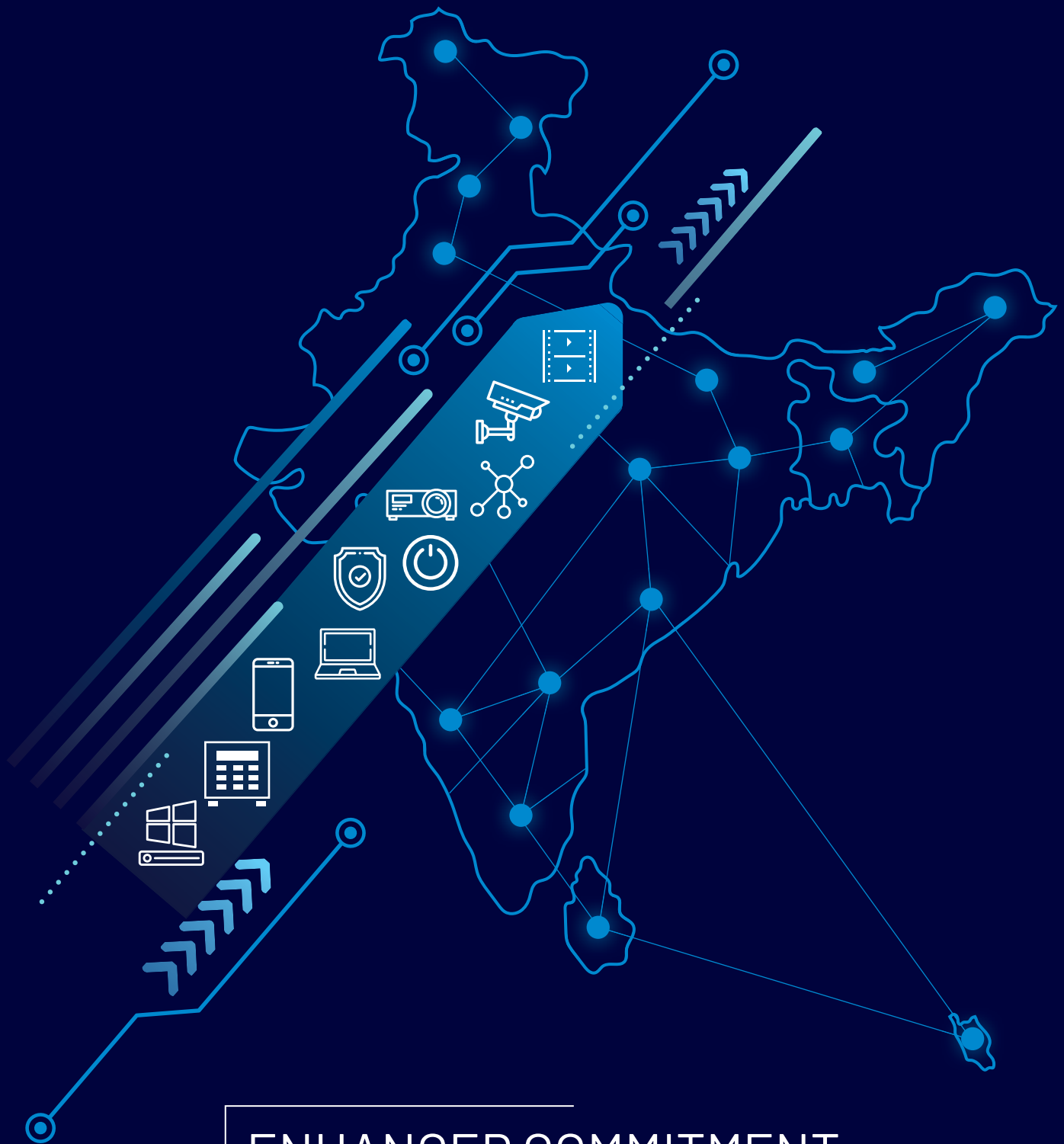


# ANNUAL REPORT 2018-19



Speed  
Reliability  
Value Performance

COMPUAGE INFOCOM LIMITED



ENHANCED COMMITMENT  
ENDURING GROWTH

# YOU WILL COME ACROSS

## CORPORATE OVERVIEW



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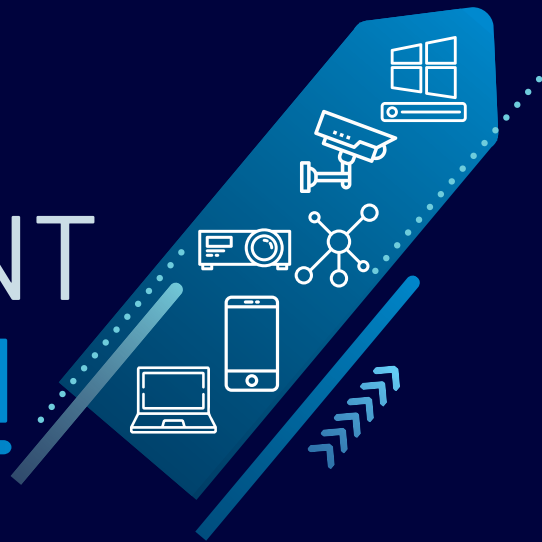
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Or simply scan to download

CIN:	L99999MH1999PLC135914
BSE Code:	532456
NSE Symbol:	COMPINFO
Bloomberg Code:	CPGI: IN
Dividend Recommended:	₹ 0.40 per share
AGM Date:	21 <sup>st</sup> AUGUST 2019
AGM Venue:	HOTEL BAWA INTERNATIONAL NEAR DOMESTIC AIRPORT NEXT TO ORCHID HOTEL VILE PARLE - EAST MUMBAI 400 099

### Disclaimer:

This document contains statements about expected future events and financials of Compugage Infocom Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis of this Annual Report.

# OUR COMMITMENT DRIVES GROWTH



## COMMITMENT



to our  
**CHANNEL  
PARTNERS**



to our  
**BRAND  
PARTNERS**



to our  
**EMPLOYEES**



to our  
**STAKEHOLDERS**



to the  
**SOCIETY**

Over the past 32 years of its operations, Compuage Infocom Limited has been driving a collaborative growth for everyone associated with the Company. It has emerged as one of India's leading IT and Mobility products and services distribution intermediary bringing in world-class products to India and the SAARC nations.

The IT and Mobility products and services have been dynamically evolving over the years. The Company has been enduring growth by being responsive to change and continuously updating and upgrading its offerings. It has also proactively identified high-growing product segments and ventured into the distribution of the same to take advantage of the growing demand. With the high riding digital wave and emergence of internet economy, 'Cloud technology' is the buzzword among the masses. The Company is optimistic about the next wave of growth coming from this segment. It has taken strategic initiatives that will drive enduring growth for the stakeholders associated with the Company.

