



Telephone: +91 22 6661 7272 | Email: info.india@blackbox.com

BBOX/SD/SE/2023/86

November 10, 2023

**Corporate Relationship Department
Bombay Stock Exchange Limited**
P.J. Towers, Dalal Street,
Fort, Mumbai 400001

**Corporate Relationship Department
National Stock Exchange Limited**
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai 400051

Sub: Submission of Investor Presentation

Ref.: Scrip code: BSE: 500463/NSE: BBOX

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed herewith Investor Presentation. The same will also be available on the website of the Company at www.blackbox.com.

This is for your information, record and necessary dissemination to all the stakeholders.

Thanking You,

For **Black Box Limited**
(Formerly Known as AGC Networks Limited)

Aditya Goswami
Company Secretary & Compliance Officer
Encl.: A/a.

BLACK BOX LIMITED (Formerly AGC Networks Limited)

Registered Office: 501, 5th Floor, Building No. 9, Airoli Knowledge Park, MIDC Industrial Area, Airoli, Navi Mumbai 400 708, India

BLACKBOX.COM | CIN: L32200MH1986PLC040652 | Tel: +91 22 6661 7272

Excellence in  **Digital
Infrastructure**

BLACK BOX 



Black Box Limited

Results Presentation

November 2023

SAFE HARBOUR



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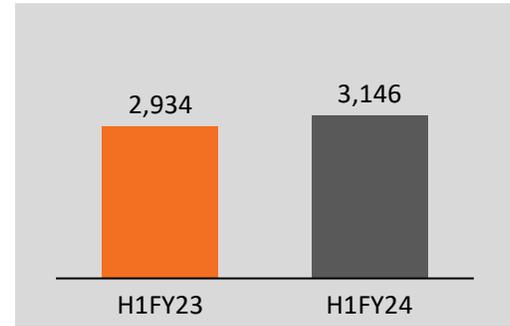
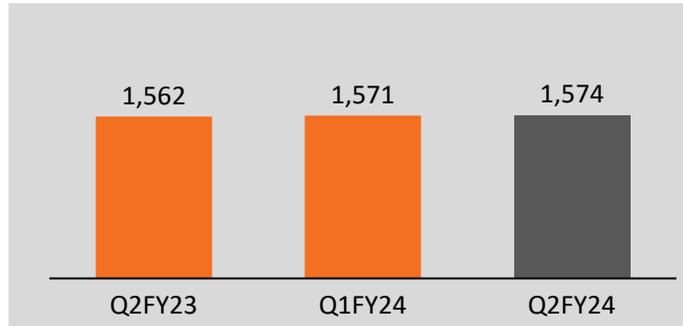
Q2 & H1 FY24 FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

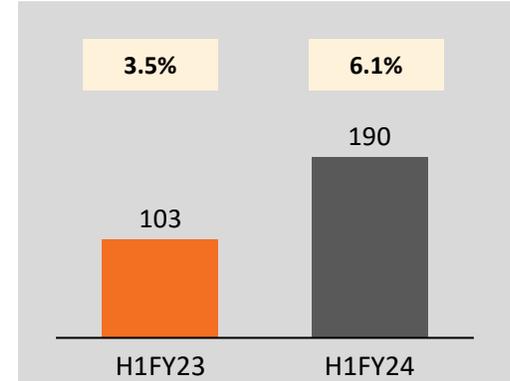
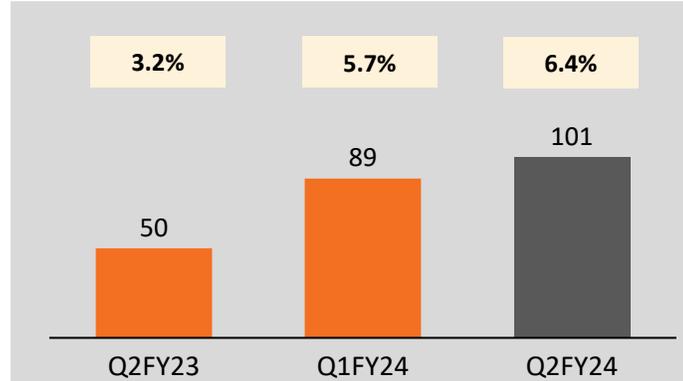


