



# Calcom Vision Limited

## Corporate Profile 2024

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# The Calcom Journey

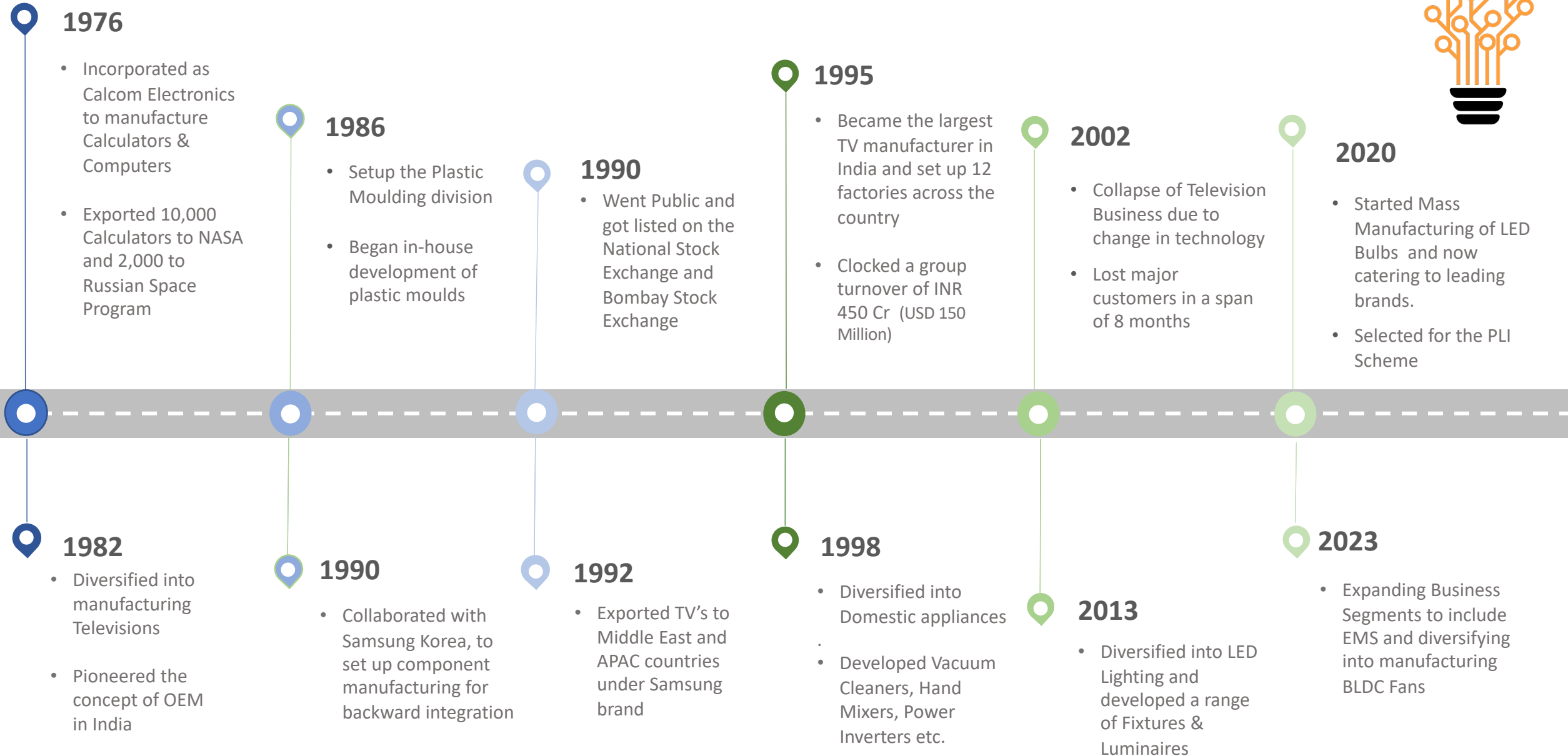
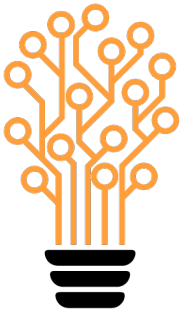


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**ODM Business model** with in-house development and ownership of designs, not bound to any particular customer.

## Diversifying into Futuristic and Energy Saving Products – **BLDC Fans, Smart Lighting (IoT), Solar Lighting**







**1979**

- Exported 10,000 Calculators to NASA and 2,000 to Russian Space Program



**1995**

- Exported Color TV's to APAC counties under the Philips Brand name.



**2004**

- Exported Color TV's to USA with UL approval



**2013**

- Exported Downlighters to APAC countries under OSRAM brand.



**2017**

- Exported Stage Light to OSRAM Germany

**1992**

- Exported B/W Televisions to Middle East, Africa and APAC countries under Samsung Brand.



**2002**

- Exported Color TV's to Europe and UK meeting IEC standards and CE Certified



**2007**

- Exported Fluorescent Lighting to neighboring countries such as Nepal, Sri Lanka & Bangladesh



