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HIMACHAL FUTURISTIC COMMUNICATIONS LTD.
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Fax : (+91 11) 3068 9013
Web : www.hfcl.com
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HFCL/SEC/19-20

May 16, 2019

| | |
|---|---|
| <p>The BSE Ltd. 1st Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400001 corp.relations@bseindia.com Security Code No.: 500183</p> | <p>The National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, C - 1, Block G Bandra - Kurla Complex, Bandra (E) Mumbai - 400051 cmlist@nse.co.in Security Code No.: HFCL</p> |
|---|---|

RE: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Subject: Schedule of Investors' / Analysts Conference Call & Earnings' Presentation.

Dear Sir(s)/ Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company will host an audio **Earnings Conference Call for 60 Minutes**, as per following schedule:-

| Day, Date & Time of the Conference Call | Purpose |
|---|---|
| Tuesday, May 21, 2019/ 3:30 p.m. (IST) | To discuss audited Financial Results of the Company, on Standalone & Consolidated basis. |

It may be noted that the aforesaid audited **Financial Results** of the Company for the Fourth Quarter and Financial Year ended March 31, 2019, on Standalone basis and for the Financial Year ended March 31, 2019, on Consolidated basis, has been considered and approved by the **Board of Directors** of the Company, at its meeting held on May 15, 2019.

We hereby submit an **Earnings' Presentation** on, *inter-alia*, the aforesaid **Financial Results**.

The dial-in and other details in respect of the same are also enclosed herewith. A transcript of this Call shall be made available on the Company's website, subsequently.

The above Schedule may undergo change due to exigencies on the part of the Investors/ the Company.

For further information, please contact at:

E: ir@hfcl.com


T: +91 11 3088 6529/ +91 11 30886526

You are requested to take the above information on records.

Thanking you,

Yours faithfully,

For **Himachal Futuristic Communications Ltd.**


(Manoj Baid)
Vice-President (Corporate) &
Company Secretary



Encl: Earnings' Presentation.

Valorem Advisors

is pleased to invite you for a

Conference Call to discuss Q4-FY19 / FY19 earnings of

Himachal Futuristic Communications Limited (HFCL)



| | |
|-----------------|-----------------|
| Day | Tuesday |
| Date | May 21, 2019 |
| Time | 3.30 p.m. (IST) |
| Duration | 60 Minutes |

HFCL's Management will be represented by:

| | |
|---------------------|------------------------------|
| Mr. Mahendra Nahata | Promoter & Managing Director |
| Mr. Vijay Raj Jain | Chief Financial Officer |

Dial-in details:

| | |
|--|----------------|
| Available all over India | |
| Primary Access Number: +91 22 6280 1341 / +91 22 7115 8242 | |
| International Toll Free Numbers: | |
| USA | 1866 746 2133 |
| UK | 0808 101 1573 |
| Singapore | 800 1012 045 |
| Hong Kong | 800 964 448 |
| International Toll Numbers: | |
| Singapore | 653 1575 746 |
| Hong Kong | 8523 018 6877 |
| UK - London | 4420 3478 5524 |
| USA- Los Angeles | 1323 386 8721 |

Access Number: +91-7045671221 [Accessible from all Carriers]

ABOUT HIMACHAL FUTURISTIC COMMUNICATIONS LTD. (HFCL): Himachal Futuristic Communications Ltd. (BSE: 500183, NSE: HFCL) is a leading telecom infrastructure developer, system integrator and manufacturer of high-end telecom equipment and optical fiber cables, having its manufacturing facilities at Solan, Goa and Chennai.

HFCL provides single window solution for telecom projects; offering design, equipment supply, installation, system integration, operation and maintenance services. As a solutions expert in telecommunication and related infrastructure domain, the Company is now leveraging its inherent strengths in addressing complex needs of emerging sectors, such as Railway Communication and Signaling, Defence, Homeland Security and also Smart City Projects.

For more information, log on to: www.hfcl.com.

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DISCLAIMER:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Himachal Futuristic Communications Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This conference call may include statements of future expectations and other forward-looking statements that are based on the management's current views and assumptions and involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements due to without limitation, (i) general economic conditions such as performance of financial markets, credit defaults, currency exchange rates, interest rates, persistency levels and frequency / severity of insured loss events (ii) mortality and morbidity levels and trends, (iii) changing levels of competition and general competitive factors, (iv) changes in laws and regulations and in the policies of central banks and/or governments, (v) the impact of acquisitions or reorganization, including related integration issues. The Company assumes no obligation to update any information contained herein.



HIMACHAL FUTURISTIC COMMUNICATIONS LTD.

EARNINGS PRESENTATION

Q4-FY19 / FY19

Company Overview



- Himachal Futuristic Communications Ltd. (HFCL) is an established leader offering fully integrated communication network solutions.
- Manufactures optical fiber cables (OFC) and high end transmission and access equipment.
- Specialized in providing turnkey solution to telecom service providers, railways, defence, smart city & surveillance projects.
- Deployed more than 25,000 cell site and have laid over 1,00,000 km of OFC network.

State-of-the-art Manufacturing Facilities

- OFC manufacturing at Verna, Goa & through subsidiary at Chennai, Tamil Nadu
- Telecom Equipment manufacturing at Solan, Himachal Pradesh
- FRP Rod manufacturing at Hosur, Tamil Nadu through subsidiary at Chennai, Tamil Nadu

Backward Integration at Telangana and Expansion at Chennai

- A greenfield Optical Fiber manufacturing facility is being set up with a capacity of 6.4m fkm which will strengthen the Supply Chain and enhance Operating Margins .
- Expansion of OFC manufacturing capacity at subsidiary HTL Ltd. from 7m fkm to 10.5m fkm
- Post expansion, consolidated OFC capacity shall reach at 18.5m fkm

New Initiatives

- Developing new telecom and defence products like HCRR, WIFI Net work Products, UBR, Backhaul radios, Security and surveillance products, Electronic Fuses, Night vision Devices, Mini Unmanned Ariel Vehicles

Consolidated Financial Highlights (FY19)

