



Infotech And Communications Limited

Your partner in building secure, customized intelligent networks



Result Update Presentation Q4 & FY25

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Quarterly Financial highlights

Management Comment



“We are pleased to report a strong close to FY25, with robust revenue growth of 20.91% year-on-year, reflecting our continued efforts to expand our customer base, diversify our product portfolio, and deepen our presence in key markets. In Q4 alone, we delivered a sequential revenue growth of 28.71%, demonstrating sustained momentum across our networking and cybersecurity solutions. While margins were impacted in the quarter due to a combination of product mix and an increase in operating expenses, our full-year EBITDA margin improved to 4.69%, up from 4.36% in FY24. This was driven by higher operating leverage, cost optimization initiatives, and a growing contribution from value-added offerings.

Our top-performing brands and products, in terms of revenue contribution, include Samsung, Netgear, Arbor and D-Link which together account for a significant share of total revenue. Specifically, Samsung leads with a 39% revenue share, followed by Netgear 19%, Arbor 10%, D-Link 17%, and Zscaler 3%. These brands continue to be pivotal in driving our revenue and growth.

During the year, DC Infotech & Communication Limited was once again recognized in the prestigious Financial Times–Statista ranking of High-Growth Companies Asia-Pacific 2025, securing the 267th position — a remarkable achievement for third consecutive year. This recognition reinforces our consistent growth trajectory and leadership in the industry. Additionally, we successfully attained Zscaler Data Security Sales Specialization under Zscaler Partner Specialization Program, a testament to our advanced capabilities in delivering cutting-edge data security solutions. These milestones reflect our commitment to driving innovation, expanding our service offerings, and delivering enhanced value to our clients and stakeholders.

We remain committed to driving profitable growth and efficiency. With rising digital transformation across sectors, we see strong growth opportunities ahead and are actively expanding our product range and partnerships to stay ahead in a dynamic market.

The entire team of DC Infotech has been instrumental in bringing us thus far and I express my sincere gratitude to all the stakeholders for their support and trust.”

Key updates



Secures Spot in FT's High-Growth Companies Asia-Pacific 2025 Ranking the Third Consecutive Year

- Recognized in the prestigious Financial Times – Statista ranking of High-Growth Companies Asia-Pacific 2025. The company secured the 267th position, marking the third consecutive year that DC Infotech & Communication Limited has been nominated in this esteemed ranking, reinforcing its sustained growth and industry leadership

Successfully achieved the Zscaler Data Security Sales Specialization under the Zscaler Partner Specialization program

- This specialization recognizes and differentiates partners with advanced capabilities in critical solution areas. By attaining this designation, **DC Infotech & Communication Limited** is now equipped to offer enhanced **data security solutions** focused on **preventing data loss, ensuring compliance, consolidating security tools, and securing cloud environments**

Q4 FY25 Financial Highlights



Rs. Cr	Q4 FY25	Q4 FY24	Y-o-Y%	Q3 FY25
Income from Operations	172.72	154.59		134.19
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	172.72	154.59	11.73%	134.19
Raw material	159.23	142.35		121.88
Employee Cost	2.64	2.66		2.36
Operating Cost	3.89	2.83		2.48
Total Expenditure	165.76	147.85		126.72
EBITDA	6.96	6.74	3.33%	7.47
EBITDA Margin %	4.03%	4.36%	(33 bps)	5.57%
Other Income	0.88	0.67		(0.15)
Depreciation	0.16	0.09		0.15
Interest	2.11	1.55		1.77
Exceptional Item	0.00	0.00		0.00
Profit Before Tax	5.57	5.77		5.40
Tax	1.85	1.55		1.36
PAT	3.72	4.21		4.04
Other Comprehensive Income	0.00	0.00		0.00
Net Profit	3.72	4.21	(11.78%)	4.04
Net Profit Margin (%)	2.15%	2.73%		3.01%
Basic EPS in Rs.	2.62	3.29	(58 bps)	2.92

- Revenue growth is mainly on account of growth in Top brands that contribute to our revenue are Samsung 39%, Netgear 19%, D-Link 17%, Arbor 10% and Zscaler 3%
- EBITDA margins declined due to increase in operating expenses

