



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

11th March 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: Investor Presentation

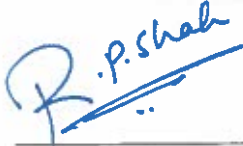
Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith the March 2020 Investor Presentation for Q3 & 9M FY 20.

This is for your information and records.

Thanking you,

Yours faithfully
For Compuage Infocom Limited



Ruchita Shah
Company Secretary



Place: Mumbai

Encl: As above.



Enhanced Commitment
Enduring Growth



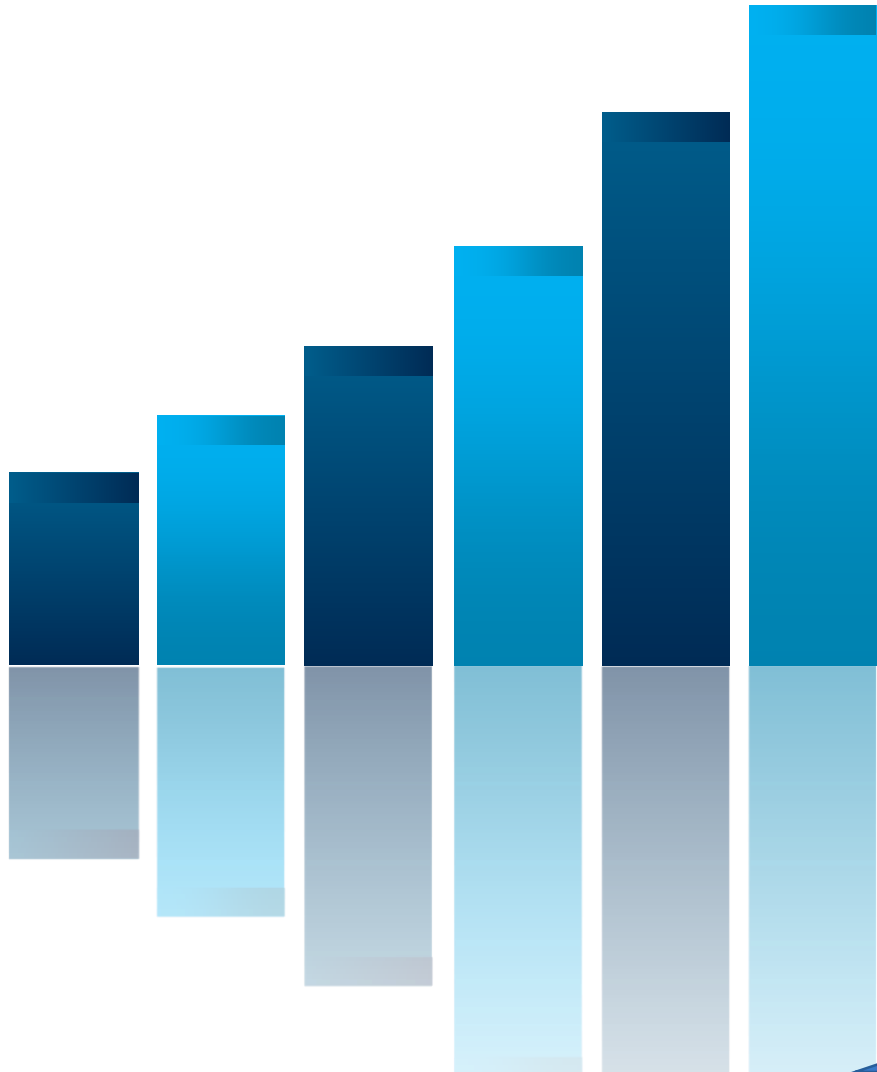
COMPUAGE INFOCOM LIMITED

Investor Presentation
March 2020

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Q3 & 9M FY20 Financial Highlights

New Partnerships



Service Agreement with HP

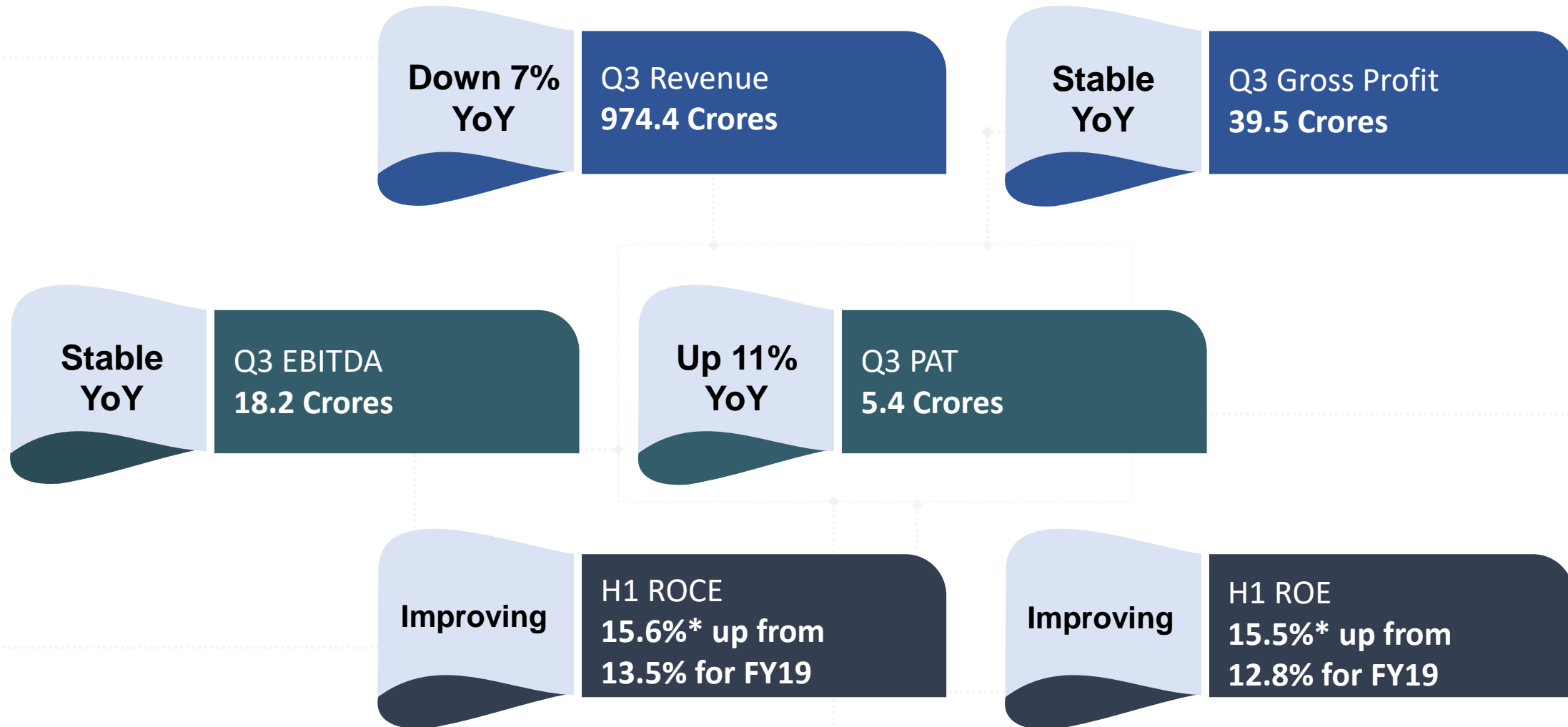
Signed a service agreement with HP to provide after-market support for their printers, PC Commercial & notebooks; this is for Mumbai market to begin with

