

Calcom Vision Limited

FY18-19 Q2 (July-Sept'18)

Investors Release

29th October, 2018





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 - **Continued focus on effective governance & control** - Monthly Performance Reviews (MPRs), KPI, Daily cross functional meetings, etc.
 - **AGM Approval on Employee Stock Options (ESOP)**
 - **Board of Directors Reconstitution – Appointment of Mr. Abhishek Malik**

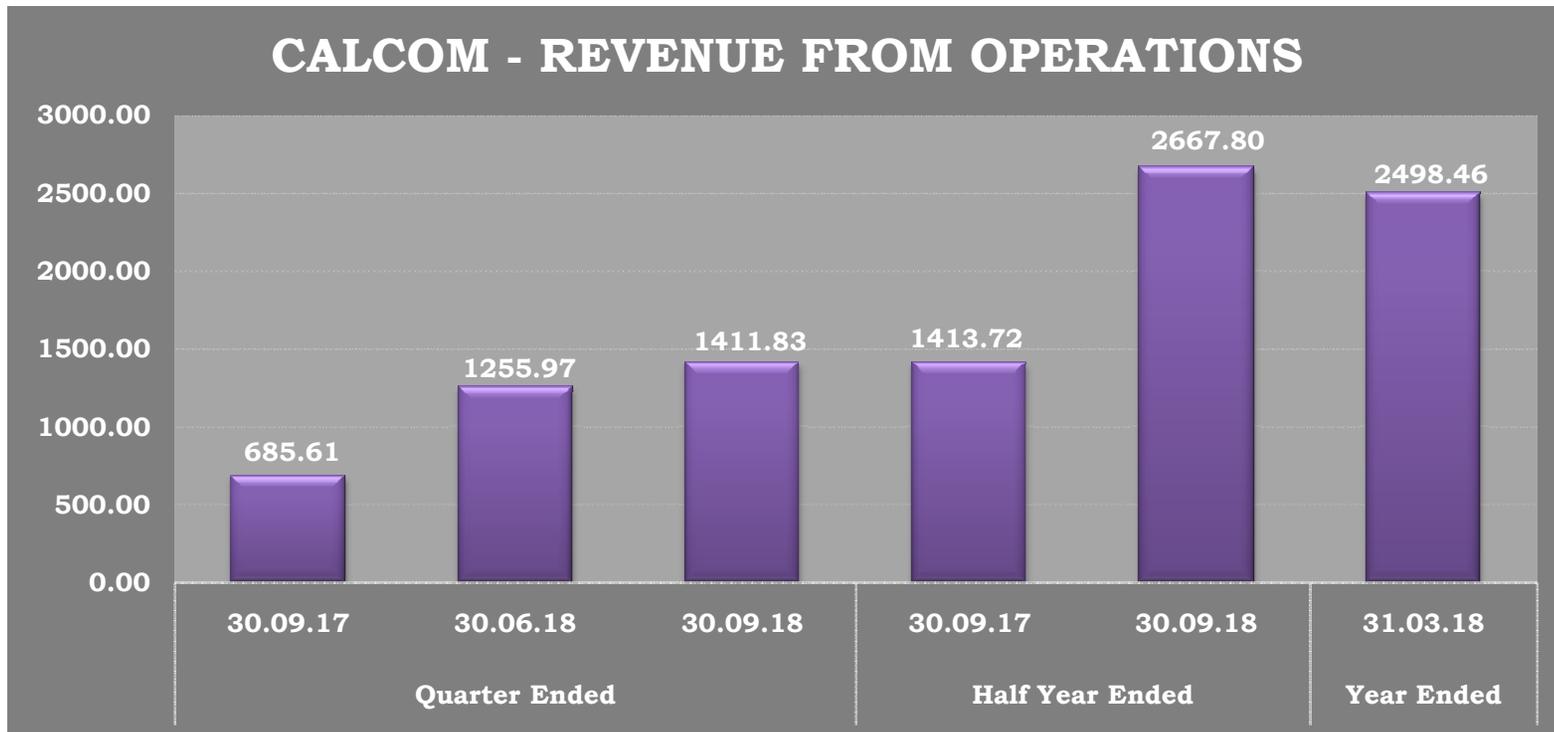


Calcom FY18 Q2 Performance:

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Revenue Highlights

Figures in Rs. Lakhs



- ❖ The Net Revenue for Q2 quarter has increased by 12.41% over the previous quarter (Q1FY18); and has increased by 105.92% over last year corresponding quarter (Q2FY17).
- ❖ The Revenue for First Half of FY2018-19 (Q1+Q2) comprising Rs. 26.68 crores has already **EXCEEDED** last full year's (FY2017-18) Revenue of Rs.24.98 crores.