In Rs. Crores

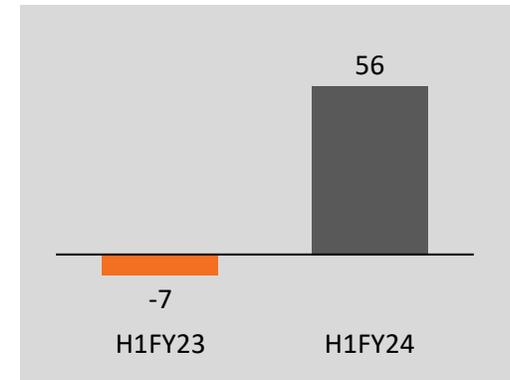
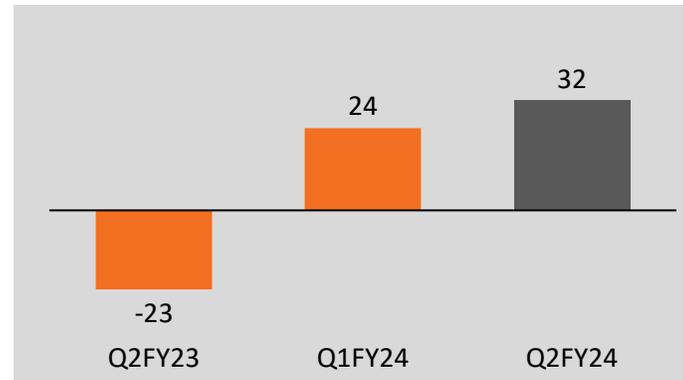
REVENUE



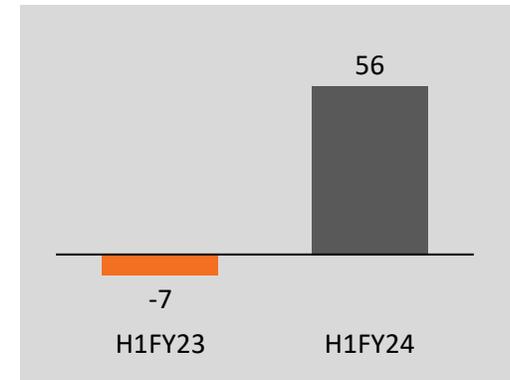
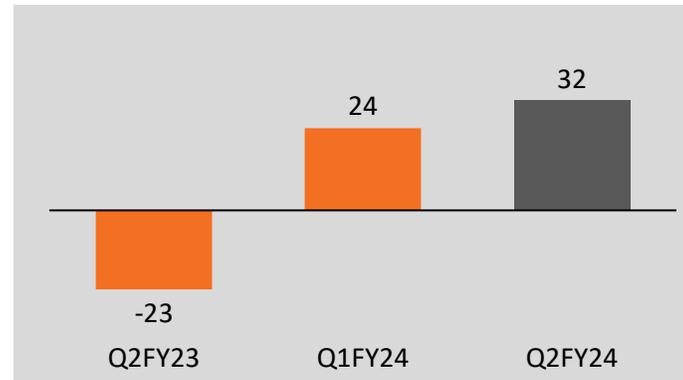
Margin



EBITDA



PAT



Revenues:

- Revenues for Q2FY24 remained flat on both YoY and QoQ basis. For H1FY24 revenues grew by 7.2% YoY
- The order book continues to remain strong reflected in new order wins. However, few delays at customer sites have led to flat revenue growth
- Further, we have started exiting some of the low-revenue customers who do not have future growth potential and are drag on margins

EBITDA Margins:

- EBITDA margins for Q2FY24 increased by 320 bps YoY and 70 bps on QoQ basis to 6.4%. For H1FY24 Margins increased by 260 bps YoY to 6.1%
- Focus on cost rationalization and improved productivity have started to yield positive results increasing our EBITDA margins

Profit After Tax:

- Profit after tax for Q2FY24 increased by robust 33% QoQ to Rs. 32 Crs. For H1FY24 profit after tax stood at Rs. 56 Crs as compared to loss of Rs. 7 Crs in H1FY23
- Operating leverage has resulted in better profitability despite higher interest costs

MANAGEMENT COMMENTARY



Commenting on the results and performance **Mr. Sanjeev Verma, Whole-time Director, Black Box** said,

“We are extremely pleased with our performance for Q2 and H1FY24. We have reported strong improvement in EBITDA margins and overall profitability owing to cost rationalization program and improved productivity yields. Our project order book in North America continues to be robust on the back of order wins in excess of US\$80 million during the quarter. Our business model remains resilient and each of our business segments continue to gain traction which gives us the confidence to deliver better performance over the coming quarters”



Mr. Deepak Kumar Bansal, Executive Director and Global Chief Financial Officer of Black Box, said,

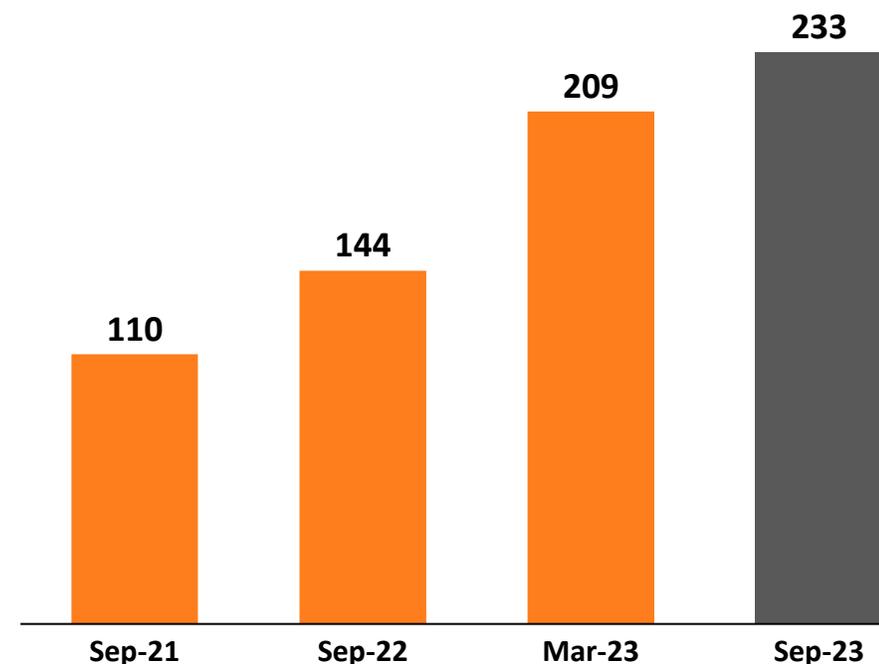
“Revenues for Q2FY24 remained flat on YoY and QoQ basis whereas for H1FY24 revenue grew by ~7% YoY. Order book continues to be strong, however, we have exited some of the low-revenue customers account who do not have future growth potential and were drag on margins. Our strong focus on profitability over the last few quarters has started yielding positive results and we are confident that this improvement trajectory should continue in the future as well.”

DEAL WINS OF \$80 MILLION+ DURING THE QUARTER



Transaction Value	Clients
\$47.8 Mn	Data Center and In-Building 5G/OnGo solutions for an American social media and social networking service
\$7.3 Mn	Digital Workplace, Audio Video, and On Demand solutions for a major American automobile enterprise
\$5.9 Mn	Connected Building and Enterprise Networking solutions for a Mexican multinational food company
\$5.7 Mn	Enterprise Networking, Connected Building, and Digital Workplace solutions for an American Biotech major
\$5.4 Mn	Enterprise Networking and Connected Building solutions for a renewable power generation and distribution company
\$2.5 Mn	In-Building 5G solutions for a U.S.-based, builder, developer, and engineering services provider
\$2.5 Mn	Enterprise Networking, Data Center, On Demand, Connected Building, and Customer Experience solutions for a real estate investment trust
\$2.4 Mn	Digital Workplace solutions for a Norwegian global cruise company
\$ 1.9 Mn	Manage Cyber Security services for a large life insurance corporation in the United States
\$1.9 Mn	Connected Building, Digital Workplace, and 5G solutions for an American integrated health care delivery system
\$1.4 Mn	Digital Workplace solutions for a major oil company in India
\$1.0 Mn	KVM matrix Thinklogical solution for a European Defence Organization

