



COMPUAGE INFOCOM LTD

24th January, 2023

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 January 2023 Investor Presentation for Q3 & FY23.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Compuage Infocom Limited**,

Hasti Pala
Company Secretary

Place: Mumbai
Encl.: As above.

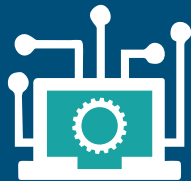


Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

Compuage Infocom Limited

Investor Presentation
January 2023

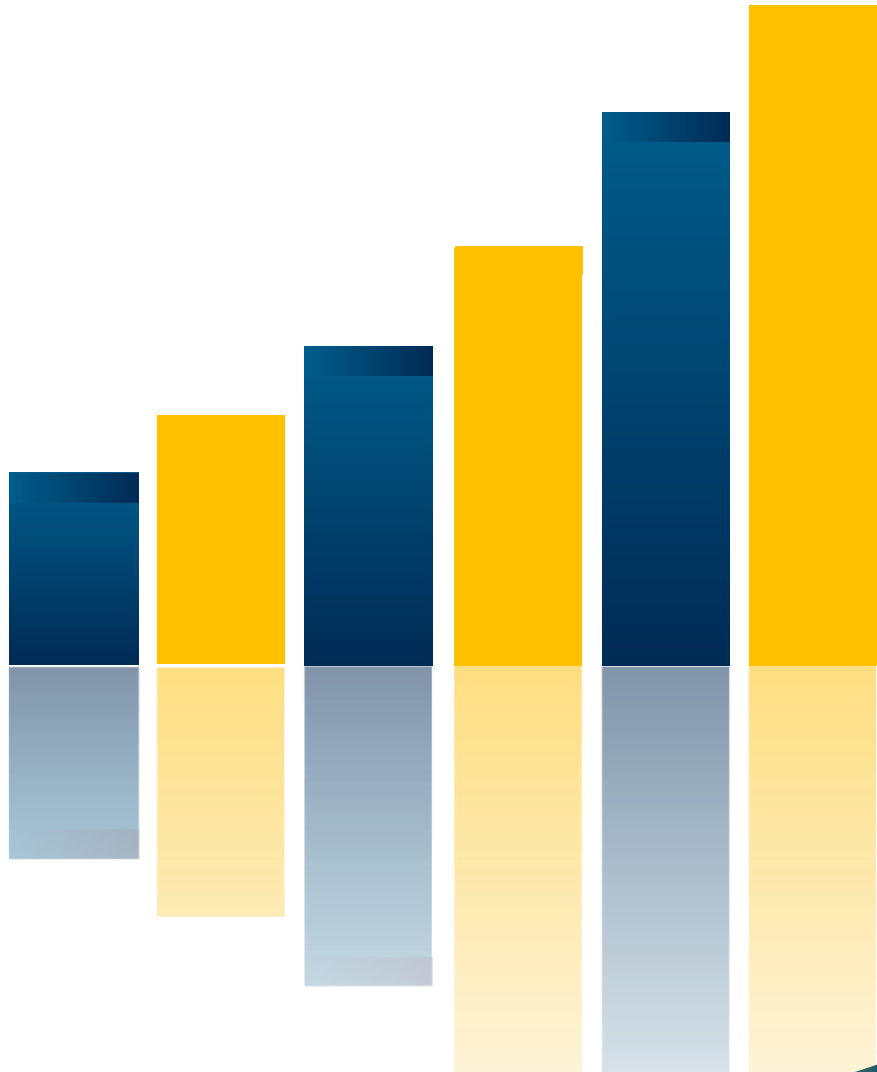


Enhanced Commitment
Enduring Growth

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Q3 & 9MFY23 Financial Highlights

