

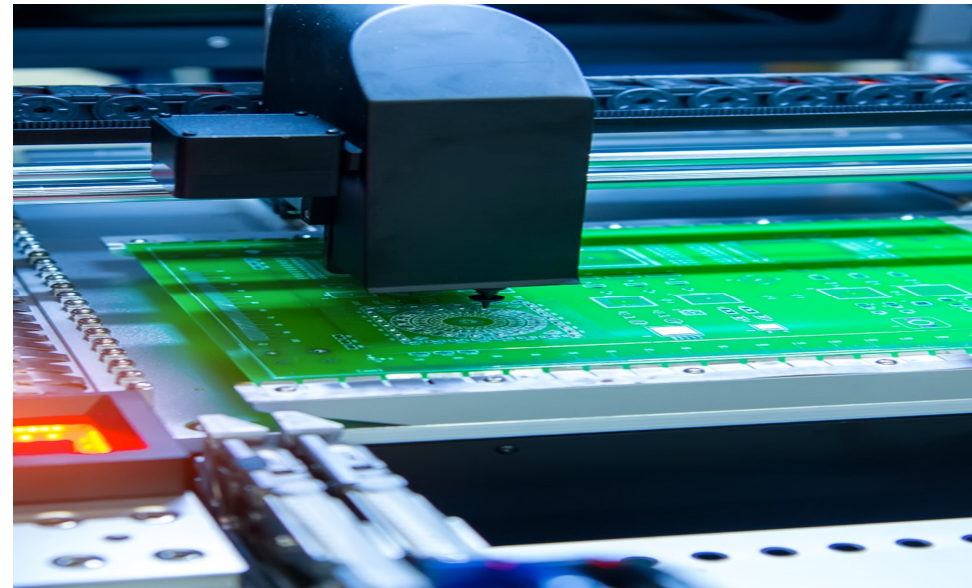
optiemus



# OPTIEMUS INFRACOM LIMITED

COMPANY UPDATE

Q3 FY 2021-22  
Feb 2022



**DISCLAIMER**

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**These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward looking statements.**

