

# 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  
Ph. : 91-0120-2569761 - 4 Fax : 91-0120-2569769, E-mail : corp.compliance@calcomindia.com  
Website : www.calcomindia.com

To,

25.05.2019

The Manager (Department of Corporate Services)  
Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
MUMBAI - 400 00 I

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

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 4<sup>th</sup> Quarter and Year ended on 31st March 2019.

You are requested to take the aforesaid on record.

Thanking you,

Yours faithfully,  
For Calcom Vision Limited

  
Ayushi Jindal  
Company Secretary & Compliance Officer



Enclosed: A/a

# Calcom Vision Limited

**Q4 FY19 (Jan'19-Mar'19)**

**Investors Release**

*25<sup>th</sup> May, 2019*





# Agenda

**Calcom**

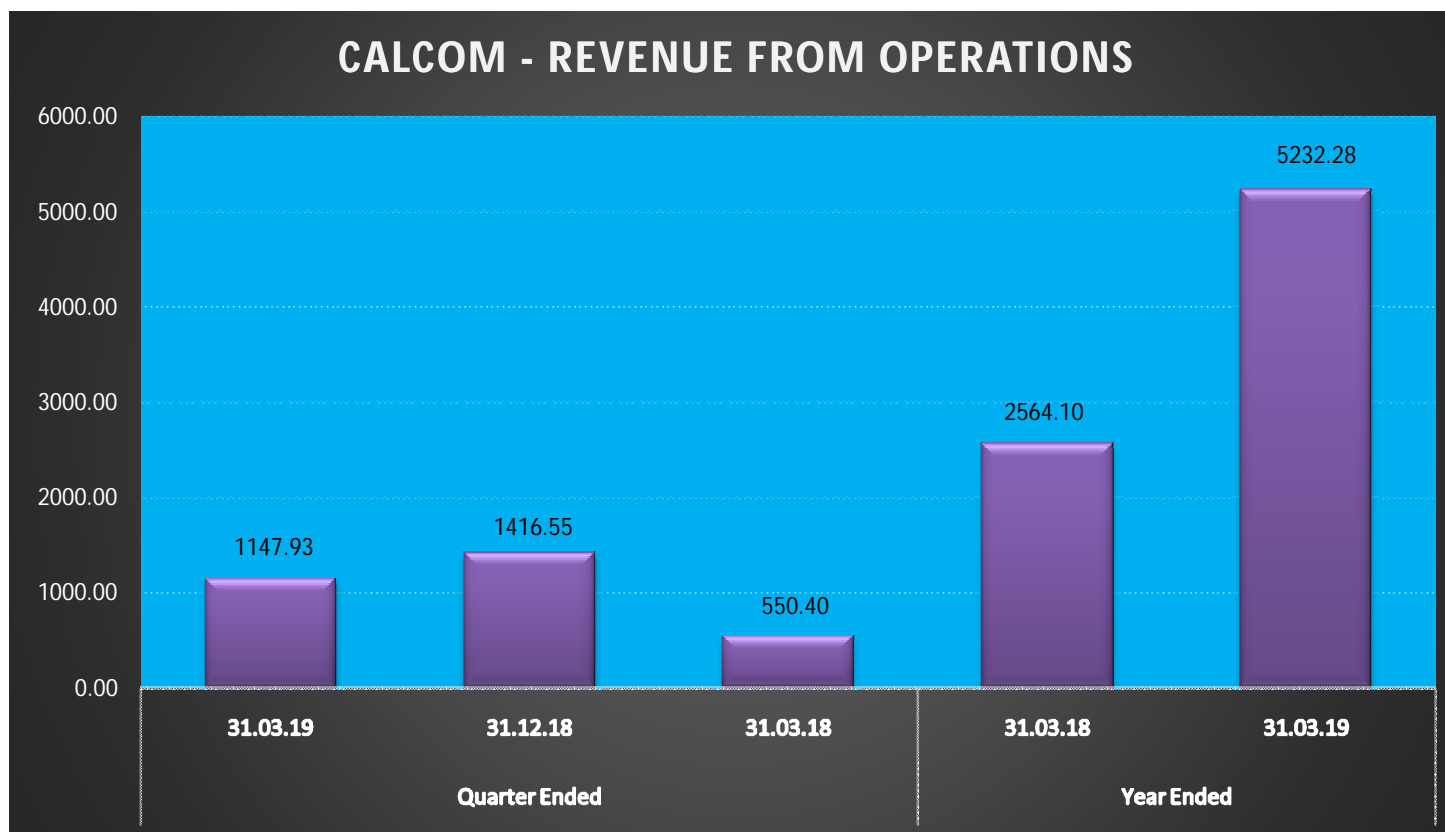
- **Q4 FY19 and Full Year Performance Review**
- **Key Focus Area of the Q4 Quarter:**
  - Launched Key Quality Initiatives – 5S & Kaizen
  - Initiated 6 Cross Functional Projects.
- **Other Key Updates & Developments in Q4 FY19**
  - New Customer Acquisitions and New Products Introduction.
  - Employee Stock Options Plan (ESOP) Status
  - Continued focus on effective governance & control.
- **Share Price Movement during the Q4 FY19 Quarter**



