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HFCL/SEC/22-23  
October 20, 2022

<b>The BSE Ltd.</b> 1 <sup>st</sup> Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400001 <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Security Code No.: 500183</b>	<b>The National Stock Exchange of India Ltd.</b> Exchange Plaza, 5 <sup>th</sup> Floor, C - 1, Block G Bandra - Kurla Complex, Bandra (E) Mumbai - 400051 <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a> <b>Security Code No.: HFCL</b>
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**RE: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "SEBI Listing Regulations").**

**Subject: Earnings' Presentation.**

Dear Sir(s)/ Madam,

This is further to our earlier announcement dated October 18, 2022.

In terms of Regulation 30 read with Para A of Part A of Schedule III to the SEBI Listing Regulations, we hereby submit a copy of the **Earnings' Presentation** on, *inter-alia*, the **Un-Audited Financial Results of the Company for the 2<sup>nd</sup> Quarter and Half Year ended September 30, 2022**, both on **Standalone and Consolidated** basis, to be discussed during the **Earnings' Call** scheduled to be held on **Thursday, October 20, 2022 at 05:00 p.m.**

It may be noted that the Board of Directors of the Company has, considered and approved the aforesaid Financial Results of the Company, in its meeting held on October 18, 2022.

You are requested to take the above information on records and disseminate the same on your respective websites.

Thanking you.  
Yours faithfully,  
For **HFCL Limited**

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

**Encl:** Earnings' Presentation.

# Investor Presentation

September 2022



HFCL Limited

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# HFCL at a Glance




Hyderabad Facility

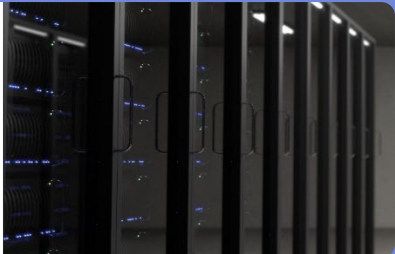
# A leading innovation-led technology enterprise

Integrated next-gen communication products and solutions provider


Innovative product offerings




Comprehensive digital network solutions



Indigenous defence products




## Key Sectors



**76%**  
of Revenue

Public Telecommunication



**21%**  
of Revenue

Defence Communication & Electronics



**3%**  
of Revenue

Railway Communication



**Largest market share** in Optic Fibre Cable (OFC) supplies in India

**One of the largest** producers of Wi-Fi/UBR systems in India

**One of the largest** implementer of defence and public communication network

## A leading innovation-led technology enterprise

### Creating consistent value for investors

**16.3%**

Revenue –  
5 year CAGR

**26.6%**

EBITDA –  
5 year CAGR

**21.4%**

PAT –  
5 year CAGR

**26.0%**

Gross Margin

**14.7%**

EBITDA Margin

**19.3%**

RoCE

**0.26x**

Debt-Equity

**~INR 5,280 Cr + (~USD 649 mn)**

Order Book as on 30th Sep, 2022

Numbers are as on FY22

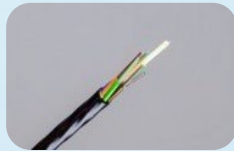


# Our product offering

## Optic Fibre / Optical Fibre Cables



Armoured Cable



Micro Cable



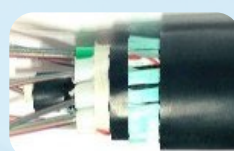
Optic Fibre



Micro Module Cable



Unarmoured Cable



Ribbon Cable



Aerial Cable

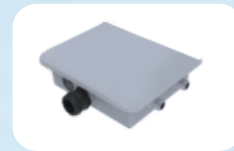


FTTH

## Telecommunication Products



Point to Point Unlicensed band radio



Indoor & Outdoor Wi-Fi 5 and 6 Access Points



Ethernet L2/L3 Switches



Cloud based Network management system

## Defence Electronics



Electro Optical Devices



Electronic Fuses



High Capacity Radio Relay



VMS & Video Analytics

## Passive Connectivity Solutions



Cable Assemblies



High Density Cabinets



Fibre Termination Box



Joint Closures



PLC Splitters



Aerial/ FTTx Accessories

More products in pipeline including 5G products...

# Comprehensive network solutions

## Public Telecommunication Solutions

Comprehensive solutions for building of **wireless and optical telecommunications networks**

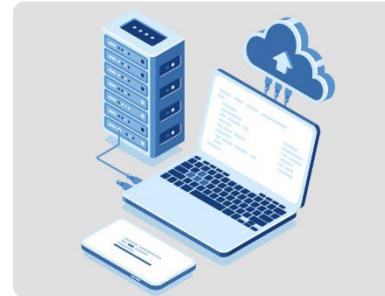


**1,75,000+** km  
of optical fibre cables laid out

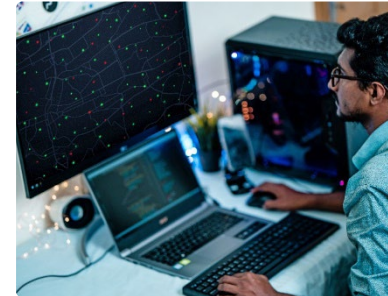


Optical Transport Network, Rural GSM Network, Broadband Network, Access Network, Fibre to Home and In-building Solutions, Radio Backhaul

## Defence Communication Solutions



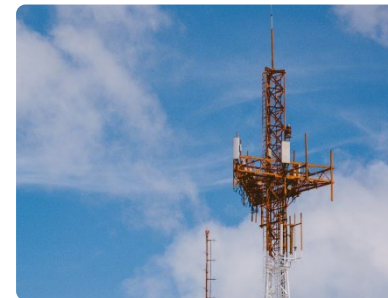
Optical fibre Cable and Optical Transport Network



Fibre Monitoring & Management System



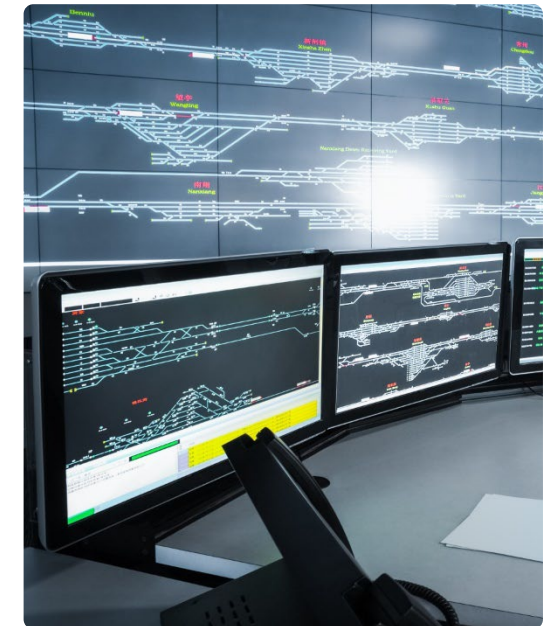
Multi Protocol Label Switching Network



Microwave Radio Backhaul Solution

Building dedicated standalone optical MPLS based network for Indian armed forces with a contract value of USD 1.11 bn

## Railway Communications Solutions



Integrating communication network for metros & mainline railways



# Marquee network projects under implementation



## Public Telecommunication

Rolling out backbone and backhaul Optical fibre Cable & FTTH Network for **Reliance Jio** across Northern India

Working on implementation of multiple hybrid projects for **BharatNet Phase-II OFC** network, setting up Rural mobile network, WiFi, IP and MW network

~INR **1,757+** Cr  
(USD 216+ mn)  
Current Order Book



## Defence Communication

Rollout of exclusive and dedicated nationwide DWDM based **optical transmission backbone network**

Integrating **fibre network overlay** with GIS maps, satellite images and commercial land base data

Planning, design and implementation of a **nationwide IP backbone and access network**

End-to-end solution for multiple **hybrid microwave broadband radio** links in remote areas

**Security & Surveillance implementation** with CCTV, surveillance access system and fire detection system at 300+ army locations

~INR **2,069+** Cr  
(USD 254+ mn)  
Current Order Book



## Railway Communication

Implementing telecom networks for seven greenfield **dedicated freight corridor projects** for Indian railways

**Integrating communication network** for metros & mainline railways

Implementing **video management systems** at ~600 railway Stations

Integrating communication network for **Kanpur-Agra, Mauritius** and **Dhaka** Metro rail projects

