



Calcom Vision Limited

Corporate Profile 2024

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- Plant & Machinery

Our Customers

- Domestic & International

Product Portfolio

- Indoor Lighting
- Outdoor Lighting
- Certifications & Accreditations

The Team

- Leadership Team
- Board of Directors

The Calcom Journey



[illegible]

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**

1976



- Incorporated as Calcom Electronics to manufacture Calculators & Computers
- Exported 10,000 Calculators to NASA and 2,000 to Russian Space Program

1982

- Diversified into manufacturing Televisions
- Pioneered the concept of OEM in India



Calc

1986



- Setup the Plastic Moulding division
- Began in-house development of plastic moulds

1990

- Collaborated with Samsung Korea, to set up component manufacturing for backward integration



1990

- Went Public and got listed on the National Stock Exchange and Bombay Stock Exchange



1992

- Exported TV's to Middle East and APAC countries under Samsung brand



1995

- Became the largest TV manufacturer in India and set up 12 factories across the country
- Clocked a group turnover of INR 450 Cr (USD 150 Million)



1998

- Diversified into Domestic appliances
- Developed Vacuum Cleaners, Hand Mixers, Power Inverters etc.



2002

- Collapse of Television Business due to change in technology
- Lost major customers in a span of 8 months

2013

- Diversified into LED Lighting and developed a range of Fixtures & Luminaires



2020

- Started Mass Manufacturing of LED Bulbs and now catering to leading brands.
- Selected for the PLI Scheme



2023

- Expanding Business Segments to include EMS and diversifying into manufacturing BLDC Fans



