



Calcom Vision Limited

Corporate Profile 2023

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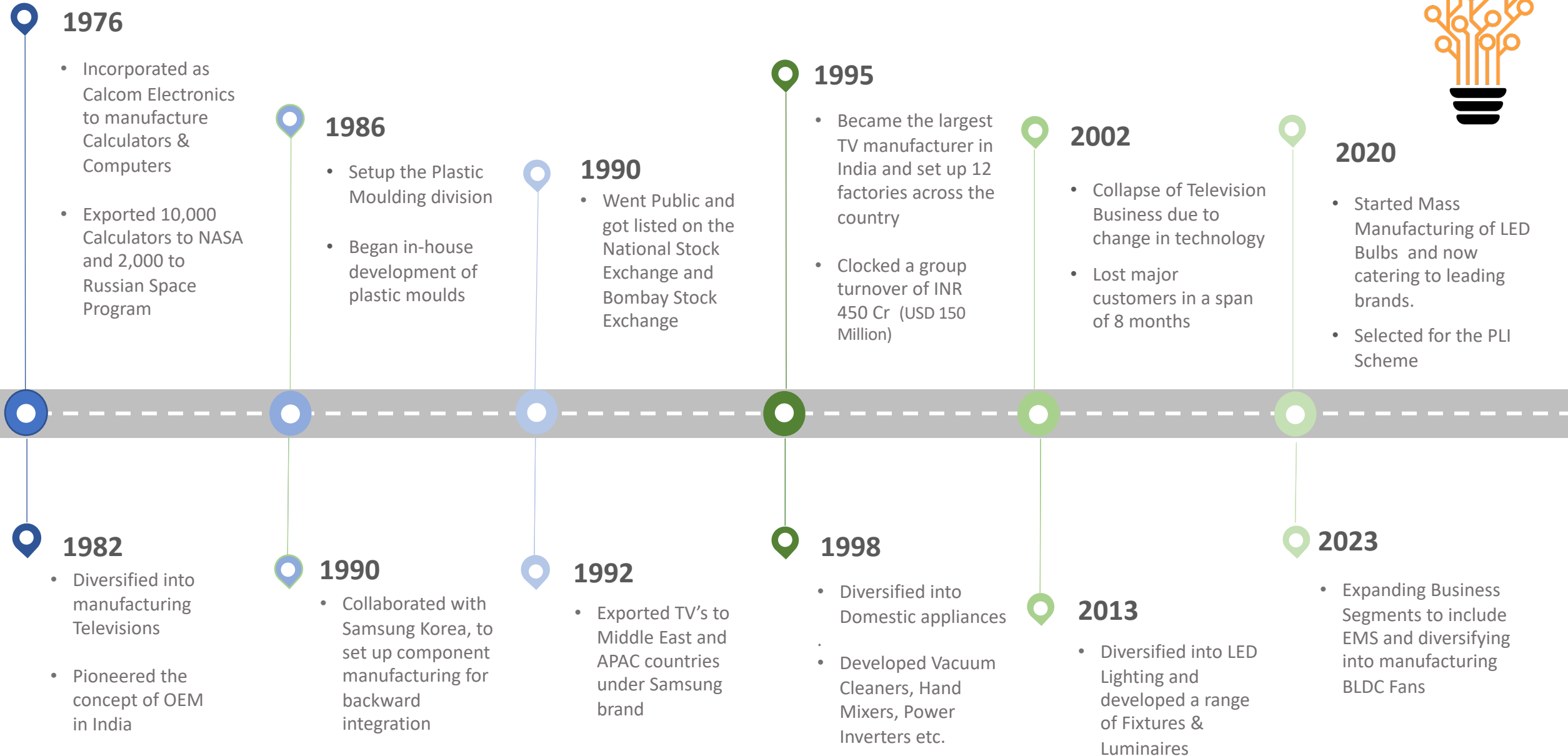
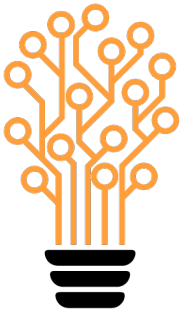
The Calcom Journey