~INR **320+** Cr  
(USD 39+ mn)  
Current Order Book

# Long standing relationships with major stakeholders



# Our global presence



Integrated manufacturing

Strong R&D

Customized offerings

Cost-effective solutions

Tech agility



Customers in **30+** Countries



**2** R&D Centres of Excellence in Bengaluru & Gurugram

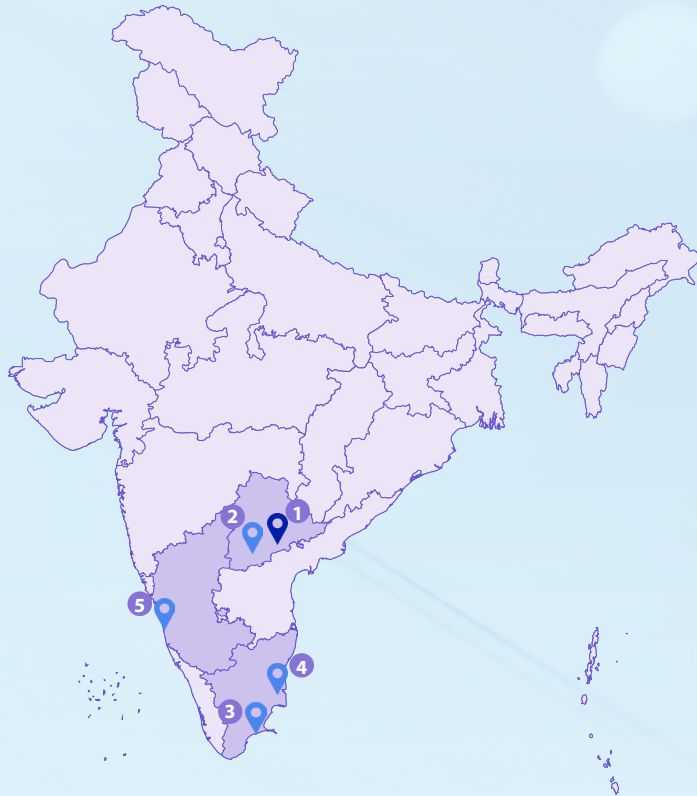


**3,392+** Employees



**1,857+** Engineers

# State-of-the-art facilities buoyed by capacity expansion



**5** Manufacturing facilities across India with capacities of:

**23.95 mn fkm** for OFC      **2,700 MT** IGFR

**10 mn fkm** for optic fibre      **702k ckm** for FTTH cables

**504k km/annum** FRP      **660k km/annum** ARP

- Existing manufacturing facilities
- Upcoming facilities  
Greenfield defence equipment production facility



**Hyderabad, Telangana** 1 2

**10 mn fkm** Optic fibre      **4.2 mn fkm** OFC

**432k cable km/annum** FTTH Cable



**Chennai, Tamil Nadu** (through subsidiary company HTL Ltd) 3

**11.75 mn fkm** OFC

FTTH Cable **270k cable km/annum**



**Hosur, Tamil Nadu\*** 4

**504k km/annum** FRP Rods      **660 kkm/annum** ARP Rods

**2,700 MT** IGFR \* Through HTL Limited

**24,000 MT /annum** PE Compounding facility \* Through HTL Limited



**Verna, Goa** 5

**8 mn fkm** OFC

# Focusing on Global 5G opportunities

Addressable product segment	Portfolio under development	Impact/Opportunity capitalization	Cumulative market size (FY21-25)
5G Transport products	<ul style="list-style-type: none"> <li>Cell Site Router</li> <li>DU (Distributed Unit) Aggregation Routers</li> <li>CU (Centralized Unit) Aggregation Routers</li> </ul>	<p>Modernization requirement for transformation of transport network for 5G</p>	USD 16.4 bn
5G RAN products	<ul style="list-style-type: none"> <li>5G 8T8R/32T32R/64T64R Macro RU / mMIMO (Radio Unit)</li> <li>5G 2T2R/4T4R Indoor Small Cell for FR1 (Sub 6 GHz) and FR2 (Millimeter Wave)</li> <li>5G 2T2R/4T4R Outdoor Small Cell for FR1 and FR2</li> <li>FWA CPE (Indoor and Outdoor for FR1 &amp; FR2)</li> </ul>	<p>Compliant to 3GPP Release 16 and based on open standards like ORAN (Open RAN)</p> <p>CSPs embracing ORAN to unlock innovation, for rapid roll out of innovative 5G services, and for supply chain diversity</p>	USD 48.3 bn
System Integration (SI) Services	<ul style="list-style-type: none"> <li>E2E ORAN Integration Solution Provider</li> <li>Private 5G network for Enterprises</li> <li>5G enabled solutions for specific industry verticals like Manufacturing, Defence, Railways, Smart Cities, etc.</li> <li>Telco Cloud Managed Service Provider</li> </ul>	<p>5G ORAN space has multiple vendors and CSPs want SI services to certify interoperability &amp; deliver end-to-end public/private 5G networks</p> <p>Enterprises and industry verticals seek E2E services to realize automated operations with 5G enabled use-cases powered by Data, Analytics and AI</p>	USD 65.4 bn

02

# Opportunity Landscape



# The world's 2<sup>nd</sup> largest telecom market with 2<sup>nd</sup> highest internet users at an inflection point

## Driven by

**Economic impact of 5G** - estimated to reach USD 1 trillion by 2035

Growing domestic market - increasing Minutes of Use (MoU) and data usage - supported by growing income and youth population

Supportive government policies - like 'Make in India' and China +1 strategy - creating new opportunities in both global and domestic markets

Government focus on rural connectivity and implementation of BharatNet Phase II to lead to incremental demand of fibre optic cable. Strengthening of telecom infrastructure with increased fibreised cell tower ratio, expected to double at 70% by 2025

## Fast-tracked by

### Budget 2022 impetus

5G spectrum allocation in July 2022 to facilitate telcos rolling out 5G services by FY23

Enterprises can lease 5G spectrum or obtain 5G network slices from telcos to setup Private 5G networks

PLI scheme for design-led manufacturing announced to build a strong ecosystem for 5G

Implementation of Bharat Net project to be on fast-track

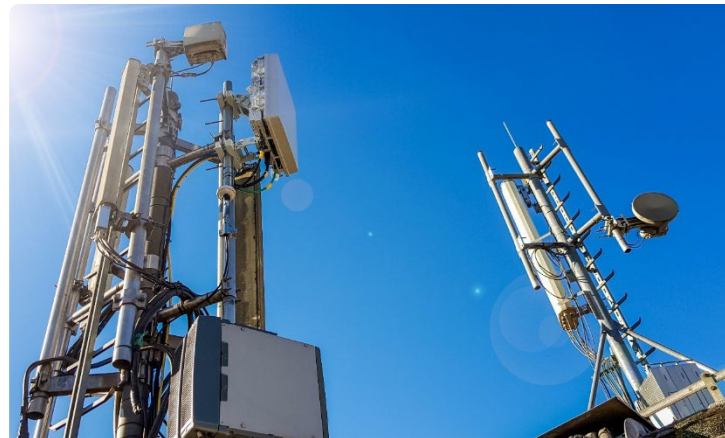


# Demand boost across the portfolio

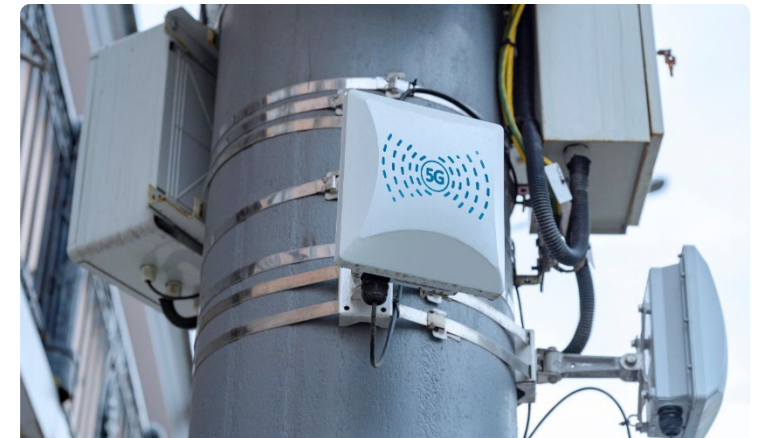
**TAM over FY21-25**



**~USD 6.2 bn TAM  
for OF/OFC and Accessories**



**~USD 7.8 bn TAM for  
Telecom Equipment**



**~USD 18 bn TAM for  
5G Equipment and Services**

**Total Addressable Market (TAM) of USD 32 bn during FY21-25 in India**



# Leveraging the world's largest rural broadband connectivity program (India's BharatNet Project)

The project is both an enabler and a key beneficiary of other key government schemes, such as Digital India, Make in India, the National e-Governance Plan, UMANG, Bharatmala, Sagarmala, Parvatmala, dedicated freight corridors, industrial corridors, and UDAN-RCS.

## Our contribution and response

We are among the few companies in India that have played a crucial role in BharatNet Phase-II project by completing the deployment of 7843 Km of OFC Network in Punjab and 7733 Km in Jharkhand, and has been pivotal in bringing broadband connectivity to 3200 villages in Punjab and 1789 villages in Jharkhand. HFCL will be a leading contender in the implementation of Phase III of the BharatNet Project, leveraging our solid foundation and competitive advantages.

