



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

Compuage Infocom Limited

Investor Presentation
May 2022



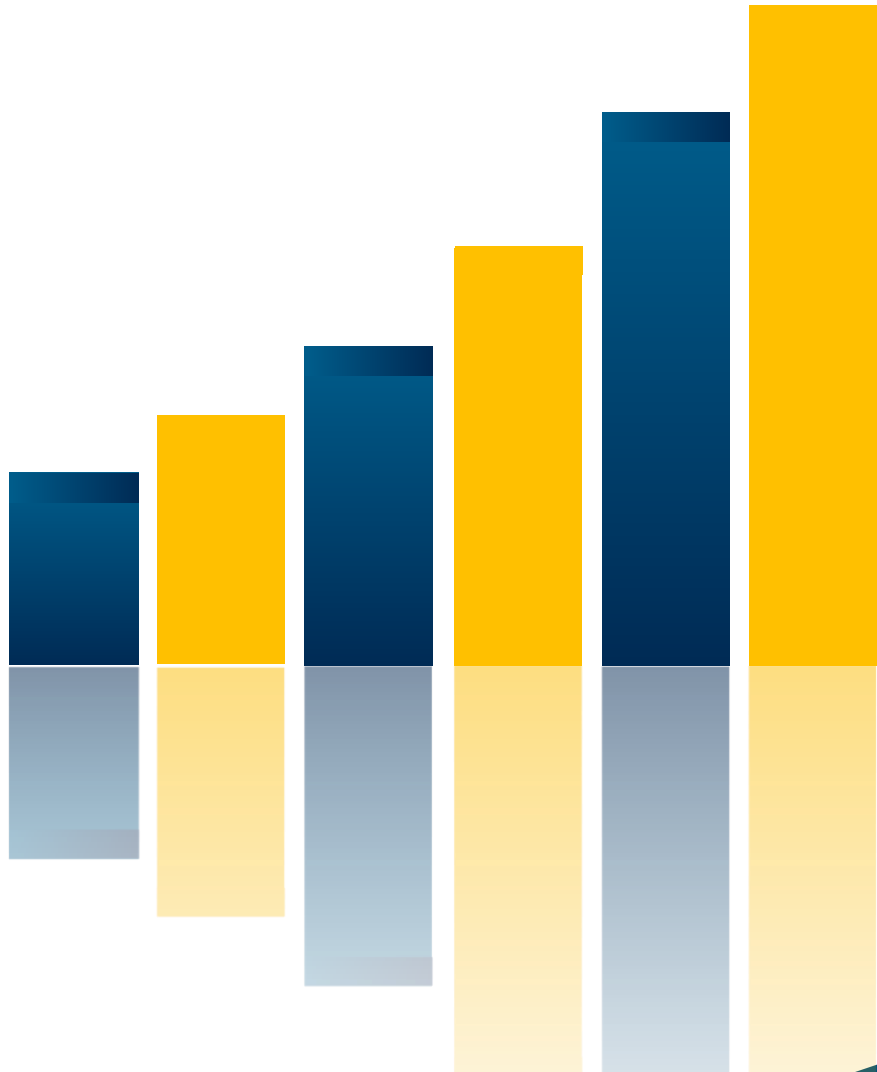
Enhanced Commitment

Enduring Growth

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Q4FY22 Financial Highlights

Q4FY22 Performance



Consolidated Total Income

Rs. 1,292.0 Crores

19% YoY

Consolidated Gross Profit

Rs. 54.5 Crores

7% YoY

Consolidated EBITDA

Rs. 36.1 Crores

10% YoY

Consolidated PAT

Rs. 10.4 Crores

38% YoY

FY22 Performance



Consolidated Total Income

Rs. 4,224.0 Crores

13% YoY

Consolidated Gross Profit

Rs. 192.4 Crores

13% YoY

Consolidated EBITDA

Rs. 114.5 Crores

21% YoY

Consolidated PAT

Rs. 26.7 Crores

29% YoY

Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs.)	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Revenue from Operations	1,289.1	1,079.7	19%	1,137.5	13%	4,207.5	3,729.8	13%
Other Income	2.9	3.2		4.3		16.4	17.4	
Total Income	1,292.0	1,082.9	19%	1,141.8	13%	4,224.0	3,747.2	13%
Cost of Goods Sold	1,237.4	1,031.9		1,088.0		4,031.5	3,577.2	
Gross Profit	54.5	51.0	7%	53.8	1%	192.4	169.9	13%
Gross Profit Margin (%)	4.2%	4.7%		4.7%		4.6%	4.5%	
Employee Expenses	9.9	9.0		8.1		34.8	34.9	
Other Expenses	8.5	9.1		14.6		43.2	40.7	
EBITDA	36.1	32.9	10%	31.1	16%	114.5	94.4	21%
EBITDA Margin (%)	2.8%	3.0%		2.7%		2.7%	2.5%	
Depreciation	0.9	0.9		0.9		3.4	3.6	
EBIT	35.3	32.0	10%	30.1	17%	111.1	90.8	22%
EBIT Margin (%)	2.7%	3.0%		2.6%		2.6%	2.4%	
Finance Cost	20.4	21.4		19.3		74.4	62.9	
Profit before Tax	14.9	10.6	40%	10.9	37%	36.6	27.9	31%
Tax	4.5	3.1		3.1		9.9	7.2	
Profit After Tax	10.4	7.6	38%	7.8	34%	26.7	20.7	29%
PAT Margin (%)	0.8%	0.7%		0.7%		0.6%	0.6%	

Consolidated Balance Sheet

ASSETS (Rs.Crs)	Mar-22	Mar-21
Non-Current Assets		
Property, Plant & equipment	48.6	47.1
Intangible Assets	0.0	0.0
Financial Assets		
i) Investments	0.8	1.0
