

AGC/SD/SE/2021/107

August 18, 2021

To,

Corporate Relationship Department Bombay Stock Exchange Limited P.J. Tower, Dalal Street, Fort, Mumbai 400001	Corporate Relationship Department The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai 400051
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Sub: Submission of Investor Presentation

Ref: AGC Networks Limited – Scrip Code: 500463 NSE Symbol: AGCNET

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed herewith Investor Presentation. The same will also be available on the website of the Company at www.agcnetworks.com.

This is for your information, record and necessary dissemination to the stakeholders.

Thanking you,

Yours Faithfully,

For **AGC Networks Limited**

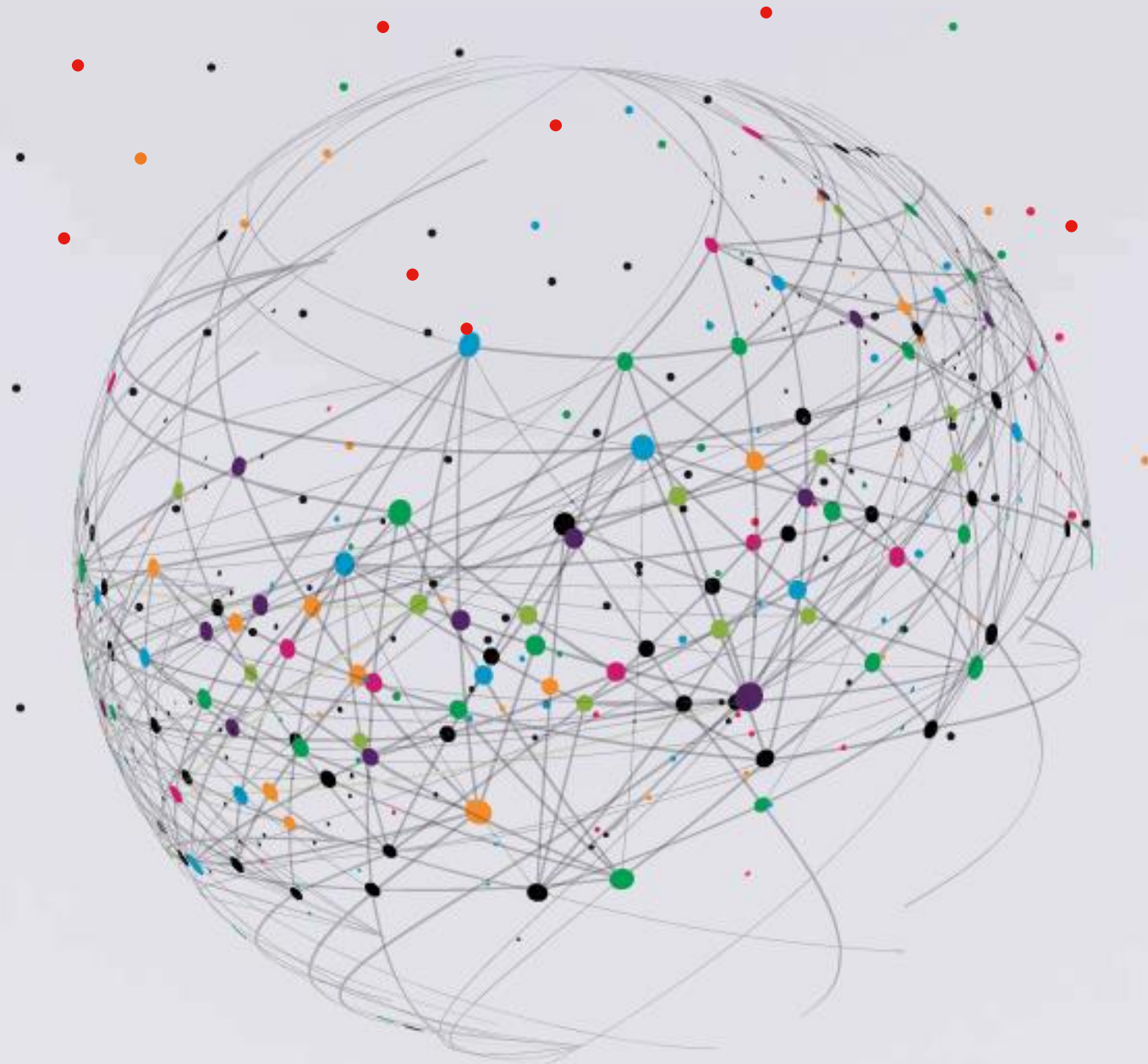
Aditya Goswami
Company Secretary & Compliance Officer
Encl: A/a.



AGC Networks Ltd.

INVESTOR PRESENTATION

August 2021



Think **Global.** Act **Local.**



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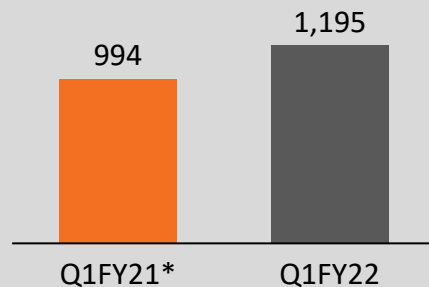
Q1FY22 HIGHLIGHTS

Think **Global.** Act **Local.**

Q1FY22 HIGHLIGHTS

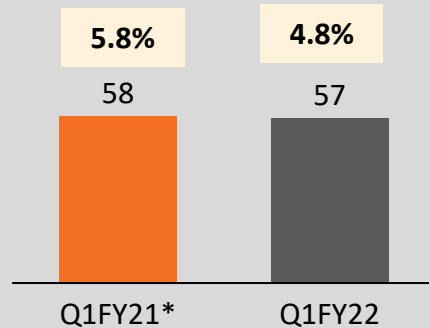


Revenue



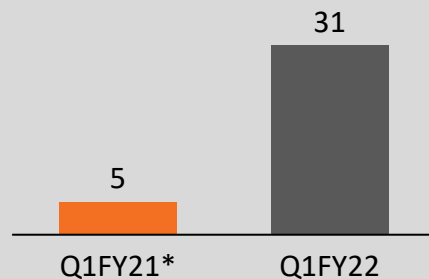
- The Growth in revenue on account of strong order book reflected in new customer signings each quarter

EBITDA & EBITDA%



- The decrease in EBITDA margin is attributed to the following:
 - Increase in procurement cost due to the semiconductor chip shortage globally
 - Unutilized on-demand manpower during the start of the quarter due to delay in expected orders owing to 2nd wave of covid-19
 - Inflationary pressure on overall labour cost including contingent workforce

