



SMARTLINK HOLDINGS LTD.

CORPORATE PROFILE



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SMARTLINK HOLDINGS LTD.
BSE/NSE Listed Company

A blue line with arrows at both ends originates from the Smartlink Holdings logo and branches out to point towards the SYNEGRA and DIGISOL logos, indicating their status as subsidiaries.

SYNEGRA[®]

SYNEGRA EMS LTD.
Product Manufacturing Company
100% Subsidiary

DIGISOL[®]

DIGISOL SYSTEMS LTD.
Brand Product Company
100% Subsidiary

1st 
INDIAN
BRAND
IN IT NETWORKING

Overview



- Pioneer in networking products in India with more than 3 decades of operating track record across active and passive networking products and solutions
- SMARTLINK was formed in 1993 as Joint Venture with D-Link Taiwan and name changed as D-Link India in 1995. In 2009 D-Link operations were demerged and Company changed name back to SMARTLINK - continued in manufacturing by introducing local brand DIGISOL
- In 2017 SMARTLINK split operations as Brand Products company DIGISOL SYSTEMS LTD and Manufacturing Company SYNEGRA EMS LTD; both wholly owned subsidiaries
- Public listed company on BSE and NSE; Debt free company with strong cash reserves

DIGISOL[®]

- Digisol is a Trusted Made in India IT networking brand for all large volume products in the Active range, switches, Wi-Fi and FTTH etc , and passive range in copper and Fiber products
- Pan-India presence, with sales representatives in 50 cities, 10 branch offices, 45 distributors, 63 service support centers, and over 1,000 partners
- Strong growth in sales with industry outperformance

SYNEGRA[®]

- SYNEGRA has a large, advanced manufacturing setup with SMT lines, soldering lines, assembly and Testing lines
- Strategically located in Western India with excellent road, rail, sea and air connectivity
- Proven track record and having a large built-up capacity to increase facilities to employ upto 2000 employees

Founder & Culture



Mr. Kamalaksha Naik
Executive Chairman, SMARTLINK GROUP

A First- Generation Entrepreneur Mr. K R Naik is Mechanical Engineer with P.G. Diploma in Industrial Engineering, he did Business Management from Jamnalal Bajaj Institute sponsored by IBM.

He began his career in IBM Manufacturing Plant in Mumbai in 1969 as Mainframe Computer Peripheral Assembly & Testing Engineer. During his IBM stint, he had the opportunity to learn and develop various types of detail parts.

He was also part of an indigenous developed line printer by IBM. After IBM closed India operations in 1978 due to Government Policy, he started manufacturing detail parts locally to support IBM Machines in India as import duty was more than 100%.

Then in 1986 he introduced Personal Computers “Virtual Computer” Brand by manufacturing Mother Boards and Add on cards in Mumbai by setting up Factory & importing SOLDERING Machine from USA.

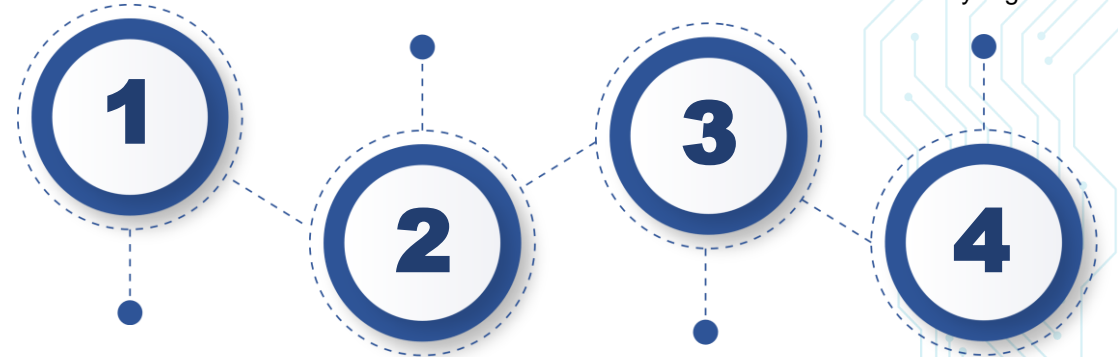
Became first distributor of CISCO products in India in 1995, but exited later to avoid competition concerns vis-à-vis D-Link products

Entered into tie-up with Foundry, USA and introduced their high end products in India with rapid scaling up of business.

