



HFCL Limited

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HFCL/SEC/25-26

May 23, 2025

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 cmlist@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 (“SEBI Listing Regulations”).

Subject: Earnings’ Presentation

Dear Sir(s)/ Madam,

This is in continuation to our earlier intimation dated May 22, 2025.

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**, *inter-alia*, on the **Audited Financial Results of the Company for the 4th Quarter and Financial Year ended March 31, 2025**, both on **Standalone and Consolidated basis**, to be discussed during the **Earnings’ Call** scheduled to be held on **Friday, May 23, 2025 at 04:00 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 May 22, 2025.

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

Encl: Earnings’ Presentation



**Investor
Presentation**

01

The HFCL
Story

04

ESG/CSR

02

Opportunity
Size

05

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Financial
Highlights

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01

The HFCL Story

HFCL is a leading player in the telecom, defense, and enterprise connectivity ecosystems.

Market Leadership

HFCL is at the forefront of India's telecom and digital infrastructure growth, enabling 5G rollouts and fiber connectivity.

Diversified Presence

We operate across three high-growth segments:

Telecom

Optic Fibre / Optic Fibre Cables, Telecom and Networking Products (Access and Transmission) and Passive Connectivity Solutions

Defense

Ground and Coastal Surveillance Radars, Electro Optics, Electronic Fuses, HCRR, Tactical Cables and wire harnesses.

System Integration

Executing and maintaining large scale telecom and defence communication projects



#1

OPTICAL FIBRE CABLE SUPPLIER IN INDIA



03

Research & Development CENTRES



07

MANUFACTURING FACILITIES



60+

COUNTRIES OF PRESENCE

Product Portfolio

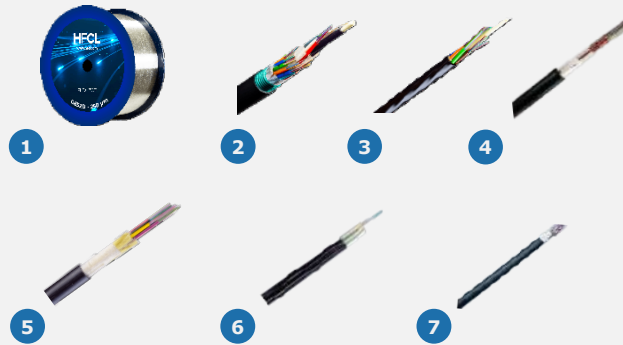
Telecom

Networking Products



1. Point to Point Unlicensed Band Backhaul Radio (UBR)
2. Indoor & Outdoor Wi-Fi 5, 6 and 7 Access Points
3. Unified Cloud based Network Management System
4. Ethernet L2 Switches
5. Home Mesh Routers
6. 5G Indoor & Outdoor FWA CPE
7. IP/ MPLS Routers

Optic Fiber/ Optical Fibers Cables



1. Optic Fiber
2. Armoured and Unarmoured Cable
3. Micro Cable
4. Micro Module Cable
5. Ribbon Cable
6. FTTH Cable
7. IBR Cable