HFCL is amongst the major infrastructure provider with experience of more than 1.75lakh Km of OFC Rollout for Private Telecom Operators

**₹70,000+ crore**

Expected CAPEX investments from government of India in phase – III of BharatNet Project with additional O&M investments as actual



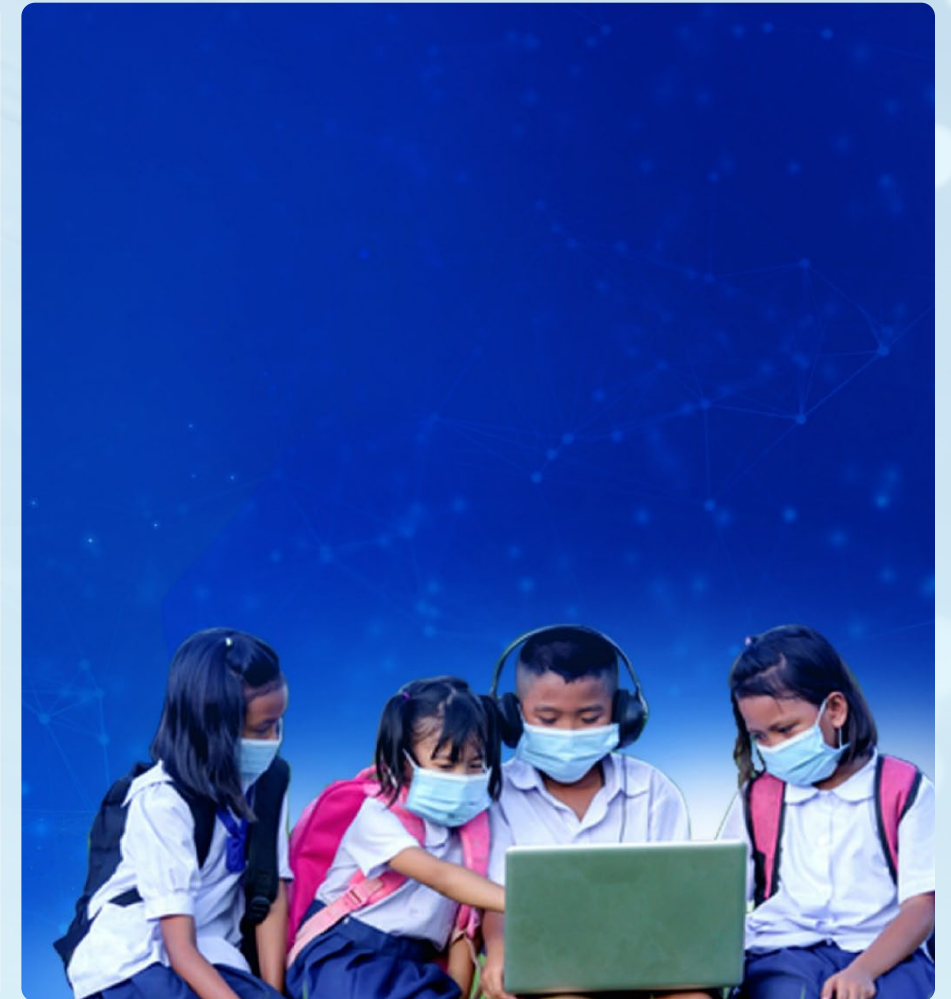
# Huge opportunity for HFCL to assist in India's target of achieving 70% tower fibre footprint by 2025

As of March 2022, India's tower fibreisation stood at 33%, leaving plenty of room for growth as the country strives to reach 70% of tower fibreisation by 2025. As a result, demand for optical fibre cable (OFC) networks and related solutions has risen significantly and is expected to increase further in the coming years.

## Government initiatives under National Broadband Mission

The Indian Government as part of the National Broadband Mission (NBM) has decided to invest more than Rs.10,000 crore to lay Optical Fibre Cables along all upcoming Greenfield and Brownfield expressway corridors by NHAI\*. The Indian Government will create a dark (inactive) fibre infrastructure which stakeholders in the market will be able to use in a direct plug and play model.

In addition, the Government aims to enhance telecommunications services by allowing mobile network companies to build tower relays and provide coverage with this OFC Network serving as a strong foundation for India's 5G ambition.



# Capitalising on global opportunities



## United Kingdom – Project Gigabit

£5 billion capital allocated by the UK government to build next-generation gigabit broadband for over one million hard-to-reach homes and businesses with 85% coverage by 2025 and 100% by 2030.



## Italy – Italia a 1Giga Plan

€3.8 billion budget allocated with the goal of providing connectivity at download speeds of 1 gigabit per second and upload speeds of 200 megabits per second, in gray areas by 2026. In Italy, ~2 million fibre-to-the-home (FTTH) passings will be made each year for the next 4 years.



## Germany – BMVI Nationwide Gigabit Plan

€43 billion has been allocated for fibre broadband deployments in Germany through 2025 to increase fibre coverage from 5.4% of households to 17.7%. Of the total capital, €12bn was committed by the federal government and rest from private capital sources.



## Austria – Symmetric Gigabit

The European Commission approved a €2 billion aid scheme for Austria through the Recovery and Resilience Facility (RRF) to build passive infrastructure for fixed broadband access networks in areas where there is no current or planned network capable of providing at least 100 megabits per second (Mbps) download speed.



## France – PFTHD (Plan France Très Haut Débit)

€21 billion capital (of which €13 billion to €14 billion from public investments) aimed at covering the entire French national territory, including all homes, businesses, and government offices, with high-speed broadband by 2025.

## Our response

As one of the largest infrastructure providers in South East Asia, we recognised the potential of European markets and formed strategic alliances with local players in these regions to provide EPC services for OFC / FTTH rollout.



# New vistas opened by modernisation drive in India's defence forces

## Driven by

Import reduction from 65% to 30% by FY32 on the back of initiatives like Aatma Nirbhar Bharat, Make in India, Defence Acquisition Procedure (DAP) 2020 and Negative Import List

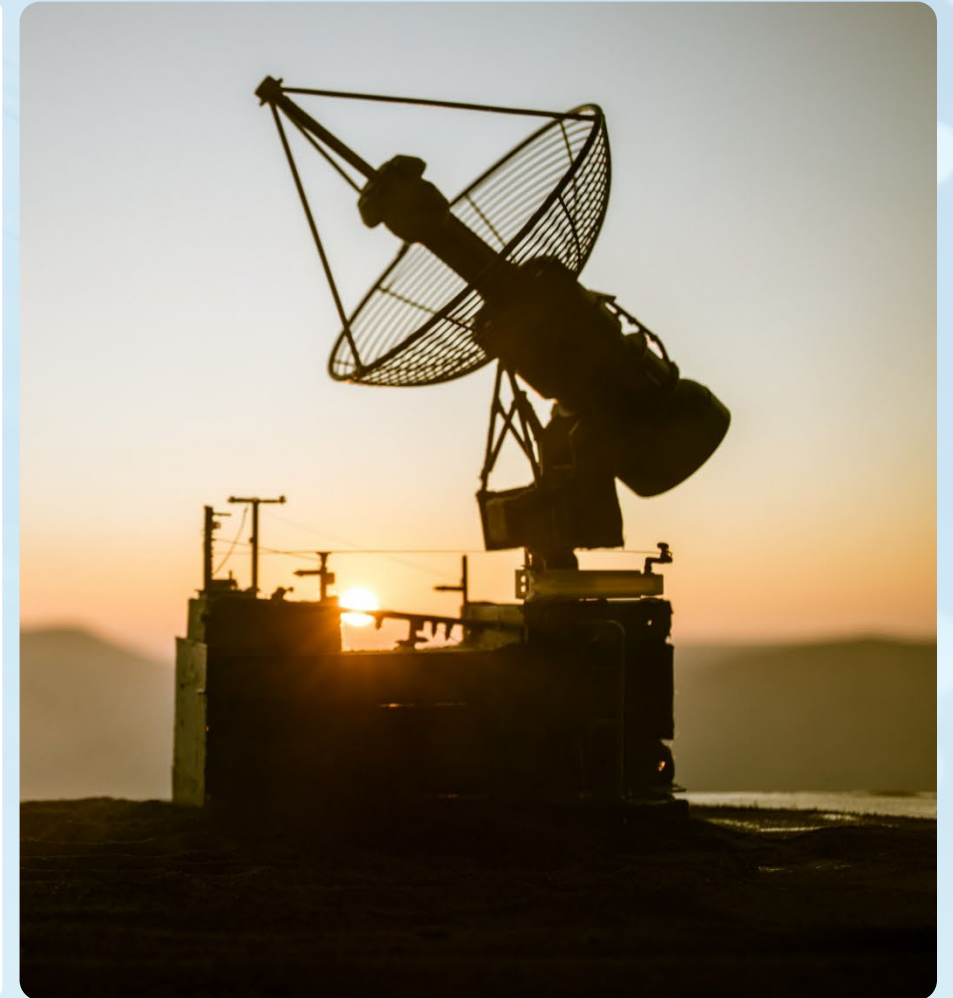
Increased FDI limit from 49% to 74% and draft DPEPP-2020, enabling market expansion and exchange of product know-how

