



Ref. No. - OIL/CO/SE/2024-25/95

February 11, 2025

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 – December, 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 Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 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

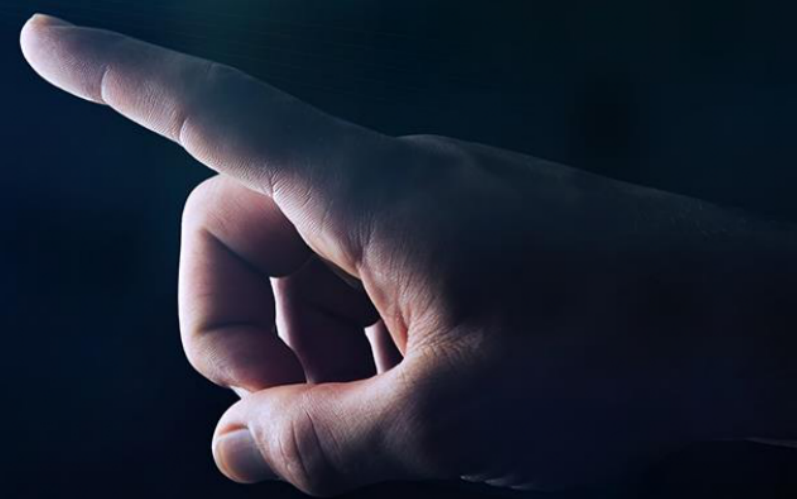
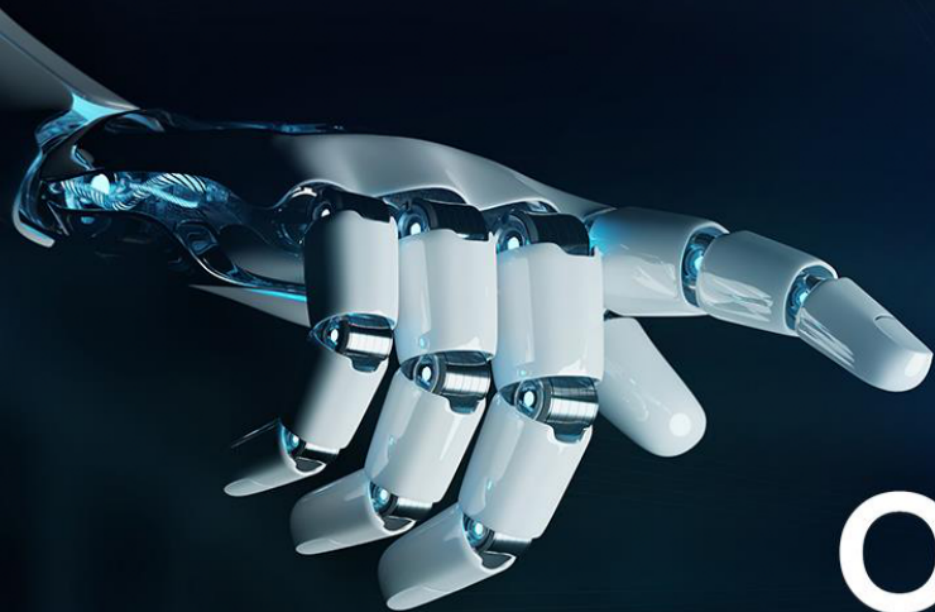
Vikas Chandra
Company Secretary & Compliance Officer

OPTIEMUS INFRACOM LIMITED

CIN : L64200DL1993PLC054086


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

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Company Update

Q3-FY 2024-25 | 11 February 2025

A hand holding a pen pointing to a bar chart with an upward arrow. The background is dark blue with a grid of dashed lines and a large green arrow pointing upwards and to the right. The text 'Operational & Financial Highlights' is written in white, bold, sans-serif font on the left side of the image.

