



**Date: November 24, 2025**

**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 September 30, 2025.

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.

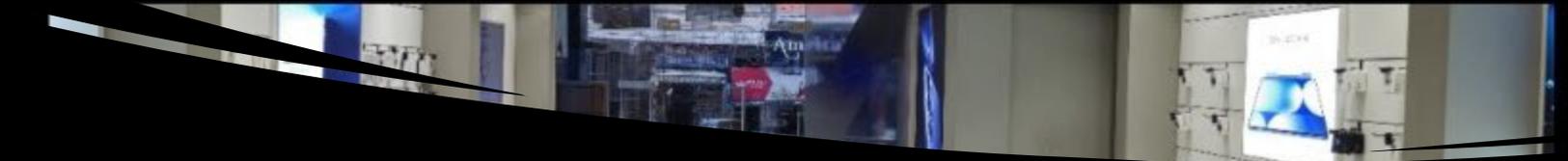
Thanking you,  
Yours faithfully,

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

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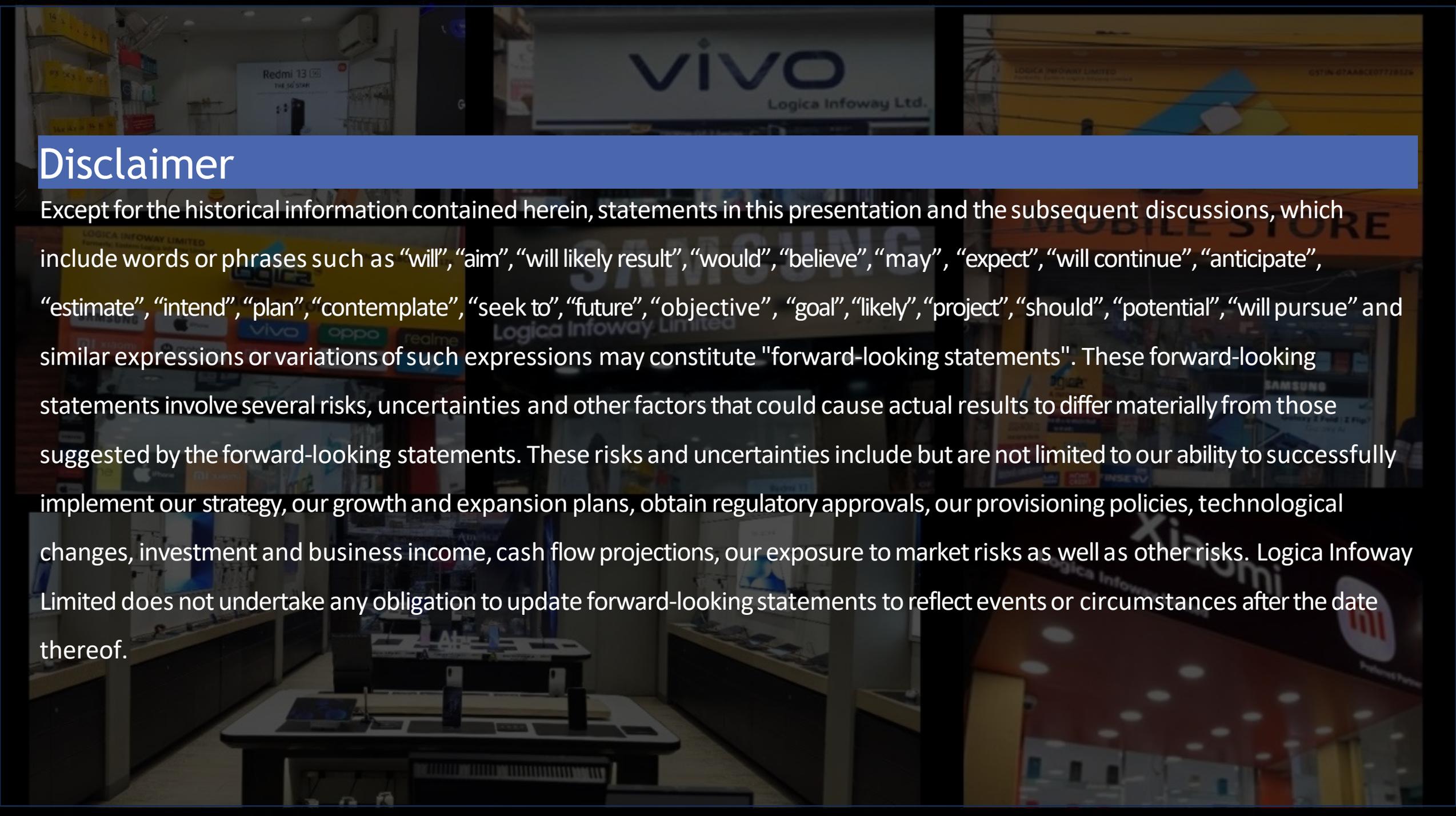
**Priyanka Gera**  
**Company Secretary & Compliance Officer**  
**Membership No. A63809**

**Encl.: as above**



Logica  
Infoway

Earnings Presentation  
H1FY26  
November 2025



## 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.



# H1FY26 Earnings Highlights

## Revenue

In H1 FY26, revenue from operations stood at ₹5,867 million, a healthy 13.9% increase over ₹5,149 million in H1 FY25. Versus H2 FY25, revenue was lower by 1.7% (₹5,966 million in H2), largely reflecting normal seasonality and the timing of key sale events rather than any structural change in demand.

## EBITDA

EBITDA in H1 FY26 came in at ₹146 million, up 71.2% year-on-year from ₹85 million in H1 FY25. On a sequential basis, EBITDA was broadly flat, dipping only 1.4% compared to ₹148 million in H2 FY25, as better gross margins and operating discipline helped offset the slight revenue decline.

## EBITDA margin

EBITDA margin improved to 2.5% in H1 FY26 from 1.7% in the same period last year, driven by a richer channel mix, better procurement and tighter cost control. Despite the modest drop in revenue versus H2 FY25, EBITDA margin held steady at 2.5%, underscoring the operating leverage in the business.

## Profit after tax

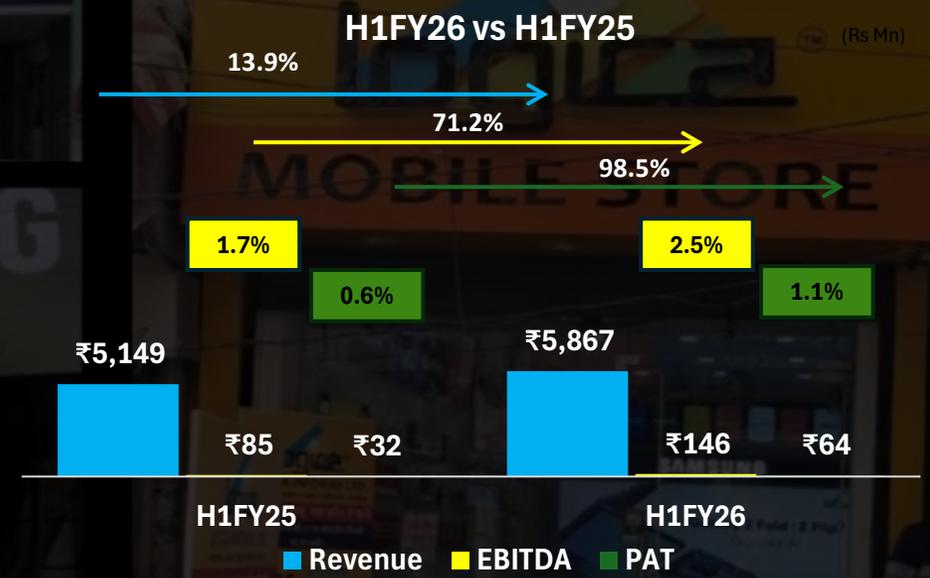
Profit after tax for H1 FY26 was ₹64 million, almost double the ₹32 million reported in H1 FY25 (up 98.5% YoY). Compared with ₹72 million in H2 FY25, PAT was lower by 11.7%, mainly due to higher finance costs and lower other income from export scale back, even as the core business performance remained stable.

