

Calcom Vision Limited

FY18-19 Q1 (Apr-Jun'18)

Investors Release

16th August, 2018



Committed to Individual Respect, Customer Satisfaction and Superior Performance



Calcom FY18 Q1 Performance

Statement of Financial Results for the Quarter ended 30th June, 2018 (Rs. In Lakhs)

Particulars	Quarter Ended			Year Ended
	30.06.18	31.03.18	30.06.17	31.03.18
Revenue From operations	1255.97	550.40	793.74	2564.09
Other Income	3.30	3.66	3.74	34.07
Total Income	1259.27	554.06	797.48	2598.16
Cost of Goods Sold	897.93	295.34	466.15	1495.15
Excise Duty on sale of goods	0.00	0.00	65.63	65.63
Employee expense	178.87	156.87	139.18	571.66
Finance costs	24.77	23.07	24.59	91.86
Depreciation and amortization expenses	13.16	12.42	10.44	45.93
Other expenses	81.47	63.89	61.40	232.83
Total expenses	1196.20	551.59	767.39	2503.06
Operating Profit	63.07	2.47	30.09	95.10
Exceptional Items- (expenses)/income	0.00	171.21	0.84	172.04
Profit/(loss) after Exceptional Items	63.07	173.68	30.93	267.14
Operating Profit as a % to Sales	5.02%	0.45%	3.79%	3.71%



Calcom FY18 Q1 Performance – Key Highlights

S.No.	Particulars	Quarter Ended			Year Ended
		30.06.18	31.03.18	30.06.17	31.03.18
1	Revenue From operations	1255.97	550.40	728.11	2498.46
	The Net Revenue for the quarter has increased by 128 % over the previous quarter (Q4FY17); and has increased by 72.50% over last year corresponding quarter (Q1FY17)				
2	Profit From operations	63.07	2.47	30.09	95.10
	The Profit from Operations for the quarter has increased by 110% over last year corresponding quarter (Q1FY17)				
3	FA - Plant & Machinery Gross Block	502.76	473.30	412.66	473.30
	Additions to Plant and Machinery in SMT & AI Division during the quarter amounted to Rs.. 29.46 Lacs				
4	Paid up Equity Share Capital	1054.35	811.23	568.12	811.23
	Increase of Paid up Capital by 243.12 Lacs in the Q1FY2018. This is due to conversion of 72934 Zero-Coupon Convertible bonds into 2431155 Equity Shares of face value of Rs.10/-each fully paid up, at a premium of Rs.20/- each.				



Key Initiatives and Decisions taken over the last 4 months (April-July 2018)

- Held “**Annual Review Workshop**” with **Extended Management Team** to review past year’s performance and finalize the Key Focus Areas for 2018-19.
- Developed **Mid-Term (3yrs) Business Strategy** collectively with Core Management Team – Product Segment Matrix
- **Deployed SAP B1 ERP in July.** Went live after 3 months Parallel Run in SAP and legacy systems.
- Carried out **Organizational Restructuring** – Independent Functional Heads for individual functions. Focused hiring of proven experienced professionals from the Electronics and Lighting Industry.
- Defined **Key Result Areas (KRAs)** and measurable **Key Performance Indicators (KPIs)** for each function – Sales & Marketing, Procurement, Production, Finance & Accounts, Quality, R&D and HR.
- Developed and implemented a **revamped Factory Stores Layout Project**, that enabled extended and organized warehousing space.
- Performed a detailed analysis of all the Non-moving and Slow moving Inventories..



Calcom Mid-Term (3 yrs.) Business Strategy

Objective: Develop a Strategic Roadmap and Business Plan that leverages Calcom's core strengths and competencies to distinctly position itself as a Niche Player in the industry.

Approach:

- Reviewed and analyzed all the existing Calcom's 17 product segments on predefined business dimensions and rated them based on a clearly defined criteria.
- Assigned weights to each dimension and its values; and arrived at the Weighted Average Scores for each product segment.
- Ranked the Product Segments based on the scores.



