

CEREBRA INTEGRATED TECHNOLOGIES

Marching Towards Green Growth

Investor Presentation February 2018



CELL PHONES
COMPUTERS
MONITORS
PRINTERS
AUDIO/VIDEO
SMALL DEVICES
OTHER EQUIPMENT

E-WASTE

Safe Harbor

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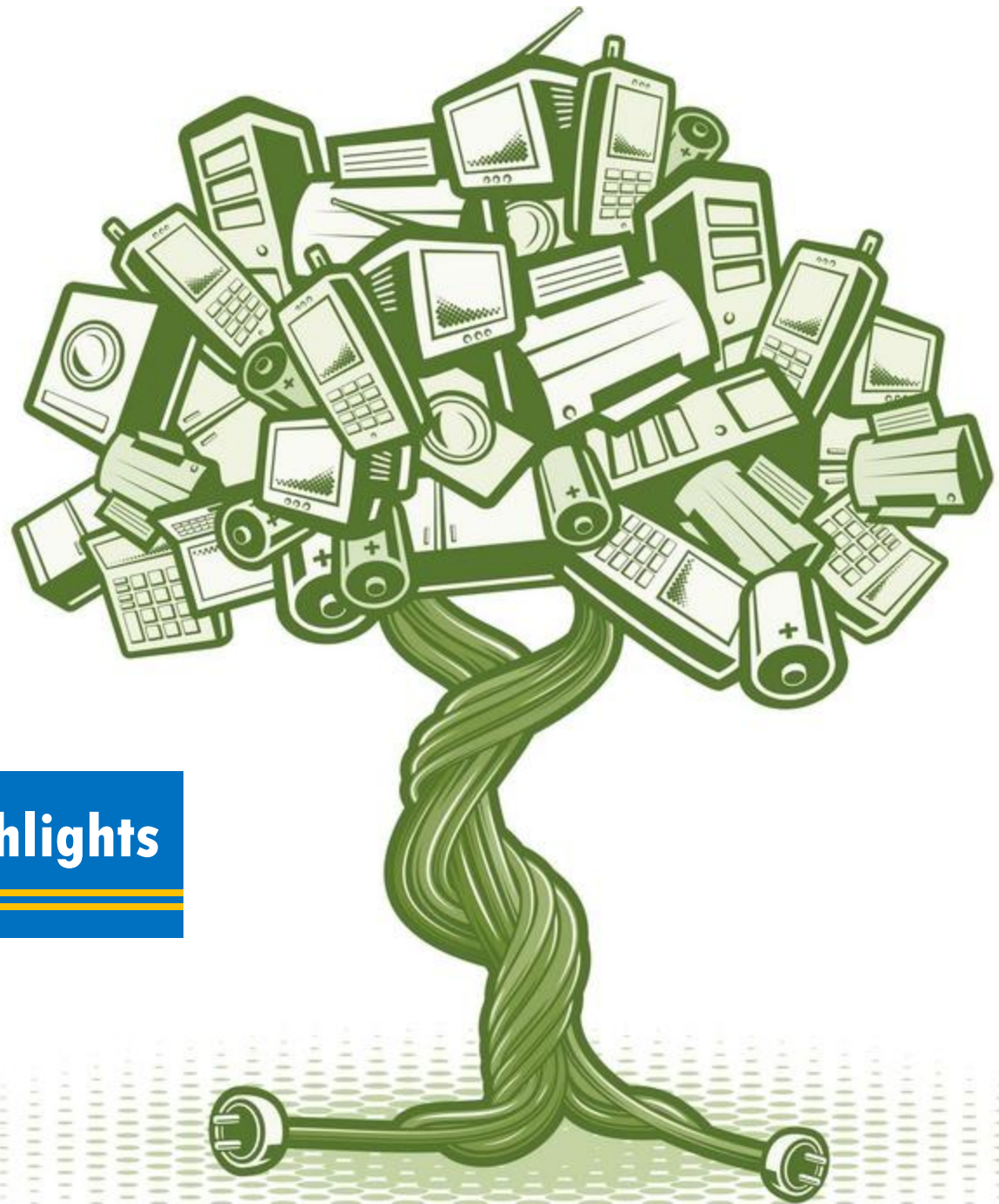


