

Speed
Reliability
Value Performance

COMPUAGE INFOCOM LTD

24th May 2018

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: Intimation regarding Analyst Meeting to be held on Wednesday, 23rd May 2018

Dear Sir/Mam,

Pursuant to Part A of Schedule III of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform you that the Analyst Meet was organized by the Company at Atelier, Intercontinental Hotel, Marine Drive, Mumbai - 400020 on Wednesday, 23rd May 2018 at 4.00 p.m. IST. The Chairman and Managing Director of the Company discussed on the Annual Financial Results for the financial year 2017-18, followed by questions and answers. The aforesaid meeting successfully concluded at 5.45 p.m. IST.

The presentation made during the meeting to the Analysts is enclosed herewith.

Request you to take the same on records.

Thanking you,

Yours faithfully,
For Compugate Infocom Ltd.

Disha Shah
Company Secretary



Place: Mumbai
Encl: As above.



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Compuage Infocom Ltd

Investors' Presentation

May 23rd 2018



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Company Overview



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COMPUAGE INFOCOM LTD

Vision & Mission

Vision

To be a world class Information Technology, Mobility Products and Services Distribution Company

Mission

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



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Our Evolution



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1987

Commencement - Reseller

Commencement of business of Computer Consumables as a Corporate Reseller

1995

Regional Offices

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

2006-07

Branch Expansion Continues

2017

Completed 30 years of Business

38 Sales Offices, 40 Warehouses, 67 Service Centers, 32 Global Brands with 12000 Partners in 800 Cities & Towns

1992

Authorized Dealer

Expanded scope of business to include Peripherals. Became Authorized Dealer for several Peripherals Brands

2001

Commenced Distribution & got listed

Foray into Distribution. Branch expansion continues. Got listed by merging with a listed entity

2012

Global Foot Prints

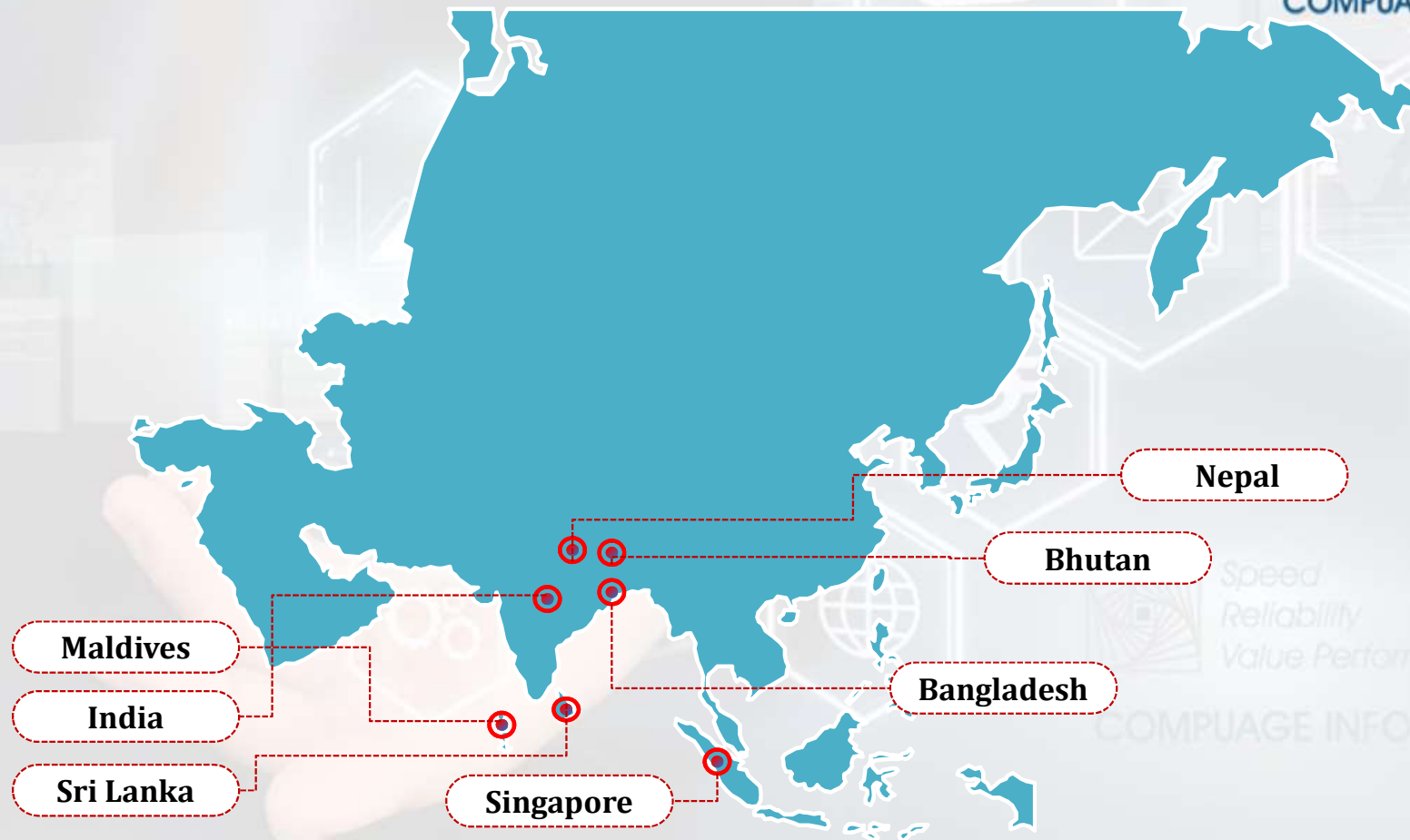
Establishes operations in Singapore to serve SAARC Region

Our Foot Prints...