Joining hands with GOQii



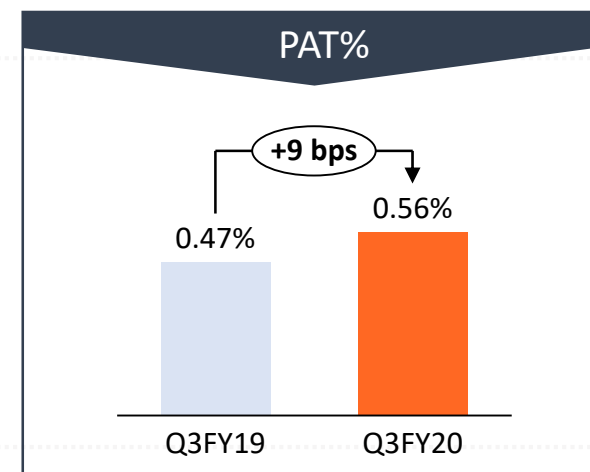
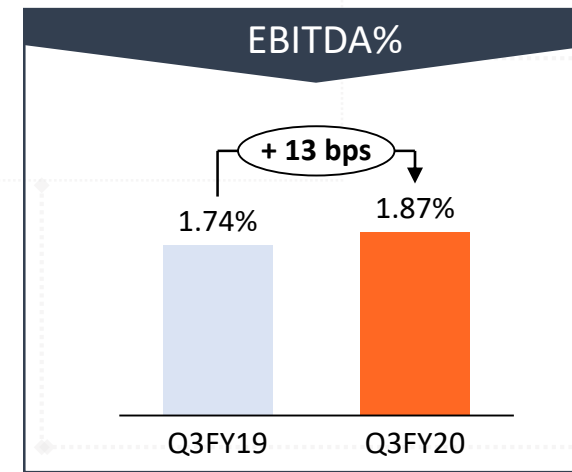
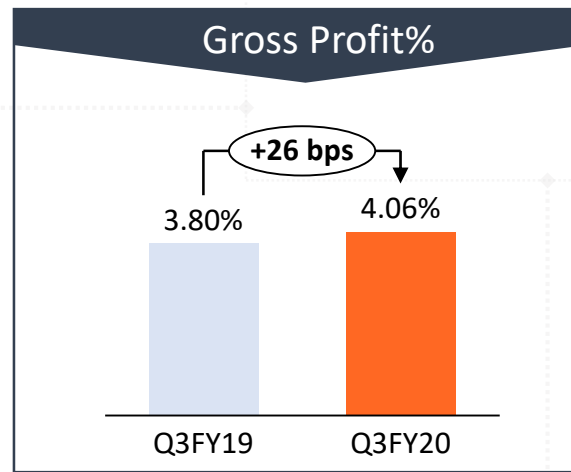
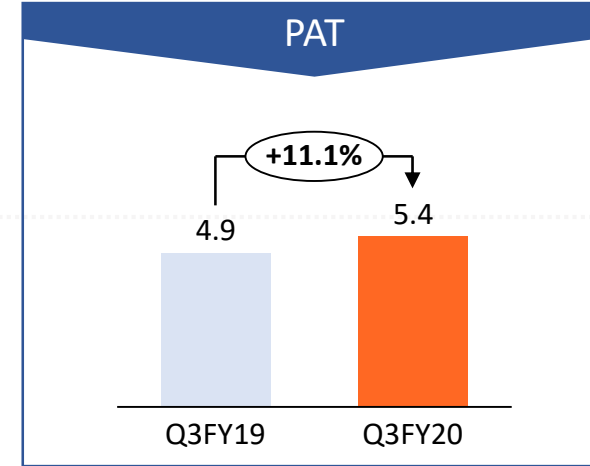
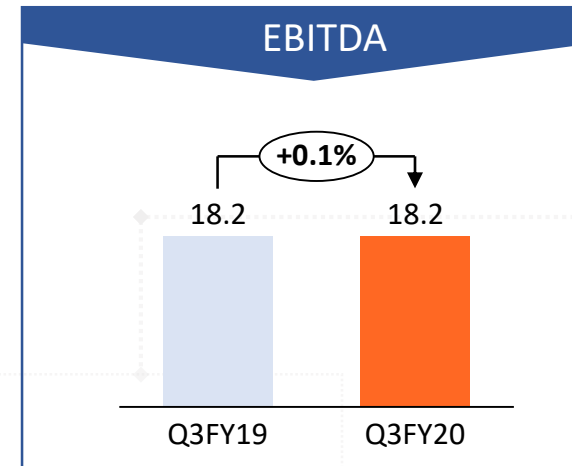
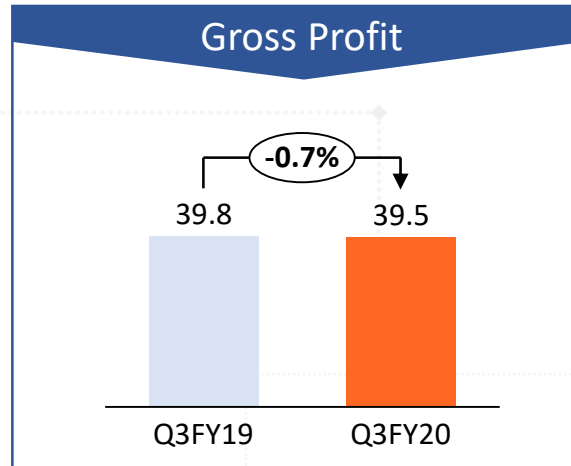
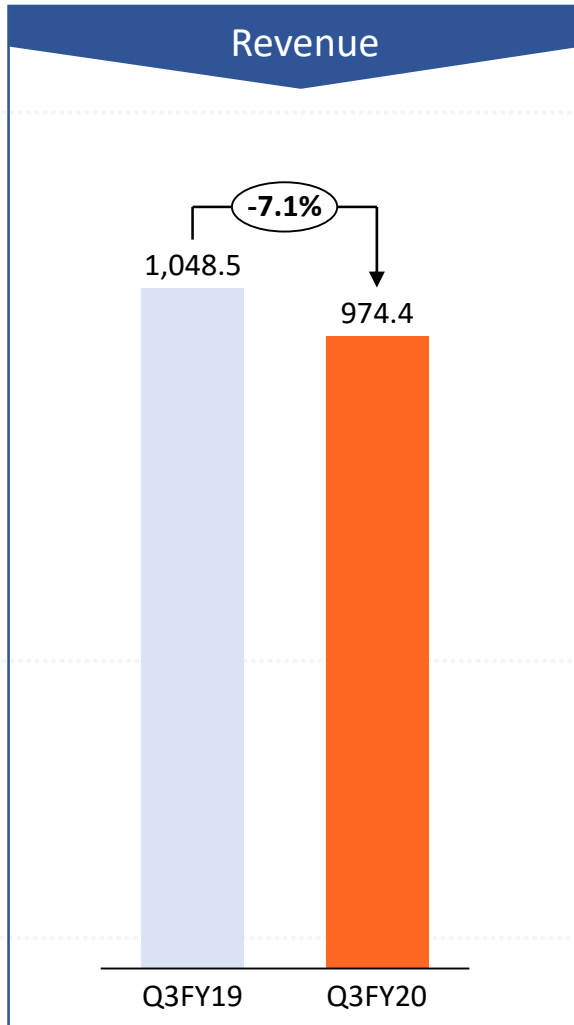
Tie up with GOQii, the smart-tech enabled preventive healthcare platform for their range of healthcare & fitness devices for Pan-India distribution