## PAT margin

PAT margin improved to 1.1% in H1 FY26 from 0.6% in H1 FY25, reflecting stronger operating performance flowing through to the bottom line. Sequentially, PAT margin softened slightly from 1.2% in H2 FY25, in line with the movement in absolute PAT.

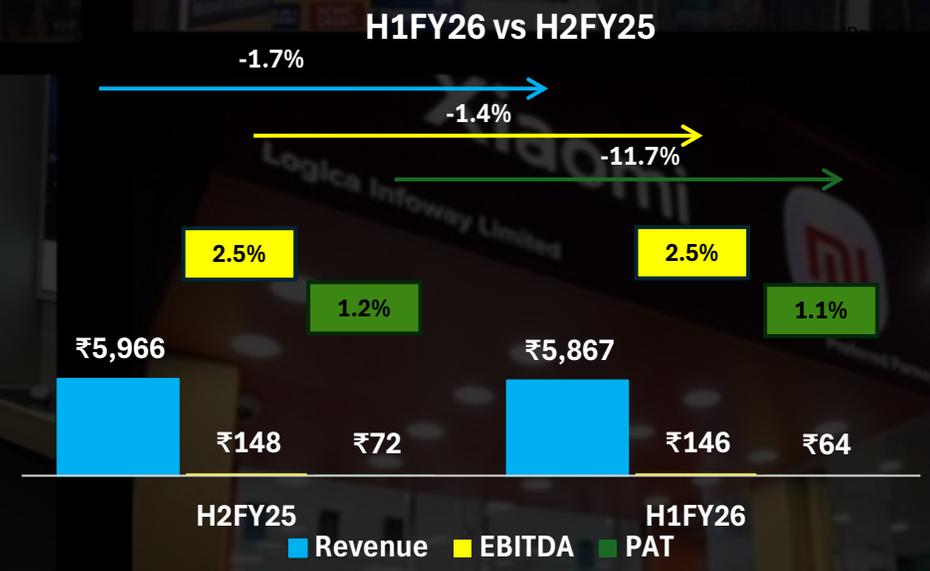
## Growth:

## Margins:



## Growth:

## Margins:





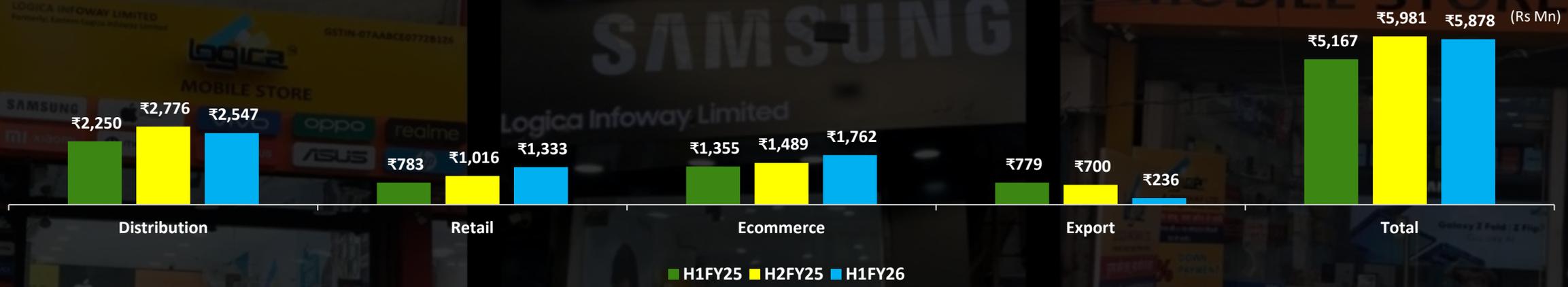
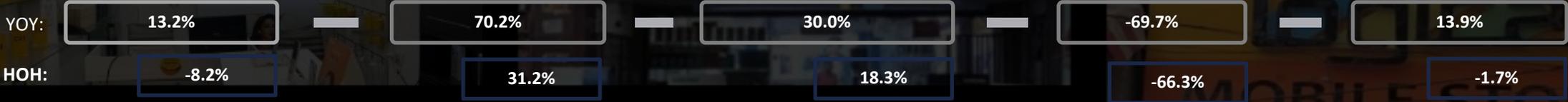
# Income Statement H1FY26

Particulars (Amount in Rs Mn)	H1FY26	H1FY25	YoY	H2FY25	HoH	FY25	FY24	YoY
Revenue from operations	5,867.0	5,149.4	13.9%	5,966.9	-1.7%	11,116.3	10,642.4	4.5%
Cost of goods Sold	5,548.6	4,907.4		5,655.2		10,562.6	10,212.5	
<b>Gross Profit</b>	<b>318.4</b>	<b>242.0</b>	<b>31.5%</b>	<b>311.7</b>	<b>2.2%</b>	<b>553.7</b>	<b>429.9</b>	<b>28.8%</b>
<b>Gross Margin</b>	<b>5.4%</b>	<b>0.0</b>		<b>5.2%</b>		<b>5.0%</b>	<b>4.0%</b>	
Employee benefit expenses	56.4	44.7		54.5		99.2	75.2	
Other Expenses	115.6	111.8		108.6		220.5	181.8	
Total expenses	172.0	156.5		163.1		319.8	257.0	
<b>EBITDA</b>	<b>146.4</b>	<b>85.5</b>	<b>71.2%</b>	<b>148.5</b>	<b>-1.4%</b>	<b>233.9</b>	<b>172.9</b>	<b>35.3%</b>
<b>EBITDA Margin</b>	<b>2.5%</b>	<b>1.7%</b>		<b>2.5%</b>		<b>2.1%</b>	<b>1.6%</b>	
Depreciation and amortization	3.1	1.7		2.6		4.3	1.4	
<b>EBIT</b>	<b>143.3</b>	<b>83.8</b>		<b>145.9</b>		<b>229.6</b>	<b>171.4</b>	
Finance cost	65.9	57.2		63.6		120.8	90.7	
Other income	9.7	17.9		15.3		33.1	28.8	
<b>Profit before tax</b>	<b>87.0</b>	<b>44.5</b>		<b>97.6</b>		<b>141.9</b>	<b>109.6</b>	
Total tax expense	22.8	12.1		24.8		37.0	28.6	
<b>Profit after tax</b>	<b>64.3</b>	<b>32.4</b>	<b>98.5%</b>	<b>72.8</b>	<b>-11.7%</b>	<b>104.9</b>	<b>81.0</b>	<b>29.5%</b>
<b>PAT Margin</b>	<b>1.1%</b>	<b>0.6%</b>		<b>1.2%</b>		<b>0.9%</b>	<b>0.8%</b>	



# Revenue Segmentation

Half - Yearly



## EBITDA Profile



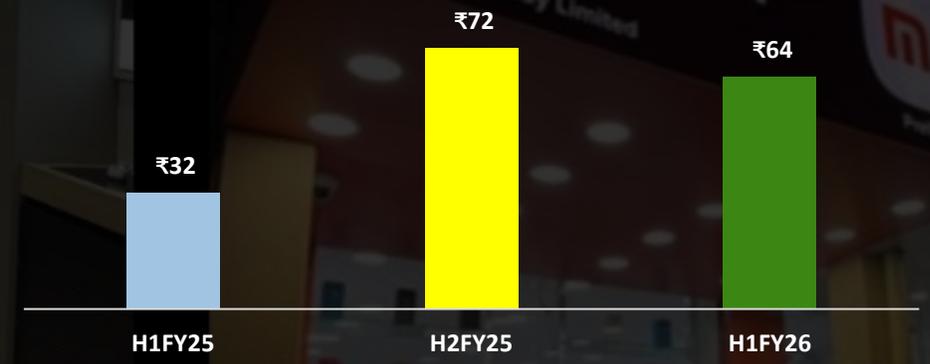
(Rs Mn)



## PAT Profile



(Rs Mn)

