

Calcom Vision Limited

CIN :- L92111DL1985PLC021095

Calcom

ISO - 9001-2015
ISO - 14001-2015

Corp. Office & Factory : B-16, Site-C, Surajpur, Industrial Area, Greater Noida, Gautam Budh Nagar U.P.-201 306
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Website : www.calcomindia.com

To,

29.10.2018

The Manager (Department of Corporate Services)
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001

Scrip Code: 517236

Dear Sir/Madam,

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

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 Financial Results for the Quarter and half year ended on 30th September 2018.

Further, we would like to inform that the Company has tied up with a new customer based out of United Kingdom (UK), for export of lighting products to UK and Middle East. The first order worth Rs. 48.00 lacs has already been received

You are requested to take the aforesaid on record.

Thanking you,

Yours faithfully,

For Calcom Vision Limited


Aayushi Jindal
Company Secretary & Compliance Officer



Calcom Vision Limited

FY18-19 Q2 (July-Sept'18)

Investors Release

29th October, 2018





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- **Key Focus Area of the Past Quarter: Materials Requirement Planning**
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 - **New Customer Acquisition**
 - **Participated in Annual Light India Exhibition at Pragati Maidan, New Delhi**
 - **Continued focus on effective governance & control** - Monthly Performance Reviews (MPRs), KPI, Daily cross functional meetings, etc.
 - **AGM Approval on Employee Stock Options (ESOP)**
 - **Board of Directors Reconstitution – Appointment of Mr. Abhishek Malik**