Empowering global telcos with a wide range of new age products

Defence

Electronics Products

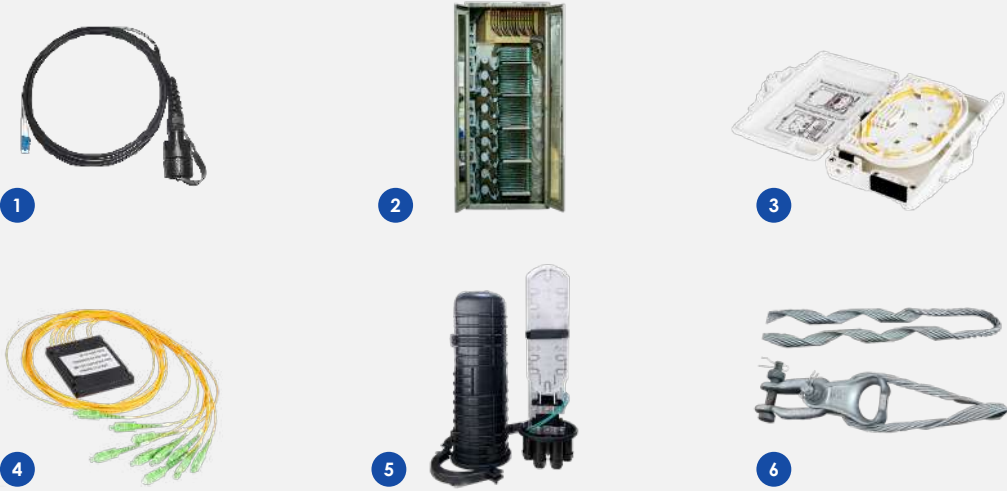


1. Electronic FUZE
2. High-capacity Radio Relay
3. Ground Surveillance Radar
4. Thermal Imaging Core (TI Core)
5. Thermal Weapon Sights (TWS)

Innovator in Indian defence technology space through indigenously developed products

Product Portfolio

Passive Connectivity Solutions



1. Cable Assemblies
2. High Density Cabinets
3. Fiber Termination Box
4. PLC Splitters
5. Joint Closures
6. Aerial/ FTTH Accessories

Supplying high quality compatible passive connectivity solutions for catering to high-speed networks

Wire Harness Portfolio



1. Aerospace and Defense Cable Assemblies
2. Automotive Cable Assemblies

Supplier of highly specialised, custom designed cables for the aerospace and automotive sectors

Product Innovation - Products under development

Fuelled by a sharp focus on innovation, we have created a comprehensive suite of next-gen connectivity and 5G backhauling products:

Products Under Development



Telecommunication and Networking

- Variants for Wi-Fi 6 and Wi-Fi 7 Access Points
- New 4 Gbps Unlicensed Band Radio
- Variants of IP/MPLS Routers
- Global variants of Outdoor FWA CPEs

Wi Fi 7
Outdoor
Access Point



Wi Fi 6
Indoor
Solution



UBR



IP/ MPLS
Routers



FWA CPE



Software
Defined
Radio



Drone
Detection
Radar



Multi
mode Hand
Grenade



Products Under Development



Defence Communication and Electronics

- Software defined radio
- Drone Detection Radar
- Multi Mode Hand Grenades

Network Solutions & Projects

Public Telecommunication



- Established player in large-scale telecom projects including Optical Transport Network, Rural GSM Network, Fiber to the Home, In-building Solutions, Mobile Backhaul Networks.
- Creation of Optical Transport Network across India for leading telecom operator.
- Proven execution for delivering advanced Wi-Fi solutions for various institutions.

Defence Communication



- Dedicated Multi-Protocol Label Switching (MPLS) Network.
- End-to-end solution for multiple hybrid microwave broadband radio links in remote area.
- Exclusive and dedicated nationwide dense wavelength-division multiplexing-based Optical transmission backbone network.
- GSM based Fiber Monitoring & Management System.

Strong Manufacturing Presence



1

2

HYDERABAD, TELANGANA 2 facilities

- 5.2 mn fkm/annum Optic Fiber Cables
- 432k cable km/annum FTTH Cables
- 14 mn fkm/annum Optic Fiber production



3

CHENNAI, TAMIL NADU

(Through subsidiary company HTL Ltd)

- 11.88 mn fkm/annum Optic Fiber Cables
- 270k cable km/annum - FTTH Cables
- Passive connectivity solutions