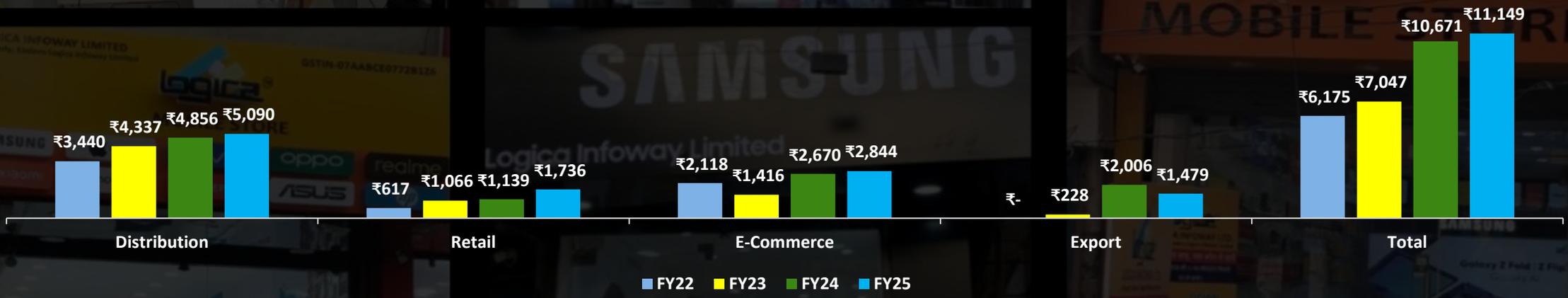




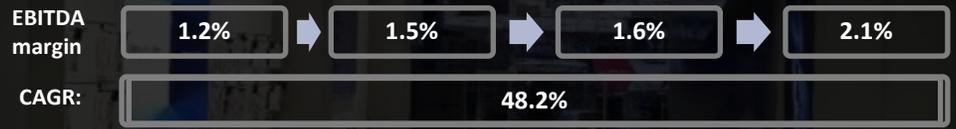
# Financial Performance Over the Years

## Revenue - Growth Trends

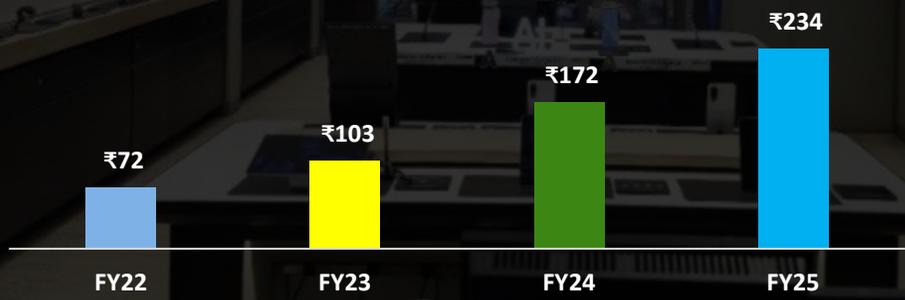
(Rs Mn)



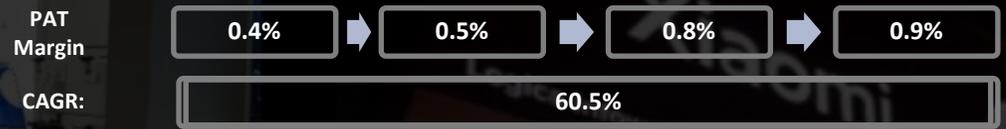
## EBITDA Profile



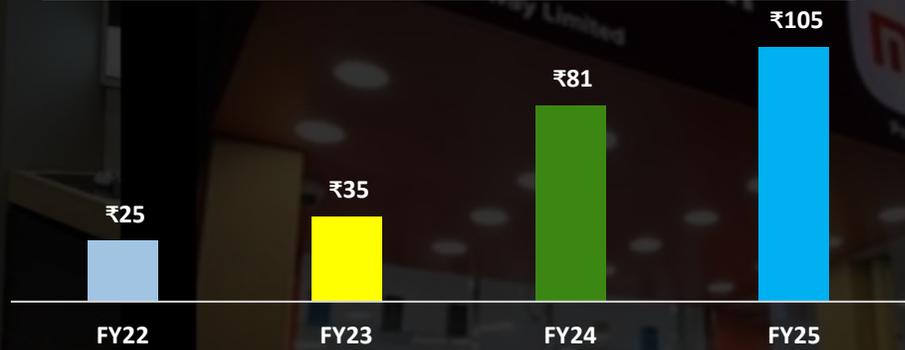
(Rs Mn)



## PAT Profile



(Rs Mn)





# Financial Performance Over the Years

## Balance Sheet

### Income Statement

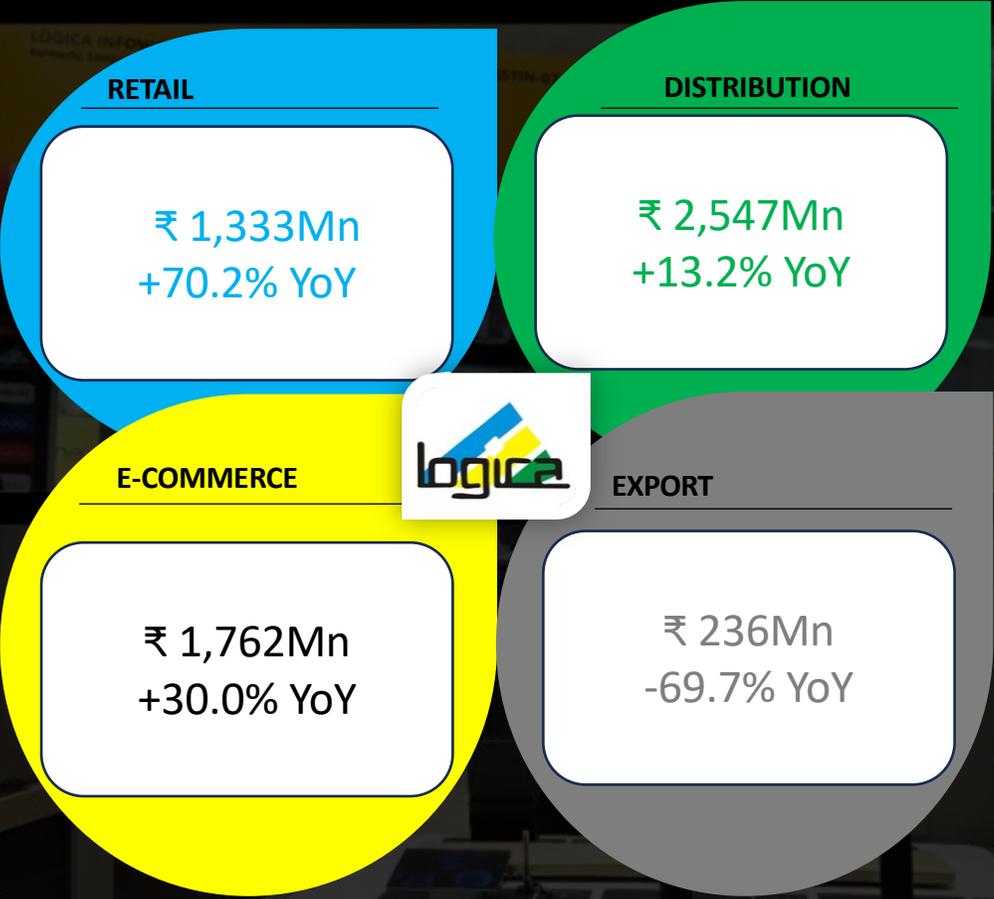
Particulars (Rs Mn.)	FY2022	FY2023	FY2024	FY2025
<b>Revenue from operations</b>	<b>6,174.6</b>	<b>7,046.8</b>	<b>10,642.4</b>	<b>11,116.3</b>
Material cost	6,023.0	6,698.3	10,585.8	10,627.7
Change in inventories	-158.0	5.5	-373.3	-65.1
Cost of goods Sold	5,865.0	6,703.8	10,212.4	10,562.6
<b>Gross Profit</b>	<b>309.6</b>	<b>343.0</b>	<b>429.9</b>	<b>553.7</b>
<b>Gross Margin</b>	<b>5.0%</b>	<b>4.9%</b>	<b>4.0%</b>	<b>5.0%</b>
Employee benefit expenses	62.9	61.8	75.2	99.2
Other expenses	174.9	178.1	181.8	220.5
Total expenses	237.9	239.9	257.0	319.8
<b>EBITDA</b>	<b>71.8</b>	<b>103.1</b>	<b>172.9</b>	<b>234.0</b>
<b>EBITDA Margin</b>	<b>1.2%</b>	<b>1.5%</b>	<b>1.6%</b>	<b>2.1%</b>
Depreciation and amortization	2.4	1.9	1.4	4.3
<b>EBIT</b>	<b>69.4</b>	<b>101.2</b>	<b>171.4</b>	<b>229.7</b>
Other income	8.9	8.0	28.8	33.1
Finance cost	44.4	60.0	90.7	120.8
<b>Profit before tax</b>	<b>33.9</b>	<b>49.2</b>	<b>109.6</b>	<b>141.9</b>
Current tax expense	9.9	13.3	28.0	37.0
Deffered tax	-1.1	0.8	0.2	0.1
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>104.8</b>
<b>PAT Margin</b>	<b>0.41%</b>	<b>0.50%</b>	<b>0.76%</b>	<b>0.94%</b>