Strictly Private and Confidential



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

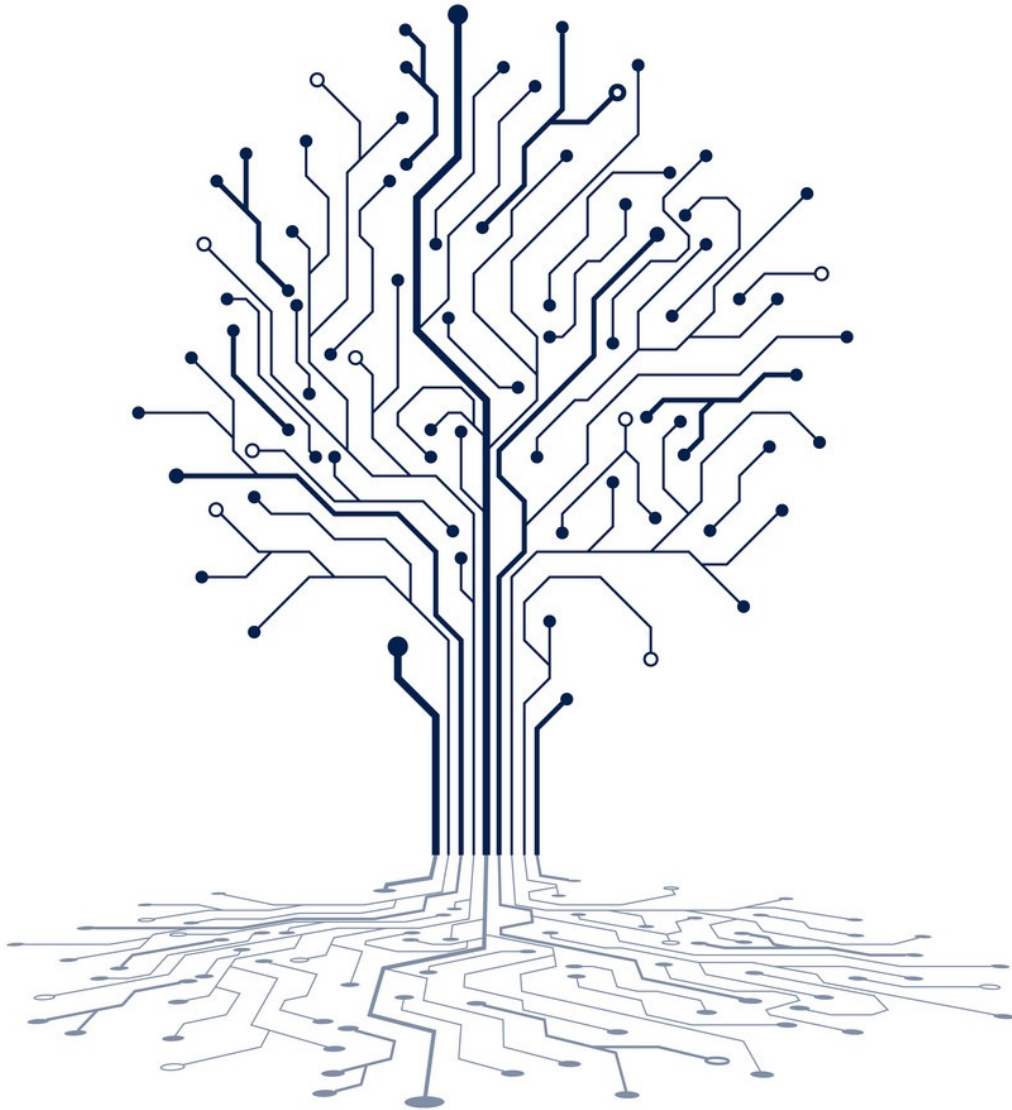


2023

- Started Exporting UL Approved Disk Light to USA



Our Beliefs & Philosophy



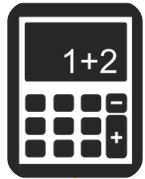
Our Beliefs

- **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



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

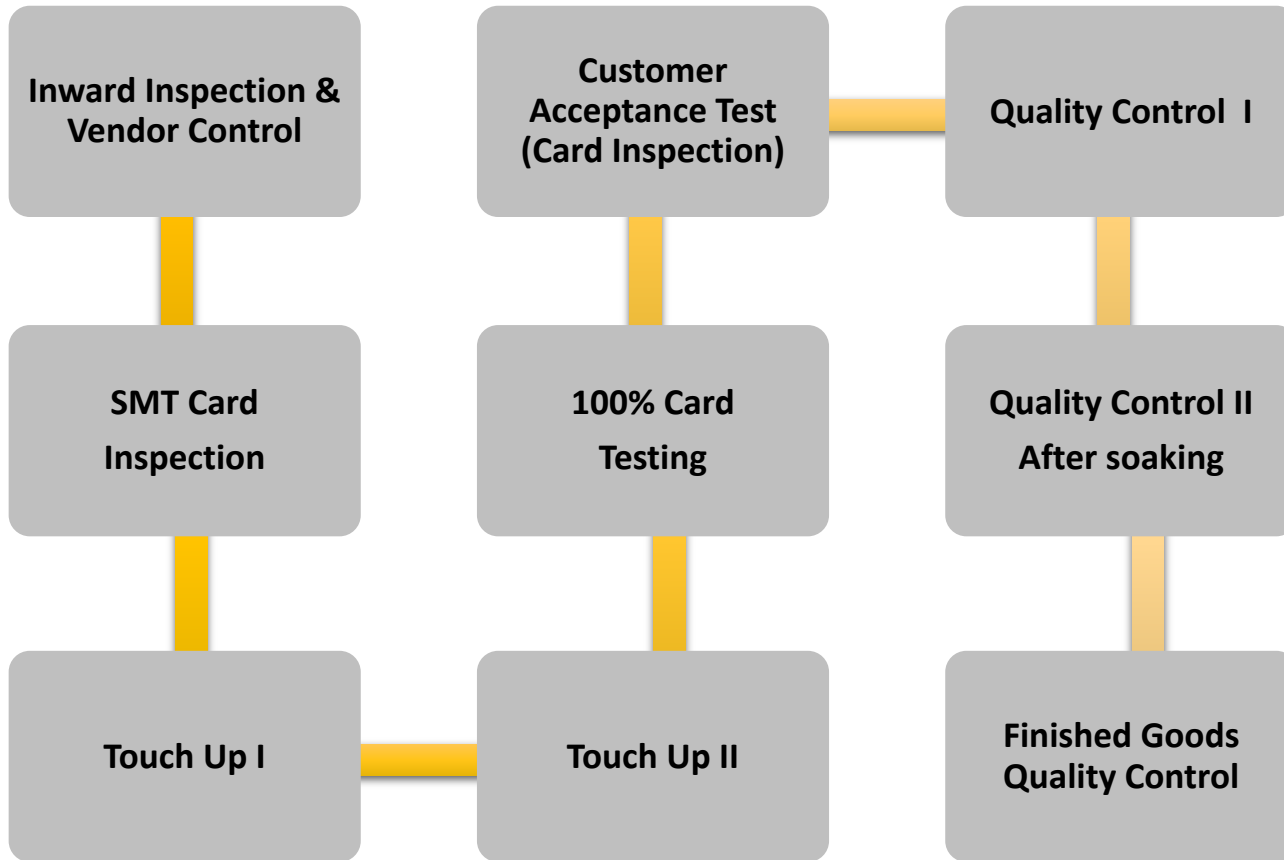


1st Indian company to design its own Color TV, meeting IEC standards & **approved by Philips Global Design Centre, Singapore**



