

Calcom Vision Limited

CIN :- L92111DL1985PLC021095

Calcom

ISO - 9001 - 2015

ISO - 14001 - 2015

SA - 8000 - 2014

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Website : www.calcomindia.com

05.10.2021

To,
The Manager,
Department of Corporate Services
Bombay Stock Exchange
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai- 400001

Scrip Code: 517236

Dear Sir,

**Sub: Intimation under Regulation 30 of Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015 -Investor
Release**

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed an investor release being issued by the Company in respect of the Unaudited Financial Results for the Quarter and Half year ended on September 30, 2021.

This is for your information and record.

Thanking you,

Yours Sincerely
For CALCOM VISION LIMITED




Aayushi Jindal
Company Secretary & Compliance Officer
Encl: aa

Calcom Vision Limited

Investor Presentation

Q2FY22

04th October 2021



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About the Company

Calcom Vision Limited (BSE:517236) is an Original Designer & Manufacturer (“ODM”) for Electronics and Consumer Durables.

Founded in 1976 with a strong focus on R&D, Calcom has developed a range of products such as Calculators, Televisions, Hand-mixers, Vacuum Cleaners etc. over the course of time.

In 2009, Calcom diversified into Lighting and developed a range of Bulbs, Luminaires and Drivers. Now, Calcom is a fully integrated Lighting manufacturer with a State-of-the-Art factory located in Greater Noida, Delhi NCR.

Calcom is a strictly compliant company and we are certified with the following:

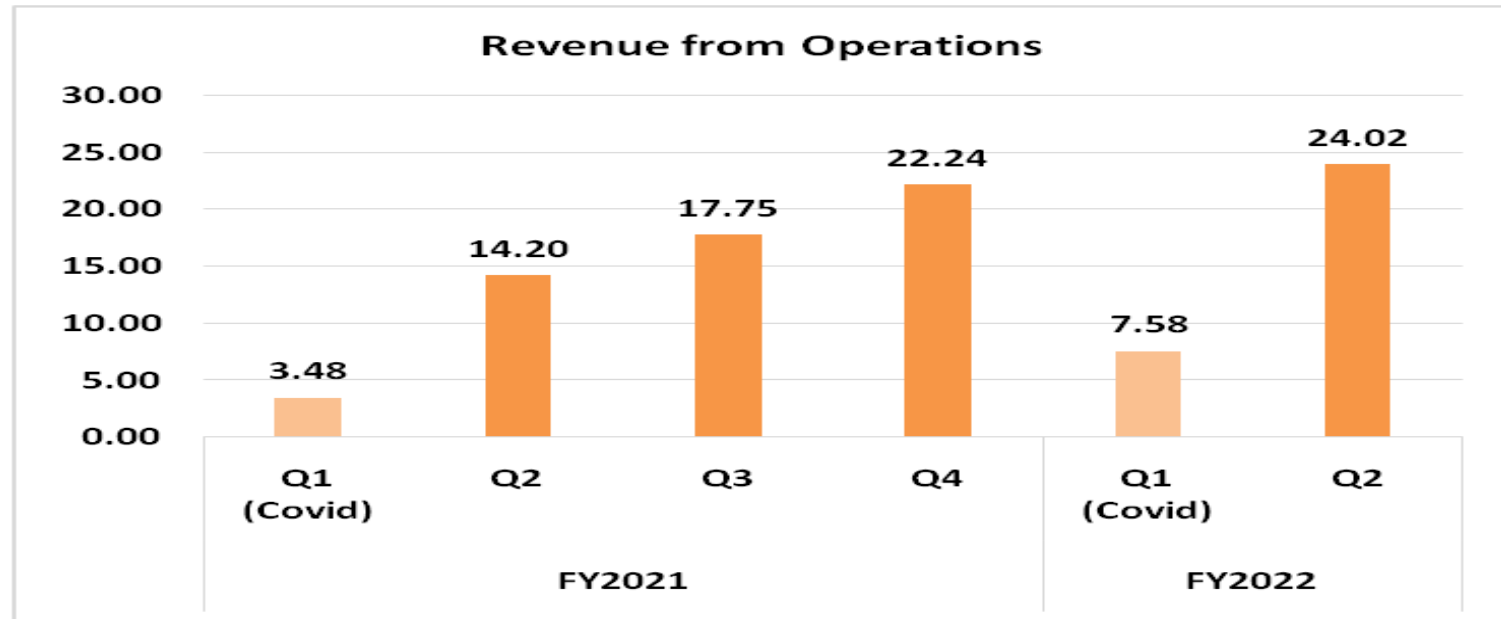
- ISO 9001:2015
- ISO 14001:2015
- SA 8000:2014

Industry Updates

The impact of Covid-19 is now being felt across all industries on a Global Level. **Raw Material shortages, Increased Prices & Freight Costs and Supply Chain constraints due to lockdowns round the Globe are creating obstacles for all.** We are monitoring the situation closely however, both lead time and raw material prices are on the rise and will impact profitability.

