

Calcom Vision Limited

CIN :- L92111DL1985PLC021095

Calcom

ISO - 9001 - 2015

ISO - 14001 - 2015

SA - 8000 - 2014

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

June 01, 2024

To,
The Manager (Department of Corporate Services)
Bombay Stock Exchange Ltd.
PhirozeJeejeebhoy Towers
Dalal Street
MUMBAI - 400 001

Scrip Code: 517236

Dear Sir,

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 Audited Financial Results for the quarter and year ended on March 31, 2024.

We request you to kindly take this on your record.

Thanking You

**Yours Truly
For Calcom Vision Limited**

**Rakhi
Sharma** Digitally signed
by Rakhi Sharma
Date: 2024.06.01
11:47:39 +05'30'

**Rakhi Sharma
Company Secretary and Compliance officer
M. No A72812**

Encl-A/a



Calcom Vision Limited



Investor Presentation

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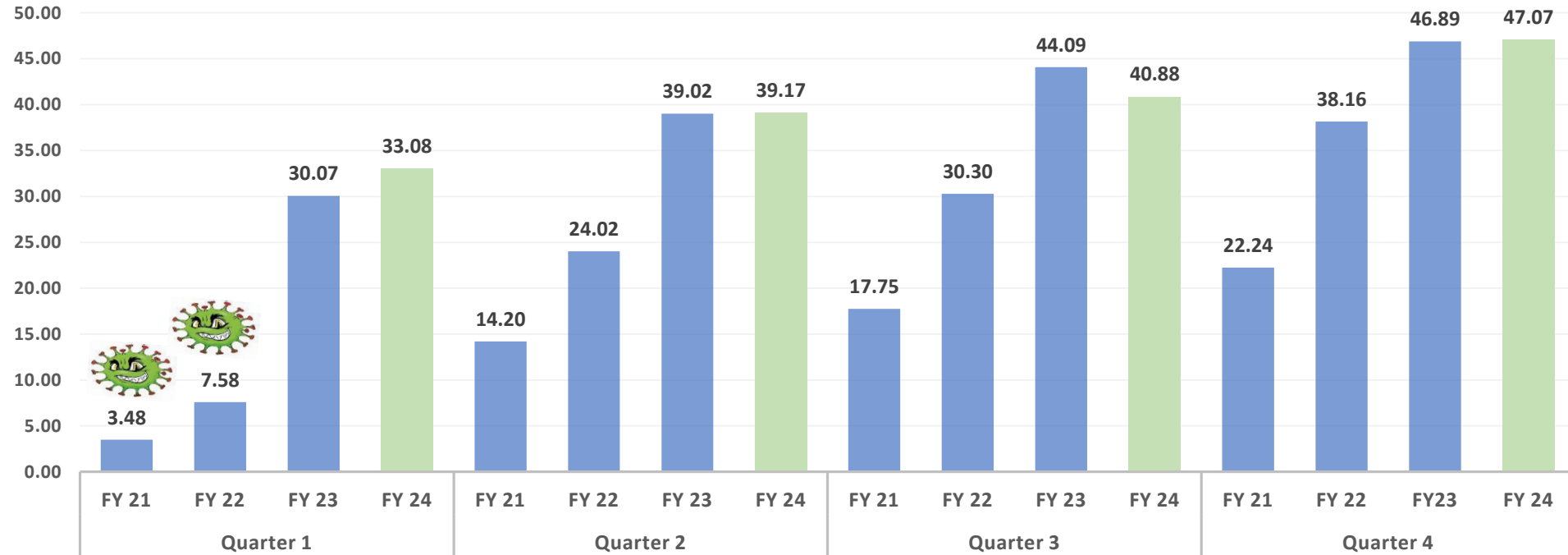
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Company's Performance



Quarter wise Sales

(INR Cr.)

