

Strategic Opportunity- Data Center and IT Infrastructure Platform

Why this Opportunity?



~30 year Operating History



PAN India Execution and Service



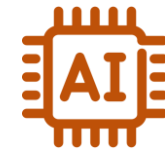
National OEM Distributorship



Bluechip Enterprise Customers



End-to-End Data Centre Infra
Capability



Positioned for AI and Cloud Capex
Cycle

Structural Growth in DC and IT Infrastructure



Key Growth Drivers

AI and Cloud-driven Expansion

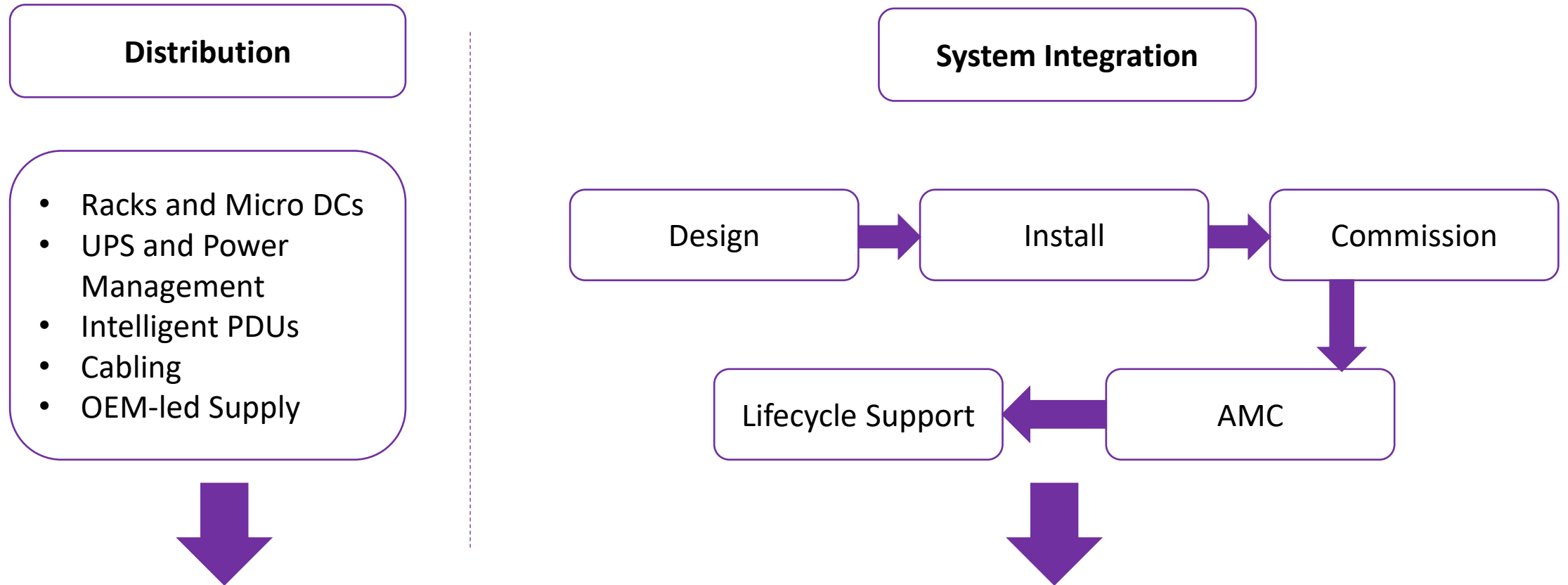
Increasing Demand for Power and Racks

Higher uptime and Resilience Requirements

Business Snapshot

| | |
|---------------------------------------|---|
| Incorporated | 1996 |
| Industry | IT Infrastructure |
| Location | Head Office in Pune; Corporate Office Mumbai |
| Presence | Pan India coverage with offices in 8 metro cities |
| Team Size | 140+ |
| Key Offerings and Specialities | Network & Server Enclosure Solutions, Systems Integration, Intelligent PDUs, UPS System, etc. |
| Turnover | Rs 146cr (FY25) |
| Operating Model | Value-added product distribution with system integration and execution services |

Operating Model: Distribution + SI



End-to-End Ownership of Data Centre Infrastructure

OEM and Partner Ecosystem

COMMSCOPE®

CISCO

APC™

by Schneider Electric

National Distributor

Strategic partnerships with industry leaders empower the Company to deliver state-of-the-art IT infrastructure solutions



Leverage cutting-edge technologies to meet evolving business needs.



Provide end-to-end solutions with a focus on quality, reliability, and innovation.



Address complex challenges across sectors such as BFSI, IT, Manufacturing, and more.

 SAN
corporate advisors

Execution & Delivery Backbone



Extensive Warehousing:

48000sqft of warehouse space nationwide including 15000sqft master warehouse in Pune.



Skilled Workforce:

140 dedicated professionals includes 23 Sales expert, 27 support staff and 90 + technicians across PAN India



Efficient logistic:

Dedicated logistic department guaranteeing seamless product delivery nation wide.



PAN-India Distribution:

Largest distributor of racks and intelligent PDUs across the nation



Robust After Sales Service:

Only distributor offering end-to-end installation and proper after-sales service PAN-India



National Distributor:

Offering the complete range of APC Schneider UPS systems catering to both single-phase and three- phase solutions.

