

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 12<sup>th</sup> 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](http://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](http://www.optiemus.com)

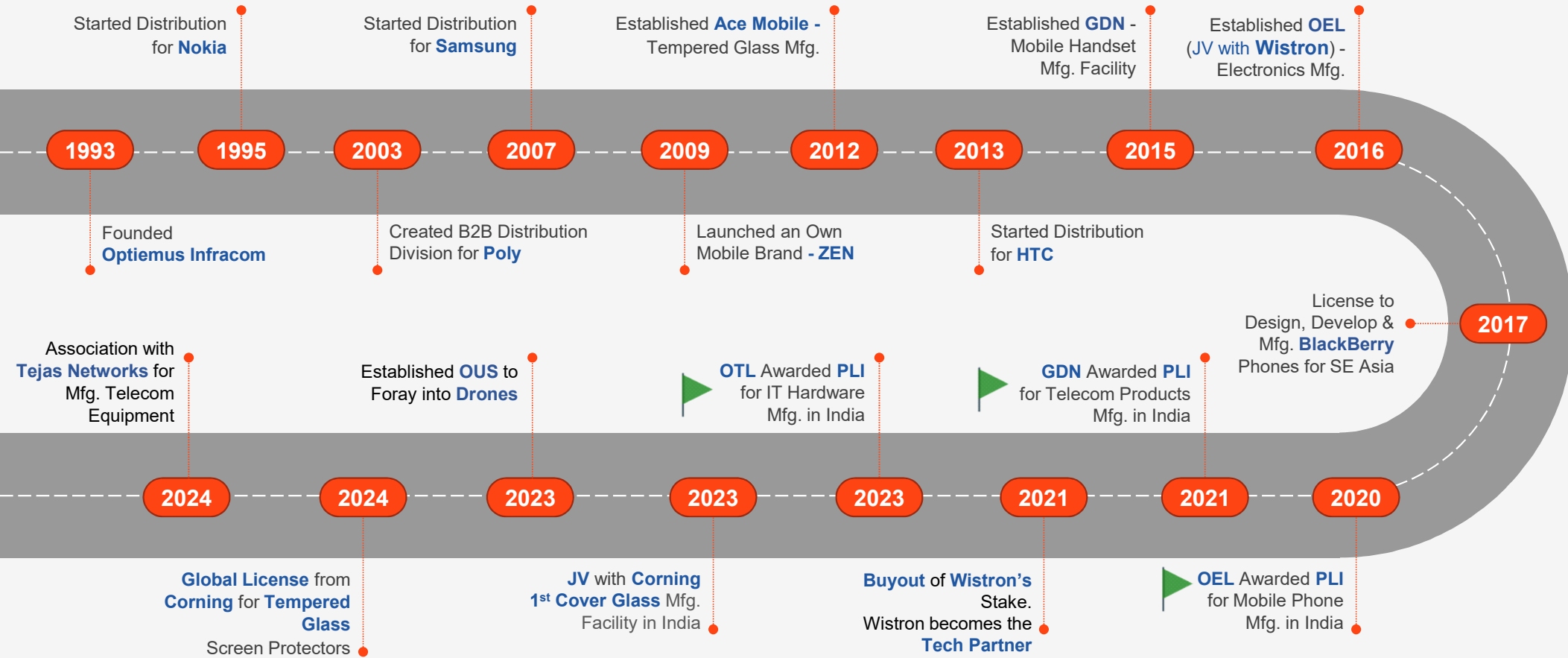


  
**optiemus**  
Infracom Ltd.



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 3<sup>rd</sup> Largest Retain Chain in India