He has been instrumental in assisting MNCs, especially from Taiwan in their strategic growth plans in India including Gigabyte, MDS, Lanner Electronics

As he started Channel Business in IT, particularly in Networking Products line, He is well known of 5 decades experience, Mr Naik was one of the first to start the manufacturing of Networking products in India.

Smartlink and its subsidiaries have earned a reputation in the Networking industry as a world-class company who displays a genuine employee focused approach to business and is a reliable and valued friend to many community organizations.



As Network cards started appearing in market, he entered in manufacturing Network Cards in 1993 and introduced D-Link Brand with Joint Venture by setting manufacturing base in Goa. From small unit in 1993 grown to large 5 buildings and manufacturing several Products by joint ventures

The Management promote strong ethical business practices and encourage employees to treat the customers and suppliers with dignity, respect and with fair business practices.

Board Of Directors

ARATI NAIK

(Executive Director & Promoter)

Ms. Arati Naik is an Executive Director of Smartlink and drives strategies for the products business. She is Graduate in Computer Science and Post-Graduate in Business & Information Systems from University of Bolton, UK and alumni of IIM Bangalore

PRADEEP RANE

(Non-Executive & Independent)

Mr. Pradeep Rane is a science graduate and has over 37 years of experience in Sales, Marketing, Strategic Planning and overall Business Management with the Pharmaceutical industry.

SATISH VISHNU GODBOLE

(Non-Executive & Independent)

Mr. Satish Godbole is a Chartered Accountant in practice with 38 years of experience. He is specialized in Company Law, Mergers & Amalgamation and FEMA.

DR. LAKSHANA SHARMA

(Non-Executive, Non-Independent & Promoter)

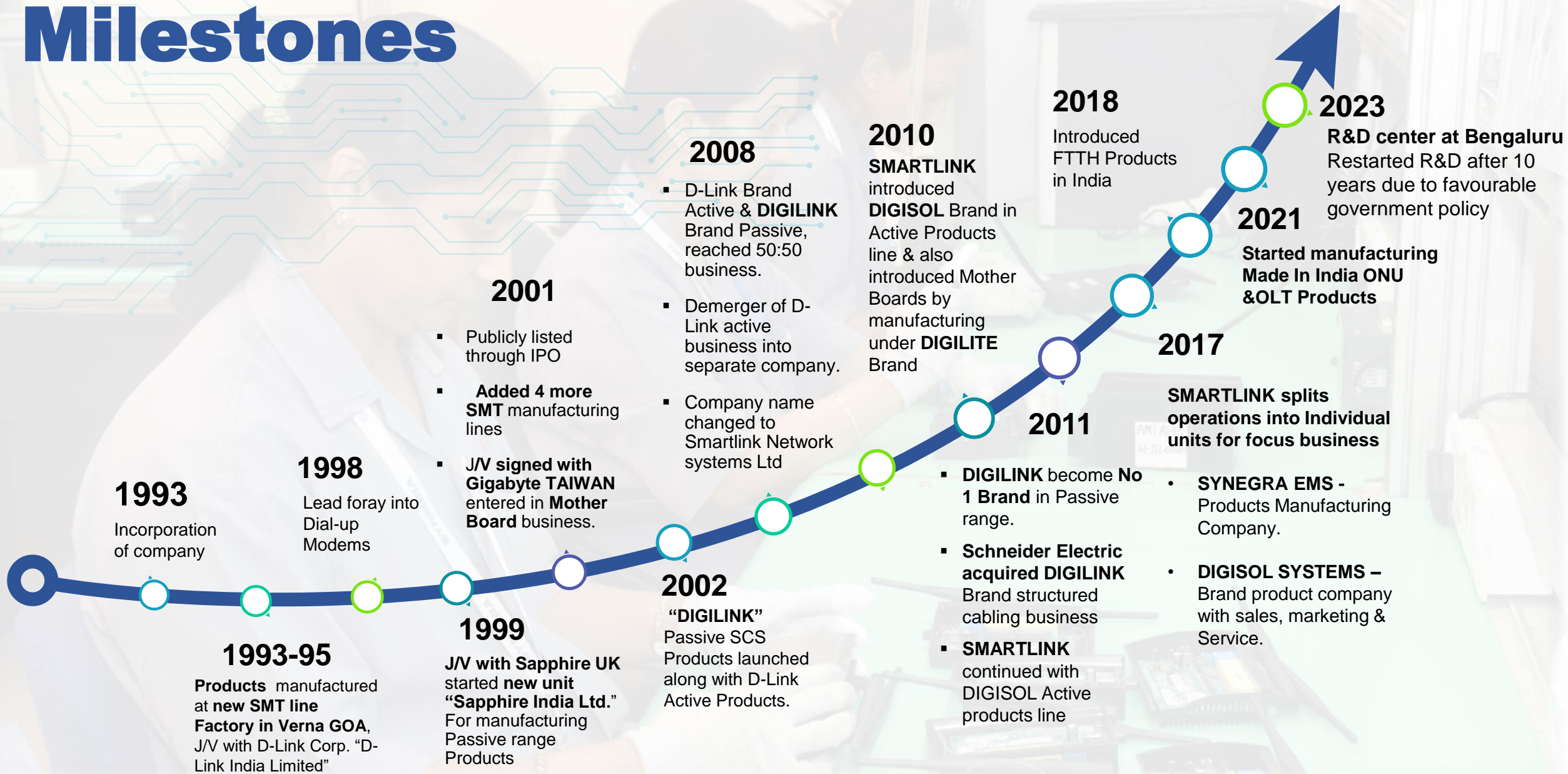
Dr. Lakshana Sharma holds a degree in MBBS from Bharati Vidyapith, Pune University, MD from Jawaharlal Nehru Medical College. She is practicing pediatric since last 20 years. She is also a member of the Indian Academy of Pediatrics.