Track Record

500,000+

Network Nodes implemented
across top organizations in India



100+

System Integration Projects
executed nationwide



2,000+

Distribution Partners



10+ Years

Average customer
retention



1,200+

Satisfied Clients across
diverse industries



Top 100

Recognized among
Top 100 SMEs in India, 2022



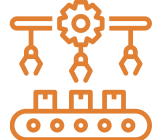
Industries Served & Major Clients



IT & ITES



IDC



Manufacturing



Telecom



Oil & Gas



Logistics



Pharma



Infrastructure



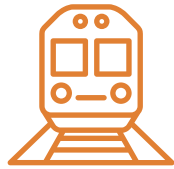
Aviation



BFSI



Automobile



Railway



ŠKODA AUTO Volkswagen India Private Limited

Qualcomm



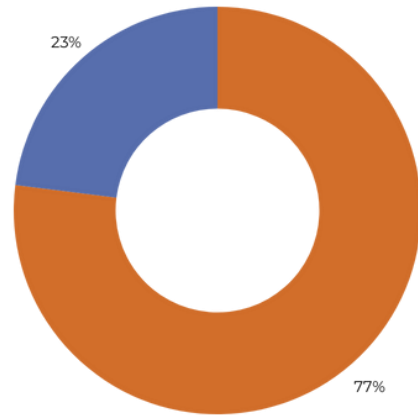
EMERSON™

HCL



Revenue Model

SALES MIX DISTRIBUTION VS SYSTEM INTEGRATION

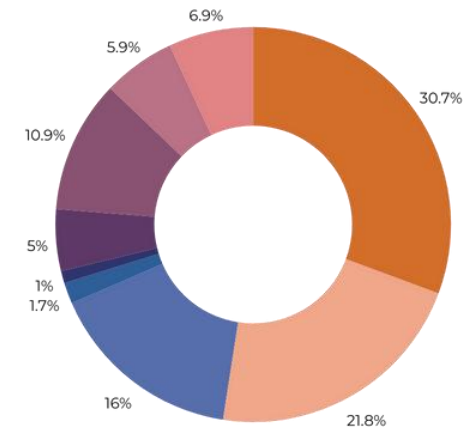


- Distribution Model
- Systems Integration

Company operates in two divisions:

1. IT Value Added Distribution for Schneider ITB
2. Products & Systems Integration in Pune region; support for PAN India

PRODUCT-MIX



- Enclosure Server & Network
- intelligent Power Distribution Unit
- UPS Battery
- KVM Environmental Solution
- Micro Data Centre
- Analog POU
- Passive Cabling
- Active Switches
- Installation

Key Historical Financials

Amt in Rs. Cr.

| | FY23 | FY24 | FY25 |
|-------------------------------|---------------|---------------|---------------|
| Revenue from Operations | 102.72 | 137.90 | 146.70 |
| Other Income | 1.56 | 0.90 | 1.15 |
| Total Income | 104.28 | 138.80 | 147.85 |
| Employee Benefit Expenses | 7.52 | 9.20 | 10.69 |
| Purchases | 84.13 | 111.85 | 130.09 |
| Changes in Inventory | -1.89 | -2.30 | -14.07 |
| Other Expenses | 6.04 | 7.01 | 7.99 |
| Total Expenses | 95.80 | 125.76 | 134.70 |
| EBITDA | 8.48 | 13.04 | 13.15 |
| Depreciation and Amortization | 0.17 | 0.30 | 0.29 |
| Finance Cost | | - | - |
| PBT | 8.31 | 12.74 | 12.86 |
| Tax | 2.13 | 3.34 | 3.37 |
| PAT | 6.18 | 9.40 | 9.49 |

| | FY23 | FY24 | FY25 |
|---------------------------|--------------|--------------|--------------|
| Share Capital | 0.19 | 0.19 | 0.19 |
| Reserves and Surplus | 25.38 | 34.78 | 42.21 |
| Total Networth | 25.57 | 34.97 | 42.40 |
| Long Term Provisions | | | |
| Short Term Borrowing | 1.08 | 2.92 | 2.31 |
| Trade Payables | 25.63 | 38.39 | 33.04 |
| PP&E | 1.00 | 0.85 | 0.69 |
| Non Current Investments | 2.51 | 1.35 | 0.27 |
| Trade Receivables | 23.69 | 37.69 | 30.13 |
| Inventories | 15.86 | 18.16 | 32.23 |
| Current Investments | 5.59 | 11.94 | 9.89 |
| Cash and Cash Equivalents | 2.44 | 5.10 | 1.54 |

Proposed Transaction Framework

- Promoters are seeking an exit as the next generation is not involved in the business
- Opportunity for an incoming strategic or financial investor to acquire a controlling stake / full ownership
- Promoters to continue with the business for a period of up to 2 years post-transaction
- Transition period to focus on:
 - Knowledge transfer
 - Client and OEM relationship continuity
 - Operational and leadership handover
- Objective is to ensure a smooth and orderly transition while preserving business momentum

Please reach out to us for details on the proposal:

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