



DC INFOTECH
& COMMUNICATION LTD

Building the Future of **Secure,** **Intelligent** Networks

Result Update Presentation Q4 & FY26



AI
Infrastructure



Cyber
Security



Data
Centers

Empowering enterprises with next-generation digital infrastructure and proactive defense mechanisms

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Financial Highlights

Q4 FY26 Financial Highlights



REVENUE

₹ 239.46 Cr

↑ 38.64% YoY

EBITDA

₹ 10.23 Cr

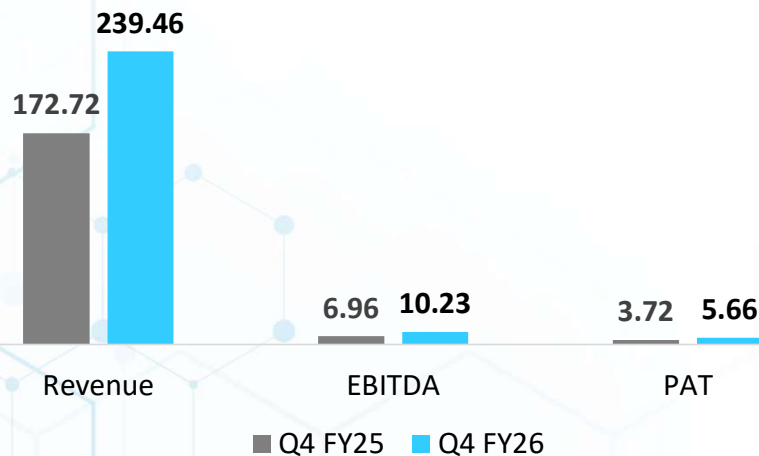
↑ 46.89% YoY Margin: 4.27%

PAT

₹ 5.66 Cr

↑ 52.38% YoY Margin: 2.36%

YoY Performance Comparison



Key Growth Drivers



New Customer Acquisition

- Added significant enterprise clients across manufacturing and BFSI sectors



Execution Excellence

- Strong execution of confirmed order book contributed to 27.7% sequential QoQ growth



Strategic Product Mix

- Higher contribution from high-margin Security and Networking solutions (Samsung, Netgear, Arbor)



Operational Efficiency

- PAT margin expansion of 25 bps YoY demonstrating operating leverage

FY26 Financial Highlights



REVENUE

₹ 736.97 Cr

↑ 32.61% YoY

EBITDA

₹ 35.45 Cr

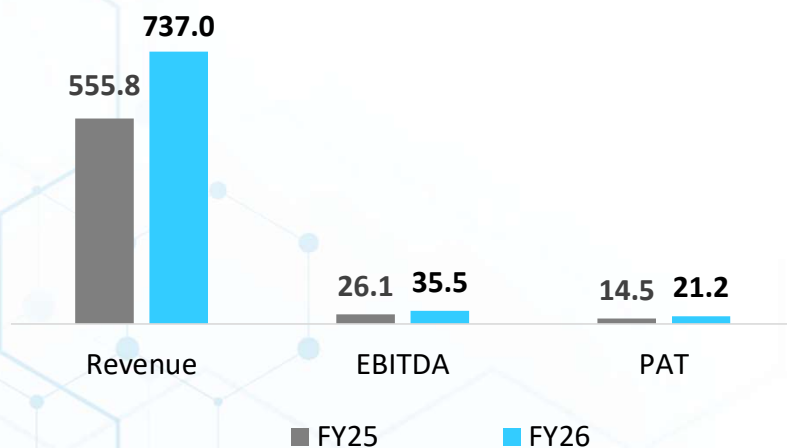
↑ 35.97% YoY Margin: 4.81%

PAT

₹ 21.21 Cr

↑ 45.78% YoY Margin: 2.87%

YoY Performance Comparison



Operational Insights



Scale & Leverage

- Operating leverage kicking in from increased scale, improving EBITDA margins by 8 bps YoY



Solution-Led Growth

- Strategic shift from pure distribution to solution selling in cybersecurity yielding higher margins



Robust Demand

- Sustained demand across Data Center, Networking, and Security verticals driving 29.89% top-line growth



Profitability Focus

- PAT margin expanded by 29 bps to 3.11%, demonstrating focus on bottom-line health alongside growth

