Infotech And Communications Limited

Your partner in building secure, customized intelligent networks



Result Update Presentation Q3 & 9M FY25

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QUARTERLY FINANCIAL HIGHLIGHTS

MANAGEMENT COMMENT



"During the Third quarter of the financial year, we registered a strong revenue of Rs. 134.19 crores with EBITDA (excluding other income) and PAT of Rs. 7.47 crore and Rs. 4.04 crore, respectively. This growth was mainly driven by the robust performance of our security software and services segment contributing 20% of overall revenue. The key driver for this growth has been successful execution of multiple projects during the quarter.

Our top-performing brands and products, in terms of revenue contribution, include Samsung, Netgear, Arbor, D-Link, and Netscout, which together account for a significant share of total revenue. Specifically, Samsung leads with a 26% revenue share, followed by Netgear 26%, Arbor 10%, D-Link 13%, and Netscout 17%. These brands continue to be pivotal in driving our revenue and growth.

We are honored to be recognized as a Strategic Connectivity Trailblazer Partner by RNM, a testament to DC Infotech's commitment to technological excellence and innovation in enterprise security solutions. This recognition underscores our relentless pursuit of cutting-edge advancements to enhance service quality and drive industry progress.

The IT industry in India is experiencing significant growth, key trends such as adoption of artificial intelligence and machine learning are driving innovation, with 75% of Indian enterprises expected to integrate AI into their processes by 2025. Additionally, cloud computing, particularly hybrid cloud models, is gaining traction, with 62% of Indian companies planning to implement hybrid cloud strategies.

As the Company moves forward, we remain dedicated to our core values of quality, innovation, and customer satisfaction. We look forward to achieving many more milestones and contributing significantly to the IT Industry.

The entire team of DC Infotech has been instrumental in bringing us thus far and I express my sincere gratitude to all the stakeholders for their support and trust."

Q3 FY25 FINANCIAL HIGHLIGHTS

Rs. Cr	Q3 FY25	Q3 FY24	Y-o-Y%	Q2 FY25
Income from Operations	134.19	101.94		130.32
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	**134.19**	**101.94**	**31.64%**	**130.32**
Raw material	121.88	93.70		119.89
Employee Cost	2.36	1.97		2.25
Operating Cost	2.48	2.14		1.78
Total Expenditure	**126.72**	**97.81**		**123.92**
EBITDA	**7.47**	**4.13**	**80.84%**	**6.41**
EBITDA Margin %	**5.57%**	**4.05%**	**152 bps**	**4.92%**
Other Income	(0.15)	0.26		0.19
Depreciation	0.15	0.16		0.13
Interest	1.77	1.37		1.50
Exceptional Item	0.00	0.00		0.00
Profit Before Tax	**5.40**	**2.86**		**4.98**
Tax	1.36	0.69		1.29
PAT	**4.04**	**2.17**	**86.60%**	**3.69**
Other Comprehensive Income	0.00	0.00		0.00
Net Profit	**4.04**	**2.17**	**86.60%**	**3.69**
Net Profit Margin (%)	**3.01%**	**2.12%**	**89 bps**	**2.83%**
Basic EPS in Rs.	**2.92**	**1.79**	**63.13%**	**2.82**

- Revenue growth driven by large orders executed in Security software and services contributing 20% of overall revenues

- EBITDA margins improved because of change in mix of products and brands

9M FY25 FINANCIAL HIGHLIGHTS

Rs. Cr	9M FY25	9M FY24	Y-o-Y
Income from Operations	383.03	305.05	
Other Operating Income	0.00	0.00	
Total Income from Operations	**383.03**	**305.05**	**25.56%**
Raw material	350.42	280.95	
Employee Cost	6.76	6.18	
Operating Cost	6.74	4.62	
Total Expenditure	363.92	291.75	
EBITDA	**19.11**	**13.30**	**43.68%**
EBITDA Margin %	**4.99%**	**4.36%**	**63 bps**
Other Income	0.57	0.36	
Depreciation	0.39	0.47	
Interest	4.82	3.32	
Exceptional Item	0.00	0.00	
Profit Before Tax	**14.46**	**9.87**	**46.55%**
Tax	3.68	2.47	
PAT	**10.78**	**7.40**	
Other Comprehensive Income	0.00	0.00	
Net Profit	**10.78**	**7.40**	**45.78%**
Net Profit Margin (%)	**2.82%**	**2.42%**	**40 bps**
Basic EPS in Rs.	**8.10**	**6.16**	**31.49%**



COMPANY OVERVIEW

AT A GLANCE

Architect of complete & customized Secured Intelligent Networks



A leading network and security solutions provider

- Headquartered in Mumbai
- Enabling the secured digitization journey of Indian enterprises

Business Model

- DC Infotech promotes innovation of new services – networking , data security, cyber security, network surveillance, unified communication, digital signage, wireless, firewall among other solutions & services

