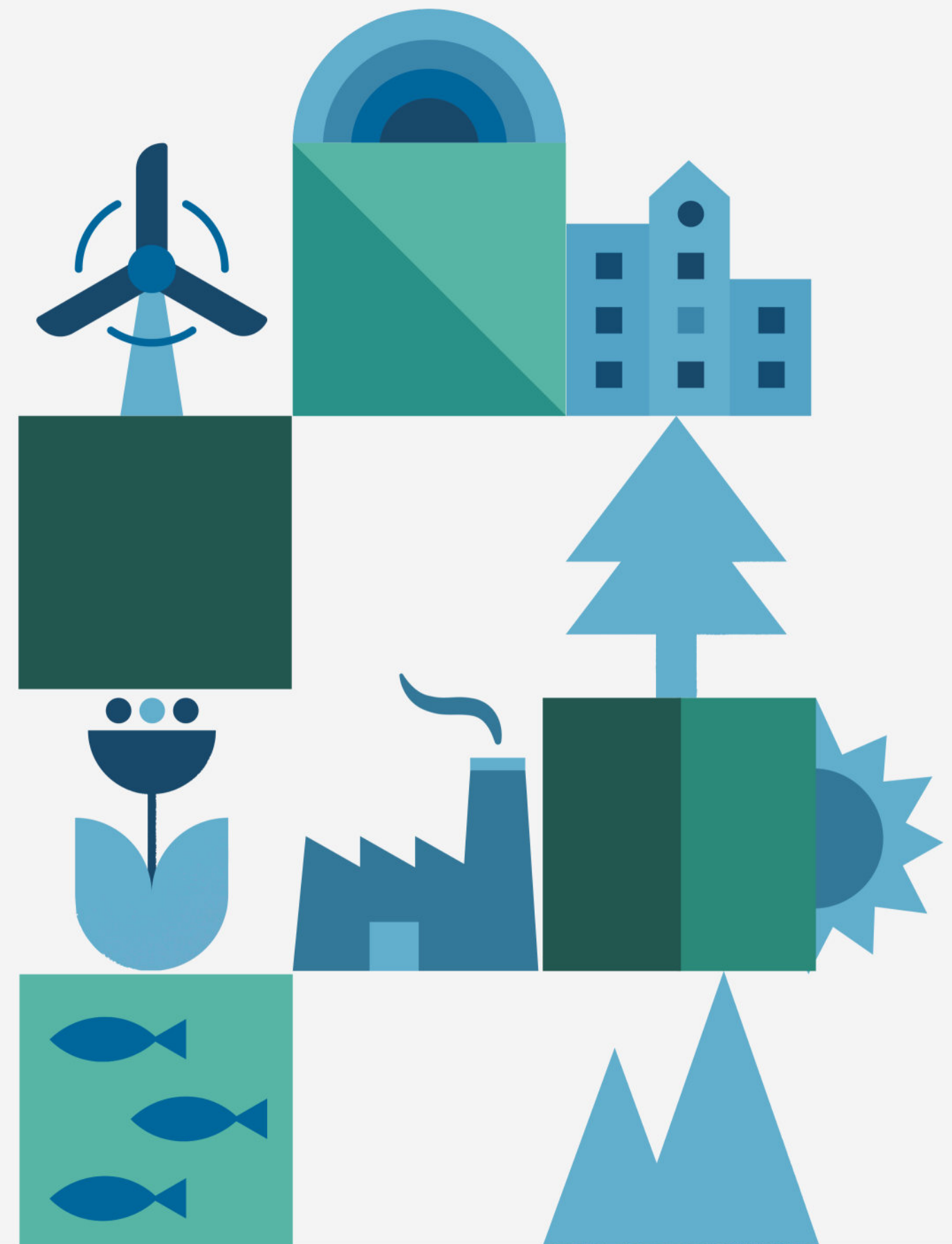




DESIGN. MANUFACTURE. DELIGHT.

VIRTUOSO OPTOELECTRONICS LIMITED (VOEPL)
Nashik, India.





About Us

Virtuoso Optoelectronics Limited (VOEPL) was incorporated in 2015 at Nashik, India. The company started its operation with Electronic Manufacturing and then grew from strength to strength with the help and support of its customers, team and partners. Over the last few years VOEPL has established itself as a strong OEM/ODM for products in white goods, LED Lighting & EMS.

VOEPL is amongst the top manufactures of Air Conditioners in India, and it has achieved this milestone in its short journey of a few years with the support of its blue-chip customers. □□VOEPL has proven its ability to scale manufacturing, with strong focus on quality, of products and backward integrate its component ecosystem which is helping it meet the demand from its customers.

