Ref. No.: OIL/SE/2026-27/63 **November 06, 2026**

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

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

Ref.: Revised Investor Presentation –September, 2026

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the revised Investor Presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2026.

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
Digitally signed by Vikas Chandra
Date: 2026.11.06 10:27:49 +05'30'

Vikas Chandra
Company Secretary & Compliance Officer

Encl.: As Above


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Investor Presentation
Q2FY27 Financial Results & Strategic Growth Blueprint

AGENDA

01 – Chairman's Message
Vision and Near-term Guidance

02 – Unlocking Our Growth Potential
Six Building Blocks of Growth

03 – EMS Backbone
Diversified, De-Risked and Scalable

04 – Screen Protector
BIS-Led B2C Category Opportunity

05 – JV with CMF (Nothing)
From contract manufacturer to a brand owner

06 – Wider B2C Footprint
Second Category Launch in Q4 FY27

07 – Cover Glass JV
High-Entry-Barrier B2B Opportunity

08 – Drones
Medium-Term Option Value

09 – Financial Outlook
Aim to Cross ₹8,500 Crore in FY29

10 – Q2 FY27 Results
Financial Highlights and Takeaways

Message from the Chairman



Mr. Ashok Gupta

Executive Chairman & Whole-time Director

Anchored by our FY26 structural foundation and the strong momentum generated in Q1, our team has maintained disciplined execution to deliver another quarter of strong performance. This execution was largely driven by smartphone manufacturing (which achieved successive quarters of ₹500+ crore execution) alongside a strategic ramp-up in non-mobile partnerships. These non-mobile segments have not only accelerated our topline growth but also facilitated sequential improvement in EBITDA margins. **Consequently, we confidently maintain our guidance of doubling overall revenue in FY27, a milestone that will be primarily fuelled by our core EMS vertical.**

Triggered by the recent BIS compliance mandate, we are accelerating our capex to capture a massive import substitution opportunity in the screen protector segment. We are targeting a total capacity of 2.5 crore units/month (capex in the range of ₹2.5-3bn.) through a two-pronged strategy: scaling our brownfield production to 5Mn units by **Jan/Feb! 2027**, and deploying an asset-light, 20Mn-unit greenfield plant in Noida through a leased, pre-constructed facility. This aggressive, risk-mitigated timeline ensures we are fully operational to dominate the market ahead of the April 1, 2027 deadline.

To fund this strategic expansion, fund approximately ₹2 billion will be raised through further issue of securities, while the balance would be funded through a prudent mix of debt and internal accruals. Significantly, this fund infusion underscores strong leadership conviction, increasing the promoter's overall stake in the company.

Beyond our core EMS and screen protector businesses, our adjacent verticals are progressing steadily and are expected to take a definitive shape towards the end of FY27. This includes our cover glass operations and our recently incorporated JV with Nothing for the "CMF" mobile brand. To further widen our direct-to-consumer footprint, we are also realigning our next major B2C category launch to Q4 FY27, ensuring optimal GTM strategy and execution.

Our forward-looking visibility remains resilient. Strong visibility in our EMS vertical and the upcoming commercial launch of our screen protectors, which aligns perfectly with the rollout of BIS regulations, is expected to propel our FY28 revenue to the ₹6,500 cr. mark. Looking further ahead to FY29, we expect revenue growth of 30-35%, reaching ₹8,500 cr.

OUR VISION

"Leveraging our deep distribution expertise and world-class EMS capabilities, we aim to build a proprietary B2C product portfolio. We are identifying products where our in-house manufacturing and go-to-market strengths can be fully leveraged."