AGENDA



Introduction



Quarterly Financials



Update & Way  
Forward



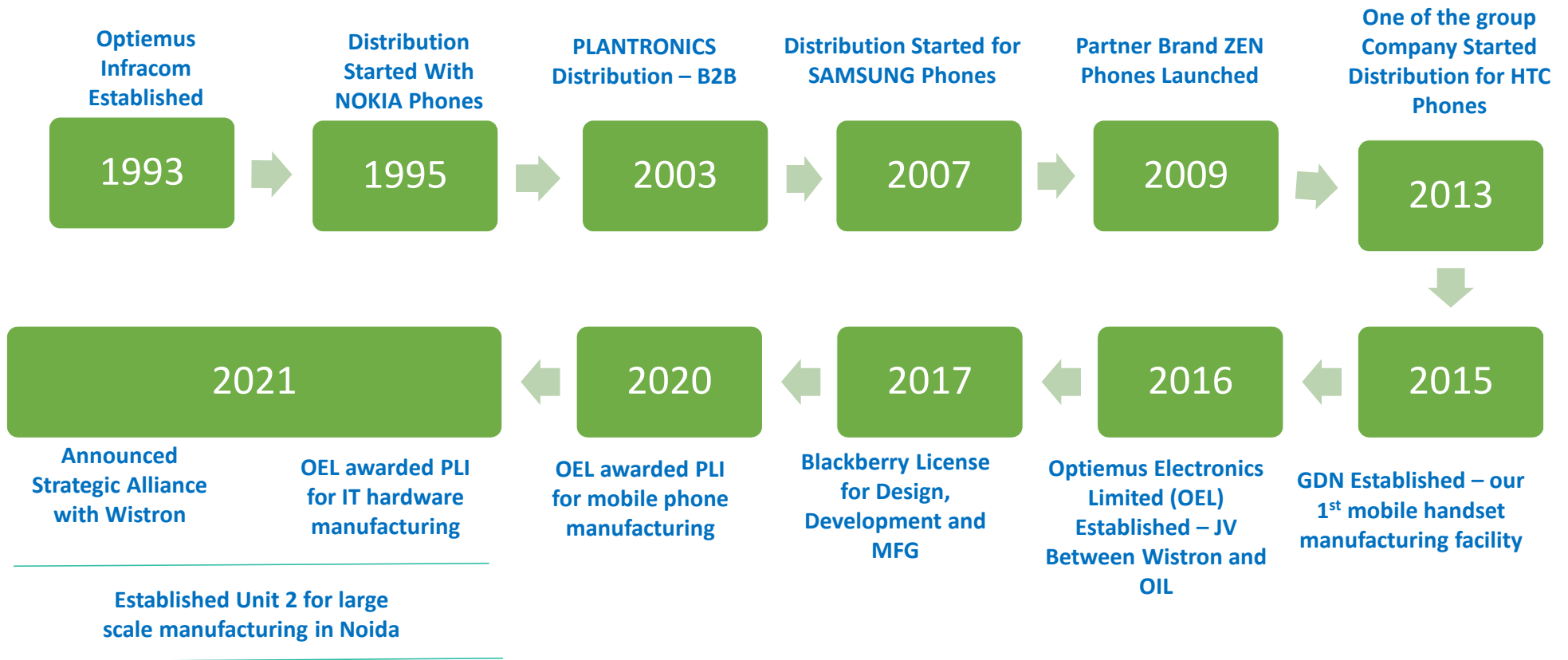
## Introduction

Optiemus Infracom Limited, a public listed company, is a diversified, award-winning, high-performance telecommunications enterprise with over 25 years of multi-domain experience including Distribution & Marketing of mobile & Telecom Products in the Indian subcontinent.

We hail technology as the great equalizer, the core of a revolution that has the right to empower the next billion. To see it happening, we have taken it upon ourselves to make the technology accessible to the masses through different channels and at different stages of its lifecycle – Design, Manufacturing, Distribution, Retail & After-sales.

# Group Journey

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- **Mr. Ashoek Gupta - Visionary first-generation founder with over two decades experience** in creating a world-class mobile phone ecosystem in India. Instrumental in scaling up businesses of MNCs such as **Nokia, Samsung, HTC and LG** in India in the past
- **Mr. A. Gururaj – MD of OEL, Ex MD of Wistron India.** Demonstrated track record in setting up and running large scale plants for customers such as Apple. Previously with Flextronics, Chennai
- **Mr. Nitesh Gupta – Director, OEL.** Instrumental in setting up Hearables/ Wearables vertical including on-boarding new customers, New product R&D, setting up strong network of vendors across India and other countries

