

**MIRA INFORM REPORT**

|                      |            |
|----------------------|------------|
| <b>Report No. :</b>  | 530177     |
| <b>Report Date :</b> | 21.09.2018 |

**IDENTIFICATION DETAILS**

|   |  |
|---|--|
| <b>Name :</b>   | COMPUAGE INFOCOM LIMITED   |
| <b>Registered Office :</b>                              | D-601/602 and G-601/602, Lotus Corporate Park, Graham Firth Steel Compound, Western Express Highway, Goregaon (East), Mumbai - 400 063, Maharashtra  |
| <b>Tel. No.:</b>  | 91-22-67114444   |
| <b>Country :</b>  | India  |
| <b>Financials (as on) :</b>                             | 31.03.2018   |
| <b>Date of Incorporation :</b>                          | 27.07.1999   |
| <b>CIN No.:</b><br>[Company Identification No.]         | L99999MH1999PLC135914  |
| <b>Capital Investment / Paid-up Capital :</b>           | INR 117.480 Million  |
| <b>GSTN :</b><br>[Goods & Service Tax Registration No.] | 04AABCC4077F1Z0 (Chandigarh)<br>29AABCC4077F1Z0 (Karnataka)<br>27AABCC4077F1ZS (Maharashtra)<br>07AABCC4077F1ZU (Delhi)<br>33AABCC4077F1ZZ (Tamilnadu)<br>32AABCC4077F1Z1 (Kerala)<br>36AABCC4077F1ZT (Telangana)<br>06AABCC4077F1ZW (Haryana)<br>23AABCC4077F1Z0 (Madhya Prades)<br>19AABCC4077F1ZP (West Bengal)<br>37AABCC4077F1ZR (Andhra Pradesh)<br>18AABCC4077F1ZR (Assam)<br>09AABCC4077F1ZQ (Uttar Pradesh)<br>03AABCC4077F1Z2 (Punjab)<br>20AABCC4077F1Z6 (Jharkhand)<br>22AABCC4077F1Z2 (Chhattisgarh)<br>24AABCC4077F1ZY (Gujarat)<br>02AABCC4077F1Z4 (Himachal Pradesh)<br>05AABCC4077F1ZY (Uttarakhand)<br>10AABCC4077F1Z7 (Bihar) |

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|  |  |
|--|--|
| <b>PAN No.:</b><br>[Permanent Account No.] | AABCC4077F   |
| <b>Legal Form :</b>                        | A Public Limited Liability Company. The Company's Shares are Listed on the Stock Exchanges.  |
| <b>Line of Business :</b>                  | The Company is engaged in trading in Computer parts and peripherals, Software and Telecom Products. The Company also provides products support services for Information Technology products. (Registered activity) |
| <b>No. of Employees :</b>                  | 862 (Approximately)  |

**RATING & COMMENTS**

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

**MIRA's Rating :**

A

| Credit Rating | Explanation     | Rating Comments   |
|---------------|-----------------|---|
| A             | Acceptable Risk | Business dealings permissible with moderate risk of default |

|                            |   |
|----------------------------|---|
| <b>Status :</b>            | Good  |
| <b>Payment Behaviour :</b> | Regular   |
| <b>Litigation :</b>        | Clear   |
| <b>Comments :</b>          | <p>Subject is an established company incorporated in the year 1999 and it is having fine track records.</p> <p>For the financial year 2018, the company has increased its revenue as compared to previous year but maintained minimal profitability margin of 0.50%.</p> <p>Rating takes into consideration sound financial profile of the company marked by healthy networth base and average debt balance sheet.</p> <p>Further, rating also reflects from its established track records of business operation along with experience of the promoters in IT distribution business and improvement in the revenue as well as profitability profile during the year.</p> <p>However, rating strength is partially offset due to working capital intensive nature of operations, low profitability margins on account of inherent trading and highly competitive nature of the IT hardware/computer peripheral.</p> <p>Trade relations are reported as fair. Business is active. Payments terms are reported to be regular.</p> <p>In view of the aforesaid, the company can be considered for business dealings</p> |

|  |                                      |
|--|--------------------------------------|
|  | at usual trade terms and conditions. |
|--|--------------------------------------|

**NOTES :**

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**EXTERNAL AGENCY RATING**

|                           |  |
|---------------------------|--|
| <b>Rating Agency Name</b> | <b>CARE RATING</b>                                   |
| <b>Rating</b>             | <b>Long Term Rating = A-</b>                         |
| <b>Rating Explanation</b> | <b>Adequate degree of safety and low credit risk</b> |
| <b>Date</b>               | <b>12.09.2017</b>                                    |

|                           |  |
|---------------------------|--|
| <b>Rating Agency Name</b> | <b>CARE RATING</b>                                 |
| <b>Rating</b>             | <b>Short Term Rating = A2+</b>                     |
| <b>Rating Explanation</b> | <b>Strong degree of safety and low credit risk</b> |
| <b>Date</b>               | <b>12.09.2017</b>                                  |

**RBI DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available RBI Defaulters' list.

**EPF (Employee Provident Fund) DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available EPF (Employee Provident Fund) Defaulters' list as of 31-03-2018.

**BIFR (Board for Industrial & Financial Reconstruction) LISTING STATUS**

Subject's name is not listed as a Sick Unit in the publicly available BIFR (Board for Industrial & Financial Reconstruction) list as of 21.09.2018

**IBBI (Insolvency and Bankruptcy Board of India) LISTING STATUS**

Subject's name is not listed in the publicly available IBBI (Insolvency and Bankruptcy Board of India) list as of report date.

**INFORMATION DECLINED**

**Management non-cooperative (Tel No.:91-22-67114444)**

**LOCATIONS**

|                             |   |
|-----------------------------|---|
| <b>Registered/Corporate</b> | D-601/602 and G-601/602, Lotus Corporate Park, Graham Firth Steel |
|-----------------------------|---|

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|   |   |
|---|---|
| <b>Office :</b>                                 | Compound, Western Express Highway, Goregaon (East), Mumbai - 400 063, Maharashtra, India  |
| <b>Tel. No.:</b>                                | 91-22-67114444  |
| <b>Fax No.:</b>                                 | 91-22-67114445  |
| <b>E-Mail :</b>                                 | <a href="mailto:investors.relations@compuageindia.com">investors.relations@compuageindia.com</a>  |
| <b>Website :</b>                                | <a href="http://www.compuageindia.com">www.compuageindia.com</a>  |
| <b>Branches / Warehouses / Service Centers:</b> | <b>Located at:</b> <ul style="list-style-type: none"> <li>• Agra</li> <li>• Ahmedabad</li> <li>• Amritsar</li> <li>• Aurangabad</li> <li>• Bengaluru</li> <li>• Baroda</li> <li>• Bhilai</li> <li>• Bhubaneswar</li> <li>• Bhopal</li> <li>• Buldhana</li> <li>• Burdwan,</li> <li>• Chalakudy</li> <li>• Chandigarh</li> <li>• Chennai</li> <li>• Coimbatore</li> <li>• Kochi</li> <li>• Calicut</li> <li>• Dehradun</li> <li>• Delhi</li> <li>• Faizabad</li> <li>• Ghaziabad</li> <li>• Goa</li> <li>• Guwahati</li> <li>• Gurugram</li> <li>• Hyderabad</li> <li>• Hubli</li> <li>• Indore</li> <li>• Jaipur</li> <li>• Jalgaon</li> <li>• Jammu</li> <li>• Jamshedpur</li> <li>• Jabalpur</li> <li>• Jorhat (Assam)</li> <li>• Kandivali</li> <li>• Kannur</li> <li>• Kanpur</li> <li>• Kazhakuttom</li> <li>• Kolkata,</li> <li>• Kollam</li> </ul> |

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|                         |   |
|-------------------------|---|
|                         | <ul style="list-style-type: none"> <li>• Kottayam</li> <li>• Lucknow</li> <li>• Ludhiana</li> <li>• Midnapore,</li> <li>• Mumbai</li> <li>• Mangalore</li> <li>• Madurai</li> <li>• Muzaffarpur</li> <li>• Nagpur,</li> <li>• Nasik</li> <li>• Palakkad</li> <li>• Parwanoo</li> <li>• Patna</li> <li>• Puducherry</li> <li>• Pune,</li> <li>• Raipur</li> <li>• Ranchi</li> <li>• Rajkot</li> <li>• Siliguri</li> <li>• Surat</li> <li>• Tinsukia (Assam)</li> <li>• Thiruvananthapuram</li> <li>• Varanasi</li> <li>• Vashi</li> <li>• Vizag</li> <li>• Vijayawada</li> <li>• Washim</li> </ul> |
| <b>Overseas Branch:</b> | <b>Located at:</b> <ul style="list-style-type: none"> <li>• Singapore</li> </ul>  |

**DIRECTORS**

**As on 31.03.2018**

|                              |   |
|------------------------------|---|
| <b>Name :</b>                | Mr. Atul Harkishandas Mehta   |
| <b>Designation :</b>         | Managing Director   |
| <b>Address:</b>              | 1804 Wallace Apts, Sleater Road, Mumbai-400007, Maharashtra, India  |
| <b>Date of Appointment :</b> | 08.09.2008  |
| <b>DIN No.:</b>              | 00716869  |
| <b>Name :</b>                | Mr. Bhavesh H. Mehta  |
| <b>Designation :</b>         | Whole Time Director   |
| <b>Address:</b>              | 4A-1, 4th Floor, Great Eastern Royale 333, Belasis Road, Tardeo (West), Mumbai-400034, Maharashtra, India |
| <b>Date of Appointment :</b> | 18.10.2000  |