Q4 FY26 Financial Highlights



Particulars (Rs. Crs.)	Q4 FY26	Q4 FY25	Y-oY (%)	Q3 FY26	QoQ%
Revenue from operations	239.46	172.72	38.64%	196.00	
Other Operating income	0.00	0.00		0.00	
Total Revenue	239.46	172.72	38.64%	196.00	22.2%
Raw Material	217.74	159.23		178.92	
Employee Cost	4.25	2.64		3.46	
Operating expenses	7.25	3.89		3.36	
Total Expenditure	229.24	165.76	38.29%	185.74	23.4%
EBITDA	10.23	6.96	46.89%	10.26	(0.3%)
EBITDA Margin %	4.27%	4.03%	24 bps	5.23%	(96 bps)
Interest	3.20	2.11		2.25	
Depreciation	0.25	0.16		0.22	
Other Income	0.62	0.88		0.51	
Exceptional Item	0.00	0.00		0.00	
Profit Before Tax	7.40	5.57	32.87%	8.30	(10.9%)
Tax	1.73	1.85		1.81	
Profit After Tax	5.66	3.72	52.38%	6.49	(12.8%)
PAT Margin	2.36%	2.15%	21 bps	3.31%	(95 bps)
Other Comprehensive Income	0.02	0.00		(0.10)	
Net Profit	5.69	3.72	53.04%	6.40	(11.1%)
Net Profit Margin	2.38%	2.15%	22 bps	3.26%	(89 bps)
EPS	3.52	2.62		4.01	

FY26 Financial Highlights



Particulars (Rs. Crs.)	FY26	FY25	Y-o-Y (%)
Revenue from operations	736.97	555.75	32.61%
Other income	0.00	0.00	
Total Revenue	736.97	555.75	32.61%
Raw Material	670.31	509.65	
Employee Cost	13.25	9.40	
Operating expenses	17.96	10.62	
Total Expenditure	701.52	529.68	32.44%
EBITDA	35.45	26.07	35.97%
EBITDA Margin %	4.81%	4.69%	12 bps
Interest	8.58	6.93	
Depreciation	0.74	0.55	
Other Income	1.72	1.44	
Exceptional Item	0.00	0.00	
Profit Before Tax	27.85	20.03	39.02%
Tax	6.64	5.53	
Profit After Tax	21.21	14.50	46.27%
PAT Margin	2.88%	2.61%	27 bps
Other Comprehensive Income	(0.07)	0.00	
Net Profit	21.14	14.50	45.78%
Net Profit Margin	2.87%	2.61%	26 bps

Balance Sheet Highlights



Particulars (Rs. Cr.)	As on 31 st March 2026	As on 31 st March 2025
Equity	107.79	72.22
Equity Share capital	16.40	14.18
Other Equity	91.39	58.04
Minority Interest	0.00	0.00
Non-current liabilities	0.94	0.59
Long term borrowings	0.12	0.21
Deferred tax liabilities	0.00	0.00
Other Long term liabilities	0.00	0.00
Other Long term provisions	0.82	0.39
Current liabilities	263.97	173.61
Short Term Borrowings	87.07	50.68
Trade Payables	163.16	113.79
Other Financial liabilities	3.97	2.39
Other Current liabilities	1.89	0.94
Short-term provisions	0.48	0.16
Current Tax liabilities (Net)	7.41	5.66
Total Equities & Liabilities	372.70	246.43

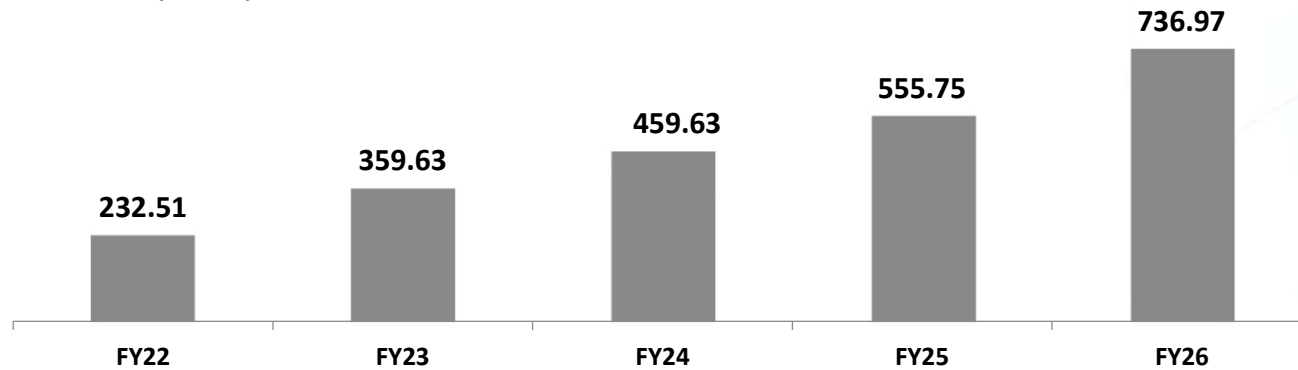
Particulars (Rs. Cr.)	As on 31 st March 2026	As on 31 st March 2025
Non-current assets	8.58	3.22
Property, Plant and Equipment	7.77	2.70
Intangible Assets	0.00	0.00
Non-current Investments	0.00	0.00
Net Deferred Tax Assets	0.81	0.51
Long-term loans & advances	0.00	0.00
Other non-current assets	0.00	0.00
Current assets	364.11	243.21
Inventories	115.50	71.41
Trade receivables	210.47	131.09
Cash, Cash equivalents & Bank balances	25.36	23.36
Other Financial assets	1.27	1.34
Other Current Assets	11.51	16.00
Total Assets	372.70	246.43