1. Global Shortages of Raw materials, namely ICs and other Electronic Components are causing severe disruptions. The shortages are in-turn leading to higher prices. We are closely watching the situation and periodically asking for Price Increases from our customers.
2. Backed up supply chains globally, are leading to severe delays of RM availability. Freight costs have increased drastically and leading to uncertainty in our business plans. Again, we expect the situation to improve after Q3 (Christmas and New Year sales)

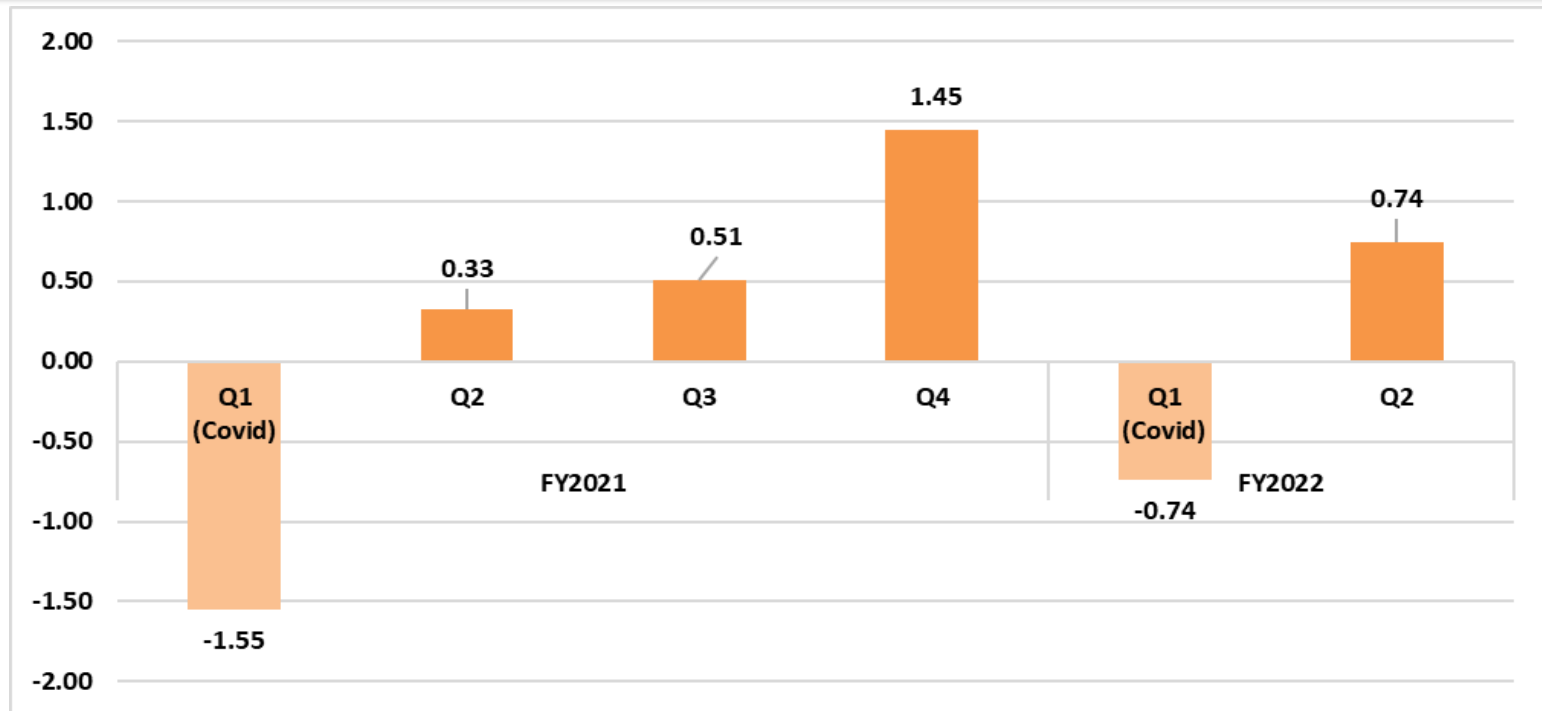
Sales Performance for last 6 Quarters and comparison of Q1 & Q2 FY22 with FY21



	Quarter Ended			
	June 2020	June 2021	Sep 2020	Sep 2021
Revenue from Operations	3.48	7.58	14.20	24.02

1. The Revenue for the quarter ended 30th September' 21 has increased by 69.01% over previous corresponding quarter (i.e. Q2 FY20-21).
2. The Revenue has increased by 8% compared to Q4 of last year inspite of the fact the month of July was affected with COVID