Committed to Individual Respect, Customer Satisfaction and Superior Performance

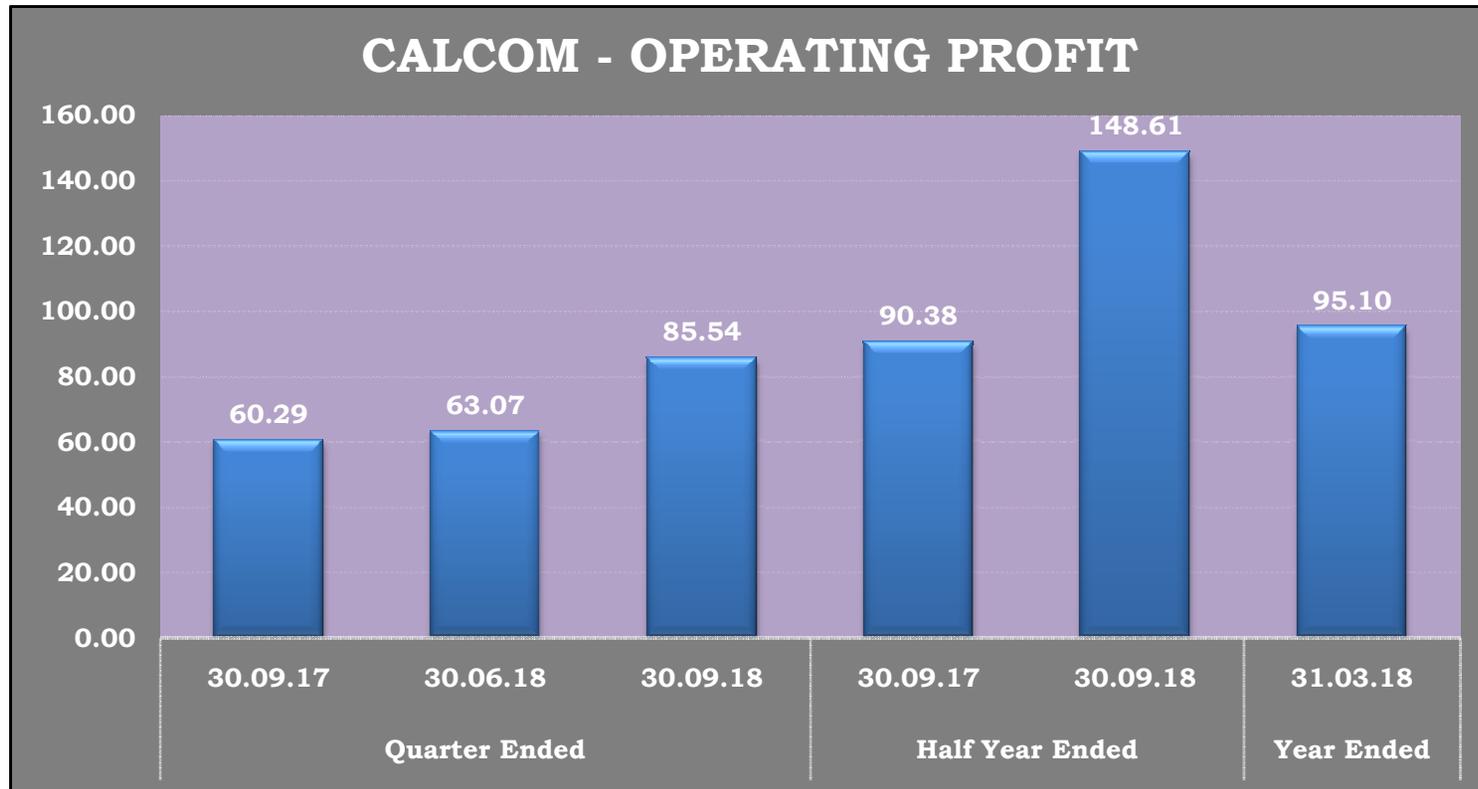


Calcom FY18 Q2 Performance:

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Profit from Operations Highlights

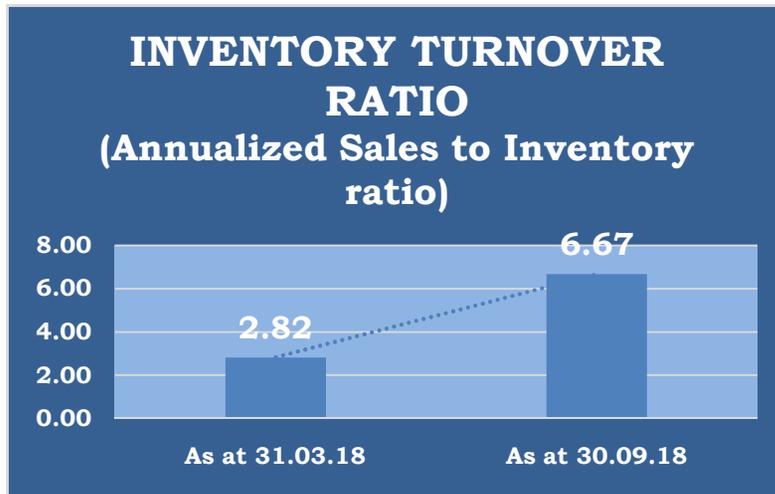
Figure in Rs. Lakhs



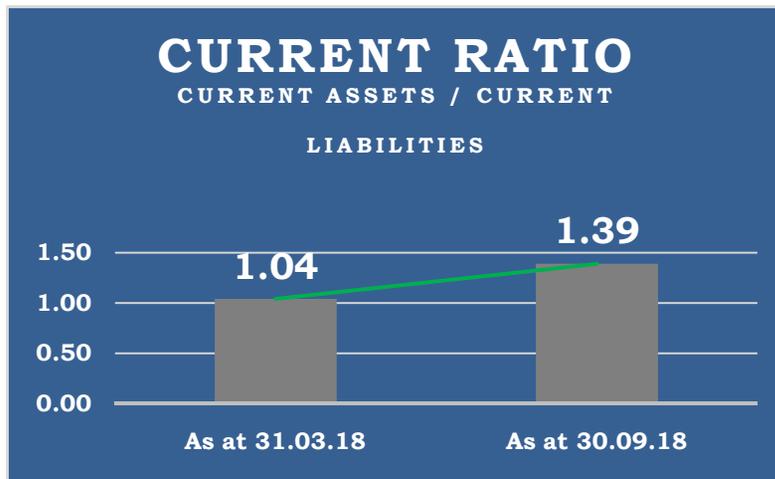
- ❖ The Profit from Operations for Q2 quarter has increased by 35.63% over the previous quarter (Q1FY18); and has increased 41.90% over last year corresponding quarter (Q2FY17)



Balance Sheet Highlights



The Inventory Turnover Ratio as on 30th September, 2018 is 6.67, which is a significant improvement over 31st March (2.82).