Agenda

- **Q3 & 9M FY18 – Financial Highlights**
- **Company Overview**
- **E-Waste Space - New Growth Area**
- **Hardware**
- **IT Services - India & Middle East**

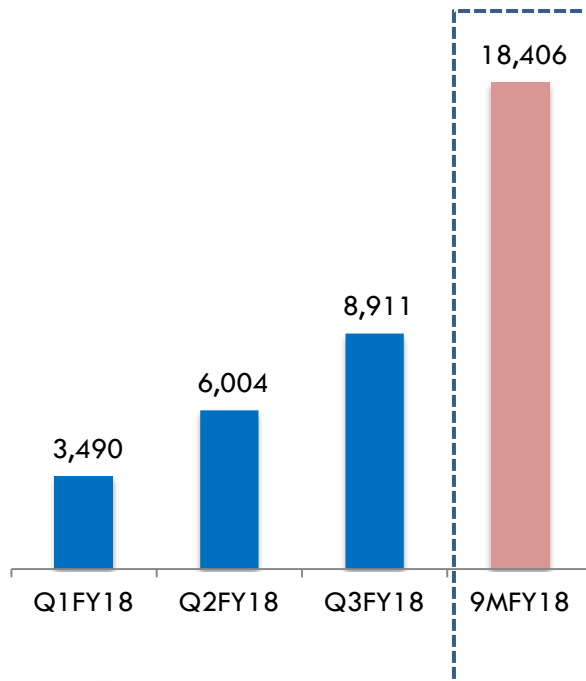


Q3 & 9MFY18 – Financial Highlights

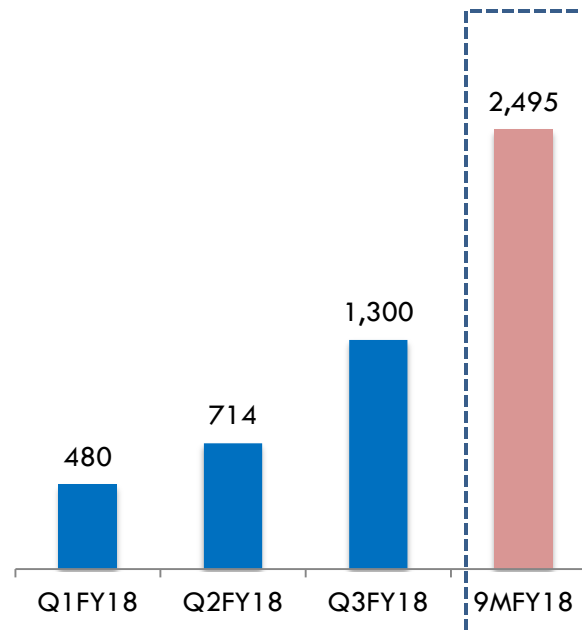


Stellar Performance on account of E-Waste

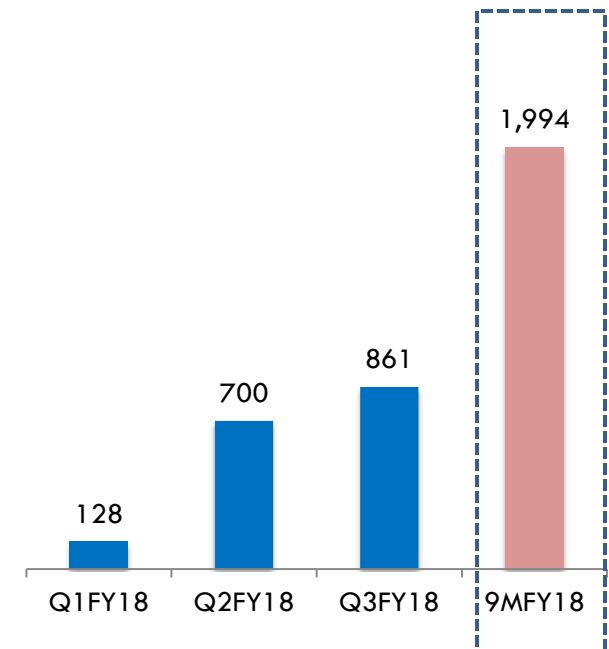
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



