



Infotech And Communications Limited
Your partner in building secure, customized intelligent networks



Result Update Presentation Q3 & 9M FY26

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Quarterly Financial

highlights



Management Comment



We are pleased to report a strong performance for Q3 and 9M FY26, marked by healthy growth in both revenue and profitability. During 9M FY26, the Company delivered robust revenue growth of 29.89% YoY, while Q3 FY26 recorded an even stronger growth of 46.06% YoY. This performance was driven by: Addition of new customers across enterprise and channel segments, Strong execution of the confirmed order book, Improved product mix with higher contribution from security and networking solutions, Deeper engagement with existing partners.

This momentum reflects our deepened customer engagements and the strength of our key brand partnerships, including Samsung, Netgear, D-Link, Arbor and Kramer, which continue to contribute significantly to our topline.

The sequential growth of 27.7% QoQ in Q3 was largely execution-led rather than seasonal, with successful closure and delivery of certain large-value orders during the quarter.

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 17% revenue share, followed by Netgear 10%, Arbor 14% and D-Link 8%. These brands continue to be pivotal in driving our revenue and growth.

Looking ahead, we remain confident of sustaining this growth trajectory through the remainder of FY26. With continued traction in our core categories, a stable demand environment, and our commitment to strengthening our offerings in high-growth segments, we expect to maintain or further improve our margin profile in the coming quarters. Our financial foundation remains strong, supported by prudent provisioning and effective working capital management. Overall, we believe we are well positioned to deliver consistent and profitable growth.

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.”



Q3 FY26 Financial Highlights

Rs. Cr	Q3 FY26	Q3 FY25	Y-o-Y%	Q2 FY26
Income from Operations	196.00	134.19		153.42
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	196.00	134.19	46.06%	153.42
Raw material	178.92	121.88		137.34
Employee Cost	3.46	2.36		2.98
Operating Cost	3.36	2.48		4.64
Total Expenditure	185.74	126.72		144.95
EBITDA	10.26	7.47	37.31%	8.48
EBITDA Margin %	5.23%	5.57%	(34 bps)	5.52%
Other Income	0.51	(0.15)		0.07
Depreciation	0.22	0.15		0.15
Interest	2.25	1.77		1.42
Exceptional Item	0.00	0.00		0.00
Profit Before Tax	8.30	5.40	53.61%	6.97
Tax	1.81	1.36		1.96
PAT	6.49	4.04	60.64%	5.01
Other Comprehensive Income	(0.10)	0.00		0.00
Net Profit	6.40	4.04	58.28%	5.01
Net Profit Margin (%)	3.26%	3.01%		3.26%
Basic EPS in Rs.	4.01	2.92	37.33%	3.14

- Revenue growth is mainly on account of new customer additions, strong execution of confirmed order book, improved product mix, and deeper engagement with existing enterprise and channel partners. Increased traction in security and networking solutions
- EBITDA grew 37% YoY on stronger revenue. We are focused on margin recovery through product-mix optimization and tighter vendor pricing terms