Widespread Geographical Reach

- Pan-India reach with a strong presence in Western India with strategically located warehouses
- Strong technology tie-up with more than 12+ Business Partners
- 75 + Mid & Large enterprise customers across country

Strong Sales Team

- Operates with channel network of more than 1,600 channel partners
- Sales representatives in Delhi, Kolkata, Bangalore, Chandigarh, Indore, Pune, Rajkot, Guwahati, Lucknow, Bhubaneshwar & Jaipur

..WITH CUSTOMIZED SOLUTIONS OFFERED

Information Security

DDoS & Cyber Security

Network Solutions



Application Performance Management

AV/IT Connectivity & Management

Network Performance Management

Digital Signage

Unified Communication & Collaboration

EXPERIENCED BOARD OF DIRECTORS

Mr. Chetankumar Timbadia



Managing Director

- Graduated with a degree of Bachelor of Engineering (Computer Engineering) from the Ramrao Adik Institute of Technology, New Bombay
- Over two decades of experience in Information technology (IT) sector

Mr. Devendra Sayani



Whole Time Director

- Graduated with a degree of Bachelor of Engineering (Electronic Engineering) from the Ramrao Adik Institute of Technology, New Bombay
- Heads marketing and commercial relationship management departments of the Company

Mr. Jayeshkumar Sayani



Non – Executive Director

- Graduated with a Degree of Bachelor of Commerce from University of Mumbai
- Experience in execution and management of wide variety of projects and to guide Management in formulation of Business Strategies

Mr. Chandrashekar Gaonkar



Independent Director

- Completed FCA in 1987 and has over three decades of experience especially in Finance
- Former CFO at D-Link India Ltd and Head of Finance at CMS Traffic Ltd
- Experience in Finance, Audit, Administration, HR and ERP implementation, among others

Mrs. Lipee Vasani



Independent Director

- Holds a degree of Chartered Accountant from Institute of Chartered Accountant of India
- Vast experience in MIS Reporting, Planning of Funds for disbursement of expenses, Preparation of CMA data for CC Renewals, Budgeting of Incomes and Expenses, strategic planning, Debtors Ageing Analysis

Mrs. Sneha Satyuga



Independent Director

- Completed her graduation in Bachelor in Financial Markets from University of Mumbai and MBA in Marketing from Balaji Institute of Management and Resource Development
- Vast experience and expertise in strategic planning, procurement and Management

KEY STRENGTHS

Brand Image

- Established as a trusted Solution Partner for OEMs over the years

Comprehensive range of product offerings

- Established as a trusted Solution Partner for OEMs over the years

Widespread geographical reach

- Pan-India presence with Offices and Warehouses in strategic locations

Credit control and prudent risk management practices

- Dedicated team for risk and credit management



End-to-end networking & Security solutions with a strong Customer Support

- Value-added services include designing, POC, implementation and Pre & Post support

Long term vendor/client relationships

- Relationship with over 12 vendors, with several associations of over 10 years

Robust IT infrastructure and sophisticated Management Information Systems (MIS)

- Choice of quality products that are relevant to modern IT security systems and needs

Logistics capabilities

- Warehouses across India ensure easy access and high penetration in market
- End-to-end logistics and own door delivery infrastructure enable time- and cost-efficient delivery



INDUSTRY OPPORTUNITY

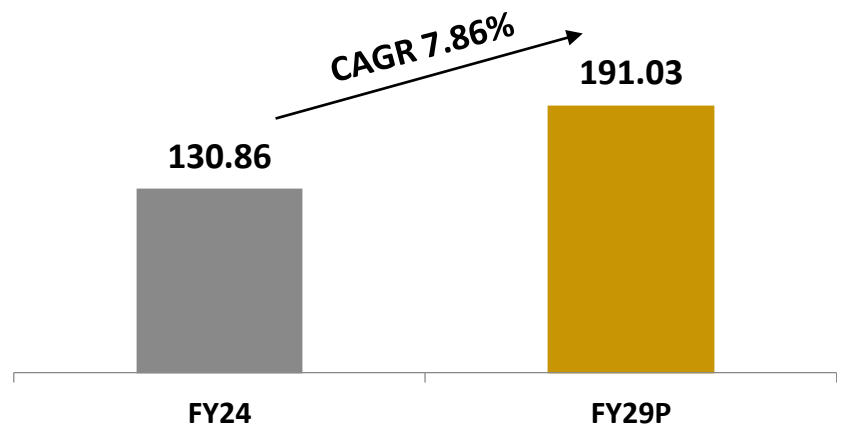
ACCELERATING GROWTH AMID DIGITAL TRANSFORMATION

- Global IT Hardware Market size is estimated at USD 130.86 billion in 2024, and is expected to reach USD 191.03 billion by 2029, growing at a CAGR of 7.86% during the forecast period (2024-2029)
- Indian IT Hardware Market size is estimated at USD 19.77 billion in 2024, and is expected to reach USD 27.86 billion by 2029, growing at a CAGR of 7.10% during the forecast period (2024-2029)
- Increasing digitization of the public sector is a significant driver for IT hardware market. Governments worldwide recognize benefits of digital technologies and are implementing various initiatives to enhance their service delivery, improve efficiency, and provide better citizen-centric solutions
- In addition, with the surge in demand for hardware security module, several companies have expanded their current product portfolio to continue with the rising demand in the market