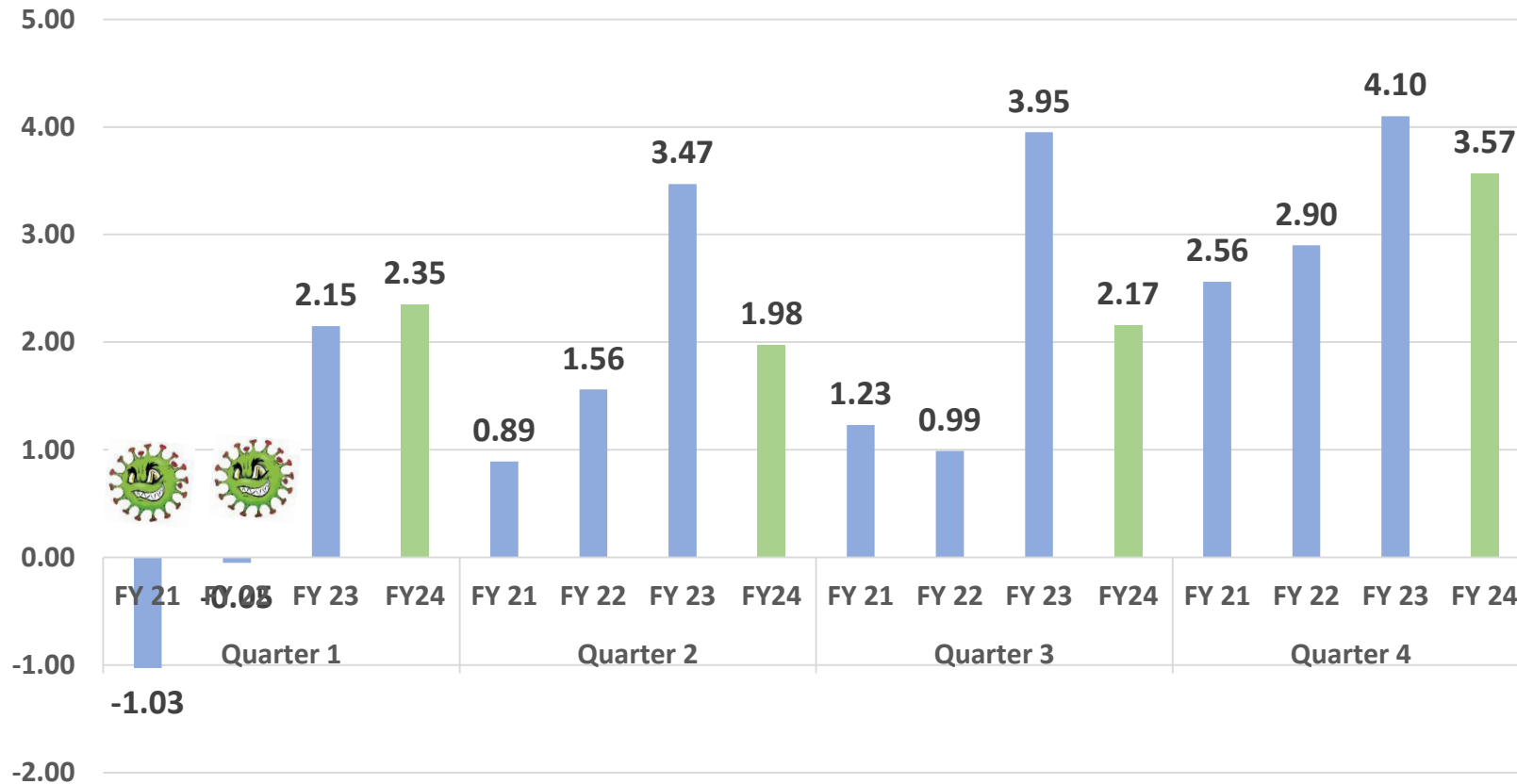


- Company has achieved the quarterly sales of INR 47.07 Cr. The Q4 FY24 sales increased by 15% as compared to the previous Quarter of the year and has increased 0.4% as compared to corresponding Quarter of the last year.
- The lighting industry has gone through a turbulent period because of:
 - **Technological shift from Driver Type Bulbs to DOB Bulbs and consequent price erosion**
 - **Flip Flop in implementation of RoHS Policy by Govt. of India.**
 - **Increased competition from unorganized sector.**
 - **Reduced profit margins**

- Calcom Vision Limited has recorded its **highest ever Quarterly Sales** of INR 47.07 Cr. achieving 15% growth over the previous quarter. The Company has achieved an annual sales of INR 160.20 Cr. for the year ended as on March 31, 2024. The Company has sold 4.35 Cr. units in FY 2023-24 compared to 2.56 Cr. In FY 2022-23, a growth of 70% over the previous Year.
- Lighting Industry has witnessed a major technological change which has resulted in a significant price erosion greater than 40%. Because of this technological change, the top line of the Company has not grown relative to the quantity.
- During this Quarter, the Company has also tied up with **FLIPKART INDIA PRIVATE LIMITED** as one of our privileged customer to supply of LED Bulbs. Flipkart is one of the World's most valuable Multinational brands having 48% market share in India e-Commerce Industry. The Company successfully delivered its first order to Flipkart.
- Calcom's Joint Venture Company with Taehwa Enterprises, Korea for manufacturing Brush Less Direct Current Fans (BLDC Fans) i.e **Calcom Taehwa Techno Private Limited** commenced its operations in March, 2024 and has recorded a sales of INR 5.88 lacs in FY 2023-24. We expect the volumes to increase in the coming years because of greater adoption of this new technology and Govt. led initiatives to conserve power.