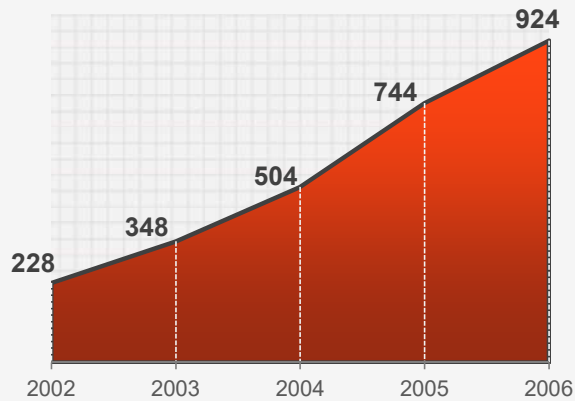
**htc**  
**BlackBerry** **LG**

Blackberry Licensee for SE Asia and  
Overseas Sales HTC and LG



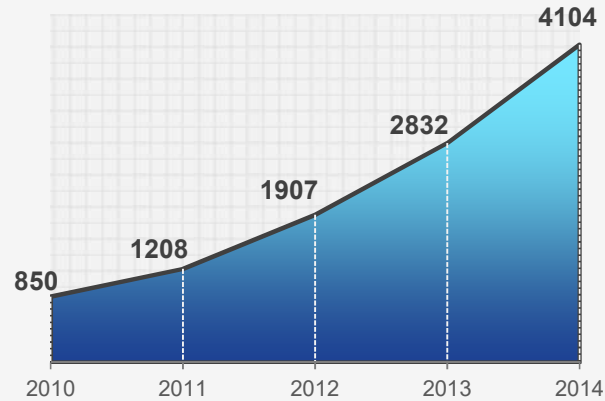
# Distribution Sales Achievements \*

**NOKIA**  
Distribution Sales



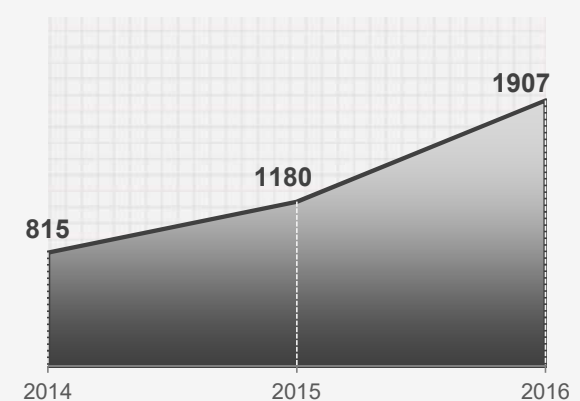
- The **1st** mobile handset in India was sold by us in 1995.
- **1st** Nokia distributor - worked from 1995 to 2006.
- Achieved a market share of **89.9%** in Delhi in 2006 – the highest ever!
- 1st Nokia RDS to provide **ONE hour delivery**
- Ready stock delivery through a fleet of **105 owned pizza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

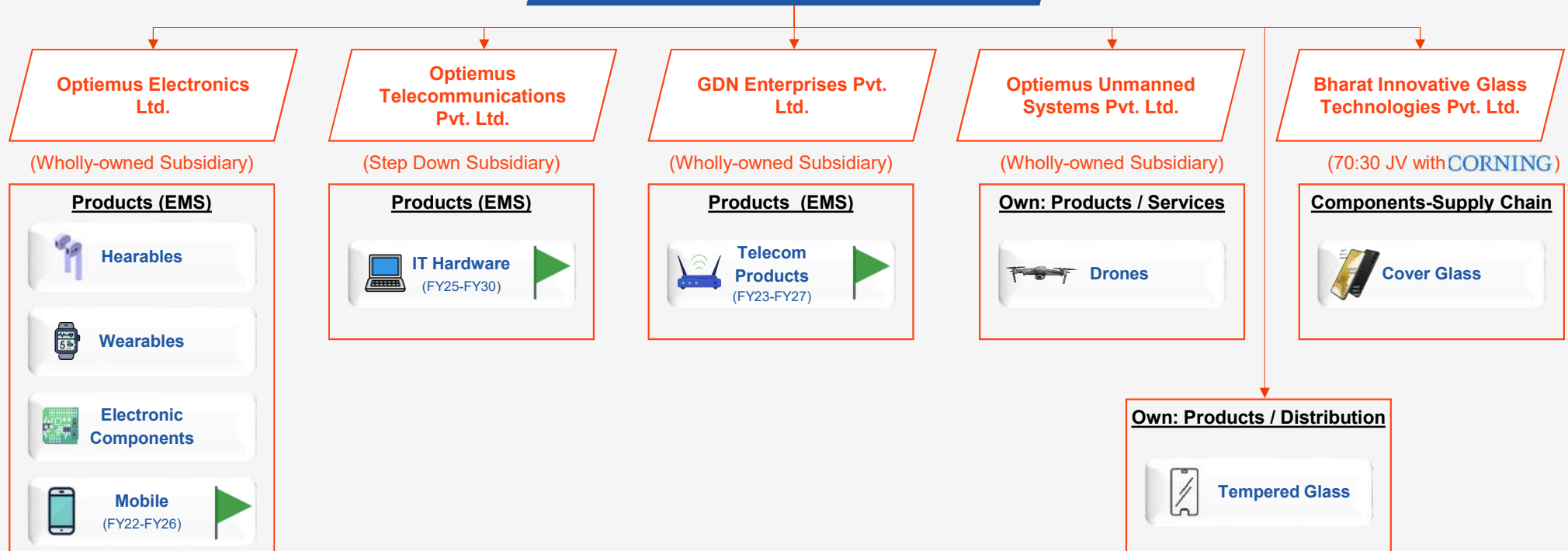


- Established HTC distribution in **2013**
- In less than 1 year we have been able to support HTC to outgrow competitive brands
- Achieved **~70% of HTC India sales**
- Innovative Bundling of Cases with Phones – helped drive mindshare, increase sales & dealer margins
- **TRIPLING the volumes in just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

