



AKSH OPTIFIBRE LIMITED

Corporate Presentation - 2017-18



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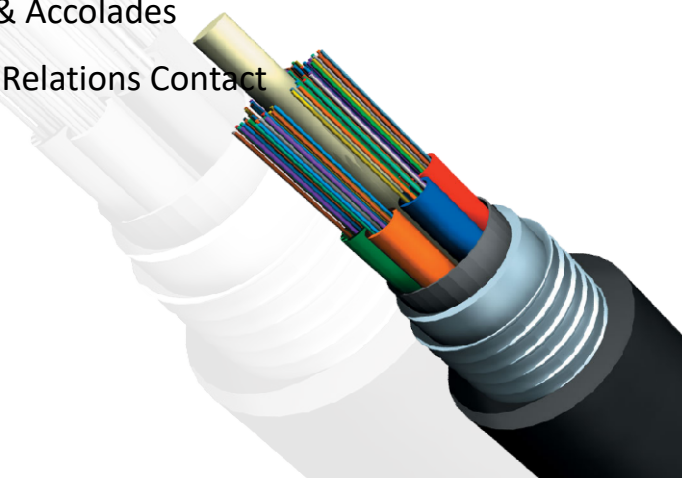
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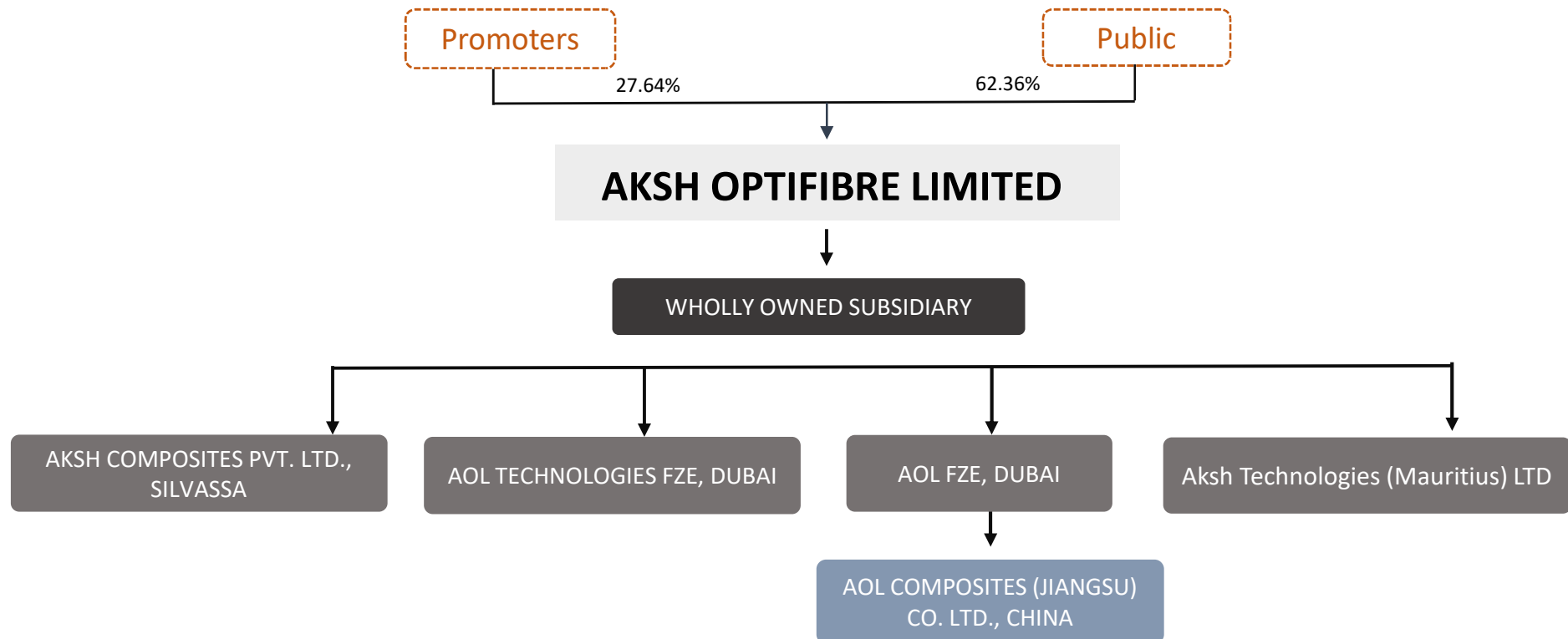
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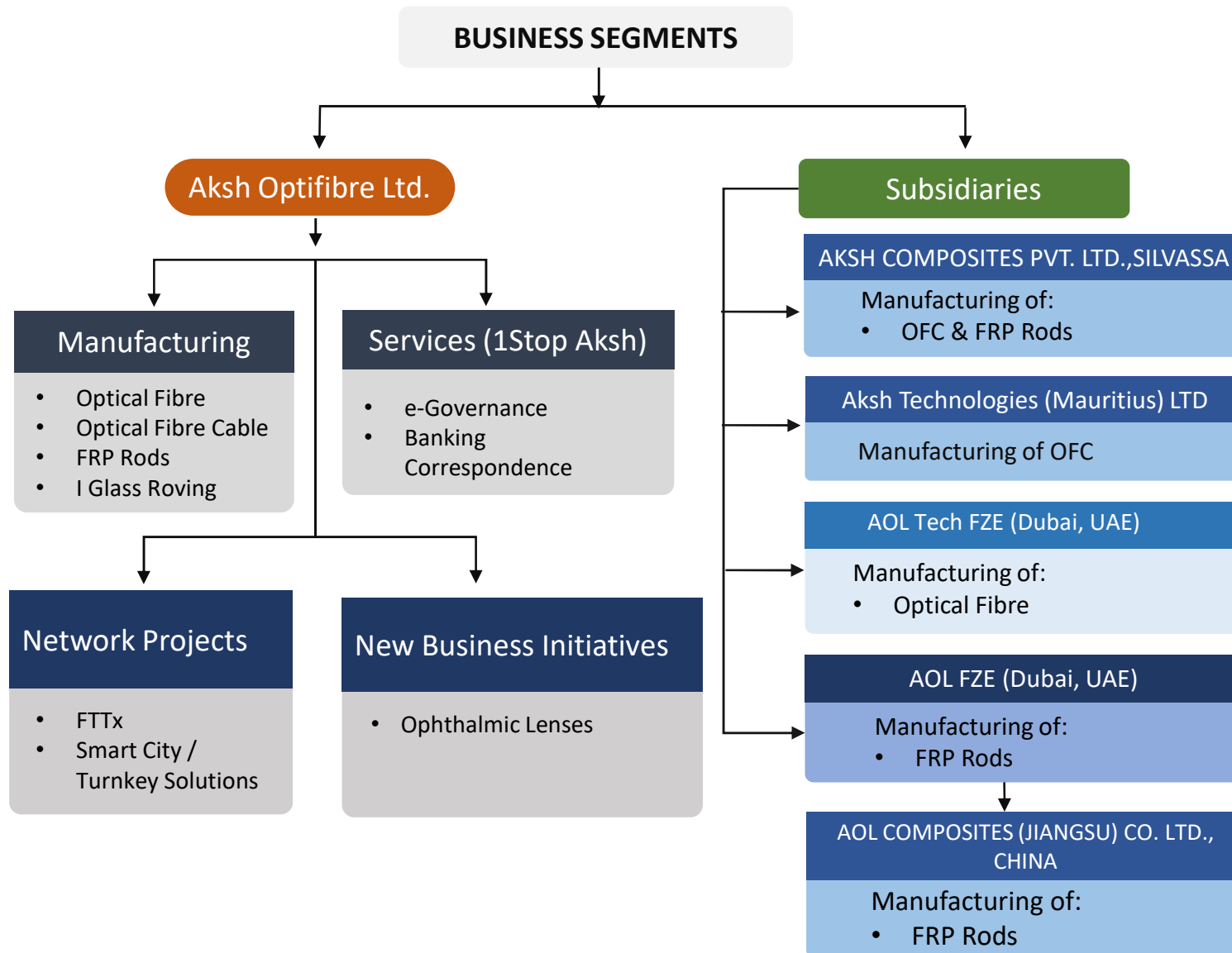
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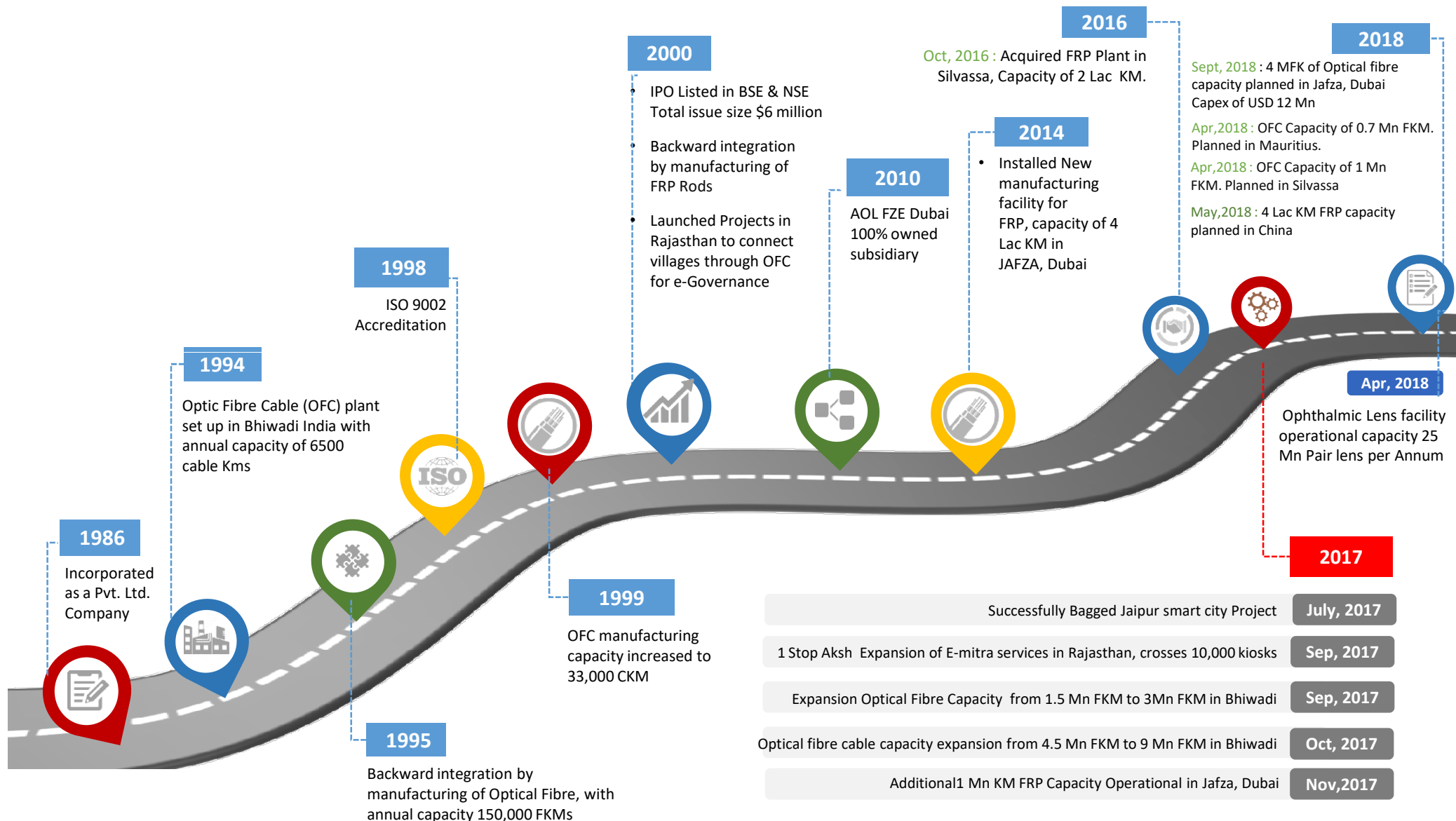
Organisational Structure