FY25 Financial Highlights



Rs. Cr	FY25	FY24	Y-o-Y
Income from Operations	555.75	459.63	
Other Operating Income	0.00	0.00	
Total Income from Operations	555.75	459.63	20.91%
Raw material	509.65	423.30	
Employee Cost	9.40	8.84	
Operating Cost	10.62	7.45	
Total Expenditure	529.68	439.59	
EBITDA	26.07	20.04	30.12%
EBITDA Margin %	4.69%	4.36%	33 bps
Other Income	1.44	1.03	
Depreciation	0.55	0.56	
Interest	6.93	4.87	
Exceptional Item	0.00	0.00	
Profit Before Tax	20.03	15.64	28.10%
Tax	5.53	4.03	
PAT	14.50	11.61	
Other Comprehensive Income	0.00	0.00	
Net Profit	14.50	11.61	24.89%
Net Profit Margin (%)	2.61%	2.53%	8 bps
Basic EPS in Rs.	10.72	9.51	12.72%

Balance sheet Highlights



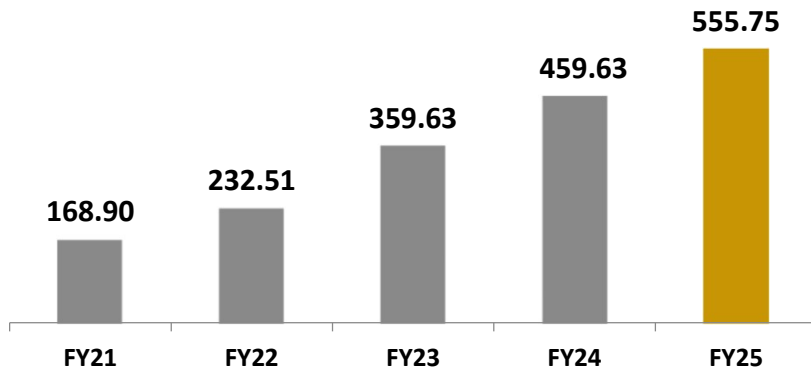
Rs. Cr	As on 31 st March 2025	As on 31 st March 2024
Equity	72.22	50.59
Equity Share capital	14.18	13.00
Other Equity	58.04	37.59
Minority Interest	0.00	0.00
Non-current liabilities	0.59	0.39
Long term borrowings	0.21	0.10
Deferred tax liabilities	0.00	
Other Long term liabilities	0.00	0.00
Other Long term provisions	0.39	0.29
Current liabilities	173.61	156.73
Short Term Borrowings	50.68	37.51
Trade Payables	113.79	108.77
Other Financial liabilities	2.39	4.87
Other Current liabilities	0.94	1.33
Short-term provisions	0.16	0.13
Current Tax liabilities (Net)	5.66	4.12
Total Equities & Liabilities	246.43	207.71

Rs. Cr	As on 31 st March 2025	As on 31 st March 2024
Non-current assets	3.22	2.22
Property, Plant and Equipment	2.70	1.88
Intangible Assets	0.00	0.00
Non-current Investments	0.00	0.00
Net Deferred Tax Assets	0.51	0.34
Long-term loans & advances	0.00	0.00
Other non-current assets	0.00	0.00
Current assets	243.21	205.49
Inventories	71.41	58.74
Trade receivables	131.09	126.41
Cash, Cash equivalents & Bank balances	23.36	12.44
Bank Balances other than above	0.00	0.00
Other Financial assets	1.34	0.92
Other Current Assets	16.00	6.98
Total Assets	246.43	207.71