Projects Order backlog for North America
(US \$ mn)



Consistent increase in Order book

Q2 & H1 FY24 – CONSOLIDATED P&L



Particulars (Rs. Crs.)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
Revenue from Operations	1,574	1,562	1%	1,571	0%	3,146	2,934	7%
Gross Profit	437	366	19%	417	5%	854	746	14%
Gross Profit Margin	27.7%	23.4%		26.5%		27.1%	25.4%	
Gain on foreign currency transaction (net)	2	2		2		5	3	
Total Other Expenses	338	319		330		668	646	
EBITDA	101	50	104%	89	13%	190	103	85%
EBITDA Margin	6.4%	3.2%		5.7%		6.1%	3.5%	
Other Income	6	1		1		7	20	
Gain/(Loss) on cashflow hedges	-1	0		2		2	0	
Depreciation (as per IND AS 116)	29	31		28		57	57	
Depreciation (as per business)^	16	17		11		27	27	
EBIT	78	19		65		143	67	
Finance Cost (as per IND AS 116)	32	25		33		65	50	
Finance Cost (as per business)^	27	20		28		55	40	
Loss / (gain) on fair value of financial liabilities	0	-3		0		0	-3	
Share of net profit / (loss) of associate accounted for using the equity method	1	0		-0		1	0	
Exceptional Item Gain/(Loss)	-14	-15		-7		-21	-20	
Profit before Tax	33	-23		24	37%	58	-5	
Tax	1	-1		0		2	2	
PAT	32	-23		24	33%	56	-7	
PAT Margin %	2.0%	-1.4%		1.5%		1.8%	-0.2%	
Basic EPS	1.90*	(1.36)*		1.43*		3.33*	(0.43)*	

*Not annualised

^Not part of the calculation as it already forms part of the Depreciation and Finance Cost (as per IND AS 116) line

CONSOLIDATED BALANCE SHEET



Particulars (Rs in Crs)	Sep-23	Mar-23
Non-Current Assets		
Property, Plant And Equipment	115	161
Right Of Use Asset	269	259
Goodwill	334	316
Other Intangible Assets	80	61
Investment accounted for using the equity method	31	30
Financial Assets	20	18
Deferred tax Assets	60	60
Other Non-Current Assets	56	71
Total Non-Current Assets	966	976
Current Assets		
Inventories	341	362
Trade Receivables	429	421
Cash And Cash Equivalents	200	210
Financial Assets	681	678
Contract assets	150	114
Other Current Assets	237	242
Sub-Total - Current Assets	2,038	2,026
Total - Assets	3,004	3,002

Particulars (Rs in Cr)	Sep-23	Mar-23
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	34	34
Other Equity	318	262
Total Equity	351	296
Non-Current Liabilities		
Borrowing	330	305
Lease Liabilities	239	222
Financial Liabilities	7	7
Contract liabilities	60	55
Provisions	68	74
Sub-Total - Non-Current Liabilities	704	663
Current Liabilities		
Borrowing	45	47
Trade Payables	964	1,158
Lease Liabilities	52	54
Financial Liabilities	102	90
Contract liabilities	611	505
Other Current Liabilities	94	121
Provisions	80	69
Sub-Total - Current Liabilities	1,948	2,044
Total - Equity And Liabilities	3,004	3,002

