Creative Peripherals and Distribution Limited

Result Update Presentation – Q3 & 9M FY19
January 2019

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Creative Peripherals

Management Comment

Commenting on performance of Q3 & 9M FY19, ***Mr. Ketan Patel, Chairman & Managing Director of Creative Peripherals & Distribution Ltd.*** *Said:*

"We are happy to share that our financial performance for the third quarter for the financial year 2018-19 has been in line with our targets. We delivered over 60% revenue growth, more than 55% EBITDA growth and a 70% PAT growth. This is mainly on the back on increased contribution of higher margin value-added products in the imaging & IT business segments like GoPro, Honeywell, Olympus, ViewSonic etc. In fact, the sales from the niche and reputed brand GoPro increased more than three times in nine months of 2019 compared the corresponding previous period.

We are proud to share that we expanded our exclusive Trademark Licensing Agreement with Honeywell International Inc. for selling and marketing of Honeywell products in additional six countries along with India namely Saudi Arabia, United Arab Emirates, Bahrain, Oman, Qatar and Kuwait. In addition to this, we have also received approval to expand its product portfolio under this trademark licensing agreement to Wireless Networking category of products. We have launched two variants of Zest Wireless Chargers under Honeywell brand which is need of the hour and our Company expects huge demand for such products in India and abroad. These Zest wireless chargers are Qi certified with Portable & Elegant design which are compatible with all Qi enabled smart phones. They have guaranteed protection with built in Over-current, Over-Voltage & Over-Temperature.

Also, GoPro officially launched their most awaited camera in India- HERO 7 in three variants – Hero 7 Black, Silver and White. With the onset of festive season in India, we received significant inquires and pre-booking across E-commerce platforms and the Modern Trade & Photo specialist stores for all our products. We continue to focus on increasing revenue mix of such high margin yielding products.

We are also happy to share that the Board of Directors has approved the Company's migration from NSE SME Exchange to the NSE Main Board Exchange. This is in line with the vision of the Company to evolve as an accomplished Modern Retail and E-commerce Distribution Specialist in the Indian and Middle East markets.

Our goal remains to be the best market entry specialist for niche brands seeking entry into the Indian markets. Our pan India presence helps us provide a unique solution to our clients. It is a matter of pride to be associated with prestigious brands that we partner with and promise to deliver on the trust they place in us. I would like to thank our channel partners, our business partners, and our employees for their invaluable support and belief in us which drives us to deliver robust performance every quarter."

Key Developments During Q3 & 9M FY19

Creative Peripherals

- ✓ Bagged and successfully executed new order of InVue products worth USD 345,123. This order was mainly for Invue's flagship product of Series 950. Over 4,200 units of ordered - valued at USD 107,858.25 of total order in month of December 2018

- ✓ In October 2018, launched two variants of Zest Wireless Chargers under Honeywell brand. These Zest wireless chargers are Qi certified with Portable & Elegant design - and are compatible with all Qi enabled smart phones. They have guaranteed protection with built in Over-current, Over-Voltage & Over-Temperature

- ✓ In October 2018, launched GoPro HERO 7 in three variants – Hero 7 Black, Silver and White. This camera was launched in India, three days ahead of any other country outside APAC region and received significant & strong response. Topmost selling model - Hero 7 Black received overwhelming response with selling more than 1,000 units in first week itself on e-commerce giant platform

Financial Highlights

Quarterly Performance Highlights – Q3 FY19 (YoY)

Creative Peripherals

63.40%

Revenue Rs 99.97 Cr

58.77%

EBITDA Rs 3.65 Cr

69.83%

PAT Rs 1.42 Cr

69.44%

EPS Rs 2.44 VS Rs. 1.44 (Q3 FY18)

Robust & strong growth across all categories - especially Imaging & IT

Key Quarterly Financial Highlights

Creative Peripherals

Rs. Cr	Q3 FY19	Q3 FY18	YoY%	Q2 FY19
Income From Operations	98.80	60.76		79.00
Other Operating Income	1.17	0.42		0.08
Total Income from Operations	**99.97**	**61.18**	**63.40%**	**79.08**
Raw material	90.56	54.59		71.79
Employee Cost	1.71	1.50		1.65
Other Cost	4.05	2.80		2.83
Total Expenditure	**96.32**	**58.88**		**76.27**
EBITDA	**3.65**	**2.30**	**58.77%**	**2.81**
EBITDA Margin (%)	**3.65%**	**3.75%**		**3.55%**
Interest	1.30	0.99		1.04
Depreciation	0.17	0.04		0.15
Other Income	0.00	0.00		0.00
Exceptional Item	0.00	0.00		0.00
Profit Before Tax	**2.17**	**1.27**	**71.70%**	**1.62**
Tax	0.75	0.43		0.57
PAT	**1.42**	**0.84**	**69.83%**	**1.05**
PAT Margin (%)	**1.42%**	**1.37%**		**1.33%**
EPS in Rs.	**2.44**	**1.44**	**69.44%**	**1.81**

- **Revenue increased on account of higher sales in imaging & IT businesses**
- **Demand driven by products of niche reputed brands - GoPro, Honeywell, ViewSonic, Olympus**
- **EBITDA growth mainly on back of improving operational efficiencies and increased revenues**

Nine Months Performance Highlights – 9M FY19 (YoY)

Creative Peripherals

48.45%
Revenue Rs 256.51 Cr

72.58%
EBITDA Rs 9.14 Cr

49 bps
EBITDA Margin 3.56%

71.96%
PAT Rs 3.43 Cr

19 bps
PAT Margin 1.34%

71.51%
EPS Rs 5.90 VS Rs. 3.44 (9M FY18)

Robust & strong growth across all categories - especially Imaging & IT

Nine Months Performance Highlights – 9M FY19 (YoY)

Creative Peripherals

Rs. Cr	9M FY19	9M FY18	YoY%
Income From Operations	255.24	171.83	
Other Operating Income	1.27	0.96	
Total Income from Operations	**256.51**	**172.79**	**48.45%**
Raw material	232.44	156.78	
Employee Cost	4.97	4.17	
Other Cost	9.95	6.54	
Total Expenditure	**247.37**	**167.50**	
EBITDA	**9.14**	**5.30**	**72.58%**
EBITDA Margin (%)	**3.56%**	**3.07%**	**50 bps**
Interest	3.31	2.21	
Depreciation	0.35	0.10	
Other Income	0.00	0.00	
Exceptional Item	0.00	0.00	
Profit Before Tax	**5.49**	**2.99**	
Tax	2.06	0.99	
PAT	**3.43**	**1.99**	**71.96%**
PAT Margin (%)	**1.34%**	**1.15%**	**19 bps**
EPS in Rs.	**5.90**	**3.44**	**71.51%**

- **Revenue increased on account of higher sales in imaging & IT businesses**
- **Demand driven by products of niche reputed brands - GoPro, Honeywell, ViewSonic, Olympus**
- **EBITDA growth mainly on back of improving operational efficiencies and increased revenues**

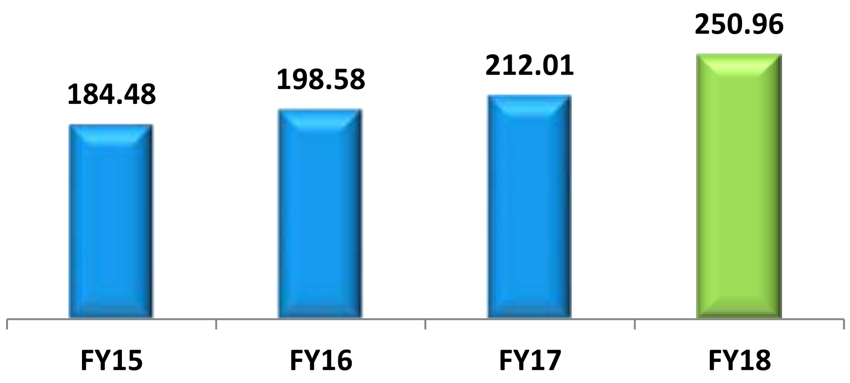
Balance Sheet Highlights- As on 30th September