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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)**





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 counties 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

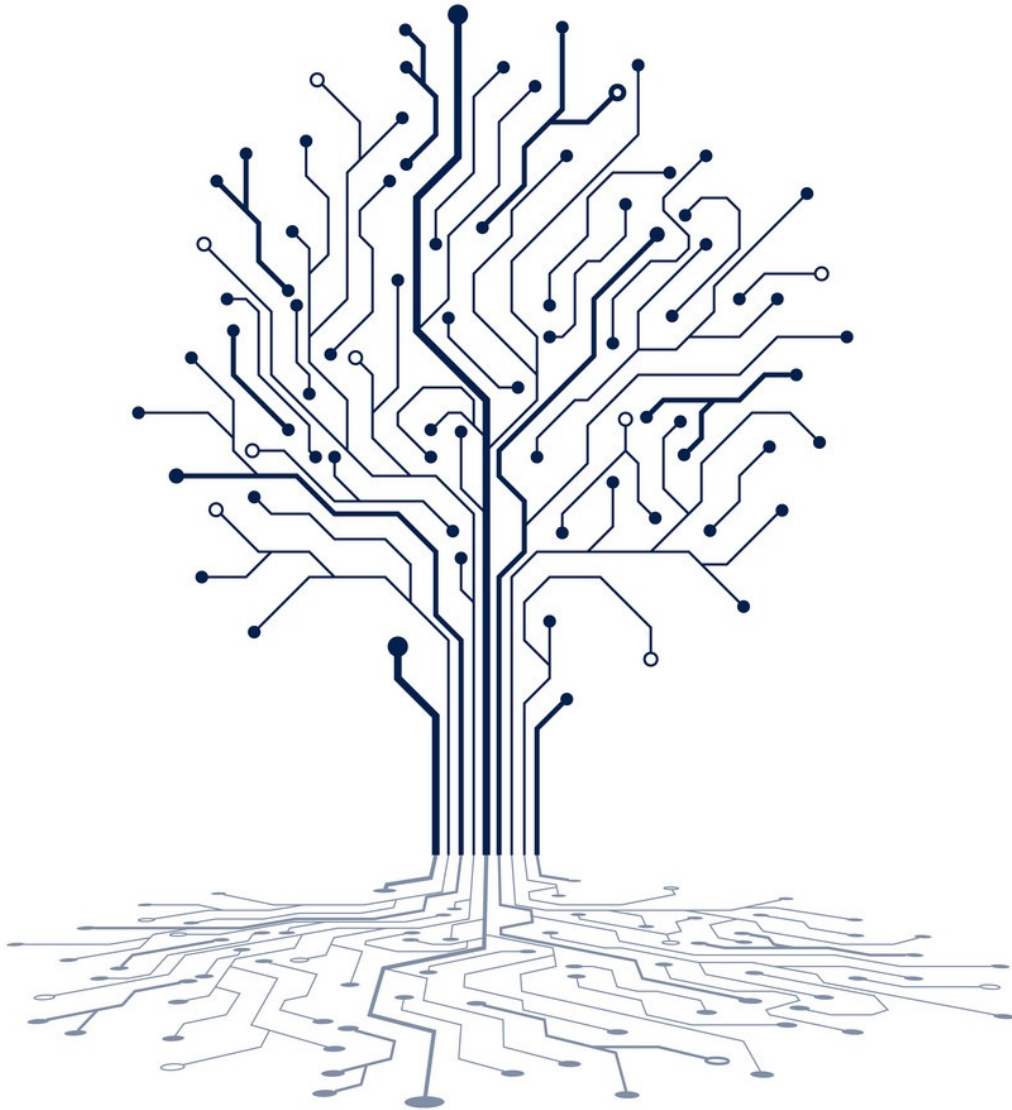


2023

- Started Exporting UL Approved Disk Light to USA



Our Beliefs & Philosophy



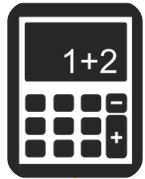
