

Result Update Presentation Q4 & FY22

Creative Newtech Limited

(Formerly known as Creative Peripherals and Distribution Limited)

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Company at a Glance

Diversified Products Portfolio

- 1. Licensee of Honeywell Inc.
- 2. 25+ Brands under said segments (FMSG+FMCT+FMEG+EB)
- 3. 8000+ Trusted partners

Total 20+ branches in India

Over **300** skilled workforce across India 25+ Brands

683.9 Cr**

Market Cap

3200+ **Products**

947.8 cr

Revenue

8000+ Happy Channel **Partners**

1992 Started

Journey

32.6 cr

19.3 cr

PAT

EBIDTA

20.4% **ROcE**

Rs. 13.49 23.9% ROE **EPS**

Business Overview

	Brand Licensing	FMSG + FMCT + FMEG + EB	CKart
About	 Currently Honeywell License Holder and offers a vast suite of products spanning consumer to enterprise segments -from Enhancement products for laptops, smartphones & TVs, to Audio products to Air Purifiers to enterprise class infrastructure through our Structured cabling systems offerings More products to be added to the Honeywell portfolio Looking to expand more categories and geography 	 FMSG: Niche Products that appeal to the younger demographics, driven by social media penetration FMCT: This segment includes established and fast-moving consumer products that cater to personal as well as organizational demands EB: Products supplied to enterprise in higher volumes FMEG: Offers Electronics Goods 	 Online digital B2B eCommerce platform Captive marketplace for subscribed business partners. Boosts customer-base without additional manpower
Brands	Honeywell	Samsung, Cooler Master, Insta360, Fujifilm, Hyperice, PNY, BaByliss, Olympus, Zeiss, Transcend, Samsung CE, iBall, ViewSonic, BPL, Printronix among others	

- Exclusive trademark license from Honeywell covers 29 countries spanning South East Asia, South Asia and Middle East Asia
- A Market entry **specialist for niche brands**
- Offering experiential products and enabling niche global brands to enter and establish newer markets



End to End Service Provider -Honeywell



~\$33 in sales for **Bn** 2020



53% of sales outside U.S.

~1300 sites, **~70** countries

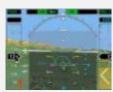
More than, ~129,000 employees

Morris Plains, N.J. Headquarters

Fortune 100

NYSE: HON

Aerospace \$11.5 Bn





Building Technologies \$5.2 Bn





Performance Materials & Technologies \$9.4 Bn





Safety and Productivity Solutions \$6.5 Bn







Honeywell developed the first autopilot flight controller(1914), first commercial weather radar system (1954), first business jet turbofan engine (1975), and is still the leader in developing revolutionary technology for aerospace today.



Honeywell began the Smart House project to combine heating, cooling, security, lighting, and appliances into one easily controlled system. They continued the trend in 1987 by releasing new security systems, and fire and radon detectors.



Honeywell is the leader in gas detection, fire systems, personal protective equipment, building controls, home comfort and security and scanning and mobility.



Honeywell's technology is used to produce 40% of the world's liquefied natural gas, 60% of the world's gasoline, 70% of the world's polyester, and 90% of the world's biodegradable detergents.



Honeywell

Exclusive rights to sell across 29 countries





Honeywell

Tough Entry Barrier & Hyper Growth Ahead

Entry Barrier

The biggest entry barrier to breakthrough in Honeywell is the long-drawn compliance process and product approval including certifications.

Approval Process

The process of getting approval for each product is time consuming and expensive.

Launch of Products

We have spent last 4-5 years in getting the approvals for the products and now we are ready to launch several new products in coming months.





























