

Ref. No. - OIL/CO/SE/2024-25/18

May 29, 2024

Listing Department
BSE Limited,
Floor 25, P J Towers,
Dalal Street,
Mumbai- 400 001

Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, C-1 Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Scrip Code: 530135

Symbol: OPTIEMUS

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref.: Investor Presentation – March, 2024

Dear Sir(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investor Presentation on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended March 31, 2024 and it is also being posted on the website of the Company at www.optiemus.com.

Kindly take the same on your records.

Thanking You,

Yours truly,
For Optiemus Infracom Limited

Vikas Chandra
Company Secretary & Compliance Officer

OPTIEMUS INFRACOM LIMITED

CIN : L64200DL1993PLC054086

Reg. Office: K-20, 2nd Floor, Lajpat Nagar-II, New Delhi-110024

P.: 011-29840906-907 | Fax: 011-29840908 | www.optiemus.com



Company Update

Q4-FY 2023-24 | 29 May 2024



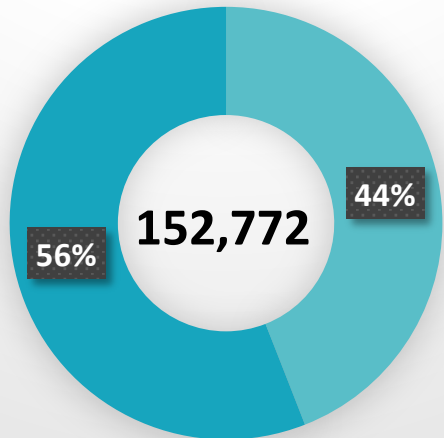
Operational & Financial Highlights