ii) Other Financial Assets	4.5	4.9
Total Non-Current Assets	53.9	53.0
Current Assets		
Inventories		
Financial Assets	437.0	319.4
i) Trade Receivables	520.8	554.8
ii) Cash and Cash Equivalentents	5.1	7.8
iii) Bank Balances	79.6	63.8
iv) Loans	3.9	10.7
v) Other Financial Assets	8.0	16.3
Current Tax Assests	-	1.9
Other Current Assets	72.2	105.3
Total Current Assets	1,126.7	1,079.9
Total Assets	1,180.5	1,132.8

EQUITY AND LIABILITIES (Rs.Crs)	Mar-22	Mar-21
Equity		
Equity Share Capital	13.0	13.0
Other Equity	234.7	209.3
Total Equity	247.7	222.3
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	47.8	71.1
Provisions	2.1	1.8
Deferred Tax Liabilities	4.2	3.9
Total Non-Current Liabilities	54.1	76.8
Current Liabilities		
i)Borrowings	461.0	506.6
ii)Trade Payables	339.7	243.7
iii) Other financial liabilities	58.2	47.3
Other Current Liabilities	17.8	35.8
Current tax liabilities (net)	1.7	-
Provisions	0.3	0.3
Total Current Liabilities	878.7	833.7
Total Equity and Liabilities	1,180.5	1,132.8

New Partnerships



Zoho Technologies

Distribution Agreement to place the Zoho product portfolio in front of as many potential channel partners as possible through widespread distribution network



Velox Solutions

Distribution agreement to offer a comprehensive range of next gen security products in the area of Cyber Security & IT Operation



Lexmark International

Authorized Service Provider for services related to Single & Multifunction Laser Printers including but not limited to, Break-Fix Services, Installation Services, Maintenance Kit and install, Consumable Service Parts and Installation



Micro-Star International

Distribution for enabling penetration of laptops with latest technology



EPPS Infotech

Distribution agreement for providing Enterprise Resource Planning



Alcatel-Lucent

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



SmartCard Marketing Systems (SKMG)