CONSOLIDATED CASH FLOW STATEMENT



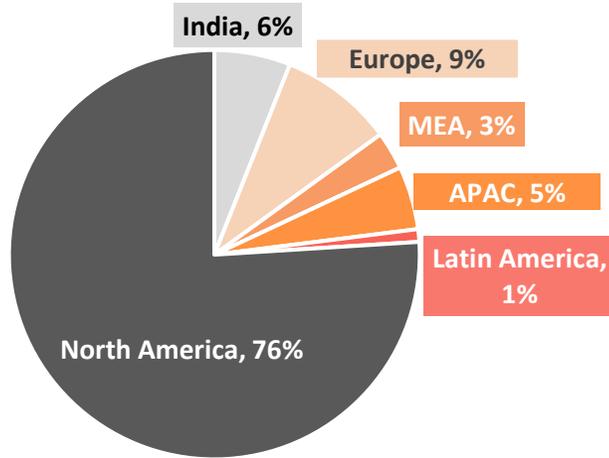
Particulars (Rs in Cr)	H1 FY24	H1 FY23
Operating profit before working capital changes	172	101
Changes in working capital	(123)	(251)
Cash generated from operations	50	(150)
Direct taxes paid (net of refund)	(3)	21
Net Cash from Operating Activities (A)	47	(129)
Net Cash from Investing Activities (B)	8	87
Net Cash from Financing Activities (C)	(71)	35
Net Change in cash and cash equivalents	(17)	(7)
Cash and cash equivalents at the beginning of the period*	200	302
Unrealised loss on foreign currency cash and cash equivalents	(1)	(55)
Cash and cash equivalents transferred pursuant to acquisition of subsidiary	9	-
Cash and cash equivalents at the end of the period*	191	240