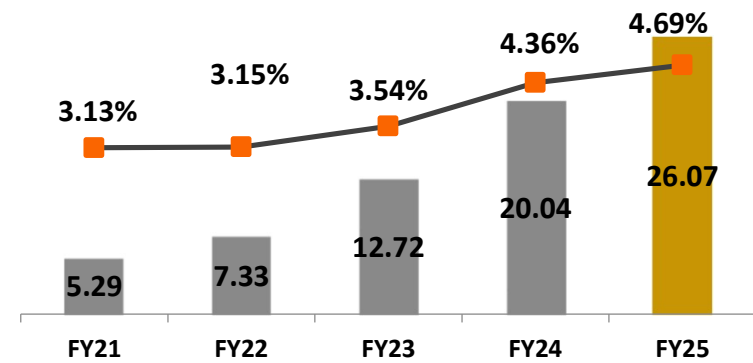
Annual Financial Highlights



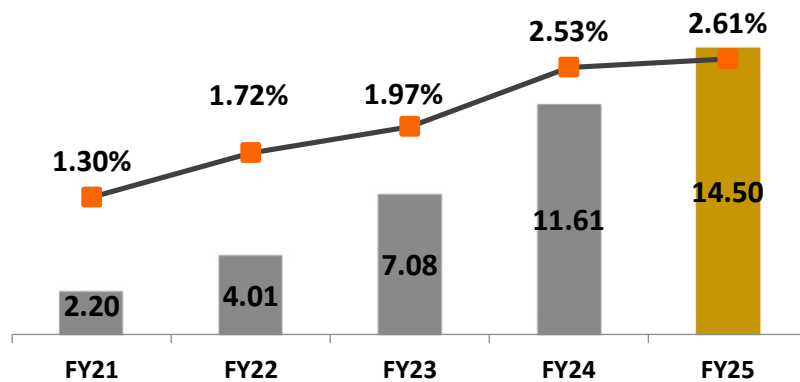
Revenue (Rs. Cr.)



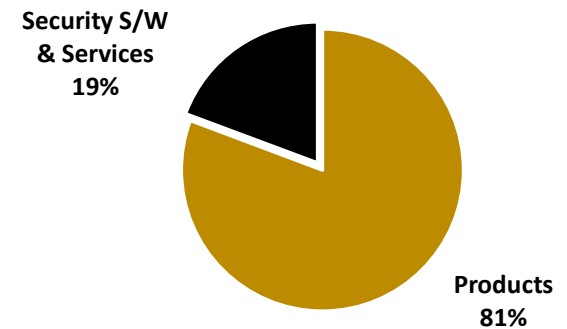
EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



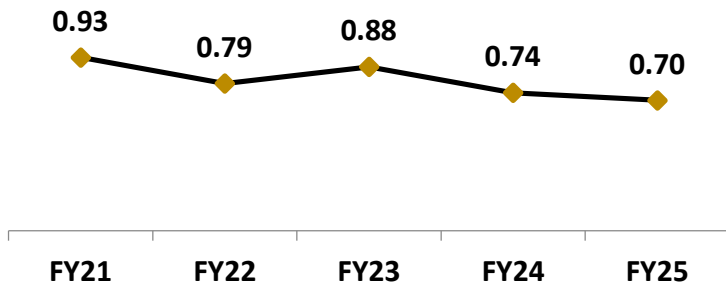
FY25 Revenue Split



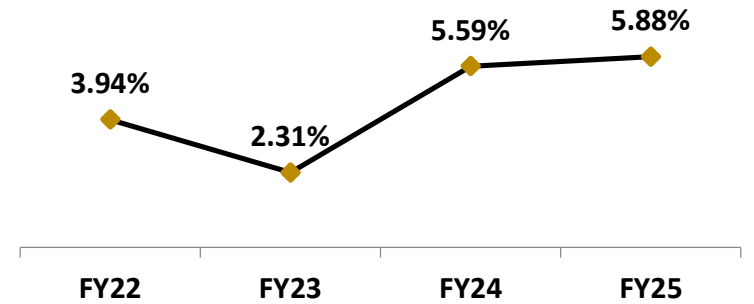
Key Return Ratios



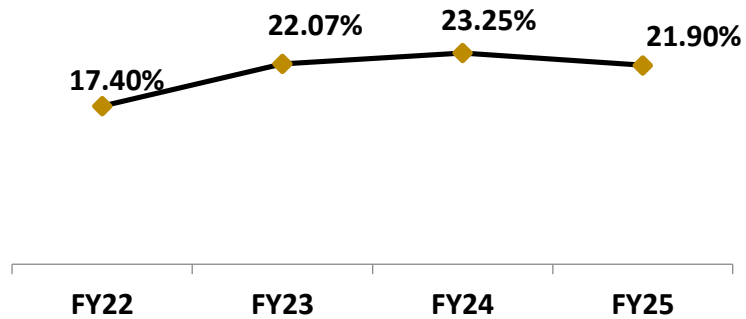
Debt/Equity (x)