PAT



- Significant reduction in finance cost and other cost synergies

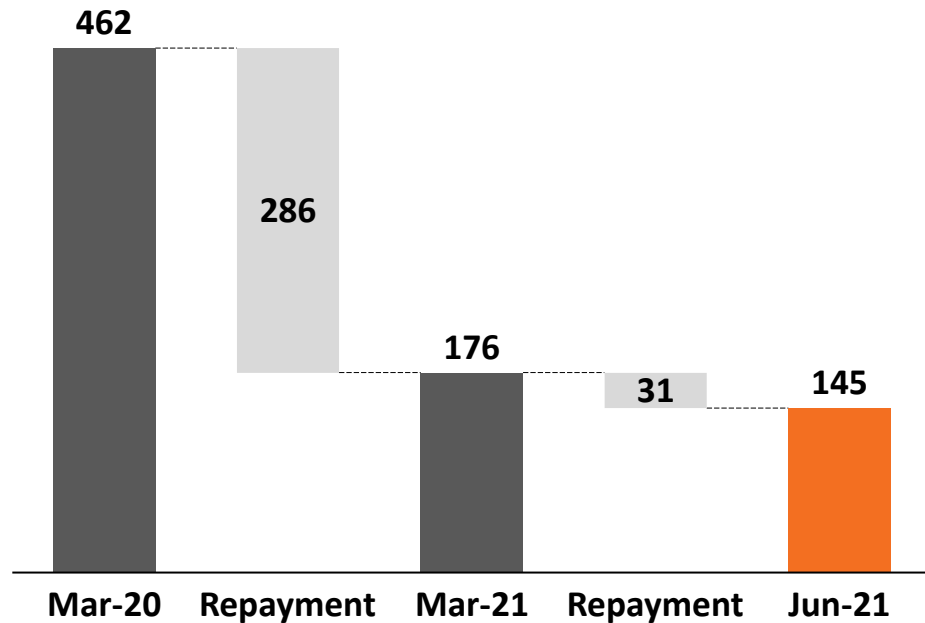
In Rs. Crores

ROBUST BALANCE SHEET



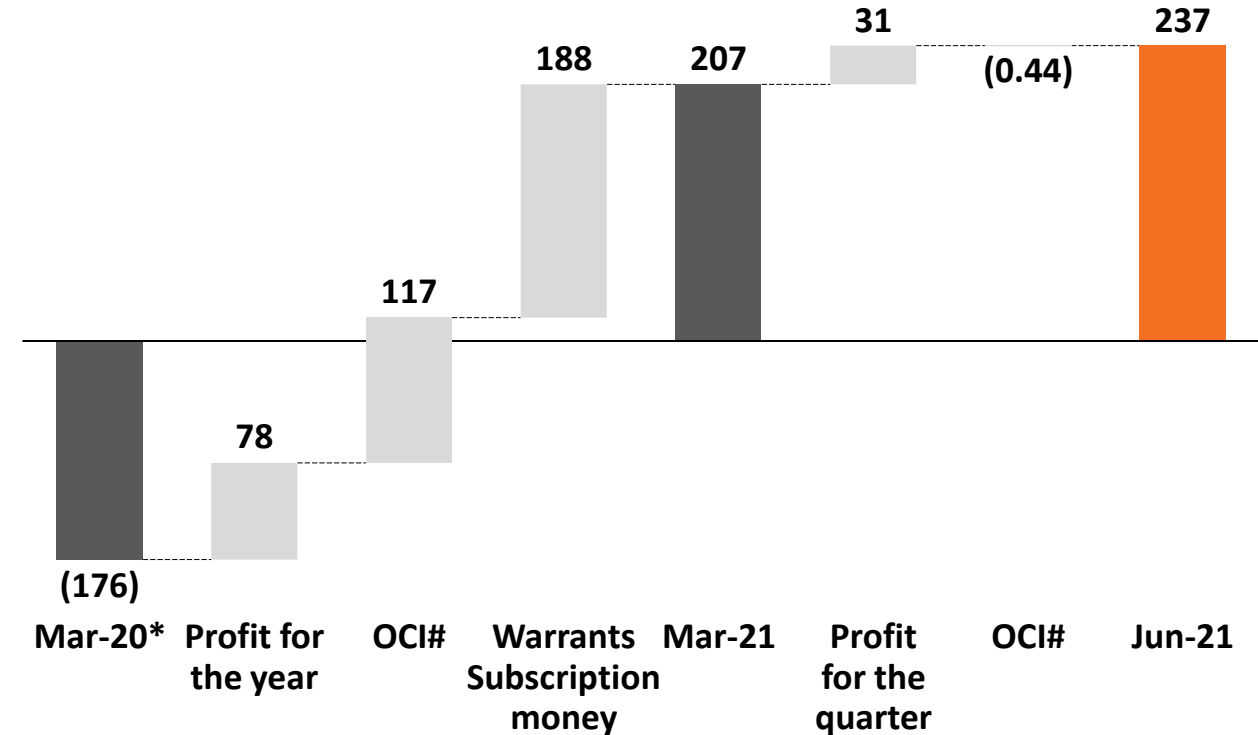
Total Borrowings

In Rs. Crores



Net-Worth

In Rs. Crores



- As on 31st March 2021 Promoters have paid Rs. 188 crores against warrants subscription money
- Amount to be received from Promoters in near future against subscription of warrants Rs. 37 Crores

*Restated
Other Comprehensive Income

Low gearing supports inorganic business growth plans

MANAGEMENT COMMENTARY



Commenting on the results and performance **Mr. Sanjeev Verma, Whole Time Director, AGC Networks** said, *“Our belief of becoming a truly Glocal Company has started showing results and going ahead we expect to further synergize in shaping the relationship and relevance with our customers and become their trusted partner in the ever-evolving digital technology landscape.*

During the quarter we experienced supply chain delays and inflationary pressure on costs, however our order booking continues to remain healthy.

I would sincerely extend my thanks to all AGC Black Box employees for their hard work and our customers and partners for their continued long-standing relationships.”



Mr. Deepak Kumar Bansal, Executive Director and CFO of AGC Networks, commented, *“During the quarter, we have reduced our finance costs due to reduced borrowings and increased net profit. The quality of balance sheet continues to improve with better financial ratios. This is helping company to become strong, agile and ready for next leg of growth.”*

DEAL WINS DURING THE QUARTER



Transaction Value	Clients
\$16.88 Mn	Managed Services contract for the end client of an Indian multinational IT company
\$11.60 Mn	Data Center installation & upgrade, Designing & Installing Public Safety DAS system for a leading social media company
\$10.48 Mn	In-Building 5G/OnGo solutions for the end client of an innovative wireless infrastructure investment and development Company
\$7.60 Mn	Connected Buildings & 5G solutions for one of the largest general contractors & construction managers in the US
\$6.41 Mn	Connected Buildings solutions for the largest home improvement retailer in the US
\$6.21 Mn	Data center installation & Connected Buildings solutions for an American multinational bank
\$3.73 Mn	Unified Communications infrastructure maintenance for one of the largest hospital networks in the US
\$2.80 Mn	Connected Buildings solutions for the largest retailer of aftermarket automotive parts and accessories in the US
\$1.44 Mn	Enterprise Networking, Digital Workplace & On-Demand solutions for an American biotechnology corporation
\$0.95 Mn	Voice and Digital App solutions for an Indian multinational IT company
\$0.94 Mn	Audio-Video Collaboration solutions for a provider of human resources management software and services
\$0.77 Mn	Network Integration solutions for one of India's biggest ecommerce enterprise
\$0.75 Mn	Voice solutions for an American multinational professional services company
\$0.66 Mn	Connectivity and signal distribution systems for a leading provider of IT infrastructure solutions in the EU
\$0.60 Mn	Connectivity and signal distribution systems for an American multinational cable sports channel
\$0.35 Mn	Connectivity and signal distribution systems for an aircraft carrier shipbuilder

Q1 deal wins with leading global clients will Strengthen the relationships and help accelerate growth

Q1FY22 – CONSOLIDATED P&L



Particulars (Rs. Crs.)	Q1FY22	Q1FY21*	YoY	Q4FY21	QoQ
Revenue from Operations	1,195	994		1,221	
Gross Profit	356	316	13%	401	-11%
Gross Profit Margin	29.8%	31.8%		32.9%	
Gain on foreign currency transaction and translation (net)	4	0		0	
Total Other Expenses	303	258		308	
EBITDA	57	58	-1%	93	-39%
EBITDA Margin	4.8%	5.8%		7.6%	
Other Income	5	1		2	
Depreciation (as per IND AS 116)	24	23		29	
Depreciation (as per business)	11	6		15	
EBIT	38	36		67	
EBIT Margin	3.2%	3.6%		5.5%	
Finance Cost (as per IND AS 116)	15	22		24	
Finance Cost (as per business)	12	18		22	
Loss / (gain) on fair value of financial liability	0	0		(24)	
Gain on settlement of financial liability	14	0		0	
Exceptional Item Gain/(Loss)	(3)	(6)		(10)	
Profit before Tax	33	8		10	
PBT Margin	2.7%	0.9%		0.8%	
Tax	2	3		8	
PAT	31	5	473%	1	2061%
PAT Margin %	2.6%	0.5%		0.1%	
Other Comprehensive Income	(1)	13		74	
Total Comprehensive Income	31	19		76	
TCI Margin %	2.6%	1.9%		6.2%	
Basic EPS	9.57**	1.82**		0.48**	

**Not annualised; *Restated



MEDIUM TERM TARGETS

Think **Global.** Act **Local.**

MEDIUM-TERM TARGETS



Growth Drivers

	FY20	FY21	FY23
REVENUE (Rs. Crs)	4,994	4,674	7,000 to 7,500
Normalised EBITDA Margin (%)	6.6%	7.5%	9.0% - 10.0%
PBT Margin (%)	-1.5%	2.1%	6.0% - 6.5%

- ✓ Increasing market penetration + Addition of new clients
- ✓ Optimize operational efficiencies
- ✓ Optimizing operating costs



BUSINESS OVERVIEW

Think **Global.** Act **Local.**

SNAPSHOT



Who Are We

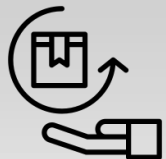


AGC Networks including Black Box is a leading digital technology solutions provider, having expertise in architecting, deploying, managing and securing customer IT and communications infrastructure

What We Do



We deliver technology solutions for our customers by harnessing technology innovation to digitally transform and accelerate their business in the areas of connected buildings & IoT, digital workplace & customer experience, data center & edge networks, wireless & mobility (including 5G) and cyber security



We also sell and distribute technology infrastructure products to enhance customer experience through online web, distributors, integration partners and value-added resellers



