



**Date: 14<sup>th</sup> November, 2024**

**To,**

Corporate Relationship Department,  
**BSE Limited**  
2nd Floor, New Trading Wing,  
Rotunda Building, P.J. Towers,  
Dalal Street, Mumbai – 400 001

**Scrip Code: 543746**  
**ISIN: INE0BSU01018**

**Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. ('LODR')**

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation on Unaudited Financial Results for the half year ended 30<sup>th</sup> September, 2024.

The above information is also available on the website of the Company at [www.logicainfoway.com](http://www.logicainfoway.com).

Request you to kindly take the above information on records.

Thanking you,  
Yours faithfully,

**For LOGICA INFOWAY LIMITED**  
**[Formerly; Eastern Logica Infoway Limited]**

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**Priyanka Gera**  
**Company Secretary & Compliance Officer**  
**Membership No. A63809**

**Encl.: as above**



# LOGICA INFOWAY LTD.

November 2024





## Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “likely”, “project”, “should”, “potential”, “will pursue” and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve several risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. Logica Infoway Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



# H1FY25 Earnings Highlights

## Financial Highlights

### H1FY25

- **Revenue from Operations** for H1FY25 stood at **₹5,149.41 million**, marking a **1.5% increase** from **₹5,072.06 million** in H1FY24.
- **Gross Profit** came in at **₹259.92 million** for H1FY25, an **increase of 31.4%** compared to **₹197.86 million** in H1FY24.
- **Gross Margin** improved to **5.0%** in H1FY25 from **3.9%** in H1FY24.
- **EBITDA** reached **₹103.38 million** in H1FY25, representing a **33.1% increase** from **₹77.66 million** in H1FY24.
- **EBITDA Margin** rose to **2.0%** in H1FY25 from **1.5%** in H1FY24.
- **Profit Before Tax (PBT)** stood at **₹44.46 million** in H1FY25, marking a **25.4% increase** from **₹35.46 million** in H1FY24.



# H1FY25 Earnings Highlights

## Financial Highlights

### H1FY25

- **Profit After Tax (PAT)** for **H1FY25** reached **₹32.37 million**, up by **24.5%** compared to **₹25.99 million** in H1FY24.
- **PAT Margin** increased to **0.6%** in **H1FY25** from **0.5%** in H1FY24.
- **Earnings Per Share (EPS)** for **H1FY25** was **₹1.89**, reflecting a **24.3% rise** from **₹1.52** in H1FY24.
- **Revenue from Retail** for **H1FY25** increased **45%** to **₹783 million** from **₹540 million** in H1FY24.



# H1FY25 Earnings Highlights

## Other Highlights

### H1FY25

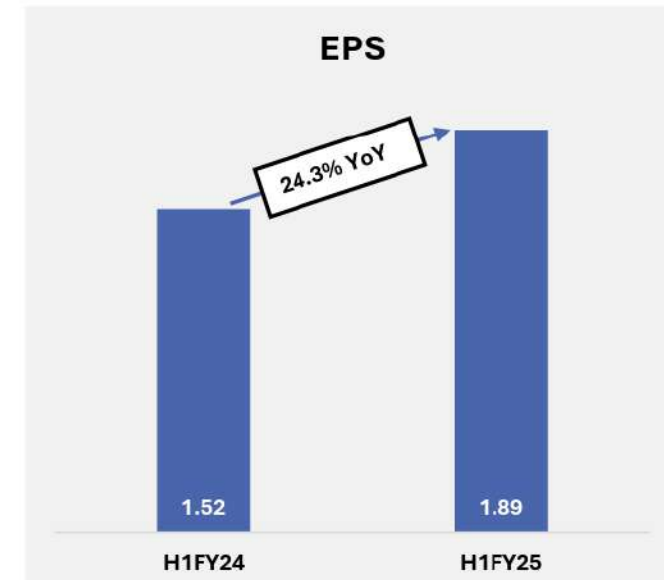
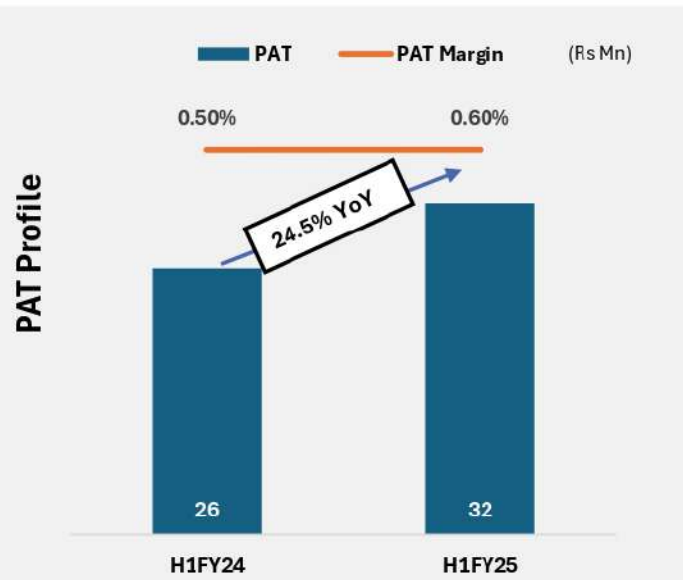
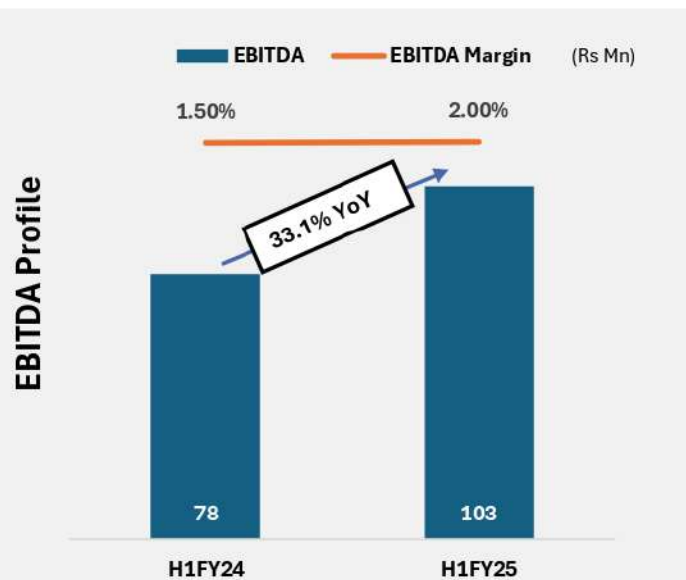
- **New Stores:** Opened **27 new stores** in **H1 FY25**, from **22 stores** at the end of FY24 significantly increasing our retail footprint.
- **Increased Retail Space:** **Added 14,085 square feet** of retail space, up from 9,623 square feet at the end of FY24. Totalling **23,078 square feet**.
- **Distribution:** Became a **Tier-I National Distributor for Samsung** in West Bengal and Delhi NCR, for Samsung laptops and notebooks. This enables us to deliver Samsung's latest technology directly to Tier-II and Tier-III distributors, enhancing market reach, customer support, and competitive offerings.





