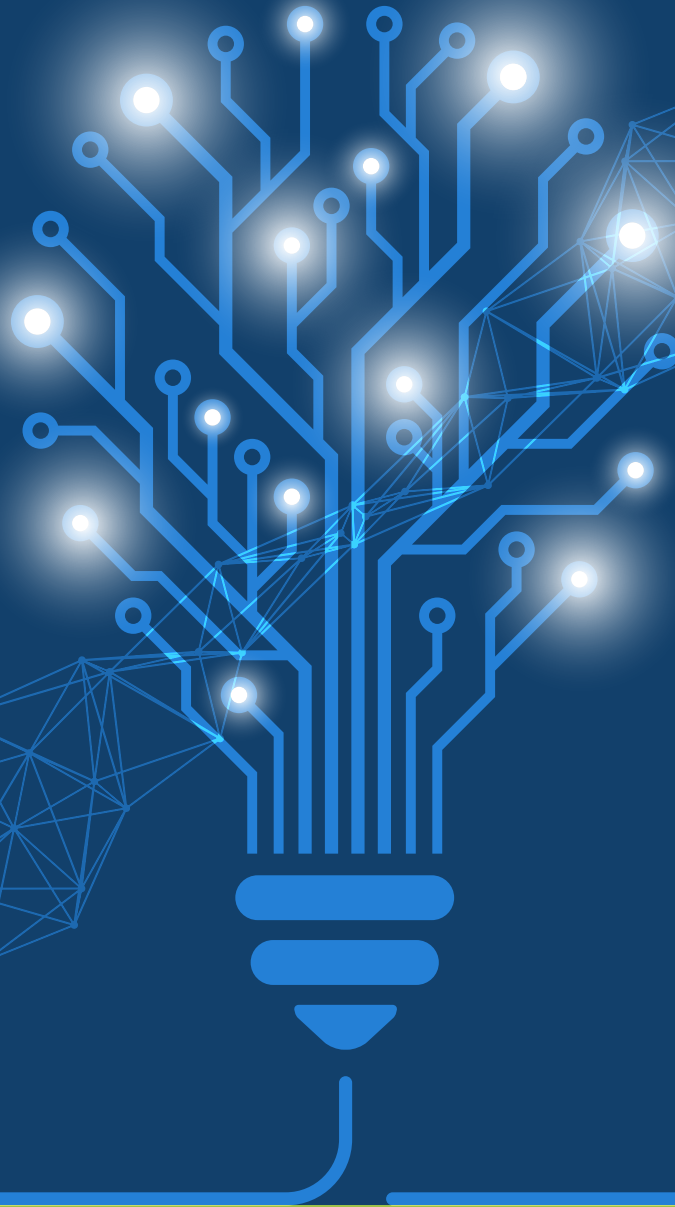


# *Calcom*<sup>®</sup>

EXECUTIVE EXCELLENCE SINCE 1976



# ANNUAL REPORT

# 37<sup>TH</sup>

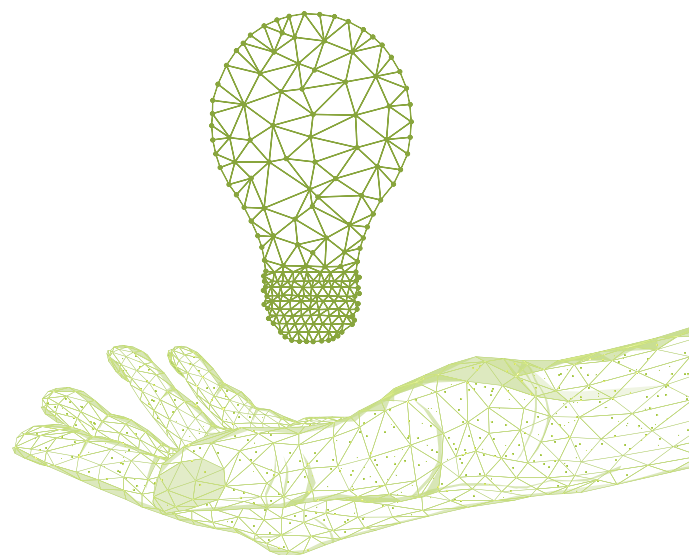
2021 - 22

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# Key Highlights

Beat the BSE  
500 return  
165.38%

Standalone  
Net Profit  
YOY  
Growth  
11.84%

Net Sales  
YOY  
Growth  
73.47%

Operating  
Profit  
YOY  
Growth  
47.88%

PAT (Q)  
increased  
YOY  
Growth  
508.7%

Highest Quarterly  
Net Sales  
YOY  
Growth  
38.16 Cr

Positive  
results  
for 6  
consecutive  
quarters

Return on  
Stock  
172.97%

# Get to know **us**

Calcom is a 46 year old Electronics Manufacturing Service Provider with a rich history in the Electronics space.