**2016**

- Exported LED Bulbs and Battens to UK



**2022**

- Exported LED Bulbs and Led battens to Nepal and Middle East

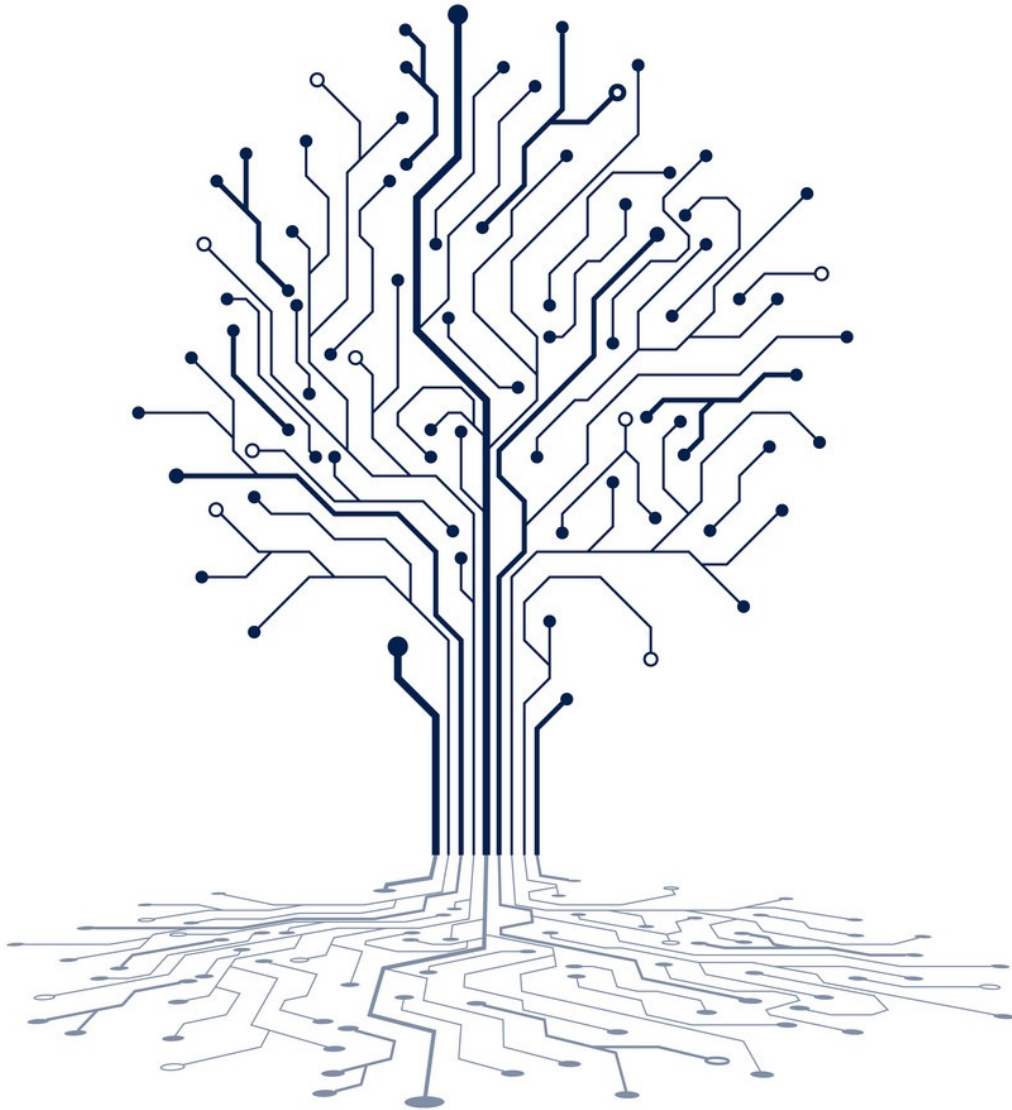


**2023**

- Started Exporting UL Approved Disk Light to USA



# Our Beliefs & Philosophy



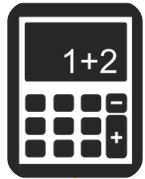
## Our Beliefs

- **Individual Must Be Respected**
- **Customer must be given the best possible service**
- **Excellence and Superior Performance must be pursued**

## Our Philosophy

**“Committed to Excellence and Customer Satisfaction”**

# R&D Achievements



1<sup>st</sup> Indian company and 3<sup>rd</sup> company in the world to make Scientific Programmable Calculators. **Exported 10,000 to NASA and 2000 to The Russian Space Program.**



Calcom developed a **Patented Digital Clock** for Televisions



1<sup>st</sup> Indian Company to design Televisions **meeting UL and IEC standards** for European and US Markets

