

# Calcom Vision Limited

**Q2 FY20** (July'19 to September'19)

**Investors Release**

*9<sup>th</sup> November, 2019*





# Highlights

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**Calcom**

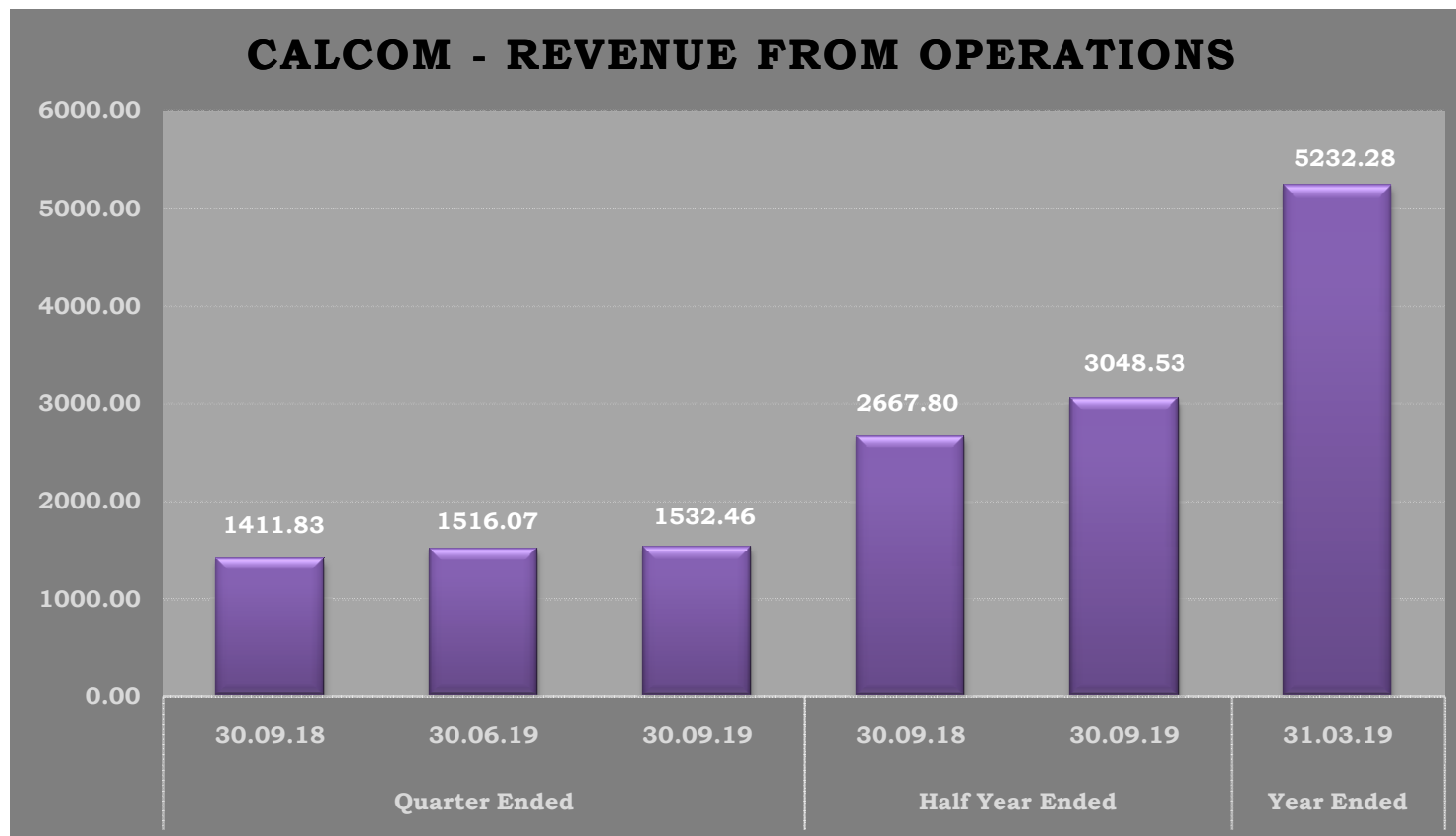
- **Q2 FY20 Performance Review**
- **New Customers, New Business and Products Development.**
- **Other Updates & Developments in Q2 FY20**
- **Market Promotion**
- **Continued focus on effective governance & control**
- **Share Price Movement during the Q2 FY20 Quarter**



# Calcom Q2 FY20 Performance

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## Revenue Highlights



- 1) The Net Revenue for quarter ended 30th Sept,19 has increased by 8.54% over the previous year corresponding quarter.
- 2) The Revenue for First Half of FY2019-20 (Q1+Q2) has increased by 14.27% over the previous corresponding Half Year .

