

May 30, 2026

Ref. No.: OIL/SE/2026-27/13

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, 2026

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, 2026.

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

Encl.: As Above

OPTIEMUS INFRACOM LIMITED

CIN: L46524DL1993PLC054086

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OPTIEMUS INFRACOM LIMITED

Annual Results

Q4FY26 & FY26

Consolidated Financial Results

Message from the Chairman

"FY 2025–26 was a year of deliberate transformation. We made conscious choices — exiting volatile brand partnerships, upgrading our customer mix, and sharpening our focus on high-potential niche categories. These decisions, while tempering near-term revenues, have structurally strengthened our core business. The turnaround is already visible in Q4 FY26, and we enter FY27 with a robust pipeline of new partnership wins.

Despite the challenging and uncertain global environment, we are confident of delivering 40–45% overall revenue CAGR over the next three years — powered by strong growth pick-up in our core business, our high entry-barrier foray into Cover Glass through BIG Tech and an exciting strategic pivot towards the B2C space with our niche entry into screen protector space while intending to add more such products in the foreseeable future. The foundation has been laid. The growth phase begins now."

Mr. Ashok Gupta

Executive Chairman & Whole-time Director

OUR VISION

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

While our EMS business continues to scale, the B2C initiative adds an entirely new dimension to our business model — one with the potential for higher margins, brand equity, and direct consumer relationships."

Agenda

01 **Q4FY26 & FY26 Highlights**
Operating performance

02 **Consolidated Financial Results**
Results Summary

03 **EMS Turnaround**
Corrective actions & take-off

04 **New EMS Partnership Wins**
Growth engine for FY27

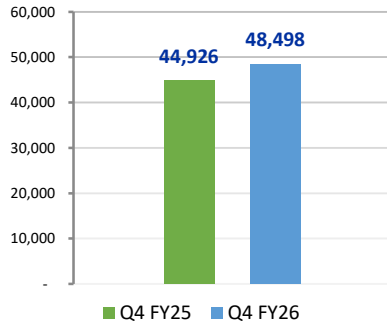
05 **Foray into Glass Segments**
New manufacturing verticals

Q4FY26 Highlights

Operating Revenue

+ ₹ 3,572
▲ 8.0%

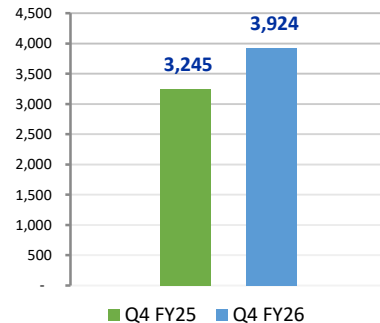
YoY growth



EBITDA

₹ 678
20.9%

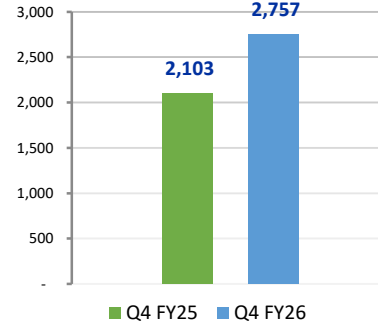
YoY growth



PBT

₹ 654
31.1%

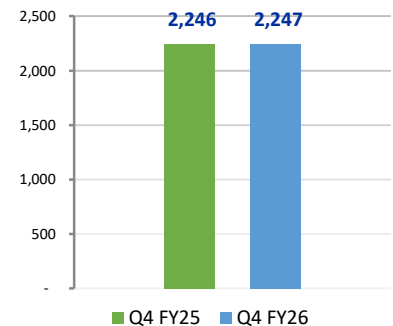
YoY growth



PAT

+ ₹ 1.69
0.1%

YoY growth

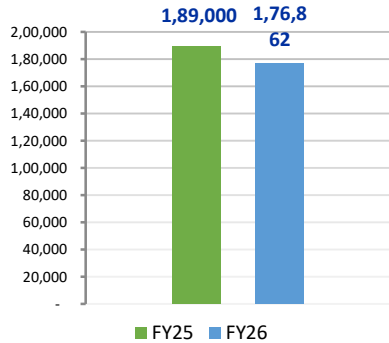


· ₹ in Lakhs

FY26 Highlights

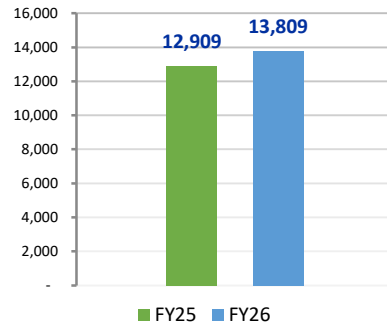
Operating Revenue

- ₹ 12,138
▼ -6.4%
YoY growth



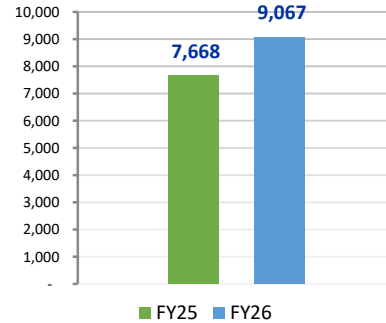
EBITDA

₹ 900
7.0%
YoY growth



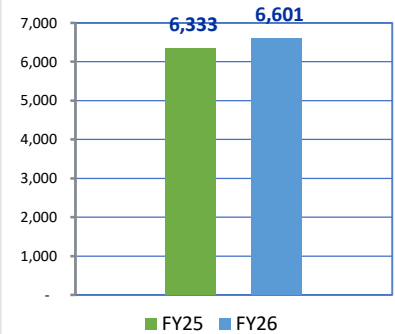
PBT

₹ 1,399
18.2%
YoY growth



PAT

+ ₹ 268
4.2%
YoY growth



· ₹ in Lakhs

Consolidated Financial Results Summary

Results Summary · ₹ in Lakhs

Particulars	Q4FY26	Q4FY25	FY26	FY25
Operating Revenue	48,498	44,926	1,76,862	1,89,000
EBITDA	3,924	3,245	13,809	12,909
EBITDA (%)	8.09	7.22	7.81	6.83
PBT	2,757	2,103	9,067	7,668
PBT Margin (%)	5.69	4.68	5.13	4.06
PAT	2,247	2,246	6,601	6,333
PAT Margin (%)	4.63	5.00	3.73	3.35
Diluted EPS (₹)	2.53	2.60	7.39	7.33