Rs 4,674 Crores
FY21 Revenue



8,000+
Global Customers



100+
Fortune 500 Companies



30+
Global Technology
Partnerships



3,200+
Employees Globally



75
Delivery and support
Centres Across 6
Regions



2,500+
Technical
Resources

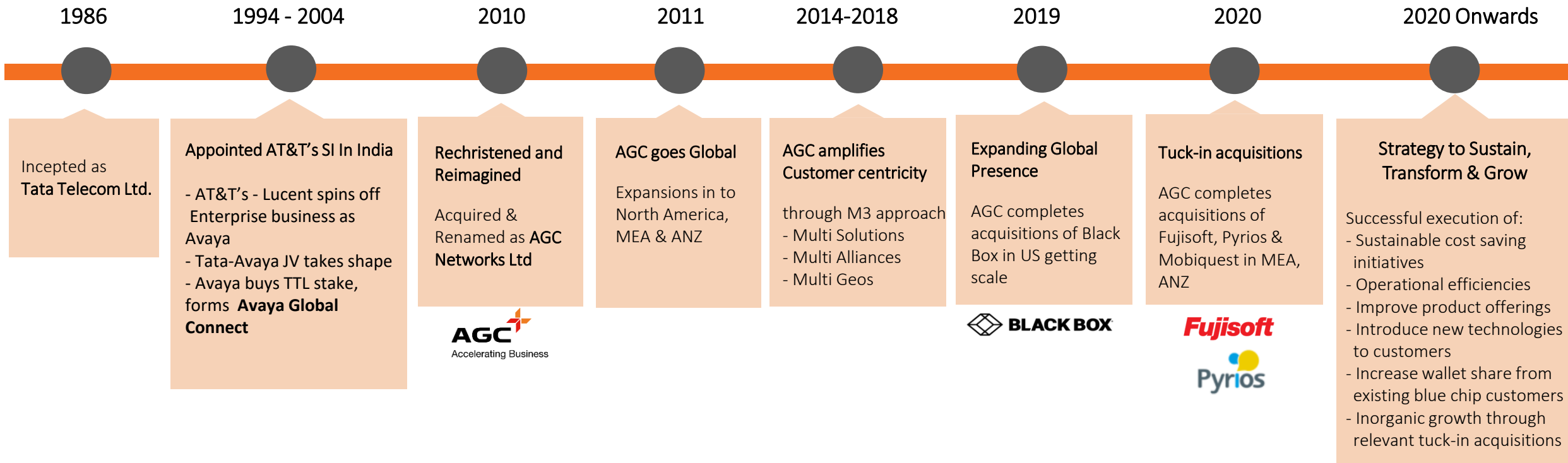


30+
Presence in
Countries



1,200+
Certifications

OUR JOURNEY FROM LOCAL TO GLOCAL



Building End to End Capabilities

- ✓ Focus on new and relevant technology areas
- ✓ Focus on integrating and delivering multiple technology solutions & services

Creating Global Footprint

- ✓ 30+ countries presence and expansion in key customer markets
- ✓ Driving Process Excellence & Optimizing Resource Productivity

Differentiation

- ✓ Consultative/ Value Proposition based sales approach
- ✓ Vertical focused services & solutions
- ✓ Global center of excellence and delivery

Reputation Building



Expansion



Consolidation



Profitable Growth

OUR BOARD OF DIRECTORS



Sanjeev Verma
Whole time Director

Experience: 24 years



Sujay Sheth
Chairman – Independent
Director

Experience: 25 years



Neha Nagpal
Independent Director

Experience: 13 years



Deepak Kumar Bansal
Executive Director &
Global CFO

Experience: 24 years



Dilip Thakkar
Independent Director

Experience: 54 years



Anshuman Ruia
Non-Executive Director

Experience: 30 years



Mahua Mukherjee
Executive Director

Experience: 22 years



Naresh Kothari
Non-Executive Director

Experience: 25 years

OUR MANAGEMENT TEAM



Sanjeev Verma
President

Experience: 24 years



Deepak Kumar Bansal
Executive Director &
Global CFO

Experience: 24 years



Rick Gannon
Head of GSI Business

Experience: 20 years



Lisa Davidson
Head of HR North America
& Europe

Experience: 16 years



Mahua Mukherjee
Head of HR APAC, India &
MEA Business

Experience: 22 years



Doug Oathout
Head of Partnership &
Alliances

Experience: 18 years



Bikram Sahoo
CTO

Experience: 24 years



Mike Carney
Head of Corporate
Development

Experience: 18 years

IMPROVING FINANCIAL FLEXIBILITY



Promoter Funding

- Promoters infusing equity through warrants: Rs.225 Crores at Rs.675 per Warrant
- Money will be used to meet the growth requirements of the company, reduction in liabilities and general corporate purposes
- Rs.188 Crores received in Q4FY21 as subscription amount



Balance Sheet Strength

- Transformation at Blackbox has improved the financial strength
- Promoter funding to help in increasing the net worth further and reduce the liabilities
- Cash & Cash equivalents as on 31st March 2020: Rs.410 Crores



Credit Rating

- CRISIL has assigned BBB-/Stable rating (Investment Grade) to the long-term facilities and A3 for short-term facilities
- Ratings reflect upon healthy business risk profile, driven by the established market position and the improving profitability & cashflows of the company



The Financial Flexibility will help to:

- Improve business offerings and acquire larger customers
- Extend business within existing markets to build scale and size
- Faster growth through inorganic acquisitions



INORGANIC STRATEGY

Think **Global.** Act **Local.**

INORGANIC GROWTH STRATEGY



Identify Businesses that provides expansion through scale and revenues currently operating with sub-optimal margin profile

- ✓ Capability expansion in areas like Cloud, Data center, Cyber Security, IOT
- ✓ Geographic expansion within US and Europe and APAC

Complementary to existing business

- ✓ Scale up existing businesses
- ✓ Acquire new customers
- ✓ Diversify to newer geographic locations
- ✓ Acquire capabilities in newer delivery verticals and solutions

Transform the acquired entities

- ✓ Execute short term synergies
- ✓ Identify and implement mid-term transformation opportunities
- ✓ Exit non-strategic, low margin revenue segments
- ✓ Simplify capital, financial and tax structure

AGC Blackbox strengthens presence in Middle East



Acquisition of
majority stake in
Z Services HQ DMCC



Overview

Z Services HQ is a Cyber security cloud services provider, offering Secure Access Service Edge (SASE), Unified Cloud security, Email Cloud Security / Archiving, Cloud Access Security Broker (CASB), Secure Public Wifi Cloud Services, Cyber Security Awareness Cloud Services, End point detection and response cloud services, combined with service implementation and digital transformation professional services



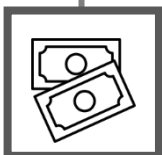
Industry

Operates in Cloud, Cyber Security and Technology Solutions/Service Industry



Rationale for Acquisition

The acquisition will help to strengthen AGC Blackbox's presence in the Middle East region and add cloud Cybersecurity services capabilities to offer a wide range of services to customers. This also gives an opportunity to cross sell between current customers of AGC Black Box and Z Services HQ



Consideration

Pursuant to the Share Sale agreement, Black Box shall acquire 86% of the legal and beneficial interest in the Target Company for a Cash Consideration of an amount of ~US\$ 3.44 million

ACQUISITION HISTORY



Company Acquired	Rationale	Strategic Objectives fulfilled
Black Box Corporation	- Expands offerings, scale and Geographic reach to Service Global Enterprise Clients - Increased AGC's combined revenues by over \$600mn	
Pyrios Pty Ltd (Australia) Pyrios Pty Ltd (New Zealand)	- Increase and strengthen AGC Black Box presence and offerings in the Australia and New Zealand market - Enhance the current solution portfolio of AGC and Black Box in the Unified Communications and Contact center space and Cloud services	
Fujisoft Technologies UAE	- Establish and scale presence in Middle East region - Enhance the current solution portfolio across Cloud Computing & Virtualization, Cyber Security, Managed SoC & NoC, Managed Services, Data Center and Collaboration solutions - Opportunity to cross sell between the current customers of Blackbox and the acquired Companies	✓ Business that provides expansion through scale and revenues currently operating with sub-optimal margin profile ✓ Complementary to existing business ✓ Transform the acquired entities
Mobiquest (Singapore)	- Custom application development to enable clients to manage data integration with legacy systems - Digitized and automated processes and workflows to monitor and manage key performance indicators (KPIs) to improve visibility and boost operational efficiency - Digital transformation services with end-to-end lifecycle management of software applications with application services through technologies such as RPA, blockchain, AI/ML and IoT	

IMPROVED SERVICE OFFERINGS and SCALE VIA ACQUISITION OF BLACK BOX



BLACK BOX

Focus on Global Solutions Integration Business (GSI)

Focus on Global Solutions Integration (GSI) + Technology Product Solutions business (TPS)