*Excludes restricted cash

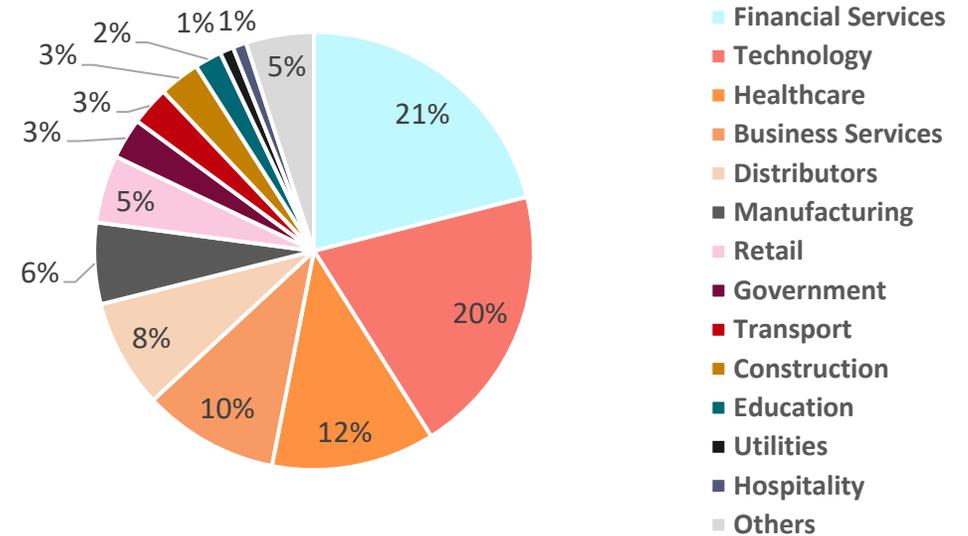
WELL DIVERSIFIED GLOBAL BUSINESS MODEL – H1FY24



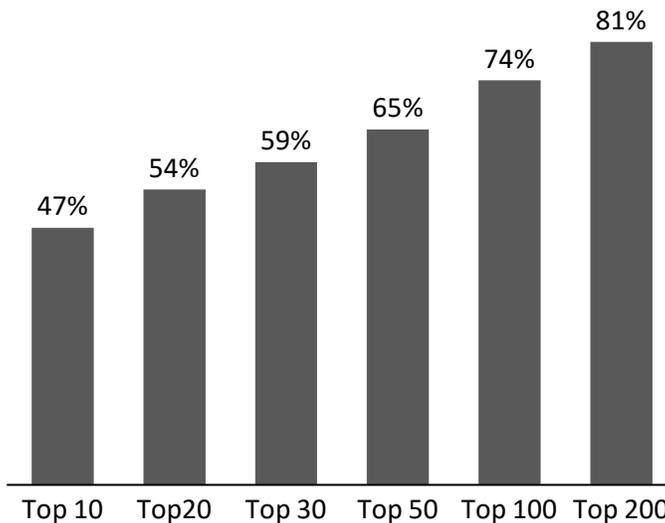
Revenue by Geography



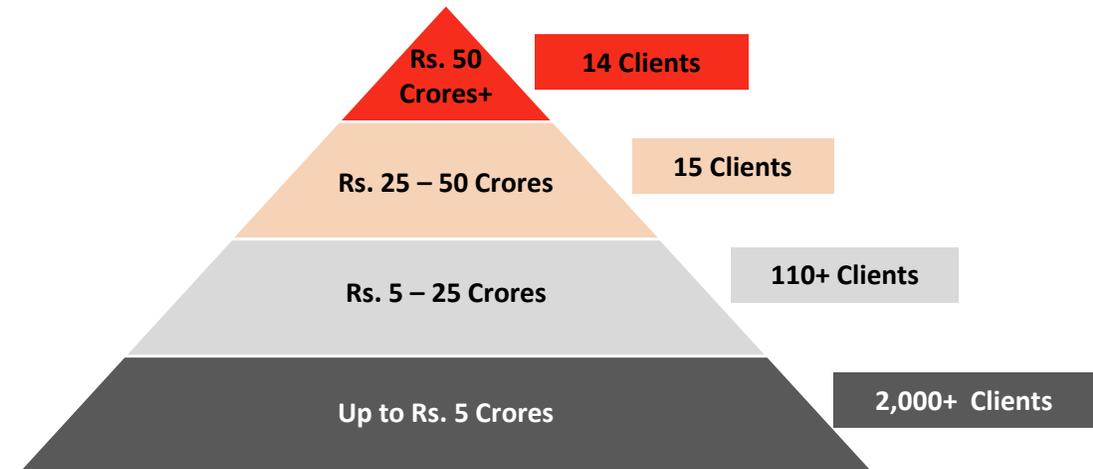
Revenue by Industry



Client Concentration - Revenue



Client-wise Contracts – FY23 Revenue





MEDIUM TERM TARGETS

MEDIUM-TERM TARGETS



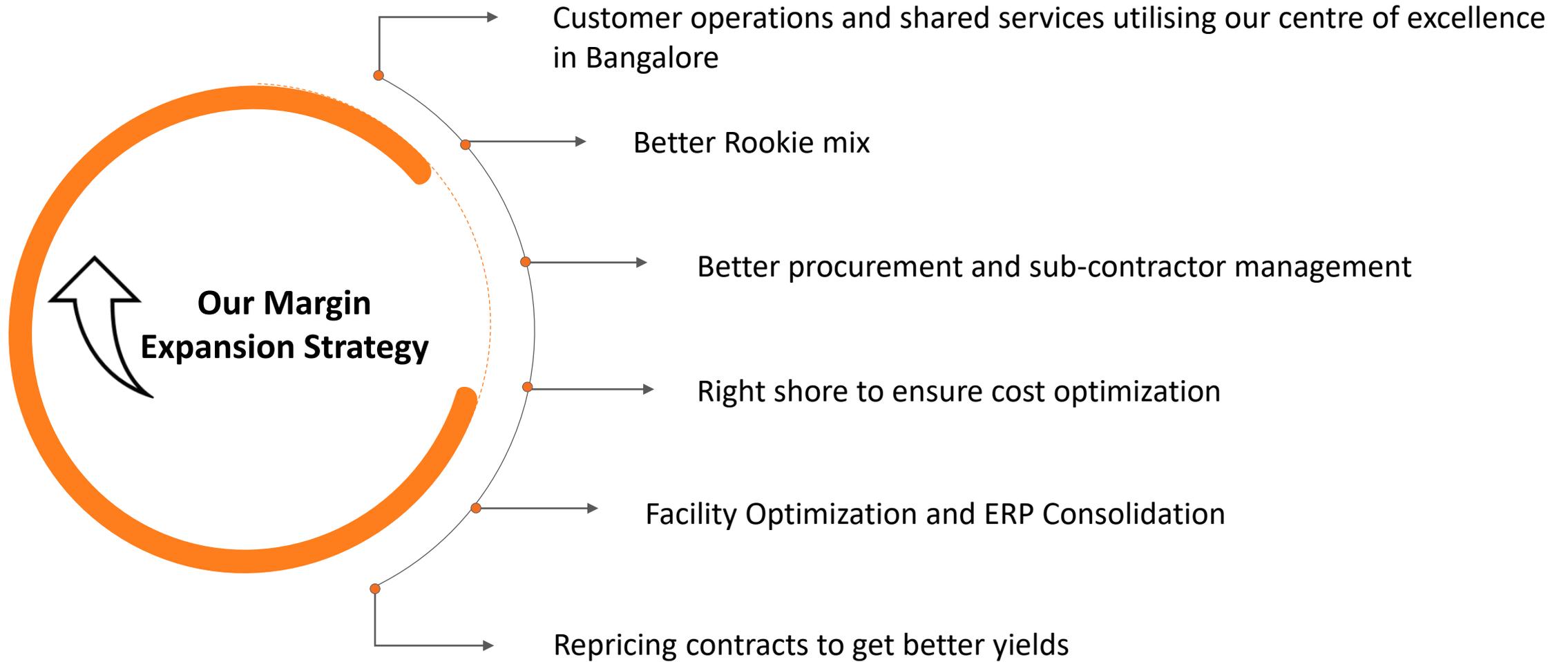
All figures in Rs. Crores

	FY20	FY23	FY24
REVENUE	4,994	6,288	7,000 to 7,500
Normalised EBITDA	328	269	400 to 450
PAT	-80	24	140 to 175

Growth Drivers

- ✓ Increasing existing customers & market penetration + Addition of new clients
- ✓ Inorganic growth opportunities
- ✓ Optimize operational efficiencies
- ✓ Optimizing operating costs

ROADWAY TO MARGIN EXPANSION





HISTORICAL FINANCIAL HIGHLIGHTS

CONSOLIDATED PROFIT AND LOSS STATEMENT



Particulars (Rs. Crs.)	FY18	FY19	FY20*	FY21	FY22	FY23
Revenue from Operations	733	1,853	4,994	4,674	5,370	6,288
Gross Profit	204	496	1,521	1,497	1,549	1,640
Gross Profit Margin	27.8%	26.8%	30.4%	32.0%	28.9%	26.1%