Our Beliefs

- **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



1st Indian company and 3rd 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



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

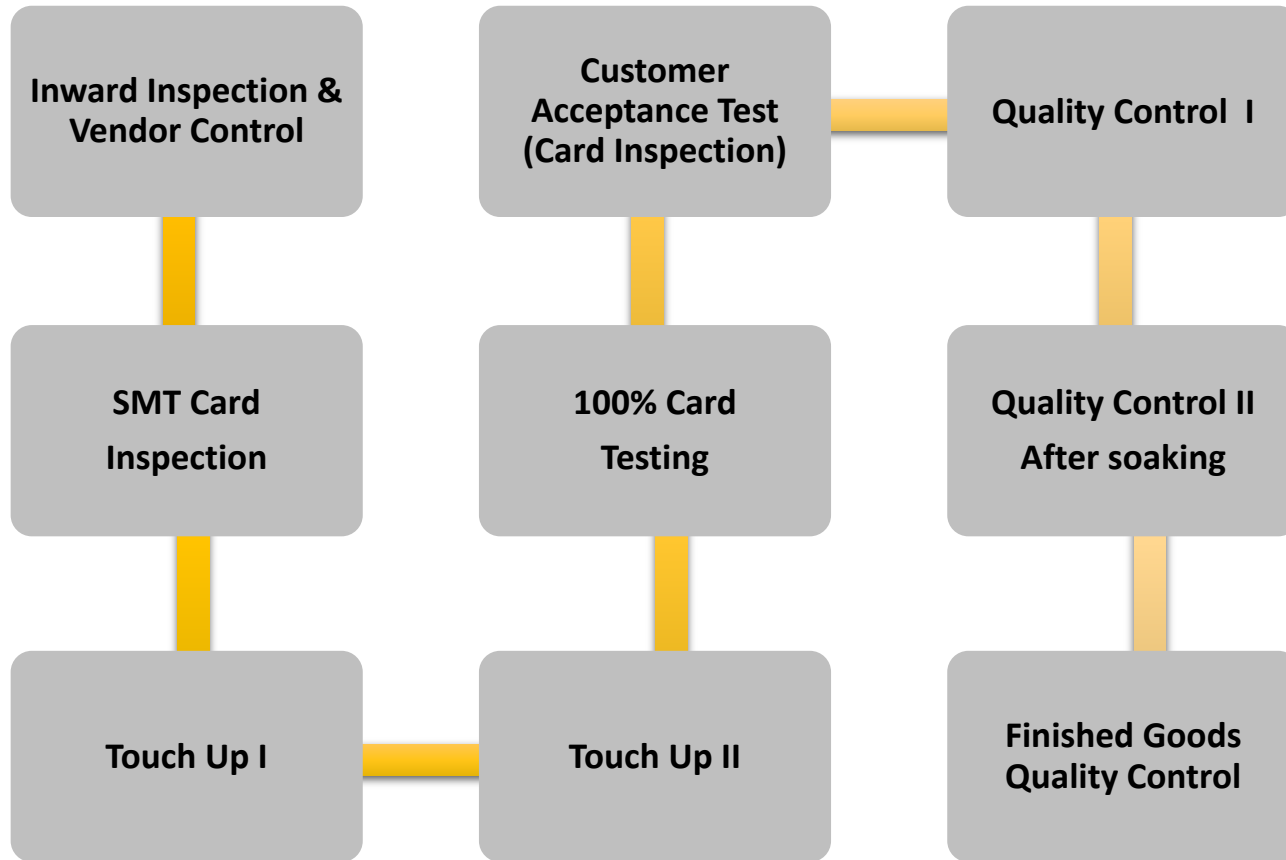


1st Indian company to design its own Color TV, meeting IEC standards & **approved by Philips Global Design Centre, Singapore**