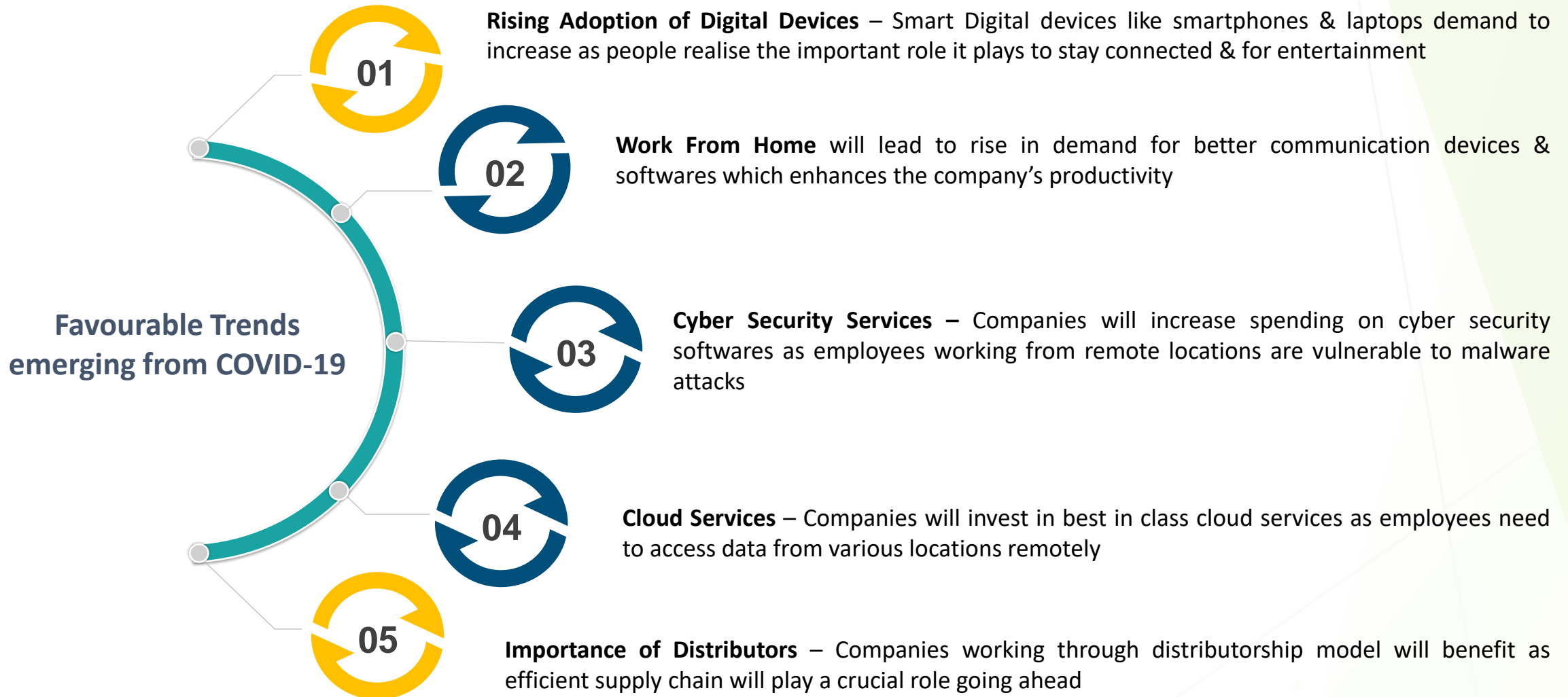
Distribution agreement for providing cloud services