Consolidated Segmental Overview

FY 2023-24



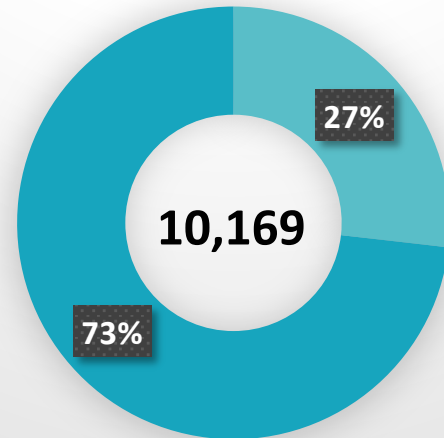
Operating Revenue



■ Trading ■ Manufacturing

INR in lakhs

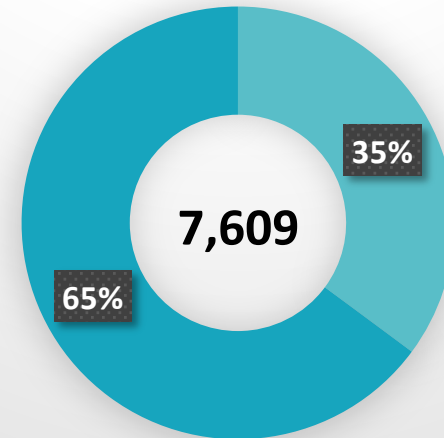
EBITDA



■ Trading ■ Manufacturing

INR in lakhs

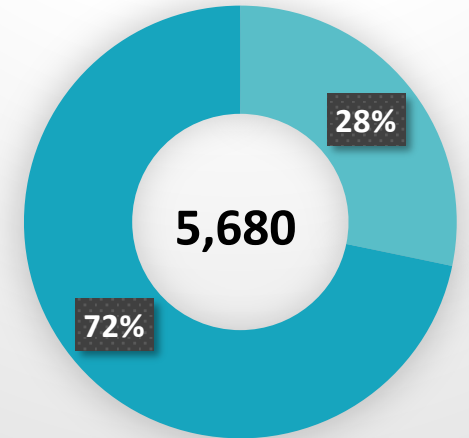
PBT



■ Trading ■ Manufacturing

INR in lakhs

PAT



■ Trading ■ Manufacturing

INR in lakhs

Performance at a glance - Consolidated

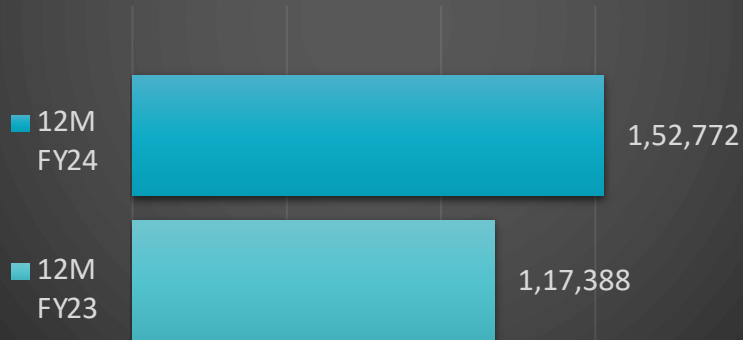
FY 2023-24



Operating Revenue

INR in lakhs

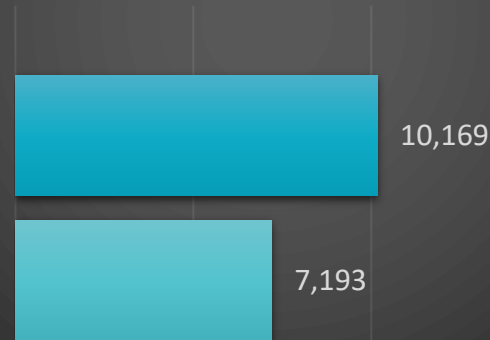
₹ 35,384 +
(+30%)



EBITDA

INR in lakhs

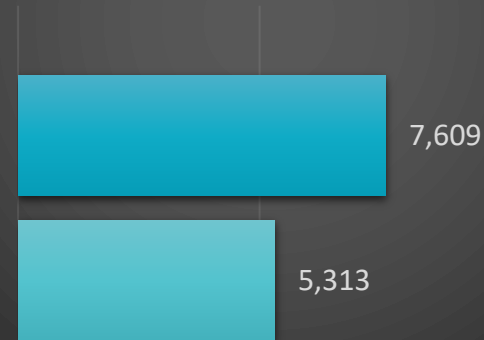
₹ 2,976 +
(+41%)



PBT

INR in lakhs

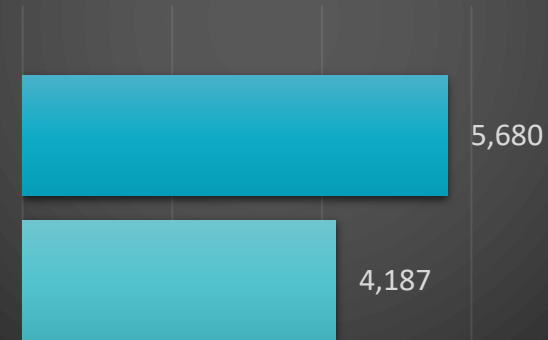
₹ 2,296 +
(+43%)



PAT

INR in lakhs

₹ 1,493 +
(+36%)



Performance at a glance - Consolidated

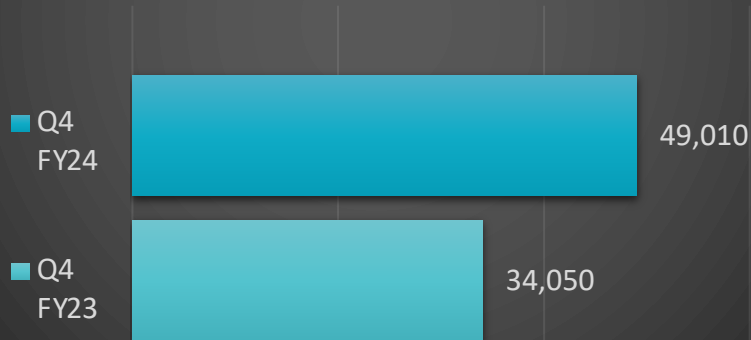
Q4 FY 2023-24



Operating Revenue

INR in lakhs

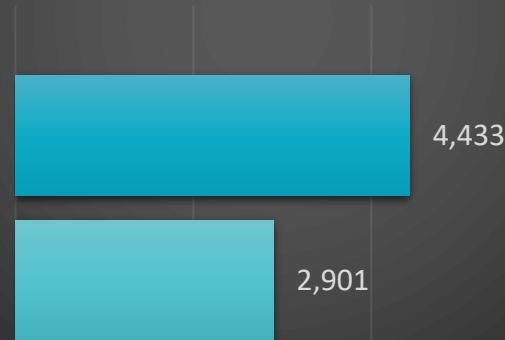
₹ 14,960 +
(+44%)



EBITDA

INR in lakhs

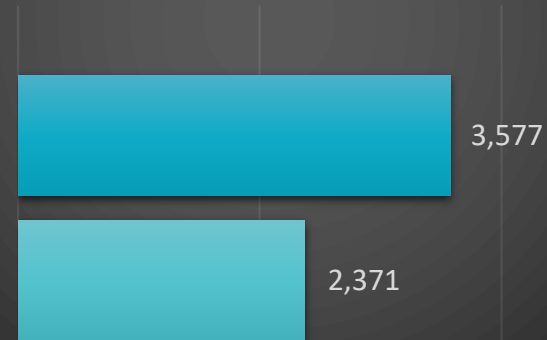
₹ 1,532 +
(+53%)