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



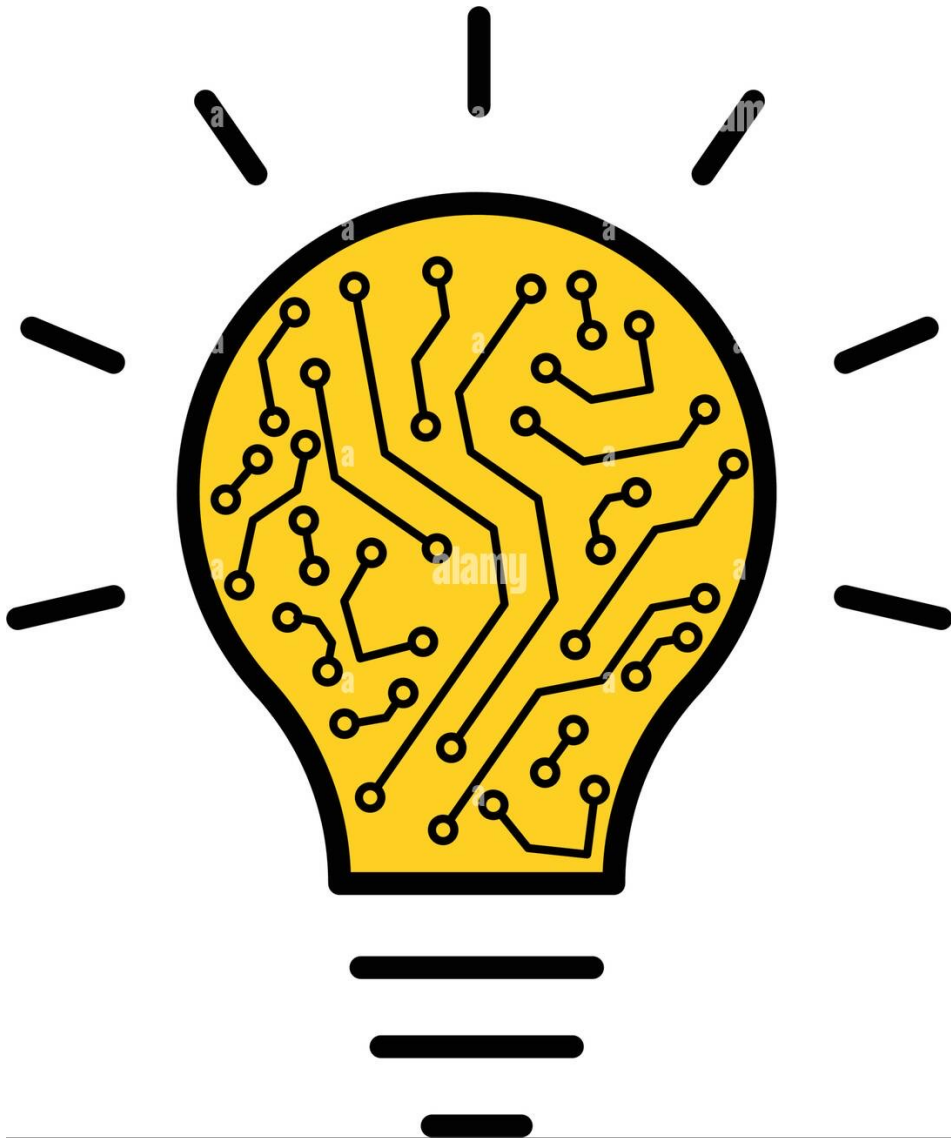
At Calcom, we have Multilevel Quality Control Procedures that ensure quality standards are being met at every stage of development enabling manufacturing of reliable products which meet International Quality Standards

