

Ref. No. - OIL/CO/SE/2023-24/15

May 26, 2023

Listing Department  
**BSE Limited,**  
Floor 25, P J Towers,  
Dalal Street,  
Mumbai- 400 001

**Scrip Code: 530135**

Listing Department

**National Stock Exchange of India Ltd**  
Exchange Plaza, C-1 Block G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

**Symbol: OPTIEMUS**

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref.: Investor Presentation – May, 2023**

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 Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March, 31, 2023 and it is also being posted 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

Digitally signed by  
VIKAS CHANDRA  
Date: 2023.05.26  
20:04:21 +05'30'

**Vikas Chandra**  
**Company Secretary & Compliance Officer**

**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)



**COMPANY UPDATE | Q4-FY 2022-23 | 26 MAY 2023**

# DISCLAIMER



- **This presentation,**
  - has been prepared for **informational purposes** only;
  - **does not** constitute a prospectus, offering circular or memorandum;
  - **is 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;
  - contains **forward looking statements** based on the currently held beliefs of the management of the company that are expressed in good faith and in management's opinion are reasonable. The forward looking statements 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;
- These **forward-looking statements** represent only the Company's current intentions, beliefs or expectations.
- The **forward-looking statement** speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward looking statements.

# ABOUT US



Optiemus Infracom Limited, a public listed company, is

- a **diversified, award winning**,
- **high-performance** telecommunications enterprise,
- with over **25 years** of multi-domain experience,
- including **distribution & marketing** of mobile & telecom products in the Indian subcontinent.

## Core Revolution:

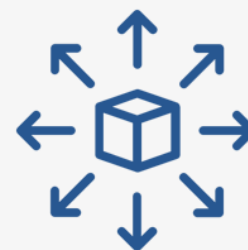
We hail technology as the **great equalizer**, the **core revolution** that has the right to empower the next billion. To see it happening, we have taken it upon ourselves to make the technology accessible to the masses through different channels and at different stages of its lifecycle.



Design



Manufacture



Distribution



Retail



After Sales



# THE TEAM



**Ashok Gupta**

**Chairman**

- Visionary first-generation founder with over two decades experience in creating a world-class mobile phone ecosystem in India.
- Instrumental in scaling up businesses of MNCs such as Nokia, Samsung, HTC and LG in India in the past.



**A. Gururaj**

**Managing Director**

- MD of OEL, Ex MD of Wistron India.
- Excellent track record for setting up and running large scale plant for Apple products.
- Previously worked with Flextronics, Chennai.



**Neetesh Gupta**

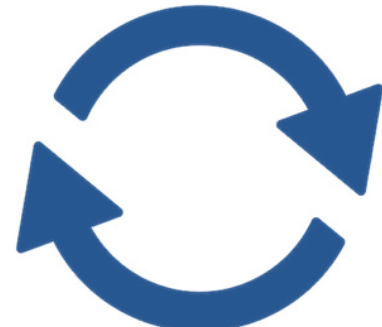
**Director**

- Director, OEL.
- Instrumental in setting up hearables/ wearables vertical.
- Onboarded new customers.
- Continues to play key role New Product R&D and setting up strong network of vendors across India and other countries.

