



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

Email : secretarial@hfcl.com

HFCL/SEC/22-23

April 29, 2022

The BSE Ltd. 1 st Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai – 400001 corp.relations@bseindia.com Security Code No.: 500183	The National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor, C – 1, Block G Bandra – Kurla Complex, Bandra (E) Mumbai – 400051 cmllist@nse.co.in Security Code No.: HFCL
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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 April 23, 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 **Audited Financial Results of the Company for the 4th quarter and Financial Year ended March 31, 2022**, both on Standalone and Consolidated basis, to be discussed during the Earnings' Call scheduled to be held on **Friday, April 29, 2022 at 05:30 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 earlier today i.e. April 29, 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

March 2022



HFCL Limited



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HFCL at a Glance



Hyderabad Facility

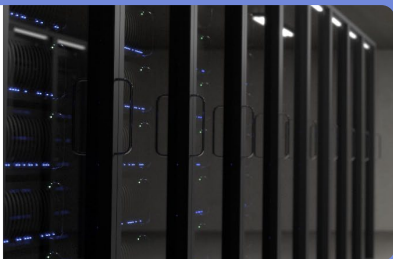
A leading innovation-led technology enterprise

Integrated next-gen communication products and solutions provider

Innovative product offerings



Comprehensive digital network solutions



Indigenous defence products



Key Sectors



72%
of Revenue

Public Telecommunication



24%
of Revenue

Defence Communication & Electronics



4%
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
implementation of defence
communication network

A leading innovation-led technology enterprise

Creating consistent value for investors

16.3%	26.6%	21.4%
Revenue – 5 year CAGR	EBITDA – 5 year CAGR	PAT – 5 year CAGR

26.0%	14.7%	19.3%
Gross Margin	EBITDA Margin	RoCE

0.26x	~INR 5,300 Cr (~USD 700 mn)
Debt-Equity	Order Book as on 31 st Mar'22

Numbers are as on FY22



Our product offering

Optic Fibre / Optical Fibre Cables



Armoured Cable



Micro Cable



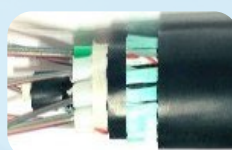
Optic Fibre



Micro module Cable



Unarmoured Cable



Ribbon Cable



Aerial Cable



FTTH

Passive Connectivity Solutions



Cable Assemblies



High Density Cabinets



Fibre Termination Box



Joint Closures



PLC Splitters

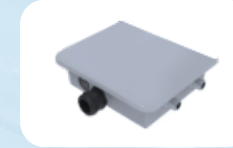


Aerial/ FTTx Accessories

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

More products in pipeline...

Comprehensive network solutions

Public Telecommunication Solutions

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



1,75,000+ km
of optical fiber cables laid out



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

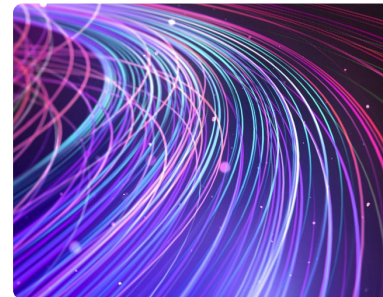
Defence Communication Solutions



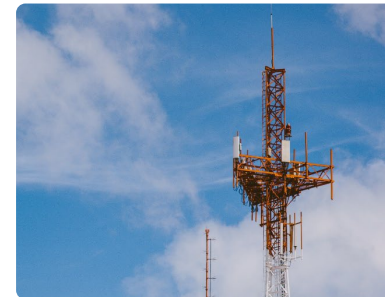
Optical Fiber Cable and Optical Transport Network



Fiber 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 Fiber Cable & FTTH Network for **Reliance Jio** across Northern India

Working on implementation of multiple hybrid projects for **Bharat Net Phase-2 OFC** network, setting up Rural mobile network, WiFi, IP and MW network

~INR **1,296+** Cr
(USD 170+ mn)
Current Order Book



Defence Communication

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

Integrating **fiber 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 **2,547+** Cr
(USD 335+ 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 **399+** Cr
(USD 52+ 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