# Calcom Q4 FY19 Performance

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## Revenue Highlights



- The Revenue from operations for this quarter i.e. **Q4FY19** has increased over last year corresponding quarter (Q4FY18) by **109%** .
- The Revenue from Operations for the **Full year FY19** has increased over last year FY18 by **104%**.

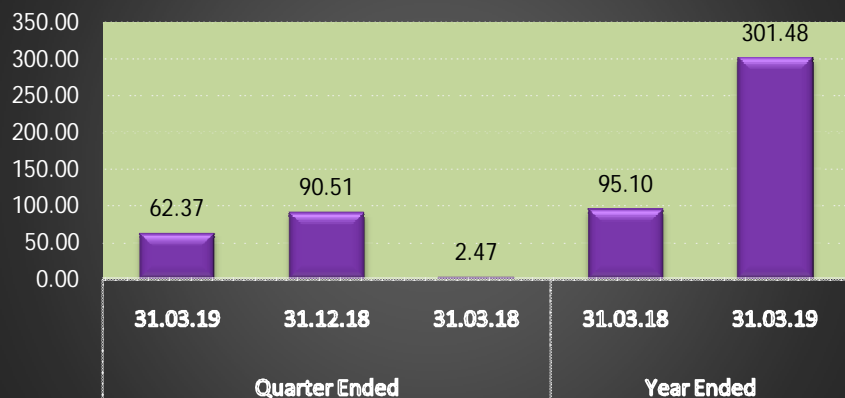


# Calcom Q4 FY19 Performance

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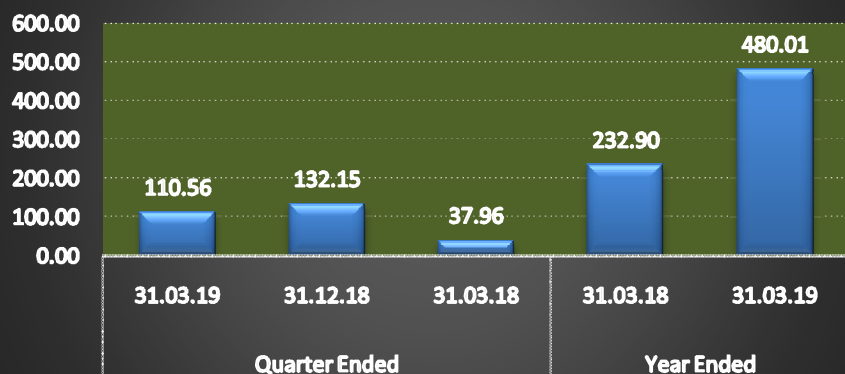
## Profitability Highlights

### CALCOM - OPERATING PROFIT



- The Operating Profit for this quarter i.e. **Q4FY19** has gone up **2410%** over last year corresponding quarter (Q4FY18).
- The Operating Profit for the **Full year FY19** has increased over last year FY18 by **217%**.

### CALCOM - EBIDT



- The Earnings Before Interest, Depreciation & Tax (EBIDT) for this quarter i.e. **Q4FY19** has gone up **191%** over last year corresponding quarter (Q4FY18).
- The EBIDT for the **Full year FY19** has increased over last year FY18 by **106%**.