Steady Q3 & 9M FY20 Performance

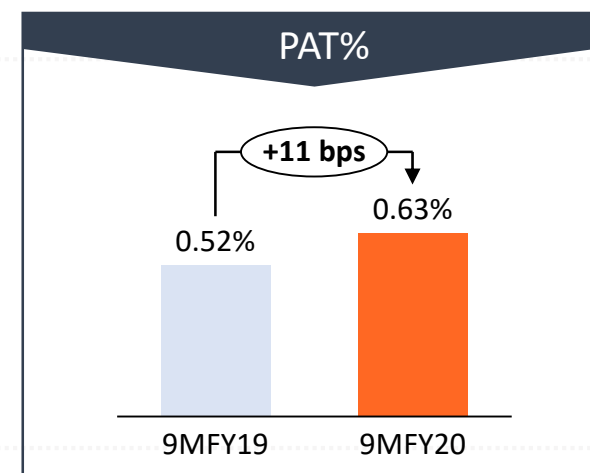
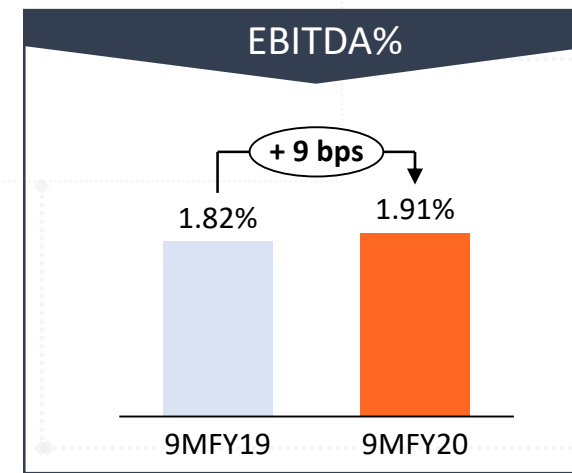
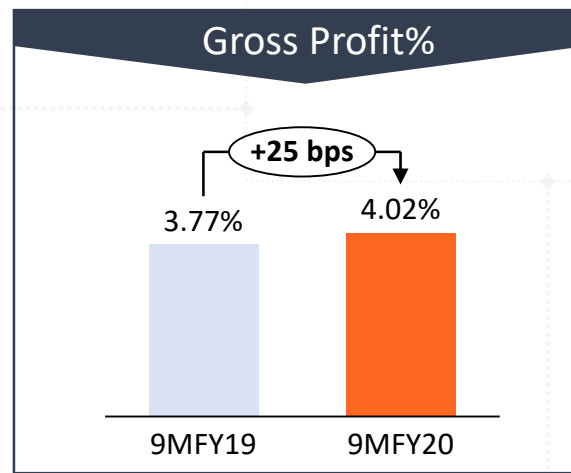
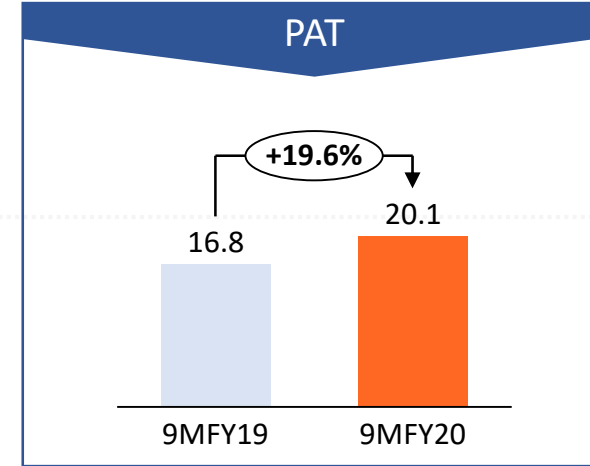
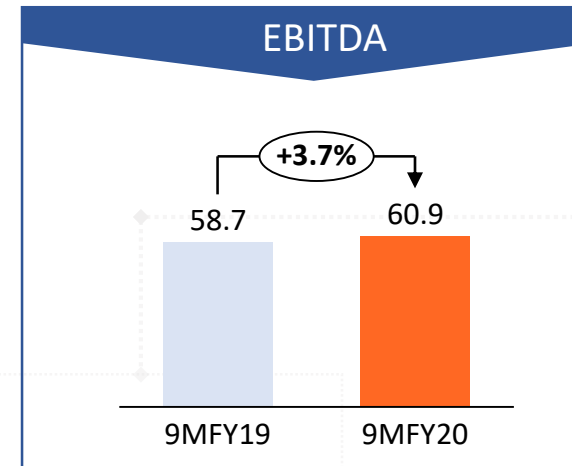
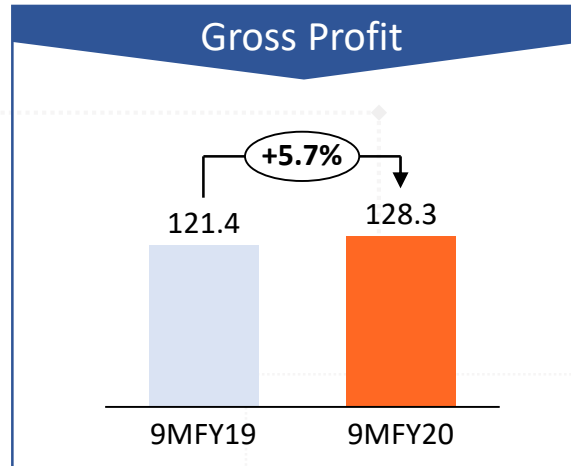
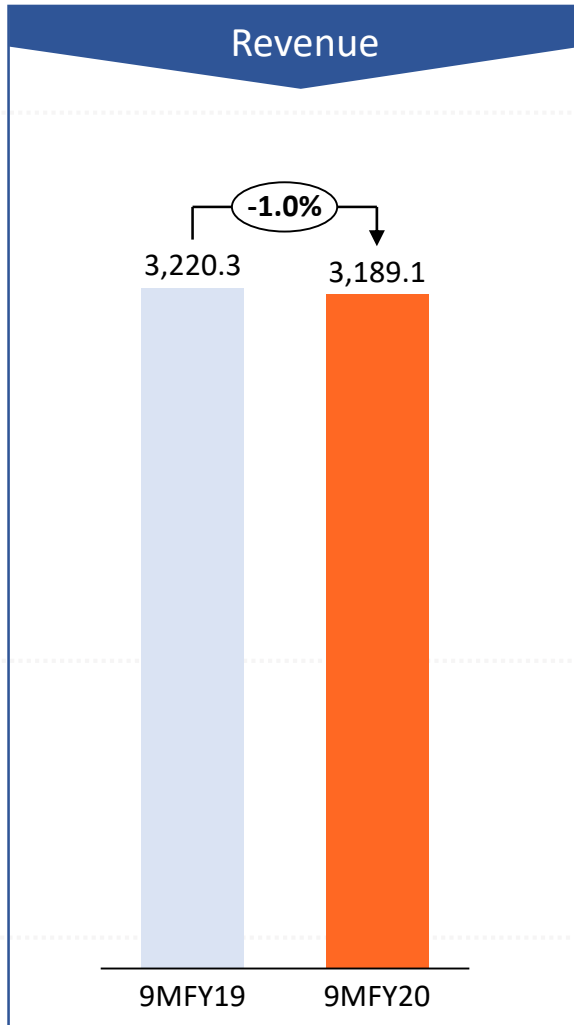


*On Annualised Basis

Q3FY20 Consolidated Performance



9MFY20 Consolidated Performance



Consolidated Profit & Loss

Profit & Loss Statement (Rs. Crs)	Q3FY20	Q3FY19	YoY%	Q2FY20	QoQ%	9MFY20	9MFY19	YoY%
Revenue from Operations	974.4	1,048.5	-7.1%	1,288.5	-24.4%	3,189.1	3,220.3	-1.0%
Cost of Goods Sold	934.9	1,008.6		1,237.3		3,060.8	3,099.0	
Gross Profit	39.5	39.8	-0.7%	51.1	-22.7%	128.3	121.4	5.7%
Gross Profit Margin (%)	4.06%	3.80%		3.97%		4.02%	3.77%	
Employee Expenses	9.3	9.9		9.3		28.9	29.1	
Other Expenses	11.9	11.7		15.9		38.4	33.6	
EBITDA	18.2	18.2	0.1%	26.0	-29.8%	60.9	58.7	3.7%
EBITDA Margin (%)	1.87%	1.74%		2.02%		1.91%	1.82%	
Other Income	4.5	4.7		3.8		11.8	12.4	
Depreciation	1.1	1.6		1.1		3.2	4.2	
EBIT	21.7	21.3	2.2%	28.7	-24.2%	69.5	67.0	3.7%
EBIT Margin (%)	2.23%	2.03%		2.22%		2.18%	2.08%	
Finance Cost	14.5	13.5		15.7		42.7	40.8	
Profit before Tax	7.2	7.7	-6.2%	12.9	-43.9%	26.7	26.2	2.1%
Tax	1.8	2.8		2.5		6.7	9.4	
Profit After Tax	5.4	4.9	11.1%	10.4	-47.6%	20.1	16.8	19.6%
PAT Margin (%)	0.56%	0.47%		0.81%		0.63%	0.52%	

Consolidated Balance Sheet

ASSETS (Rs.Crs.)	Sep-19	Mar-19
Non-Current Assets		
Property, Plant & equipment	51.9	53.9
Intangible Assets	0.0	0.0
Financial Assets		
i) Investments	0.5	0.5
ii) Other Financial Assets	-	0.0
Total Non-Current Assets	52.4	54.4
Current Assets		
Inventories	313.4	301.4
Financial Assets		
i) Investments		2.5
ii) Trade Receivables	655.7	644.6
iii) Cash and Cash Equivalents	11.2	44.6
iv) Bank Balances	81.0	73.4
v) Loans	5.6	5.3
vi) Other Financial Assets	7.8	7.5
Current Tax Assets	3.6	3.8
Other Current Assets	97.4	103.6
Total Current Assets	1,175.6	1,186.8
Total Assets	1,228.0	1,241.2

EQUITY AND LIABILITIES (Rs.Crs.)	Sep-19	Mar-19
Equity		
Equity Share Capital	13.0	13.0
Other Equity	175.8	163.8
Total Equity	188.8	176.8
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	18.7	22.9
ii) Redeemable Preference Shares	10.0	0.0
Provisions	2.3	2.3
Deferred Tax Liabilities	6.2	6.2
Total Non-Current Liabilities	37.1	31.3
Current Liabilities		
i) Borrowings	396.1	460.3
ii) Trade Payables	539.3	507.5
iii) Other financial liabilities	41.2	39.2
Other Current Liabilities	25.0	25.6
Provisions	0.5	0.5
Total Current Liabilities	1,002.0	1,033.1
Total Equity and Liabilities	1,228.0	1,241.2



About the Company

Compuage in a Nutshell

AT A GLANCE



Compuage has evolved into a seamless distribution intermediary of top of-the-line technology products and solutions like PC Components and Peripherals, PCs, Enterprise Solutions, Cloud Computing, Mobility Products & Services

At **Compuage**, we are known for performance through partnership and capabilities to market technological advancements to various customer segments. We are the partner by choice because of our wide reseller network that is steered by our superior technical assistance, well-defined go-to-market strategy and prudent distribution practices

Revenue

Rs. 4,515 Crs
3 Year CAGR 13.3%



29
Global Brands

Channel Partners

12,500+
Online & Offline
Channel Partners



69
Service Centers

Presence

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



46
Sales Offices



28
Warehouses



800+
Employees



Global Footprint
7 countries
across SAARC Nations



Listing in
2000



Headquarters
Mumbai



Fortune 500 Indian
Company

Milestones

Commencement - Reseller

Commencement of business of Computer Consumables as a Corporate Reseller



1987

Started Distribution & Got Listed

Forayed into Distribution.
Got listed by merging with a listed entity



2001

Global Foot Prints

Established operations in Singapore to serve SAARC Region



2012

Regional Offices

Commenced Imports of IT Hardware and started Regional Sales Offices at Bangalore, Kolkata and Delhi.