Field
defective
LED
products
<1%

Our Quality Policy

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

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	04 Years +

Business Segments



LED Lighting



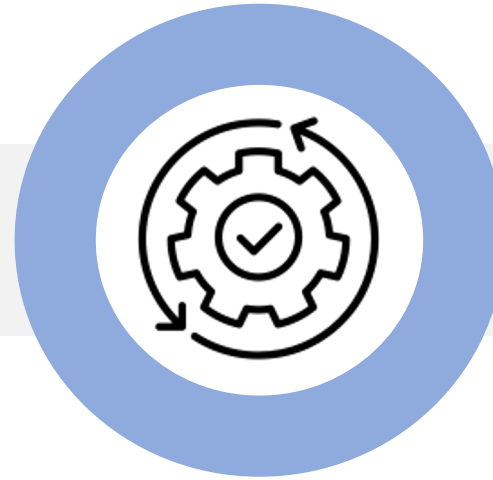
- Complete Range of Indoor & Outdoor products
- Catering to some of the largest Lighting Brands
- Exporting some products to USA and Middle East

Smart/ IoT Products



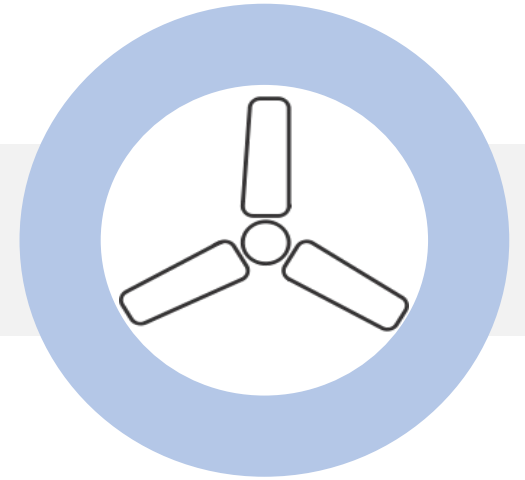
- Forayed into Smart Lighting in 2022
- Expanding Product portfolio of Smart/ IoT products
- Expanding portfolio to include more Home Automation Products