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Our Indian Foot Prints



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HEAD OFFICE / BRANCH OFFICE / SERVICE CENTER



ZONAL OFFICE / BRANCH OFFICE / SERVICE CENTER



BRANCH OFFICE / SERVICE CENTER



BRANCH OFFICE



SERVICE CENTER

Key Strengths



Speed
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Value Performance

COMPUAGE INFOCOM LTD



**ONE OF THE LEADING PLAYERS
IN TECHNOLOGY DISTRIBUTION
BUSINESS**

Sales of ₹4074 crores

ENTRY BARRIER

Industry has strong entry barrier. Setting up nationwide distribution network and acquiring brands is not easy

**STRONG PORTFOLIO
OF BRANDS**

Over the years Compuage has built strong brand portfolio of Global Brands. And Growth Continues

**REACH &
PENETRATION**

With 38 branches, 40 Warehouses, 67 Service Centres and a team of 800 Professionals the company serves more than 12,000 re-sellers across 800 cities.

STRONG FINANCIALS

10 Year's CAGR:
– Revenue-21%
– EBITDA-20%
– PAT-17%

**STRONG GROWTH
PROSPECTS**

On the threshold to deliver strong growth of more than 20-25% over the next 2 years

Management Team



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Compuage Board of Directors



Atul H Mehta

Founder
Chairman & Managing
Director



**Bhavesh H
Mehta**

Director & Chief
Operating Officer



G S Ganesh

Independent Director



Vijay Agarwal

Independent Director



Preeti Trivedi

Independent Director

Compuage Leadership Team



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Sunil Mehta
Director & CFO



Deepak Karia
VP Sales



Vinod Thakkar
VP Business



Nehal Sharma
AVP Sales



Shreyas Vyas
Head IT



Sagar Abraham
Head Services



Dilip Darji
Head Accounts



Business Overview



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Business Flow



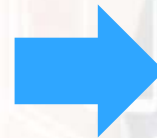
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MANUFACTURER



DISTRIBUTOR



**RE-SELLER/System
Integrator/Online
Channel/Offline Retail**



CUSTOMER



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Key Business Activities



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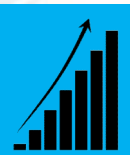
Sourcing



Warehousing



Inventory Management



Sales



Credit Deployment

Compuage Value Addition



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Recruit

Partner recruitment



Engage & Enable

Engaging with partner needs



Promotions

We devise promotional programs in line with vendor and channel partner expectations.



Sales Activation

Help partners via accelerator tools to boost the sales



Manage & Support

We do not just manage the business but we believe in nurturing it by continued relationships and support

Compuage Business Model



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**PC, Components
& Peripherals**