^{*}above certifications are approved



Our Partners



Fast Moving Social-Media Gadgets



















Hyperice

















Fast Moving Consumer Technology



SAMSUNG







Fast Moving Electronics Goods







Enterprise Business







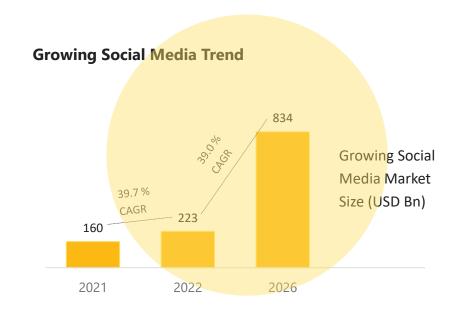
PRIMIRONIX



Target addressable Market

FMSG – Key Drivers for Growth

- The trend to capture every moment of social life and post live events has led to a multifold growth in personal-use, Internet connected devices
- Every millennial tends to follow **multiple hobbies** which has led to growth in pursuing trekking, wildlife photography/tours, sports, cooking, music etc and this has made this segment one of the fastest growing segments across globe.
- The consistent increase in sedentary work and increased health and beauty consciousness has led to an exponential increase in demand for home recovery equipment (HYPERICE), home grooming products (BABYLISS) and Gaming accessories (Cooler Master)



Global Fitness Equipment Market

Industry has been growing substantially worldwide in recent years and mainly driven by

- Stress and sedentary lifestyle among urban population
- Rising awareness regarding fitness



The market size was estimated \$10.97 Bn in 2021

\$15.25 Bn

Expected to reach \$15.25 Bn by 2026

Global Gaming Industry

The growth in global gaming sector has been fuelled by

- increasing trends of online/digital gaming, urbanisation and faster network infrastructure
- The robust growth in smartphone penetration

\$300 Bn

Gaming industry presently exceeds \$300 Bn

400 Mn

Over 400 Mn new gamers are likely to join by 2023

\$2.7 Bn

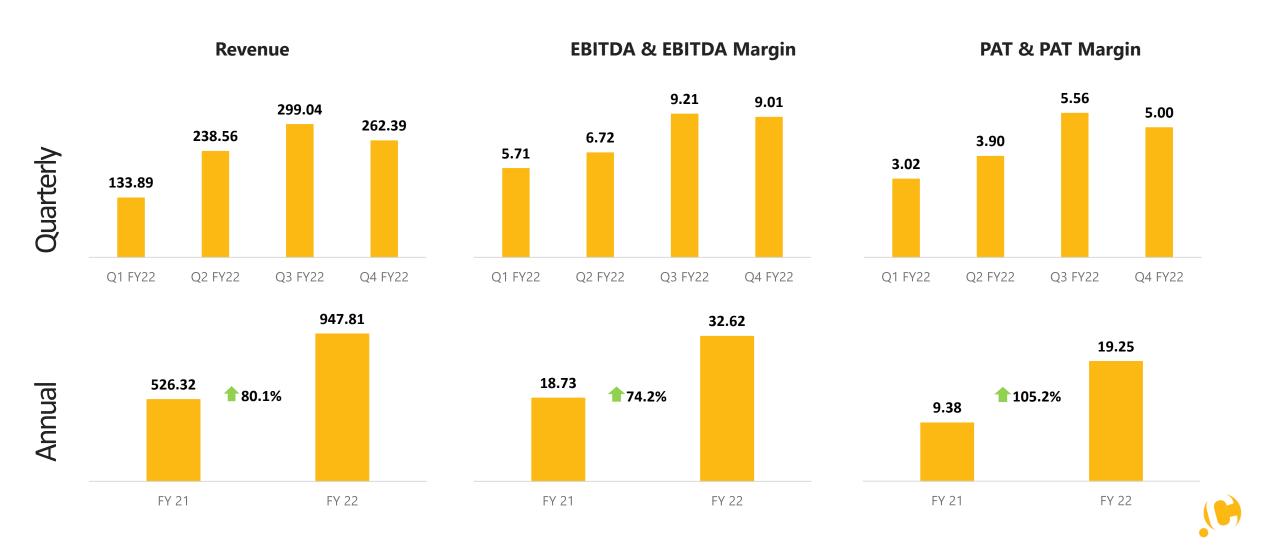
Currently there are 2.7
Bn people in the gaming sector