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|                              |   |
|------------------------------|---|
| <b>DIN No.:</b>              | 00740861  |
| <b>Name :</b>                | Mr. Ganesh Shiva Ganesh   |
| <b>Designation :</b>         | Director  |
| <b>Address:</b>              | No.3/12, Seema Society, N. Dutta Marg, Andheri (West), Mumbai-400053, Maharashtra, India              |
| <b>Date of Appointment :</b> | 18.10.2000  |
| <b>DIN No.:</b>              | 00010877  |
| <b>Name :</b>                | Mr. Vijay Gopi Kishan Agarwal   |
| <b>Designation :</b>         | Independent Director  |
| <b>Address:</b>              | 301, S.S. Sadan, Gulmohar Cross Road No.6, Juhu Scheme, Mumbai-400049, Maharashtra, India             |
| <b>Date of Appointment :</b> | 24.06.2006  |
| <b>DIN No.:</b>              | 00058548  |
| <b>Name :</b>                | Mrs. Preeti Kaushik Trivedi   |
| <b>Designation :</b>         | Director  |
| <b>Address:</b>              | 301, S S Sadan, Gulmohar Cross Road No. 6, Jvpd Scheme, Vile Parle, Mumbai 400049, Maharashtra, India |
| <b>Date of Appointment :</b> | 29.10.2009  |
| <b>DIN No.:</b>              | 00179479  |

**KEY EXECUTIVES**

|                              |  |
|------------------------------|--|
| <b>Name :</b>                | Ms. Disha Shah   |
| <b>Designation :</b>         | Company Secretary  |
| <b>Address:</b>              | 101/B, Suraj Plaza, Opposite Dena Bank, Station Road, Bhayander (West), Thane, Mumbai-401101, Maharashtra, India |
| <b>Date of Appointment :</b> | 01.12.2015   |
| <b>PAN No.:</b>              | CQYPS6124B   |
| <b>Name :</b>                | Mr. Sunil Mehta  |
| <b>Designation :</b>         | Chief Financial Officer  |
| <b>Address:</b>              | C-505/6, Agarwal Residency, Shankar Lane, Kandivali West, Mumbai -400067, Maharashtra, India                     |
| <b>Date of Appointment :</b> | 11.08.2014   |
| <b>PAN No.:</b>              | AAJPM8382L   |

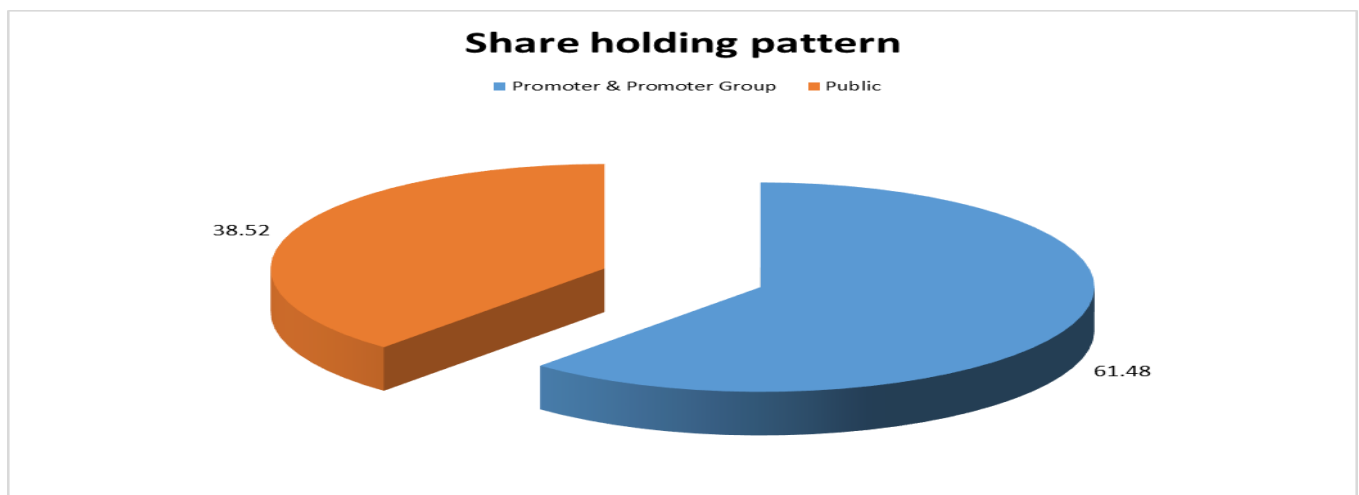
**MAJOR SHAREHOLDERS / SHAREHOLDING PATTERN**

As on 30.06.2018

| Category of shareholder | Total no. shares | Shareholding as a % of total no. of |
|-------------------------|------------------|-------------------------------------|
|-------------------------|------------------|-------------------------------------|

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|                           | held            | shares (calculated as per SCRR, 1957)As a % |
|---------------------------|-----------------|---|
| Promoter & Promoter Group | 36111620        | 61.48                                       |
| Public                    | 22628375        | 38.52                                       |
| <b>Grand Total</b>        | <b>58739995</b> | <b>100.00</b>                               |



**Statement showing shareholding pattern of the Promoter and Promoter Group**

| Category of shareholder            | Total nos. shares held | Shareholding as a % of total no. of shares (calculated as per SCRR, 1957)As a % of |
|------------------------------------|------------------------|--|
| A1) Indian                         |                        | 0.00   |
| Individuals/Hindu undivided Family | 36111620               | 61.48  |
| Bhavesh Harishandas Mehta          | 14243880               | 24.25  |
| Atul Harkishandas Mehta            | 14243870               | 24.25  |
| Ajay Harkishandas Mehta            | 7623870                | 12.98  |
| <b>Sub Total A1</b>                | <b>36111620</b>        | <b>61.48</b>   |
| A2) Foreign                        |                        | 0.00   |
| <b>A=A1+A2</b>                     | <b>36111620</b>        | <b>61.48</b>   |

**Statement showing shareholding pattern of the Public shareholder**

| Category & Name of the Shareholders | Total no. shares held | Shareholding % calculated as per SCRR, 1957 As a % |
|-------------------------------------|-----------------------|--|
|                                     |                       |  |

|   |                 |              |
|---|-----------------|--------------|
| B1) Institutions  |                 | 0.00         |
| Foreign Portfolio Investors                                     | 5625000         | 9.58         |
| Kitara India Micro Cap Growth Fund                              | 5500000         | 9.36         |
| Financial Institutions/ Banks                                   | 320             | 0.00         |
| Sub Total B1  | 5625320         | 9.58         |
| B2) Central Government/ State Government(s)/ President of India |                 | 0.00         |
| B3) Non-Institutions  |                 | 0.00         |
| Individual share capital upto INR 0.200 Million                 | 7828491         | 13.33        |
| Individual share capital in excess of INR 0.200 Million         | 1685000         | 2.87         |
| Zaki Abbas Nasser   | 600000          | 1.02         |
| NBFCs registered with RBI                                       | 225             | 0.00         |
| Any Other (specify)   | 7489339         | 12.75        |
| IEPF  | 546765          | 0.93         |
| HUF   | 435482          | 0.74         |
| Overseas Corporate Bodies                                       | 164175          | 0.28         |
| Non-Resident Indian (NRI)                                       | 1507183         | 2.57         |
| Foreign Portfolio Investor (Category - III)                     | 480251          | 0.82         |
| Clearing Members  | 363957          | 0.62         |
| Market Maker  | 320             | 0.00         |
| Bodies Corporate  | 3991206         | 6.79         |
| Karvy Stock Broking Ltd(Bse)                                    | 1684635         | 2.87         |
| Sahi Trading Private Limited                                    | 1265344         | 2.15         |
| <b>Sub Total B3</b>   | <b>17003055</b> | <b>28.95</b> |
| <b>B=B1+B2+B3</b>   | <b>22628375</b> | <b>38.52</b> |

**BUSINESS DETAILS**

| <b>Line of Business :</b>    | The Company is engaged in trading in Computer parts and peripherals, Software and Telecom Products. The Company also provides products support services for Information Technology products. (Registered activity)  |  |              |                               |      |  |      |  |
|------------------------------|---|--|--------------|-------------------------------|------|--|------|--|
| <b>Products / Services :</b> | <table border="1"> <thead> <tr> <th>NIC Code No.</th> <th>Products/Services Description</th> </tr> </thead> <tbody> <tr> <td>4651</td> <td>Wholesale of computers, computer peripheral equipment and software</td> </tr> <tr> <td>4652</td> <td>Wholesale of electronic and telecommunications equipment and parts</td> </tr> </tbody> </table> |  | NIC Code No. | Products/Services Description | 4651 | Wholesale of computers, computer peripheral equipment and software | 4652 | Wholesale of electronic and telecommunications equipment and parts |
| NIC Code No.                 | Products/Services Description   |  |              |                               |      |  |      |  |
| 4651                         | Wholesale of computers, computer peripheral equipment and software  |  |              |                               |      |  |      |  |
| 4652                         | Wholesale of electronic and telecommunications equipment and parts  |  |              |                               |      |  |      |  |
| <b>Brand Names :</b>         | Not Available   |  |              |                               |      |  |      |  |
| <b>Agencies Held :</b>       | Not Available   |  |              |                               |      |  |      |  |

