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CIN: L85110KA1993PLC015091

REF: CITL/BSE/056/2017-18  
Wednesday, 14 February 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find enclosed herewith a copy of the Updated Investor Presentation with respect to the Financial Results for the quarter ended 31<sup>st</sup> December 2017 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

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*Marching Towards Green Growth*

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Investor Presentation February 2018

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## Safe Harbor

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# Agenda

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- **Q3 & 9M FY18 – Financial Highlights**
- **Company Overview**
- **E-Waste Space - New Growth Area**
- **Hardware**
- **IT Services - India & Middle East**

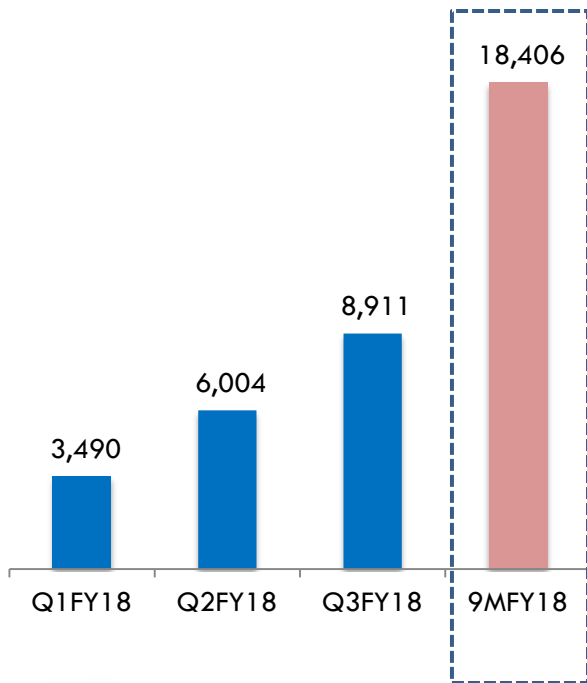


## Q3 & 9MFY18 – Financial Highlights

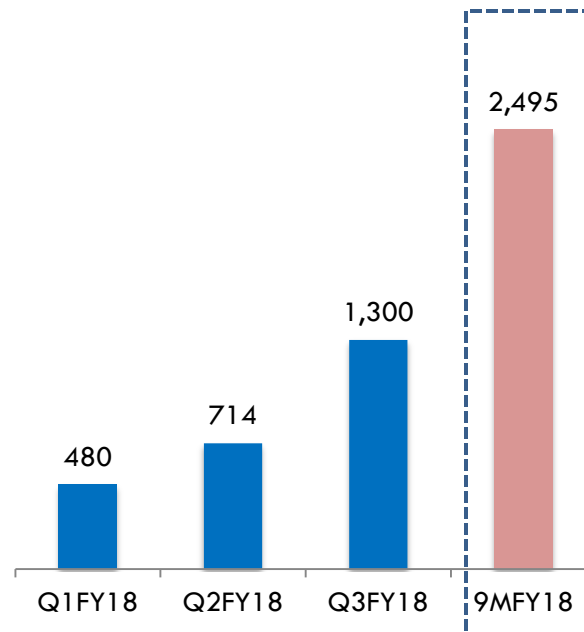


# Stellar Performance on account of E-Waste

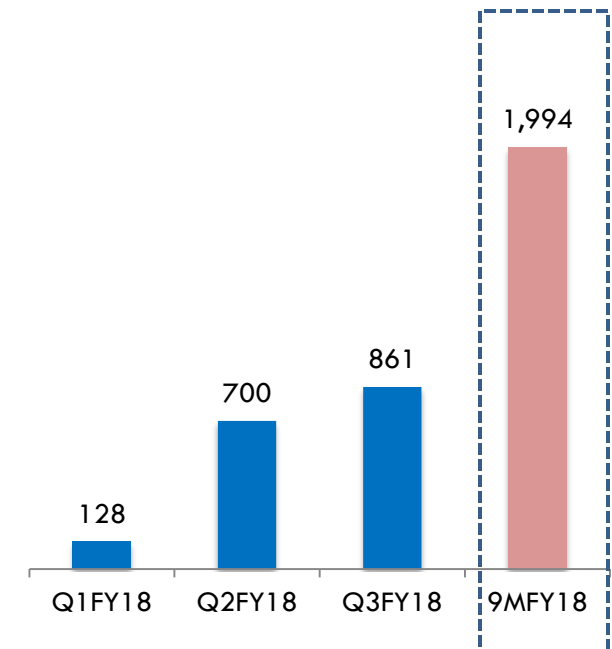
**Revenue (Rs. lakhs)**



**EBITDA (Rs. lakhs)**



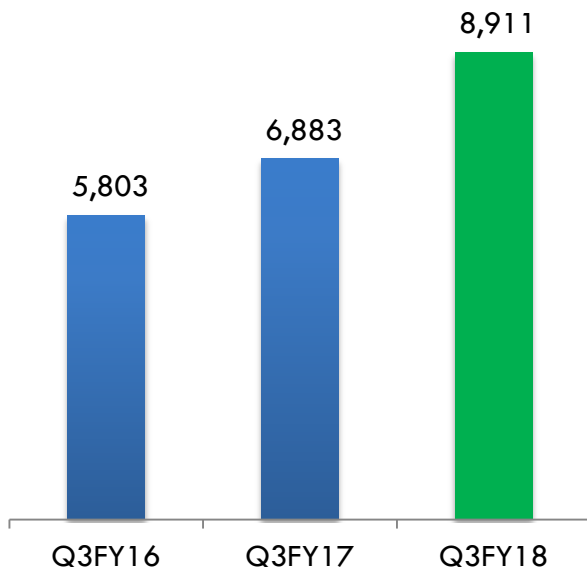
**PAT (Rs. lakhs)**



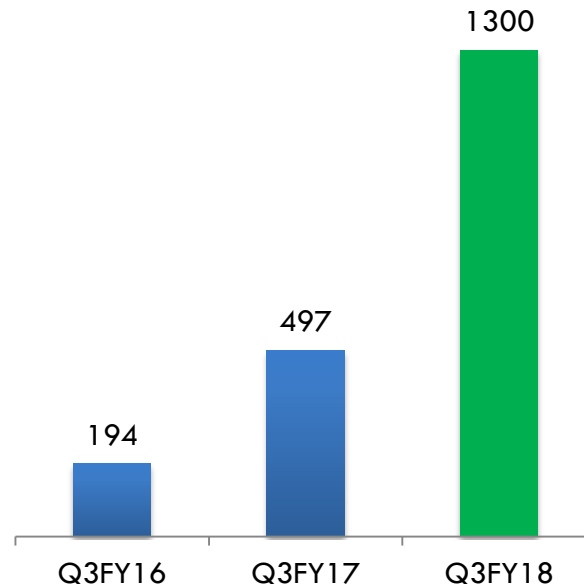
Figures have been regrouped or rearranged , wherever necessary  
 \* All figures are on consolidated basis

## Financial Highlights – Q3FY18 (Consolidated)

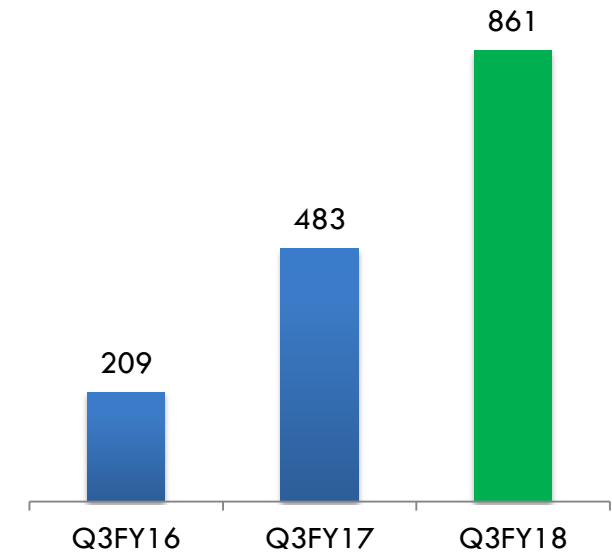
### Revenue (Rs. lakhs)