# THE AGENDA



Key  
Financials



The  
Update



1st Year  
Accomplishments



Way  
Forward

# KEY FINANCIALS

# KEY HIGHLIGHTS STANDALONE

## Q4 – FY 2022-23

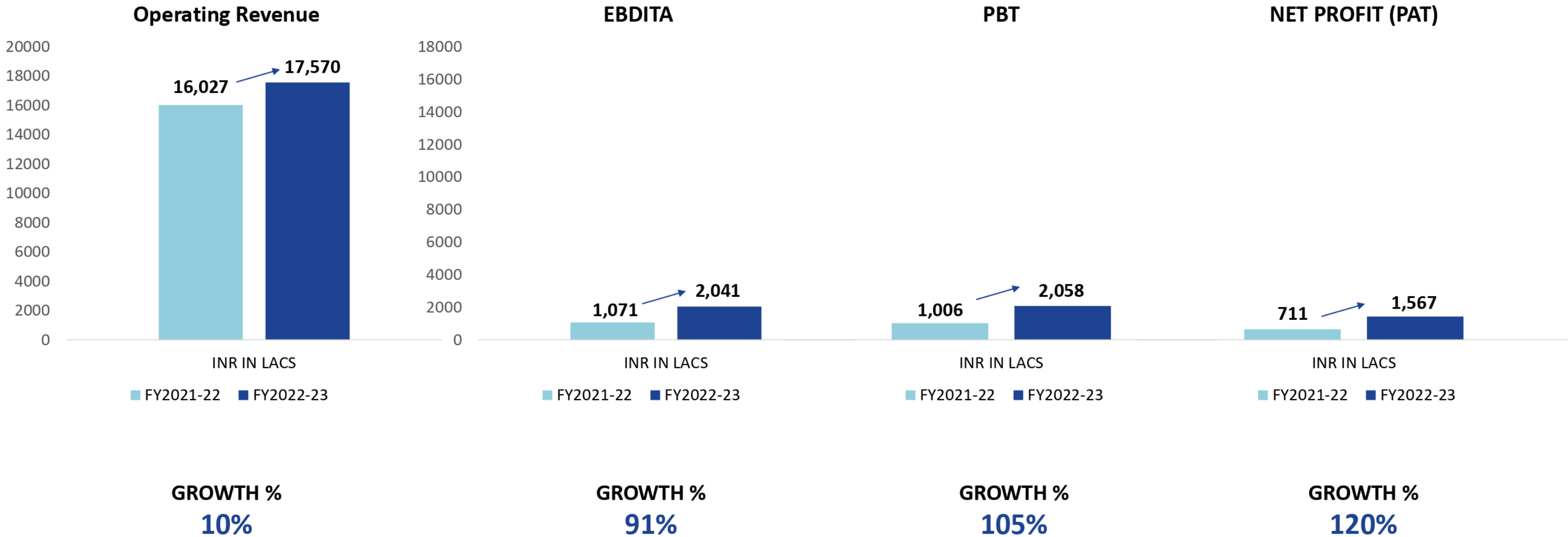


PARTICULARS	STANDALONE (Q4)		
	FY 2022-23 (INR - LACS)	FY 2021-22 (INR – LACS)	GROWTH (%)
OPERATING REVENUE	17,570	16,027	10%
EBDITA	2,041	1,071	91%
PBT	2,058	1,006	105%
NET PROFIT (PAT)	1,567	711	120%