PBT

INR in lakhs

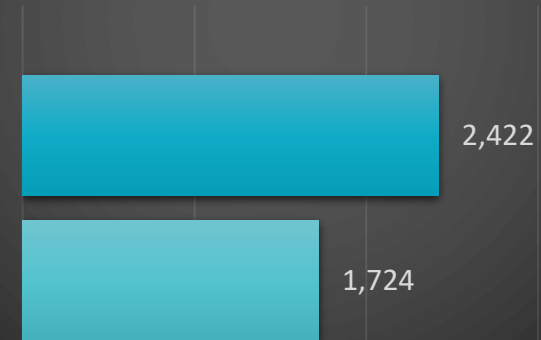
₹ 1,206 +
(+51%)



PAT

INR in lakhs

₹ 698 +
(+40%)



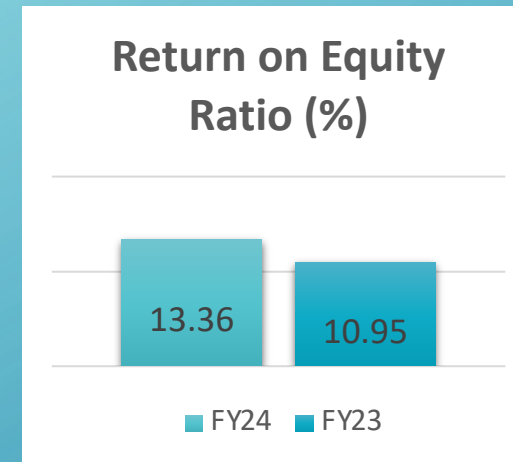
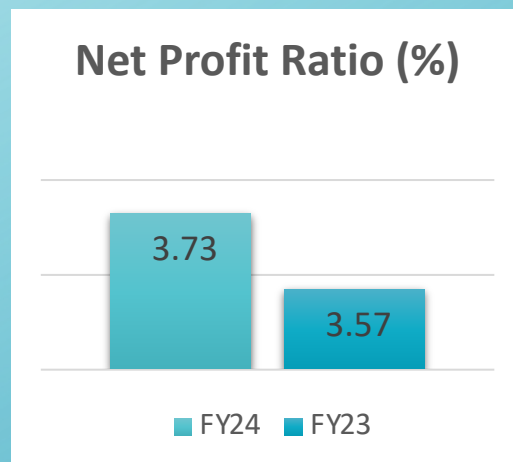
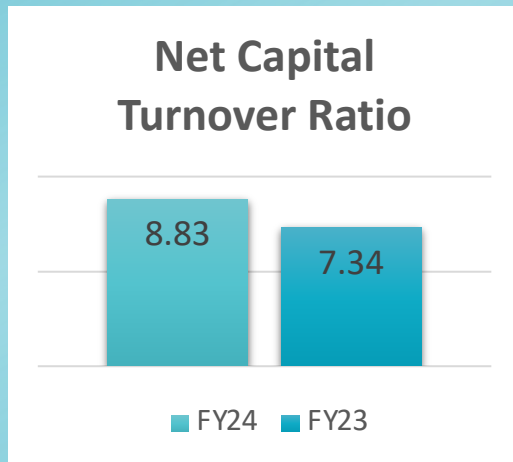
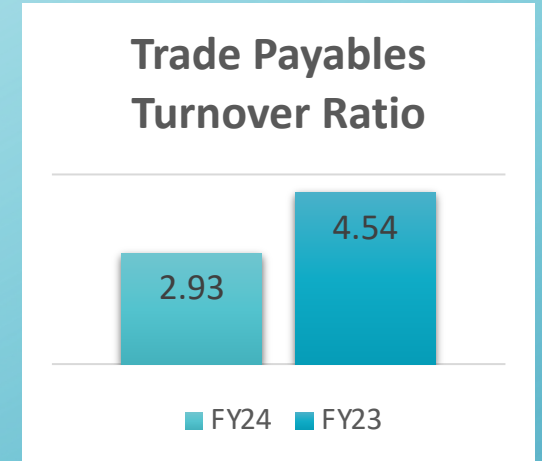
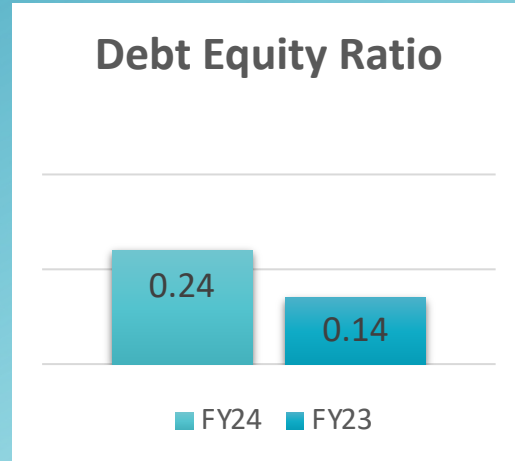
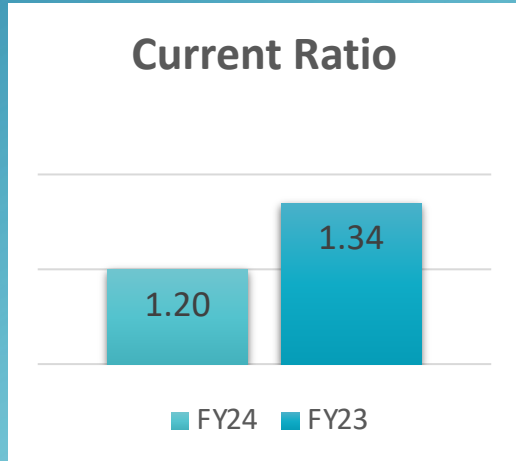
Financial Results