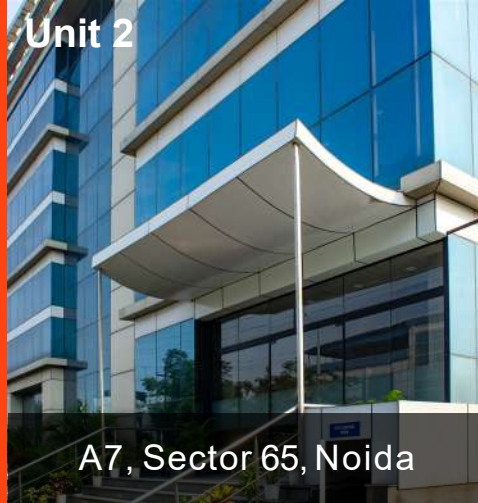
## Unit 1



D348, Sector 63, Noida

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

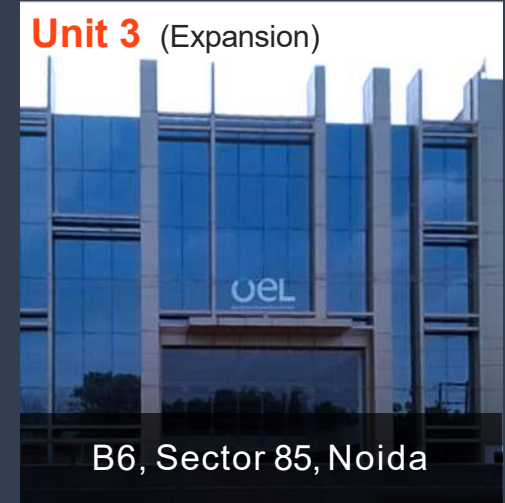
## Unit 2



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.



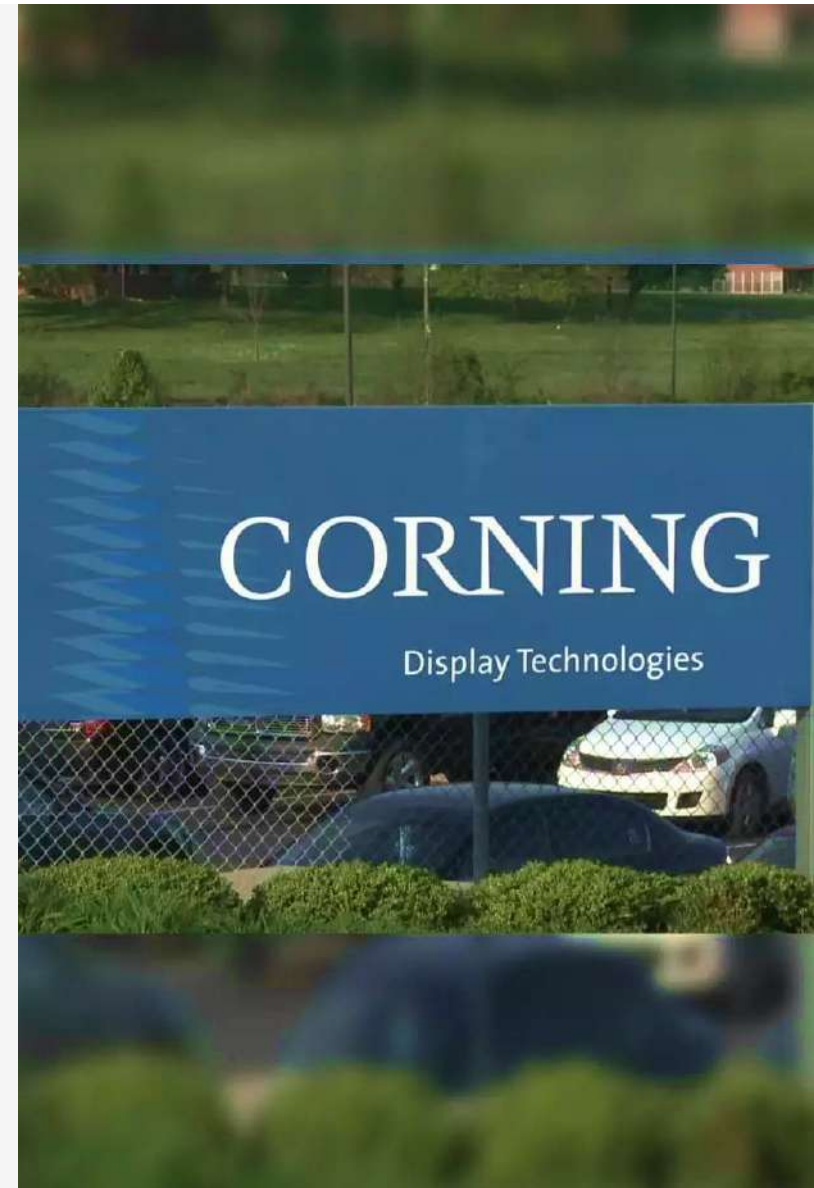
## Bharat Innovative Glass (BIG) Technologies Pvt. Ltd.