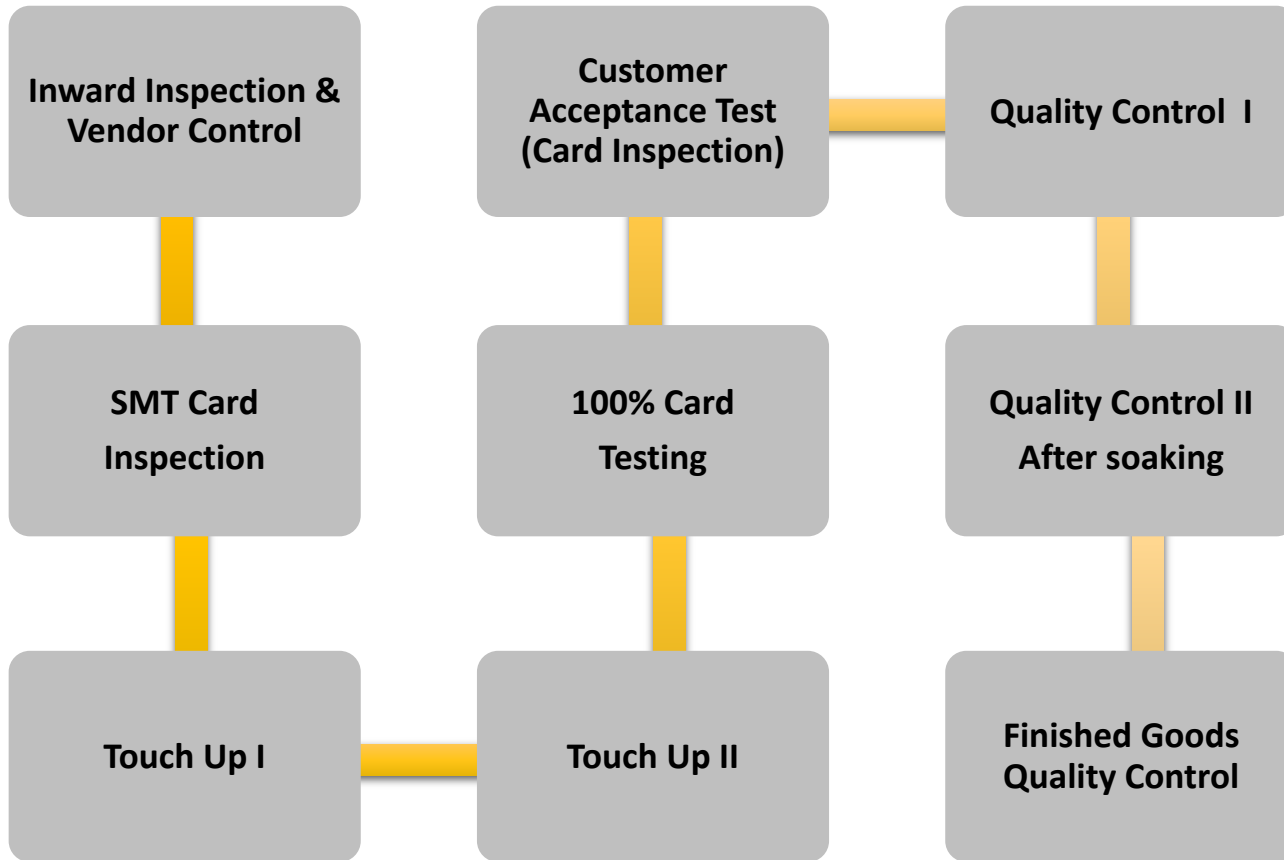


1<sup>st</sup> Indian company to design its own Color TV, meeting IEC standards & **approved by Philips Global Design Centre, Singapore**



Diversified into **Lighting Electronics** and have developed a range of products to cater to the **Domestic and International** market including Specialty Lighting Products

# Quality Focus



## Our Quality Policy

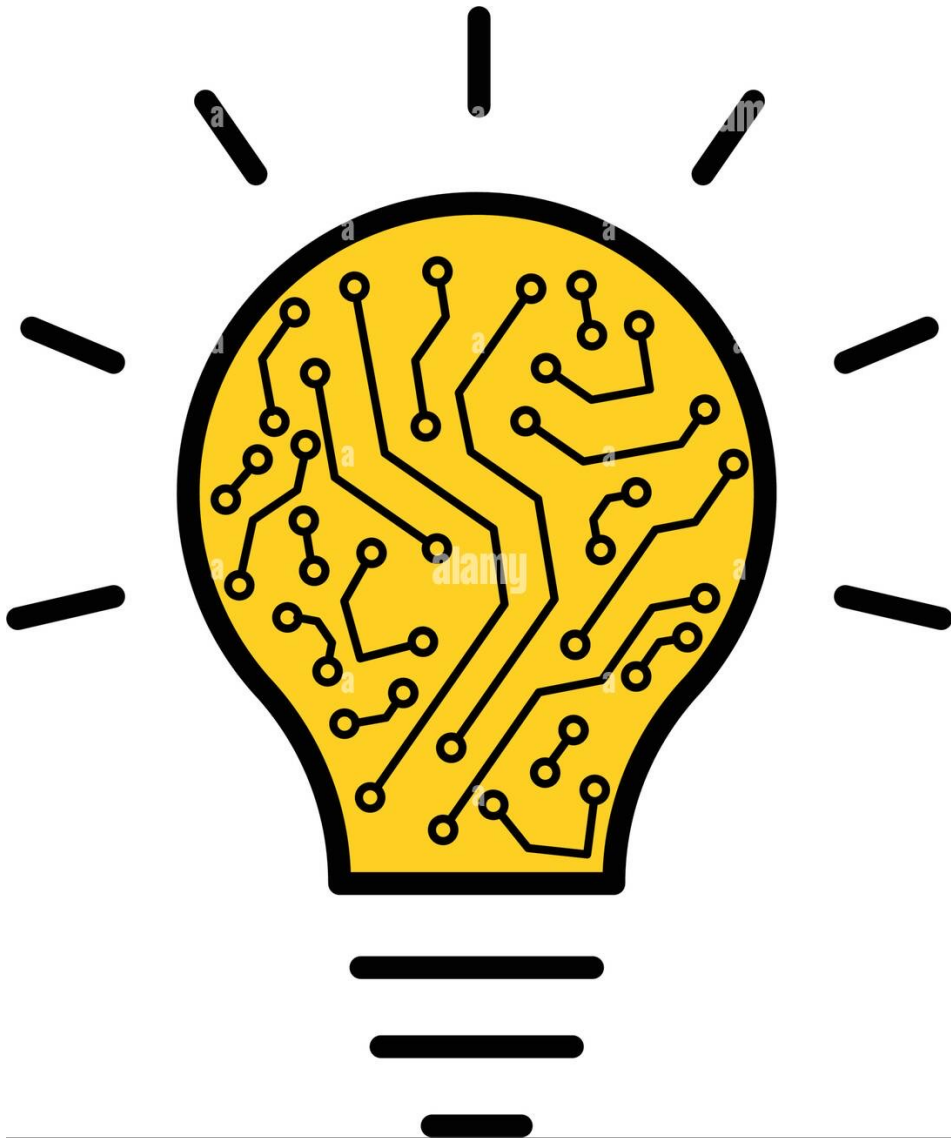
‘We shall deliver **error-free, competitive products and services, on time**, to our customers that meet or exceed their expectations’

At Calcom, we have Multilevel Quality Control Procedures that ensure quality standards are being met at every stage of development enabling manufacturing of reliable products which meet International Quality Standards

Field  
defective  
LED  
products  
<1%



# Customer Focus



At Calcom, we have always been a **Customer Focused** company. We believe in Long-term partnerships to serve and delight our customers.