## Fast-tracked by

### Budget 2022 impetus

68% capital procurement budget earmarked for domestic industry in 2022-23, compared to 58% in 2021-22

R&D opened up for industry, start-ups and academia with 25% of defence R&D budget earmarked for it



# Robust demand across product segments

## Market size per year by FY25



~USD 2.9 bn  
Electro-optics



~USD 0.39 bn  
Electronic fuse



~USD 0.20 bn Software  
defined radio (SDR)

TAM for HFCL in defence electronics in India expected to be USD 3.5 bn for a year by FY25

# Transforming the world's 4<sup>th</sup> largest rail network

**~USD 3.7 bn**

TAM in Indian Railways communications over the next decade

## Driven by

Dedicated Freight Corridors – Greenfield projects with 3 projects in DPR stage

Modernisation of signalling & telecommunication in Indian Railways

~35 global Metro Rail projects in planning/ proposed stage

8 RRTS projects proposed, 3 being considered for immediate implementation

## Overall Project Costs

Projects with capital cost of construction of USD 24.4 bn in the DPR stage, likely to be taken up post-2022

Overall investment of USD 7.5 bn in projects likely to be implemented over the next 5-7 years

Overall Metro projects worth USD 31 bn spread over the next 2-10 years

## Opportunity

**~USD 0.7 bn**

**~USD 0.7 bn**

**~USD 2 bn**

**~USD 0.3 bn**

03

# Strategic Priorities



# HFCL's accelerated growth strategy



## Focusing on upcoming opportunities in Telecom, Defence and Railways

Market opportunity of ~USD 130 bn in 5G alone from FY21-FY25 ; ~USD 68 bn in Defence Communication over the next 12 years, ~USD 3.7 bn in Railways Communication over next 7-10 years

Immense demand for fibre optic cables, Telecom and networking products across the world followed by expansion of 4G and evolution of 5G Network

## Integral part of India's digital journey

Implementing network for leading telcos

Part of BharatNet, a large rural broadband project (Gov initiative)

## Building new structures to focus on key specialization areas

Focusing on development of networking products for 5G network solutions

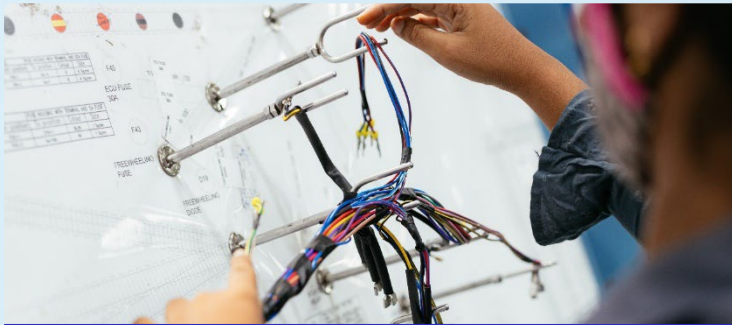
New 5G business unit

Strengthening organization structure and processes aligned with upcoming business profile

Focusing on extensive training and retention of human resources



## HFCL's accelerated growth strategy



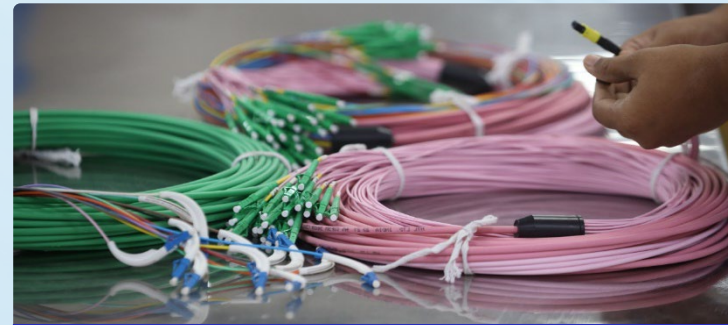
### Expanding manufacturing capacities

Expanding OFC & fibre capacity at Hyderabad, Goa & Chennai ;OFC Capacity will be up from 23.95 mn fkm to 34.75 mn fkm and OF capacity will reach to 22mn fkm from 10mn fkm in phased manner

Setting up new facilities at Hyderabad for manufacturing of defence products

Setting up facilities to manufacture wire harnesses

Strengthening backward integration for OFC facilities at Chennai, Hosur and Hyderabad



### Product mix shift to margin accretive own designed products

Aim to increase our revenue mix coming from higher margin own designed products

Revenue share of products has increased to ~59% in Q1FY23 as compared to ~43% of FY22 revenue



### Extending market reach

Exports of OFC and Telecom products to 30+ countries

Plan to expand this further in next 3 years

Ongoing Recruitment for sales and marketing talent internationally

# Using R&D backbone for a futuristic portfolio

## Strategic focus areas

Distinctive offerings

Investment in technology including 5G solutions

Strengthen offering in key application sectors

## Strengthened by

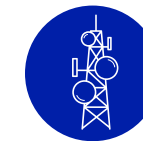
### In-house R&D team

Specialization	No. of people
Communication	65
5G Technologies	102
Defence & Other Technologies	19
Optical Fibre Cable	22
<b>Total</b>	<b>208</b>

### Partnering with renowned players and start-ups like:



### Products under development



#### Telecommunication

- Wi-Fi 7 access points
- Home Mesh Router
- Point-to-multipoint Unlicensed band radio
- Access Routers
- Passive optical network (PON) products
- 5G RAN – Macro & mMIMO Radio Units
- 5G RAN – Indoor & Outdoor Small Cell
- 5G RAN – Indoor & Outdoor FWA CPE
- 5G Transport - Cell Site Routers
- 5G Transport - DU/CU Aggregation Routers

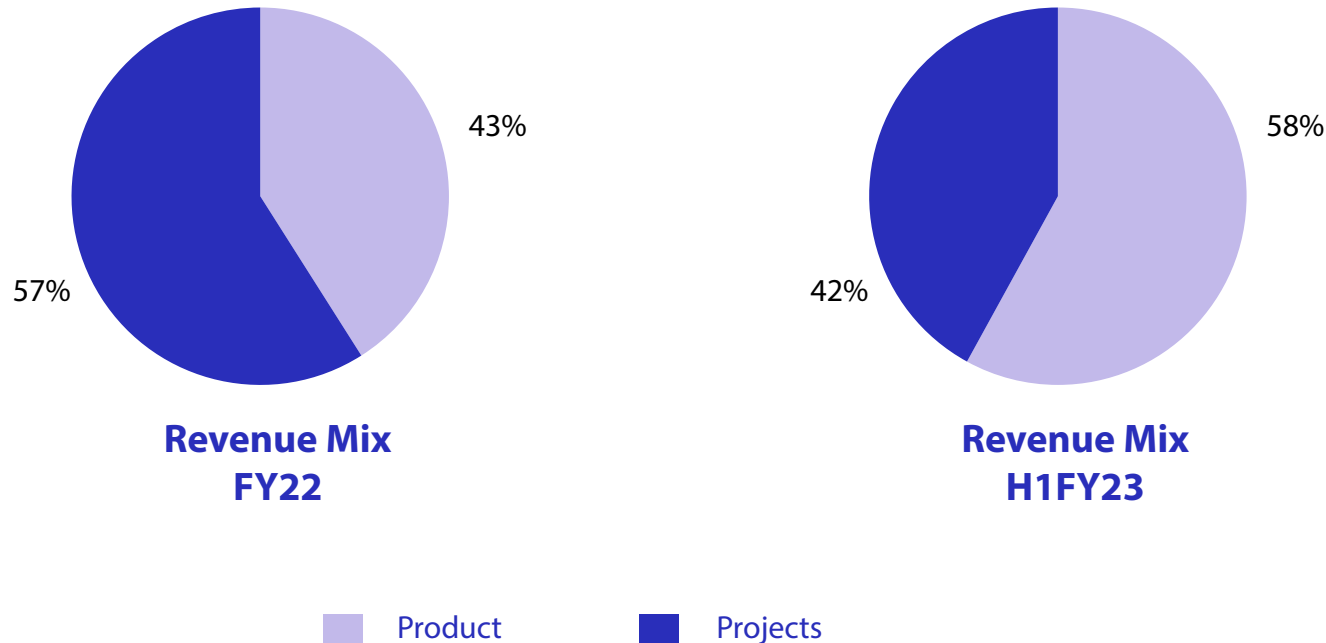


#### Defence Communication & Electronics

- Software defined radio
- Ground surveillance radar
- Thermal weapon sights

# Towards product-led growth

Revenue mix to shift towards margin accretive products through expanded capacity in OFC/FTTH segment and development of new telecom & defence electronics products



## Leading to

- Access to new geographies
- Uniform revenue flow
- Lower working capital requirement