4

VERNA, GOA

- 8 mn fkm/annum Optic Fiber Cables



5

Manesar, NCR

- Telecom and network equipment



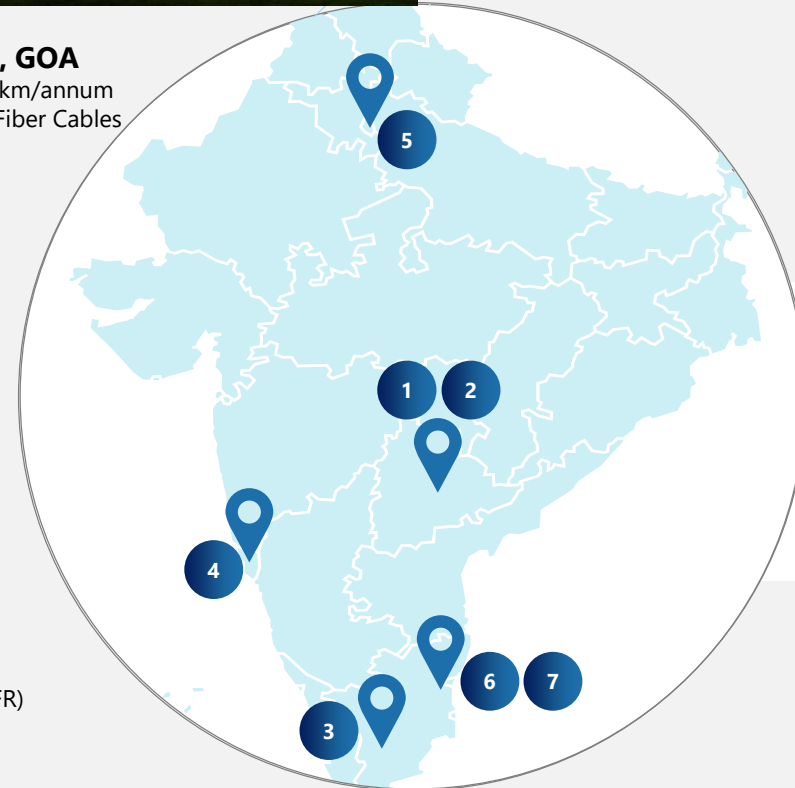
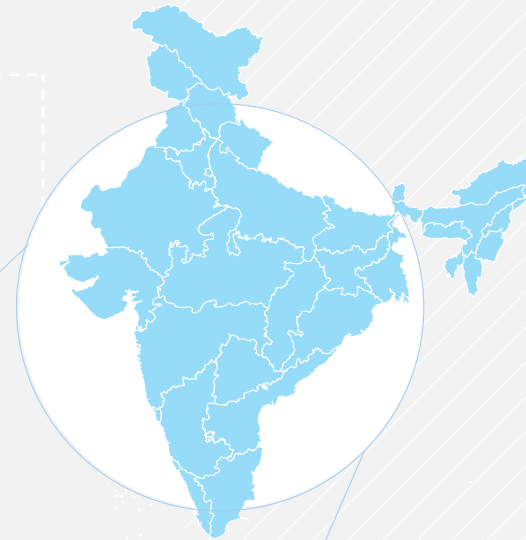
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7

HOSUR, TAMIL NADU

(Through subsidiary company HTL Ltd)

- 660kkm/annum Aramid Reinforced Plastic (ARP) Rods
- 504k km/annum Fiber Reinforced Plastic (FRP) Rods
- 2,700 MT/ annum Impregnated Glass Fiber Reinforcement (IGFR)
- **All above are raw materials for optical fibre cable**
- Defence equipment



07
OPERATIONAL
MANUFACTURING
FACILITIES
ACROSS INDIA

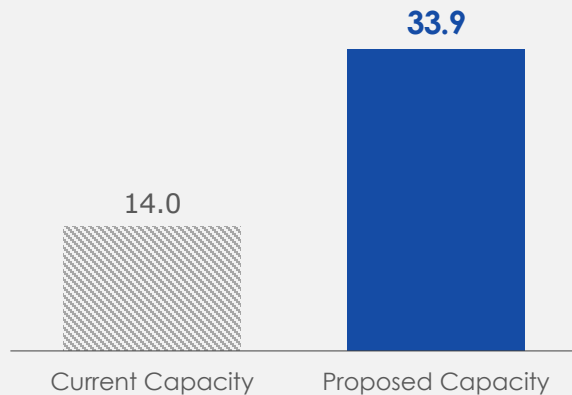
Expanding Manufacturing Capacities

Further strengthening of backward integration

- Reduce dependence on external suppliers for manufacturing of Optic Fiber Cables.
- Higher Quality Assurance of finished goods.
- Yield better margins.