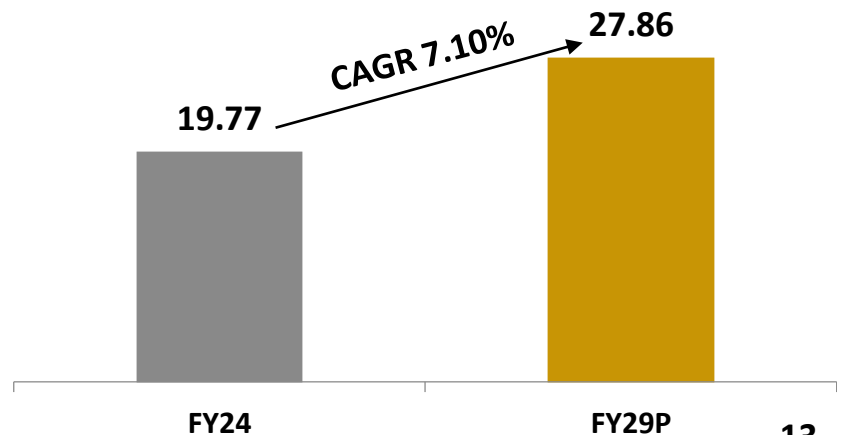
Source: https://www.mordorintelligence.com/industry-reports/global-it-hardware-market/market-size

https://www.mordorintelligence.com/industry-reports/india-it-hardware-market/market-size

Global IT Hardware Market (USD Bn)



India IT Hardware Market (USD Bn)



DATA CENTRES - MARKETS ON A ROLL

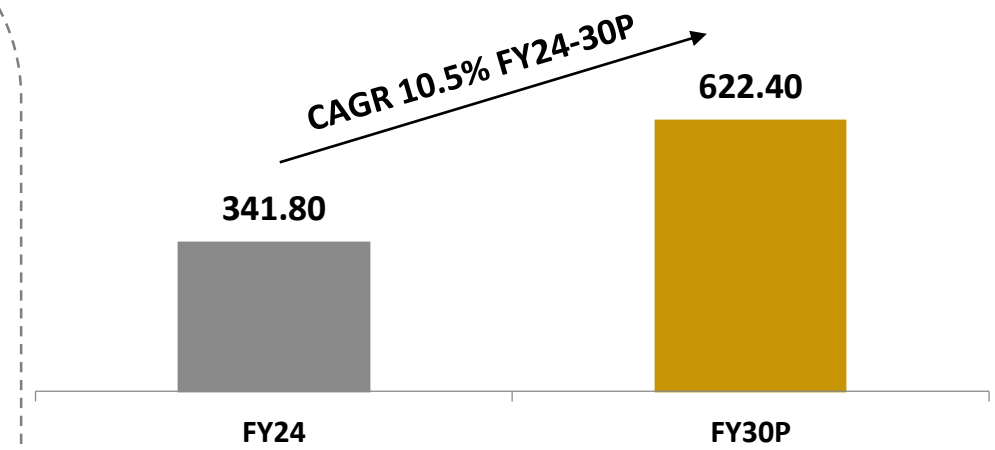
- India's data center capacity is projected to increase by 66% by 2026, with an addition of 604 MW over the next two and a half years. This expansion is expected to attract $4 billion in investments and add over 7.3 million sq. ft. of infrastructure

- **Driving Forces**
  - ✓ Adoption of Artificial Intelligence (AI)
  - ✓ 5G Rollout
  - ✓ Cloud Computing