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



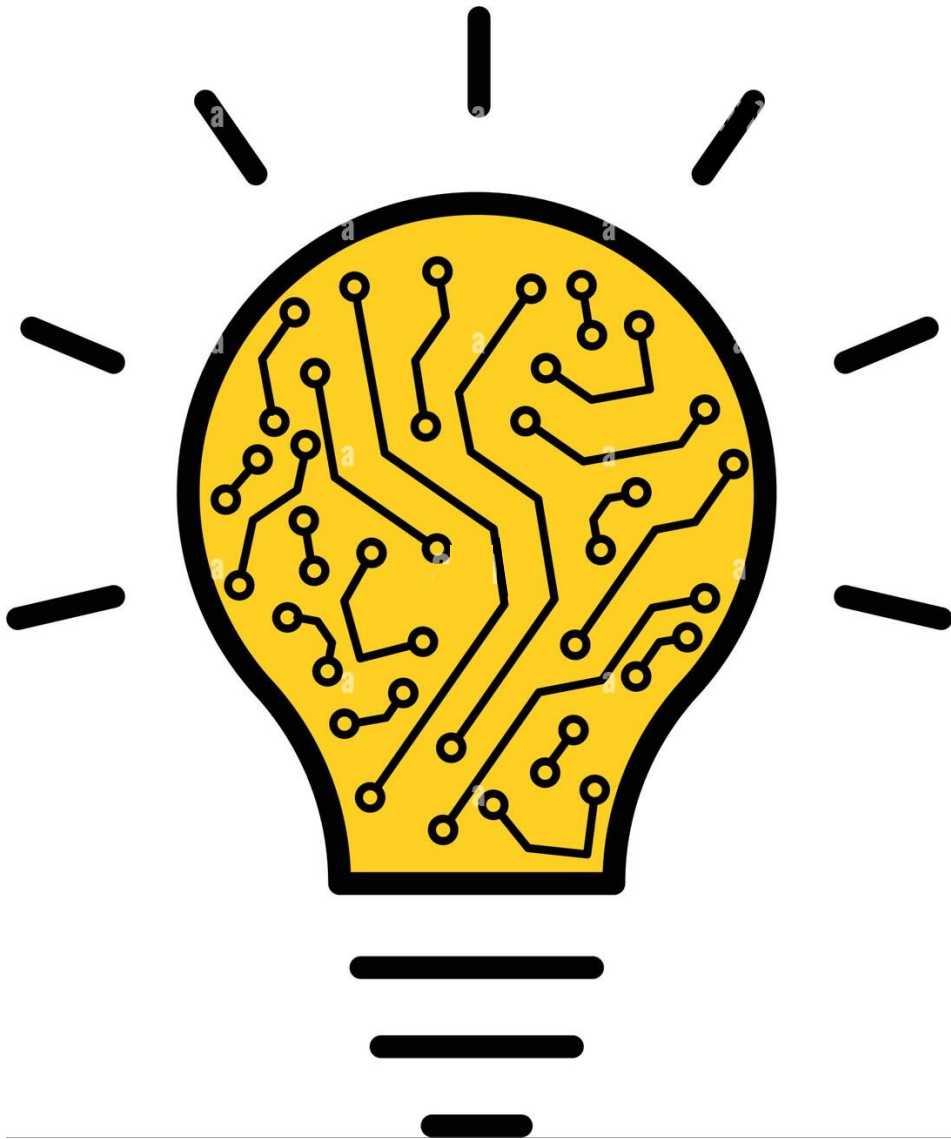
Our Quality Policy

‘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

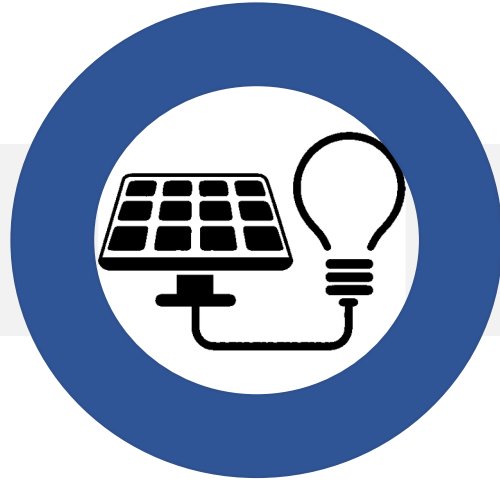


LED Lighting



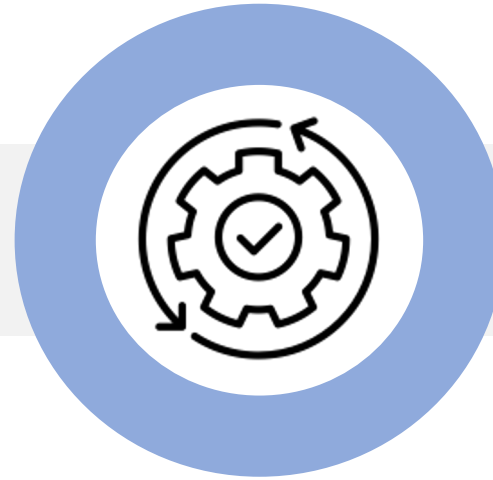
- Complete Range of Indoor & Outdoor products
- Catering to some of the largest Lighting Brands
- Exporting some products to USA and Middle East

Solar Products



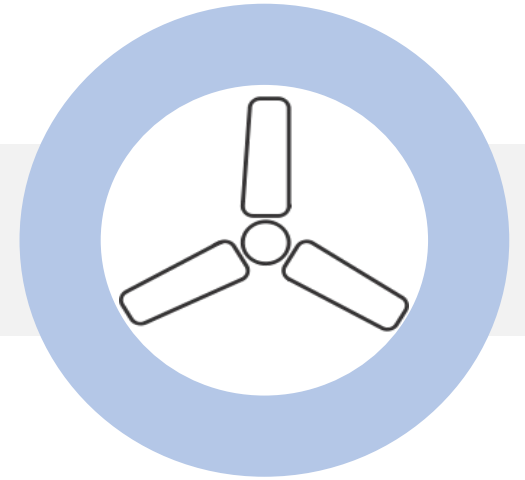
- Forayed into Solar Lighting in 2024
- Expanding Product portfolio to include Solar Street Lights
- Expanding portfolio to include Solar Garden Lights