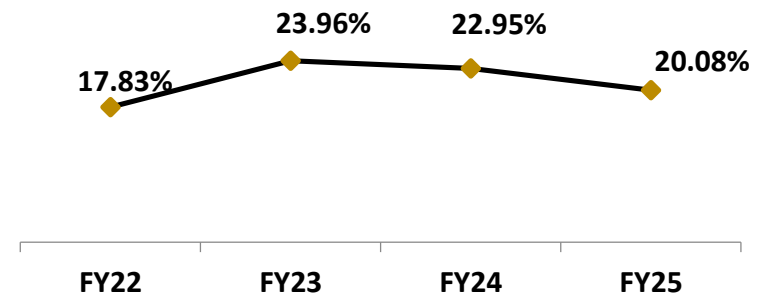
RoA (%)



RoCE (%)



RoE (%)



ROE = Net Profit/ Net Worth, ROA = Net Profit/ Total Assets, RoCE = EBIT/(Shareholders fund + long term borrowing + short term borrowing- Non-current investment)
 Debt/Equity = Total Debt/Shareholders Fund



Company Overview

At a Glance



Architect of complete & customized Secured Intelligent Networks



A leading network and security solutions provider

- Headquartered in Mumbai
- Enabling the secured digitization journey of Indian enterprises



Business Model

- DC Infotech promotes innovation of new services – networking , data security, cyber security, network surveillance, unified communication, digital signage, wireless, firewall among other solutions & services



Widespread Geographical Reach

- Pan-India reach with a strong presence in Western India with strategically located warehouses
- Strong technology tie-up with more than 12+ Business Partners
- 75 + Mid & Large enterprise customers across country



Strong Sales Team

- Operates with channel network of more than 1,600 channel partners
- Sales representatives in Delhi, Kolkata, Bangalore, Chandigarh, Indore, Pune, Rajkot, Guwahati, Lucknow, Bhubaneshwar & Jaipur

..With customized solutions offered



Experienced Board of Directors



Mr. Chetankumar Timbadia



Managing Director

- Graduated with a degree of Bachelor of Engineering (Computer Engineering) from the Ramrao Adik Institute of Technology, New Bombay
- Over two decades of experience in Information technology (IT) sector

Mr. Devendra Sayani



Whole Time Director

- Graduated with a degree of Bachelor of Engineering (Electronic Engineering) from the Ramrao Adik Institute of Technology, New Bombay
- Heads marketing and commercial relationship management departments of the Company

Mr. Jayeshkumar Sayani



Non – Executive Director

- Graduated with a Degree of Bachelor of Commerce from University of Mumbai
- Experience in execution and management of wide variety of projects and to guide Management in formulation of Business Strategies

Mr. Chandrashekar Gaonkar



Independent Director

- Completed FCA in 1987 and has over three decades of experience especially in Finance
- Former CFO at D-Link India Ltd and Head of Finance at CMS Traffic Ltd
- Experience in Finance, Audit, Administration, HR and ERP implementation, among others

Mrs. Lipee Vasani



Independent Director

- Holds a degree of Chartered Accountant from Institute of Chartered Accountant of India
- Vast experience in MIS Reporting, Planning of Funds for disbursement of expenses, Preparation of CMA data for CC Renewals, Budgeting of Incomes and Expenses, strategic planning, Debtors Ageing Analysis

Mrs. Sneha Satyuga



Independent Director

- Completed her graduation in Bachelor in Financial Markets from University of Mumbai and MBA in Marketing from Balaji Institute of Management and Resource Development
- Vast experience and expertise in strategic planning, procurement and Management

