



COMPANY UPDATE | Q3-FY 2022-23

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# ABOUT US



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.

# THE TEAM



**Ashok Gupta**

**Chairman**

Mr. Ashok 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



**A. Gururaj**

**Managing Director**

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



**Neetesh Gupta**

**Director**

Mr. Neetesh Gupta - Director, OEL. Instrumental in setting up Hearables/ Wearables vertical including onboarding new customers, New product R&D, setting up strong network of vendors across India and other countries

# AGENDA



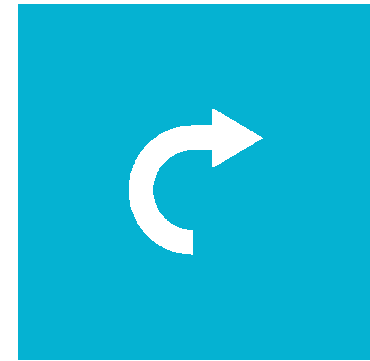
**Quarterly  
Financials**

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**Recent Updates**

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**Way Forward**

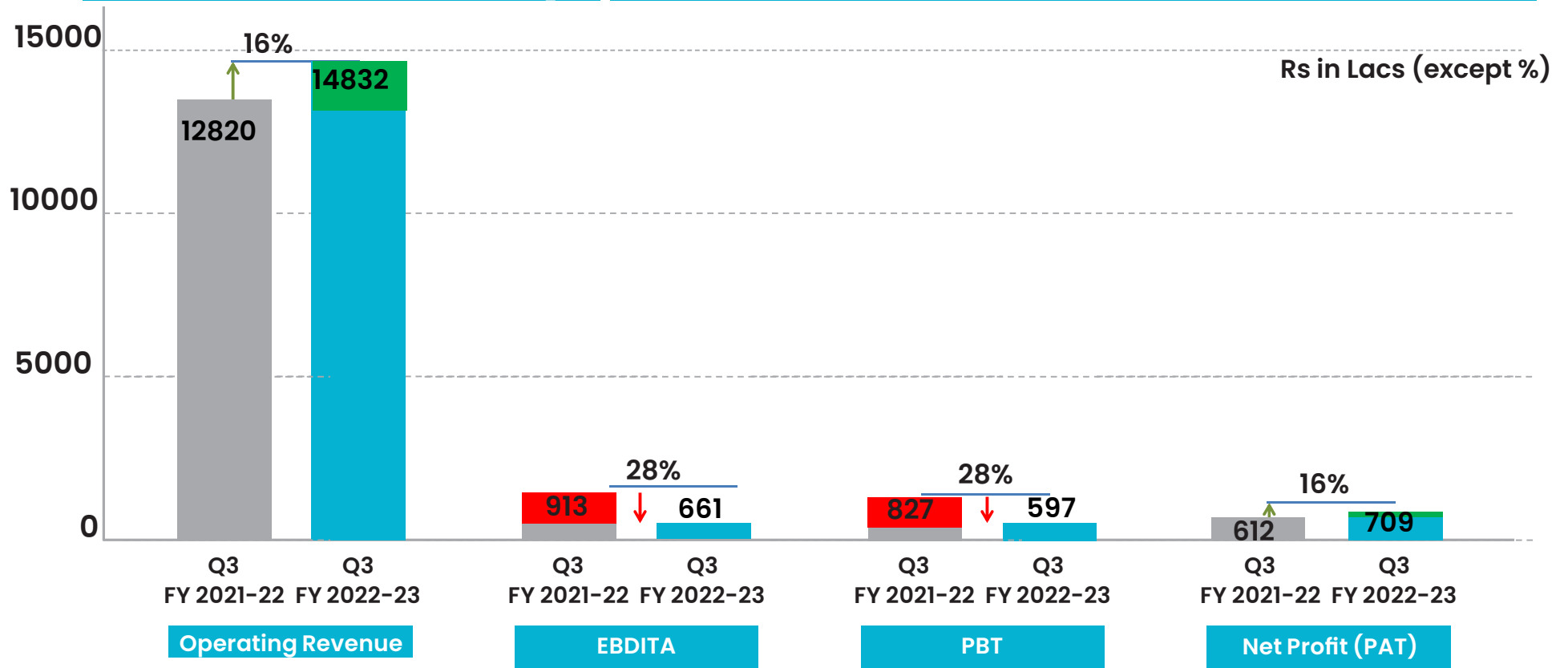
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## Key Highlights- Q3 Standalone

| Particulars       | Q3-FY2022-23 | Q3-FY2021-22 | Growth (%) |
|-------------------|--------------|--------------|------------|
| Operating Revenue | 14832        | 12820        | 16% ↑      |
| EBDITA            | 661          | 913          | 28% ↓      |
| PBT               | 597          | 827          | 28% ↓      |
| Net Profit (PAT)  | 709          | 612          | 16% ↑      |