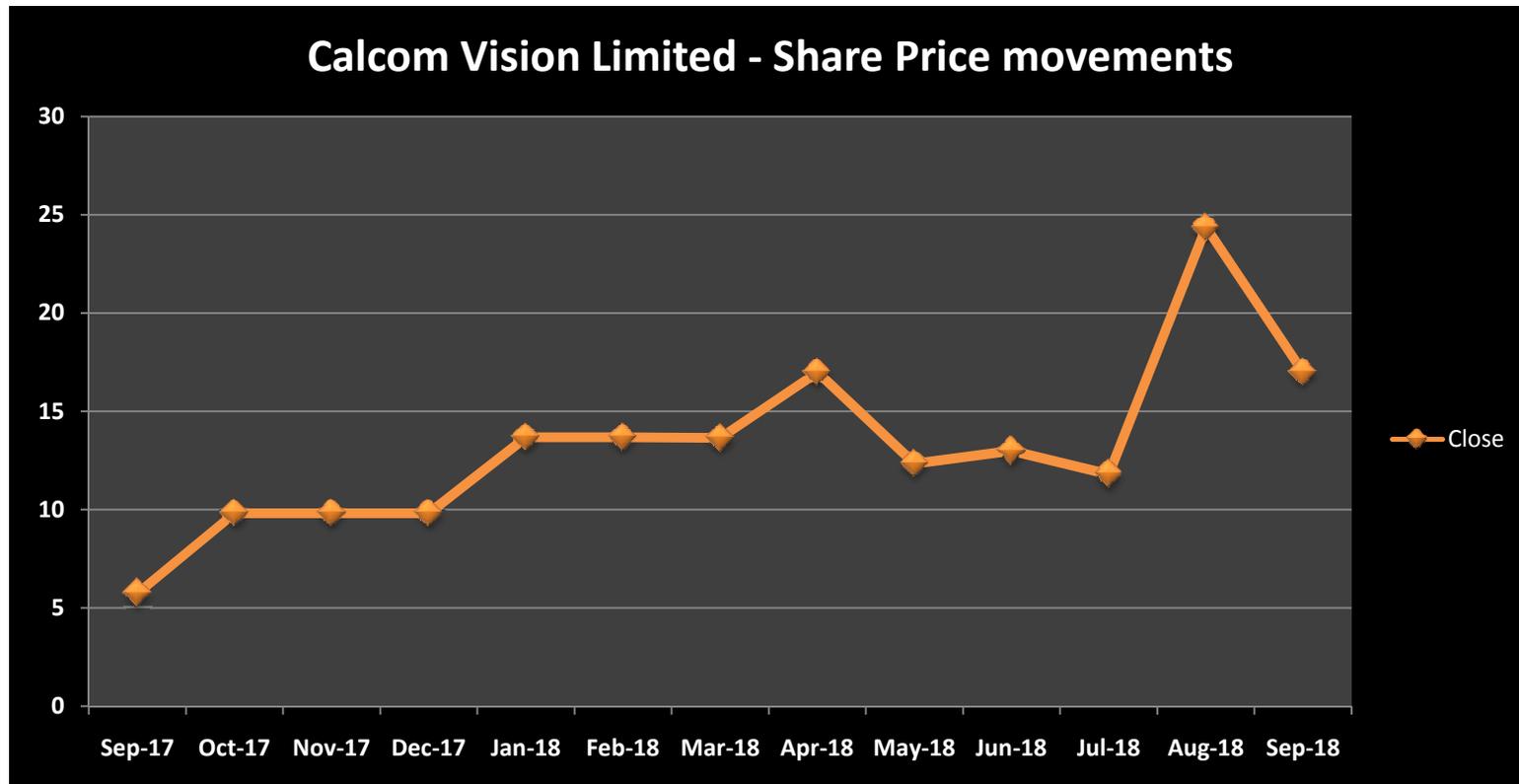


The Current Ratio has increased from 1.04 (31st March, 2018) to 1.39 as on 30th September, 2018



Calcom FY18 Q2 Performance: Share Price Highlights

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Calcom Share Price has moved up approximately 3 times over the past 1 year (from Rs.5.75 to Rs. 17.00).



Calcom FY18 Q2 and FY18 H1 Performance

CALCOM VISION LIMITED						
Statement of Financial Results for the Quarter and Half Year ended 30th September, 2018						
Particulars	Quarter Ended			Half Year Ended		(In Lakhs)
	30.09.18	30.06.18	30.09.17	30.09.18	30.09.17	Year Ended 31.03.18
Revenue From operations	1411.83	1255.97	685.61	2667.80	1479.35	2564.09
Other Income	0.09	0.23	0.24	0.32	0.44	26.05
Total Income	1411.92	1256.20	685.85	2668.12	1479.79	2590.14
Cost of Goods Sold	997.28	897.93	401.28	1895.21	867.43	1495.15
Excise Duty on sale of goods	0.00	0.00	0.00	0.00	65.63	65.63
Employee expense	184.77	178.87	139.59	363.64	278.77	571.66
Finance costs	37.58	21.70	17.04	59.28	38.64	83.84
Depreciation and amortization expenses	16.25	13.16	10.93	29.41	21.37	45.93
Other expenses	90.50	81.47	56.72	171.97	117.57	232.83
Total expenses	1326.38	1193.13	625.56	2519.51	1389.41	2495.04
Operating Profit	85.54	63.07	60.29	148.61	90.38	95.10
Exceptional Items- (expenses)/income	0.00	0.00	0.00	0.00	0.84	172.04
Profit/(loss) after Exceptional Items	85.54	63.07	60.29	148.61	91.22	267.14
Operating Profit as a % to Sales	6.06%	5.02%	8.79%	5.57%	6.11%	3.71%