CHANDRASHEKHAR GAONKAR

(Non-Executive & Independent)

Mr. Chandrashekhar Gaonkar is a Chartered Accountant with 31 years of Industry experience. He has been instrumental in the successful launch of IPO for erstwhile D-Link (India) Limited. He has served as CFO and Executive Director in D-Link India Limited. He is presently working as a consultant.

Milestones



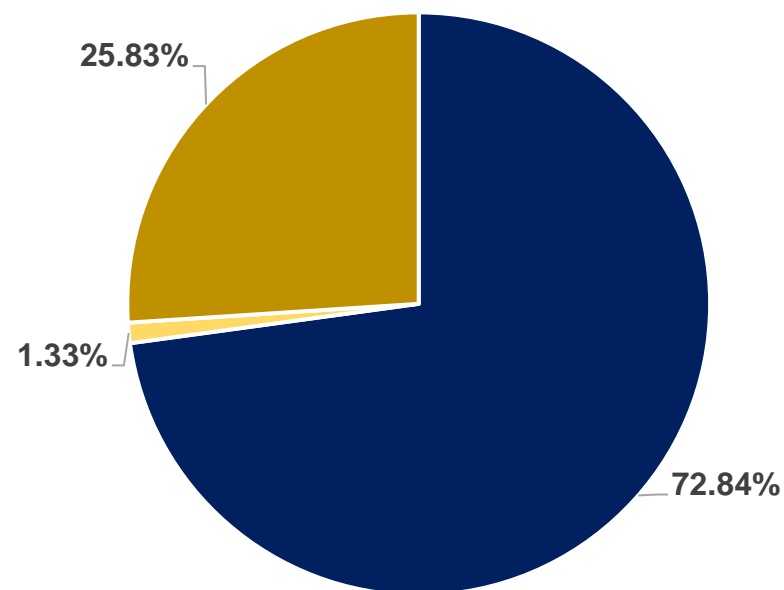
Corporate Presence

- Registered office and manufacturing facility located at Goa
- Corporate office at Mumbai (Andheri)
- Robust and strategically located infrastructure
- Scalable to meet growing requirements



SHAREHOLDING PATTERN

Shareholding pattern



- Promoter & Promoter group
- Institutional investors
- Public & others

- As on 30th September 2024

Smartlink Holdings Ltd

Face value (INR)	2.00
No. of shares (in mn)	9.975
NSE Ticker	SMARTLINK
BSE Ticker	532419

The background of the slide is a photograph of industrial machinery, likely a robotic assembly line, with a semi-transparent blue overlay. The machinery features various mechanical components, including what appear to be grippers or welding heads, and is set within a factory environment.