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 2025-26

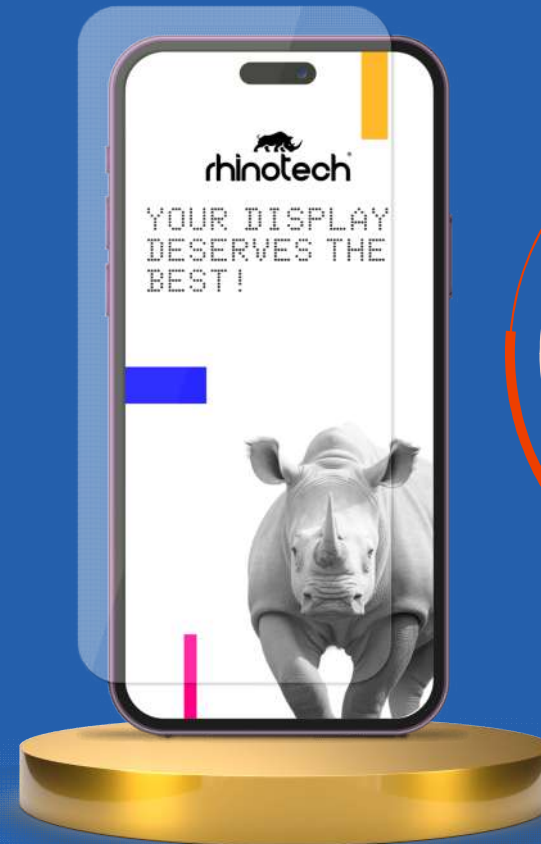


Setting up a facility in **Tamil Nadu** with an annual capacity of **30 mn units (Phase-1)**, backed by a planned investment of **INR 1,003 crs over a period of 5 years.**





**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:**

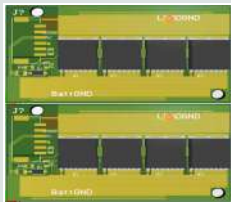
**100 mn units**

# Foray into Drones and Services

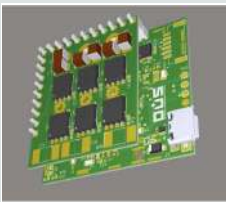


Launched **Optiemus Unmanned Systems**  
to manufacture **Drones**

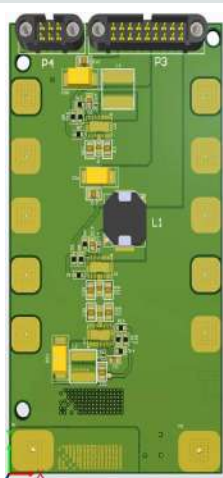
A dedicated team of engineers with ~65% of  
Bill of Material to be developed **in-house**