Rs. Cr	As on 30th Sept 2018	As on 31st March 2018
Shareholder's Funds	**29.96**	**27.95**
Share capital	5.80	5.80
Reserves & Surplus	24.16	22.15
Non-current liabilities	**5.00**	**0.09**
Long term borrowings	5.00	0.09
Defer Tax liabilities	0.00	0.00
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.00	0.00
Current liabilities	**67.78**	**73.62**
Short Term Borrowings	30.24	25.15
Trade Payables	26.32	34.23
Other Current liabilities	8.60	12.19
Short-term provisions	2.62	2.05
Total Equities & Liabilities	**102.73**	**101.66**

Rs. Cr	As on 30th Sept 2018	As on 31st March 2018
Non-current assets	**9.93**	**9.64**
Tangible Assets	8.14	7.65
Non-current Investments	1.44	1.38
Net Deferred Tax Asset	0.06	0.26
Long-term loans & advances	0.00	0.00
Other non-current assets	0.00	0.00
Miscellaneous Expenses	0.29	0.34
Current assets	**92.79**	**92.02**
Inventories	22.81	27.92
Trade receivables	41.90	42.85
Cash & Cash equivalents	2.29	2.24
Short-term loans & Advances	25.79	19.02
Other Current Assets	0.00	0.00
Total Assets	**102.73**	**101.66**

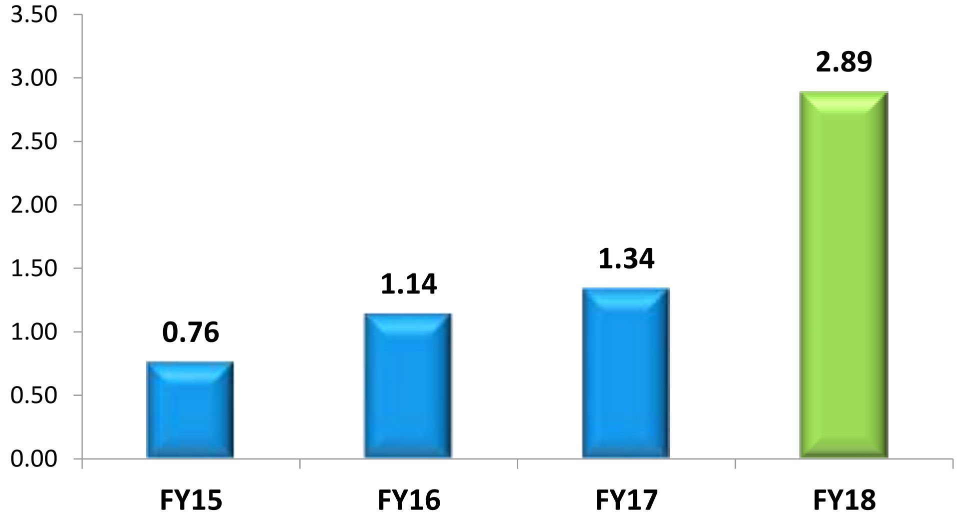
Annual Financial Highlights

Revenue (Rs. Cr)



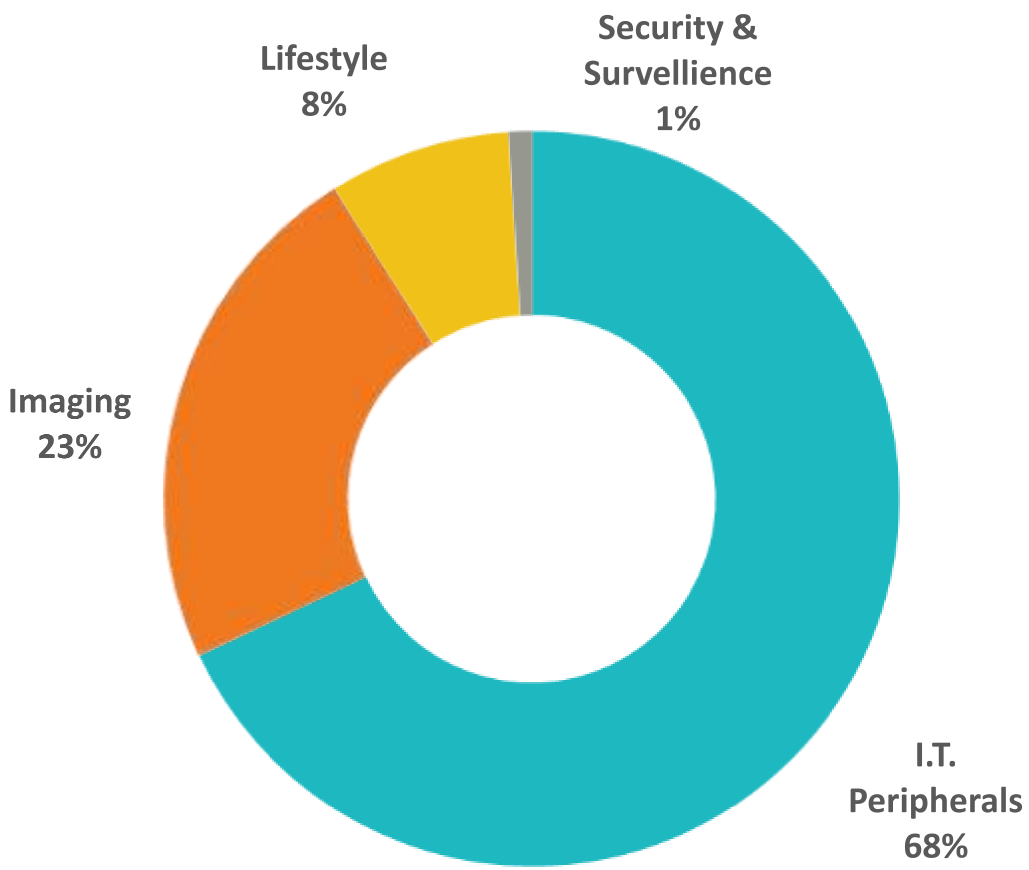
EBITDA (Rs. Cr)

PAT (Rs. Cr)