1995

Aggressive reach out Campaign

Branch expansion continues.
Launched and executed 60 City India Campaign which showcased our products to over 6000 Resellers across India



2006

Completed 30 successful years

Having 46 sales offices, 28 warehouses, 69 service centers, 29 global brands, 12,500 resellers with presence in 600 cities & towns



2017

Vision & Mission



Vision

To be a world class Technology Products and Services Distribution Company



Mission

To deliver superior value to our Customers, Vendors, Shareholders, Employees and Society at large



Values

- ✓ Integrity and Fairness
- ✓ Reliability and Commitment
- ✓ Teamwork
- ✓ Respect for All
- ✓ Excellence
- ✓ Passion

Business Flow



Our Key Business Activities



Sourcing



Warehousing



Inventory
Management








Sales

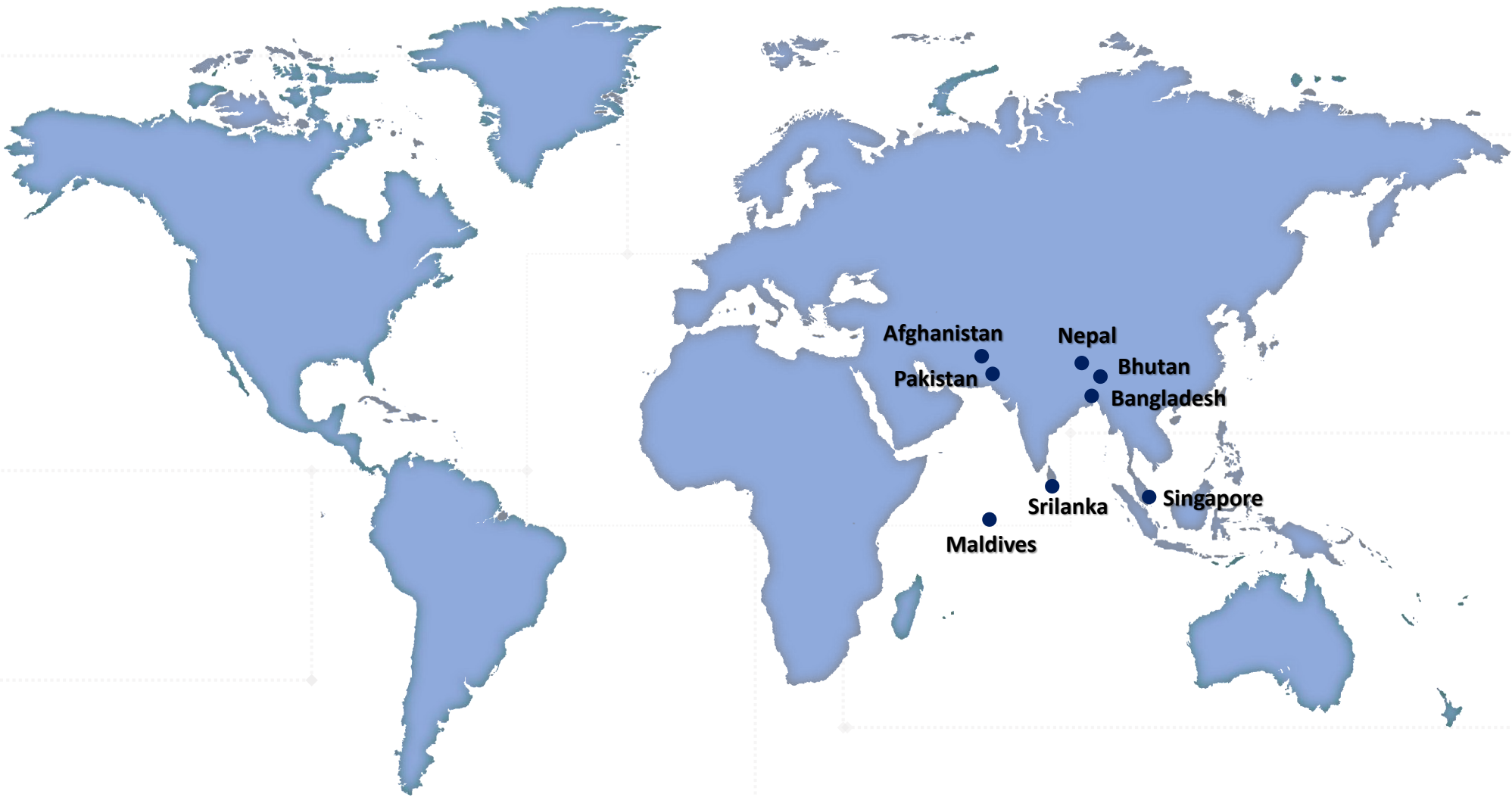


Credit
Deployment

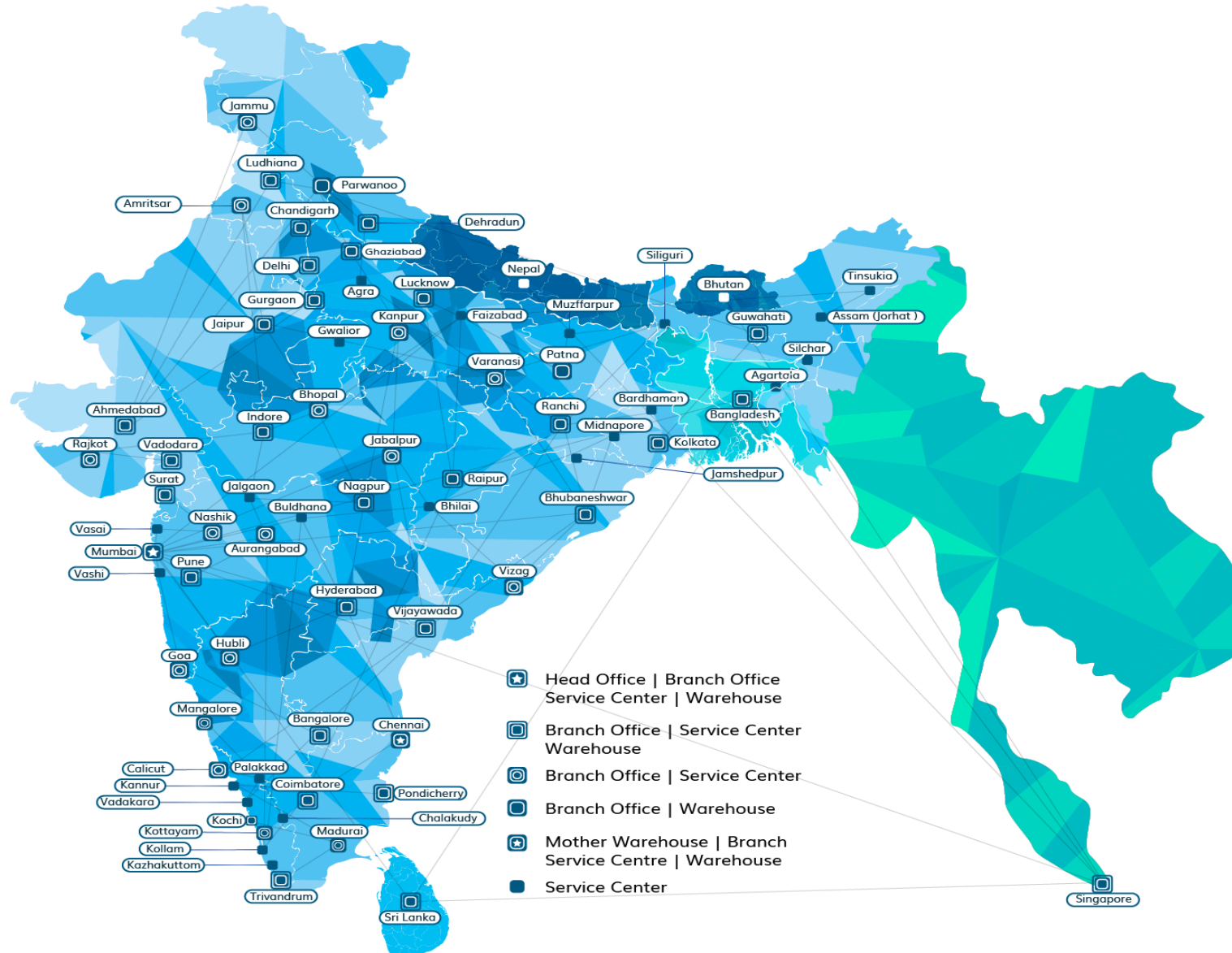
Association with Renowned Brands

IT Consumer	Enterprise Solutions	Mobility	Cloud Computing	Hardware Services
				

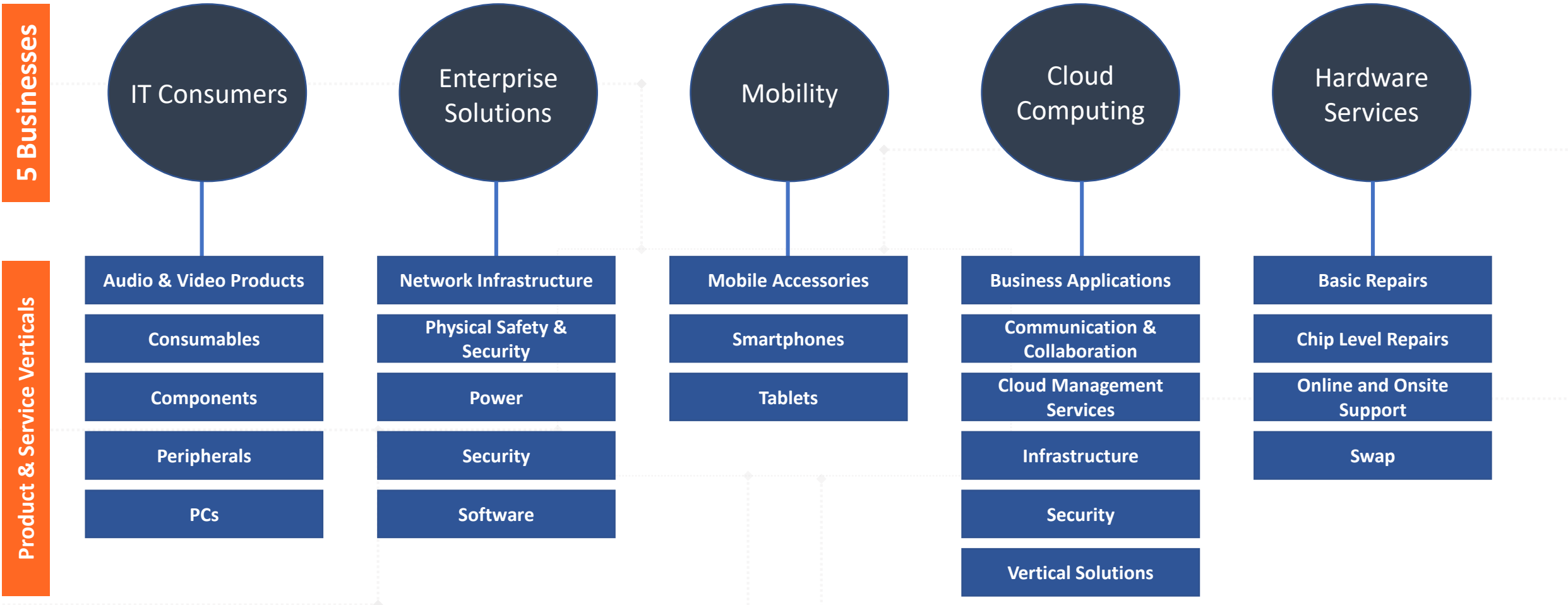
International Reach



Geographical Presence



Diversifying Risks



No vertical accounts for more than 30% of its revenues

No brand accounts for more than 30% of its business

The Company has successfully entered the Cloud segment to offer several Cloud –based offerings which will be the next growth engine

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

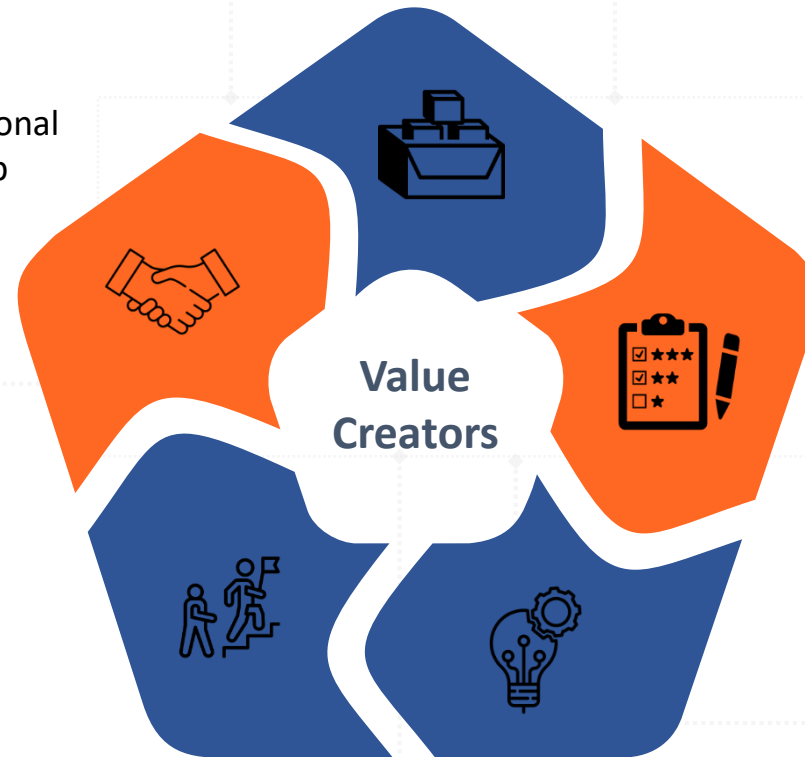
Strong pre & post sales support and efficient supply chain management

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



Board of Directors

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

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

Vijay Agarwal
Independent Director



M.Com and Chartered Accountant by qualification. He has been in practice for more than 30+ years

Fatima Nasab
Independent Director



Expert in Human Behaviour

Management Team



Atul Mehta
Chairman & M.D.



Bhavesh Mehta
Director & COO

Sunil Mehta
Director & CFO



Deepak Karia
Vice President Sales



Nehal Sharma
Associate VP Sales



A Chartered Accountant by profession with experience of over 2 decades. He is in-charge of the Company's financial management, financial analysis & planning

