



CEREBRA INTEGRATED TECHNOLOGIES

ONE OF THE LEADING E WASTE RECYCLER

INVESTOR PRESENTATION | MAY 2018



Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Cerebra Integrated Technologies Limited (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Agenda

- **Q4 & FY18 – Financial Highlights**
- **Company Overview**
- **E-Waste Space - New Growth Area**
- **Hardware**
- **IT Services - India & Middle East**



Key Highlights for the Year

❖ Substantial growth in the business

- Revenues grew from Rs. 25,084 Lakhs in FY17 to Rs. 31,430 Lakhs in FY18 (25%)
- EBITDA grew from Rs. 1,325 Lakhs in FY17 to Rs. 4,208 Lakhs in FY18 (218%)
- Net Income grew from Rs. 1,215 Lakhs in FY17 to Rs. 3,457 Lakhs in FY18 (185%)

❖ Significant increase in profitability

- EBITDA margins increase from 5.28% in FY17 to 13.39% in FY18
- Net Income margins increase from 4.84% in FY17 to 11% in FY18

❖ **E-Waste** : Primary driver for business growth and profitability

- Plant fully operational
- Key personnel in place
- MOUs with MNCs and Corporate in place thus safeguarding the sourcing of E-waste
- Plans in place for setting up the metal refining facility

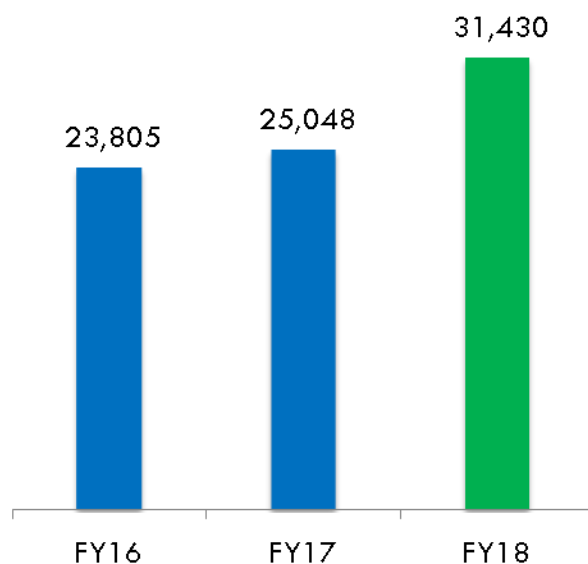


Q4 & FY18 – Financial Highlights

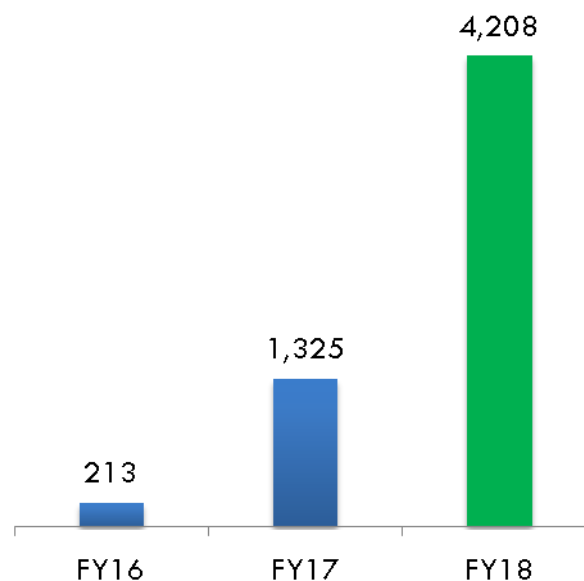


Yearly Financial Performance Trend (Consolidated)

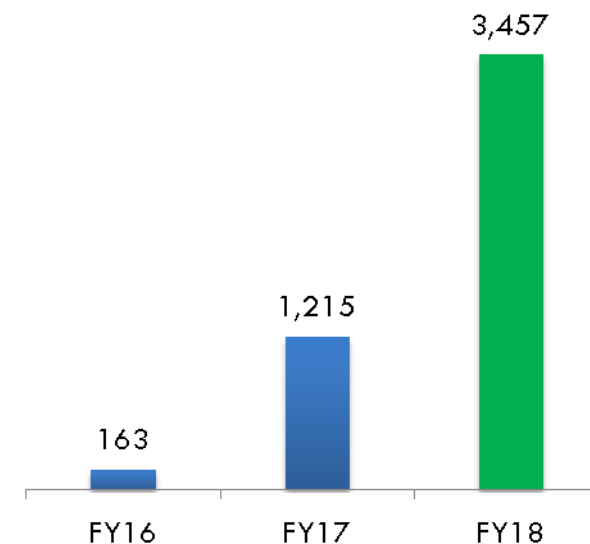
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