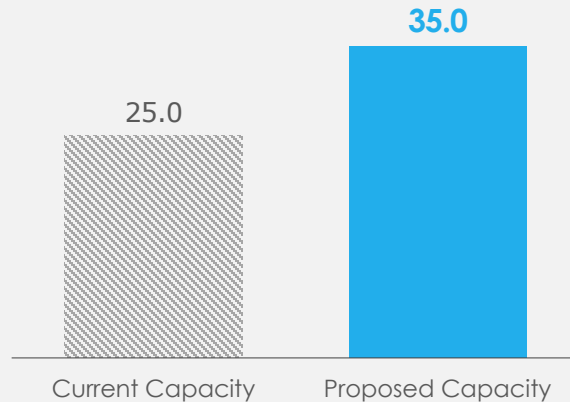
Planned expansion of manufacturing capacity of Optic fiber

(IN mn fkm p.a)



Planned Optical fiber Cable capacity expansion

(IN mn fkm p.a)



Established new facility in Manesar (NCR region) for the manufacture of Telecom and Networking products and in Hosur for defence manufacturing products

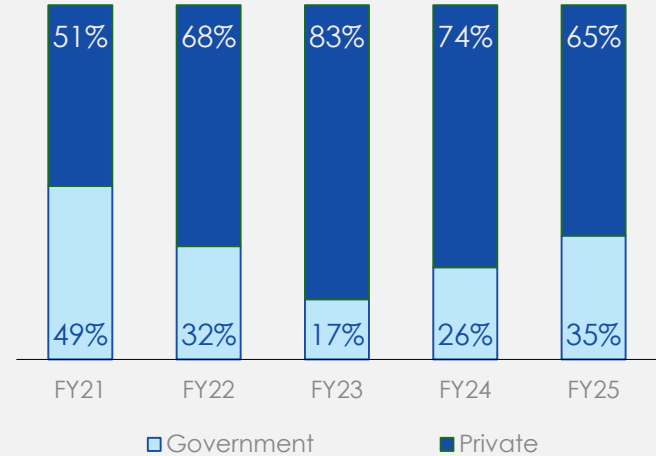
- Cumulative TAM of ~ 614 bn USD both globally and in India by FY30.
- Achieved revenue of INR 1291.55 crs in FY24-25 compared to INR 142.97 crs in FY23-24 from existing product portfolio.



Optimization of Revenue and Customer base

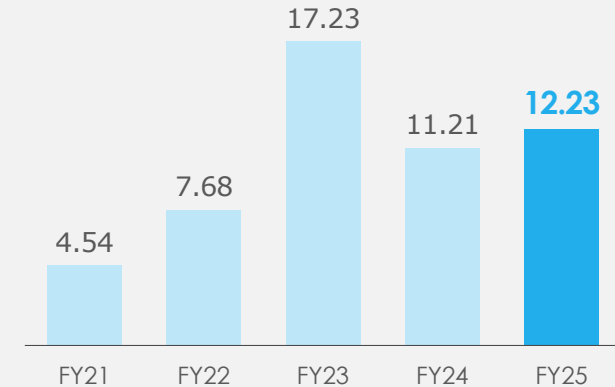
We are enhancing our customer mix by prioritizing higher-margin private clients—streamlining our strategy, optimizing offerings, and aligning closely with evolving market and customer needs.