Particulars (Rs Mn.)	FY2022	FY2023	FY2024	FY2025
<b>Non-current assets</b>				
Fixed & Tangible Assets	5.6	4.8	9.0	18.6
Other non current assets	89.2	116.5	114.2	47.5
Non-current investments	20.8	20.8	127.7	127.7
Deferred tax assets (net)	3.3	2.5	2.3	2.4
<b>Total non-current assets</b>	<b>118.9</b>	<b>144.5</b>	<b>253.1</b>	<b>196.3</b>
<b>Current assets</b>				
Inventories	560.3	554.8	928.1	993.2
Trade receivables	449.7	683.1	807.9	1138.0
Cash and bank balances	8.6	4.7	6.7	188.1
Loan and advances	25.2	20.4	19.4	2.4
Other current assets	103.8	133.6	167.2	132.4
<b>Total current assets</b>	<b>1147.5</b>	<b>1396.6</b>	<b>1929.2</b>	<b>2454.2</b>
<b>Total assets</b>	<b>1266.4</b>	<b>1541.1</b>	<b>2182.4</b>	<b>2650.5</b>
<b>Equity</b>				
Equity share capital	21.9	28.5	171.0	178.0
Reserves & surplus	325.4	503.3	441.8	701.0
<b>Total equity</b>	<b>347.3</b>	<b>531.9</b>	<b>612.8</b>	<b>879.0</b>
<b>Non-current liabilities</b>				
Long term borrowings	58.4	38.0	17.3	7.0
Other long term liabilities	4.5	6.3	7.4	9.0
<b>Total non-current liabilities</b>	<b>63.0</b>	<b>44.3</b>	<b>24.6</b>	<b>16.0</b>
<b>Current liabilities</b>				
Short term borrowings	538.3	601.1	1062.0	1176.7
Trade payables	264.0	304.6	419.0	501.0
Short term Provisions	9.9	13.3	28.0	37.0
Other current liabilities	43.9	46.0	36.0	40.8
<b>Total current liabilities</b>	<b>856.1</b>	<b>965.0</b>	<b>1545.0</b>	<b>1755.5</b>
<b>Total equity and liabilities</b>	<b>1266.4</b>	<b>1541.1</b>	<b>2182.4</b>	<b>2650.5</b>



# About the Company

## Business Verticals



## About us

**Profile:** We are a public limited company that commenced operations in 1995 and have since established ourselves as one of the leading players in India's IT and telecom distribution space. Under the leadership of our Managing Director, Mr. Gaurav Goel, who brings nearly three decades of experience in distribution and retail, we partner with top global consumer electronics brands and enjoy a strong presence across the Indian IT and mobility market.

**Services:** We are engaged in the distribution, offline and online retail, trading and export of laptops, IT hardware and peripherals, mobile handsets and a wide range of electronic accessories.

**Geographic reach:** We have a pan-India presence with offices, distribution networks and warehouses in key cities such as Kolkata, Delhi, Bengaluru, Hyderabad, Lucknow, Mumbai, Gurugram and Noida, and we also operate an international office in Dubai.

## Financial Highlights





# Milestones

## 1995-2000

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

## 2021-2025

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 29 new retail stores in FY25, totaling 53 stores.

Migrated enterprise systems from Tally ERP to SAP Business One in April 2025, enabling real-time data visibility and scalable business operations.



# Accolades

**2008-09** Awarded the Vaio Elite Partner by Sony.

**2010** Awarded the best Regional Distributor for business growth & hygiene by Lenovo.

**2011** Awarded the All-Rounder Award by Samsung.

**2014** Awarded the Lenovo Smartphones Game Changer 2.0 award.

**2015** Certified as a platinum provider by Intel Technology.

**2017** Certificate of appreciation for best order-to-delivery performance, shipping from 5 metro cities carrying multi-brands by Tata Cliq.

**2019** Certificate of appreciation by Asus India Private Limited for receiving the Zen Master Award and the ROG master award for commitment and dedication.