# H1FY25 Vs H1FY24 Financial Performance

## Revenue- Growth Trends





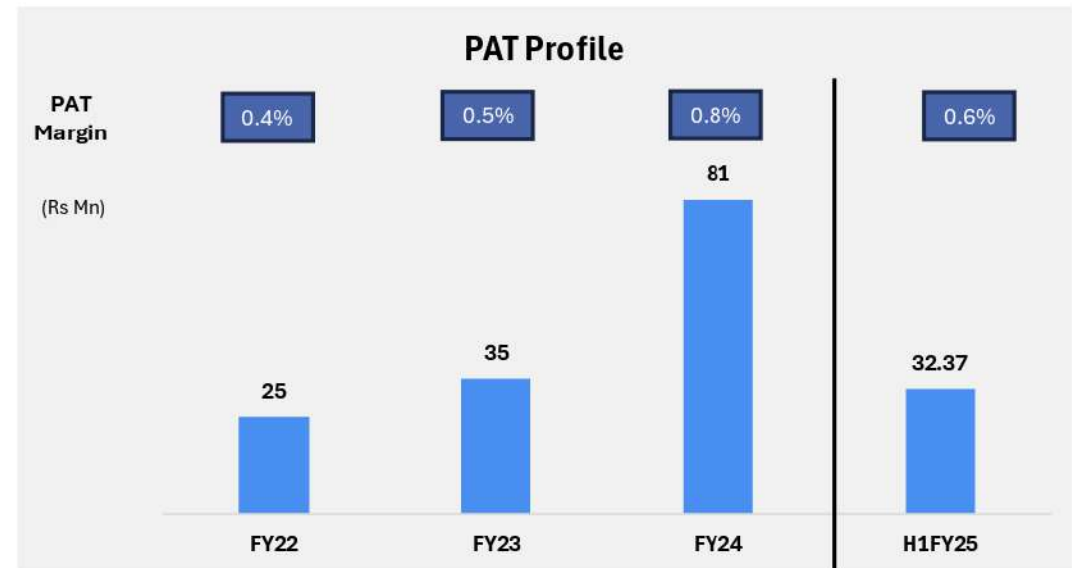
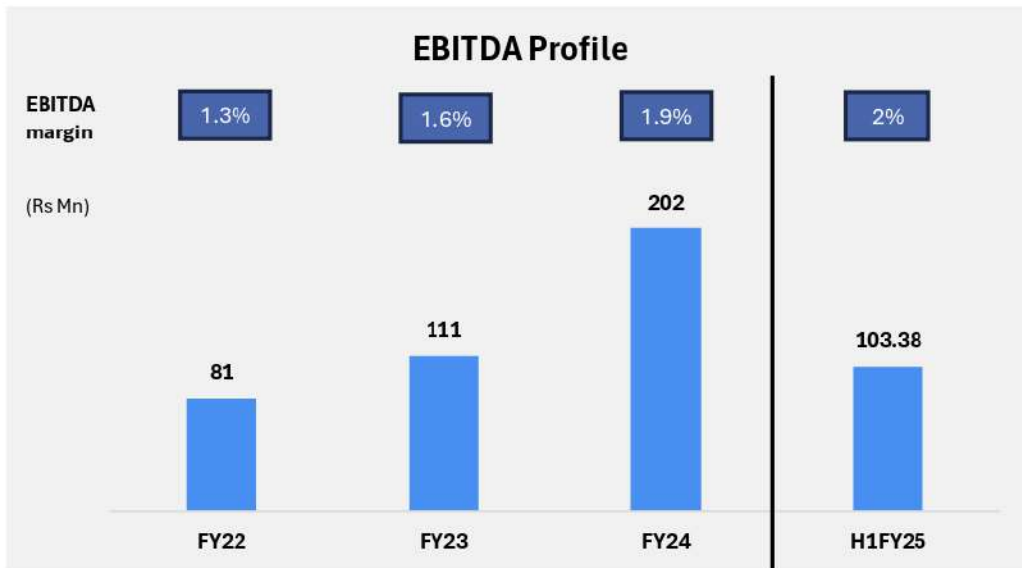
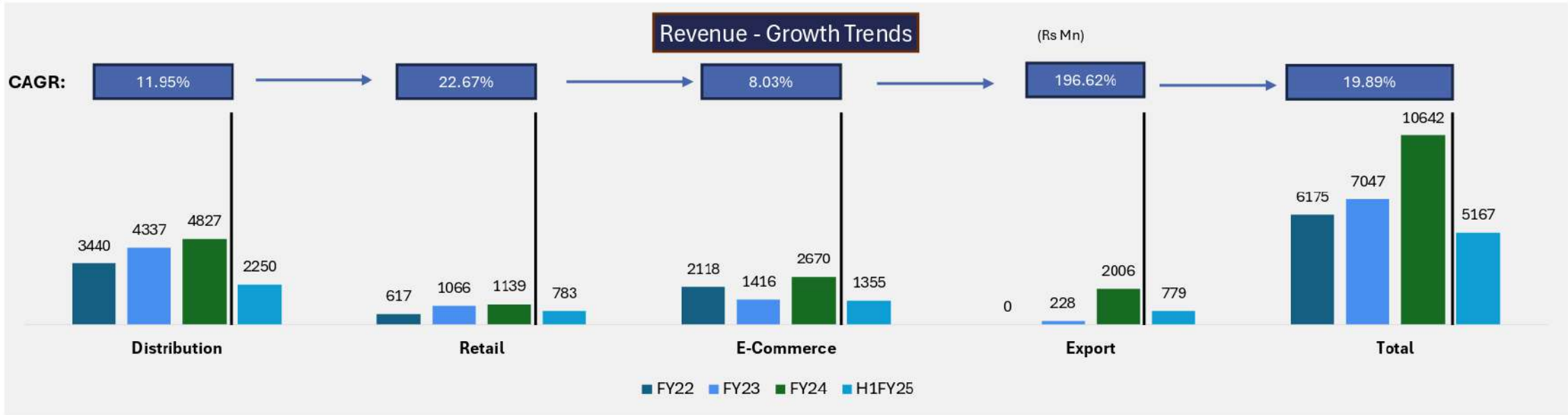
# Statement of Profit and Loss