Operational & Financial Highlights

Performance at a glance - Consolidated

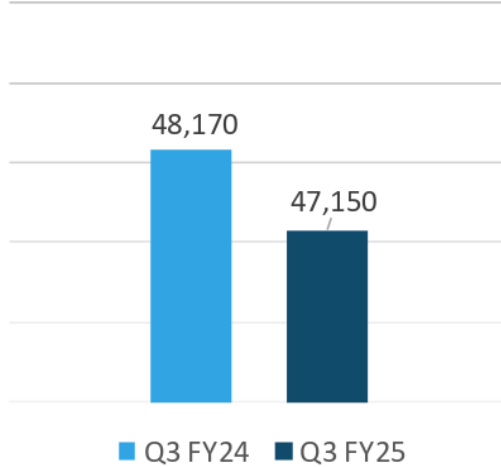
Q3 FY 2024-25

Figures in INR lakhs

OPERATING REVENUE

- ₹ 1,020
▼ -2%

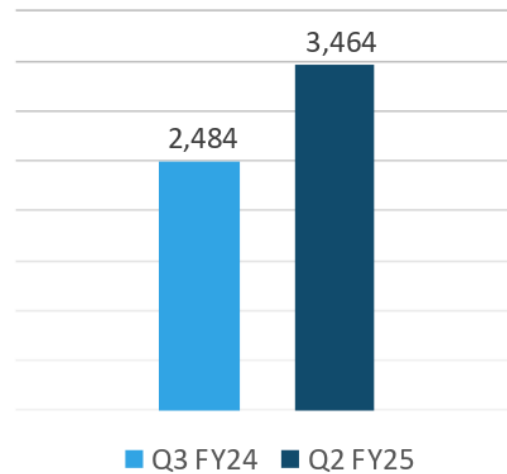
YoY growth



EBITDA

₹ 981 +
▲ 39%

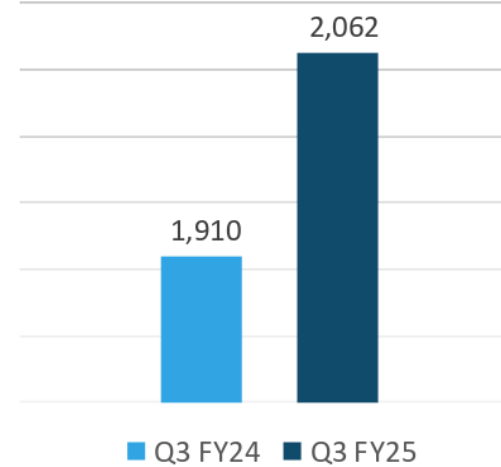
YoY growth



PBT

₹ 152 +
▲ 8%

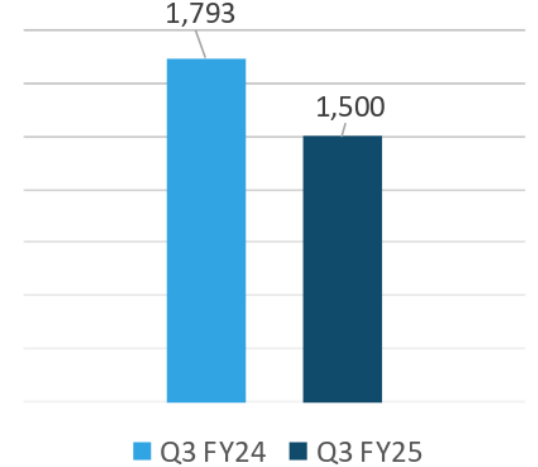
YoY growth



PAT

- ₹ 292
▼ -16%

YoY growth



Summary of Financial Results

Q3 FY 2024-25

Figures in INR lakhs except EPS

Particulars	Consolidated		Standalone	
	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24
Operating Revenue	47,150	48,170	14,525	15,437
EBITDA	3,464	2,484	799	756
EBITDA (%)	7.35	5.16	5.50	4.90
PBT	2,062	1,910	772	752
PBT Margin (%)	4.37	3.97	5.32	4.87
PAT	1,500	1,793	495	548
PAT Margin (%)	3.18	3.72	3.41	3.55
EPS (diluted)	1.75	2.07	0.57	0.62