# Intensifying global footprint to capitalize on demand

## Opportunities in exports

Multiple inquiries received for new products

PLI making exports immensely attractive and profitable

## Leveraging core strengths

New Product Design

Strong relations with customers

Products at par with international standards and specifications

## Strategic way forward

Product portfolio expansion

Capacity expansion underway

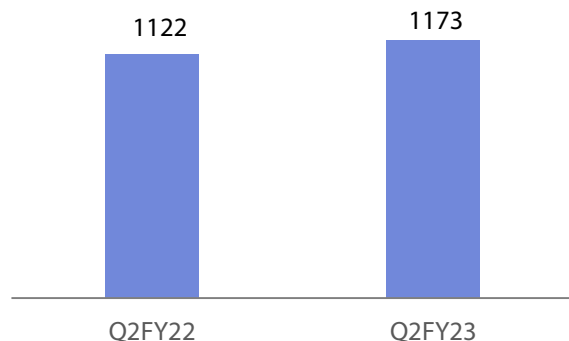
Expansion of international sales and marketing team

# Financial Drivers

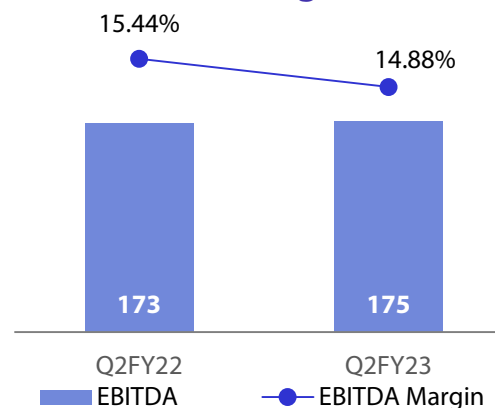


# Q2FY23 Key Highlights - Consolidated

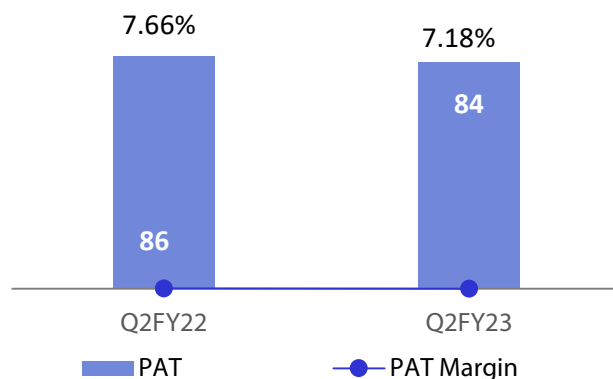
## Total Revenue



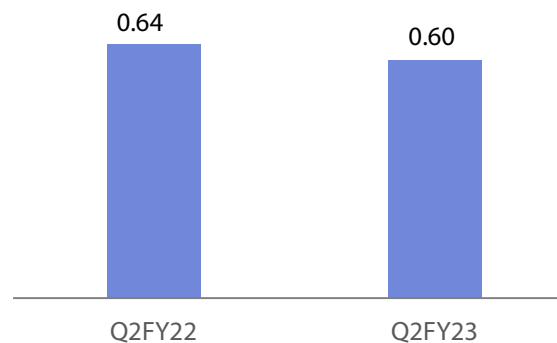
## EBITDA & Margin (%)



## PAT & Margin (%)



## Diluted EPS (INR)



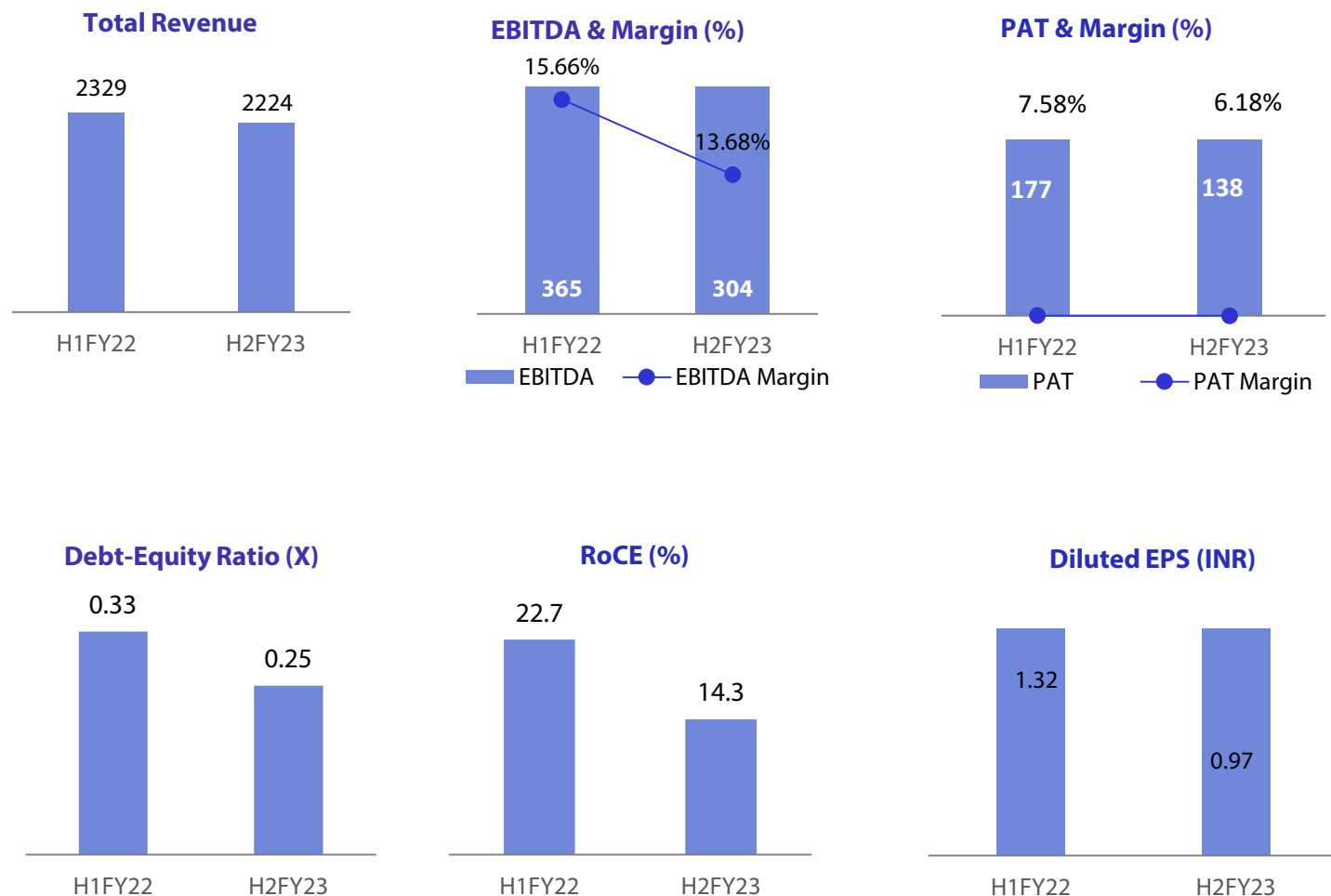
- HFCL and Qualcomm announced partnership for 5G outdoor small cell development and 5G millimeter wave FWA product development
- HFCL launched WiFi 7 access point, 5G 8T8R radio macro unit during India Mobile Congress and also announced the launch of 5G lab as a service to accelerate rollout of 5G solution and services
- Establishment of Greenfield facility for manufacturing of Polymer Compound
- Received multiple orders from leading telecom operators in India and RailTel for supply of OFC / Telecom equipment and to also roll out FTTH network and long distance fibre network in various telecom circles.

Figs in INR Crs

# Q2FY23 Consolidated Income Statement

Particulars (INR crores)	Q2-FY23	Q1-FY23	Change Q-o-Q	Q2-FY22	Change Y-o-Y
Revenue from Operations	1,173	1,051	11.65%	1,122	4.58%
Other Income	9	20		4	
<b>Total Income</b>	<b>1,182</b>	<b>1,071</b>	<b>10.38%</b>	<b>1,126</b>	<b>4.97%</b>
Total Expenses	1,007	941		953	
<b>EBITDA</b>	<b>175</b>	<b>130</b>	<b>34.57%</b>	<b>173</b>	<b>0.81%</b>
<b>EBITDA Margin (%)</b>	<b>14.88%</b>	<b>12.35%</b>	<b>253Bps</b>	<b>15.44%</b>	<b>-56Bps</b>
Depreciation	21	20		18	
Finance Cost	40	38		40	
Share of net profits / (loss) of JV's accounted using equity method	-	(1)		-	
Exceptional Items	-	-		-	
<b>PBT</b>	<b>114</b>	<b>71</b>	<b>60.43%</b>	<b>115</b>	<b>-1.24%</b>
<b>PBT Margin (%)</b>	<b>9.70%</b>	<b>6.75%</b>	<b>295Bps</b>	<b>10.27%</b>	<b>-57Bps</b>
Tax	30	18		29	
<b>Profit after Tax</b>	<b>84</b>	<b>53</b>	<b>58.81%</b>	<b>86</b>	<b>-1.90%</b>
<b>PAT Margin (%)</b>	<b>7.18%</b>	<b>5.05%</b>	<b>213Bps</b>	<b>7.66%</b>	<b>-48Bps</b>
Other Comprehensive Income	(1)	-		1	
<b>Total Comprehensive Income</b>	<b>83</b>	<b>53</b>	<b>56.25%</b>	<b>87</b>	<b>-3.72%</b>
EPS (Diluted INR)	0.60	0.37	62.16%	0.64	-6.25%

# H1FY23 Key Highlights - Consolidated



- HFCL and Wipro announced 5G product development partnership
- HFCL and Qualcomm announced partnership for 5G outdoor small cell development and 5G millimeter wave FWA product development
- HFCL launched WiFi 7 access point, 5G 8T8R radio macro unit during India Mobile Congress and also announced the launch of 5G lab as a service to accelerate rollout of 5G solution and services
- Establishment of Greenfield facility for manufacturing of Polymer Compound
- Received multiple orders from leading telecom operators in India and RailTel for supply of OFC / Telecom equipment and to also roll out FTTH network and long distance fibre network in various telecom circles.

