



## HFCL Limited

8, Commercial Complex, Masjid Moth, Greater Kailash - II,  
New Delhi - 110048, India

Tel : (+91 11) 3520 9400, 3520 9500 Fax : (+91 11) 3520 9525

Web : [www.hfcl.com](http://www.hfcl.com)

Email : [secretarial@hfcl.com](mailto:secretarial@hfcl.com)

HFCL/SEC/2023-24  
February 13, 2024

<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: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations 2015”) and SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated 13<sup>th</sup> July, 2023**

**Subject: (i) HFCL Limited bags Purchase Order aggregating to ~INR 141 Crores (Capex ~INR 119 Crore +AMC ~INR 22 Crore) for supply of Unlicensed Band Radios (UBR) and other services from Bharat Sanchar Nigam Limited (BSNL)  
(ii) Press Release**

**Dear Sir(s)/ Madam,**

We are pleased to inform all the stakeholders that the Company has successfully secured a Purchase Order aggregating to ~INR 141 crores (Capex ~INR 119 Crores + AMC ~INR 22 Crores) for supply of indigenously designed and manufactured Unlicensed Band Radios (UBRs) and other associated services to Bharat Sanchar Nigam Limited (BSNL). This order is part of the Advance Purchase Order worth ~INR 179 Crores issued by BSNL to the Company. The balance order of ~INR 38 Crores is expected to be released on completion of supply against the current Purchase Order.

Under this Win, the Company will offer product and services to BSNL crucial for supporting their 4G network. This network upgrade is poised to provide latest technology yet cost effective backhauling solutions of BSNL's 4G network and lay the foundation for 5G capabilities.

The scope of work under this Purchase Order encompasses initial planning, on-site surveys, the supply of telecom equipment, installation, testing, operations and annual maintenance among other services.

The details as required under Regulation 30 of the SEBI Listing Regulations, 2015 read with SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated July 13, 2023, are as under:

S. No.	Particulars	Details
a)	<b>Name of the entity awarding the order(s)/contact(s)</b>	Bharat Sanchar Nigam Limited
b)	<b>Significant terms and conditions of order(s)/ contract(s) awarded in brief</b>	Purchase Order received for Planning, RF survey, Supply, Installation, Testing, Commissioning & Annual Maintenance of Microwave links using 5 GHz Unlicensed Band Packet Radio systems along with



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		antenna, interconnect cable and other associated accessories in North, East, West and South Zones of BSNL under BSNL's 4G Projects. The Order has to be executed within eighteen months with a warranty period of one year followed by AMC for nine years.
c)	<b>Whether order(s)/ contract(s) have been awarded by domestic/ international entity;</b>	Domestic
d)	<b>Nature of order(s) / contract(s);</b>	Supply of Telecom Equipment and services
e)	<b>Whether domestic or international;</b>	Domestic
f)	<b>Time period by which the order(s)/ contract(s) is to be executed</b>	By August 2025
g)	<b>Broad consideration or size of the order(s)/ contract(s);</b>	~INR 141 Crores (Capex ~INR 119 Crores + AMC ~INR 22 Crores)
h)	<b>Whether the promoter/ promoter group / group companies have any interest in the entity that awarded the order(s)/ contract(s)? If yes, nature of interest and details thereof;</b>	No
i)	<b>Whether the order(s)/ contract(s) would fall within related party transactions? If yes, whether the same is done at "arm's length"</b>	No

**We are also enclosing herewith a Press Release in connection with the above.**

We request to take the above information on your records and disseminate the same on your respective websites.

Thanking you.

Yours faithfully,  
For **HFCL Limited**

**(Manoj Baid)**  
President & Company Secretary



## Press Release

### For immediate Release

## **HFCL Secures ~INR 141 Crore (Capex INR 119 Crore + AMC INR 22 Crore) Order from BSNL, Emerges as the First “Made in India” Backhauling Solutions Provider for Mobile Networks using Unlicensed Band Radio (UBR)**

- BSNL Releases first purchase order from Advance Purchase Order worth ~179 Crores
- HFCL secures landmark deal to supply indigenously designed and developed UBRs in 5Ghz frequency band with 1GBPS capacity under this land mark deal
- HFCL to help BSNL build their PAN India 4G and 5G ready network infrastructure while enabling substantial savings in network roll-out and spectrum usage charges
- HFCL showcases technological excellence with latest generation products like UBR, having delivered more than 3.5 lakh units to its existing customers in India and Global Markets

**New Delhi, February 13, 2024:** HFCL Limited (HFCL), a leading technology enterprise and integrated next-gen communications product and solution provider has secured a purchase order worth INR 141 Crore (Capex INR 119 Crore + AMC INR 22 Crore) from Bahart Sanchar Nigam Limited (BSNL) out of the advance purchase order worth INR 179 Crore issued to the Company. The balance order of ~INR 38 Crore is expected to be released on completion of supply against the current Purchase Order. This significant win solidifies HFCL's position as a leader in indigenous 4G and 5G backhauling solutions.

Under this Order, HFCL will provide product and services to BSNL crucial for supporting 4G and 5G network requirements. The scope under this order encompasses, initial planning, on-site surveys, supply installation, testing, commissioning, operations and annual maintenance of microwave links. This network integration will be complemented by cutting-edge 5GHz Unlicensed Band Packet radio systems, along with antennas, cables and other key accessories. The radio is completely indigenously designed and manufactured with HFCL having IPR. This technology development is another important milestone for making India self reliant in Telecom sector.