Annual Financial Performance

Consistent growth trajectory with margin expansion driven by solution orientation

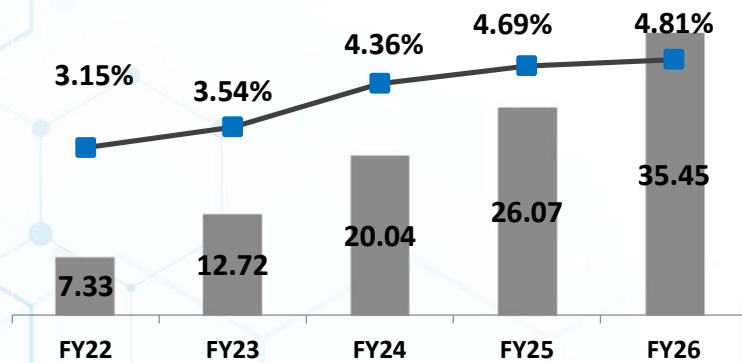


Revenue (Rs. Cr.)

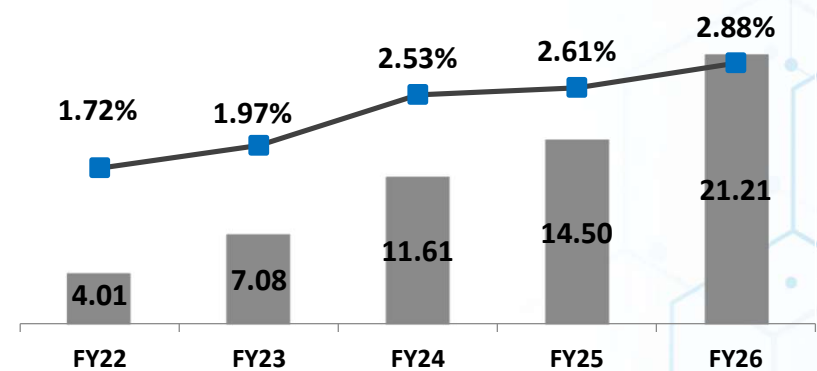


~33.4%
REVENUE CAGR
FY22 - FY26

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



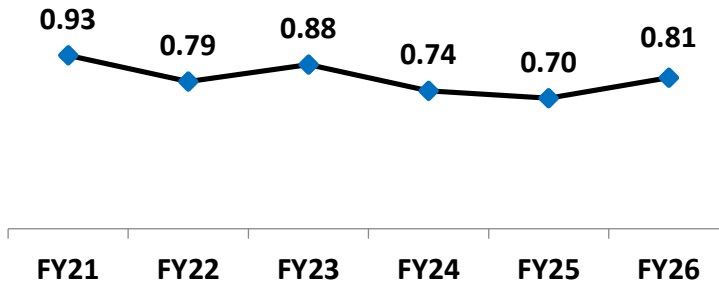
PAT (Rs. Cr.) / Margin (%)