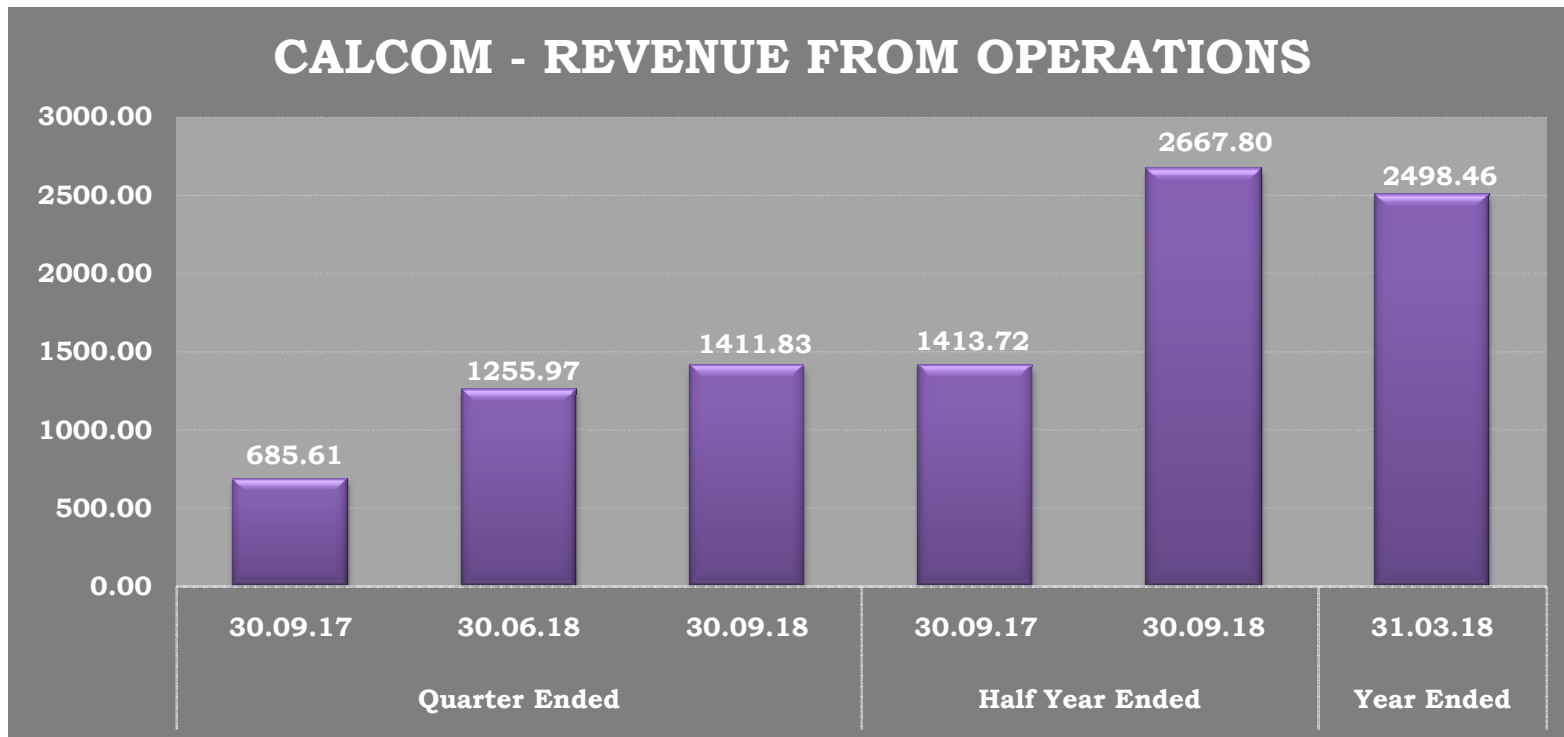


Calcom FY18 Q2 Performance:

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Revenue Highlights

Figures in Rs. Lakhs



- ❖ The Net Revenue for Q2 quarter has increased by 12.41% over the previous quarter (Q1FY18); and has increased by 105.92% over last year corresponding quarter (Q2FY17).
- ❖ The Revenue for First Half of FY2018-19 (Q1+Q2) comprising Rs. 26.68 crores has already **EXCEEDED** last full year's (FY2017-18) Revenue of Rs.24.98 crores.