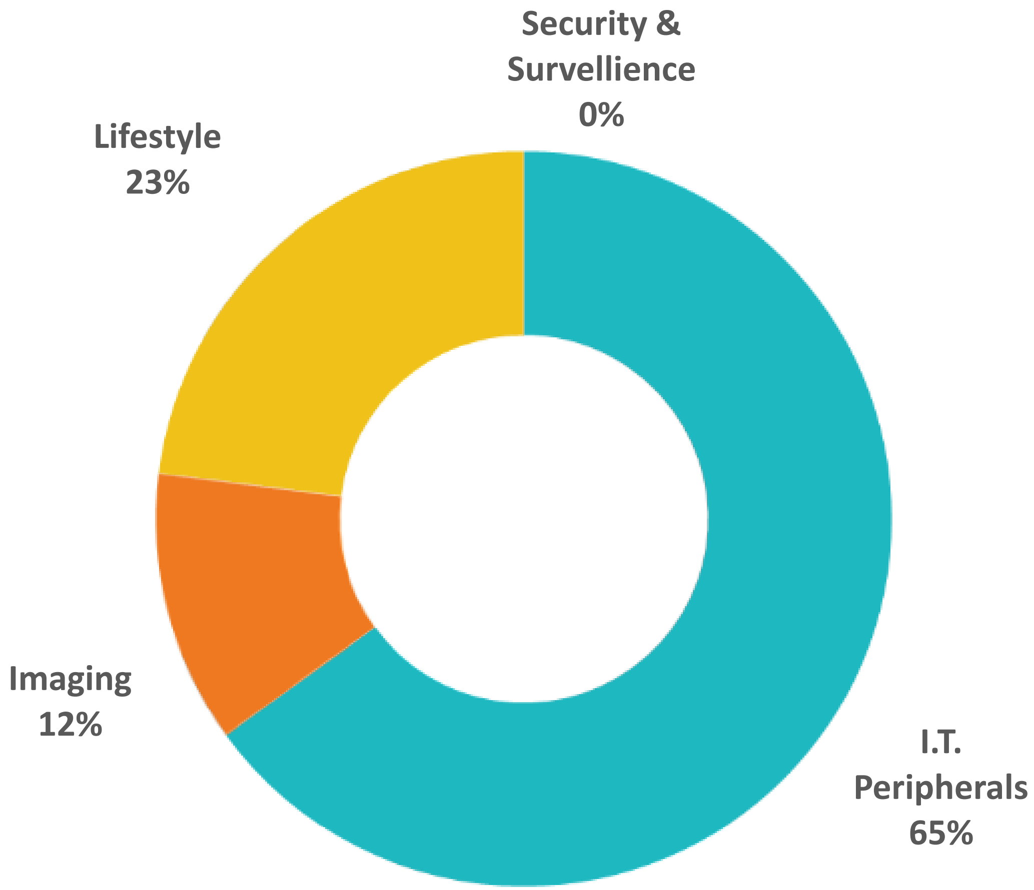


Revenue Contribution – Business category

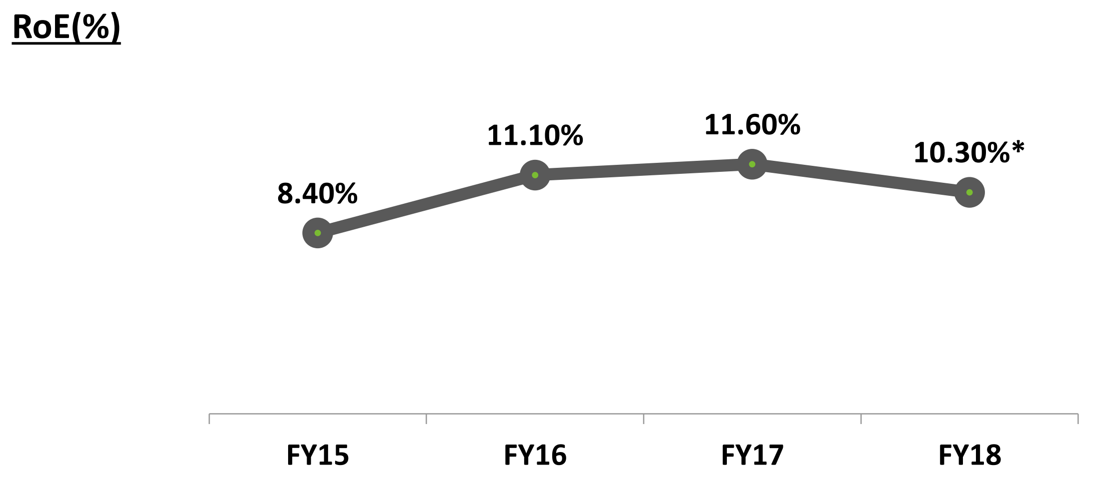
FY2018

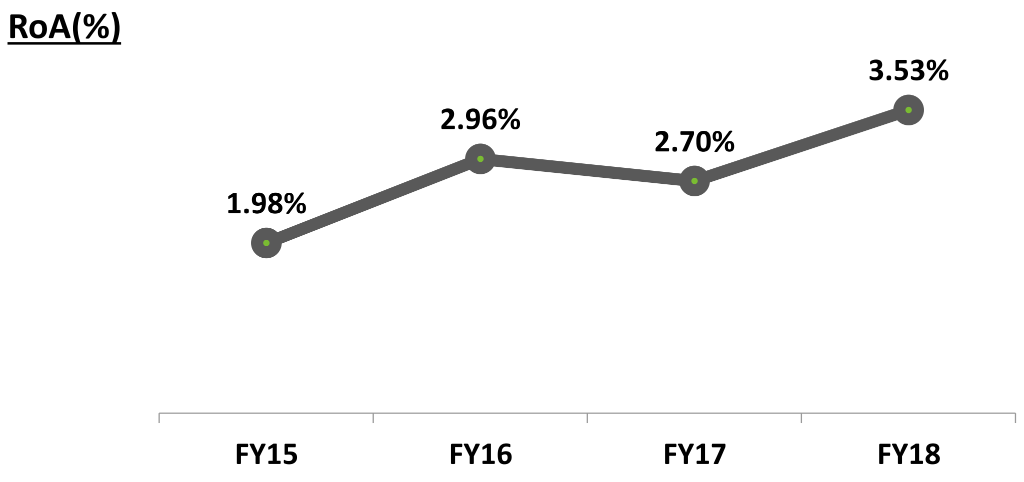


FY2017



Consolidated Key Return Ratios





Return on Assets reflects impact of new high-end product additions in existing businesses and new Security business started in FY18

** On account of equity base increasing as company raised money through IPO*

RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets

Annual Financial Highlights

Creative Peripherals

Rs. Cr	FY18	FY17	YoY%
Income from Operations	249.83	210.95	18.43%
Other Operating Income	1.12	1.06	
Total Income from Operations	**250.96**	**212.01**	**18.37%**
Raw material	226.41	196.88	
Employee Cost	5.76	4.99	
Other Cost	11.28	4.98	
Total Expenditure	**243.45**	**206.85**	
EBITDA	**7.51**	**5.17**	**45.35%**
EBITDA Margin%	**2.99%**	**2.44%**	**55bps**
Interest	3.02	2.91	
Depreciation	0.14	0.15	
Other Income	0.00	0.00	
Exceptional Item	0.00	0.00	
Profit Before Tax	**4.34**	**2.11**	
Tax	1.46	0.77	
PAT	**2.89**	**1.34**	**115.51%**
PAT Margin%	**1.15%**	**0.63%**	**52bps**
EPS in Rs.	**5.02**	**5.75**	

*Company raised funds through IPO in April 2017

Balance Sheet Highlights- As on 31st March

Rs. Cr	As on 31st March 2018	As on 31st March 2017
Shareholder's Funds	**27.95**	**11.56**
Share capital	5.80	4.00
Reserves & Surplus	22.15	7.56
Non-current liabilities	**0.09**	**0.09**
Long term borrowings	0.09	0.09
Defer Tax liabilities	0.00	0.00
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.00	0.00
Current liabilities	**73.62**	**50.16**
Short Term Borrowings	25.15	23.20
Trade Payables	34.23	23.16
Other Current liabilities	12.19	3.10
Short-term provisions	2.05	0.70
Total Equities & Liabilities	**101.66**	**61.81**

Rs. Cr	As on 31st March 2018	As on 31st March 2017
Non-current assets	**9.64**	**0.56**
Tangible Assets	7.65	0.28
Non-current Investments	1.38	0.00
Net Deferred Tax Asset	0.26	0.19
Long-term loans & advances	0.00	0.00
Other non-current assets	0.00	0.00
Miscellaneous Expenses	0.34	0.09
Current assets	**92.02**	**61.25**
Inventories	27.92	20.94
Trade receivables	42.85	28.29
Cash & Cash equivalents	2.24	1.73
Short-term loans & Advances	19.02	10.29
Other Current Assets	0.00	0.00
Total Assets	**101.66**	**61.81**

*Company raised funds through IPO in April 2017

Company Overview

Who we are

Specialists in Market Penetration & Distribution
in IT, Imaging, Lifestyle and Security domains

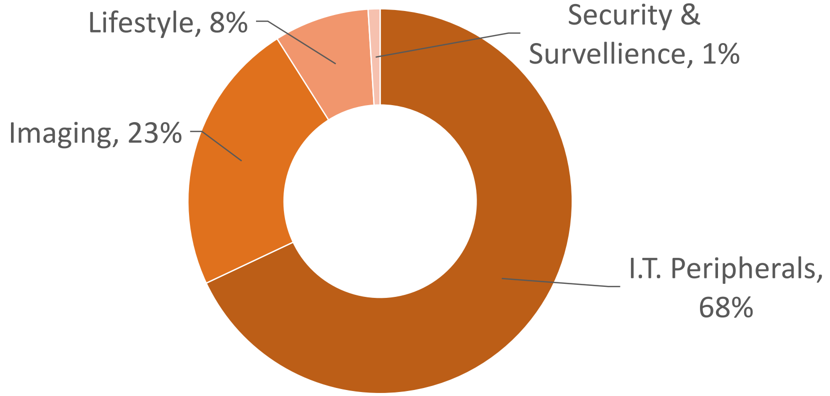
- Industry leader specialising in market entry for **global brands** in India
- Specialist in leveraging partners' market positioning and **enhancing partners' business value**
- **Fastest growing** national distributor 2014-15 (Digital Terminal)
- **Unique** distribution model, well-placed to capitalise on market opportunities
- FY18 Revenues of Rs 251 Crores