₹ **10,279.49** Lakh

Market capitalisation as  
on 31st March 2019

₹ **4,53,124.28** Lakh

Total revenue in 2018-19

₹ **9,344.96** Lakh

EBITDA in 2018-19

₹ **2,258.34** Lakh

PAT in 2018-19



Speed  
Reliability  
Value Performance

COMPUAGE INFOCOM LTD

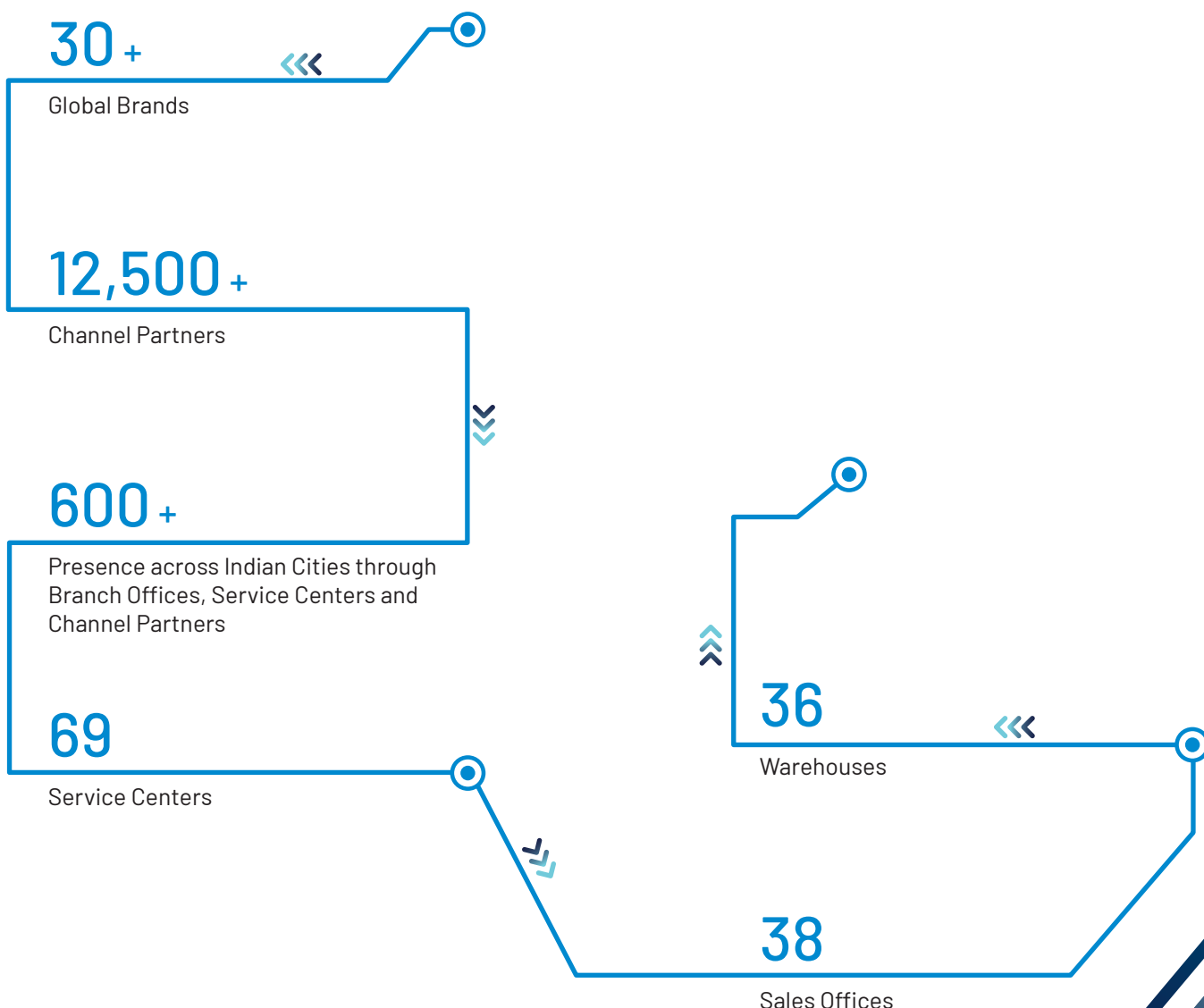


# COMPUAGE IN A NUTSHELL

COMPUAGE INFOCOM LIMITED ('COMPUAGE' OR 'THE COMPANY') IS ONE OF THE PROMINENT PROVIDERS OF IT AND MOBILITY PRODUCTS AND SERVICES, THROUGH A WIDESPREAD NETWORK OF RESELLERS ACROSS THE NATION.

Established in 1987 and headquartered in Mumbai, the Company has evolved into a seamless distribution intermediary of top-of-the-line technology products and solutions like PC components and peripherals, computers, enterprise solutions, cloud computing, mobility products and services. The Company manages complete supply chain from procurement, warehousing, broking bulk, technical support, transporting and credit deployment.

The distribution strength of the Company is strongly complemented through a large national reseller network aiding in marketing, operational and technical services.





## OUR VISION

To be a world-class Information Technology, Products and Services Distribution Company, with strong values and beliefs.



## OUR MISSION

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



## OUR VALUES

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



# RICH PRODUCT PORTFOLIO



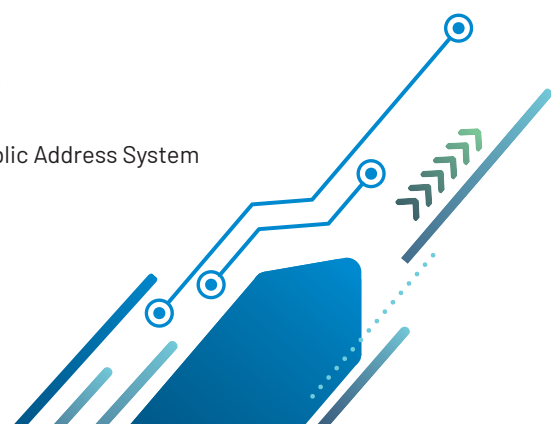
## PC COMPONENTS, PERIPHERALS AND PERSONAL COMPUTERS

- TFTs & Storage Devices, Memory Products
- Peripherals & Supplies
- Projectors
- Audio & Video Products
- Accessories
- Laptops, Desktops & AIOs