Committed to Individual Respect, Customer Satisfaction and Superior Performance

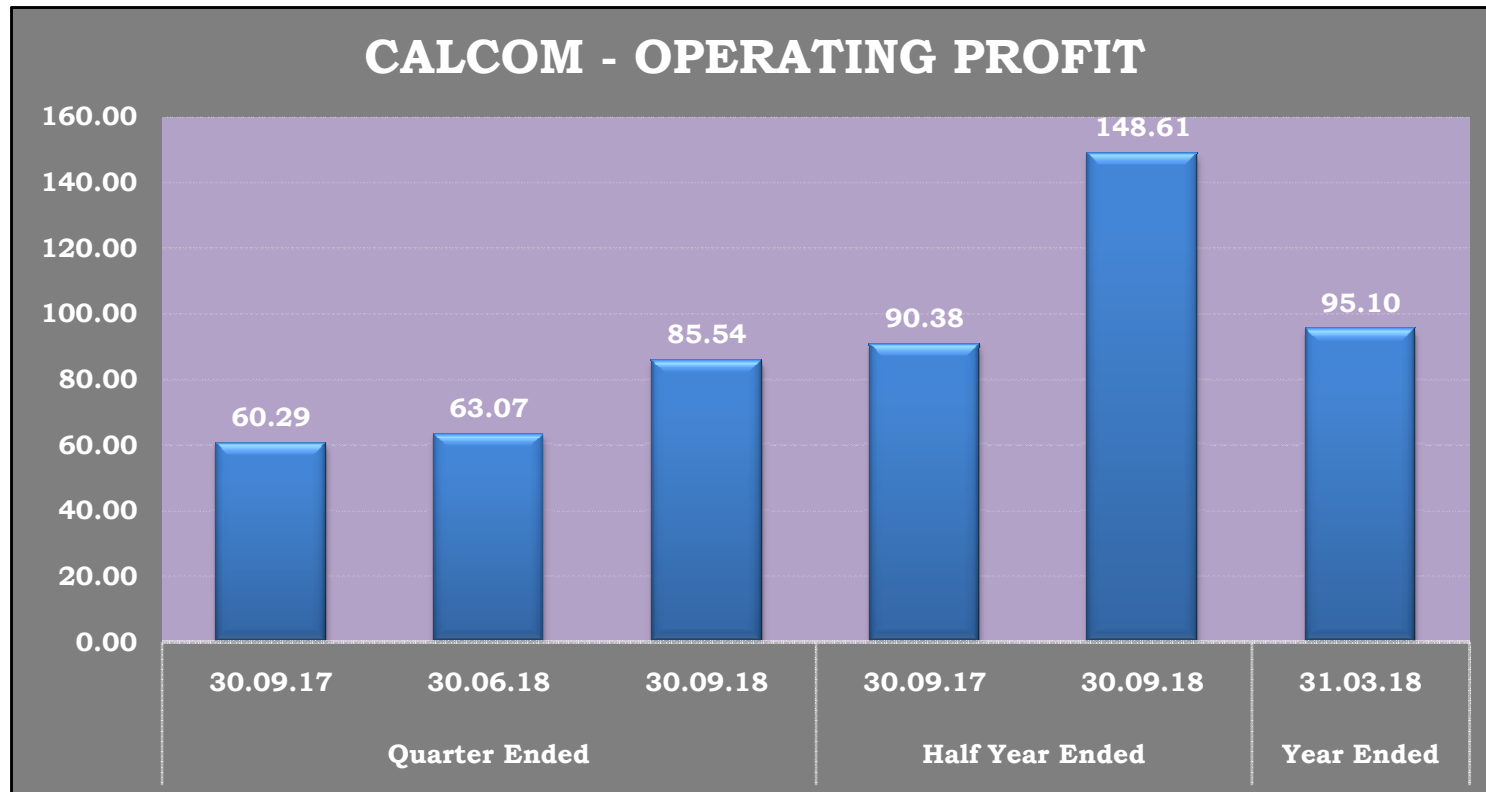


Calcom FY18 Q2 Performance:

Calcom

Profit from Operations Highlights

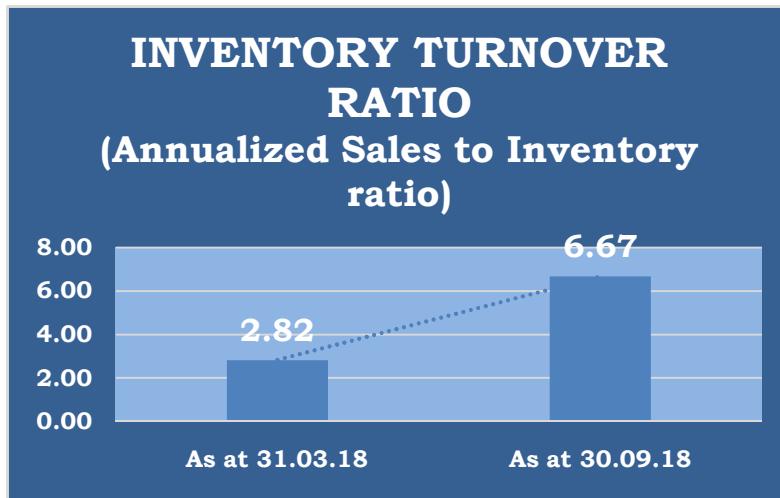
Figure in Rs. Lakhs



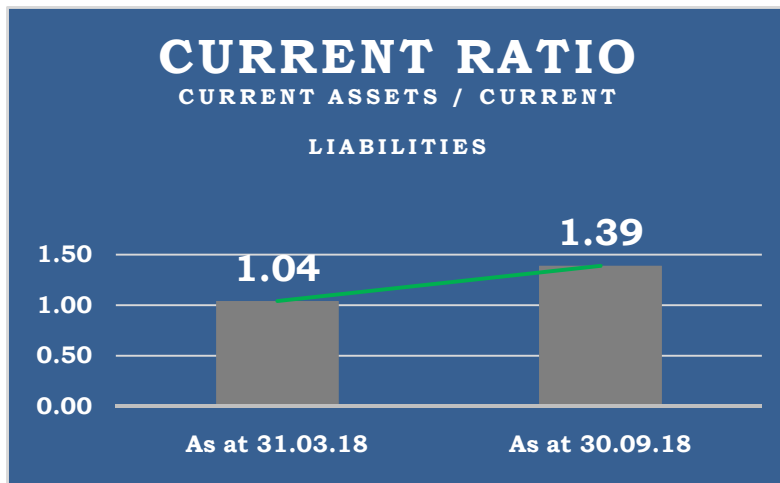
- ❖ The Profit from Operations for Q2 quarter has increased by 35.63% over the previous quarter (Q1FY18); and has increased 41.90% over last year corresponding quarter (Q2FY17)



Balance Sheet Highlights



The Inventory Turnover Ratio as on 30th September, 2018 is 6.67, which is a significant improvement over 31st March (2.82).