**2020** Awarded by Amazon Connect, Amazon Aces - CEPC

**2021** Awarded membership to the Realme Royal Club for the company's invaluable contribution.

**2022** Certified as an Asus Premium Partner

**2023** Named the authorised brand catalyst by Zebronics.

**2024** Received the Flipkart award for the highest grosser in mobile category in BBD.

**2025** Awarded Best MBO – Kolkata by HP India (January 2025)

**2025** Awarded Best Super Premium Mix MBO – Pradeep Roy by HP India (January 2025)

**2025** Awarded Distributor of the Year – CNB by HP India (December 2024)

**2025** Awarded MBO of the Year by HP India (December 2024)

**2025** Awarded Game Partner – Game Changer Performance – Deepak Bararia by HP India (April 2025)



**2008-09** Awarded the best Lenovo partner for overall performance and focus on premium products.

**2010** Awarded the Game Changers award by Lenovo.

**2011** Certificate of appreciation by Gigabyte.

**2014** Award of appreciation for achieving highest sales in monitor category by Samsung India.

**2015** Certified as the emerging star seller of Udaan Electronics Category (The Ocean).

**2017** Certified as the authorised distributor (Gold) for Lenovo for the period of April 1, 2020, to March 31, 2021.

**2019** Awarded with the Asus Champion Award for commitment and dedication by Asus India Private Limited.

**2020** Awarded the Zen Master Award for commitment and dedication by Asus India Private Limited.

**2021** Received the Certificate of Authorisation from Canon for stocking and selling Canon Inkjet/Laser Printers.

**2022** Certified as a Dell sales affiliate until January 31, 2023.

**2023** Obtained Tier -1 National distributorship of Samsung Laptops for West Bengal and NCR in September 2024.

**2024** Awarded President's Club – Pioneer Category by Samsung India (October 2024)

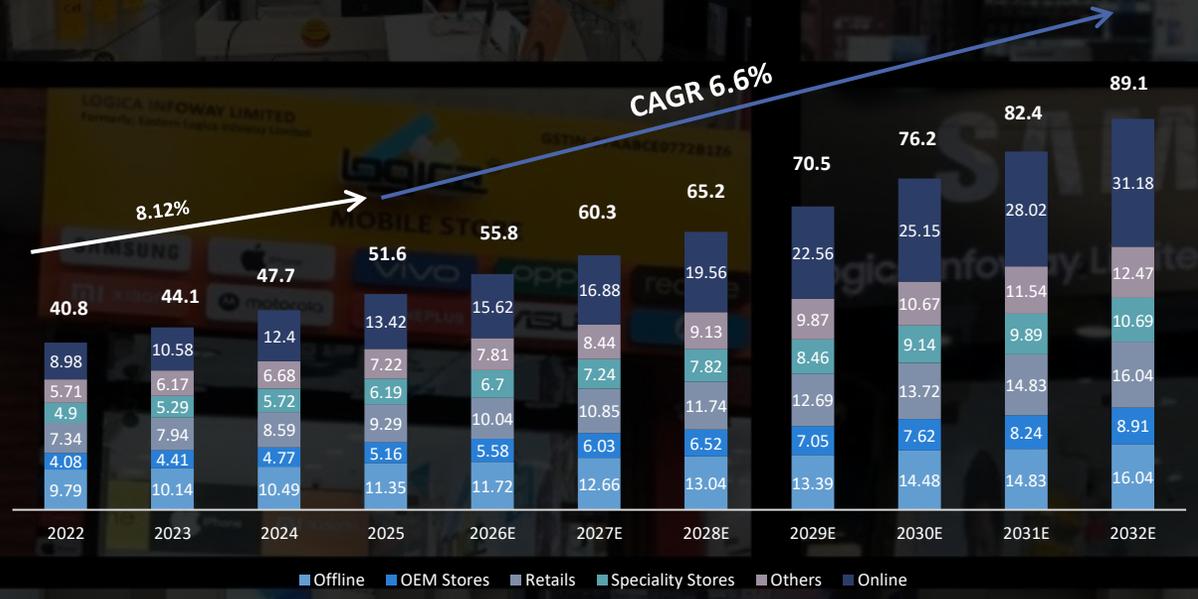
**2025** Awarded Gaming & AI PC Leadership – Top RD Gaming Tier 1/2 by Lenovo India (May 2025)

**2025** Awarded Recognition for Excellence in V50 Sales by Vivo India (Feb-Mar 2025)



# Industry Outlook

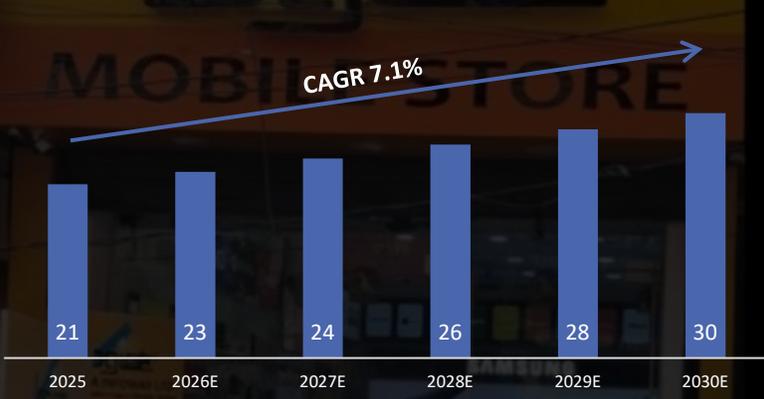
### Indian Smartphone Market Size by Channel (USD Bn)



### India's IT Hardware Market: A Growing Opportunity

India's IT Hardware market is projected to grow from USD 21.17 billion in 2025 to USD 29.84 billion by 2030, expanding at a CAGR of 7.1%. This growth is fueled by rising digital adoption across sectors, increased government and enterprise IT spending, and a shift toward hybrid work models. For IT retailers, this presents a robust demand environment across consumer, enterprise, and government segments—offering significant room for expansion in both product categories and regional reach.

### Indian IT Hardware Market Size (USD Billion)



### India's Smartphone Market: Accelerated Growth & Evolving Distribution Landscape

From \$40.8B in 2022 to \$51.6B by 2025, India's smartphone market has grown at a strong 8.12% CAGR, fueled by rising digital inclusion and rapid smartphone penetration. Going forward, the market is expected to continue expanding to \$88.9B by 2032 at a healthy 6.6% CAGR, backed by increasing upgrades and affordable 5G adoption.

The distribution landscape is evolving—while offline and retail remain significant, online channels are gaining momentum and are expected to lead growth. OEM stores, specialty outlets, and hybrid formats are also contributing to a more dynamic retail ecosystem—offering multiple high-growth avenues for modern mobile retailers.

### India's Smartphone Shipments: Resilient Base, Strong Growth Outlook

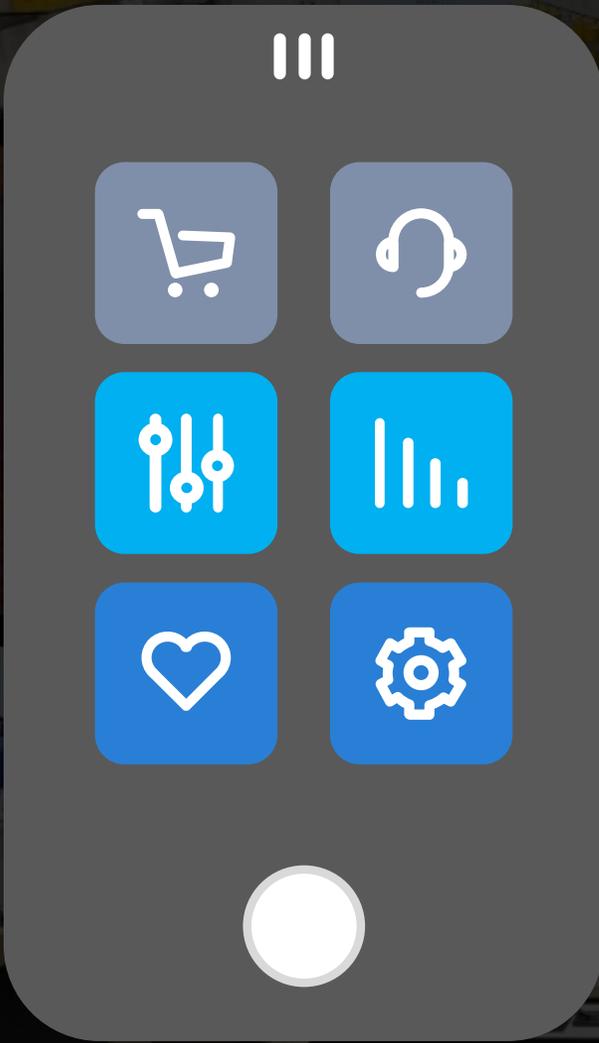
India's smartphone shipments declined 8% YoY in Q1 2025, reflecting short-term softness driven by inventory correction and cautious consumer spending. However, the market remains fundamentally strong, with a robust base of over 275 million units expected by 2033, implying a healthy CAGR of 6.6% from current levels.

### Indian Smartphone Shipments



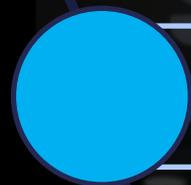


# India – Growth Drivers Smartphone



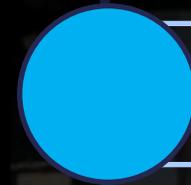
## Affordable Smartphone Demand

India is a price-sensitive market with growing demand for budget-friendly smartphones that offer reliable performance and camera capabilities.



## Expansion of Rural and Tier-2 Markets

Rising smartphone penetration in semi-urban and rural areas, aided by improved mobile connectivity and government digital initiatives like Bharat Net.



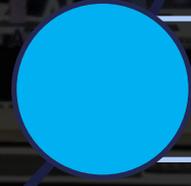
## 5G Expansion:

The nationwide rollout of 5G is driving consumer upgrades, with a surge in demand for entry- and mid-range 5G smartphones priced under ₹20,000.



## Youth-Driven Consumption:

A young, tech-savvy population is fueling smartphone sales, especially in gaming, social media, and video consumption categories.



## E-commerce and Omnichannel Distribution:

Online platforms and retail-tech models are boosting smartphone reach across underserved geographies, supported by easy financing options and trade-in programs.



# India – Growth Drivers in IT Hardware Segment

## Government-Led Digitalization Initiatives:

Policies like Digital India, Make in India, and the PLI scheme are encouraging local manufacturing of laptops, tablets, and accessories

## Educational Sector Demand:

The pandemic-led pivot to online education has made digital access essential, creating a long-term base of demand across schools and households.