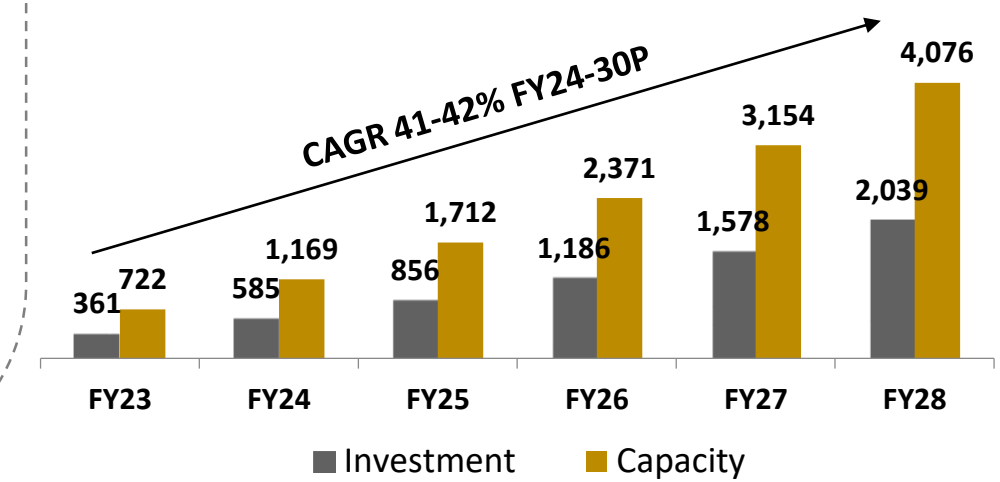
- **Emerging Hubs**
  - ✓ **Navi Mumbai** leads market with potential demand reaching 800 MW in a few years
  - ✓ **Chennai** and other regions are also experiencing significant growth, driven by submarine cable connectivity to global hubs like Singapore and Europe

- **Global Investments**
  - ✓ Partnerships like Colt DCS-RMZ and Princeton Digital-Mindspace are driving investments, positioning India as a key hub for hyperscale and enterprise-level data centers

Global Data Center Market Size (USD Bn)



Growth of Data Center in India (Rs. Bn) / MW



Source: PS market research

CYBER SECURITY MARKET

- The global cyber security market size is projected to grow from USD 190.4 billion in 2023 to USD 298.5 billion by 2028 at a CAGR of 9.4% during the forecast period.

- As technology becomes increasingly deployed into daily lives, businesses, and governments, the importance of cyber security cannot be overlooked. The cyber security market plays a pivotal role in addressing these evolving threats and safeguarding digital assets.

- Numerous factors such as rising cyber threats, data privacy regulations, digital transformation, technological advancements, data breaches and privacy concerns and many others could drive the growth of the cyber security market.

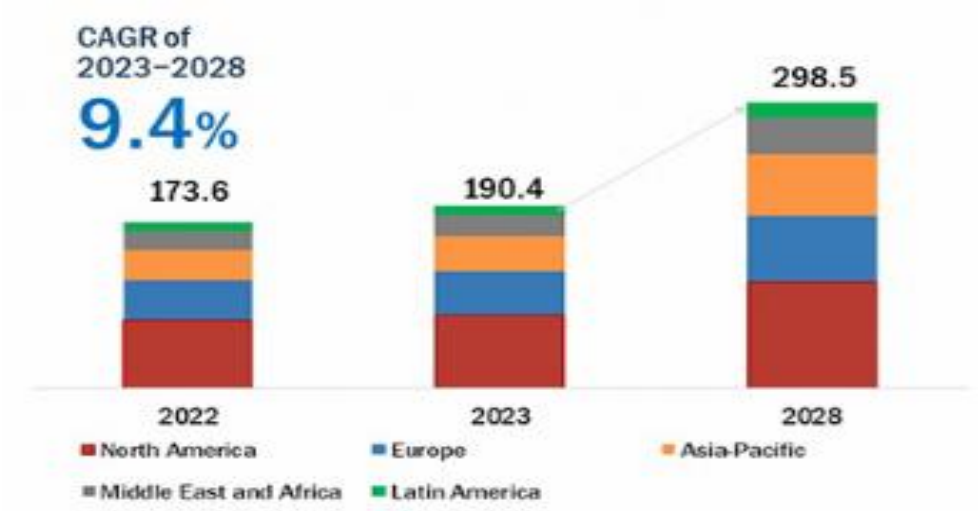
Source: *https://www.precedenceresearch.com/cyber-security-market*

- Revenue in the Cybersecurity market is projected to reach US$183.10bn in 2024 and is expected to show an annual growth rate (CAGR 2024-2028) of 10.56%, resulting in a market volume of US$273.60bn by 2028.

Source: https://www.statista.com/outlook/tmo/cybersecurity/worldwide

https://www.marketsandmarkets.com/Market-Reports/cyber-security-market-505.html

Cyber Security market Size (USD Billion)



Growth Drivers

- Increased target based cyberattacks drawing operational disruptions
- Rising need for protecting business assets from growing threats
- Cybersecurity Mesh Architecture (CSMA) facilitating security infrastructure
- Rising IoT trends and growing need for automated cybersecurity
- Growing demand for security setups to prevent cyber threats in organizations

