

Ref. No. - OIL/CO/SE/2025-26/14

May 26, 2025

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

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

Ref.: Investor Presentation – March, 2025

Dear Sir/Ma'am,

Pursuant to Regulation 30 of 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 financial year ended March 31, 2025.

The same is also being made available on the website of the Company at www.optiemus.com.

Kindly take the same information in your records.

Thanking You,

Yours truly,
For Optiemus Infracom Limited

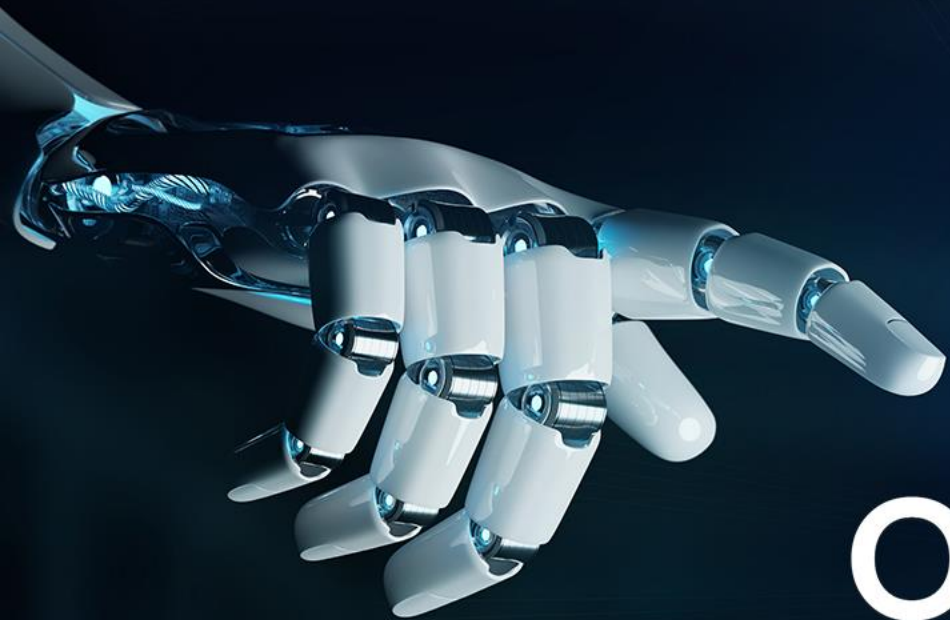
Vikas Chandra
Company Secretary & Compliance Officer

OPTIEMUS INFRACOM LIMITED

CIN : L64200DL1993PLC054086

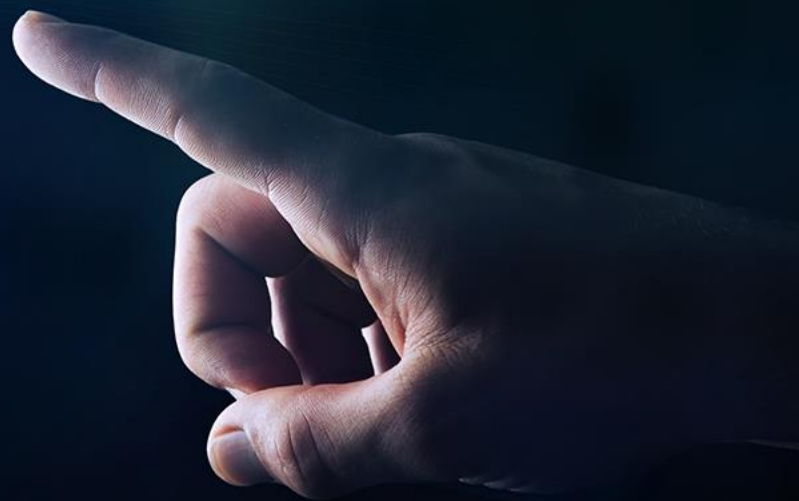
Reg. Office: K-20, 2nd Floor, Lajpat Nagar-II, New Delhi-110024

P.: 011-29840906-907 | Fax: 011-29840908 | www.optiemus.com



Company Update

Q4-FY 2024-25 | 26 May 2025



The background of the slide features a hand holding a large, glowing green arrow that points diagonally upwards and to the right. Behind the hand and arrow is a faint, stylized bar chart with several vertical bars of varying heights. The entire scene is set against a dark blue background with a subtle pattern of small, glowing dots.