Rs in Lacs (except %)

# Key Highlights- Q3 Standalone



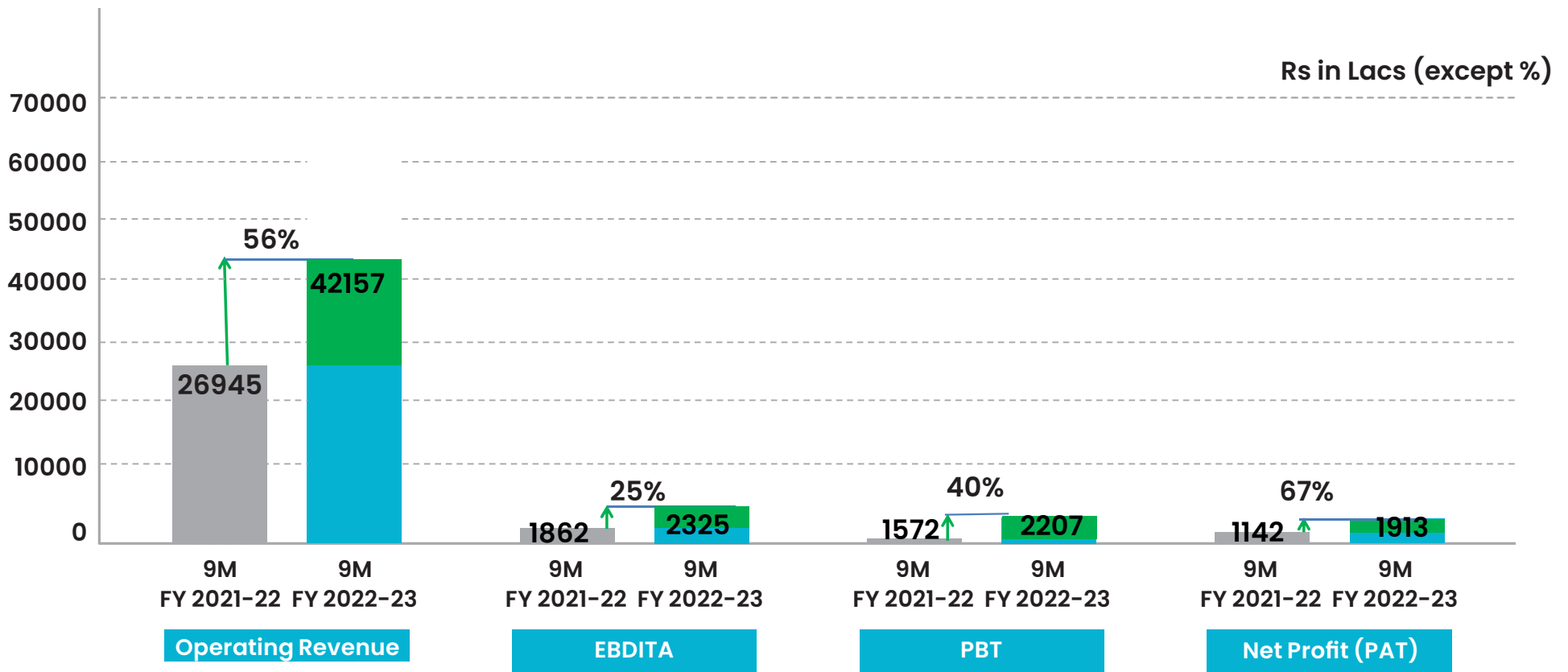
## Key Highlights- 9M Standalone

| Particulars       | 9M-FY2022-23 | 9M-FY2021-22 | Growth (%) |
|-------------------|--------------|--------------|------------|
| Operating Revenue | 42157        | 26945        | 56% ↑      |
| EBDITA            | 2325         | 1862         | 25% ↑      |
| PBT               | 2207         | 1572         | 40% ↑      |
| Net Profit (PAT)  | 1913         | 1142         | 67% ↑      |

Rs in Lacs (except %)