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



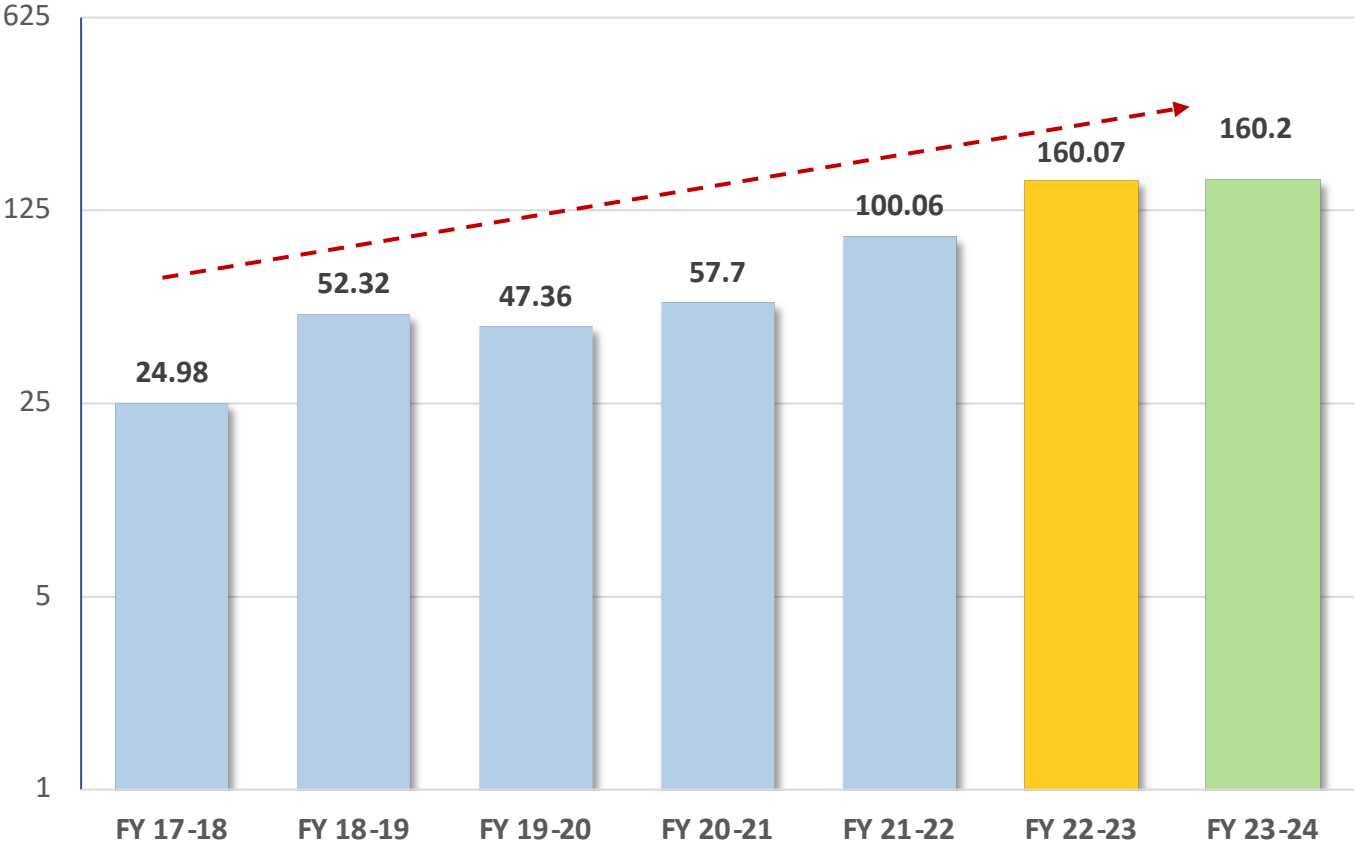
- New Vertical added in 2023 to de-risk business
- Inked a 50:50 Joint Venture with leading Korean company
- Plans to manufacture 100K Fans in Phase 1

Key Financials

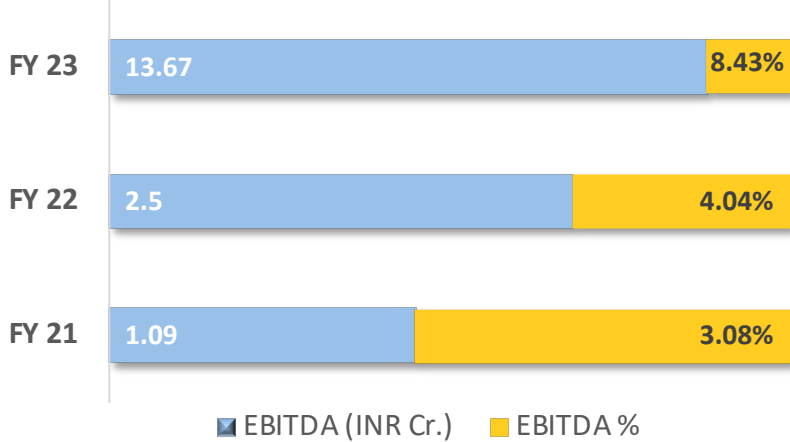


Annual Revenue (YOY)

(INR Cr.)