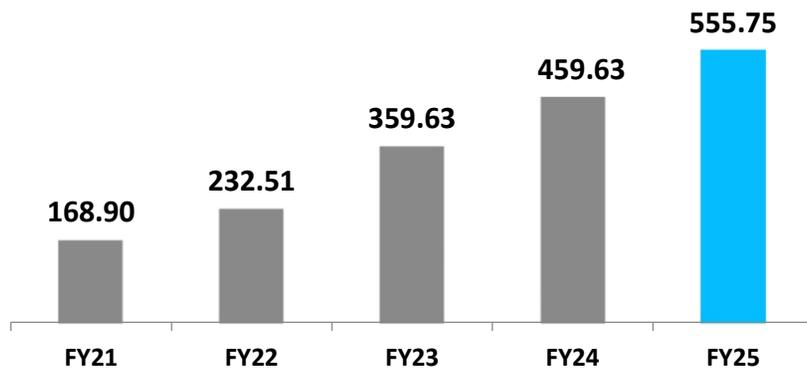
9M FY26 Financial Highlights

Rs. Cr	9M FY26	9M FY25	Y-o-Y
Income from Operations	497.51	383.03	
Other Operating Income	0.00	0.00	
Total Income from Operations	497.51	383.03	29.89%
Raw material	452.57	350.42	
Employee Cost	9.00	6.76	
Operating Cost	10.71	6.74	
Total Expenditure	472.29	363.92	
EBITDA	25.23	19.11	31.99%
EBITDA Margin %	5.07%	4.99%	8 bps
Other Income	1.10	0.57	
Depreciation	0.49	0.39	
Interest	5.38	4.82	
Exceptional Item	0.00	0.00	
Profit Before Tax	20.45	14.46	41.39%
Tax	4.90	3.68	
PAT	15.55	10.78	44.17%
Other Comprehensive Income	(0.10)	0.00	
Net Profit	15.45	10.78	43.28%
Net Profit Margin (%)	3.11%	2.82%	29 bps
Basic EPS in Rs.	9.94	8.10	22.72%

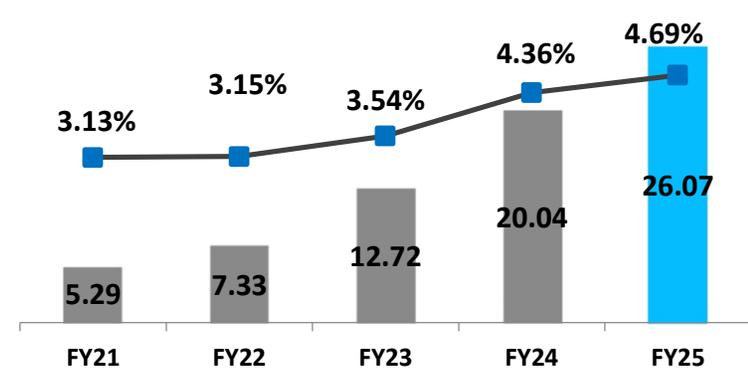


Annual Financial Highlights

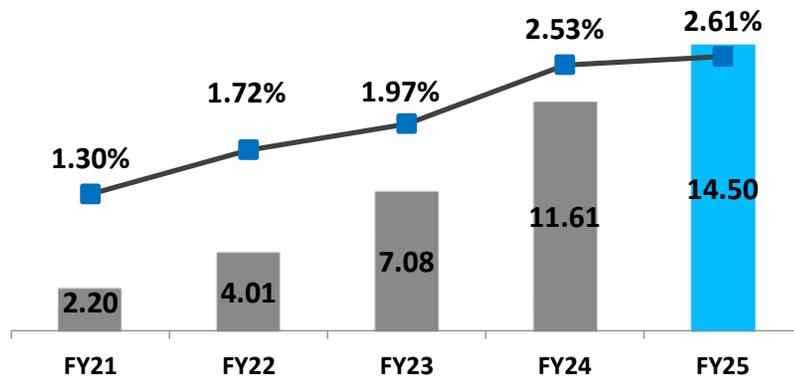
Revenue (Rs. Cr.)



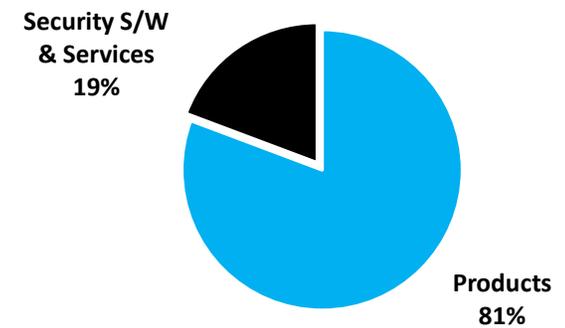
EBITDA (Rs. Cr.) / Margin (%)



