

Ref. No. - OIL/CO/SE/2024-25/49

September 23, 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: Investors Presentation

Dear Sir(s),

In furtherance to our earlier intimation bearing Reference No. OIL/CO/SE/2024-25/47 dated 12th September, 2024 and pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation made/to be made to the prospective Investors and it is also being hosted 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

Encl. As above

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

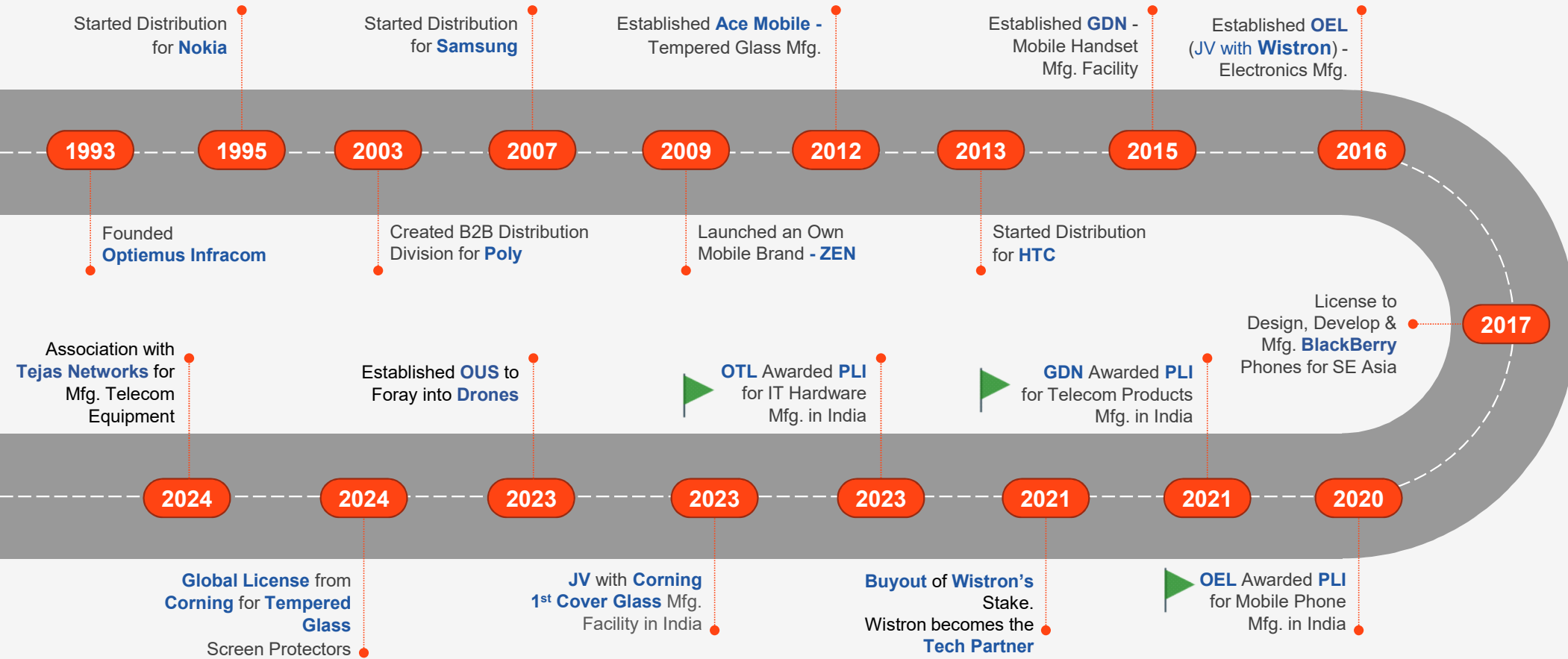



optiemus
Infracom Ltd.



COMPANY BUSINESS PRESENTATION

An Exciting Journey of over Three Decades



 ***Production Linked Incentive** by Govt. of India. 

GDN- GDN Enterprises Pvt. Ltd.
 OEL- Optiemus Electronics Ltd.
 OTL- Optiemus Telecommunications Pvt. Ltd.
 OUS- Optiemus Unmanned Systems Pvt. Ltd.

India's Only Company to Build Complete Mobile Ecosystem- Achievements

NOKIA
All Delhi

SAMSUNG
Organised Trade

htc
All India
Distribution

BlackBerry
Licensee for SE Asia,
India, Nepal, Bangladesh,
Sri Lanka

htc
oppo

BlackBerry
ONEPLUS

micromax
nothing like anything
ZEN

Jio **LG**

1001
TENOR

MOBILITI WORLD
UniverCell

Mobility World and Univercell together became
the 3rd Largest Retain Chain in India