CAGR 11.9%

The sector is expected to grow at a CAGR of 11.9% between 2020-26

Financial Highlights in Charts

Sales in Crore



Q4 FY22 Financial Highlights –Standalone & Consolidated

	Standalone			Consolidated		
INR Crore	Q4 FY22	Q4 FY21	YoY %	Q4 FY22	Q4 FY21	YoY %
Revenue from Operations	254.5	175.5	45.0%	262.4	520.1	-49.6%
Other Income	6.0	1.7	255.8%	6.0	6.2	-3.2%
Total Income	260.5	177.1	47.0%	268.4	526.3	-49.0%
Cost of Goods Sold	236.7	160.8		239.7	475.0	
Employee Cost	2.9	2.7		2.9	8.6	
Other Expenses	11.8	6.5		16.5	24.0	
Total Expenditure	251.4	169.9		259.1	507.6	
EBIDTA	9.1	7.2	25.3%	9.3	18.7	-50.5%
EBIDTA Margin %	3.56%	4.12%	-56 bps	3.54%	3.60%	-7 bps
Interest	2.0	1.5		2.0	4.7	
Depreciation	0.4	0.3		0.4	1.0	
Exceptional Items	0.1	0.0		0.1	0.0	
Profit Before Tax	6.7	5.4		6.8	13.0	
Tax	1.7	1.4		1.7	3.6	
PAT	5.0	4.0	24.2%	5.2	9.4	-44.8%
PAT Margin	1.96%	2.29%	-33 bps	1.97%	1.80%	17 bps

- Strong sales growth driven by EB and FMCT segments
- High demand for brands such as Samsung, Cooler Master & PNY, among others
- Higher sales promotion expenses impacted margin growth



FY22 Financial Highlights –Standalone & Consolidated

	Standalone			Consolidated		
INR Crore	FY22	FY21	YoY %	FY22	FY21	YoY %
Revenue from Operations	919.2	509.3	80.5%	933.9	520.1	79.5%
Other Income	13.9	6.2	125.6%	13.9	6.2	125.6%
Total Income	933.1	515.5	81.0%	947.8	526.3	80.1%
Cost of Goods Sold	857.9	467.5		856.5	475.0	
Employee Cost	11.5	8.6		11.5	8.6	
Other Expenses	33.3	19.3		47.2	24.0	
Total Expenditure	902.6	495.4		915.2	507.6	
EBIDTA	30.5	20.1	52.0%	32.6	18.7	74.1%
EBIDTA Margin %	3.32%	3.94%	-62 bps	3.49%	3.60%	-11 bps
Interest	6.0	4.6		6.1	4.7	
Depreciation	1.5	1.0		1.5	1.0	
Exceptional Items	0.1	0.0		0.1	0.0	
Profit Before Tax	22.9	14.4		24.9	13.0	
Tax	5.7	3.6		5.7	3.6	
PAT	17.2	10.7	59.9%	19.2	9.4	105.2%
PAT Margin	1.87%	2.11%	-24 bps	2.06%	1.80%	26 bps

- Continued recovery in market post COVID impact
- Sales growth supported by new and existing brands including Samsung, Cooler Master & PNY, among others
- Higher sales promotion expenses offset benefit from changed product mix, impacting margins
- Other Income includes
 Rs 13.16 Crores of
 Drawback and MEIS
 received by the
 company. In
 management view it
 should be considered as
 income from operations.
 However, for the
 purpose of presentation
 as prescribed by Indian
 Accounting Standard it is
 classified under the head
 other income.

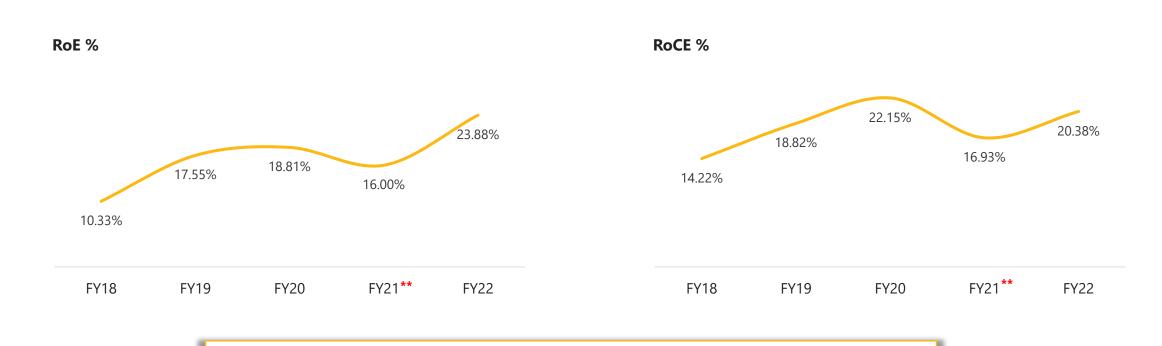
Consolidated Balance Sheet Highlights — as on 31st March 2022