Particulars (Rs Mn. Except EPS)	H1FY25	H1FY24	YOY
Revenue from operations	5,149.41	5,072.06	1.5%
Other income	17.87	12.60	
<b>Total Revenue</b>	<b>5,167.27</b>	<b>5,084.66</b>	<b>1.6%</b>
Material cost	4,991.40	5,109.24	
Change in inventories	-84.04	-222.43	
Cost of goods Sold	4,907.36	4,886.81	
<b>Gross Profit</b>	<b>259.92</b>	<b>197.86</b>	<b>31.4%</b>
<b>Gross Margin</b>	<b>5.0%</b>	<b>3.9%</b>	
Employee benefit expenses	44.70	33.02	
Other expenses	111.84	87.17	
Total expenses	156.54	120.19	
<b>EBITDA</b>	<b>103.38</b>	<b>77.66</b>	<b>33.1%</b>
<b>EBITDA Margin</b>	<b>2.0%</b>	<b>1.5%</b>	
Depreciation and amortization	1.70	0.63	
<b>EBIT</b>	<b>101.68</b>	<b>77.03</b>	
Finance cost	57.23	41.58	
<b>Profit before tax</b>	<b>44.46</b>	<b>35.46</b>	
Current tax expense	11.57	9.17	
Deffered tax	0.52	0.25	
Income tax for earlier year		0.04	
<b>Profit after tax</b>	<b>32.37</b>	<b>25.99</b>	<b>24.5%</b>
<b>PAT Margin</b>	<b>0.6%</b>	<b>0.5%</b>	
<b>EPS</b>	<b>1.89</b>	<b>1.52</b>	





# Financial Performance over the years





# Financials for the last 3 Years

Income Statement				
Particulars	FY2022	FY2023	FY2024	H1FY25
<b>Revenue from operations</b>	<b>6,174.6</b>	<b>7,046.8</b>	<b>10,642.4</b>	<b>5,149.4</b>
Other income	8.9	8.0	28.8	17.9
<b>Total Revenue</b>	<b>6,183.6</b>	<b>7,054.8</b>	<b>10,671.2</b>	<b>5,167.3</b>
Material cost	6,023.0	6,698.3	10,585.8	4,991.4
Change in inventories	-158.0	5.5	-373.3	-84.0
Cost of goods Sold	5,865.0	6,703.8	10,212.4	4,907.4
<b>Gross Profit</b>	<b>318.6</b>	<b>351.0</b>	<b>458.7</b>	<b>259.9</b>
<b>Gross Margin</b>	<b>5.2%</b>	<b>5.0%</b>	<b>4.3%</b>	<b>5.0%</b>
Employee benefit expenses	62.9	61.8	75.2	44.7
Other expenses	174.9	178.1	181.8	111.8
Total expenses	237.9	239.9	257.0	156.5
<b>EBITDA</b>	<b>80.7</b>	<b>111.2</b>	<b>201.7</b>	<b>103.4</b>
<b>EBITDA Margin</b>	<b>1.3%</b>	<b>1.6%</b>	<b>1.9%</b>	<b>2.0%</b>
Depreciation and amortization	2.4	1.9	1.4	1.7
<b>EBIT</b>	<b>78.3</b>	<b>109.3</b>	<b>200.2</b>	<b>101.7</b>
Finance cost	44.4	60.0	90.7	57.2
<b>Profit before tax</b>	<b>33.9</b>	<b>49.2</b>	<b>109.6</b>	<b>44.5</b>
Current tax expense	9.9	13.3	28.0	11.6
Deffered tax	-1.1	0.8	0.2	0.5
Income tax for earlier year	-	-	0.4	-
<b>Profit after tax</b>	<b>25.1</b>	<b>35.1</b>	<b>81.0</b>	<b>32.4</b>
<b>PAT Margin</b>	<b>0.41%</b>	<b>0.50%</b>	<b>0.76%</b>	<b>0.63%</b>