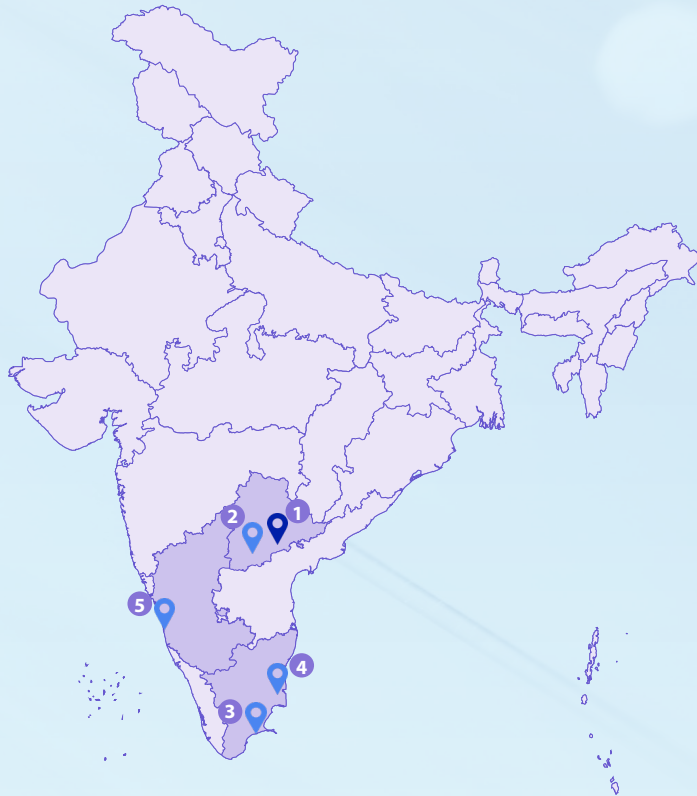


3,665+
Employees



1,890+
Engineers

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





5 Manufacturing facilities across India with capacities of:

23.35 mn fkm for OFC 2,700 MT IGFR

8 mn fkm for optic fibre 630k ckm for FTTH cables

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

 Existing manufacturing facilities

 Upcoming facilities
Greenfield defence equipment production facility

Phased OFC capacity expansion from 23.35mn fkm to 34.75mn fkm to increase competitiveness and reduce cost



Hyderabad, Telangana 1 2

8 mn fkm Optic fiber **3.6 mn fkm** OFC

360k cable km/annum FTTH Cable



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

11.75 mn fkm OFC

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



Hosur, Tamil Nadu* 4

504k km/annum Fiber Reinforced Plastic (FRP) Rods **660kkm/annum** Aramid Reinforced Plastic (ARP) Rods

2,700 MT Impregnated Glass Fiber Reinforcement (IGFR) * Through HTL Limited



Verna, Goa 5

8 mn fkm OFC

Focusing on commercialization of 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"> Cell Site Router DU (Distributed Unit) Aggregation Routers CU (Centralized Unit) Aggregation Routers 	Modernization requirement for transformation of transport network for 5G	USD 16.4 bn
5G RAN products	<ul style="list-style-type: none"> 5G 8T8R/32T32R/64T64R Macro RU / mMIMO (Radio Unit) 5G 2T2R/4T4R Indoor Small Cell for FR1 (Sub 6 GHz) and FR2 (Millimeter Wave) 5G 2T2R/4T4R Outdoor Small Cell for FR1 and FR2 FWA CPE (Indoor and Outdoor for FR1 & FR2) 	Compliant to 3GPP Release 16 and based on open standards like O-RAN (Open RAN)	USD 35.8 bn*
System Integration (SI) Services	<ul style="list-style-type: none"> E2E ORAN Integration Solution Provider Private 5G network for Enterprises 5G enabled solutions for specific industry verticals like Manufacturing, Defence, Railways, Smart Cities, etc. Telco Cloud Managed Service Provider 	<p>5G ORAN space has multiple vendors and CSPs want SI services to certify interoperability deliver end-to-end public/private 5G networks</p> <p>•Enterprises also want turnkey solution provider to realize 5G use-cases for autonomous operations that are enabled by Data, Analytics and AI</p>	USD 65.4 bn

02

Opportunity Landscape



The world's 2nd largest telecom market with 2nd 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 fiber optic cable. Strengthening of telecom infrastructure with increased fiberised cell tower ratio, expected to double at 70% by 2025

Fast-tracked by

Budget 2022 impetus

5G spectrum allocation in 2022 to facilitate private players in rolling 5G services by FY23

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

Implementation of BharatNet project through the PPP model and allocation of 5% of annual collections from the Universal Service Obligation Fund (USOF) to fast-track process



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

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

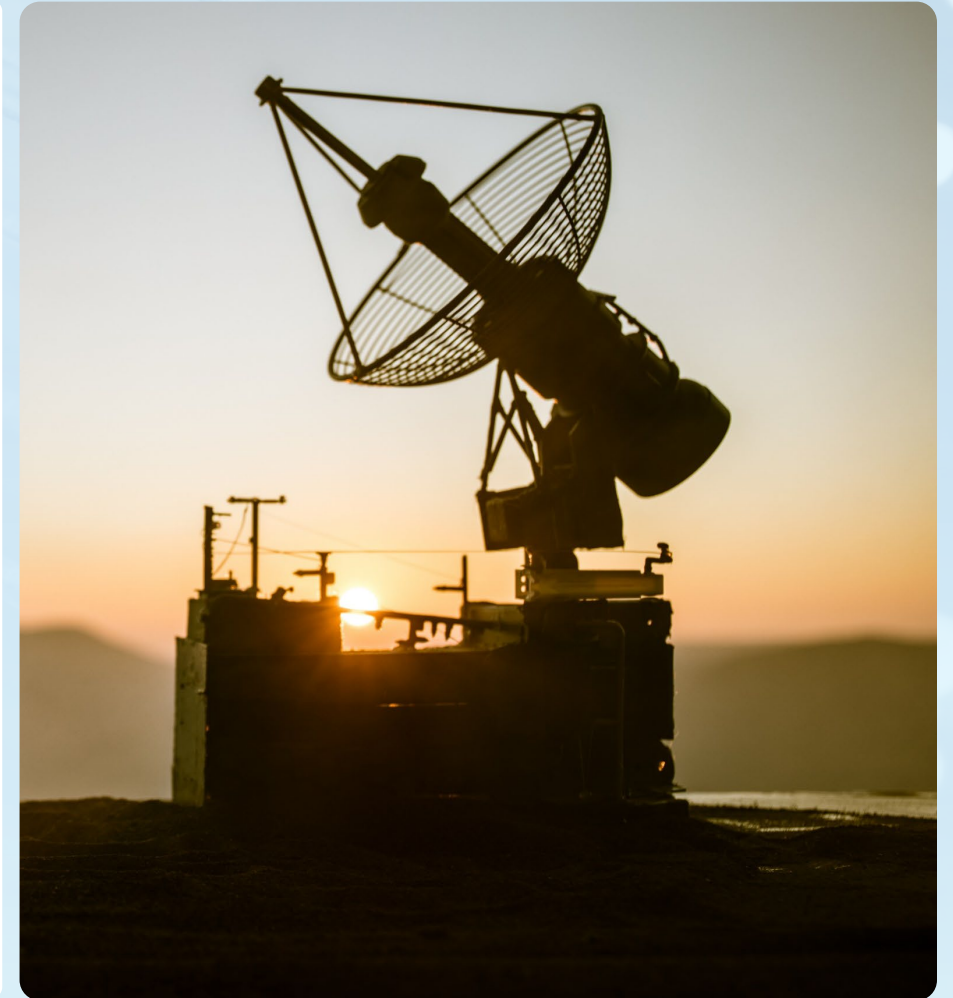
Increased FDI limit from 49% to 74% and draft DPEPP-2020, enabling market expansion and exchange of product know-how