INR Crore	As on	As on
	31st March 2022	31st March 2021
Equity	88.37	61.68
Equity Share Capital	12.00	11.60
Other Equity	68.62	47.04
Money Received Against Share Warrant	1.65	-
Minority Interest	6.11	3.04
Non-Current Liabilities	11.33	4.22
Long Term Borrowings	10.37	3.43
Other Long Term Liabilities	-	-
Other Long Term Provisions	0.95	0.79
Current Liabilities	153.44	125.87
Short Term Borrowings	53.97	39.50
Trade Payables	55.14	38.32
Other Financial Liabilities	35.36	29.56
Other Current Liabilities	7.94	16.98
Short Term Provisions	0.14	0.14
Current Tax Liabilities (Net)	0.89	1.36
Total Equities & Liabilities	253.14	191.78

INR Crore	As on 31st March 2022	As on 31st March 2021
Non-Current Assets	10.73	10.16
Property, Plant & Equipment	10.38	9.85
Intangible Assets	0.18	0.22
Non-Current Investments	-	-
Net Deferred Tax Asset	0.17	0.09
Long Term Loans & Advances	-	-
Other Non Current Assets	0.00	0.00
Current Assets	242.41	181.61
Inventories	97.02	59.79
Trade Receivables	84.77	55.95
Cash & Cash Equivalents	2.86	2.25
Bank Balances other than above	5.38	3.99
Other Financial Assets	0.05	0.04
Other Current Assets	52.33	59.59
Total Assets	253.14	191.78



Consolidated Key Return Ratios



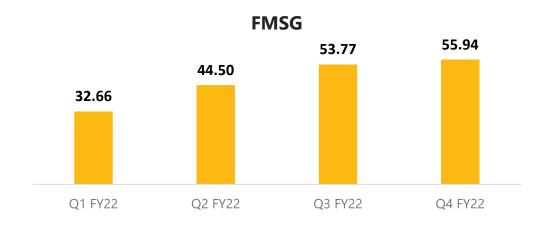
*RoE = Net Profit/Net Worth | RoCE = EBIT/(Shareholders Fund + Long-term Borrowing + Short-term Borrowing-Non-Current Investment)

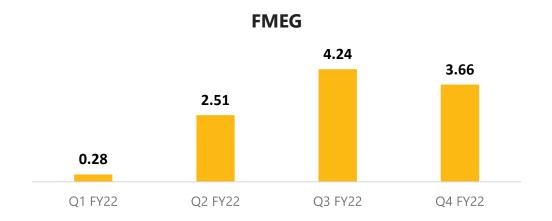
Focus on improving RoCE and long-term value creation