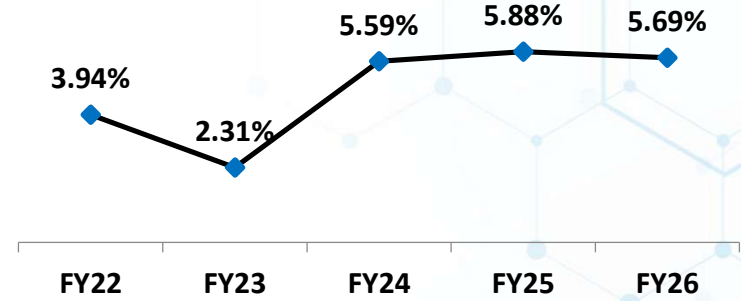
Key Return Ratios



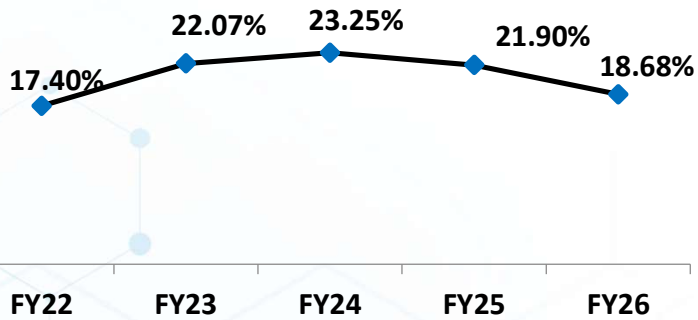
Debt/Equity (x)



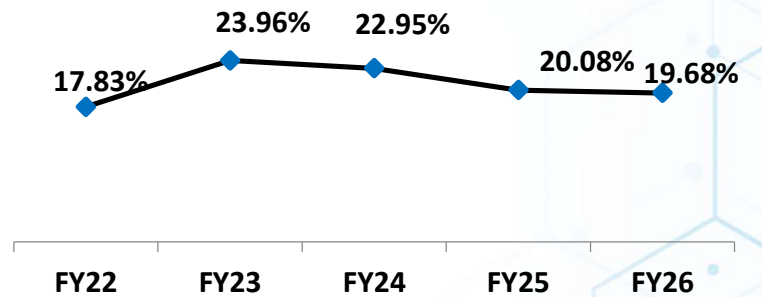
RoA (%)



RoCE (%)



RoE (%)



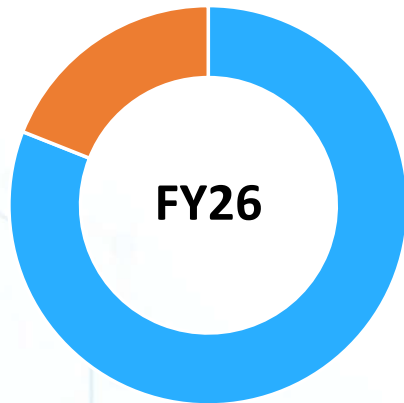
ROE = Net Profit/ Net Worth, ROA = Net Profit/ Total Assets , RoCE = EBIT/(Shareholders fund + long term borrowing + short term borrowing- Non-current investment)
 Debt/Equity = Total Debt/Shareholders Fund

Revenue Mix & Brand Partners

Strategic shift towards high-margin services and diversified brand portfolio



FY26 Revenue Mix



Products

81%

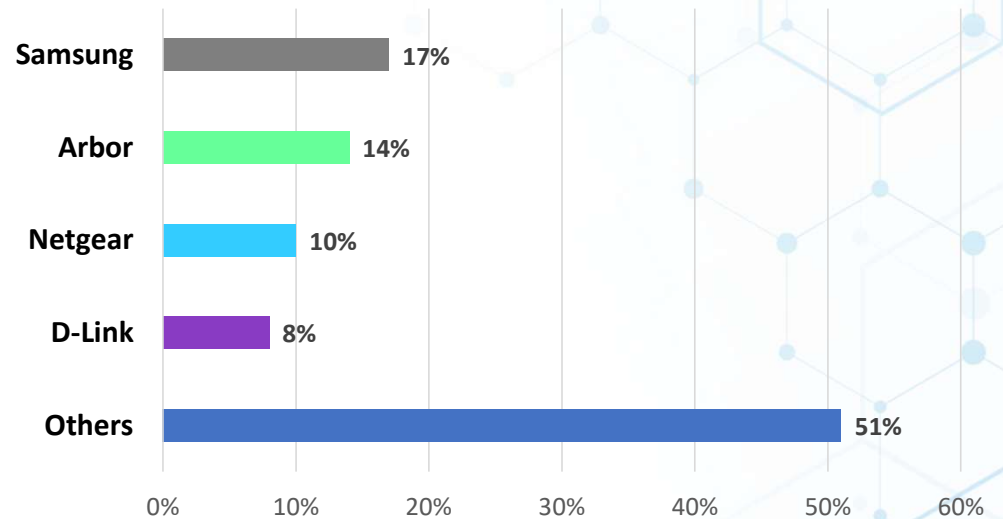
Networking & Hardware

Services

19%

Security S/W & Consult

Top Brand Contribution



KEY TECHNOLOGY PARTNERS

SAMSUNG

NETGEAR

D-LINK

ARBOR

Z-SCALER



Company Overview

Key Investment Highlights

Building a robust foundation for next-gen digital infrastructure growth



25+

Years of Leadership

Deep expertise in Networking & Cyber Security solutions since 1998.