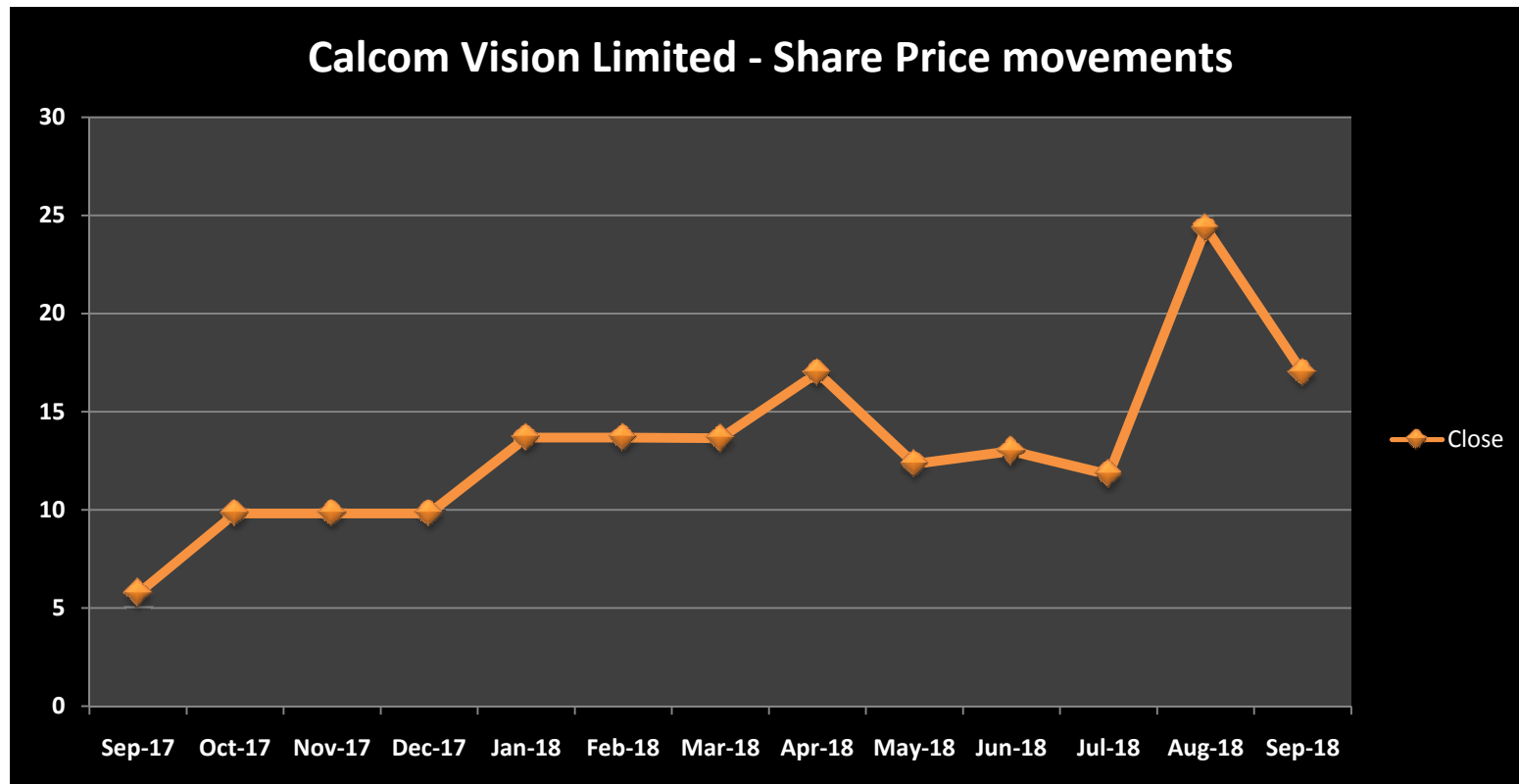


The Current Ratio has increased from 1.04 (31st March, 2018) to 1.39 as on 30th September, 2018



Calcom FY18 Q2 Performance: Share Price Highlights

Calcom



Calcom Share Price has moved up approximately 3 times over the past 1 year (from Rs.5.75 to Rs. 17.00).



Calcom FY18 Q2 and FY18 H1 Performance

| CALCOM VISION LIMITED | | | | | | |
|---|----------------------|-----------------|-----------------|------------------------|-----------------|-------------------|
| Statement of Financial Results for the Quarter and Half Year ended 30th September, 2018 | | | | | | |
| Particulars | Quarter Ended | | | Half Year Ended | | (In Lakhs) |
| | | | | | | Year Ended |
| | 30.09.18 | 30.06.18 | 30.09.17 | 30.09.18 | 30.09.17 | 31.03.18 |
| Revenue From operations | 1411.83 | 1255.97 | 685.61 | 2667.80 | 1479.35 | 2564.09 |
| Other Income | 0.09 | 0.23 | 0.24 | 0.32 | 0.44 | 26.05 |
| Total Income | 1411.92 | 1256.20 | 685.85 | 2668.12 | 1479.79 | 2590.14 |
| Cost of Goods Sold | 997.28 | 897.93 | 401.28 | 1895.21 | 867.43 | 1495.15 |
| Excise Duty on sale of goods | 0.00 | 0.00 | 0.00 | 0.00 | 65.63 | 65.63 |
| Employee expense | 184.77 | 178.87 | 139.59 | 363.64 | 278.77 | 571.66 |
| Finance costs | 37.58 | 21.70 | 17.04 | 59.28 | 38.64 | 83.84 |
| Depreciation and amortization expenses | 16.25 | 13.16 | 10.93 | 29.41 | 21.37 | 45.93 |
| Other expenses | 90.50 | 81.47 | 56.72 | 171.97 | 117.57 | 232.83 |
| Total expenses | 1326.38 | 1193.13 | 625.56 | 2519.51 | 1389.41 | 2495.04 |
| Operating Profit | 85.54 | 63.07 | 60.29 | 148.61 | 90.38 | 95.10 |
| Exceptional Items- (expenses)/income | 0.00 | 0.00 | 0.00 | 0.00 | 0.84 | 172.04 |
| Profit/(loss) after Exceptional Items | 85.54 | 63.07 | 60.29 | 148.61 | 91.22 | 267.14 |
| Operating Profit as a % to Sales | 6.06% | 5.02% | 8.79% | 5.57% | 6.11% | 3.71% |