Figs in INR Crs

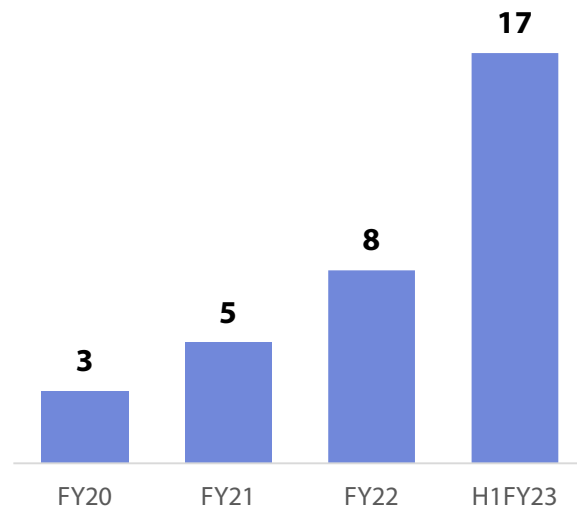


# H1FY23 Consolidated Income Statement

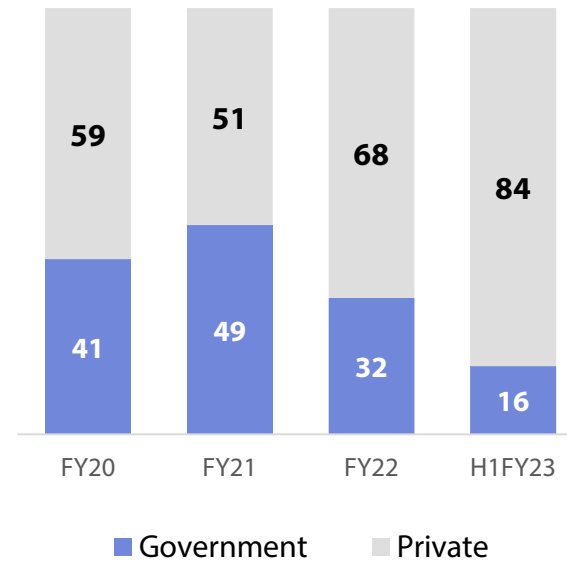
<b>Particulars (INR crores)</b>	<b>H1-FY23</b>	<b>H1-FY22</b>	<b>Change Y-o-Y</b>
Revenue from Operations	2,224	2,329	-4.48%
Other Income	29	9	
<b>Total Income</b>	<b>2,253</b>	<b>2,338</b>	<b>-3.65%</b>
Total Expenses	1,949	1,973	
<b>EBITDA</b>	<b>304</b>	<b>365</b>	<b>-16.56%</b>
<b>EBITDA Margin (%)</b>	<b>13.68%</b>	<b>15.66%</b>	<b>-198Bps</b>
Depreciation	41	36	
Finance Cost	77	90	
Share of net profits / (loss) of JV's accounted using equity method	(1)	-	
Exceptional Items	-	-	
<b>PBT</b>	<b>185</b>	<b>239</b>	<b>-22.79%</b>
<b>PBT Margin (%)</b>	<b>8.31%</b>	<b>10.27%</b>	<b>-196Bps</b>
Tax	47	62	
<b>Profit after Tax</b>	<b>138</b>	<b>177</b>	<b>-22.21%</b>
<b>PAT Margin (%)</b>	<b>6.18%</b>	<b>7.58%</b>	<b>-140Bps</b>
Other Comprehensive Income	(1)	-	
<b>Total Comprehensive Income</b>	<b>137</b>	<b>177</b>	<b>-22.65%</b>
EPS (Diluted INR)	0.97	1.32	-26.52%

# Diversified Revenue Streams

Exports Revenue Share (%)



Revenue Share by Type of Customers (%)



05

# ESG



# Environmentally-conscious operations



**Partnership with Greentek Reman for e-waste management**



**Sewage Treatment Plant (STP) of capacity 30 KL per day to recycle all domestic wastewater at Goa plant**



**Replacement of conventional lighting by LED across facilities and offices**



**Sustainable packaging using corrugated paper sheet instead of plastic and reengineering of packaging drums to save wood and fuel**



**Sustainable manufacturing through initiatives such as installation of high efficiency compressed air suction devices reducing noise and usage of compressed air**

# Committed to community welfare

## Healthcare



### MMUs

Running 5 Mobile Medical Clinics at different locations for providing preventive healthcare facilities in remote areas.

### HFCL Medi-Dialysis Centre

Extending dialysis services at HFCL Medi-Dialysis Centre, New Delhi.

### Advance Health Care

Supporting corrective polio surgeries at St. Stephen's Hospital, Delhi, providing cardiac valves for open heart surgeries at National Heart Institute, New Delhi and providing critical and preventive health care support in Valsad, Gujarat through Shah Foundation.

### Individual critical care grant

Extending Individual critical care grant to the marginalized community.

### COVID-19 pandemic response

- We took initiatives to make people aware about COVID-19 related protocols.

- Distributed sanitizers, masks and gloves, food grains, edible oils, vegetables and other daily use essential items.

- During the lockdown, MMUs started on-call medical delivery services at doorstep.

- MMUs, either directly or indirectly, are supporting district administration in RT-PCR testing and National mass immunization program.

## Education



### PEHAL

Contributing for smart classes projects in government schools.

### SAMARTH

Adopted 50 specially-abled children and providing grants for their education.

### SAMARPAN

Education & prevention of malnutrition amongst street children.

### Foundation For Pluralistic Research & Empowerment

Providing grant for education.

### Individual Education Grant

To provide financial support to meritorious candidates and sponsoring sports training.

## Old age care



### SHEOWS

Constructed women's wing of old age home and developed facilities for healthcare. Set up solar power system to provide conducive environment for abandoned senior citizens to live with dignity and required care and love.