LEGACY

33%

YoY Revenue Growth

Strong FY26 performance demonstrating rapid scaling capabilities

GROWTH

₹ 737 Cr

FY26 Revenue

Robust topline driven by strong order execution

SCALE

REACH

2,000+

Channel Partners

Pan-India distribution network ensuring deep market penetration

TRUST

12+

Global Alliances

Strategic partnerships with Samsung, Netgear, Zscaler, SonicWall, etc.

CLIENTELE

75+

Enterprise Clients

Trusted by mid & large enterprises for critical IT infrastructure



Company At a Glance

A premier enterprise IT solutions provider with a legacy of trust and innovation



Established

1998

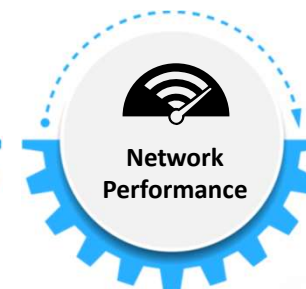
Over 25 years of excellence in building secure, intelligent networks for Indian enterprises.

HEADQUARTERS
Mumbai, India

LISTING
BSE (543636) | NSE (DCI)

GEOGRAPHICAL REACH
Pan-India + Middle East

Core Solution Portfolios



Board of Directors



Visionary leadership combining decades of industry expertise and governance excellence

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

Strategic Pivot to Growth Platforms

Transforming from traditional distribution to a value-added solutions provider focused on high-margin, future-ready technologies



AI Infrastructure

- Architecting secure, intelligent, high-performance networks tailored for AI workloads.
- Advanced observability and ML-driven network performance management.
- High-throughput, low-latency connectivity solutions.



STRATEGIC FOCUS

Enabling the AI-ready Enterprise



Cyber Security Solutions

- End-to-end security stack: Perimeter, Cloud, Identity, and Data.
- MDR (Managed Detection & Response) and Threat Protection at scale.
- Zero Trust architecture implementation.



KEY WIN

₹33.46 Cr Contract
From National Informatics Centre (NIC)



Data Center Services

- Network fabric and structured connectivity for modern Data Centers.
- Cloud & Cyber defense integration for DC infrastructure.
- Supporting the 1.35GW to 5GW capacity expansion in India.



MARKET OPPORTUNITY

~5GW Capacity Demand by 2030

AI Infrastructure & Offerings

Architecting high-performance, intelligent networks designed for the AI era



AI-Ready Network Architecture



High-throughput, low-latency scalable designs optimized for massive data transfer and model training workloads. Ensuring network resilience for critical AI applications.

ML-Driven Performance



Intelligent monitoring and analytics using machine learning to predict bottlenecks and optimize traffic flow dynamically. Comprehensive Application Performance Management (APM).

Smart DDoS Detection



Proactive, AI-powered threat detection that identifies anomalies in real-time. Adaptive mitigation strategies to neutralize complex DDoS attacks before they impact operations.

Cloud & Edge Connectivity



Secure, seamless integration for multi-cloud environments and edge computing. Facilitating robust connectivity for distributed AI workloads and real-time data processing.

Strategic Alliances

POWERING OUR AI SOLUTIONS

Samsung

Display & Digital Solutions

Netgear

High-Performance Networking

Zscaler

Zero Trust Cloud Security

Netscout / Arbor

DDoS Protection & Visibility

Why It Matters?

Leveraging best-in-class global technologies to deliver integrated, scalable, and secure AI-ready infrastructure for Indian enterprises.