Total Income

INR 47,848
Mn

(46% YoY)

EBITDA

INR 4,582
Mn

(49% YoY)

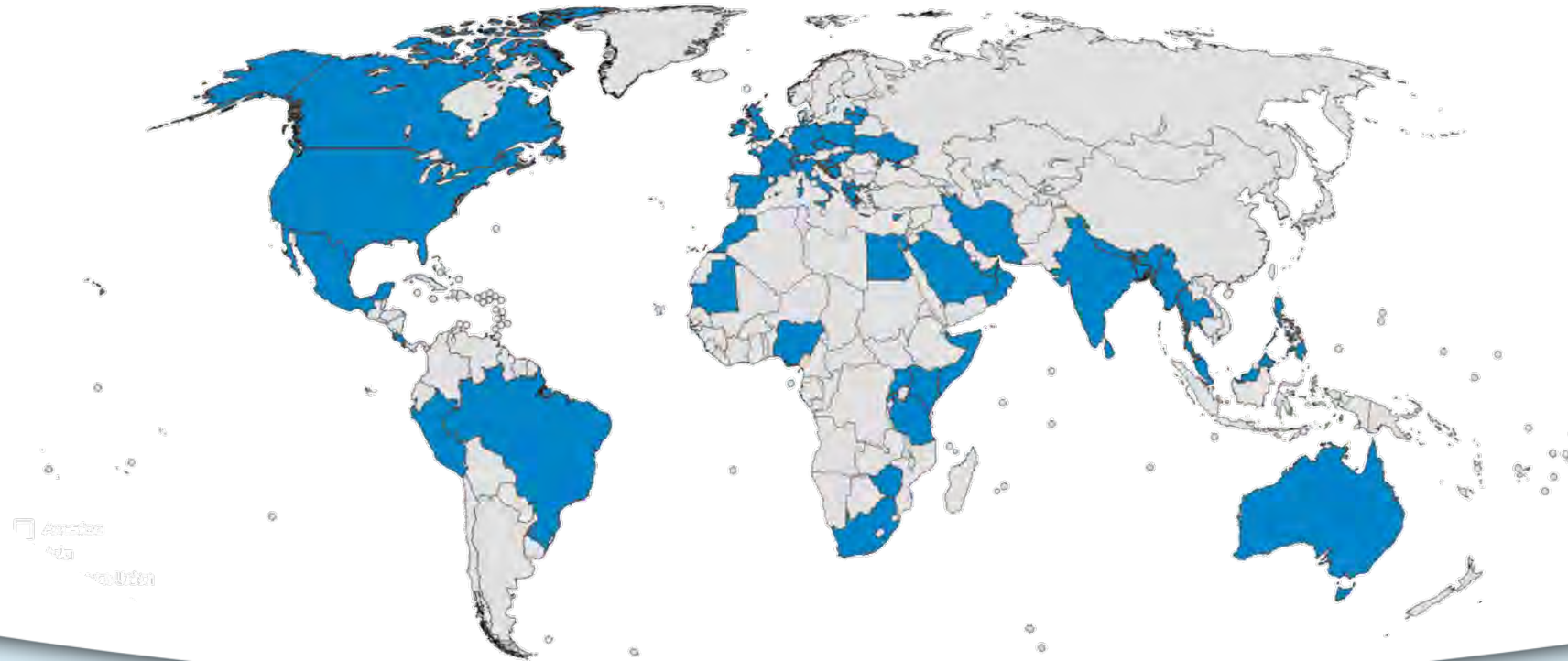
PAT

INR 2,323
Mn

(35% YoY)

Consistent
Growth
YoY

Customer Presence



EUROPE

- Ireland
- Bosnia and Herzegovina
- Latvia
- Lithuania
- Croatia
- Czech Republic
- Macedonia
- France
- Germany

- Hungary
- Poland
- UK
- Italy
- Slovenia
- Spain
- Switzerland
- Albania
- Greece

AMERICAS

- Brazil

- Canada
- Mexico
- Peru
- Georgia
- Costa Rica
- United States

AUSTRALIA

ASIA

- Bangladesh
- Bhutan
- Burma (Myanmar)
- Malaysia
- Nepal
- Thailand
- Philippines
- Ukraine
- Singapore

- Sri Lanka
- Iran
- Kuwait
- Cyprus
- Mauritania
- Morocco
- Egypt
- Oman
- Qatar
- UAE
- Saudi Arabia

- Somalia

AFRICA

- Kenya
- Nigeria
- South Africa
- Rwanda
- Tanzania
- Uganda
- Zimbabwe

An Agile Portfolio of Products & Solutions



OPTICAL FIBER CABLE, OPTIC- FIBER & OFC ACCESSORIES

- Aerial Cables
- Armoured / Unarmoured Cables
- FTTx Cables
- Duct / Micro Ducts
- ADSS Cables
- Ribbon Cables
- Premises Distribution Cables
- CPRI Cables
- Patch Cords, Pigtails, Patch Panels, Splitter Modules, FDMS, HFTB
- Optical fiber*



TELECOM PRODUCTS

- GSM BSS Equipment
- Microwave Radios
- Telecom Power Systems
- High Capacity Radio Relay *
- Backhaul radios*
- Wi-Fi Network Products*
- Cloud-based Management Platform*



SURVEILLANCE PRODUCTS

- Video Management System
- Video Analytics
- Automatic Number Plate Recognition
- Red Light Violation Detection System
- Challan Management System
- Highway Traffic Management System*
- Parking Management System



DEFENCE PRODUCTS

- Unmanned Aerial Vehicles(UAV)*
- Electronic Artillery Fuses for ammunition*
- Night Vision devices*



COMMUNICATION NETWORK SOLUTIONS

- Telecom Network Solutions
 - OFC Network
 - FTTx Network
 - Rural Mobile Network
 - *Broadband Access & Wi-Fi Network*
 - Radio backhaul Network
- Defence Network Solutions
 - Optical Transport Network (DWDM)
 - Fiber Monitoring & Management
 - Microwave Network
 - IPMPLS Network (Routing & Switching)
 - Border Management
 - Perimeter Security
- Railway Communication Network
 - Metro Rail & Main Line
- Smart City & Surveillance Network