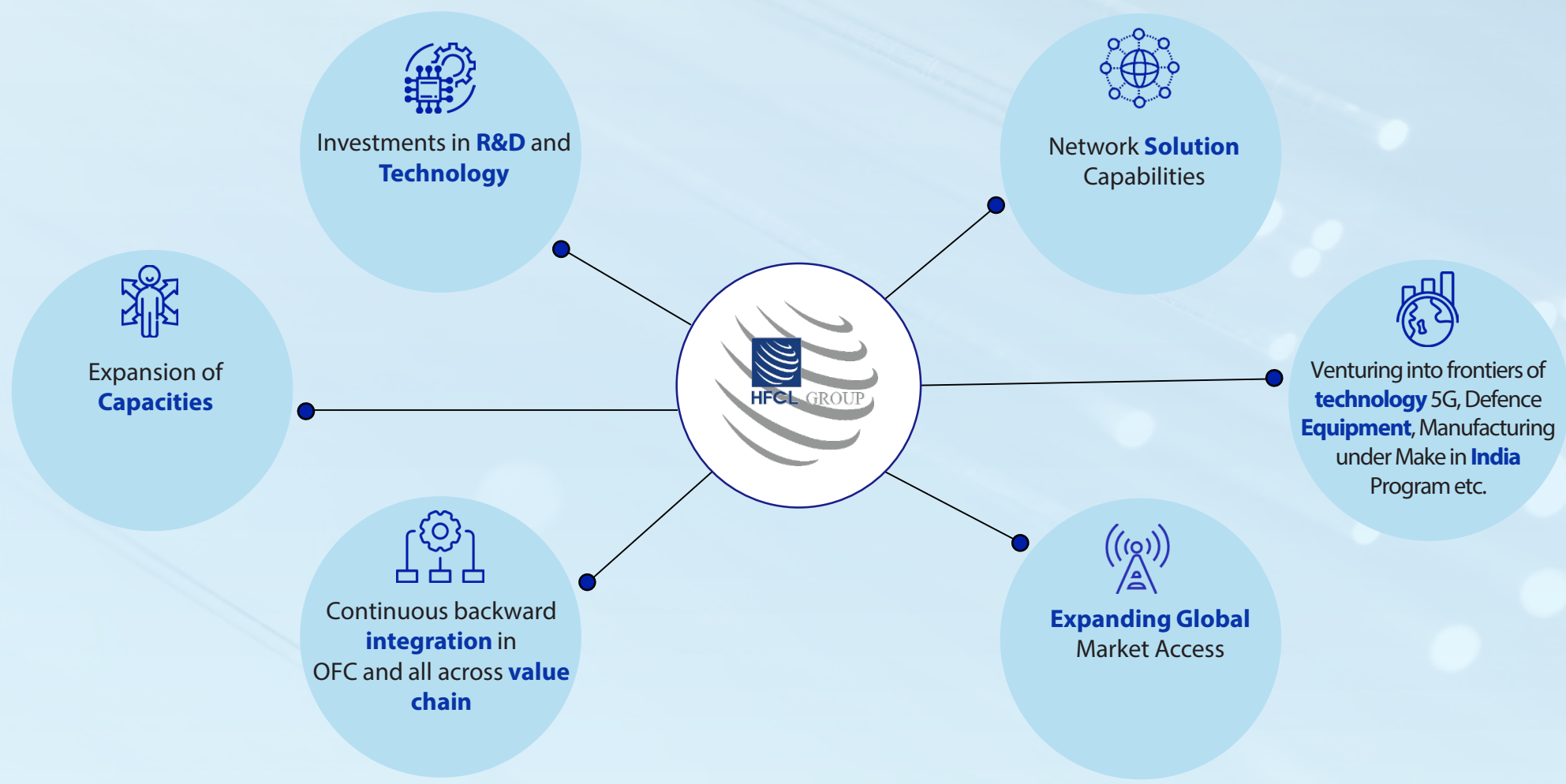
**~INR 32 Cr.**

CSR Spend in the last few years

## Our Other Projects/ Program

- Providing Grant to Care and Compassion Welfare Organization, New Delhi for welfare of stray animals
- Running various Community Development Programs and Personal Social Responsibility initiatives (PSR) through Employee Engagements

# In Summary



# Appendix



**HFCL Limited**  
OPERATING INSTRUCTIONS FOR OPTICAL MECHANICAL TESTING

**ABRASION TEST**

USE THESE INSTRUCTIONS TO PREPARE AND TEST THE SAMPLES.

SCOPE: This test is used to determine the resistance of optical fiber cables to abrasion.

PURPOSE: To determine the resistance of optical fiber cables to abrasion.

TEST METHOD: IEC-60794-1-21 (Method E10)

SCOPE: Covers all types of optical fiber cable.

PURPOSE: To verify whether kinking of fiber optic cable results in breakage of any fiber, when a loop is formed of

**SCHEMATIC:**

**Key:**  
1. initial loop  
2. direction of pull  
3. kinked configuration

**EQUIPMENTS REQUIRED:** Kink set-up, OTDR.

**PROCEDURE:**

- Before starting with test, the cable diameter and cable bending diameter should be noted. The sample length shall be 10 times the minimum bending radius of the cable.
- Cable under test shall be held in both the hands and cable shall be bent slowly to make a loop of bigger diameter.
- Slowly stretch both the ends of the cable in opposite direction until a loop of smaller diameter i.e. the loop is made to the minimum bend radius (2RD where D is diameter of cable).
- Repeat this steps for number of cycles as per customer's requirement or as specified in QAP.
- When the cable is released, no kink shall appear on it.
- The attenuation shall be noted before and after the completion of the test. The change in attenuation at 1310 nm & 1550 nm wavelengths shall be measured. Kink should disappear after the test.
- Record the results.

**ACCEPTANCE CRITERIA:**  
No kink shall occur at diameters greater than the specified minimum. The attenuation change of the sample shall not exceed the values given in the relevant specification.

**PRECAUTIONS:**  
Cable loop shall not be made less than its minimum bending radius.

HFCL-998-00-01-01-17-2005

**HFCL Limited**  
OPERATING INSTRUCTIONS FOR OPTICAL MECHANICAL TESTING

**KINK TEST**

USE THESE INSTRUCTIONS TO PREPARE AND TEST THE SAMPLES.

SCOPE: This test is used to determine the resistance of optical fiber cables to kinking.

PURPOSE: To determine the resistance of optical fiber cables to kinking.

TEST METHOD: IEC-60794-1-21 (Method E10)

SCOPE: Covers all types of optical fiber cable.

PURPOSE: To verify whether kinking of fiber optic cable results in breakage of any fiber, when a loop is formed of

**SCHEMATIC:**

**Key:**  
1. initial loop  
2. direction of pull  
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**EQUIPMENTS REQUIRED:** Kink set-up, OTDR.

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**PRECAUTIONS:**  
Cable loop shall not be made less than its minimum bending radius.

HFCL-998-00-01-01-17-2005

# Consolidated Profit & Loss Statement

Particulars (INR crore)	FY22	FY21	FY20
Revenue from Operations	4,727	4,423	3,839
Other Income	43	35	22
<b>Total Income</b>	<b>4,770</b>	<b>4,458</b>	<b>3,861</b>
Total Expenses	4,077	3,873	3,345
<b>EBITDA</b>	<b>693</b>	<b>584</b>	<b>516</b>
<b>EBITDA Margin (%)</b>	<b>14.66%</b>	<b>13.21%</b>	<b>13.44%</b>
Depreciation	78	69	42
Finance Cost	166	175	115
Share of net profits / (loss) of JV's accounted using equity method	-	-	(1)
Exceptional Items	6	4	-
<b>PBT</b>	<b>442</b>	<b>337</b>	<b>358</b>
<b>PBT Margin (%)</b>	<b>9.35%</b>	<b>7.62%</b>	<b>9.33%</b>
Tax	116	91	121
<b>Profit after Tax</b>	<b>326</b>	<b>246</b>	<b>237</b>
<b>PAT Margin (%)</b>	<b>6.89%</b>	<b>5.56%</b>	<b>6.17%</b>
Other Comprehensive Income	2	5	1
<b>Total Comprehensive Income</b>	<b>328</b>	<b>251</b>	<b>238</b>
EPS (Diluted INR)	2.38	1.87	1.76



# Consolidated Balance Sheet

<b>Equities &amp; Liabilities (INR crore)</b>	<b>H1FY23</b>	<b>FY22</b>	<b>FY21</b>	<b>FY20</b>
(A) Share Capital	138	<b>137</b>	128	128
(B) Other Equity	2,770	<b>2,661</b>	1,788	1,540
Non Controlling Interest	24	<b>20</b>	7	0
<b>Total -Shareholder Funds</b>	<b>2,932</b>	<b>2,818</b>	<b>1,924</b>	<b>1,668</b>
<b>Non Current Liabilities</b>				
(A) Financial Liabilities				
(i) Borrowings	121	<b>121</b>	251	201
(ii) Lease Liabilities	19	<b>19</b>	19	17
(iii) Financial guarantee Obligations	0	<b>0</b>	0	0
(B) Provisions	39	<b>35</b>	37	32
<b>Total - Non – Current Liabilities</b>	<b>179</b>	<b>175</b>	<b>306</b>	<b>250</b>
Financial Liabilities				
(i) Borrowings	612	<b>609</b>	669	511
(ii) Lease Liabilities	7	<b>7</b>	4	5
(iii) Trade Payables	1,027	<b>1,037</b>	1,748	815
(iv) Other Financial Liabilities	411	<b>416</b>	406	484
(B) Current Tax Liabilities	30	<b>30</b>	46	-
(C) Other Current Liabilities	85	<b>69</b>	71	52
(D) Contract Liabilities	-	<b>-</b>	30	33
(E) Provisions	11	<b>10</b>	12	11
<b>Total – Current Liabilities</b>	<b>2,183</b>	<b>2,178</b>	<b>2,987</b>	<b>1,911</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>5,294</b>	<b>5,171</b>	<b>5,216</b>	<b>3,829</b>