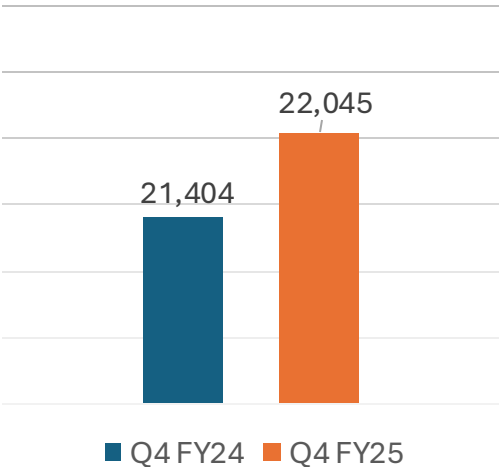
Operational & Financial Highlights

Performance at a glance – Standalone

Q4 FY 2024-25

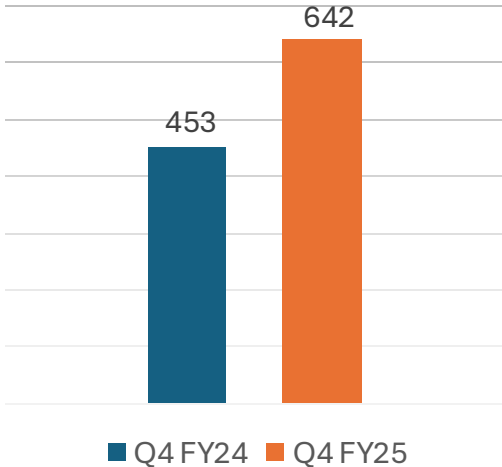
OPERATING REVENUE

₹ 641 +
▲ 3%
YoY growth



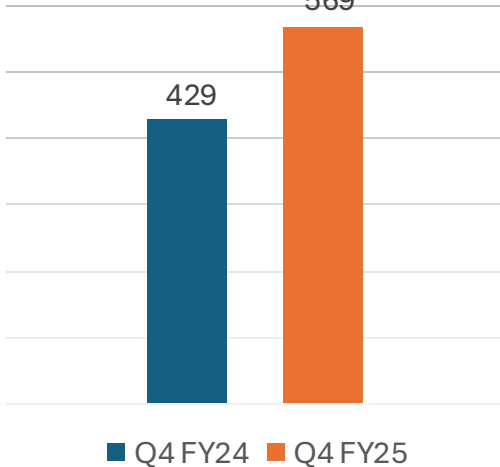
EBITDA

₹ 190 +
▲ 42%
YoY growth



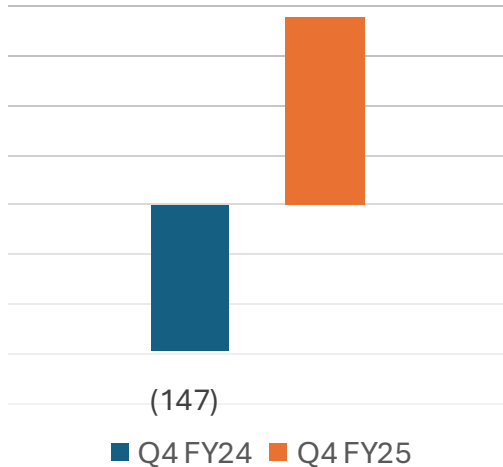
PBT

₹ 141 +
▲ 33%
YoY growth



PAT

₹ 336 +
▲ 229%
YoY growth



Note - Excluding other income

Figures in INR lakhs

Performance at a glance – Standalone

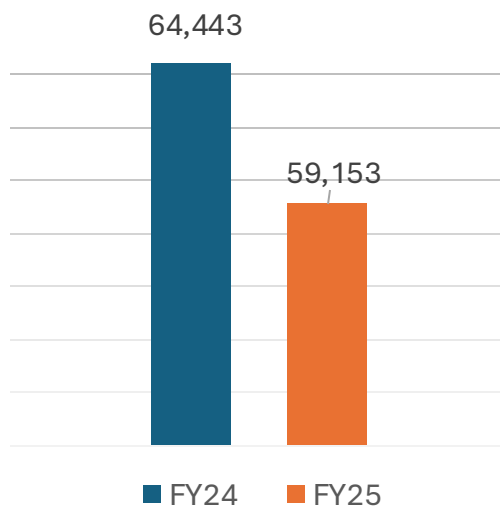
12M FY 2024-25

OPERATING REVENUE

– ₹ 5,289

▼ – 8%

YoY growth

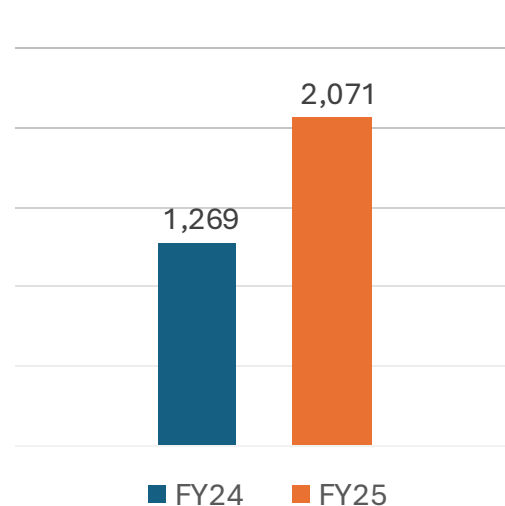


EBITDA

₹ 802 +

▲ 63%

YoY growth

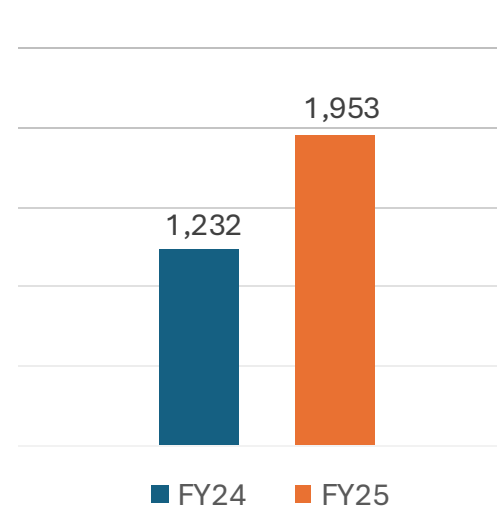


PBT

₹ 721 +

▲ 59%

YoY growth

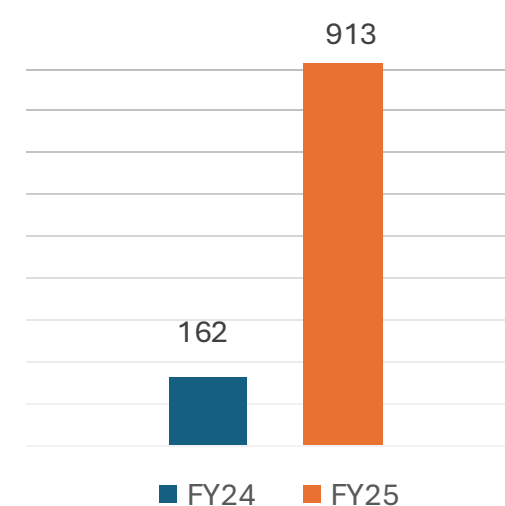


PAT

₹ 751 +

▲ 463%

YoY growth



Note - Excluding other income

Figures in INR lakhs

Performance at a glance – Consolidated

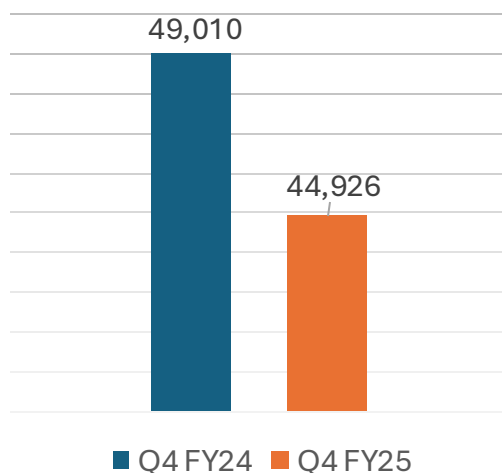
Q4 FY 2024-25

OPERATING REVENUE

– ₹ 4,084