PROMOTER AND  
TEAM



**Ashoek Gupta**  
**CHAIRMAN**  
OPTIEMUS GROUP



**A. Gururaj**  
**Managing Director**



**Neetesh Gupta**  
**Director**



## Quarterly Financials

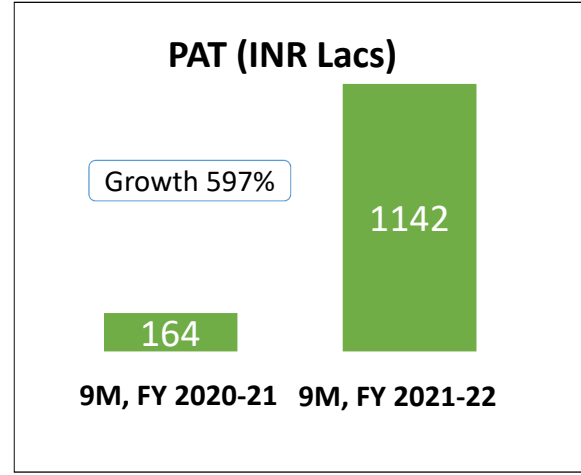
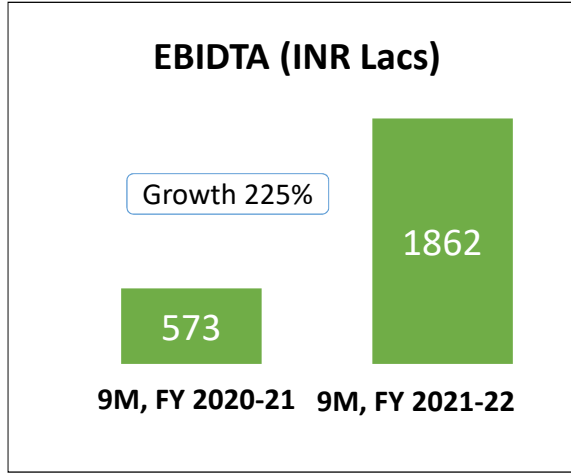
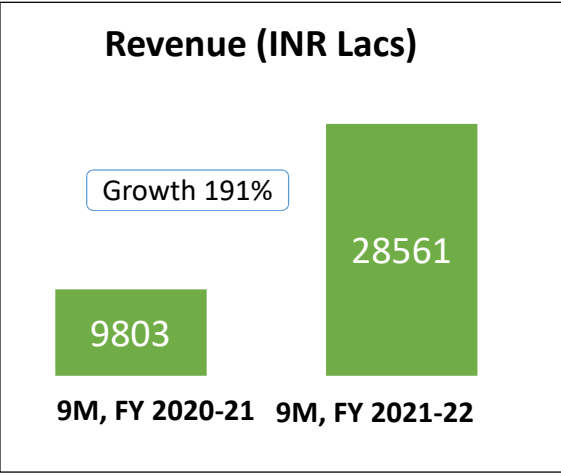
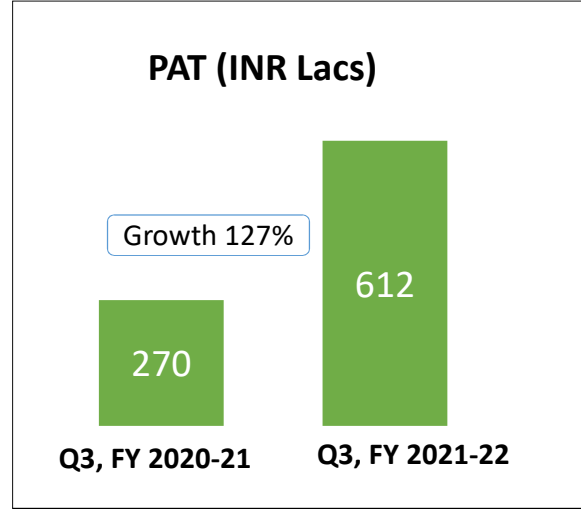
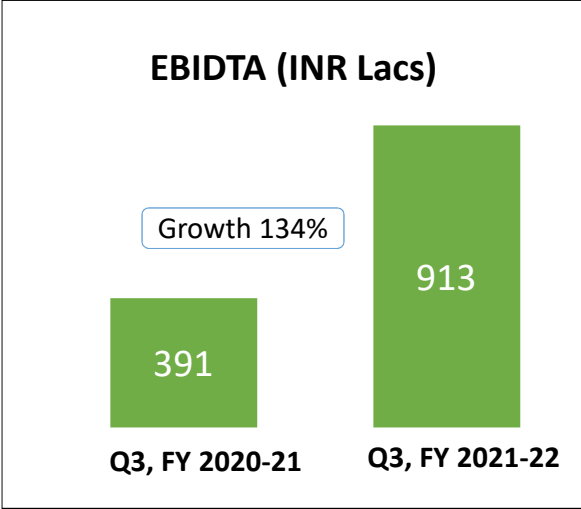
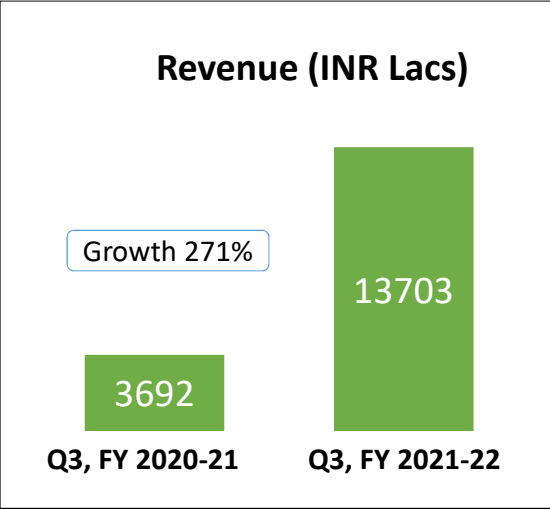
Q3 and 9M  
Standalone  
Key Highlights

| Particulars             | Figures in Lacs  |                  |                   |                  |                  |                   |
|-------------------------|------------------|------------------|-------------------|------------------|------------------|-------------------|
|                         | FY 2021-22<br>Q3 | FY 2020-21<br>Q3 | Growth (%)<br>YoY | FY 2021-22<br>9M | FY 2020-21<br>9M | Growth (%)<br>YoY |
| <b>Total Revenue</b>    | <b>137,03</b>    | <b>36,92</b>     | <b>271%</b>       | <b>285,61</b>    | <b>98,03</b>     | <b>191%</b>       |
| <b>EBDITA</b>           | <b>9,13</b>      | <b>3,91</b>      | <b>134%</b>       | <b>18,62</b>     | <b>5,73</b>      | <b>225%</b>       |
| <b>Net Profit (PAT)</b> | <b>6,12</b>      | <b>2,70</b>      | <b>127%</b>       | <b>11,42</b>     | <b>1,64</b>      | <b>597%</b>       |

*Note: the above data for Standalone and continuing operation.*



**Q3 and 9M  
Standalone  
Key Highlights**





## Update & Way Forward



**After the Board approved the acquisition of Equity Shares of GDN Enterprises Private Limited will become a Subsidiary of Optiemus Infracom Limited**

Acquisition of Group  
Manufacturing  
Entity

GDN Enterprises Private Limited well known as **Global Devices Network (GDN)**, one of the Group Company of Optiemus Group is engaged into assembly of electronic products and had set-up a state-of-the-art manufacturing facility covering over 55,000 sq. ft. of production floor area. ***The management believes that it will create a operational synergy and cost optimization within the group in manufacturing segment.***

**GDN Enterprises Private Limited is one of the beneficiary of PLI Scheme of Telecom and Networking Products**

GDN is a home-grown manufacturer and is proud of being one of the Indian EMS that has produced mobile phones for over 10 brands from across the world.