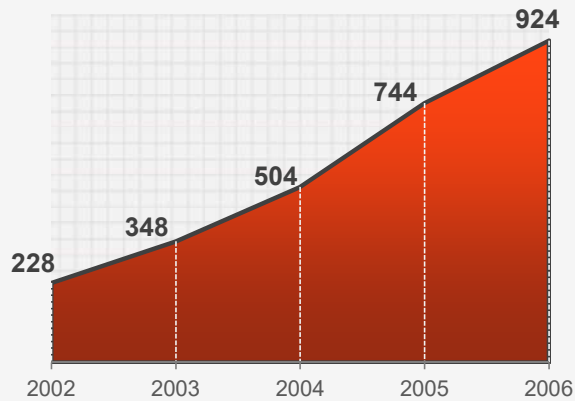
htc
BlackBerry **LG**

Blackberry Licensee for SE Asia and
Overseas Sales HTC and LG



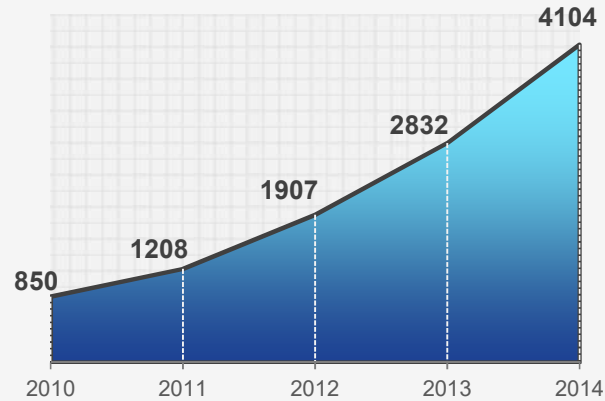
Distribution Sales Achievements *

NOKIA
Distribution Sales



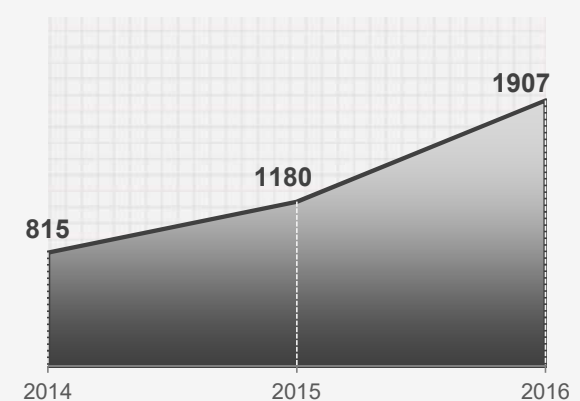
- The **1st** mobile handset in India was sold by us in 1995.
- **1st** Nokia distributor - worked from 1995 to 2006.
- Achieved a market share of **89.9%** in Delhi in 2006 – the highest ever!
- 1st Nokia RDS to provide **ONE hour delivery**
- Ready stock delivery through a fleet of **105 owned pizza type scooters** to cover Dealer base of – **5500**

SAMSUNG
Distribution Sales



- Established Samsung distribution in **2007**.
- **National distributors** for Samsung Mobile for Organized Trade.
- Supported Samsung's growth from No. 5 brand in India to No. 1 brand in India
- Achieved a figure of **423 Crores** of revenue from organized trade in a single month
- Relationship Driven Sales
- Aaj Ka Smarty (AKS) – **Industry's leading** incentive program for Store Managers which was **Globally recognized**

htc
Distribution Sales

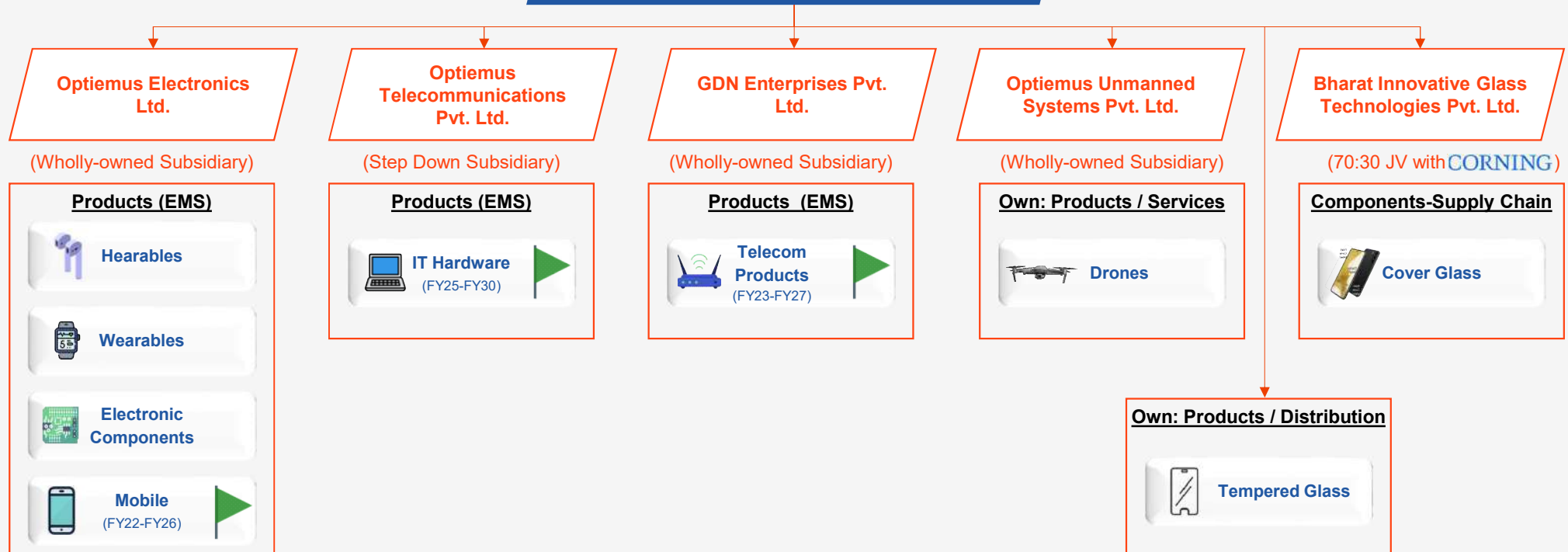


- Established HTC distribution in **2013**
- In less than 1 year we have been able to support HTC to outgrow competitive brands
- Achieved **~70% of HTC India sales**
- Innovative Bundling of Cases with Phones – helped drive mindshare, increase sales & dealer margins
- **TRIPLING the volumes in just 1 Year.**

*Value in INR Crores

Corporate Structure- At a Glance

Optiemus Infracom Ltd.



*Production Linked Incentive
by Govt. of India.



