

Calcom Vision Limited

CIN :- L92111DL1985PLC021095

Calcom

ISO - 9001 - 2015

ISO - 14001 - 2015

SA - 8000 - 2014

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

February 17, 2020

To,

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 Release

In reference to the captioned subject, please find enclosed herewith a copy of "Q3 FY20 Result Presentation".

You are requested to take the aforesaid on record.

Thanking you,

Yours faithfully,

For **Calcom Vision Limited**


Aayushi Jindal

Company Secretary & Compliance Officer



Enclosed: A/a

Calcom Vision Limited

Investor Presentation

Financial Results for quarter and nine months
ended December 31, 2019





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- **QTR-3-FY20 Business Performance Review**
- **Macro / Industry Outlook**
- **Main Reason for drop in Sale in Q3 FY20**
- **Strategy going forward**

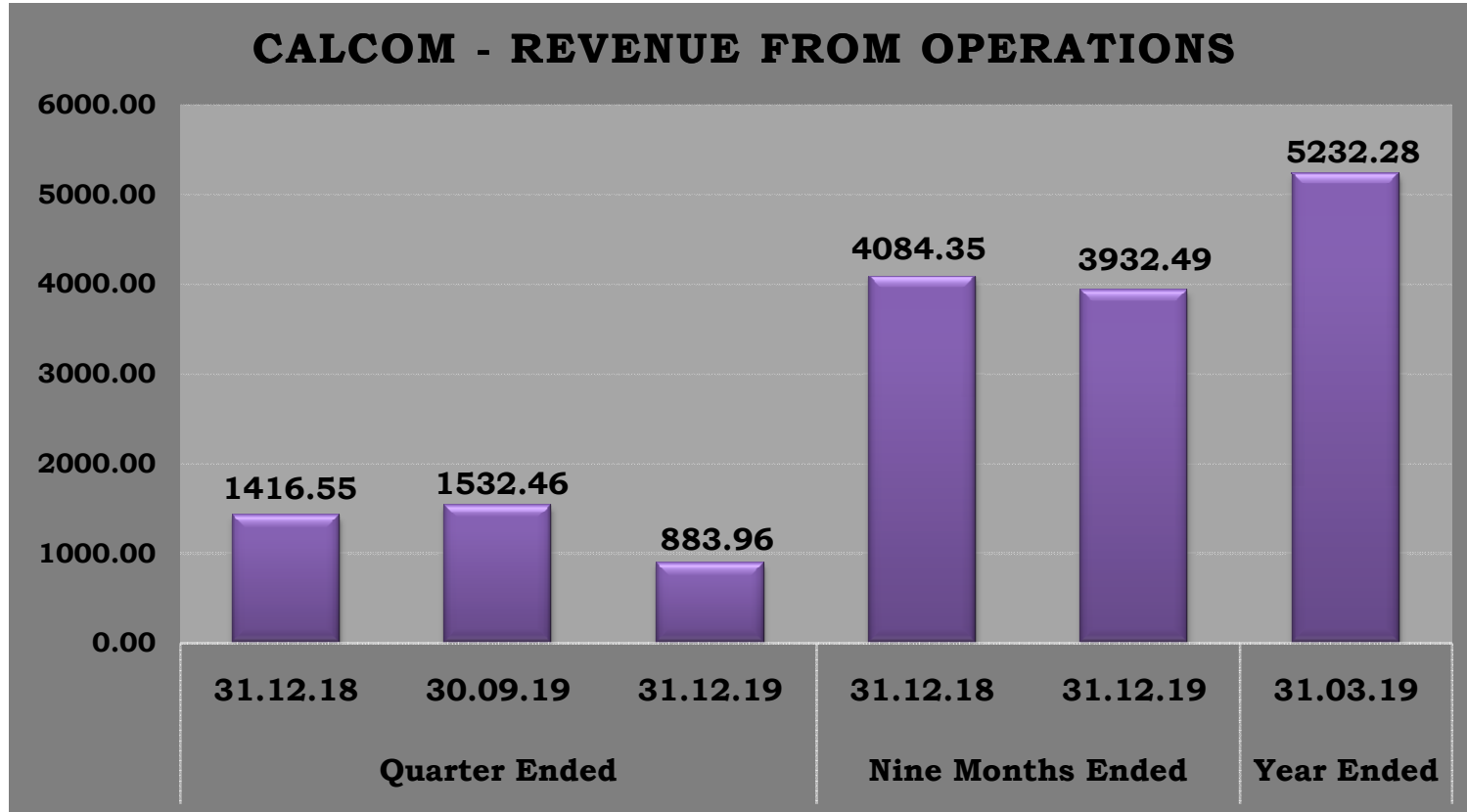


Calcom Q3 FY20 Performance

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Revenue Highlights

(INR in Lakhs)



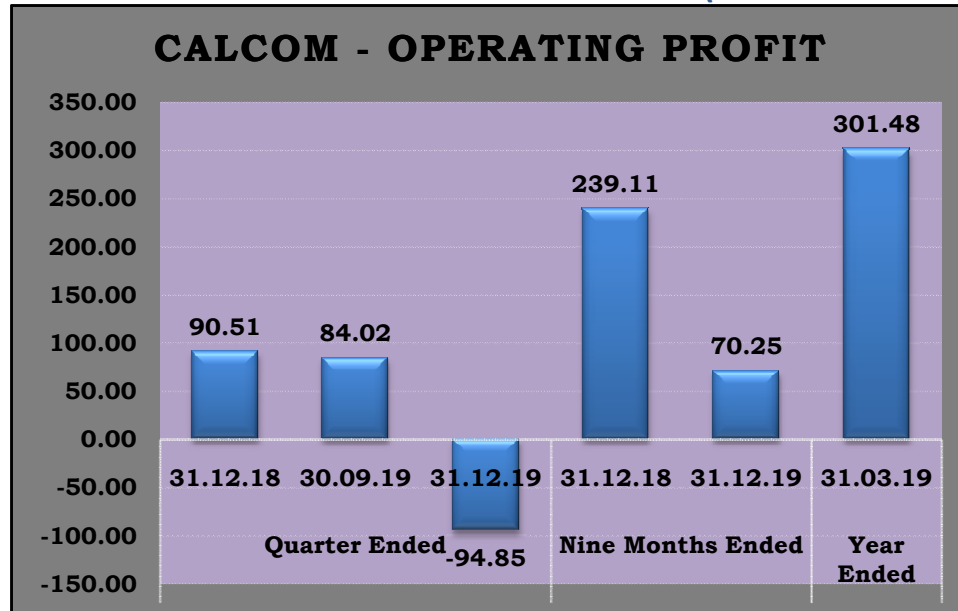
The Revenue for the Nine Months of FY20 has gone down by 3.72% over the previous corresponding Nine Months Period of FY19, primarily because of low turnover in Q3 FY20 on account of substantially lower off take by customers and price erosion.



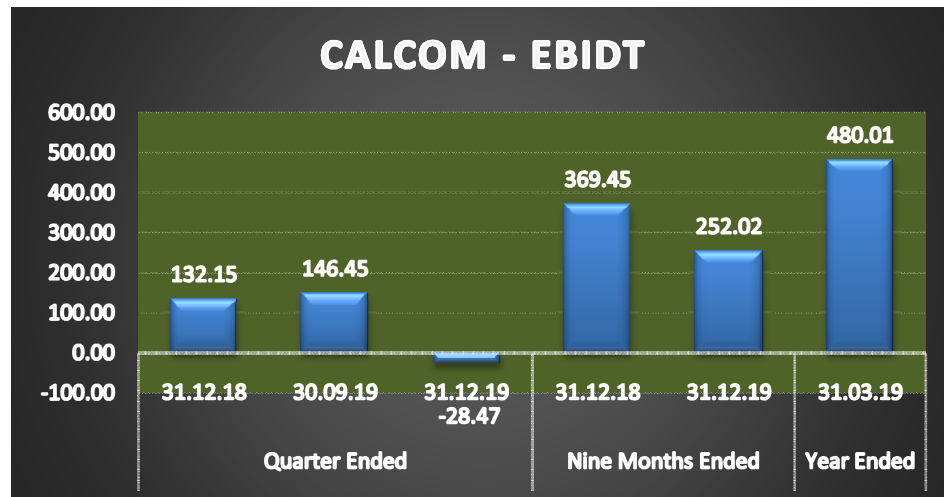
Calcom Q3 FY20 Performance

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Profitability Highlights (INR in Lakhs)



The Profit from Operations for the nine months period has gone down by 70.62% over the corresponding nine months of Last Year.