OPPORTUNITY IN GCC COMMAND CENTER

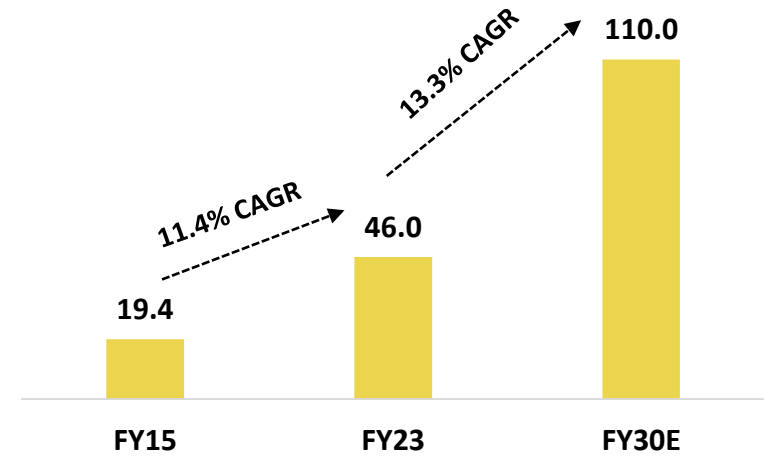
Indian GCC Industry to Hit $100 b by 2030

- India's Global Capability Centres (GCC)are on track to become a$100 billion industry by2030, employing over 2.5 million professionals, as per a report titled 'India's GCC Landscape: A Strategic Pathway for Mid-Sized Aspirational Corporations to Scale Beyond'. India is home to more than 1,700 GCCs, which collectively generate approximately $64.6 billion in annual revenue, report added

- Companies establishing GCC operations in India benefit from a multifaceted risk diversification strategy. This approach not only shields them from regional disruptions, but also fosters collaboration and supports uninterrupted operations.

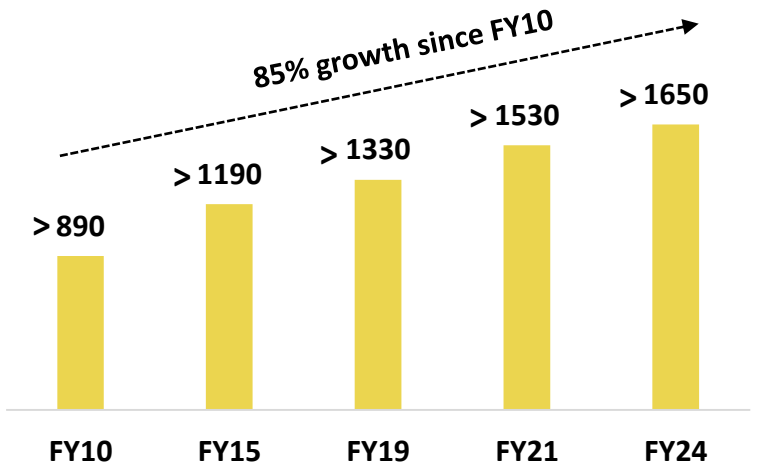
- Bengaluru leads as India's top GCC hub, housing 36% of the workforce in FY25, driven by its high-tech sector (37%), BFSI (21%), and manufacturing (10%). Hyderabad contributes 14%, excelling in cloud computing, AI, cybersecurity, and blockchain. Mumbai and Pune account for 31%, led by high-tech and automotive industries, while Delhi-NCR contributes 22%, focusing on oil and gas, AWS, IoT, and data analytics

Indian GCC market size (USD bn)



Source: Zinnov, Emkay Research

Number of GCCs in India



Source: ANSR, Nasscom, Emkay Research

https://www.business-standard.com/industry/news/indian-gcc-industry-to-hit-100-billion-by-2030-generate-over-2-5-mn-jobs-124111800755_1.html
https://www.hfsresearch.com/research/transforming-cost-optimizers-innovation-powerhouses/



WAY AHEAD

JOURNEY SO FAR

1998 - 2010

- **1998** -DC infotech Founded
- **1999** - Got D-Link sub distribution
- **2005** -Top Gigabyte partner in all India
- **2008** - Sonicwall premium partner
- **2009** -Got Channel world premier 100 award
- **2010** - Appointed D-Link Distribution business

2015 - 2018

- **2015** - Branch opened at Ahmedabad
- **2016** - Upgraded to digital signage platinum partner by Samsung
- **2017** -Netgear National value added distribution
- 100 crore turnover achieved
- **2017** - Received Crisil Rating MSE2
- **2017** - Netscout premium partner
- **2018** - Upgraded to Zscaler premium partner