Customer	Association
Philips – TV	18 years
BPL - TV	16 years
Osram - Lighting	12 years +
Panasonic - Lighting	05 Years +

# Business Segments

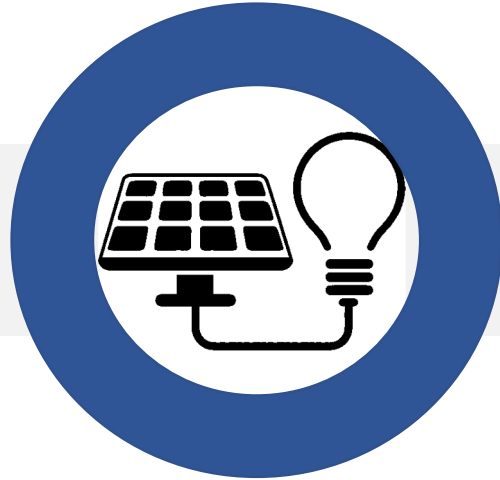


## LED Lighting



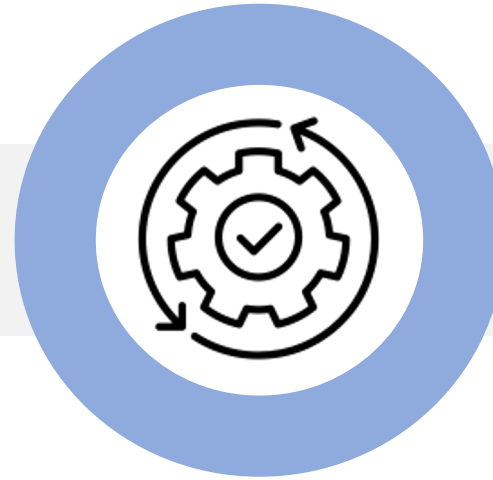
- Complete Range of Indoor & Outdoor products
- Catering to some of the largest Lighting Brands
- Exporting some products to USA and Middle East

## Solar Products



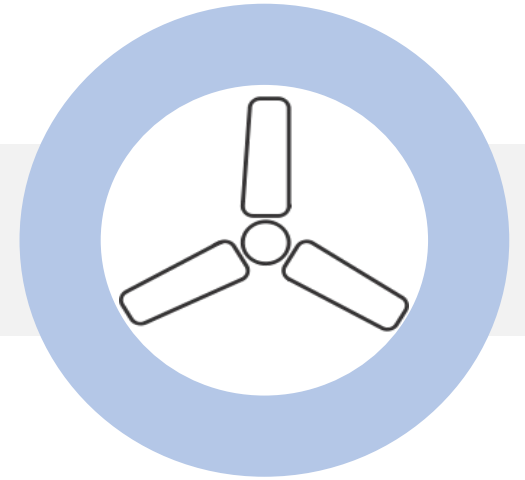
- Forayed into Solar Lighting in 2024
- Expanding Product portfolio to include Solar Street Lights
- Expanding portfolio to include Solar Garden Lights

## EMS



- State-of-the-Art Infrastructure in place to cater to leading Electronics Brands
- Experience in Designing & Development
- Providing End-to-End Solutions

## BLDC Fans & Drivers



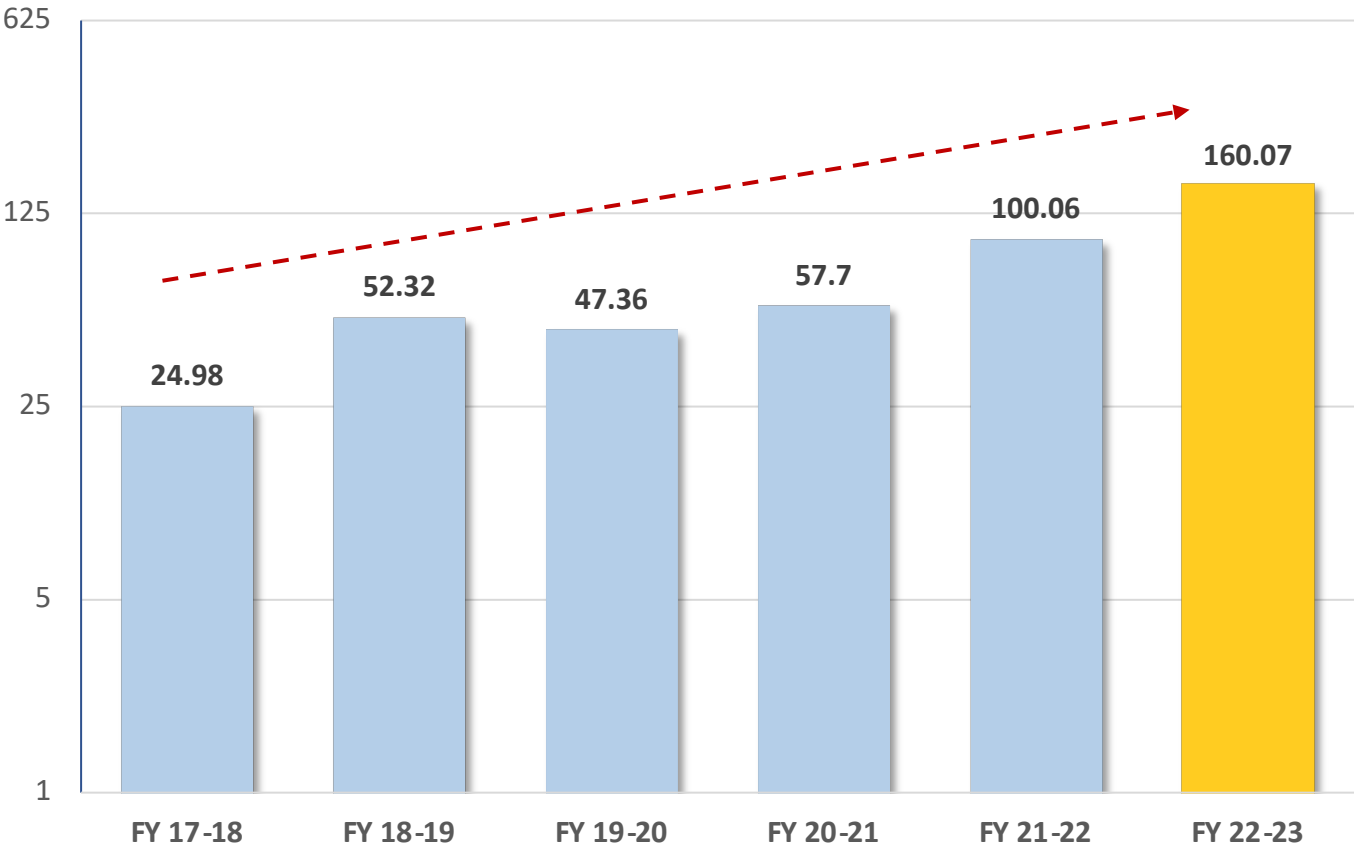
- New Vertical added in 2023 to de-risk business
- Inked a 50:50 Joint Venture with leading Korean company
- Plans to manufacture 100K Fans in Phase 1