## Calcom Q4 FY19 & Annual FY19 Performance – Revenue Statement

<b>CALCOM VISION LIMITED</b>					
Statement of Financial Results for the Quarter and Year ended 31st March, 2019					
(In Lakhs)					
Particulars	Quarter Ended			Year Ended	
	31.03.19	31.12.18	31.03.18	31.03.18	31.03.19
<b>Revenue From operations</b>	<b>1147.93</b>	<b>1416.55</b>	<b>550.40</b>	<b>2564.10</b>	<b>5232.28</b>
Other Income	7.69	0.08	3.66	34.07	8.10
<b>Total Income</b>	<b>1155.62</b>	<b>1416.63</b>	<b>554.06</b>	<b>2598.17</b>	<b>5240.38</b>
Cost of Goods Sold	821.87	995.82	295.34	1495.14	3712.90
Excise Duty on sale of goods	0.00	0.00	0.00	65.63	0.00
Employee expense	150.85	190.19	156.87	571.66	704.68
Finance costs	31.68	25.71	23.07	91.86	116.67
Depreciation and amortization expenses	16.50	15.93	12.42	45.93	61.85
Other expenses	72.34	98.47	63.89	232.83	342.79
<b>Total expenses</b>	<b>1093.25</b>	<b>1326.12</b>	<b>551.59</b>	<b>2503.06</b>	<b>4938.90</b>
<b>Operating Profit</b>	<b>62.37</b>	<b>90.51</b>	<b>2.47</b>	<b>95.10</b>	<b>301.48</b>
Exceptional Items- (expenses)/income	0.00	0.00	171.21	172.04	0.00
Profit/(loss) after Exceptional Items	62.37	90.51	173.68	267.14	301.48
<b>Operating Profit - % to Sales</b>	<b>5.43%</b>	<b>6.39%</b>	<b>0.45%</b>	<b>3.71%</b>	<b>5.76%</b>
<b>EBIDT</b>	<b>110.56</b>	<b>132.15</b>	<b>37.96</b>	<b>232.90</b>	<b>480.01</b>



# Calcom FY19 Performance – Balance Sheet

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<b>CALCOM VISION LIMITED</b>			
<b>STATEMENT OF ASSETS AND LIABILITIES AS AT 31ST MARCH, 2019</b>			<b>(In Lakhs)</b>
<b>S.N.</b>	<b>Particulars</b>	<b>As at 31st March, 2019</b>	<b>As at 31st March, 2018</b>
		<b>Audited</b>	<b>Audited</b>
<b>A</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	(a) Property, Plant and Equipment	653.57	500.76
	(b) Goodwill	414.49	414.49
	(c) Capital Work in Progress	3.89	0.00
	(d) Other Intangible Assets	20.89	1.10
	(e) Intangible assets under development	0.00	21.30
	(f) Financial Assets		
	(i) Loans	11.85	10.80
	(g) Other non-current assets	2.00	21.36
<b>2</b>	<b>Current assets</b>		
	(a) Inventories	1110.87	909.70
	(b) Financial Assets		
	(i) Trade receivables	572.97	298.81
	(ii) Cash and cash equivalents	37.47	39.27
	(iii) Bank balances other than(ii) above	16.75	10.75
	(iv) Other Financial Assets	38.27	23.70
	(c) Current Tax Assets (Net)	16.93	6.50
	(d) Other current assets	115.27	213.81
	<b>Total Assets</b>	<b>3015.24</b>	<b>2472.36</b>
<b>B</b>	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	(a) Equity Share capital	1054.35	811.23
	(b) Other Equity	-66.35	-124.71
	<b>LIABILITIES</b>	<b>988.00</b>	<b>686.52</b>
<b>1</b>	<b>Non-current liabilities</b>		
	(a) Financial Liabilities		
	(i) Borrowings	464.19	0.00
	(ii) Other Financial Liabilities	37.89	279.56
	(b) Provisions	59.52	65.62
<b>2</b>	<b>Current liabilities</b>		
	(a) Financial Liabilities		
	(i) Trade payables	982.31	616.55
	(ii) Other Financial Liabilities	416.57	597.70
	(b) Other current liabilities	66.76	226.42
	<b>Total Equity and Liabilities</b>	<b>3015.24</b>	<b>2472.36</b>

Committed to Individual Respect, Customer Satisfaction and Superior Performance



## ***Key Focus Area of the Q4 Quarter:***

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# **Quality Initiatives & Cross Functional Projects**

- **Launched Key Quality Initiatives –**
  - ✓ Developed company wide **5S and Kaizen Improvement** Framework. Defined physical zones & designated leads for effective monitoring and compliance.
  - ✓ Imparted multi-level **trainings** on 5S and Kaizen across functions.
  - ✓ Instituted a **Governance model** involving daily and monthly audits to track the progress & improvements made.
  
- **Initiated Cross Functional Projects**
  - ✓ Identified and started **6 Cross Functional Projects**, developed project data sheets with clear timelines & scope, assigned Leads and teams.
  - ✓ Weekly and Monthly (MPR) monitoring of the Cross Functional projects





## Other Key Updates / Developments in Q4 FY19

### ■ **New Customer Acquisition**

- Presently, in advanced stage of closing large business deals with 4 Major Customers. Likely to mature in Q2 FY2019-20.
- Concluded business with a prestigious Lighting Brand recently in April, 2019.
- In advanced discussions with 2 US based major global brands.

