



Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

24th June, 2020

To,
The Corporate Services Dept.,
BSE Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Security Code: 532456
ISIN: INE070C01037

National Stock Exchange of India Ltd.,
Exchange Plaza,
C-1, Block G, Bandra Kurla Complex,
Bandra (E),
Mumbai - 400 051.

Symbol: COMPINFO

Sub: Press Release on Q4 FY20 Results

Dear Sir/Ma'am,

Please find enclosed herewith press release relating to the announcement of Audited Financial Results of the Company for the quarter and year ended 31st March, 2020.

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: 24th June 2020

Compuage Infocom posts Strong FY20, ROCE at 14.9%

- Consolidated Total Income for FY20 at 4,249 Crores, down by 6% YoY
- Consolidated Gross Profit for FY20 at Rs. 195 Crores, up by 3% YoY
- Consolidated EBITDA for FY20 at Rs. 105 Crores, up by 12% YoY
- Consolidated Profit After Tax for FY20 at Rs.31 Crores, up by 34% YoY
- ROCE of 14.9% in FY20 vs. 13.5% in FY19, up by 140 bps YoY
- FY20 dividend at 10% i.e. Rs. 0.2 on FV of Rs. 2 each

Compuage Infocom Limited Limited (BSE: 532456) (NSE: COMPINFO) announced its audited Standalone and Consolidated results for the quarter & year ended ended 31st March 2020.

Commenting on the performance, Mr. Atul Mehta, Chairman & Managing Director, said, "FY20 has been a very eventful year for the company. Our focus & energy during FY20 was pointed towards business generation from more profitable segments like "Enterprise" & "Cloud Services" to enhance our return on capital. As a result, inspite of a 6% drop in total income for FY20, our Gross Profit & EBITDA has in fact increased by 3% & 12% respectively in FY20 as compared to FY19 with a ROCE of 14.9% & ROE of 15.1% in FY20. Similarly, for Q4FY20, our total income dropped by 19%, however our Gross Profit was stable & EBITDA increased by 44% as compared to Q4FY19 on the back of cost rationalization in employee & other expenses. Our Gross Margins in FY20 expanded by 40 bps to 4.6% as compared to 4.2% in FY19. We have been able to better our profitability metrics during FY20 inspite of zero business operations conducted during the later part of March 2020 due to the lockdown.

COVID-19 has disrupted every business in every industry you can think of. It has impacted both the supply and demand side of the equation. To prevent spreading of the virus, state & central governments imposed strict lockdowns which also resulted in shutdown of our warehouses & offices as well during later March & April. Starting from mid-May, business operations have started, and we have witnessed improving demand week on week from the start and we hope to be back to Pre-COVID levels very soon.

Unlike other industries, IT Products sector though briefly disrupted for a short period of time, infact tends to gain tremendously in longer term. Lockdown has forced many corporations to implement 'work from home' to ensure their business continuity. This has enabled a renewed demand for laptops, smartphones, Wi-Fi routers and supporting infrastructure devlces which helps improve efficiency while working from home. Going into FY21, we believe that although we have lost a couple of months, we hope that the renewed & pent-up demand for IT products during the remainder of the year will make up for the lost sales. With Pan-India reach, strong brand portfolio, efficient supply chain and excellent service, we are confident to grow our business & continue to create value for all our stakeholders"

Consolidated Q4 & FY20 Financial Performance

Profit & Loss Statement (Rs. Crs)	Q4FY20	Q4FY19	YoY%	Q3FY20	QoQ%	FY20	FY19	YoY%
Total Income	1,048.4	1,298.6	-19%	979.0	7%	4,249.2	4,531.4	-6%
Gross Profit	54.8	54.7	0%	44.1	24%	194.9	188.5	3%
EBITDA	32.3	22.4	44%	22.8	42%	105.0	93.6	12%
Profit After Tax	10.5	5.9	76%	5.4	92%	30.5	22.7	34%
Total Comprehensive Income	8.3	5.9	40%	5.4	53%	28.4	22.7	25%
EPS	1.3	0.9	41%	0.8	52%	4.4	3.5	25%

Key Consolidated Financial Highlights

Return Ratios

- ✓ ROCE for FY20 at 14.9% as compared to 13.5% in FY19, up by 140 bps YoY
- ✓ ROE for FY20 at 15.1% as compared to 12.8% in FY19, up by 230 bps YoY

Total Income

- ✓ Total Income for Q4FY20 stood at Rs. 1,048.4 Crores as compared to Rs. 1298.6 Crores in Q4FY19, down by 19% YoY, primarily due to zero business operations towards end of March on account of lockdown
- ✓ Total Income for FY20 stood at Rs. 4,249.2 Crores as compared to Rs. 4,531.4 Crores in FY19, down by 6% YoY

Gross Profit

- ✓ Gross Profit for Q4FY20 stood at Rs. 54.8 Crores as compared to Rs. 54.7 Crores in Q4FY19, stable YoY
- ✓ Gross Profit for FY20 stood at Rs. 194.9 Crores as compared to Rs. 188.5 Crores in FY19, up by 3% YoY on the back of better product mix

EBITDA

- ✓ EBITDA for Q4FY20 stood at Rs. 32.3 Crores as compared to Rs. 22.4 Crores in Q4FY19, up by 44% YoY on the back of strong optimization in operating expenses
- ✓ EBITDA for FY20 stood at Rs. 105.0 Crores as compared to Rs. 93.6 Crores in FY19, up by 12% YoY

Profit After Tax

- ✓ PAT for Q4FY20 stood at Rs. 10.5 Crores as compared to Rs. 5.9 Crores in Q4FY19, up by 76% YoY
- ✓ PAT for FY20 stood at Rs. 30.5 Crores as compared to Rs. 22.7 Crores in FY19, up by 34% YoY

Total Debt / Equity for FY20 at 2.3x, down from 2.7x in FY19



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:

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COMPUAGE INFOCOM LTD

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