



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

15th February 2020

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: Press Release on Q3 FY20 Results

Dear Sir/Ma'am,

Please find enclosed herewith press release relating to the announcement of Unaudited Financial Results of the Company for the quarter and nine months ended 31st December, 2019.

Kindly take the same on records and oblige.

Thanking you,

Yours faithfully,
For Compuage Infocom Limited

R.P. Shah

Ruchita Shah
Company Secretary



Place: Mumbai

Investor Release: 15th February 2020

For Immediate Release

Compuage Infocom Posts Steady Q3FY20, Profitability improves

- Consolidated Revenue for Q3FY20 down by 7.1% YoY
- Consolidated EBITDA for Q3FY20 up by 0.1% YoY
- Consolidated Profit After Tax for Q3FY20 up by 11.1% YoY

Compuage Infocom Limited Limited (BSE: 532456) (NSE: COMPINFO) announced its un-audited Standalone and Consolidated results for the quarter & nine months ended 31st December 2019.

Commenting on the performance, Mr. Atul Mehta, Chairman & Managing Director, said, “Q3FY20 has been a steady quarter for us inspite of a 7% drop in our consolidated revenue. The ongoing slowdown in the economy impacted the business. However our sales mix positively impacted gross profits positively. Gross profit margins expanded by 26 bps for the quarter as compared to last year on account of higher revenue contribution from more profitable ‘Enterprise’ segment which is our focus area. We will continue to focus on these more profitable segments in order to improve our overall profitability and better utilization of our resources.

I am very pleased to announce that we recently signed partnerships with 2 leading brands – GOQii & Hewlett Packard (HP). We will provide Pan-India distribution service for GOQii, who is a leader in the range of healthcare and fitness devices. For HP, we have entered in a service agreement to provide after-market support for their printers, PC Commercial & notebooks; this is for Mumbai market to begin with.

These new partnerships are a testimony of our strong Pan-India distribution channels, complemented by our excellent service quality. We expect to sign more such partnerships going forward.”

Consolidated Q3 & 9M FY20 Financial Performance

Profit & Loss (Rs. Crs)	Q3FY20	Q3FY19	YoY	9MFY20	9MFY19	YoY
Revenue from Operations	974.4	1,048.5	-7.1%	3,189.1	3,220.3	-1.0%
Gross Profit	39.5	39.8	-0.7%	128.3	121.4	5.7%
Gross Profit Margin (%)	4.06%	3.80%		4.02%	3.77%	
EBITDA	18.2	18.2	0.1%	60.9	58.7	3.7%
EBITDA Margin (%)	1.87%	1.74%		1.91%	1.82%	
Profit After Tax	5.4	4.9	11.1%	20.1	16.8	19.6%
PAT Margin (%)	0.56%	0.47%		0.63%	0.52%	
EPS	0.84	0.83	1.2%	3.09	2.85	8.4%

Key Highlights

Revenue

- ✓ Revenue for Q3FY20 decreased by 7.1% YoY to Rs 974 Crores, while for 9MFY20, it decreased by 1.0% YoY to Rs. 3,189 Crores due to the challenging business environment

Gross Profit & Margins

- ✓ Gross Profit for Q3FY20 stood almost flat YoY at Rs. 39.5 Crores while for 9MFY20, it is up by 5.7% YoY to Rs. 128.3 Crores
- ✓ Gross Profit Margins Expands by 26 bps to 4.06% in Q3FY20 as compared to 3.80% in Q3FY19 and 25 bps to 4.02% in 9MFY20 from 3.77% in the same period last year as a result of higher revenue contribution from more profitable 'Enterprise' Business segment

EBITDA & Margins

- ✓ EBITDA for Q3FY20 stood at Rs. 18.2 Crores, similar as last year same quarter and for 9MFY20, it is up by 3.7% YoY to Rs. 60.9 Crores
- ✓ EBITDA Margins for Q3FY20 expands by 13 bps YoY to 1.87% and for 9MFY20, it expanded by 9 bps YoY to 1.91% on back of operational efficiencies undertaken by the company

Profit After Tax & Margins

- ✓ Profit After Tax for Q3FY20 increased by 11.1% to Rs. 5.4 Crores YoY and for 9MFY20, it increased by 19.6% YoY to Rs. 20.1 Crores
- ✓ PAT Margins for Q3FY20 expanded by 9 bps YoY to 0.56% and for 9MFY20, by 11 bps to 0.63%

About Compuage Infocom Limited:

Compuage Infocom Ltd. is the distribution giant that creates opportunities for enterprise advancement for its channel partners through aggressive market development and continuous enhancement of its product portfolio.

Compuage Infocom Ltd. acts as a strategic link between vendors and partners, supporting them for unprecedented levels of business performance.

The Company has 29 Global Brands, 46 sales offices, 28 Warehouses and 69 service centers across the country with 12500+ online & offline retailers, resellers and system integrators.

Safe harbor statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward -looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward -looking statements. The company assumes no obligation to update forward -looking Statements to reflect actual results changed assumptions or other factors.

For further details please contact:

Compuage Infocom Ltd. CIN: L99999MH1999PLC135914	Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285
 <p>COMPUAGE INFOCOM LTD</p> <p>Ms. Ruchita Shah ruchita.shah@compuageindia.com www.compuageindia.com</p>	 <p>Ms. Ami Parekh / Mr. Shrenik Shah +91 80824 66052 / +91 96647 64465 ami.parekh@sgapl.net / shrenik.shah@sgapl.net www.sgapl.net</p>