

# **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

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Website : www.calcomindia.com

February 21, 2025

To,  
The Manager (Department of Corporate Services)  
Bombay Stock Exchange Ltd.  
Phiroze Jeejeebhoy 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 presentation being issued by the Company in respect of the Unaudited Financial Results for the Quarter and Nine Months ended December 31, 2024.

We request you to kindly take this on your record.

Thanking You

**Yours Truly  
For Calcom Vision Limited**

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

**Encl-A/a**

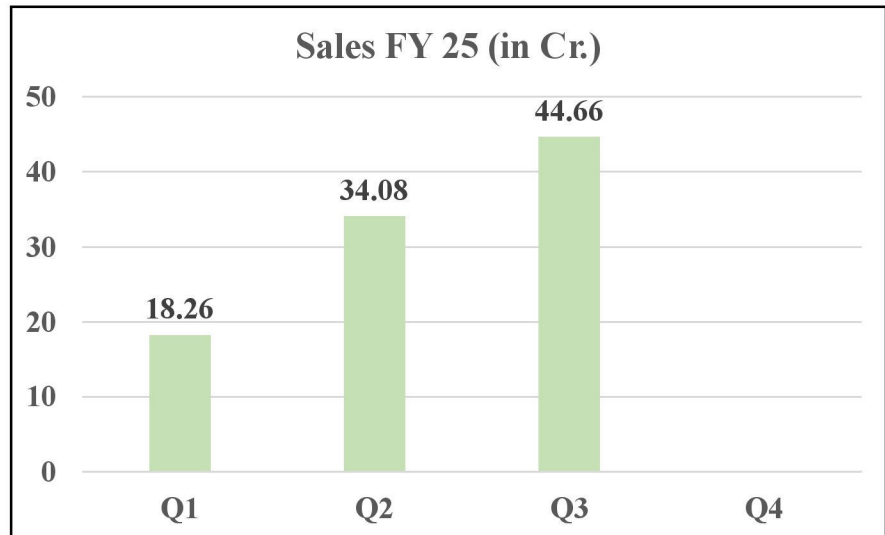
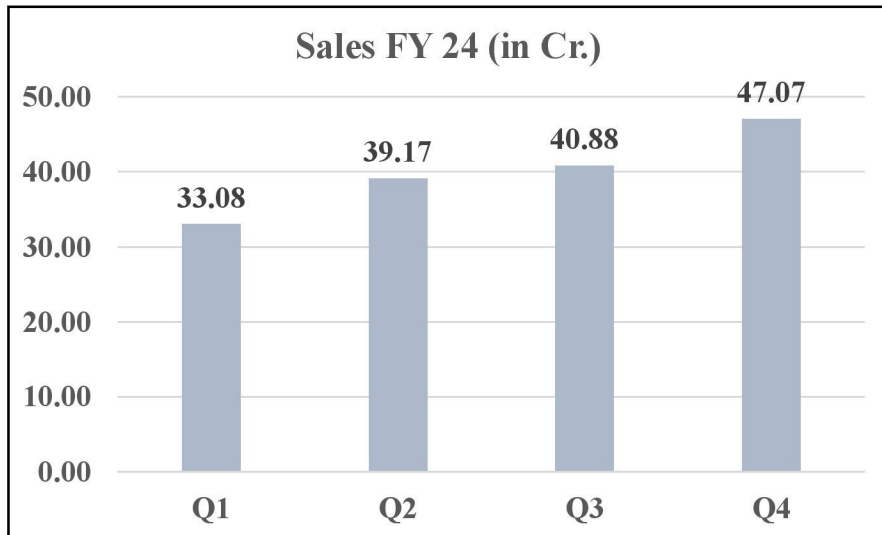
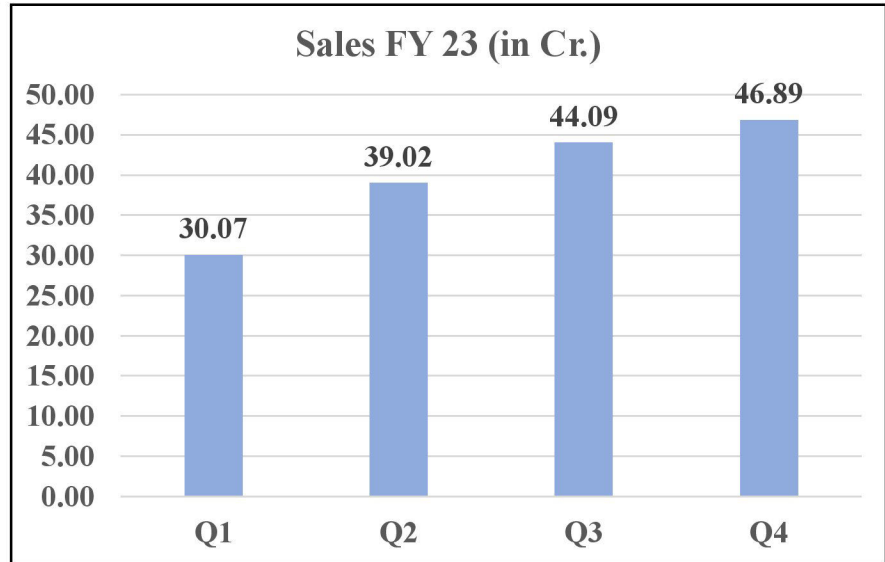
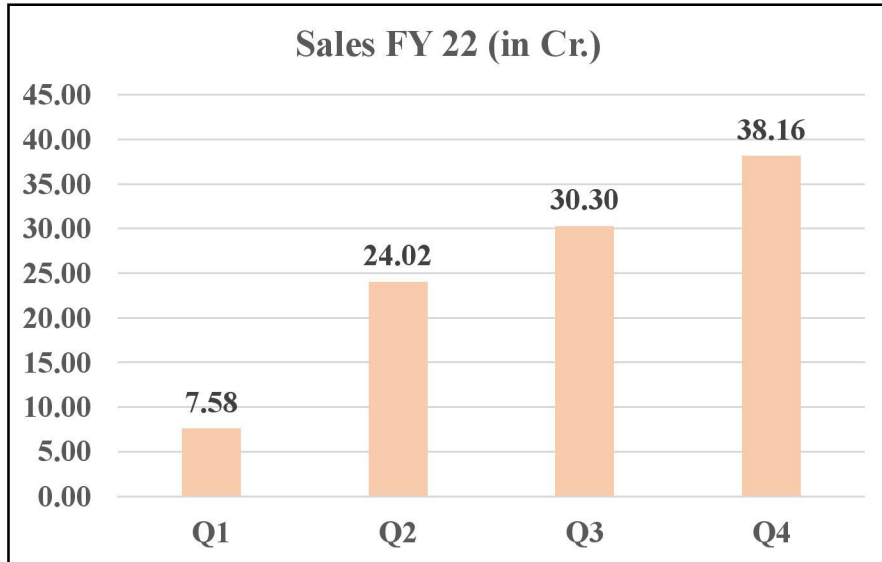