Calcom has always led the way to produce Electronics such as Calculators, Televisions, Home Appliances and is now a well known and reputed LED Lighting Manufacturer.

With a deep rooted legacy, Calcom pioneered the B2B model of business in India and is known for its experience and reliability.

Helmed by one of the brightest minds in the country, Calcom has augmented its capacities from 1 million to 7 Million LED Lamps with plans to further grow it to 10

Million lamps per month. This year, the management is eyeing an enormous 150% growth by focusing on automation.

Its State-of-the-Art factory located in Greater Noida is a fully integrated setup geared to meet the rising demands of a growing economy. The factory is located near the upcoming Freight Corridor connecting it to major Industrial and Commercial hubs, giving it a strategic advantage in this space.

Calcom is at the forefront of design and development. With an in-house R&D setup, focusing primarily on an ODM Business model, it can cater to the growing needs of our Customers.

Calcom's vision is to make India a manufacturing Powerhouse.  
Our motto is -

## **BUY LOCAL, MAKE LOCAL.**

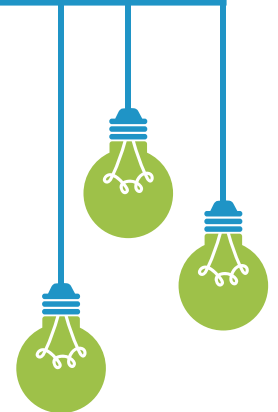


Calcom is a strictly compliant company and we are certified with the following:

ISO 9001:2015

ISO 14001:2015

SA 8000:2014



# Our Ethos

# From Values to Victory

We have always stayed true to our core values and have been guided by our ethics at every step of the way. Our honest and professional ethos has ensured that our customers continue to have a deep-rooted and long term relationship with us.

## Our Beliefs

### **Respect for the individual**

We see humanity above all else. To cater to individual needs so that we can work together for a collective future.

### **To give the best possible service to the customer**

We never compromise on quality – of products and of services.

Creating customer satisfaction is what we strive for and have achieved over the years.

### **To pursue excellence and a superior performance:**

We work towards perfection and excellence. These are the principles that set Calcom apart from its competitors. Our employees, workers and management constantly work to improve upon our performance and operations. This makes Calcom a great place to work.

## Our Philosophy

“Committed to Excellence and Customer Satisfaction”

We have been able to survive and succeed in this ever changing and competitive industry by adhering to our philosophy and ethos. Our perseverance, strong values and dynamic adaptability has always shown results and kept us rooted and resilient.

# Our Vision



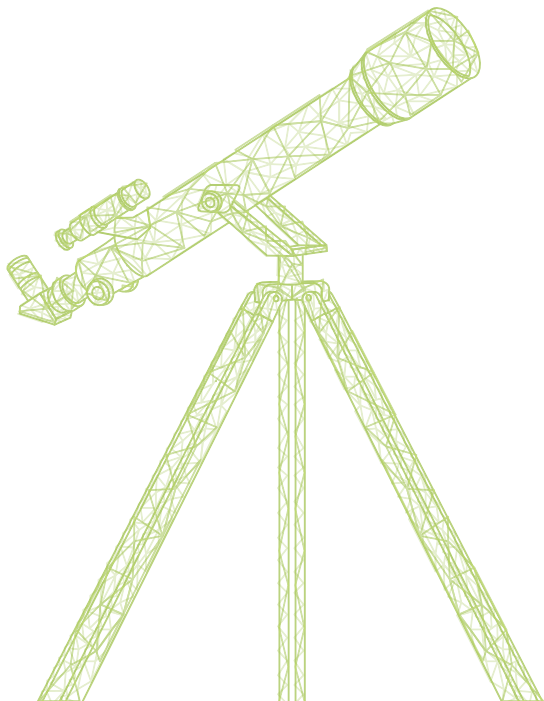
## Professional

- We hold professionalism at the helm of our operations and interactions.
- We do not cut corners or feed into bureaucratic systems.
- We can proudly say that we have created one of the most professional lighting companies in the industry.



## Progressive

- The electronics industry is dynamic and we always have to be forward looking.
- We are adaptable and nimble and have proven our capability to change with changing times.