Optoma Corporation

Distribution of Interactive Flat Panel in India

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

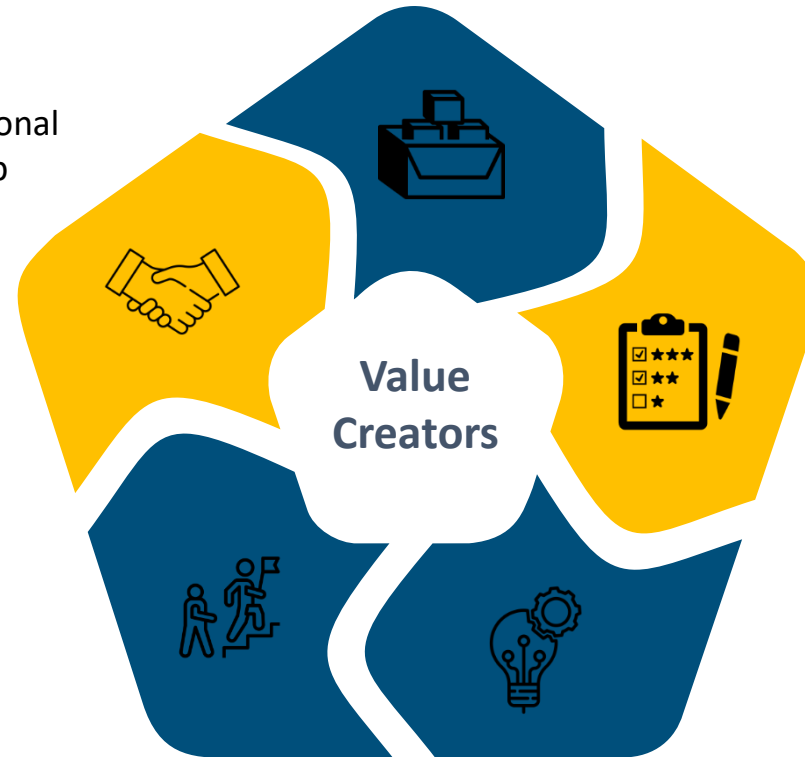
Strong pre & post sales support and efficient supply chain management

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 28 global brands and supports over 12,000 online & offline retailers, resellers and system integrators.

❖ Founded in 1987

❖ Listing in 2000

❖ Headquarter in Mumbai

FY22 Total Income
Rs. 4,224 Crores

Channel Partners
12,000+
Online & Offline Channel Partners

Presence
600+ Indian Cities through Branch Offices,
Service Centers and Channel Partners



28
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



2006

Aggressive Reach Out Campaign

Launched and executed 60 city campaign which showcased our products to over 6,000 partners across India

2010

IT Enterprise Vertical Establishment

Established footprint in Enterprise Segment



2012

Global Foot Print

Established operations in Singapore to serve SAARC Region

2018

Ventures Into Hardware Services

Forges relationships with brands beyond distribution arena



2020

Cloud Computing

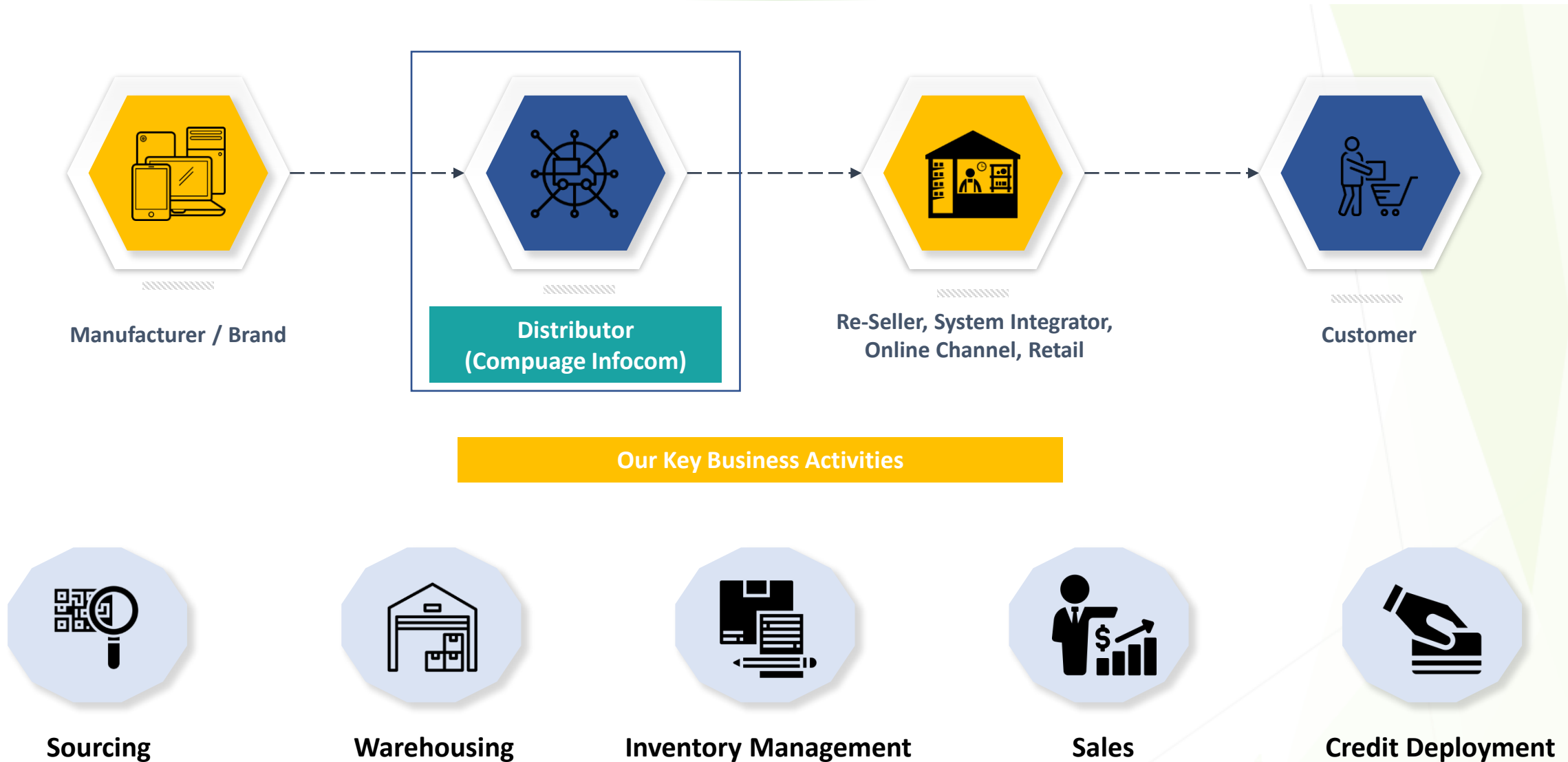
Commences Cloud Computing journey by becoming an active service provider of cloud products / services