Key Investment Highlights



State-of-the-Art Manufacturing Facilities

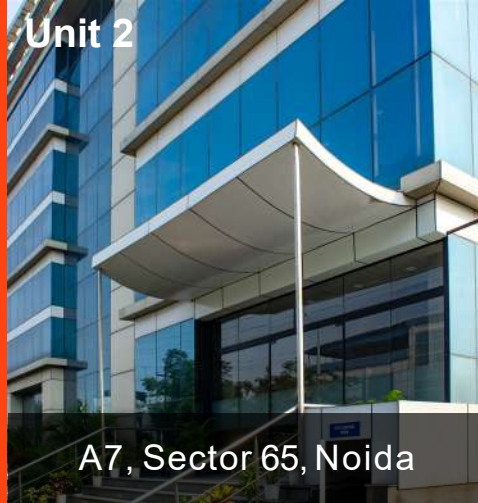
Unit 1



D348, Sector 63, Noida

- 10,000 Sq. Mtr.
- 20 FATP Lines
- Hearables & Wearables
- Capacity 1 million units per month

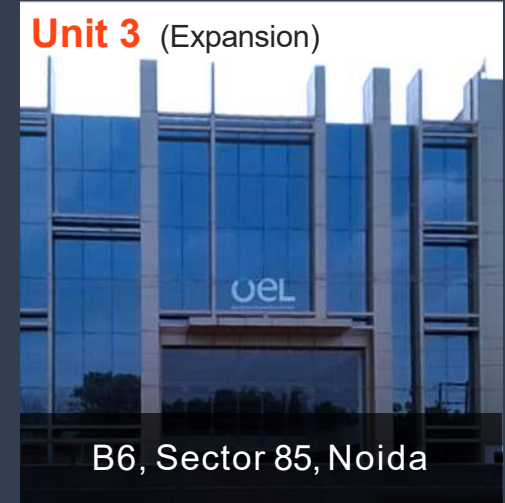
Unit 2



A7, Sector 65, Noida

- 30,000 Sq. Mtr
- 24 FATP lines | 8 SMT lines | 4 DIP lines
- IoT, Telecom, IT & Network
- Capacity 1.2 million units per month

Unit 3 (Expansion)



B6, Sector 85, Noida

- 25,000 Sq. Mtr.
- 24 FATP lines | 8 SMT lines | 4 DIP lines
- Capacity 12 million units per month

(Will be installing for future Expansion)

BIG Tech — JV with Corning Inc.



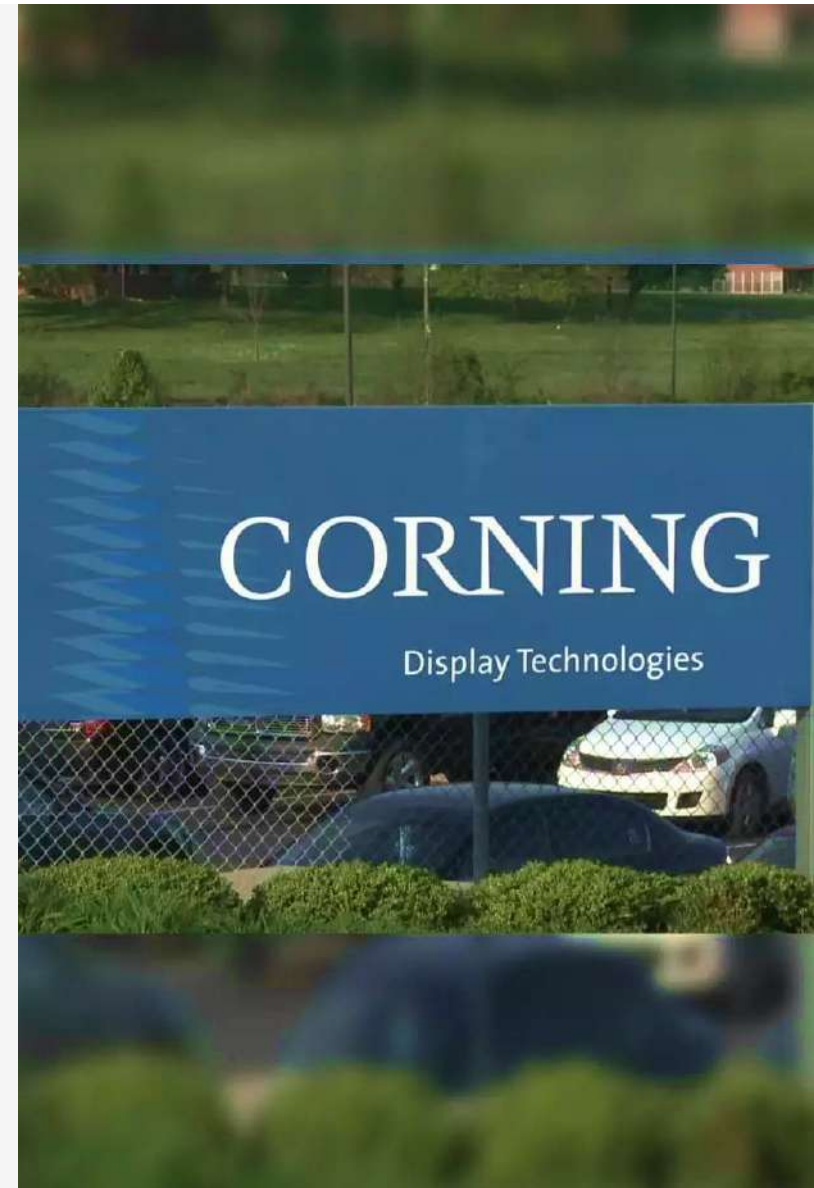
Bharat Innovative Glass (BIG) Technologies Pvt. Ltd.