Q3FY23 Performance



Consolidated Total Income

Rs. 1,167.6 Crores

2% YoY

Consolidated Gross Profit

Rs. 53.2 Crores

-1% YoY

Consolidated EBITDA

Rs. 30.6 Crores

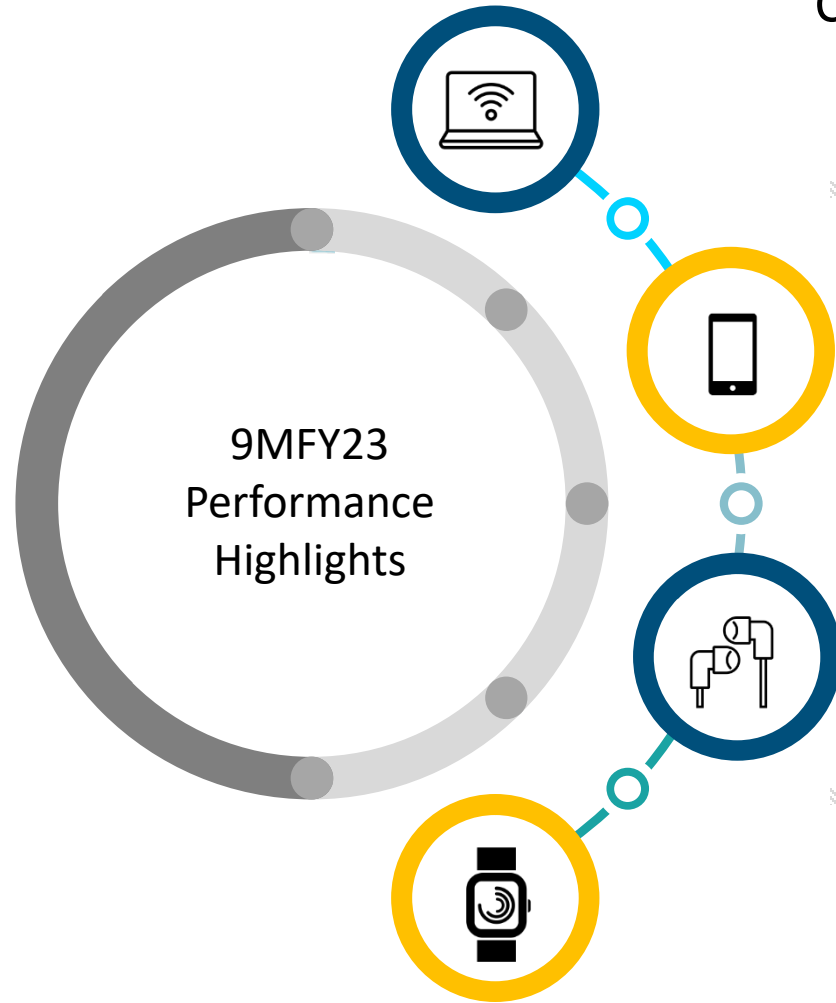
-2% YoY

Consolidated PAT

Rs. 8.5 Crores

9% YoY

9MFY23 Performance



Consolidated Total Income

Rs. 3,354.0 Crores

14% YoY

Consolidated Gross Profit

Rs. 156.9 Crores

14% YoY

Consolidated EBITDA

Rs. 91.6 Crores

17% YoY

Consolidated PAT

Rs. 23.1 Crores

41% YoY

Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs.)	Q3FY23	Q3FY22	YoY%	Q2FY23	QoQ%	9MFY23	9MFY22	YoY%
Revenue from Operations	1,166.7	1,137.5	3%	1,241.8	-6%	3,350.5	2,918.4	15%
Other Income	0.9	4.3		1.5		3.5	13.6	
Total Income	1,167.6	1,141.8	2%	1,243.3	-6%	3,354.0	2,932.0	14%
Cost of Goods Sold	1,114.4	1,088.0		1,184.6		3,197.1	2,794.1	
Gross Profit	53.2	53.8	-1%	58.7	-9%	156.9	137.9	14%
Gross Profit Margin (%)	4.6%	4.7%		4.7%		4.7%	4.7%	
Employee Expenses	7.7	8.1		8.5		24.2	24.8	
Other Expenses	14.9	14.6		15.6		41.1	34.7	
EBITDA	30.6	31.1	-2%	34.6	-12%	91.6	78.4	17%
EBITDA Margin (%)	2.6%	2.7%		2.8%		2.7%	2.7%	
Depreciation	0.8	0.9		0.8		2.3	2.5	
EBIT	29.8	30.1	-1%	33.8	-12%	89.3	75.8	18%
EBIT Margin (%)	2.6%	2.6%		2.7%		2.7%	2.6%	
Finance Cost	18.2	19.3		22.3		57.7	54.0	
Profit before Tax	11.7	10.9	7%	11.5	1%	31.6	21.8	45%
Tax	3.2	3.1		3.1		8.5	5.4	
Profit After Tax	8.5	7.8	9%	8.4	1%	23.1	16.3	41%
PAT Margin (%)	0.7%	0.7%		0.7%		0.7%	0.6%	