Balance Sheet				
Particulars (Rs Mn.)	FY2022	FY2023	FY2024	H1FY25
<b>Non-current assets</b>				
Fixed & Tangible Assets	5.6	4.8	9.0	16.9
Other non current assets	89.2	116.5	114.2	228.7
Non-current investments	20.8	20.8	127.7	127.7
Deferred tax assets (net)	3.3	2.5	2.3	1.8
<b>Total non-current assets</b>	<b>118.9</b>	<b>144.5</b>	<b>253.1</b>	<b>375.0</b>
<b>Current assets</b>				
Inventories	560.3	554.8	928.1	1012.1
Trade receivables	449.7	683.1	807.9	836.7
Cash and bank balances	8.6	4.7	6.7	27.6
Loan and advances	25.2	20.4	19.4	66.4
Other current assets	103.8	133.6	167.2	160.7
<b>Total current assets</b>	<b>1147.5</b>	<b>1396.6</b>	<b>1929.2</b>	<b>2103.5</b>
<b>Total assets</b>	<b>1266.4</b>	<b>1541.1</b>	<b>2182.4</b>	<b>2478.6</b>
<b>Equity</b>				
Equity share capital	21.9	28.5	171.0	171.0
Reserves & surplus	325.4	503.3	441.8	474.1
<b>Total equity</b>	<b>347.3</b>	<b>531.9</b>	<b>612.8</b>	<b>645.2</b>
<b>Non-current liabilities</b>				
Long term borrowings	58.4	38.0	17.3	12.2
Other long term liabilities	4.5	6.3	7.4	9.2
<b>Total non-current liabilities</b>	<b>63.0</b>	<b>44.3</b>	<b>24.6</b>	<b>21.4</b>
<b>Current liabilities</b>				
Short term borrowings	538.3	601.1	1062.0	1312.2
Trade payables	264.0	304.6	419.0	448.0
Short term Provisions	9.9	13.3	28.0	11.6
Other current liabilities	43.9	46.0	36.0	40.3
<b>Total current liabilities</b>	<b>856.1</b>	<b>965.0</b>	<b>1545.0</b>	<b>1812.0</b>
<b>Total equity and liabilities</b>	<b>1266.4</b>	<b>1541.1</b>	<b>2182.4</b>	<b>2478.6</b>



# Industry Outlook

## Economic Outlook

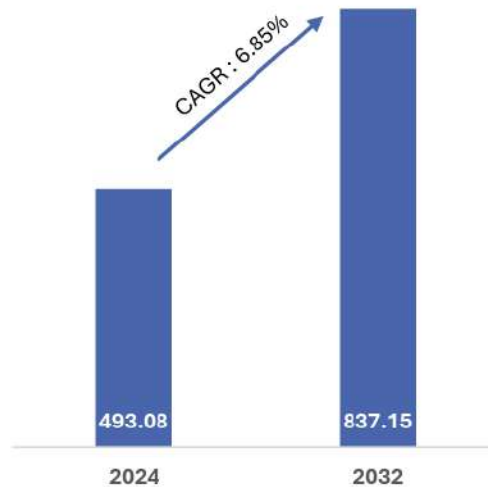
**Global Economy:** The global economy is expected to grow by 3.2% in 2024 and 3.3% in 2025. This projection reflects a stabilization, albeit with ongoing challenges such as persistent inflationary pressures and the potential for elevated interest rates. (Source: IMF)

**Indian Economy:** India's growth is projected to be robust at 6.5% for both 2024 and 2025, driven by strong domestic demand and resilience in various sectors of the economy. This places India as one of the faster-growing major economies globally during this period. (Source: IMF)

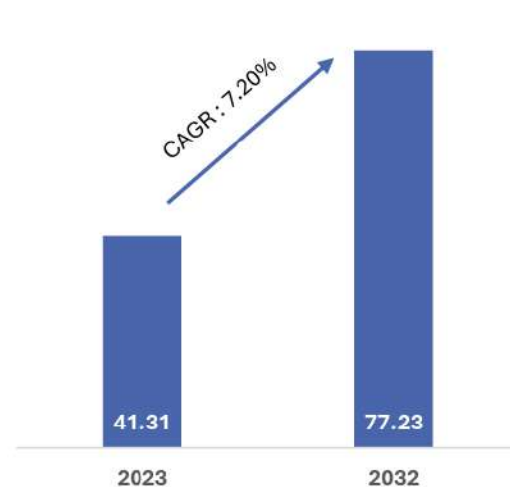
### Mobile Market

(In \$ Bn)

#### Global Market



#### Indian Market



#### Global Market (2024-2032):

The global smartphone market was valued at approximately USD 493.08 billion in 2024 and is projected to reach USD 837.15 billion by 2032, exhibiting a CAGR of 6.85%

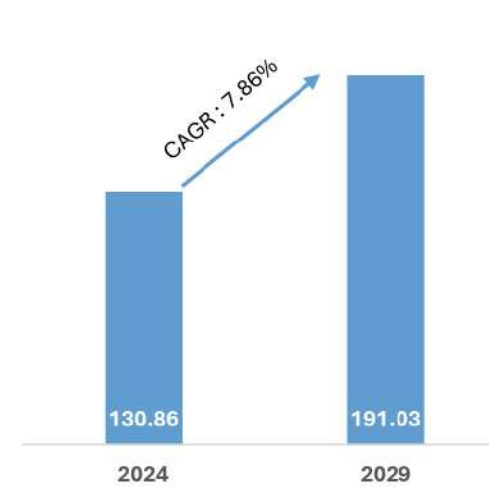
#### Indian Market (2023-2032):

As of 2023, the Indian smartphone market was valued at USD 41.31 billion and is expected to reach USD 77.23 billion by 2032, exhibiting a CAGR of 7.20%.

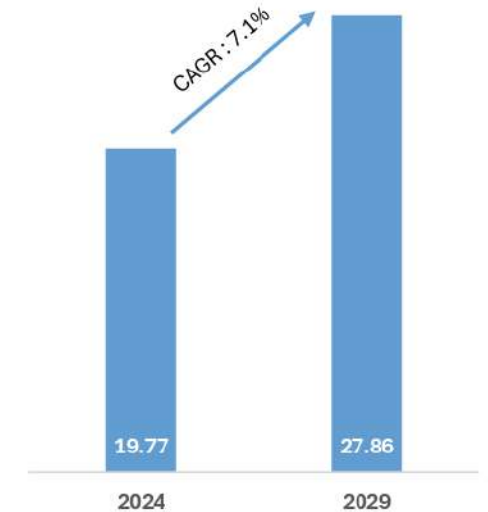
### IT Market

(In \$ Bn)

#### Global Market



#### Indian Market



#### Global Market (2024-2029):

The IT hardware market is estimated at USD 130.86 billion in 2024 and is expected to reach USD 191.03 billion by 2029, growing at a CAGR of 7.86% during the forecast period.