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|                  |              |
|------------------|--------------|
| <b>Exports :</b> | Not Divulged |
| <b>Imports :</b> | Not Divulged |
| <b>Terms :</b>   | Not Divulged |

**PRODUCTION STATUS NOT AVAILABLE**

**GENERAL INFORMATION**

|                           |  |  |
|---------------------------|--|--|
| <b>Suppliers :</b>        | <b>Reference :</b>   | Not Divulged   |
|                           | <b>Name of the Person :</b>  | --   |
|                           | <b>Contact No.:</b>  | --   |
|                           | <b>Since How Long Known :</b>  | --   |
|                           | <b>Maximum Limit Dealt :</b>   | --   |
|                           | <b>Experience :</b>  | --   |
|                           | <b>Remark:</b>   | --   |
| <b>Customers :</b>        | <b>Reference :</b>   | Not Divulged   |
|                           | <b>Name of the Person :</b>  | --   |
|                           | <b>Contact No.:</b>  | --   |
|                           | <b>Since How Long Known :</b>  | --   |
|                           | <b>Maximum Limit Dealt :</b>   | --   |
|                           | <b>Experience :</b>  | --   |
|                           | <b>Remark:</b>   | --   |
| <b>No. of Employees :</b> | 862 (Approximately)  |  |
| <b>Bankers :</b>          | <ul style="list-style-type: none"> <li>• Bombay Mercantile Co-op. Bank Limited</li> <li>• Central Bank of India</li> <li>• HDFC Bank Limited</li> <li>• IDFC Bank</li> <li>• Indian Bank</li> <li>• Kotak Mahindra Bank</li> <li>• Punjab National Bank</li> <li>• RBL Bank Limited</li> </ul> |  |
|                           | <b>Bank Name</b>   | IDBI Bank Limited  |
|                           | <b>Branch</b>  | Marigold House, Plot A 34, Ground Floor, Cross Road No. 2, MIDC, Andheri (East), Mumbai-400093, Maharashtra, India |
|                           | <b>Person Name (With Designation)</b>  | --   |
|                           | <b>Contact Number</b>  | --   |

|  |   |    |
|--|---|----|
|  | <b>Name of Account Holder</b>                       | -- |
|  | <b>Account Number</b>                               | -- |
|  | <b>Account Since (Date/Year of Account Opening)</b> | -- |
|  | <b>Average Balance Maintained (If Possible)</b>     | -- |
|  | <b>Credit Facilities Enjoyed (If any)</b>           | -- |
|  | <b>Account Operation</b>                            | -- |
|  | <b>Remarks (If any)</b>                             | -- |

|   |                              |                         |                         |
|---|------------------------------|-------------------------|-------------------------|
| <b>Facilities :</b>   | <b>Secured Loan</b>          | <b>31.03.2018</b>       | <b>31.03.2017</b>       |
|   |                              | <b>(INR in Million)</b> | <b>(INR in Million)</b> |
|   | <b>Long-term Borrowings</b>  |                         |                         |
|   | Term loans from banks        | 124.333                 | 174.333                 |
|   | Term loans from others       | 11.250                  | 0.000                   |
|   | Vehicle loans                | 0.986                   | 2.959                   |
|   |                              |                         |                         |
|   | <b>Short-term Borrowings</b> |                         |                         |
|   | Cash Credit from Banks       | 2322.295                | 1690.600                |
|   | <b>Total</b>                 | <b>2458.864</b>         | <b>1867.892</b>         |
| <b>NOTE:</b>  |                              |                         |                         |
| <b>Long-term Borrowings</b>   |                              |                         |                         |
| Term loan from Indian Bank (secured by hypothecation of office premises) carry interest of 10.50% p.a. and is repayable in 20 equal quarterly installment of `125 Lakhs each along with interest.   |                              |                         |                         |
| Term loan from other refer Loan from Tata Capital Financial Services Ltd. (secured by personal guarantee of Directors) carry interest of 11.00% p.a. and is repayable in 24 equal quarterly installment of INR 1.25 million each along with interest. |                              |                         |                         |
| The Company has not defaulted on repayment of loans and interest during the year.   |                              |                         |                         |

|                             |   |
|-----------------------------|---|
| <b>Auditors :</b>           |   |
| <b>Name :</b>               | Bhogilal C. Shah and Company<br>Chartered Accountants |
| <b>Secretarial Auditor:</b> | Virendra Bhatt<br>Practising Company Secretary        |
| <b>Memberships :</b>        | Not Available   |
| <b>Collaborators :</b>      | Not Available   |

|   |  |
|---|--|
| <b>Subsidiaries :</b>   | <ul style="list-style-type: none"> <li>Compuage Infocom (S) Pte Limited</li> </ul> |
| <b>Others (Close family member of KMP and Entities in which the KMP or close family member of KMP have significant influence)</b> | <ul style="list-style-type: none"> <li>Sunil M. Mehta HUF</li> </ul>               |
| <b>Entity in which close family member of KMP has significant influence:</b>  | <ul style="list-style-type: none"> <li>Trillizo Holdings Limited</li> </ul>        |

**CAPITAL STRUCTURE**

As on 31.03.2018

**Authorised Capital :**

| No. of Shares | Type              | Value          | Amount                     |
|---------------|-------------------|----------------|----------------------------|
| 96270000      | Equity Shares     | INR 2/- each   | INR 192.540 Million        |
| 4665600       | Preference Shares | INR 0.10 Paise | INR 0.467 Million          |
| 3369344       | Preference Shares | INR 10/- each  | INR 33.693 Million         |
|               | <b>Total</b>      |                | <b>INR 226.700 Million</b> |

**Issued, Subscribed & Paid-up Capital :**

| No. of Shares | Type          | Value        | Amount              |
|---------------|---------------|--------------|---------------------|
| 58739995      | Equity Shares | INR 2/- each | INR 117.480 Million |
|               |               |              |                     |

**Reconciliation of the number of shares outstanding at the beginning and at the end of the reporting period:**

| Particulars   | No. of Shares (No. in Lakhs) | INR In Million |
|---|------------------------------|----------------|
| At the beginning of the period  | 587.40                       | 117.480        |
| Add : Bonus Shares issued   | --                           | --             |
| Add : Preferential allotment  | --                           | --             |
| Add : Shares split from face value of INR 10/- to face value of INR 2/- | --                           | --             |
| <b>Outstanding at the end of the period</b>                             | <b>587.40</b>                | <b>117.480</b> |

**Terms/Rights attached to equity shares**

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The Company has only one class of Equity Shares having a par value of INR 2.00 per share. Each holder of Equity Shares is entitled to one vote per share.

In the event of liquidation of the Company, the holder of Equity Shares will be entitled to receive remaining assets of the Company, after distribution of all preferential amounts.

The distribution will be in proportion to the number of Equity Shares held by Shareholders.

The Dividend proposed by the Board of Directors is subject to the approval of the Shareholders in the ensuing Annual General Meeting. During the year ended March 31, 2018, the amount of per share final dividend proposed as distribution to the Equity Shareholders is INR 0.40 per share (March 31, 2017 : INR 0.40 per share)

**Details of shares held by each shareholder holding more than 5% shares:**

| Particulars                        | 31.03.2018                      |              |
|------------------------------------|---------------------------------|--------------|
|                                    | No. of Shares<br>(No. in Lakhs) | % of holding |
| Atul Harkishandas Mehta            | 142.44                          |              |
| Bhavesh Harkishandas Mehta         | 142.44                          | 24.25%       |
| Ajay Harkishandas Mehta            | 76.24                           | 12.98%       |
| Kitara India Micro Cap Growth Fund | 55.00                           | 9.36%        |