Figures in INR lakhs except EPS

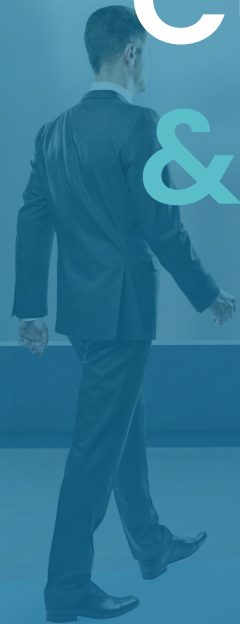
Particulars	Consolidated				Standalone			
	Q4 FY24	Q4 FY23	12M FY24	12M FY23	Q4 FY24	Q4 FY23	12M FY24	12M FY23
Total Revenue	50,168	37,460	1,54,615	1,22,793	22,707	20,769	66,779	64,377
EBITDA	4,433	2,901	10,169	7,193	1,756	2,041	3,606	4,366
EBITDA (%)	8.84	7.74	6.58	5.86	7.73	9.83	5.40	6.78
PBT	3,577	2,371	7,609	5,313	1,732	2,058	3,569	4,265
PAT	2,422	1,724	5,680	4,187	1,157	1,569	2,499	3,479
EPS (diluted)	2.82	2.00	6.62	4.87	1.35	1.82	2.91	4.04

Ratios Summary*



**Computed on the consolidated financials*

Current Update & Way Forward



Cover Glass Finishing



- Bharat Innovative Technologies Private Limited 'BIGTech' (70:30 JV Company with Corning, USA) is in the process of obtaining possession of land in SIPCOT Industrial Park, Pillaipakkam, Sriperumbudur Taluk, Kancheepuram in the State of Tamil Nadu
- Investment amount for procuring such land paid to State Industries Promotion Corporation of Tamil Nadu (SIPCOT)
- Tata Consulting Engineers Limited appointed as Engineering, Procurement, Construction Management (EPCM) for the project
- BIGTech would start construction of factory shortly after obtaining necessary applicable approvals

Screen Protector



- **Exclusive Partnership:** Optiemus secured an exclusive license from Corning Inc. to manufacture **premium screen protectors**.
- **Manufacturing Capacity:** The plant can produce **3 million** screen protectors monthly for all display types.
- **Supply Chain Innovation:** Optiemus offers a "**China + 1**" strategy to reduce reliance on Chinese suppliers
- **Government Regulations:** Future regulations will mandate BIS certifications for tempered glass screen protectors sold in India

Drones



- Proposal to launch Optiemus Unmanned Systems (*currently a division of OIL*) as a wholly owned subsidiary
- Products in development stage and under field trials
- Received the first order for Quad Copter
- Actively pursuing services opportunity to compliment government policies in the area of Precision Agriculture -
 - a. Spraying of liquid Fertilizer and Pesticide on crops using Drones
 - b. Crop Health Analysis using multi spectral cameras
 - c. Helping insurance companies survey the damaged crops during calamities
- In advance stages of localization of critical components - 65% of our Bill of Material is being developed inhouse



Disclaimer



- This presentation, has been prepared for **informational purposes** only, **does not** constitute a prospectus, offering circular or memorandum and **not** an offer or initiation to buy or sell any securities, **nor** shall part or all of this presentation form the basis of, or to be relied on in connection with any contract or investment decision in relation to any securities;
- It also contains **forward-looking statements** based on the currently held beliefs or expectations of the management of the company that are expressed in good faith and in management's opinion are reasonable. It may involve known and unknown risks uncertainty and other factors which may cause the actual results, financial condition, performance or achievements of the company or industry to differ materially from those in forward-looking statements. **It speaks only as of the date on which it was made.**



Thank You