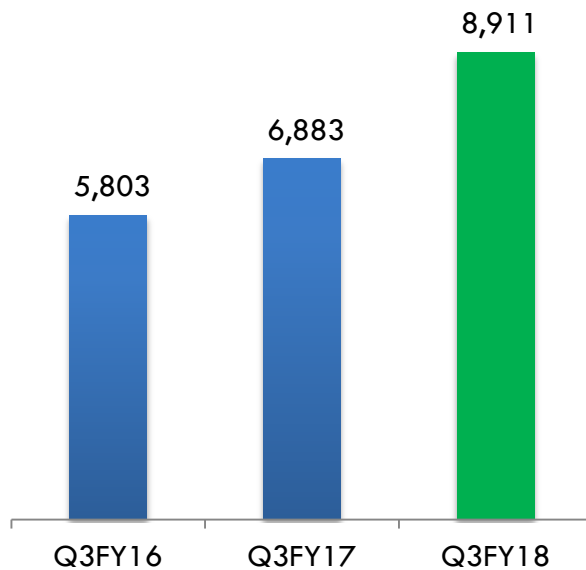
PAT (Rs. lakhs)



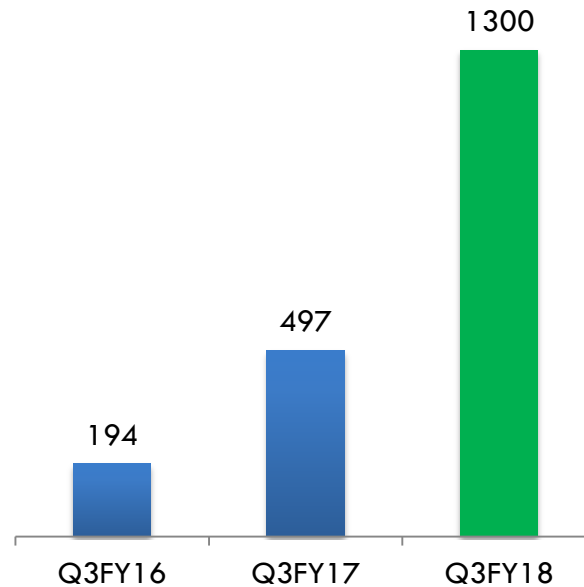
Figures have been regrouped or rearranged , wherever necessary
 * All figures are on consolidated basis

Financial Highlights – Q3FY18 (Consolidated)

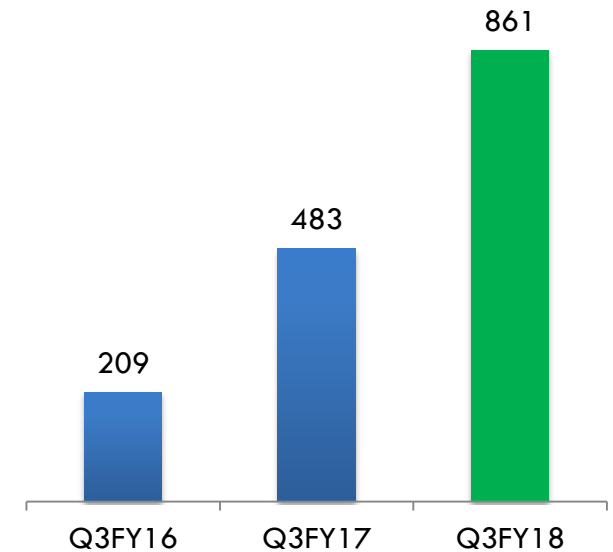
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



PAT (Rs. lakhs)



Figures have been regrouped or rearranged , wherever necessary

Financial Highlights – Q3 & 9MFY18 (Consolidated)