2019 - 2022

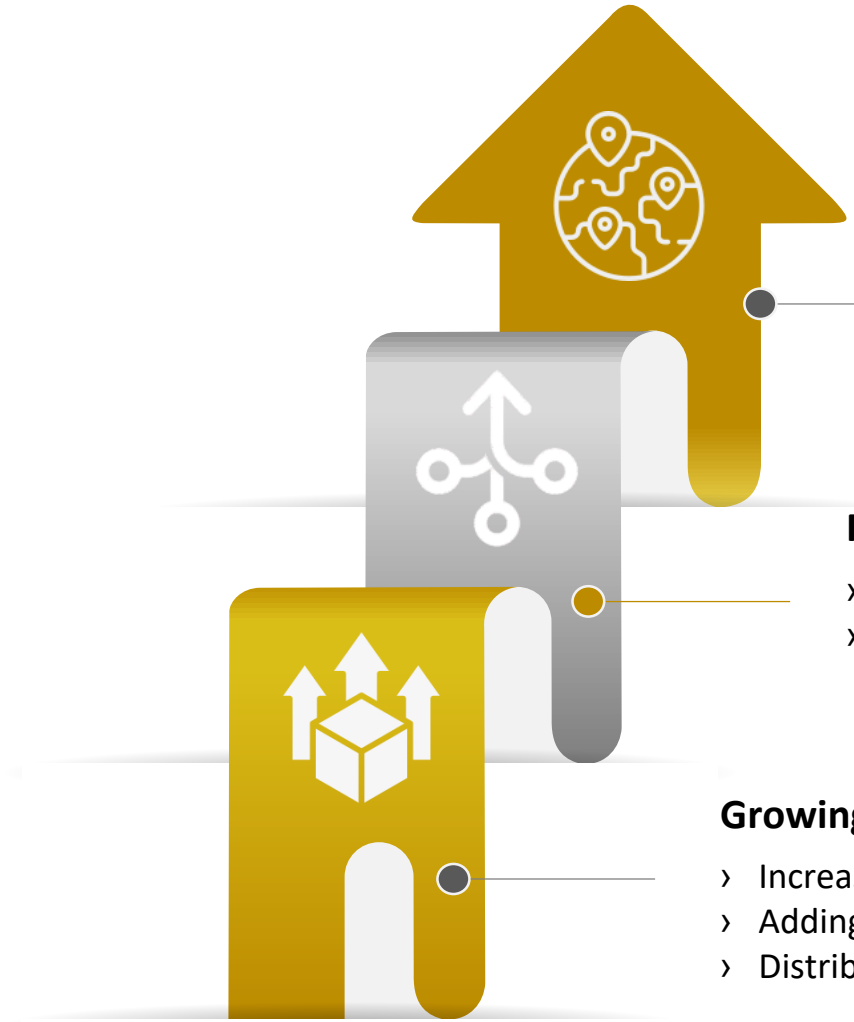
- **2019** -Delta emerging partner
- **2019** - Listed on NSE Emerge Board
- **2021** - Won many new projects including from Maruti Suzuki Gujarat & Bluestar for Zscaler, & from Tata Play for NetScout
- **2022** - Listed on Main Board

2023 – Till Date

- Opened new branch in Surat, India
- Ranks 13th in India's Growth Champions 2023 at Nation's Fastest Growing Companies India
- Bags new orders from prestigious clients for Netscout”
- Enters into a partnership with Array Networks
- Embarks on a Transformative Journey with Arham Yuva Seva Group
- Ranked Fastest Growing Company in Asia-Pacific by Financial Times
- Recognized as RNM’s Strategic Connectivity Trailblazer Partner

WAY AHEAD

Building the future of secure, adaptive intelligent networks…



Exploring new regions and geographies

- Expand footprint across India to become nationwide player
- 'Digital India' initiative and 5G Networking Services enables huge demand for Networking & Security

Foray into new verticals and business lines

- Use core competencies developed in networking & security solutions, in other promising verticals
- Value-added solutions would serve as key differentiator in other verticals – Data Centers and Security operating Centers

Growing Product Portfolio in existing verticals

- Increasing pocket share of existing and new solutions technologies like Software Defined-WAN, Cloud Security
- Adding new high-growth-potential products in line with changes in technology trends
- Distributing revenue mix from multiple solutions to reduce dependence on one

… leading the transformation in the global networking industry

NEW FAST GROWING OPPORTUNITIES – DATA CENTRES & SOCS

Data Centers

1. Networking Solutions:

- Networking switches enable data transfer, cabling ensures connectivity, routers manage external traffic, and connectivity provides reliable backhaul to cloud services and the internet

2. Enterprise Data Management:

- Data storage solutions provide secure storage for large volumes of data, ensuring authorized access and protection against corruption and ransomware attacks

3. Security Solutions:

- Threat mitigation involves a comprehensive security stack to protect against DDoS attacks, ransomware, and accessibility threats

SOCs

Empowering businesses with proactive, scalable, and compliance-focused Security Operations Centers that stop threats before they start.