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



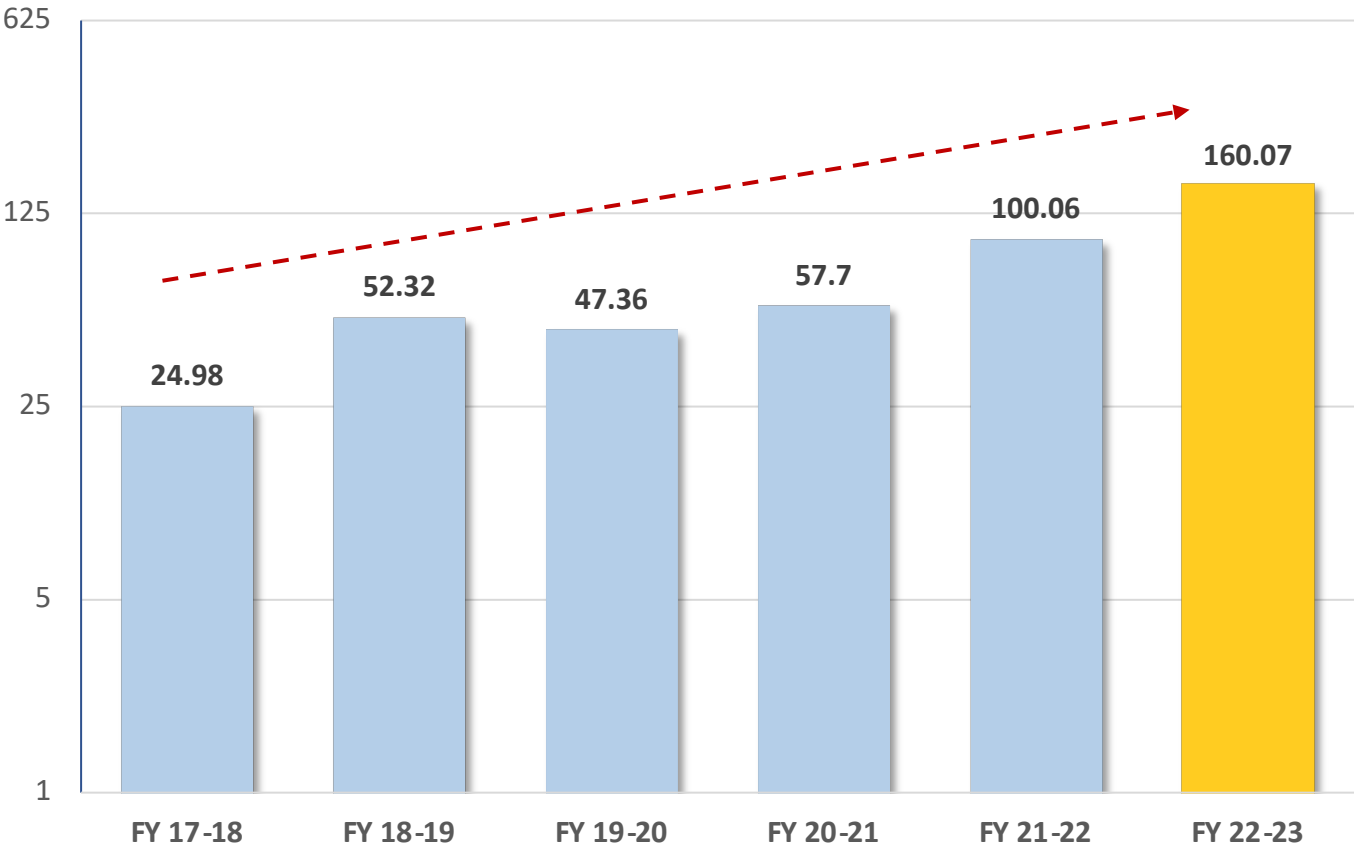
- New Vertical added in 2023 to de-risk business
- Inked a 50:50 Joint Venture with leading Korean company
- Plans to manufacture 100K Fans in Phase 1

Key Financials

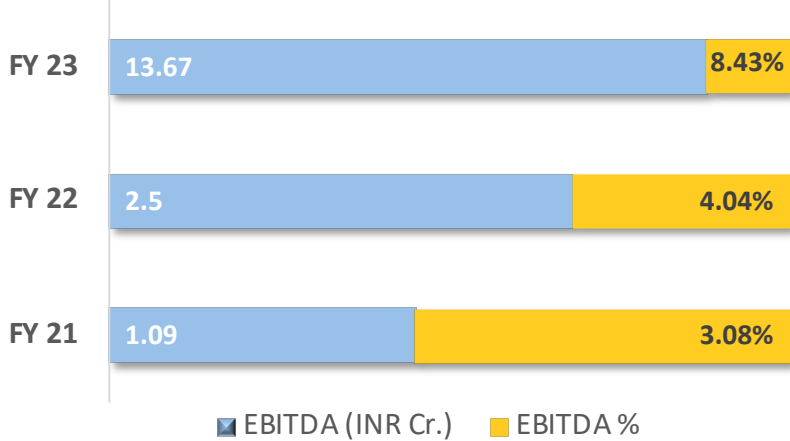


Annual Revenue (YOY)

(INR Cr.)