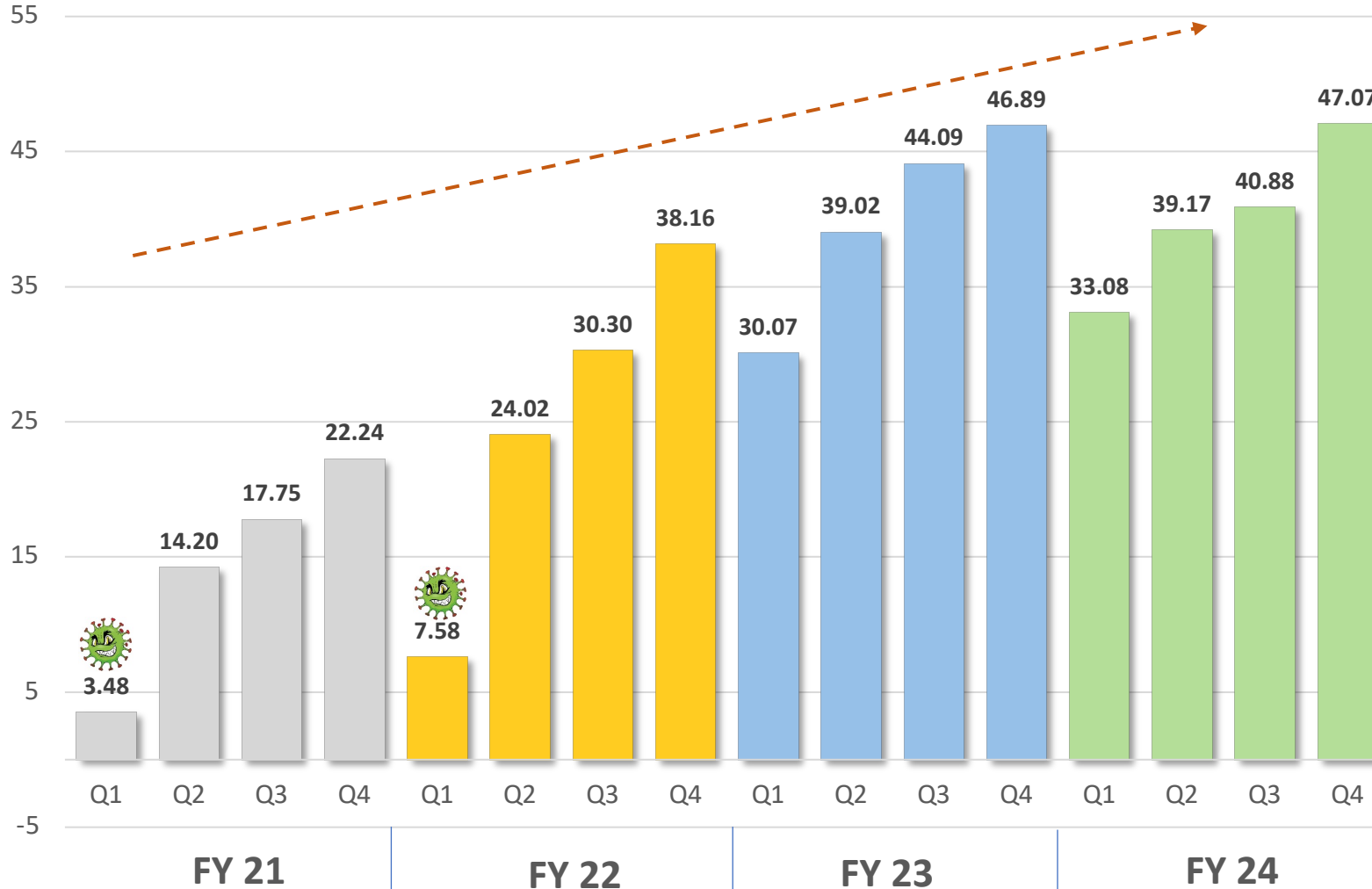
EBITDA



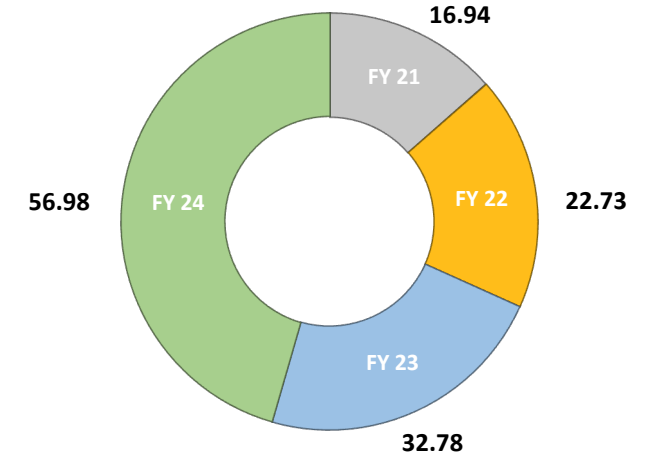
- *The EBITDA for FY 23 ending March 31, 2023 has increased by 446.80% as compared to previous corresponding FY 22 ending March 31, 2022*
- *The EBITDA % of the FY23 ending March 31, 2022 has increased by 109.36% as compared to previous corresponding FY 22 ending March 31, 2022*

Quarterly Revenue (qoq)

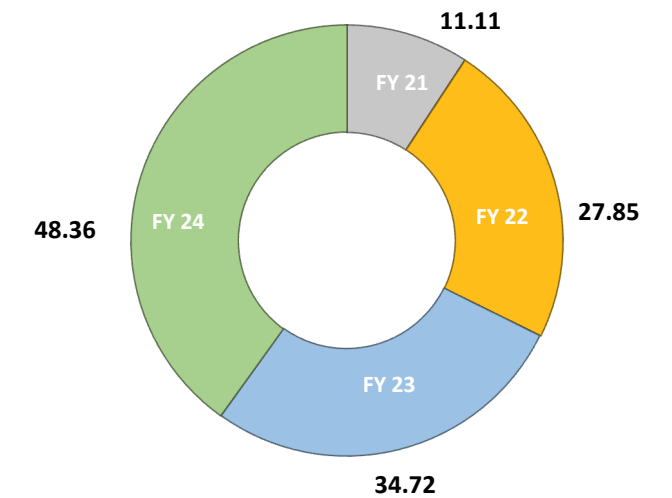
(INR Cr.)



TANGIBLE GROSS BLOCK (INR Cr.)



NET WORTH (INR Cr.)



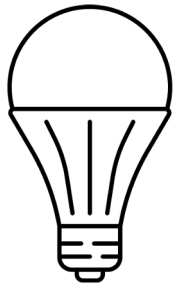
Fund Raising

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



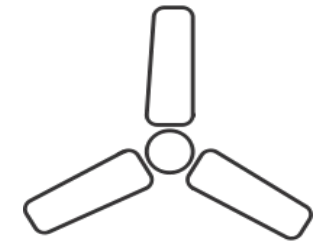
- Automation
- Enhancing Production Capacities-
3 Million Lamps/ month to
10 Million Lamps/ month