### EBITDA (Rs. lakhs)



### PAT (Rs. lakhs)



Figures have been regrouped or rearranged , wherever necessary

## Financial Highlights – Q3 & 9MFY18 (Consolidated)

Rs. In lakhs	Q3 FY18	Q3 FY17	Q3 FY16	9MFY18	9MFY17	9MFY16
<b>Revenue from Operations</b>	<b>8,911</b>	<b>6,883</b>	<b>5,804</b>	<b>18,406</b>	<b>18,261</b>	<b>17,806</b>
Raw Material & Fuel costs	7,120	5,886	5,250	14,250	15,585	16,273
Employee Cost	198	143	138	561	439	458
Other costs	293	365	222	1100	890	611
<b>EBITDA</b>	<b>1,300</b>	<b>490</b>	<b>194</b>	<b>2,495</b>	<b>1,347</b>	<b>463</b>
<b>EBITDA Margin (%)</b>	<b>14.59%</b>	<b>7.11%</b>	<b>3.34%</b>	<b>13.56%</b>	<b>7.38%</b>	<b>2.60%</b>
Other Income	-125	8	140	84	31	357
Depreciation	9	-7	7	21	16	48
Interest	19	5	68	84	116	231
Exceptional items	-	-	-	-	-	-100
<b>Profit Before tax</b>	<b>1,148</b>	<b>499</b>	<b>259</b>	<b>2,474</b>	<b>1,247</b>	<b>442</b>
Tax	287	16	50	480	157	139
<b>Profit After Tax</b>	<b>861</b>	<b>483</b>	<b>209</b>	<b>1,994</b>	<b>1,090</b>	<b>304</b>
<b>PAT Margin</b>	<b>9.66%</b>	<b>7.02%</b>	<b>3.60%</b>	<b>10.83%</b>	<b>5.97%</b>	<b>1.70%</b>



Figures have been regrouped or rearranged , wherever necessary



## 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

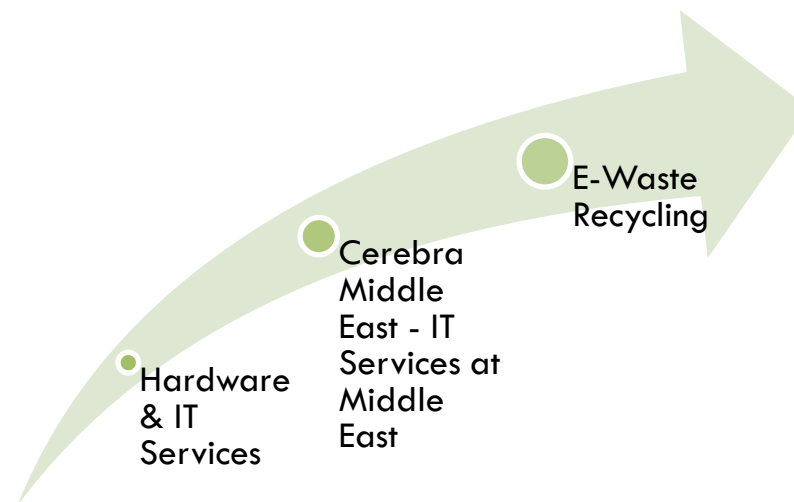


## Entry into E-Waste business



### ... 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**

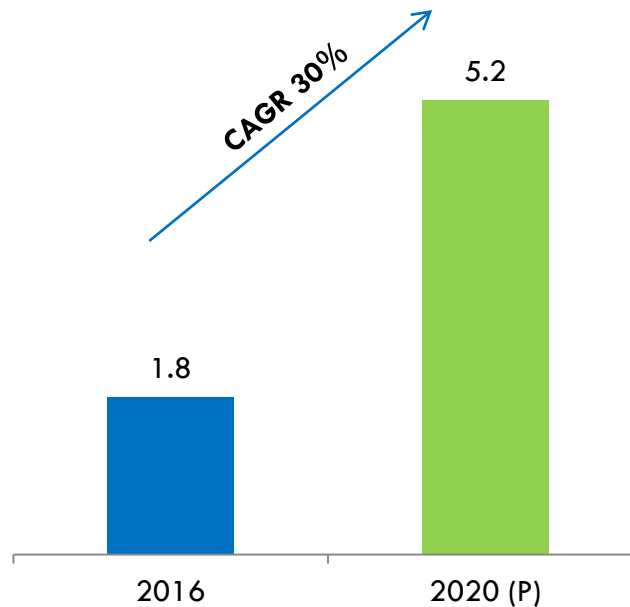
[Video Link](#)