# KEY HIGHLIGHTS STANDALONE

## Q4 – FY 2022-23



# KEY HIGHLIGHTS STANDALONE

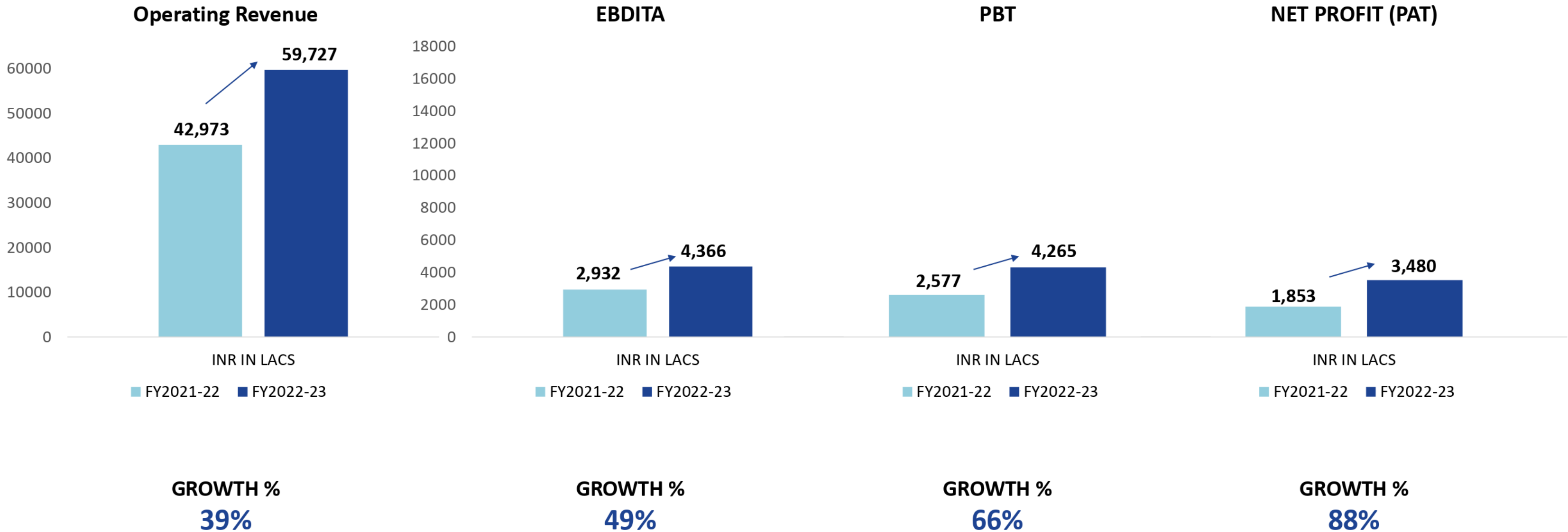
## 12Months – FY 2022-23



PARTICULARS	STANDALONE (12 Months)		
	FY 2022-23 (INR - LACS)	FY 2021-22 (INR - LACS)	GROWTH (%)
OPERATING REVENUE	59,727	42,973	39%
EBDITA	4,366	2,932	49%
PBT	4,265	2,577	66%
NET PROFIT (PAT)	3,480	1,853	88%