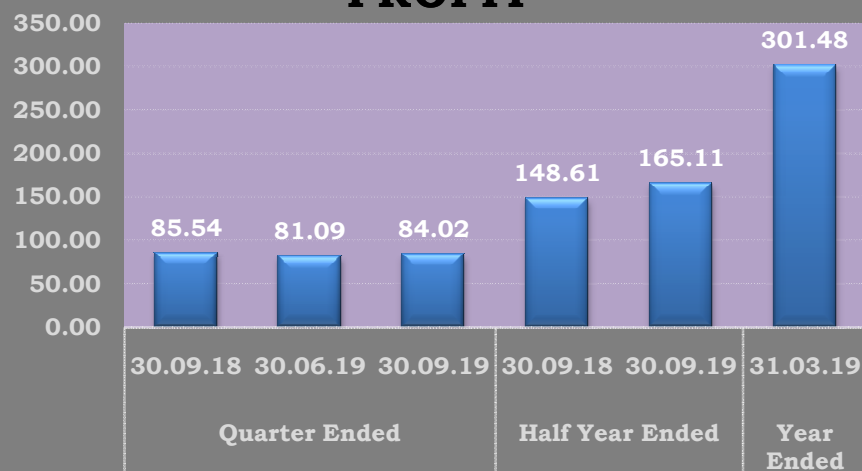


# Calcom Q2 FY20 Performance

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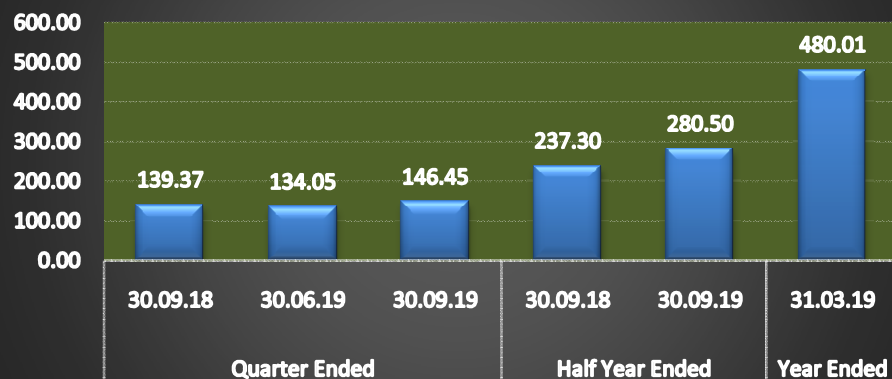
## Profitability Highlights

### CALCOM - OPERATING PROFIT



- The Profit from Operations for First Half (Q1+Q2) has increased by 11.10% over the corresponding Last Year First Half.

### CALCOM - EBIDT



- The Earnings Before Interest, Depreciation & Tax (EBIDT) for this quarter i.e. Q2FY20 has gone up 5.08% over last year corresponding quarter (Q2FY19).
- The EBIDT for First Half of FY2019-20 (Q1+Q2) has increased by 18.20% over the previous corresponding Half Year .



## Calcom Q2 FY20 & Annual FY Performance – Revenue Statement

<b>CALCOM VISION LIMITED</b>						
<b>Statement of Financial Results for the Quarter and Half Year ended 30th September, 2019</b>						
<b>Particulars</b>	<b>Quarter Ended</b>			<b>Half Year Ended</b>		<b>(In Lakhs)</b> <b>Year Ended</b>
	<b>30.09.19</b>	<b>30.06.19</b>	<b>30.09.18</b>	<b>30.09.19</b>	<b>30.09.18</b>	<b>31.03.19</b>
<b>Revenue From operations</b>	<b>1532.46</b>	<b>1516.07</b>	<b>1411.83</b>	<b>3048.53</b>	<b>2667.80</b>	<b>5232.28</b>
Other Income	5.00	1.74	0.09	6.74	0.32	8.10
<b>Total Income</b>	<b>1537.46</b>	<b>1517.81</b>	<b>1411.92</b>	<b>3055.27</b>	<b>2668.12</b>	<b>5240.38</b>
Cost of Goods Sold	1067.02	1073.80	997.28	2140.82	1895.21	3712.90
Employee expense	222.50	210.28	184.77	432.78	363.64	704.68
Finance costs	44.67	33.86	37.58	78.53	59.28	116.67
Depreciation and amortization expenses	17.76	19.10	16.25	36.86	29.41	61.85
Other expenses	101.50	99.68	90.50	201.18	171.97	342.79
<b>Total expenses</b>	<b>1453.44</b>	<b>1436.72</b>	<b>1326.38</b>	<b>2890.16</b>	<b>2519.51</b>	<b>4938.90</b>
<b>Operating Profit</b>	<b>84.02</b>	<b>81.09</b>	<b>85.54</b>	<b>165.11</b>	<b>148.61</b>	<b>301.48</b>
Exceptional Items- (expenses)/income	0.00	0.00	0.00	0.00	0.00	0.00
Profit/(loss) after Exceptional Items	84.02	81.09	85.54	165.11	148.61	301.48
<b>Operating Profit as a % to Sales</b>	<b>5.48%</b>	<b>5.35%</b>	<b>6.06%</b>	<b>5.42%</b>	<b>5.57%</b>	<b>5.76%</b>