Business Offerings



Milestones



Board of Directors & Key Management Personnel



Dr. Kailash S. Choudhari
Chairman & Managing Director

One of the key founding members of Aksh Optifibre Ltd. He is responsible for spearheading the Company to its current levels of success. Under his visionary leadership, the Company integrated backwards to manufacture optic fibre, which is the main raw material used to manufacture optical fibre cables. This backward integration has seen the Company achieve remarkable growth within a short span of time



Mr. Satyendra Gupta
Deputy Managing Director

A Fellow Member of the Institute of Chartered Accountants of India, with over 27 years experience in the field of Accounting, Taxation, strategic financial management, mergers and fund raising both domestic and international.



Mr. B.R. Rakhecha
Non Executive Non Independent Director

A B.Com, LLB has an industrial experience of 40 years in various areas of Operations of the Company, viz – a - viz, manufacturing, production, industrial relations, general administration and marketing operations of cable manufacturing units.



Mr. Amrit Nath
Independent Director

A qualified Economist M.A. (Eco) from the Delhi School of Economics, with specialization in Industrial Economics, and has approximately 40 years experience in International Banking/ Financial Services



Ms. Deevika Raveendran
Independent Woman Director

A qualified LL.M from the prestigious National Law School of India University (NLSIU). With rich experience of corporate structuring, company administration, Business conceptualization to developing and implementing business strategy, regulatory compliances, Philanthropy and CSR initiatives



Mr. Gauri Shankar
Independent Director

A Chartered Associate of Indian Institute of Banker, having approximately 4 decades of experience in the field of Finance and Banking. Mr. Shankar was previously holding the position of Managing Director and Chief Executive Officer of Punjab National Bank



Mr. Gaurav Mehta
Chief- Corporate Affairs & Company Secretary

An Associate Member of the Institute of Company Secretaries of India, with over 15 years of experience in the field of Corporate Secretarial work and legal affairs.



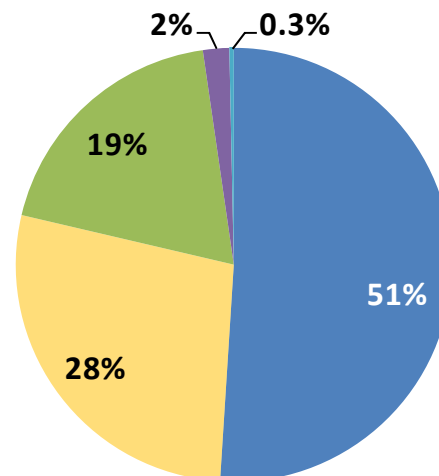
Mr. Pawan Gambhir
Chief Financial Officer

A fellow member of The Institute of Chartered Accountants of India with over 17 years of experience in the field of Finance, Accounts & Taxation.

Diverse Shareholding Distribution as on December 2017



Shareholding Mix% As on December'17



■ Public ■ Promoters ■ Corporate Bodies ■ FIIs/NRIs/OCBs ■ Trusts

Particulars	As on 31st December, 2017	
	%age holding	No. of Shareholders
Public	51%	55,879
Promoters	28%	8
Corporate Bodies	19%	1,211
FIIs/NRIs/OCBs	2%	599
Trusts	0.3%	10
Total	100%	57,707

Unique Efficiencies & Initiatives



Unique business competencies with backward and forward integration.

FRP Market leader, with sizable global market share

Loose tube speed capacity augmentation to 800 Mts/Mnts from previous 300 Mts/Mnts

Online colouring and tubing for Optical Fibre Cable

LED curing in FRP and Optical Fibre

Achieved highest ever global Speed of 150 Mts/Mnts for FRP.



Vision & Mission



Vision

Become a global leader in enabling simple, innovative smart living



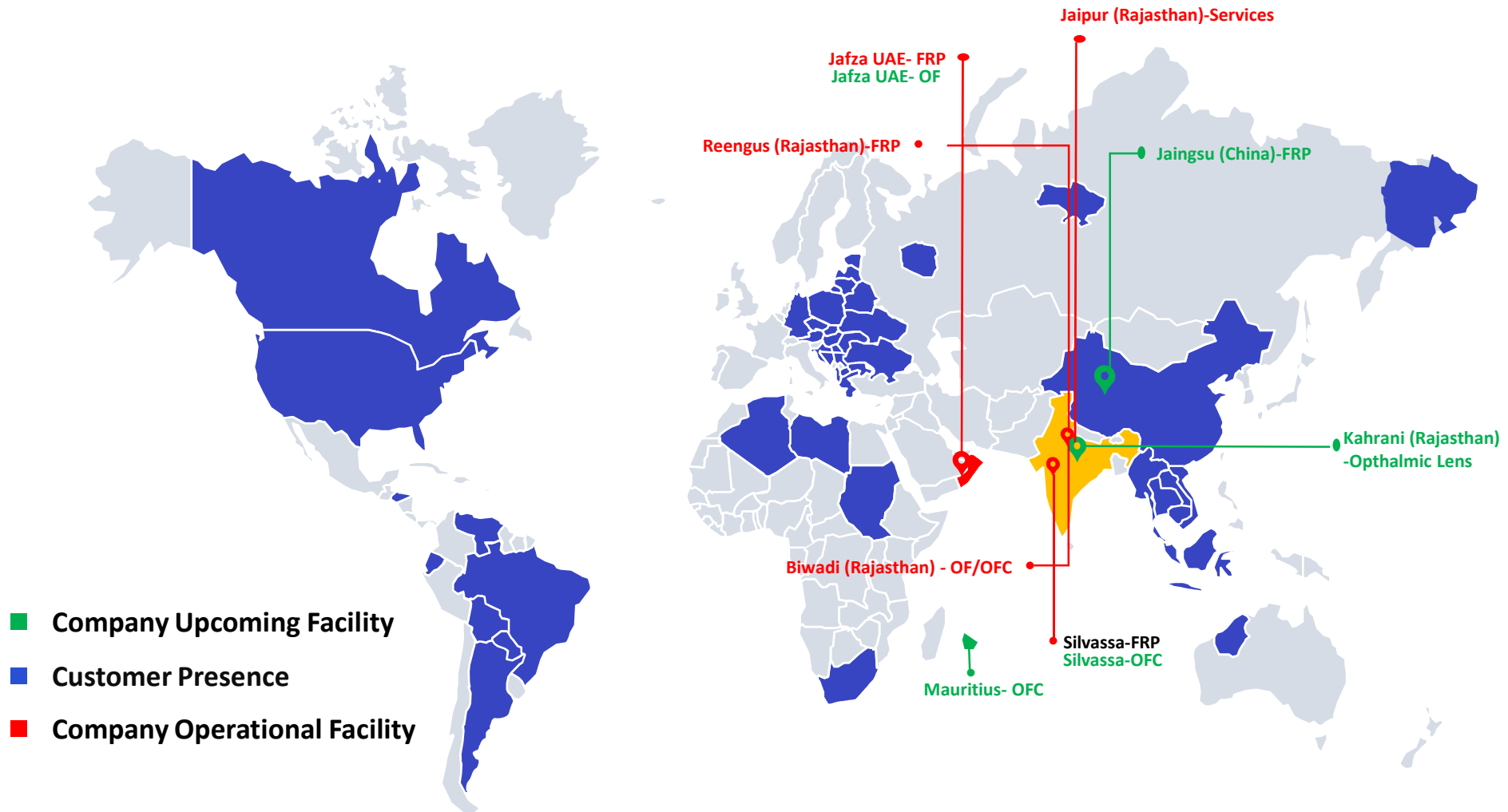
Mission

Strive to be the most efficient 'OF' & 'OFC' producer through innovation

*Sustain global leadership in **FRP** Rod Business*

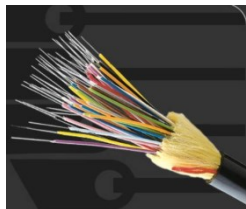
*To develop, engage and participate in promoting products and **services** which smarten Peoples life*

Global Presence



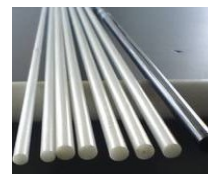
- Global Presence with customer reach in 67 countries.
- Strategically located international production facilities enhancing logistical global outreach.