Key Strengths





**Industry
Opportunity**

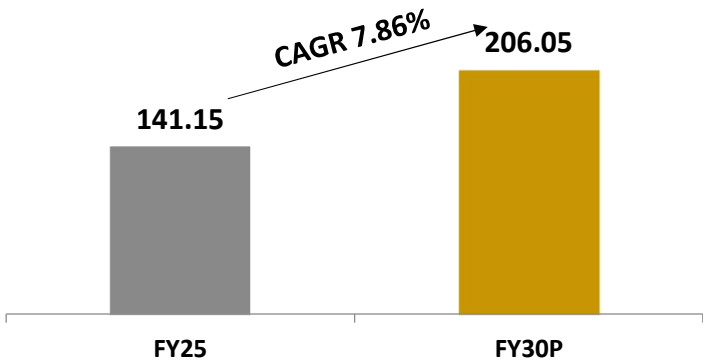


Accelerating Growth Amid Digital Transformation

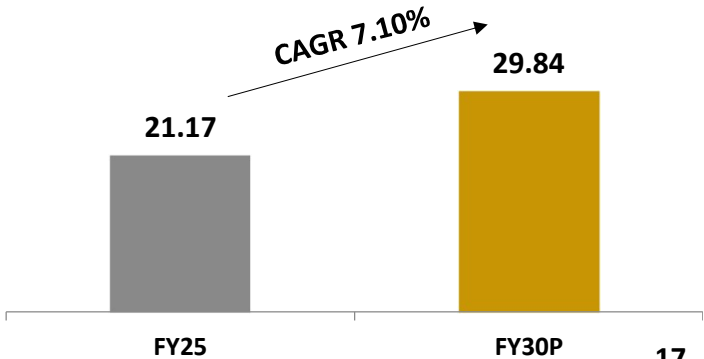
- Global IT Hardware Market size is estimated at USD 141.15 billion in 2025, and is expected to reach USD 206.05 billion by 2030, growing at a CAGR of 7.86% during the forecast period (2025-2030)
- Indian IT Hardware Market size is estimated at USD 21.17 billion in 2025, and is expected to reach USD 29.84 billion by 2030, growing at a CAGR of 7.10% during the forecast period (2025-2030)
- Increasing digitization of the public sector is a significant driver for IT hardware market. Governments worldwide recognize benefits of digital technologies and are implementing various initiatives to enhance their service delivery, improve efficiency, and provide better citizen-centric solutions
- In addition, with the surge in demand for hardware security module, several companies have expanded their current product portfolio to continue with the rising demand in the market

Source: <https://www.mordorintelligence.com/industry-reports/global-it-hardware-market/market-size>
<https://www.mordorintelligence.com/industry-reports/india-it-hardware-market/market-size>

Global IT Hardware Market (USD Bn)



India IT Hardware Market (USD Bn)

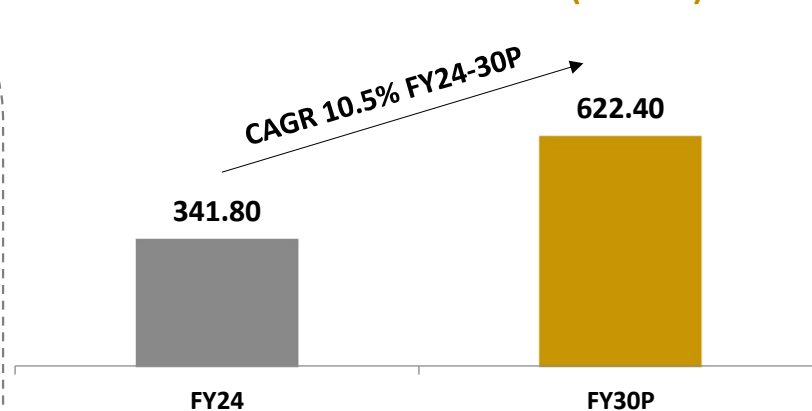




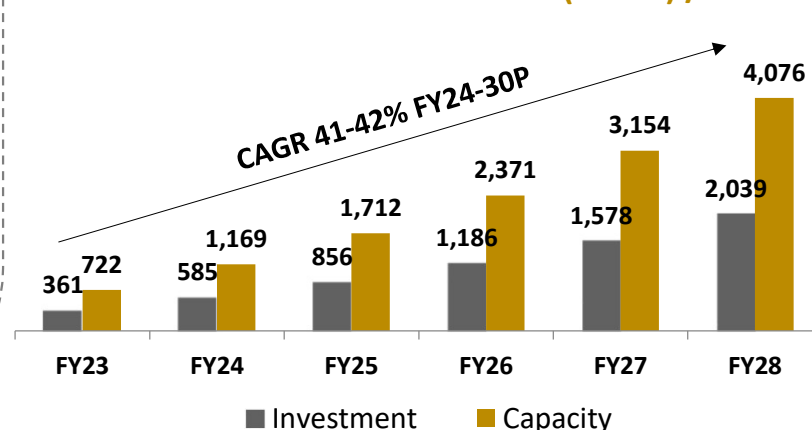
Data Centres - markets on a roll

- India's data center capacity is projected to increase by 66% by 2026, with an addition of 604 MW over the next two and a half years. This expansion is expected to attract \$4 billion in investments and add over 7.3 million sq. ft. of infrastructure
- Driving Forces**
 - ✓ Adoption of Artificial Intelligence (AI)
 - ✓ 5G Rollout
 - ✓ Cloud Computing
- Emerging Hubs**
 - ✓ **Navi Mumbai** leads market with potential demand reaching 800 MW in a few years
 - ✓ **Chennai** and other regions are also experiencing significant growth, driven by submarine cable connectivity to global hubs like Singapore and Europe
- Global Investments**
 - ✓ Partnerships like Colt DCS-RMZ and Princeton Digital-Mindspace are driving investments, positioning India as a key hub for hyperscale and enterprise-level data centers