Gain on foreign currency transaction (net)	0	0	0	0	3	-4
Total Other Expenses	170	450	1,192	1,145	1,292	1,367
EBITDA	33	47	328	352	260	269
EBITDA Margin	4.5%	2.5%	6.6%	7.5%	4.8%	4.3%
Other Income	5	6	7	11	6	22
Gain on cashflow hedges	0	0	0	0	0	20
Depreciation (as per IND AS 116)	8	15	92	96	99	107
Depreciation (as per business)^	8	15	41	33	49	44
EBIT	30	38	244	267	168	204
Finance Cost (as per IND AS 116)	25	45	132	98	74	111
Finance Cost (as per business)^	25	45	123	86	56	90
Change in Fair value of warrant liability	0	0	(37)	(42)	0	0
Amortization of debt issuance cost	0	0	(23)	0	14	0
Loss on fair valuation of deferred purchase consideration	0	0	0	0	0	(11)
Exceptional Item Gain/ Loss	14	(73)	(125)	(32)	(22)	(52)
Profit before Tax	19	(79)	(73)	96	86	29
Tax	4	(1)	7	18	13	6
PAT	15	(79)	(80)	78	73	24
PAT Margin %	2.0%	(4.3%)	(1.6%)	1.7%	1.4%	0.4%
Basic EPS (in Rs.)	1.04	(5.39)	(5.38)	5.21	4.45	1.42

*Restated

^Not part of the calculation as it already forms part of the Depreciation and Finance Cost (as per IND AS 116) line