**Anti Spark  
Switch**



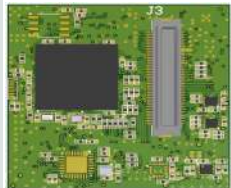
**Electronic Speed  
Controller**



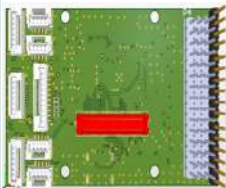
**Power Distribution  
Board**



**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

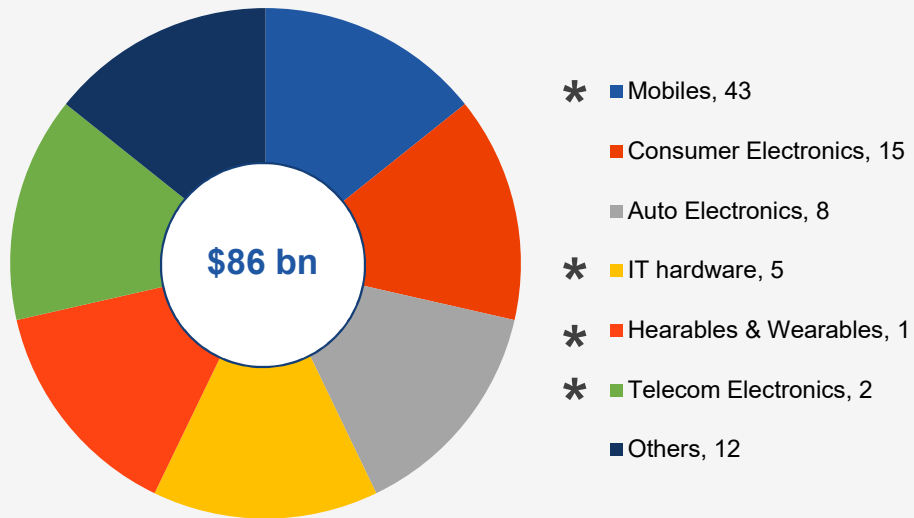
## Association with Tejas Networks



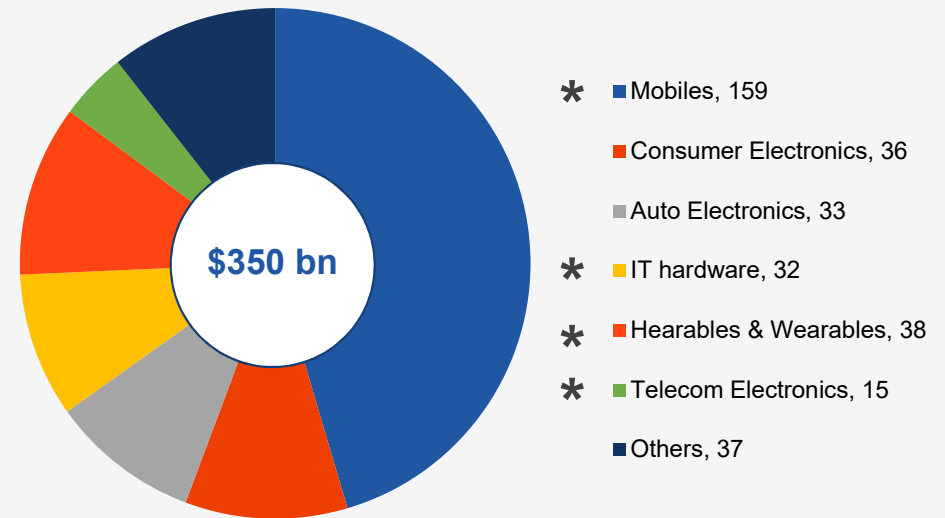
Association with Tejas Networks for  
Manufacturing Telecom Equipment