#### Indian Market (2023-2032):

The Indian IT hardware market is estimated at USD 19.77 billion in 2024 and is expected to reach USD 27.86 billion by 2029, growing at a CAGR of 7.1% during the forecast period.





# Industry Growth Drivers

Smartphone Market	Global	<p><b>5G Network Rollout:</b> The global 5G rollout is boosting smartphone demand as consumers seek faster connectivity and enhanced data speeds, with 5G now standard in many devices.</p>	<p><b>Enhanced Camera and AI Capabilities:</b> AI-powered camera features, like enhanced low-light photography, multi-lens setups, and computational photography, are key drivers of consumer upgrades.</p>	<p><b>Mobile Gaming:</b> The growing popularity of mobile gaming is boosting sales of devices with high refresh rates, powerful processors, and larger screens, especially among younger audiences.</p>
	India	<p><b>Affordable Smartphone Demand:</b> The Indian market is highly price-sensitive, with a strong demand for affordable smartphones with quality features.</p>	<p><b>Expansion of Rural and Tier-2 Markets:</b> Growth in rural and semi-urban connectivity, supported by government digital initiatives, is expanding smartphone access as more consumers adopt affordable devices and internet connectivity.</p>	<p><b>5G Expansion:</b> India's 5G rollout is driving upgrades as consumers seek affordable 5G-capable devices, with manufacturers responding by offering competitive pricing.</p>
IT Market	Global	<p><b>Remote and Hybrid Work Models:</b> The shift to remote and hybrid work globally has driven demand for laptops, desktops, monitors, and peripherals as companies and individuals invest in home-office setups.</p>	<p><b>Digital Transformation:</b> Digital transformation across sectors fuels demand for high-performance hardware to support cloud computing, data centers, and enterprise applications, boosting sales of both personal and commercial IT devices.</p>	<p><b>Growth in Gaming and Creative Content Creation:</b> The growth of the gaming industry and creator economy is driving demand for high-spec laptops, desktops, and monitors that can handle intensive graphics and processing tasks.</p>
	India	<p><b>Government-Led Digitalization Initiatives:</b> Programs like Digital India and Make in India, along with the Production-Linked Incentive (PLI) scheme, promote local IT hardware manufacturing, enhancing accessibility, affordability, and investment in the sector.</p>	<p><b>Educational Sector Demand:</b> The pandemic-driven shift to digital learning has boosted demand for laptops, tablets, and desktops in schools, universities, and households—a trend likely to persist as digital literacy gains importance.</p>	<p><b>Enterprise IT Infrastructure Investment:</b> Indian enterprises in sectors like BFSI, healthcare, and IT services are investing in IT hardware upgrades to support digital transformation, enhance productivity, and enable remote and hybrid work setups.</p>





# Company Overview

## Company overview

Founded in 1995, Logica Infoway Limited has rapidly become a dominant force in the dynamic IT and Telecom industries, operating in both B2B and B2C spheres. Leveraging strategic partnerships with renowned global brands in consumer electronics, we have solidified our position as a leading player in the Indian market. Under the adept stewardship of Mr. Gaurav Goel, our seasoned managing director with nearly three decades of expertise in distribution and retail, Logica has consistently demonstrated excellence and innovation.

With a robust presence across India, including key locations such as West Bengal, Delhi, UP, and Haryana, along with an extensive network of channel partners and distribution centers, we are strategically positioned to capitalise on emerging opportunities. Our diversified business model encompasses a wide range of products, including laptops, IT hardware, peripherals, mobile handsets, and electronic accessories.

Divided into four key verticals—Retail, Exports, E-Commerce, and Distribution—our operations are meticulously designed to maximise efficiency and profitability. By embracing the latest technologies and market trends, we continuously adapt to meet the evolving needs of our customers and stakeholders.

Our commitment to excellence, coupled with our strong leadership and expansive network, ensures that Logica remains a formidable presence in the industry, poised for sustained growth and success.

## Business Verticals

### RETAIL

We have a pan-India presence with physical brick-and-mortar retail stores offering a wide range of consumer electronics including PCs, desktops, AIOs, laptops, tablets, smart and feature phones, printers, scanners, print supplies, and IT hardware and mobile accessories. Our retail operations include ownership of HP World stores and Samsung Smart Cafes.

### DISTRIBUTION

We are channel partners with top global brands of electronics, distributing in North and East India. We serve as tier 1 and tier 2 distributors for laptops, printers, smartphones, feature phones, electronic accessories, and IT hardware. Our distributor partners include renowned brands like HP, Samsung, Dell, Asus, Intel, Techno, Lenovo, Nokia, Xioami and more. Additionally, we engage in the buying and selling of mobile phones, PCs, laptops, and tablets to various wholesalers, leveraging our purchasing power and strong relationships to meet and fulfill market and customer demands.

### E-Commerce

We have proudly positioned ourselves as leaders within the digital commerce domain, specialising in an extensive array of mobile devices and laptops, prominently showcased on two of the foremost e-commerce platforms, Flipkart and Amazon.

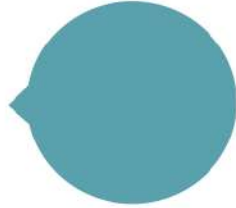
### EXPORT

Beginning our export venture in 2023, we've swiftly become a reliable force in the market, facilitating the export of smartphones and laptops from India to the Middle East. Our expertise lies in seamless purchasing services, streamlined logistics channels, and fostering robust buyer relations. We've partnered with a third-party for the utilisation of two warehouses in Dubai.