70:30 JV between Optiemus and Corning

- 1** One of the few backward integration projects in **electronics manufacturing** in the country
- 2** First-time investment by Corning to **manufacture cover glass** to serve its customers
- 3** A key example of "**China +1**". Currently, 100% of the supply comes from China
- 4** **27 acres** of land acquired in **SIPCOT, Tamil Nadu**; First production expected in second half of FY 2024-25

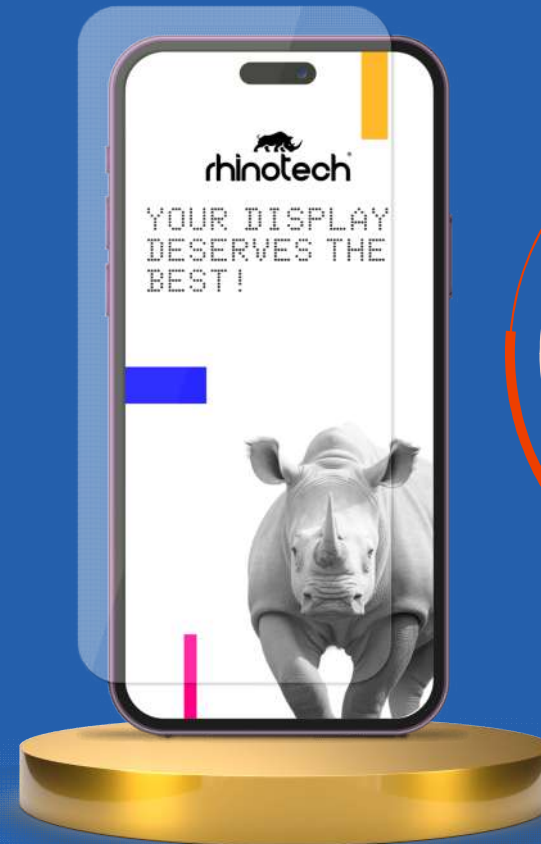


Setting up a facility in **Tamil Nadu** with an annual capacity of **30 mn units (Phase-1)**, backed by a planned investment of **INR 1,003 crs over a period of 5 years.**





Global License
from **CORNING** for
Tempered Glass



acemobile
manufacturers pvt. ltd.

Exclusive arrangement
with Ace Mobile to manufacture
Tempered Glass

Current Annual Capacity:
24 mn units

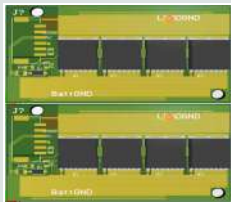
Future Expansion Plan:
100 mn units

Foray into Drones and Services

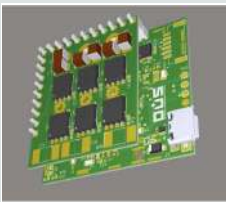


Launched **Optiemus Unmanned Systems**
to manufacture **Drones**

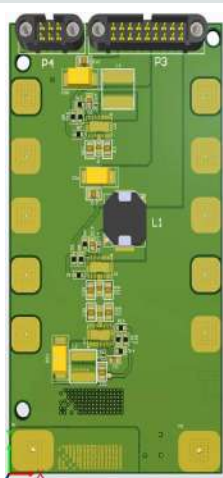
A dedicated team of engineers with ~65% of
Bill of Material to be developed **in-house**



**Anti Spark
Switch**



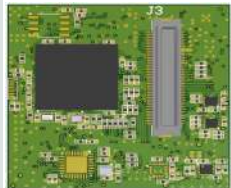
**Electronic Speed
Controller**



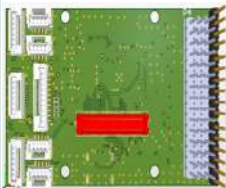
**Power Distribution
Board**



Propeller



Autopilot



**Autopilot Base
Board**

Applications



Defence



Mining



Solar



**Agriculture
Inspection
and Spraying**



**Communication
and Tower
Inspection**



**Railways,
Roadways and
Land Survey**



Participated in International Drone Expo held in New Delhi



Started bidding for projects with various parts of the Indian Military and Para Military forces



Participating in a pilot study with IIT Gandhinagar and NCCSD to help improve yields using modern farming techniques