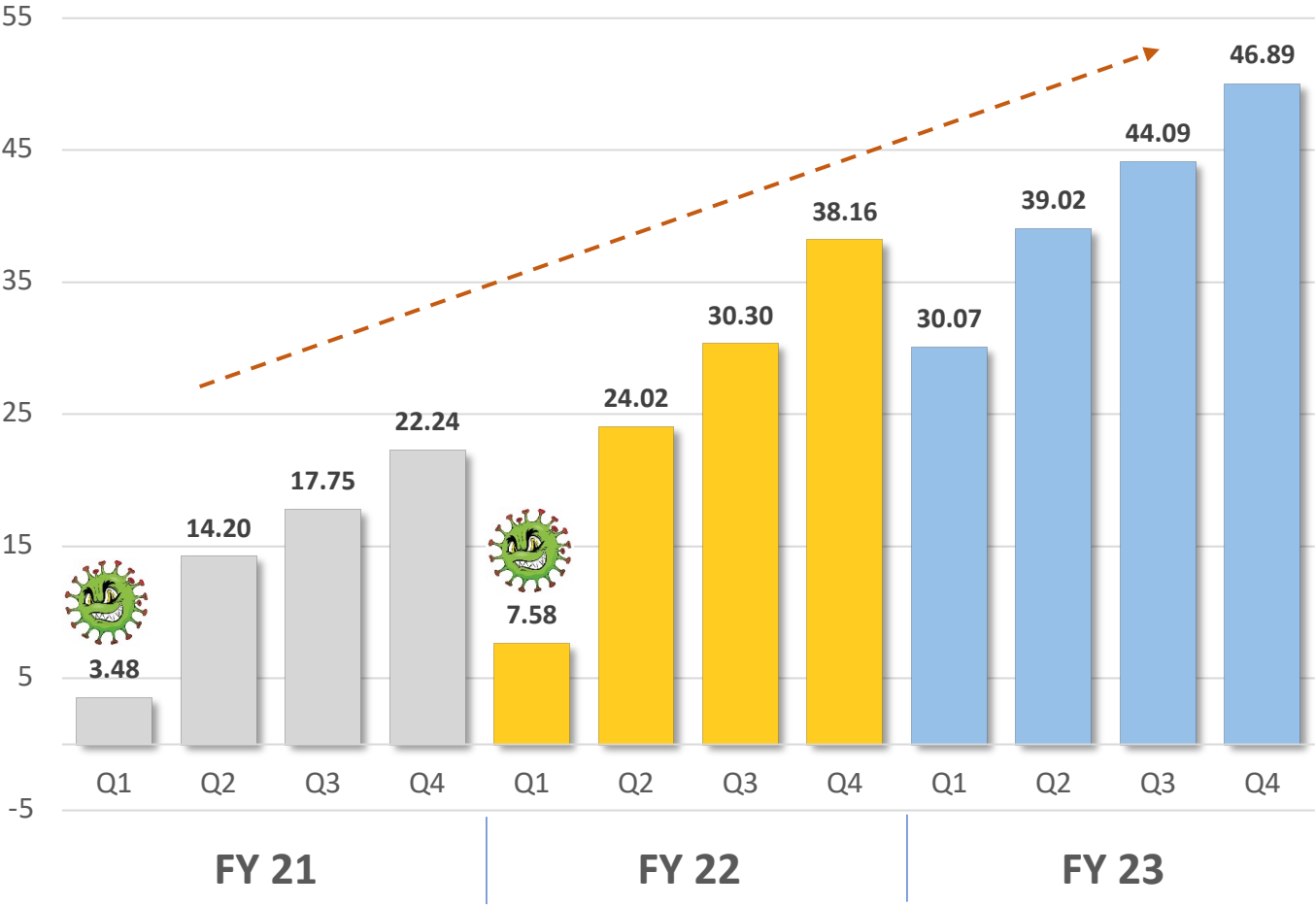
EBITDA



- *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*

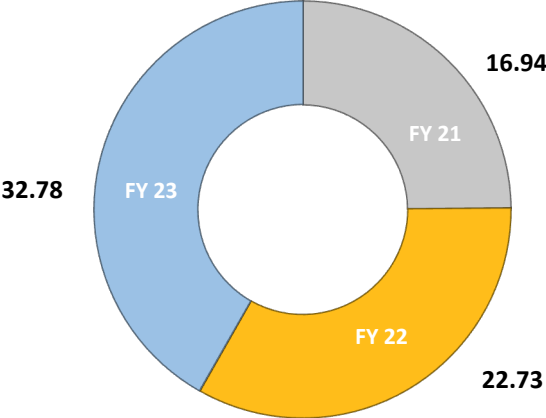
Quarterly Revenue (QoQ)

(INR Cr.)