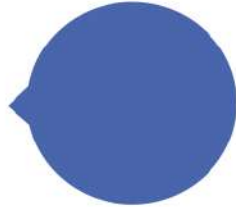
# Milestones

1995-2010



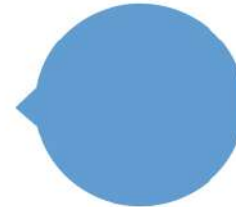
- Launched business in 1995 with a focus on servicing, maintenance, and LAN/WAN installations.
- Formed distribution partnerships with leading brands such as HP, Samsung, Lenovo, Sony Vaio and HCL between 1998 and 2010.
- Expanded into retail with our first store in Kolkata in 2002.
- Achieved revenue of INR 50CR in the fiscal year 2007.

2011-2015



- Expanded retail presence with a 6th store in Kolkata in 2011 and diversified into mobile distribution.
- Launched e-commerce operations in 2013 on platforms like Snapdeal, Amazon, and Flipkart.
- Achieved revenue of INR 200CR in the fiscal year 2013.

2016-2020



- Expanded our geographical footprint by opening offices in Durgapur, Midnapur, and Murshidabad in 2016.
- Launched our first retail store in Delhi in 2017, marking our entry into the retail sector outside West Bengal.
- Commenced business operations in Delhi, Telangana, and Karnataka in 2017, followed by expansion into Bhiwandi - Maharashtra in 2018.
- Achieved revenue of INR 400 crore in the fiscal year 2018

2021-2024

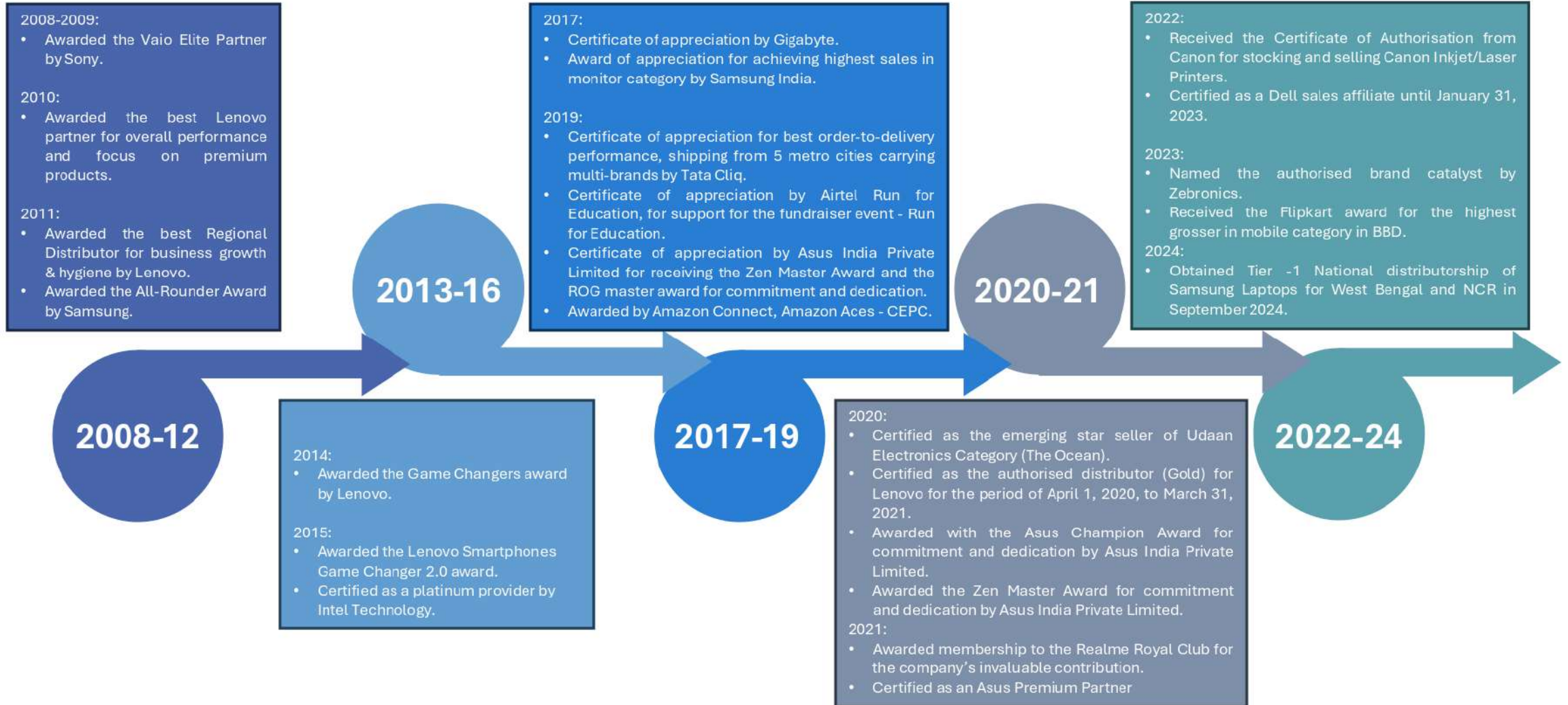


- Opened a new distribution office in Gurgaon, Haryana in 2021.
- Achieved a significant milestone with a successful Initial Public Offering in January 2023, followed by listing on the BSE SME platform.
- Expanded operations to Uttar Pradesh by opening an office in Lucknow in 2023.
- Achieved revenue of INR 1000 crore in the fiscal year 2024
- Opened 27 new retail stores in H1FY25, totaling 49 stores.





# Accolades





# Products & Services Portfolio

## Omni-channel Distribution and Retail Services

- Integrated distribution and retail services across multiple channels.
- Seamless customer experience across online and offline platforms.