OUR MISSION

"Our baseline guidance anticipates a doubling of revenue in FY27. We now expect our FY28/FY29 revenue to reach ₹6,500 cr./₹8,500 cr. respectively largely driven by our commercial roll-out of our screen protector business from next fiscal and sustained growth in our EMS vertical"

Q2 key takeaways ›

- **Record revenue & EBITDA in Q2**
- **₹2bn fund infusion by promoters**
- **Screen protector Div. to be execution-ready by FY27**
- **FY28 & FY29 Guidance revised upwards**

One Optiemus: Six Building Blocks of Growth

EMS Scale-Up

- 401% YoY revenue growth in Q2 FY27
- Mobile manufacturing generated ~₹500+ cr. revenue in Q2 as well
- Non-mobile partnerships gain traction
- Unit 3 production ramp-up

Screen Protector

- BIS and fog marking compliance effective from 01.04.2027
- Creating the category domestically
- Getting execution ready by March 2027

B2C Pivot

- High-growth consumer category
- Launch expected in Q4 FY27
- Aligned with our vision of building a B2C product portfolio



Optiemus – CMF JV

- ~51:49 JV with CMF
- JV to undertake end-to-end R&D, design, sales and marketing – strategically building CMF as first Indian Brand with complete R&D capabilities
- Definitive agreement in progress

Cover Glass JV

- 70:30 JV with Corning International
- OEM audits underway
- Customer onboarding likely in Q1 FY28
- MPMS scheme to fast-track customer acquisition and maximise PLI incentives

Drones

- Defence and precision-agriculture platforms
- Service driven business model
- Offers medium-term option value



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EMS

A Decade of Manufacturing Excellence

EMS: Diversified, De-Risked and Scalable

Market leadership

#1 in Hearables & Wearables in India - Trusted by premium global brands like Vivo, Oppo, Realme, One Plus, Xiaomi, Nothing

Diversified platform

Smartphones · Hearables & Wearables · Fintech · Telecom · IoT modules · Automotive

De-risked model

Exited volatile local-brand contracts · onboarded premium customers · ensuring consistent volumes

Recent Partnership WINS/RAMP-UP

- Smartphones [AI+]
- IoT Modules [Quectel]
- Power Banks [Realfit]
- IoT Products [Vivo]
- POS Devices [Pinelabs]

EMS: Categories & Leading customer brands

Categories	Customer Brands
Wearables & Hearables	realme, mi, vivo, oppo, 1+, NOTHING
Mobiles	Ai+
Telecom	Jio, tp-link
IoT Modules	QUECTEL
Automotive	BOSCH, HARMAN
Fintech	Paytm, BharatPe, mosambee, PhonePe, pine labs
Camera	Qubo



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Screen Protectors

Creating the Category

Screen Protector: Capitalizing on mandatory BIS implementation effective Apr'27

₹20K cr

Market - Imports only
(at consumer price)

₹40K cr

Potential by 2030

BIS catalyst

Mandatory certification effective from 01.04.2027 – A large import substitution opportunity

Engineered by Corning

In-house dual-stage chemical tempering at Noida - Make in India beyond assembly

Brands & Plan

- SCREENlife
- OPTIGUARD
- RHINOTECH
- KAVACH

B2C

Scalable, branded and high-margin category

Screen Protectors: Getting Manufacturing Ready by March 2027

Existing Plant – Brownfield Expansion

- Facility inaugurated by Shri Ashwini Vaishnav in Noida last year
- Scaling up the capacity from 2mn pics to 5mn pcs per month
- Expected to come on stream by January 2027



Pre-Constructed New Greenfield plant

- Greenfield plant (4,00,000 sq. mtr. area) with a capacity to manufacture 20mn pcs per month
- Fast-tracked Capex through ready infrastructure secured on a long-term lease
- Expected to be operational by March 2027



Screen Protectors: Getting Product Ready

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Three Brands. Three Segments. One Portfolio.