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

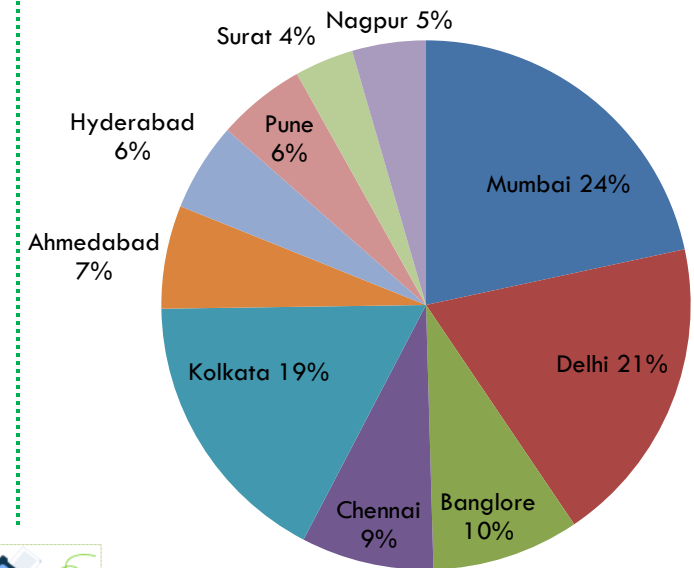
India is emerging as one of the world's major electronic waste generators

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](#)



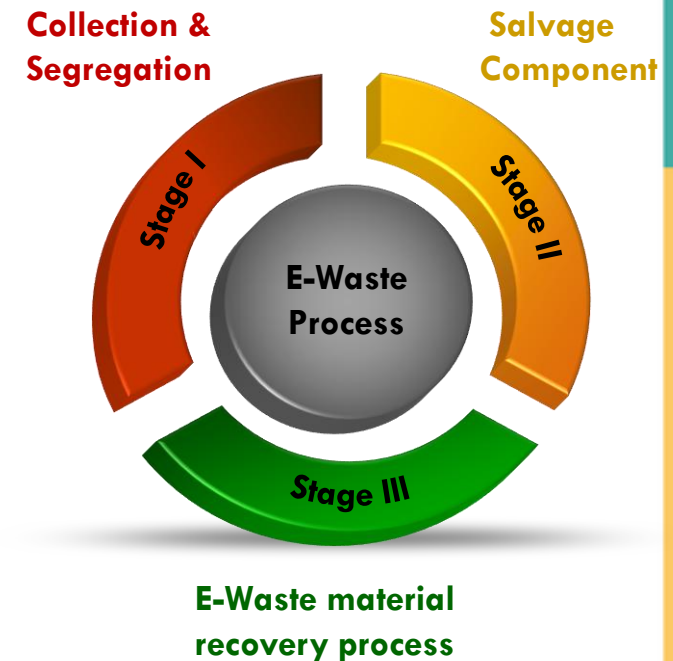
## ... Large opportunity for CEREBRA

- 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

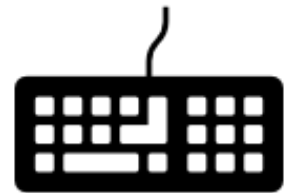
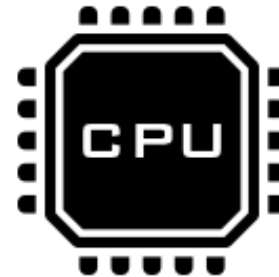
- Location Benefit:
  - Bengaluru : Around 1,500 Software & BPO companies
  - Chennai: Manufacturing hub for Electronics & Automobiles