25+ Brands

3200+ Products

5000 + Partners

Share of Revenue – FY18



Journey so far…

Creative Peripherals

1992

- Started ‘Creative Computers‘ - proprietary trading concern with 02 employees

2005

- Change to Creative Peripherals & Distribution Pvt. Ltd.
- MICROSOFT Best Retailer Award
- EPSON Best Channel Partners Award, Best Performer award for Inkjet printer & All in One

2007

- Epson Business Partner
- AOC Asia -Pacific- Excellent Distributor Award

2010

- Foray into Lifestyle business
- SENNHEISER Best Distributor Consumer segment Of Year
- BELKIN Jo Jeeta Wohi Sikandar Award

2013

- Foray into Imaging business
- Exclusive Photo Distribution from Vitec Group of Italy for Manfrotto
- Exclusive distribution for 5 new global IT vendors

2015

- Reliance Digital ‘Best Fulfillment Partner’
- Exclusive distribution for 8 new global brands

2016

- Distribution license received for GoPro

2017-18

- Change to Public Limited- Listing on NSE- SME Platform
- Forayed into Security and Surveillance business
- Exclusive license for Honeywell
- Received ‘Licensing Partner of the year 2017’ award from Honeywell
- Addition of 5 new Honeywell branded products
- Renewal of partnership agreement with Samsung
- Agreement with Shyam Telecom Ltd. For distribution of Motorola accessories & with DgFlick Solutions Pvt. Ltd. to distribute software products in India
- Expands Trademark Licensing agreement with Honeywell with geographic expansion to Middle East countries along with added new products
- Agreement with Future Tech Electronics Pvt. Ltd. to become authorized Distributor for selling and marketing of LED TV’s for DAEWOO, MEPL & INDICOOL brands in India
- Awarded ‘Best Trade Show Execution’ by Vitec Group for seamless execution of Consumer Electronic Imaging Fair – CEIF 2018.
- Signed Exclusive Agreement with InVue Security Products Corp. to distribute their products nationally.
- Signed Agreement with ASRock Inc.to distribute their motherboards in India
- Received “Best Fulfilment Partner 2017” award from Reliance Digital
- Renewed National Authorised Distribution Agreement with Apple India Pvt. Ltd.
- Renewed distribution agreement with Vitec Group of Italy for their top brands Manfrotto and Gitzo for 5th Consecutive year
- Launched GoPro Hero 7 series Products – HERO 7 Black, HERO 7 Silver, HERO 7 White

Key Team

Mr. Ketan Patel
Chairman & Managing Director

- IIM - B Alumnus with Engineering in Computer Technology from Mumbai University
- With over three decades of experience, he has built expertise in business strategy, planning, product marketing and people management
- Responsible for maintaining vendor relations & new product development

Mrs. Purvi Patel
Whole Time Director

- She holds a Diploma in Pharmacy with graduation in Computer Programming
- Responsible for human resource, administration and logistics functions

Abhijit Kanvinde
Chief Financial Officer

- Chartered Accountant with over 20 years of strong and multi-industry experience
- Worked in companies like Garnier India, Novartis Consumer Health, Shringar Cinemas, etc
- Has been CFO of listed company for over 6 years, also successfully completed the IPO 2x in his career

Vijay Advani
Whole Time Director

- Bachelor of Commerce from Mumbai University, with over 32 years of experience
- His expertise lies in business planning, execution and key account management. He has over a decade's experience in Value Added Distributors Industry, including companies like General Electronics

Upendra Singh
National Sales Head

- Bachelor of Commerce from Ranchi University, with nearly three decades experience in Sales & Marketing
- His expertise lies in vendor management, sales generation & market penetration. With over 11 years' experience in IT hardware industry, he drives national channel & corporate sales

Amol Patil
National Product Head

- MBA in Marketing with Engineering in Electronics and Telecom, with over 20 years' experience in the IT industry
- His expertise lies in identifying latest market opportunities with excellent team management and execution skills. He is responsible for profitable management of products portfolio

Awards & Recognitions

"Most Valuable Partner "
- ADATA

"Excellence Distributor"
- AOC Asia Pacific

"Best Distributor in the Consumer segment"
*- **Sennheiser***

*"**Microsoft** Best Retailer Award"*

Best Trade Show Execution –
Vitec Group

"Long Term Partnership & Best Distributor"
*- **Sennheiser***

*"**Reliance Digital** Brand of the Year & Best Fulfilment Partner"*

"Smart Photography Award 2016" ***- Olympus***

"Jo Jeeta Wohi Sikandar" –
Belkin

"Partner of the Year 2017" -
Honeywell

Industry Overview

Technology distributors have evolved, navigating challenges

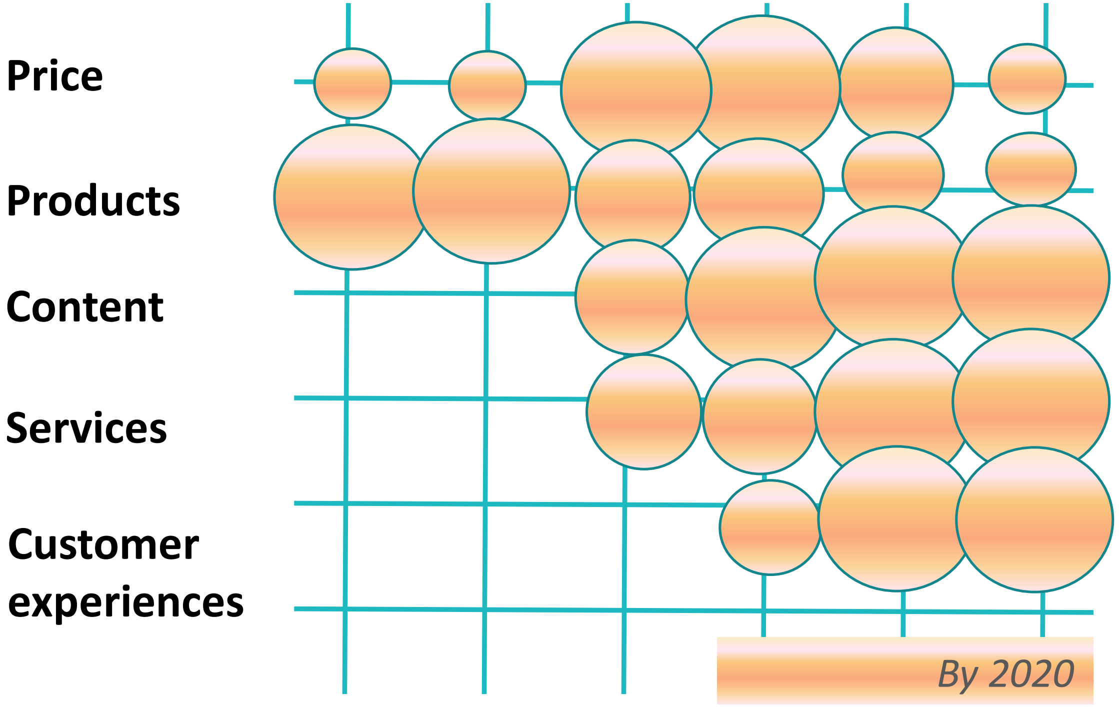
Creative Peripherals

	Cycle I 'Dawn of the PC era' 1970s-1980s	Cycle II Internet Grows Globally 1990s	Cycle III MSPs, Mobility advance 2000s	Cycle IV Digital disruption Current
Key Characteristics	• "Pick, pack and ship" • End-users chained to desktop	• Distributor financing programs fund channels • Wireless technology, e-Commerce models	• Shift to "problem solving" • Managed services • Internet enabled solutions and services	• Market shift from "products" to "experiences" • Connected ecosystems • Big Data, device management, Cloud and IoT
What was needed to succeed	• Capital • Scale	• Innovation • Skilled developers	• Capital • Expertise • Information sharing	• Access to partnerships • Scale & Skills • Customer intimacy, information network
Addressable market size	**<$100 BN**	**<$300 BN**	**$650 BN +**	**$900 BN +**
Key challenges	• Capital Intensive • Monolithic • Unresponsive	• Complex environment • High cost • Skills gap	• Extreme price-sensitivity • Lack of innovation • Skills gap	• Widening skills gap • Transformation pressure • Poor execution of brand strategy