Growth In IoT products



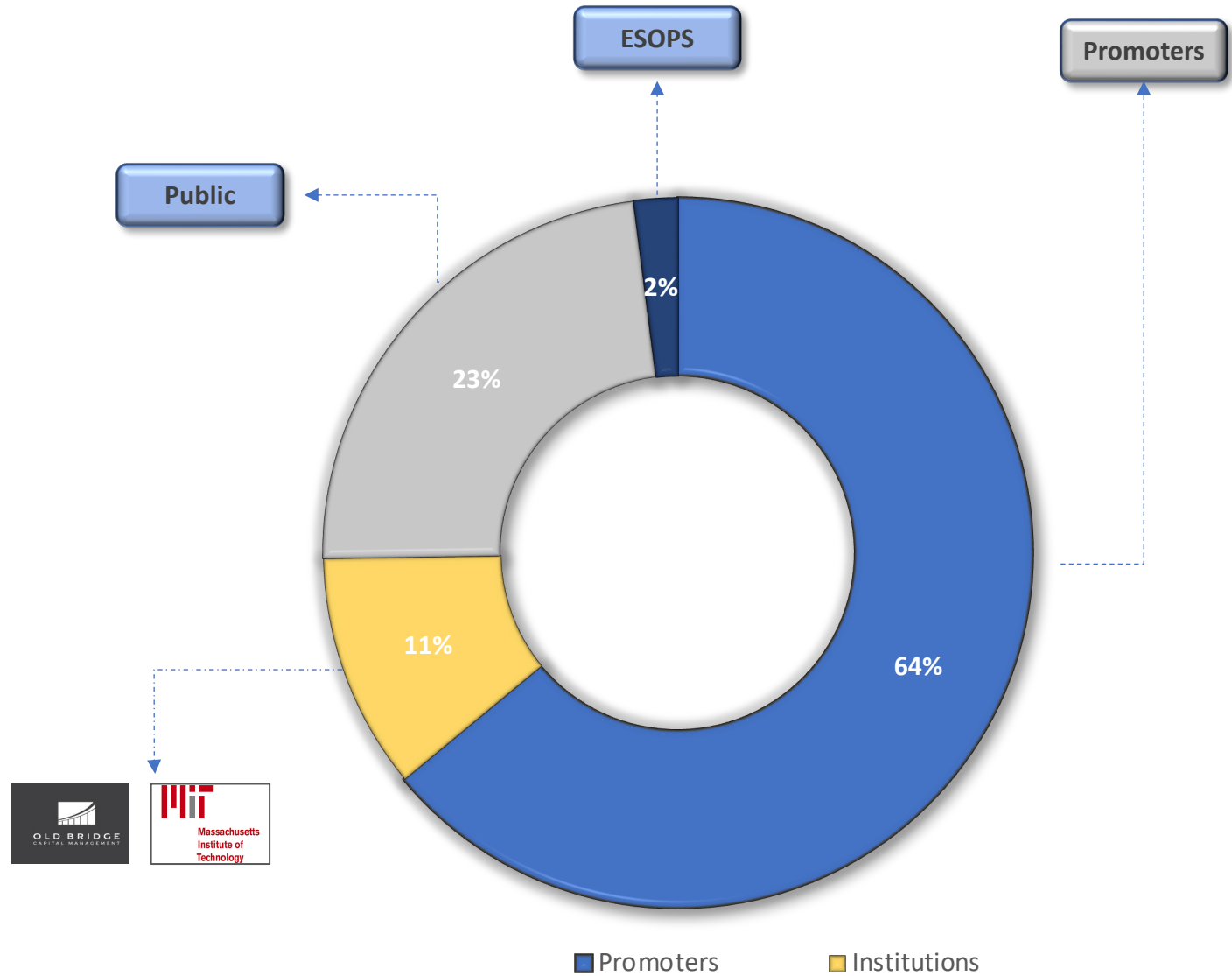
- Expanding product Portfolio of Smart Lighting
- Entering other Home Automation product segments such as Smart CCTV, Smart Locks etc