# Calcom Vision Limited

Calcom®

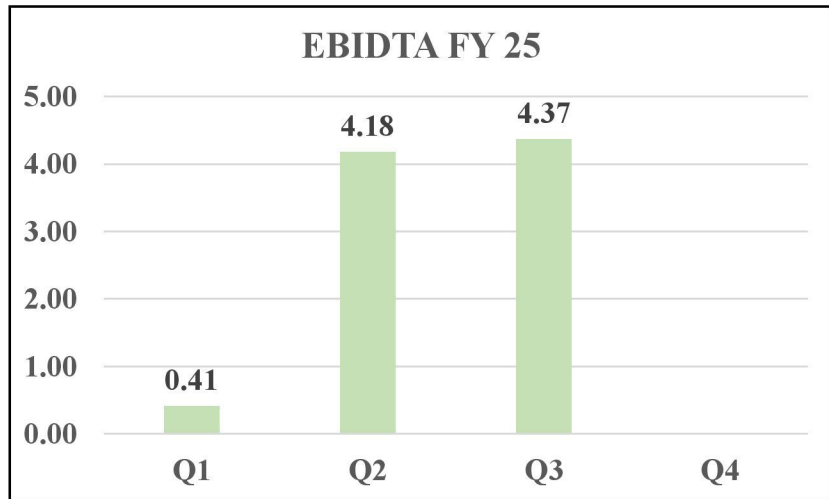
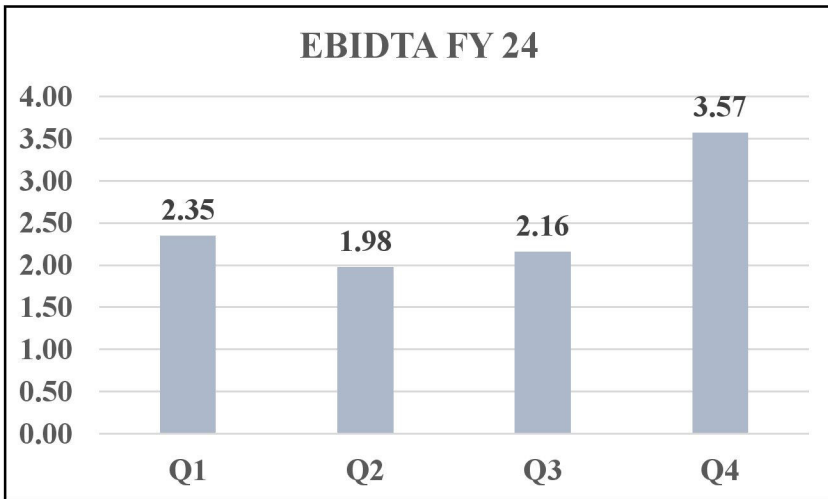
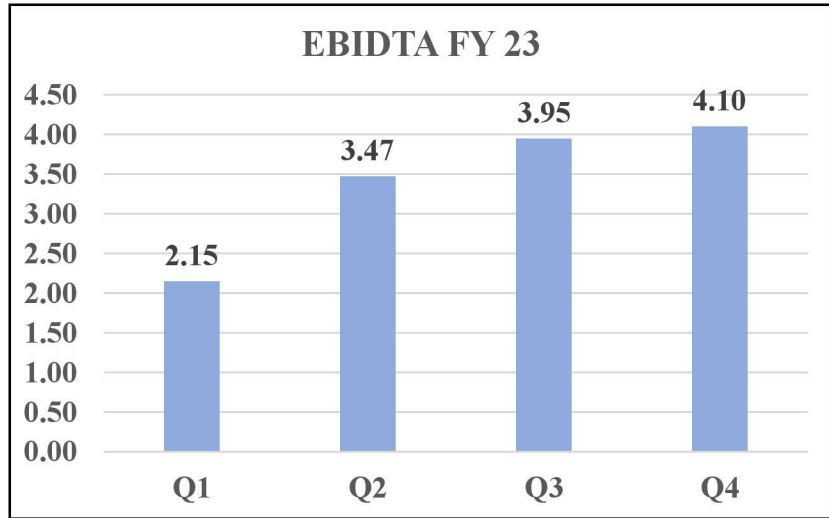
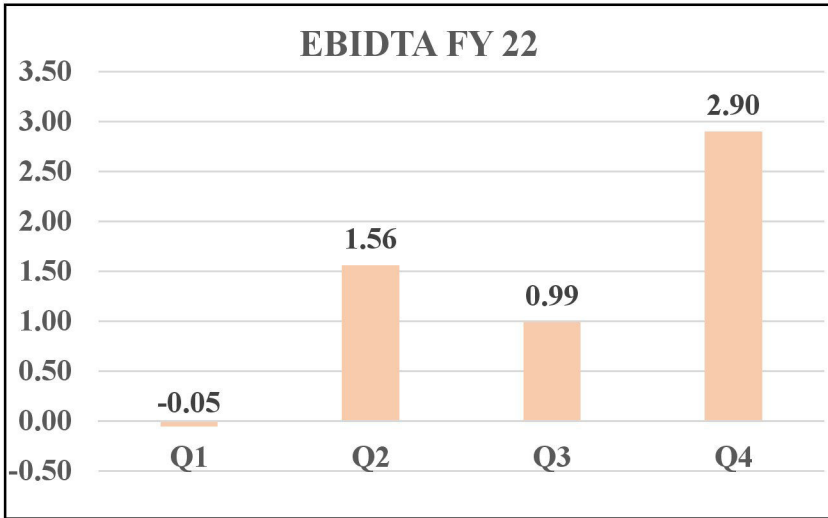
## Q3 FY25 Investor Presentation

Strictly Private and Confidential



**Calcom**\* Sales of 3<sup>rd</sup> Quarter are the highest ever in any 3<sup>rd</sup> Quarter.

Strictly Private and Confidential



## Challenges:

- 1. Significant price erosion occurring in the LED market, making it essential for us to continuously reduce costs. (50-60% in LED Bulbs and 40% in LED Battens).*
- 2. To continuously increase production to maintain sustainable levels supported by enhancement in capacities and infrastructures.*