Responsible for Mobility division and Value sales by effectively extending the Company's offerings by pushing growth across markets

Responsible for driving sales with a focus on growing the Company's IT revenue across all channels

Shreyas Vyas
Head IT



Sagar Abraham
Head Services



Dilip Darji
Head Accounts



With over 25 years of working knowledge, he sets measurable short and long-term goals for the team and is responsible for efficient project management and IT vendor management

With almost 3 decades of experience, established service business with next-gen services and integrated client centric delivery models

With 2 decades of experience, responsible for Accounts and Finance, Systems & Processes, MIS and Automation

Awards & Accolades



2017

HP Envisage National Distribution Meet

Consumer Notebook - Best Distributor YOY Notebook Growth

Consumer Printer - Best Distributor - Modern Retail – 2017

HP Supplies Best Individual Contributor - Alternate Pipe – 2017

Distributor of the year award – Tyco

Cisco Best Performer

LG Best Performer

Samsung security surveillance best partnership award

2018

Tyco Elite League Award

ACVS Partner of the year

Cisco Start Award - Best Adoption Award

Lenovo - T1 Business Experts Award

Hanwha Techwin - Highest Growth Achievement Award

Commscope Distributors Meet

Best AMP Net Connect Distributor Award
Best Managed Distributor Award

Asus Distributors Meet

Best Sales Team Award
Best Distributor Award

2019

Digital Terminal – Channel’s Favourite Distributor

HP Distributors Meet

Best Distributor Convertible Notebooks

Best Distributor CISS Print & Supplies

Cisco Distribution Partner of the Year FY18

Cisco Bulls Eye Scheme Award

Commscope

Best National Distributor - AMP Net Connect Enterprise Network Business SAARC

100 Cr plus business Achiever

Significant contributor – Systemax Enterprise Business Network SAARC

Distributor Employee Appreciation

Hanwha Techwin ACVS Partner of the year

Asus

Asus Leadership Award

Asus Champion of the year award

SanDisk Premier League

Best Market Expansion Award



Brand Acquisitions

- Adding product lines that would enable Compugate 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