Consolidated Balance Sheet

ASSETS (Rs.Crs)	Sep-22	Mar-22
Non-Current Assets		
Property, Plant & equipment	47.3	48.6
Intangible Assets	0.0	0.0
Financial Assets		
i) Investments	0.6	0.8
ii) Other Financial Assets	3.3	4.5
Total Non-Current Assets	51.2	53.9
Current Assets		
Inventories	351.5	437.0
Financial Assets		
i) Trade Receivables	708.0	520.8
ii) Cash and Cash Equivalents	5.3	5.1
iii) Bank Balances	89.6	79.6
iv) Loans	3.4	3.9
v) Other Financial Assets	4.4	8.0
Other Current Assets	66.2	72.2
Total Current Assets	1,228.4	1,126.7
Total Assets	1,279.6	1,180.5

EQUITY AND LIABILITIES (Rs.Crs)	Sep-22	Mar-22
Equity		
Equity Share Capital	13.0	13.0
Other Equity	248.0	234.7
Total Equity	261.0	247.7
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	41.5	47.8
Provisions	2.1	2.1
Deferred Tax Liabilities	4.2	4.2
Total Non-Current Liabilities	47.7	54.1
Current Liabilities		
i) Borrowings	456.9	461.0
ii) Trade Payables	434.0	339.7
iii) Other financial liabilities	57.6	58.2
Other Current Liabilities	17.8	17.8
Current tax liabilities (net)	4.3	1.7
Provisions	0.3	0.3
Total Current Liabilities	970.9	878.7
Total Equity and Liabilities	1,279.6	1,180.5

New Partnerships



Bosch Limited

Value-Added Distributor for supply of Bosch CCTV surveillance in the territory of India



Supermicro Computer Inc

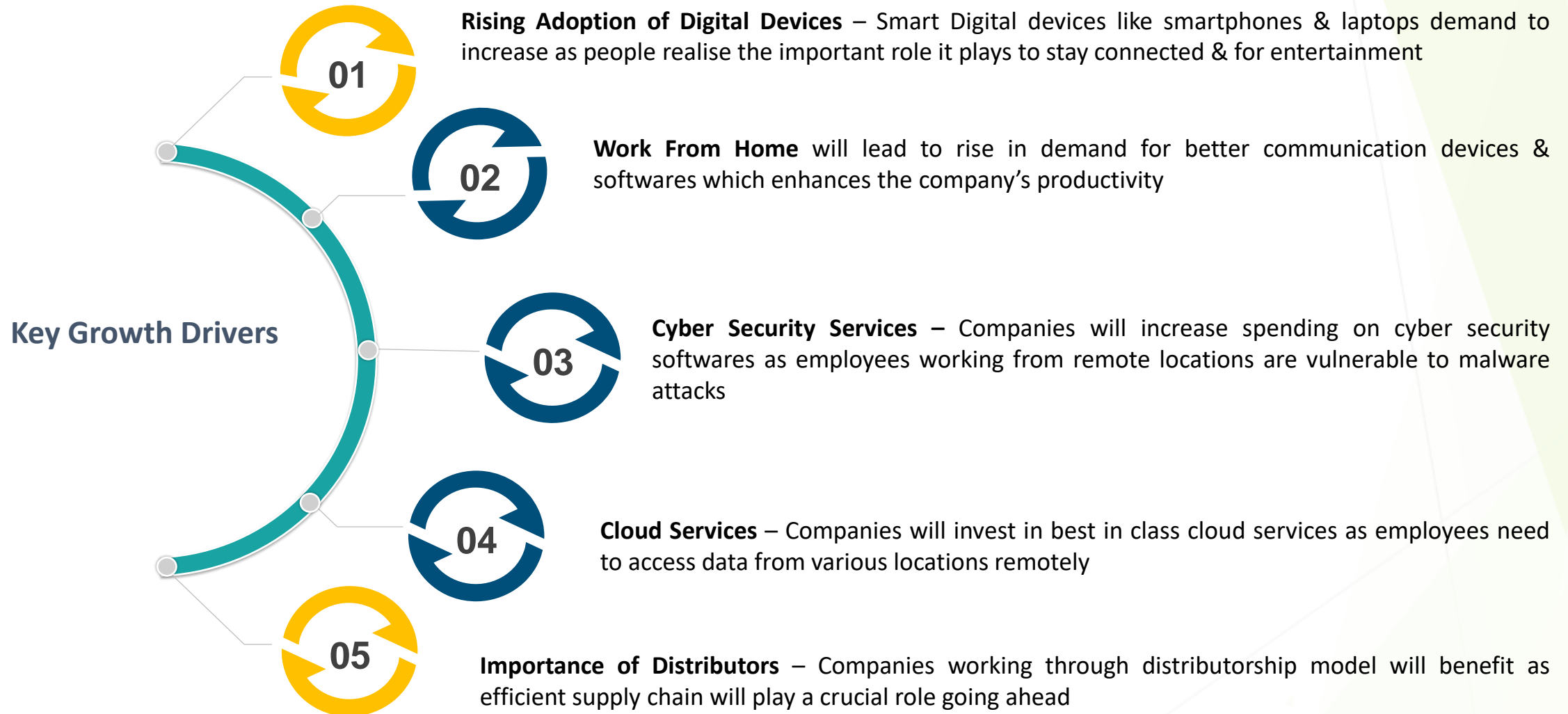
Distribution Agreement to provide high performance and high-efficiency servers, server management software's and storage systems for partners.