Our Milestones



2015

Incorporation

2018

Started Emergency Lighting for PANASONIC

2020

Selected for SEED program by STANFORD Uni. USA

2021

Developed remote & electronic parts for ACs

2023

Fourth Manuf. unit of 20K sft for CFF (Cross Flow Fan)

2016

Commenced production of electronic products

Ventured into Appliance segment with Air Cons.

New EMS Unit 48,000 sft & UL Cert. for USA mkt.

Increase AC IDU capacity to 600K

Fifth & Sixth Manuf. unit of 40K & 15K sft for Cu. Tubing & Al. PDC, Brass Parts

2017

ISO 9001 Quality Certification

2019

Established 40,000 sft. facility for ACs for M/s Voltas Ltd.

Exp. AC unit to 60K sft. & added HE & Moulding in house

2022

Third Manuf. unit of 80K sft for ODU with SM & PC in house

2024

Added water dispensers to its range of products

Our Ethos

“We are a growing vibrant **community** that aims to delight consumers and clients by **innovating** and **manufacturing** amazing **consumer** products.”



Sukrit Bharati

Director

Manufacturing Units



Unit A

EMS and LED Lighting
48,000 sft.
Satpur, Nashik



Unit B

AC IDU Manufacturing
100,000 sft.
Janori, Nashik

Manufacturing Units



Unit C

Cross Flow Fan & Injection Moulding
20,000 sft.
Satpur, Nashik



Unit B1

Copper Tubing Part CNC & I-Kit Shop
40,000 sft.
Janori, Nashik

Manufacturing Units



Unit D

Aluminium PDC & Brass CNC
15,000 sft.
Vilholi, Nashik



Unit E

AC ODU Manufacturing, Powder Coating & Sheet Metal
80,000 sft.
Wadiware, Nashik

The Road Ahead



Manufacturing Capabilities

Research & Development

Market Development

Inhouse Capabilities:

- Injection Moulding
- EMS
- Sheet Metal & PC.

Strengthening of R&D team to be able to add further value for our customers

Amongst the top 3 AC manufacturers & leading EMS, OEM/ODMs in India

Backward Integrations:

- Heat Exchanger
- Cu. Tubing Parts
- CFF

Inhouse development of inverter solution for entire range of domestic split ACs

Delivering components & kits for White Goods to other OEMs & Customers

Planned Capabilities:

- Pressure Die Casting
- Brass CNC Shop
- Metal CNC Shop

Plastic and Metal tool design and development capability for faster turnaround time

Providing flexible & comprehensive manufacturing solutions to customer

Upcoming Products:

- Bottle Water Despensors
- Semi Auto WMs
- Deep Freezers
- BLDC Motors

Enhancing the R&D Laboratory infrastructure and getting NABL accreditation.