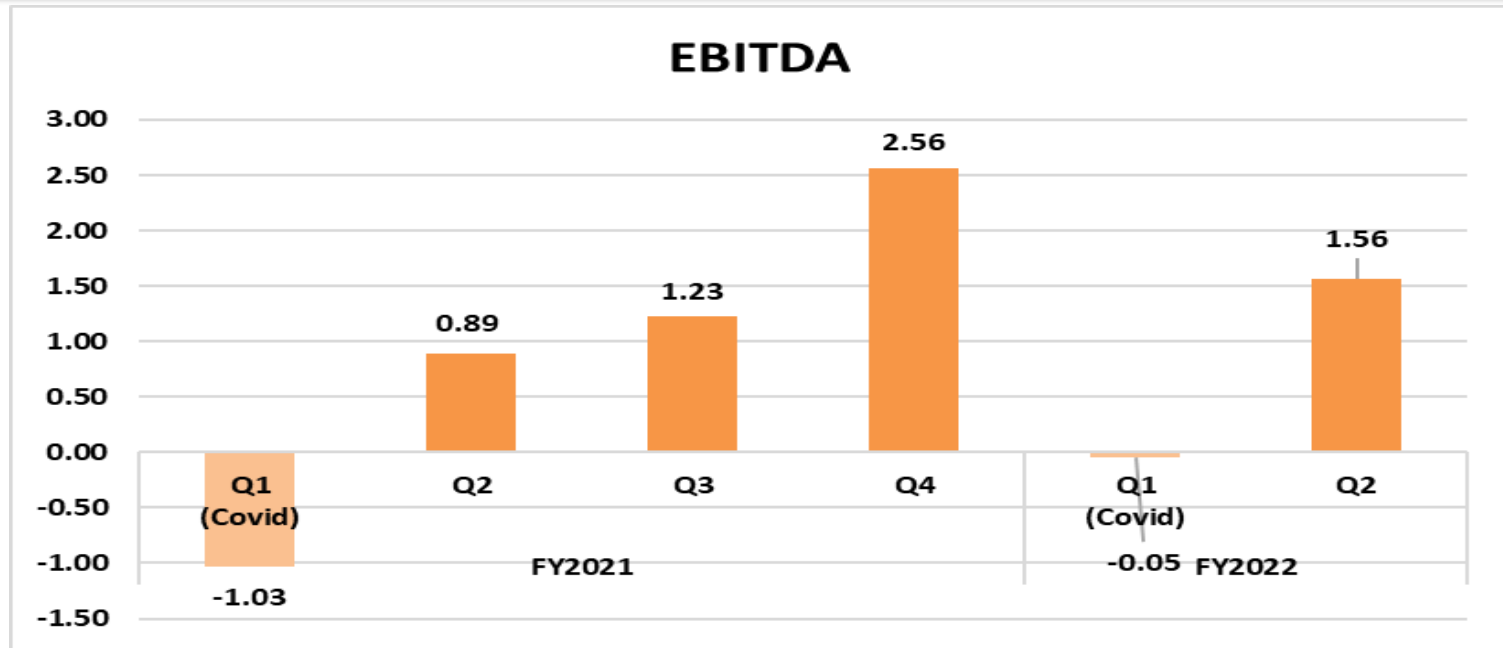
Profit Performance for last 6 Quarters and comparison of Q1 & Q2 FY22 with FY21



	Quarter Ended			
	June 2020	June 2021	Sep 2020	Sep 2021
Profit & Comprehensive Income	-1.55	-0.94	0.33	0.74

1. The Operational profit for the current quarter (i.e. Q2 FY21-22) is increased by 124% over previous corresponding quarter (i.e. Q2 FY20-21).
2. During Q4 FY21 the Company had additional profit of about Rs. 1. Cr because of old settlement.