# KEY HIGHLIGHTS STANDALONE

## 12Months – FY 2022-23



# KEY HIGHLIGHTS CONSOLIDATED

## Q4 – FY 2022-23

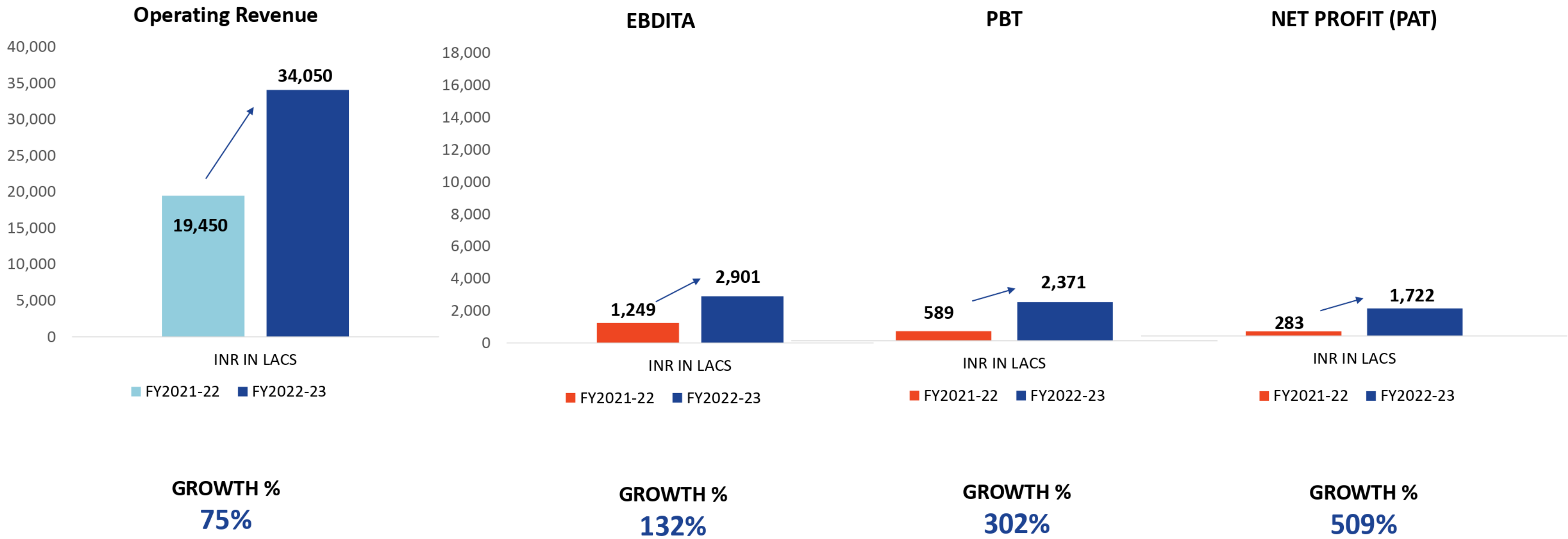


PARTICULARS	CONSOLIDATED (Q4)		
	FY 2022-23 (INR - LACS)	FY 2021-22 (INR - LACS)	GROWTH (%)
OPERATING REVENUE	34,050	19,450	75%
EBDITA	2,901	1,249	132%
PBT	2,371	589	302%
NET PROFIT (PAT)	1,722	283	509%