Protection	Protection Plus	Protection Pro



SCREENLIFE



OPTIGUARD



RHINOTECH



Ready to Break the Boundary

FIRST TIME EVER IN THE WORLD

The Ultimate Display Protection Plan

2 Screen Protectors	1 Display Replacement	365 Days Full Coverage

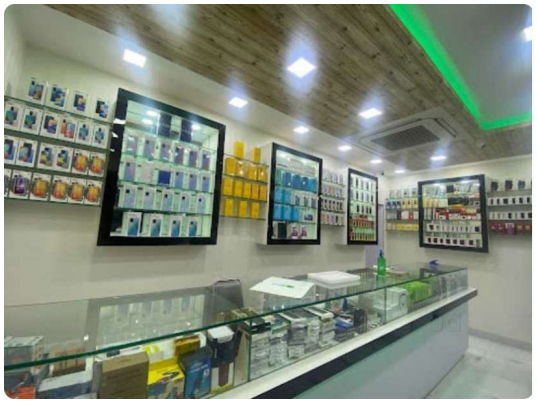
With Built-in Screen Insurance. No hidden costs.
Just one package – and total confidence.

Screen Protectors: Getting Market Ready

Online Channel



Offline/Mainline Shops



Organised Retail





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JV with CMF

Moving up the Value Chain

JV with CMF: Capturing the Value Chain

PLI 2.0 Catalyst

The ₹62,500 Cr. Scheme grants Indian brands a 5% baseline incentive on eligible domestic smartphone sales.

Localization Upside

Additional 3% incentive for in-house R&D and a 1.5% incentive for domestic component sourcing (enclosures including back glass, displays including cover glass, cameras, batteries, cables).

Strategic Progression

Following our AI+ (Indian brand) smartphone manufacturing partnership, we are now moving up the value chain to capitalise on these MPMS incentives.

Joint Venture with CMF

Our JV with CMF would transition CMF into a standalone, homegrown Indian consumer electronics brand with end-to-end R&D capabilities.

Maximized Synergies

Allows us to capture maximum PLI financial incentives while driving captive manufacturing volume through our EMS vertical.

From Contract Manufacturer to A Global CMF Brand Owner

~51:49 JV between Optiemus and Nothing

Strategic JV & Controlling Interest

This controlling interest marks a structural pivot for Optiemus, transitioning the company from an electronics manufacturing services (EMS) provider to a consumer technology player

Establishment of Independent brand entity

Transitions CMF into a standalone, independent and a homegrown Indian consumer electronics brand with end-to-end design and R&D capabilities

Global Manufacturing Hub Expansion

Designed to fulfil both growing domestic demand and global export markets

Localisation of R&D and Engineering

Focuses on deep vertical integration by building indigenous capabilities in smartphone design, engineering, and advanced research and development

Definitive Agreement in progress

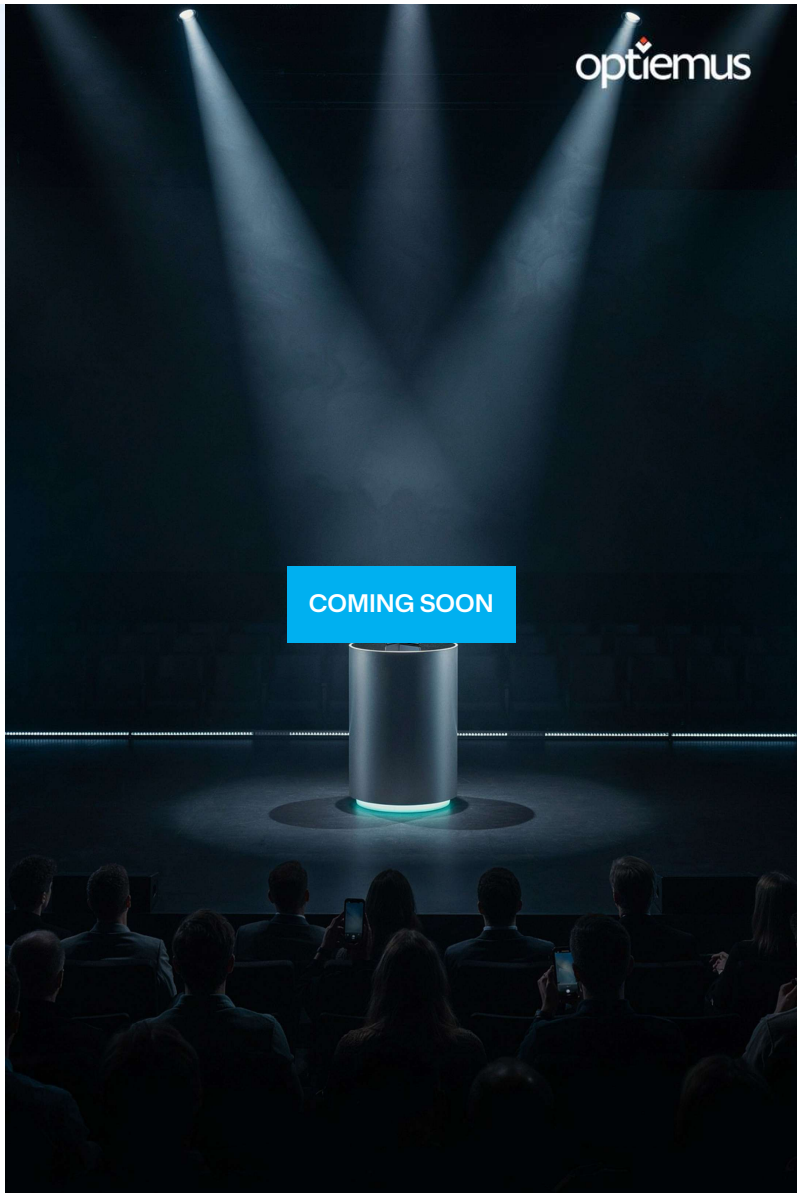
Subject to fulfilment of Govt. guidelines and receipt of necessary regulatory approvals