Calcom Balance Sheet as at 30th September 2018

STATEMENT OF ASSETS AND LIABILITIES AS AT 30TH SEPTEMBER, 2018		(In Lakhs)	
S.No.	Particulars	As at 30th Sept, 2018	As at 31st March, 2018
		Unaudited	Audited
A	ASSETS		
1	Non-current assets		
	(a) Property, Plant and Equipment	529.57	500.76
	(b) Goodwill	414.49	414.49
	(c) Capital Work in Progress	26.51	0
	(d) Other Intangible Assets	24.20	1.10
	(e) Intangible assets under development	0	21.30
	(f) Financial Assets		
	(i) Other Financial Assets	10.80	10.80
	(g) Other non-current assets	22.37	21.36
2	Current assets		
	(a) Inventories	799.56	909.70
	(b) Financial Assets		
	(i) Trade receivables	582.64	298.81
	(ii) Cash and cash equivalents	78.45	39.27
	(iii) Bank balances other than (iii) above	14.25	10.75
	(iv) Other Financial Assets	18.95	18.47
	(c) Current Tax Assets (Net)	10.81	6.50
	(d) Other current assets	194.08	219.04
	Total Assets	2726.68	2472.35
B	EQUITY AND LIABILITIES		
	EQUITY		
	(a) Equity Share capital	1054.35	811.23
	(b) Other Equity	-219.22	-124.71
	LIABILITIES	835.13	686.52
1	Non-current liabilities		
	(a) Financial Liabilities		
	(i) Other Financial Liabilities	604.12	279.56
	(b) Provisions	62.11	65.62
2	Current liabilities		
	(a) Financial Liabilities		
	(i) Trade payables	754.86	616.54
	(ii) Other Financial Liabilities	363.87	587.64
	(b) Other current liabilities	106.59	236.47
	Total Equity and Liabilities	2726.68	2472.35



Key Focus Area of the Quarter: **Materials Requirement Planning Process**

- ❑ Carried out a comprehensive review of the Materials Requirements Planning (**MRP**) Process to identify areas of **process improvement & cost reduction** in purchase ordering and inventory carrying costs.
- ❑ Streamlined monthly MRP Runs in SAP for multiple scenarios based on 4 months sales forecast, with the objective to enable **accurate and effective purchase ordering** based on ABC Analysis for each month's materials' requirement.
- ❑ Instituted a **strong discipline of regular monitoring** of raw materials ordered, shortages and expected delivery dates, to ensure smooth production with minimal disruption.



Other Key Updates

- **New Customer Acquisition**
 - A new UK Customer acquired during Q2 for export of lighting products to UK and Middle East. Received first order worth Rs. 48.00 Lacs.
- **Participated in Annual 3-day Light India Exhibition at Pragati Maidan, New Delhi.**
 - Received good response from new customers. Have been actively pursuing them, positive results expected in Q3-Q4.
- **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.



Other Key Updates

- **AGM approval on Employee Stock Options (ESOP)**
 - The Shareholders have in their Annual General Meetings (AGM) dated 29th September, 2018, approved Calcom Vision Employees Stock Option Plan-2018, for the benefit of the Employees of the Company.

- **Board of Directors Reconstitution**
 - With the objective of further strengthening the Board of Directors, the Shareholders have in their Annual General Meeting (AGM) dated 29th September, 2018, approved the appointment of **Mr. Abhishek Malik** as Non Executive Director.



Thank you.