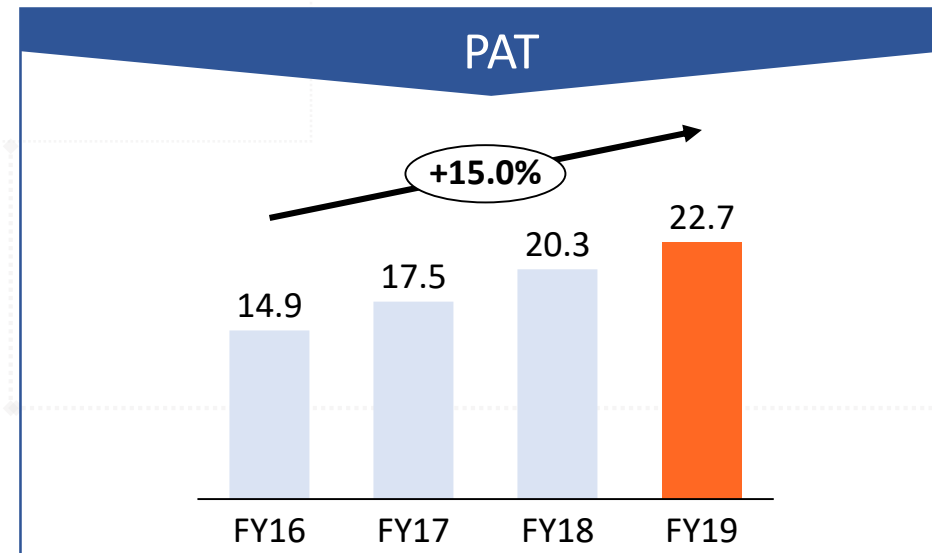
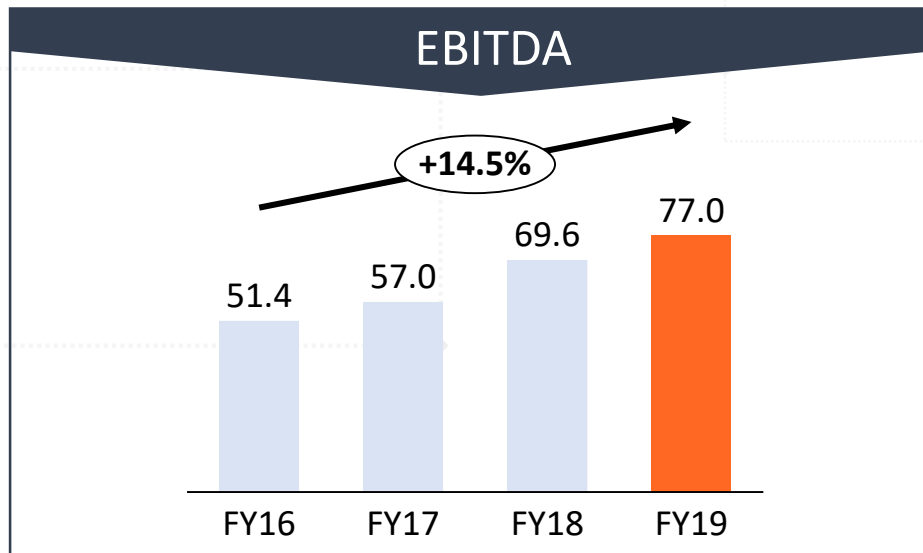
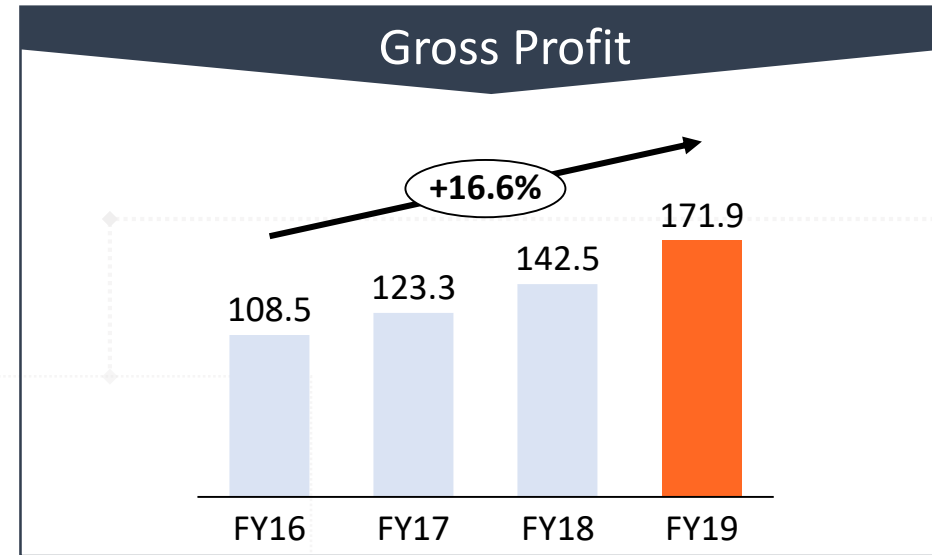
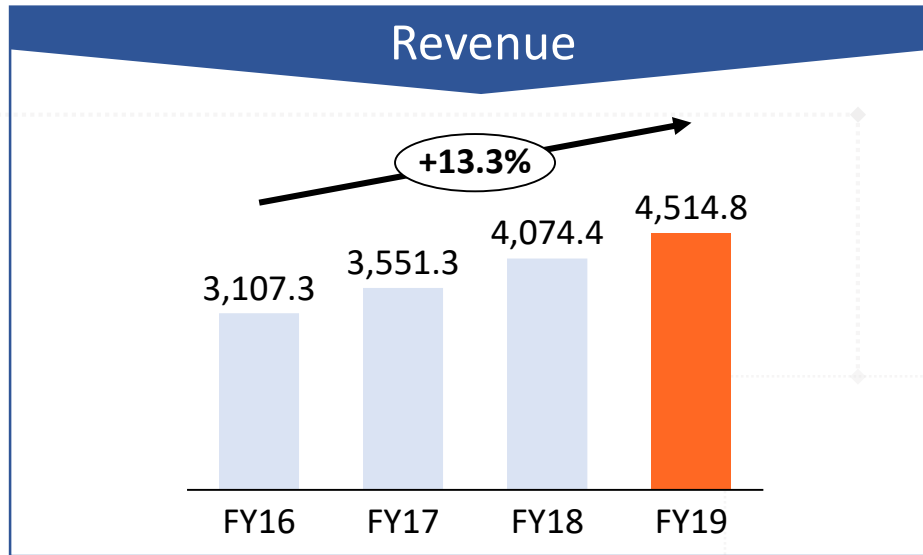
Target

- Revenue of US\$1 billion in 3 years
- 2X Profitability
- Penetrate 15000 Partners in 800 cities in 3 years.