Aims to launch Drone as a Service across multiple segments

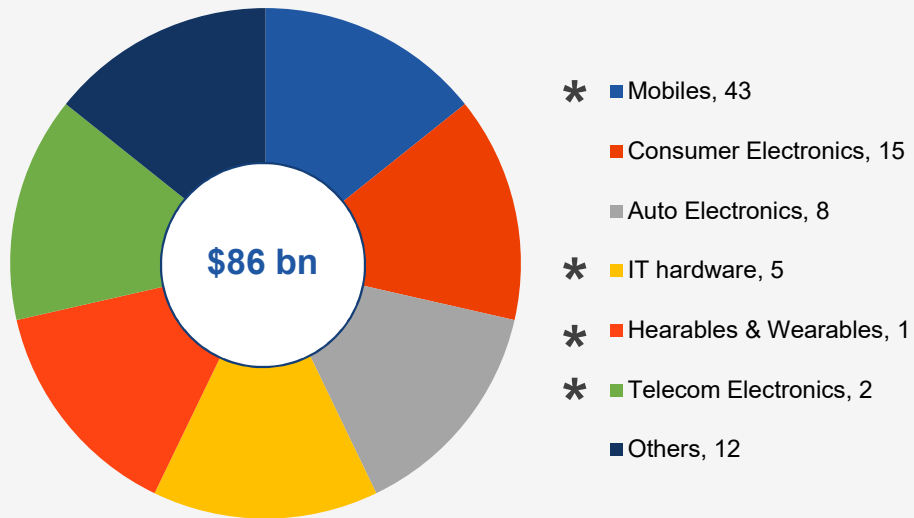
Association with Tejas Networks



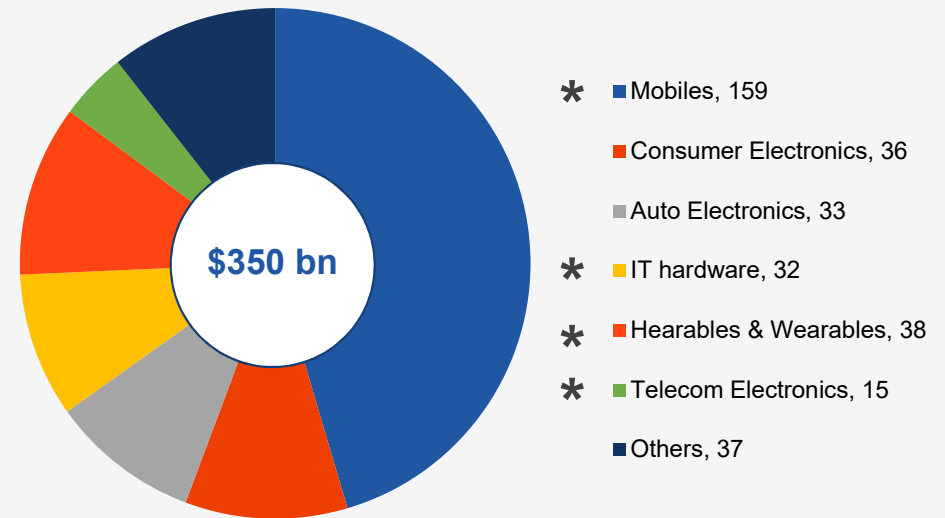
Association with Tejas Networks for
Manufacturing Telecom Equipment

India's Electronics Production to grow 4X

FY 2023



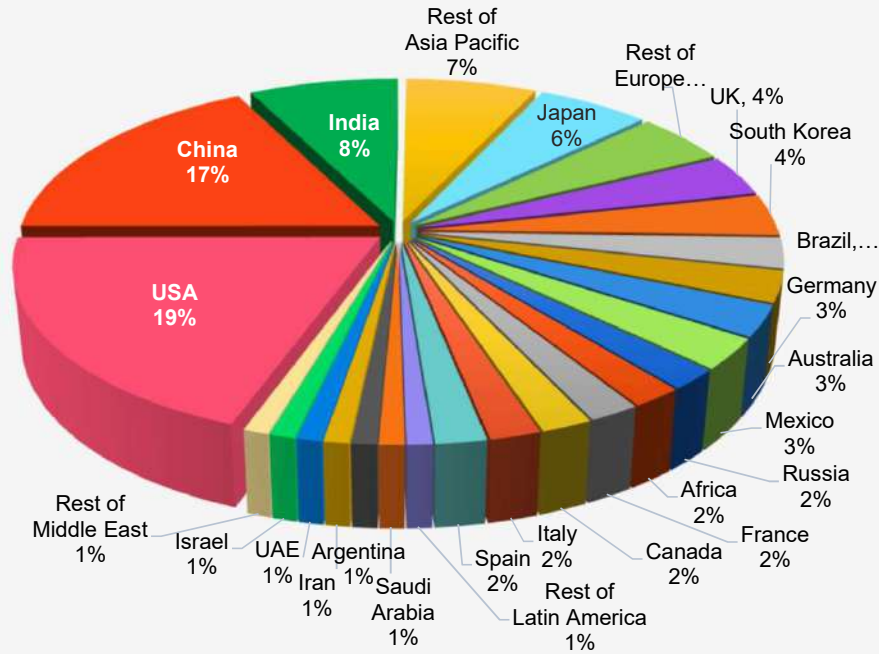
FY 2030E



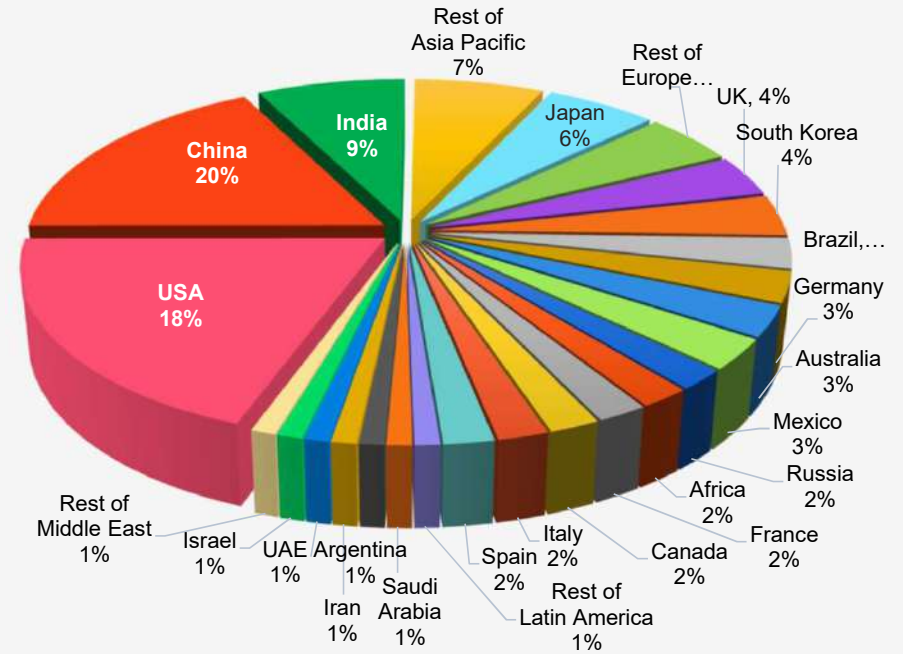
Source: Project Analysis, S&P Global, IDC, Gartner