**FINANCIAL DATA**  
*[all figures are in INR Million]*

**ABRIDGED BALANCE SHEET**

| <b>SOURCES OF FUNDS</b>                       | <b>31.03.2018</b> | <b>31.03.2017</b> | <b>31.03.2016</b> |
|---|-------------------|-------------------|-------------------|
| <b>I. EQUITY AND LIABILITIES</b>              |                   |                   |                   |
| (1) Shareholders' Funds                       |                   |                   |                   |
| (a) Share Capital                             | 117.480           | 117.480           | 117.480           |
| (b) Reserves & Surplus                        | 1302.635          | 1125.477          | 884.411           |
| (c) Money received against share warrants     | 0.000             | 0.000             | 0.000             |
| (2) Share Application money pending allotment | 0.000             | 0.000             | 0.000             |
| <b>Total Shareholders' Funds (1) + (2)</b>    | <b>1420.115</b>   | <b>1242.957</b>   | <b>1001.891</b>   |
| (3) Non-Current Liabilities                   |                   |                   |                   |
| (a) long-term borrowings                      | 136.569           | 177.292           | 0.000             |
| (b) Deferred tax liabilities (Net)            | 62.318            | 60.787            | 24.478            |
| (c) Other long term liabilities               | 0.000             | 0.000             | 0.000             |
| (d) long-term provisions                      | 0.000             | 0.000             | 0.000             |
| <b>Total Non-current Liabilities (3)</b>      | <b>198.887</b>    | <b>238.079</b>    | <b>24.478</b>     |
| (4) Current Liabilities                       |                   |                   |                   |
| (a) Short term borrowings                     | 3964.764          | 3026.135          | 2785.960          |
| (b) Trade payables                            | 5045.601          | 4651.168          | 2621.734          |
| (c) Other current liabilities                 | 568.525           | 509.729           | 280.955           |
| (d) Short-term provisions                     | 1.000             | 1.000             | 37.687            |
| <b>Total Current Liabilities (4)</b>          | <b>9579.890</b>   | <b>8188.032</b>   | <b>5726.336</b>   |
| <b>TOTAL</b>                                  | <b>11198.892</b>  | <b>9669.068</b>   | <b>6752.705</b>   |
| <b>II. ASSETS</b>                             |                   |                   |                   |
| (1) Non-current assets                        |                   |                   |                   |
| (a) Fixed Assets                              |                   |                   |                   |
| (i) Tangible assets                           | 439.798           | 432.190           | 336.800           |
| (ii) Intangible Assets                        | 0.830             | 0.000             | 0.000             |
| (iii) Capital work-in-progress                | 0.000             | 0.000             | 0.000             |
| (iv) Intangible assets under development      | 0.000             | 0.000             | 0.000             |
| (b) Non-current Investments                   | 9.979             | 9.948             | 10.099            |
| (c) Deferred tax assets (net)                 | 0.000             | 0.000             | 0.000             |
| (d) Long-term Loan and Advances               | 0.000             | 0.000             | 0.000             |
| (e) Other Non-current assets                  | 0.366             | 5.278             | 5.220             |
| <b>Total Non-Current Assets</b>               | <b>450.973</b>    | <b>447.416</b>    | <b>352.119</b>    |

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**COMPUAGE INFOCOM LIMITED - 530177**

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|                                   |                  |                 |                 |
|-----------------------------------|------------------|-----------------|-----------------|
| (2) Current assets                |                  |                 |                 |
| (a) Current investments           | 25.700           | 25.177          | 25.153          |
| (b) Inventories                   | 2926.173         | 3348.860        | 2543.042        |
| (c) Trade receivables             | 5775.180         | 4557.109        | 2653.710        |
| (d) Cash and cash equivalents     | 1219.583         | 1013.572        | 883.145         |
| (e) Short-term loans and advances | 49.472           | 62.696          | 273.323         |
| (f) Other current assets          | 751.811          | 214.238         | 22.213          |
| <b>Total Current Assets</b>       | <b>10747.919</b> | <b>9221.652</b> | <b>6400.586</b> |
|                                   |                  |                 |                 |
| <b>TOTAL</b>                      | <b>11198.892</b> | <b>9669.068</b> | <b>6752.705</b> |

**PROFIT & LOSS ACCOUNT**

|                  | <b>PARTICULARS</b>  | <b>31.03.2018</b> | <b>31.03.2017</b> | <b>31.03.2016</b> |
|------------------|---|-------------------|-------------------|-------------------|
|                  | <b>SALES</b>  |                   |                   |                   |
|                  | Income  | 40744.078         | 35513.298         | 26787.285         |
|                  | Other Income  | 149.902           | 191.493           | 112.823           |
|                  | <b>TOTAL</b>  | <b>40893.980</b>  | <b>35704.791</b>  | <b>26900.108</b>  |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>EXPENSES</b>   |                   |                   |                   |
|                  | Purchases of Stock-in-Trade   | 38896.120         | 35085.906         | 26302.231         |
|                  | Changes in inventories of finished goods, work-in-progress and Stock-in-Trade | 422.687           | (805.818)         | (540.785)         |
|                  | Employees benefits expense  | 381.229           | 328.476           | 241.489           |
|                  | Other expenses  | 345.428           | 334.277           | 296.909           |
|                  | <b>TOTAL</b>  | <b>40045.464</b>  | <b>34942.841</b>  | <b>26299.844</b>  |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>     | <b>848.516</b>    | <b>761.950</b>    | <b>600.264</b>    |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>FINANCIAL EXPENSES</b>   | 494.993           | 449.389           | 342.591           |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>              | <b>353.523</b>    | <b>312.561</b>    | <b>257.673</b>    |
|                  |   |                   |                   |                   |
| <b>Less/ Add</b> | <b>DEPRECIATION/ AMORTISATION</b>   | 34.091            | 35.894            | 44.909            |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) BEFORE TAX</b>  | <b>319.432</b>    | <b>276.667</b>    | <b>212.764</b>    |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>TAX</b>  | 113.995           | 101.873           | 72.556            |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) AFTER TAX</b>   | <b>205.437</b>    | <b>174.794</b>    | <b>140.208</b>    |

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|  |  |                 |                 |                 |
|--|--|-----------------|-----------------|-----------------|
|  | <b>EARNINGS IN FOREIGN CURRENCY</b>      | <b>1374.616</b> | <b>1477.774</b> | <b>952.126</b>  |
|  | <b>VALUATION OF IMPORTS</b>              | <b>6616.400</b> | <b>3833.223</b> | <b>2170.001</b> |
|  | <b>Earnings / (Loss) Per Share (INR)</b> | <b>3.50</b>     | <b>2.97</b>     | <b>11.93</b>    |

**CURRENT MATURITIES OF LONG TERM DEBT DETAILS**

| Particulars                                      | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|--|------------|------------|------------|
| Current Maturities of Long term debt             | 66.973     | 51.344     | 9.673      |
| Cash generated from operations                   | NA         | NA         | NA         |
| Net cash flows from (used in) operations         | NA         | NA         | NA         |
| Net cash flows from (used in) operating activity | (209.854)  | 78.447     | 91.924     |

**QUARTERLY RESULTS**

| Particulars                  |  |  | <b>30.06.2018<br/>(Unaudited)<br/>1<sup>st</sup> Quarter</b> |
|------------------------------|--|--|--|
| Net Sales                    |  |  | 8735.470   |
| Total Expenditure            |  |  | 8564.930   |
| PBIDT (Excl OI)              |  |  | 170.540  |
| Other Income                 |  |  | 42.180   |
| Operating Profit             |  |  | 212.720  |
| Interest                     |  |  | 126.760  |
| Exceptional Items            |  |  | NA   |
| PBDT                         |  |  | 85.960   |
| Depreciation                 |  |  | 9.930  |
| Profit Before Tax            |  |  | 76.030   |
| Tax                          |  |  | 25.850   |
| Provisions and contingencies |  |  | NA   |
| Profit After Tax             |  |  | 50.180   |
| Extraordinary Items          |  |  | NA   |
| Prior Period Expenses        |  |  | NA   |
| Other Adjustments            |  |  | NA   |
| Net Profit                   |  |  | 50.180   |

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**KEY RATIOS**

**EFFICIENCY RATIOS**

| PARTICULARS   | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---|------------|------------|------------|
| Average Collection Days<br>(Sundry Debtors / Income * 365 Days)   | 51.74      | 46.84      | 36.16      |
| Account Receivables Turnover<br>(Income / Sundry Debtors)         | 7.06       | 7.79       | 10.09      |
| Average Payment Days<br>(Sundry Creditors / Purchases * 365 Days) | 47.35      | 48.39      | 36.38      |
| Inventory Turnover<br>(Operating Income / Inventories)            | 0.29       | 0.23       | 0.24       |
| Asset Turnover<br>(Operating Income / Net Fixed Assets)           | 1.93       | 1.76       | 1.78       |

**LEVERAGE RATIOS**

| PARTICULARS  | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|--|------------|------------|------------|
| Debt Ratio<br>((Borrowing + Current Liabilities) / Total Assets)     | 0.87       | 0.87       | 0.85       |
| Debt Equity Ratio<br>(Total Liability / Networth)                    | 2.94       | 2.62       | 2.79       |
| Current Liabilities to Networth<br>(Current Liabilities / Net Worth) | 6.75       | 6.59       | 5.72       |
| Fixed Assets to Networth<br>(Net Fixed Assets / Networth)            | 0.31       | 0.35       | 0.34       |
| Interest Coverage Ratio<br>(PBIT / Financial Charges)                | 1.71       | 1.70       | 1.75       |

**PROFITABILITY RATIOS**

| PARTICULARS                                |   | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|--|---|------------|------------|------------|
| Net Profit Margin<br>((PAT / Sales) * 100) | % | 0.50       | 0.49       | 0.52       |

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|  |   |       |       |       |
|--|---|-------|-------|-------|
| Return on Total Assets<br>((PAT / Total Assets) * 100) | % | 1.83  | 1.81  | 2.08  |
| Return on Investment (ROI)<br>((PAT / Networth) * 100) | % | 14.47 | 14.06 | 13.99 |

**SOLVENCY RATIOS**

| PARTICULARS   | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---|------------|------------|------------|
| Current Ratio<br>(Current Assets / Current Liabilities)                       | 1.12       | 1.13       | 1.12       |
| Quick Ratio<br>((Current Assets – Inventories) / Current Liabilities)         | 0.82       | 0.72       | 0.67       |
| G-Score Ratio Financial<br>(Networth / Total Assets)                          | 0.13       | 0.13       | 0.15       |
| G-Score Ratio Debt<br>(Debts / Equity Capital)                                | 35.48      | 27.70      | 23.80      |
| G-Score Ratio Liquidity<br>(Total Current Assets / Total Current Liabilities) | 1.12       | 1.13       | 1.12       |

Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

**STOCK PRICES**

|              |          |
|--------------|----------|
| Face Value   | INR 02/- |
| Market Value | INR 31/- |

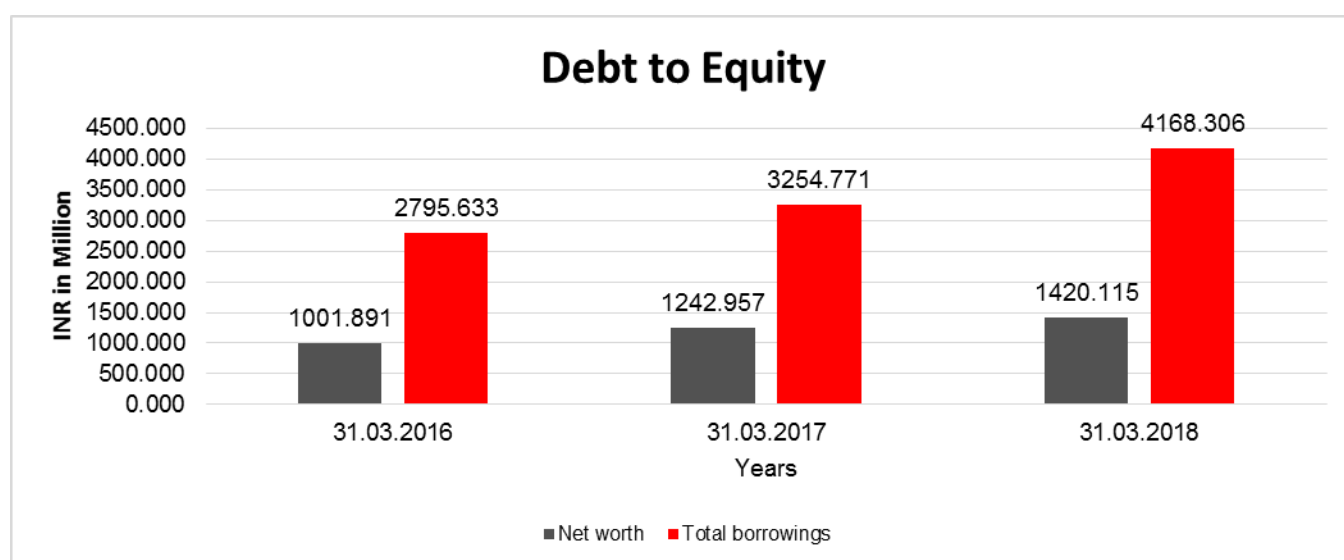
**FINANCIAL ANALYSIS**  
*[all figures are in INR Million]*

**DEBT EQUITY RATIO**

| Particular                                | 31.03.2016      | 31.03.2017      | 31.03.2018      |
|---|-----------------|-----------------|-----------------|
|   | INR In Million  | INR In Million  | INR In Million  |
| Share Capital                             | 117.480         | 117.480         | 117.480         |
| Reserves & Surplus                        | 884.411         | 1125.477        | 1302.635        |
| Money received against share warrants     | 0.000           | 0.000           | 0.000           |
| Share Application money pending allotment | 0.000           | 0.000           | 0.000           |
| <b>Net worth</b>                          | <b>1001.891</b> | <b>1242.957</b> | <b>1420.115</b> |

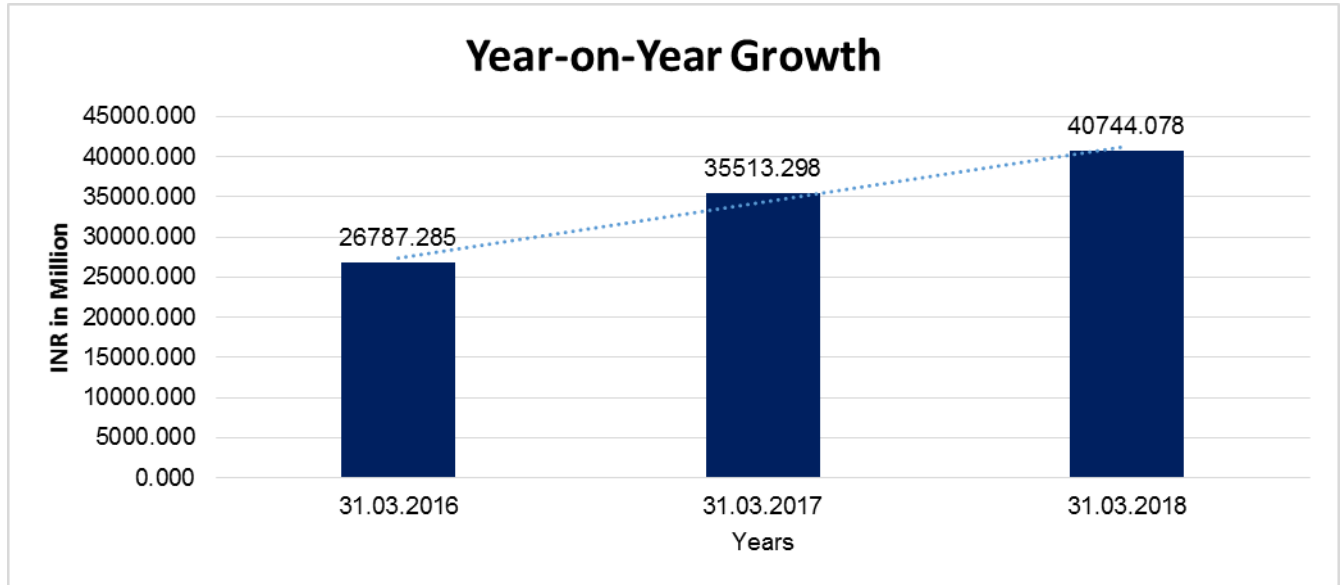
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|                                       |                 |                 |                 |
|---------------------------------------|-----------------|-----------------|-----------------|
| long-term borrowings                  | 0.000           | 177.292         | 136.569         |
| Short term borrowings                 | 2785.960        | 3026.135        | 3964.764        |
| Current maturities of long-term debts | 9.673           | 51.344          | 66.973          |
| <b>Total borrowings</b>               | <b>2795.633</b> | <b>3254.771</b> | <b>4168.306</b> |
| <b>Debt/Equity ratio</b>              | <b>2.790</b>    | <b>2.619</b>    | <b>2.935</b>    |



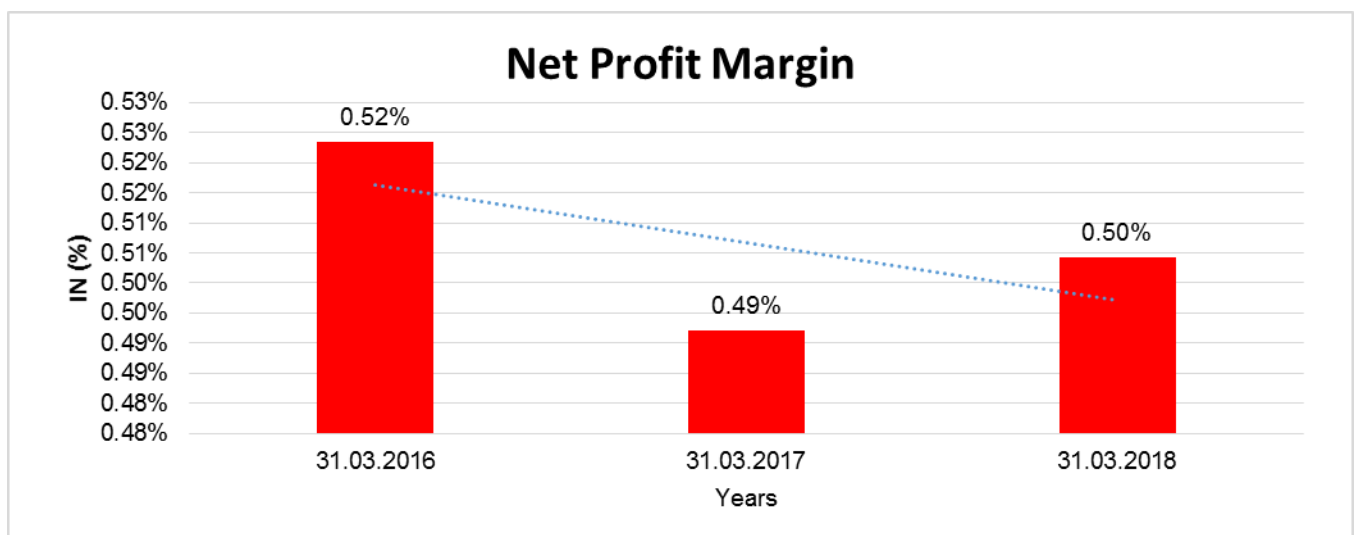
**YEAR-ON-YEAR GROWTH**

| Year on Year Growth | 31.03.2016     | 31.03.2017     | 31.03.2018     |
|---------------------|----------------|----------------|----------------|
|                     | INR In Million | INR In Million | INR In Million |
| Sales               | 26787.285      | 35513.298      | 40744.078      |
|                     |                | <b>32.575</b>  | <b>14.729</b>  |