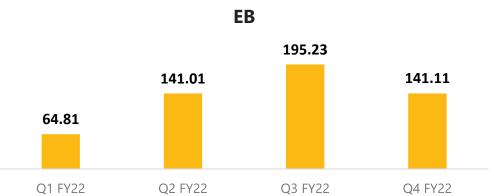
Business in Charts

Sales in Crore



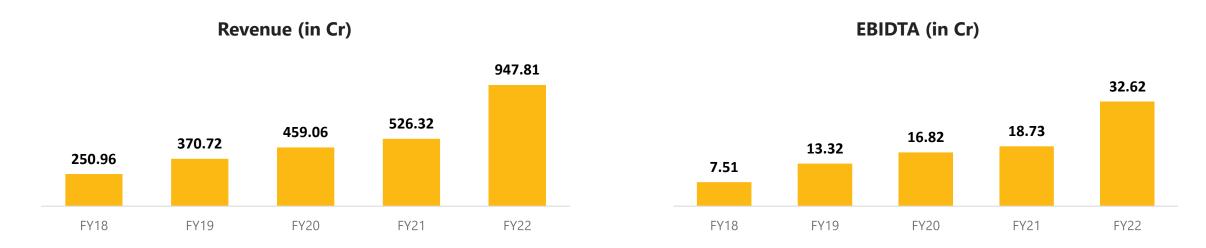


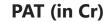






Annual Consolidated Financial Highlights

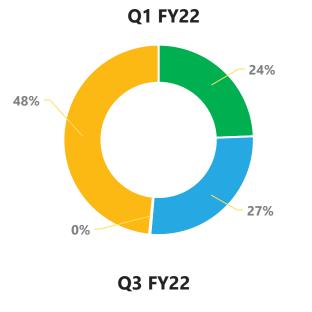


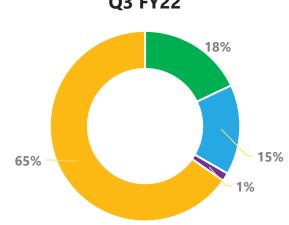






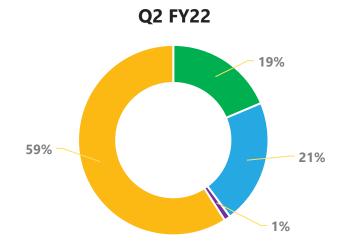
Shift to High Growth Business

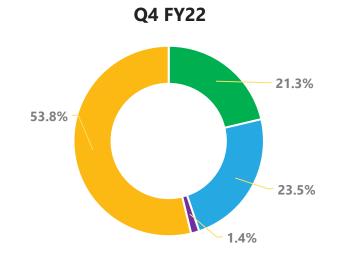




FMSG

FMCT





FMEG

ΕB



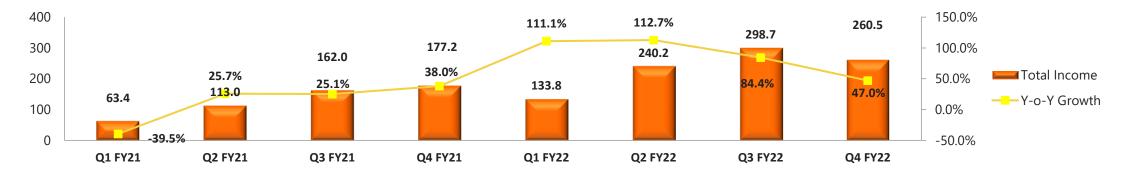
Key Focus and Strategy Ahead

- Our business model is primarily of optimizing working capital. The success of our business depends on achieving higher growth through higher margin products and quick working capital cycle
- In the last few quarters we have continuously shifted our resources towards higher profit products (Honeywell, Cooler Master, Hyperice, Samsung etc.) with faster sales cycle and smaller size and agile team which clearly reflects at the charts in next slide
- We gauge every opportunity through below key lenses:
 - Return on Investment
 - Return on Management time
 - Whether it's a Experiential Brand



Consolidated Financial Highlights

Revenue Growth



EBITDA Growth



PAT Growth





Future-ready business growth

Brand Licensing in New markets

Bringing Cutting-edge Technologies through highmargin brands

Digitizing business for optimal profitability



#1 Brand Licensing & Geographical Expansion

- Growing brand licensing line of business with long-standing association with Honeywell with extensive product portfolio
- Expanding geographically in new countries across Middle East & APAC with required approvals & certifications in place



#2 Diversifying product portfolio across new high-potential verticals

- Bringing diverse product ranges across various consumer verticals such as gaming & lifestyle, to stay ahead of trends
- Focus on fast moving high-margin brands such as Cooler Master, Hyperice etc.
- Utilize & expand omni-channel network to capitalize on maximum reach across India
- Tie-up with Reliance to offer home appliances across India from brands such as BPL