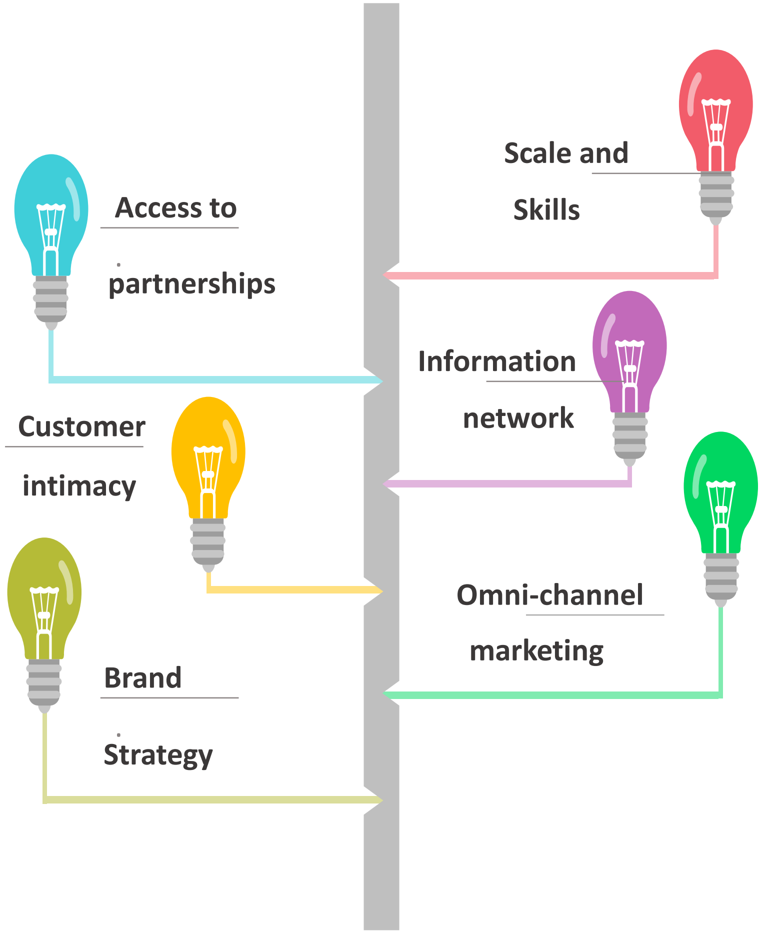
Source: Global Technology Distribution Council, Industry Reports

Digital Transformation : From “Product” to “Experience”

Creative Peripherals



What is needed?



*By 2020, **CUSTOMER EXPERIENCE** is set to overtake **PRICE** and **PRODUCT** as the most important **BRAND DIFFERENTIATOR***

We are leading the Digital Disruption Cycle

Creative Peripherals

Scale & Skills

5000+ Partners

3200+ Products

26 Branches

135+ employees

25+ Brands

Integrated Distribution Model

100+ Trained, professional sales staff

Region-wise sales targets

Market Research

Strategic Planning

Pre-Sales

State-of-the-art Sales Processes

Building customer intimacy and improving partnerships

1200+ Trainings conducted at shop level annually

POP Installations at point-of-sale locations

150+ On-ground events conducted for brand promotion

Reseller workshops and product demos

Technology – driven innovations and brand strategy

Identifying right vendors & partners

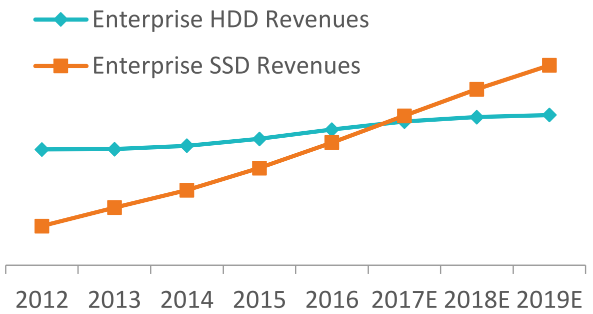
Enabling newcomers/channel partners leverage their capabilities

Continually vetting tech landscape for ideal products and solutions

Supporting ramp-up in multiple countries/ regions with cost-effective scalable processes

Ensuring vendors have right structure for global channel programs

Key trends – Business category : IT

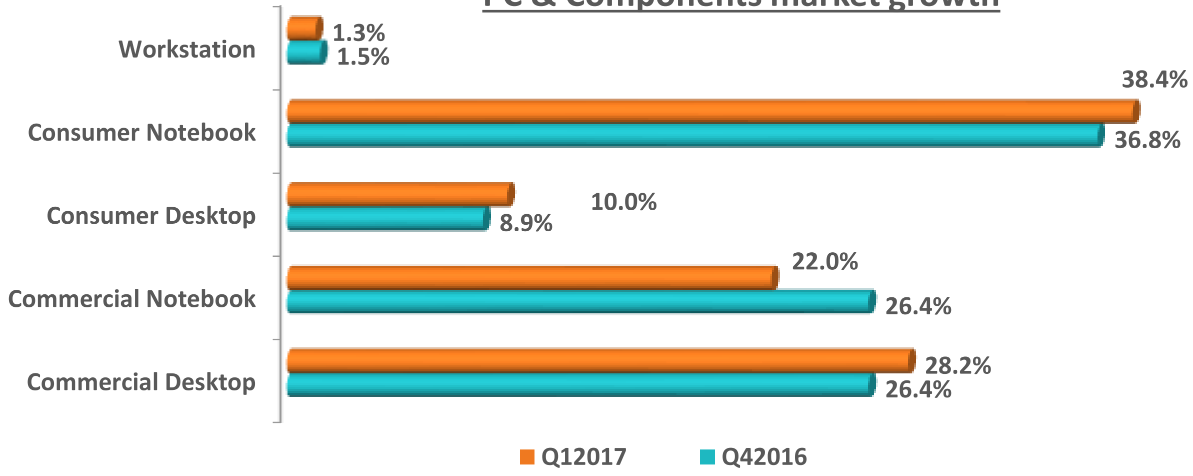


India Storage Market Growth

17.5%

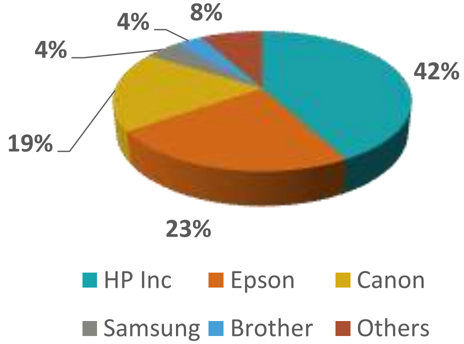
Storage: Enterprise SSD storage revenues crossover HDD data

PC & Components market growth



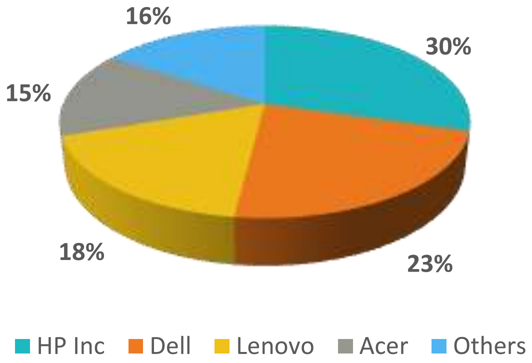
India Market – Hardcopy Peripherals	
Q42016	7,95,188
Q1 2017	7,99,164
Growth %	0.5%