Calcom Mid-Term (3 yrs.) Business Strategy (Cont.)

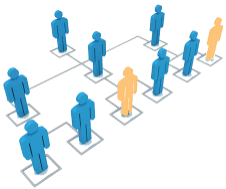
Conclusion: Decided to focus on following two Product Segments and Services:

- 1. Electronics Manufacturing Services (EMS):** Take up EMS Services for any electronic product from existing as well as new customers.
- 2. Original Design and Manufacturing (ODM):** Carry out End to End Manufacturing (including the product design) for three product segments i.e. LED Battens, Drivers & Ballasts and High Wattage Bulbs.



SAP ERP Implementation

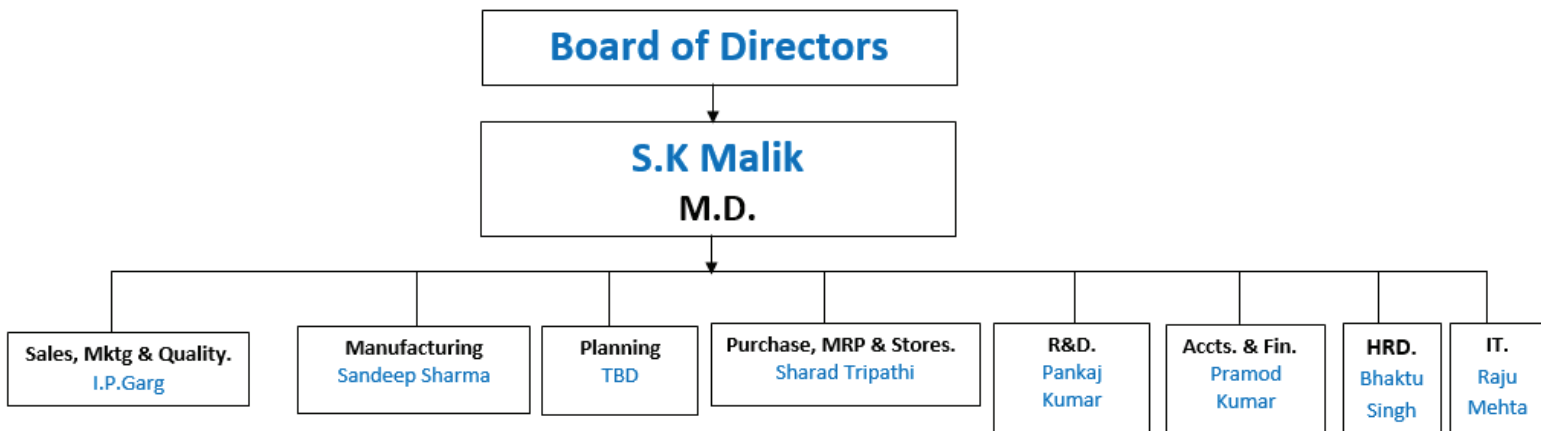
- Implemented **SAP B1 ERP System**, that has enabled seamless integration and streamlining of business functions and processes across Sales, Marketing, Procurement, Manufacturing, Inventory Management, Finance and Management Reporting on One Unified Platform.
- Implemented custom applications on SAP platform for managing “**Product Quality**” and “**System Traceability**”
- Carried out “Parallel Run” entailing transaction processing and reporting on both SAP and legacy system for 3 months (April-June’18).
- **Went Live on SAP ERP independently effective 1st July, 2018.**



Organizational Restructuring

With the objective of meeting the FY2018-19 Business Plan and to better serve the customers (focusing on speed & effectiveness), Calcom carried out an Organizational Restructuring.

- Established Individual business functions with clear accountabilities & performance matrix
- Hired qualified, proven and experienced professionals from Electronics & Lighting Industry as “Functional Heads”.



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Thank you.