Revenue share from Private Customers



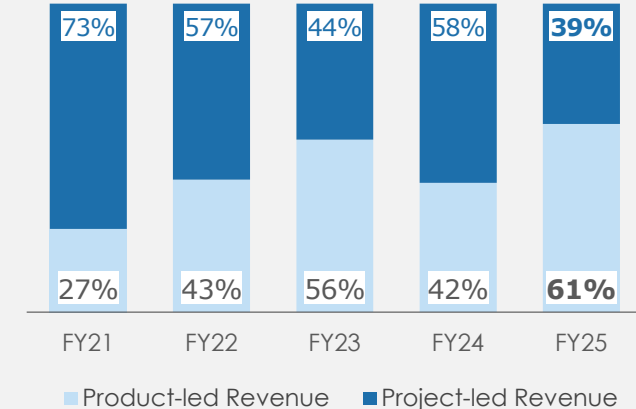
Following two years of muted exports amid global demand headwinds, we are now strategically positioned to capitalize on the rebound —accelerating growth, capturing market share, and broadening our international customer base.

Exports Revenue Share



Shift from Project-led revenue to Product-led revenue - Strategically phased out low-margin turnkey projects, **focusing more on scalable, high-value product offerings** that are expected to drive margin expansion and ensure secular growth.

Shift towards Product-led Revenue



Research & Development : Powering towards a technology led Company

3 dedicated R&D centres in Bengaluru, Hyderabad and Gurugram driving innovation.



Strengthened in-house R&D team

Segments	No. of people
5G Products	108
Other Networking Products	105
Technology & Defence	60
Optic fiber & Optical fiber Cable	78
Total	351



We supply globally in more than 60 countries, to over 80 marquee customers

Some market leaders who we work with

In India:



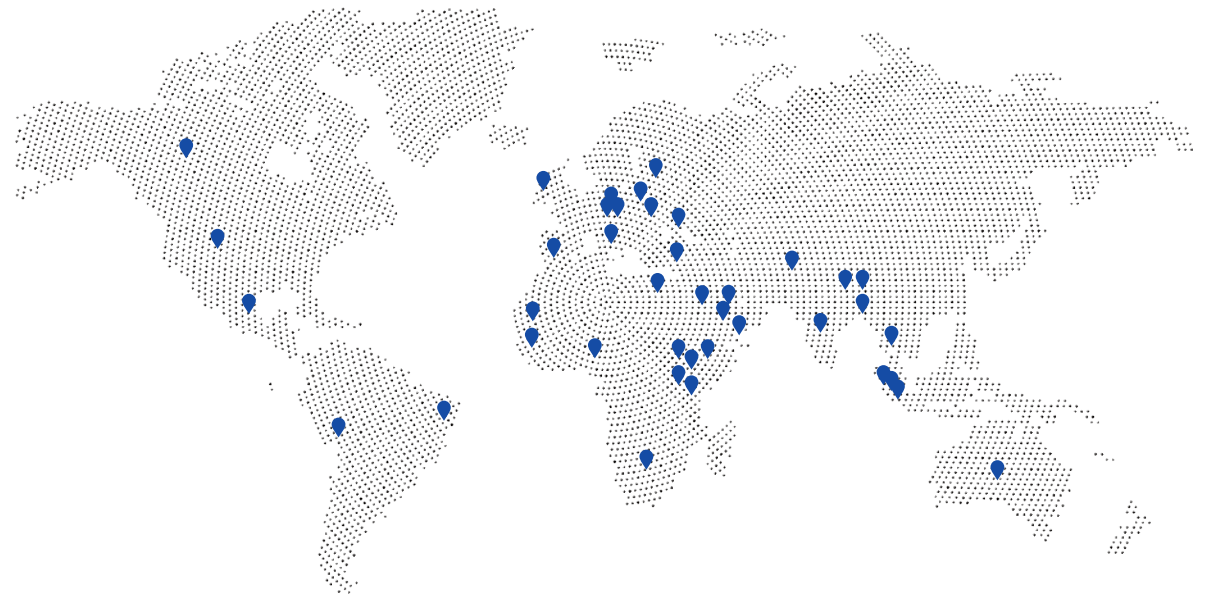
In UK & Europe:



In Middle East & Africa:



In South East Asia and Asia Pacific:



Map not to Scale only for illustration purpose

Strong Technology Partners

Qualcomm

Licensing for Open source Wi-Fi 7 products; 5G millimeter wave FWA; product development; 5G Outdoor Small Cell etc.