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)



~USD 0.05 bn High-capacity
radio relay (HCRR)

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

Transforming the world's 4th 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 117 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

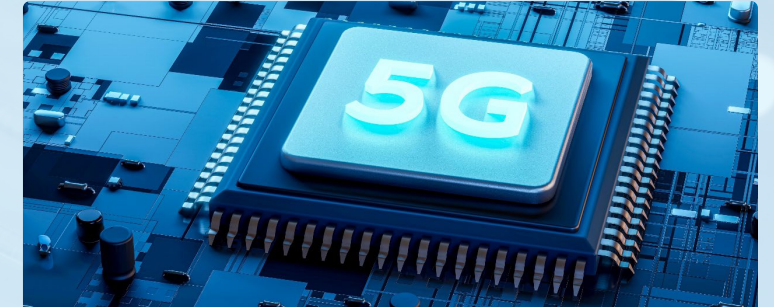
Immense demand for Fiber optic cables, Telecom and networking products across the world followed by expansion of 4G and evolution of 5G Network



Integral part of India's digital journey

Implementing network for leading telcos

Part of Bharat Net, a large rural broadband project (Govt initiative)



Building new structures to focus on key specialization areas

New 5G business unit

Created a separate delivery organization

Inaugurated a new R&D Centre in Bengaluru in June'21

HFCL's accelerated growth strategy



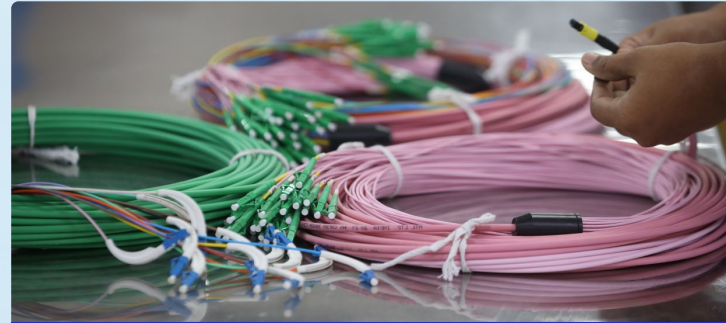
Expanding manufacturing capacities

Expanding OFC & Fiber capacity at Hyderabad, Goa & Chennai ;OFC Capacity will be up from 23.35 mn fkm to 34.75 mn fkm and OF capacity will reach to 22mn fkm from 8mn 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 from ~27% of FY21 revenue 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

Recruiting 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	67
5G Technologies	52
Defence & Other Technologies	50
Optical Fibre Cable	17
Total	186

Partnering with renowned players and start-ups like:



Products under development



Telecommunication

- 5G RAN products
- Wi-Fi 7 access points
- Home Mesh Router
- Point-to-multipoint Unlicensed band radio
- Cell Site Routers
- DU/CU Aggregation Routers
- Passive optical network (PON) products