EBITDA Performance for last 6 Quarters and comparison of Q1 & Q2 FY22 with FY21

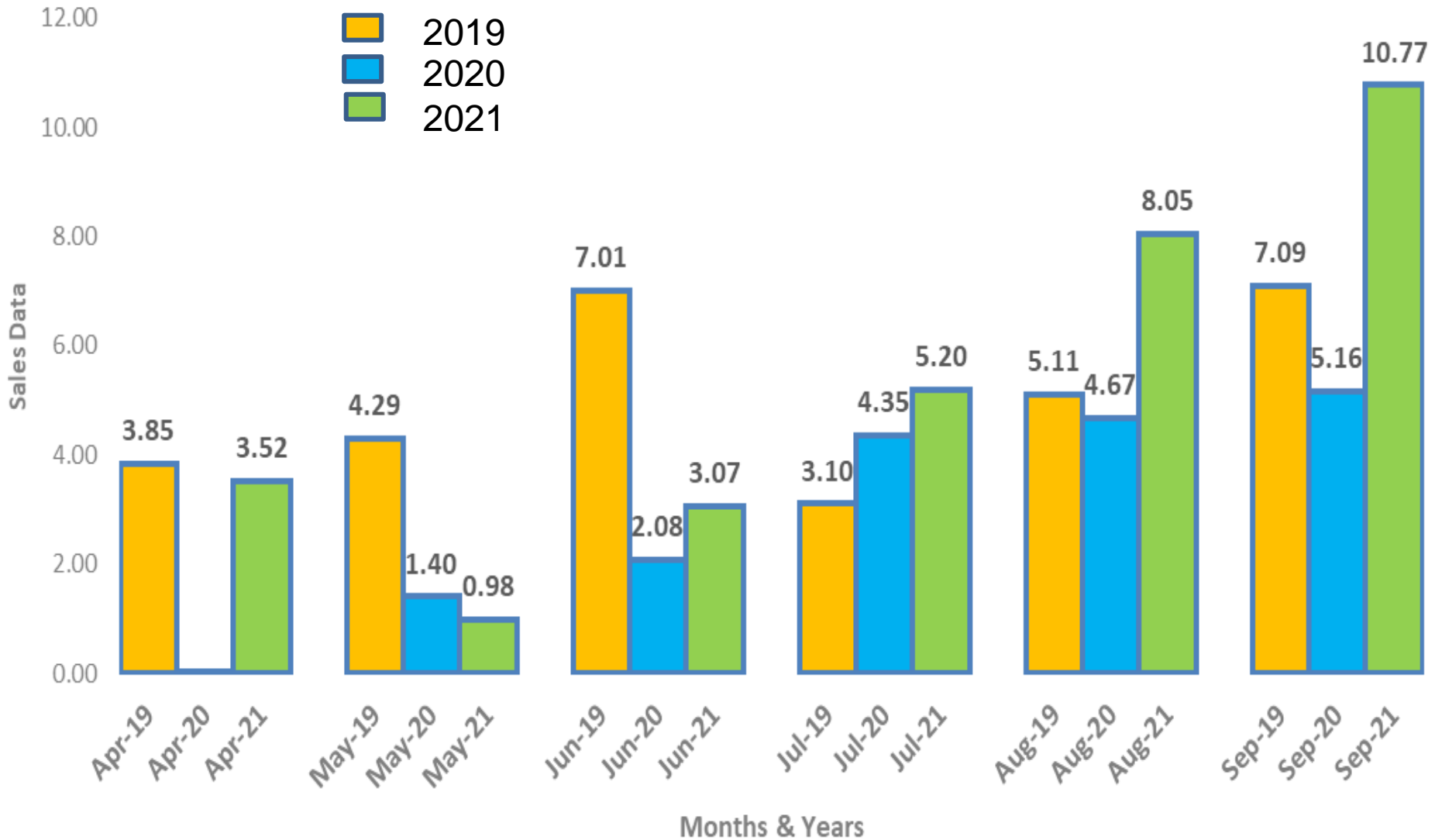


	Quarter Ended			
	June 2020	June 2021	Sep 2020	Sep 2021
EBITDA	-1.03	-0.05	0.89	1.56
EBITDA %age	-30%	-1%	6%	7%

1. The EBITDA for the current quarter (i.e. Q2 FY21-22) is increased by 77% over previous corresponding quarter (i.e. Q2 FY20-21).
2. During Q4 FY21 the Company had additional profit of about Rs. 1. Cr because of old settlement.

Month-wise Sales performance over Last 3 Years

Value in Crore



Results for the Qtr Ended on 30th September'21

(INR in Lacs)

CALCOM VISION LIMITED

UNAUDITED STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER 2021

Particulars	Quarter Ended			Half Year Ended		Year Ended
	30.09.21	30.06.21	30.09.20	30.09.21	30.09.20	31.03.21
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue From operations	2,402.29	757.67	1,419.75	3,159.97	1,768.23	5,768.08
Other Income	1.96	11.96	0.03	13.91	0.63	12.55
Total Income	2,404.25	769.63	1,419.78	3,173.88	1,768.86	5,780.63
EXPENSES						
Cost of Goods sold	1,862.64	544.00	1,067.33	2,406.64	1,342.38	4,266.76
Employee benefits expense	307.54	180.84	189.17	488.38	313.34	852.70
Finance costs	56.78	46.92	33.29	103.69	63.57	169.26
Depreciation and amortization expenses	42.46	43.58	22.04	86.04	44.23	90.67
Other expenses	77.59	49.80	74.68	127.39	127.36	296.11
Total expenses	2,347.01	865.13	1,386.51	3,212.15	1,890.87	5,675.50
Operating Profit	57.23	(95.50)	33.27	(38.27)	(122.01)	105.13
Exceptional Items- (expenses)/income	-	-	-	-	-	-
Profit/ (loss) after exceptions items and before tax	57.23	(95.50)	33.27	(38.27)	(122.01)	105.13
Tax expense (Including Deferred Tax)	-	-	-	-	-	29.30
Profit (Loss) after Tax	57.23	(95.50)	33.27	(38.27)	(122.01)	75.83
Other Comprehensive Income	17.15	21.53	-	38.68	-	3,031.60
Total Profit and Other Comprehensive Income	74.38	(73.97)	33.27	0.41	(122.01)	3,107.43
Operating Profit as a % to Sales	2.4%	-12.6%	2.3%	-1.2%	-6.9%	1.8%