Performance at a glance - Consolidated

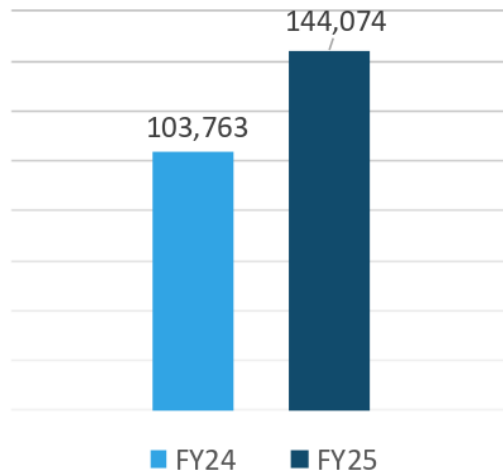
9M FY 2024-25

Figures in INR lakhs

OPERATING REVENUE

₹ 40,311 +
▲ 39%

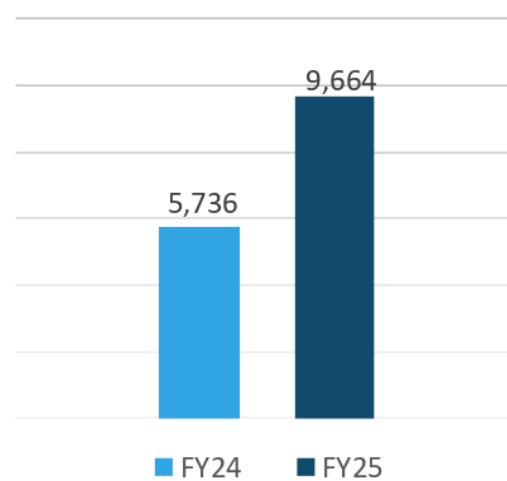
YoY growth



EBITDA

₹ 3,928 +
▲ 68%

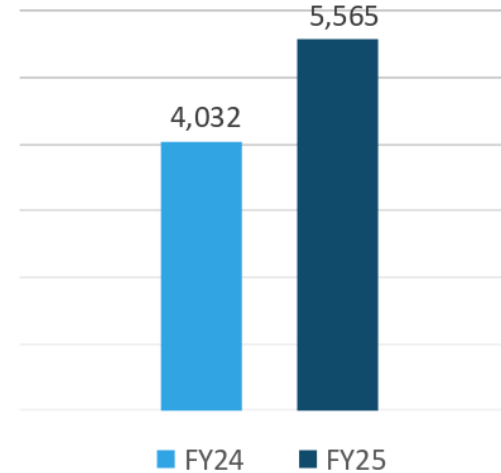
YoY growth



PBT

₹ 1,532 +
▲ 38%

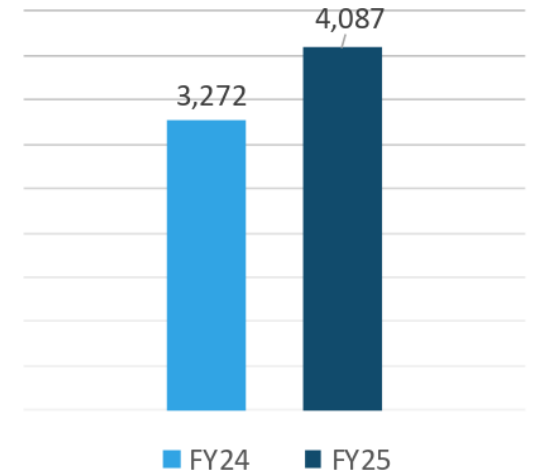
YoY growth



PAT

₹ 815 +
▲ 25%

YoY growth




Summary of Financial Results

9M FY 2024-25

Figures in INR lakhs except EPS

Particulars	Consolidated		Standalone	
	FY25	FY24	FY25	FY24
Operating Revenue	1,44,074	1,03,763	37,108	43,038
EBITDA	9,664	5,736	1,993	1,850
EBITDA (%)	6.71	5.53	5.37	4.30
PBT	5,565	4,032	1,948	1,837
PBT Margin (%)	3.86	3.89	5.25	4.27
PAT	4,087	3,272	1,282	1,355
PAT Margin (%)	2.84	3.15	3.45	3.15
EPS (diluted)	4.77	3.80	1.50	1.56

A hand is shown moving a white chess king piece on a black and white checkered board. The background is a blue-tinted image of a person in a suit, overlaid with a network diagram of glowing blue nodes and lines, and a financial candlestick chart. The overall theme is strategic business planning.

Strategy & Outlook

Major Highlights of Q3 FY25

EMS Segment

Manufacturing Operations have remained continuous and stable during the quarter. This has thus enabled us to move next level and expanding the business

- **Manufacturing Excellence & Customer Focus** → Streamlined operations, superior service, driving repeat orders in **Telecom, Hearable, and Wearable** segments
- **IoT Expansion** → Entered the **Dashcam & GPS Tracker** business with a leading Indian brand
- **Production Milestones** → Dashcam manufacturing completed; **GPS Tracker production starts in Q4, FY 2024–25**
- **Future Growth** → Expanding **IoT division** with more products with the partnered brand

Major Highlights of Q3 FY25

Drone Segment

Strategic Partnerships & Collaborations

- Partnered with **LS Telecom (Germany)** for spectrum management, observation, and defence applications, including **unauthorized communication monitoring** in secure facilities
- Collaborating with **Kunway (Taiwan)** for the **design, development, and localization** of drones for the Indian market
- Conducted multiple **trials** for security forces, covering **logistics, surveillance, FPV applications, and payload delivery**