PRODUCTS

SOLUTIONS

* Products under development



Q4-FY19 / FY19 FINANCIAL OVERVIEW



Key Highlights – Consolidated Financials



Completely Transformed

on Growth Trajectory

EBITDA CAGR of **46%** from FY17 to FY19

EBITDA at **INR 4,582 Mn**

PAT up from INR 1,237 Mn in FY17 to **INR 2,323 Mn** in FY19

37% CAGR

Credit rating has significantly improved from D in 2012 to A- with stable outlook

Revenue up from INR 22,243 Mn in FY17 to **INR 47,848 Mn** in FY19

47% CAGR

Debt /Equity is now comfortable at **0.41x**

Debt is largely Working Capital

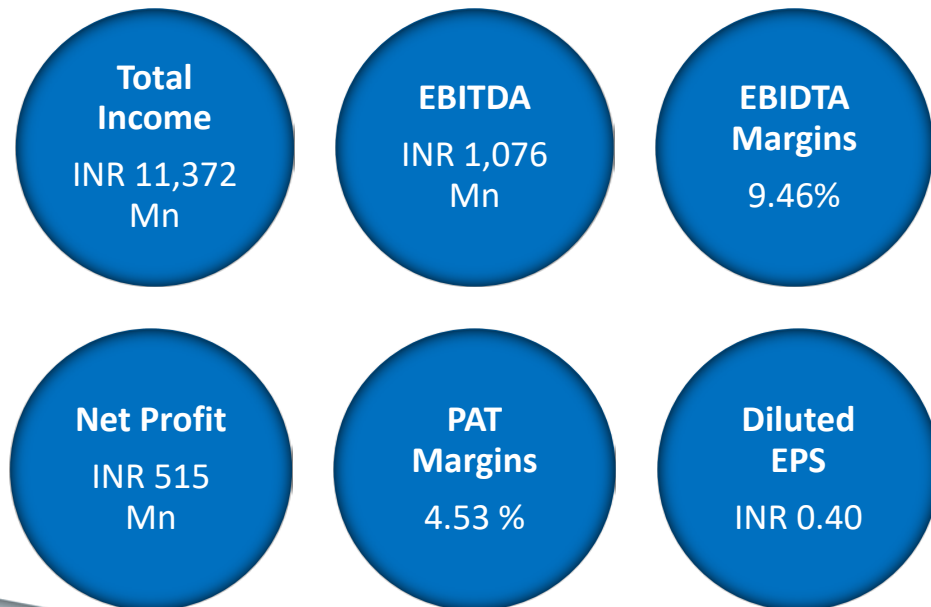
Strong Order Book of INR ~11,350 Cr (~2.5x FY19 revenue) provides visibility

Recommended Dividend of 10% **Dividend Payout of INR 15.03 Cr**

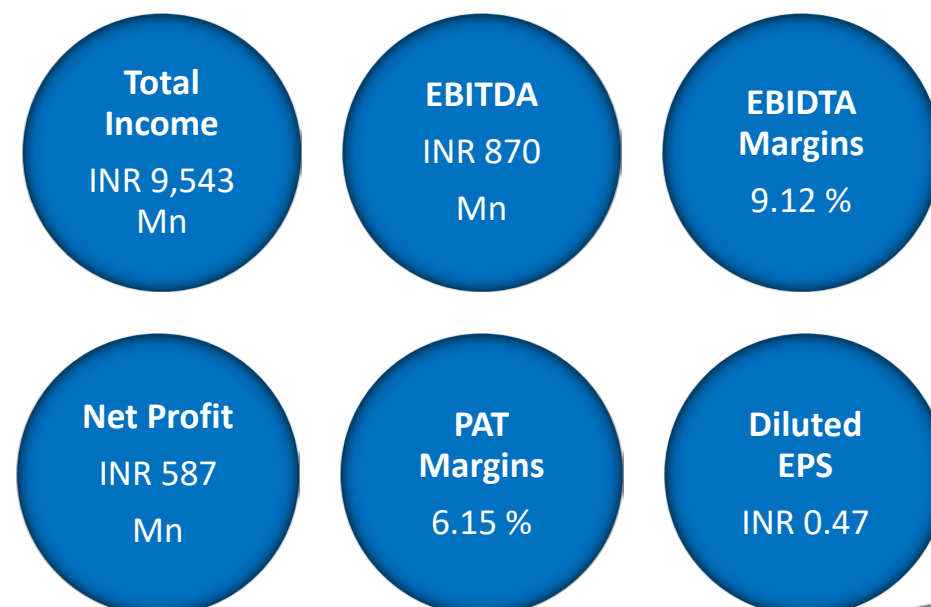
Q4-FY19 / FY19 Financial Highlights



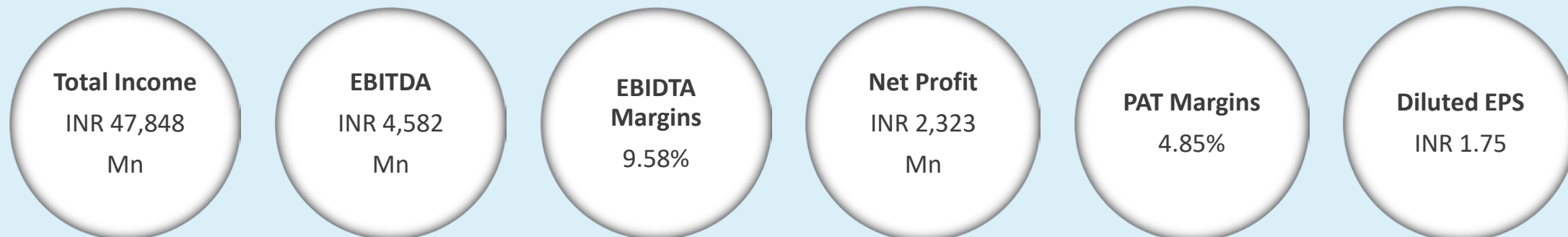
Q4-FY19 Financial Highlights (Standalone):



Q4-FY18 Financial Highlights (Standalone):



FY19 Financial Highlights (Consolidated)



Q4-FY19 Operational Highlights



Increased customer demand

coupled with efficient project execution helped the Company record highest ever Revenues, EBIDTA and Net Profit, second year in a row.