## ENTERPRISE SOLUTIONS

- Active Networking
- Passive Networking
- Power
- Security
- Storage
- Software
- Video Surveillance
- Access Control
- Fire Alarm and Public Address System

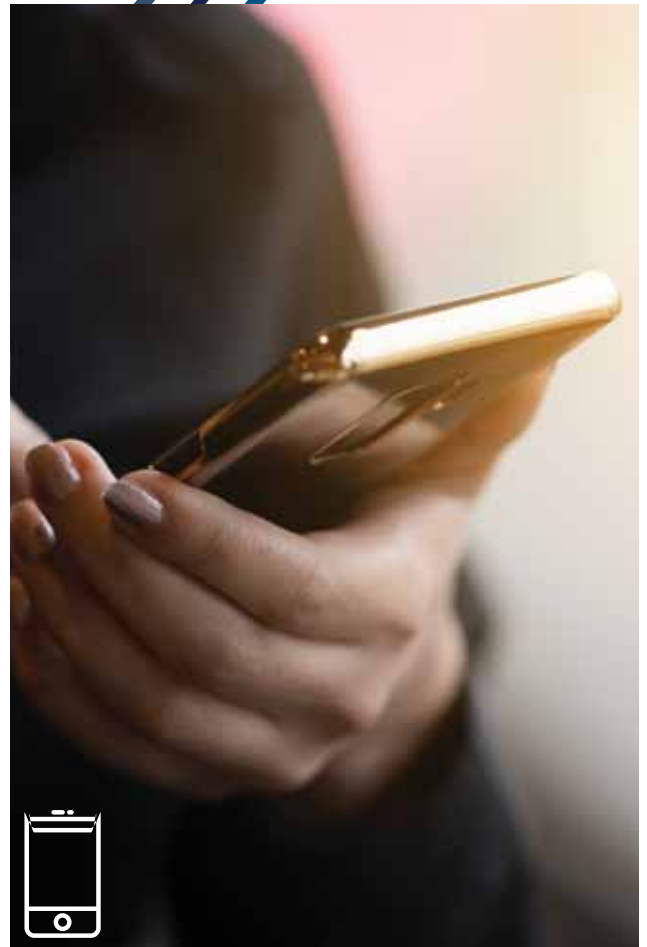






## CLOUD COMPUTING

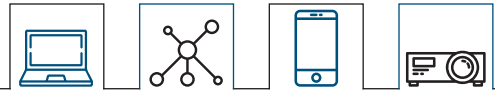
- Business Applications
- Communication and Collaboration
- Security
- Infrastructure
- Cloud Management Services
- Vertical Solutions