Top vendors by Market share



PC & Components: Desktop shipments growth bouncing back

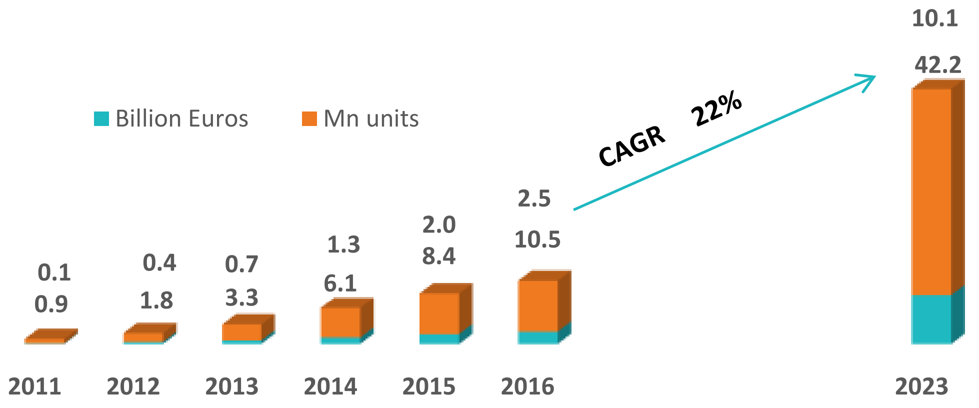
Top vendors by Market share



Peripherals: Steady growth in Printers & Monitors

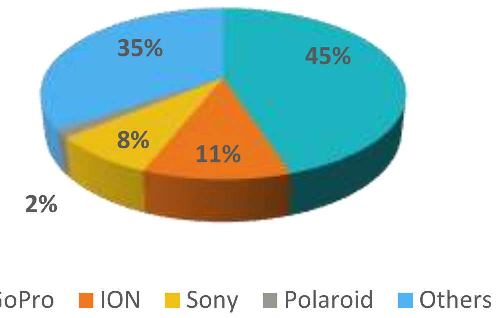
Source: Gfk Nielsen Retail Audit Data, Dec 2016; Industry Reports

Key trends – Business category : Imaging



Global Action Cameras market seen at over 10 Bn Euros by 2023

Top vendors by Market share



Growth drivers

Product Innovation
Innovations like Flash higher storage, VR/AR, 360 degree images, longer battery life, connectivity through Wi-fi, bluetooth driving growth

Social Media Marketing
Facebook, Twitter, Instagram, YouTube, other social media platforms used for product promotions

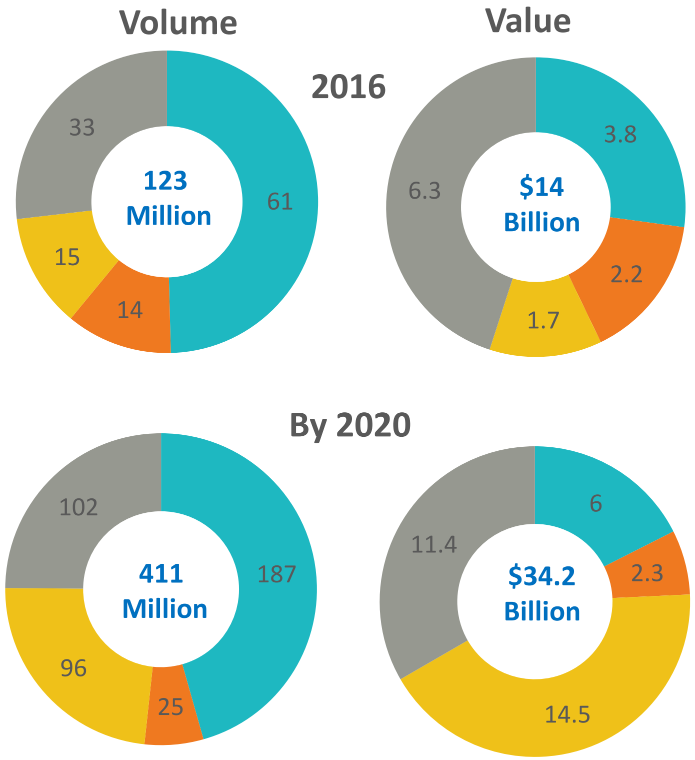
Imaging for Business
- Virtual Reality (VR) Glasses can fit into any hardware or PC
- Augmented Reality (AR) reads bar codes in a warehouse and acts as virtual monitor
- Security systems for monitoring buildings, properties
- Media, healthcare, automotive, industrial usages

Source: Gfk Nielsen Retail Audit Data, Dec 2016; Industry Reports

Key trends – Business category: Lifestyle Gadgets

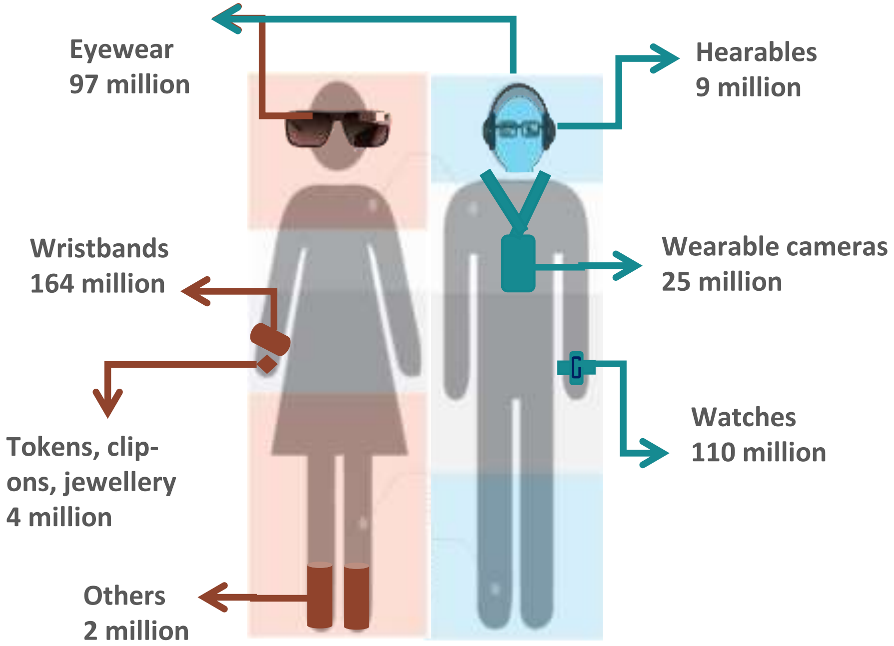
Creative Peripherals

Global wearables market size

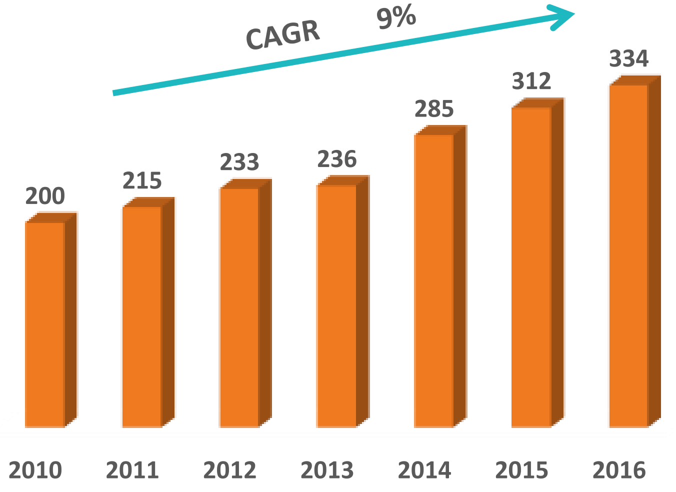


- VR & AR Headsets
- Smartwatches & smartphone companions
- Fitness, activity & sports trackers
- Wearable cameras