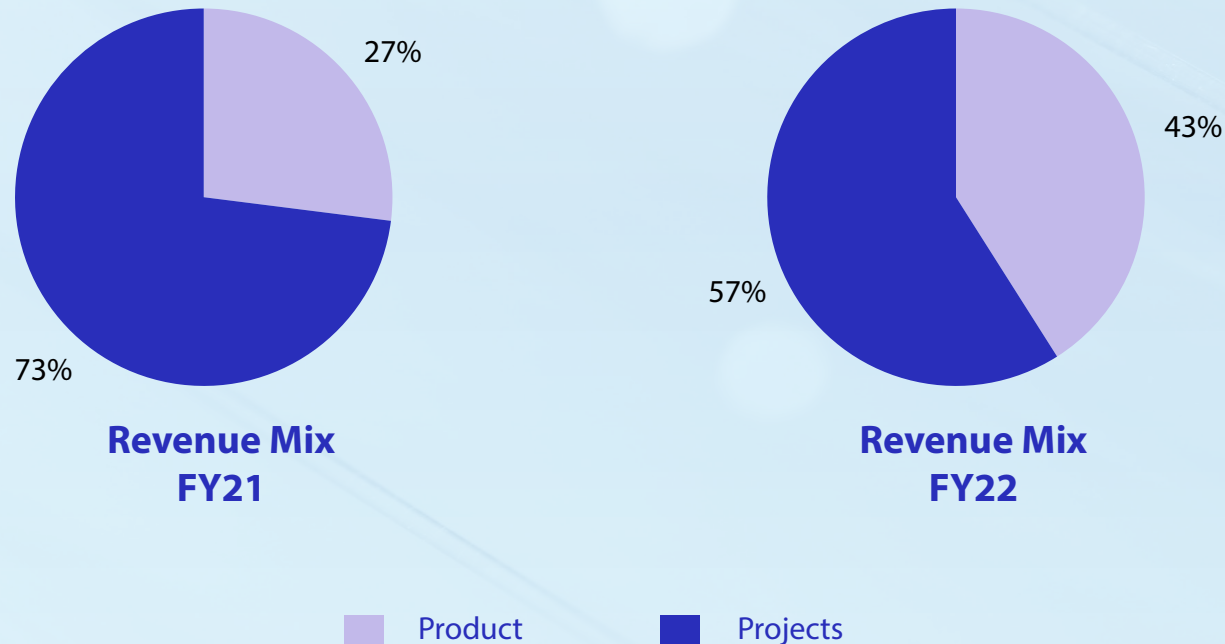


Defence Communication & Electronics

- 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

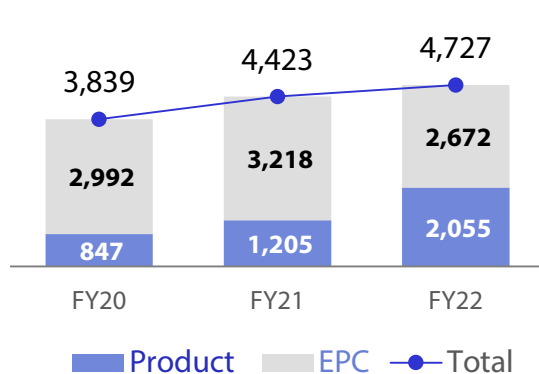
04

Financial Drivers

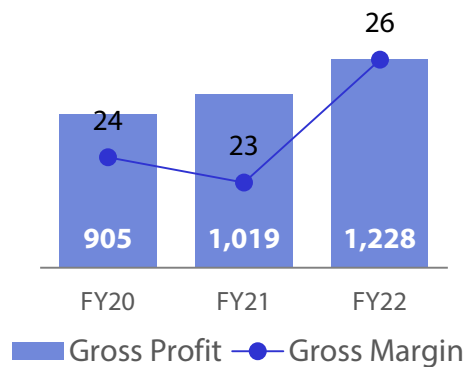


Healthy financials to support growth

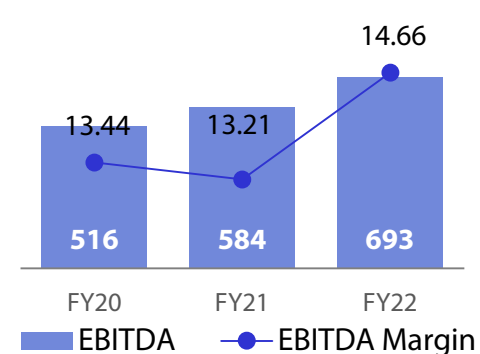
Revenue (INR crores)



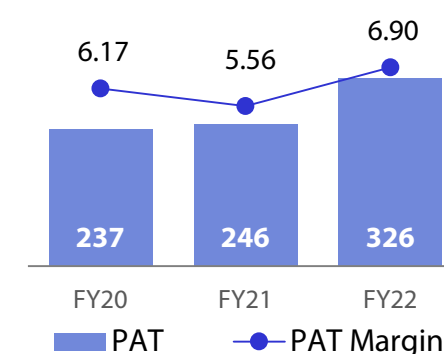
Gross Profit (INR crores) & Gross Margin (%)



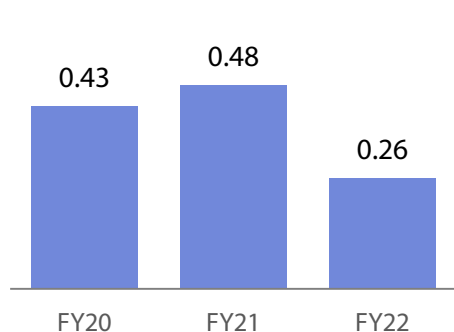
EBIDTA (INR crores) & EBITDA Margin (%)



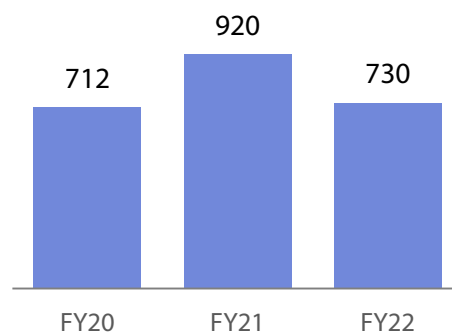
PAT (INR crores) & PAT Margin (%)



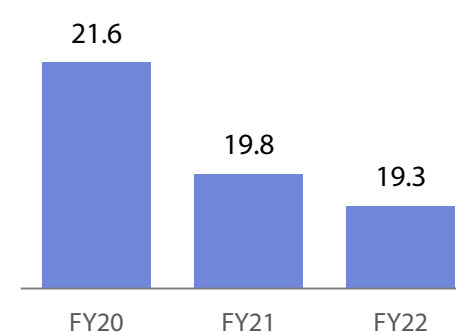
Debt-Equity Ratio (X)