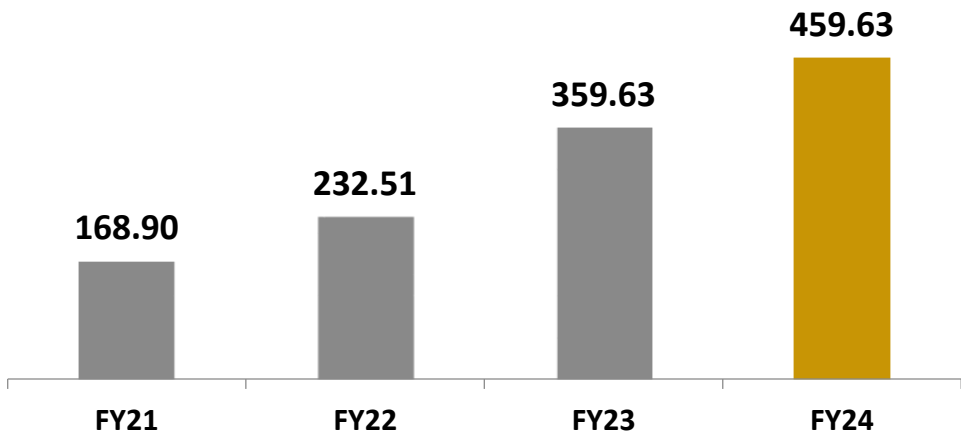
- **Proactive Protection Focus**
  "Redefining security for corporate clients with 24/7, proactive threat detection that stays one step ahead."
- **Industry Customization Angle**
  "Delivering tailored, industry-specific SOC solutions to meet the unique security needs of modern businesses."
- **Scalability and Compliance**
  "Flexible, compliance-driven Security Operations Centers that scale seamlessly with your business."
- **ROI and Operational Efficiency**
  "Transforming security from a cost center to a strategic asset with data-driven, efficient SOC solutions."
- **Local Expertise and Custom Support**
  "Your trusted partner in delivering localized, adaptable security operations for a global market."



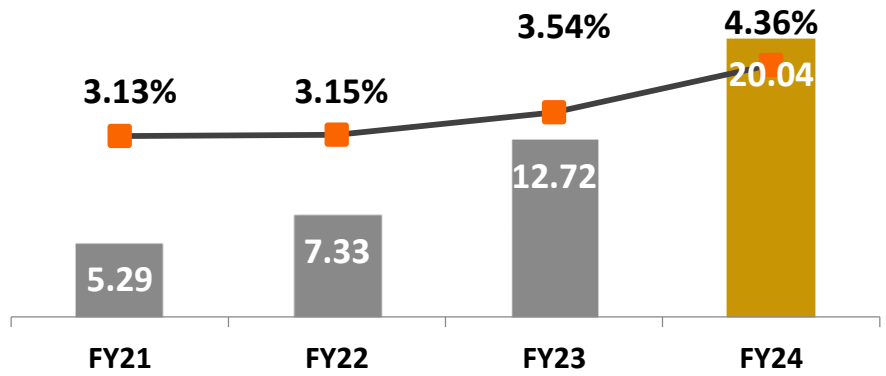
ANNUAL FINANCIAL HIGHLIGHTS

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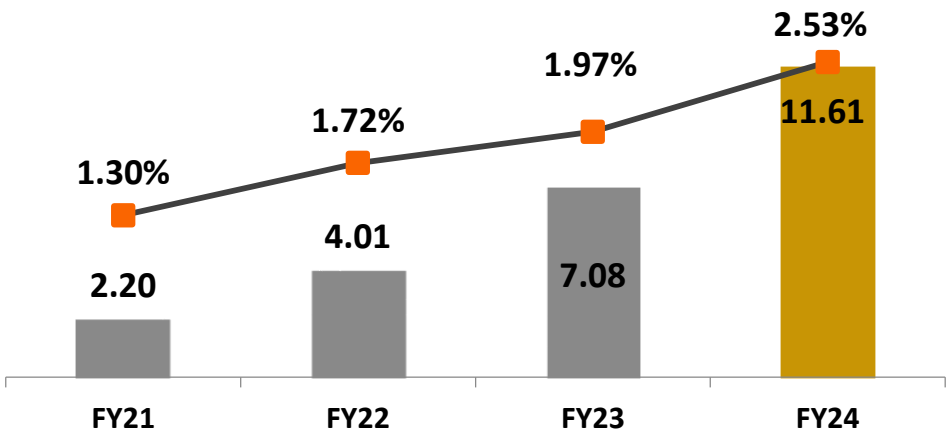
Revenue (Rs. Cr.)



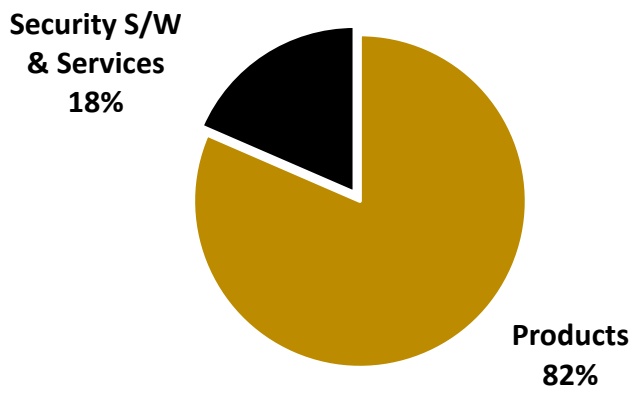
EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)