<b>Assets (INR crore)</b>	<b>H1FY23</b>	<b>FY22</b>	<b>FY21</b>	<b>FY20</b>
(A) Property plant & Equipment	474	465	443	437
(B) Capital Work in Progress	89	47	12	15
(C) Right-of-use-Assets	23	24	20	20
(D) Goodwill	26	26	26	26
(E) Other Intangible Assets	21	13	18	21
(F) Intangible Assets under development	89	61	24	19
(G) Investment in Associates/ JV	15	12	-	-
(H) Financial Assets				
(i) Investment	35	35	35	56
(ii) Trade receivables	710	596	445	120
(iii) Loans	11	11	7	7
(iv) Others	37	41	11	32
(I) Deferred Tax (Net)	5	5	7	12
(J) Other Non Current Assets	33	18	18	4
<b>Total - Non – Current Assets</b>	<b>1,568</b>	<b>1,354</b>	<b>1,066</b>	<b>768</b>
(A) Inventories	712	573	435	344
(B) Financial Assets				
(i) Investment	13	9	6	3
(ii) Trade Receivables	1,598	1,896	2,611	1,610
(iii) Cash & Cash Equivalentents	137	17	21	16
(iv) Bank balances other than above	182	511	285	175
(v) Loans	26	26	12	15
(vi) Others-Advances	544	386	462	558
(C) Current Tax Assets (Net)	8	6	76	98
(D) Contract Assets	284	147	21	19
(E) Other Current Assets	222	246	221	225
<b>Total – Current Assets</b>	<b>3,726</b>	<b>3,817</b>	<b>4,150</b>	<b>3,061</b>
<b>GRAND TOTAL – ASSETS</b>	<b>5,294</b>	<b>5,171</b>	<b>5,216</b>	<b>3,829</b>


# Led by an experienced management team



**S.K. Garg**  
Executive Director  
(Growth Strategy)



**V.R. Jain**  
Group Chief Financial Officer




**Jitendra Chaudhary**  
Executive President  
(Communications)




**Harsh Pagay**  
Executive President (OFC)



**Dr. Peter Weimann**  
Chief Technology Officer (OFC)



**Col B.B. Singh**  
Executive President  
(Defence Products)



**Rajesh Jain**  
Executive President  
(Telecom EPC Projects)



**Jayanta Dey**  
Executive President (5G)



**Devender Kumar**  
Executive President  
(Project Delivery)




**Jochen Arms**  
VP, Sales (DACH, Europe) (OFC)



**Sanjay Jorapur**  
President (Human Resources)



**N.L. Garg**  
President (Supply Chain)




**Sunil Kumar Pandey**  
Chief Information Officer



**Manoj Baid**  
SVP (Corporate)  
& Company Secretary



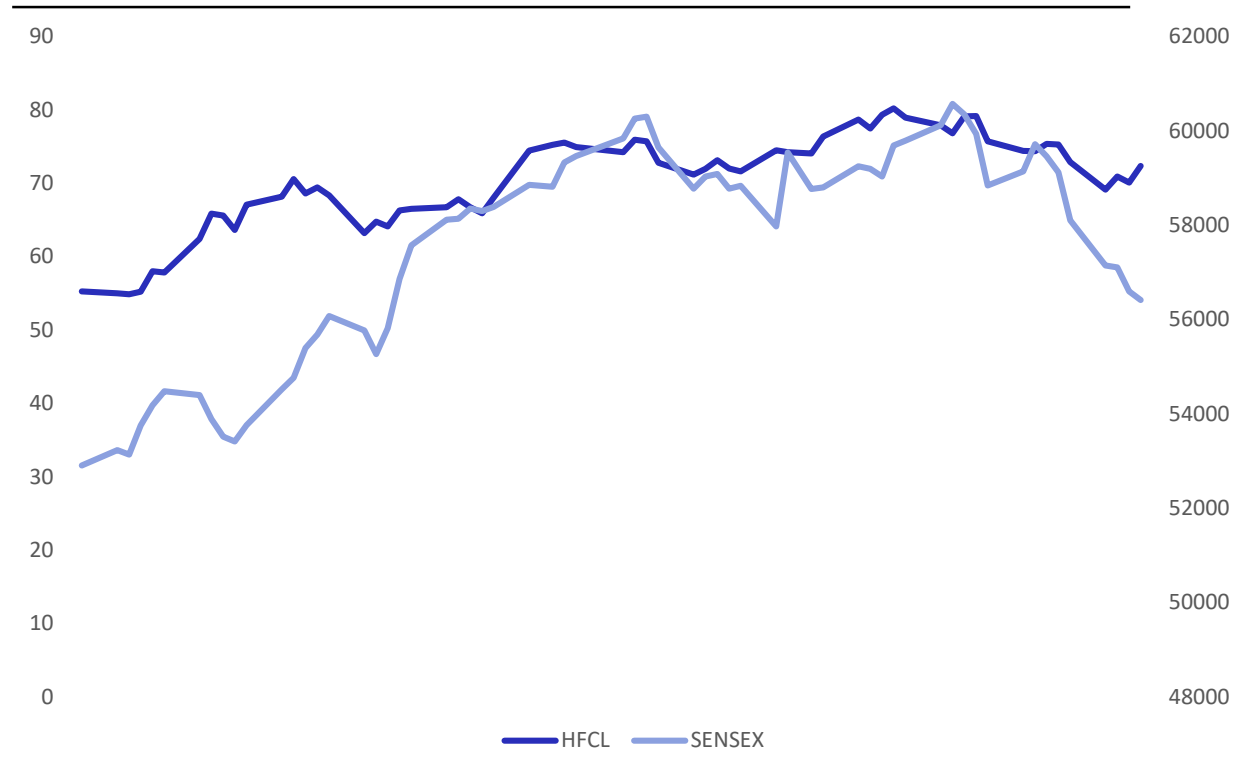
**Andrew Westerman**  
VP, International Sales  
(Communication Products)



**Subhas Mondal**  
Vice President  
R&D (5G Business)

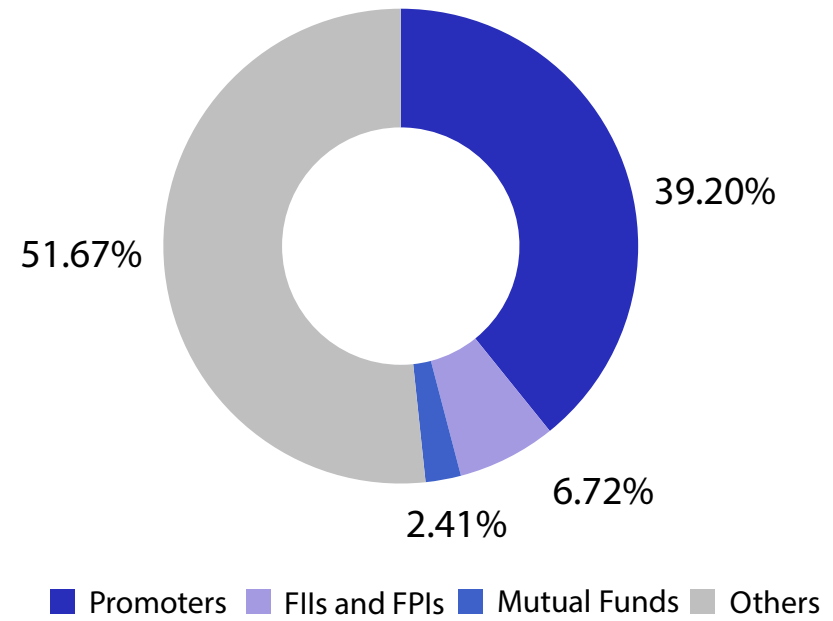
# Share price performance and shareholding pattern

**Share Price Performance (Jul'22-Sep'22)**



Listed on BSE and NSE  
(Scrip code BSE: 500183 & NSE: HFCL)

**Shareholding Pattern (as at 30th Sep 2022)**



# Abbreviations / Description

<b>Order Book</b>	Order book comprises anticipated revenues from the unexecuted portions of existing contracts (including signed contracts for which all pre-conditions to entry into force have been met & letters of acceptance issued by the customer prior to execution of the final contract)
<b>OFC</b>	Optic Fibre Cable
<b>R&amp;D</b>	Research & Development
<b>CAGR</b>	Compounded Annual Growth Rate
<b>PAT</b>	Profit after Tax
<b>O&amp;M</b>	Operating & Maintenance
<b>FTTx</b>	fibre To The x
<b>FTTH</b>	fibre To The Home
<b>PLI</b>	Production Linked Incentive
<b>Fkm</b>	Fibre kilometres
<b>RoCE</b>	Return on Capital Employed
<b>PPP</b>	Public Private Partnership
<b>FRP</b>	fibre Reinforced Plastic
<b>ARP</b>	Aramid Reinforced Plastic
<b>IGFR</b>	Impregnated Glass fibre Reinforcement
<b>T-SCADA</b>	Telemetry Supervisory Control and Data Acquisition
<b>P-SCADA</b>	Power Supervisory Control and Data Acquisition
<b>MMC</b>	Mobile Medical Clinic
<b>UBR</b>	Unlicensed Band Radio

# Thank you

**Amit Agarwal**  
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# HFCL LIMITED



# Governed by an experienced Board



**Mahendra Nahata**  
Promoter and  
Managing Director



**Bharat Pal Singh**  
Independent Director



**Surendra Singh Sirohi**  
Independent Director



**Dr. Tamali Sen Gupta**  
Independent Director



**Ajai Kumar**  
Independent Director



**Arvind Kharabanda**  
Non-Executive Director



**Dr. R. M. Kastia**  
Non-Executive Director

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