2022

Completed 30+ successful years

750+ professionals, 46 sales offices, 25 warehouses, 69 service centers, 28 global brands, 12,000 partners and presence in 600 cities & towns

Business Flow



Association with Renowned Brands

IT Consumer

A collection of logos for IT Consumer brands, including AOC, ALTEC LANSING, ASRock, ASUS (IN SEARCH OF INCREDIBLE), aihua TECHNOLOGY, hp, MSI, NUMERIC (A Group brand | legrand), Optoma, RELICELL, SAMSUNG, SanDisk, and VERTIV.

Enterprise Solutions

A collection of logos for Enterprise Solutions brands, including ADC KRONE, Alcatel-Lucent Enterprise, AMP NETCONNECT, CEM SYSTEMS (From Tyco Security Products), CISCO, EPPS (SMART ERP YOUR RUNNING PARTNER), Extreme (Connect Beyond the Network), molex, NUMERIC (A Group brand | legrand), tyco (Security Products), SYSTEMAX SOLUTIONS, VERTIV, and WISENET SAMSUNG.

Cloud Computing

A collection of logos for Cloud Computing brands, including Acronis, Alcatel-Lucent Enterprise, arcserve, CISCO, Extreme (Connect Beyond the Network), Microsoft, SAP Gold Partner, SmartCard (MARKETING SYSTEMS), VELUX (Develops Opportunities For Enterprises...), and ZOHO.

Hardware Services

A collection of logos for Hardware Services brands, including ASUS (IN SEARCH OF INCREDIBLE), FUJIFILM, Hanwha Techwin, hp, Lexmark, RELICELL, SanDisk, VERTIV, and 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

Hetal Kudecha
Independent Director



Company secretary and a Lawyer with over 15
years of experience in corporate advisory,
Business solutions and compliance space and 4
years of experience in knowledge management