**Enterprise
Solutions**



**Physical Safety
& Security**



**Cloud
Computing**



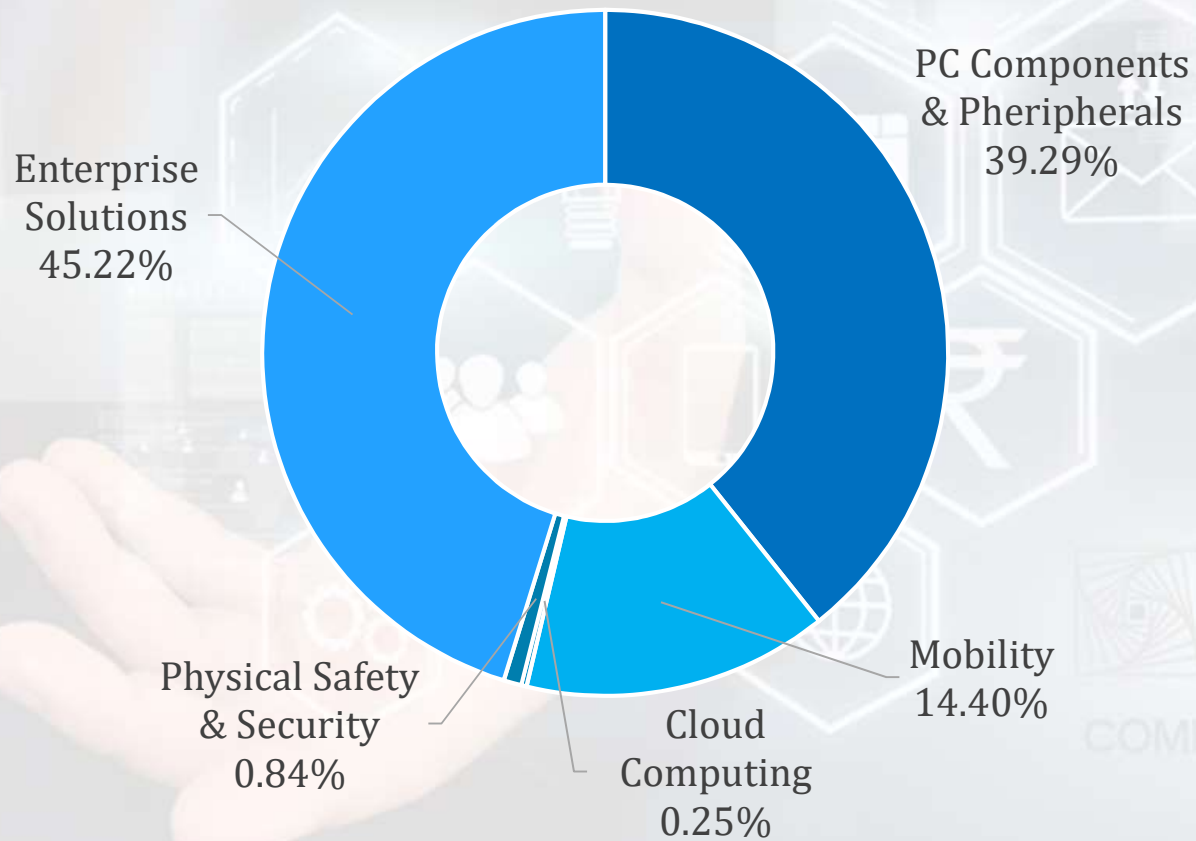
**Mobility
Products**

Segmental Revenue



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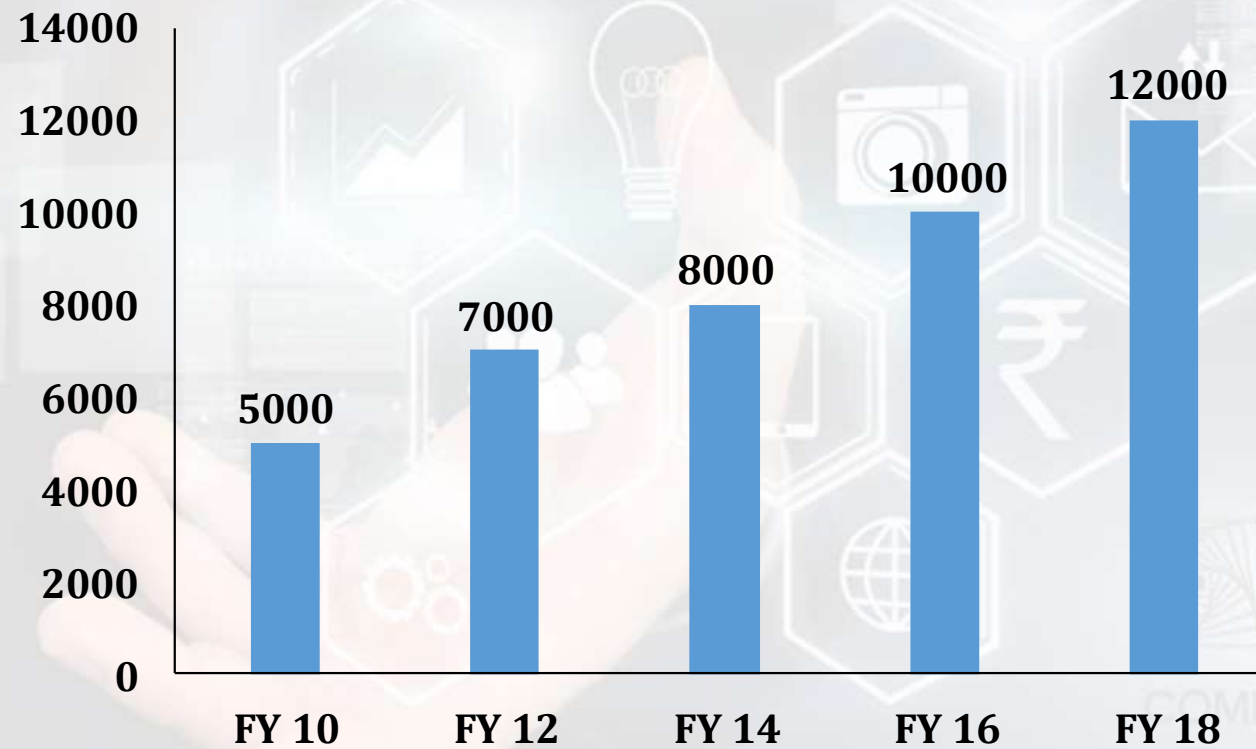


Compuage's Customers * Acquisition



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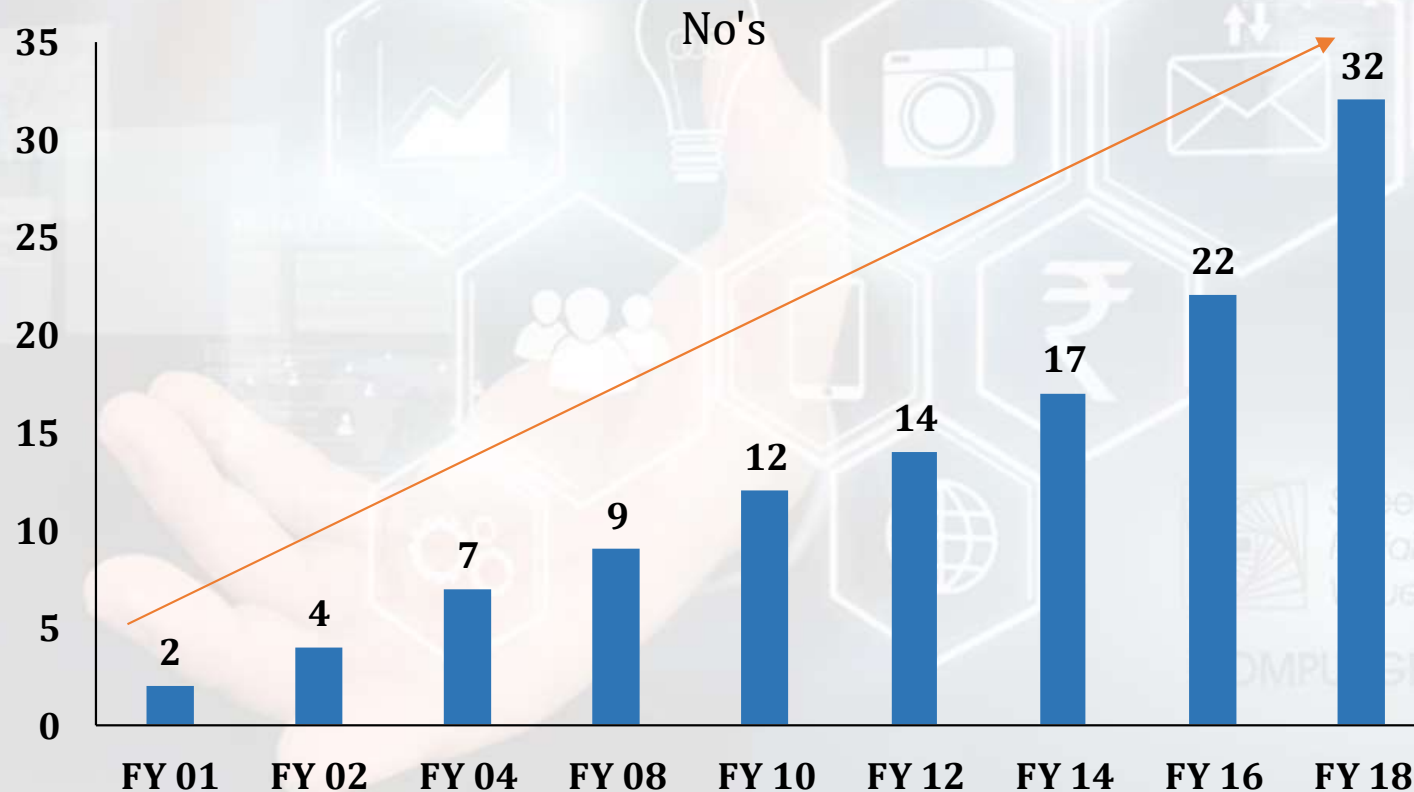
* Resellers, System Integrators, Online Retailers and Large Format Retailers