- 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

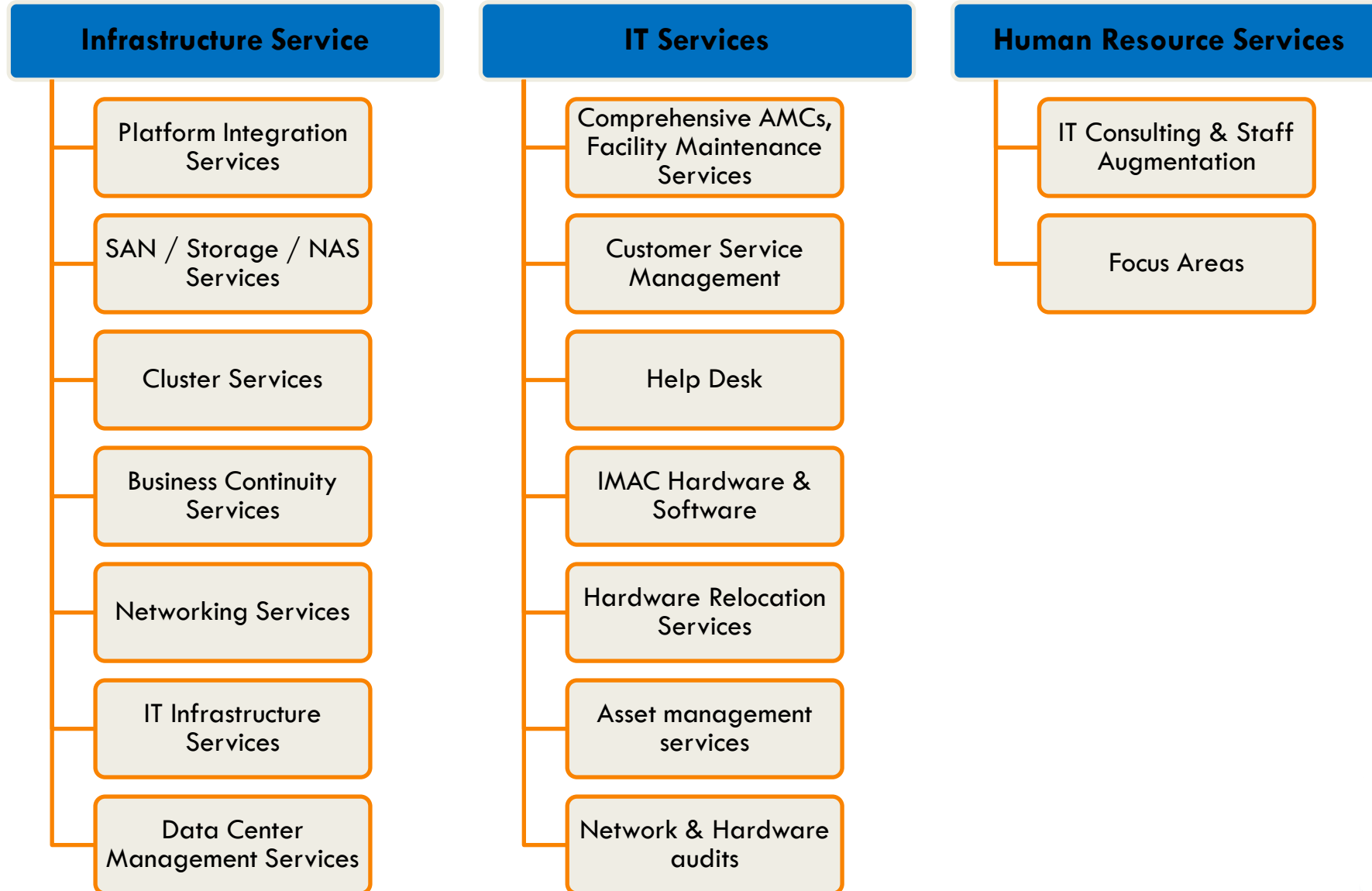


## One of the Pioneers in Hardware Space in India

	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

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## LET'S CONNECT



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“Responsibility towards safety  
 of our environment”

For more information visit:  
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