Diversification into BLDC Fan Manufacturing

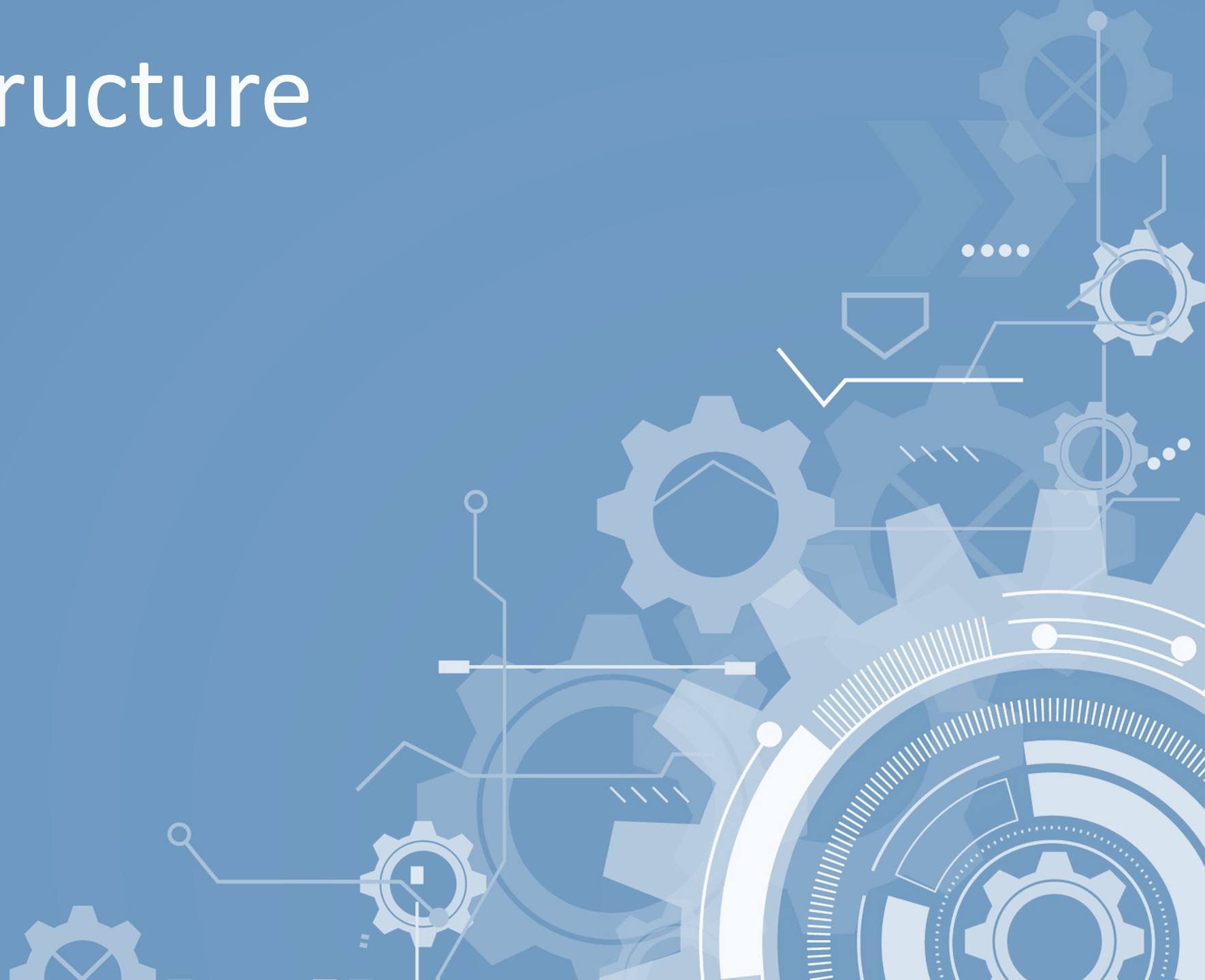


- Setting up a new manufacturing facility
- Initial capacity of 100K Fans per month

Funding Raising + Equity Holding



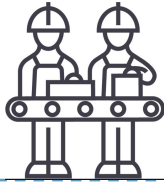
The Infrastructure





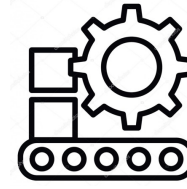
On-Ground

- 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

POLYCAB

nipo

sun king.
from Greenlight Planet

Jaquar
LIGHTING

TRAXON | ecue
MEMBER OF PROSPERITY GROUP

ReneSola

wipro

HPL

amazon
basics

Flipkart
SmartBuy

BPL

croma
A TATA Enterprise

Vinay
ELECTRICAL SOLUTIONS

zunroof
India's #1 Choice

OSRAM
Germany

Safonix

SMARTMESH

wyze

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

60W



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

- 9W
- 12W

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

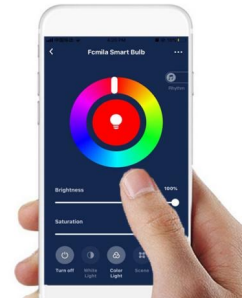
10A

16A

Calcom[®]



Google home
Available on the
App Store
Get it on
Google play
amazon alexa
WiFi Smart Bulb