#3 Ckart to boost profitability & working capital

- Online B2B eCommerce platform to help expand customer-base substantially without additional manpower
- Seller module making the platform a virtually open marketplace for all supply chain partners
- With addition of new channel partners on the platform, working capital cycle to improve



Investment Rationale

Industry experience of ~30 years

Addresses niche growing market across segments

Exclusive licensee for Honeywell

Expecting significant growth from increased volumes in Honeywell Consumer products portfolio, for which it is the exclusive licensee in 29 countries spanning SAARC, the Middle East and APAC

One of India's leading Brand Licensee and Market Entry Specialist

It is one of the few national players in the space to provide end-to-end solution from contract manufacturing to retail distribution and brand licensing

Strong return ratios

Creative Newtech has an ROCE of 20.38% and it outpaces the average of 10% earned by companies in a similar industry

Good entry point for well-known foreign brands

Provide strategic intel to foreign players to enter into Indian market

Associated with well-known brands

Partner with Samsung, Cooler Master, BPL, Olympus, Fujifilm Instax, Hyperice, Philips, Rapoo, Insta 360, Transcend, ViewSonic, Printronix, Zeiss, BaByliss, Colorful, Edelkrone, InVue, MSI, EPSON etc.

An Omni-channel network that spans Online, offline and retail trade channels

It offers 25+ brands, 3200+ products, 8000+ happy channel partners and 50,000+ metric tons (across its product range) of monthly import and export



Annexure

Management Comment



Commenting on the Company performance, Mr. Ketan Patel, Chairman & Managing Director of Creative Newtech said: "The markets have continued to recover during Q4, as luckily the third wave of the pandemic was not as strong as the previous ones. Increase in online activities has also spurred demand for IT and lifestyle consumer products.

In the quarter ended March 2022, we reported a 50.03% YoY growth in total income at Rs. 268.36 cr, with EBITDA and net profit growing 22.75% and 19.18% YoY to Rs. 9.28 cr and Rs. 5.23 cr, respectively. This growth was primarily supported by demand for new and existing products from brands like Samsung, Cooler Master and PNY, along with higher overseas sales.

Some of the recent additions in our portfolio include Insta360, Fujifilm and Hyperice Inc. Synergies from our Honeywell portfolio are also beginning to show as we have received certification for distribution in various countries. The benefits of this line of business are beginning to show and will boost our growth in the next fiscal.

As consumer sentiment and overall market scenario improves post the pandemic, we are well positioned to cater to the domestic as well as international markets while keeping a lean and efficient business model, thereby ensuring long-term, sustainable growth for all stakeholders.

I would like to thank the entire team for their dedication and hard work which pushes the Company forward."



Journey so far...

- Started as trading concern with 2
- Epson Dot-matrix Printer aggregator

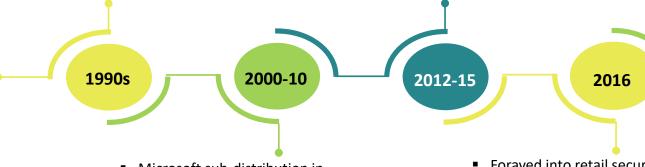
employees

- 2012 Foray into Imaging business by signing Olympus
- 2013 Exclusive Photo Distribution from Vitec Group of Italy for Manfrotto
- 2013 Exclusive distribution for 5 new global IT vendors
- 2015 Reliance Digital 'Best Fulfillment Partner'
- 2015 Exclusive distribution for 8 new global brands including ViewSonic & Samsung

- Listed on NSE SME stock exchange
- Forayed into gaming products under lifestyle segment
- Agreement with TPV Technology India for Philips Digital Signage
- Expanded Honeywell licensing agreement to Middle East & added new products
- Entered Retail Security segment through Exclusive Agreement with InVue