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



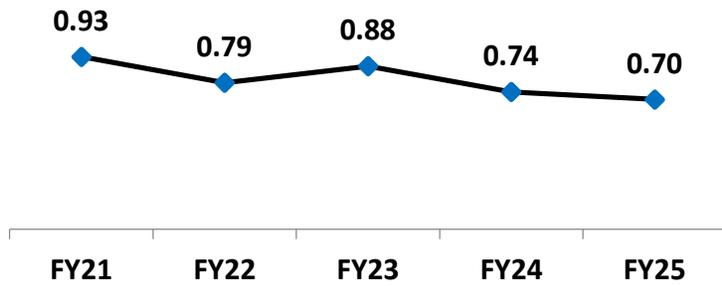
FY25 Revenue Split



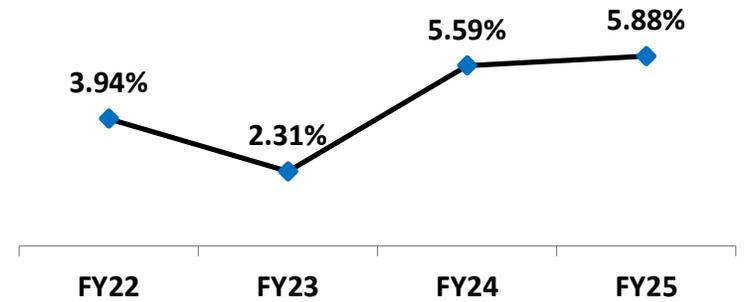


Key Return Ratios

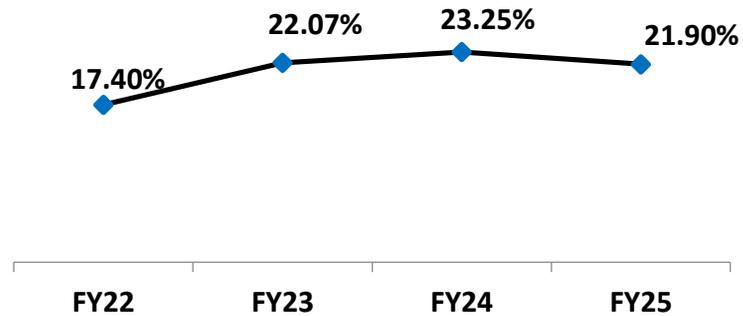
Debt/Equity (x)



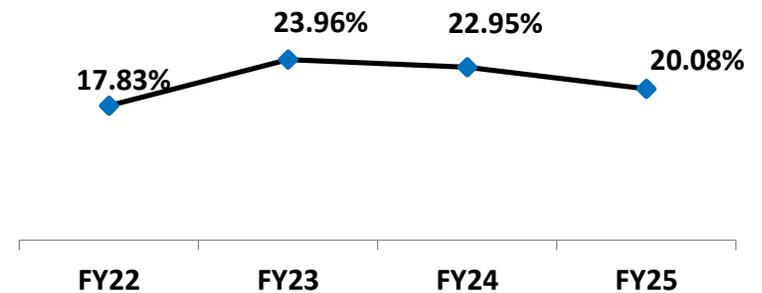
RoA (%)