This end-to-end solution is designed for easy installation, effortless management, high reliability and has advanced security features to protect from external threat vectors. Furthermore, this strategic investment will enable BSNL to build their 5G-ready network infrastructure, ensuring cost efficiency by minimizing equipment expenses and eliminating hefty spectrum usage charges.

HFCL's Unlicensed Band Radios (UBR) leverage advanced MIMO and OFDM technologies, offering a substantial bandwidth capacity. This technology enables the integration of 5G advanced features such as high-speed, high bandwidth, low latency and enhanced



reliability in wireless communications. These capabilities are crucial for meeting the demands of future networks, characterized by massive scale and diverse requirements. Furthermore, HFCL's AI-powered Unified Cloud Network Management System (UcNMS) is designed to control, monitor and manage access points, switches and UBR devices. This also facilitates network management and application control, allowing telcos and enterprises to seamlessly integrate and adapt to the customers' needs.

HFCL's technological prowess, exemplified in fully matured products such as UBR, has positioned it as a leader in the domain, having supplied more than 3.5 lakh units to its existing customers in India and global markets. This new win helps the Company establish itself as the first "Made in India" 4G and 5G UBR backhauling equipment manufacturer, delivering high-performance, flexible and cost-effective solutions, showcasing its commitment to innovation and excellence in the telecommunication industry.

Covering the PAN India network of BSNL, this order underscores BSNL's confidence in HFCL's capabilities to upgrade its network infrastructure with ingeniously designed and manufactured products which are latest in technology. This network upgrade is poised to provide latest technology yet cost effective backhauling solutions of BSNL's 4G network and lay the foundation for 5G capabilities.

**Mr. Mahendra Nahata, Managing Director, HFCL**, expressed profound enthusiasm, stating, *"This significant order cements HFCL's position as a leader in indigenous 4G and 5G technology solutions. It perfectly embodies the "Self-reliance or Aatmanirbharta" vision articulated by the Honorable Prime Minister of India, Shri Narendra Modi. With a strategic "Make in India" approach, our cutting-edge 4G and 5G backhauling solution emphasizes capturing opportunities in global markets while aligning with the India Stack initiative. The deployment of these advanced solutions promises higher data transfer rates, low latency and enhanced reliability and performance."*

As per the industry report from Markets&Markets, the global mobile and wireless backhauling market, valued at \$9.3 billion in 2020, is projected to reach \$15.5 billion by 2026, with a compound annual growth rate (CAGR) of 8.8% during the forecast period. With its focus on innovation and strong customer relationships, HFCL is well poised to take advantage of these emerging opportunities the world over. HFCL's products not only meet the current demands but also contribute to India's broader vision for technological leadership.

As the nation strides confidently towards a digitally empowered future, this landmark deal stands as a testament to HFCL's vision, technological excellence, and commitment to advancing India's connectivity landscape.

### **About HFCL**

HFCL is a leading technology company specializing in creating digital networks for telcos, enterprises and governments. Over the years, HFCL has emerged as a trusted partner offering sustainable high-tech solutions with a commitment to providing the latest technology products to its customers. HFCL's strong R&D expertise coupled with its



global system integration services and decades of experience in fiber optics enable it to deliver innovative digital network solutions required for the most advanced networks.

The Company's in-house R&D Centres located at Gurugram & Bengaluru along with invested R&D Houses and other R&D collaborators at different locations in India and abroad, innovate a futuristic range of technology products and solutions. HFCL has developed capabilities to provide premium quality Optical Fiber and Optical Fiber Cables, state-of-the-art telecom products including 5G Radio Access Network (RAN) products, 5G Transport Products, Wi-Fi Systems (Wi-Fi 6, Wi-Fi 7), Unlicensed Band Radios, Switches, Routers and Defence electronics products.

The Company has state-of-the-art Optical Fiber and Optical Fiber Cable manufacturing plants at Hyderabad, Optical Fiber Cable manufacturing plant in Goa and in its subsidiary HTL Limited at Chennai.

HFCL is a partner of choice for its customers across India, Europe, Asia Pacific, Middle East, Africa and USA. HFCL's commitment to quality and environmental sustainability inspires it to innovate solutions for the ever-evolving customer needs.

**Visit [www.hfcl.com](http://www.hfcl.com) for more information.**

For further details, please contact:

<b>HFCL Limited</b>	<b>Adfactors PR</b>
Manoj Baid   Amit Agarwal   Alok Chander Email: <a href="mailto:manoj.baid@hfcl.com">manoj.baid@hfcl.com</a> <a href="mailto:amit.agarwal@hfcl.com">amit.agarwal@hfcl.com</a> <a href="mailto:alok@hfcl.com">alok@hfcl.com</a> Contact: 011 3520 940	Poonam Saney Makhija   Vasundhra Sethi   Akshataa Acharya Email: <a href="mailto:poonam.saney@adfactorspr.com">poonam.saney@adfactorspr.com</a> <a href="mailto:vasundhra.sethi@adfactorspr.com">vasundhra.sethi@adfactorspr.com</a> <a href="mailto:akshataa.acharya@adfactorspr.com">akshataa.acharya@adfactorspr.com</a> Contact: 9819004968   7428508927   9148730795