Leadership Team



Atul H Mehta
Chairman & Managing Director



Bhavesh H Mehta
Director & COO



Anmol Jolly
Corporate Advisor



Pawan Durani
Vice President Sales



Sagar Abraham
Head Service



Hasti Pala
CS & Compliance Officer



Amit Nemani
Vice President Business



Kajal VishwKarma
Marketing & Communication
Specialist



Bindiya Lilapara
Manager HR



Abhijeet Kunte
Deputy General
Manager Business



Ujjwal Kholkute
Vice President Business



Shreyas Vyas
Head IT



Dilip Darji
Head Accounts &
Finance

Growth Strategy

Growth Strategy

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

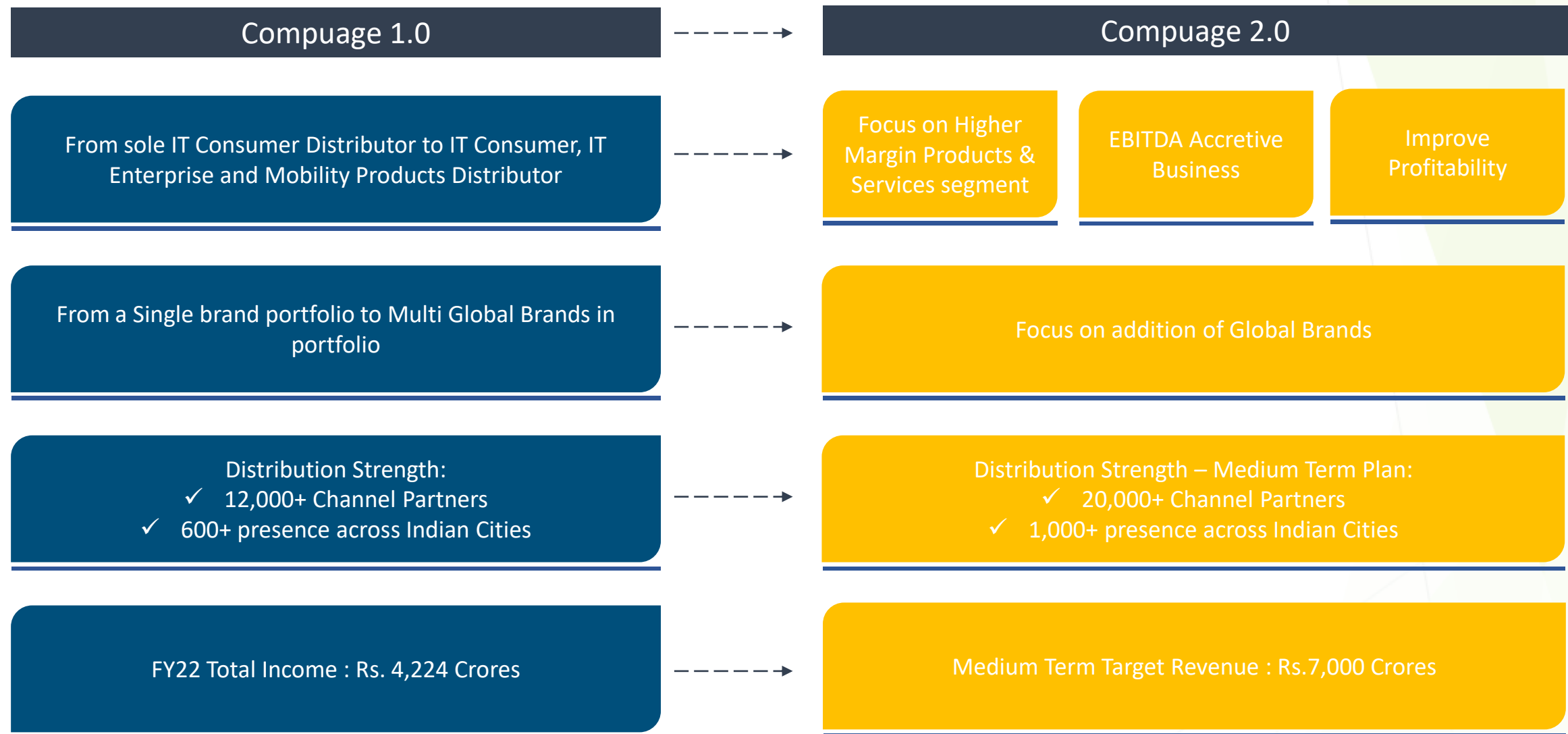


Medium Term Target

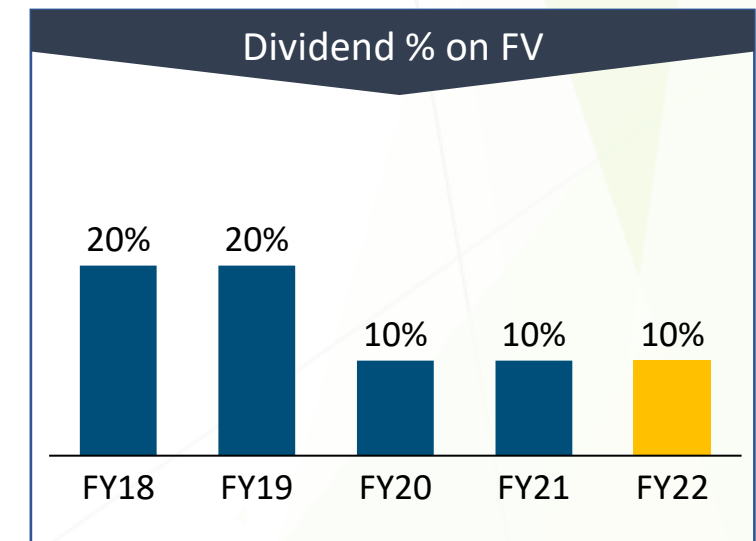
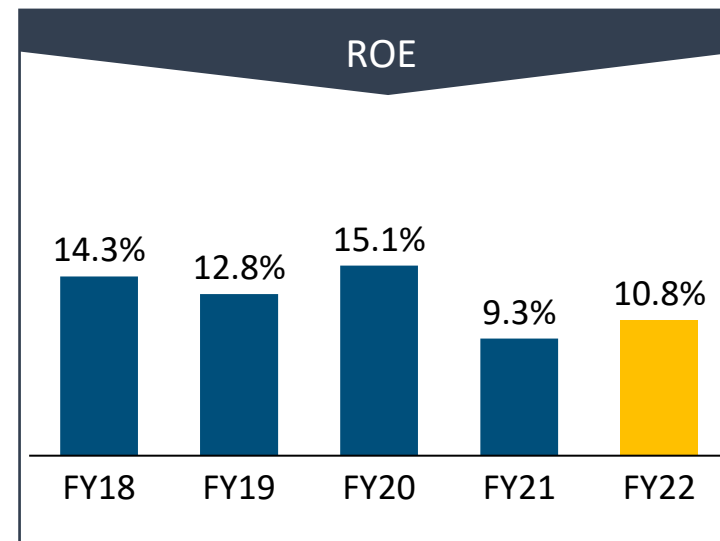
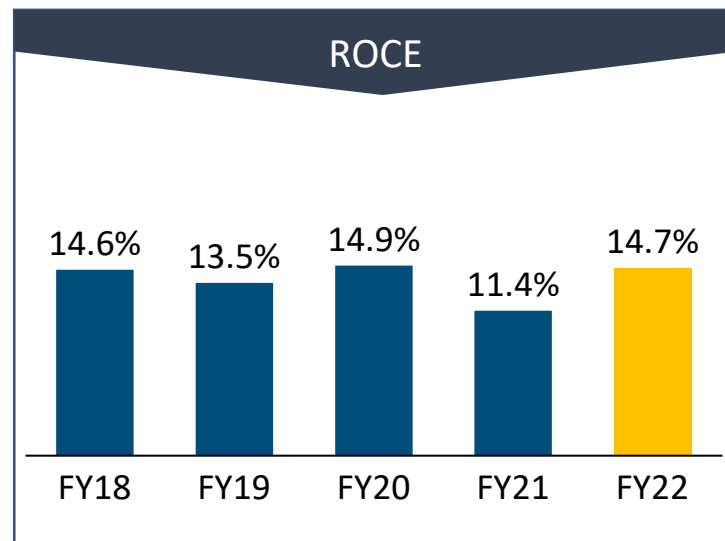