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



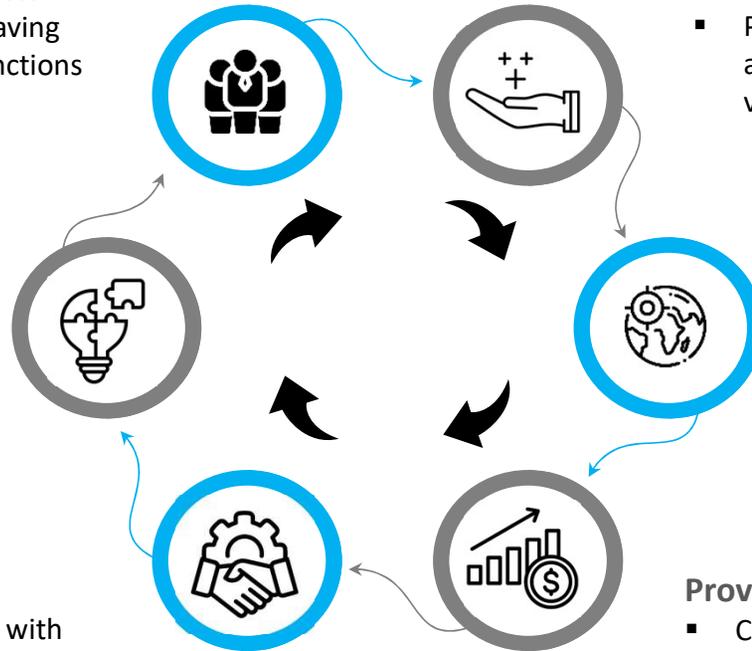
Key Strengths

Experienced Management

- Over 2 decades of experience in business
- Supported by team of professionals having knowledge of our various business functions

Value-Added Services

- Business model goes beyond just distribution
- Provides expert pre-sales support, technical assistance, and logistics, adding significant value for vendors and customers



Extensive Market Reach

- A robust pan-India distribution network with over 1,600 channel partners
- Strong presence in major cities and a Dubai office for international business

Comprehensive IT Solutions

- One-stop-shop for a wide range of products and services across three main verticals: Networking, Enterprise Security, and Unified Communication & Collaboration (UCC)

Proven Financial Performance

- Company shows a history of steady revenue and profit growth, indicating financial stability and strong foundation for future expansion

Strong Vendor Partnerships

- Long-standing, strategic partnerships with global leaders like D-Link, Netgear, Samsung, SonicWall, and Kramer, allowing them to offer top-tier, reliable solutions



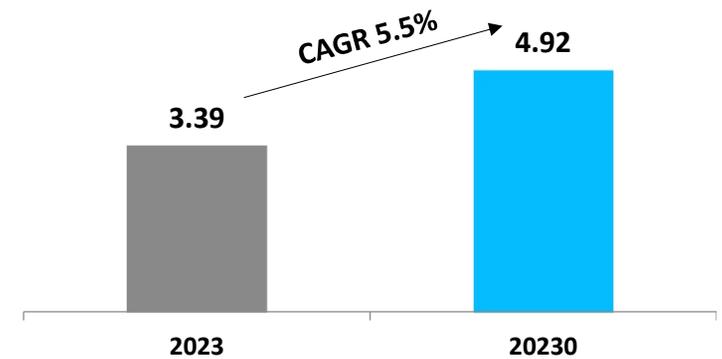
Industry Opportunity



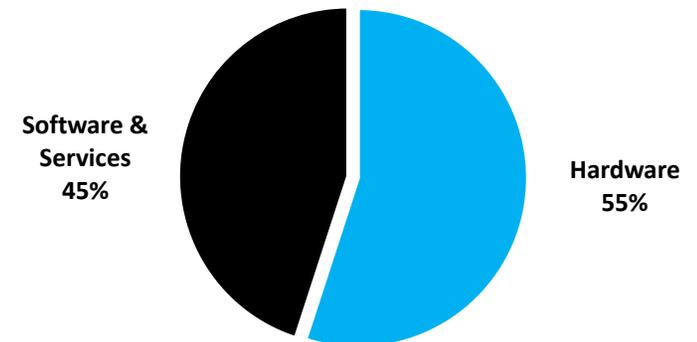
Network equipment market in india

- **Market Size:** USD 3.39 Bn (2023) → USD 4.92 Bn (2030)
- **CAGR:** 5.5% (2023–2030)
- **Global Share:** 2.3% (2023)
- **Hardware:** Largest (55.2% share) & fastest-growing segment
- **Segmentation:**
 - Components: Hardware, Software, Services
 - Connectivity: 2G/3G, 4G LTE, 5G
 - Network Type: Public, Private
 - End Users: Telecom, Enterprises, BFSI, Healthcare, Retail, Gov./Defense, Manufacturing, Others
- **(Policy Note):** Government push through PLI Scheme, National Manufacturing Policy, and Startup India expected to accelerate investments, jobs, and exports

Market Revenue Growth (USD Bn)