**NET PROFIT MARGIN**

| Net Profit Margin | 31.03.2016     | 31.03.2017     | 31.03.2018     |
|-------------------|----------------|----------------|----------------|
|                   | INR In Million | INR In Million | INR In Million |
| Sales             | 26787.285      | 35513.298      | 40744.078      |
| Profit            | 140.208        | 174.794        | 205.437        |
|                   | <b>0.52%</b>   | <b>0.49%</b>   | <b>0.50%</b>   |



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**ABRIDGED BALANCE SHEET – (CONSOLIDATED)**

| SOURCES OF FUNDS                              |  | 31.03.2018       | 31.03.2017      |
|---|--|------------------|-----------------|
| <b>I. EQUITY AND LIABILITIES</b>              |  |                  |                 |
| (1) Shareholders' Funds                       |  |                  |                 |
| (a) Share Capital                             |  | 117.480          | 117.480         |
| (b) Reserves & Surplus                        |  | 1306.104         | 1131.489        |
| (c) Money received against share warrants     |  | 0.000            | 0.000           |
| (2) Share Application money pending allotment |  | 0.000            | 0.000           |
| <b>Total Shareholders' Funds (1) + (2)</b>    |  | <b>1423.584</b>  | <b>1248.969</b> |
| (3) Non-Current Liabilities                   |  |                  |                 |
| (a) long-term borrowings                      |  | 136.569          | 177.292         |
| (b) Deferred tax liabilities (Net)            |  | 62.318           | 60.787          |
| (c) Other long term liabilities               |  | 0.000            | 0.000           |
| (d) long-term provisions                      |  | 0.000            | 0.000           |
| <b>Total Non-current Liabilities (3)</b>      |  | <b>198.887</b>   | <b>238.079</b>  |
| (4) Current Liabilities                       |  |                  |                 |
| (a) Short term borrowings                     |  | 4007.107         | 3068.274        |
| (b) Trade payables                            |  | 5045.601         | 4651.168        |
| (c) Other current liabilities                 |  | 556.413          | 503.746         |
| (d) Short-term provisions                     |  | 1.000            | 1.000           |
| <b>Total Current Liabilities (4)</b>          |  | <b>9610.121</b>  | <b>8224.188</b> |
| <b>TOTAL</b>                                  |  | <b>11232.592</b> | <b>9711.236</b> |
| <b>II. ASSETS</b>                             |  |                  |                 |
| (1) Non-current assets                        |  |                  |                 |
| (a) Fixed Assets                              |  |                  |                 |
| (i) Tangible assets                           |  | 439.798          | 432.313         |
| (ii) Intangible Assets                        |  | 0.830            | 0.000           |
| (iii) Capital work-in-progress                |  | 0.000            | 0.000           |
| (iv) Intangible assets under development      |  | 0.000            | 0.000           |
| (b) Non-current Investments                   |  | 3.462            | 3.462           |
| (c) Deferred tax assets (net)                 |  | 0.000            | 0.000           |
| (d) Long-term Loan and Advances               |  | 0.000            | 0.000           |
| (e) Other Non-current assets                  |  | 0.366            | 5.278           |
| <b>Total Non-Current Assets</b>               |  | <b>444.456</b>   | <b>441.053</b>  |

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|                                   |  |                  |                 |
|-----------------------------------|--|------------------|-----------------|
| (2) Current assets                |  |                  |                 |
| (a) Current investments           |  | 25.700           | 25.177          |
| (b) Inventories                   |  | 2926.173         | 3348.860        |
| (c) Trade receivables             |  | 5775.180         | 4557.109        |
| (d) Cash and cash equivalents     |  | 1219.933         | 1021.779        |
| (e) Short-term loans and advances |  | 49.472           | 62.696          |
| (f) Other current assets          |  | 791.678          | 254.562         |
| <b>Total Current Assets</b>       |  | <b>10788.136</b> | <b>9270.183</b> |
|                                   |  |                  |                 |
| <b>TOTAL</b>                      |  | <b>11232.592</b> | <b>9711.236</b> |

**PROFIT & LOSS ACCOUNT- (CONSOLIDATED)**

|                  | PARTICULARS   |  | 31.03.2018       | 31.03.2017       |
|------------------|---|--|------------------|------------------|
|                  | <b>SALES</b>  |  |                  |                  |
|                  | Income  |  | 40744.078        | 35513.298        |
|                  | Other Income  |  | 149.902          | 191.721          |
|                  | <b>TOTAL</b>  |  | <b>40893.980</b> | <b>35705.019</b> |
|                  |   |  |                  |                  |
| <b>Less</b>      | <b>EXPENSES</b>   |  |                  |                  |
|                  | Purchases of Stock-in-Trade   |  | 38896.120        | 35085.906        |
|                  | Changes in inventories of finished goods, work-in-progress and Stock-in-Trade |  | 422.687          | (805.818)        |
|                  | Employees benefits expense  |  | 381.229          | 328.476          |
|                  | Other expenses  |  | 347.845          | 334.393          |
|                  | <b>TOTAL</b>  |  | <b>40047.881</b> | <b>34942.957</b> |
|                  |   |  |                  |                  |
|                  | <b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>     |  | 846.099          | 762.062          |
|                  |   |  |                  |                  |
| <b>Less</b>      | <b>FINANCIAL EXPENSES</b>   |  | 494.993          | 449.389          |
|                  |   |  |                  |                  |
|                  | <b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>              |  | 351.106          | 312.673          |
|                  |   |  |                  |                  |
| <b>Less/ Add</b> | <b>DEPRECIATION/ AMORTISATION</b>   |  | 34.214           | 36.262           |
|                  |   |  |                  |                  |
|                  | <b>PROFIT/ (LOSS) BEFORE TAX</b>  |  | <b>316.892</b>   | <b>276.411</b>   |
|                  |   |  |                  |                  |
| <b>Less</b>      | <b>TAX</b>  |  | 113.995          | 101.873          |
|                  |   |  |                  |                  |
|                  | <b>PROFIT/ (LOSS) AFTER TAX</b>   |  | <b>202.897</b>   | <b>174.538</b>   |
|                  |   |  |                  |                  |

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|                                   |  |      |      |
|-----------------------------------|--|------|------|
| Earnings / (Loss) Per Share (INR) |  | 3.45 | 2.97 |
|-----------------------------------|--|------|------|

**LOCAL AGENCY FURTHER INFORMATION**

| Sr. No. | Check List by Info Agents                          | Available in Report (Yes / No) |
|---------|--|--------------------------------|
| 1]      | Year of establishment                              | Yes                            |
| 2]      | Constitution of the entity Incorporation details   | Yes                            |
| 3]      | Locality of the entity                             | Yes                            |
| 4]      | Premises details                                   | No                             |
| 5]      | Buyer visit details                                | --                             |
| 6]      | Contact numbers                                    | Yes                            |
| 7]      | Name of the person contacted                       | No                             |
| 8]      | Designation of contact person                      | No                             |
| 9]      | Promoter's background                              | Yes                            |
| 10]     | Date of Birth of Proprietor / Partners / Directors | Yes                            |
| 11]     | Pan Card No. of Proprietor / Partners              | No                             |
| 12]     | Voter Id Card No. of Proprietor / Partners         | No                             |
| 13]     | Type of business                                   | Yes                            |
| 14]     | Line of Business                                   | Yes                            |
| 15]     | Export/import details (if applicable)              | No                             |
| 16]     | No. of employees                                   | Yes                            |
| 17]     | Details of sister concerns                         | Yes                            |
| 18]     | Major suppliers                                    | No                             |
| 19]     | Major customers                                    | No                             |
| 20]     | Banking Details                                    | Yes                            |
| 21]     | Banking facility details                           | Yes                            |
| 22]     | Conduct of the banking account                     | --                             |
| 23]     | Financials, if provided                            | Yes                            |
| 24]     | Capital in the business                            | Yes                            |
| 25]     | Last accounts filed at ROC, if applicable          | Yes                            |
| 26]     | Turnover of firm for last three years              | Yes                            |
| 27]     | Reasons for variation <> 20%                       | --                             |
| 28]     | Estimation for coming financial year               | No                             |
| 29]     | Profitability for last three years                 | Yes                            |
| 30]     | Major shareholders, if available                   | Yes                            |
| 31]     | External Agency Rating, if available               | Yes                            |

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|     |   |    |
|-----|---|----|
| 32] | Litigations that the firm/promoter involved in      | -- |
| 33] | Market information                                  | -- |
| 34] | Payments terms                                      | No |
| 35] | Negative Reporting by Auditors in the Annual Report | No |

### CORPORATE INFORMATION

The Company is a Public Limited Company domiciled in India and incorporated under the provisions of the Companies Act, 1956. Its shares are listed on the BSE Ltd. and National Stock Exchange of India Ltd. The Company is engaged in trading in Computer parts and peripherals, Software and Telecom Products. The Company also provides products support services for Information Technology products.

### BUSINESS PERFORMANCE:

#### Standalone:

The Company registered increase in revenue by 14.53%. The Company's revenue increased to INR 40893.980 Million compared to INR 35704.791 Million in the previous year marking an increase by INR 5189.189 Lakhs. The Company's Net Profit After Tax stood at INR 205.437 Million compared to INR 174.793 Million in the previous year recording an increase of 17.53%.

