

# 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,

27.07.2019

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 1<sup>st</sup> Quarter ended on June 30, 2019.

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

**Q1 FY20** (April'19 to June'19)

**Investors Release**

*27<sup>th</sup> July, 2019*





# Agenda

**Calcom**

- **Directors' Updates**
- **Q1 FY20 Performance Review**
  - **Actual Quarterly Results**
- **New Customers, New Business and Products Development.**
- **Update on Bank Borrowings.**
- **Other Updates & Developments in Q1 FY20**
  - **Continued focus on effective governance & control.**



# Directors Updates

Calcom



A warm welcome to **Mr. Anurag Goel**, for joining the Calcom Board of Directors as an Independent Director.

Mr. Anurag Goel is a career civil servant, who joined the Indian Administrative Service (IAS) in 1972. He has served in Government of India in 6 Ministries viz. Defense, Home, Civil Aviation, Health, Finance and Corporate Affairs, and held various assignments in Uttar Pradesh including as District Magistrate Kanpur, Director, UP Academy of Administration, Nainital and Principal Secretary to Chief Minister, UP (1997- 99).

Mr. Goel was Secretary, Corporate Affairs for 3 ½ years (2006-09), and on superannuation took up the assignment of Member, Competition Commission of India (CCI) for five years.

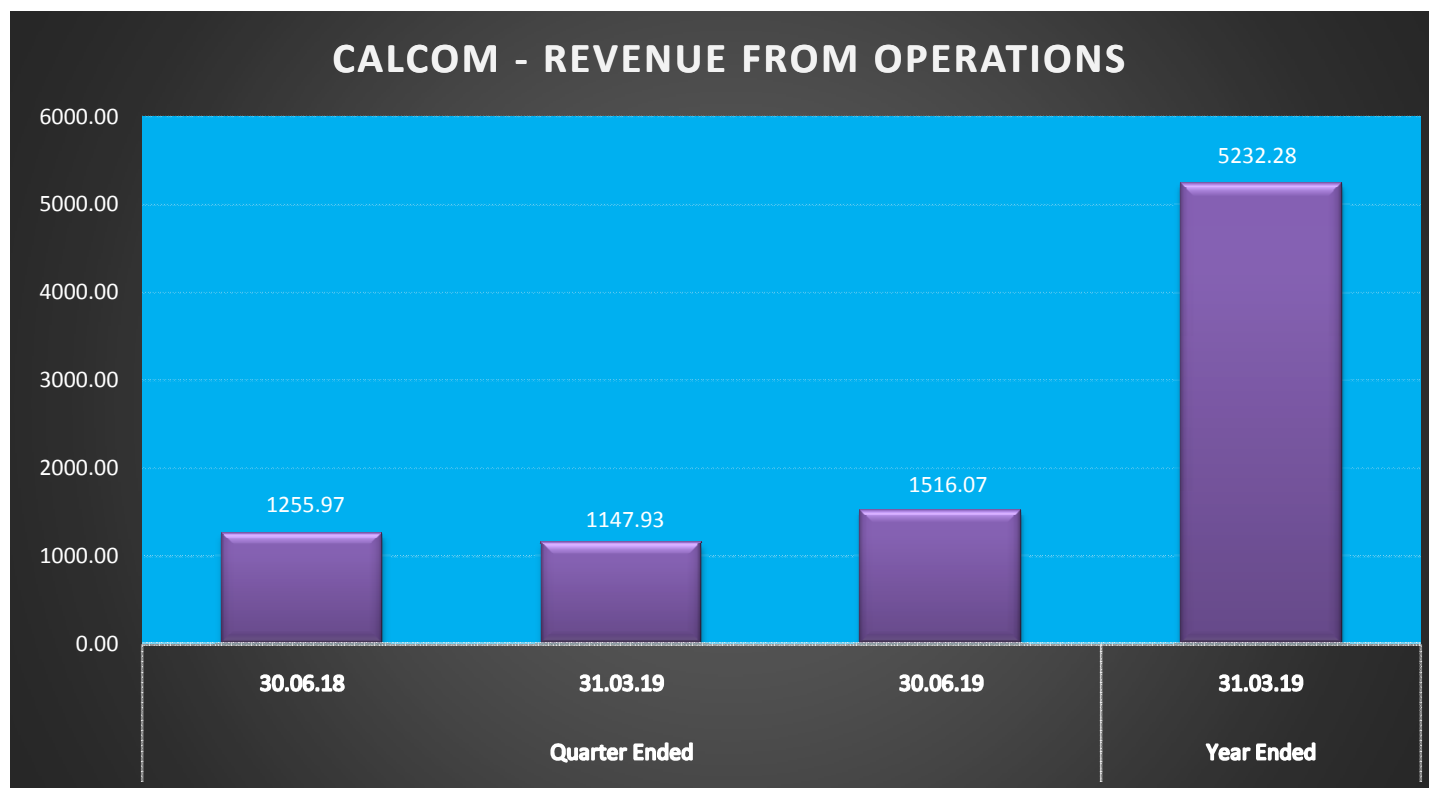
Mr. Goel has a science background, being a gold-medalist in M. Sc. (Physics) from the University of Allahabad. He has received numerous awards during his service period.