Highest ever Order book which currently stands at **INR 11,350 Cr** (including O&M Orders), which translates into **~2.5 times of** FY19 revenues.

Secured high value orders from reputed customers

including Reliance Jio, TATA Projects, L&T, ITI-led Consortium, BBNL (BharatNet Projects), and BSNL (Defence Projects).

Received its first two Overseas projects

from Larsen & Toubro (L&T) for implementation of telecom network for 'Mauritius Metro Express' and 'Dhaka Metro Mass Rapid Transit System'.

The Backward Integration Plan

for manufacture of 6.4 m fkm of Optical Fiber is **progressing well** and shall commence its commercial operations as per schedule.

Acquired controlling stake

with 90% Equity in RADDEF PRIVATE LTD, an innovation focused company specialized in Radio Frequency and Microwave Systems with a wide bouquet of components and sub-systems for the applications in defence, aerospace and communication. HFCL plans to invest INR 20 Cr .

Board recommended Dividend @ 10%

on equity share capital with total dividend pay-out of **INR 15.03 Cr**

In view of the temporary softening of OFC demand, the Board of Directors, in its meeting has decided to **put on hold** the Company's Greenfield Optical Fibre **Cable manufacturing project** at Telangana for now.

Q4-FY19 Standalone Income Statement (IND AS)



| PARTICULARS (INR Mn) | Q4-FY19 | Q3-FY19 | Q-o-Q | Q4-FY18 | Y-o-Y |
|--|---------------|---------------|---------------|--------------|------------------|
| Revenue from Operations | 10,947 | 11,037 | | 9,428 | |
| Other Income | 425 | 162 | | 115 | |
| Total Income | 11,372 | 11,199 | 1.5% | 9,543 | 19.2% |
| Total Expenses | 10,296 | 10,131 | | 8,673 | |
| EBITDA | 1,076 | 1,068 | 0.7% | 870 | 23.7% |
| EBITDA Margin | 9.46% | 9.53% | | 9.12% | |
| Depreciation | 48 | 48 | | 42 | |
| Finance Cost | 185 | 267 | | 122 | |
| Share of net profits of JV's accounted using equity method | - | - | | - | |
| Exceptional Items | - | - | | (18) | |
| PBT | 843 | 753 | 11.9% | 688 | 22.5% |
| PBT Margin | 7.41% | 6.72% | 69 Bps | 7.30% | 11 Bps |
| Tax | 328 | 269 | 21.9% | 101 | 224.6% |
| Profit after Tax | 515 | 484 | 6.4% | 587 | (12.3)% |
| PAT Margin | 4.53% | 4.32% | 21 Bps | 6.15% | (162) Bps |
| Other Comprehensive Income | 60 | 1 | | (5) | |
| Total Comprehensive Income | 575 | 485 | 18.6% | 582 | (1.2)% |
| EPS (Diluted) | 0.40 | 0.38 | | 0.47 | |

FY19 Standalone Income Statement (IND AS)



| PARTICULARS (INR Mn) | FY19 | FY18 | Y-o-Y |
|--|---------------|---------------|-----------------|
| Revenue from Operations | 43,662 | 30,802 | |
| Other Income | 480 | 183 | |
| Total Income | 44,142 | 30,985 | 42.5% |
| Total Expenses | 40,281 | 28,159 | |
| EBITDA | 3,861 | 2,826 | 36.6% |
| EBITDA Margin | 8.75% | 9.12% | (37) Bps |
| Depreciation | 175 | 163 | |
| Finance Cost | 779 | 609 | |
| Share of net profits of JV's accounted using equity method | - | - | |
| Exceptional Items | - | (18) | |
| PBT | 2,907 | 2,036 | 42.7% |
| PBT Margin | 6.59% | 6.57% | 2 Bps |
| Tax | 1,067 | 486 | 119.5% |
| Profit after Tax | 1,840 | 1,550 | 18.7% |
| PAT Margin | 4.17% | 5.00% | (83) Bps |
| Other Comprehensive Income | 52 | (5) | |
| Total Comprehensive Income | 1,892 | 1,545 | 22.4% |
| EPS (Diluted) | 1.46 | 1.24 | |

Historical Income Statement (IND AS)



| PARTICULARS (INR Mn) | STANDALONE | | | CONSOLIDATED | | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| | FY17 | FY18 | FY19 | FY17 | FY18 | FY19 |
| Revenue from Operations | 20,668 | 30,802 | 43,662 | 22,029 | 32,485 | 47,378 |
| Other Income | 186 | 183 | 480 | 214 | 245 | 470 |
| Total Income | 20,854 | 30,985 | 44,142 | 22,243 | 32,730 | 47,848 |
| Total Expenses | 18,860 | 28,159 | 40,281 | 20,100 | 29,654 | 43,266 |
| EBITDA | 1,994 | 2,826 | 3,861 | 2,143 | 3,076 | 4,582 |
| EBITDA Margin | 9.56% | 9.12% | 8.75% | 9.63% | 9.40% | 9.58% |
| Depreciation | 157 | 163 | 175 | 218 | 232 | 270 |
| Finance Cost | 599 | 609 | 779 | 624 | 636 | 919 |
| Share of net profits of JV's accounted using equity method | - | - | - | (59) | 14 | - |
| Exceptional Items | - | (18) | - | - | (18) | - |
| PBT | 1,237 | 2,036 | 2,907 | 1,242 | 2,204 | 3,393 |
| PBT Margin | 5.93% | 6.57% | 6.59% | 5.58% | 6.73% | 7.09% |
| Tax | - | 486 | 1,067 | 5 | 487 | 1,070 |
| Profit after Tax | 1,237 | 1,550 | 1,840 | 1,237 | 1,717 | 2,323 |
| PAT Margin | 5.93% | 5.00% | 4.17% | 5.56% | 5.25% | 4.85% |
| Other Comprehensive Income | 19 | (5) | 52 | 18 | 12 | 45 |
| Total Comprehensive Income | 1,256 | 1,545 | 1,892 | 1,255 | 1,729 | 2,368 |
| EPS (Diluted) | 1.01 | 1.24 | 1.46 | 1.00 | 1.35 | 1.75 |