## Local Assembly and Component Ecosystem:

Growth in domestic PCB assembly, semiconductor packaging, and display manufacturing is improving margins and shortening supply chains.

## Enterprise IT Infrastructure Investment:

BFSI, healthcare, and IT/ITES companies are investing in computing infrastructure to enable remote work, cybersecurity, and cloud migration.



## Workforce Upskilling and Gig Economy Tools:

Government and private skilling initiatives are driving demand for entry-level laptops among students, gig workers, and freelancers.

## MSME & Startup Digitization:

The rapid formalization and digitization of India's MSME ecosystem are contributing to rising demand for entry-level and mid-tier IT devices.



# Retail Business

## Driving Growth Through a Scalable Retail Platform

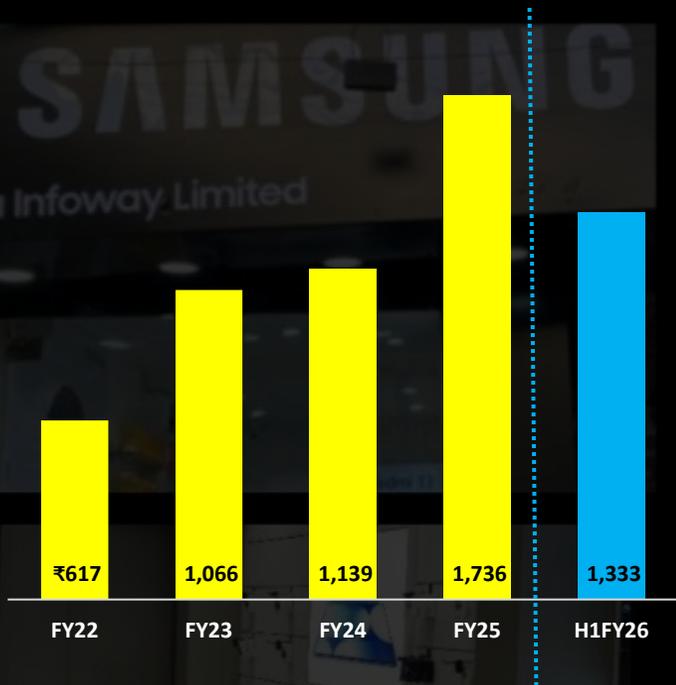
Our retail business has emerged as a key growth engine for Logica. As of H1 FY26, we operate 61 company-owned stores across four states, spread over ~28,700 sq. ft. of retail space through a mix of Multi-Brand Outlets, HP World and Samsung Experience Stores. This footprint allows us to serve diverse customer segments while deepening relationships with leading consumer-tech brands.

Retail revenue has scaled from ₹617 Mn in FY22 to ₹1,736 Mn in FY25, with H1 FY26 retail revenue at ₹1,333 Mn. The strong H1 FY26 performance reflects both network expansion and healthy store productivity, supported by disciplined capital deployment per store, sharper site selection, tighter control on rentals and a rigorous approach to inventory and working-capital management.

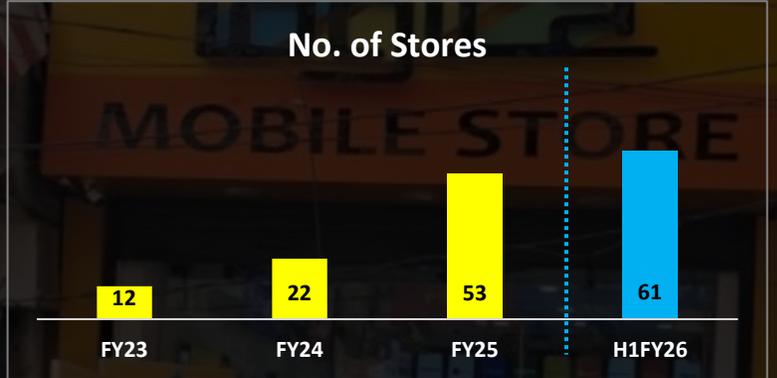
We have strengthened exclusive and preferred partnerships with brands such as Samsung, HP, Vivo and Realme, backed by direct billing arrangements and differentiated in-store experiences. The migration to SAP Business One has provided real-time, store-level visibility on revenue, margins and inventory, enabling data-driven decision-making and tighter performance monitoring. Together, these initiatives position the retail vertical as a strong, scalable pillar within Logica's overall consumer-tech distribution platform.

### Retail Revenue

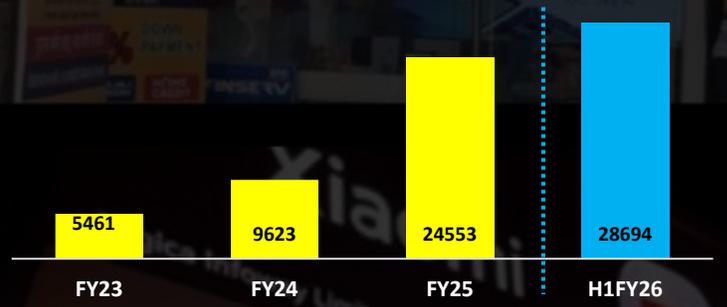
(Rs Mn)



### No. of Stores



### Total Retail Space (sq. ft.)



COCO Stores  
**61**

States  
**4**

Total Retail space  
**28694 Sq. Ft**

Avg. Revenue per Sq. ft\*  
**Rs 80,000**

Retail Revenue H1FY26  
**Rs1,333Mn**

\* Disclaimer: The average revenue per store metric includes both mature stores and newly opened stores that are in their ramp-up phase (up to 12 months). Consequently, this blended average understates the steady-state revenue potential of a fully mature store.



# COCO Stores – Fuelling Growth

## Rapid Expansion & Growth

With a standardised store design and centralised backend, Logica can roll out a new COCO store in about 60 days from site finalisation. This agility supports rapid network expansion in high-potential micro-markets and accelerates revenue growth.

## Profitable

COCO stores have been well-received by customers and have proven to be attractive profit centres, with better margin capture than pure distribution, strong cross-sell and up-sell potential, and healthy store-level returns.

## Smaller Store Size

Our COCO outlets typically operate in compact spaces of around 400–550 sq. ft., keeping rentals and maintenance costs efficient. Despite the smaller footprint, the format is designed to showcase a broad range of mobiles, accessories and connected devices tailored to local demand.

## Efficient Inventory Management

With centralised planning, SAP-enabled visibility and tight control on replenishment, COCO stores maintain optimal inventory levels, supporting faster stock turns, lower ageing and markdowns, and better product availability for customers.

## Significant Young Store Base – Strong Upside Ahead

### 25 Stores < 12 Months

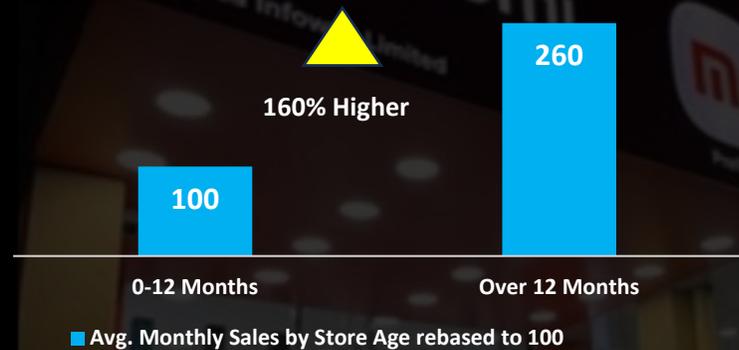
Many stores are still in the early stages of their lifecycle. While their current revenue contribution is modest, these stores are expected to scale meaningfully as they mature.



Average monthly sales of stores ( $\geq 12$  months) are ~160% higher (about 2.6x) than those of younger stores (<12 months).