The EBIDT for Nine Months of FY20 has gone down by 31.79% over the previous corresponding Nine Months.



Calcom Q3 FY20 & Annual FY Performance – Financial Result

CALCOM VISION LIMITED						
Statement of Financial Results for the Quarter and Nine Months ended 31st Dec, 2019						
(INR In Lakhs)						
Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31.12.18	30.09.19	31.12.19	31.12.18	31.12.19	31.03.19
Revenue From operations	1416.55	1532.46	883.96	4084.35	3932.49	5232.28
Other Income	0.08	5.00	3.39	0.41	10.13	8.10
Total Income	1416.63	1537.46	887.35	4084.76	3942.62	5240.38
Cost of Goods Sold	995.82	1067.01	632.82	2891.03	2773.63	3712.90
Employee expense	190.19	222.50	200.67	553.83	633.45	704.68
Finance costs	25.71	44.67	46.77	84.99	125.30	116.67
Depreciation and amortization expenses	15.93	17.76	19.61	45.35	56.47	61.85
Other expenses	98.47	101.50	82.34	270.45	283.53	342.79
Total expenses	1326.12	1453.44	982.20	3845.65	3872.37	4938.90
Operating Profit	90.51	84.02	-94.85	239.11	70.25	301.48
Exceptional Items- (expenses)/income	0.00	0.00	0.00	0.00	0.00	0.00
Profit/(loss) after Exceptional Items	90.51	84.02	-94.85	239.11	70.25	301.48
Operating Profit as a % to Sales	6.39%	5.48%	-10.73%	5.85%	1.79%	5.76%

- There is general slow down in the economy - with Nominal GDP Growth Rate at 42-year low and Manufacturing Growth Rate at 13-year low, which is affecting the sale of lighting products as well.

- As per publically available sales data of industry leaders in Lighting and Consumer durables, there has been a decline of sales of around 20% during current FY.

(INR in Crore)

*INDUSTRY SALES DATA				
Company Name	Mar-19	Jun-19	Sep-19	Dec-19
Bajaj Electricals Limited	1773	1298	1092	1282
Surya Roshni Limited	1706	1412	1324	1395
Havells India Limited	2752	2712	2230	2270
Crompton Greaves Consumer Electricals	1207	1347	1076	1071
TOTAL	7438	6769	5722	6018
Change %		-9%	-15%	5%

*www.bseindia.com

The impact of change in trend in Dec,19 Qtr shall be visible for us in coming quarter(s).



Main Reason for drop in Sales in Q3 FY20 *Calcom*

S. No.	Item	Sales Loss	Reason
1	BATTEN	Quantity in 3 rd Quarter went down by 17% and price reduced by 12%.	Slow Down in Market Leading to Price War
2	EMERGENCY BULB	Quantity in 3 rd Quarter went down by 40%.	Slow Down and Seasonality Factor (Sale in winter for emergency Product is low)
3	WEDDING PAR	During 2 nd Quarter, we realized Sales of Rs.1.25 Crore, which could not be repeated in 3 rd Quarter.	Slow Down in the Market

Strategy going forward...

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- **Shift from Selective Products to Mass Consumption Products like LED Bulbs and Street Light.**
- **Extensive focus for increase in Exports particularly for PAR Light and Façade Lighting for European Market and developing US market.**
- **Adding new customers –**
 - (a) Tie-up done with Panasonic Life Solutions**
 - (b) Started supplies to new customers including Bajaj Electricals**
- **Strategising localized sourcing of raw material to favourably impact Cash flow and also to counter impact of Coronavirus on imports from China.**



Thank you.