Components Split

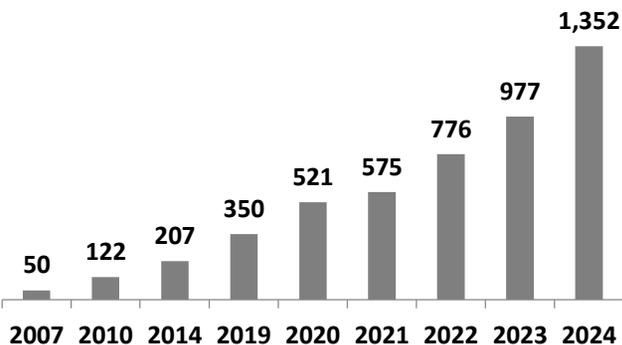




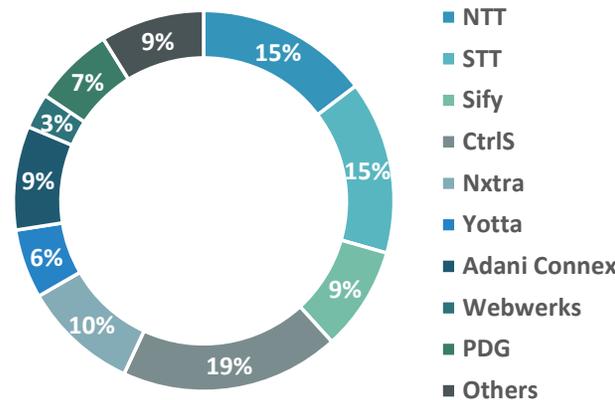
Data Centres - markets on a roll

- India's Data Centre (DC) sector is booming, driven by a large internet user base, the government's data localization push, and AI growth. Although India generates 20% of global data, it holds just 5.5% of global DC capacity, leading to a steep demand-supply gap. Current colo DC capacity stands at 1.35GW (up 38% YoY), yet India's DC density remains among the lowest globally
- To meet rising needs, capacity must reach 5GW by 2030, aligned with 3.3GW already planned by 2028. This will require a \$20 billion capex for DCs and another \$60 billion for cloud infrastructure, with hyperscalers leading much of the investment. India's lower costs, improving connectivity, and strategic location position it as a future regional data hub

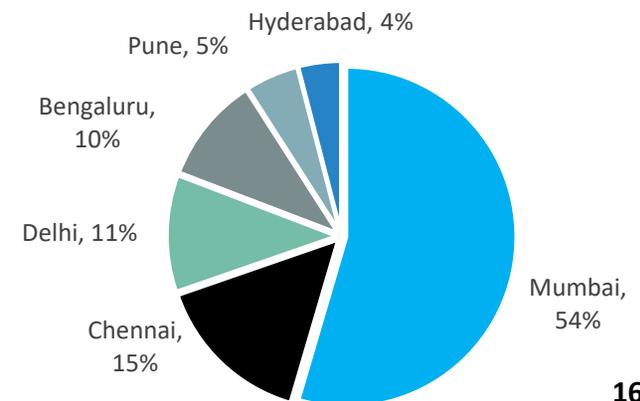
Data Center capacity (MW)



Current capacities across players as a % of total



Data Centre capacity of Mumbai, Chennai and Delhi accounts for 80% of installed Capacity