# India's Electronics Production to grow 4X

FY 2023



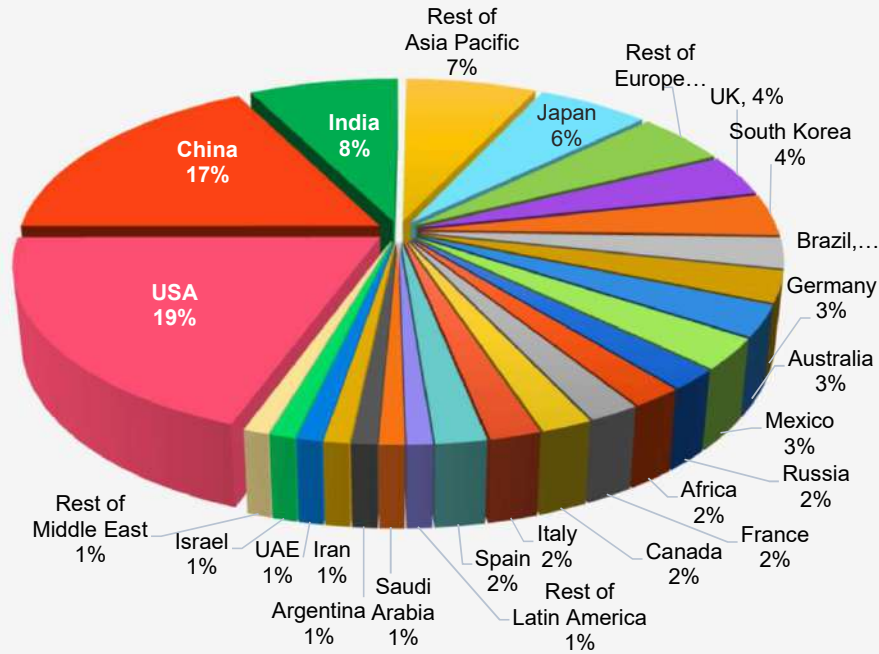
FY 2030E



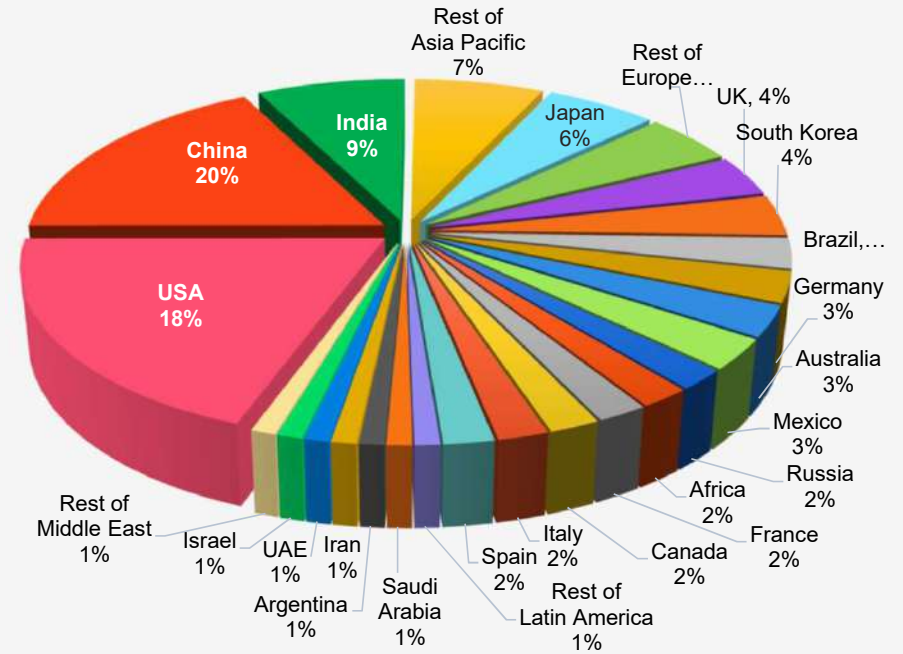
Source: Project Analysis, S&P Global, IDC, Gartner

\* Optiemus presence in key segment

# Global Screen Protector Market



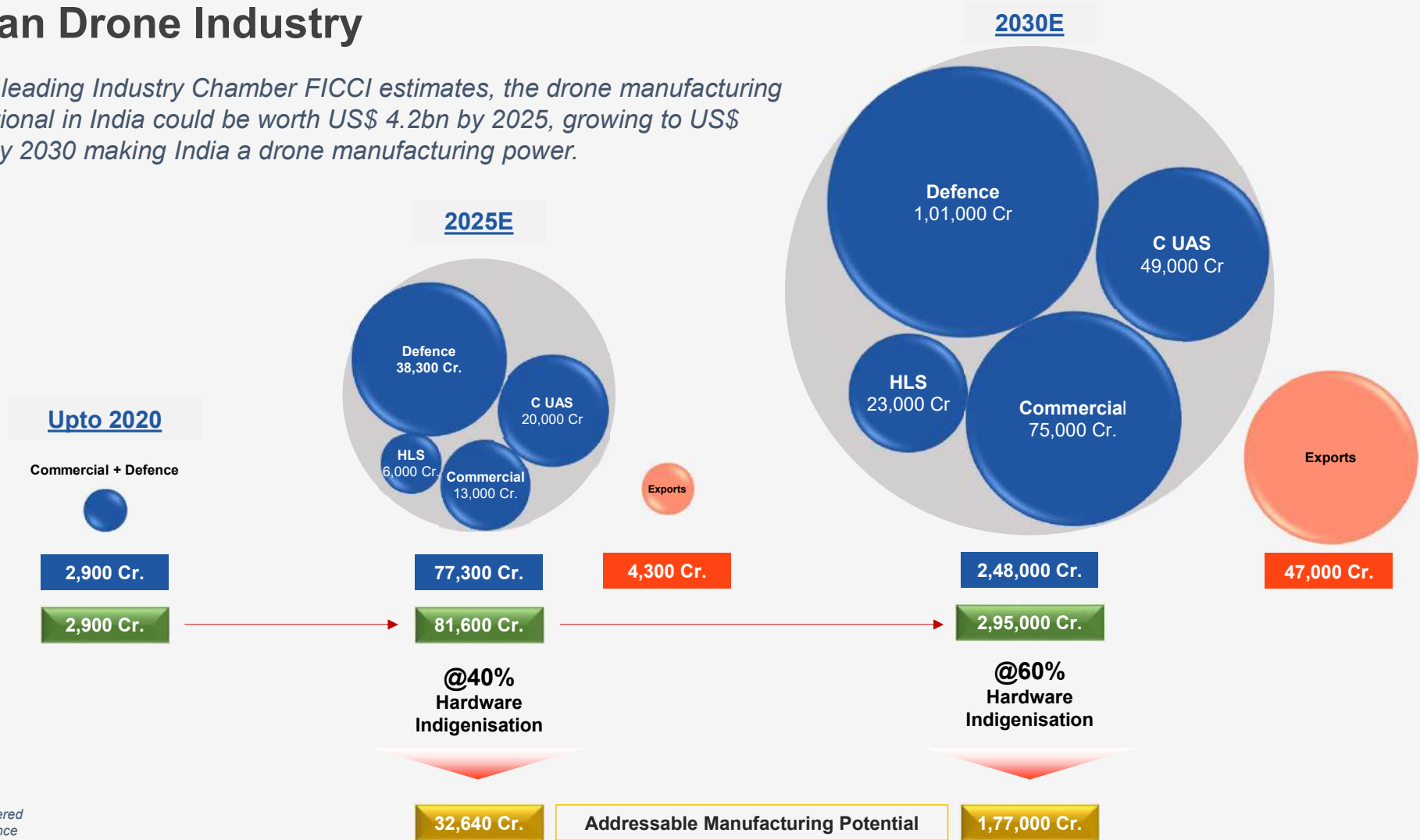
Current Market Size by Revenue of Tempered Glass Screen Protectors. Region wise for (3D, 2.5D, 2D). As on 2023 (Total 45 Billion USD)