# Calcom FY20 Performance – Balance Sheet

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## STATEMENT OF ASSETS AND LIABILITIES AS AT 30TH SEPTEMBER, 2019 (Rupees in Lakhs)

S.No.	Particulars	As at 30th Sept, 2019	As at 31st March, 2019
		Unaudited	Audited
<b>A</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	(a) Property, Plant and Equipment	717.49	653.57
	(b) Goodwill	414.49	414.49
	(c) Capital Work in Progress	0.00	3.89
	(d) Other Intangible Assets	16.26	20.89
	(e) Financial Assets		
	(i) Loans	13.64	11.85
	(f) Other non-current assets	21.96	2.00
		<b>1183.84</b>	<b>1106.70</b>
<b>2</b>	<b>Current assets</b>		
	(a) Inventories	1,198.19	1,110.87
	(b) Financial Assets		
	(i) Trade receivables	1,144.43	572.97
	(ii) Cash and cash equivalents	67.69	37.47
	(iii) Bank balances other than(ii) above	19.75	16.75
	(iv) Other Financial Assets	26.89	38.27
	(c) Current Tax Assets (Net)	51.28	16.93
	(d) Other current assets	202.73	115.27
		<b>2710.95</b>	<b>1908.54</b>
	<b>Total Assets</b>	<b>3894.80</b>	<b>3015.24</b>
<b>B</b>	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	(a) Equity Share capital	1,054.35	1,054.35
	(b) Other Equity	98.76	(66.35)
		<b>1153.11</b>	<b>988.00</b>
	<b>LIABILITIES</b>		
<b>1</b>	<b>Non-current liabilities</b>		
	(a) Financial Liabilities		
	(i) Borrowings	659.33	464.19
	(ii) Other Financial Liabilities	71.88	37.89
	(b) Provisions	57.42	59.52
		<b>788.63</b>	<b>561.60</b>
<b>2</b>	<b>Current liabilities</b>		
	(a) Financial Liabilities		
	(i) Trade payables	1,331.93	982.31
	(ii) Other Financial Liabilities	562.08	416.57
	(b) Other current liabilities	59.04	66.76
		<b>1953.06</b>	<b>1465.64</b>
	<b>Total Equity and Liabilities</b>	<b>3894.80</b>	<b>3015.24</b>

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## Key Updates / Developments in Q2 FY20

### ■ New Customers

- **BAJAJ** – The Company has tied up with the BAJAJ ELECTRICALS LIMITED and has also received the first order from them for Ceiling lights. Other products are also under discussion/validation.
- **PANASONIC** - Calcom selected as an Approved Supplier by Panasonic after successful completion of their Audit. The BIS proceeding started for certain products and supplies expected to start from 3rd Quarter end.
- **SIGNIFY (PHILIPS)** - Audit completed successfully. Samples under approval.
- **Opple** – Discussion at advanced stage and approvals expected by Q3 end.



## Key Updates / Developments in Q2 FY20

- **New Business and Products Development**
  - **LED BULBS** - Company has decided to get into LED Bulb segment which was earlier excluded because of very low margins. The prices have stabilized and demand is high. In addition, there is interest from few customers in USA.