Rs. In lakhs	Q3 FY18	Q3 FY17	Q3 FY16
Revenue from Operations	8,911	6,883	5,804
Raw Material & Fuel costs	7,120	5,886	5,250
Employee Cost	198	143	138
Other costs	293	365	222
EBITDA	1,300	490	194
EBITDA Margin (%)	14.59%	7.11%	3.34%
Other Income	-125	8	140
Depreciation	9	-7	7
Interest	19	5	68
Exceptional items	-	-	-
Profit Before tax	1,148	499	259
Tax	287	16	50
Profit After Tax	861	483	209
PAT Margin	9.66%	7.02%	3.60%

9MFY18	9MFY17	9MFY16
18,406	18,261	17,806
14,250	15,585	16,273
561	439	458
1100	890	611
2,495	1,347	463
13.56%	7.38%	2.60%
84	31	357
21	16	48
84	116	231
-	-	-100
2,474	1,247	442
480	157	139
1,994	1,090	304
10.83%	5.97%	1.70%



Figures have been regrouped or rearranged , wherever necessary

Company Overview



Key Business Areas

E-Waste Management

Hardware

IT Services – India & Middle East



Hardware & IT Services



Leading hardware manufacturing company ...

- Design & manufacture motherboards, memory modules, servers, workstations etc
- Commenced operations in 1992 in Bangalore
- Manufacturing facility in Peenya, Bangalore
- Reputed diversified clientele across industry
- Nationwide presence with over 100 channel partners for distribution



... Niche expertise in IT Services in India & Middle East

- Offer business process outsourcing solutions by leveraging process, domain and people management expertise
- Expertise in Banking, Insurance, Finance & Accounting, HR Services, Healthcare and Legal Services
- Cerebra Middle East: Niche IT Distribution house offering Data Centre, Security Surveillance and IT Infrastructure management solutions to the Middle East

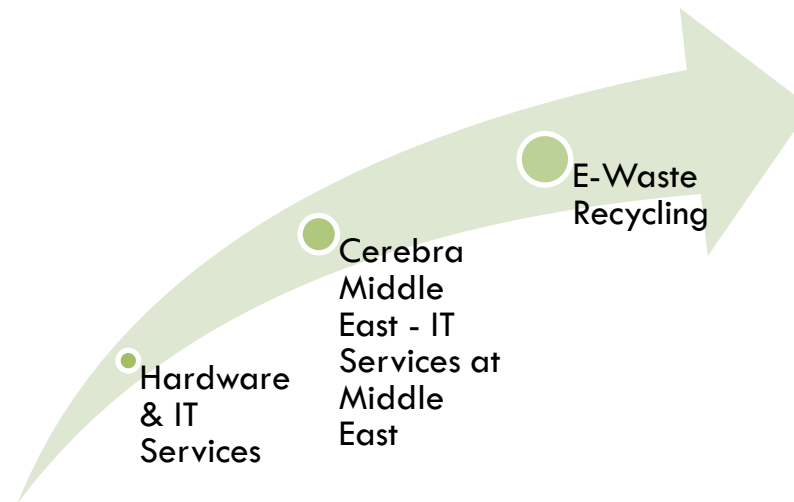


Entry into E-Waste business



... Foray into E-Waste Recycling

- One of India's largest integrated E-Waste recycling facility at Narsapura
- Capacity of 96,000 Tons per annum; obtained necessary consent from Karnataka State Pollution Control Board
- Recycling & Refurbishment is progressing well
- Agreements with many customers including MNC's across India for collecting E-Waste
- Collection centers now at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Surat, Vadodara, Vijayawada and Vishakapatnam



Experienced Team



Mr. V. Ranganathan, MD

- Electrical & Electronics Engineer, ~29 years of experience in manufacturing & trading of computers and electronic products
- Leading the marketing initiatives at Cerebra



Mr. Asit Ahuja, CEO, Cerebra ME

- Founder Director Cerebra Middle East FZCO
- Responsible for day to day operations



Mr. Shridhar S Hegde, ED & CFO

- Law graduate, ~ 35 years of experience in industry
- Responsible for the entire financial aspects of Company



Mr. Phalguna Jois, CEO, ES Division

- ~25+ extensive experience in manufacturing, IT distribution and business development
- Instrumental in building team & strategic alliances



Mr. P. Bharath, COO

- Civil Engineer, Responsible for setting up the factory at Peenya
- Leading production activities at SMT Division, EMS Division, and E-waste Recycling Plant