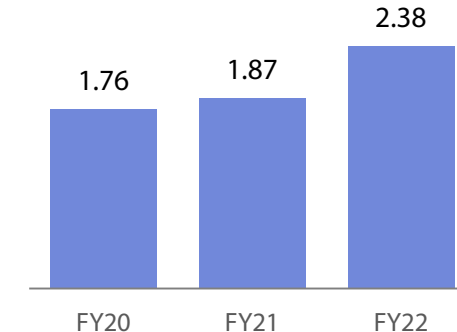
Net Debt (INR crores)



RoCE (%)

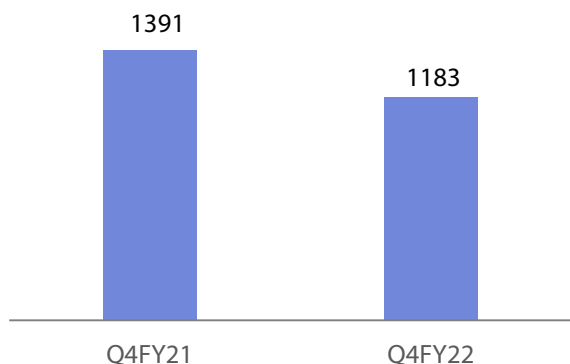


Diluted EPS (INR)

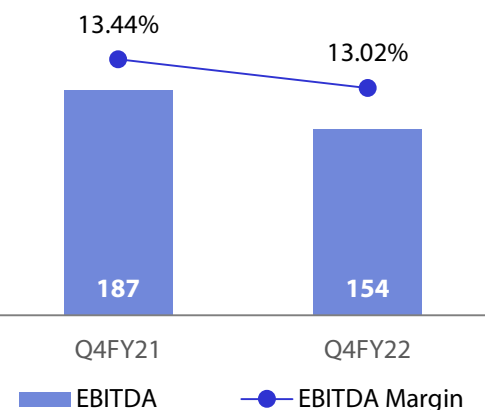


Q4FY22 Key Highlights - Consolidated

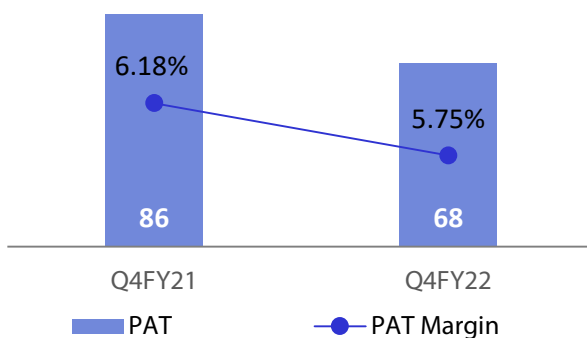
Total Revenue (INR crores)



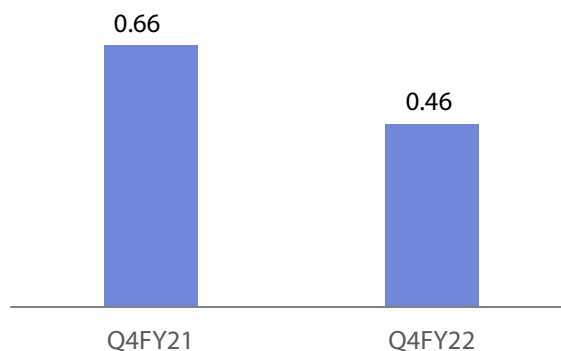
EBITDA (INR crores) & EBITDA Margin (%)



PAT (INR crores) & PAT Margin (%)



Diluted EPS (INR)



- Joined hands with Aprecomm, the leading AI-powered Wi-Fi analytics technology provider, to power its Network offerings
- Partnered with CommAgility 5G Software for Indoor Small Cells.
- Signed Ingram Micro India as a Distributor for its 'IO' line of Products.
- Joined O-RAN ALLIANCE to accelerate open innovation in 5G.
- Approved capacity expansion for Optical Fibre and Optical Fibre Cables with total CAPEX of Rs. 425 Crores
- CARE Ratings upgraded the Credit Rating to CARE A with Stable outlook.
- Appointed three new industry leaders to accelerate and strengthen international business.
- Increase in input cost has put pressure on Operating margins in Q4'FY22

Q4FY22 Consolidated Income Statement

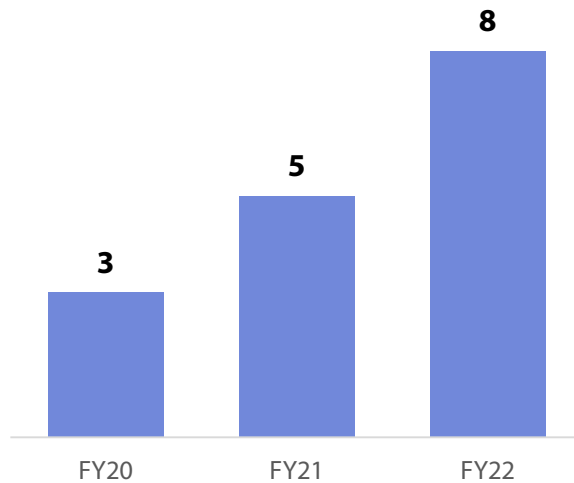
Particulars (INR crores)	Q4-FY22	Q3-FY22	Change Q-o-Q	Q4-FY21	Change Y-o-Y
Revenue from Operations	1,183	1,215	-2.63%	1,391	-14.95%
Other Income	30	4		6	
Total Income	1,213	1,219	-0.49%	1,397	-13.17%
Total Expenses	1,059	1,045		1,210	
EBITDA	154	174	-11.49%	187	-17.65%
EBITDA Margin (%)	13.02%	14.32%	-130Bps	13.44%	-42Bps
Depreciation	23	20		18	
Finance Cost	38	39		51	
Share of net profits / (loss) of JV's accounted using equity method					
Exceptional Items		6			
PBT	93	109	-14.68%	118	-21.19%
PBT Margin (%)	7.86%	8.97%	-111Bps	8.48%	-62Bps
Tax	25	28		32	
Profit after Tax	68	81	-16.05%	86	-20.93%
PAT Margin (%)	5.75%	6.67%	-92Bps	6.18%	-43Bps
Other Comprehensive Income	1	1		2	
Total Comprehensive Income	69	82	-15.85%	88	-21.59%
EPS (Diluted INR)	0.46	0.60	-23.33%	0.66	-30.30%