# Key Financials

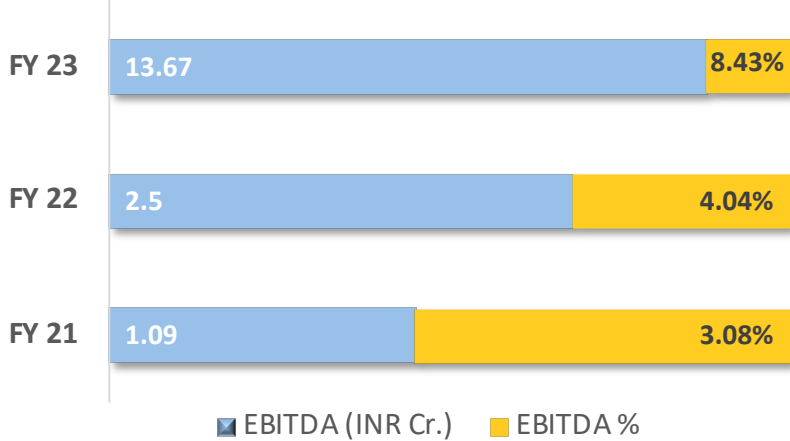


Annual Revenue (YOY)

(INR Cr.)



EBITDA

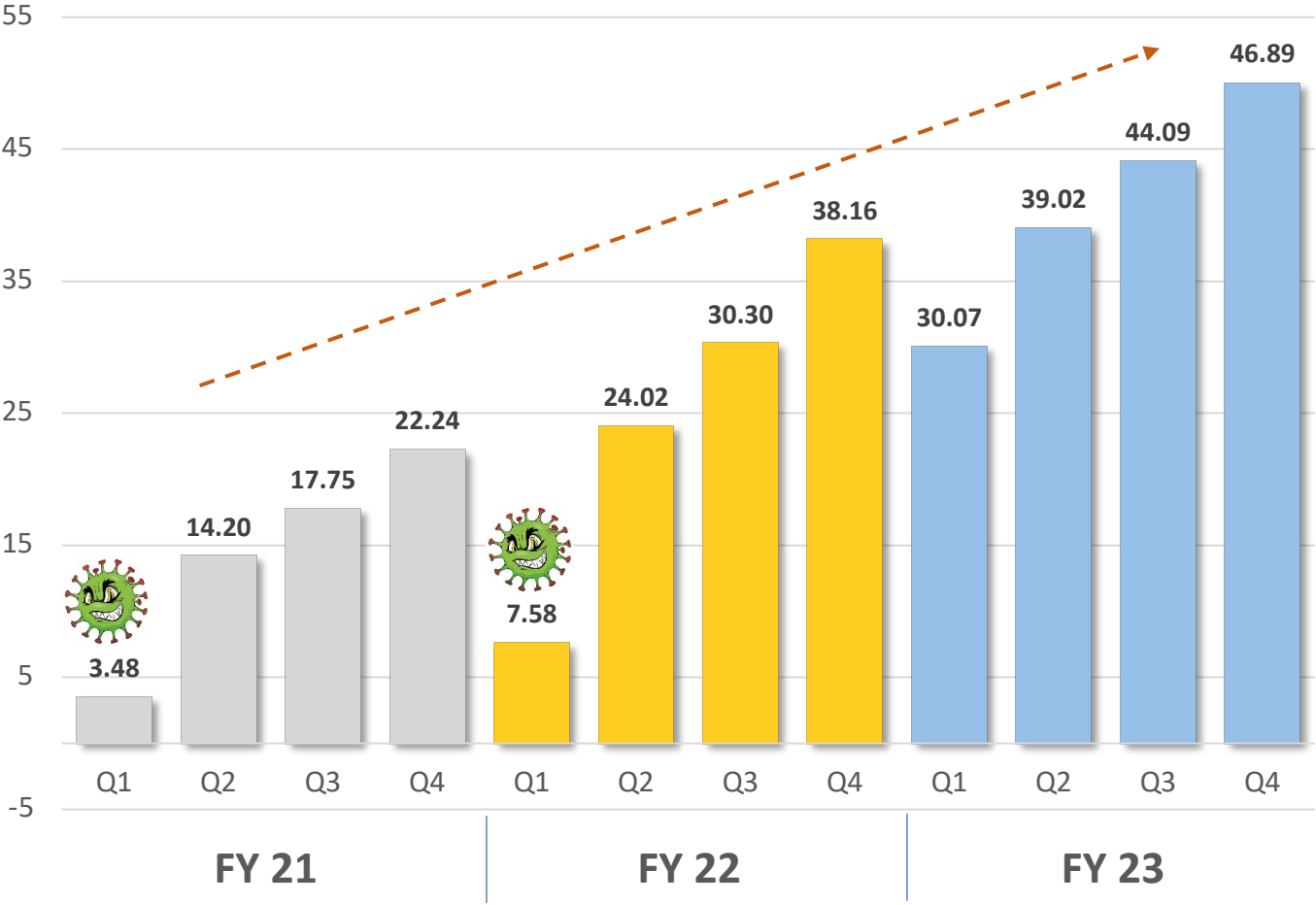


- *The EBITDA for FY 23 ending March 31, 2023 has increased by 446.80% as compared to previous corresponding FY 22 ending March 31, 2022*
- *The EBITDA % of the FY23 ending March 31, 2022 has increased by 109.36% as compared to previous corresponding FY 22 ending March 31, 2022*