Global Data Center Market Size (USD Bn)



Growth of Data Center in India (Rs. Bn) / MW





Cyber Security market

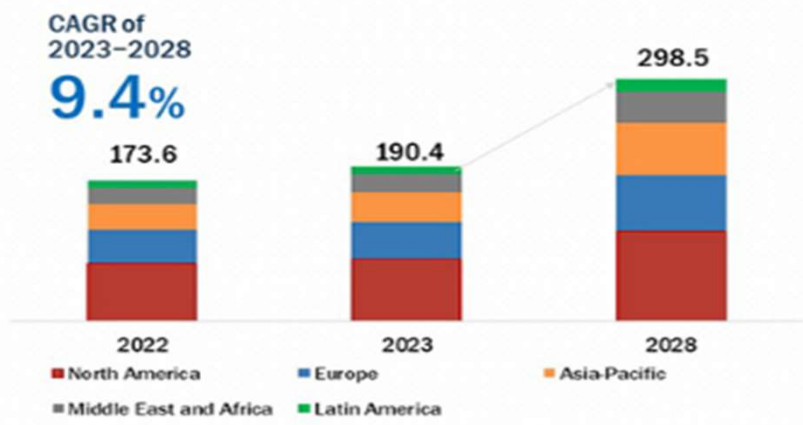
- The global cyber security market size is projected to grow from USD 190.4 billion in 2023 to USD 298.5 billion by 2028 at a CAGR of 9.4% during the forecast period.
- As technology becomes increasingly deployed into daily lives, businesses, and governments, the importance of cyber security cannot be overlooked. The cyber security market plays a pivotal role in addressing these evolving threats and safeguarding digital assets.
- Numerous factors such as rising cyber threats, data privacy regulations, digital transformation, technological advancements, data breaches and privacy concerns and many others could drive the growth of the cyber security market.

Source: <https://www.precedenceresearch.com/cyber-security-market>

- Revenue in the Cybersecurity market is projected to reach US\$183.10bn in 2024 and is expected to show an annual growth rate (CAGR 2024-2028) of 10.56%, resulting in a market volume of US\$273.60bn by 2028.

Source: <https://www.statista.com/outlook/tmo/cybersecurity/worldwide>
<https://www.marketsandmarkets.com/Market-Reports/cyber-security-market-505.html>

Cyber Security market Size (USD Billion)



Growth Drivers

- Increased target based cyberattacks drawing operational disruptions
- Rising need for protecting business assets from growing threats
- Cybersecurity Mesh Architecture (CSMA) facilitating security infrastructure
- Rising IoT trends and growing need for automated cybersecurity
- Growing demand for security setups to prevent cyber threats in organizations



Opportunity in GCC Command Center

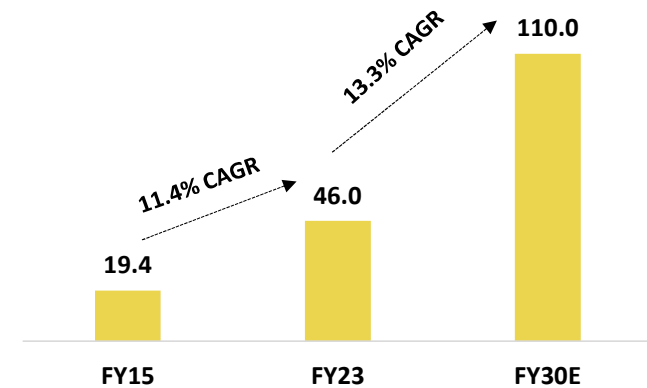
Indian GCC Industry to Hit \$100 b by 2030

