electrical equipments

**Salvaging** of components and **Selling** it back to the manufacturer's concerned

Fully integrated **E-Waste Management** and Base-metal Recycling

PGM **Recovery** and its **Refining** processes

Waste Management at **Source**

Total support in **Scrap Handling, Collection, Transport, Documentation, Shipping** and other related areas

**100% recycling** of all collected E-Waste, with zero use of landfills

Integrated **EHS System** (ISO & OHSAS Standard)

Web-based **Trading, Services & Accessibility**

**Logistics** and **Warehousing** Facilities present worldwide

Providing **Technical Advice** on Plant Layout

Commissioning of **Day-to-Day** operations

**Training** of technical personnel

Providing **Market** Support



# 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



# Hardware & IT Services – Solid Foundation



# Advantage CEREBRA



## Pioneer

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



## Strategically Located

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



## Strong Alliance

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



## Strong Dealer Network

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





## 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

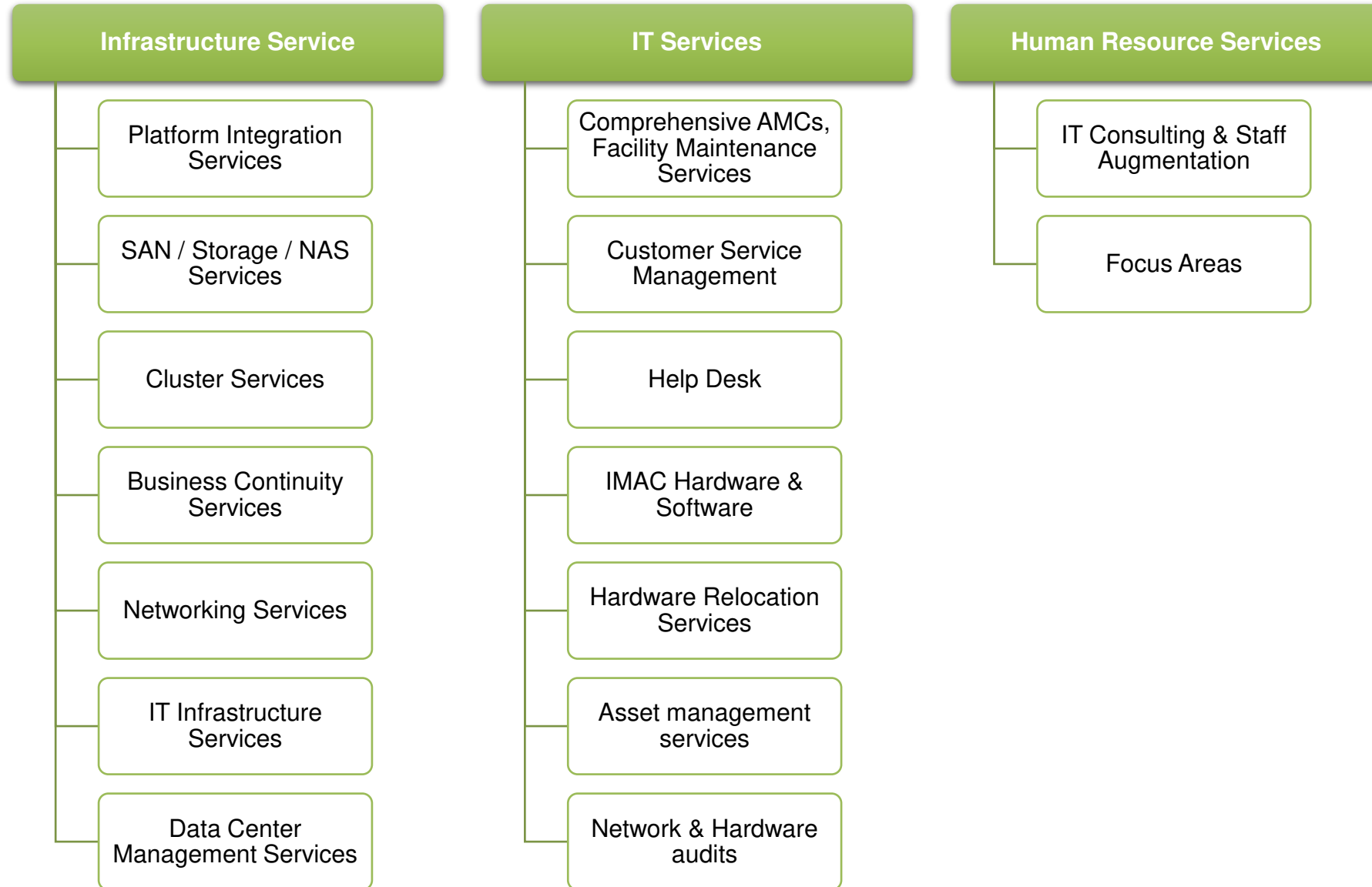


# Hardware Space in India

	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



**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



# Servicing prestigious clients across industry segments

## Banks



## PSUs



## Govt. Agencies



## Other Major Clients





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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 Cell +91-97409-11799  
 e-waste@cerebracomputers.com

## LET'S CONNECT



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 Area Bangalore – 560 058



“Responsibility towards safety  
 of our environment”

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