SYNEGRA EMS LTD

MANUFACTURING CAPABILITY PLATFORMS

DEK Neo Horizon 3iX

Printing accuracy at 2.0 Cpk
@ +/- 25 µm



VITRONICS SOLTEC Centurion

12 thermal zones, N2 ready



SMT Line 1



FUJI NXTIII

Placement Capacity of 85K
components/hour.



KOHYOUNG ZENITH

LITE & ALPHA HS : 3D
AOI WITH AI



SMT Line 2



MANUFACTURING CAPABILITY PLATFORMS

Test & Reliability Equipments

Component Level



LCR Meter



Magnified inspection

In-process



AOI & Visual Inspection



Functional Testing



X-Ray

Reliability



Bursting Strength Test



Cyclic Environment Test

MANUFACTURING CAPABILITY PLATFORMS

FACTORY AREA AND CAPACITY

Existing Area Available ~29,000 Sq. Ft.
Area Available for Future Expansion ~64,500 Sq. Ft.

- 50% spare capacity / day available for other OEM Customers.
- Component placement capacity of 200K+ CPH available.
- Capability / Space available to invest 6 additional SMT lines.
- Fully Airconditioned shop floor and RoHS compliant manufacturing.

MACHINE CAPABILITY

Process	Dimension	PCB Size		Component	
		Min.	Max.	Min	Max
Solder Paste Printing	Sq.mm	50 X 40.5	510 X 508		
Pick & Place	Sq.mm	50 X 50	534 X 610	01005	74 X74
Reflow Oven	Sq.mm	80 X 80	600 X 508		
AOI	Sq.mm	50 X 50	510 X 580		
Wave soldering	Sq.mm	70 X 70	350 X 410		

BRAND ASSOCIATIONS & CUSTOMERS

Brands Associated in manufacturing products :
OUR CLIENT

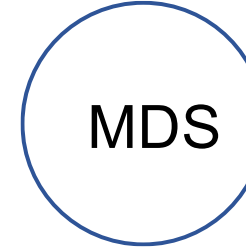
++ Many small companies EMS jobs



(Networking)



(Motherboards)



(ATM)



(IT Networking Products)



(Motherboards)



(X-Ray Machine)



(Motherboards)



(EVA Products)



(Healthcare)