Key Growth Enabler - Consistent Brands Addition



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Compuage Principals – Brands



A hand is shown holding a glowing hexagonal grid of icons. The icons include a cloud with a Wi-Fi signal, a lightbulb, a washing machine, an envelope with arrows, a group of people, a gear, a globe, a document with a checkmark, a bar chart, and a network diagram. The background is a soft-focus image of a hand holding a glowing hexagonal grid of icons.

Financial Performance



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Profit & Loss



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P&L	FY15	FY16	FY17	FY18
Revenues	2,378.8	3,107.3	3,551.3	4,074.4
Other Income	10.1	9.7	19.1	14.99
Total Income	2,388.9	3,117.0	3,570.4	4,089.4
Expenses				
Purchases	2,280.9	3,044.4	3,508.6	3,889.6
Chg in Inventory	-3.1	-45.6	-80.6	42.3
Employee Exp	23.6	25.9	32.8	38.1
Other Exp	32.3	31.2	33.4	34.8
Total	2,333.6	3,055.9	3,494.2	4,004.8
EBIDTA	55.3	61.1	76.2	84.6
EBIDTA(%)	2.3%	2.0%	2.1%	2.1%
Depreciation	4.7	4.5	3.63	3.42
Finance	32.6	34.3	44.9	49.5
PBT	18	22.3	27.6	31.7
Current Tax	5.9	7.5	9.3	11.25
Deferred Tax	-0.1	-0.2	0.35	0.15
Earlier Period	-	0.1	0.53	-
Net Profit	12.1	14.9	17.4	20.3
EPS Rs	3.5	2.5	2.97	3.5

Balance Sheet



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Particulars	FY15	FY16	FY17	FY18
Share Holders Funds				
Share Capital	6.7	11.7	11.8	11.8
Reserves & Surplus	73.6	98.6	113.2	130.6
Total	80.3	110.3	124.9	142.4
Non Current Liabilities				
Long Term Borrowings	1.0	0.0	17.7	13.7
Deffered Tax Liability	2.7	5.7	6.1	6.2
Current Liabilities				
Short Term Borrowings	241.0	293.0	306.8	400.7
Trade Payable	229.6	263.2	465.1	504.6
Other Current Liabilities	18.1	38.5	50.2	55.6
Short Term Provisions	1.9	1.1	0.4	0.1
Total Liabilities	574.6	711.7	971.1	1123.3

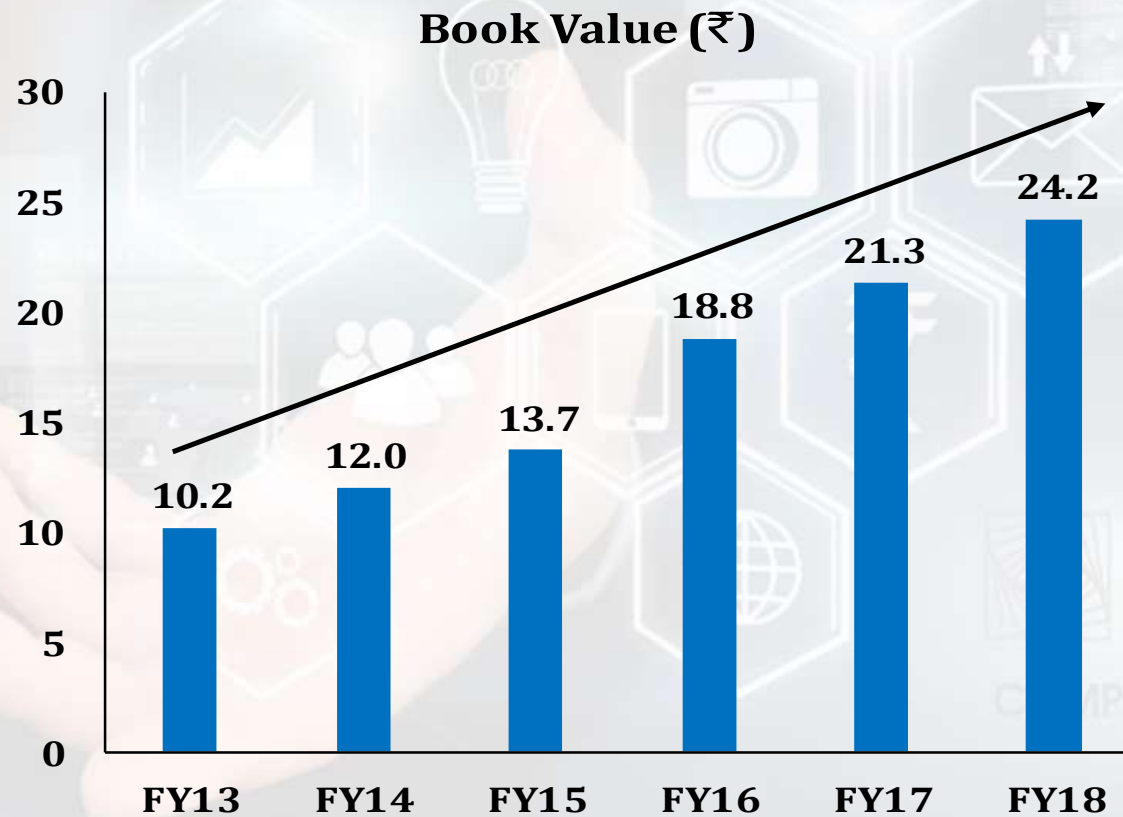
Particulars	FY15	FY16	FY17	FY18
Assets				
Tangible Assets	37.0	43.6	43.2	44.1
Non Current Investments	0.3	0.4	0.4	0.4
Long Term Advances	0.1	0.0	0.0	0.0
Other Non-Current Assets	0.0	0.5	0.5	0.0
Current Assets				
Current Investments	0.0	2.5	2.5	2.6
Inventories	208.7	254.3	334.9	292.6
Trade Receivables	247.7	281.8	455.7	577.5
Cash & Bank Balance	41.1	94.9	102.2	122.0
Short Term Advances	38.2	31.5	30.3	82.0
Other Current Assets	1.4	2.2	1.4	2.1
Total Assets	574.5	711.7	971.1	1123.3