Large revenue opportunity for our EMS vertical

Entire manufacturing operations to be undertaken by Optiemus' EMS division

New B2C Category

Launch in Q4 FY27



Widening our B2C Footprint

NEXT B2C LAUNCH

High-growth category

New, rapidly expanding consumer category - in advanced development

Ready-made scale

Manufacturing capability in place + our distribution network = immediate go-to-market

Repeatable playbook

Manufacture in-house → brand it → push through distribution

Second consumer category

Expands our B2C Footprint

In alignment with our long-term vision to build a proprietary B2C product portfolio.



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Cover Glass

The B2B Gold Standard

Cover Glass: Upstream, High Entry-Barrier B2B

BIG Tech: 70:30 JV between Optiemus Infracom and Corning International Corp.



Facility ready

India's first finished cover-glass plant (Tamil Nadu)

Deep-tech moat

Advanced material science – capital-intensive, with high entry barriers

OEM audits underway

On-site visits completed by leading global brands -formal plant audits and technical trials in progress

Policy enabler

Sourcing components domestically unlocks further MPMS incentives:

- 0.5% on enclosures (including back glass)
- 0.3% on display modules (including cover glass)

Onboarding timeline

Expect customer onboarding over the next 3-4 quarters. MPMS scheme to fast-track customer acquisition





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Drones

R&D driven Sticky Business

Drones: Medium-Term Option Value

Optiemus Unmanned Systems – wholly-owned subsidiary

Platforms

High-altitude defense systems and precision-agriculture platforms - evolved beyond component localization

Service contracts

Pitching state governments & defense bodies for long-term rental / service contracts - recurring, sticky revenue

Optional value

Asymmetric growth engine as India's UAV sector expands - not factored into guidance



Guidance

Financial Outlook

Financial Outlook: Target ₹8,500 cr. revenue by FY29 (₹6,000 cr. earlier)

FY27 REVENUE TARGET (MAINTAINED)

~₹3,600 cr.

~2x FY26 revenue - Anchored by strong H1 execution and strong forward visibility

Smartphone visibility ◆ Other EMS wins ◆ Unit 3 ramp-up

FY28 REVENUE TARGET (REVISED UPWARDS)

~₹6,500 cr.

An Implied growth of 80% (30% guided earlier)

Screen Protectors ◆ EMS scale-up

FY29 REVENUE TARGET (REVISED UPWARDS)

~₹8,500 cr.