FY22 Consolidated Income Statement

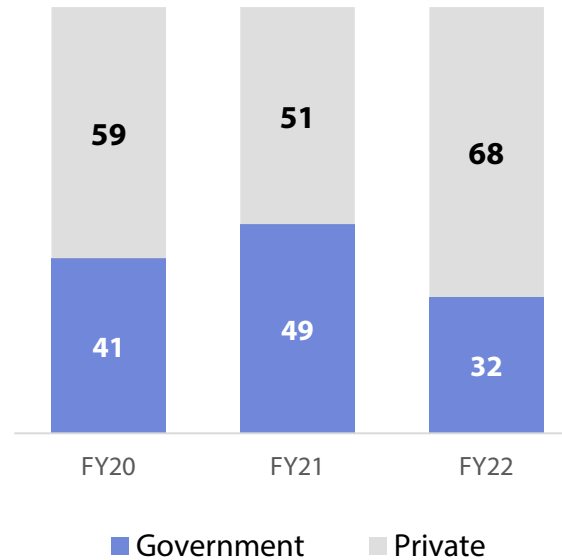
Particulars (INR crore)	FY22	FY21	Change Y-o-Y
Revenue from Operations	4,727	4,423	6.87%
Other Income	43	35	
Total Income	4,770	4,458	7.00%
Total Expenses	4,077	3,873	
EBITDA	693	585	18.46%
EBITDA Margin (%)	14.66%	13.23%	143 Bps
Depreciation	78	69	
Finance Cost	166	175	
Share of net profits / (loss) of JV's accounted using equity method	-	-	
Exceptional Items	6	4	
PBT	442	337	31.16%
PBT Margin (%)	9.35%	7.62%	173 Bps
Tax	116	91	
Profit after Tax	326	246	32.52%
PAT Margin (%)	6.90%	5.56%	134 Bps
Other Comprehensive Income	2	5	
Total Comprehensive Income	328	251	30.68%
EPS (Diluted INR)	2.38	1.87	27.27%

Diversified Revenue Streams

Exports Revenue Share (%)



Revenue Share by Type of Customers (%)

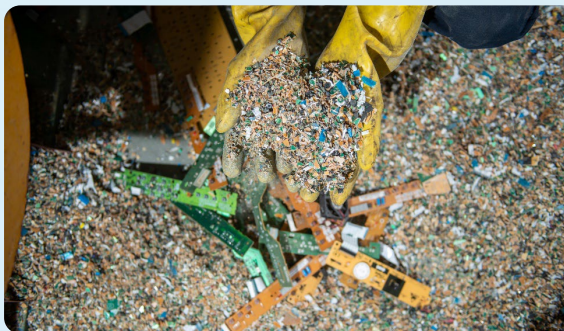


05

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

Contributing in 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, Gujrat 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 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.