# Calcom Q1 FY20 Performance

Calcom

## Revenue Highlights



- The Q1FY20 Revenue from operations has increased over last quarter i.e. Q4FY19 by Rs. 368 Lacs, indicating a **Quarter on Quarter Growth of 32.1%** .
- The Q1FY20 Revenue from operations has increased over last year corresponding quarter i.e. Q1FY19 by Rs. 260 Lacs, indicating a **Year over Year Growth rate of 20.7%**.

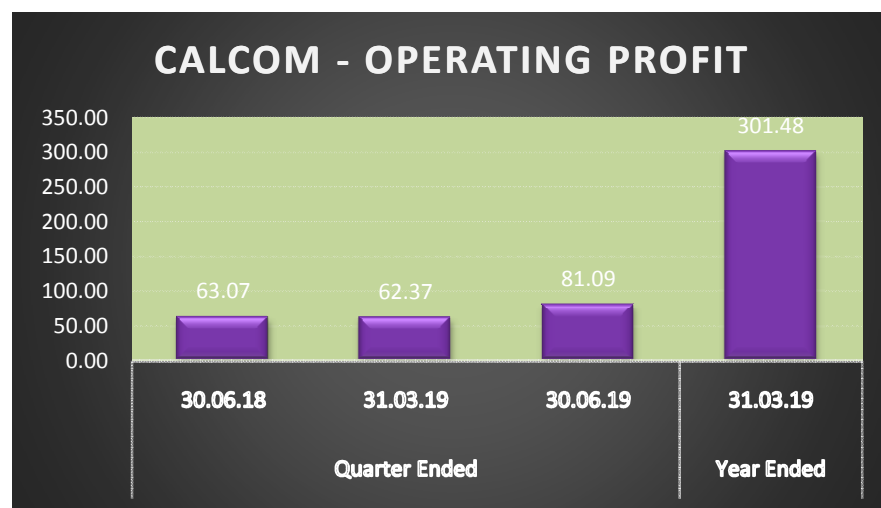
Committed to Individual Respect, Customer Satisfaction and Superior Performance



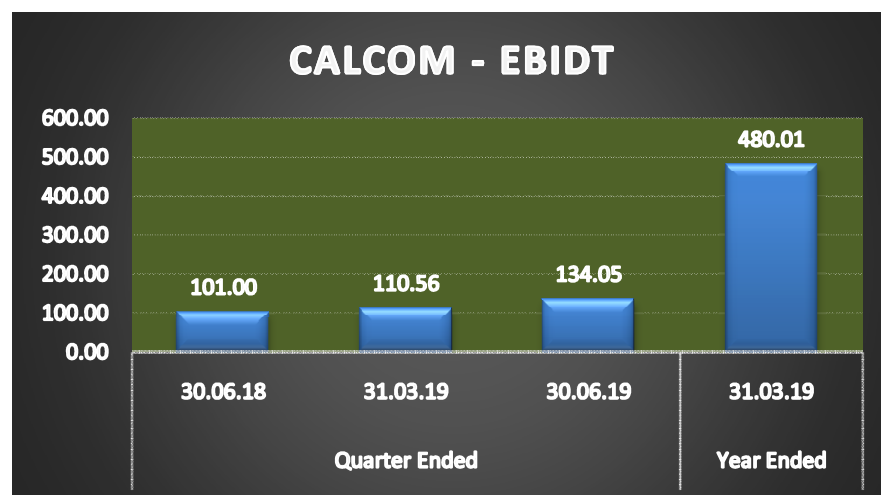
# Calcom Q1 FY20 Performance

Calcom

## Profitability Highlights



- The Q1FY20 Operating Profit has increased over last quarter Q4FY19 by Rs.18.7 Lacs, indicating **QonQ Growth of 30.0%**
- The Q1FY20 Operating Profit has increased over last year corresponding quarter Q1FY19 by Rs.18.0 Lacs, indicating **YonY Growth of 28.6%**