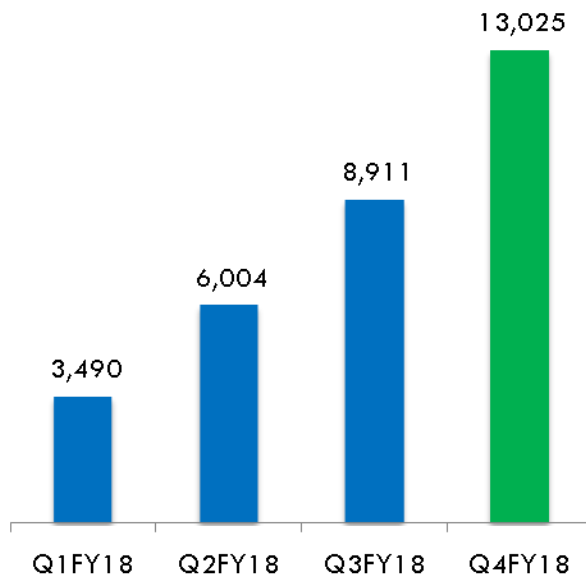
PAT (Rs. lakhs)



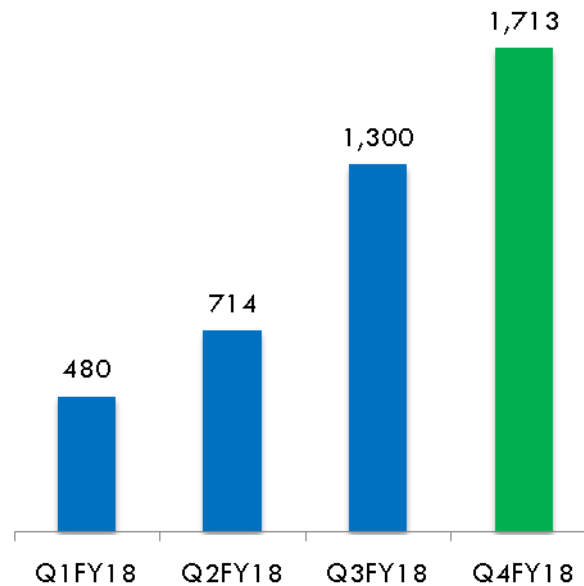
Figures have been regrouped or rearranged , wherever necessary

Quarterly Performance Trend for FY18 (Consolidated)

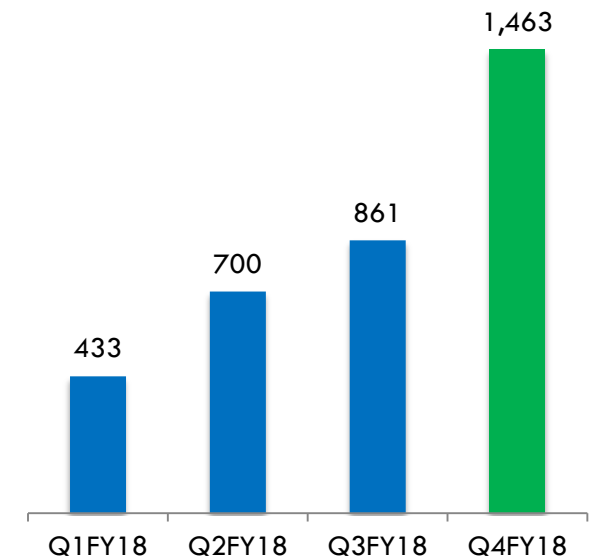
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



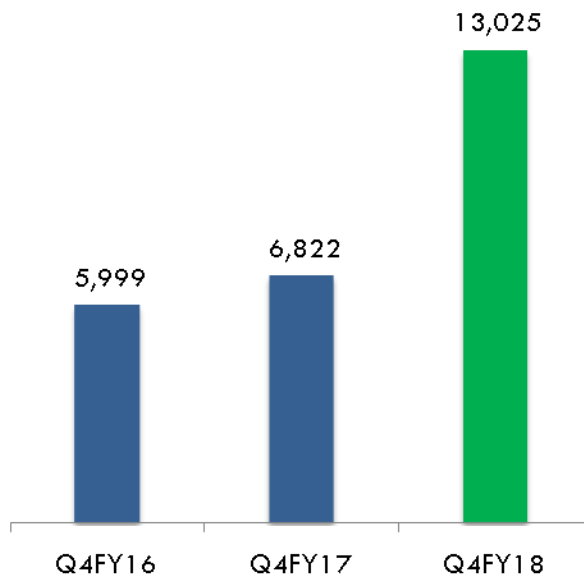
PAT (Rs. lakhs)