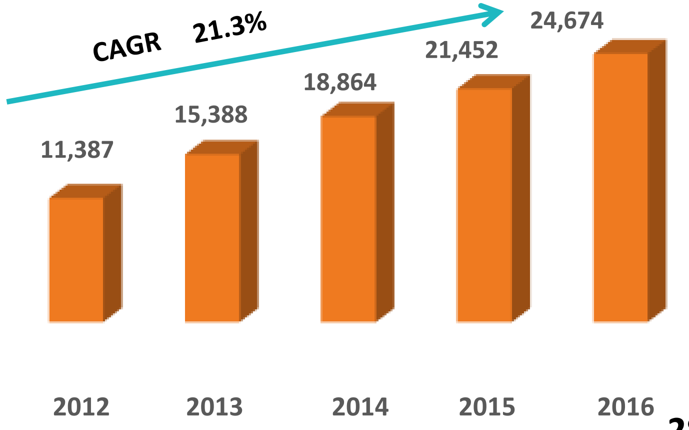
Device sales by 2020



Headphones & Earphones Market Opportunity



Panel TV Market Opportunity



Smartphones market has stabilized, incremental growth driven by durables like Panel TVs
Smart audio, headphones and ear phones market to see exponential growth

Source: Gfk Nielsen Retail Audit Data, Dec 2016; CCS Insight, Industry Reports

Business Overview

Integrated Distribution Model

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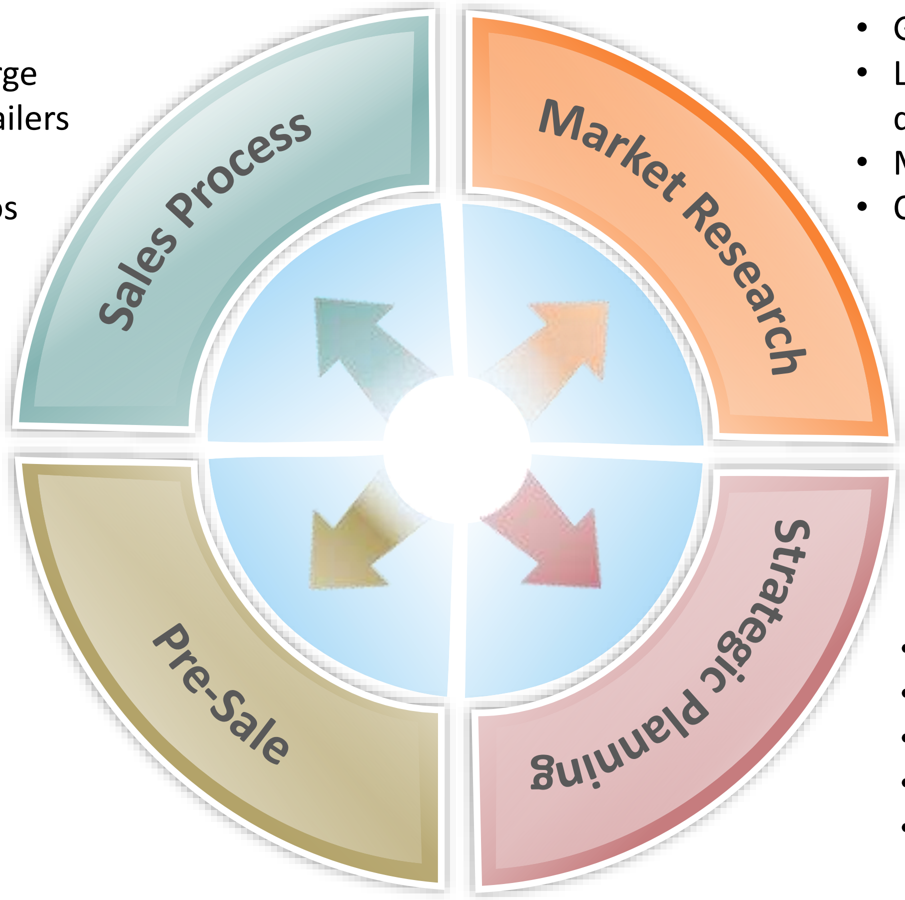
- Relationships with channel partners : E-Commerce, large format and specialized retailers
- Corporate Sales team
- Reseller workshop & demos
- Region-wise Sales targets



- Generating Brand Interest
- Location-wise market demand
- Market demand Analysis
- Competition Analysis

- Digital Cataloguing
- POP Installations
- Brand Awareness
- Customer Engagement

- Channel Strategy
- Sales Planning
- Quarterly Tracking
- Promotions
- Training & events

Brands we work with

Creative Peripherals

Information Technology

- AOC, ASRock, DGFlick, Honeywell, NZXT, Net Protector, Philips Signage, Printronix, Rapoo, Samsung, Transcend, Viewsonic

Imaging

- GoPro, GITZO, Manfrotto, National Geographic, Olympus

Lifestyle

- Daewoo, MEPL, Sharp, Sennheiser, Viewsonic

Security

- InVue

Creative Peripherals

Brands we work with

NATIONAL GEOGRAPHIC
Honeywell
GoPro
InVue
OLYMPUS
Manfrotto Imagine More
ViewSonic See the difference
AOC
PRINTRONIX
MEPL
The Ultimate Wireless rapoo
PHILIPS
DgFlick
SHARP
Transcend
ASRock
SAMSUNG
NZXT
SENNHEISER
DAEWOO
Net Protector NPAV Total Internet Security
GITZO

Geographical Presence; Network

Current Presence

- Mumbai- Lamington Road, Kandivali
- Ahmedabad
- Aurangabad
- Bangalore
- Bhopal
- Chennai
- Delhi
- Goa
- Hyderabad
- Haryana
- Hubli
- Indore
- Jaipur
- Kolhapur
- Kolkata
- Kerala,
- Ludhiana
- Lucknow,
- Noida
- Nasik
- Nagpur
- Pune
- Raipur
- Rajkot
- Surat

Extensive Reach

A network of 5,000+ partners

Opened new branch in Hong Kong

Over 150 employees

Operations – Process Improvements

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Training

- **100+** Trained, professional sales staff
- **1,200+** Trainings conducted at shop level annually

Events

- **150+** On-ground events conducted for brand promotion

Promotions

- Digital Catalogues
- POP Displays

Infrastructure & warehousing

Mother Warehouse @ Bhiwandi, Maharashtra

Dispatch all over India from Central warehouse

- Services offered: Warehousing and Transportation
- Area : 40,000 Sq. ft.
- Transactions handled: 3,500 tonnes per annum
- Safety measures: Camera and Fire fighters
- Systems & processes: Systems for inward & outward, packing and stock keeping (Bar Code system for outward)
- Semi-automatic warehousing

Key features

- Fast and on-time delivery
- Can arrange dispatch from single unit to container
- Tie-ups with reputed transporters and couriers
- Trained and experienced staff

Inventory and Receivables Management

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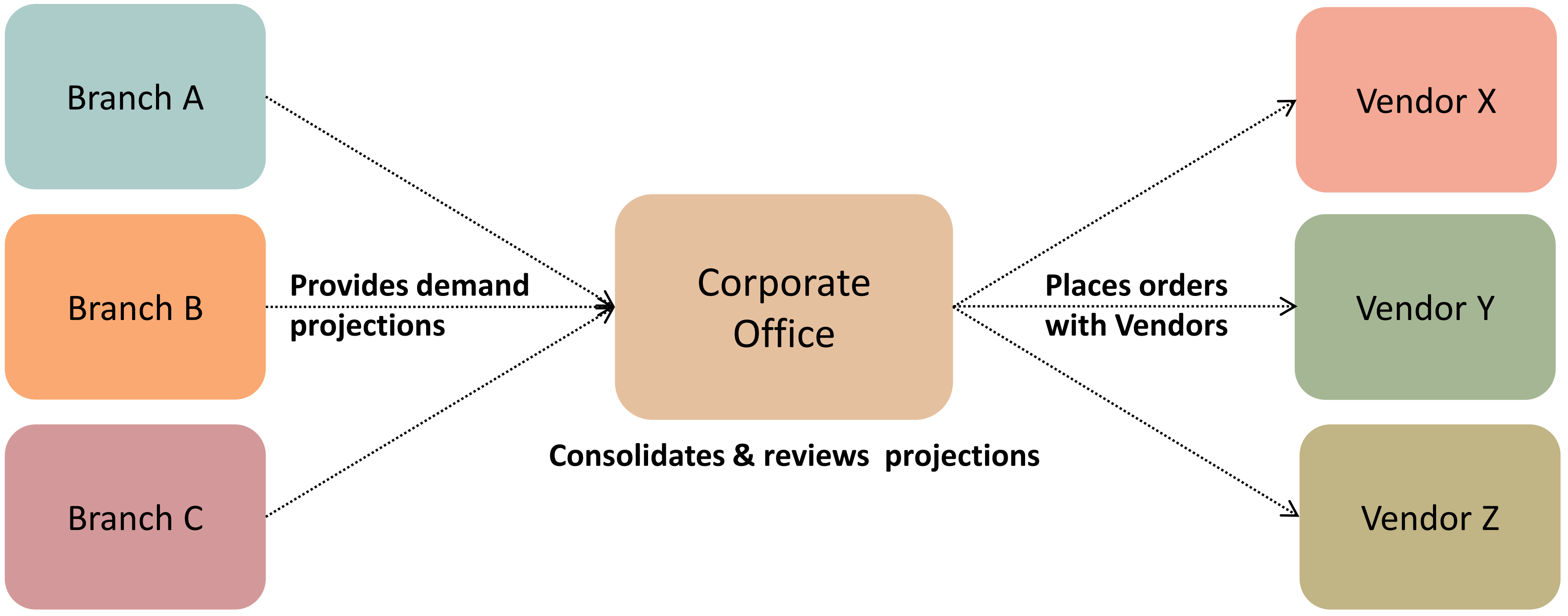