Performance Driven by Efficiency



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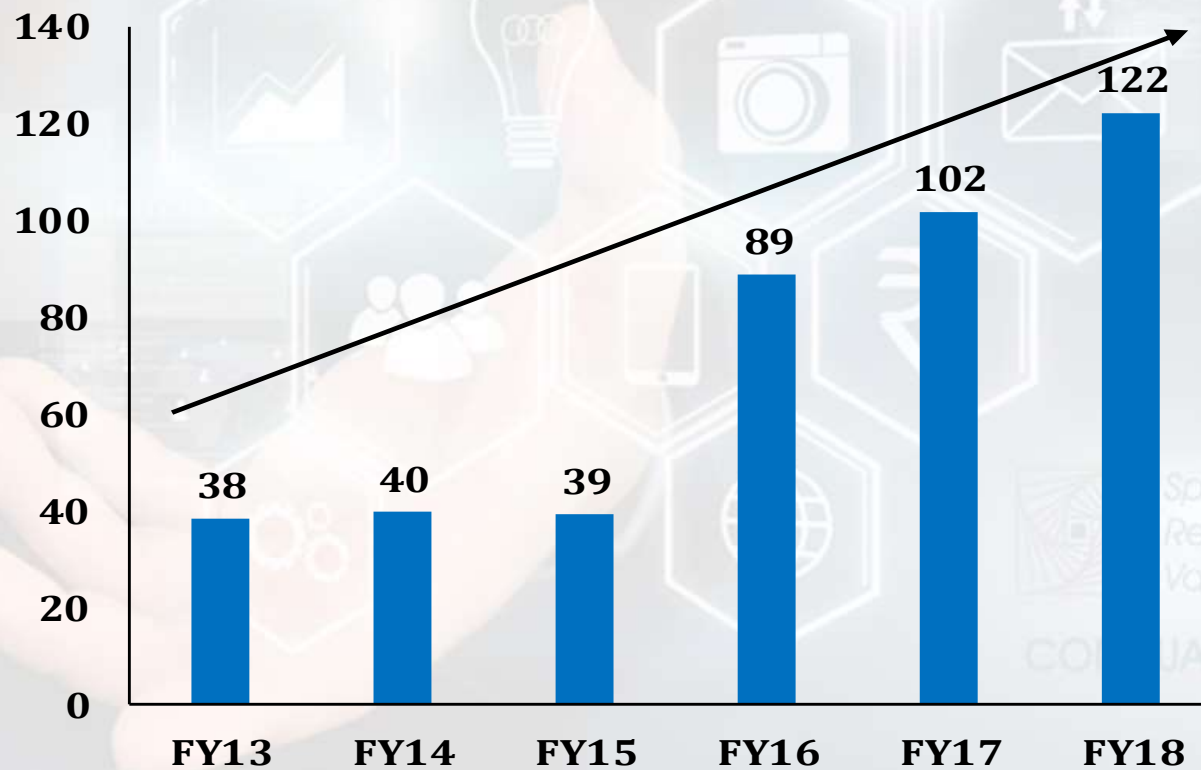
Performance Driven by Efficiency



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Free cash (₹ in crores)