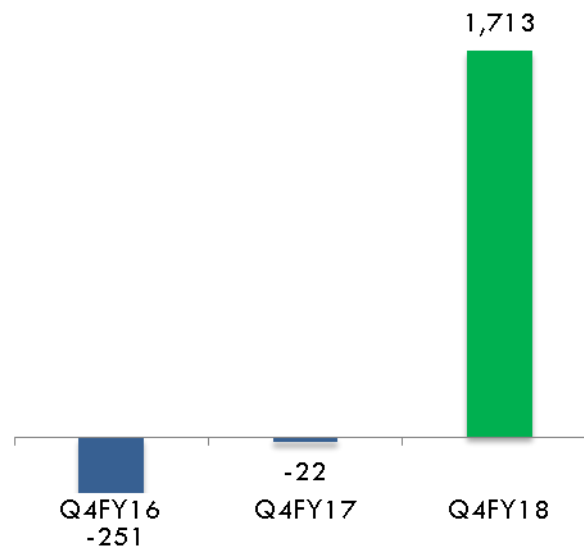
Figures have been regrouped or rearranged , wherever necessary

Quarterly Financial Highlights (Consolidated)

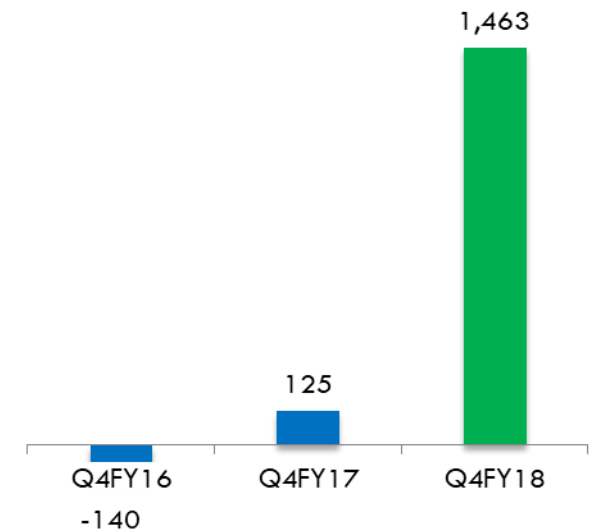
Revenue (Rs. lakhs)



EBITDA (Rs. lakhs)



PAT (Rs. lakhs)



Figures have been regrouped or rearranged , wherever necessary

Profitability Highlights – Q4 & FY18 (Consolidated)

Rs. In lakhs	Q4 FY18	Q4 FY17	Q4 FY16
Revenue from Operations	13,025	6,822	5,999
Raw Material	10,368	6,281	5,486
Employee Cost	249	177	151
Other costs	694	385	613
EBITDA	1,713	-22	-251
EBITDA Margin (%)	13.15%	-	-
Other Income	99	118	31
Depreciation	10	1	4
Interest	87	31	22
Exceptional items	-	-	-
Profit Before tax	1716	64	-245
Tax	253	-61	-105
Profit After Tax	1463	125	-140
PAT Margin	11.23%	1.83%	-

FY18	FY17	FY16
31,430	25,084	23,805
24,618	21,867	21,759
810	616	609
1795	1275	1224
4,208	1,325	213
13.39%	5.28%	0.89%
183	149	388
30	17	51
171	147	253
-	-	-100
4,190	1,311	197
733	96	33
3457	1215	163
11.00%	4.84%	0.69%



Figures have been regrouped or rearranged , wherever necessary

Balance Sheet Highlights – FY18 (Consolidated)

Rs. Lakhs	FY18	FY17	Rs. Lakhs	FY18	FY17
Shareholder's Funds	26,037	17,566	Non-current assets	6,726	4,311
Share capital	12,040	10,850	Property Plant & Equipment	900	640
Other Equity	13,998	6,716	CWIP	-	255
Non-current liabilities	136	116	Other Financial Assets	14	9
Borrowings	98	80	Investment	1,434	-
Other Financial Liabilities	-	-	Long-term Loans & Advances	67	95
Long-Term Provisions	38	36	Deferred Tax Assets	2	94
Current liabilities	10,165	15,531	Other Non-Current Assets	4,308	3,218
Borrowings	-	48	Current assets	29,613	28,901
Trade Payables	9,041	14,796	Inventories	1,491	225
Other Financial liabilities	314	402	Financial Assets		
Other Current Liabilities	161	191	Bank Balances	537	466
Short-term provisions	26	12	Trade receivables	20,063	21,608
Current Tax Liabilities (Net)	623	82	Cash & Cash equivalents	6,984	6,536
Total Equities & Liabilities	36,339	33,212	Short-term loans & Advances	68	23
			Other Current Assets	470	43
			Total Assets	36,339	33,212