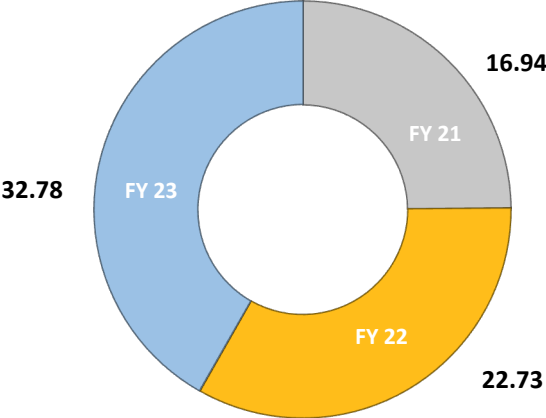
Quarterly Revenue (QoQ)

(INR Cr.)



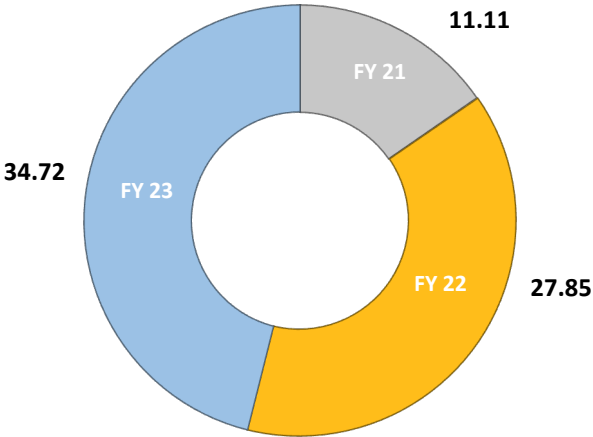
TANGIBLE GROSS BLOCK

(INR Cr.)



NET WORTH

(INR Cr.)



# Fund Raising

In 2022, Calcom raised a Seed Investment Round of **INR 15 Cr** from Marquee Investors that included:

- **Massachusetts Institute of Technology, USA (MIT)**
- **Old Bridge Capital**
- **Promoters**

In 2023, Calcom raised further **INR 15 Cr** from Existing Investors to meet Capital Expenditure and Working Capital requirements for:

## Growth In LED Business



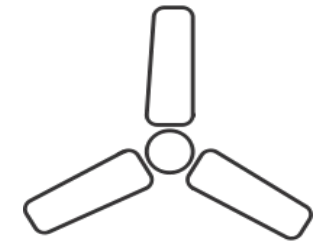
- Automation
- Enhancing Production Capacities-  
3 Million Lamps/ month to  
10 Million Lamps/ month

## Growth In IoT products



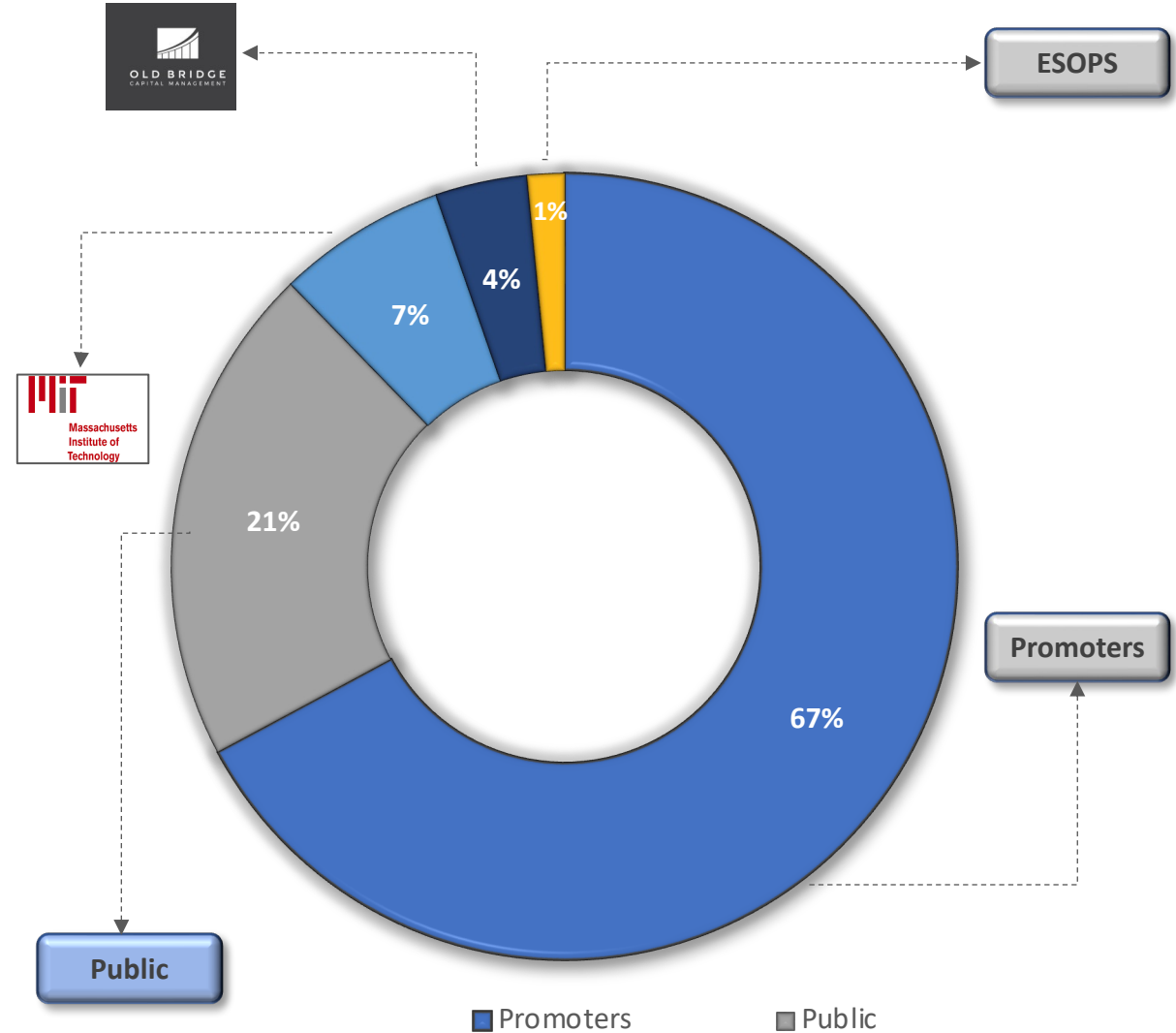
- Expanding product Portfolio of Smart Lighting
- Entering other Home Automation product segments such as Smart CCTV, Smart Locks etc