Inventory Management

- Continuous monitoring of stock over-ageing
- Physical verification by internal and external audit team
- Annual audit of each warehouse

Receivables Management

- Credit assessment to assign dealer credit limit
- Dealer accounts reviewed & monitored periodically
- Credit team present across India

Way Ahead

Expanding on Exclusive Partnership with Honeywell

Creative Peripherals

Honeywell

01

Product Designing and Manufacturing

- Contract manufacturing of Stock Keeping Units (SKUs) in Honeywell certified and approved factories
- Designing and packing products as per Honeywell global packing guidelines
- Design ID’s owned by Creative Peripherals

02

Exclusive Distribution, Premium Pricing

- Supplying, merchandising across India in modern retail, E-commerce and traditional channel stores
- Warranty and after sales service for Honeywell products
- Premium pricing of products

03

International Markets

- Distribution agreement for India, SAARC and Middle East countries
- Currently selling via large format retail, e-commerce and traditional channels
- Plans to target SAARC countries in FY19

04

Scalability

- Going forward, plan to manufacture in India under ‘Make in India’ initiative
- Strong demand for networking, specialty technology products

Future-ready business growth

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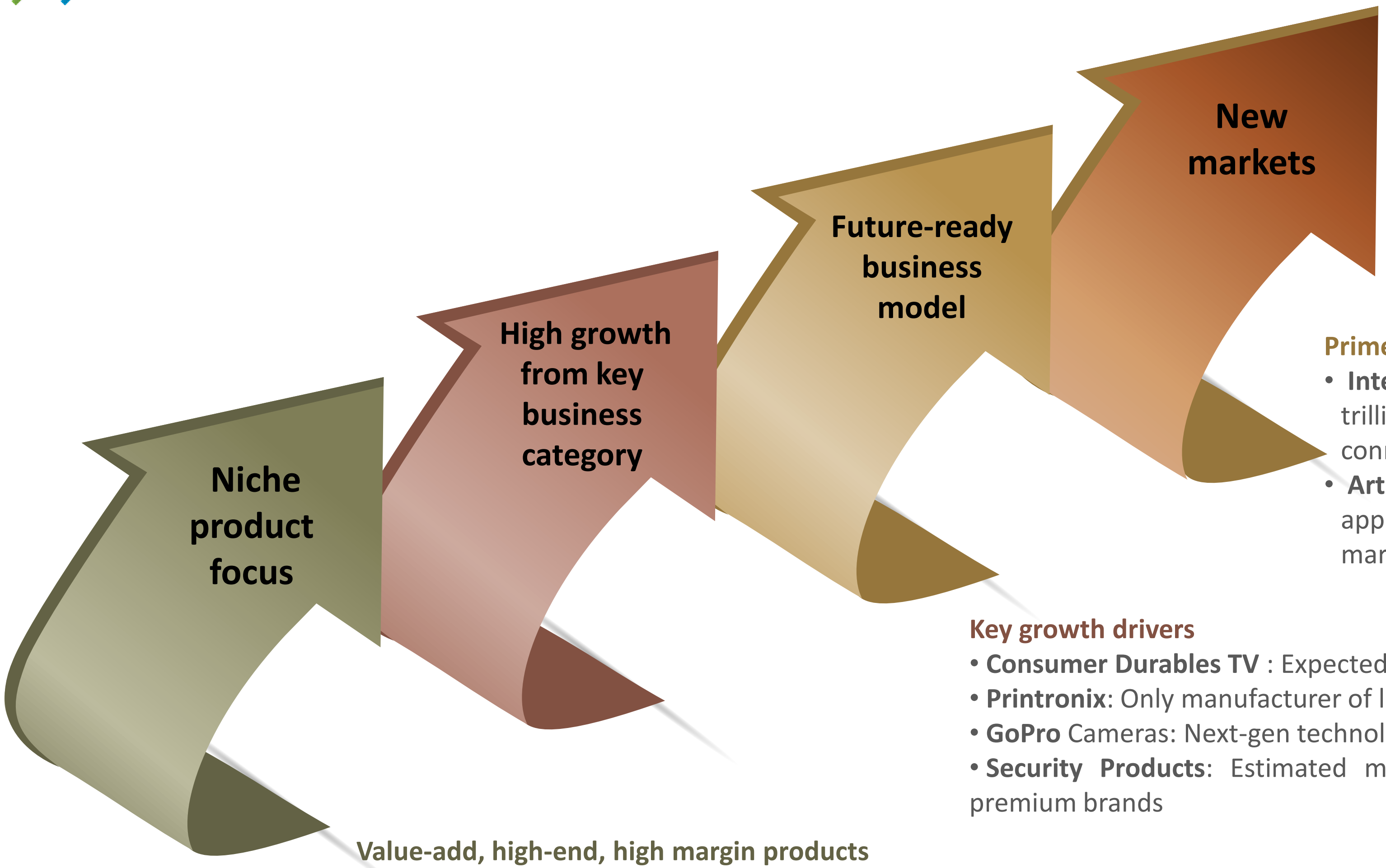

Expansion in new markets

- **Domestic market**: Smart Cities and Make in India boosting demand from OEMs & service providers; Smart Homes, Vehicles; Big Data and Analytics, Intelligent technology & hardware to drive future growth
- **International market**: Expanding in Middle East and SAARC Countries

Primed for new-age customer behavior

- **Internet of Things (IoT)**: Asia-Pacific investment projected over $2.5 trillion by 2020; smart connected machines, augmented reality, cloud connectivity in enterprise markets
- **Artificial Intelligence(AI)**: Machine learning solutions and applications used across institutions ; advanced robotics, wearables market size currently over $35bn

Key growth drivers

- **Consumer Durables TV** : Expected to grow 22%, as smartphone market stabilizes
- **Printronix**: Only manufacturer of line printers; target BFSI, logistics, pharma industries
- **GoPro** Cameras: Next-gen technology, premium pricing, target high-end users
- **Security Products**: Estimated market size over $350 bn; exclusive distribution of premium brands

Value-add, high-end, high margin products

- Focus on select brands like GoPro, Honeywell, Manfrotto, Olympus
- High-margin, high-volume products
- Creating “Retail experience zones” for value add
- Target elite channel partners and end-user category

Thank You

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For further information, please contact:

Company :	Investor Relations Advisors :
Creative Peripherals and Distribution Ltd.	**Bridge Investor Relations Pvt. Ltd.**
Mr. Abhijit Kanvinde Chief Financial Officer	Ms. Savli Mangle/ Mr. Harshit Gandhi
Abhijit@ecreativeindia.com	savli@bridge-ir.com / harshit@bridge-ir.com
www.ecreativeindia.com	www.bridge-ir.com