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

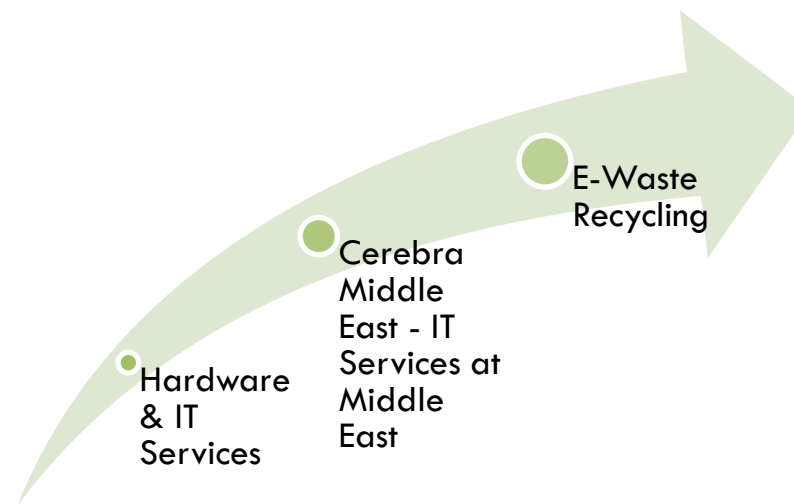


Entry into E-Waste business



... 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



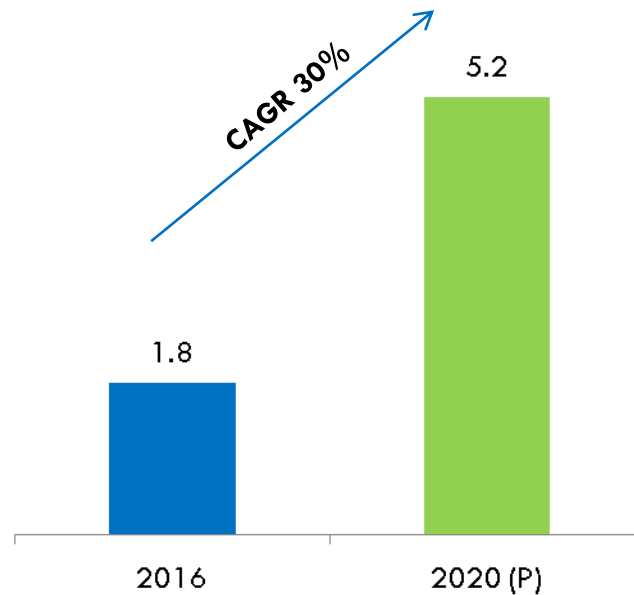
Pioneers in organised E-Waste recycling player

[Video Link](#)

India's E-Waste Potential – A Large Opportunity

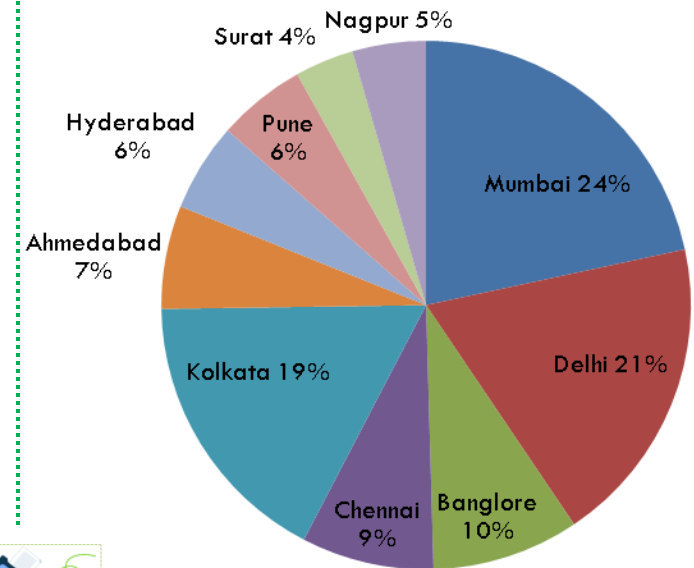
India is emerging as one of the world's major electronic waste generators