## Diversification into BLDC Fan Manufacturing



- Setting up a new manufacturing facility
- Initial capacity of 100K Fans per month

# Funding Raising + Equity Holding



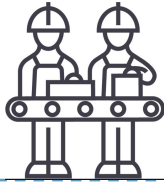
# The Infrastructure





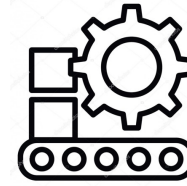
## On-Ground

- Factory Located at Greater Noida,
  - Area ~ **13,000 sq. mtr.**
  - Covered Area ~ **15,000 sq mtr.**
- Future Expansion ~ **45,000 sq. mtr**
- Proximity to New Delhi and upcoming **Freight Corridor**
- **500 KW** Power Back up
- **500KW Rooftop Solar Plant**



## In-House Facilities

- **Tool Room** for Plastic Injection Moulds
- Well equipped **Approbation Lab**
- 3 Manual Insertion Lines
- 7 Final Assembly Lines with **Laser Printing** & **Automatic Packing** Machines
- In-House **Plastic Extrusion Plant**
- In-House **Powder Coating Plant**



## Plant & Machinery

- **8 SMT Lines** with Automatic Printers and 10/12 Zone Reflow Ovens
- 3D Automatic Optical Inspection (**3D AOI**)
- **3** Automatic Bulb Assembly Lines
- **5** Plastic Injection Molding Machines
- **7** Automatic Ageing Machines
- **Battery Charging** and Grading Setup
- In-House **Pressure Die Casting**





# Our Customers



Panasonic®

OPPLE  
LIGHTING

GreatWhite®  
Electricals

BAJAJ  
Bajaj Electricals Ltd.  
*Inspiring Trust*

USHA

OSRAM

LEDVANCE

sun king.  
from Greenlight Planet

Jaquar  
LIGHTING

HPL

TRAXON | ecue  
MEMBER OF PROSPERITY GROUP

ReneSola

wipro

amazon  
basics

Flipkart  
SmartBuy

BPL

cromā  
A TATA Enterprise

Vinay  
ELECTRICAL SOLUTIONS

zunroof  
India's #1 Choice

OSRAM  
Germany

SMARTMESH



CG CHAUDHARY  
GROUP

CAPITAL  
LIGHTING FIXTURE COMPANY®

Calcom®

Strictly Private and Confidential

# Product Portfolio



## Low Wattage LED Bulbs

0.5W

3W

5W

7W

9W

12W

15W

## Mid Wattage LED Bulbs

18W

23W

26W

## High Wattage LED Bulbs

30W

40W

50W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

Strictly Private and Confidential

Plastic Batten

- 5W
- 10W
- 20W

Aluminum Batten

- 20W
- 36W
- 40W

Industrial Batten (IP20 | IP65)

- 36W
- 40W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*



# LED Inverter Bulb

7W

9W

# LED Inverter Batten

20W



Upto 4  
Hours  
Backup



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

## LED Smart Bulbs

9W

12W

## LED Smart Batten

20W

## LED Smart Downlighter

10W

15W

## Smart Plugs

10A

16A



Google home



amazon alexa

WiFi Smart Bulb



*\* Available in 2 Ch and 5 Ch*



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



16 Million Colors



Power Factor >0.95\*

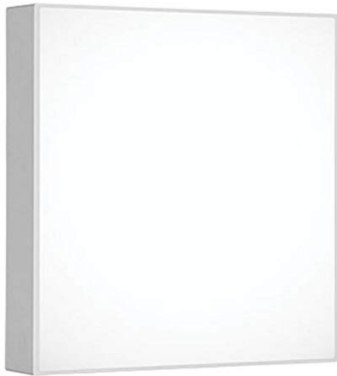
Strictly Private and Confidential

# LED PC Downlighter

- 5W
- 10W
- 15W
- 20W

# LED Surface Downlighter

- 6W
- 12W
- 18W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

## LED 1x1 Panel

24W

## LED 2x2 Panel

36W

40W

## LED 1x4 Panel

36W

40W

**Calcom**<sup>®</sup>



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

Strictly Private and Confidential

# LED Flood Light (IP65)

- 20W
- 30W
- 50W
- 70W
- 100W
- 150W
- 200W

# LED Bulk Head (IP65)

- 10W
- 15W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

LED Street Light Professional  
(IP65)

20W	25W	30W
35W	45W	60W

LED Street Light Trade  
(IP65)

15W	25W	45W
60W	75W	100W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

Strictly Private and Confidential



## LED PAR Light (IP20 | IP65)

100W

150W

## LED Façade Light (IP65)

60W

100W

200W



Surge 4KV/ 440V Protection



DMX/ Wifi Controlled



IP65 Rated



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95\*

# LED All In One Street Light (IP65)

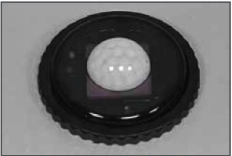
30W	45W	60W
80W	100W	160W



Use brand-new 5050 high luminous efficiency lamp beads.