- Launched B-Safe own brand of medical products
- Launched Ckart digital B2B platform for customers
- Expanded Honeywell mandate to 29 countries
- Tie-up with ZEISS to distribute binoculars & monoculars
- Licensing agreement with Honeywell for air purifiers
- Agreement with Edelkrone for videography accessories
- Tie-up with Reliance Retail for home appliance products
- Distribution agreement with MSi for mini-computers, and with Colorful Tech for SSDs
- Signed distribution agreement with Hyperice Inc.
- Signed distribution agreement with Insta360 for Action cameras and Hama for Photography products.
- Renamed to Creative Newtech Ltd
- Signed Distribution Agreement with Fujifilm for their Instax range of Cameras and it's accessories

2020-21



- Microsoft sub-distribution in Maharashtra & Gujarat
- Changed name to Creative Peripherals
 & Distribution Pvt. Ltd.
- Opened branches in Pune, Bangalore and Ahmedabad
- Epson Business Partner
- Foray into Lifestyle business

- Forayed into retail security business
- Exclusive license for Honeywell
- Won distribution license for GoPro
- Agreement with Future Tech Electronics LED TV's for DAEWOO, MEPL & INDICOOL brands in India

2018-19

- Expanded gaming product vertical via agreement with Thermaltake
- Exclusive agreement with 'iBall' for all their products in Madhya Pradesh and Vidarbha
- Migrated to NSE Main Board

2017-18

- Expanded IT, Gaming & Lifestyle segments with PNY, Cooler Master & BaByliss
- Distribution agreement with Panasonic for audio products
- Expanded agreement with Honeywell for Passive Cabling



Management Team





A technologist with a humble background and an experience 30+ of years. With capital not an option, he had to choose a long gestation period for success. He firmly believes that in the technology business, operating leverage is substantial but always back ended.



Purvi Patel
Co-Founder and
Whole Time Director

A woman with exceptional foresight, Purvi Patel manages Logistics, HR, Marketing, Operations and Administrative functions to enable smooth functioning of the business.



Vijay Advani Whole Time Director

Mr. Advani is a seasoned
Professional with 30+ years of
experience since 1998 in
Product, Sales & Operations.
He looks after the complete
sales of the organization and
all major B2B relationships with
an ease and competence like
no other.



Mohit Anand
Co-Founder and
CEO - Secure Connection

As the CEO of Secure Connection, he is responsible for all facets of the business including, Sales, Marketing, Finance & Operations. He is currently building and scaling out Honeywell licensing business in over 29 countries. Ex-Microsoft, Ex-Belkin



Management Team



Abhijit Kanvinde Chief Financial Officer

Chartered Accountant with over 25 years of strong and multi-industry experience. Worked in companies like Garnier India, Novartis Consumer Health, Shringar Cinemas, etc. He was the CFO of a listed company for over 8 years, also successfully completed two IPOs in his career.



Amol Patil
Vice President - Product

MBA in Marketing with
Engineering in Electronics and
Telecom, with over 20 years of
experience in IT industry. Mr.
Patil's prowess lies in identifying
latest market opportunities. With
his excellent team management
and execution skills, he is
responsible for profitable
management of products
portfolio



Upendra SinghVice President - Sales

Bachelor of Commerce from Ranchi University, with nearly 30 years experience in Sales & Marketing. His expertise lies in vendor management, sales generation & market penetration. He has been in the IT hardware industry for over 11 years and he drives the national channel & corporate sales.



Geographical Presence

Domestic

- Pan India presence.
- Over 300-strong highly skilled workforce across India – mix of young and experienced talent.

International

- Subsidiary in Hong Kong.
- Strong distribution tie-up in Middle East.
- Expanding network across SAARC countries.