Spectrum monitoring drone

Major Highlights of Q3 FY25

Drone Segment

Strategic Partnerships & Collaborations

- Working with ISRO's Space Applications Centre on a pilot project using drone-mounted multi-spectral cameras for crop health and yield analysis



OUS team with Space Application Centre team in Mandvi, Gujarat



Ortho-mosaic map output used for crop health and yield analysis

JFM Quarter Roadmap

EMS Segment

Telecom

- Collaborating with a globally recognized B2C telecom brand to manufacture network & IoT devices for domestic and regional markets
- Exploring additional product categories as long-term orders materialize from operators & BharatNet Project

Hearable & Wearable

- Began manufacturing for a leading Indian hardware brand
- MoU signed with a renowned international brand; production set to begin Q1, FY 2025–26

IT & IoT

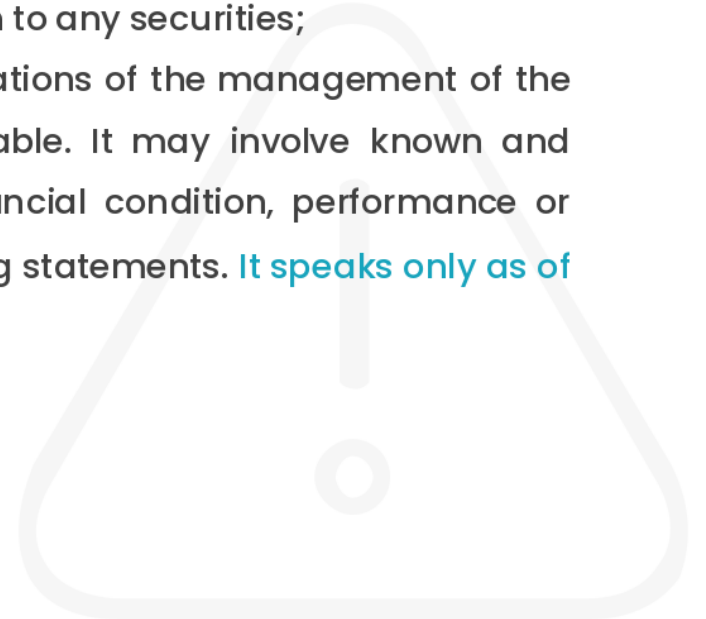
- Engaging with a leading global motherboard brand to manufacture gaming & desktop motherboards for the domestic market
- In discussions with multiple component & module companies for local manufacturing opportunities

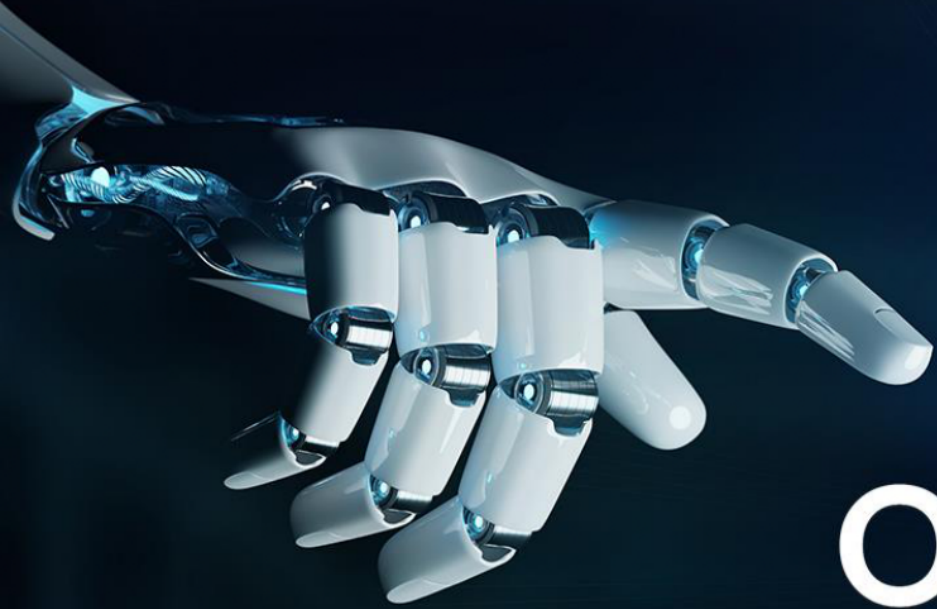
Drone Segment

- Actively participating in **defence and homeland security tenders**
- Leveraging in-house **electronic subsystems** to support the development of **indigenous solutions** for defence and security needs

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.**






optiemus
Infracom Ltd.



Thank You