- India's Global Capability Centres (GCC) are on track to become a \$100 billion industry by 2030, employing over 2.5 million professionals, as per a report titled 'India's GCC Landscape: A Strategic Pathway for Mid-Sized Aspirational Corporations to Scale Beyond'. India is home to more than 1,700 GCCs, which collectively generate approximately \$64.6 billion in annual revenue, report added
- Companies establishing GCC operations in India benefit from a multifaceted risk diversification strategy. This approach not only shields them from regional disruptions, but also fosters collaboration and supports uninterrupted operations.
- Bengaluru leads as India's top GCC hub, housing 36% of the workforce in FY25, driven by its high-tech sector (37%), BFSI (21%), and manufacturing (10%). Hyderabad contributes 14%, excelling in cloud computing, AI, cybersecurity, and blockchain. Mumbai and Pune account for 31%, led by high-tech and automotive industries, while Delhi-NCR contributes 22%, focusing on oil and gas, AWS, IoT, and data analytics

https://www.business-standard.com/industry/news/indian-gcc-industry-to-hit-100-billion-by-2030-generate-over-2-5-mn-jobs-124111800755_1.html

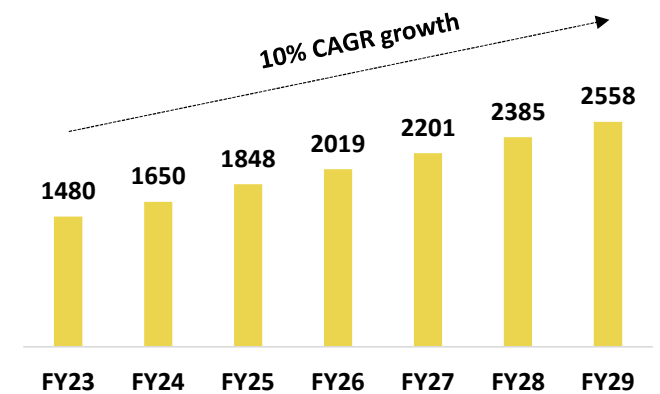
<https://www.hfsresearch.com/research/transforming-cost-optimizers-innovation-powerhouses/>

Indian GCC market size (USD bn)



Source: Zinnov, Emkay Research

Number of GCCs in India



Source: HFS Research estimates, 2024



**Way
Ahead**

Journey So Far



1998 - 2010

- **1998** -DC infotech Founded
- **1999** - Got D-Link sub distribution
- **2005** -Top Gigabyte partner in all India
- **2008** - Sonicwall premium partner
- **2009** -Got Channel world premier 100 award
- **2010** - Appointed D-Link Distribution business

2015 - 2018

- **2015** - Branch opened at Ahmedabad
- **2016** - Upgraded to digital signage platinum partner by Samsung
- **2017** -Netgear National value added distribution
- 100 crore turnover achieved
- **2017** - Received Crisil Rating MSE2
- **2017** - Netscout premium partner
- **2018** - Upgraded to Zscaler premium partner

2019 - 2022

- **2019** -Delta emerging partner
- **2019** - Listed on NSE Emerge Board
- **2021** - Won many new projects including from Maruti Suzuki Gujarat & Bluestar for Zscaler, & from Tata Play for NetScout
- **2022** - Listed on Main Board