Our Network

A Class Cities

Mumbai – Lamington Road

Mumbai – Kandivali

Bangalore

Chennai

Delhi

Kolkata

B Class Cities

Ahmedabad Hyderabad

Haryana Odisha

Indore

Jaipur

Kerala Ludhiana

Lucknow

Surat Cochin

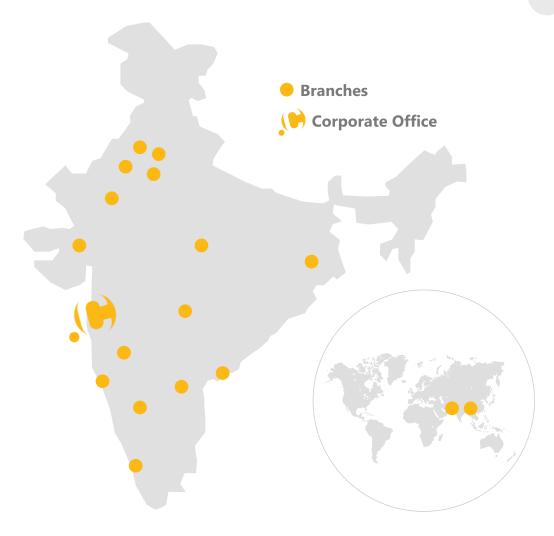
C Class Cities

Bihar Nagpur Pune

D Class Cities

Goa North East Nasik

Raipur Rajkot



Strong network of 8,000+ partners across India & reach to 25+ regions



Our Value Edition

Driving Social Media Transformation through Digital Offerings

Information Network **Price** Access to **Product Partnership** Scale What is **Content &** and Skills needed? Community Customer **Experience Brand Strategy Service** Omni - Channel Marketing Customer experience Contract Customer Manufacturing Intimacy 2000 2024

By 2024, **Customer Experience** will overtake **Price & Product** as the key brand differentiator, a shift that is already in progress.



Who we are



Honeywell

Brand Licensing

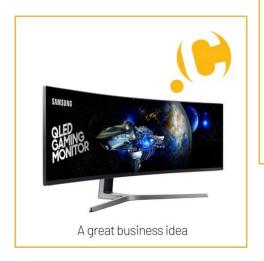
Licensed by Honeywell for contract manufacturing

Rights on many product designs/casts

Can manufacture and sell Honeywell branded products in many APAC countries Aiming to get more international brands under the licensing and also expand Honeywell business line Maintain Asset light model while expanding the business



Who we are









FMSG + FMCT + FMEG + EB

#1 #2 #5 #6 Specialist in end-Well positioned in a fast Portfolio of 25+ world Command niche Continually Multi channel renowned brands, most to-end solutions growing country like India with value in market enhancing portfolio network of FMSG for an aspirational young of which are market with high-margin, population and established leaders in their high growth-potential global brands in India network and market reach categories products



Who we are





Ckart

#1	#2	#3	#4	#5
•	•	•	•	•
Online digital B2B	Captive marketplace	Expands the	Boosts customer-base	With growing digitization in
eCommerce platform	for subscribed	Company's product	without additional	industry, CKart paves the way
	business partners	domain	manpower	for a future-ready growth



Key Developments

Fund Raise Activity

In July 2021, Creative undertook a preferential allotment of equity shares and warrants to raise Rs.11 Cr to fund future growth plans. Company issued 4,00,000 equity shares and 6,00,000 fully convertible warrants at Rs.110 each. The shares and warrants were allotted to Abhinav Capital Services Ltd and Shree Sumna Trade LLP.

Honeywell

- Signed licensing agreement for Honeywell Air Purifiers across 10 countries worldwide
- Expanded Honeywell distribution agreement to include 29 countries across APAC & Middle East
- Added range **Home Audio products** to Honeywell product portfolio

Company temporarily shut it's operations as per Government directives, due to outbreak of Covid-19 pandemic during March-April 2021. Partial operations resumed from mid of May 2021 after due approvals from authorities

Recent Brand Agreements

- Signed agreement with Hyperice Inc. to distribute massage & muscle recovery products
- Tied up with **Insta360** to distribute range of cameras
- Signed distribution agreement with Hama Gulf to distribute their range of photography products
- Tied up with Colorful Technology to distribute SSDs
- Signed distribution agreement with MSI to supply mini-PCs and desktop range
- Signed Distribution Agreement with Fujifilm for their Instax range of Cameras and its accessories

Tie ups with Companies

Tied up with **Reliance Retail** to distribute range of Disney and Marvel branded products in home appliances and audio product segments. Recently added bulbs, lights, fans and home appliances from **BPL** to this portfolio





THANK YOU!