**Brief - GDN**

**Potential Business opportunity**

***GDN has recently got approval from Department of Telecommunication, Ministry of Communications for production of Telecom and Networking Products under Production Link Incentive (PLI) Scheme.***

The such PLI Scheme extends an incentive of 7% to 4% on net incremental sales (over the base year of FY 2019-20) of goods under target segments that are manufactured in India to eligible companies over a period of Five (5) years.

Accordingly, GDN will commence the production in accordance with the Production Linked Incentive (PLI) Scheme very shortly.

### ***Emance Untapped Opportunity in Hearable and Wearable Segment***

- **Hearables** volumes can grow **3.5x to 80mn** in the next 3-4 years. This assumes that potentially 1 in every 5 smart phone users use a Hearable (TWS) device. **This could increase 9x to 150mn units** if 1 in every 2 smart phone users use a TWS
- Value-wise, the **hearables market** could potentially be **US\$ 4 bn by the year 2024**
- Imposition of duties/PMP on CBU in Budget 2022 – a precursor to PLI
- Optiemus Electronics is currently **well positioned player** with **market ready Capacity and Capabilities** to capture this growth.
- Optiemus Electronics is manufacturing Hearables and Wearables for more than 5 key brands

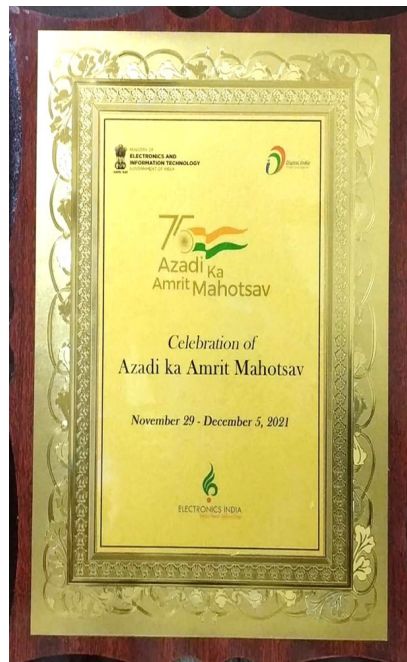
Hearables/Wearables  
Ready to take-off  
**NOW**

optiemus

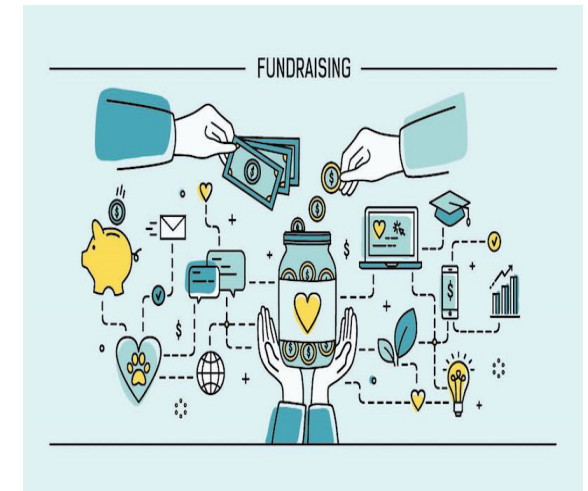


Optiemus Electronics recently awarded by Honourable Minister for Electronics and IT, Shri Ashwini Vaishnaw, for Outstanding Contribution in Manufacturing of Hearables/Wearables in India

Award and Recognition



The Board of Directors of the Company has accorded its approval to raise funds by the Company, by way of inter alia, issue of equity shares or any other equity linked instruments or securities through inter alia, a preferential issue vide private placement (including one or more qualified institutions placements) or a rights issue or through any other permissible mode under applicable laws and/ or combination thereof,



as may be considered appropriate, subject to such statutory/regulatory/other approvals as may be required, including the approval of the members, to seek their consent for such fund raising and to approve ancillary actions for such fund raising. The shareholders' approval for the above said matter will be taken in the Extraordinary General Meeting or through Postal Ballot.



Thank You