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*

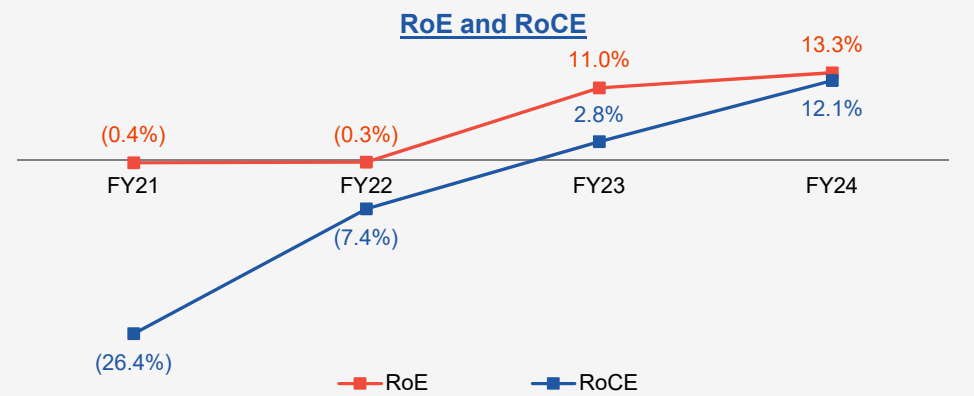
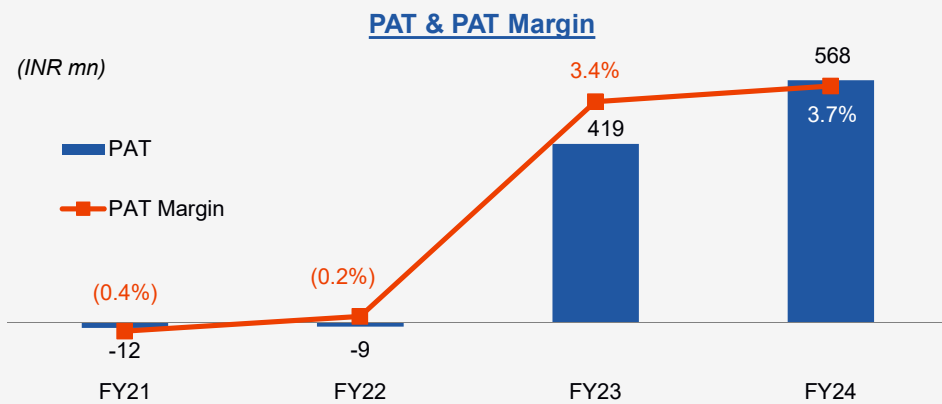
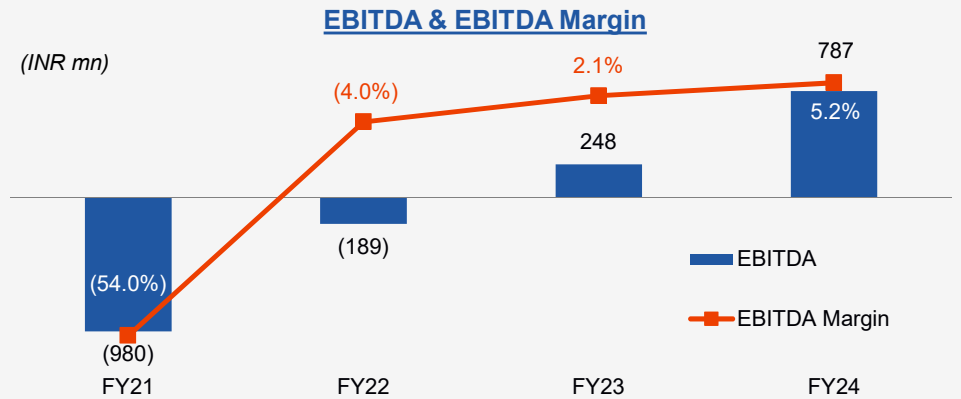
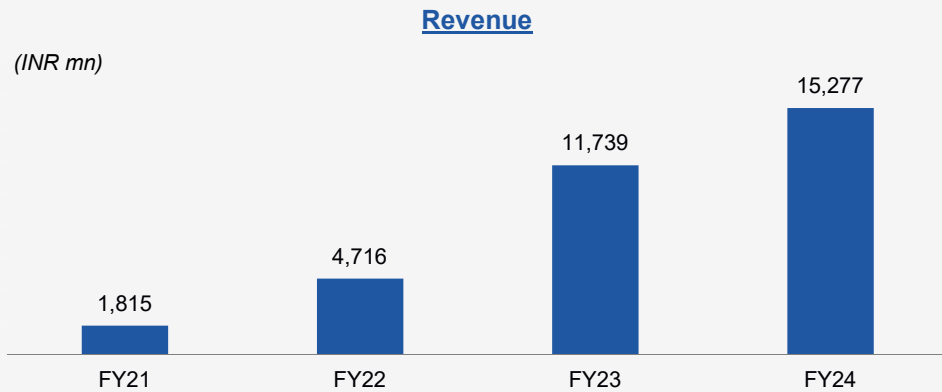