# KEY HIGHLIGHTS CONSOLIDATED

## Q4 – FY 2022-23



# KEY HIGHLIGHTS CONSOLIDATED

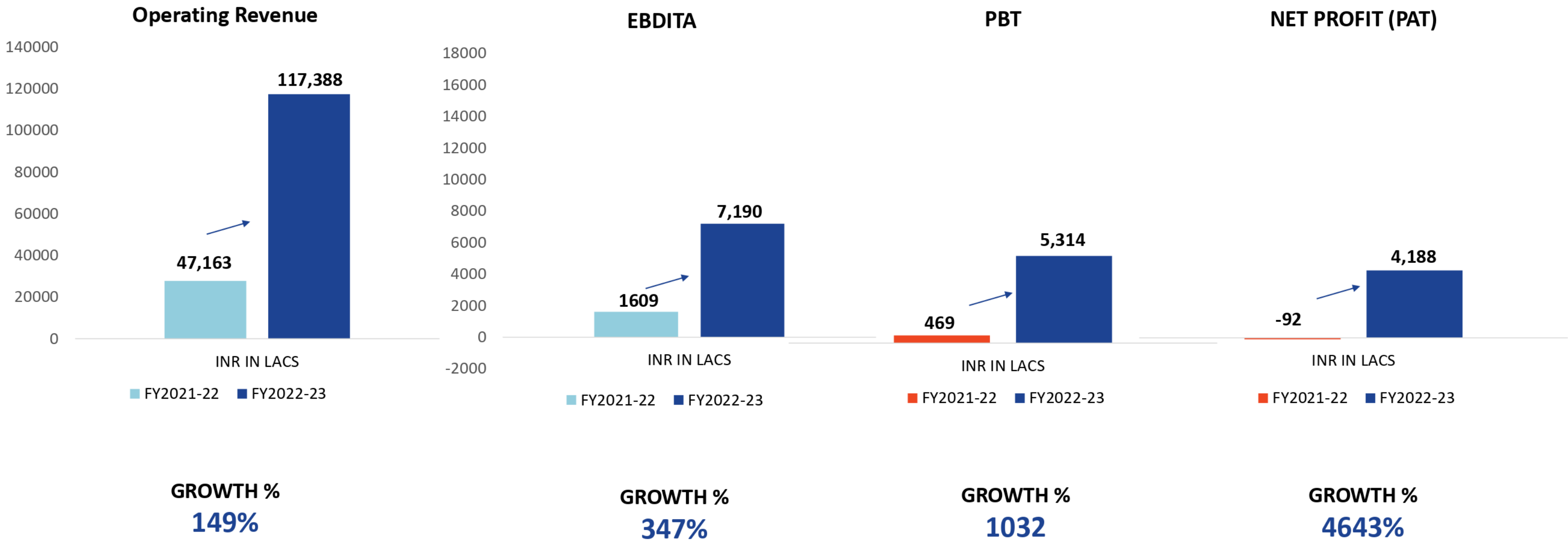
## 12Months – FY 2022-23



PARTICULARS	CONSOLIDATED (12 Months)		
	FY 2022-23 (INR - LACS)	FY 2021-22 (INR - LACS)	GROWTH (%)
OPERATING REVENUE	1,17,388	47,163	149%
EBDITA	7,190	1609	347%
PBT	5,314	469	1032%
NET PROFIT (PAT)	4,188	-92	4643%

# KEY HIGHLIGHTS CONSOLIDATED

## 12Months – FY 2022-23



# THE UPDATE



- The Company got a **refund of INR 26 crores** pursuant the refund order passed by the Asst./Dy. Commissioner of Customs, Mumbai.
- The Company is also in process to get the **refund of INR 45 Crores** soon with respect to refund application filed before the Asst./Dy Commissioner of Customs, New Delhi.
- Recently, the Government of India has approved the **Production Linked Incentive (PLI) Scheme 2.0** for **IT Hardware** with a revised budgetary increase from **INR 7,350 crores to INR 17,000 crores**.
- This scheme may also flow incentive for a revised period of **6 years** starting from **FY 2024-25** in OptiEmus Electronics Limited, a wholly owned subsidiary of the Company, which will have long term benefits vide this scheme.

Since the **Company is Debt Free**, therefore, with the due consideration of liquidity position and fund requirements, Board of Directors of the Company has declared **interim** dividend of **INR 1.50 (15%) per equity share**, to be paid to the eligible shareholders of the Company

# **1st YEAR ACHIEVEMENTS**

# 1<sup>st</sup> YEAR ACHIEVEMENTS

- Our journey started **afresh** after **Mobile PLI** announcement in Aug 2020.
- Due to COVID & other circumstances beyond our control we set up our factory by the Dec 2021.
- Factory operations : **April 2022 – Till date 2023.**
- FY 2022 – 23 is the 1<sup>st</sup> year of operation where we stabilized the operations & created future ready infrastructure.



Unit 1 – 75k sq ft  
D348, Sector 63, Noida

- 12 lines in place
- Focus Categories: Hearables & Wearables
- Capacity 1 million units per month

# 1<sup>st</sup> YEAR ACHIEVEMENTS



Unit 2 – 185k sq ft  
A, Sector 65, Noida

- SMT Capacity for:
  - 9 lacs high end smartphones per month  
or
  - 8 lacs smartphones & 1 lac laptops per month  
or
  - 7 lacs smartphones & 1 lac laptops & 1 lac high end telecom PCB (boards) per month
- 15 manufacturing lines for taking care of above products ready



# 1<sup>st</sup> YEAR ACHIEVEMENTS



Unit 3 – 130k sq ft  
B6, Sector 85, Noida

- For future expansion
- New Initiatives / Customers
- 24 lines with 24 lacs per month exclusively for hearable and wearable products by Mid 2023

# WAY FORWARD

With the **requisite infrastructure, highly trained, experienced and motivated** team;

## WE ARE READY

to cater to all the **Indian and Global Customers** for various products including: Mobile, Laptop, Tablets, Hearables-Wearables, Routers and High End Telecom Board for prestigious clients.

- We have a strong pipeline for below mentioned products:
  - Hearables – Wearables,
  - Telecom Products,
  - High End Telecom Boards,
  - Laptops for Global and Indian Brands
- New opportunities already in discussion phase.

# THANK YOU

optiemus

VIKAS  
CHANDRA

Digitally signed  
by VIKAS  
CHANDRA  
Date: 2023.05.26  
20:04:40 +05'30'