Aluminium Alloy and Die Cast Aluminium heats up faster.



Intelligent sensing, dark lighting, dark lighting sensor.



# Solar Garden Light (IP65)

30W



LED Switch.

PIR or timing and lighting.

3535 Bridgelux from USA with high brightness.



Calcom is an  
ISO 9001:2015  
ISO 14001:2015  
SA 8000:2014  
compliant organization  
and RoHS and CE  
accredited

RoHS



# The Team





# Calcom Leadership Team



**Sushil K Malik**  
CHAIRMAN &  
MANAGING DIRECTOR

**Mr. Sushil Kumar Malik** is the Founder, Chairman and Managing Director of Calcom. An Electronics Engineer from Delhi College of Engineering and an M.B.A. from FMS, Delhi.

He has over four decades of rich experience in the electronics and lighting industry. A trail blazer, he was always ahead of his time. He has led Calcom since its inception. Besides overseeing all the operational functions, his primary focus is the company's Vision & Strategic Planning and Research and Development.



**Abhishek Malik**  
EXECUTIVE DIRECTOR

**Mr. Abhishek Malik** is the Executive Director at Calcom. He graduated from Macquarie University, Sydney, Australia followed by an MBA from IE Business School, Madrid.

He has over 12 years of working experience across the Consulting and Service Industry. He co-founded a start-up in the Automotive space before joining Calcom. At Calcom, he is looking after Strategy, Marketing and Investor Relations. He is also managing the Smart/ IoT business vertical of Calcom.



**Debashish Mukherjee**  
CHIEF OPERATING OFFICER

**Mr. Debashish Mukherjee** is the Chief Operating Officer at Calcom. He is an Electronics Engineer and a topper of his University. He has 35 Years of proven experience in different fields like Product/Process/Quality management, setting up of manufacturing units, Supplier Management, Portfolio Planning etc.

He was last appointed as Director/Head of Innovation & Design Quality for Professional Lighting Business Group of Philips Lighting India (now known as Signify Innovations India Ltd).



**All Support functions are headed by Seasoned Professionals  
with 20+ years of working experience in the Lighting/  
Electronics Industry**



# Board of Directors



**Mr. Sunder Hemrajani**  
Independent Director

**Mr. Sunder Hemrajani** is an alumnus of Harvard Business School. He completed his MBA from FMS, Delhi and Graduated in Mechanical Engineering from Delhi College of Engineering (DCE). He has over 35 years of varied experience in Sales, Marketing and General Management functions in leading Companies like Hindustan Unilever, Whirlpool, PepsiCo, Reliance Capital and Times. He retired as Managing Director of Times Innovative Media Ltd.



**Mr. Ashok Kumar Sinha**  
Independent Director

**Mr. A K Sinha** - M.Sc in Chemistry from the Indian Institute of Technology, Kharagpur, India,. He has 39 years of experience in a wide range of positions in the tax administration, audit, collection & specialized investigation of tax frauds as well as international taxation. He was the Vice chairman of the Income Tax Settlement Commission and completed four years as The Chief Commissioner and later as the Principal Chief Commissioner of Income Tax. Since 2012, he has also been consulting for the IMF and The World Bank.



**Dr. Om Prakash Sood**  
Independent Director

**Dr. O P Sood** is a Medical graduate and a Doctor of Medicine from Maulana Azad Medical College, Delhi University. He has vast experience in Strategic Planning, Marketing and Research & Development. He worked with Sarabhai's in the earlier year as the Medical Director. Later, he worked with a Swiss multinational GEIGY as their Marketing Director. He retired in 1998 from Ranbaxy as their Corporate Medical Director and has been with Calcom since then.



**Ms. Parvathy Venkatesh**  
Non-Executive Independent  
Director

**Ms. Venkatesh** has done her B.Com (Hons), FCMA, USA). She is associated with Ramanath Iyer & Co (RNI & Co.)- a leading firm for cost accountants in Delhi. She has a rich professional experience spanning over 20 years in diverse areas of Cost Audits, Consulting, Internal Audits and system implementation in many large companies. She has worked in various industries including Textiles, Sugar, Cement, Automobile, Auto Ancillaries, Paper, Consumer Electronics etc. She is also a Consultant to the Ministry of Housing & Urban Affairs on the financial evaluation of RFD projects.



**Mr. Akhauri Rajesh Sinha**  
Non-Executive Independent  
Director

**Mr. A R Sinha** has over 37 years of experience as a banking professional across public sector, private sector and foreign banks in India and abroad (USA) handling functions such as Corporate Banking, Equity and Debt Capital markets, International Banking, Forex and Treasury operations, Balance sheet / Risk management, NPA management and Relationship management. His last posting was as Director Finance - Jindal Group, managing a debt portfolio of more than USD 5 billion. Prior to this assignment, he was Chairman - Jindal Power Ltd, Chief Financial Advisor - Jindal Group and Principal Group Advisor - Power Trading Corporation.

The background of the slide features a light gray, semi-transparent graphic. On the left side, there are several interlocking gears of different sizes. In the center and right, there is a faint, stylized globe with latitude and longitude lines. Overlaid on the globe are various geometric shapes, including squares and circles, connected by thin lines, suggesting a network or data flow. The overall aesthetic is clean and modern, with a focus on technology and engineering.

# Thank You

## Disclaimer

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