**Vikas Chandra**

*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
<b>Total income</b>	<b>2,836</b>	<b>5,075</b>	<b>12,279</b>	<b>15,461</b>
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
<b>Profit before tax and exceptional items</b>	<b>(68)</b>	<b>56</b>	<b>600</b>	<b>715</b>
Share of profit / (loss) of an associate	81	(9)	(69)	46
Tax expense	24	56	113	193
<b>Profit for the year</b>	<b>(12)</b>	<b>(9)</b>	<b>419</b>	<b>568</b>

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

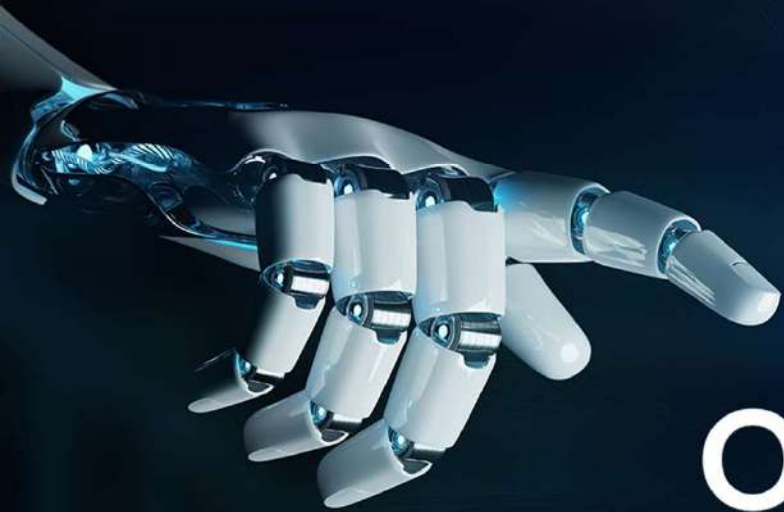
# Balance Sheet

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
<b>Total non-current assets</b>	<b>1,296</b>	<b>1,998</b>	<b>2,860</b>	<b>3,276</b>
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
<b>Total current assets</b>	<b>3,636</b>	<b>3,664</b>	<b>6,253</b>	<b>10,201</b>
<b>Total assets</b>	<b>4,932</b>	<b>5,662</b>	<b>9,113</b>	<b>13,477</b>

Equity and Liabilities (INR mn)	FY21	FY22	FY23	FY24
<b>Shareholder's equity</b>	<b>3,309</b>	<b>3,301</b>	<b>3,825</b>	<b>4,265</b>
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
<b>Total non-current liabilities</b>	<b>30</b>	<b>199</b>	<b>635</b>	<b>741</b>
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
<b>Total current liabilities</b>	<b>1,593</b>	<b>2,162</b>	<b>4,653</b>	<b>8,471</b>
<b>Total liabilities</b>	<b>1,623</b>	<b>2,361</b>	<b>5,289</b>	<b>9,212</b>
<b>Total equity and liabilities</b>	<b>4,932</b>	<b>5,662</b>	<b>9,113</b>	<b>13,477</b>

# Cash Flow Statement

Particulars (INR mn)	FY21	FY22	FY23	FY24
<b>Cash flow from operating activities</b>				
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)
<b>Net cash (used) / generated from operating activities</b>	<b>(556)</b>	<b>277</b>	<b>12</b>	<b>403</b>
<b>Cash flow from investing activities</b>				
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
<b>Net cash used in investing activities</b>	<b>2,226</b>	<b>239</b>	<b>(821)</b>	<b>(506)</b>
<b>Cash flow from financing activities</b>				
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)
<b>Net cash flow from / (used) in financing activities</b>	<b>-1,357</b>	<b>(643)</b>	<b>699</b>	<b>253</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>312</b>	<b>(127)</b>	<b>(110)</b>	<b>150</b>
Cash and cash equivalents at the beginning of the period	67	379	252	142
<b>Cash and cash equivalents at the end of the period</b>	<b>379</b>	<b>252</b>	<b>142</b>	<b>292</b>



  
**optiemus**  
Infracom Ltd.