Manufacturing Facilities Overview



Bhiwadi, India

- Optical fibre capacity 3 Mn FKM
- Optical Fibre cable capacity 9 Mn FKM



Reengus, India

- FRP capacity 2 Mn KM



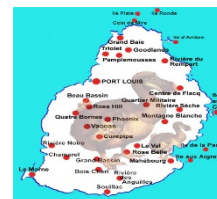
Jafza, Dubai

- Existing FRP Capacity 1.4 Mn KM
- Planned Optical Fibre capacity 4 Mn FKM



Jiangsu, China

- Planned FRP Capacity 0.4 Mn KM



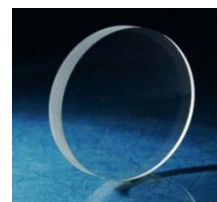
Mauritius

- Planned OFC Capacity of 0.7 Mn FKM



Silvassa, India

- FRP Capacity 0.4 Mn KM
- Planned OFC Capacity of 1 Mn FKM



Kehrani, India

- Ophthalmic Lens capacity of 25 Mn Pairs

Capacities measure :Per Annum

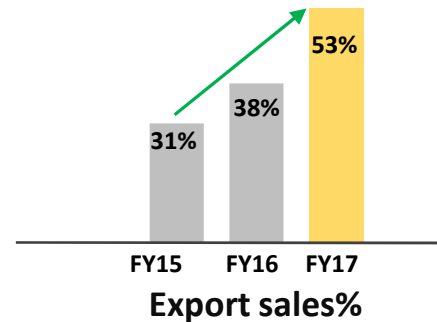
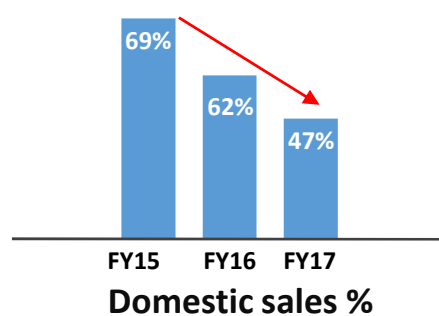
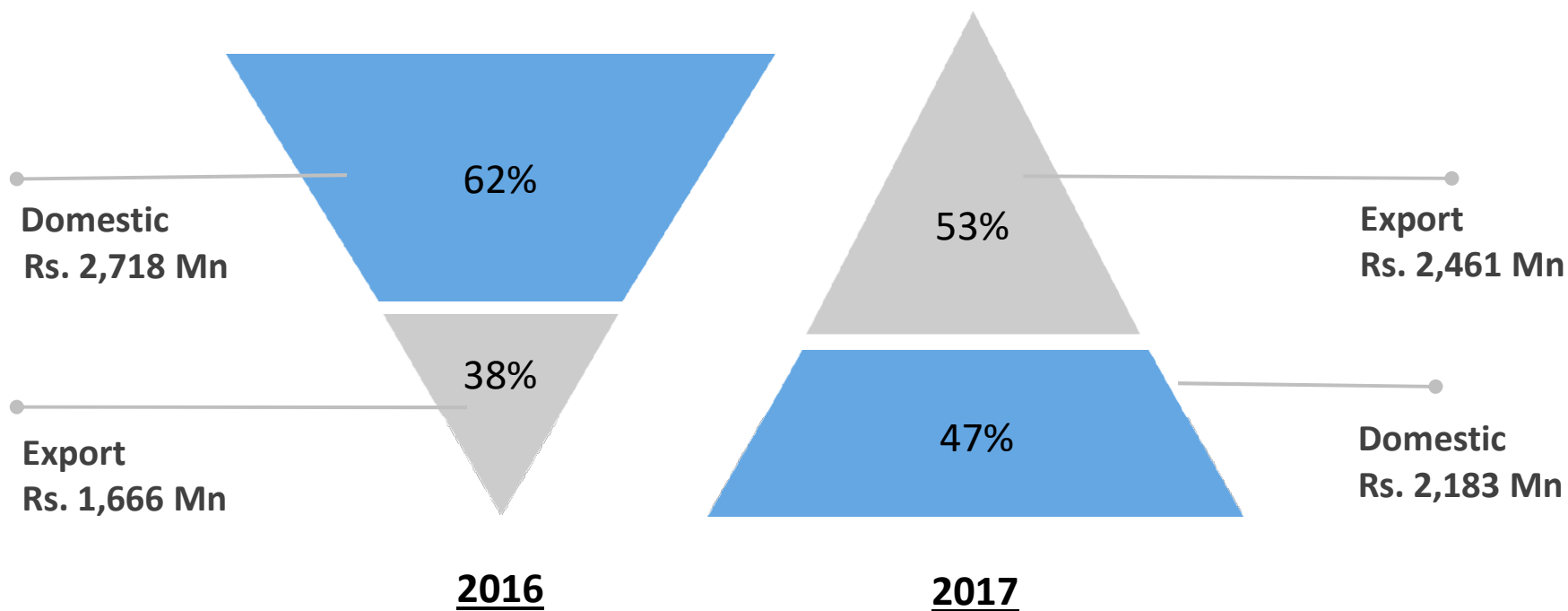
Six Sigma

Kaizen culture

Lean Manufacturing

Operational Excellence

Geographical mix



Achieving Scale



HIGHEST EVER PRODUCTION ACROSS ALL MFG FACILITIES

Production

Particulars	Unit	2015-16	2016-17	%age Inc/Dec	YTD Q3'17
OFC	CKM	68,124	86,127	26.4%	74,952
	FKM	20,30,614	25,62,776	26.2%	20,87,893
FRP	KM	11,30,922	13,32,039	17.8%	12,33,028

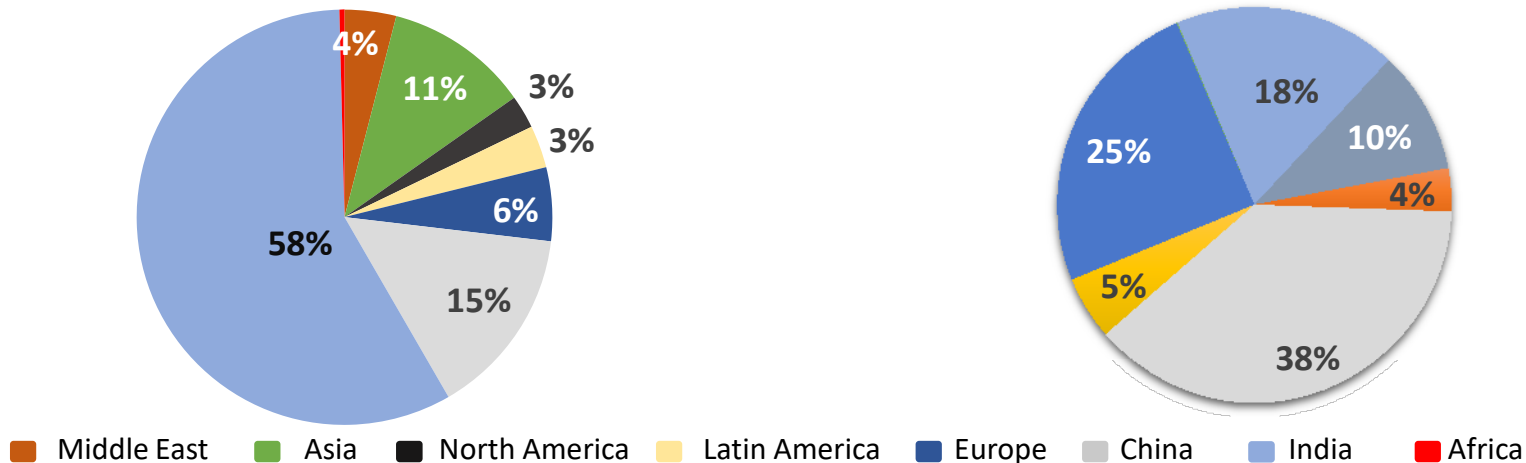
Sales

Particulars	Unit	2015-16	2016-17	%age Inc/Dec	YTD Q3'17
OFC	CKM	70,536	87,677	24.3%	71,468
	FKM	19,41,249	24,06,979	24.0%	20,36,494
FRP	KM	11,34,797	13,02,012	14.7%	11,67,945

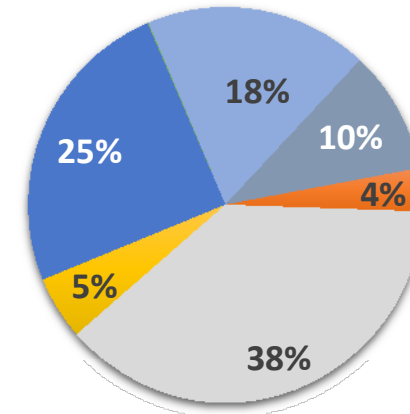
OFC & FRP Sales



OFC Revenue Mix % FY17



FRP Revenue Mix% FY17



- ✓ Intended to capture higher OFC share in diverse and fragmented export market
- ✓ Expansion of Optical Fibre capacities accomplished in FY18 to counter dependency on External Sourcing of Optical Fibre

- ✓ AKSH being a FRP Market leader, with sizable global market share
- ✓ Urge for expansion in FRP business with corresponding increase in the global OFC demand

Service Division Offerings



1 Stop Aksh



E-Governance solutions to the public

- Project: e-Mitra
- State : Rajasthan
- District Covered : All (33 Districts)
- Block Covered: All (276 Blocks)
- Gram Panchayat Covered : 5884(out of 10093)
- e-Mitra Kiosk- 10,549

Turnkey Projects



An integrated set of components, systems, engineering and installations for turn-key projects Installed and managing OFC Turnkey of 350 Kilometer in Jaipur.