## Key Updates / Developments in Q2 FY20

- **Participation in LED and Electronics Exhibitions**
  - Productronica 2019/ Electronica 2019, Greater Noida



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## Other Key Updates / Developments

### Continued Focus on Effective Governance and Control

#### ☐ New Appointments

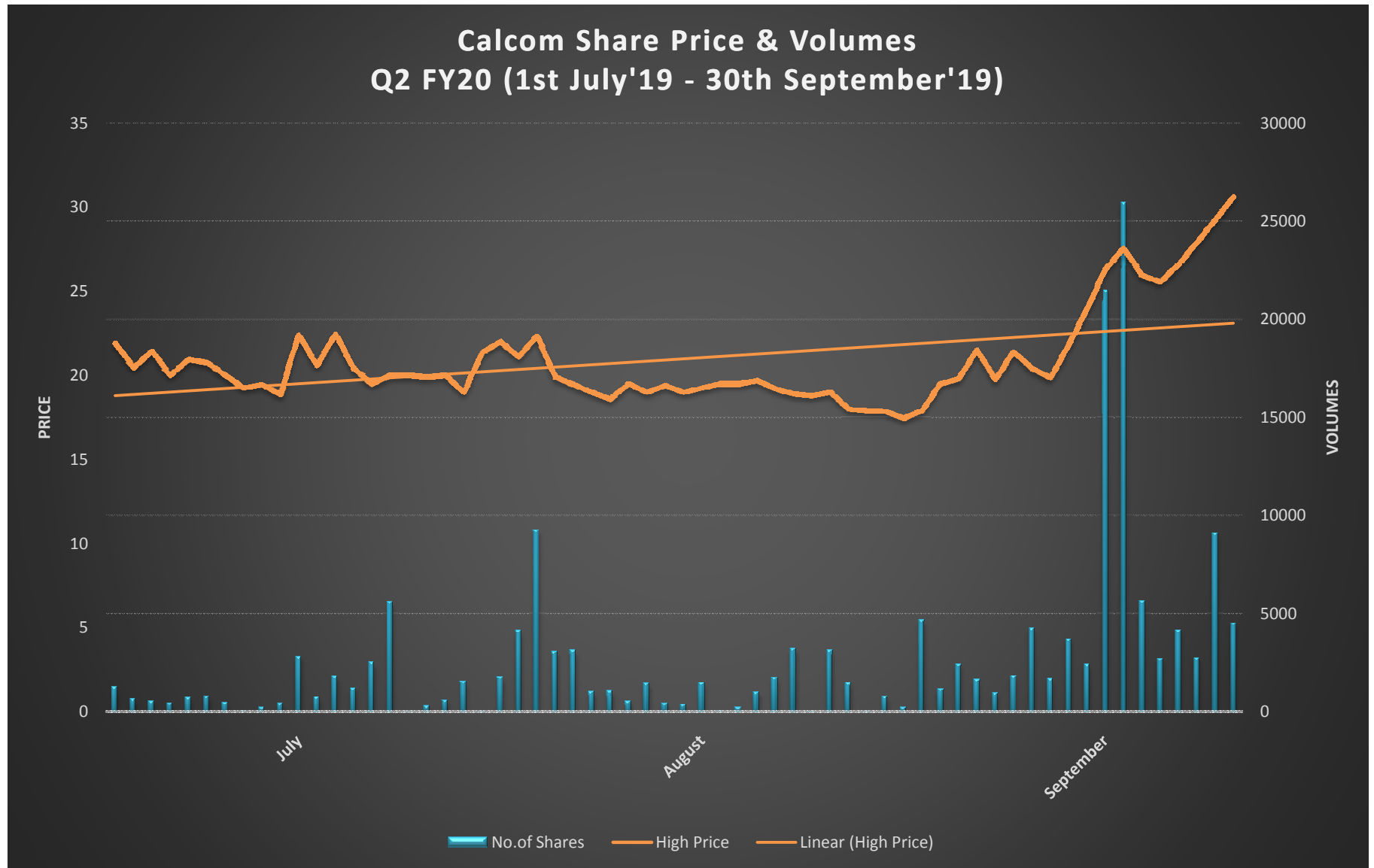
- ☐ Mr. Apurva Mohan has joined as Vice-President Marketing & Finance and is reporting directly to CMD.
- ☐ Mr. Lalit Gupta has joined as Assistant General Manager in Materials Function.

- ☐ **“Monthly Performance Review (MPRs)”** with Core Management, with the objective to review of past month performance of each function, resolve key cross functional issues and finalize next month plan
- ☐ Regular Monitoring of **Key Result Areas and Key Performance Indicators** for each function – S&M, Procurement, Production, Finance & Accounts, Quality, R&D and HR.
- ☐ Monitored company wide **5S and Kaizen Improvement** Framework through weekly audits by the Core Management Team. Instituted multi-level **trainings** on 5S and Kaizen across functions. Published regular Quality Improvement Dashboards to track the progress & improvements made.
- ☐ **Cross Functional Review meetings** for monitoring of sales, production and purchasing progress, to review and expedite resolution of operational issues.



# Calcom Q2 FY20 Performance

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Thank you.