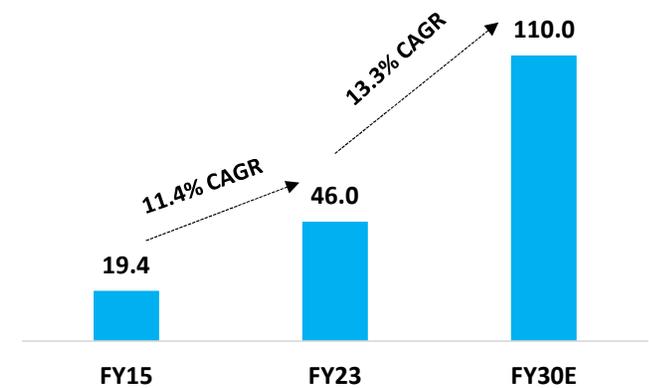




GCCS in india – FROM COST hubs TO INNOVATION engines

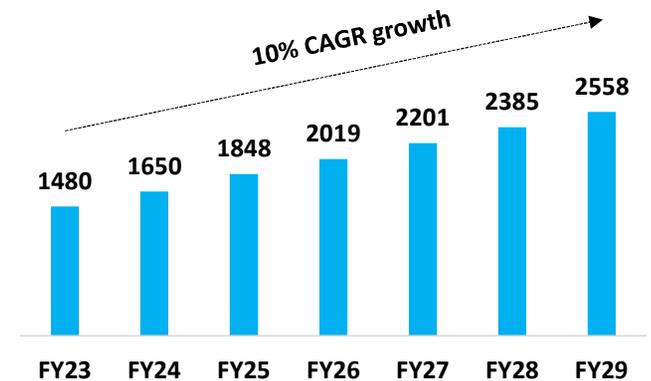
- **1980s Origins:** Early pioneers (e.g., Texas Instruments) leveraged India's cost-effective workforce for IT & back-office ops
- **Evolution:** Over the decades, GCCs transitioned from cost arbitrage to innovation and talent leverage
- **Scale Today:** India hosts 1,700+ GCCs, making it a global hub for MNCs
- **Expanded Scope:** Beyond IT services to R&D, engineering design, data analytics, and AI
- **Revenue Growth:**
 - ✓ USD 12 Bn in FY10 → USD 64.6 Bn in FY24 (12.8% CAGR)
 - ✓ Projected to reach USD 110 Bn by FY30E (9.3% CAGR)
- **Growth Drivers:** Vast skilled talent pool, thriving technology ecosystem, and strong momentum from both new setups and expansions.

Rapid GCC growth in India
Revenue (USD bn)



Source: PL, Nasscom

Number of GCCs in India



Source: HFS Research estimates, 2024



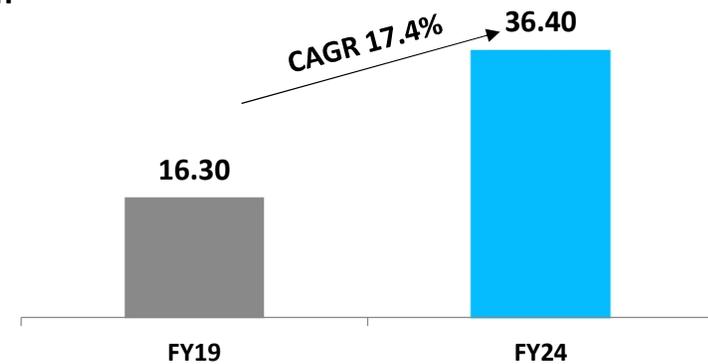
SURGE IN ER & D GCC REVENUE

- Shifted from basic IT support to **complex engineering, R&D, and innovation**
- Growth driven by **skilled engineers, cost competitiveness, and a strong tech ecosystem**

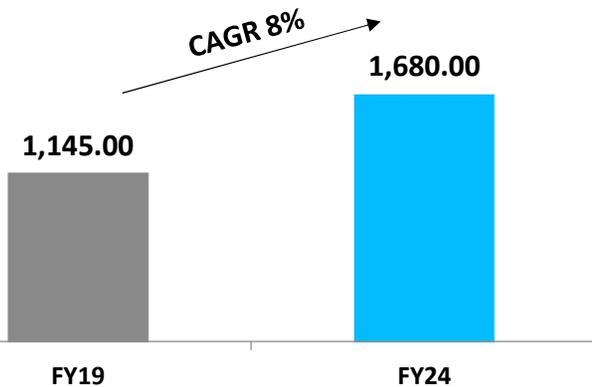
Key Drivers:

- **Cost Optimization** – Lower R&D expenses via affordable talent
- **Collaboration** – Seamless global team integration & knowledge transfer
- **Faster Development** – Rapid scaling & shorter product cycles
- **Digital Transformation** – Adoption of AI, ML, cloud driving ER&D demand
- **Specialized Expertise** – Strength in software, hardware, auto, aerospace, telecom

ER & D GCC Revenue (in USD Bn)

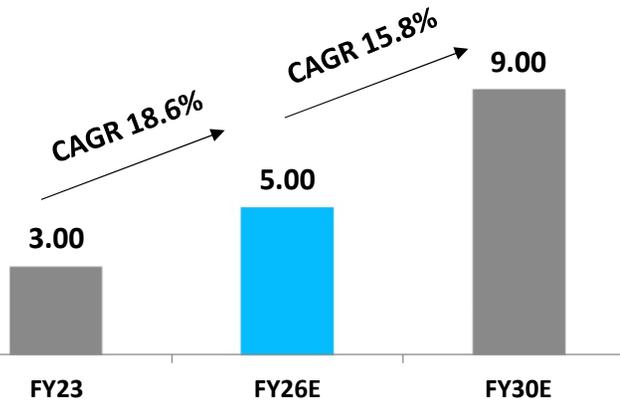


535+ GCCs established during FY19 -24



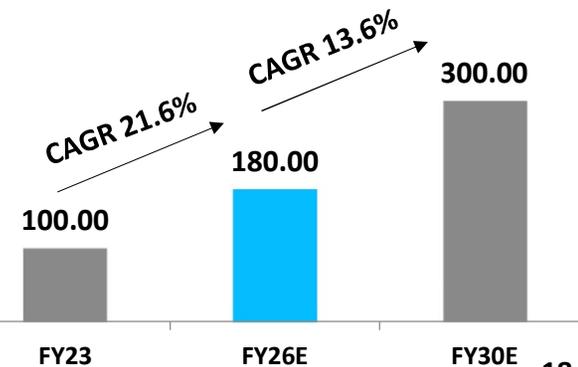
Source: PL, Nasscom

Auto GCC Revenue (USD bn)



Source: PWC, PL

No. of employee in auto GCC (In 1,000s)





**Way
Ahead**

Journey So Far



- **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

1998 - 2010

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 - 2024

- 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

2024 - 2025

- Honored with the prestigious DT Partner Excellence Award 2024 in the category of "Fastest Growing Enterprise Solution Provider in India
- 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
- Strategic Partnership with Sangfor Technologies for the MEA Region



Way Ahead

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

01

Shift from Products to Solutions

- Transition from a product-led model to a solution-driven business by doubling the share of services revenue
- Bundle services with products to enhance margins and move towards value-added distribution & solution orientation

02

Focus on High-Growth Areas

- Data Centers & Digital Infra – Networking, cabling, cloud & cyber defense
- Cybersecurity & AI IT – MDR, identity management & threat protection
- Unified Communication – Expand with Samsung LED leadership across India

03

Exploring new regions and Geographies

- Expand into GCC & Africa to tap enterprise demand and support global Indian clients
- Deepen India footprint, with focus on Southern & other untapped regions
- Set up UAE subsidiary to drive international expansion

04

Focus on Technology & Partnerships

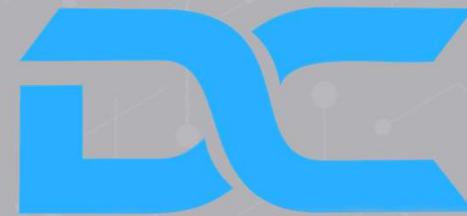
- **Invest in AI, cloud security & managed services** through organic growth and acquisitions
- **Strengthen vendor alliances** (Samsung, Zscaler, Netgear, Arbor, Netscout, D-Link) to lead in networking, UC & security

05

Operational Priorities

- **Strengthen order fulfillment** and sustain a robust ₹40–50 crore sales funnel for predictable growth
- **Develop talent** through technical training with global vendor partners
- **Drive efficiency** by optimizing service mix and managing risks amid market uncertainties

... leading the transformation in the global networking industry 21



THANK YOU

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