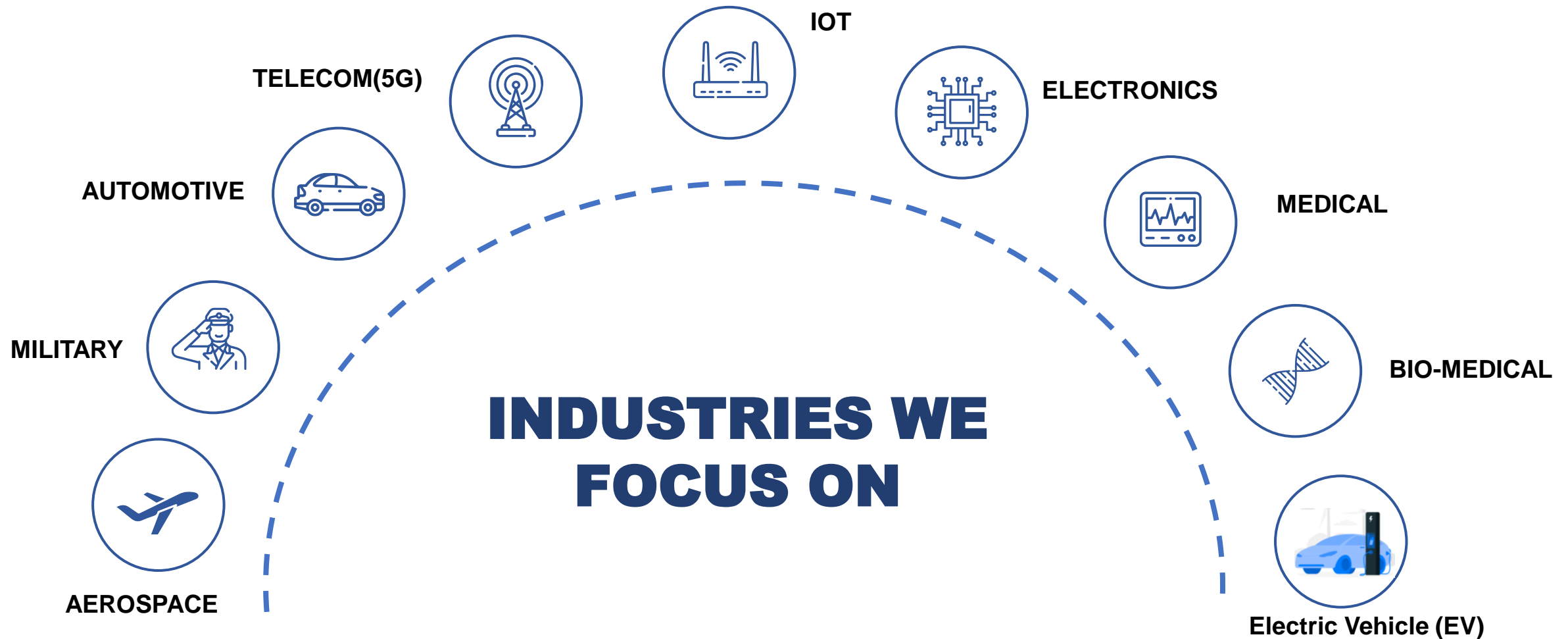


(Motherboards)



(Measuring instruments)

Focus on All Key Industries





BRAND
DIGISOL

1st 
**INDIAN
BRAND**
IN IT NETWORKING

WE ARE...

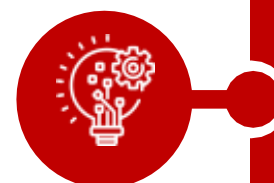
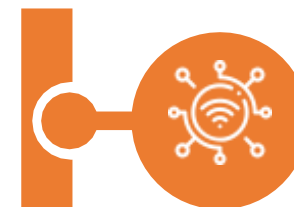
DIGISOL

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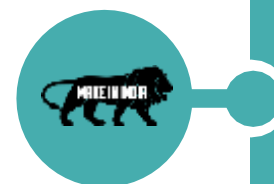
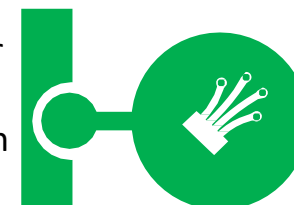
FTTH | WIRELESS (Wi-Fi) | SWITCHING |
STRUCTURED CABLING (COPPER & FIBER)

One of the leading providers of IT
Networking Solutions



We, at DIGISOL, innovate and offer top-notch
end-to-end IT networking products and
solutions from top ODM vendors worldwide

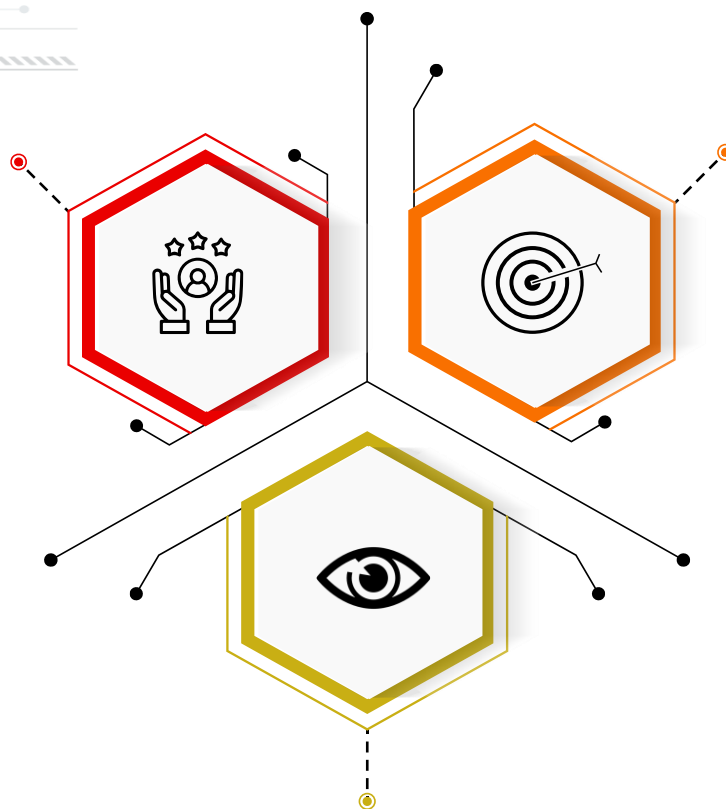
DIGISOL's offering includes FTTH Solutions (Fiber
To The Home), Wireless (Wi-Fi) Solutions,
Switching Solutions, and Structured Cabling in
Copper & Fiber