### ■ **New Products Introduction**

- Awarded development contract for Specialty Lighting Product – “Facade Light” for a European customer.
- Developed LED Inverter Bulb and PLL Lamp with high specifications for 3 large existing customers.



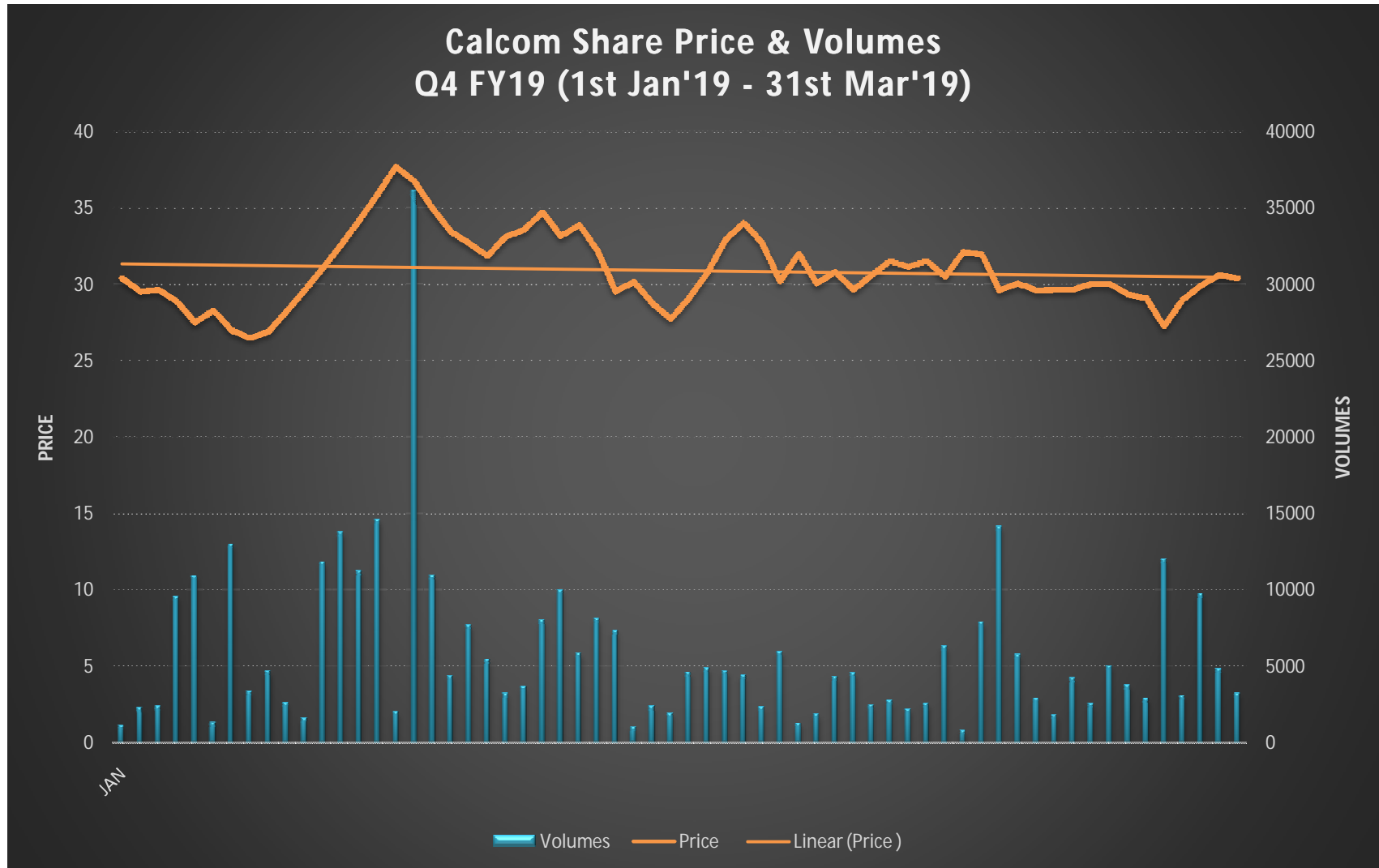
## Other Key Updates / Developments in Q4 FY19

- **Employee Stock Options Plan (ESOP)**
  - Granted ESOP Options to 30 employees in April 2019.
  - Grant of ESOP to cover additional 5 Employees - NRC Approval obtained.
  
- **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.



# Calcom Q4 FY19 Performance

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**\* Calcom Share Price maintained a level of around Rs.30 throughout the Q4 quarter**

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Thank you.