R&M India Private Limited

Distribution Agreement to provide versatile structured cabling solution to partners.

Key Growth Drivers



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

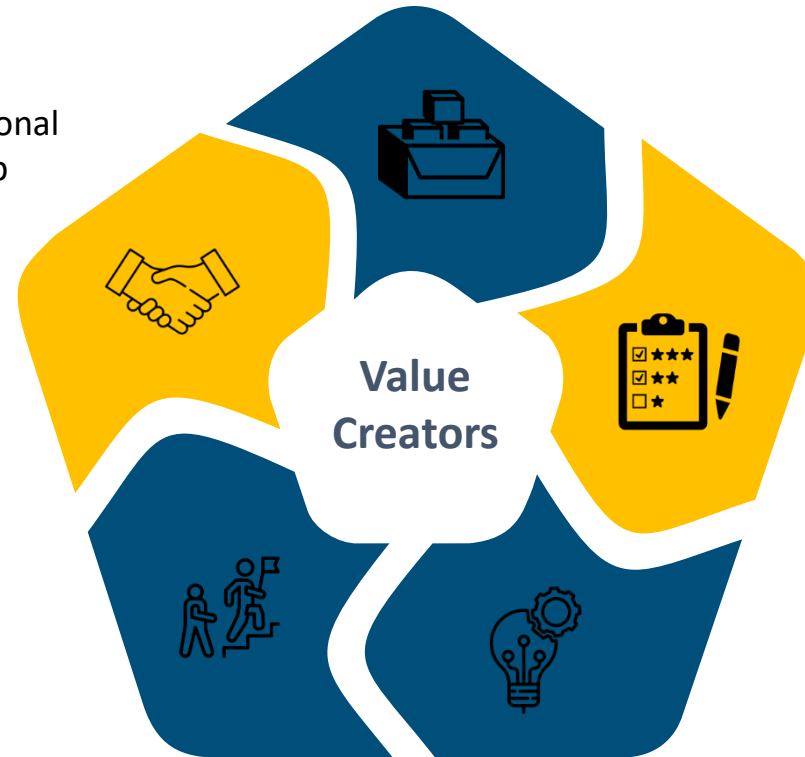
Strong pre & post sales support and efficient supply chain management

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, 27 warehouses, 69 service centres and a team of over 700+ 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