Successful capacity & customer addition for upcoming products

Finished Product Verticals



Indoor AC Units



Outdoor AC Units

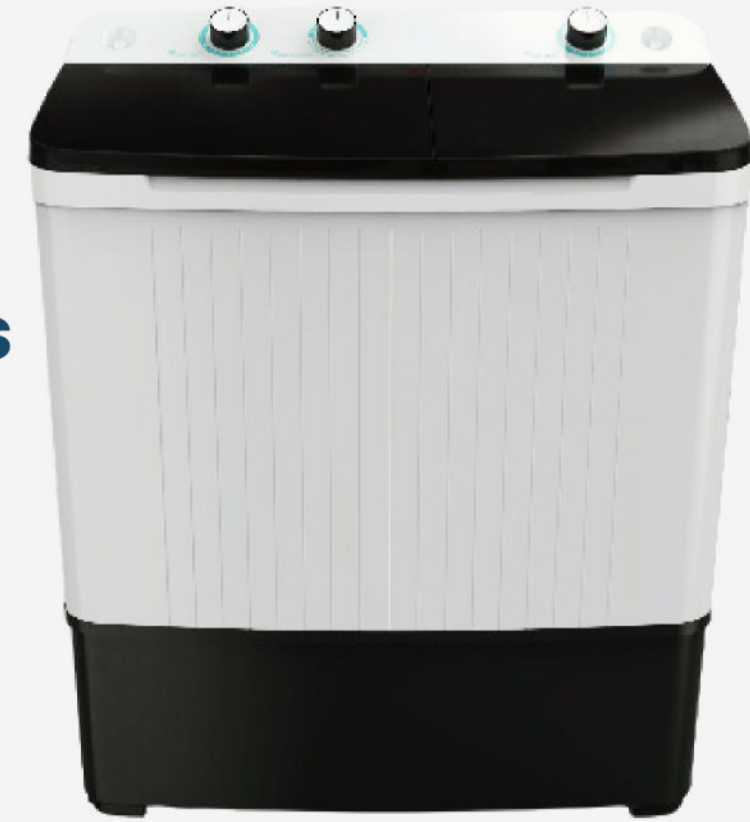
LED Lighting Products



Upcoming Product Verticals



**Washing
Machines**



**Deep
Freezers**



**Bottle Water
Dispensors**



Component Product Verticals

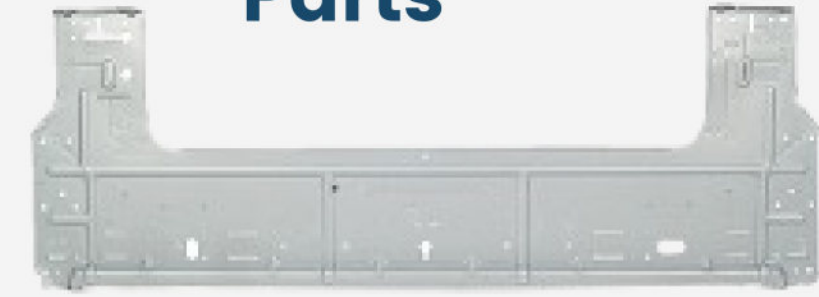


Heat Exchangers

Controller Boards



Sheet Metal Parts



Lamp Housing



Plastic Injection Moulding



Copper Tubing



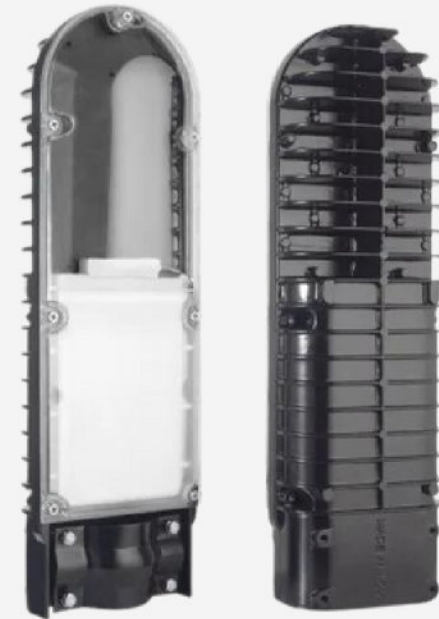
Wire Harnesses



BLDC Motors*



Cross Flow Fan



Street Light Housing



Remotes

Process Capabilities

Injection Moulding Shop (80T - 1300T)



SMT Lines (Capacity of 400 cph) & Manual Insertion Lines



Sheet Metal (Shop 50-310T) & Power Coating Shop (11 Tank Process)



Process Capabilities

Fin Press Lines for 7mm (Cond. & Eva.) & 5mm (Cond.)