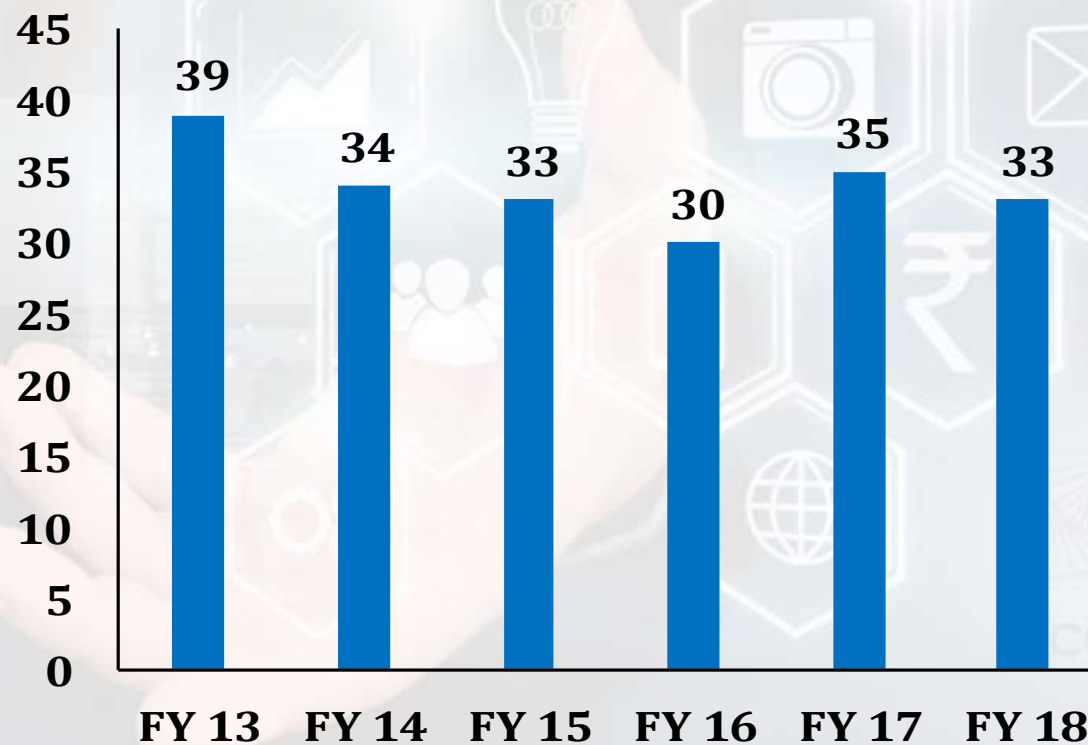
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Working Capital Cycle in No of Days

