

Calcom Vision Limited

FY18-19 Q3 (Oct-Dec'18)

Investors Release

2nd February, 2019





Agenda

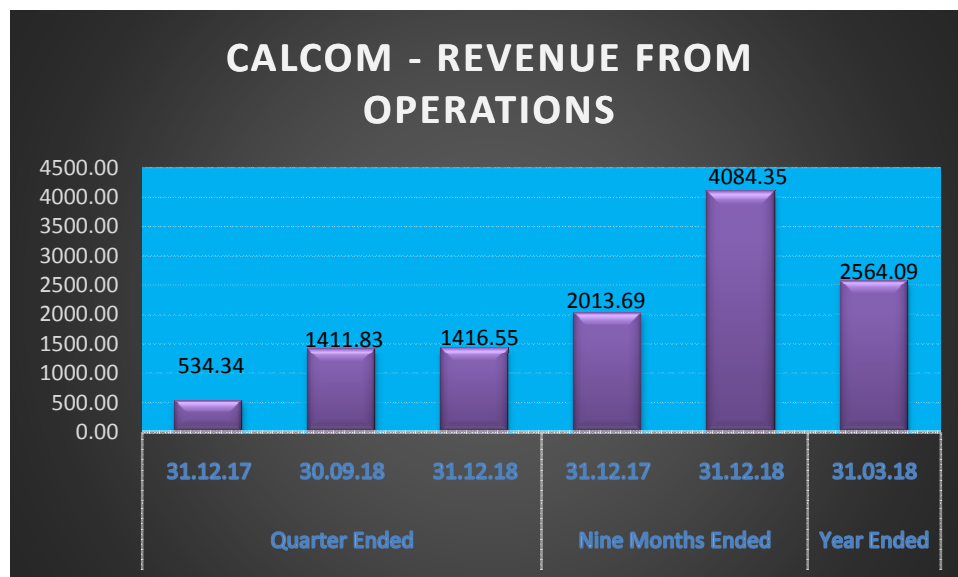
- **FY18-19 Q3 Performance Review**
- **Q3 Key Focus Area : Production Shop Floor Layout Revamp**
- **Other Key Updates & Developments in FY18-19 Q3**
 - New Customer Acquisition, New Product Introduction & Focused Hiring
 - Continued focus on effective governance & control.



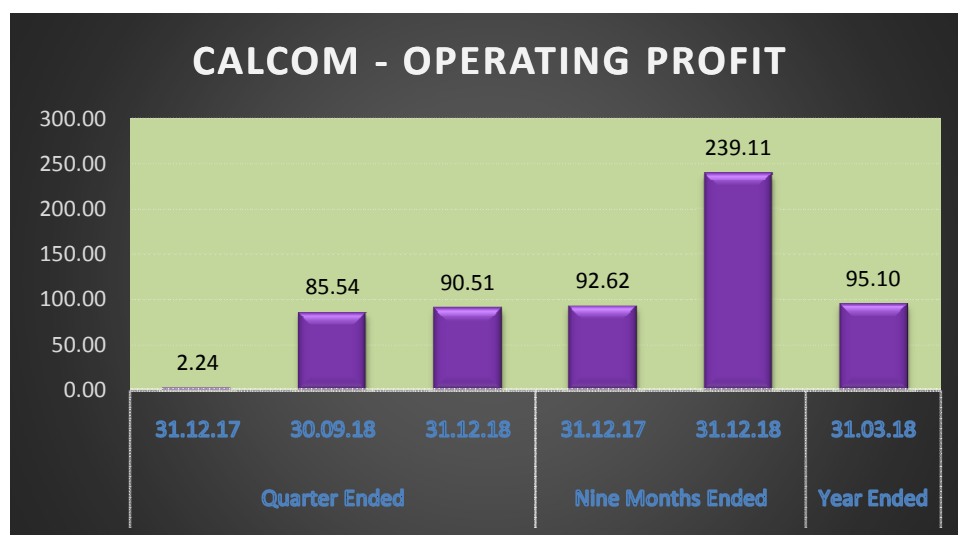
Calcom FY18-19 Q3 Performance:

Calcom

Revenue & Profitability Highlights



The Revenue from operations for this quarter i.e. Q3 FY18 has increased by **165.10%** over last year corresponding quarter (Q3FY17).



The Operating Profit from operations for this quarter i.e. Q3 FY18 has gone up by **5.8%** over the previous quarter (Q2FY18); and **3940%** over last year corresponding quarter (Q3FY17).



Calcom FY18-19 Q3 Performance – Revenue Statement

CALCOM VISION LIMITED						
Statement of Financial Results for the Quarter and Nine Months ended 31st December, 2018						
(In Lakhs)						
Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31.12.17	30.09.18	31.12.18	31.12.17	31.12.18	31.03.18
Revenue From operations	534.34	1411.83	1416.55	2013.69	4084.35	2564.09
Other Income	24.55	0.09	0.08	24.99	0.41	26.05
Total Income	558.89	1411.92	1416.63	2038.68	4084.76	2590.14
Cost of Goods Sold	332.38	997.28	995.82	1199.81	2891.03	1495.15
Excise Duty on sale of goods	0.00	0.00	0.00	65.63	0.00	65.63
Employee expense	133.63	184.77	190.19	412.40	553.83	571.66
Finance costs	24.72	37.58	25.71	63.36	84.99	83.84
Depreciation and amortization expenses	12.14	16.25	15.93	33.51	45.35	45.93
Other expenses	53.78	90.50	98.47	171.35	270.45	232.83
Total expenses	556.65	1326.38	1326.12	1946.06	3845.65	2495.04
Operating Profit	2.24	85.54	90.51	92.62	239.11	95.10
Exceptional Items- (expenses)/income	0.00	0.00	0.00	0.84	0.00	172.04
Profit/(loss) after Exceptional Items	2.24	85.54	90.51	93.46	239.11	267.14
Operating Profit - % to Sales	0.42%	6.06%	6.39%	4.60%	5.85%	3.71%



Key Focus Area of the Quarter: Production Floor Layout Revamp

- ❑ Launched a comprehensive **Revamping of Production Floor Layout** to achieve Increased Capacity, Improved process flow and Optimized equipment usage.
- ❑ **Extended existing production lines** to enhance capacity, and achieve seamless process flow and elimination of non-value add efforts & time.

Product Segment	Monthly Capacity in Units / (No. of Production Lines)		
	As on 30th Sept, 2018	As on 31 st Dec, 2018	Target Capacity As on 31 st Mar, 2019
BATTENS	62,500 /(1)	1,25,000 /(1)	2,50,000 /(2)
HIGH WATTAGE BULBS	25,000 /(1)	75,000 /(1)	1,00,000 /(1)
STREET LIGHTS / FLOOD LIGHTS	NIL	NIL	25,000 /(1)



Other Key Updates / Developments in FY18-19 Q3

▪ New Customer Acquisition

Presently, in advanced stage of closing large business deals with 4 Major Customers. Likely to mature in Q4 FY2018-19 / Q1 FY2019-20

▪ New Products Introduction

Developed 40W Battens with high specifications for 2 large existing customers.

▪ Focused Hiring

Hired an industry experienced Senior Marketing Professional at Dy. GM Level, to further strengthen our focus on expanding business with existing customers and acquire new customers.

▪ Continued Focus on Effective Governance and Control

- **“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 (KRAs) and Key Performance Indicators (KPIs)** for each function – S&M, Procurement, Production, Finance & Accounts, Quality, R&D and HR.
- **Daily Cross Functional Review meetings** for monitoring of sales, production and purchasing progress, to review and expedite resolution of operational issues.



Thank you.