Mr. Anil Bhavnani, Head-Strategy & Alliances (E-Waste Recycling)

- ~30 years experience in conceptualizing and establishing successful businesses
- Responsible for strategy and alliances



Mr. P. Vishwamurthy, ED

- Mechanical Engineer, ~ 26 years of experience in industry
- Resource management, client relationships and engagements



Servicing prestigious clients across industry segments

Banks



PSUs



Govt. Agencies



Other Major Clients



E-Waste Space: New Growth Area



Current E-Waste Recycling in India

Current Scenario of E-Waste treatment in India



Currently ~ **99%** of E-Waste market in India is **un-organised**



Current Hazardous E-Waste recycling practices in India

Cerebra's way for E-Waste treatment



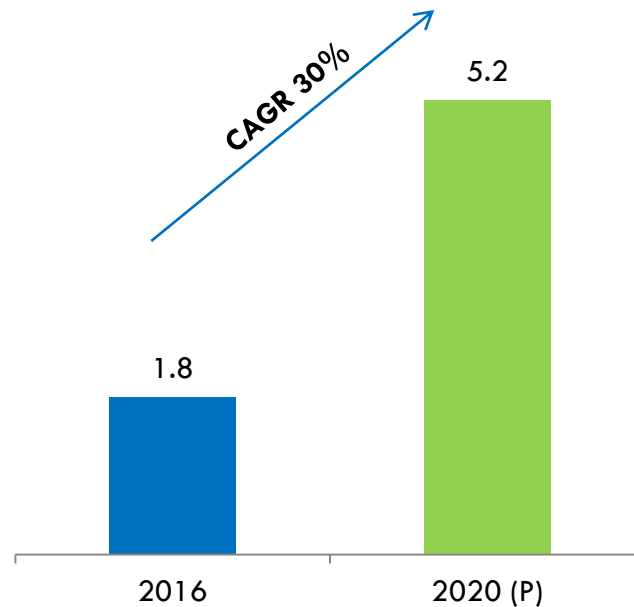
Pioneers in organised E-Waste recycling player

[Video Link](#)

India's E-Waste Potential – A Large Opportunity

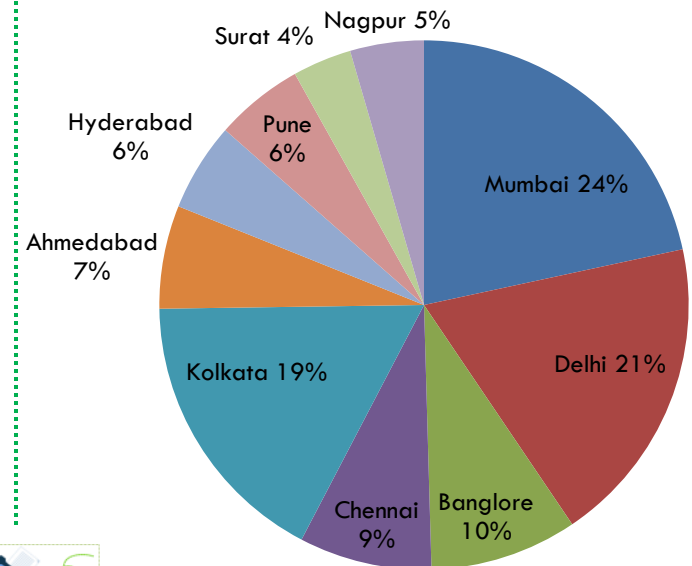
India is emerging as one of the world's major electronic waste generators

Generation of E-Waste in India (Million Metric Tonnes) p.a



Source: ASSOCHAM-cKinetics study (June 2016)

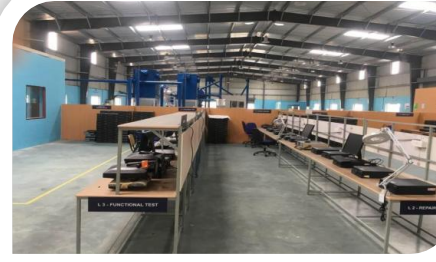
City wise E-Waste generation



Source: Dept. of Information Technology



World Class Fully Integrated E-Waste Facility



Cerebra's E-Waste facility:

- E-Waste Recycling Facility spans over an area of **12 acres**; with built up area of more than **40,000 sft**
- Current capacity of the facility is **36,000 tons p.a.**; with potential to reach **96,000 tons p.a.** in future

Awarded IMS Certificate

**ISO9001:2015, ISO 14001:2015
and ISO 18001:2007:**

- **Scope:** E-waste Collection, Dismantling, Segregation, Recycling, Refurbishing & Data Protection activities of Waste Electrical & Electronic Equipments



[Video Link](#)



... Large opportunity for CEREBRA

- Commenced operations & continuous expansion of network for E-Waste collection
- Collection centers now at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Surat, Vadodara, Vijayawada and Vishakapatnam

- Plant capacity to process 96,000 tonnes of E-Waste per annum
- Equipped for 100% recycling of collected E-Waste with zero landfill

- MOU signed with major MNCs & Large Corporates
- Precious Metals refining plant to be set up soon

Cerebra E-Waste Business Process

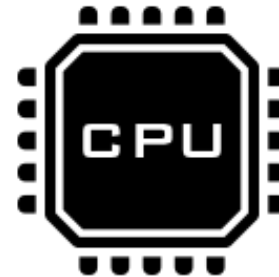


Advantage Cerebra

- Pioneer in hardware manufacturing with strong skill sets in repair & refurbish
- Location Benefit:
 - Bengaluru : Around 1,500 Software & BPO companies
 - Chennai: Manufacturing hub for Electronics & Automobiles
- Strong vendor alliances and partnerships with IBM, Dell, HP, Oracle etc
- Extensive dealer network already in place due to existing line of business