An Implied growth of 30%+

Screen Protectors ◆ EMS scale-up



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Quarterly Results

Consolidated Financial Results Summary

Figures ₹ in Lakhs

Particulars	Q2 FY27	Q1 FY27	Q2 FY26	YoY %	QoQ%	H1 FY27	H1 FY26	Var %
Operating Revenue	98,317	88,299	41,827	135%	11%	1,86,616	85,363	119%
EBITDA	4,014	3,041	3,362	19%	32%	7,055	6,037	17%
EBITDA %	4.08%	3.44%	8.04%	-400 bps	64 bps	3.78%	7.07%	-329 bps
Other Income	306	1,091	223	37%	-72%	1397	505	176%
Depreciation	867	663	601	44%	31%	1,530	1,173	30%
Interest	581	623	482	21%	-7%	1,205	1,022	18%
Share of Profit/Loss of an associate/JV	19	-21	-12			-3	26	
PBT	2,890	2,824	2,490	16%	2%	5,714	4,373	31%
Tax	789	706	812	-3%	12%	1,496	1,242	20%
PAT	2,101	2,118	1,678	25%	-1%	4,219	3,131	35%
PAT %	2.14%	2.40%	4.01%	-188 bps	-26 bps	2.26%	3.67%	-141 bps

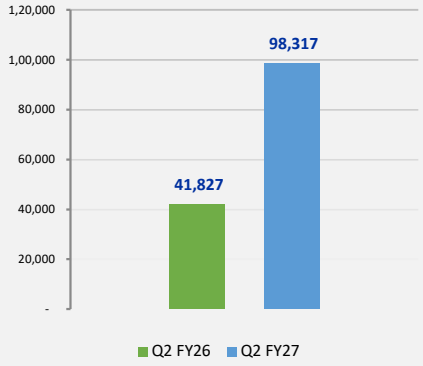
Q2FY27 Highlights (YoY)

Figures ₹ in Lakhs

Operating Revenue

+ ₹ 56,490
▲ 135%

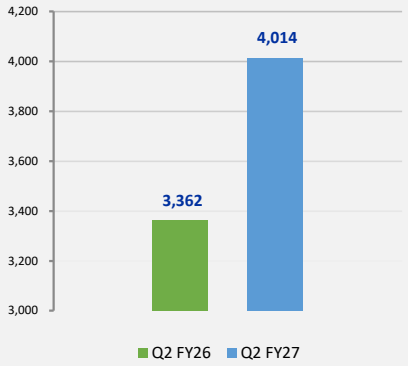
YoY growth



EBITDA

+ ₹ 652
▲ 19%

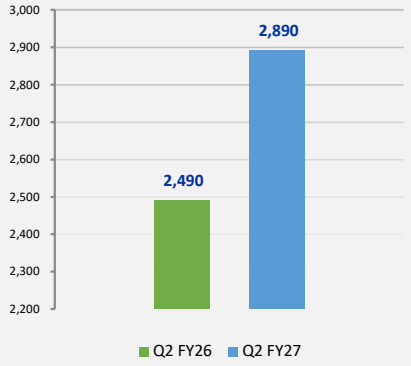
YoY growth



PBT

+ ₹ 400
▲ 16%

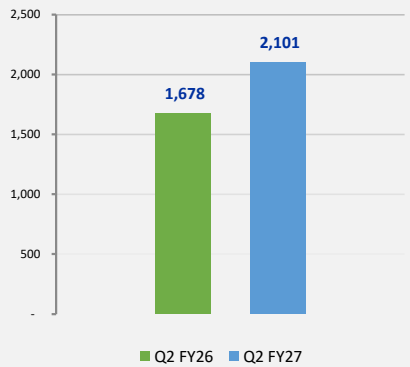
YoY growth



PAT

+ ₹ 423
▲ 25%

YoY growth



On Consolidated Basis

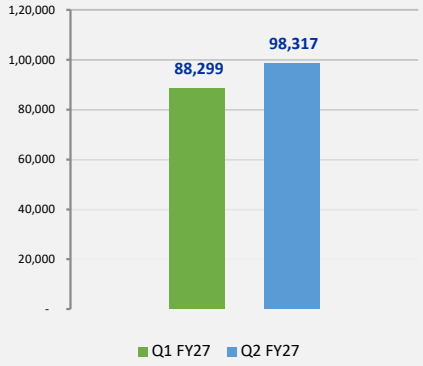
Q2FY27 Highlights (QoQ)