### MANAGEMENT DISCUSSION AND ANALYSIS REPORT

#### OVERVIEW:

Compuage, one of the fortune 500 (India) companies, prides itself on being the very few peerless specialist distributors to invest in providing channel partners with genuine valueadded product and services. To sum up, Compuage engages in aggressive market development through a large national reseller network. It seeks to constantly maintain the highest level of sales, marketing, operational and technical support for the benefit of its diverse range of customers

With over three decades of expertise in the industry, Compuage has emerged as India's leading IT and Mobility Distribution Company offering world-class Products and Services to its resellers through a strong distribution network across India & SAARC nations. the Company caters to dynamic requirements of all consumers, be it, SOHO, SMB, Mid-size, Large Enterprises and Government organisations through resellers and system integrators. The products and solutions of Compuage complement all the IT needs in Hardware, Software, Networking, Data Management or Storage sectors.

They combine our business knowledge and industry expertise of our domain specialists and the technical knowledge and implementation skills of our delivery team leveraging our products, platforms, partnerships and solutions in our development centers. These are widely located all across the country. Over the years, we have tied up with various renowned international brands.

The year gone by was marked by two prominent domestic policy developments; Constitutional amendment, paving the way by implementing the transformational Goods and Services Tax (GST), and demonetization of the two highest denomination notes. Though there were near-term pains on account of demonetization and challenges in GST implementation, these policies are expected to have major positive impacts on the future economic growth of the country.

#### INDUSTRY OUTLOOK:

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Today Cloud Computing is the business buzzword. It leads enterprises toward digitisation and opens up opportunities previously unavailable. Cloud adoption is no longer confined to big enterprises; even small and mid-sized businesses are considering it a worthy investment.

Compuage's Business Model consists of the latest technology in PC, Components & Peripherals, Enterprise Solutions, Physical Safety & Security, Cloud Computing and Mobility Products. The overall business model seems promising which is evident from the industry outlook explained hereunder:

### **PC, COMPONENTS & PERIPHERALS**

Over the last five years, the global PC and computer peripheral market experienced robust growth and is expected to grow rapidly in coming years too. Strong growth in the IT industry was a culmination of:

- rapid modernization of economies and growing disposable income;
- huge demand for newer technologies such as laptops, notebooks, tablets, and iPads; initiatives taken by both government and private sectors; and
- growth in IT adoption levels in education, government, and corporate sectors As per the study, general growth drivers for the industry include advanced product features with high-speed connectivity which influenced the development of this industry. Massive demand for connectors with compact size and high performance are creating more opportunities for the development of the computer and peripheral connector industry.

### **ENTERPRISE SOLUTIONS**

Today, in the age of digitalization, technology companies face increasing pressure to improve time to market and ensure their offerings are best in class. They look for onestop solutions that will cover all infrastructural requirements like networking, security, software products and so on that are typical for use by this industry only. This concept is at its infancy stage in India. Despite this, enterprises have experienced that such a concept is helping companies to enhance products and services, make better decisions, and improve its operations. This growing need is also expected to be conducive for market growth over a long span of time

### **PHYSICAL SAFETY AND SECURITY**

The global need of physical safety to an environment aimed to mitigate or reduce crime or vandalism through theft, burglaries and fire are anticipated to be the key trends driving the market. Factors such as increasing expenditure on the security of critical infrastructure by organisations, adoption of Internet of Things (IoT) & cloud-based data storages and technological developments in video surveillance are expected to contribute to the physical security growth of the market. Over the past few years, leading industries and sectors such as transportation, commercial, and banking & finance, among others have witnessed a steady increase in the number of physical incident and breaches. The physical security to an environment thus continues to evolve globally. Rising threat incidents have surged the need to reinvigorate efforts towards maintaining a high physical safety infrastructure to business as well as residential premises.

### **CLOUD COMPUTING**

- Cloud Computing is the delivery of computing services, such as servers, databases, storage, networking, software, analytics, amongst others, over the internet ("the cloud"). Cloud computing technology is relatively new but there are many corporations, government agencies, and other organisations that are beginning to adopt the use of this technology. Some of the benefits of cloud computing include the following:
  - **Costs:** Cloud Computing eliminates the capital expenses of buying hardware and software to run data centers.
  - **Speed:** Because most cloud computing services are provided on-demand, vast amounts of computing resources can be provisioned in minutes.
  - **Scale:** Cloud computing provides the ability to scale globally, meaning that companies can get the right amount of resources in virtually any geographic location.

- **Productivity:** Cloud computing removes the need for hardware set up, software patching, and other time-consuming tasks, which increase productivity of employees in IT teams across companies.
- **Performance:** Since cloud computing services are run on a worldwide network of secure datacenters, they are regularly updated to the latest generation of fast and efficient computing hardware. This offers some benefits over a single corporate datacenter, including greater economies of scale and reduced network latency for applications.
- **Reliability:** Cloud computing makes data backup, disaster recovery, and business continuity easier and less expensive. Data can be mirrored at multiple sites on the cloud computing provider's network.

Compuage is strengthening its Cloud Portfolio with enhanced efficiencies and compatible systems. There are a myriad of benefits, as mentioned above, such as costs, scale, and productivity, which are driving the growth behind the increasing use of cloud computing in IT infrastructure. Cost, however, may be the biggest reason that organisations are switching from on-premise infrastructure to cloud deployments. An organisation may save nearly 30% in cost if it were to switch from an on-premise infrastructure (i.e. having physical servers, databases, etc...) over to a cloud framework (\$630 per core per month to \$440). This clearly reveals that these significant cost savings are a huge driver behind the increasing adoption of cloud computing across organisations in the world. growth has increased substantially. The Indian economy is also affected by smartphone sales, with the smartphone market accounting for a significant portion of the GDP. India is also the fourth largest economy in terms of usage of mobile applications. With 4G services entering the Indian market, smartphone sales are expected to be at an all-time high. By 2025, India will have 700 million internet users, with the telecom market touching ` 10 trillion. The Indian government has been playing a vital role in making the country tech-savvy. The Indian mobility industry looks fertile, with new brands entering the market and making space with the existing ones. With budget phones a big hit among the educated middle class, more and more brands are jostling for space in the segment. At the same time, more expensive models are also gaining popularity. Market research predicts that it isn't too difficult for India to become the leading handset market in the years to come.

Considering the above, it is vividly clear that the overall industry outlook is very promising and Information Technology (IT) industry in India has and will play an instrumental role in making India a major player in the global horizon.

**UNSECURED LOAN**

(INR In Million)

| PARTICULAR                   | 31.03.2018<br>(INR in Million) | 31.03.2017<br>(INR in Million) |
|------------------------------|--------------------------------|--------------------------------|
| <b>Short-term Borrowings</b> |                                |                                |
| Loan from related parties    | 247.995                        | 284.465                        |
| Loan from others             | 1315.174                       | 1051.070                       |
| Deposits                     | 79.300                         | 0.000                          |
| <b>Total</b>                 | <b>1642.469</b>                | <b>1335.535</b>                |

**INDEX OF CHARGES:**

| SN o | SRN           | Charge Id     | Charge Holder Name      | Date of Creatio n | Date of Modificat ion | Date of Satisf action | Amount      | Address   |
|------|---------------|---------------|-------------------------|-------------------|-----------------------|-----------------------|-------------|---|
| 1    | G78344<br>363 | 100158<br>068 | IDBI<br>Bank<br>Limited | 23/02/2<br>018    | -                     | -                     | 500000000.0 | MARIGOLD HOUSE,<br>PLOT A 34, GROUND<br>FLOOR,CROSS<br>ROAD NO. 2,MIDC, |

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|   |               |               |   |                |                |   |              |   |
|---|---------------|---------------|---|----------------|----------------|---|--------------|---|
|   |               |               |   |                |                |   |              | ANDHERI<br>EASTMUMBAIMH400<br>093IN   |
| 2 | G57846<br>487 | 100129<br>063 | ADITYA<br>BIRLA<br>FINANC<br>E<br>LIMITED                       | 22/09/2<br>017 | -              | - | 250000000.0  | INDIAN RAYON<br>COMPOUND,VERAV<br>ALGU362266IN  |
| 3 | G08976<br>771 | 100043<br>125 | Indian<br>Bank  | 22/07/2<br>016 | -              | - | 250000000.0  | PRABHADEVI<br>BRANCH, NO. 1,<br>SANE GURUJI<br>PREMISES,386,<br>VEER SAVARKAR<br>MARG,OPP.<br>SIDDHIVINAYAK<br>TEMPLEMUMBAIMH4<br>00025IN |
| 4 | G56272<br>404 | 100025<br>118 | IDFC<br>BANK<br>LIMITED   | 25/02/2<br>016 | 09/08/201<br>7 | - | 600000000.0  | KRM TOWER, 7TH<br>FLOOR, NO.<br>1,HARRINGTON<br>ROAD,<br>CHETPET,CHENNAI<br>A600031IN   |
| 5 | G04769<br>881 | 100030<br>050 | TATA<br>CAPITA<br>L<br>FINANC<br>IAL<br>SERVIC<br>ES<br>LIMITED | 18/02/2<br>016 | -              | - | 400000000.0  | ONE FORBES,DR. V.<br>B. GANDHI MARG,<br>FORTMUMBAIMH400<br>001IN  |
| 6 | G42080<br>770 | 106060<br>08  | Punjab<br>National<br>Bank                                      | 04/12/2<br>015 | 20/04/201<br>7 | - | 1000000000.0 | LARGE CORPORATE<br>BRANCH, MAKER<br>TOWER'E' GROUND<br>FLOOR, CUFFE<br>PARADE,MUMBAIMH<br>400005IN  |
| 7 | G38334<br>223 | 101782<br>71  | CENTR<br>AL<br>BANK<br>OF<br>INDIA                              | 07/08/2<br>009 | 10/03/201<br>7 | - | 1900000000.0 | CORPROATE<br>FINANCE<br>BRANCH,1ST<br>FLOORM.M.O.BUILD<br>ING, M.G ROAD,<br>FORTMUMBAIMH400<br>023IN                                      |
| 8 | C35942<br>721 | 100758<br>37  | Bombay<br>Mercantil<br>e<br>Coopera<br>tive                     | 23/10/2<br>007 | 20/11/201<br>4 | - | 745000000.0  | 78 MOHAMEDALI<br>ROADMUMBAIMH400<br>003IN   |