Partnership for 5G Transport Products

Capgemini engineering

Partnership for 5G Small Cells



Partnership for 5G Small Cells



Design partner for Macro Radio, Wi-Fi Access points, UBRs, Cloud management systems, Element management systems etc.

METANOIA

Partnership for 5G Small Cells

CommAgility

Partnership for 5G indoor small cells



Partnership for Artificial Intelligence (AI) based Analytics

ipinfusion

Partnership for 5G Transport products



Partnership for Switches



Partnership for Software Defined Radios

BROADCOM

Partnership for Routers

What Sets HFCL Apart?

01 **"Make in India"**: While Atmanirbhar Bharat opens up opportunities to contribute significantly to India's self reliance, HFCL is greatly contributing for locally designed and manufactured telecom and Defense equipment

02 **"Global Presence"**: Collaborations with international partners to penetrate key markets across Europe, Southeast Asia, and the Middle East - Penetrating new export markets with cutting-edge fiber, telecom, and defense solutions.

03 **"Focusing on high growth engines – Defence and Data Centers"**: We are prioritizing high-growth verticals like Defence and Data Centers to drive future scalability and profitability. In Defence, we're focusing on indigenous products for both India and Global markets. In Data Centers, we're enabling high-speed connectivity and infrastructure for the digital economy. Both segments offer strong demand visibility, better margins, and long-term value creation.

04 **"End to end development of products"**: HFCL works on managing entire product life cycle from concept, definition, design, prototyping, quality testing, certification, trials, manufacturing, deployment, customer support and upgrade

05 **"Enhancing Capacities and Capabilities "**: We are consistently expanding our manufacturing capacities and strengthening R&D capabilities to meet rising demand, support innovation, and accelerate time-to-market. These investments are key to scaling operations, improving efficiency, and delivering next-gen solutions across our focus sectors.

Growth Strategy

Entry into Data Centers Networking (DC) Industry and 5G & Fiber Expansion

- Supplying OFCs, networking equipment and solutions to the high growth data centre and AI infrastructure industry.
- Accelerating deployment to power India's Digital India mission.

~\$1.1 trillion expected capex in DC networking by FY29*

Increased Focus on High Margin Product Revenue

- Focus on high end products to improve revenue mix and margins.
- Increasing product business revenue to ease working capital resources.

Customised high end products are expected to deliver higher margins

Opportunities within Private & Export Customers

- Aiming to increase engagement with private entities.
- Targeting export customers for greater customer diversification
- The objective is to gain revenue stability and improved margins.

Share of Private Customers to Total Revenue stood at 61% in FY25 vis-a-vis 27% in FY21.

Continued R&D Driven Innovation

- HFCL has focused on its R&D efforts in recent years, particularly in 5G technology, defence communications, and next-generation fiber solutions.

Consistent addition of new products in Telecom and Defence verticals

Source: *Network world

- 18 Market Opportunity – Telecom and Networking
- 24 Market Opportunity – Defence
- 25 EPC Division – Future Opportunities

02

Industry Landscape



Market Opportunity – Telecom & Networking

Optic Fibre Cable (OFC)

- In 2023, the fiber optic cable market was valued at **\$11.9 bn.** and is expected to reach \$20-21 billion by 2032, exhibiting a **CAGR of 6%** between 2024 and 2032.
- The Indian optical fiber cables market is currently estimated at **\$365-390 mn annually** and is projected to grow at a **CAGR of ~5%** over the next 6-7 years.
- The market for fiber optic cable accessories in India generated revenue of **\$376.9 mn.** in 2023 and is expected to reach \$995.9 mn. by 2030, growing at a **CAGR of 14.9%** from 2024 to 2030.

Key Growth Drivers

1. The **global rollout of 5G networks** - Essential for supporting high-speed data transmission and low-latency communication.
2. Government initiatives aimed at **enhancing digital infrastructure** are accelerating the deployment of optical fiber networks - Improve internet connectivity and support smart city projects.
3. **Data Centre Expansion** driven by the increasing adoption of cloud services and big data analytics - Ensure efficient data transfer and storage.