Fibre to Home



- 100 Mbps Internet Speed
- Multiple IPTV connections

Banking Correspondent



- Opening of Saving bank, Time Deposit & Recurring Deposit accounts
- Offering Micro Finance solution
- Providing Micro Insurance

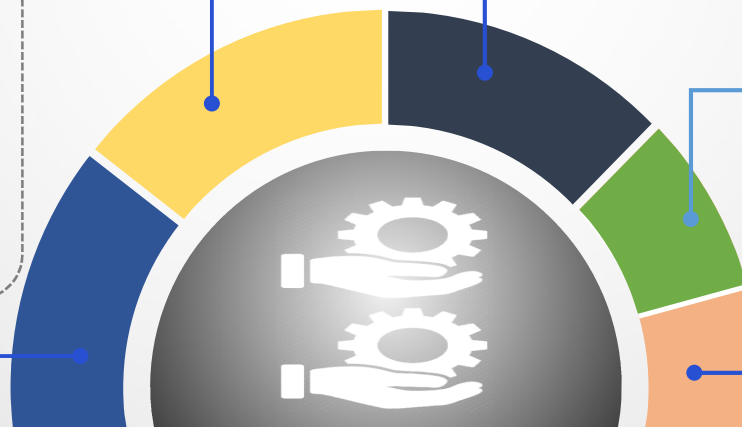
Energy Efficient Products:



Product Range Includes:

- | | |
|----------------------------|-----------------------|
| a. LED Bulb | b. Emergency LED Bulb |
| c. Solar LED Bulb | d. LED Tubelight |
| e. BEE 5 Star Ceiling fans | |

Aksh has Distributed more than 60 Lac of EESL "Delp Ujala Program" Since 2016. Product Range Includes:

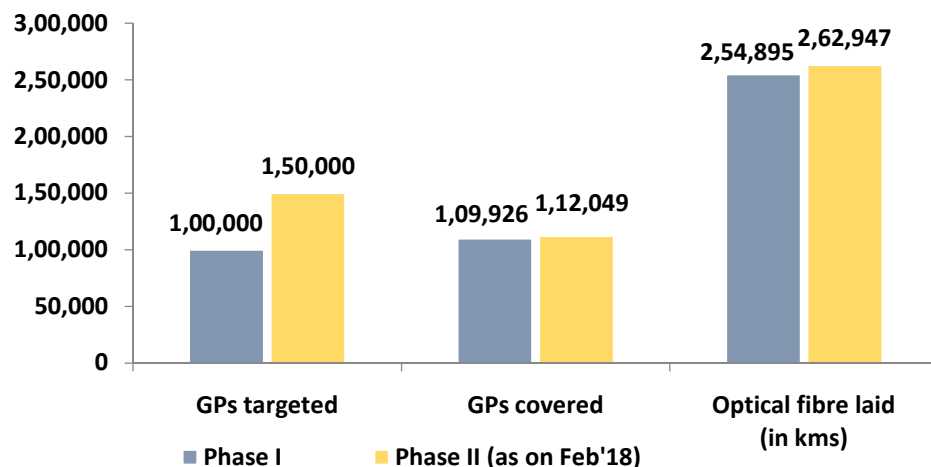


Key Government Initiative



Bharat Net

Bharat Net Deployment



An initiative taken by the Government to link 2.5 lakh Gram Panchayats (GPs) of India through broadband optical fibre network by March 2019.

On its completion would facilitate broadband connectivity for over 600 million rural citizens of the country.

As of December, 54,895 km of OFC was laid covering 1,09,926 GP. Second phase initiated for connecting the remaining 1.5 lakh GP.

D: The government expects to complete the phase two by December 2018 ahead of the original timeline of March 2019.

Digital India

An initiative of the Government of India to connect rural areas with high speed internet network by improving online infrastructure and increasing Internet connectivity.

Digital India aims to provide:

A: Laying of National Optical Fibre Network(NOFN) in 2.5 lakh gram panchayats

B: Providing mobile access in 44,000 uncovered villages till 2018

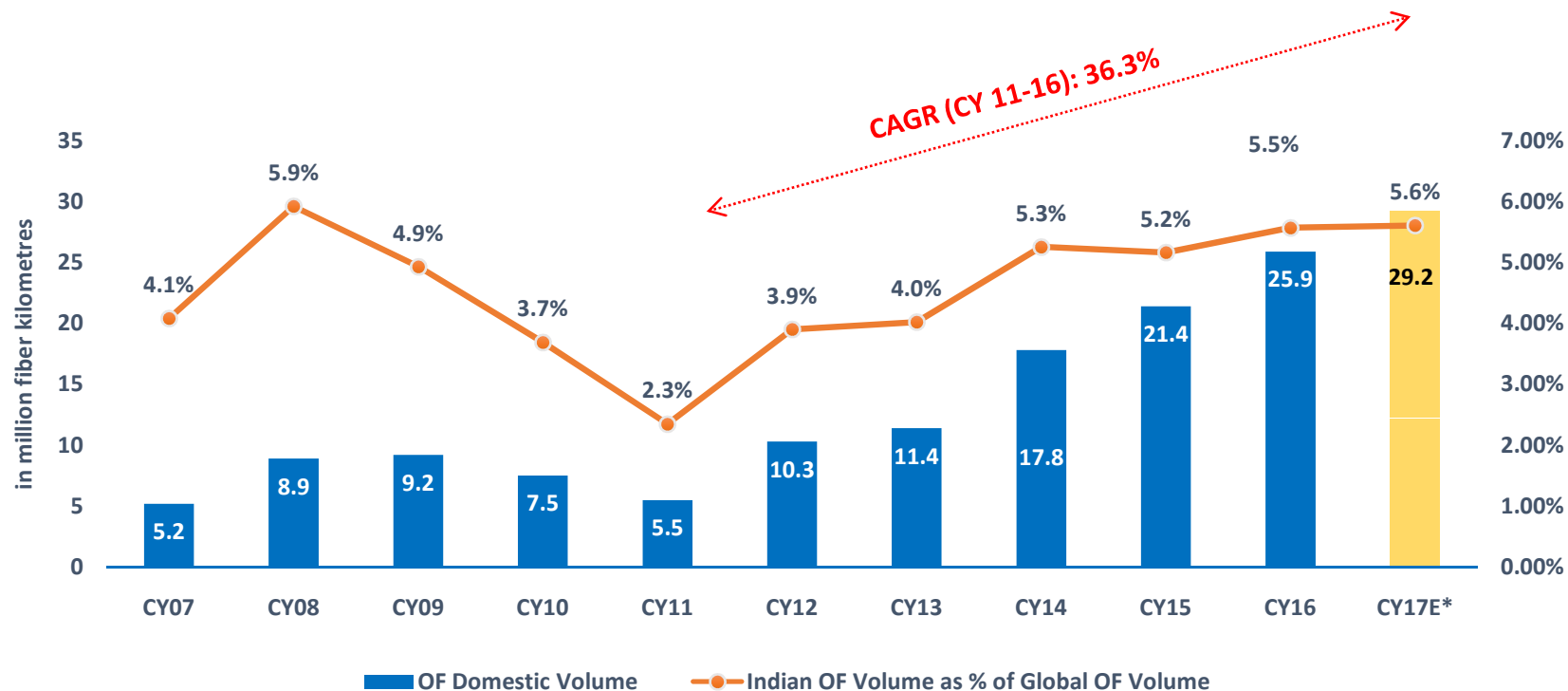
C: Cover one Common Service Centre(CSC) in every panchayat

D: Electronics Manufacturing

E: To set up Wi-Fi in all universities

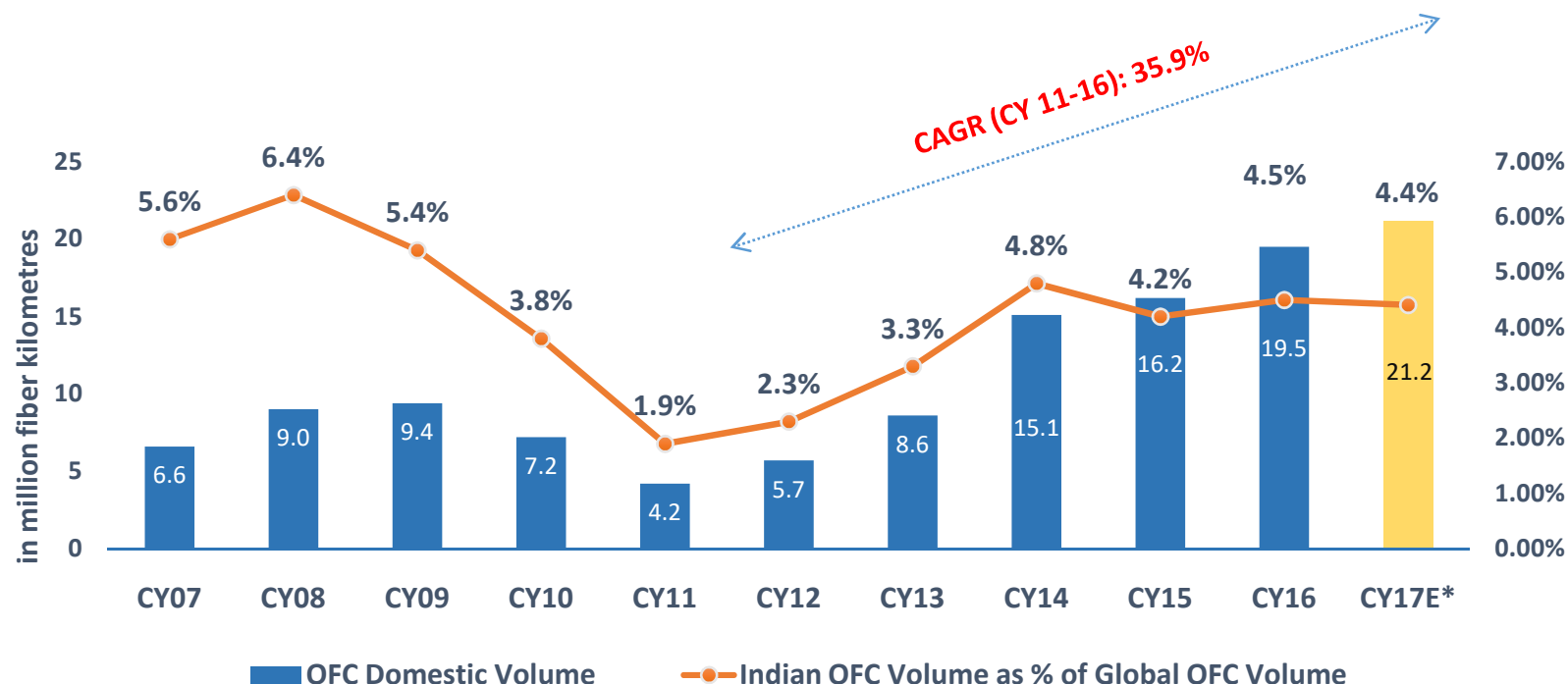
The use of OFC in all the above initiatives is likely to increase its demand.