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|    |               |              |  |                |                |   |              |   |
|----|---------------|--------------|--|----------------|----------------|---|--------------|---|
|    |               |              | Bank Limited                             |                |                |   |              |   |
| 9  | G34494<br>013 | 100631<br>66 | KOTAK<br>MAHIND<br>RA<br>BANK<br>LIMITED | 04/08/2<br>007 | 23/01/201<br>7 | - | 250000000.0  | 27BKC, C 27, G<br>BLOCKBANDRA<br>KURLA COMPLEX,<br>BANDRA<br>(E),MUMBAIMA40005<br>1IN   |
| 10 | G57455<br>289 | 100593<br>96 | Indian<br>Bank                           | 07/06/2<br>007 | 29/09/201<br>7 | - | 2100000000.0 | PRABHADEVI<br>BRANCH, NO. 1,<br>SANE GURUJI<br>PREMISES,386,<br>VEER SAVARKAR<br>MARG,OPP.<br>SIDDHIVINAYAK<br>TEMPLEMUMBAIMH4<br>00025IN |

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED  
30.06.2018**

| PARTICULARS                               | 30.06.2018         |
|---|--------------------|
|   | <b>[Unaudited]</b> |
| <b>1. Income from Operations</b>          |                    |
| Net Sales/income from operations          | 8735.468           |
| Other Operating Income                    | 42.180             |
| <b>Total income from operations (net)</b> | <b>8777.648</b>    |
| <b>Expenses</b>                           |                    |
| Cost of goods sold                        | 8371.409           |
| Employee benefits expense                 | 97.384             |
| Depreciation and Amortization Expenses    | 9.929              |
| Other Expenses                            | 96.137             |
| Finance Costs                             | 126.757            |
| <b>Total expenses</b>                     | <b>8701.616</b>    |
| <b>Profit/ (Loss) before tax</b>          | <b>76.032</b>      |
| Tax expenses                              | 25.851             |
| <b>Net Profit / (Loss) after tax</b>      | <b>50.181</b>      |
| <b>Earnings / (Loss) Per Share (INR)</b>  | <b>0.85</b>        |

**NOTE:**

1. The unaudited financial results of the Company have been prepared in accordance with the Indian Accounting Standards (Ind As) as prescribed under section 133 of the Companies Act 2013 read with the Companies (Indian Accounting Standard) Rules, 2015 (as amended).

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2. The format for the above results as prescribed in SEBI's Circular No. CIR/CFD/CMD/15/2015 dated November 30, 2015 has been modified to comply with requirements of SEBI's Circular dated July 5, 2016, Ind AS and Schedule III (Division II) to the Companies Act, 2013 applicable to companies that are required to comply with Ind AS.

3. The Company operates only in one reportable segment.

4. The figures for the quarter ended March 31, 2018 are the balancing figures between Audited figures for the year ended March 31, 2018 and published year to date figures upto the third quarter ended December 31, 2017 being the date of the end of the third quarter of respective year, which were subjected to limited review.

5. The above financial results were reviewed by the Audit Committee and thereafter approved by the Board of Directors at their meeting held on Friday, August 10, 2018. The Statutory Auditors of the Company have expressed an unmodified audit opinion.

6. Provision for tax, including deferred tax, has been worked out at normal corporate tax rates.

7. The figures of the previous periods have been regrouped, rearranged, reclassified or reworked as necessary to confirm to the current year accounting treatment.

**CONTINGENT LIABILITIES:**

| PARTICULARS  | (INR in million) |            |
|--|------------------|------------|
|  | 31.03.2018       | 31.03.2017 |
| Disputed demands in respect of VAT/Custom Duty<br>(Based on legal opinion, the Company does not feel any liability will arise and hence no provision has been made in the accounts.) | 64.925           | 64.912     |

**FIXED ASSETS**

- Office Premises
- IT Equipment
- Vehicles Office
- Equipment
- Furniture and Fixture
- Property, Plant and equipment

**CMT REPORT (Corruption, Money Laundering & Terrorism]**

The Public Notice information has been collected from various sources including but not limited to: **The Courts, India Prisons Service, Interpol, etc.**

**1] INFORMATION ON DESIGNATED PARTY**

No records exist designating subject or any of its beneficial owners, controlling shareholders or senior officers as terrorist or terrorist organization or whom notice had been received that all financial transactions involving their assets have been blocked or convicted, found guilty or against whom a judgement or order had been entered in a proceedings for violating money-laundering, anti-corruption or bribery or international economic or anti-terrorism sanction laws or whose assets were seized, blocked, frozen or ordered forfeited for violation of money laundering or international anti-terrorism laws.

**2] Court Declaration :**

No records exist to suggest that subject is or was the subject of any formal or informal allegations, prosecutions or other official proceeding for making any prohibited payments or other improper payments to government officials for engaging in prohibited transactions or with designated parties.

**3] Asset Declaration :**

No records exist to suggest that the property or assets of the subject are derived from criminal conduct or a prohibited transaction.

**4] Record on Financial Crime :**

Charges or conviction registered against subject: **None**

**5] Records on Violation of Anti-Corruption Laws :**

Charges or investigation registered against subject: **None**

**6] Records on Int'l Anti-Money Laundering Laws/Standards :**

Charges or investigation registered against subject: **None**

**7] Criminal Records**

No available information exist that suggest that subject or any of its principals have been formally charged or convicted by a competent governmental authority for any financial crime or under any formal investigation by a competent government authority for any violation of anti-corruption laws or international anti-money laundering laws or standard.

**8] Affiliation with Government :**

No record exists to suggest that any director or indirect owners, controlling shareholders, director, officer or employee of the company is a government official or a family member or close business associate of a Government official.

**9] Compensation Package :**

Our market survey revealed that the amount of compensation sought by the subject is fair and reasonable and comparable to compensation paid to others for similar services.

**10] Press Report :**

No press reports / filings exists on the subject.

**CORPORATE GOVERNANCE**

MIRA INFORM as part of its Due Diligence do provide comments on Corporate Governance to identify management and governance. These factors often have been predictive and in some cases have created vulnerabilities to credit deterioration.

Our Governance Assessment focuses principally on the interactions between a company's management, its Board of Directors, Shareholders and other financial stakeholders.

**CONTRAVENTION**

Subject is not known to have contravened any existing local laws, regulations or policies that prohibit, restrict or otherwise affect the terms and conditions that could be included in the agreement with the subject.

**FOREIGN EXCHANGE RATES**

| Currency  | Unit | INR       |
|-----------|------|-----------|
| US Dollar | 1    | INR 72.55 |
| UK Pound  | 1    | INR 94.94 |
| Euro      | 1    | INR 84.40 |

**INFORMATION DETAILS**

|                                  |     |
|----------------------------------|-----|
| <b>Information Gathered by :</b> | NGL |
| <b>Analysis Done by :</b>        | PSD |
| <b>Report Prepared by :</b>      | RKI |

**SCORE FACTORS**

|                             |        |     |
|-----------------------------|--------|-----|
| DEMERIT POINTS              |        |     |
| --BANK CHARGES              | YES/NO | YES |
| --LITIGATION                | YES/NO | NO  |
| --OTHER ADVERSE INFORMATION | YES/NO | NO  |
| MERIT POINTS                |        |     |
| --SOLE DISTRIBUTORSHIP      | YES/NO | NO  |
| --EXPORT ACTIVITIES         | YES/NO | NO  |
| --AFFILIATION               | YES/NO | YES |
| --LISTED                    | YES/NO | YES |
| --OTHER MERIT FACTORS       | YES/NO | YES |

**RATING EXPLANATIONS**

| Credit Rating | Explanation      | Rating Comments  |
|---------------|------------------|--|
| A++           | Minimum Risk     | Business dealings permissible with minimum risk of default     |
| A+            | Low Risk         | Business dealings permissible with low risk of default         |
| A             | Acceptable Risk  | Business dealings permissible with moderate risk of default    |
| B             | Medium Risk      | Business dealings permissible on a regular monitoring basis    |
| C             | Medium High Risk | Business dealings permissible preferably on secured basis      |
| D             | High Risk        | Business dealing not recommended or on secured terms only      |
| NB            | New Business     | No recommendation can be done due to business in infancy stage |
| NT            | No Trace         | No recommendation can be done as the business is not traceable |

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)

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