Balance Sheet for the Half Year Ended on 30th September'21

(INR in Lacs)

S.No.	Particulars	As at 30th Sept, 2021	As at 31st March, 2021
		Unaudited	Audited
A	ASSETS		
1	Non-current assets		
	(a) Property, Plant and Equipment	3958.28	3980.61
	(b) Goodwill	414.49	414.49
	(c) Capital Work in Progress	154.03	32.09
	(d) Other Intangible Assets	2.19	5.73
	(e) Financial Assets		
	(i) Loans	11.47	11.47
	(f) Other non-current assets	93.88	91.60
		4634.34	4535.99
2	Current assets		
	(a) Inventories	1876.51	1510.81
	(b) Financial Assets		
	(i) Trade receivables	1,165.71	1,279.45
	(ii) Cash and cash equivalents	57.97	79.64
	(iii) Bank balances other than(ii) above	22.25	22.25
	(iv) Other Financial Assets	79.06	84.14
	(c) Current Tax Assets (Net)	7.16	5.53
	(d) Other current assets	531.87	209.50
		3740.52	3191.32
	Total Assets	8374.86	7727.31

Balance Sheet for the Half Year Ended on 30th September'21

(INR in Lacs)

S.No.	Particulars	As at 30th Sept, 2021	As at 31st March, 2021
		Unaudited	Audited
B	EQUITY AND LIABILITIES		
	EQUITY		
	(a) Equity Share capital	1,061.63	1,054.35
	(b) Other Equity	3,057.51	3,089.46
		4119.14	4143.81
	LIABILITIES		
1	Non-current liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	398.38	849.69
	(ii) Other Financial Liabilities	0.04	0.04
	(b) Provisions	54.02	45.68
	(c) Deferred Tax Liabilities	8.99	8.99
		461.43	904.40
2	Current liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	1636.29	927.97
	(ii) Trade payables		
	(a) Total outstanding dues of micro enterprises and small enterpsies	218.21	139.05
	(b) Total outstanding dues of Creditors other than micro enterprises and small enterpsies	1,505.06	1,344.09
	(iii) Other Financial Liabilities	320.73	240.68
	(b) Provisions	6.21	5.19
	(c) Other current liabilities	107.80	22.12
		3794.30	2679.10
	Total Equity and Liabilities	8374.86	7727.31

Cash Flow for the Half Year Ended on 30th September'21

(INR in Lacs)

Particulars	Half Year Ended	Year Ended 31st
	30th Sept, 2021	March, 2021
	Unaudited	Audited
A. CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit Before Tax and Extra-ordinary items	(38.27)	105.13
Adjustments for -		
Depreciation on Property, Plant & Equipments	86.04	90.67
Interest & Financial Charges	101.99	166.05
Employee benefits Expenses (ESOP)	2.12	7.99
Reversal of Impairment Loss	-	(7.65)
Provision for Gratuity	4.97	1.66
Operating profit before Working Capital Changes	156.85	363.85
Adjustments for -		
(Increase)/Decrease in Inventories	(365.70)	32.16
(Increase)/Decrease in Trade Receivables	113.73	(792.37)
(Increase)/Decrease in Other Financial Assets	5.08	29.38
(Increase)/Decrease in Current Tax Assets	(1.63)	5.78
(Increase)/Decrease in Other Current Assets	(322.36)	(48.21)
Increase/(Decrease) in Trade Payables	240.13	355.54
Increase/(Decrease) in Other Financial Liabilities	80.06	47.30
Increase/(Decrease) in Other Current Liabilities	85.68	(258.89)
Increase/(Decrease) in Short Term Borrowings	708.32	541.47
Cash Generated from Operations	700.15	276.01
Less: Interest & Financial Charges incurred on Bill Discounting	(101.99)	(166.05)
Less: Direct Taxes Paid	-	-
NET CASH FLOW FROM OPERATING ACTIVITIES	598.16	109.96

Cash Flow for the Half Year Ended on 30th September'21

(INR in Lacs)

Particulars	Half Year Ended	Year Ended 31st
	30th Sept, 2021	March, 2021
	Unaudited	Audited
B. CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Property, Plant and Equipments	(60.17)	(173.04)
Capital work in progress	(121.94)	(32.09)
(Increase)/Decrease in Other Non-Current Assets	(2.28)	(78.49)
(Increase)/Decrease in Other Financial Liabilities (Non-Current)	-	(0.00)
NET CASH FLOW FROM INVESTING ACTIVITIES	(184.39)	(283.62)
C. CASH FLOW FROM FINANCING ACTIVITIES		
Increase in Borrowings	(451.31)	215.63
Issue of Shares under ESOP Scheme	15.86	-
NET CASH FLOW FROM FINANCING ACTIVITIES	(435.45)	215.63
NET INCREASE IN CASH OR CASH EQUIVALENTS	(21.68)	41.97
I CLOSING BALANCE OF CASH OR CASH EQUIVALENTS	80.22	101.89
II OPENING BALANCE OF CASH OR CASH EQUIVALENTS	101.89	59.92
NET INCREASE IN CASH OR CASH EQUIVALENTS	(21.68)	41.97