▼ – 8%

YoY growth

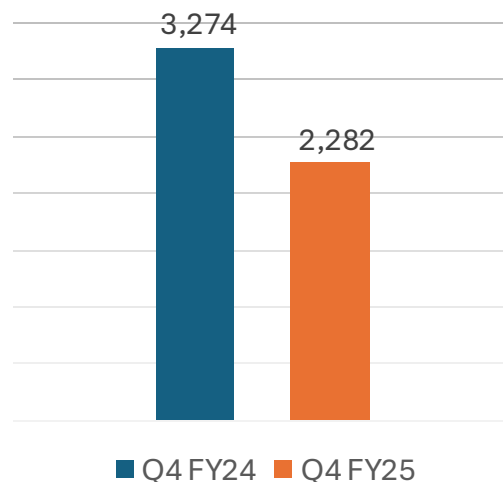


EBITDA

– ₹ 993

▼ – 30%

YoY growth

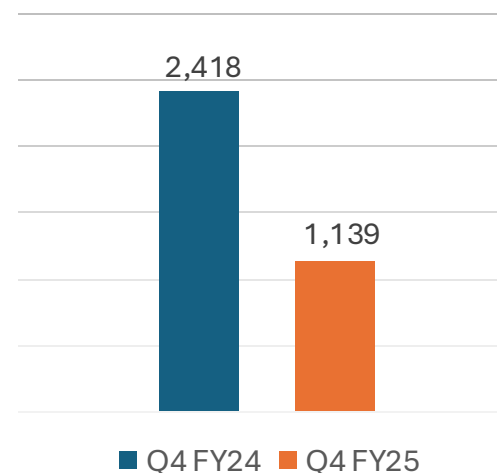


PBT

– ₹ 1,279

▼ – 53%

YoY growth

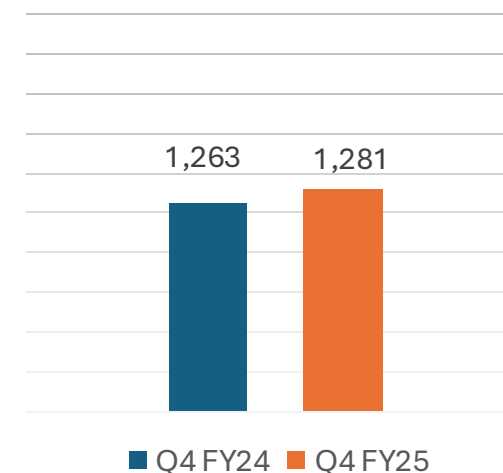


PAT

₹ 18 +

▲ 1%

YoY growth



Note - Excluding other income

Figures in INR lakhs

Performance at a glance – Consolidated

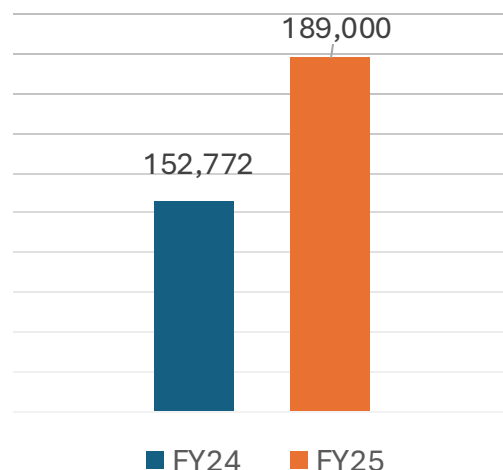
12M FY 2024-25

OPERATING REVENUE

₹ 36,227 +

▲ 24%

YoY growth

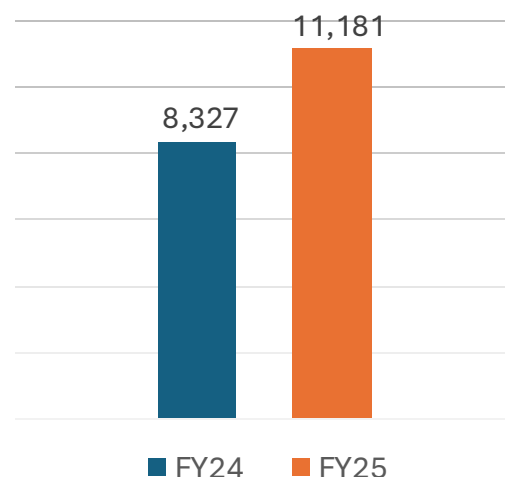


EBITDA

₹ 2,854 +

▲ 34%

YoY growth

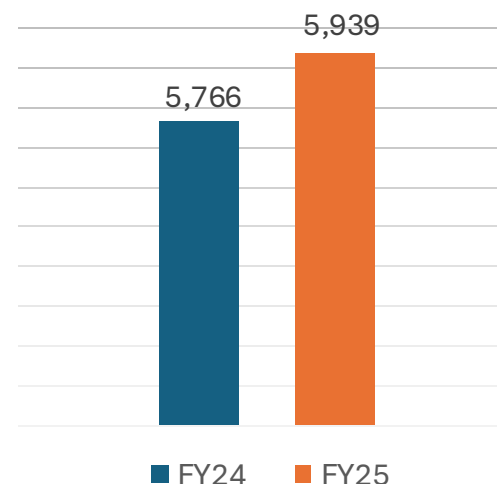


PBT

₹ 173 +

▲ 3%

YoY growth

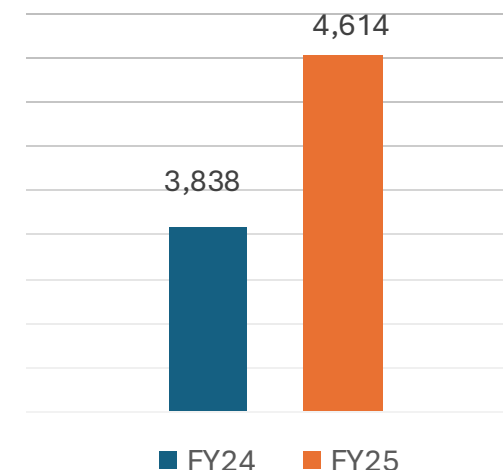


PAT

₹ 776 +

▲ 20%

YoY growth



Note - Excluding other income

Figures in INR lakhs

Summary of Financial Results

Q4 FY 2024-25

Particulars	Consolidated		Standalone	
	Q4 FY25	Q4 FY24	Q4 FY25	Q4 FY24
Operating Revenue	44,926	49,010	22,045	21,404
EBITDA	2,282	3,274	642	453
EBITDA (%)	5.08	6.68	2.91	2.12
PBT	1,139	2,418	569	429
PBT Margin (%)	2.54	4.93	2.58	2.00