DIGISOL is committed to the
government's vision for Vocal for
Local and has been spearheading the
government's "Make In India"
initiative through its Made In India
products and solutions.

VALUES

- Highest Ethics
- Integrity
- Commitment
- Innovation
- People Growth
- Customer Delight



MISSION

- Being a provider of innovative solutions with a dedication to enhancing the IT networking experience of our customers
- Creating a healthy, competitive as well as reliable environment for profitable business growth
- Offering opportunities to all the stakeholders to grow to their full potential and contribute positively to the ecosystem

VISION

To Become The Most Admired IT Networking Brand

WHY DIGISOL



More than 30+ Years
Of Experience In IT
Networking Industry



Trusted
Made In
India

PAN India
Presence



Commitment
To Quality

End to End IT
Networking
solutions



Excellent Customer
Service Support



OUR OFFERINGS

DIGISOL offers complete End-To-End Networking Solutions, which include **Active Networking** and **Passive Networking Solutions**

ACTIVE NETWORKING

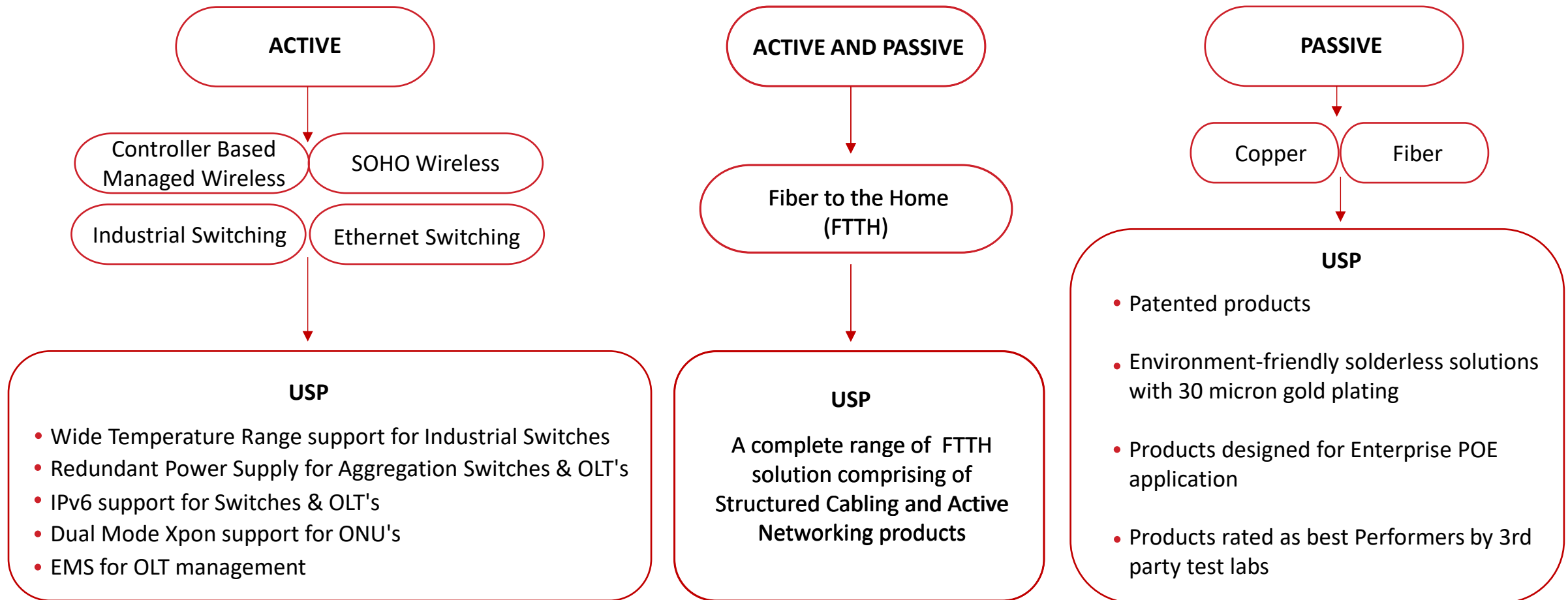
- SWITCHING SOLUTIONS
- WIRELESS SOLUTIONS
- FTTH SOLUTIONS



STRUCTURED CABLING (PASSIVE NETWORKING)