# The Culture at CALCOM

A deep rooted culture is the backbone of Calcom. A seasoned company, Calcom has a culture of respect and responsibility.

## We focus on



### Transparency and Openness

Honest communication forms the basis of all our interactions.



### Respect for the Individual

We are invested in the growth and wellbeing of every individual



### Respect for the Organisation

We foster a healthy team spirit along with healthy competition.



### Sense of Responsibility, Ownership and Pride

Each person associated with Calcom is a stakeholder and is invested in its growth and future.



# Business Review

The last two years changed the face of business. Challenges arose from every corner.

The global pandemic continued to dampen the growth of the economy and the lighting industry. Added to that, the Russia-Ukraine war led to instability, supply chain disruptions and rising raw material prices.

Even though we endured lockdowns for yet another quarter this year,

Calcom weathered the storm and came out **stronger**.



# Our path to success

In FY22, we secured an Initial round of equity funding from marquee investors that included:



Massachusetts Institute of Technology



Old Bridge Capital

We utilised this funding to add new production capacities, hire new employees and acquire new machineries.

By efficiently utilising our working capital, we could plough back our earnings. This helped us increase our monthly capacity of LED bulbs

3 Million to  
7 Million

This increase in capacities coupled with the addition of new customers propelled Calcom to achieve the ambitious target it had set for itself in the backdrop of a Global Pandemic.

We broke our record and **increased** our sales by **73%**

We achieved our target and crossed the **100Cr** mark in **sales**.

In FY 22, Calcom was also chosen as one of the recipients of the Production Linked Incentive (PLI) Scheme. The PLI Scheme was conceptualised to boost Domestic Manufacturing while attracting foreign investments in the Electronics Industry. In keeping with this, Calcom has been constantly investing towards capacity expansion, automation and upgradation.

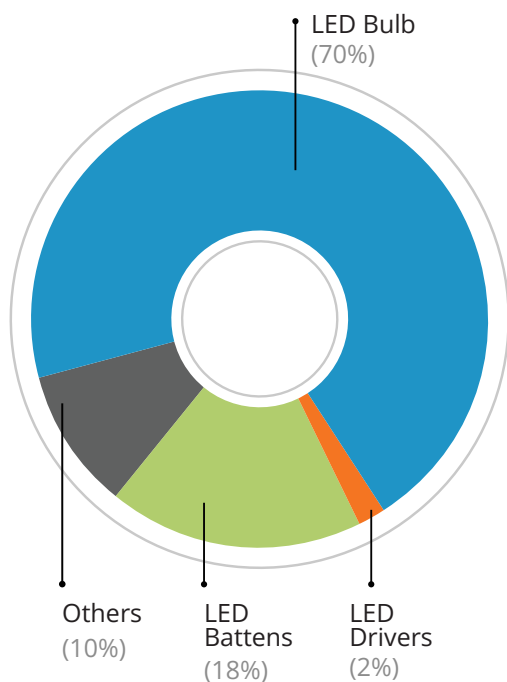
INR **250 Lacs** invested in **FY22** towards Capital Expenditure

We also implemented value engineering and cost cutting measures that enabled us to offer competitive pricing thereby increasing our customer base.

With the recent accomplishments, we are now at a turning point in our business. We are convinced that we have the right mix of all the elements and are on the right path for success and are even more motivated to achieve our targets for next year.



We strategically shifted our Business model from Niche segment products to large scale manufacturing of LED Bulbs and LED Battens.



The majority of the Sales in FY 22 came from the LED Bulbs segment. Today we manufacture a complete range of LED Bulbs ranging from 0.5W to 50W. In addition, we also offer LED Bulbs with a built-in Power Backup and IoT powered Smart Bulbs.

### Annual Installed Capacity

LED Bulbs

84 Million

LED Battens

12 Million

## Key Highlights:



Automated key processes including Laser Marking and Packaging improving Quality and Productivity



Forayed into Outdoor Segment with Initial trials completed for Flood Lights, Street Lights etc.



Increased Capacities of LED Bulb Production



Setting up an In-House Plastic Extrusion Plant (In Process)



Started manufacturing LED Smart Bulbs



# Performance Review

Despite a slow start to FY22 due to Covid-19, Calcom increased its topline to INR 10,006 lacs. A growth of **73.47%**

We have been growing consistently over the last 8 quarters at >25%

We have increased our Bulb manufacturing capacities

We have added new customers to our portfolio

## Revenue Growth QoQ