Demand for Optical Fibre in India



✓ In tandem with the rapid growth in OFC during the period CY11 to CY16, the OF volumes also grew at a CAGR of 36.3% supporting this growth.

Demand for Optical Fibre Cable in India



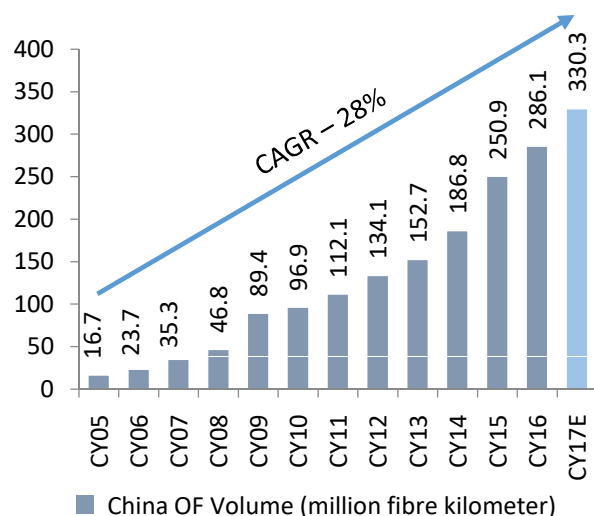
- ✓ The growth of OFC market in the recent past has been faster driven by the growth of telecom and introduction of new technologies in the sector.
- ✓ OFC market reported close to 5x growth between CY 11-16, growing at a CAGR of 35.9%

OF Demand in major markets - China, US & Europe



China

OF Demand in China over CY05 – CY16



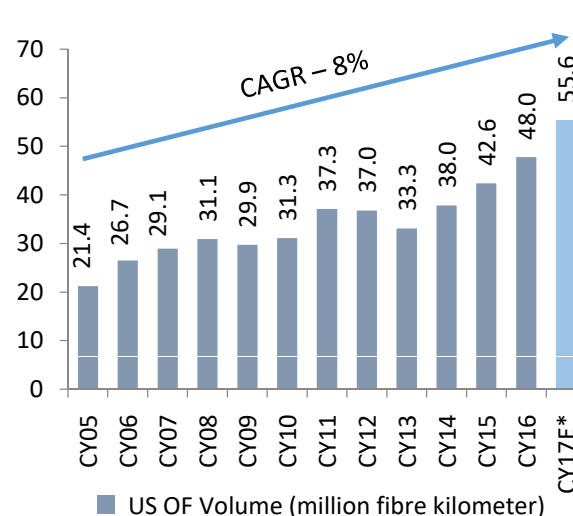
The demand for optical fibre in China stood at 286 million fibre kilometres in CY 16, accounting for 62% of the global OF demand

The Chinese optical fibre market is expected to grow at 16.8% during CY 16-20 and account for about 64.7% of the global demand in 2020.

OF exports from India to China was USD 36.28 million in CY 16.

US

OF Demand in US over CY05 – CY16



US accounts for around 33.10% of the global OF demand

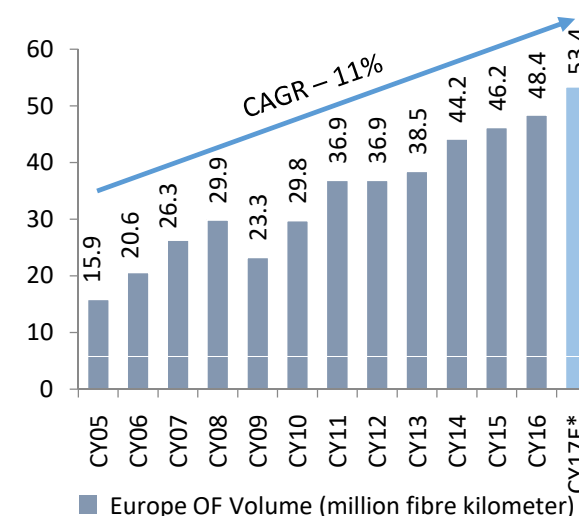
The demand for OF in US increased from 21.4 million fibre kilometres to 48 million fibre kilometre at a CAGR of 8% during CY 05-16.

The total mobile data traffic in North America is expected to increase at a CAGR of 33% between CY 16-22 with 5G set to drive fiberization in the US

India exported USD 22.38 million worth OF to US in

Europe

OF Demand in Europe over CY05 – CY16



Europe accounts for around 35.10% of global OF demand. Further, the country has expanded their OF and OFC capacity at a CAGR of 11% and 12% respectively between CY 05-16. The operators in this region will spend around USD 350 billion towards network CAPEX during CY 17-22.

In addition, the European Commission with an aim to create "A Gigabyte Society by 2025"³ is channelling its public funds to invest in broadband

Global Business Partners

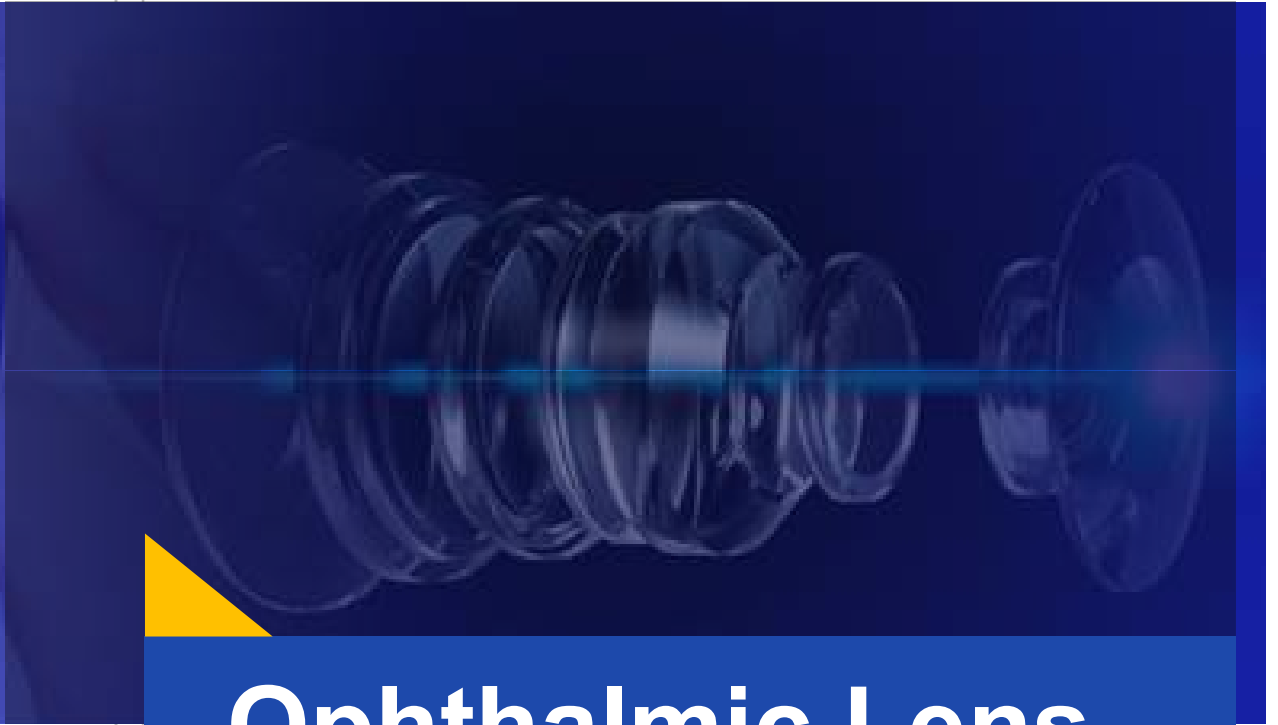


Global Business Partners





Our Way Forward



Ophthalmic Lens

WHY OPTICAL LENS ?

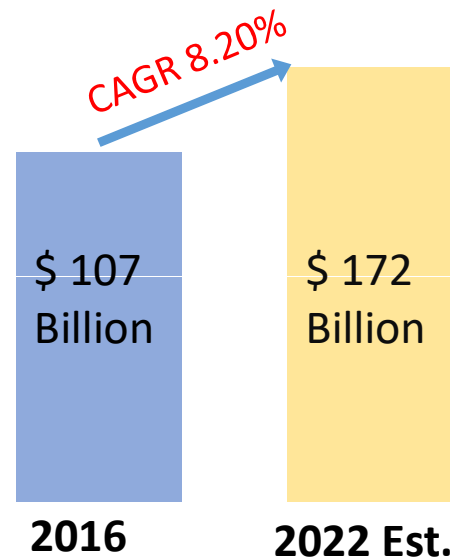


*Why
Optical
Lens*

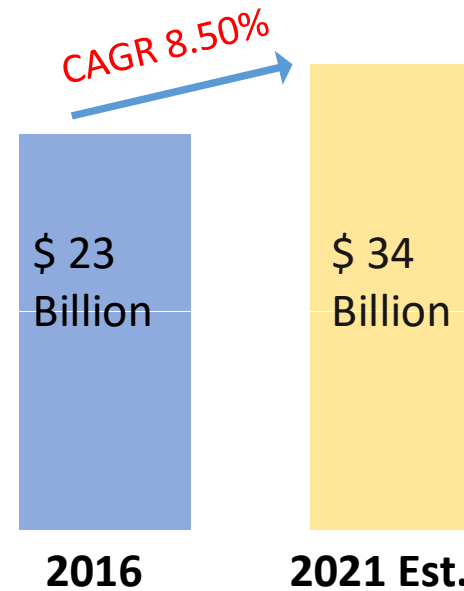
A large, thick, orange question mark is positioned to the right of the text 'Why Optical Lens'.