PAT	1,281	1,263	190	(147)
PAT Margin (%)	2.85	2.58	0.86	(0.69)
EPS (diluted)	2.60	2.82	1.08	1.35

Note - Excluding other income

Figures in INR lakhs except EPS

Summary of Financial Results

12M FY 2024-25

Particulars	Consolidated		Standalone	
	FY25	FY24	FY25	FY24
Operating Revenue	1,89,000	1,52,772	59,153	64,443
EBITDA	11,181	8,327	2,071	1,269
EBITDA (%)	5.92	5.45	3.50	1.97
PBT	5,939	5,766	1,953	1,232
PBT Margin (%)	3.14	3.77	3.30	1.91
PAT	4,614	3,838	913	162
PAT Margin (%)	2.44	2.51	1.54	0.25
EPS (diluted)	7.33	6.62	2.58	2.91

Note - Excluding other income

Figures in INR lakhs except EPS

Revenue Guidance for the current year

~25% revenue growth in FY 25-26, driven by organic scale-up through strong execution and category expansion



Building Blocks for Growth

Drone Segment



FPV Drones with Optical Fiber Navigation – Jam Proof and Kamikaze Ready

- Getting ready for execution of orders

“Drones: The next big thing in India’s multi-sector revolution”

Drones are the next big force multiplier in India’s defence strategy – In modern warfare, drones are redefining India’s surveillance, precision, and preparedness – Future of combat intelligence and tactical advantage for India



HC 500 Drone Demonstration of advanced capabilities

- Bomb drop from 500m AGL
- Range: 2.2 km
- Target accuracy: 4m x 4m

Collaboration
with
Zeus Numerix

Drone Segment



Strategic Milestones



Unveiled 4 cutting-edge drones for ISR, tactical strike and surveillance missions:

- **Marak VT100:** Long-range VTOL | 3-hr endurance | EOIR payload
- **Vajra QC55:** Multirotor with AI-based real-time video analytics
- **CLAM:** Canister-Launched Munition | High speed attack | 2.5 kg payload
- **FPV OFC Drones:** Jam-resistant | Ideal for high-risk tactical ops (*shown in image*)

Strategic Partnership: Tie-up with Avix Technology (Taiwan) to co-develop and manufacture camera and gimbal systems in India | Product range would span from low end training cameras to Edge AI enabled camera with LRF