CONSOLIDATED BALANCE SHEET



Particulars (Rs in Cr)	Mar-18	Mar-19	Mar-20*	Mar-21	Mar-22	Mar-23
Non-Current Assets						
Property, Plant And Equipment	23	156	164	164	190	161
Right Of Use Asset	-	-	116	146	194	259
Goodwill	84	205	234	269	300	316
Other Intangible Assets	7	38	43	43	47	61
Investment accounted for using the equity method	-	-	-	-	-	30
Financial Assets	7	11	25	28	24	18
Deferred tax assets	60	95	93	67	63	60
Other Non-Current Assets	5	29	84	31	26	71
Total Non-Current Assets	184	535	759	749	845	976
Current Assets						
Inventories	31	151	137	149	226	362
Trade Receivables	208	862	361	240	374	421
Cash And Cash Equivalents	12	263	369	410	311	210
Financial Assets	42	99	405	533	560	678
Contract Assets	-	-	-	-	44	114
Other Current Assets	104	522	275	223	291	242
Sub-Total - Current Assets	396	1,897	1,547	1,554	1,807	2,026
Total - Assets	580	2,432	2,306	2,303	2,652	3,002

Particulars (Rs in Cr)	Mar-18	Mar-19	Mar-20*	Mar-21	Mar-22	Mar-23
EQUITY AND LIABILITIES						
Equity						
Equity Share Capital	28	30	30	33	33	34
Other Equity	62	(11)	(206)	174	228	262
Total Equity	90	19	(176)	207	260	296
Non-Current Liabilities						
Borrowing	20	587	15	119	229	305
Lease Liabilities	-	2	65	94	116	222
Other Financial Liabilities	5	2	157	87	10	7
Contract Liabilities	-	-	-	-	51	55
Other Non-Current Liabilities	12	47	63	25	0	0
Provisions	11	117	197	85	70	74
Sub-Total - Non-Current Liabilities	47	755	499	410	477	663
Current Liabilities						
Borrowing	118	207	242	57	45	47
Trade Payables	139	551	548	516	1,009	1,158
Lease Liabilities	-	2	68	58	90	54
Other Financial Liabilities	46	275	569	373	176	90
Contract Liabilities	-	-	-	-	472	505
Other Current Liabilities	137	490	472	564	50	121
Provisions	4	133	85	119	72	69
Sub-Total - Current Liabilities	444	1,658	1,983	1,686	1,915	2,044
Total - Equity And Liabilities	580	2,432	2,306	2,303	2,652	3,002

*Restated

SUMMARY OF CONSOLIDATED CASH FLOWS



Particulars (Rs in Cr)	Mar-18	Mar-19	Mar-20**	Mar-21	Mar-22	Mar-23
Operating profit before working capital changes	24	(33)	346	329	224	294
Changes in working capital	18	(13)	817	35	(108)	(275)
Cash generated from operations	42	(46)	1,163	364	117	18
Direct taxes paid (net of refund)	10	(26)	(26)	49	(21)	(0)
Net Cash from Operating Activities (A)	52	(72)	1,137	412	95	18
Net Cash from Investing Activities (B)	(5)	(357)	(328)	(131)	(71)	19
Net Cash from Financing Activities (C)	(54)	629	(645)	(288)	(43)	(64)
Net Change in cash and cash equivalents	(7)	201	164	(6)	(18)	(26)
Cash and cash equivalents at the beginning of the year*	16	9	206	316	357	302
Unrealised loss on foreign currency cash and cash equivalents	-	(4)	(54)	48	(37)	(76)
Cash and cash equivalents at the end of the year*	9	206	316	357	302	200

*Excludes restricted cash

**Restated



Company :

Investor Relations Advisors :

BLACK B  X[®]

Black Box Limited

CIN: L32200MH1986PLC040652

Deepak Bansal

deepak.bansal@blackbox.com

www.blackbox.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

Rahul Agarwal / Karan Thakker

rahul.agarwal@sgapl.net / karan.Thakker@sgapl.net

+91 982143 8864 / +91 81699 62562

www.sgapl.net