- Making India self-reliant (Make in India)
- No Indian manufacturers with huge capacity
- Handful of organized players in Indian market
- Deals with polymer and resins for the production
- Women empowerment

Eyewear Market



Global Eyewear Market



Indian Eyewear Market

- Current Indian spectacle lens market is INR 8,230 crores expected to grow at a CAGR of 15% for the next five years.

- 28% of Indian population need vision correction of 350 million units of market size

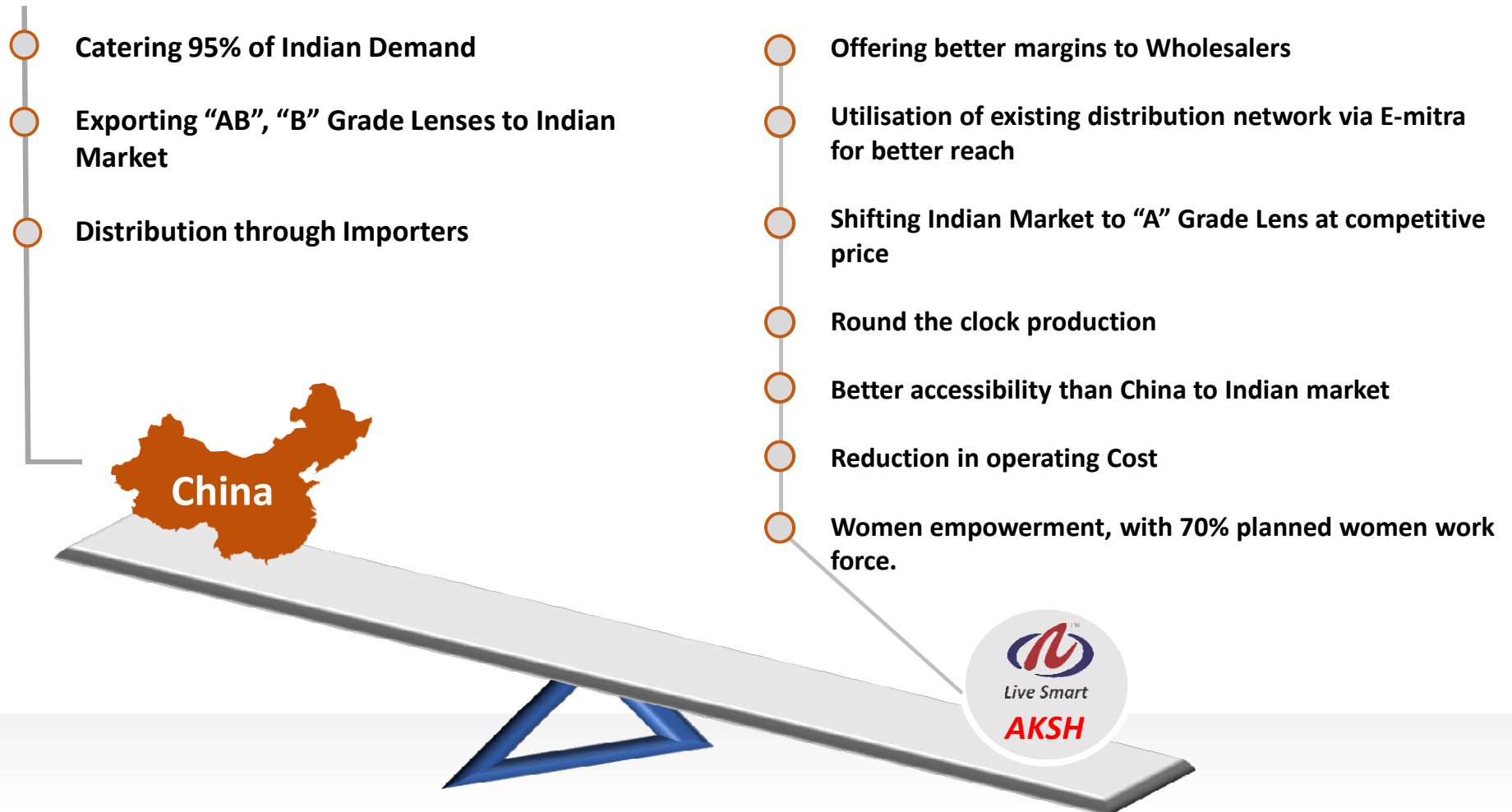
- 77% of the organized sector vision care comprises of spectacle lenses

- The organized sector comprises of 25% and remaining 75% of market is captured by unorganized sector

AKSH's Competitive Advantage From Chinese Imports

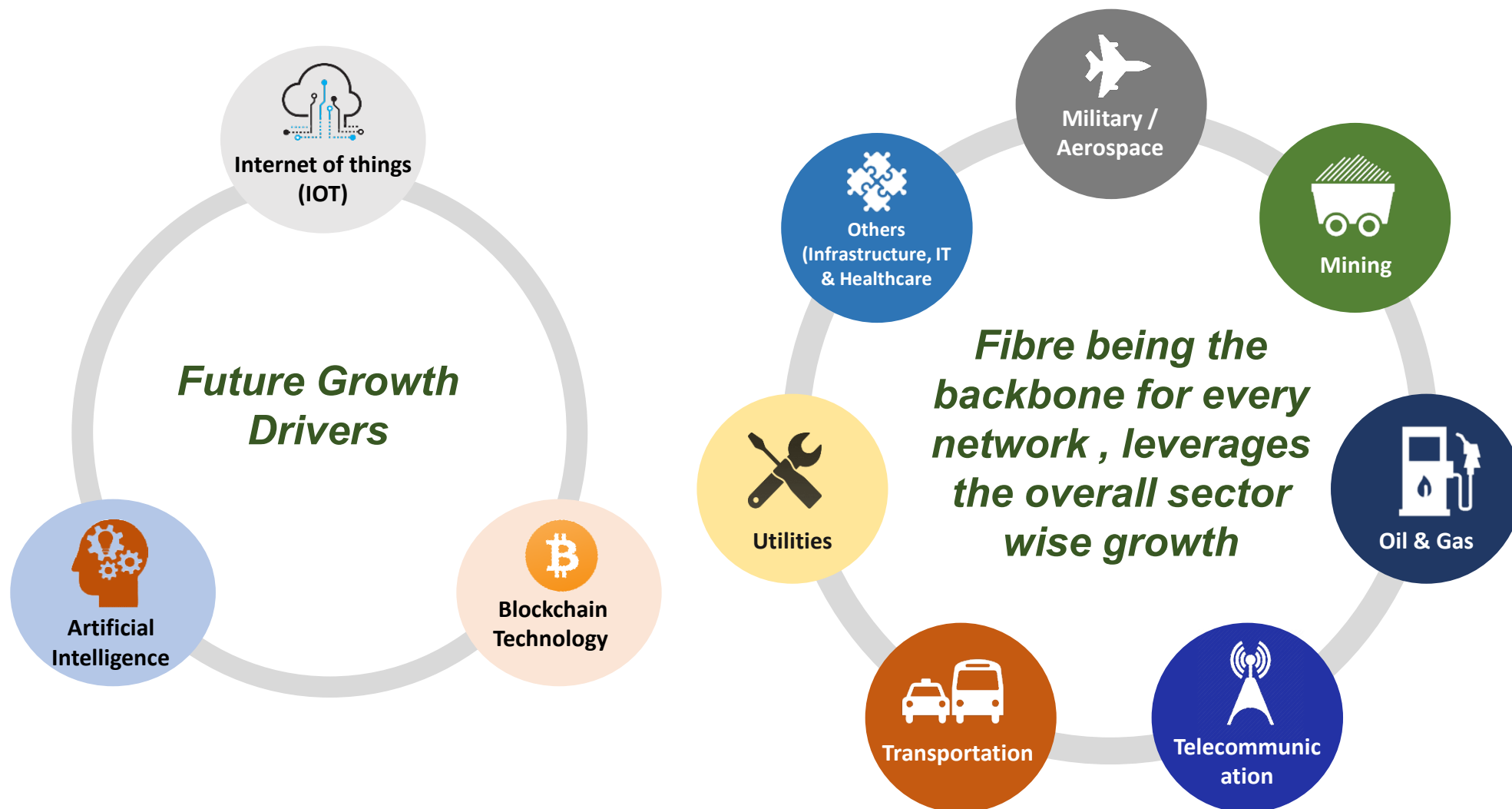


Chinese Imports Vs AKSH



Indian Optical Lens Market size is estimated at 7 Lac Lens Pair per day with no significant organized player in Indian market.