** Available in 2 Ch and 5 Ch*



Surge 4KV/ 440V Protection



BIS Approved



16 Million Colors



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95*

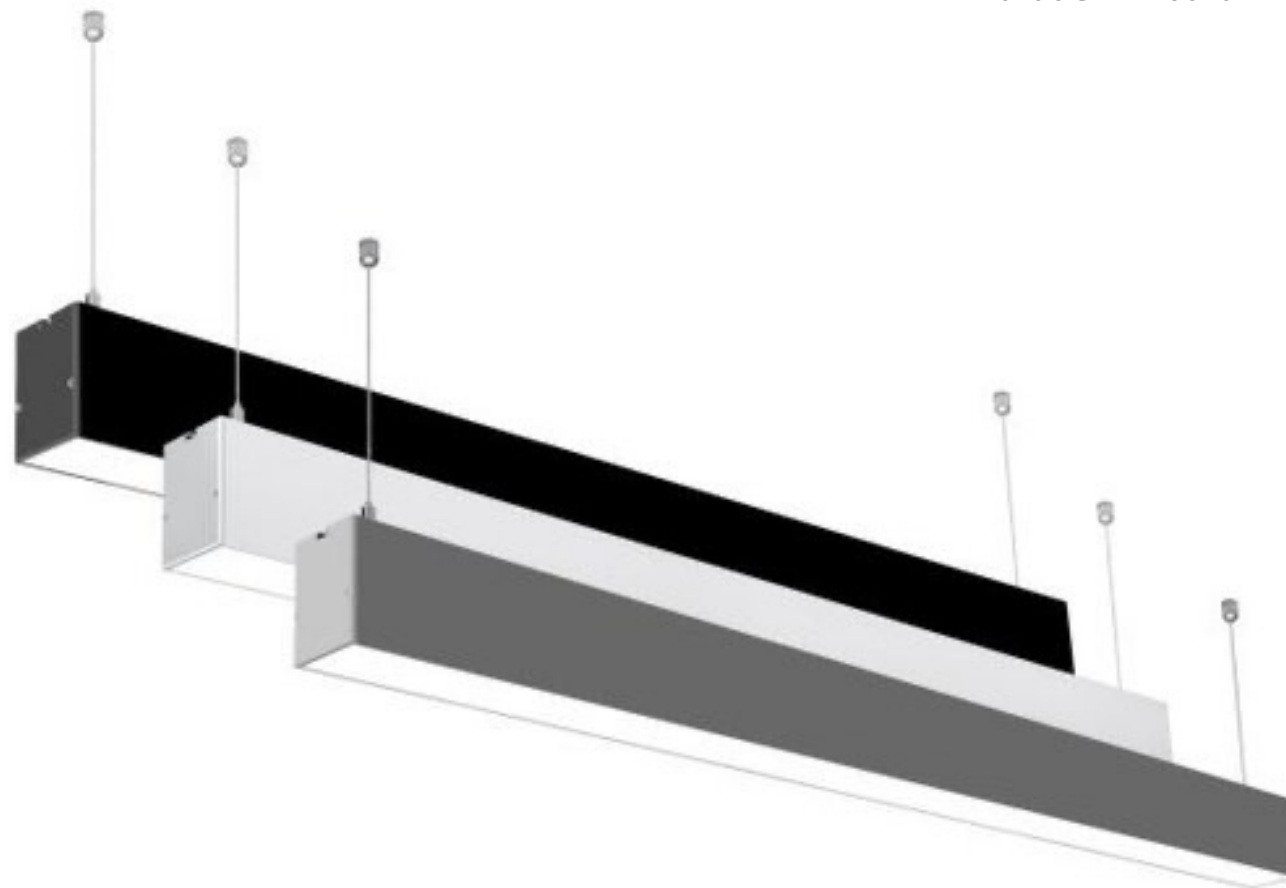
Strictly Private and Confidential

LED Linear Suspended Light

20W

30W

** Available in 2 Ft and 4 Ft*



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



3000K, 4000K, 6500K

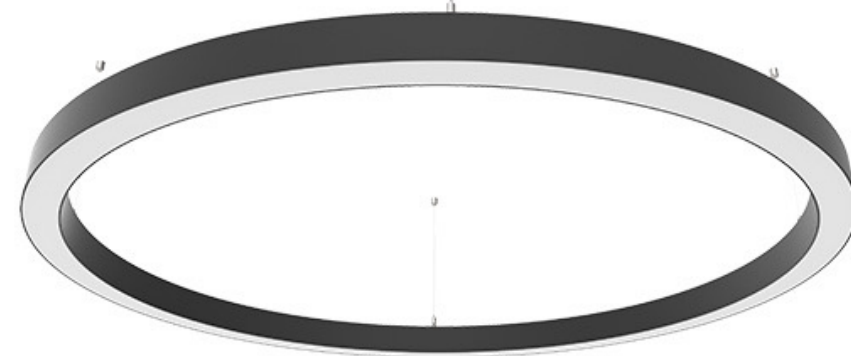


Power Factor >0.95*

LED Linear Suspended Light

20W

30W



Surge 4KV/ 440V Protection



BIS Approved



3000K, 4000K, 6500K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95*

** Shapes can be customized as per Customer Requirement*

Calcom[®]

Strictly Private and Confidential

LED PC Downlighter

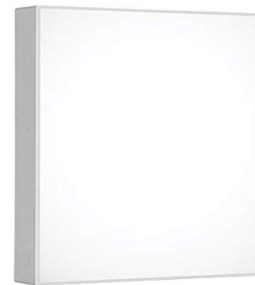
- 5W
- 10W
- 15W
- 20W

LED Surface Downlighter

- 6W
- 12W
- 18W

LED Aluminum Downlighter

- 6W
- 12W
- 18W
- 24W



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



3000K, 4000K, 6500K



Power Factor >0.95*
Strictly Private and Confidential

LED Concealed Light

- 3W
- 5W
- 7W

LED Striker Light

- 3W
- 5W

LED Spot Light

- 2W



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 1x1 Panel

24W

LED 2x2 Panel

36W

40W

LED 1x4 Panel

36W

40W

Calcom[®]



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 High Bay (IP65)

- 100W
- 150W
- 200W



LED Bulk Head (IP65)

- 10W



LED Well Glass (IP65)

- 40W
- 60W



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 Flood Light with Lens (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 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*

SOLAR All In One Street Light (IP65)

30W

45W

60W

80W

100W

160W



SOLAR All In One Street Light (IP65) TRADE

15W

24W

30W



Solar Garden Light (IP65)

30W



LED Switch.

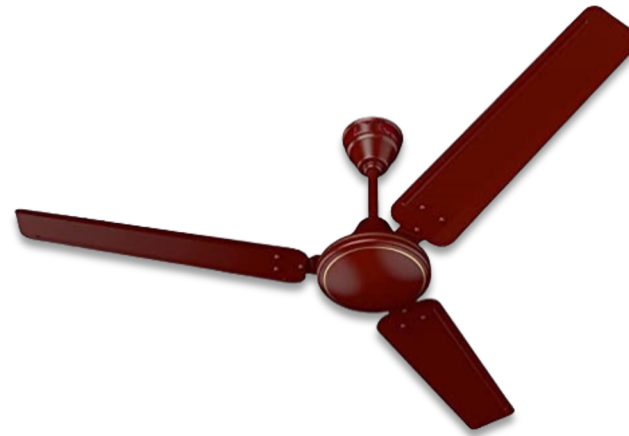
PIR or timing and lighting.

3535 Bridgelux from USA with high brightness.



BLDC Fans Eco Range

35W



BLDC Fans Pro Range

35W



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.



Ms. Parvathy Venkatesh
Non-Executive Independent

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. Naresh Kumar Jain
Non-Executive
Independent Director

Mr. Naresh Kumar Jain has an industry experience of over 44 years which includes more than 30 years of managerial experience in senior positions. He has been Director Legal & Compliance for a large listed entity for 5+ years. He was the Chairman of NIRC (1992) and Council Member of The Institute of Company Secretaries of India (1995-1997). He has also been the Secretary and CEO of The Institute of Company Secretaries of India (2003-2012). He has been member of various committees and groups of apex industry associations, government/regulatory bodies, academic institutions, international associations including the MCA, Planning Commission, SEBI, NFCG, IGONU, IFCS, CSIA



Mr. Lajpat Rai Gupta
Non-Executive
Independent Director

Mr. Lajpat Rai Gupta is an energetic Top Management Executive with extensive hands-on experience in Management, Business Leadership and working with Board of Directors, Banks, Investors, Government Bodies and has proven talent in managing and motivating teams of loyal and productive employees. Leader who uses an “out-of-the-box” approach to Problem Solving, and consistently drives bottom-line performance, Efficiency, Process and Profit Improvements. Strategic & Rich experience in Accounting & Financial management. He has deep experience in developing & implementing financial controls and processes besides Productivity improvements & Change Management Industry Expertise in negotiating RLNG/Natural Gas Sale–Purchase Contracts at the competitive terms.

The background features a large, faint globe in the center, surrounded by various mechanical gears of different sizes on the left side. On the right side, there are faint, light-colored geometric shapes and lines, possibly representing a network or a technical diagram. The overall color scheme is light gray and white, with the text in a dark blue.

Thank You

Disclaimer

This presentation may contain “forward-looking statements” by “Calcom Vision Limited” that are not historical in nature.

Such forward-looking statements are subject to certain risks and uncertainties such as government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements.

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