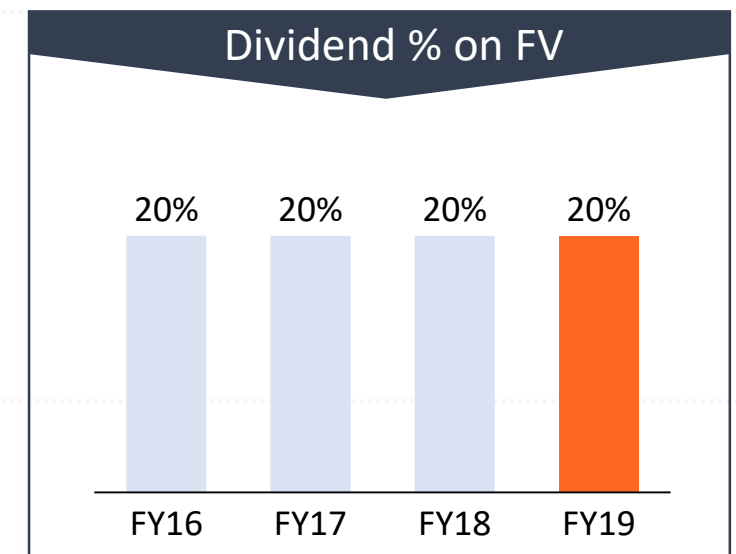
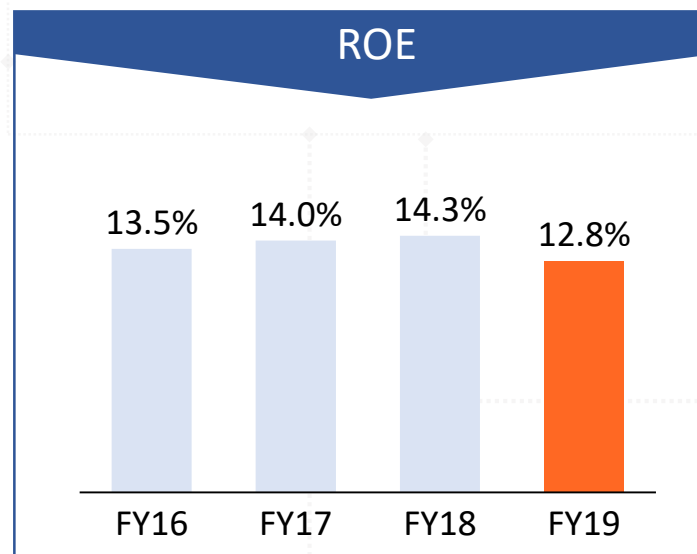
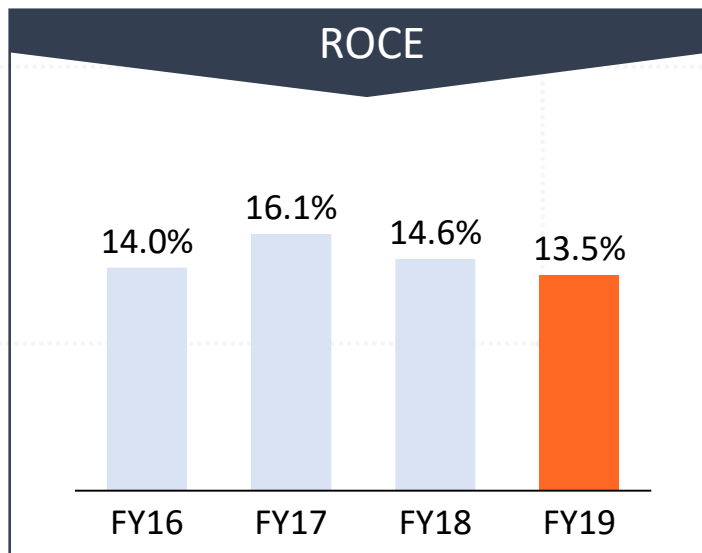
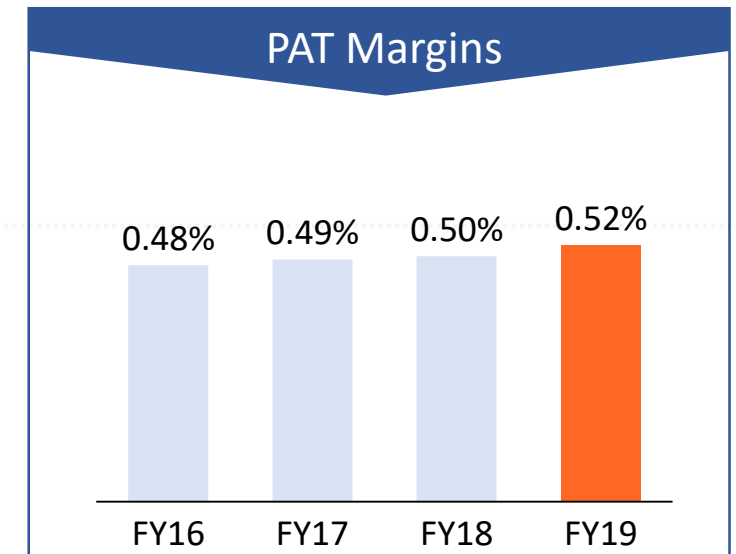
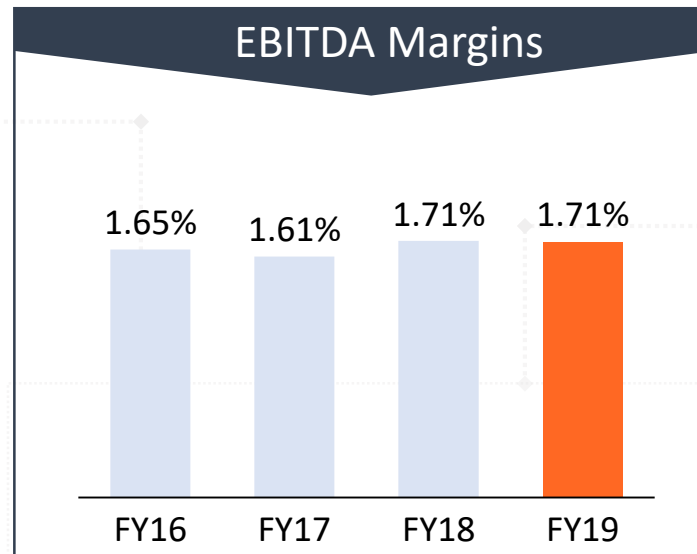
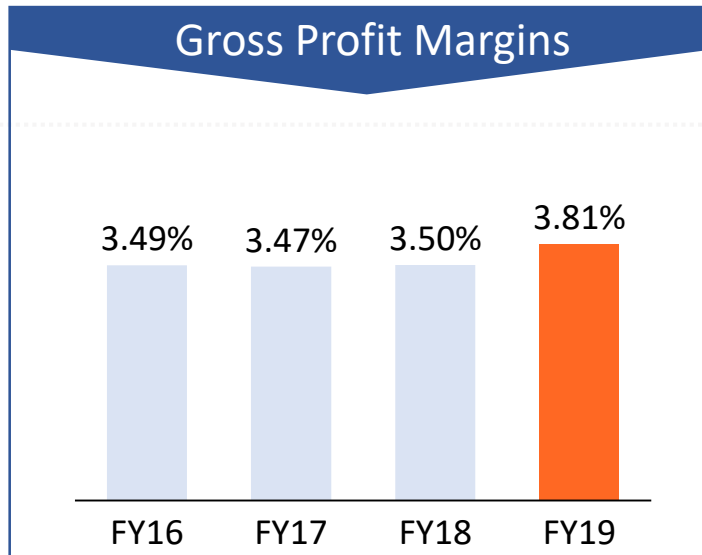