* Optiemus presence in key segment

Global Screen Protector Market



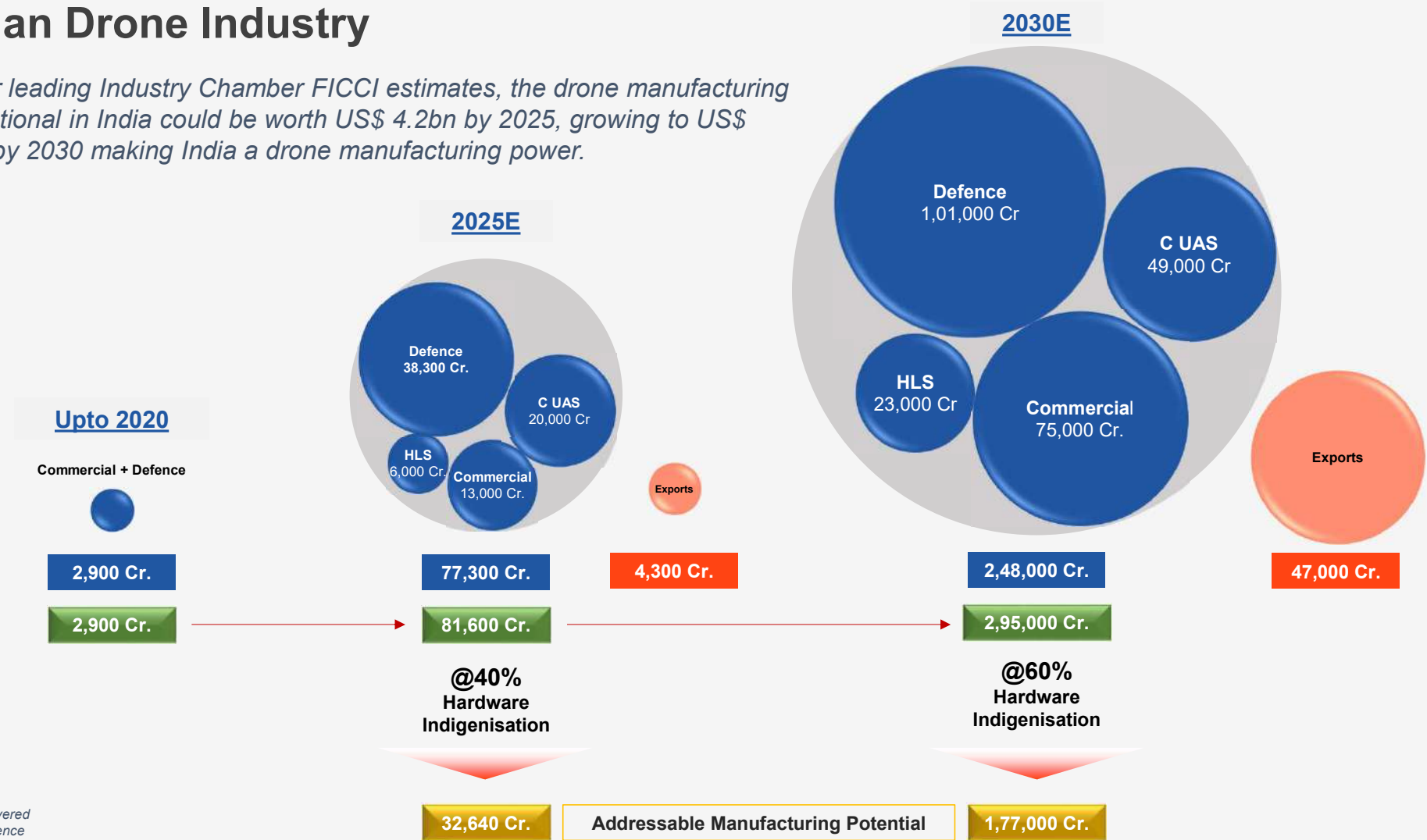
Current Market Size by Revenue of Tempered Glass Screen Protectors. Region wise for (3D, 2.5D, 2D). As on 2023 (Total 45 Billion USD)



Current Market Size by Revenue of Tempered Glass Screen Protectors. Region wise for (3D, 2.5D, 2D). As on 2030 (Total 69 Billion USD)

Indian Drone Industry

As per leading Industry Chamber FICCI estimates, the drone manufacturing potential in India could be worth US\$ 4.2bn by 2025, growing to US\$ 23bn by 2030 making India a drone manufacturing power.



- Sectors Covered
1. Defence
 2. Commercial : Infrastructure, Retail, Agriculture
 3. Homeland Security (HLS) : State Police, Paramilitary Forces
 4. Counter – UAS (C UAS)