Company Updates

- We have utilized the time since our last Board Meeting on August 14, 2021 to further strengthen controls and enhance our infrastructure. The key focus has been **Productivity improvement and Capacity Expansion**.
 - Enhanced infrastructure to make our assembly lines uniform and independent.
 - Empowered Line Managers and enabled direct reporting and accountability.
 - Productivity Improvement by introducing line wise competitions to achieve daily targets.
- Undertaking several projects for Cost Reduction by automation.
- We are in the process of increasing our Bulb manufacturing capacity from 7L to 35L lamps per month to meet the increasing demand. We shall now have 6 Final Assembly Lines + 1 Auto Assembly Line, when completed. This will take our production capacity to 35,00,000 Bulbs per month for single shift.

Company Updates

- We have also secured an additional Line of Credit with ABFL for 5.5 Cr and the Promoters also introduced funds realized through the OFS into the company
- Calcom has applied for the **Production Linked Incentive (PLI)** scheme to avail certain benefits which will help us grow our business.
- Strengthened internal controls and improved financial reporting processes to perform efficiently. **Calcom has become the 3rd company on BSE to declare its results for quarter and half year ending September 30, 2021 on October 4, 2021.**

SWOT Analysis

Strengths

- Growing Customer base
- Healthy Order Outlook
- Infrastructure – Land, Machinery.
- Long History & Credibility in Industry
- Focus on Quality
- Strong Management

Opportunities

- Improve Capacity Utilization
- Add High value/ better margin items
- Export to Foreign Markets particularly USA and Europe due to negativity against China.

Weaknesses

- Company operates in a highly competitive space

Threats

- Increasing Raw Material prices & Shortages
- Economic Slowdown due to pandemic

We continued to mitigate key business risks areas

1. Working capital

- Secured a LOC for funding working capital of INR 5.5Cr from ABFL taking the total loan to Rs. 11 Cr
- The Promoters have liquidated 6.53% holding to raise Rs. 2.33 Cr and inducted the funds into the Company.

2. Inventory management

- We have constituted a team to monitor and dispose of the SM and NM inventories.

3. Receivables

- As a company policy, we have stopped business with customers that have unsuitable payment terms. We are now insisting on Bills Discounting/ LC payment terms only with most of the new customers.
- Outstanding as on 31st March 2021 was INR 1279 Lacs (March Sales Rs. 887 Lacs- about 1.44 Mths) and now we have brought it down to INR 1166 Lacs (September Sales Rs. 1077 Lacs- Less than one month) inspite of higher sales in September 2021.

4. Interest cost

- Negotiated better interest terms with ABFL, 12% to 10% on the basis of improved performance of the Company.
- Re-paid major portion India Bulls Debt (Rs. 3.74 Cr) @ 12.75% and intend to fully close this debt (Balance Rs. 0.76 Cr) in next 12 months or earlier
- Started discussions with banks for taking over ABFL loans at a lower ROI.

We continued to mitigate key industry risks areas

1. Increasing Raw Material prices & Shortages

- Allocated a team to identify new sources of Components in China, India & Other Countries
- Better planning for purchasing & increased the planning Horizon to 3 months instead of 2 months
- Working with slightly higher inventories of critical items