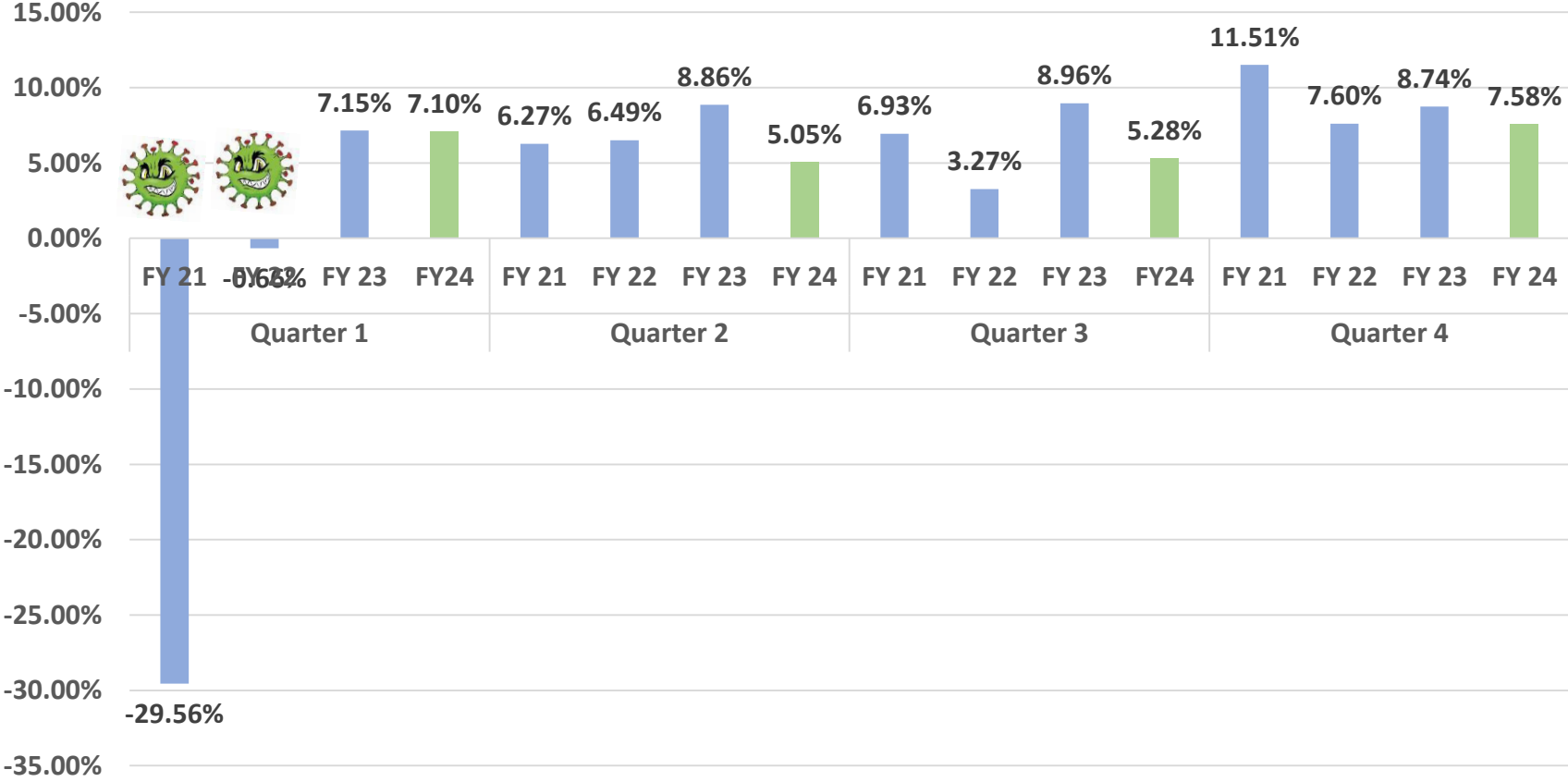
EBITDA

(INR Cr.)