Historical Standalone Balance Sheet



| EQUITIES & LIABILITIES (INR Mn) | FY17 | FY18 | FY19 |
|--|---------------|---------------|---------------|
| (A) Share Capital | 1,239 | 1,239 | 1,274 |
| (B) Other Equity | 9,196 | 10,921 | 13,162 |
| Total -Shareholder Funds | 10,435 | 12,160 | 14,436 |
| Non Current Liabilities | | | |
| (A) Financial Liabilities | | | |
| (i) Borrowings | 2,376 | 1,113 | 1,039 |
| (ii) Financial guarantee Obligations | 6 | 4 | 22 |
| (B) Provisions | 164 | 205 | 215 |
| Total - Non – Current Liabilities | 2,546 | 1,322 | 1,276 |
| Current Liabilities | | | |
| Financial Liabilities | | | |
| (i) Borrowings | 1,653 | 1,868 | 4,104 |
| (ii) Trade Payables | 3,924 | 5,158 | 7,410 |
| (iii) Other Financial Liabilities | 3,474 | 4,314 | 2,354 |
| (B) Current Tax Liabilities (Net) | - | - | 101 |
| (C) Other Current Liabilities | 215 | 611 | 1,191 |
| (D) Contract Liabilities | - | - | 495 |
| (D) Provisions | 22 | 25 | 71 |
| Total – Current Liabilities | 9,288 | 11,976 | 15,726 |
| GRAND TOTAL - EQUITIES & LIABILITES | 22,269 | 25,458 | 31,438 |

| ASSETS (INR Mn) | FY17 | FY18 | FY19 |
|---|---------------|---------------|---------------|
| (A) Property plant & Equipment | 1,068 | 1,074 | 1,076 |
| (B) Capital Work in Progress | 14 | 14 | 622 |
| (C) Other Intangible Assets | 41 | 30 | 93 |
| (D) Intangible Assets under development | | 82 | 215 |
| (E) Investment in Associates/ JV | 186 | 186 | 188 |
| (F) Financial Assets | | | |
| (i) Investment | 444 | 440 | 497 |
| (ii) Trade receivables | | 511 | 905 |
| (iii) Loans | | 245 | 245 |
| (iv) Others | 915 | 796 | 1,027 |
| (G) Deferred Tax (Net) | 1,224 | 1,187 | 798 |
| (H) Other Non Current Assets | 1 | 19 | 396 |
| Total - Non – Current Assets | 3,893 | 4,584 | 6,062 |
| Current Assets | | | |
| (A) Inventories | 2,176 | 1,787 | 1,916 |
| (B) Financial Assets | | | |
| (i) Investment | 17 | 36 | 24 |
| (ii) Trade Receivables | 11,472 | 11,830 | 14,352 |
| (iii) Cash & Cash Equivalents | 24 | 492 | 68 |
| (iv) Bank balances other than above | 775 | 592 | 1,287 |
| (v) Loans | 144 | 68 | 68 |
| (vi) Others | 2,668 | 4,484 | 5,341 |
| (C) Current Tax Assets (Net) | 574 | 951 | 679 |
| (D) Contract Assets | - | - | 33 |
| (E) Other Current Assets | 526 | 634 | 1,608 |
| Total – Current Assets | 18,376 | 20,874 | 25,376 |
| GRAND TOTAL – ASSETS | 22,269 | 25,458 | 31,438 |

Historical Consolidated Balance Sheet



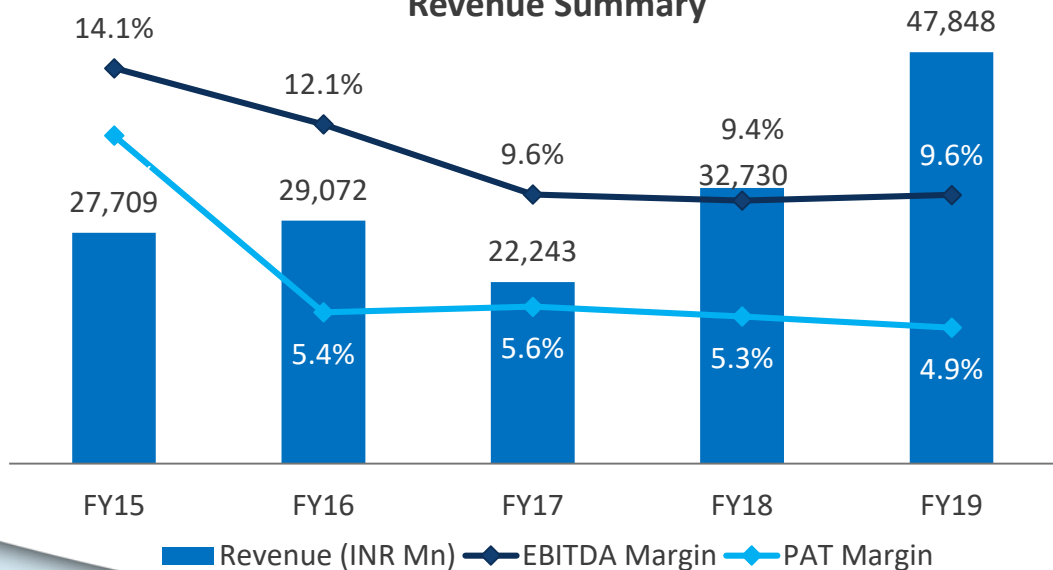
| EQUITIES & LIABILITIES (INR Mn) | FY17 | FY18 | FY19 |
|--|---------------|---------------|---------------|
| (A) Share Capital | 1,239 | 1,239 | 1,274 |
| (B) Other Equity | 8,402 | 10,548 | 13,142 |
| Non Controlling Interest | 15 | (221) | (100) |
| Total -Shareholder Funds | 9,656 | 11,566 | 14,316 |
| Non Current Liabilities | | | |
| (A) Financial Liabilities | | | |
| (i) Borrowings | 2,676 | 1,413 | 1,344 |
| (ii) Financial guarantee Obligations | 2 | 4 | 22 |
| (B) Provisions | 186 | 231 | 248 |
| Total - Non – Current Liabilities | 2,864 | 1,648 | 1,614 |
| Current Liabilities | | | |
| Financial Liabilities | | | |
| (i) Borrowings | 1,801 | 2,011 | 4,187 |
| (ii) Trade Payables | 4,572 | 5,626 | 8,645 |
| (iii) Other Financial Liabilities | 3,505 | 4,372 | 2,398 |
| (B) Current Tax Liabilities | - | - | 101 |
| (C) Other Current Liabilities | 331 | 636 | 1,212 |
| (D) Contract Liabilities | - | - | 495 |
| (E) Provisions | 25 | 27 | 74 |
| Total – Current Liabilities | 10,234 | 12,672 | 17,112 |
| GRAND TOTAL - EQUITIES & LIABILITES | 22,754 | 25,886 | 33,042 |