Unified Communications & Collaboration



Data Center & Edge IT



Cyber Security



Digital Transformation & Applications



Managed Services



AGC  **BLACK BOX**

Accelerating Business

Combined FY21 Revenues of Rs.4,674 Crs

Connected Buildings



5G / Wireless



Signal Switching & Visualization



IoT & Networking



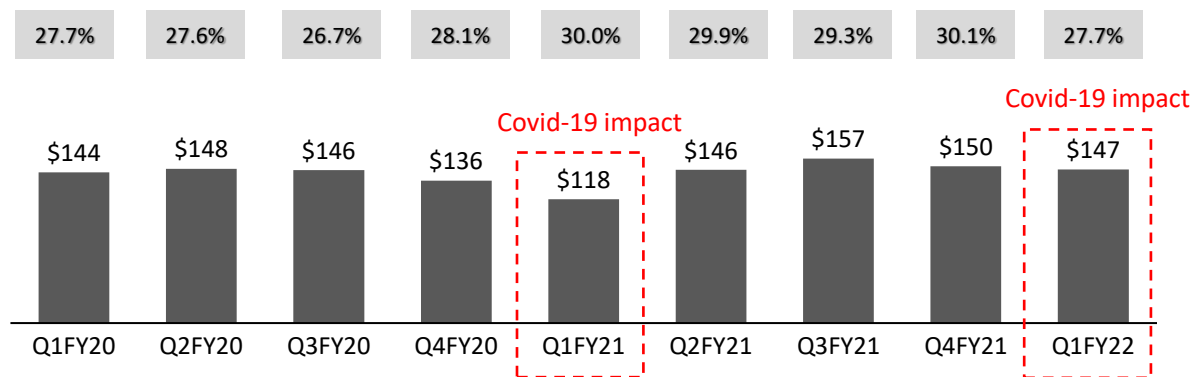
Infrastructure & Connectivity



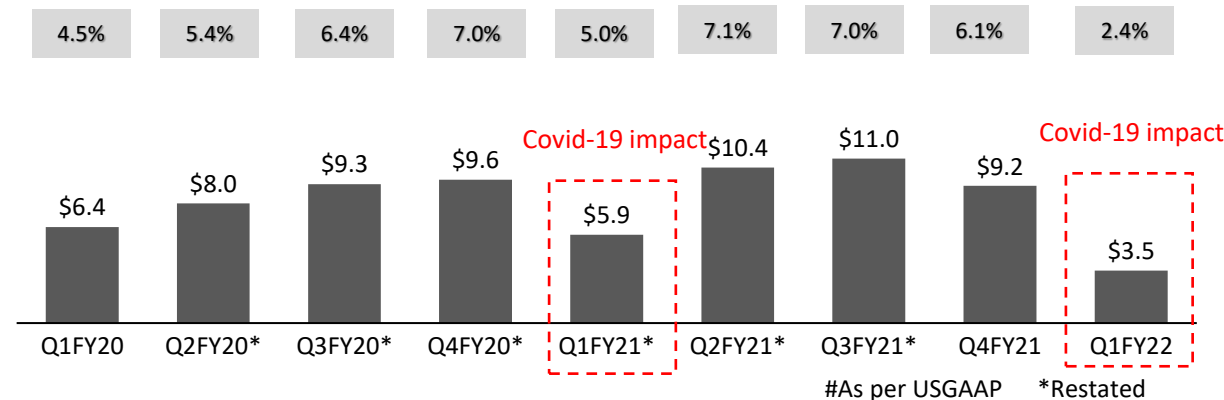
BLACK BOX TRANSFORMATION SINCE AGC ACQUISITION



Revenue# (in Mn \$) & Gross Margins



Adjusted# EBITDA (in Mn \$) & EBITDA Margins



Rationalized Resources Regionally

- Contributed to improved Gross Profit and EBITDA



Reduced Statutory Costs

- Transition from Public to Private Company implicitly reduces costs



Procurement Costs

- Reduced procurement costs for products services including conversion of Sub-contractor labour to lower cost employees



Insurance Costs

- Significant improvement in Insurance costs including reduction in retentions



Facility Optimization

- Underutilized spaces being negotiated including consolidation of spaces in North America and Europe



Reduced Admin Costs

- Reduced costs on account of improved policies on Outside service costs, travel etc.



Reduced IT and Communication Costs

- Reductions in carrier costs, improved IT systems, overseas help desk, etc.



ERP Consolidation

- Integration of legacy ERP instances into SAP, Salesforce CRM, ServiceNow and others



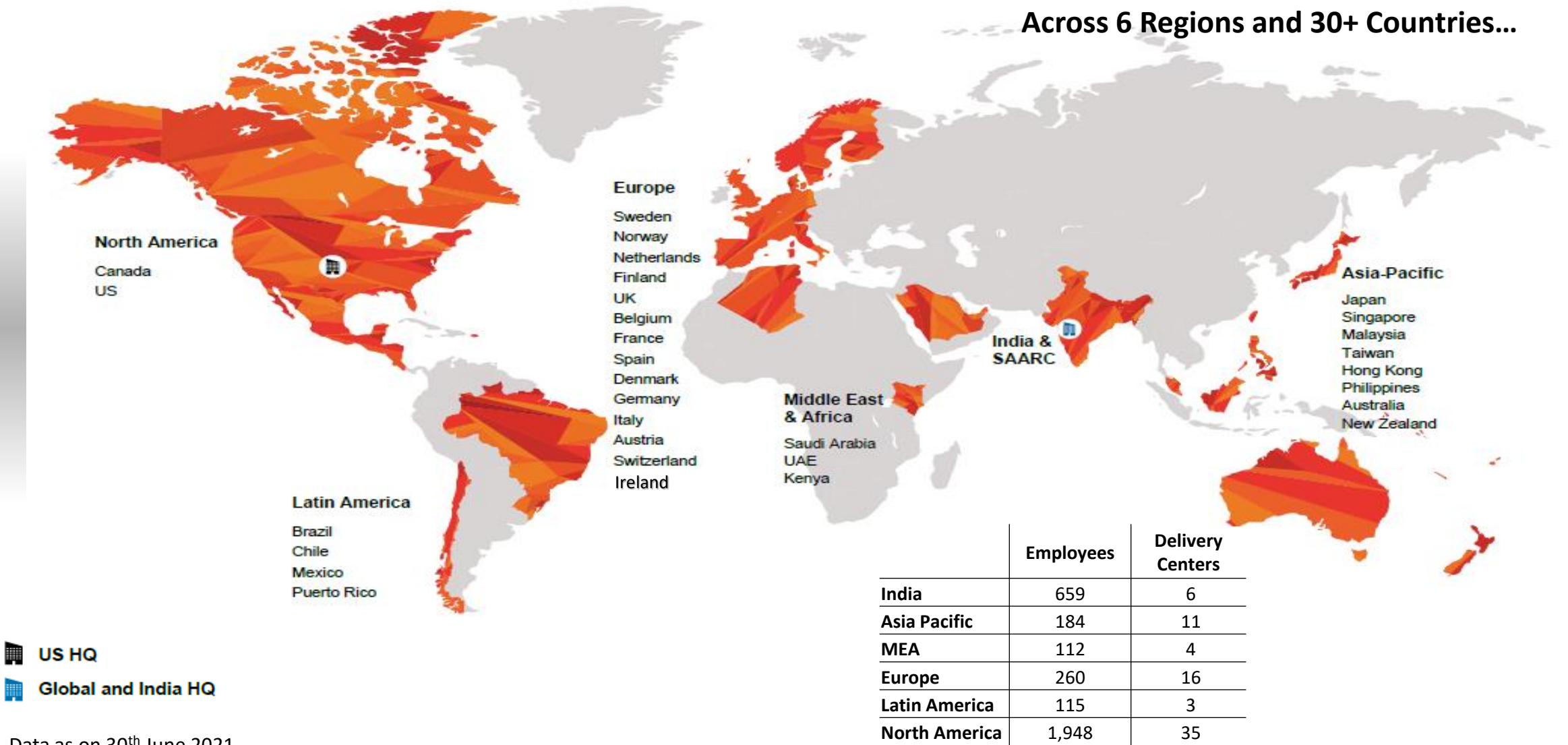
Since AGC's Acquisition in Early 2019, Black Box has Stabilized Revenue and Gross Margins & Adjusted EBITDA has grown over the quarters

THINK GLOBAL – ACT LOCAL



Our strategy is to be ‘GLOCAL’ by delivering solutions to a client locally wherever they are!

Across 6 Regions and 30+ Countries...



ORGANIC GROWTH OPPORTUNITIES



Investment in talent acquisition

Investment in refreshing the sales team, hiring of partner managers and solution architects for new offerings

01

Cross Selling

Increased focus on cross-selling opportunities between Solution Integration and Technology Product divisions

02

Global Deployment Opportunities

Investment to tap global deployment opportunities with US based clients and relevant partnerships with OEMs