700+
Employees



27
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



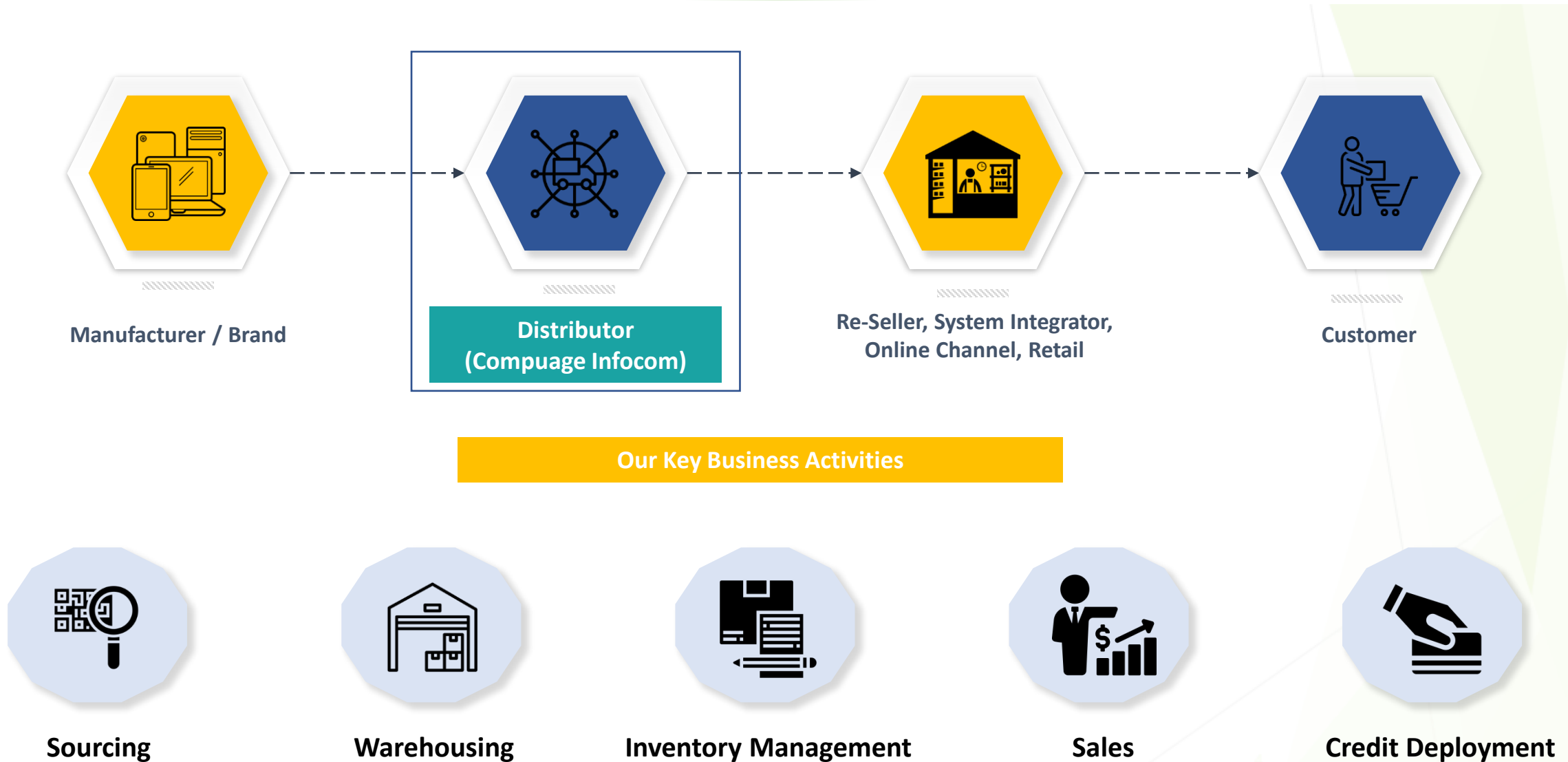
2020

2022

Completed 30+ successful years

700+ professionals, 46 sales offices, 27 warehouses, 69 service centers, 28+ global brands, 12,000 partners and presence in 600 cities & towns

Business Flow



Offerings & Brand Associations

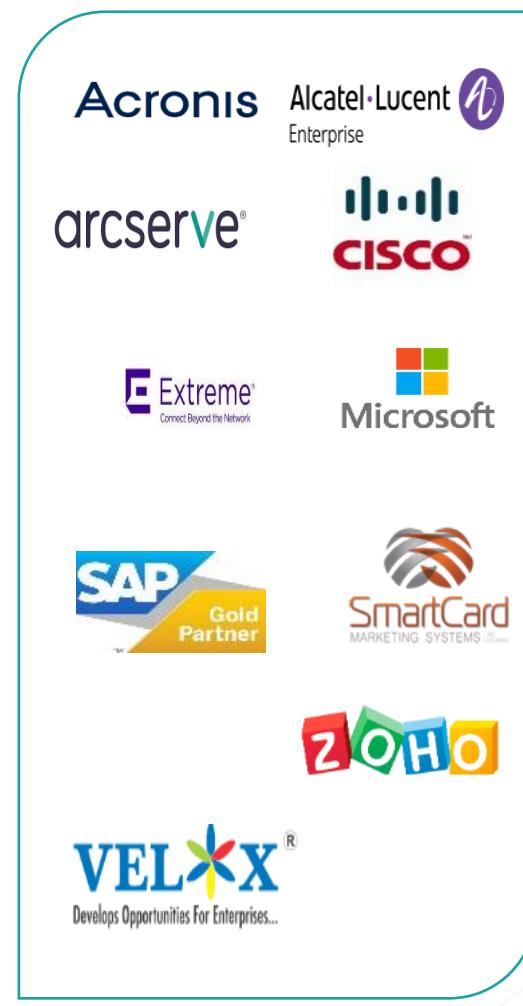
IT Consumer



Enterprise Solutions



Cloud Computing



Hardware Services



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
Whole Time Director,
CFO & 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
Whole Time Director, CFO
& COO