| ASSETS (INR Mn) | FY17 | FY18 | FY19 |
|---|---------------|---------------|---------------|
| (A) Property plant & Equipment | 1,582 | 1,657 | 2,022 |
| (B) Capital Work in Progress | 17 | 17 | 640 |
| (C) Goodwill | 258 | 259 | 259 |
| (D) Other Intangible Assets | 43 | 44 | 103 |
| (E) Intangible Assets under development | - | 82 | 215 |
| (F) Investment in Associates/ JV | 42 | 56 | 55 |
| (G) Financial Assets | | | |
| (i) Investment | 445 | 461 | 517 |
| (ii) Trade receivables | - | 518 | 905 |
| (iii) Others | 74 | 133 | 360 |
| (H) Deferred Tax (Net) | 1,226 | 1,187 | 799 |
| (I) Other Non Current Assets | 9 | 22 | 405 |
| Total - Non – Current Assets | 3,696 | 4,436 | 6,280 |
| Current Assets | | | |
| (A) Inventories | 2,454 | 2,136 | 2,645 |
| (B) Financial Assets | | | |
| (i) Investment | 17 | 36 | 24 |
| (ii) Trade Receivables | 11,794 | 11,823 | 14,724 |
| (iii) Cash & Cash Equivalents | 59 | 666 | 175 |
| (iv) Bank balances other than above | 916 | 655 | 1,418 |
| (v)Loans | 67 | 98 | 140 |
| (vi)Others-Advances | 2,634 | 4,393 | 5,281 |
| (C) Current Tax Assets (Net) | 592 | 964 | 696 |
| (D) Contract Assets | | | 33 |
| (E) Other Current Assets | 525 | 679 | 1,626 |
| Total – Current Assets | 19,058 | 21,450 | 26,762 |
| GRAND TOTAL – ASSETS | 22,754 | 25,886 | 33,042 |