Make in India: Domestically designed & assembled

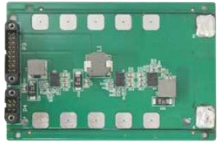
Defence Focus: Supporting India's defence modernization and self-reliance

Stakeholder Engagement: Strong traction with top defence and government officials

Calls for Proposals: Continuing to participate in the Tenders and Demonstrations of our products to various stakeholders

Drone Segment

Supporting Make in India



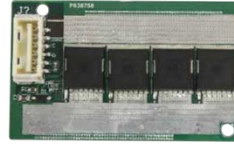
Power Distribution Board Version 1.0

A high-current power board



Electronics Speed Controller

An input board with continuous current



Anti-Spark Switch

Prevents sparks during power connections



Power Distribution Board Version 1.1

A power board with featuring crimped MIL-standard connectors for reliable, solder-free connections



GPS

Equipped with LNA and SAW for improved noise resilience



Drone Segment

➤➤➤➤➤➤ Major Showcase at Expos



Milipol India
2025



Cover Glass Finishing Segment

»»»»»»»» **BIGTech, JV between Corning USA and Optiplus**

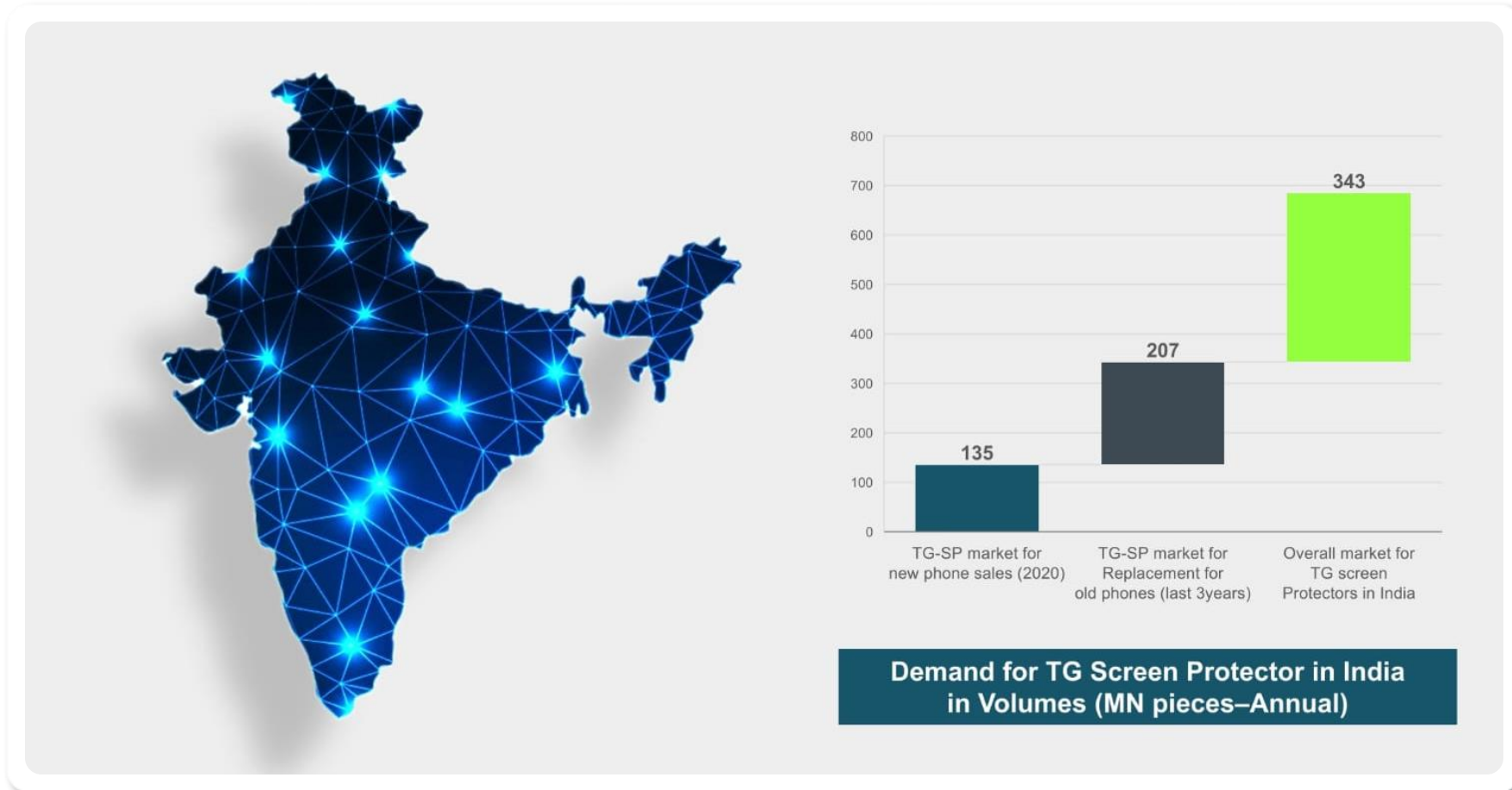
- Construction work has commenced at the new state-of-the-art facility, in Tamil Nadu, with Kirby structural fabrication currently in progress
- Significant equity investment in BIGTech has been completed, reinforcing long-term strategic commitment
- Initial stages of production expected to begin by December 2025