Hardware & IT Services

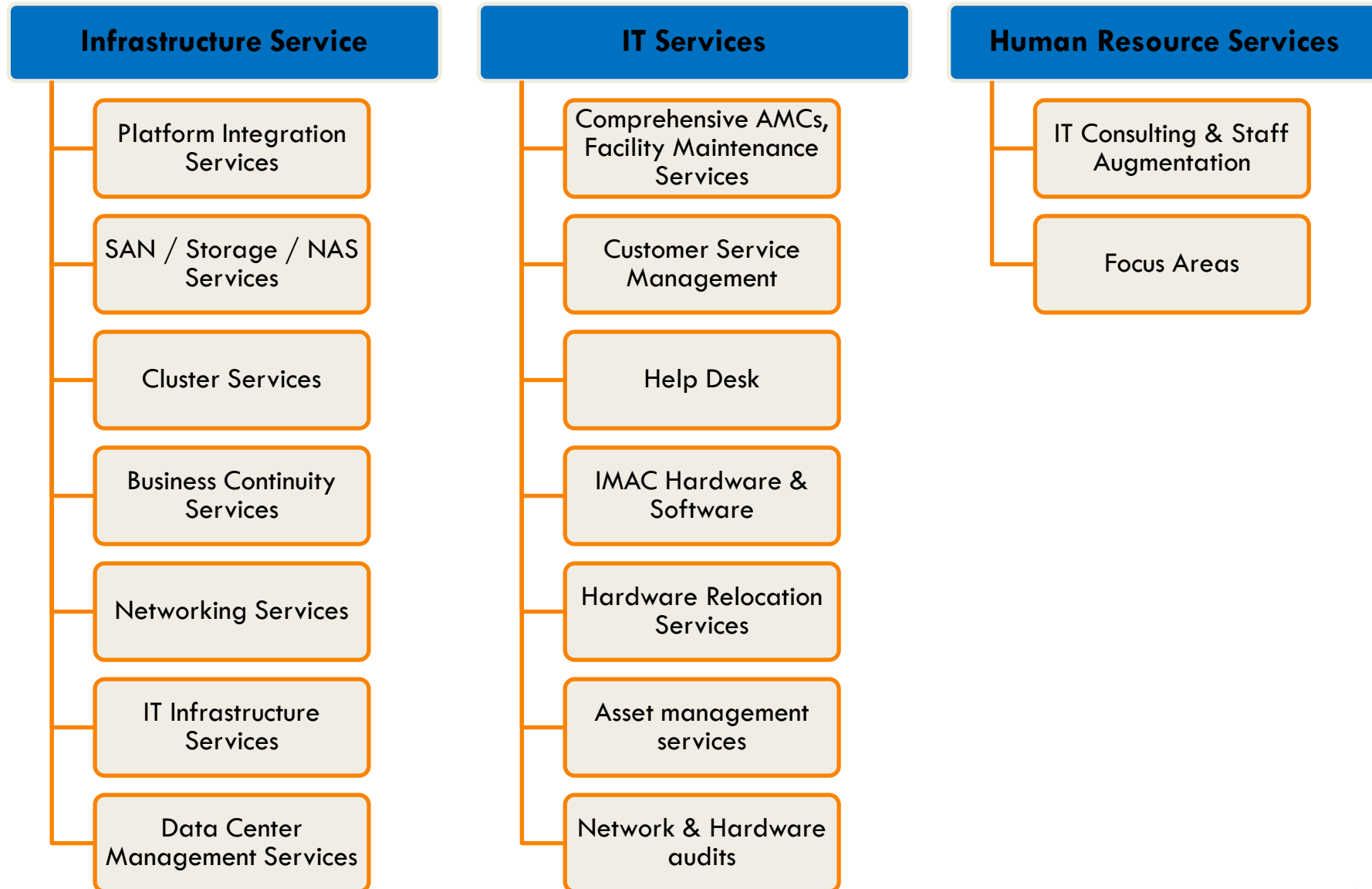


One of the Pioneers in Hardware Space in India

	Electronic Manufacturing Service (EMS)	Enterprise Solutions Division (ESD) & Infrastructure Management
Key Offering	Manufactures populated PCBs such as motherboards, memory modules, graphic cards	Networking, servers, storage, endpoints, operating systems, application software
Capacity	Handles - 14000 / 28000 CPH	Skilled manpower to provide solutions
Projects/Services by Cerebra	Providing Hardware Solutions & IT Services	Automated Driving Test System (ADTS) from Transport department
		Personalised Security Surveillance services (value added distributor for UAE region)
		Personalised storage servers



IT Services – Expansive Portfolio in India



Cerebra Middle East

Niche IT Distribution house offering Data Centre & IT Infrastructure management solutions

Service Offerings

Security **Surveillance Solutions**

CCTV

VMS

NVR

Storage

Access Control

Video Walls

Information & Communication **Technology**

Data Centre Solutions

Business Continuity

Data Protection

Cloud Solutions

Disaster Recovery

Enterprise Mobility

Storage Virtualization

E-Waste Recycling



Some of our Marquee Projects



Unique order win for Automated Driving Test System (ADTS) from Transport department, Government of Karnataka

- To automate process of conducting driving tests & issuance of licenses at select RTO center
- 5 year contract to implement, operate and maintain



Canon (Japan) appointed Cerebra Middle East FZCO (Subsidiary of Cerebra) as a value added distributor for UAE region

- UAE's security and surveillance market to witness rapid growth due to EXPO 2020 in Dubai



ಸರಬರಾಜು
CEREBRA
E-WASTE RECYCLER

DROP YOUR ELECTRONIC WASTE HERE

E-WASTE

Electronic waste affects our health. It contains toxic materials like mercury, lead, cadmium, barium, lithium, etc.
E-Waste is HAZARDOUS

PLEASE  RECYCLE

Call +91-80-2204-6969
Cell +91-97409-11799
e-waste@cerebracomputers.com

LET'S CONNECT



Mr. P. Vishwamurthy

vishwa@cerebracomputers.com

S5 Off 3rd Cross 1st Stage Peenya Industrial
Area Bangalore – 560 058



“Responsibility towards safety
of our environment”

For more information visit:

www.cerebracomputers.com



Mr. Abhishek Bhatt / Mr. Vikash Verma

abhishek@stellar-ir.com vikash.verma@stellar-ir.com

Kanakia Wall Street, Andheri (East), Mumbai 400 065