Corrective Actions taken, Strong growth ahead

Q4FY26 growth is testimony to the corrective actions taken through FY26

CORRECTIVE ACTIONS TAKEN

- Reduced over-dependence on H&W (local brands); focusing on niche categories — H&W (premium brands), Routers, IoT, Cameras, Mobiles, Modules & POS / Soundbox
- Within H&W category, exited brand partnerships with inconsistent forecasting that drove production volatility
- Upgrading customer mix from small / mid-sized to large, proficient customers to drive consistent volumes

OVERALL GUIDANCE FOR NEXT 3 YEARS

- **Expect 40-45% revenue CAGR over the next 3 years driven by:**
 - Stable growth from our existing customer base
 - Incremental revenue from our new EMS partnership wins secured in H2FY26
 - Revenue from our niche business forays – Tempered Glass (B2C business) & Cover Glass (B2B business but with high entry barrier)

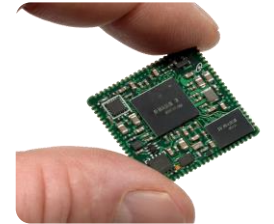
New EMS Partnership Wins

1 / 3

IoT Modules

Partnership with a global leader in IoT modules

- Products: modules for automobiles, smart meters and similar segments
- Trial production complete; samples already approved
- Off-take from June 2026; meaningful contribution from Q2FY27 onwards



AI+ Smartphones

Partnership with an emerging domestic mobile brand

- Products: mobiles and tablets
- Production and billing already started from March/April 2026
- Initial output in existing set-up; ramp-up as new Unit 3 commences in Q2FY27
- Expected to be a sizeable opportunity for the Company



New EMS Partnership Wins

2 / 3

Realme Power Banks

Expanding presence in the mobile accessories ecosystem

- Strengthens engagement with one of the world's leading smartphone brands
- Recently commenced manufacturing of power banks
- Billing to commence from Q2FY27 onwards



IoT Products

Opportunity to Service one of the leading mobility brand in India

- Aids diversification beyond handsets; enhances technology integration in connected-device
- Currently undergoing trial runs; production likely from Q2FY27 onwards



New EMS Partnership Wins

3 / 3

PhonePe Soundbox

Order secured through competitive bidding

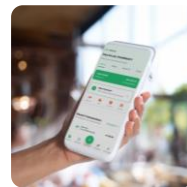
- Partnership with India's top digital-payments player (~48% market share)
- Strong validation in the growing fintech-hardware ecosystem
- Production temporarily deferred owing to a memory-chip shortage at the customer end



POS Devices — Mosabee/Pine Labs

Opportunity to manufacture POS devices across major banks

- Expands footprint in banking & payment infrastructure
- Production to start from June 2026; ramp-up likely from Q2FY27



Accton — Telecom

Premier telecom ODM; entry into high-value networking

- Positions the Company in advanced electronics
- Currently undergoing trial runs; production likely from Q2FY27



Foray into the Screen Protector Segment

OPENS UP A STRONG B2C BUSINESS SEGMENT FOR US



Union Electronics and Information Technology Minister Ashwini Vaishnaw inaugurated India's first tempered glass manufacturing facility for mobile devices in Noida on August 30, 2025.

- ❑ Stakeholder consultations held by Govt. on 11th May'26 on making quality certification mandatory for screen protectors under the CRO framework
- ❑ Under the CRO framework, products covered by notified standards cannot be manufactured, imported or sold in India without mandatory certification compliance.
- ❑ The move aims to reduce import dependence in line with PM Narendra Modi's push to save foreign exchange and boost domestic electronics accessory manufacturing
- ❑ We expect the deadline to be notified by the Govt. by Dec'26 beyond which only BIS approved screen protectors could be sold in India
- ❑ Our manufacturing Capacity already in place for screen protectors which was inaugurated on 30th August, 2025
- ❑ This which will not only drive decent revenue and high profitability potential for us but will also open up a B2C business segment for OIL

Foray into the Cover Glass Segment

Marks our presence into a high entry barrier B2B segment

- ❑ Bharat Innovative Glass Technologies (BIG Tech) - a 70:30 JV between Optiemus Infracom Limited and Corning Incorporated
- ❑ Facility inaugurated by the Hon'ble Chief Minister of Tamil Nadu, Thiru MK Stalin on 5th December, 2025
- ❑ Sampling and trial production has been completed
- ❑ Expect leading brands to visit and audit the facility for their future supply requirements
- ❑ PLI 2.0 (covering components with 55%+ value addition) is expected to act as a key enabler for brands to onboard BIG Tech as a cover glass supplier
- ❑ Revenue visibility might take 12–15 months as customer agreements get concluded



Ashwini Vaishnaw @AshwiniVais... · 21m
PM @narendramodi Ji's 'Make in India' vision in action!



The cover glass used in mobile phone displays is now being manufactured in India.

@Corning



Disclaimer

Information Purposes Only

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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.

Thank You

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