Future Growth Drivers with 360° Sector Coverage



Turnkey Project Details



Key projects under the bidding process

Turnkey projects

S.No	Project Name	Total Tender Value	Total KM of each Project	Expd Tender Opening	Expd Completion (Including 7 years of maintenance)
1	ANDHRA PRADESH STATE FIBERNET LIMITED (APSFL).	3,100 cr.	62,000	Apr-18	Apr-26
2	BBNL Punjab & Bihar Package A Bihar-11,774 km Package B Punjab-13,297	1,250 cr.	25,071	Apr-18	Apr-26
3	Chhattisgarh Master System Integrator (MSI) for BharatNet Phase-II in the State	1,650 cr.	32,466	Apr-18	Apr-26
4	Maharashtra Under MAHARASHTRA INFORMATION TECHNOLOGY CORPORATION LIMITED for MahaNet-I (BharatNet-II)	2,100 cr.	50,314	Apr-18	Apr-26

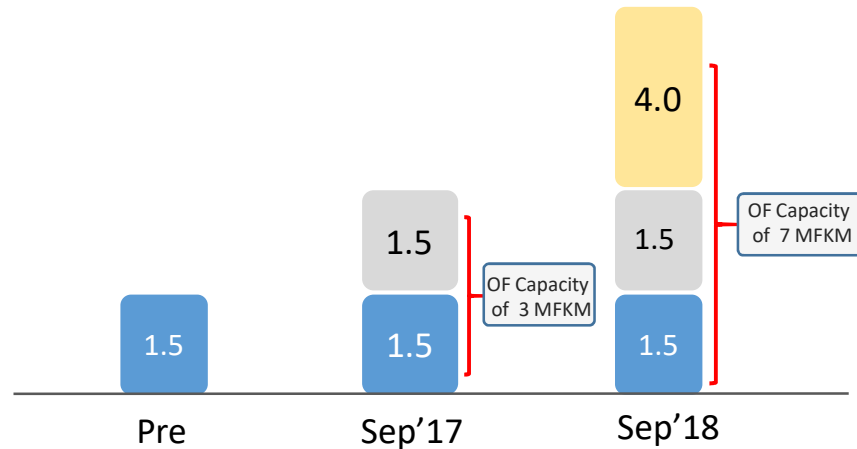
Smart City projects

S.No	Name of Smart City	Total Project Value	Expected Tender Opening dates	Expected Completion dates
1	Kanpur Smart City	90 Cr	Jun-18	Jun-23
2	Lucknow Smart City	70 Cr	May-18	May-23
3	Smart City Faridabad	115 Cr	Jun-18	Jun-23
4	Request for Proposal for ten smart cities (Coimbatore, Madurai, Salem, Thanjavur, Tiruchirapalli, Vellore, Tirunelveli, Tiruppur, Thoothukudi and Erode) of Tamil Nadu	65 Cr each	Jun-18	Feb-21

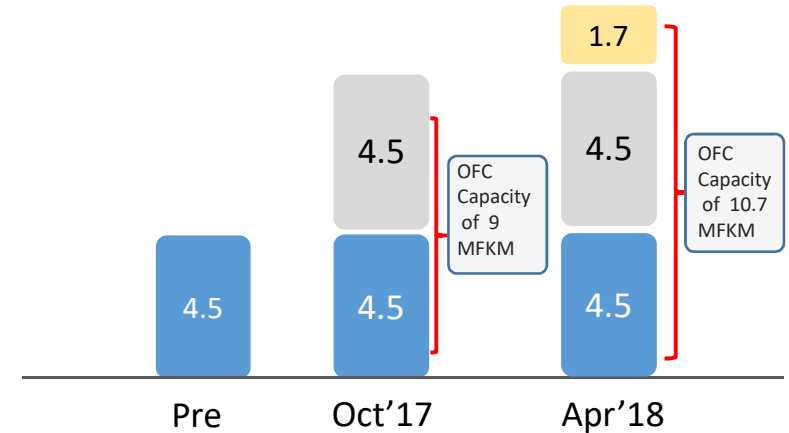
Capacity Expansion Update



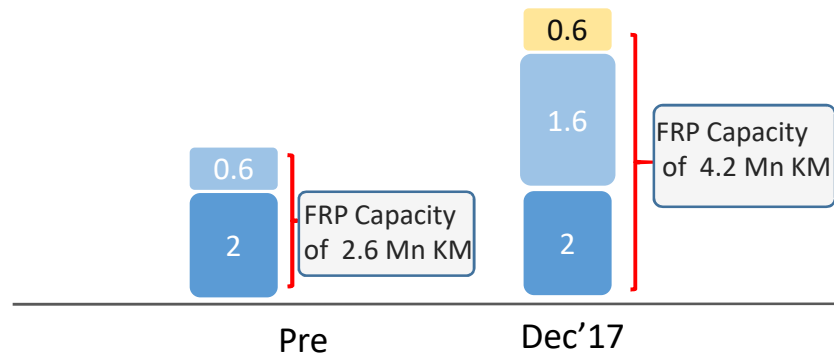
Optical Fibre (MN KMS)



Optical Fibre Cable (MN KMS)



FRP Rods (MN KMS)



■ Pre-Existing Capacity ■ Recently Added Capacity ■ Announced Capacity Expansion

Capacities measure :Per Annum



Financial Indicators

Financials



Statement of Profit & Loss

Rs. Million

Particulars	FY13	FY14	FY15	FY16	FY17	YTD'18
Segmental Revenue %						
OFC	63%	53%	63%	68%	66%	68%
FRP	30%	42%	31%	24%	26%	28%
Services	7%	5%	6%	9%	8%	4%
Revenue	2,568	2,387	3,560	4,517	4,943	4,376
EBIDTA	418	367	533	688	513	416
EBITDA %	16%	15%	15%	15%	10%	10%
Depreciation	166	150	172	206	217	161
EBIT	251	217	361	482	296	255
EBIT %	10%	9%	10%	11%	6%	6%
Interest	38	71	112	116	100	93
PBT	258	217	260	293	197	164
Tax	-	-	7	37	86	72
PAT	258	217	253	256	111	91
EPS (Rs/Sh)	1.7	1.5	1.7	1.6	0.7	0.6

Cash Flow

Rs. Million

Particulars	FY13	FY14	FY15	FY16	FY17	YTD'18
Cash at the beginning of the year	9	20	8	44	33	30
Cash from Operating Activities	(57)	250	292	387	613	36
Cash used for Capex	145	(163)	(252)	(131)	(695)	(968)
Cash used for financing	(77)	(100)	(4)	(267)	79	945
Net Cash Flow	20	8	44	33	30	44

Growth Matrix

Particulars	FY13	FY14	FY15	FY16	FY17	YTD'18
Revenues	-7%	-7%	49%	27%	9%	18%
EBITDA	32%	-12%	45%	29%	-25%	8%
EBIT	38%	-14%	66%	33%	-38%	15%
PBT	25%	-16%	20%	13%	-33%	11%
PAT	31%	-16%	17%	1%	-57%	9%
EPS	26%	-16%	15%	-6%	-57%	9%

Valuation Matrix

Particulars	FY13	FY14	FY15	FY16	FY17
EV/Sales	1.3	1.4	0.9	0.6	0.8
EV/EBITDA	7.9	9.0	5.8	4.0	8.0
Price/BV	0.7	0.6	0.5	0.5	0.7
P/E	10	11	9	8	31

Balance Sheet

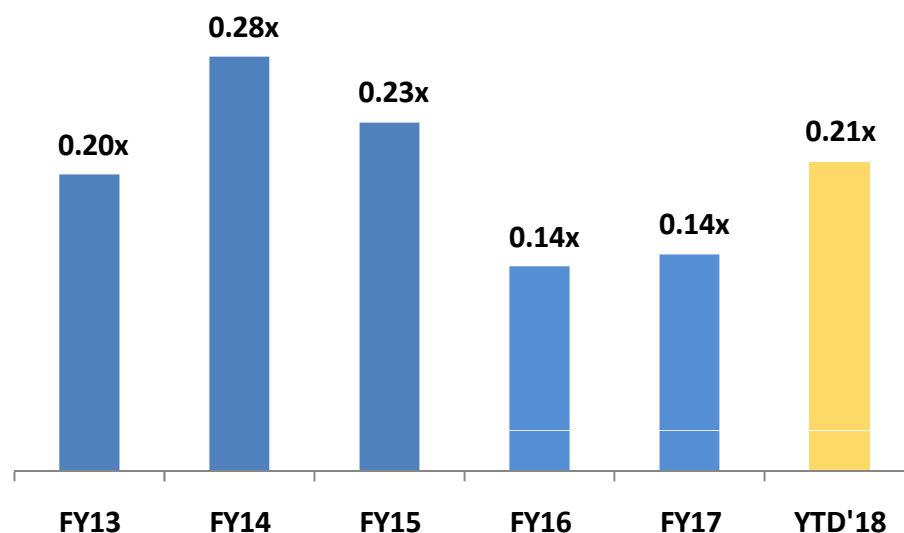
Rs. Million

Particulars	FY13	FY14	FY15	FY16	FY17	YTD'18
Net Worth	3,835	3,753	4,085	4,602	4,686	4,710
Debt	933	1,353	1,423	1,085	1,265	2,197
Term Debt	760	1,040	953	629	679	975
Short Term Debt	172	314	470	457	586	1,222
Total	4,768	5,107	5,508	5,687	5,950	6,908
Fixed Assets	976	904	1,155	1,015	1,147	1,466
Net Working Capital	3,791	4,202	4,354	4,672	4,803	5,442
Total	4,768	5,107	5,508	5,687	5,950	6,908
Return on Equity (Post Tax)	7%	6%	6%	6%	2%	2%
Return on capital Employed	5%	4%	7%	8%	5%	4%