Historical Financials

Consolidated Financial Highlights

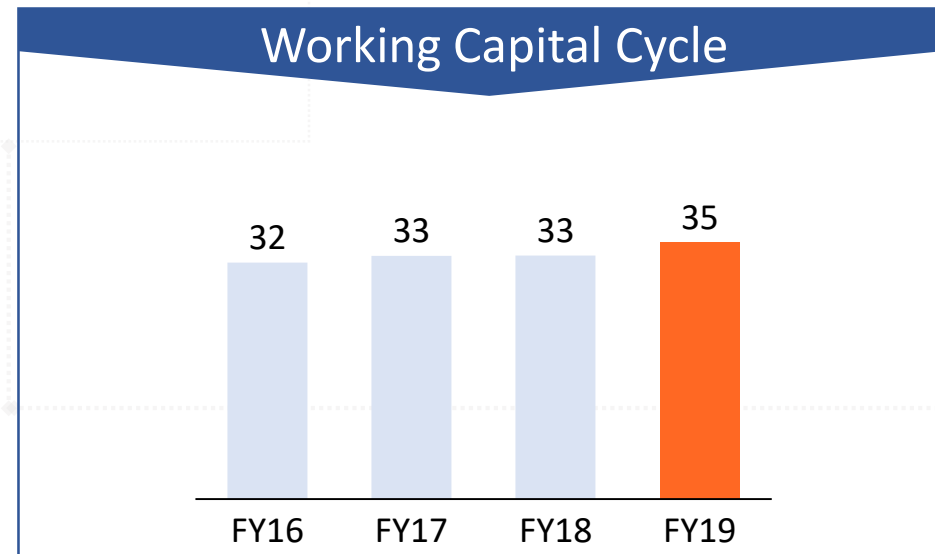
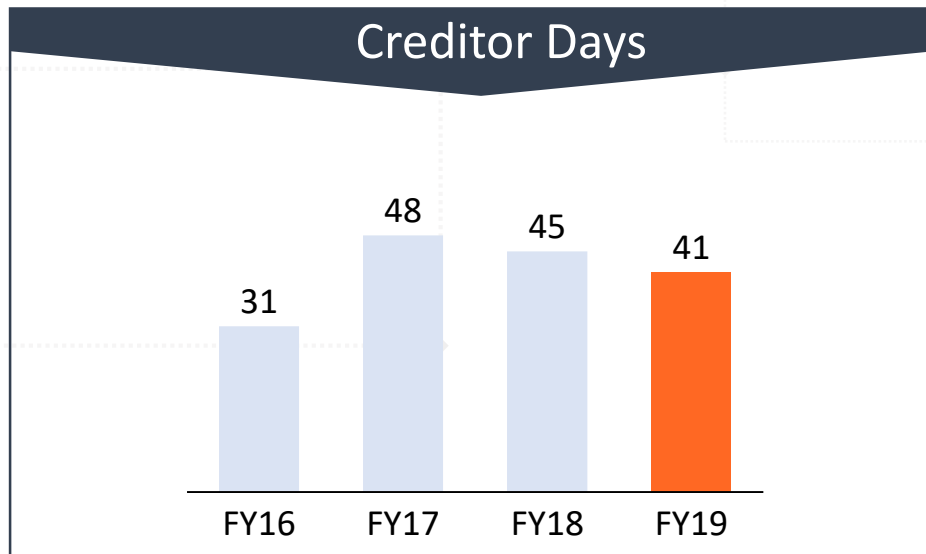
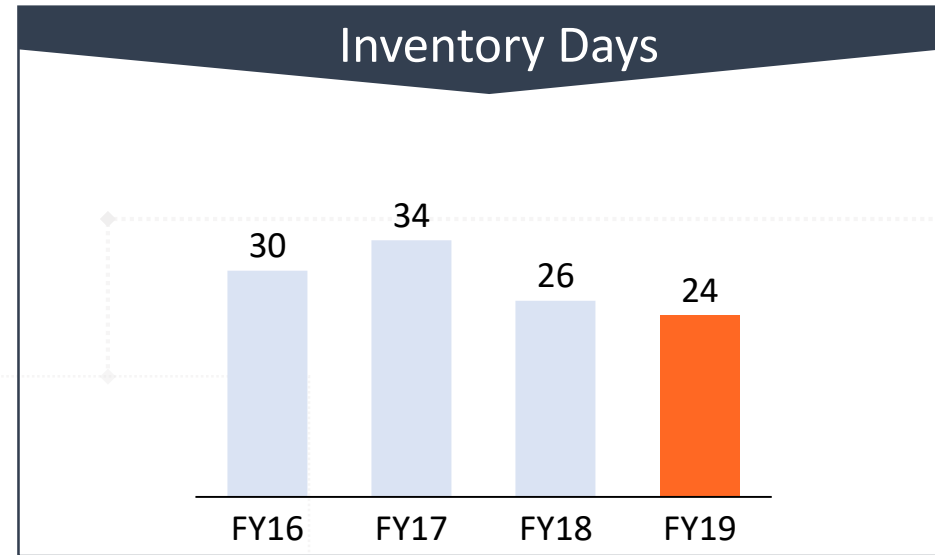
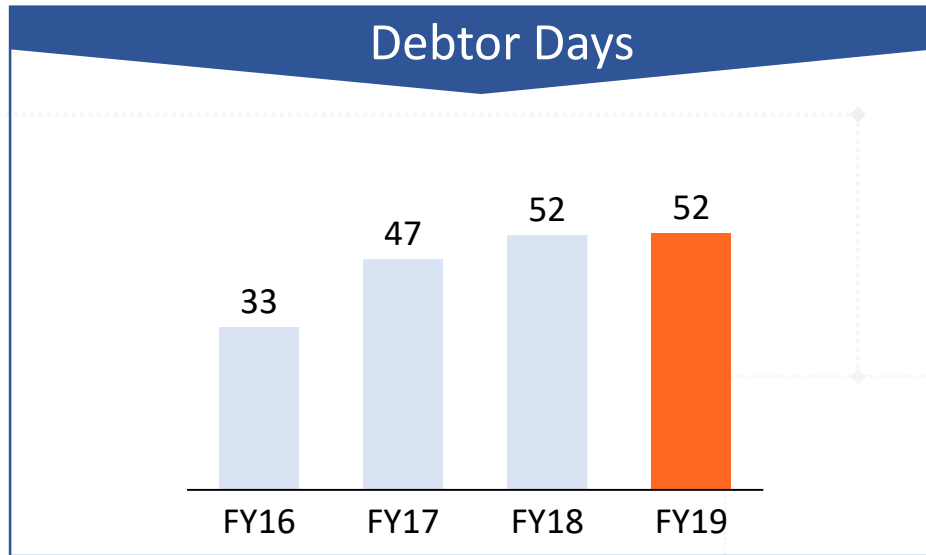


Consolidated Financial Highlights



Working Capital Cycle

On Consolidated basis



Consolidated Profit & Loss Statement

Profit & Loss Statement (Rs. Crs)	FY16	FY17	FY18	FY19
Revenue from Operations	3,107	3,551	4,074	4,515
Cost of Goods Sold	2,999	3,428	3,932	4,343
Gross Profit	109	123	143	172
Gross Profit Margin (%)	3.5%	3.5%	3.5%	3.8%
Employee Expenses	26	33	38	44
Other Expenses	31	33	35	51
EBITDA	51	57	70	77
EBITDA Margin (%)	1.7%	1.6%	1.7%	1.7%
Other Income	10	19	15	17
Depreciation	5	4	3	4
EBIT	57	73	81	89
EBIT Margin (%)	1.8%	2.0%	2.0%	2.0%
Finance Cost	34	45	49	54
Profit before Tax	22	28	32	35
Tax	7	10	11	12
Profit After Tax	15	17	20	23
PAT Margin (%)	0.5%	0.5%	0.5%	0.5%

Consolidated Balance Sheet

ASSETS (Rs.Crs)	FY16	FY17	FY18	FY19
Non-Current Assets				
Property, Plant & equipment	43.6	43.2	44.0	53.9
Intangible Assets	-	-	0.1	0.0
Financial Assets				
i) Investments	0.3	0.3	0.3	0.5
ii) Other Financial Assets	0.5	0.5	0.0	0.0
Total Non-Current Assets	44.5	44.1	44.4	54.4
Current Assets				
Inventories	254.3	334.9	292.6	301.4
Financial Assets				
i) Investments	2.5	2.5	2.6	2.5
ii) Trade Receivables	281.8	455.7	577.5	644.6
iii) Cash and Cash Equivalents	35.9	37.1	46.4	44.6
iv) Bank Balances	59.0	65.1	75.6	73.4
v) Loans	6.2	6.3	4.9	5.3
vi) Other Financial Assets	2.2	1.4	8.4	7.5
Current Tax Assets	-	-	2.1	3.8
Other Current Assets	25.3	24.1	68.7	103.6
Total Current Assets	667.3	927.0	1,078.8	1,186.8
Total Assets	711.8	971.1	1,123.3	1,241.2

EQUITY AND LIABILITIES (Rs.Crs)	FY16	FY17	FY18	FY19
Equity				
Equity Share Capital	11.7	11.7	11.7	13.0
Other Equity	98.6	113.1	130.6	163.8
Total Equity	110.3	124.9	142.4	176.8
Non Current Liabilities				
Financial Liabilities				
i) Borrowings	-	17.7	13.7	22.9
Provisions	-	-	-	2.3
Deferred Tax Liabilities	5.7	6.1	6.2	6.2
Total Non-Current Liabilities	5.7	23.8	19.9	31.3
Current Liabilities				
i) Borrowings	293.0	306.8	400.7	460.3
ii) Trade Payables	263.2	465.1	504.6	507.5
iii) Other financial liabilities	14.5	27.7	26.9	39.2
Other Current Liabilities	24.0	22.4	28.8	25.6
Provisions	0.1	0.1	0.1	0.5
Current Tax Liabilities	1.0	0.2	-	-
Total Current Liabilities	595.7	822.4	961.0	1,033.1
Total Equity and Liabilities	711.8	971.1	1,123.3	1,241.2

Programming Growth: VERSION 2.0

COMPUAGE 1.0

✓ From sole IT Consumer Distributor to IT Consumer, IT Enterprise and Mobility Products Distributor

✓ From a Single brand portfolio to 29 Global Brands in portfolio

Distribution Strength:

- ✓ 12,500+ Channel Partners
- ✓ 600+ presence across Indian Cities

✓ FY19 Revenue : Rs. 4,515 Crores



COMPUAGE 2.0

Transform to a Products, Cloud & Services Organization (Cloud & Services to be > 10% of Revenue)

EBITDA Accretive Business

Higher Net Profits

✓ Focus on addition of Global Brands

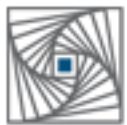
Distribution Strengths – 3 Year Plan:

- ✓ 15,000+ Channel Partners
- ✓ 800+ presence across Indian Cities

✓ 3 Year Target Revenue : Rs.7,000 Crores

For further information, please contact:

Company :



*Speed
Reliability
Value Performance*

COMPUAGE INFOCOM LTD

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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
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