Avg. Monthly Sales by Store Age rebased to 100

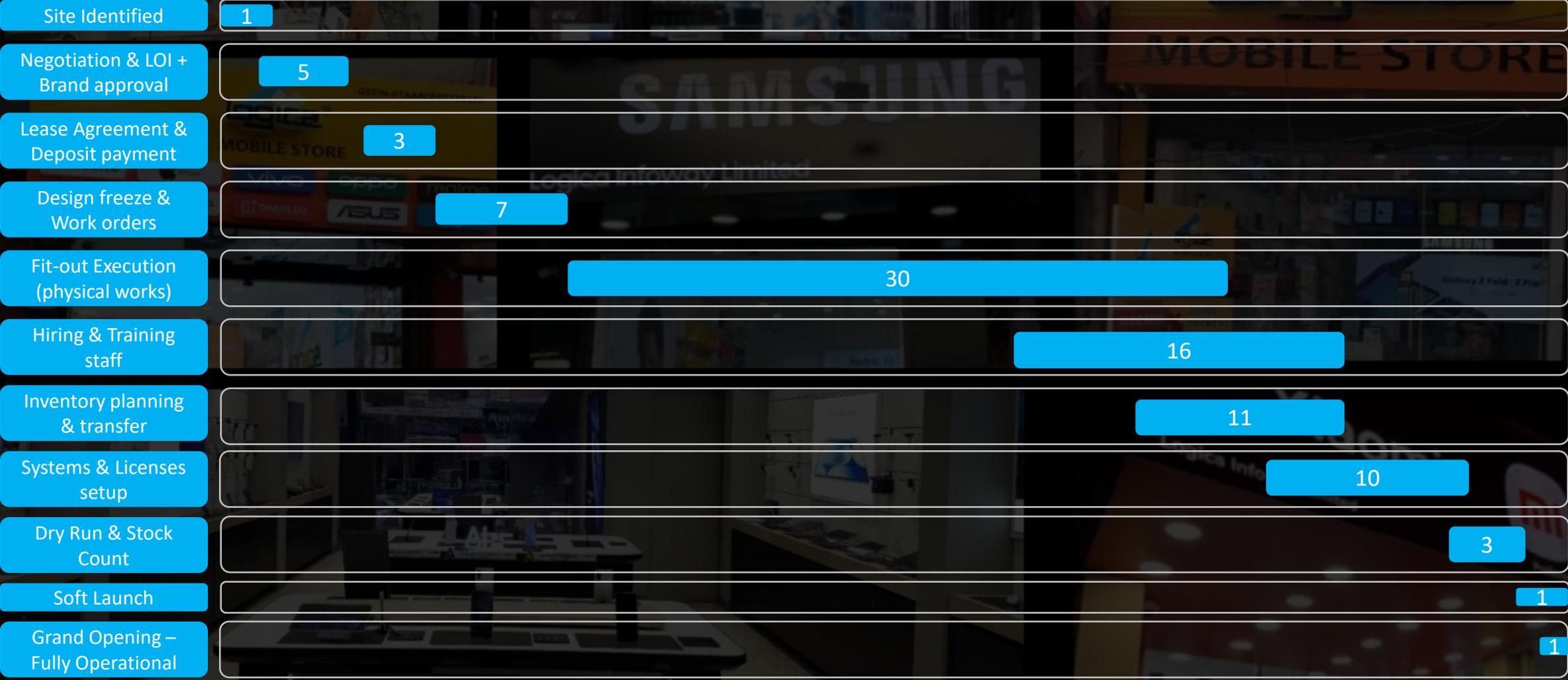




# COCO Stores – Fuelling Growth

60 Days

Days 00 01 02 03 04 05 06 07 08 09 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60



No of Days



# Retail Space - Glimpses



Total no. of Stores - 63



# Other Verticals

## Distribution

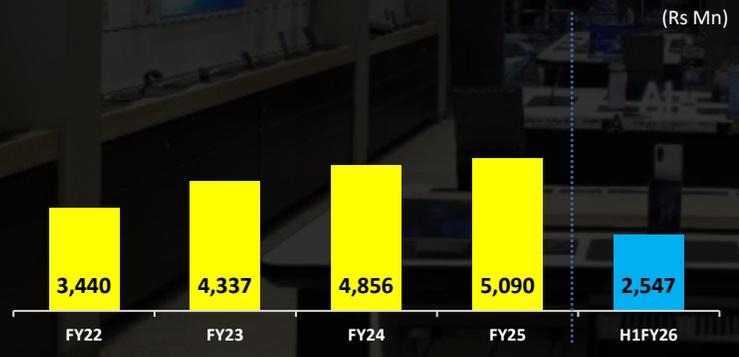
### Distribution: Engine Powering Scalable Growth

Our distribution business remains the largest contributor to our topline, delivering revenue of ₹2,547 Mn in H1 FY26, a 13.2% YoY growth over H1 FY25 and accounting for around 43% of consolidated revenues. This performance is supported by strong Tier-I and Tier-II relationships with leading global brands including HP, Samsung, Dell, Asus, Lenovo, Infinix and Brother.

Over the past year, we have strengthened our portfolio with mandates such as Tier-I distribution for Samsung Note PCs across West Bengal, Delhi, Uttar Pradesh and Haryana, and Brother printers in West Bengal, along with exclusive distribution rights for Infinix in Gurgaon across smartphones, wearables, tablets and TVs. We now operate across 11 states, supported by 13 warehouses, servicing a network of 3,000+ retail partners. Our deep regional footprint in North and East India, coupled with disciplined execution, enables us to deliver scale with efficiency.

Looking ahead, we are focused on driving deeper penetration in underserved Tier-II and Tier-III markets, targeting a meaningful expansion in network coverage over FY26.

### Distribution Revenue



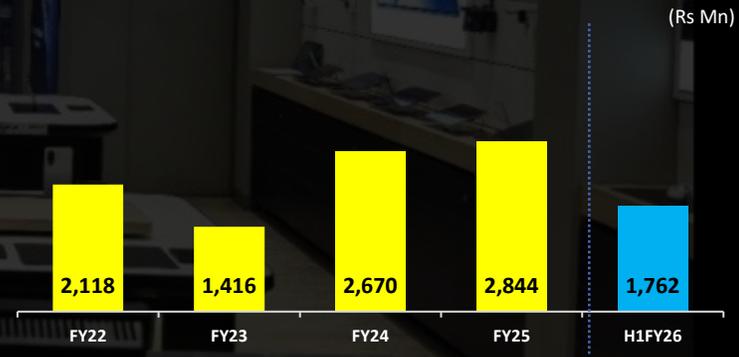
## E-Commerce

### Scaling Digital Commerce: Our E-Commerce Edge

Our e-commerce business delivered ₹1,762 Mn in revenue in H1 FY26, a strong 30.0% YoY and 18.3% HoH growth, contributing roughly 30% of consolidated revenues. This performance reflects our sharper focus on digital-first execution, disciplined working-capital management and a curated brand portfolio across smartphones, laptops, IT peripherals and accessories.

We continue to leverage deep partnerships with leading marketplaces such as Amazon and Flipkart, complemented by strategic alignments with brands including OnePlus, Realme, HP, Asus and Lenovo. Backed by our 13-warehouse pan-India infrastructure, we are able to provide high serviceability, fast fulfillment and competitive pricing at scale. Looking ahead, we aim to further strengthen this vertical through exclusive brand programmes, better data-driven planning for key sale events and selective expansion into D2C and regional marketplace opportunities.