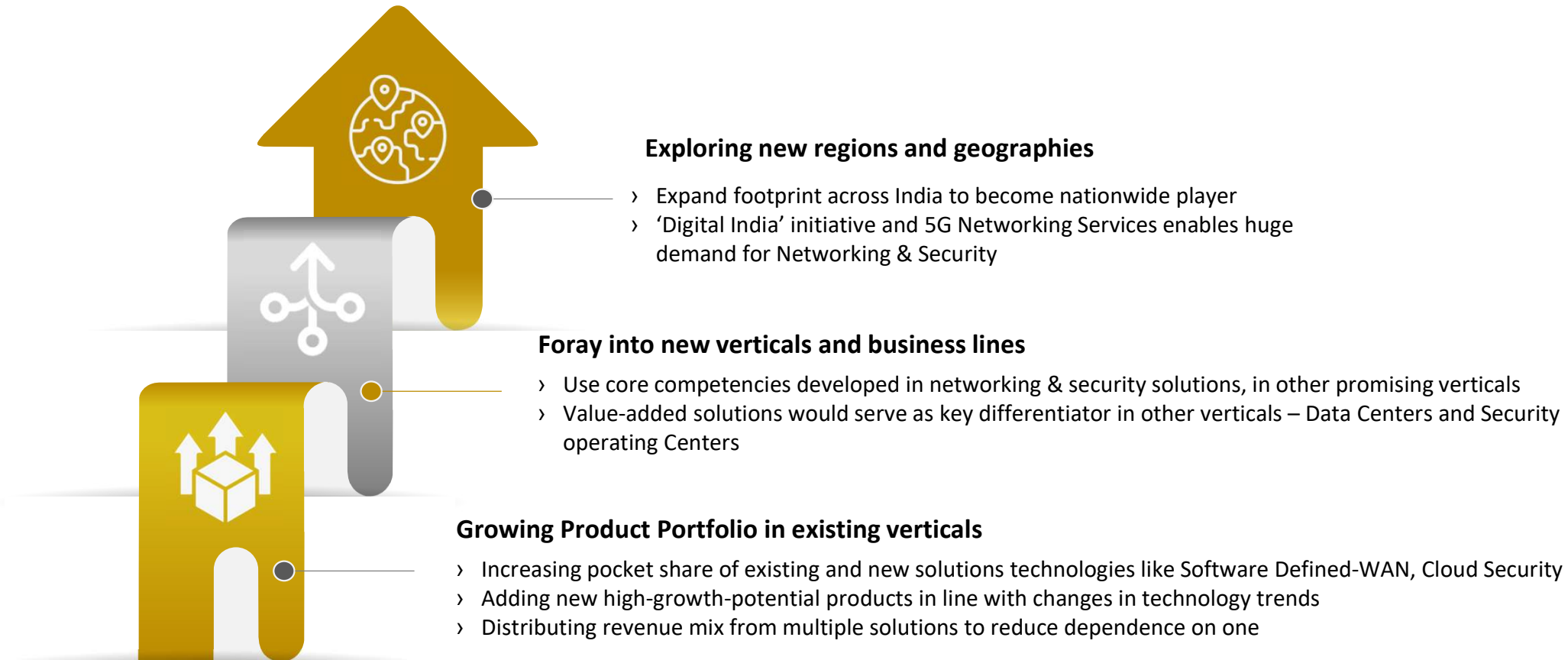
2023 – Till Date

- Opened new branch in Surat, India
- Ranks 13th in India's Growth Champions 2023 at Nation's Fastest Growing Companies India
- Bags new orders from prestigious clients for Netscout”
- Enters into a partnership with Array Networks
- Embarks on a Transformative Journey with Arham Yuva Seva Group
- Ranked Fastest Growing Company in Asia-Pacific by Financial Times
- Recognized as RNM’s Strategic Connectivity Trailblazer Partner
- Secures Spot in FT’s High-Growth Companies Asia-Pacific 2025 Ranking the Third Consecutive Year
- Successfully achieved Zscaler Data Security Sales Specialization under Zscaler Partner Specialization program

Way Ahead



Building the future of secure, adaptive intelligent networks...



... leading the transformation in the global networking industry

New Fast growing Opportunities – Data Centres & SOCs



Data Centers

1. Networking Solutions:

- Networking switches enable data transfer, cabling ensures connectivity, routers manage external traffic, and connectivity provides reliable backhaul to cloud services and the internet

2. Enterprise Data Management:

- Data storage solutions provide secure storage for large volumes of data, ensuring authorized access and protection against corruption and ransomware attacks

3. Security Solutions:

- Threat mitigation involves a comprehensive security stack to protect against DDoS attacks, ransomware, and accessibility threats

SOCs

Empowering businesses with proactive, scalable, and compliance-focused Security Operations Centers that stop threats before they start.

- **Proactive Protection Focus**
"Redefining security for corporate clients with 24/7, proactive threat detection that stays one step ahead."
- **Industry Customization Angle**
"Delivering tailored, industry-specific SOC solutions to meet the unique security needs of modern businesses."
- **Scalability and Compliance**
"Flexible, compliance-driven Security Operations Centers that scale seamlessly with your business."
- **ROI and Operational Efficiency**
"Transforming security from a cost center to a strategic asset with data-driven, efficient SOC solutions."
- **Local Expertise and Custom Support**
"Your trusted partner in delivering localized, adaptable security operations for a global market."



THANK YOU

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