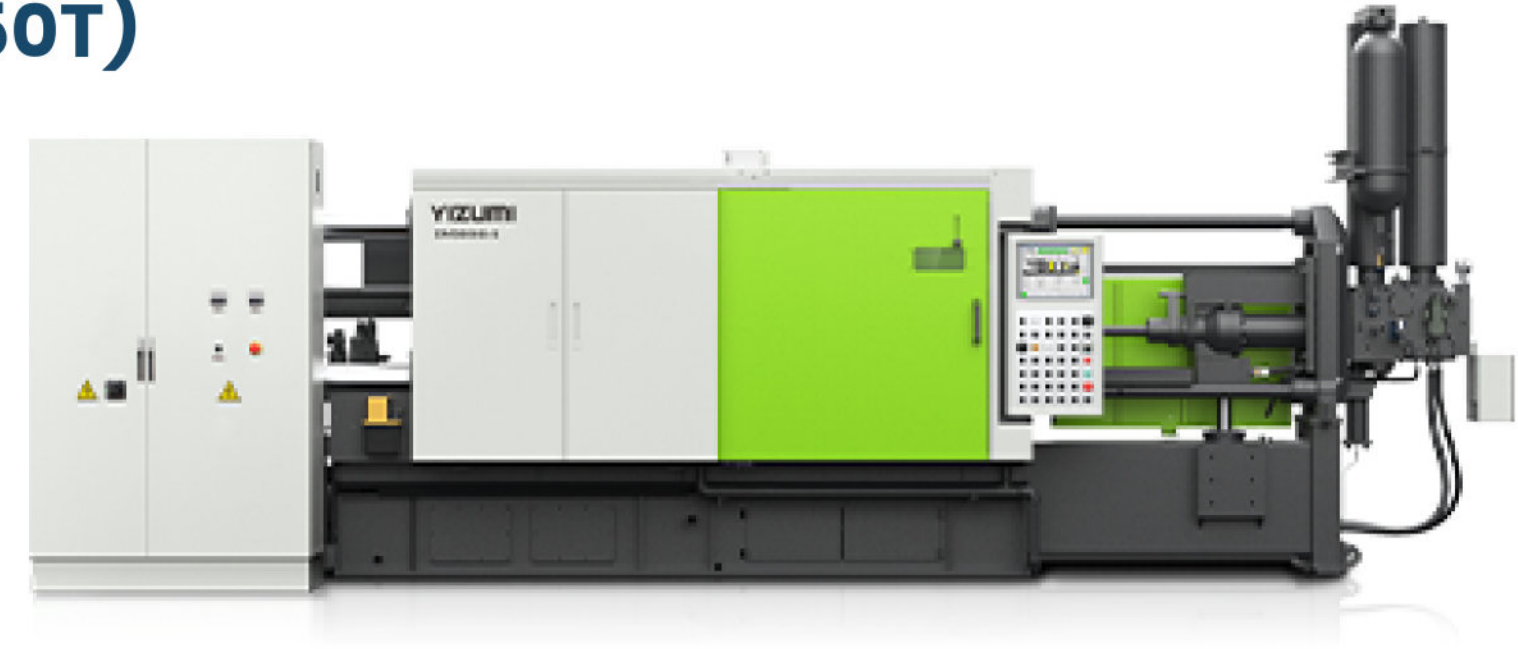
Copper Tubing Shop for HE

Process Capabilities (upcoming)

Cyclo-pentane foaming facility & infrastructure



Pressure Die Casting (upto 250T)



CNC Machines for Brass Parts



Our Esteemed Customers



Why VOEPL is in a strategic position to take advantage of this opportunity:



PLI Sanction – Govt. of India

VOEPL received Rs. 50.50 Cr. sanction towards backward integration of White Goods (ACs) under PLI scheme out of a total of 26 companies



Strong Backward Manufacturing Integration

VOEPL is maximising its backward integration to provide maximum value addition to its customers



Strong, Ambitious and Focused Team

The team of VOEPL is dedicated towards the companies' vision of building a strong manufacturing company



Support of Current Market Leading Brands

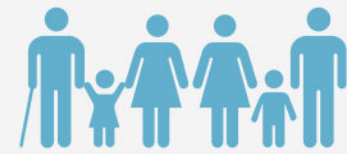
The major customers of VOEPL are market leaders. These customers work on long term planning and vision which VOEPL is privileged to be part of.



Location Advantage

VOEPL is a vendor of choice in the western region for OEMs as there are limited manufacturers in the West. Also it is in close proximity to the Mumbai Sea Port which reduces its logistics costs.

Growth Drivers



Aggressive Market Demand

The growing economy is boosting local demand, which is expected to continue to be strong for the coming 5-7 years. This demand will potentially double the local market size in the coming years. Further export opportunities are also opening up and India is reaching a point where it can compete with China.



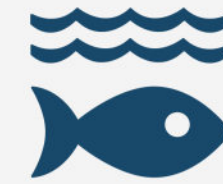
Thrust for Localisation by the Govt.

The policies by the govt. are favouring localisation. The incentive policies like PLI, State Incentives, Export Incentives & FDI policies are helping local companies avail funding and also have access to international markets, which is creating a wealth of opportunities for all industries.



Blue Chip Customer base

The growth of VOEPL is the past few years is primarily due to its unique customer base. Most of these customers command a leading position in the market, which gives them the foresight about the market and strong YoY growth numbers, the benefits of which get filtered down to VOEPL.



Incentives by Central & State Govt.

VOEPL has been approved for the PLI scheme for White Goods for an investment amount of Rs. 50.50 Cr. which will go towards backward integration of AC Components. Further VOEPL is eligible for incentives under Electronics Policy of Maharashtra which it has applied for.