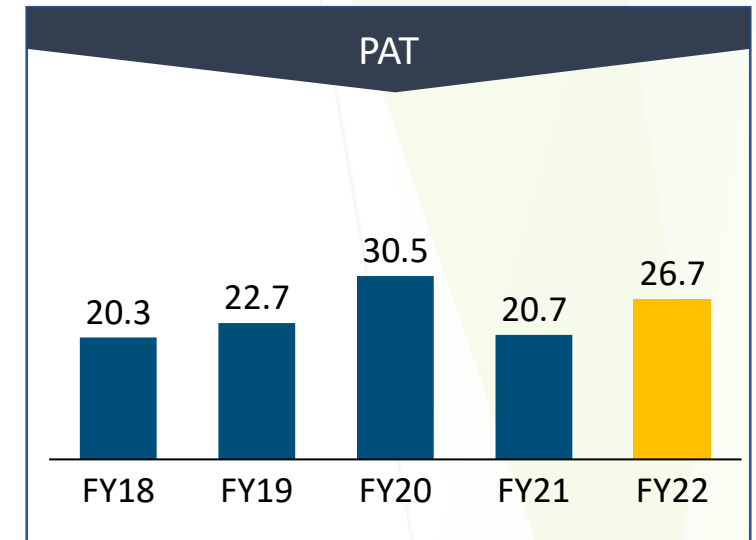
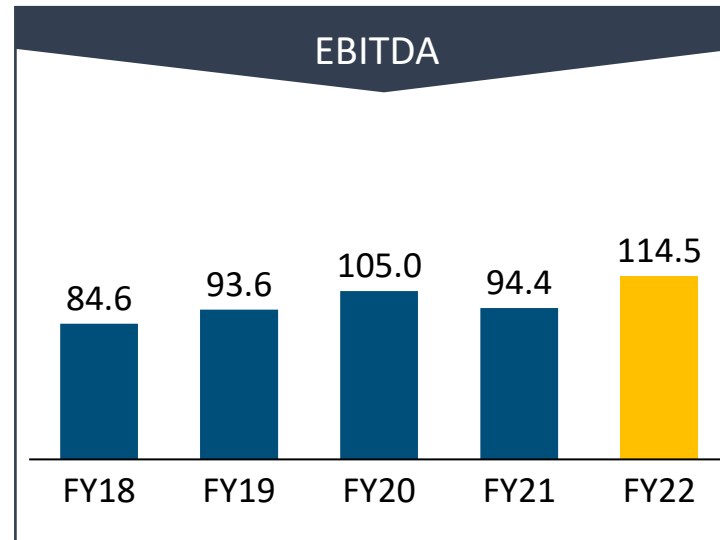
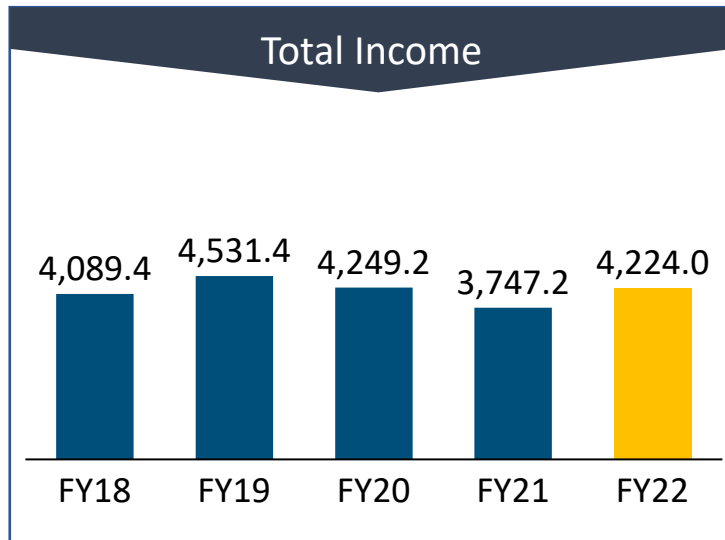
- Revenue of US\$1 billion
- 2X Profitability
- Penetrate 20,000 Partners in 1,000 cities



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 :



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COMPUAGE INFOCOM LTD

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