2. Economic Slowdown due to pandemic

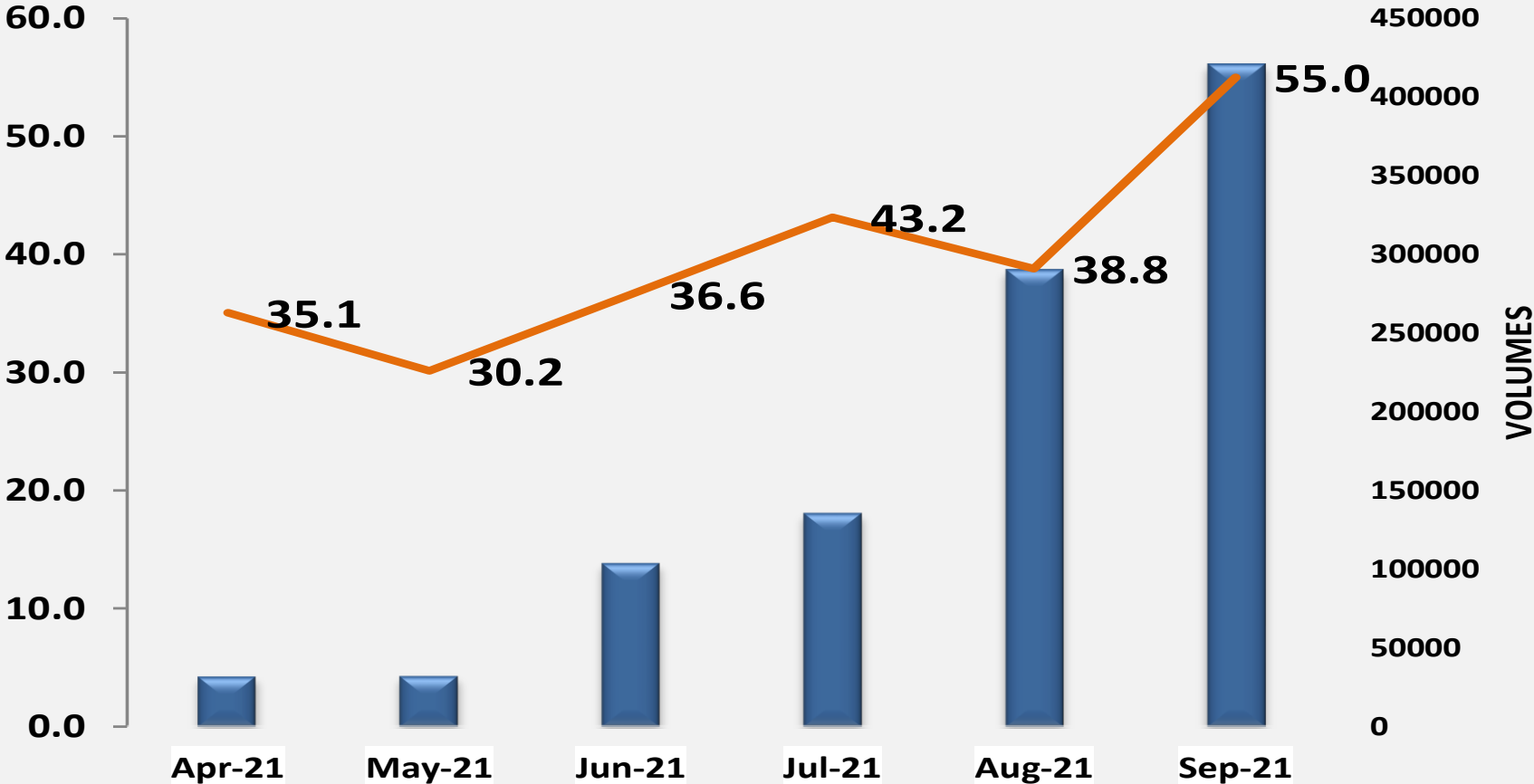
- Started identifying other areas of Lighting Industry to increase sales
- Focusing on adding more customers
- Working on new verticals identified

3. Stiff Competition

- Identifying products where competition is relatively less
- Exploring New Markets like Nepal

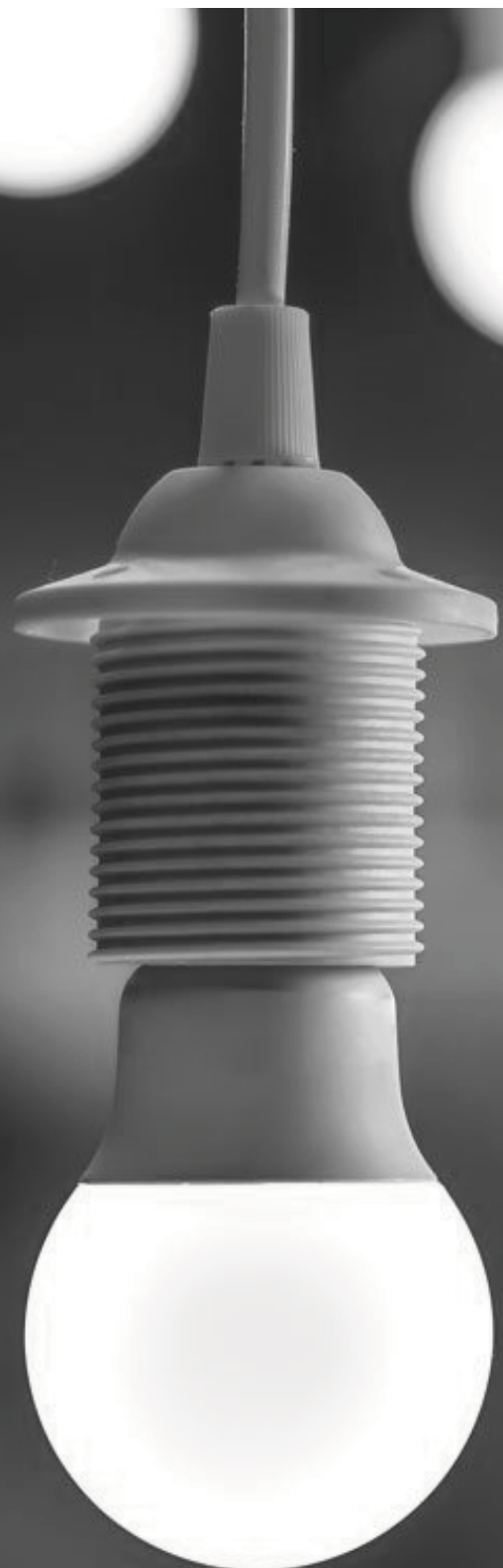
Share Price Movement

Calcom Share Price & Volumes (April'21 - September'21)