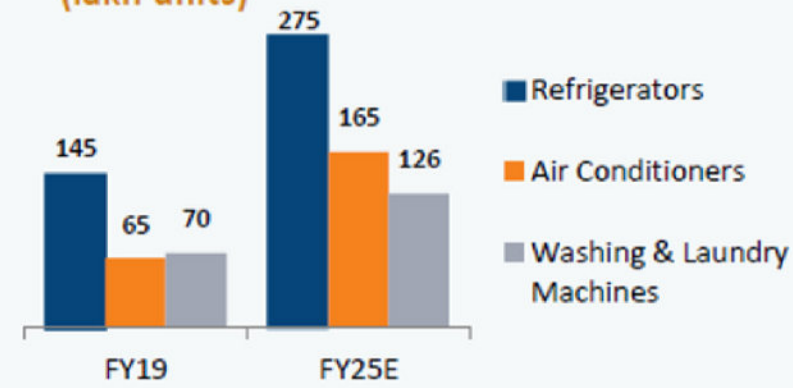
Industry Dynamics

Projected Sector Growth



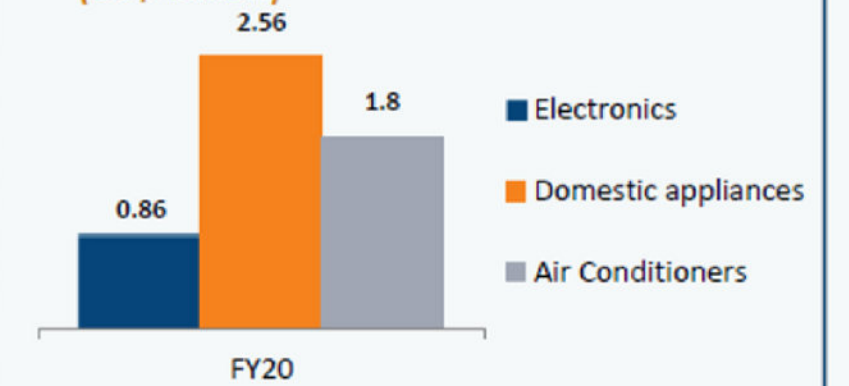
SECTOR COMPOSITION

Production of Major White Goods (lakh units)



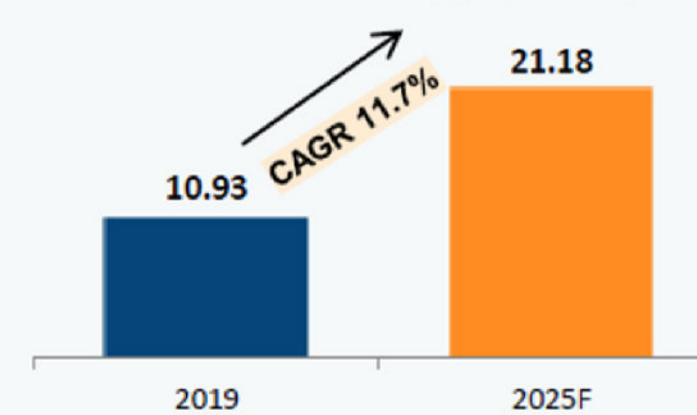
Note- E- Estimated

White Goods Market in India in FY20 (US\$ billion)

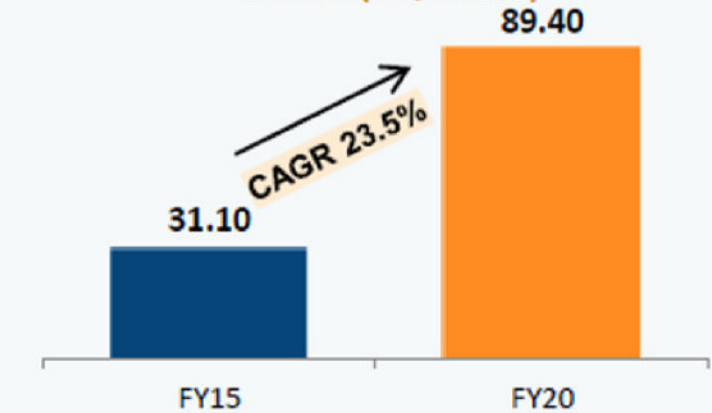


MARKET SIZE

Indian Appliance and Consumer Electronics Industry (US\$ billion)



Electronics Hardware Production in India (US\$ billion)





THE GLOBAL GOALS

Sustainability Goals

One of the core drivers behind the company is to help build sustainable employment and livelihood. ☐☐

The goal is derived from the simple idea of inspiring & growing the society around you sustainably. ☐☐

Hence, we continuously endeavour to leave a positive footprint and work towards building a company that can continue to contribute towards the growth of the country & society for generations to come.



Thank You

Contact

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