Backed by an Experienced Board of Directors & a Strong Management Team

Board of Directors



Ashok Gupta

Executive Chairman



A. Gururaj

*Managing Director
(OEL)*



**Neetesh
Gupta**

*Non-Executive
Non-Independent
Director*



**Naresh
Kumar Jain**

*Independent
Director*



**Gauri
Shankar**

*Independent
Director*



**Rakesh
Kumar
Srivastava**

*Independent
Director*



Ritu Goyal

*Independent
Director*

Management Team



Parveen Sharma

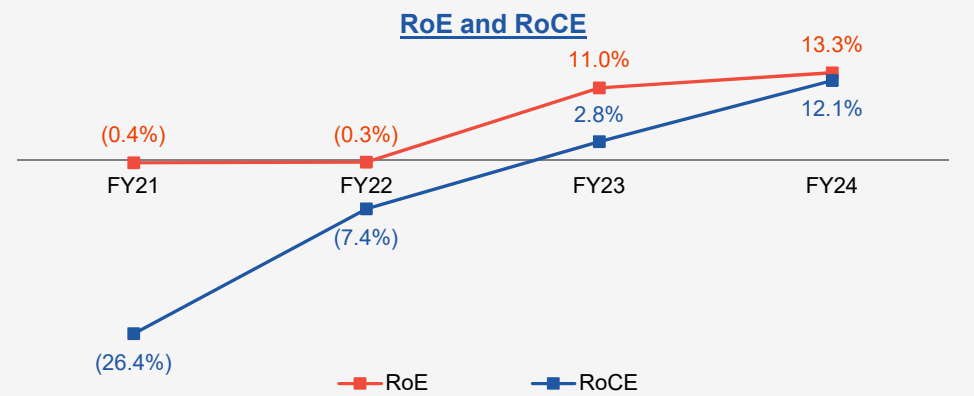
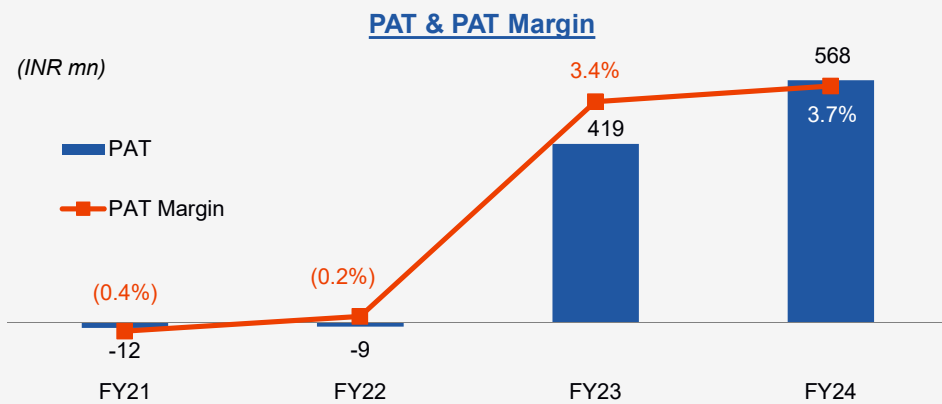
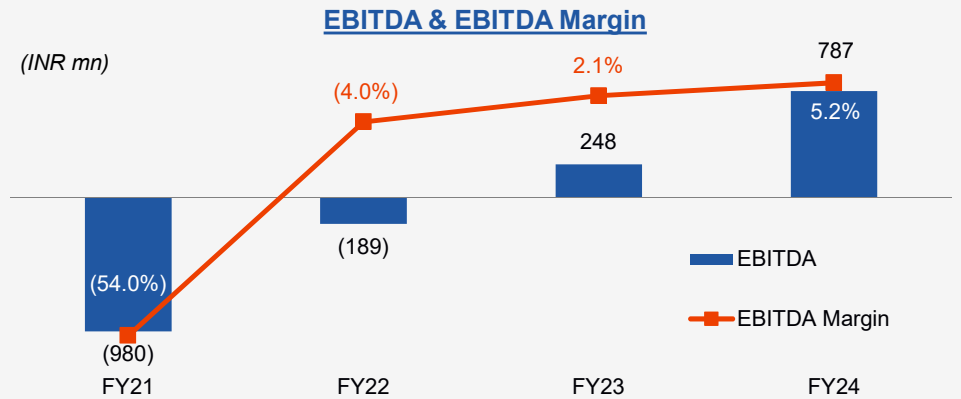
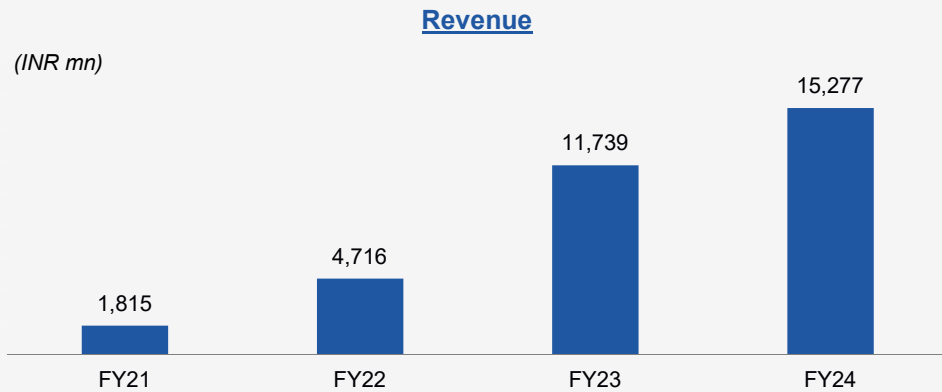
Chief Financial Officer



Vikas Chandra

*Company Secretary &
Compliance Officer*

Robust Financial Performance



Notes:

1. In FY21, Profit from Discontinued Operations of Rs. 958 mn is not included in PAT

2. RoE is calculated as PAT / Total Equity (incl. NCI)

3. RoCE is calculated as EBIT / Capital Employed, where Capital Employed is Total Equity (incl. NCI) plus Total Debt minus Cash and Cash Equivalents, Other Bank Balances and Current Investments