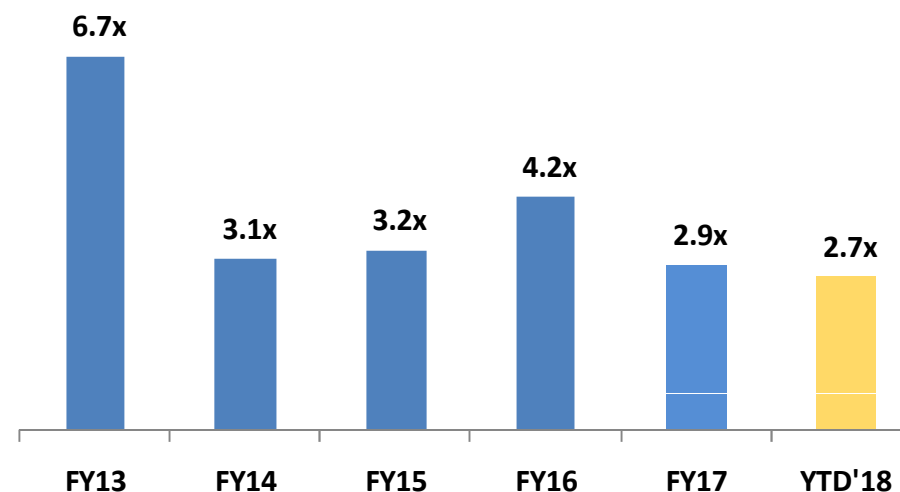
Key Financial Indicators



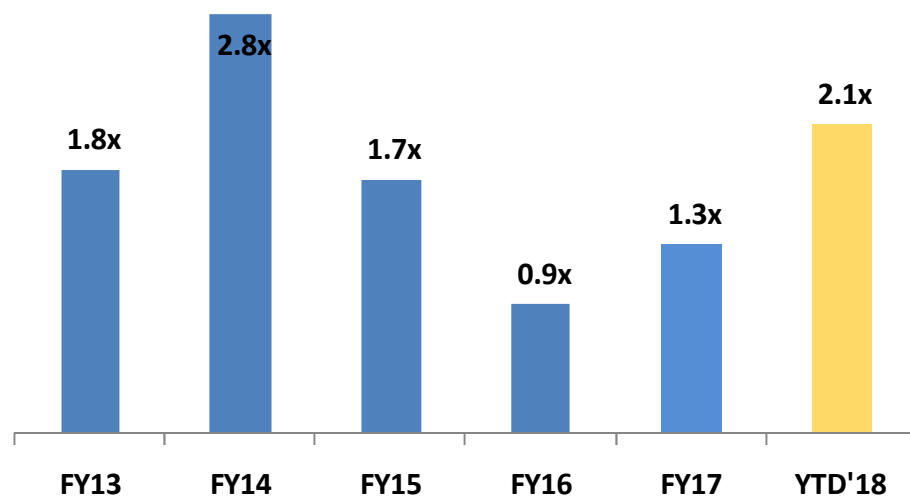
Debt/Equity Ratio



Interest Coverage Ratio

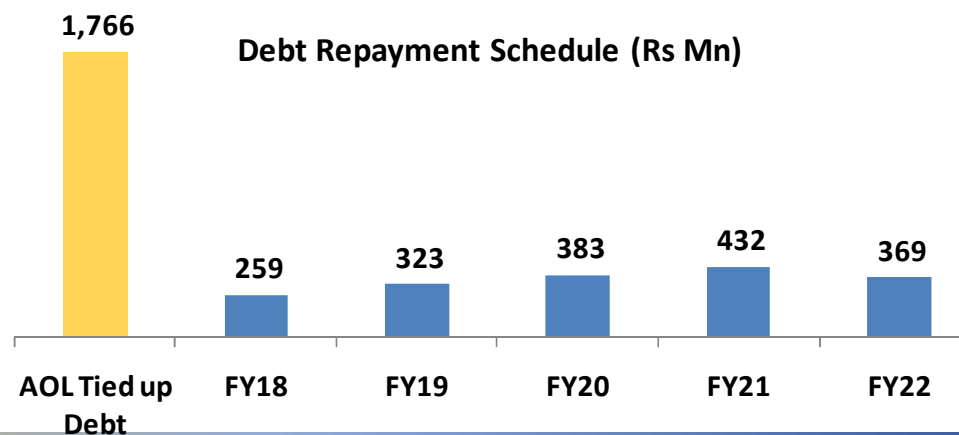


Net Debt/EBITDA



•Tail ended debt profile, which will be smoothly re-paid in next 5 years

Debt Repayment Schedule (Rs Mn)



Human Capital & Best Practices



PROCESSES

- Automated Processes
- Effective Business Partnering
- Organization Benchmarking & Restructuring

CULTURE

- Internal Engagement score=4.07/5
- Open Door Policy
- Decision Making by consensus
- Flat Organization- No Designations only levels
- Transparency by means of Effective Policy Adherence

TALENT

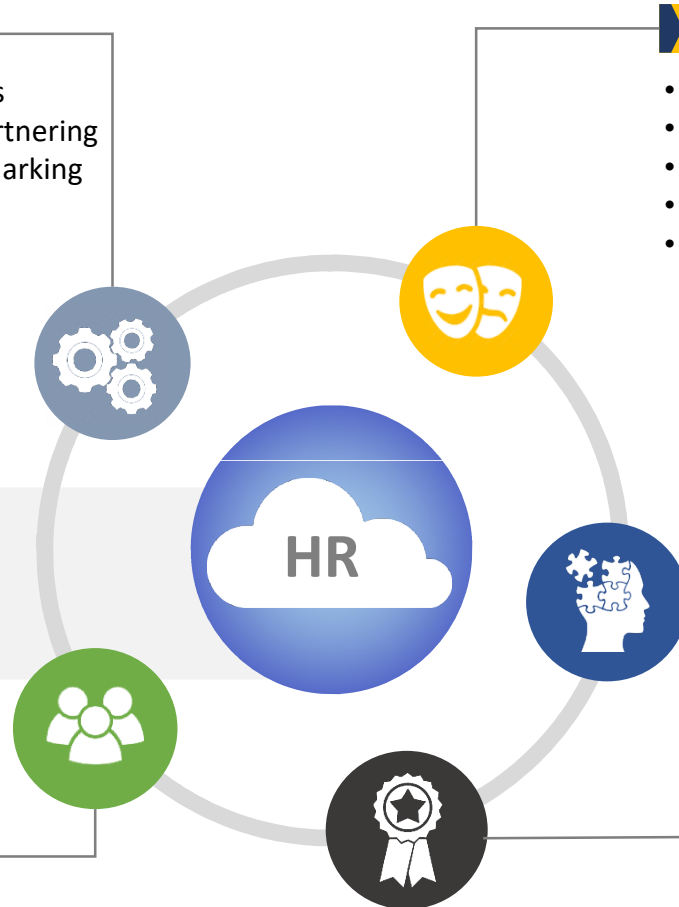
- External Trainings for HiPots
- Rigorous Skill development through CFTs
- Campus Drives at Premier institutes

REWARDS

- Highly Defined Goal setting exercise
- Equal weightages to Business Team & Individual Goals
- Pay For Performance
- Competitive Payouts

ENGAGEMENT

- Result Orientation by means of Work From Anywhere Policy
- Fun Committees
- Work Flexibility



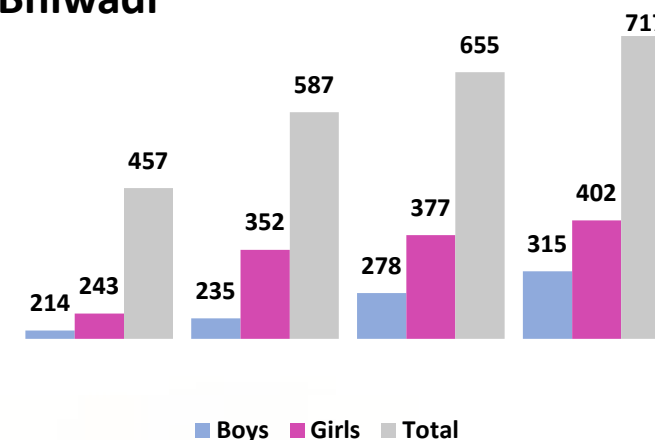
Corporate Social Responsibility



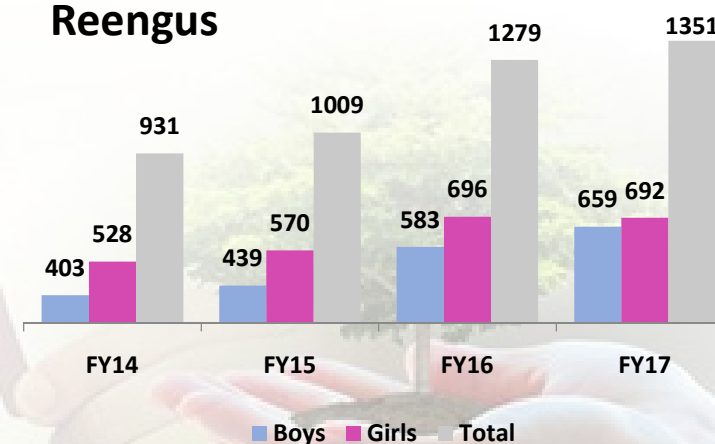
- Undertook Massive Plantation drive in Bhiwadi and Reengus Industrial Area, **Planted More than 65,000 Trees** so far
- After Aksh's adoption Student Enrolment increased by 260 in Santhalka School (57%), 430 in Reengus Schools in last three years (45%). **Out of this 60% were girl child**
- **98% Passing result achieved in 10th & 12th in 2016 board exams, Reengus. 100% in 12th board exam 2017.**
- Govt. Sec. School, Santhalka was **Awarded as Centre for Excellence.**
- **Women Empowerment** – 1st Batch of 20 women Aksh in association with Singer India, Rotary Club of Bhiwadi and USCKM School setup a Skill Development Center at UCSKM School, Bhiwadi.
- Infrastructure developed by Aksh at Reengus school **Provided Opportunity to conduct State Level Sports Competition** in hockey, volleyball, baseball & badminton.
- **Installed 2504 LED Tube Lights & Bulbs** at “Rasik Lal Dhariwal Knowledge City, Vidhyawadi Campus, Desuri Pali” – This enabled Monthly **Saving of Rs. 50,000 in electricity bill.**

STUDENT ENROLLMENT IN AKSH'S ADOPTED SCHOOLS

Bhiwadi



Reengus



Awards & Accolades



**Bhamashah
Contribution towards
Societal Upliftment**

01



**Frost & Sullivan
Best OFC Supplier**

02



**Wind Insider
Network
Technology Leader**

03



**Gov of Rajasthan
Technology know
how Facilitator**

04



**CII
5S Excellence
Enabler**

05



**DGFT - India
Star Export
House Status**

06



**Manufacturing
Association
CSR Excellence**

07 08



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