Highs & Lows of Calcom Share

Particular	Date	Price
Today's Price	October 4, 2021	Rs. 60.60
52 Week High	October 3, 2021	Rs. 57.75
52 Week Low	February 18, 2021	Rs. 17.60
Life Time High	January 31, 1994	Rs. 62.50
Life Time Low	May 27, 2004	Rs. 0.66



PRODUCT CATALOGUE

LED Battens

LED Plastic Batten

5W	10W	15W
18W	20W	22W
24W	36W	40W

LED Aluminum Batten

20W	36W	40W
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Surge 4KV



BIS Approved



2700K, 3000K, 4000K, 5200K, 6500 K



Operating Voltage 100-300 VAC



100 Lumens/ Watt



Power Factor >0.95

LED Batten

LED Industrial Batten

IP65

IP66



LED Asymmetric Batten

20W

36W

40W



Surge 4KV



BIS Approved



Low THD <10%



Low Ripple <5%



110 Lumens/ Watt



Power Factor >0.95

LED Bulbs – Low Wattage

LED Bulbs

0.5W	3W	5W
7W	9W	10.5W
12W	15W	18W



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



2700K, 3000K, 4000K, 5200K, 6500 K



Power Factor >0.95*

LED Bulbs – SMART

LED Smart Bulbs

9W

12W



Google home



amazon alexa

WiFi Smart Bulb



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



65K Colors



Power Factor >0.95*

Calcom®

Committed to Individual Respect, Customer Satisfaction and Superior Performance

LED Bulbs – High Wattage

LED Bulbs

23W

26W

30W

40W

50W



Surge 4KV/ 440V Protection



Operating Voltage 100-300 VAC



BIS Approved



100 Lumens/ Watt



2700K, 3000K, 4000K, 5200K, 6500 K



Power Factor >0.95*

Inverter Bulb and Batten

LED Inverter Bulbs

9W

LED Inverter Batten

20W



*** Upto 4 Hours Backup**



Surge 3.5KV



BIS Approved



IP20 Rated

Calcom[®]



Operating Voltage 100-300 VAC



100 Lumens/ Watt



2200 mAh* / 2600 mAh

Committed to Individual Respect, Customer Satisfaction and Superior Performance

LED Downlighters

D/L – Back lit

9W	12W	15W
18W	21W	24W

D/L – Edge lit

6W	8W	12W
15W	18W	



*Available in Slim/ Recess Type



Surge 3KV



BIS Approved



3000K, 4000K, 6500 K



Operating Voltage 100-300 VAC



80-100Lumens/ Watt*



Power Factor >0.95*

LED Panel

LED Panel – Edge lit

36W



*Available in Slim 2x2



Surge 4KV



BIS Approved



2700K, 3000K, 4000K, 5200K, 6500 K



Operating Voltage 100-300 VAC



80-100Lumens/ Watt*



Power Factor >0.95*

LED Street Light

LED Street Light

15W

18W

24W

35W

45W

70W



Surge 4KV/ 10KV and 20KV with SPD



Operating Voltage 100-300 VAC



BIS Approved



100Lumens/ Watt



IP65 Rated



Power Factor >0.95

Calcom[®]

Committed to Individual Respect, Customer Satisfaction and Superior Performance

LED Flood Light

LED Flood Light

10W

20W

30W

40W

50W

70W



Surge 4KV



BIS Approved



IP65 Rated

Calcom[®]



Operating Voltage 100-300 VAC



80Lumens/ Watt*



Power Factor >0.95*

Committed to Individual Respect, Customer Satisfaction and Superior Performance

LED Strip Light

LED Strip Light

24W

48W

LED CV Driver

24W

50W

70W



*Available in 5 Mtr



Operating Voltage 24 VDC



IP20/ IP65 Rated



BIS Approved



3000K, 4000K, 6500 K, Red/Green/Blue

PL Lamp

LED PL Lamp

18W



Surge 3.5KV*



Operating Voltage 100-300 VAC



BIS/ IEC Approved



85 Lumens/ Watt



IP20 Rated

Calcom[®]

Committed to Individual Respect, Customer Satisfaction and Superior Performance

Special Applications

LED Stage/ Facade Light

100W



UVC Air Zing – Air Purifier



Surge 3.5KV*



DMX/ Wifi Controlled



IP65 Rated

Calcom[®]



Operating Voltage 100-300 VAC



Power Factor >0.95*

Committed to Individual Respect, Customer Satisfaction and Superior Performance



Thank you

Calcom Vision Limited