03

Focus on Organic Growth Opportunities

05

Cloud based Offerings

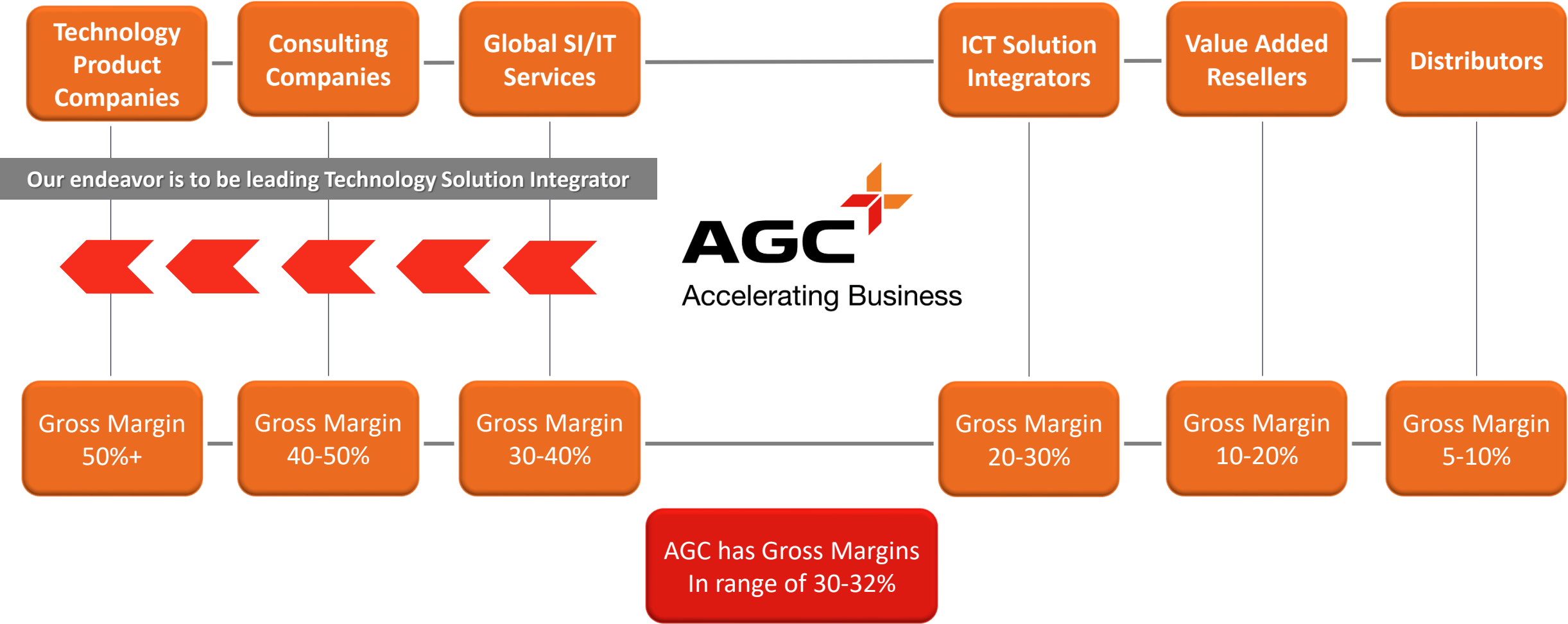
Launching of new cloud-based offerings

04

Data Center

Investment in data center practice

OUR ENDEAVOR



WAY FORWARD



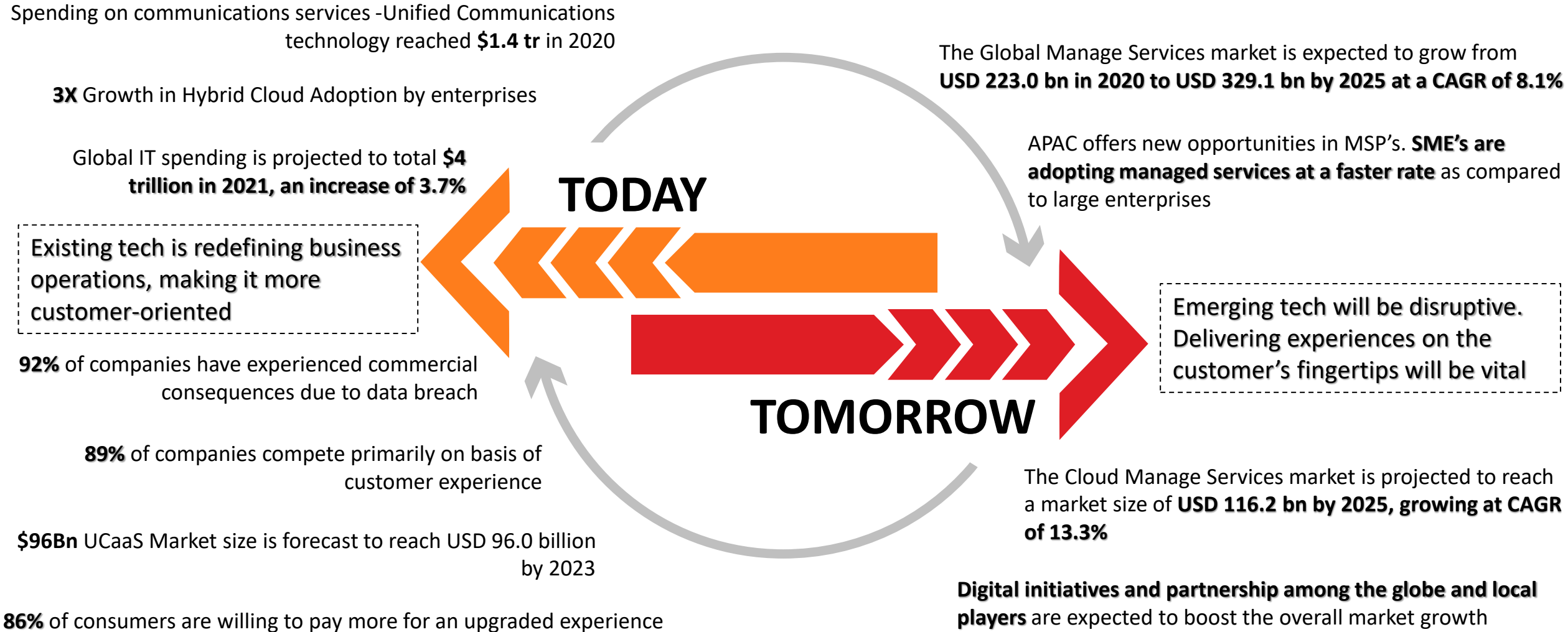
To become a Leading IT Solution Partner for Global Clients



INDUSTRY OVERVIEW

Think **Global.** Act **Local.**

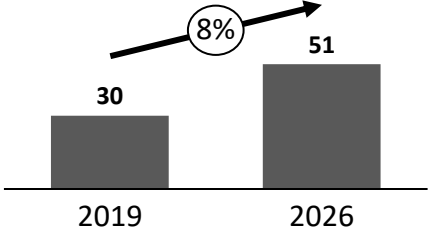
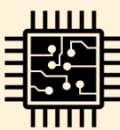
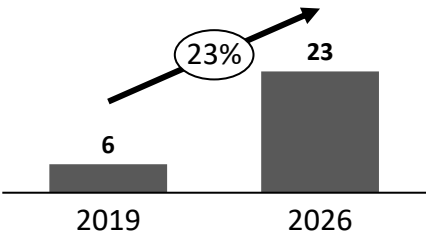
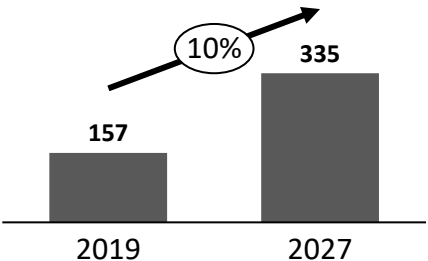
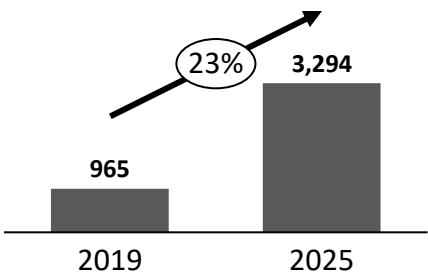
DEFINED BY TECHNOLOGY



GROWTH DRIVERS



Based on various sources such as Gartner, GMM Insights etc below are the management estimates

	Industry Size (USD Bn)	Drivers						
Unified Communications and Collaboration 	 <table><tr><th>Year</th><th>Industry Size (USD Bn)</th></tr><tr><td>2019</td><td>30</td></tr><tr><td>2026</td><td>51</td></tr></table>	Year	Industry Size (USD Bn)	2019	30	2026	51	▪ Widespread global network of 4G connectivity ▪ Ongoing investments for early commercialization of 5G networks
Year	Industry Size (USD Bn)							
2019	30							
2026	51							
Edged Data Center 	 <table><tr><th>Year</th><th>Industry Size (USD Bn)</th></tr><tr><td>2019</td><td>6</td></tr><tr><td>2026</td><td>23</td></tr></table>	Year	Industry Size (USD Bn)	2019	6	2026	23	▪ Increasing adoption of smartphones and rising internet penetration ▪ Introduction of 5G smartphones by global players, resulting in an increased demand for advanced facilities for enhancing data traffic management ▪ Rising trend of IoT devices, compelling service providers to place facilities closer to the network edge
Year	Industry Size (USD Bn)							
2019	6							
2026	23							
Cyber Security 	 <table><tr><th>Year</th><th>Industry Size (USD Bn)</th></tr><tr><td>2019</td><td>157</td></tr><tr><td>2027</td><td>335</td></tr></table>	Year	Industry Size (USD Bn)	2019	157	2027	335	▪ Need for timely support and professional assistance to aid the growth ▪ Rising trend of employing third-party vendors owing to their robust solutions offered at optimum costs
Year	Industry Size (USD Bn)							
2019	157							
2027	335							
Digital Transformation 	 <table><tr><th>Year</th><th>Industry Size (USD Bn)</th></tr><tr><td>2019</td><td>965</td></tr><tr><td>2025</td><td>3,294</td></tr></table>	Year	Industry Size (USD Bn)	2019	965	2025	3,294	▪ Growing adoption of AI & robotics in manufacturing industries ▪ Increasing adoption of Internet of Things (IoT) in different industry verticals ▪ Government initiatives & policies towards digitization in developing nations ▪ Demand for streamlining business processes and the adoption of 5G technology
Year	Industry Size (USD Bn)							
2019	965							
2025	3,294							



BUSINESS OVERVIEW

Think **Global.** Act **Local.**

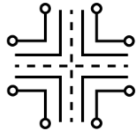
PRODUCT SOLUTIONS & SERVICES OFFERINGS



1

Global Solutions Integration Business (GSI)

Delivers digital transformation solutions that helps to design, deploy, manage and strategize IT operations



Digital Infrastructure



Unified Communications & Collaboration (UCC) and Customer Experience



Mobility and 5G



Maintenance & Managed Services

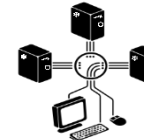
2

Technology Product Solutions (TPS)

Markets, sells, and distributes IT infrastructure products primarily through distributors and system integrators