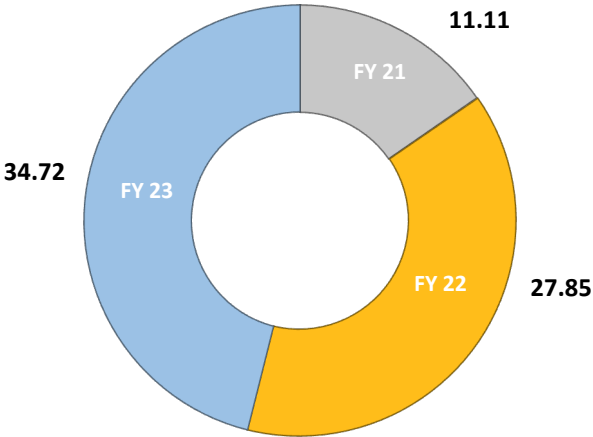
TANGIBLE GROSS BLOCK

(INR Cr.)



NET WORTH

(INR Cr.)



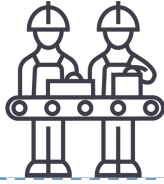
The Infrastructure





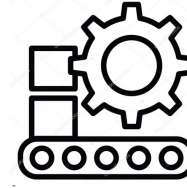
On-Ground

- 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
- Plans to install a Rooftop **Solar Plant**



In-House Facilities

- **Tool Room with In-house CNC machine** for Plastic Injection Moulds
- Well equipped **Approbation Lab**
- **Wire Wound Comp.** manufacturing
- **RoHS** implemented Assembly Lines
- 3 Manual Insertion Lines
- 9 Final Assembly Lines with **Laser Printing & Automatic Packing** Machines



Plant & Machinery

- **8 SMT Lines** with Automatic Printers and 10/12 Zone Reflow Ovens
- 3D Automatic Optical Inspection (**AOI**)
- **2** Automatic Bulb Assembly Machines
- **4** Plastic Injection Molding Machines
- **8** Automatic Ageing Machines
- **Battery Charging** and Grading Setup



Our Customers



Panasonic®

OPPLE
LIGHTING

GreatWhite®
Electricals

BAJAJ
Bajaj Electricals Ltd.
Inspiring Trust

USHA

OSRAM

LEDVANCE

sun king.
from Greenlight Planet

Jaquar
LIGHTING

HPL

ReneSola

wipro

amazon
basics

Flipkart
SmartBuy

BPL

OSRAM
Germany

Vinay
ELECTRICAL SOLUTIONS

zunroof
India's #1 Choice

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*

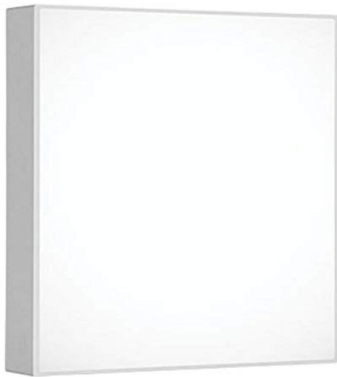
Strictly Private and Confidential

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 2x2 Panel

36W

40W

LED 1x4 Panel

36W

40W



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 Street Light (IP65)

15W	18W	24W
35W	45W	70W

LED Flood Light (IP65)

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



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95*

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*

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.



**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.



Thank You

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