Anmol Jolly
Corporate Advisor



Hasti Pala
CS & Compliance Officer



Amit Nemani
Vice President Business



Pawan Durani
Vice President Sales



Ujjwal Kholkute
Vice President Business



Anushree Roy
Manager HR & Administration



Abhijeet Kunte
Deputy General
Manager Business



Dilip Darji
Head Accounts &
Finance



Riya Thakkar
Marketing & Communication
Specialist



Sagar Abraham
Head Service



Shreyas Vyas
Head IT

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

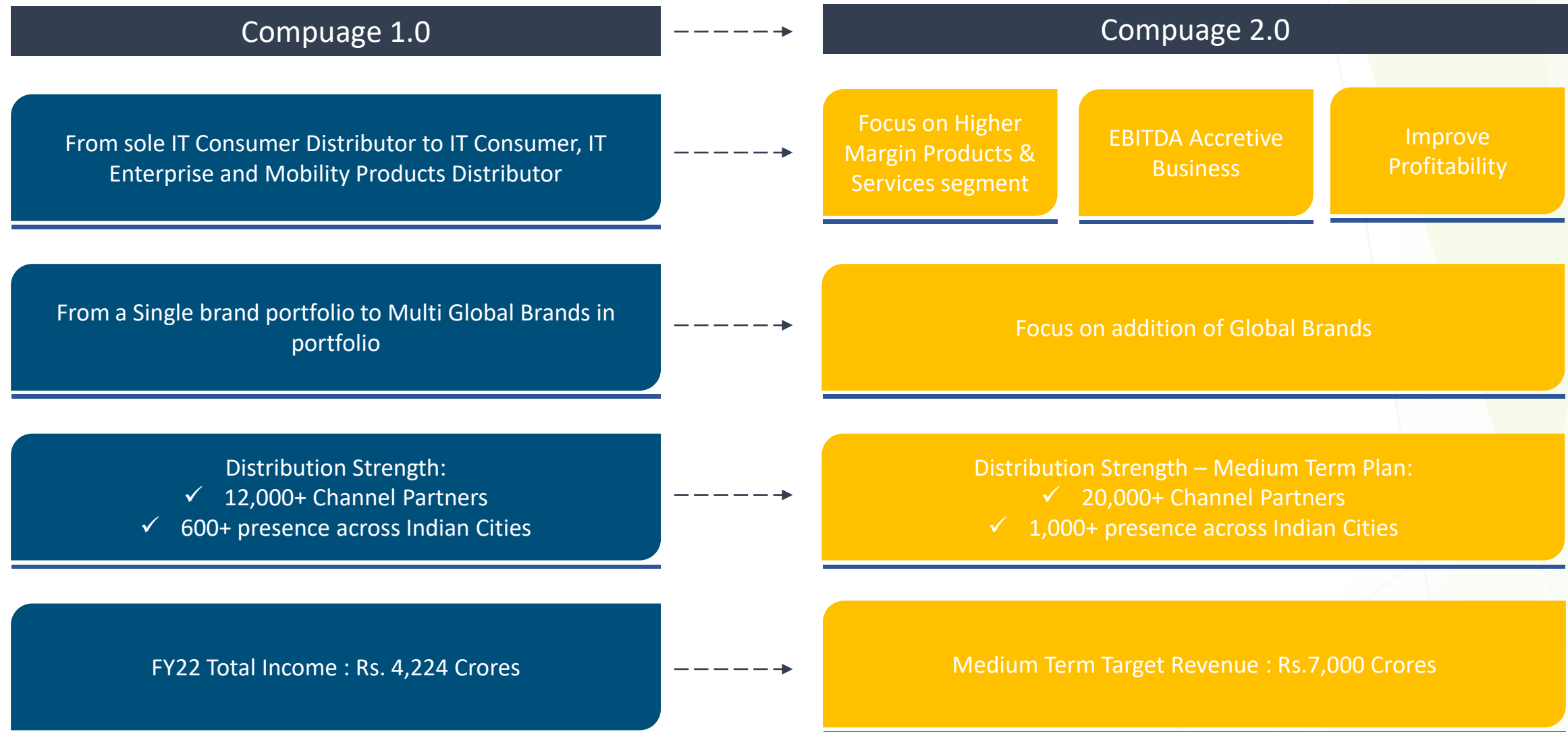


Medium Term Target

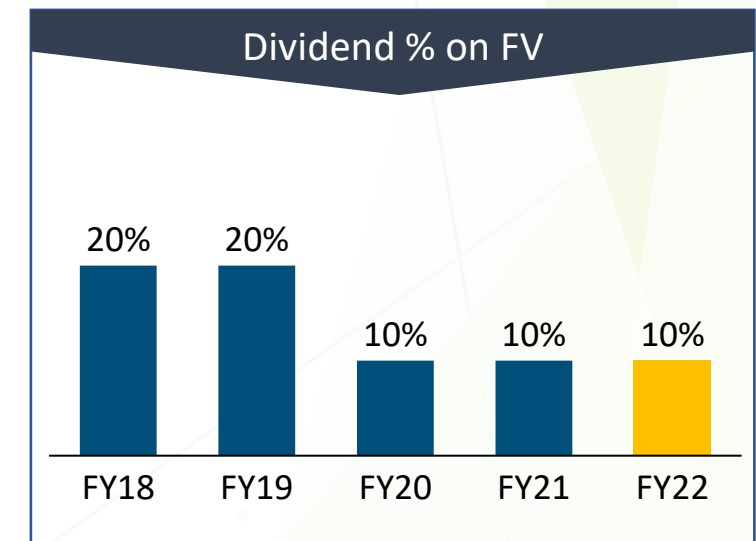
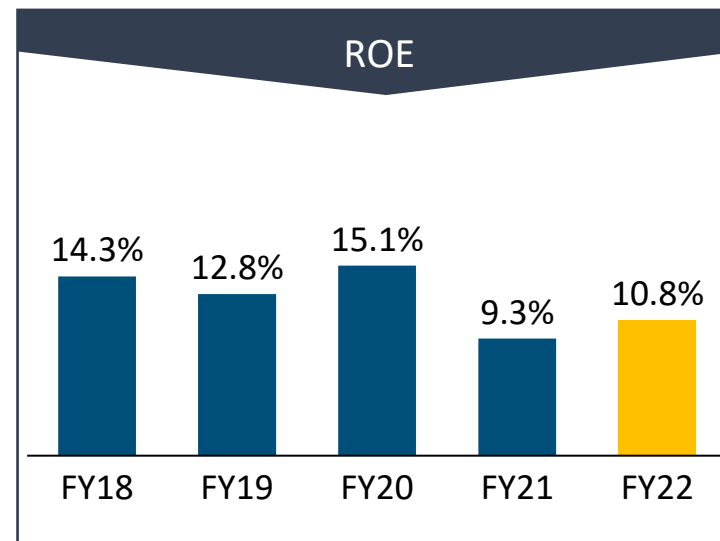
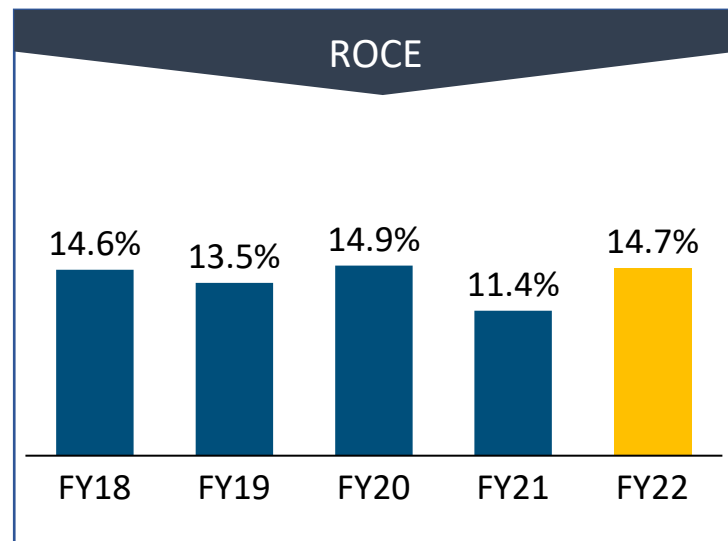
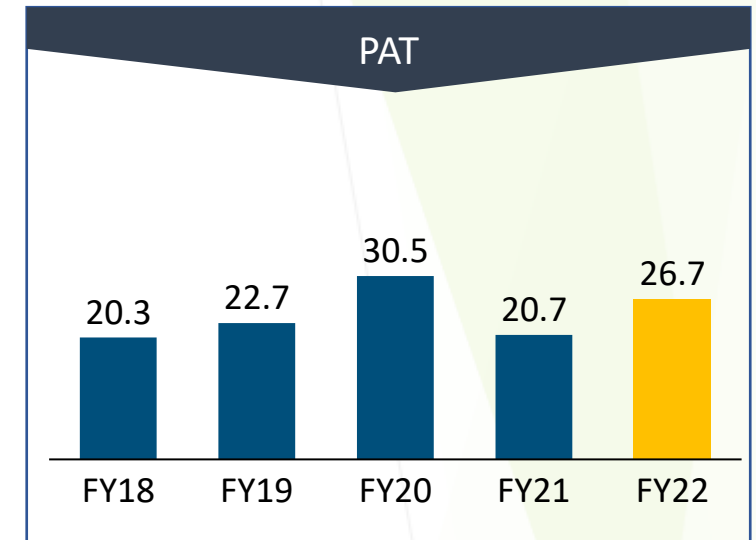
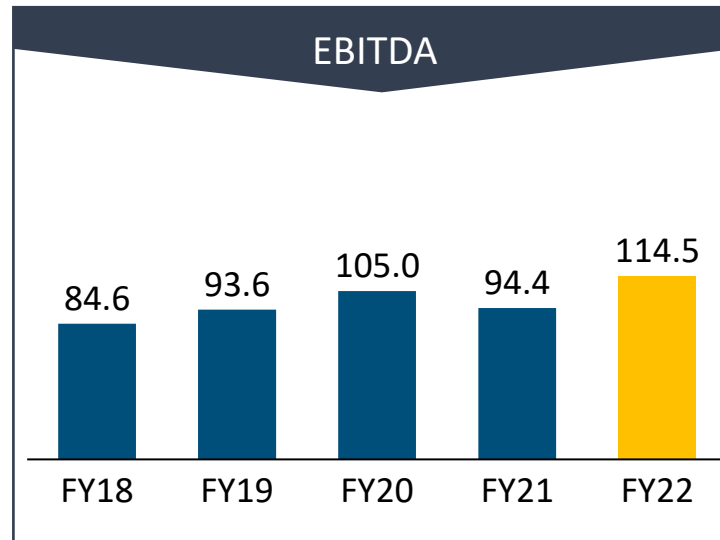
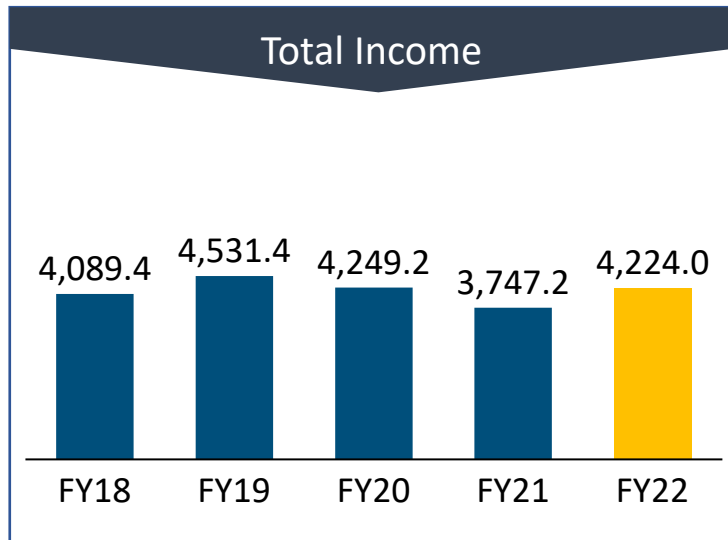
- Revenue of US\$1 billion
- 2X Profitability
- Penetrate 20,000 Partners in 1,000 cities



Programming Growth: VERSION 2.0



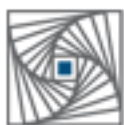
Historical Financial Highlights



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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Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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