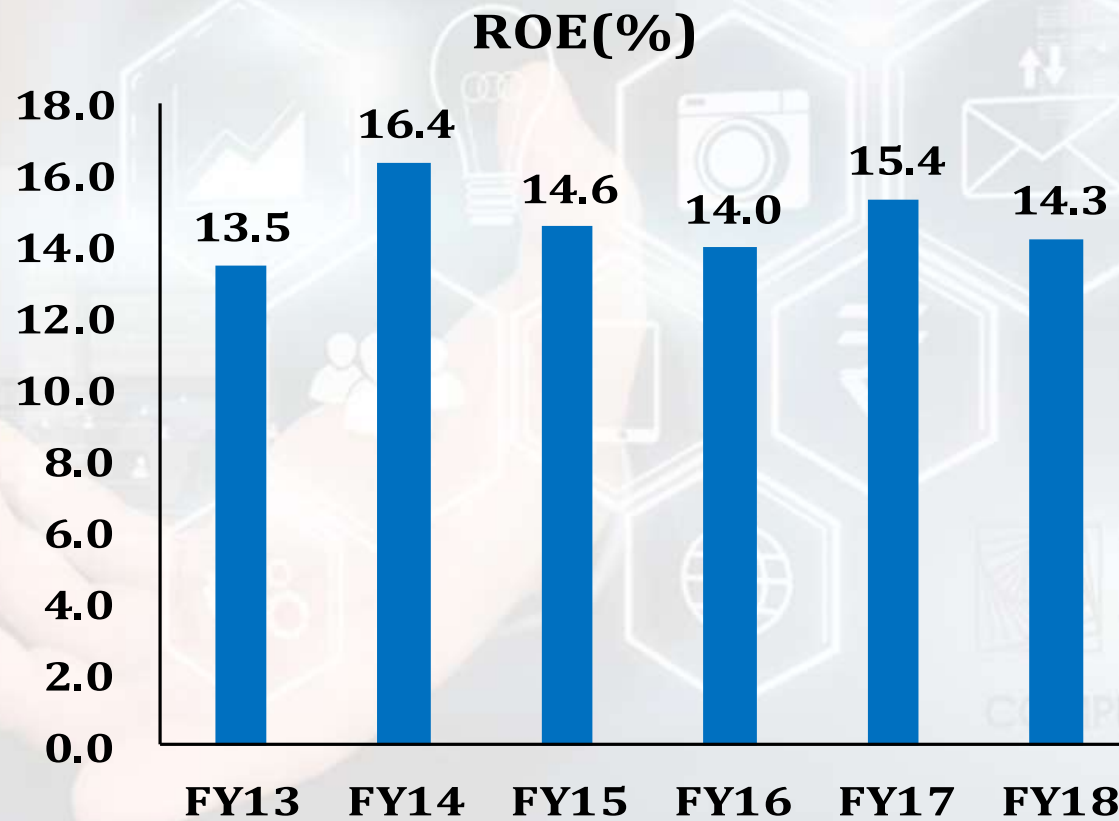


Performance Driven by Efficiency



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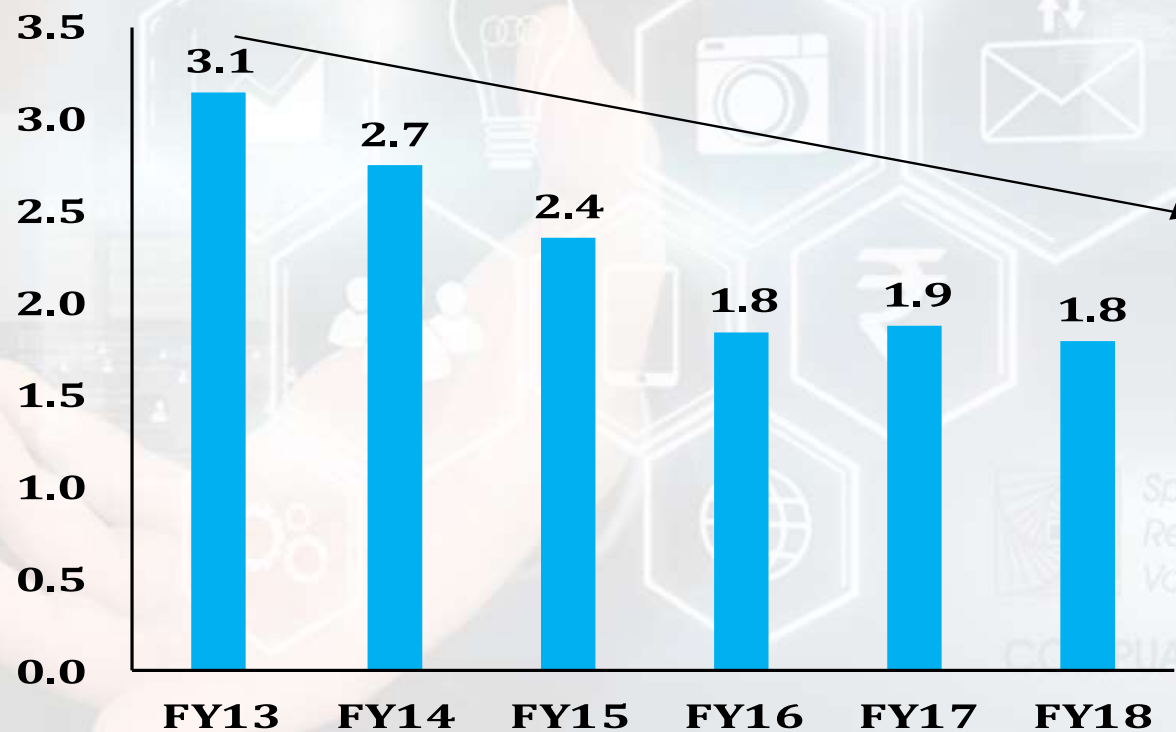
Performance Driven by Efficiency