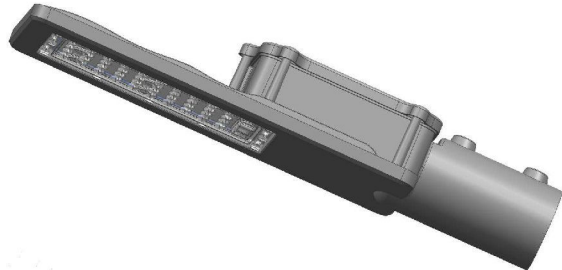
## Strategies & Actions to counter Challenges:

### **Expanding Product Range:**

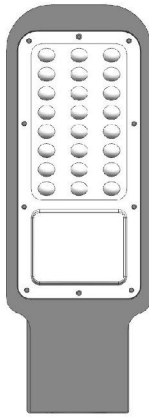
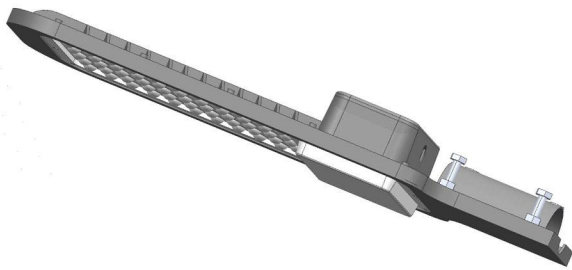
- In addition to Low Margin Commodity Items like bulbs being currently produced by Calcom, we have started introducing Better Margin Industrial/Professional Category Products eg. Street Lights, Well Glass, High Bay Lights, Linear Suspended Lights, etc. to support bottom line.
- To automate Bulb production and continue to augment LED Batten Production to support top line.
- To focus and grow in Solar Lighting Segment which is the need of the hour.

# New Products Range:

1. Street Lights (Professional) :

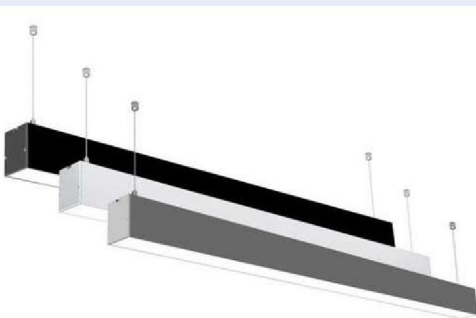


2. Street Lights (Trade) :



# New Products Range:

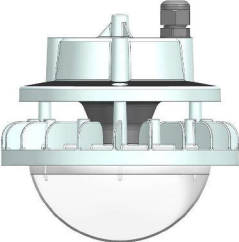
3. Linear Suspended Lights :



4. High Bay Lights :



5. Other Professional Category Product:





## New Products Range:

6. Downlighter (Professional) :



7. Solar Lights :

- All in One:



- Semi Integrated with or without Remote Monitoring System



## Strategies & Actions to counter Challenges (Cont.):

### Strengthening Infrastructure

- To focus on backward integration by strengthening infrastructure in the following areas:
  - Strengthening SMT Set up with high speed & multi chip component mounters
  - Set up Plastic Extrusion plant for Battens
  - Set up Robotic Aluminum Pressure Die Casting Plant
  - Automated drilling and Tapping facilities.
  - Set up Powder Coating Plant
  - Strengthening Tool Room with VMCs and Plastic Moldings
  - Strengthening Product testing set ups in R&D and Quality with state of the art measuring equipments.
  - More Products Assembly Lines for battens as well as other Professional Lighting Products.
- Addition to the Floor Area: We are adding additional floor area of approx. 25000 sq. ft. for accommodating above infrastructure expansion.

# Strengthening of Management:

## CEO Appointment



- With effect from April 01, 2025, the Company has promoted Mr. Debasish Mukherjee from his current designation of Chief Operating Officer (“COO”) to Chief Executive Officer (“CEO”).
- Key Highlights of his journey as COO:
  - Successfully led operations and strategic initiatives as COO
  - Played a pivotal role in business expansion and revenue growth
  - Brought extensive industry experience and leadership expertise
  - Demonstrated strategic priority setting through Portfolio analysis & selection of lighting products to add to Calcom’s portfolio for business growth
  - Implemented improvement in Quality & R&D processes.
  - Lead continuous improvement in all functions through regular technical briefing and training.

# Strengthening of Management:



\*New Additions

## Sales Outlook:

We are confident to achieve a revenue as under

- Q4 FY25: 60 Crores. This will be the highest in the 4<sup>th</sup> Quarter ever.
- FY 26: 250 Crores. This will be the highest in any Financial Year ever.

We have made big investments in infrastructures and development of new products which should result in overall improved performance.



# 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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