IoT



Signal Switching & Visualization



Networking



Infrastructure and Connectivity

Well Diversified
across Industries

Financial Services

Business Services

Healthcare

Manufacturing

Retail

Technology

Distributors

KEY PILLARS IN GSI PORTFOLIO



Solutions

Connected Buildings



Global Multisite Deployments Structured
Cabling Digital Transformation
Implementation Deployment of IoT Devices

Digital Workplace



G Premise & Hybrid UC&C Managed UCaaS
(Cloud) Premise to Cloud Upgrade Carrier
Services

Customer Experience



Contact Center
Self-Service/Automation Application
Integration Analytics

Enabling Technology

In-Buildings 5G / OnGo



4G to 5G Upgrade 5G and Public Safety
DAS OnGo Networking
RTLS

Edge Networking & Data Centers



Core Networking Wi-Fi 6 SD-WAN &
Connectivity Physical Implementation

Cyber Security



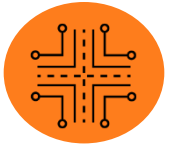
Core Networking Wi-Fi 6 SD-WAN &
Connectivity Physical Implementation

Delivery Models



Services

Professional (Consult, Assess, Design, Project Management) & Field (On-Site, Deploy)
Support (Monitoring (NoC & SoC), Incidents, Remote Activities), Managed Services (XaaS, Custom)



Solution Overview

- ✦ Professional, managed and support services including strategy, assessment, capacity planning, consulting, design, performance analysis and implementation for infrastructure deployments, modernizations, and active management
- ✦ Provides the ability for organization to achieve the most out of existing infrastructure as well as design, plan and deploy next generation infrastructure

Capabilities



**Data Center
Infrastructure**



**Networking,
Wireless & Fiber**



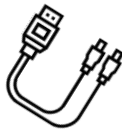
Internet-of-Things



**Integrated
Security Solutions**



Site Builds



Communication Cabling



Contact Center Infrastructure Upgrade for an Indian Logistics Company

The Client: Our client is an Indian Logistics Company providing courier delivery services & has a subsidiary cargo airline that operates in South Asian countries

The Challenge

The client decided to upgrade their existing Contact Center technology that was obsolete and move on to a robust optimized architecture so as to ensure maximum uptime

The Solution

AGC explained the merits of a centralized set-up vis-à-vis the existing decentralized set-up & ensured optimization on the design by leveraging their existing infrastructure to the maximum. This involved complete Contact Center consolidation with back-office transformation on soft-phones. AGC's Professional Services were a part of this deal which showcased AGC's capability as a true Solution Integrator

Benefits

A future-ready solution with low. Total Cost of Ownership and high uptime



UNIFIED COMMUNICATIONS & COLLABORATION (UCC)



Solution Overview

- ✦ Comprehensive solutions to transform, migrate, and integrate unified communication and collaboration platforms
- ✦ Supports real-time engagement by integrating voice, video, data, messaging, conferencing and mobility technologies

Capabilities



Voice / Unified
Messaging



Chat



Computer Telephony
Integration



Web



Presence



Mobility



Audio



Video



Seamless Migration for Voice Technology Service

The Client: This healthcare provider, known worldwide for its excellence in clinical care, was given the highest recognition and national rankings in six specialties ranging from cardiology/heart surgery to neurology/neurosurgery

The Challenge

The client was utilizing PRI, an outdated voice technology service that lacks redundancy and scalability. In addition, the client's current service provider (as well as others) were phasing out legacy PRI services in the region

The Solution

AGC provided an up-to-date voice technology service delivering 2,000 SIP call paths over a redundant MPLS network. The on-site AGC technical team enabled a seamless migration from the old to the new system

Benefits

The new centralized SIP service gave the client flexibility and scalability to add capacity as needed and redundancy with failover between circuits. Best of all, it reduced the client's voice technology service costs by nearly 30%.



Solution Overview

- ✦ Enterprise WiFi, distributed antenna systems (DAS) / small-cell design, deployment and management to enable connectivity in challenging locations from high-rises to buildings with large footprints and below ground features
- ✦ Establish in-building wireless DAS, called InterWireless 4G

Capabilities



Distributed Antenna
Systems

4G / 5G

Wireless / LTE



WiFi



Mobile Device
Management



Managed Mobile
Services



Ubiquitous, 5G-Ready Wireless Coverage

The Client: *This large, university-based healthcare system cares for tens of thousands of patients a year. It is world renowned for its neuroscience, cancer research and treatment capabilities*

The Challenge

The client needs to provide mission-critical cellular coverage in multiple existing and new buildings across its very large campus. The wireless coverage is designed for use by physicians, staff, patients, and visitors

The Solution

AGC has, so far, designed and installed the CommScope IONera Digital Distributed Antenna (DAS) System with more than 500 universal access points (UAPs) in nine buildings across the campus

Benefits

Future-ready and 5G capable, the DAS system provides ubiquitous, multioperator, in-building wireless coverage to support physician/staff communications and patient/visitor satisfaction



MAINTENANCE & MANAGED SERVICES



Solution Overview

- ✦ Value proposition covers the full lifecycle of IT services – from procurement of technology to configuration, design, implementation and management of complex environments
- ✦ Standardized set of offerings for on demand requirements, day 2 support, projects and managed edge services with ability to be bundled or à la carte to address the unique needs of each customer
- ✦ Team of off-site and on-site technicians capable of providing 24x7x365 support from break-fix to complex management, deployment, and integration. Providing 4 hour response time

Capabilities



Asset Lifecycle Management



Desktop & Application Management



Service Desk



Digital Engagement



Enterprise Mobility



IT Staffing



Global 24/7/365 Managed Services

The Client: *The client is a widely known multinational company and pioneer in communications and computing technologies. AGC partnered with a global information technology services and consulting company on the project*

The Challenge

The client needed a single managed services provider with global reach as well as local expertise to provide uniform, consistent IT services at its many locations spanning North and Latin America

The Solution

The 24x7x365 solution involves more than 150 on-site staffers at 14 of the client's locations. Services include LAN/ WAN support, equipment installation and management, plus structured cabling in offices, data centers, and manufacturing facilities. deal which showcased AGC's capability as a true Solution Integrator

Benefits

With outsourced managed services, the client now benefits from consistency, uniformity, and services optimization across all its information technology disciplines and at all of its locations

TECHNOLOGY PRODUCT SOLUTIONS



TPS provides connectivity that enables businesses to better visualize and analyse information

- ✓ Strong brand awareness with 40+ years of history with sizable installed base
- ✓ We are a market leader in control room designs and deployments with reputation for being the best at complex signals and challenging environments

Our Role



R&D / IP



White Labelling



Marketing



Selling



Distribute



Technical Support



Distributors

Value Added Resellers

Web Retailers

System Integrators



End Consumers

TECHNOLOGY PRODUCT SOLUTIONS PORTFOLIO



Signal Switching & Visualization

KVM

High Performance
Desktop
KVM Manager

AV (Audio Visual)

Video Distribution
Video Processing
Digital Signage
Control Systems
Room Scheduling
Scalers/Converters



IoT & Networking

IoT

IoT Gateways
Data Acquisition Units
IoT Sensors (wired/wireless)
M2M Secure VPN Routers
Cloud Monitoring & Analytics Platform

Networking

Ethernet Switches (Commercial / Industrial)
Media Converters (Commercial / Industrial)
USB-C (Docks / Hubs / Kits)
PoE Injectors / Extenders
Console Servers



Infrastructure & Connectivity

Cable

Copper (Bulk / Patch)
Custom (Copper / Fiber)
Fiber (Bulk / Patch)
AOC / DAC
AV Cables

Infrastructure

Freestanding Cabinets/Racks
Wallmount Cabinets
Climate Cabinets & Cooling
Cabinet / Rack Accessories
Power Protection / Distribution

OUR CUSTOMERS



Bank of America



Infosys



WELLS
FARGO

Deloitte



Cognizant



HCL

SkyBus



Genentech



Bloomberg

ENTRENCHED CUSTOMER RELATIONSHIP





Tech Companies



Hospitals



Manufacturers



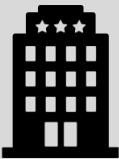
Utility Co.



Broadcast Co.