Figures ₹ in Lakhs

Operating Revenue

+ ₹ 10,018
▲ 11%

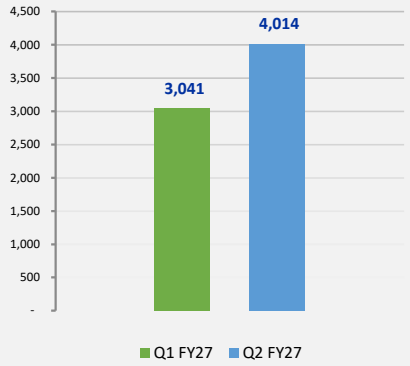
QoQ growth



EBITDA

+ ₹ 972
▲ 32%

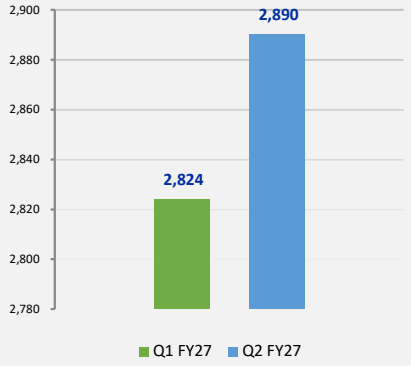
QoQ growth



PBT

+ ₹ 66
▲ 2%

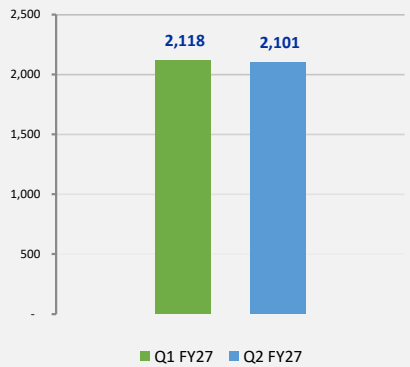
QoQ growth



PAT

- ₹ 17
▼ -1%

QoQ growth



On Consolidated Basis

Q2FY27 Results: Key Takeaways

- After a strong Q1, Q2FY27 too delivered a record performance, marked by our **highest-ever quarterly Revenue and EBITDA**.
- Revenues for the quarter stood at ₹98,317 Lakhs, a YoY/QoQ growth of 135%/11%, respectively
- EBITDA margins recovers 64 bps QoQ to 4.08% (3.44% in Q1 FY27), primarily driven by better product mix and operating leverage resulting from ramping up of recently commissioned Unit 3 in Noida.
- Despite higher depreciation (up 44% YoY), reported PAT for the quarter stood at ₹2,101 Lakhs, a YoY growth of 25%.
- PAT however remained flat QoQ largely driven by higher other income in the base quarter (₹306 Lakhs vs ₹1091 Lakhs QoQ) and higher depreciation (up 31% QoQ).
- During the quarter, incubation expenses for Drones and Cover Glass businesses impacted overall EBITDA/PAT by ₹357 Lakhs/₹411 Lakhs, respectively.
- Adjusting for the losses in Drones & Cover Glass businesses, the core operating EBITDA/PAT for Q2 FY27 stood at **₹4,371 Lakhs/₹2,512 Lakhs**, respectively highlighting the underlying strength of our base business.
- Similarly adjusted EBITDA Margin (for losses in Drones & Cover Glass businesses) stands at **4.45%** for Q2 FY27

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This presentation 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. Such statements may involve known and unknown risks, uncertainties and other factors which may cause actual results, financial condition, performance or achievements of the Company or industry to differ materially from those expressed or implied. Each statement speaks only as of the date on which it was made.

Thank You!

Company Secretary & Compliance Officer

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