- COPPER CABLING
- FIBER CABLING
- FTTH CABLING

DIGISOL NETWORKING SOLUTIONS PORTFOLIO



CERTIFICATIONS



Intertek



AFFILIATION



DIGISOL'S FOCUSED VERTICALS



Government



Smart Cities



Healthcare



**Data Center/
IT/ITES**



Education



Telecom



**Construction
& Power**



BFSI

CUSTOMER SERVICE & SUPPORT



DIGISOL offers first-rate integrated after-sale-service and support, which consists of

- Service Centers
- DIGISOL Technical Assistance Centre (DTAC)

DIGISOL has efficient and highly skilled professionals that offer excellent state-of-the-art services to the customers

DIGISOL has a widespread network of **63 Service centres** across India

Customers can connect to us for any query

- **Toll Free Number:** 1800 – 209 – 3444
- **Email:** helpdesk@digisol.com



OUR PRESENCE



Our unique distribution system comprises of exclusive regional distributors to address the SOHO, SMB and SME segments.

This ensures extensive reach and easy availability of all our products and solutions throughout the country.



10 Branch offices
Sales Presence in 50 cities



63 Service & Support
Centers



In house Level 4
Support



Sales Representatives in **50+ cities**



45+ Regional Distributors



63+ Service Support Centres



200+ Stockist Partners



10+ Branch Offices



1000+ System Integrators



AWARDS



- **“The Exemplary Made In India FTTH Brand of 2021” & “The Best Made In India Networking Solution Brand Of 2021”** at the 14th NCN Innovative Products Award 2021.
- **“Best Structured Cabling Brand of India 2022” & “Best Made in India FTTH Product Brand 2022”** at Digital Edge Enterprise Channels Summit & Awards 2022
- **“Best Structured Cabling Solution Provider Of The Year”** at NSS Solution Providers Awards 2018
- **“Structured Cabling Innovation Of The Year”** at the Ninth SME CHANNELS Summit and Awards 2018
- **“Best Make In India Wi-Fi Company”** at My India Wi-Fi India Summit & Awards 2017
- **“Best Quality Structured Cabling Brand”** at DT Awards 2017
- **“Networking Product Brand In Make In India”** at SME Channel Award 2016
- **“Most Popular Networking Brand”** at NCN Awards 2016



THE DIGISOL OFFERINGS ARE HERE TO UPGRADE



Smart Cities



Manufacturing



Healthcare



Telecom



Real Estate



Hospitality



Banking



Surveillance



Data Centers



IT/ITES



Retail



Education

FINANCIAL SUMMARY

FINANCIAL SUMMARY – SMARTLINK HOLDINGS LTD (Consolidated)

<i>Statement of Profit & Loss (INR Mn)</i>	FY22	FY23	FY24
Revenue from operations	795	1,631	2,092
Cost of goods sold	466	1,229	1,610
Gross Profit	329	402	481
Employee benefit expenses	138	165	195
Other expenses	95	184	150
EBITDA	96	53	136
Depreciation & Amortisation	24	30	35
EBIT	72	23	102
Other Income	9	13	8
Finance cost	7	17	22
Exceptional items	-	209	-
PBT	74	228	87
Tax	(29)	35	16
PAT	103	192	71
EPS (₹)	9.90	19.29	7.08

<i>Balance Sheet (INR Mn)</i>	FY22	FY23	FY24
Shareholders' Fund	1,650	1,835	1,903
Borrowings	253	337	316
Other Financial Liabilities	46	40	35
Other Non - Financial Liabilities	17	70	72
Total Liabilities	1,965	2,282	2,326
Fixed Assets	207	220	160
Investments			
(a) Financial Assets	1,097	1,228	1,301
(b) Properties	128	111	160
Cash & cash equivalents	212	137	89
Other Assets	129	220	203
Net Working Capital	191	367	413
Total Assets	1,965	2,282	2,326