Retailers

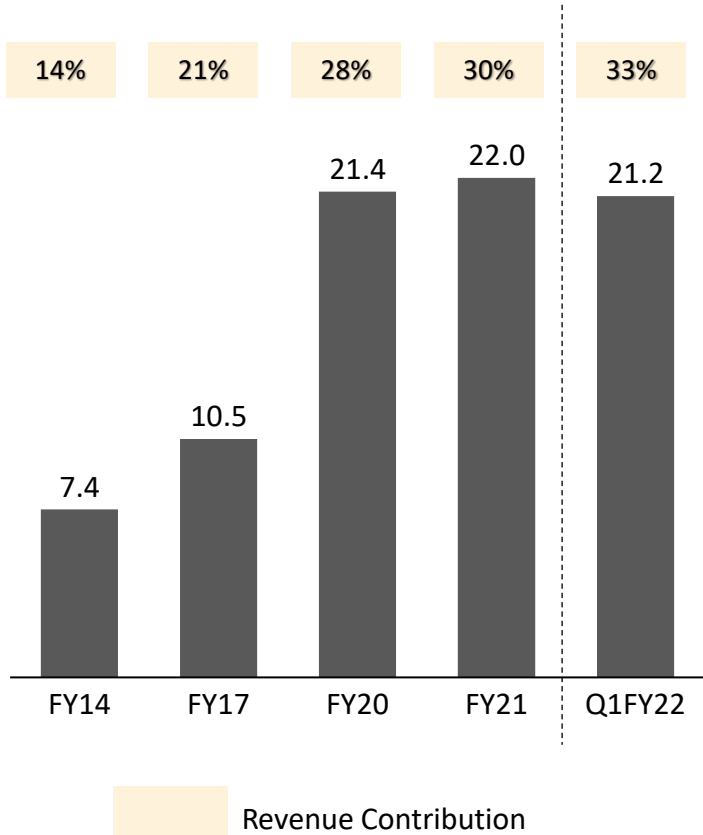


Hotels



Banks

Stable Long Tenure of Relationship*



*Top10 Clients – Weighted Average No. of Years

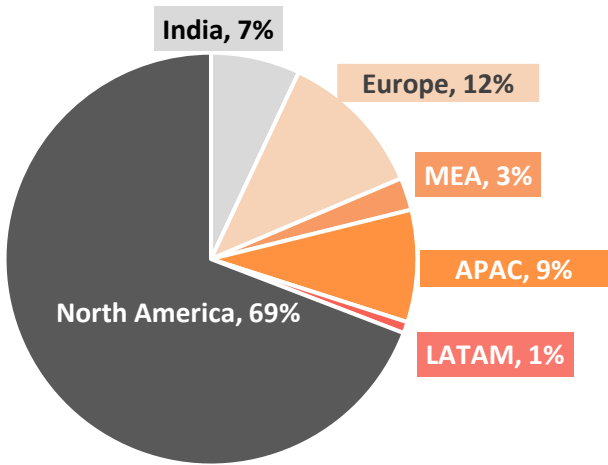
OUR PARTNERS



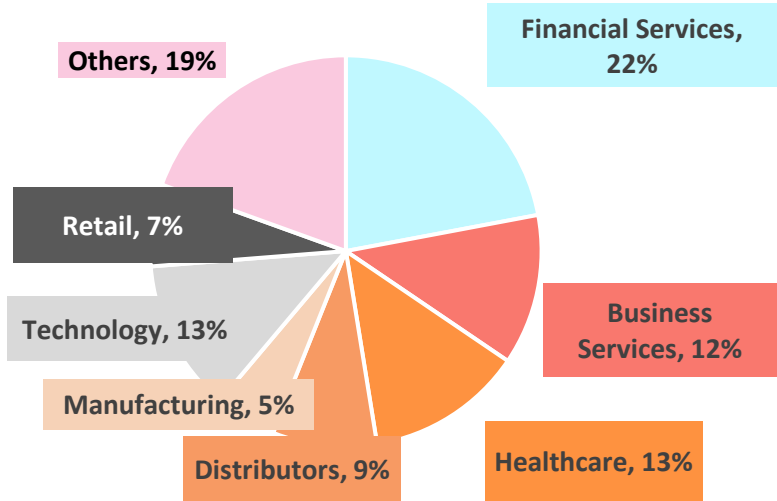
WELL DIVERSIFIED GLOBAL BUSINESS MODEL – Q1FY22



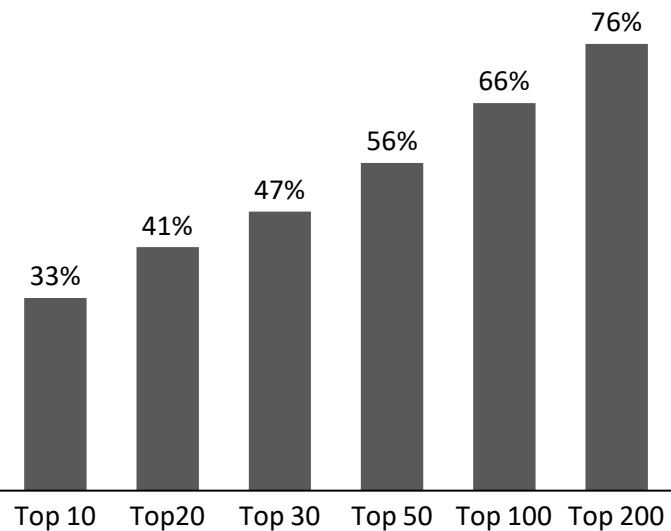
Revenue by Geography



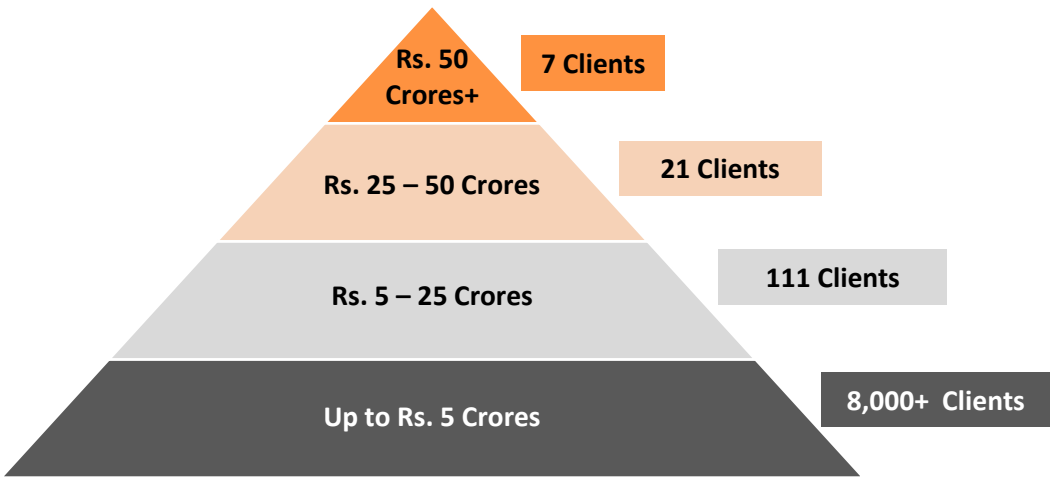
Revenue by Industry



Client Concentration - Revenue



Client-wise Contracts – Revenue*

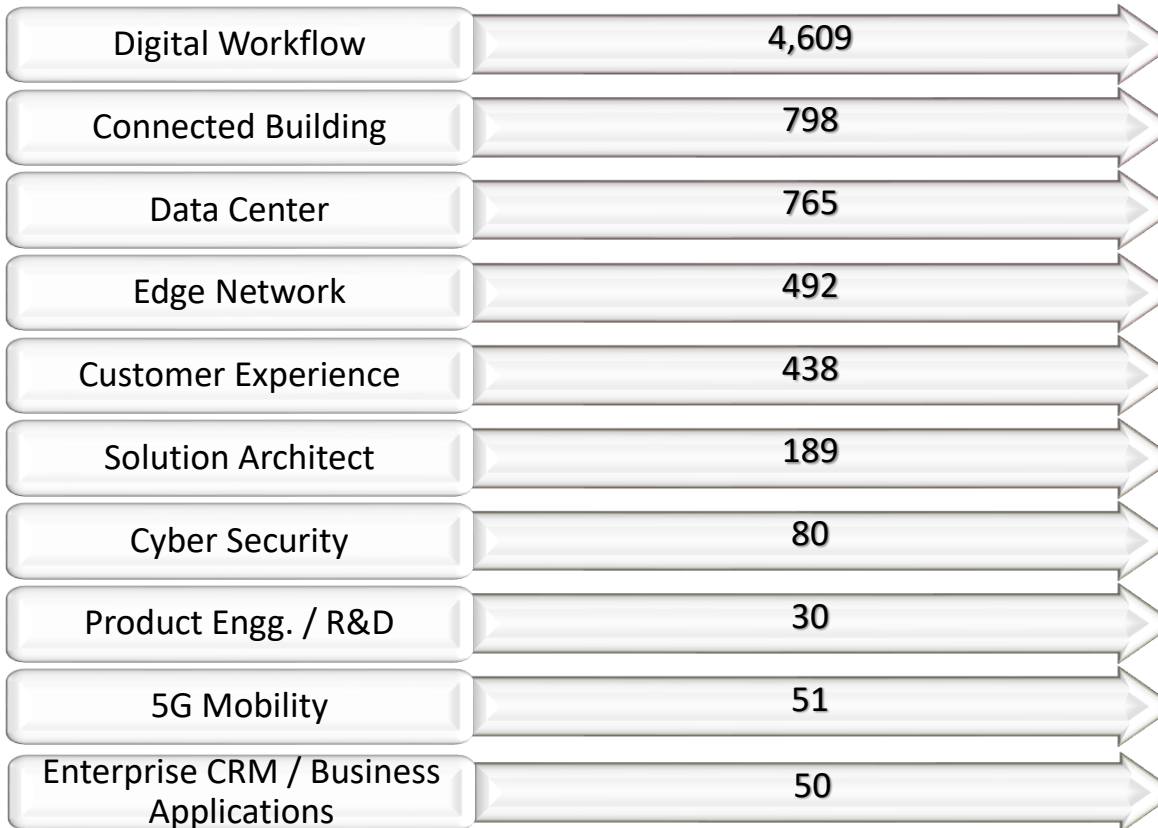


*As on FY21

ORGANIZATION SIZED TO SCALE GROWTH



AGC Skills Across



Investment to hire sales resource continue

Talent Acquisition:

- + Ratio-centric manpower including sales, delivery and services team – capable and technically competent to achieve growth
- + Dedicated talent acquisition team focusing on high quality hires across functions globally
- + Focus on newer and future ready technology capabilities
- + Multi-skilled
- + Investment in refreshing the sales team and hiring of partner managers

Training & Development:

- + Building the organizational capability level with requisite training
- + Core & new skill up-gradation to enhance business prospects
- + Various Certifications by OEMs





HISTORICAL FINANCIAL HIGHLIGHTS

Think **Global.** Act **Local.**

IMPROVING FINANCIALS OVER LAST 4 YEARS



Particulars (Rs. Crs.)	FY18	FY19	FY20*	FY21
Revenue from Operations	733	1,853	4,994	4,674
Gross Profit	204	496	1,521	1,497
Gross Profit Margin	27.8%	26.8%	30.4%	32.0%
Total Other Expenses	170	450	1,192	1,145
EBITDA	33	47	328	352
EBITDA Margin	4.5%	2.5%	6.6%	7.5%
Other Income	5	6	7	11
Depreciation (as per IND AS 116)	8	15	92	96
Depreciation (as per business)	8	15	41	33
EBIT	30	38	244	267
EBIT Margin	4.1%	2.1%	4.9%	5.7%
Finance Cost (as per IND AS 116)	25	45	132	98
Finance Cost (as per business)	25	45	123	86
Change in Fair value of warrant liability	-	-	(37)	(42)
Amortization of debt issuance cost	-	-	(23)	-
Exceptional Item Gain/ Loss	14	(73)	(125)	(32)
Profit before Tax	19	(79)	(73)	96
PBT Margin	2.6%	-4.3%	-1.5%	2.1%
Tax	4	(1)	7	18
PAT	15	(79)	(80)	78
PAT Margin %	2.0%	-4.3%	-1.6%	1.7%
Basic EPS (in Rs.)	5.15	(26.97)	(26.89)	26.05

*Restated

CONSOLIDATED BALANCE SHEET



Particulars (Rs in Cr)	Mar-18	Mar-19	Mar-20*	Mar-21
Non-Current Assets				
Property, Plant And Equipment	23	156	164	164
Right Of Use Asset	-	0	116	146
Goodwill	84	205	234	269
Other Intangible Assets	7	38	43	43
Financial Assets	7	11	25	28
Deferred tax assets	60	95	93	67
Other Non-Current Assets	5	29	84	31
Total Non-Current Assets	184	535	759	749
Current Assets				
Inventories	31	151	137	149
Trade Receivables	208	862	361	240
Cash And Cash Equivalents	12	263	369	410
Financial Assets	42	99	405	533
Other Current Assets	104	522	275	223
Sub-Total - Current Assets	396	1,897	1,547	1,554
Total - Assets	580	2,432	2,306	2,303

Particulars (Rs in Cr)	Mar-18	Mar-19	Mar-20*	Mar-21
EQUITY AND LIABILITIES				
Equity				
Equity Share Capital	28	30	30	33
Other Equity	62	(11)	(206)	174
Total Equity	90	19	(176)	207
Non-Current Liabilities				
Borrowing	20	587	15	119
Lease Liabilities	-	2	65	94
Other Financial Liabilities	5	2	157	87
Other Non-Current Liabilities	12	47	63	25
Provisions	11	117	197	85
Sub-Total - Non-Current Liabilities	47	755	499	410
Current Liabilities				
Borrowing	118	207	242	16
Trade Payables	139	551	548	516
Lease Liabilities	-	2	68	58
Other Financial Liabilities	46	275	569	414
Other Current Liabilities	137	490	472	564
Provisions	4	133	85	119
Sub-Total - Current Liabilities	444	1,658	1,983	1,686
Total - Equity And Liabilities	580	2,432	2,306	2,303

*Restated

SUMMARY OF CONSOLIDATED CASH FLOWS



Particulars (Rs in Cr)	FY20*	FY21
Operating profit before working capital changes	346	329
Changes in working capital	817	35
Cash generated from operations	1,163	364
Direct taxes paid (net of refund)	(26)	49
Net Cash from Operating Activities (A)	1,137	412
Net Cash from Investing Activities (B)	(328)	(131)
Net Cash from Financing Activities (C)	(645)	(288)
Net Change in cash and cash equivalents	164	(6)
Cash and cash equivalents at the beginning of the year	206	316
Cash and cash equivalents at the end of the year	316	357

*Restated

DISCLOSURE OF FINANCIAL RESTATEMENT



A

Warrants

- During the financial year 2018-19, BBX, step-down subsidiary of Holding Company, had entered into a credit agreement with Pathlight Capital Fund LLP (the 'lender') to avail credit facility amounting to Rs. 692.57 Crores (USD 97.50 Million) for BBC. Further, as an inducement and towards partial consideration for entering into the credit agreement, warrants were issued to the lender, which had a right to purchase common stock of BBC, having par value of USD 0.01 per share. BBC had not accounted for these warrants in the relevant period and accordingly accounting impact was not considered in the consolidated financial results of that period
- The Holding Company was required to account financial liability at fair value of warrants with corresponding debit to debt issuance cost. These warrants should be subsequently measured at fair value through profit or loss at each reporting date in accordance with Ind AS 109, 'Financial Instruments'. Further, debt issuance cost should be amortised over the period of loan

B

Unamortised cost of maintenance contracts

- During the financial year 2020-21, BBX has identified excess unamortized cost for maintenance contracts in one subsidiary which is pertaining to financial year 2019-20. The error pertaining to the past period has now been recorded by restating the respective reporting period

C

Sale and leaseback

- During the financial year 2019-20, BBC executed an arrangement of sale and leaseback with Pitts Properties Inc. ('PPI') where BBC ('seller / lessee') agreed to sell and lease back its land and building with PPI ('purchaser/ buyer/ lessor'). The transaction was recorded in the books in the relevant period. PPI is an unrelated party.
- During the same financial year 2019-20, AGC USA had provided financial guarantee to the lender of PPI on behalf of PPI. BBC had also provided springing guarantee to the lender of PPI which became effective on premature repayment by BBC to Pathlight in December 2019. It is constructed that PPI raised the money from its lender against the financial guarantee given by AGC USA apart from the security of land and building to pay BBC towards sales consideration. Accordingly, the initial sale and lease back transaction became invalid in line with Ind AS 115, 'Revenue from Contracts with Customers' and Ind AS 116, 'Leases'. This has resulted into unwinding of sale and lease back transaction on the initial date of recognition. Land and building are re-recognized in the books and depreciation is charged as if the sale never took place. Financial liability is recognized in the books for the amount equivalent to the consideration already received from PPI in respective periods.
- Further, AGC USA and BBC had not accounted for the financial guarantee in accordance with Ind AS 109, 'Financial Instruments' at the time of issuing the guarantee to lenders of PPI. Accordingly, guarantee is recorded at fair value on initial recognition, and fair value is determined by comparing effective interest rate implied by the cash flow analysis with BBC's incremental borrowing rate

Board of Directors has instructed that a Big 6 CA firm be appointed as internal auditors and significant stress be put on internal audits and reporting

IMPACT OF FINANCIAL RESTATEMENT



Profit & Loss Statement

Particulars (In Rs. Crs)	FY21	FY20
PBT before restatement	134.26	48.10
<i>Adjustments:</i>		
(A) Warrants	(41.70)	(60.33)
(B) Deferred cost	-	(34.40)
(C) Sale and leaseback	3.43	(26.34)
PBT after Restatement	96.00	(72.98)
Tax	17.90	6.98
PAT after Restatement	78.10	(79.96)

Balance Sheet Statement

Particulars (in Rs. Crs)	31-Mar-20 (Before Restatement)	Adjustments	31-Mar-20 (Restated)
ASSETS			
Non-current assets			
Property, plant and equipment	62.75	101.62	164.37
Right of use assets	186.52	(70.99)	115.53
Financial assets			0.00
Other financial assets	53.24	(30.16)	23.08
Other non-current assets	77.46	6.71	84.17
Current assets			
Other current assets	311.08	(36.05)	275.03
EQUITY AND LIABILITIES			
Equity			
Other equity	(77.57)	(128.30)	(205.87)
Liabilities			
Non-current liabilities			
Financial liabilities			
Lease liabilities	118.76	(53.40)	65.36
Other financial liabilities	0.00	157.42	157.42
Current liabilities			
Financial liabilities			
Lease liabilities	78.84	(11.07)	67.77
Other financial liabilities	562.72	6.49	569.21

Liability created on warrants as on 31st March 2021 is for Rs. 102.03 Crores (US\$14.0 Million). However, On 30 June 2021, BBX has entered into a contract to premature the warrant agreement with Pathlight Capital Fund LLP, executed in pursuance of credit agreement, by buying back the warrants for a value of Rs. 89.71 Crores (US\$ 12.25 Million).

Annexure – Links to Stock Exchange Intimations



Particulars	Links
CRISIL Ratings Rationale	Press Release
Black Box Corporation Acquisition	Press Release 4 Press Release 3 Press Release 2 Press Release 1
Fujisoft Technologies UAE	Press Release
Pyrios Pty Ltd (Australia) Pyrios Pty Ltd (New Zealand)	Press Release 2 Press Release 1
Q1FY22 Results	Results

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