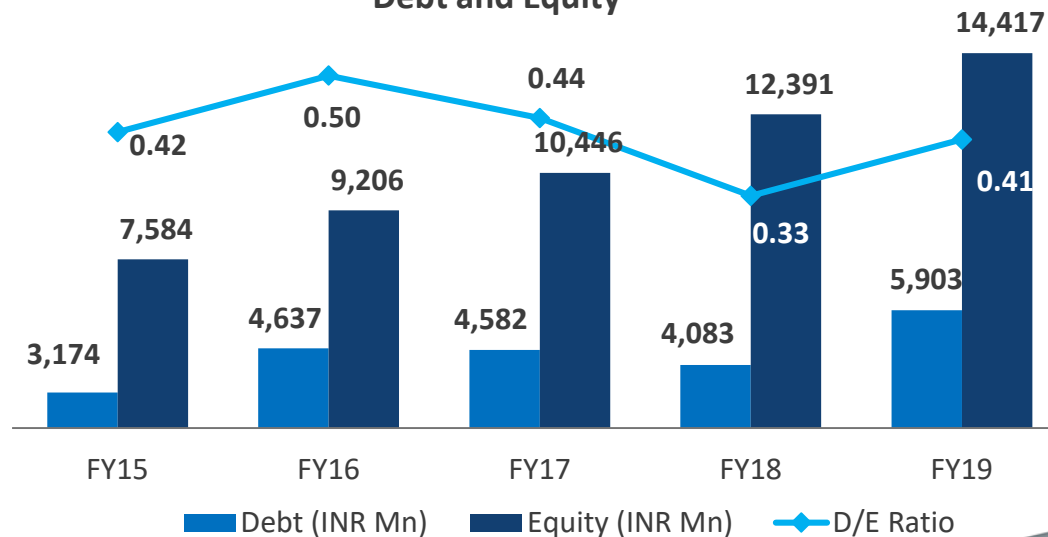
FY19 Performance Metrics – Consolidated



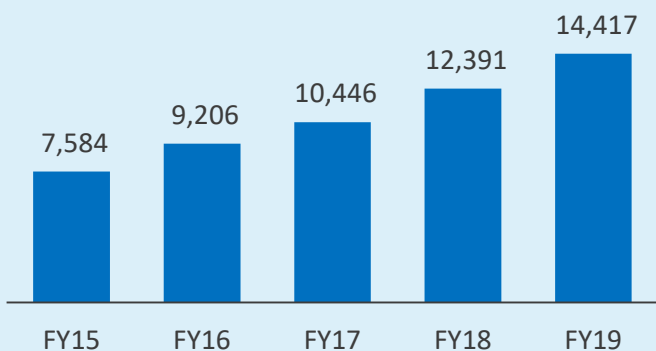
Revenue Summary



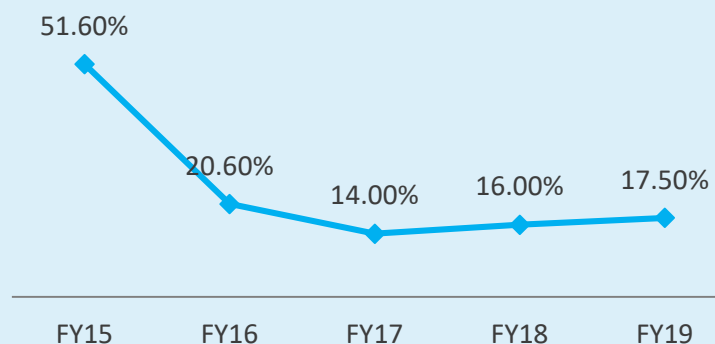
Debt and Equity



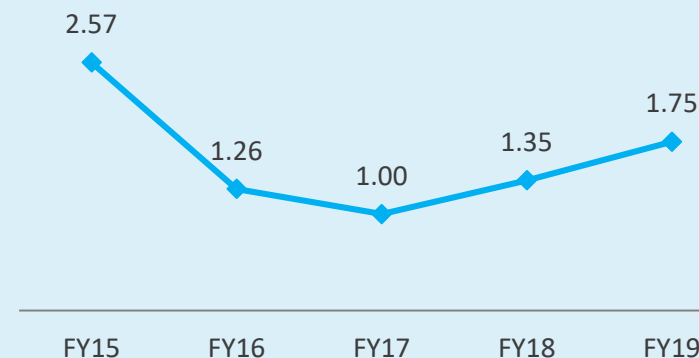
Networth (INR Mn)



RoE (%)



EPS (INR)



Strong Order Book of ~INR 11,350 Cr provides visibility

**Total Order book
of ~INR 11,350 Cr**

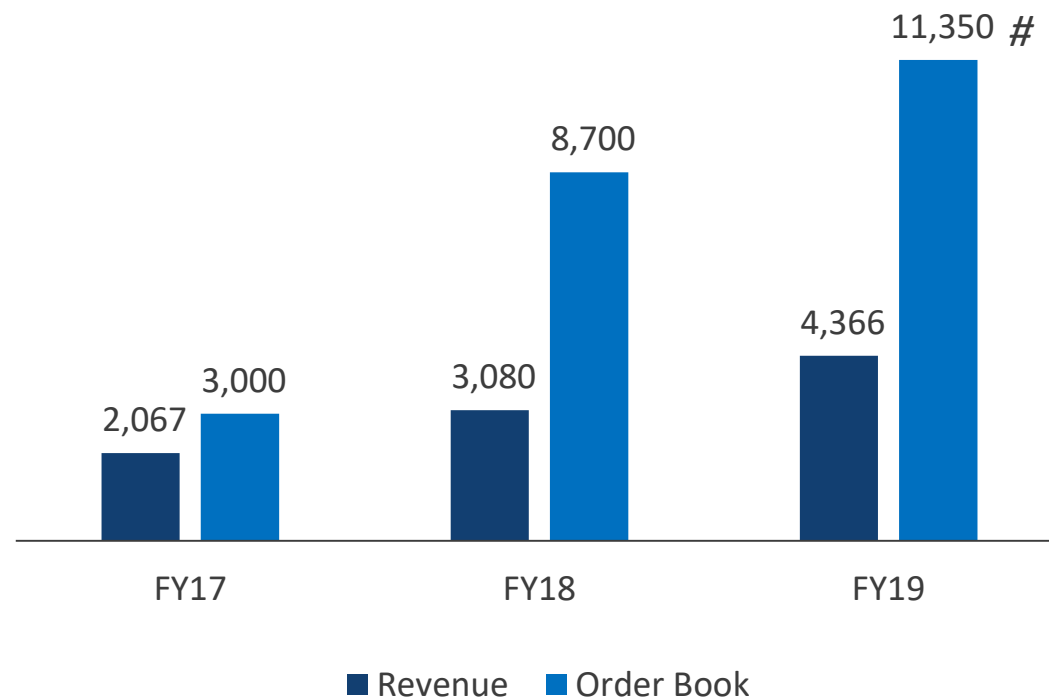
- Prestigious orders spread across all business verticals- telecom, defence, railways, OFC Turnkey & manufacturing, Smart Cities and private operators
- Break through in overseas orders for Railway Systems

**~2.5 times
FY19 revenue**

**Strong
Earning
Visibility**

**O&M Contracts
worth ~INR 1,650 Cr
Ensuring high margin
revenues YoY**

Order Book To Revenue (INR Cr)*



* Standalone # Current Order Book

Massive US\$ 100 Bn+ Industry Opportunities



Huge Infrastructure expenditure

is underway in India

Strengthening backhaul and FTTx for a fiber rich diet

Need for High Speed Broadband

Nearly **70% of India's towers need to be fiberized** by 2020

OFC installations to become critical for network expansions

Networks to become denser and deeper – making **fiberization an imperative**

Fiberizing 70% of the towers will require an estimated 600,000 fkm, at an investment of **INR 560 Bn**

5G deployments are likely to entail massive investments of around **INR 4,200 bn** In next 5-6 years

R&D efforts towards innovative, indigenous WiFi network solutions shall be ready for deployment in 2019

FTTH shall play a significant role in broadband vision.