Main plant
PEB and
foundation
work



Screen Protector Segment


➤➤➤➤➤➤ Demand in Indian Market for Tempered Glass



Source: Report on “Building a Large Tempered Glass Screen Protectors Industry in India” by India Cellular and Electronics Association

Screen Protector Segment

➤➤➤➤➤➤ BIS Standards & FOG Marking Policy

- 
- 1
 - **MeitY** is formulating a policy to introduce **BIS Standards** and **FOG Marking**
 - Aims to ensure **High-quality, Genuine** screen protectors for consumers
 - Supports **Make in India**, fostering employment and economic growth
 - 2
 - A **Gazette notification** from **MeitY** is expected by the **end of June**
 - **BIS Certification** will become mandatory by **November**
 - Only screen protectors with **BIS Certification** and **FOG Marking** will be allowed for **Import and Sale in India** after that
 - 3
 - **New BIS** and **FOG certification requirements** are creating demand for certified screen protectors in India
 - Locally made screen protectors now have a strong opportunity to penetrate the market
 - **Multiple Distribution Channels** can be leveraged to reach a growing customer base

Big changes coming to screen protector import processes!

Screen Protector Segment

➤➤➤➤➤➤ A Turning Point in the Industry

Boosting quality & Make in India for Screen Protectors

01



**Big Ban Coming
for Non-Certified
Imports**

New Government Regulation:
All screen protectors sold in India must now
comply with mandatory **BIS** (Bureau of Indian
Standards) and **FOG marking** requirements.

02



**No Compliance,
No Entry!**

Once enforced, non-certified screen
protectors — including imports from
China will be completely banned
from **entering the Indian market.**

03



**BIS & FOG:
Future of Screen
Protection**

Only brands that meet the new
BIS & FOG standards will survive.
This is the moment to **go local, go
compliant, and stay ahead.**

Screen Protector Segment



- State of the art glass finishing manufacturing partner's facility in Noida with an area of **80,000 Sq ft.** to produce tempered glass as per standards defined by **Corning USA**
- Current **capacity 1 million per month** which may be further enhanced to **4 million per month** post mandate of BIS Standards
- Successfully carried out the **antimicrobial tempering**, tested by International laboratory TUV

Gearing up for a key milestone launch by July 2025, aligning with our broader platform play!



COMPANY UPDATE | Q4 - FY 2024-25

EMS Segment

Telecom

Collaborating with Arcadyan (leading Taiwanese ODM) for manufacturing of networking gear with Jio branding

Key outsourced manufacturing partner for Tejas Networks' hardware

Commenced production for TP-Link; expanding GPON and router manufacturing along with additional SKUs and scaled-up production



EMS Segment

Component PLI: Building a Self-Reliant Manufacturing Ecosystem

Make-In-India Goal

\$300B

Govt's 2026 target for electronics manufacturing

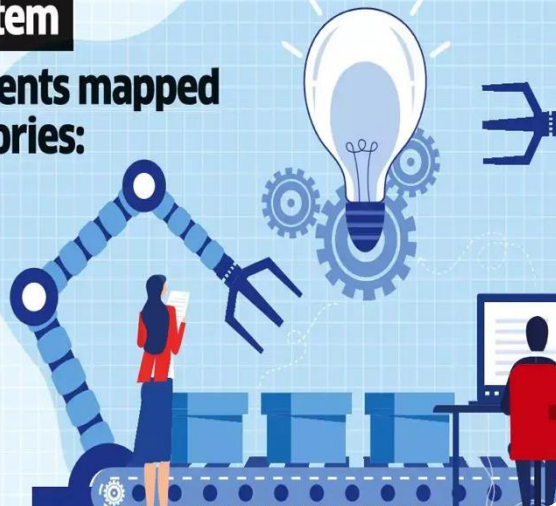
\$18B

Of total could be for components

Building an Ecosystem

Electronics components mapped into different categories:

- » Capex-intensive
- » Labour-intensive
- » Scale driven
- » Components that require state-of-the art tech



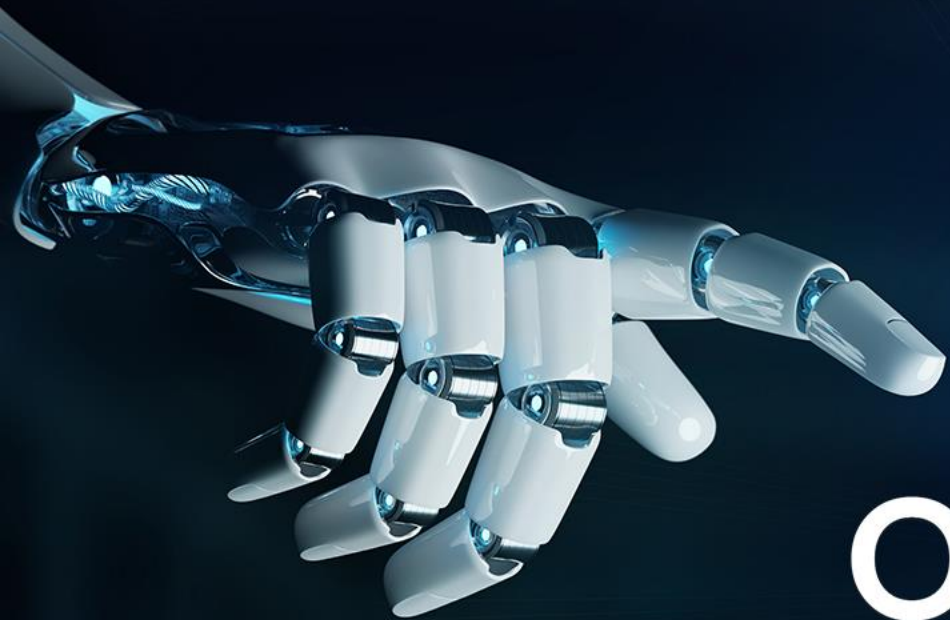
Source: <https://economictimes.indiatimes.com/>

- The Government of India has recently announced the Electronics Component Manufacturing Scheme
- We are in the process of participating in the PLI scheme to accelerate growth and boost our in-house production capabilities
- Actively seeking partners for the scheme and focusing on display camera and mechanical components

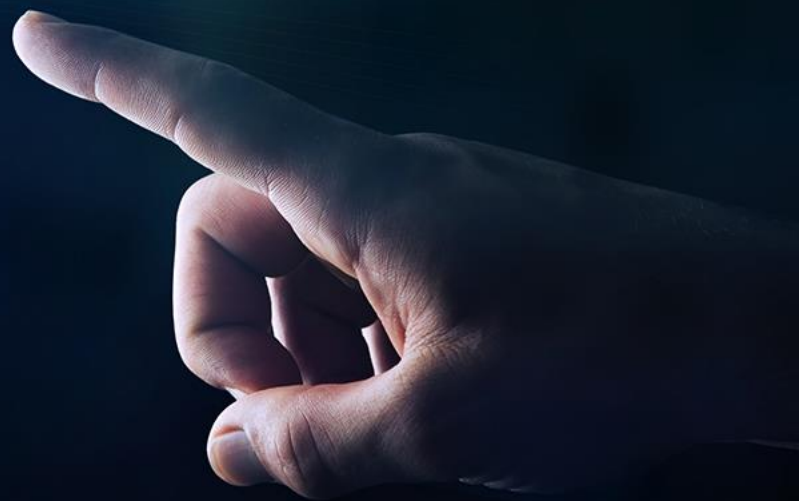
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- It also contains **forward-looking statements** based on the currently held beliefs or expectations of the management of the company that are expressed in good faith and in management's opinion are reasonable. It may involve known and unknown risks 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. **It speaks only as of the date on which it was made.**




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Thank You