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Overheads as (%) of Sales

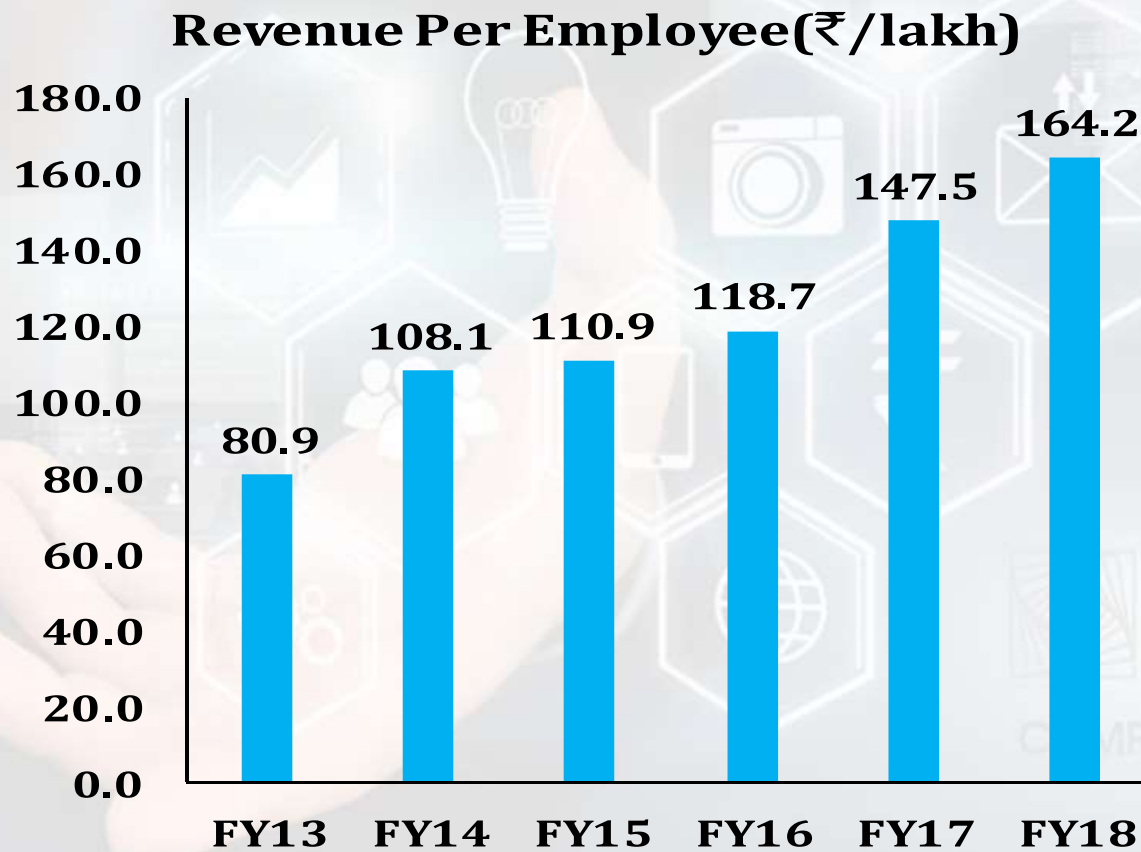


Performance Driven by Efficiency



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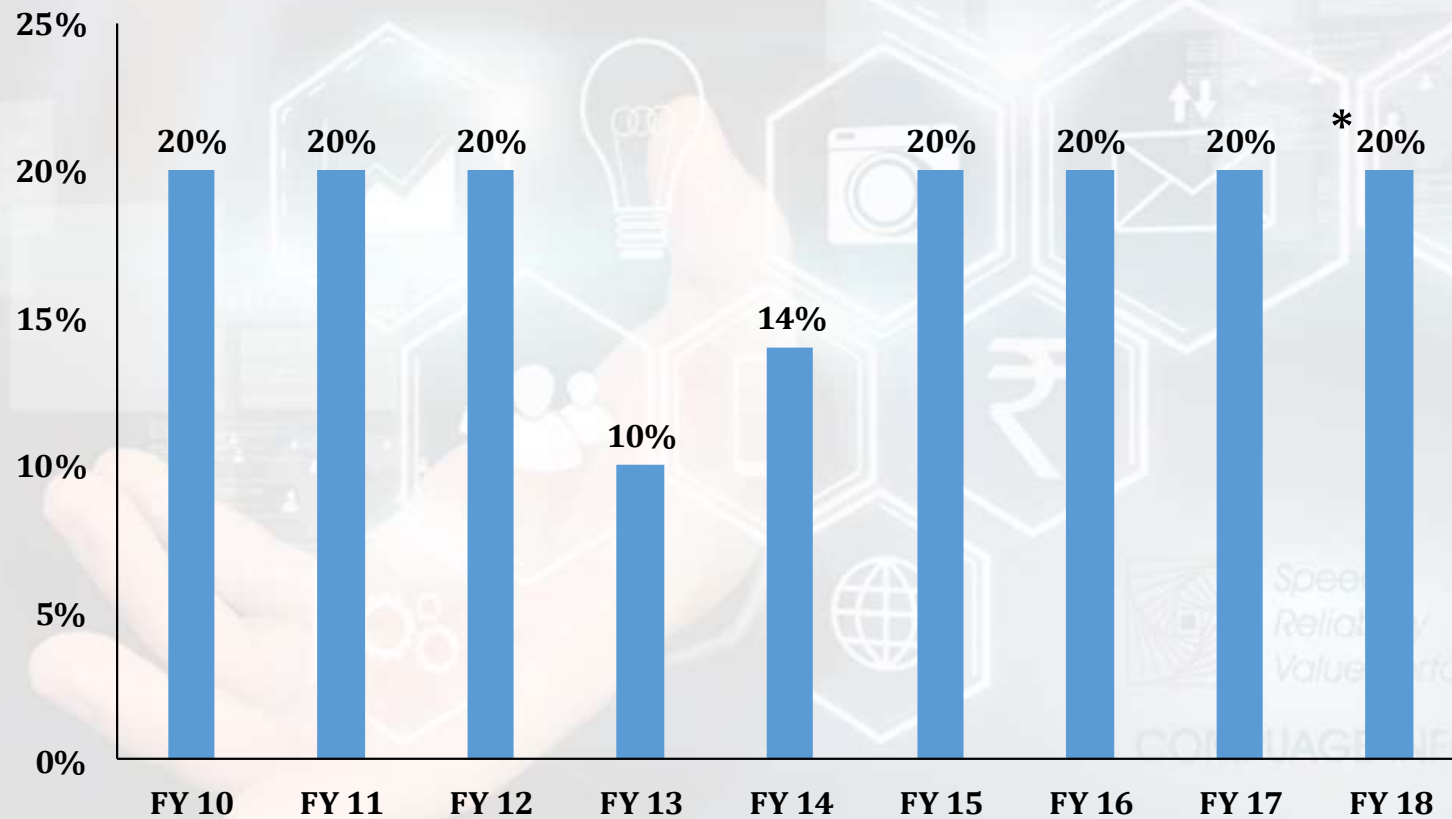


Dividend Payout



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* Proposed

Shareholding Pattern



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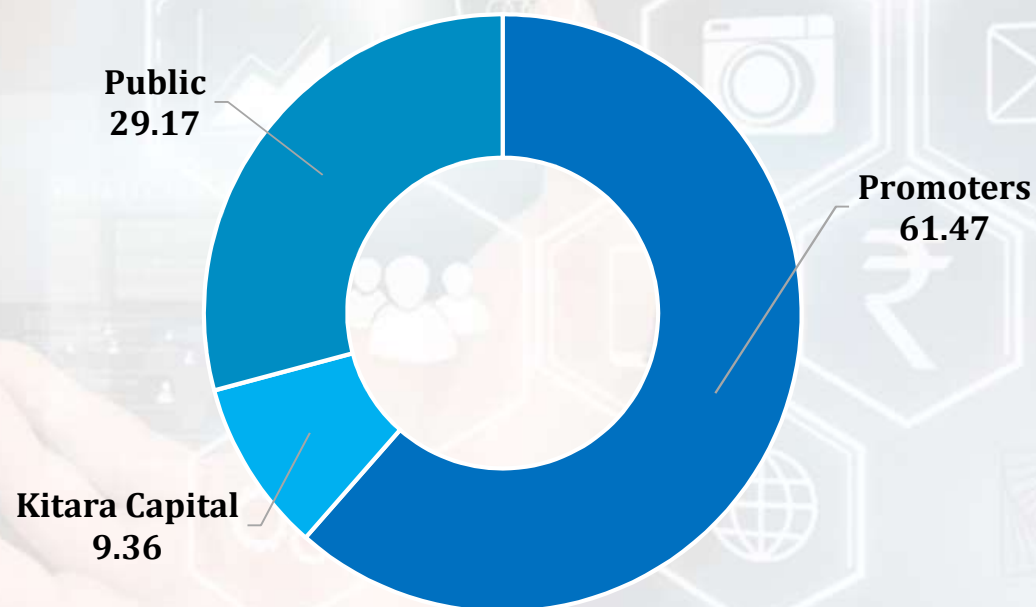
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Shareholding Pattern – 31st March 2018



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Speed
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Growth Strategy



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Growth Strategy



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New brands acquisition will also be a key focus area and growth driver



Increase our reach and penetration from 800 cities and 12000 partners to 1000 cities and 15000 partners by 2020



Enhance penetration in mobile sector, a high growth area, from present 14.40% to 30% by 2020



Low IT and Smartphone penetration provide immense opportunity for growth



Awards & Accolades



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Compuage has won over 100 Awards in past 10 years for it's exemplary performance by leading vendors across the globe.



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Thank You!



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