Statement of Profit and Loss

Particulars (INR mn)	FY21	FY22	FY23	FY24
Revenue from operations	1,815	4,716	11,739	15,277
Other income	1,021	359	540	184
Total income	2,836	5,075	12,279	15,461
Cost of materials consumed	-	145	4,495	6,869
Purchases of traded goods	1,691	4,325	6,806	6,205
Changes in inventories of finished goods, traded goods and work-in-progress	(19)	11	(871)	(99)
Employee benefits expenses	57	86	408	700
Finance cost	64	51	58	80
Depreciation and amortisation expenses	46	63	130	176
Other expenses	1,066	339	653	815
Profit before tax and exceptional items	(68)	56	600	715
Share of profit / (loss) of an associate	81	(9)	(69)	46
Tax expense	24	56	113	193
Profit for the year	(12)	(9)	419	568

Note: In FY21, Profit from Discontinued Operations of Rs. 958 mn is not included in Profit for the year

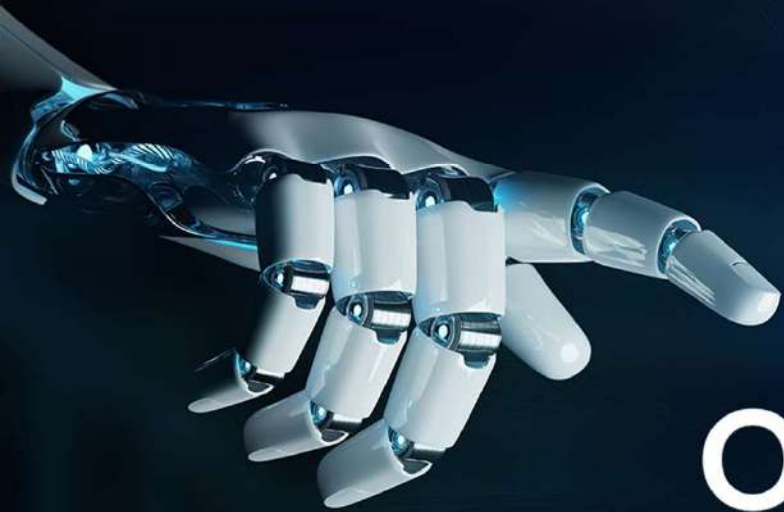
Balance Sheet

Assets (INR mn)	FY21	FY22	FY23	FY24
Property, plant and equipment	159	539	878	1,391
Capital work-in-progress	35	23	26	26
Right of use assets	-	-	639	568
Investment property	10	10	10	1
Goodwill	5	575	575	575
Other intangible assets	1	1	1	1
Investments	430	421	443	583
Loans	5	5	5	5
Other financial assets	67	63	70	85
Deferred tax assets (net)	118	137	77	2
Other non-current assets	466	225	135	39
Total non-current assets	1,296	1,998	2,860	3,276
Inventories	67	66	1,149	3,369
Trade receivables	1,497	2,558	3,727	4,854
Cash and cash equivalents	379	252	142	292
Other bank balances	43	60	36	8
Loans	1,292	144	137	69
Other financial assets	43	34	288	479
Current tax assets (net)	45	27	48	44
Other current assets	270	523	727	1,084
Total current assets	3,636	3,664	6,253	10,201
Total assets	4,932	5,662	9,113	13,477

Equity and Liabilities (INR mn)	FY21	FY22	FY23	FY24
Shareholder's equity	3,309	3,301	3,825	4,265
NCI	(16)	(6)	(2)	(2)
Borrowings	39	198	72	197
Lease Liabilities	-	-	551	475
Other financial liabilities	-	-	8	39
Provisions	7	7	3	4
Deferred tax liabilities (net)	-	-	4	29
Total non-current liabilities	30	199	635	741
Borrowings	985	234	475	890
Lease Liabilities	-	-	79	77
Trade payables	560	1,768	3,305	7,050
Other financial liabilities	24	44	233	132
Other current liabilities	23	66	553	244
Provisions	0	0	1	5
Current tax liabilities (net)	-	50	8	74
Total current liabilities	1,593	2,162	4,653	8,471
Total liabilities	1,623	2,361	5,289	9,212
Total equity and liabilities	4,932	5,662	9,113	13,477

Cash Flow Statement

Particulars (INR mn)	FY21	FY22	FY23	FY24
Cash flow from operating activities				
Profit before tax (incl. discontinued operations)	1,088	47	531	761
Operating profit before working capital changes	16	(4)	688	1,209
Cash generated from operations	(530)	290	109	426
Income tax paid	(26)	(14)	(97)	(23)
Net cash (used) / generated from operating activities	(556)	277	12	403
Cash flow from investing activities				
Payment for property, plant and equipment, CWIP and intangible assets	(15)	(424)	(365)	(618)
Proceeds from sale of property, plant and equipment	2,842	1	2	9
Right of use asset	-	-	(639)	0
Loan (given) / received back	(776)	1,149	7	68
(Increase) / Decrease in investments	149	(17)	25	30
Interest received	26	90	151	5
Acquisition of goodwill in subsidiaries	-	(571)	-	-
Acquisition of share of NCI	-	11	-	1
Net cash used in investing activities	2,226	239	(821)	(506)
Cash flow from financing activities				
Proceeds from issue of equity share capital	-	-	11	-
Proceeds from / (Repayment) of long-term borrowings (net)	(1,760)	159	(77)	(125)
Proceeds from / (Repayment) of short-term borrowings (net)	517	(751)	192	(415)
Interest paid	(115)	(51)	(54)	(80)
Lease liability	-	-	626	(79)
Dividend paid	-	-	-	(129)
Net cash flow from / (used) in financing activities	-1,357	(643)	699	253
Net increase / (decrease) in cash and cash equivalents	312	(127)	(110)	150
Cash and cash equivalents at the beginning of the period	67	379	252	142
Cash and cash equivalents at the end of the period	379	252	142	292




optiemus
Infracom Ltd.