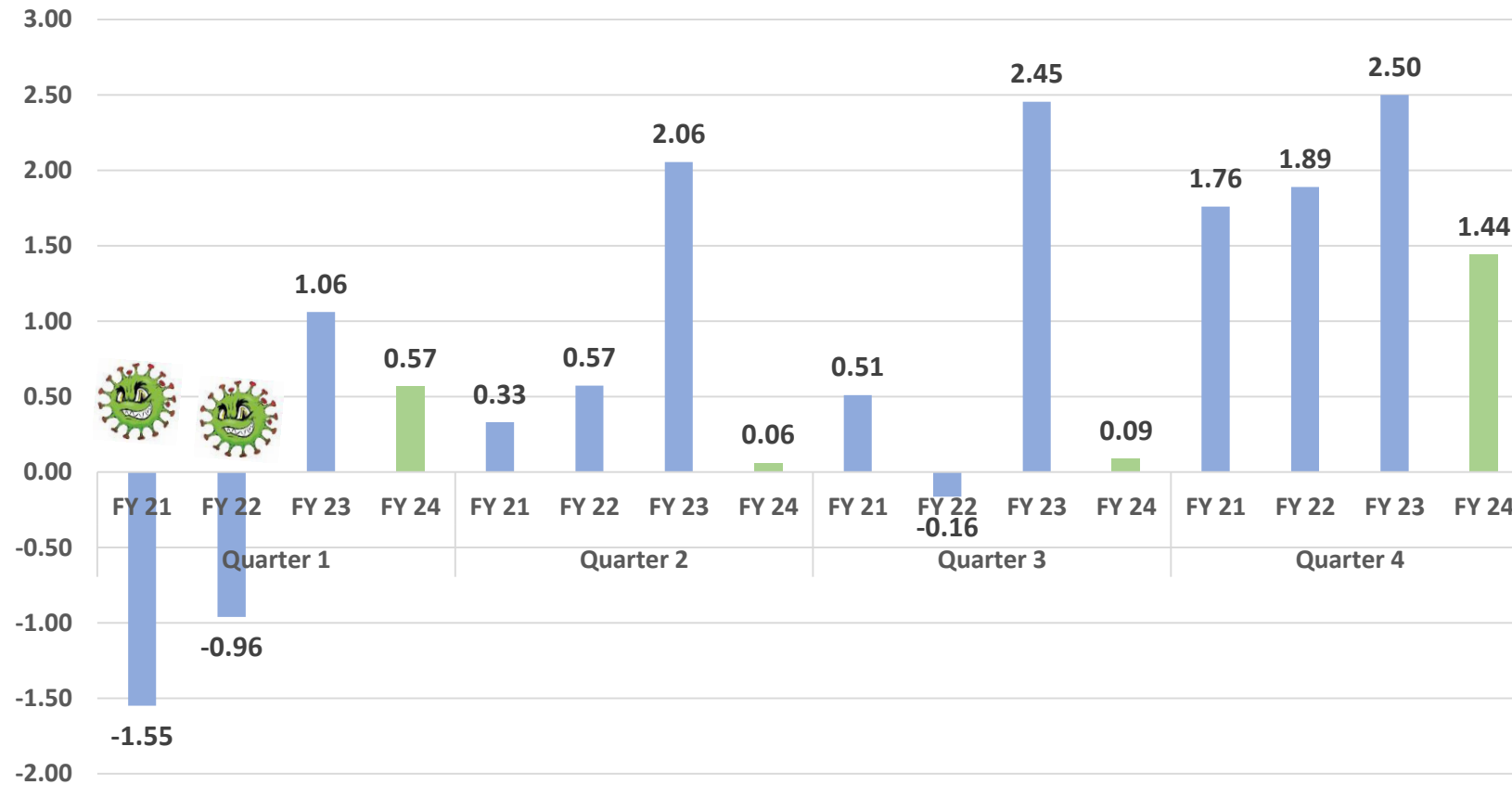
The EBITDA of this Quarter has increased 64.9% as compared to the last Quarter of FY 24.