- The Earnings Before Interest, Depreciation & Tax (EBIDT) for Q1FY20 has gone up over last quarter Q4FY19 by Rs. 23.5 Lacs indicating **QonQ Growth of 21.2%**
- The EBIDT for Q1FY20 has gone up over last corresponding quarter Q1FY19 by Rs. 33.0 Lacs indicating **YonY Growth of 32.7%**



## Calcom Q1 FY20 Performance – Revenue Statement

| <b>CALCOM VISION LIMITED</b>                                         |                |                |                |                |
|----------------------------------------------------------------------|----------------|----------------|----------------|----------------|
| Statement of Financial Results for the Quarter ended 30th June, 2019 |                |                |                |                |
| Particulars                                                          | Quarter Ended  |                |                | Year Ended     |
|                                                                      | 30.06.18       | 31.03.19       | 30.06.19       | 31.03.19       |
| <b>Revenue From operations</b>                                       | <b>1255.97</b> | <b>1147.93</b> | <b>1516.07</b> | <b>5232.28</b> |
| Other Income                                                         | 3.30           | 7.69           | 1.74           | 8.10           |
| <b>Total Income</b>                                                  | <b>1259.27</b> | <b>1155.62</b> | <b>1517.81</b> | <b>5240.38</b> |
| Cost of Goods Sold                                                   | 897.93         | 821.87         | 1073.80        | 3712.90        |
| Employee expense                                                     | 178.87         | 150.85         | 210.28         | 704.68         |
| Finance costs                                                        | 24.77          | 31.68          | 33.86          | 116.67         |
| Depreciation and amortization expenses                               | 13.16          | 16.50          | 19.10          | 61.85          |
| Other expenses                                                       | 81.47          | 72.34          | 99.68          | 342.79         |
| <b>Total expenses</b>                                                | <b>1196.20</b> | <b>1093.25</b> | <b>1436.72</b> | <b>4938.90</b> |
| <b>Operating Profit</b>                                              | <b>63.07</b>   | <b>62.37</b>   | <b>81.09</b>   | <b>301.48</b>  |
| Exceptional Items- (expenses)/income                                 | 0.00           | 0.00           | 0.00           | 0.00           |
| Profit/(loss) after Exceptional Items                                | 63.07          | 62.37          | 81.09          | 301.48         |
| <b>Operating Profit - % to Sales</b>                                 | <b>5.02%</b>   | <b>5.43%</b>   | <b>5.35%</b>   | <b>5.76%</b>   |
| <b>EBIDT</b>                                                         | <b>101.00</b>  | <b>110.56</b>  | <b>134.05</b>  | <b>480.01</b>  |



## Key Updates / Developments in Q1 FY20

### ■ **New Customers**

- **BAJAJ** - Expected to start in the first week of August.
- **PANASONIC** - Calcom selected as an Approved Supplier by Panasonic after successful completion of their Audit and supplies expected to start from 3rd Quarter.
- **SIGNIFY (PHILIPS)** - Audit completed successfully. Samples under approval.
- **OSRAM USA** - Already submitted samples and trial orders expected soon.





## Key Updates / Developments in Q1 FY20

- **New Business and Products Development**
  - **LED BULBS** - Company is re-considering getting into LED Bulb segment which was earlier excluded because of very low margins. The prices have stabilized and demand is high. In addition, there is interest from few customers in USA i.e. Walmart, Ledvance, etc.
  - **STRIP LIGHTS** - Developed Strip Light for OSRAM India as well as OSRAM USA. Demand from other customers also expected.



## Update on Bank Borrowings

- Calcom has recently secured (July 2019) a **5-Year Secured Loan of Rs. 5.00 Cr** (@11.75% interest rate) from Aditya Birla Capital Limited, against a collateral of Calcom's Factory premises.
- This Rs. 5.0 Cr Loan comprises:
  - Term loan of Rs. 2.5 Cr,
  - Bills Discounting of Rs. 1.5 Cr, and
  - Cash Credit of Rs. 1.0 Cr.
- Purpose of Loan:
  - Purchase of Plant and Machinery for capacity augmentation
  - Fund the Working Capital requirements for enhanced Sales.



## Other Key Updates / Developments

### 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.
- ❑ Monitored company wide **5S and Kaizen Improvement** Framework through weekly audits by the Core Management Team. Instituted multi-level **trainings** on 5S and Kaizen across functions. Published regular Quality Improvement Dashboards to track the progress & improvements made.
- ❑ **Cross Functional Review meetings** for monitoring of sales, production and purchasing progress, to review and expedite resolution of operational issues.
- ❑ Weekly and Monthly monitoring of the 6 identified **Cross Functional projects.**



**Thank you.**