## MOBILITY PRODUCTS

- Smartphones
- Tablets
- Mobile Accessories





# OUR ASSOCIATIONS WITH THE WORLD'S BEST BRANDS ACROSS PRODUCT CATEGORIES

## MOBILE DEVICES



**Mobile  
accessories**



**Smartphones**



**Tablets**

---

## PHYSICAL SAFETY AND SECURITY



**Video  
surveillance**



**Access  
control**



**Intelligent  
video  
management**



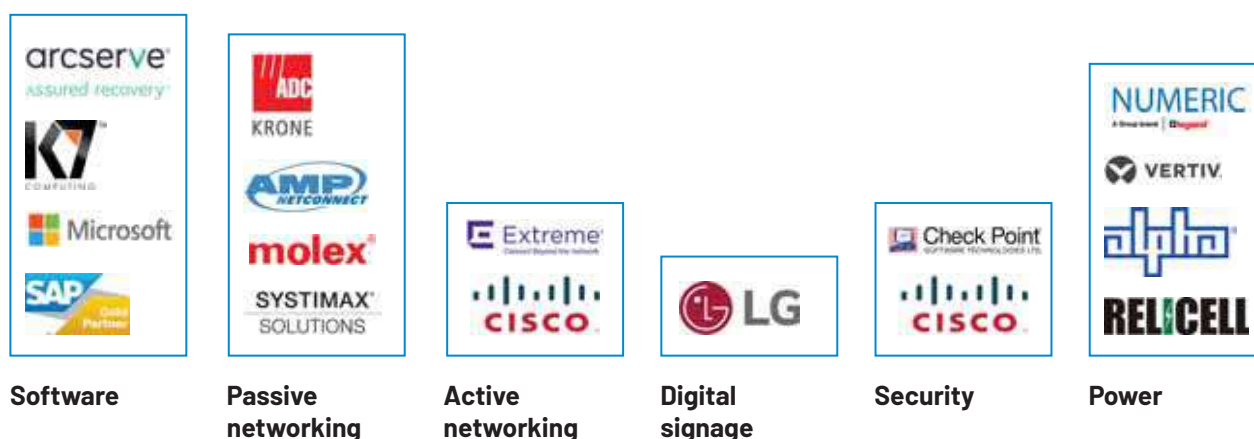
**Notification  
& response**



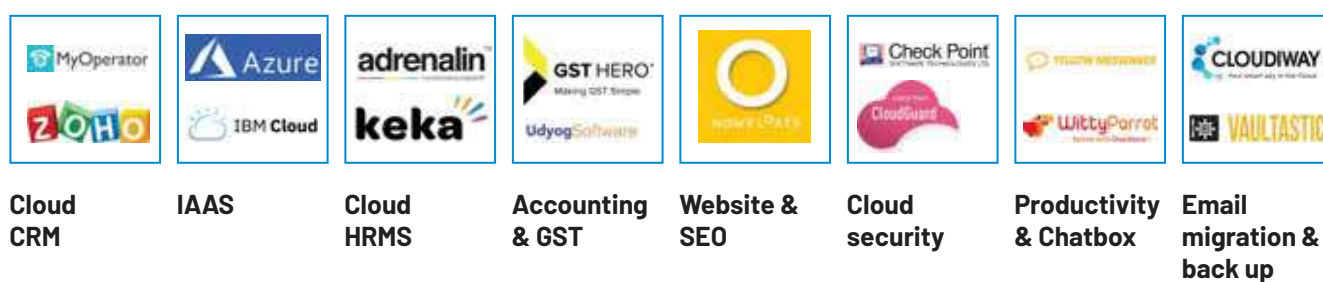
## PCS, COMPONENTS AND PERIPHERALS

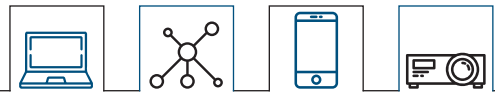


## ENTERPRISE SOLUTIONS



## CLOUD SOLUTIONS





# BUSINESS MODEL

COMPUAGE'S BUSINESS MODEL RESTS STRONGLY ON THE IN-DEPTH INDUSTRY KNOWLEDGE TO RECOGNISE THE IT TRENDS EARLY AND RESPOND IN A TIMELY MANNER

## INPUT CAPITAL

### FINANCIAL CAPITAL

- Equity: ₹ 1299.52 Lakh
- Cash generated: ₹ 172.30 Lakh



### INFRASTRUCTURE CAPITAL

- Head Office: Mumbai
- Warehouses: 36
- Sales Offices: 38



### HUMAN CAPITAL

- Board and Executive Management
- 856 employees
- Employees of the associated companies (Resellers and Distributors)



### RELATIONSHIP CAPITAL

- Shareholders
- Employees
- Customers
- Alliance partners (brands)
- Channel partners



### TECHNOLOGY CAPITAL

- IT trend spotting
- Supply chain management
- Inventory management
- Receivables management



### SOCIAL CAPITAL

Investment towards community upliftment



## VALUE-CREATORS



### WHAT DRIVES OUR BUSINESS MODEL?

- An outstanding reputation with vendors
- A close watch on developing trends in digital technology, given that the 'Internet of Things' will connect a far broader range of devices than previously associated with IT
- A harmonious team that is constantly being upskilled and promoted through definitive career paths
- A large number of loyal resellers' and solution providers' that extends across most of the IT markets, from SMEs up to the large corporate and public sector organisations
- Identifying aligned business opportunities and entering into business relationships with strong brands in those spaces