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

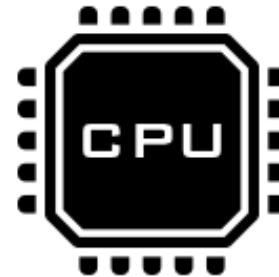


Advantage Cerebra

- 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

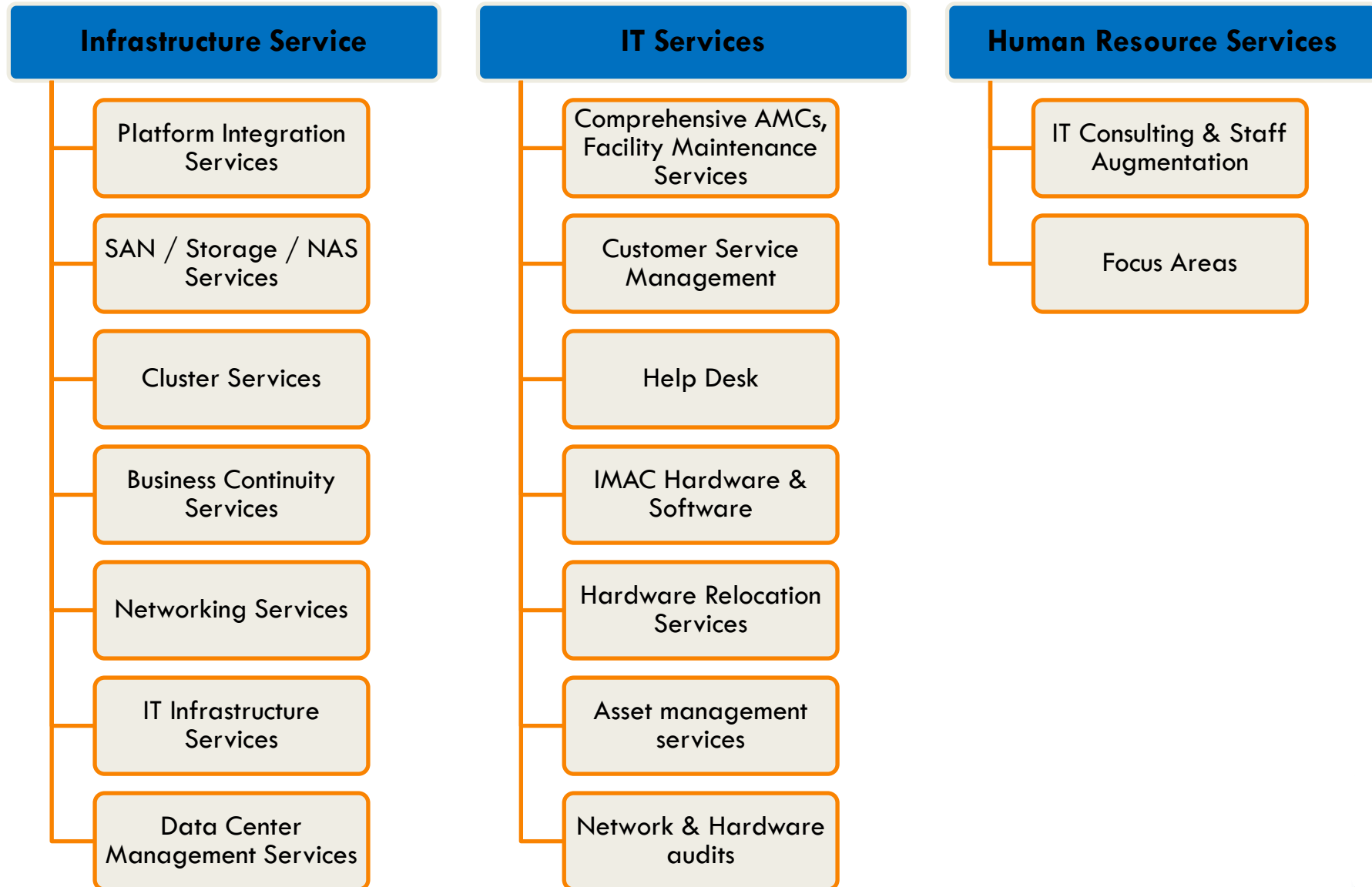


One of the Pioneers in Hardware Space in India

	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