Calcom Balance Sheet as at 30th September 2018

| STATEMENT OF ASSETS AND LIABILITIES AS AT 30TH SEPTEMBER, 2018 | | (In Lakhs) | |
|--|--|--------------------------|---------------------------|
| S.No. | Particulars | As at 30th Sept, 2018 | As at 31st March, 2018 |
| | | Unaudited | Audited |
| A | ASSETS | | |
| 1 | Non-current assets | | |
| | (a) Property, Plant and Equipment | 529.57 | 500.76 |
| | (b) Goodwill | 414.49 | 414.49 |
| | (c) Capital Work in Progress | 26.51 | 0 |
| | (d) Other Intangible Assets | 24.20 | 1.10 |
| | (e) Intangible assets under development | 0 | 21.30 |
| | (f) Financial Assets | | |
| | (i) Other Financial Assets | 10.80 | 10.80 |
| | (g) Other non-current assets | 22.37 | 21.36 |
| 2 | Current assets | | |
| | (a) Inventories | 799.56 | 909.70 |
| | (b) Financial Assets | | |
| | (i) Trade receivables | 582.64 | 298.81 |
| | (ii) Cash and cash equivalents | 78.45 | 39.27 |
| | (iii) Bank balances other than (iii) above | 14.25 | 10.75 |
| | (iv) Other Financial Assets | 18.95 | 18.47 |
| | (c) Current Tax Assets (Net) | 10.81 | 6.50 |
| | (d) Other current assets | 194.08 | 219.04 |
| | Total Assets | 2726.68 | 2472.35 |
| B | EQUITY AND LIABILITIES | | |
| | EQUITY | | |
| | (a) Equity Share capital | 1054.35 | 811.23 |
| | (b) Other Equity | -219.22 | -124.71 |
| | LIABILITIES | 835.13 | 686.52 |
| 1 | Non-current liabilities | | |
| | (a) Financial Liabilities | | |
| | (i) Other Financial Liabilities | 604.12 | 279.56 |
| | (b) Provisions | 62.11 | 65.62 |
| 2 | Current liabilities | | |
| | (a) Financial Liabilities | | |
| | (i) Trade payables | 754.86 | 616.54 |
| | (ii) Other Financial Liabilities | 363.87 | 587.64 |
| | (b) Other current liabilities | 106.59 | 236.47 |
| | Total Equity and Liabilities | 2726.68 | 2472.35 |



Key Focus Area of the Quarter: **Materials Requirement Planning Process**

- ❑ Carried out a comprehensive review of the Materials Requirements Planning (**MRP**) Process to identify areas of **process improvement & cost reduction** in purchase ordering and inventory carrying costs.
- ❑ Streamlined monthly MRP Runs in SAP for multiple scenarios based on 4 months sales forecast, with the objective to enable **accurate and effective purchase ordering** based on ABC Analysis for each month's materials' requirement.
- ❑ Instituted a **strong discipline of regular monitoring** of raw materials ordered, shortages and expected delivery dates, to ensure smooth production with minimal disruption.



Other Key Updates

- **New Customer Acquisition**
 - A new UK Customer acquired during Q2 for export of lighting products to UK and Middle East. Received first order worth Rs. 48.00 Lacs.
- **Participated in Annual 3-day Light India Exhibition at Pragati Maidan, New Delhi.**
 - Received good response from new customers. Have been actively pursuing them, positive results expected in Q3-Q4.
- **Continued Focus on Effective Governance and Control**
 - **“Monthly Performance Review (MPRs)”** with Core Management, with the objective to review of past month performance of each function, resolve key cross functional issues and finalize next month plan
 - Regular Monitoring of **Key Result Areas (KRAs) and Key Performance Indicators (KPIs)** for each function – S&M, Procurement, Production, Finance & Accounts, Quality, R&D and HR.
 - **Daily Cross Functional Review meetings** for monitoring of sales, production and purchasing progress, to review and expedite resolution of operational issues.



Other Key Updates

- **AGM approval on Employee Stock Options (ESOP)**
 - The Shareholders have in their Annual General Meetings (AGM) dated 29th September, 2018, approved Calcom Vision Employees Stock Option Plan-2018, for the benefit of the Employees of the Company.

- **Board of Directors Reconstitution**
 - With the objective of further strengthening the Board of Directors, the Shareholders have in their Annual General Meeting (AGM) dated 29th September, 2018, approved the appointment of **Mr. Abhishek Malik** as Non Executive Director.



Thank you.