EBITDA%

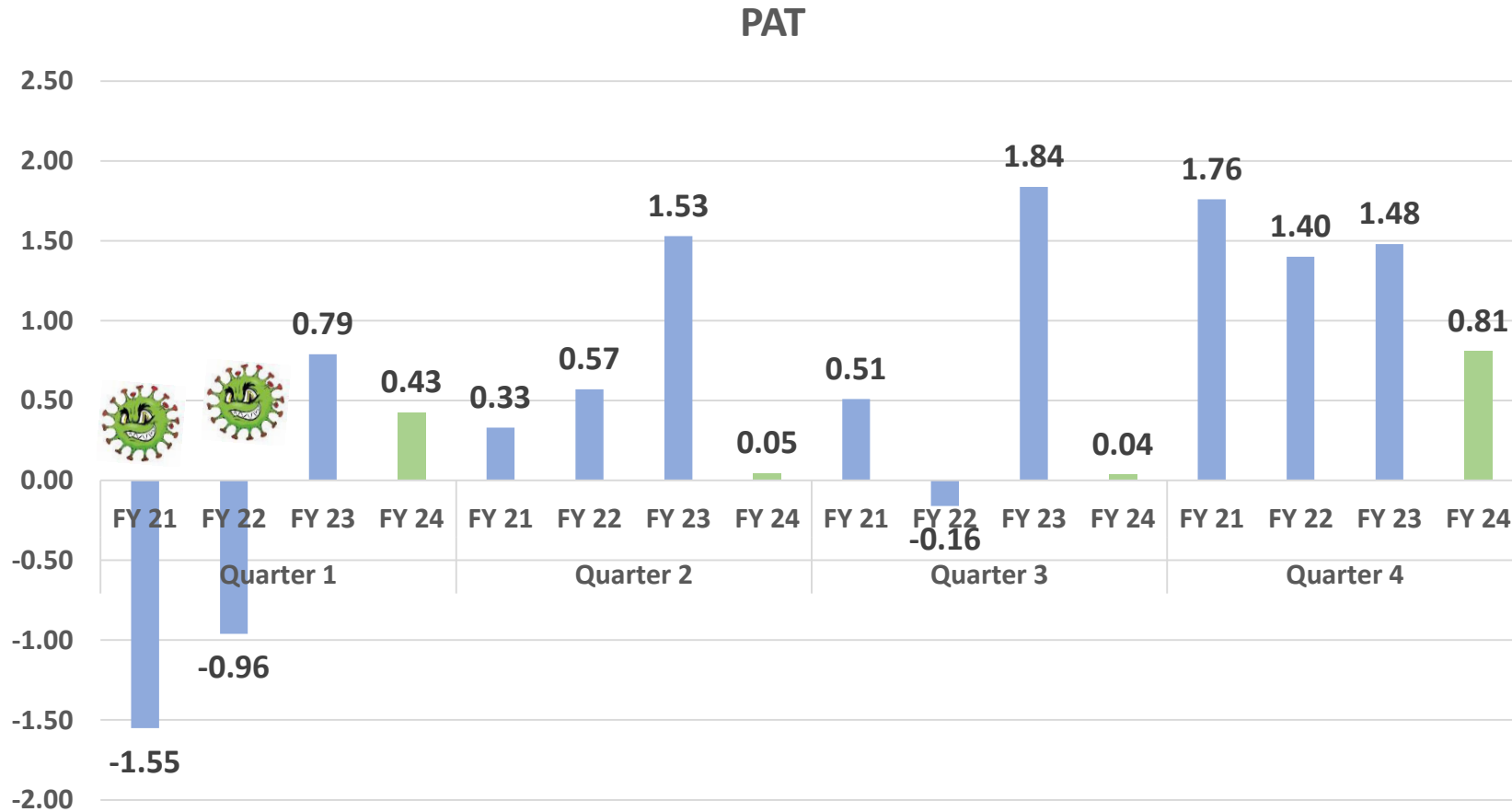


PBT

(INR Cr.)



The PBT of this Quarter has increased 15.89 times as compared to the last Quarter of FY 24.



The PAT of this Quarter has increased 22.36 times as compared to the last Quarter of FY 24.

Financial Results



Financial Results:

Calcom Vision Limited							
CIN : L92111DL1985PLC021095							
Regd. Office : C-41, Defence Colony, New Delhi-110024							
Website: www.calcomindia.com Email:corp.compliance@calcomindia.com Contact No.: 0120-2569761							
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2024							
(INR In Lakhs except per share data)							
S.No.	Particulars	Standalone					Consolidated*
		Quarter Ended		Year Ended		Year Ended	
		31.03.24 Audited**	31.12.23 Unaudited	31.03.23 Audited**	31.03.24 Audited	31.03.23 Audited	31.03.24 Audited
I	Revenue From operations	4,706.63	4,088.15	4,688.02	16,019.85	16,006.73	16,019.85
II	Other Income	98.74	23.60	54.31	143.05	88.36	143.05
III	Total Income (I+II)	4,805.37	4,111.75	4,742.33	16,162.90	16,095.09	16,162.90
IV	EXPENSES						
(a)	Cost of materials consumed	3,345.14	3,699.33	3,524.79	12,631.24	12,913.24	12,631.24
(b)	Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	431.84	(449.22)	223.13	(85.61)	(385.01)	(85.61)
(c)	Employee benefits expense	440.74	500.39	442.06	1,979.87	1,716.81	1,979.87
(d)	Finance costs	133.91	131.53	96.13	491.39	318.57	491.39
(e)	Depreciation and amortization expenses	79.08	76.01	64.31	298.88	241.44	298.88
(f)	Other expenses	230.42	144.63	141.58	630.94	481.45	630.94
	Total expenses (IV)	4,661.13	4,102.67	4,492.00	15,946.71	15,286.50	15,946.71
V	Profit/(loss) before exceptional items and tax (III-IV)	144.24	9.08	250.33	216.19	808.59	216.19
VI	Exceptional Items- (expenses)/income	-	-	-	-	-	-
VII	Profit/ (loss) before tax (V+VI)	144.24	9.08	250.33	216.19	808.59	216.19

Financial Results:

S.No.	Particulars	Standalone					Consolidated*
		Quarter Ended		Year Ended			Year Ended
		31.03.24	31.12.23	31.03.23	31.03.24	31.03.23	31.03.24
		Audited**	Unaudited	Audited**	Audited	Audited	Audited
	Add: Share of Net Profit/(Loss) in Joint Venture using Equity Method						(3.86)
	Total	144.24	9.08	250.33	216.19	808.59	212.33
VIII	Tax expense:						
	(1) Current tax	51.61	2.29	61.99	69.72	202.23	69.72
	(2) Deferred tax	11.26	-	40.69	11.26	40.69	11.26
	(3) Tax Adjustment for Earlier Period	0	3.15		3.15	1.05	3.15
IX	Profit (Loss) after tax (VII-VIII)	81.37	3.64	147.65	132.06	564.62	128.20
X	Other Comprehensive Income						
	A. (i) Items that will not be re-classified to profit or (loss):- Remeasurement of defined benefit Plan	1.28	2.22	1.99	(5.38)	(13.64)	(5.38)
	-Reversal of Revaluation Surplus on Land & Building	21.53	21.53	21.53	86.12	86.12	86.12
	(ii) Income tax relating to items that will not be reclassified to profit or (loss)	1.36	-	3.43	1.36	3.43	1.36
	B. (i) Items that will be re-classified to profit or (loss)	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
	Total Other Comprehensive Income (X)	24.17	23.75	26.95	82.10	75.91	82.10
XI	Total Comprehensive Income for the period Comprising Profit/ (Loss) and Other comprehensive Income for the period (IX+X)	105.54	27.39	174.60	214.16	640.53	210.30
XII	Paid-up Equity Share Capital (Face Value Rs.10/-)	1,345.65	1,345.65	1,279.18	1,345.65	1,279.18	1,345.65
XIII	Reserves (excluding Revaluation Reserve shown in balance sheet)	-	-	-	3,333.97	2,208.33	3,330.11
XIV	Earnings per equity share (of Rs.10 each) (*not annualised):						
	(1) Basic	0.61*	0.03*	1.16*	0.99	4.42	0.97
	(2) Diluted	0.59*	0.03*	1.13*	0.95	4.32	0.93

Notes to Financial Results:

Notes:	
1.	The Results have been prepared in accordance with Ind AS notified under the Companies (Indian Accounting Standard) Rules, 2015 as amended.
2.	The above results of standalone and consolidated are reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 30, 2024. The Statutory Auditors of the Company have conducted Statutory Audit of the financial results for the quarter and Year ended March 31, 2024.
3.	**The Figures for the quarter ended March 31, 2024 and March 31, 2023 are the balance figures between the audited figures in respect to the full financial year and the published figures for the nine months ended on December 31, 2023 and December 31, 2022 respectively, which were subject to limited review.
4.	*The audited accounts of JV M/s Calcom Taehwa Techno Private Limited, promoted by Calcom Vision Ltd. and Taehwa Enterprises India Pvt. Ltd. with an equal equity contribution, to carry out the business of manufacturing, assemble, import, export, sale / trade, design, distribute in all types of fans including BLDC and related accessories, incorporated on 23rd January 2023 and operationalised during the current year, has been consolidated as per the equity method for the first time for the year March 31, 2024, in accordance with Ind AS 28.
5.	During the year ended March 31, 2024, the employees have exercised 112551 Nos of Stock Options under Calcom Employees Stock Option Plan, 2018.
6.	During the Year ended March 31, 2024 the company has come up with a Preferential Issue of Rs.14.92 Crore. The Company has issued Equity Shares of Rs.8.67 Crore at an issue price of Rs.157/- each (including Rs.147/- each as securities premium) and Compulsory Convertible Warrant of Rs.6.25 Crore at an issue price of Rs.157/- each. The details are as under: - 5,52,117 Nos of Equity Shares as fully paid up - 3,98,087 Nos of Compulsory Convertible Warrants (Partly paid up Rs.39.25/-each i.e. 25%).
7.	During the Quarter ended March 31, 2024, the company has received the 1st Installment of Incentive of Rs.72 Lacs approved for Financial year Ended March 31, 2024 under Production Linked Incentive Scheme (PLI) for White Goods as notified vide notification No. P-29014/101/2020-LEI DPIIT dated 4th June 2021, read with guidelines for the operation of PLI for White Goods entities dated 4th June 2021 (F. No. P-29014/101/2020-LEIPart (1)-DPIIT) and the same has been included under the other income of the statement.
8.	The Company is engaged only in one electronic segment & there is no other segment to report. Hence segment reporting under Ind AS 108 is not required.
9.	Figures for the previous period have been re-grouped / re-arranged wherever necessary to make them comparable with current period.

Assets & Liabilities:

CIN:L92111DL1985PLC021095

Regd.Office : C-41, Defence Colony, New Delhi-110024

Website: www.calcomindia.com | Email:corp.compliance@calcomindia.com

STATEMENT OF ASSETS AND LIABILITIES AS AT 31ST MARCH, 2024

S.No.	Particulars	(INR In Lakhs)		
		Standalone		Consolidated
		As at	As at	As at
		31st March, 2024 Audited	31st March, 2023 Audited	31st March, 2024 Audited
A	ASSETS			
1	Non-current assets			
	(a) Property, Plant and Equipment	4,355.50	3,278.06	4,355.50
	(b) Capital Work in Progress	-	2.96	-
	(c) Right to Use	1,666.45	1,696.63	1,666.45
	(d) Goodwill	414.49	414.49	414.49
	(e) Other Intangible Assets	-	-	-
	(f) Financial Assets			
	(i) Investment in Joint Venture	30.00	-	26.14
	(ii) Other Financial Assets	27.63	16.89	27.63
	(g) Other Non-Current Assets	177.37	1.11	177.37
		6,671.44	5,410.14	6,667.58
2	Current assets			
	(a) Inventories	3,355.47	2,948.50	3,355.47
	(b) Financial Assets			
	(i) Trade receivables	4,234.19	3,622.80	4,234.19
	(ii) Cash and cash equivalents	75.66	13.81	75.66
	(iii) Bank balances other than(ii) above	523.42	351.98	523.42
	(iv) Other Financial Assets	62.46	57.79	62.46
	(c) Current Tax Assets (Net)	-	4.86	-
	(d) Other Current Assets	372.09	535.40	372.09
		8,623.29	7,535.14	8,623.29
	Total Assets	15,294.73	12,945.28	15,290.87

Assets & Liabilities:

S.No.	Particulars	Standalone		(INR In Lakhs)
		As at		Consolidated
		As at	As at	As at
		31st March, 2024 Audited	31st March, 2023 Audited	31st March, 2024 Audited
B	EQUITY AND LIABILITIES			
	EQUITY			
	(a) Equity Share capital	1,345.65	1,279.18	1,345.65
	(b) Other Equity	6,264.49	5,068.72	6,260.63
		7,610.14	6,347.90	7,606.28
	LIABILITIES			
1	Non-current liabilities			
	(a) Financial Liabilities			
	(i) Long Term Borrowings	1,911.43	1,364.25	1,911.43
	(ii) Lease Liabilities	0.04	0.04	0.04
	(b) Provisions	100.35	77.76	100.35
	(c) Deferred Tax Liabilities	106.71	96.80	106.71
		2,118.53	1,538.85	2,118.53
2	Current liabilities			
	(a) Financial Liabilities			
	(i) Short Term Borrowings	2,809.58	1,790.88	2,809.58
	(ii) Lease Liabilities	0	0	0
	(iii) Trade payables			
	(a) Total outstanding dues of micro enterprises and small enterprises	449.34	336.95	449.34
	(b) Total outstanding dues of Creditors other than micro enterprises and small enterprises	1,819.74	2,499.78	1,819.74
	(iv) Other Financial Liabilities	176.21	137.97	176.21
	(b) Provisions	17.03	115.98	17.03
	(c) Other current liabilities	294.16	176.97	294.16
		5,566.06	5,058.53	5,566.06
	Total Equity and Liabilities	15,294.73	12,945.28	15,290.87

Cash Flow:

CALCOM VISION LIMITED				
CIN : L92111DL1985PLC021095				
Regd.Office : C-41, Defence Colony, New Delhi-110024				
Website: www.calcomindia.com Email:corp.compliance@calcomindia.com Contact No.: 0120-2569761				
STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31ST MARCH, 2024				
				(INR In Lakhs)
Particulars	Standalone		Consolidated	
	Year Ended 31st March, 2024	Year Ended 31st March, 2023	Year Ended 31st March, 2024	
	Audited	Audited	Audited	
A. CASH FLOW FROM OPERATING ACTIVITIES				
Net Profit Before Tax and Extra-ordinary items	216.19	808.59	212.33	
Adjustments for -				
Depreciation/Amortization	298.88	241.44	298.88	
Interest & Financial Charges	491.39	318.57	491.39	
Employee benefits Expenses (ESOP)	66.45	13.83	66.45	
Profit & Loss on Sales of Fixed Assets	(9.83)	-	(9.83)	
Provision for Doubtful Debts	27.58	3.11	27.58	
Operating profit before Working Capital Changes	1,090.66	1,385.54	1,086.80	
Adjustments for -				
(Increase)/Decrease in Inventories	(406.97)	(753.30)	(406.97)	
(Increase)/Decrease in Trade Receivables	(638.97)	(1,542.20)	(638.97)	
(Increase)/Decrease in Other Financial Assets Current	(4.67)	(19.71)	(4.67)	
(Increase)/Decrease in Other Current Assets	156.55	(21.98)	156.55	
Increase/(Decrease) in Trade Payables	(567.65)	724.03	(567.65)	
Increase/(Decrease) in Lease Liabilities	(0.00)	-	(0.00)	
Increase/(Decrease) in Other Financial Liabilities	20.28	35.49	20.28	
Increase/(Decrease) in Other Current Liabilities	118.62	148.16	118.62	
Increase/(Decrease) in Provisions	12.95	10.00	12.95	
Cash Generated from / (used in) Operations	(219.20)	(33.97)	(223.06)	
Less: Direct Taxes Paid	(168.76)	(82.78)	(168.76)	
NET CASH FLOW (USED IN)/FROM OPERATING ACTIVITIES	(387.96)	(116.75)	(391.82)	