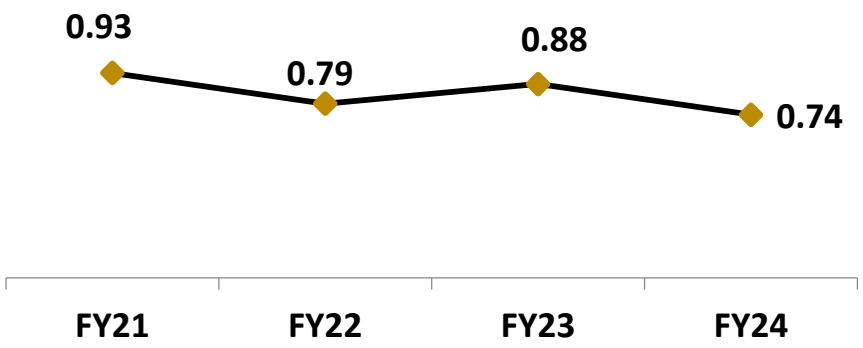


FY24 Revenue Split

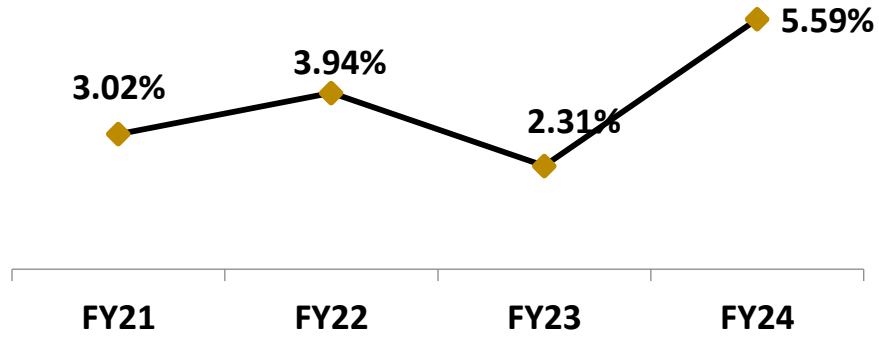


KEY RETURN RATIOS

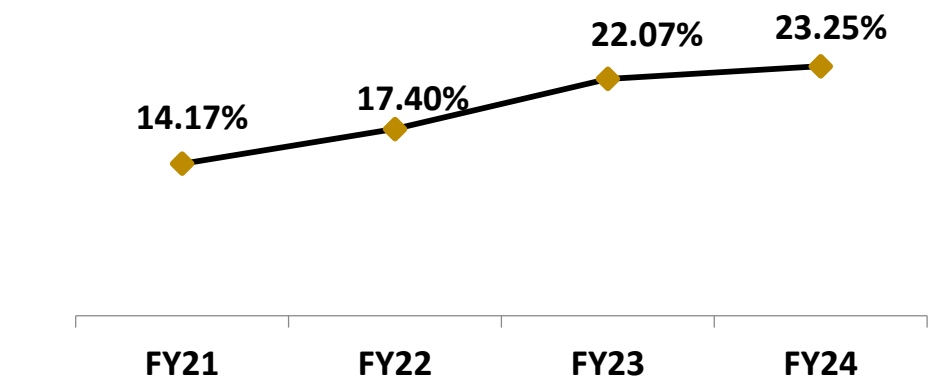
Debt/Equity (x)



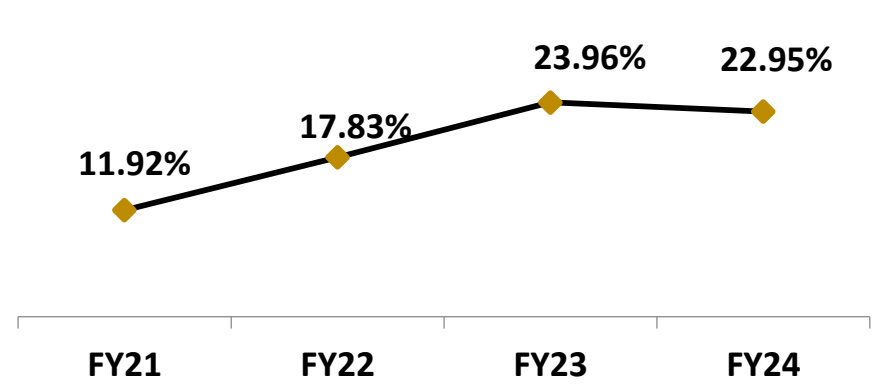
RoA (%)



RoCE (%)



RoE (%)



ROE = Net Profit/ Net Worth, **ROA** = Net Profit/ Total Assets , **RoCE** = EBIT/(Shareholders fund + long term borrowing + short term borrowing- Non-current investment)
Debt/Equity = Total Debt/Shareholders Fund



THANK YOU

For further information, please contact:

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