Fixed broadband to rise to 113.5m household connections, at a CAGR of 40.7% during 2017-22

Make In India push for Defence Products provide an opportunity of **INR 500 Bn** in HFCL's addressable market

Government and Private Operators Shall continue investing substantial capital in upgrading telecom infrastructure

Gol's push in fast-tracking its Smart City mission is yielding results with SPVs getting formed in most cities

Outlay of **INR 2,040 Bn** has been approved for 99 cities

Railways would overhaul the signaling system by spending about **INR 850 bn** over next 5-6 years

Value Proposition



Agile Portfolio of Products and Solutions

Agile portfolio of products and solutions backed by excellent manufacturing facilities

Leadership

Established leader in providing fully integrated solutions in building Communication Networks for Telecom, Defence, Railways and other sectors

Strong Order Pipeline

Strong earning visibility with ~INR 11,350 Cr Order Book. Significant Orders spread across verticals. Comprises of INR 1,650 Cr high margin O&M Contracts

IPR Ownership

Owns IPRs & Copyrights for various products

Comfortable Debt Equity

Free Cash Positive with comfortable D/E of 0.41x Credit rating has significantly improved from D in FY12 to A- with stable outlook since July,2018

Diverse Customer Base

Diverse Customer Base across all verticals of operations

Backward Integration & Expansion

Backward Integration into Optical fiber Manufacturing shall strengthen supply chain and enhance operating margins. Expansion of OFC Capacity in HTL is in progress.

Capitalising on Infra Wave

Proven expertise in optical fiber network roll out helps in capitalizing on Telecom Infrastructure wave. Government and Private players shall continue to make significant investment

New Business Initiatives

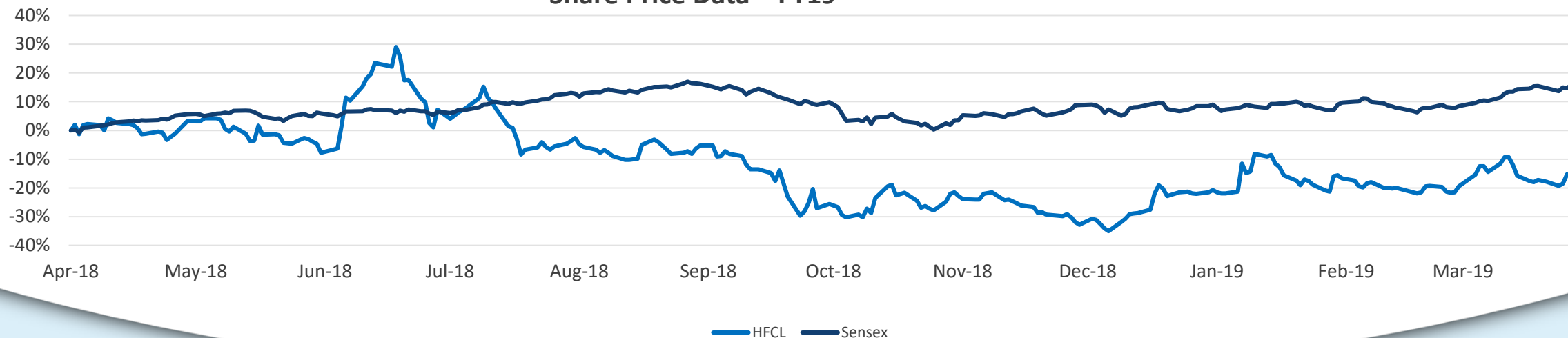
Developing new products for Telecom and Defence. Promising opportunities in Railways, Smart Cities & Surveillance.

Strategic Partnerships

Long standing association with marquee customers



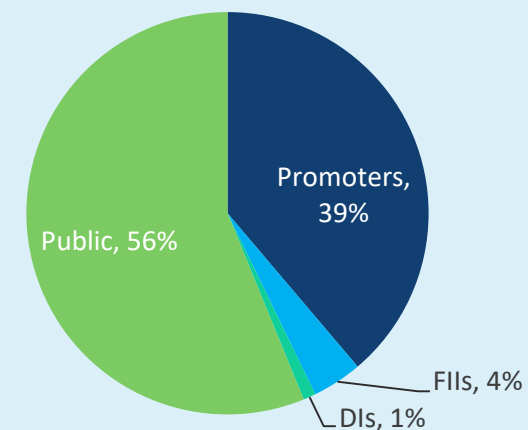
Share Price Data – FY19



PRICE DATA (AS ON 31st March, 2019)

| | |
|---|-------------|
| Face value (INR) | 1.00 |
| Market Price (INR) | 22.55 (NSE) |
| 52 Week H/L (INR) | 35.25/17.00 |
| Market Cap (INR Mn) | 28,117 |
| Equity Shares Outstanding (Mn) | 1,274.38 |
| 1 Year Avg. Daily trading volume ('000) | 5,830.00 |

Shareholding - (As on 31st March, 2019)



| | | |
|---------|---|---|
| ADSS | : | All-Dielectric Self-Supporting |
| ANPR | : | Automatic Number Plate Recognition |
| ARP | : | Aramid Reinforcement Plastic |
| CCTV | : | Closed Circuit Television |
| CMS | : | Challan management System |
| CPRI | : | Common Public radio Interface |
| DWDM | : | Dense Wave Digital Multiplexing |
| EBIDTA | : | Earing before Depreciation, Tax, Amortisation |
| FDMS | : | Fiber Distribution management System |
| FRP | : | Fiberglass Reinforced Plastic |
| FTTx | : | Signifies reach of Fiber to the Home, Curb, Office, Desk - FTTH, FTTC, FTTP, FTTD etc |
| GOFNMS | : | Optical Fiber Cable Network Management System |
| HCRR | : | High Capacity Relay Radio |
| HFTB | : | Fiber Termination box |
| HTMS | : | Highway Traffic Management System |
| IGFR | : | Impregnated Glass Fiber Reinforcement |
| IP MPLS | : | Internet Protocol - Multi-protocol Label Switching |
| LTE | : | Longterm Evolution |
| NMS | : | Network management System |
| OFC | : | Optical Fiber Cable |
| PABX | : | Private Automatic Branch Exchange |
| PAT | : | Profit after Tax |
| PMS | : | Parking Management System |
| RFP | : | Request for Proposal |
| RLVD | : | Red Light Violation System |
| SDR | : | Software Defined Radio |
| UBR | : | Unlicensed Band Radio |
| VA | : | Video Analytics |
| VMS | : | Vehicle Management System |
| WAP | : | Wireless Access Points |
| WiFi | : | Wireless Fidelity |
| WLC | : | Wireless Lan Controller |

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