### E-Commerce Revenue



## Export

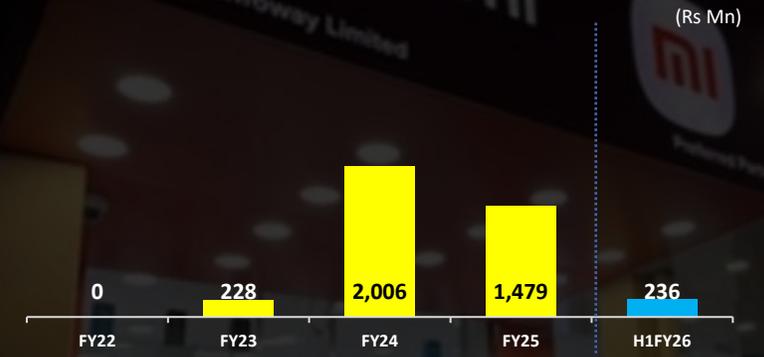
### Export: Calibrated Scale-Down, Focus on Higher-ROCE Businesses

In H1 FY26, export revenue stood at ₹236 Mn, compared to ₹779 Mn in H1 FY25 and ₹700 Mn in H2 FY25, reflecting our conscious decision to de-emphasise this vertical. While the export business, largely comprising smartphones and laptops to the Middle East, helped expand our geographic reach, it operated with longer working-capital cycles and delivered lower ROCE versus our domestic retail and e-commerce franchises.

As part of our shift from volume to value, we are reallocating capital and management bandwidth toward domestic retail and digital channels, where we have tighter control on pricing, inventory turns and customer experience. The export channel remains active but will be managed selectively, with sharper capital discipline and a focus on profitable, risk-adjusted opportunities.

The export channel remains active but will operate with tighter capital discipline and selective volume engagement going forward

### Export Revenue





# Future Outlook

## Maintaining FY26 Growth Guidance

Based on the H1 FY26 performance and current visibility, the Company reiterates its guidance of **12–16% YoY growth in consolidated revenue** for FY26, driven by steady momentum across Retail, Distribution, E-commerce and a calibrated Export franchise.

## Retail as Core Growth Engine

Retail will remain the primary growth driver, with revenue expected to grow **50–60% YoY in FY26**, supported by an increase in store count from ~52 to ~100 and expansion of retail space to around **60,000 sq. ft.** This is expected to further improve mix, margins and control over customer experience.

## Balanced Multi-Channel Expansion

- **Distribution:** Targeting **8–10% YoY growth**, maintaining its role as the scale backbone with strong OEM and channel partnerships.
- **E-commerce:** Expected to grow **8–10% YoY**, leveraging marketplace relationships, data-driven planning for sale events and a curated product portfolio.
- **Exports:** Aiming for **10–15% YoY growth**, with a continued focus on selective, higher-margin and lower-risk opportunities rather than pure volume.

## Profitability & Capital Discipline

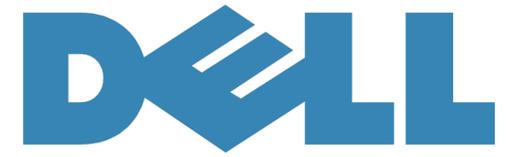
Management remains focused on improving the **EBITDA margin towards the 2.7–3.0% range** in FY26, supported by a richer channel mix, tighter cost control and disciplined working-capital management, while continuing to invest in systems, people and brand-building.

## Medium-Term Vision (Next 4 Years)

Over the medium term, the Company aims to build a **500-store retail network** across urban and Tier-2 markets, supported by calibrated growth in distribution, e-commerce and exports. The objective is to position Logica as a **preferred omni-channel partner for global consumer-tech brands in India**, delivering sustainable, profitable growth and long-term value for all stakeholders.

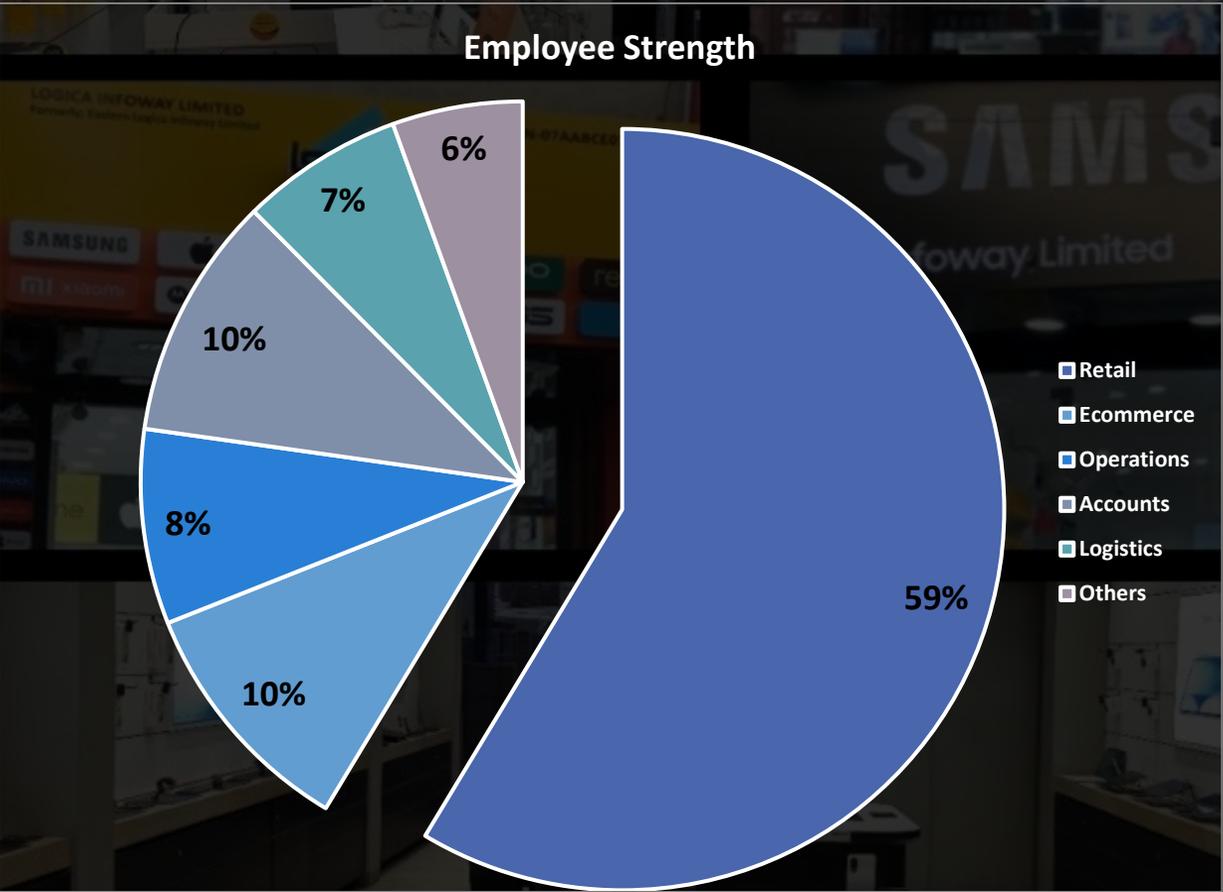


# Our Brand and Channel Partners





# Workforce



Total Employee Count - 270+  
(as of 31<sup>st</sup> March 2025)





# 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)



**KSHITIJ GOEL**  
Chief Information Officer



**PRIYANKA GERA**  
Company Secretary

# Thank You



VAIO Channel Partners' Conference 2013, Dubai

MEET THE SONY MAHARAJA  
EASTERN LOGICA INFOWAY LTD.

Lenovo Accelerate<sup>24</sup>  
Eastern Logica Infoway  
Top Partner Gaming - LMB - Tier1

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EASTERN LOGICA INFOWAY LIMITED

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Xiaomi Partner Engagement Program Into The Xiaomi Smart-Club.  
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Munish Kumar B  
President  
Xiaomi India

Anilaksha Bhasin  
Director - Lead Retail  
Xiaomi India

B V Manikjuna Rao  
Director - Head Channel Sales  
Xiaomi India

realme

Certificate of Recognition

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EASTERN LOGICA INFOWAY LTD.

we are proud to have you as our esteemed realme partner.

Madhav Sheth      Deepak Nakra      Dipesh Panunjiya

SAMSUNG

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All Rounder Award  
2011  
Eastern Logica Infoway Ltd

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HP is delighted to present appreciation to Eastern Logica Infoway LTD. for the Distributor of the year 2022-2023 period. The commitment and dedication have set a new standard.

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MBO of the Year 2023  
Kolkata  
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Distributor of the year 2023-24  
Kolkata  
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