## Network and Security Solutions and Integration

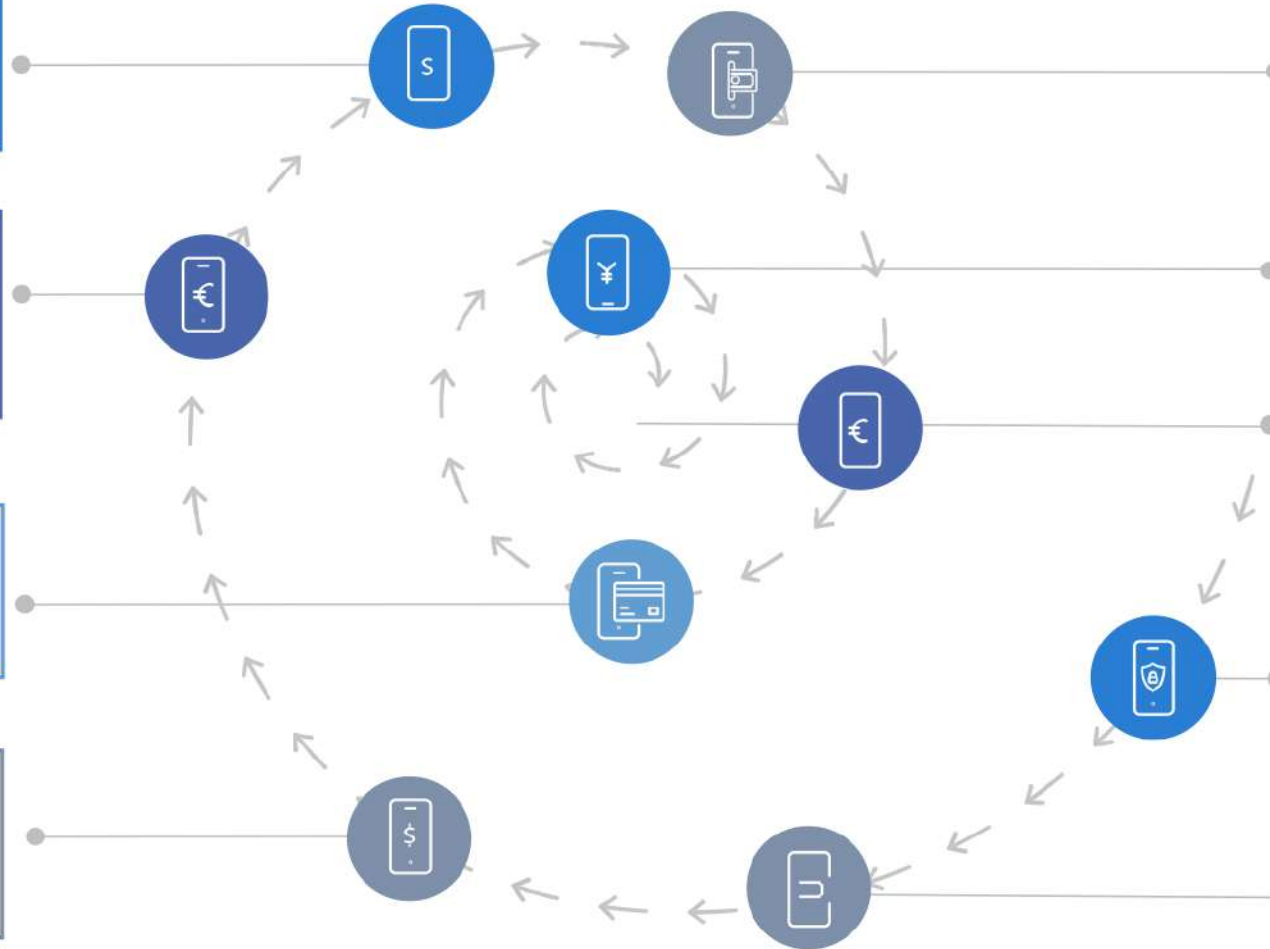
- Comprehensive network infrastructure solutions.
- Integration of security measures to safeguard data and assets.

## Logistics, Transportation, and Warehousing

- Efficient transportation and warehousing services.
- Streamlined logistics operations for timely delivery.

## Electronics Maintenance and Repair, Warranty, and Customer Services

- Reliable maintenance and repair services for electronics.
- Warranty support and responsive customer service



## Consumer and Commercial PCs, Desktops, All-in-ones, and Monitors

- High-quality PCs, desktops, and all-in-one computers for both consumer and commercial use.
- Wide range of monitors for various applications.

## Consumer and Commercial Laptops and Tablets

- Durable laptops and tablets for personal and business use.
- Versatile devices suitable for various tasks and environments.

## Smartphones and Feature Mobile Phones

- Innovative smartphones with advanced features.
- Feature mobile phones offering essential functionality.

## Printers, Print Supplies, and Scanners

- Reliable printers and scanners for home and office use.
- Wide selection of print supplies for different printing needs.

## IT Hardware and Peripherals, Smart Watches, and Mobile Accessories

- Essential IT hardware and peripherals for computing needs.
- Stylish smartwatches and practical mobile accessories for enhanced usability.





# Supply Chain Network & Infrastructure



## Market Access and Distribution Capability

- Nationwide presence targeting lucrative markets in India
- A product portfolio of diverse IT and Telecom products
- Collaborations with Flipkart and Amazon, utilizing their warehouses and fulfilment centers across various cities.
- Brick-and-mortar retail stores in four states, including multi-brand outlets (MBO), HP World, and Samsung Café.
- Collaboration with logistics and service partners both domestically and internationally.