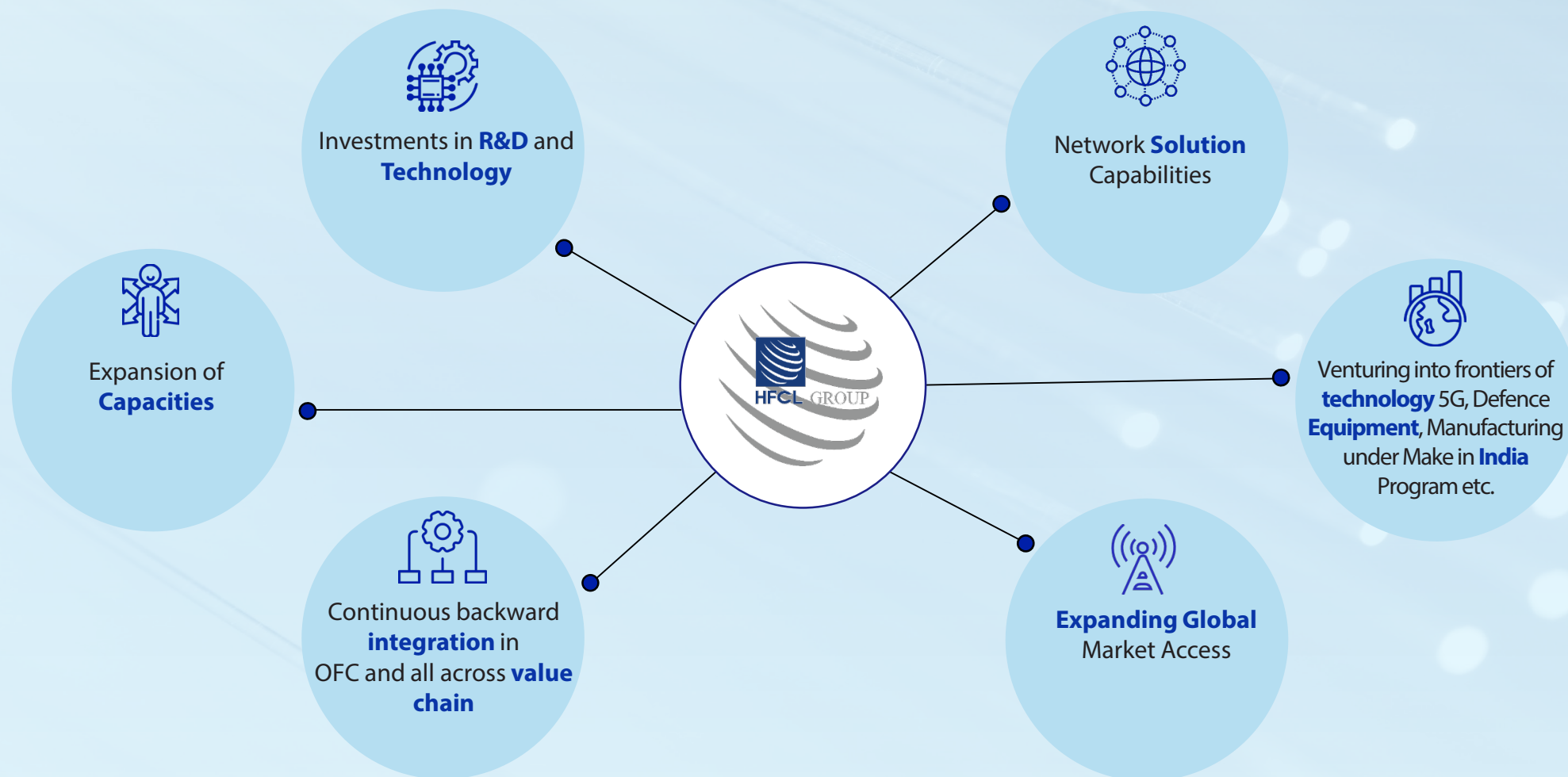
AMRITAM

Grant to meet construction cost of the old age home.

~INR 30 Cr.

CSR Spend in the last few years

In Summary



Appendix



Consolidated Profit & Loss Statement

Particulars (INR crore)	FY20	FY21	FY22
Revenue from Operations	3,839	4,423	4,727
Other Income	22	35	43
Total Income	3,861	4,458	4,770
Total Expenses	3,345	3,873	4,077
EBITDA	516	584	693
EBITDA Margin (%)	13.44%	13.21%	14.66%
Depreciation	42	69	78
Finance Cost	115	175	166
Share of net profits / (loss) of JV's accounted using equity method	(1)	-	-
Exceptional Items	-	4	6
PBT	358	337	442
PBT Margin (%)	9.33%	7.62%	9.35%
Tax	121	91	116
Profit after Tax	237	246	326
PAT Margin (%)	6.17%	5.56%	6.90%
Other Comprehensive Income	1	5	2
Total Comprehensive Income	238	251	328
EPS (Diluted INR)	1.76	1.87	2.38

Consolidated Balance Sheet

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

Assets (INR crore)	FY20	FY21	FY22
(A) Property plant & Equipment	437	443	465
(B) Capital Work in Progress	15	12	47
(C) Right-of-use-Assets	20	20	24
(D) Goodwill	26	26	26
(E) Other Intangible Assets	21	18	13
(F) Intangible Assets under development	19	24	61
(G) Investment in Associates/ JV	-	-	12
(H) Financial Assets			
(i) Investment	56	35	35
(ii) Trade receivables	120	445	596
(iii) Loans	7	7	11
(iv) Others	32	11	41
(I) Deferred Tax (Net)	12	7	5
(J) Other Non Current Assets	4	18	18
Total - Non – Current Assets	768	1,066	1,354
(A) Inventories	344	435	573
(B) Financial Assets			
(i) Investment	3	6	9
(ii) Trade Receivables	1,610	2,611	1,896
(iii) Cash & Cash Equivalents	16	21	17
(iv) Bank balances other than above	175	285	511
(v) Loans	15	12	26
(vi) Others-Advances	558	462	386
(C) Current Tax Assets (Net)	98	76	6
(D) Contract Assets	19	21	147
(E) Other Current Assets	225	221	247
Total – Current Assets	3,061	4,150	3,817
GRAND TOTAL – ASSETS	3,829	5,216	5,171

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)

Governed by an experienced Board



Mahendra Nahata
Promoter and
Managing Director



Arvind Kharabanda
Non-Executive Director



Dr. R. M. Kastia
Non-Executive Director



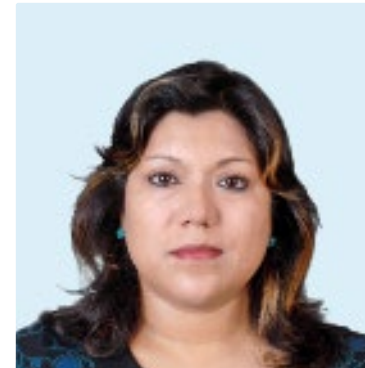
Ramakrishna Eda
Non-executive Director
and Nominee - IDBI