<i>Ratio Analysis (%)</i>	FY22	FY23	FY24
Gross profit margin	41.4%	24.6%	23.0%
EBITDA margin	12.0%	3.2%	6.5%
PAT margin	13.0%	11.8%	3.4%
ROE	6.3%	10.5%	3.7%
ROCE	3.8%	1.0%	4.6%

SEGMENTAL REVENUE – SMARTLINK HOLDINGS LTD (Consolidated)

<i>Particulars (INR Mn)</i>	FY22	FY23	FY24
Segment Revenue			
(a) Investment	91	95	131
(b) Networking Products	710	1,549	1,982
Total	801	1,644	2,112
Less: Inter-segment revenue	6	14	(21)
Revenue from operations	795	1,631	2,133
Segment Results (EBIT)			
(a) Investment	12	185	30
(b) Networking Products	72	55	80
Total	84	240	110
(i) Finance costs	7	17	22
(ii) other un-allocable expenditure	3	(4)	1
Profit before Tax	74	227	87

<i>Particulars (INR Mn)</i>	FY22	FY23	FY24
Segment capital employed			
Investment	1,440	1,504	1,573
Networking Products	66	232	290
Un-allocated	143	99	40
Total	1,650	1,835	1,903
ROCE %			
Investment	0.8%	12.3%	1.9%
Networking Products	109.4%	23.7%	27.7%

FINANCIAL STATEMENTS – DIGISOL SYSTEMS LTD

<i>Statement of Profit & Loss (INR Mn)</i>	FY22	FY23	FY24
Revenue from operations	659	1,507	1,793
Cost of goods sold	456	1,254	1,546
Gross Profit	203	253	247
Employee benefit expenses	89	105	115
Other expenses	43	90	86
EBITDA	70	58	46
Depreciation & Amortisation	10	12	14
EBIT	60	46	33
Other Income	8	8	4
Finance cost	4	9	19
PBT	64	46	17
Tax	(34)	1	5
PAT	98	44	12

<i>Balance Sheet (INR Mn)</i>	FY22	FY23	FY24
Shareholders' Fund	199	241	252
Net Debt	83	170	215
Other Liabilities	29	75	68
Total Liabilities	311	485	535
Fixed Assets	13	46	35
Other Assets	113	114	91
Net Working Capital	184	326	409
Total Assets	311	485	535

<i>Ratio Analysis (%)</i>	FY22	FY23	FY24
Gross profit margin	30.7%	16.8%	13.8%
EBITDA margin	10.7%	3.9%	2.6%
PAT margin	14.8%	2.9%	0.7%
ROE	49.1%	18.4%	4.9%
ROCE	21.2%	11.3%	7.0%

FINANCIAL STATEMENTS – SYNEGRA EMS LTD

<i>Statement of Profit & Loss (INR Mn)</i>	FY22	FY23	FY24
Revenue from operations	256	538	884
Cost of goods sold	216	467	752
Gross Profit	40	72	132
Employee benefit expenses	22	32	49
Other expenses	13	32	30
EBITDA	5	7	53
Depreciation & Amortisation	9	17	20
EBIT	(4)	(9)	33
Other Income	7	12	8
Finance cost	2	10	12
PBT	1	(7)	30
Tax	-	-	-
PAT	1	(7)	30

<i>Balance Sheet (INR Mn)</i>	FY22	FY23	FY24
Shareholders' Fund	25	116	144
Net Debt	82	77	63
Other Liabilities	36	49	29
Total Liabilities	143	242	237
Fixed Assets	72	107	108
Other Assets	63	79	111
Net Working Capital	7	55	18
Total Assets	143	242	237

<i>Ratio Analysis (%)</i>	FY22	FY23	FY24
Gross profit margin	15.7%	13.3%	15.0%
EBITDA margin	2.1%	1.4%	6.0%
PAT margin	0.4%	-1.4%	3.3%
ROE	4.1%	-6.4%	20.5%
ROCE	-2.3%	-3.7%	15.3%

THANK YOU