# Key Highlights- 9M Standalone

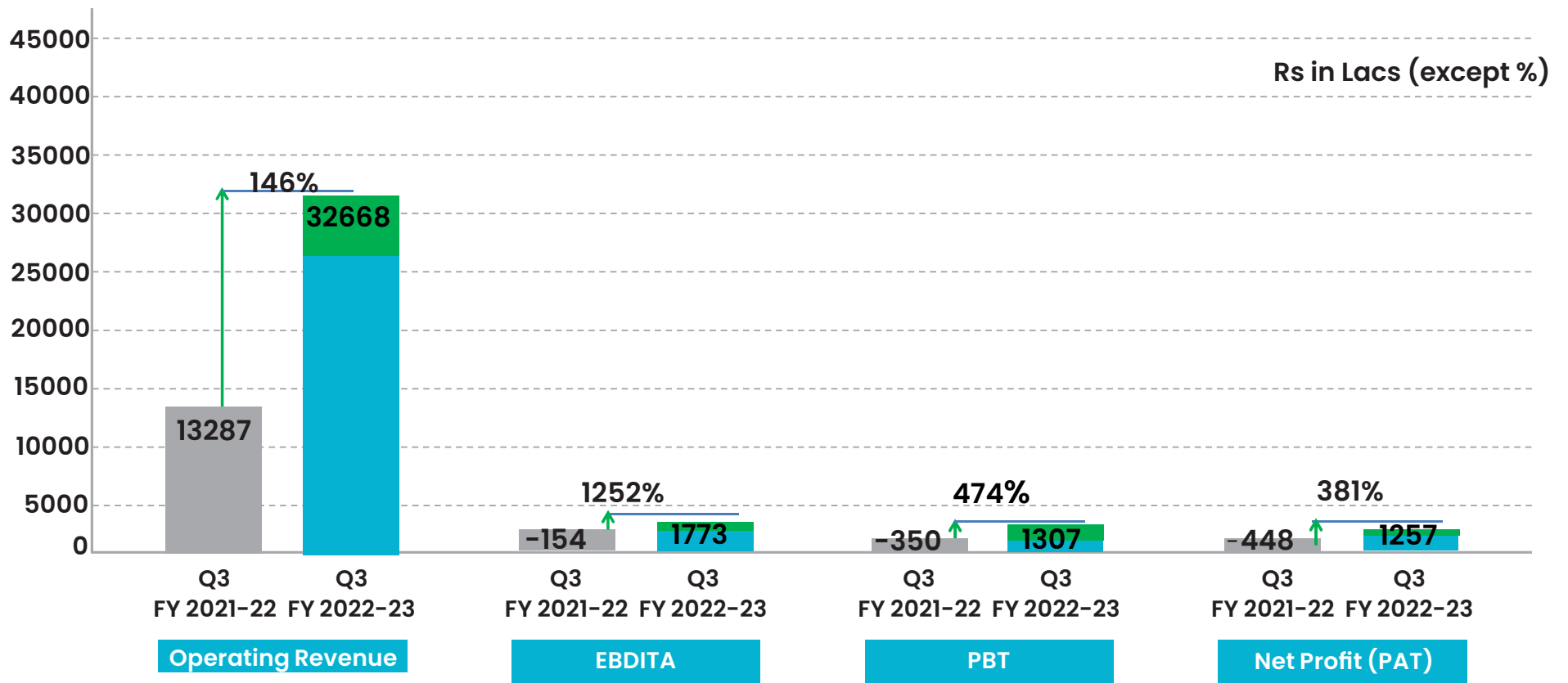


## Key Highlights-Q3 Consolidated

| Particulars       | Q3-FY2022-23 | Q3-FY2021-22 | Growth (%) |
|-------------------|--------------|--------------|------------|
| Operating Revenue | 32668        | 13287        | 146% ↑     |
| EBDITA            | 1773         | -154         | 1252% ↑    |
| PBT               | 1307         | -350         | 474% ↑     |
| Net Profit (PAT)  | 1257         | -448         | 381% ↑     |

Rs in Lacs (except %)