**3000+**

Retail market stores reach

**350+**

Online retail cities

**49**

Retail stores

**6**

Office branches

**13**

Warehouses

**11**

GST registered states



# Retail Infrastructure



Mobile Store: EMALL, CR Avenue, Kolkata



IT Store: EMALL, CR Avenue, Kolkata



Samsung Café: Palam colony ,  
South Delhi



Mobile Store: Axis Mall, New Town,  
South Twenty-Four Parganas



Mobile Store: Kamla Naga, New Delhi



Mobile Store: 31 Nehru Place Market,  
New Delhi



Mobile Store: District Centre, Janakpuri,  
New Delhi



Mobile Store: Vijay Block, Laxmi Nagar,  
New Delhi

Total no. of Stores – 49 : West Bengal - 25, New Delhi – 20, Uttar Pradesh – 2, Haryana - 2





# Warehouses



Kolkata, West Bengal



Noida, Uttar Pradesh



Okhla, New Delhi



Gurgaon, Haryana



Lucknow, Uttar Pradesh



Janakpuri, New Delhi



Laxmi Nagar, New Delhi

Total no. of Warehouses – 13 : West Bengal - 4, New Delhi – 5, Uttar Pradesh – 3, Haryana - 1



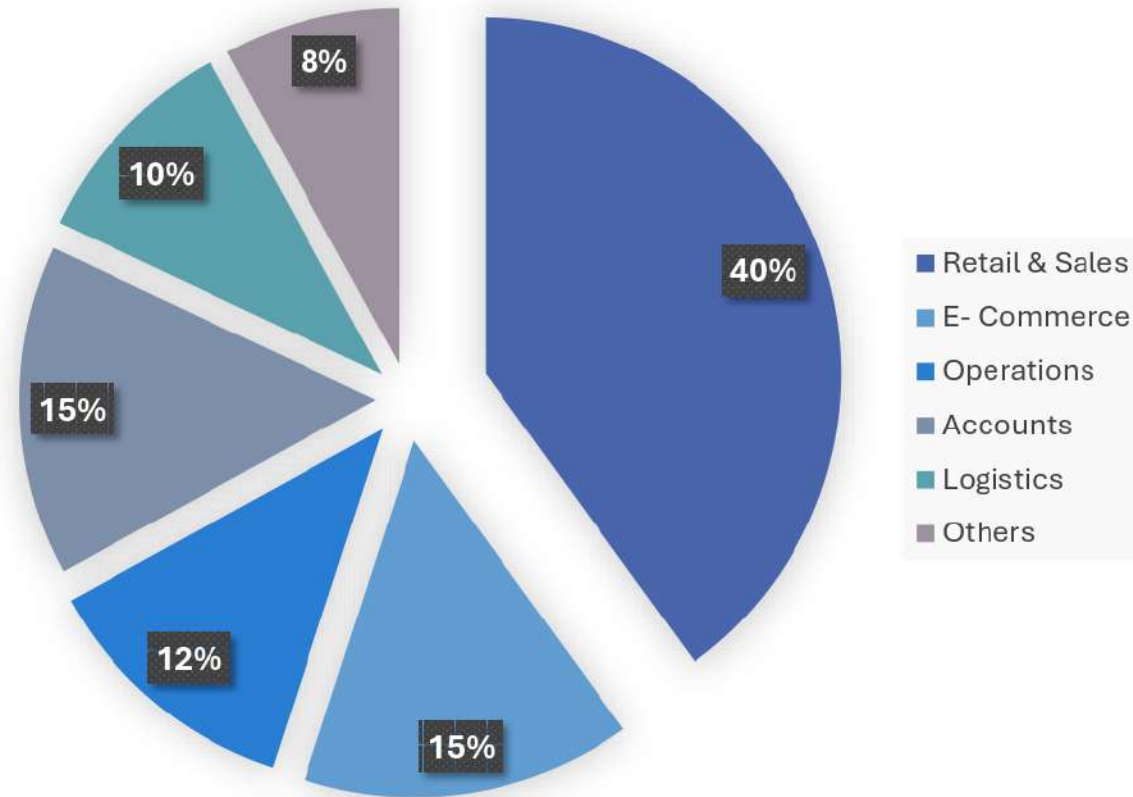
# Our Brand and Channel Partners



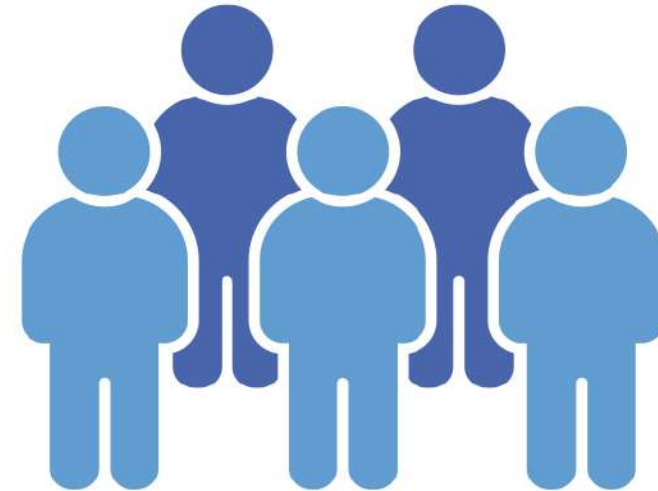




# Workforce Size and Composition



Total Employee  
Count – 200+  
(as of March 2024)





# Leadership Team

## Executive & Non-Executive Directors



**GAURAV GOEL**

Founder, Chairman cum  
Managing Director



**SHWETA GOEL**

Whole-Time Director



**RAKESH KUMAR GOEL**

Non-Executive Director

## Independent Directors



**DINESH ARYA**

Independent Director



**NIL KAMAL SAMANTA**

Independent Director



**VINITA SARAF**

Independent Director

## Key Managerial Personnel



**SUNDEEP MISHRA**

Chief Operating Officer



**DEEPAK KUMAR JHA**

Chief Financial Officer



**ANKUR BHUTANI**

Chief Operating Officer  
(North Division)



**PRIYANKA GERA**

Company Secretary





VAIO Channel Partners' Conference 2013, Dubai