Bharat Pal Singh
Independent Director



Surendra Singh Sirohi
Independent Director



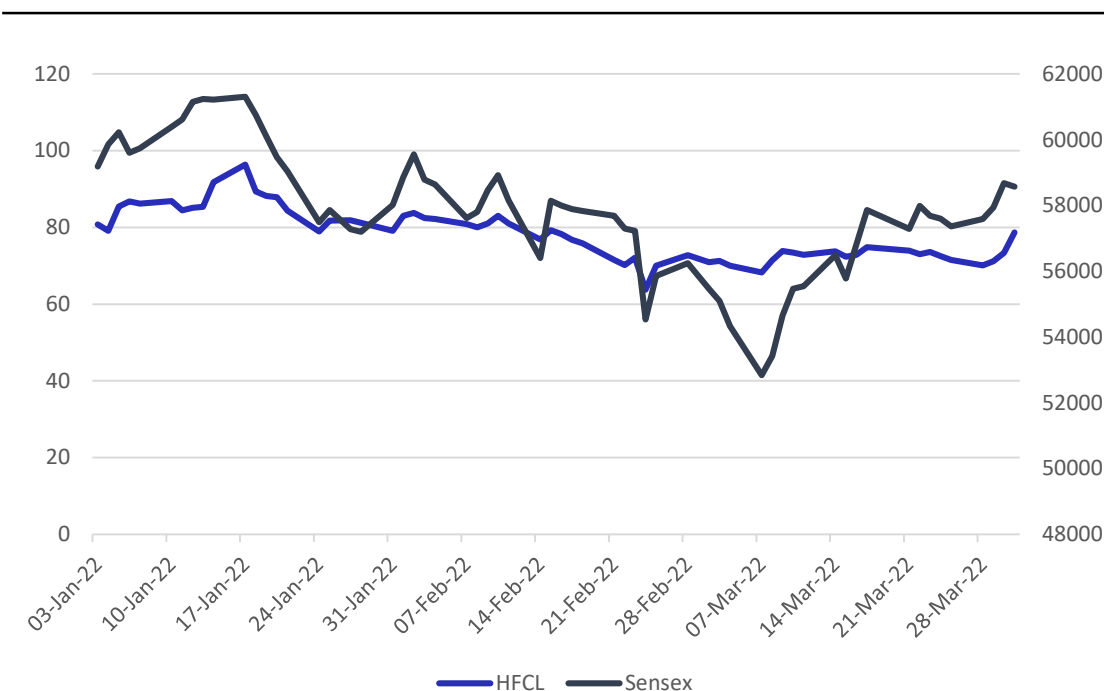
**Dr. Tamali Sen
Gupta**
Independent Director



Ajai Kumar
Independent Director

Share Price performance and shareholding pattern

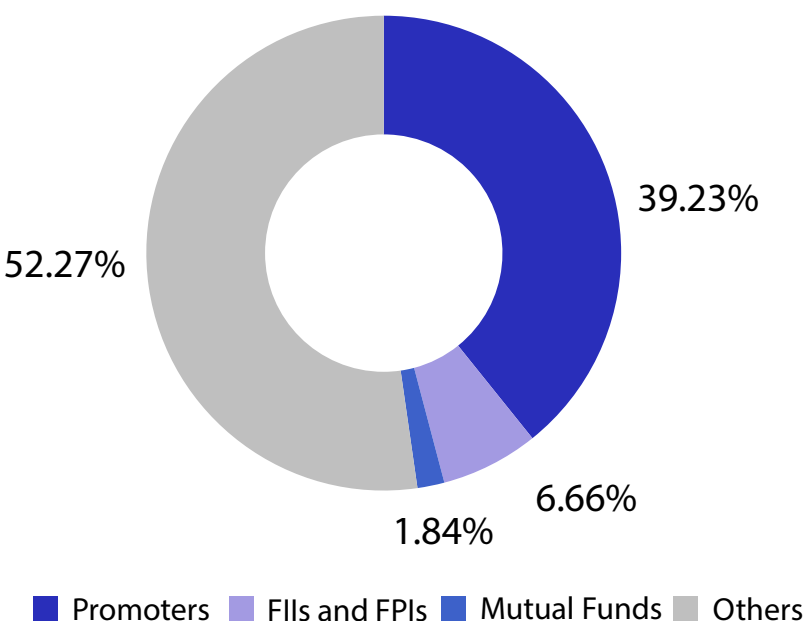
Share Price Performance (Jan'22-Mar'22)



Listed on BSE and NSE

(Scrip code BSE: 500183 & NSE: HFCL)

Shareholding Pattern (as at 31st Mar 2022)



Abbreviations / Description

Order Book	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)
OFC	Optic Fiber Cable
R&D	Research & Development
CAGR	Compounded Annual Growth Rate
PAT	Profit after Tax
O&M	Operating & Maintenance
FTTx	Fiber To The x
FTTH	Fiber To The Home
PLI	Production Linked Incentive
Fkm	Fibre kilometres
RoCE	Return on Capital Employed
PPP	Public Private Partnership
FRP	Fiber Reinforced Plastic
ARP	Aramid Reinforced Plastic
IGFR	Impregnated Glass Fiber Reinforcement
T-SCADA	Telemetry Supervisory Control and Data Acquisition
P-SCADA	Power Supervisory Control and Data Acquisition
MMC	Mobile Medical Clinic
UBR	Unlicensed Band Radio

Thank you

Amit Agarwal
Head – Investor Relations

HFCL Limited

Tel: +91-11-3520 9400

Email: ir@hfcl.com

Corporate Office

8 Commercial Complex, Masjid Moth,
Greater Kailash Part 2, New Delhi, Delhi 110048



HFCL LIMITED



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