Cash Flow:

		(INR In Lakhs)		
Particulars	Standalone		Consolidated	
	Year Ended 31st March, 2024	Year Ended 31st March, 2023	Year Ended 31st March, 2024	
	Audited	Audited	Audited	
B. CASH FLOW FROM INVESTING ACTIVITIES				
Purchase of Property, Plant and Equipments/ Capital Work-in-Process	(1,349.30)	(800.89)	(1,349.30)	
Sales of Fixed Assets	17.06	-	17.06	
Investment in FDRs with Bank	(182.18)	(126.20)	(182.18)	
Investment in Joint Venture	(30.00)	-	(26.14)	
Payment for Capital Advance	(177.37)	(1.11)	(177.37)	
NET CASH FLOW (USED IN)/FROM INVESTING ACTIVITIES	(1,721.79)	(928.20)	(1,717.93)	
C. CASH FLOW FROM FINANCING ACTIVITIES				
Raising / (Repayment) of Borrowings	1,565.88	1,327.02	1,565.88	
Interest & Financial Charges paid	(462.04)	(328.97)	(462.04)	
Increase/(Decrease) in Lease Liabilities	-	-	-	
Application Money received for Issue of Shares under ESOP Scheme	44.68	28.28	44.68	
Application Money received for Issue of Shares under Private Placements	866.83	-	866.83	
Application Money received for share warrants	156.25	-	156.25	
NET CASH FLOW (USED IN)/FROM FINANCING ACTIVITIES	2,171.60	1,026.33	2,171.60	
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	61.85	(18.62)	61.85	
OPENING BALANCE OF CASH AND CASH EQUIVALENTS	13.81	32.43	13.81	
CLOSING BALANCE OF CASH AND CASH EQUIVALENTS	75.66	13.81	75.66	

Other Updates



Actions to improve Financial Performance:

➤ Automation, Value Engineering & Backward Integration

1. Undertaking automation for low wattage bulbs to reduce manufacturing costs and increase productivity to remain competitive and increase volumes.
2. Undertaken value engineering/design improvement to reduce the cost to increase business with existing and new customers.
3. Going for backward integration by putting extrusion Plant to become more competitive

Actions to improve Financial Performance:

➤ Expanding Product Range in Lighting with better contribution:

1. Street Lights for Trade & Professional Segment.



2. Down lighters & Spot Lights



Actions to improve Financial Performance:

➤ Expanding Product Range in Lighting with better contribution:

3. Linear Lights & Industrial High Wattage batten



4. Highbay Industrial Lights



Actions to improve Financial Performance:

➤ Expanding Product Range in Lighting with better contribution:

5. Facade Lights



IP66
OUTDOOR
RATED



6. Bulk Heads and Well Glass



Actions to improve Financial Performance:

➤ Diversifying into new growth areas:

1. Solar Street Lights, Solar Inverters and other solar products.

The Company plans to launch products in above products in FY 25 itself.



Actions to improve Financial Performance:

➤ Expanding Markets:

1. Participating in international fairs to tap Europe and US markets

Actions to improve Financial Performance:

➤ Cost Reductions:

1. Working hard to **reduce Bill of Materials cost** by design changes and identifying new vendors for various components through detailed bench-marking.
2. **Expanding Solar Power System Capacity from 350 KVA to 525 KVA.** We have completed the installation of 350 KVA Solar System. We are generating on an average 1500 units per day resulting in a saving of Rs. 10,000 per day. We are now expanding the solar capacity to 525KVA.
3. **Processing application for Net-Metering:** Since the factory operates 6 days a week, the electricity generated on Sundays and holidays is wasted. Therefore, we have applied to Govt. to sell the surplus electricity to the Grid.

Actions to improve Financial Performance:

➤ EMS Opportunities

The Company is exploring new opportunities in Electronics Manufacturing Services ("EMS") in diverse products.

❑ EV Chargers



❑ EV Motor Drivers

❑ IoT Solutions for Indoor Lighting Products



Capital Expenditure Summary

In Cr.

Financial Year	Building	Plant & Machinery	Electrical Installations & Solar Plant	Moulds	Others	Total
FY 2023-24	3.81	6.56	1.56	0.91	0.69	13.53
FY 2022-23	1.57	5.76	0.01	0.70	0.28	8.32
FY 2021-22	0.74	0.48	0	0.18	0.07	1.47
FY 2020-21	0	1.68	0	0	0.05	1.73
FY 2019-20	0.40	1.47	0.06	0.70	0.15	2.78

The Company is investing in Capital Expenditure which will ultimately result in growth in revenue and profit in coming years.



Thank You

Disclaimer

This presentation may contain “forward-looking statements” by “Calcom Vision Limited” that are not historical in nature.

Such forward-looking statements are subject to certain risks and uncertainties such as government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements.

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