# Key Highlights- Q3 Consolidated

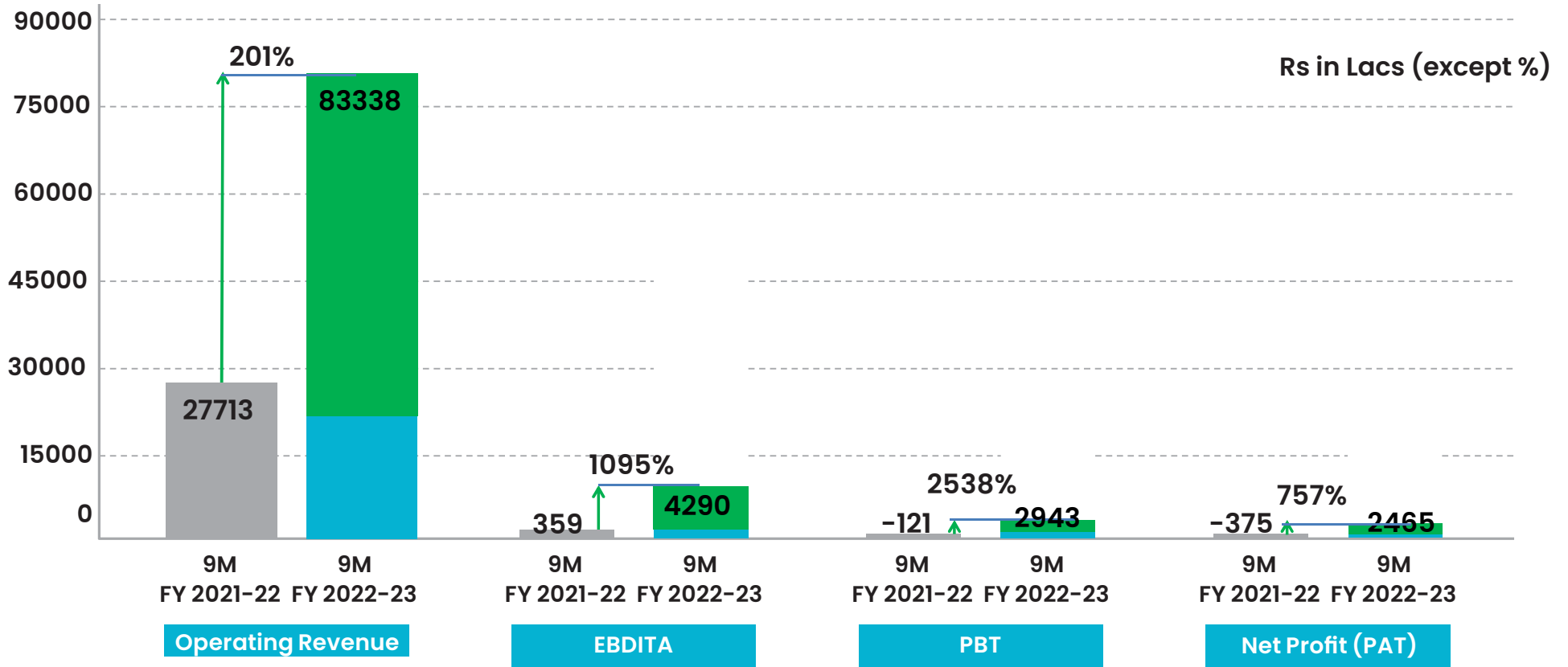


## Key Highlights-9M Consolidated

| Particulars       | 9M-FY2022-23 | 9M-FY2021-22 | Growth (%) |
|-------------------|--------------|--------------|------------|
| Operating Revenue | 83338        | 27713        | 201% ↑     |
| EBDITA            | 4290         | 359          | 1095% ↑    |
| PBT               | 2943         | -121         | 2538% ↑    |
| Net Profit (PAT)  | 2465         | -375         | 757% ↑     |

Rs in Lacs (except %)

# Key Highlights – 9M Consolidated



# Update & Way Forward

- Optiemus Electronics Limited, Wholly owned subsidiary of the Company has **commenced production of Laptops for Domestic and Global Brands.**
- Optiemus Electronics and GDN Enterprises, both the companies are having **strong orders book for Hearable & Wearable, Telecom products and Laptops** of domestic and global brands
- The Board of Directors of Optiemus Electronics Limited and GDN Enterprises Pvt. Limited (both wholly owned subsidiaries) **have approved the merger of GDN Enterprises Pvt. Limited into Optiemus Electronics.** Merger of both wholly owned subsidiaries will lead to have manufacturing operation into a single entity and would bring concentrated management focus to undertake business more advantageously.

- The Company has filed an refund application with Asst./Dy Commissioner of Customs, New Delhi, **to get the refund of Rs. 45 Crores** with respect to the excess countervailing duty “CVD” paid by MPS Telecom Private Limited (Erstwhile Entity merged with the Company) during the period 22.02.2014 to 18.02.2015.
- The Company has filed an application with Asst./Dy. Commissioner of Customs, Mumbai, for **amendment/re-assessment of Bills of Entry to the extent of Rs. 26 Crores** with respect to refund of excess countervailing duty “CVD” paid by MPS Telecom Private Limited (Erstwhile Entity merged with the Company) during the period 24.02.2014 to 23.02.2015.
- Promoters of the Company has a plan to get release the pledge on the 35 lacs equity shares pledged with Indusind Bank Limited. Consequently, the **promoters will have “zero” pledge of their shares.**

**THANK YOU**

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