Cyber Security Solutions Portfolio

Comprehensive protection from endpoint to data center to cloud, ensuring resilience against sophisticated threats



8 Core Security Domains



Network Security
Secure architecture & segmentation



Data Security & Protection
DLP, encryption & privacy controls



Mobile & Endpoint
Unified endpoint management (UEM)



Next-Gen Firewall
Deep packet inspection & IPS



Web & Email Security
Gateway protection & anti-phishing



Application Security
WAF & API protection



Cyber Threat & DDoS
Volumetric attack mitigation



SOC Services
24/7 monitoring & incident response

Strategic Technology Partners

SonicWall
NGFW, Secure SD-WAN

Zscaler
Zero Trust, Cloud Security

Netscout / Arbor
DDoS, Threat Intelligence



MARQUEE WIN

₹33.46 Cr

Government Cybersecurity Order

Secured a prestigious contract from the National Informatics Centre (NIC) for NKN infrastructure security. Scope includes DDoS protection, threat detection, and advanced analytics for critical government networks.



SPECIALIZATION

Zscaler Partner

Data Security Sales Specialization

Achieved specialized status for Data Security, reinforcing our expertise in cloud-native security transformations and Zero Trust implementation.

Data Center Services & Opportunity

Capitalizing on India's massive data localization and AI infrastructure boom



DC Infotech's Role



Network Fabric

Structured connectivity and high-speed switching fabric design for hyperscale & colocation facilities.



Cloud & Cyber Defence

Integrating security at the infrastructure layer (East-West traffic inspection) and secure cloud interconnects.



End-to-End Lifecycle

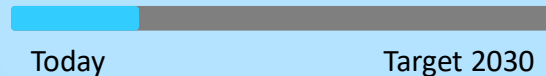
From architectural design to deployment and managed services for AI-ready data centers.

India Data Center Capacity

↑ 38% YoY Growth

Current (2024)

1.35 GW



Target (2030)

5.0 GW

PROJECTED CAPEX

\$20 Billion

Data Center Infrastructure

\$60 Billion

Cloud Infrastructure

KEY HUBS

80%

of installed capacity concentrated in

Mumbai

Chennai

Delhi

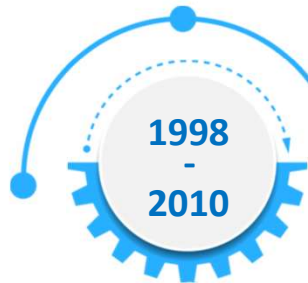
Driven by data localization, 5G adoption, and massive AI compute requirements

Way Ahead



Journey So Far

A legacy of over two decades, evolving from distribution to value-added solutions



Founding & Foundation

- 1998:** DC Infotech Founded.
- 1999:** D-Link Sub-distribution.
- 2005:** Top Gigabyte Partner India.
- 2008:** SonicWall Premium Partner.

Expansion Phase

- 2015:** Ahmedabad Branch Opening.
- 2016:** Samsung Platinum Partner.
- 2017:** Netgear National VAD.
- 2018:** Zscaler Premium Partner.



Public Listing & Scale

- 2019:** Listed on NSE Emerge.
- 2021:** Wins from Maruti & Tata Play.
- 2022:** Migrated to Main Board.

Revenue turnover crosses ₹300 Cr.

Recognition & Growth

- India's Growth Champions Rank 13.
- Pan-India expansion
- Partnered with Array Networks.
- Strategic CSR Initiatives.



Future Ready

- Foray into Middle East market
- FT High-Growth Companies APAC.
- Zscaler Data Security Specialization.
- Sangfor Partnership (MEA).
- Pivot to AI & Data Centers.

Strategic Way Ahead

Building the future of secure, adaptive intelligent networks through five key pillars



Product to Solutions

- Transition from product-led to solution-driven model.
- Double the share of services revenue.
- Value-added distribution with bundled services.



Focus Areas

- Data Centers & Digital Infrastructure.
- Cybersecurity & AI-driven IT operations.
- Unified Communication (Samsung LED leadership).



New Geographies

- Deepen footprint in South India & untapped regions.
- Expansion into GCC & Africa markets.
- New UAE subsidiary for international reach.



Tech & Partnerships

- Invest in AI, Cloud Security & Managed Services.
- Strengthen alliances: Samsung, Zscaler, Netgear.
- Strategic acquisitions for capability gaps.



Operational Excellence

- Talent upskilling with global vendor certifications.
- Optimize service mix for margin expansion.
- Maintain robust ₹40–50 Cr sales funnel.

Mr. Bhavesh Singh
Company Secretary &
Compliance Officer
DC Infotech and
Communication Ltd.

Website: www.dcinfotech.com



Mr. Sumit Kinikar
Mr. Jay Jain
Adfactors PR

Website: www.adfactorspr.com