Emerging Opportunities



Healthcare

Fiber optics for applications such as endoscopy, laser delivery systems, and biomedical sensing

Automotive

Integration of ADAS is driving the need for high-speed data transmission within vehicles

Market Opportunity – Telecom & Networking

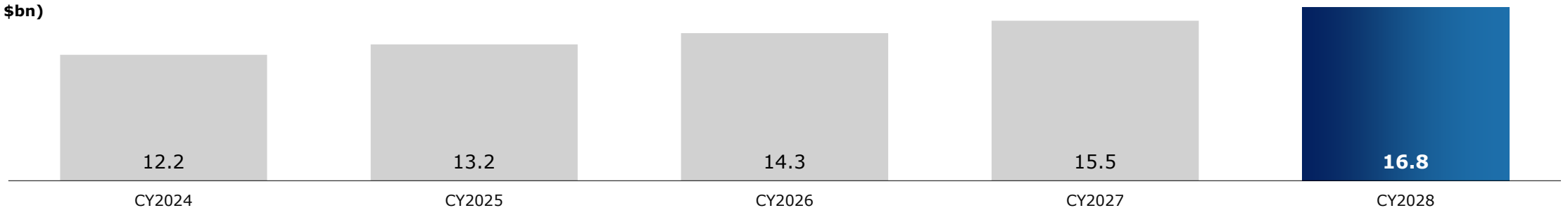
Wi-Fi

- Global market is valued at **\$13.2 bn. (as on CY 2025)**, with a CAGR growth of 11.5% annually.
- India's access points market is estimated at **\$235 mn.**
- HFCL is primarily focusing on Wi-Fi 6 market (**~\$9 bn**).
- **Competitive Edge:**
 1. Made in India with Advanced Features
 2. Competitively Priced
 3. Support for Open Wi-Fi, Zero Touch Provisioning support for simplified device onboarding
- **Market Positioning:**
 1. Equipped with all essential features including AI driven management
 2. Has seamless integration with 3rd party components



Revenues

(IN \$bn)



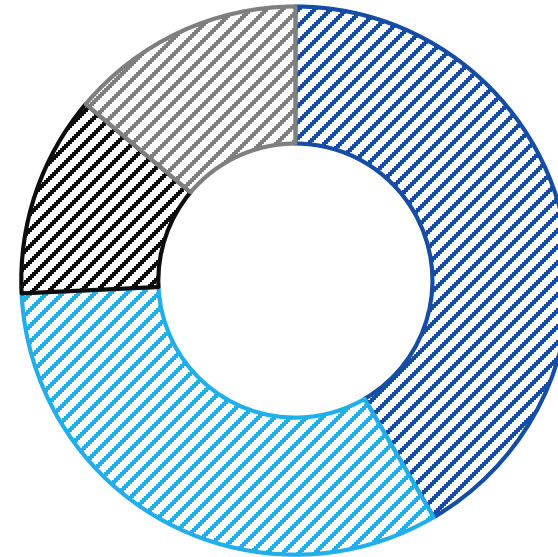
Market Opportunity – Telecom & Networking

Switches

- Global market is valued at **\$44.2 bn. (2024)**, with North America and EMEA leading in market share.
- India's switching market is estimated at **\$326 mn.**
- Industry is witnessing increased demand for more technical features and product variants, resulting in increase in serviceable market.
- HFCL is addressing 1GE / 10GE Switches market (\$19.88 bn.)
- **Competitive Edge:**
 1. Made in India with Advanced Features
- **Market Positioning:**
 1. Ideal for Commercial and Industrial options



Switching Market Size
(\$B)



■ Data Center Segment, 18.34	42%
■ 1GE Switches, 14.61	33%
■ 10GE Switches, 5.27	12%
■ Others, 5.97	14%

Source: IDC 2024

Market Opportunity – Telecom & Networking

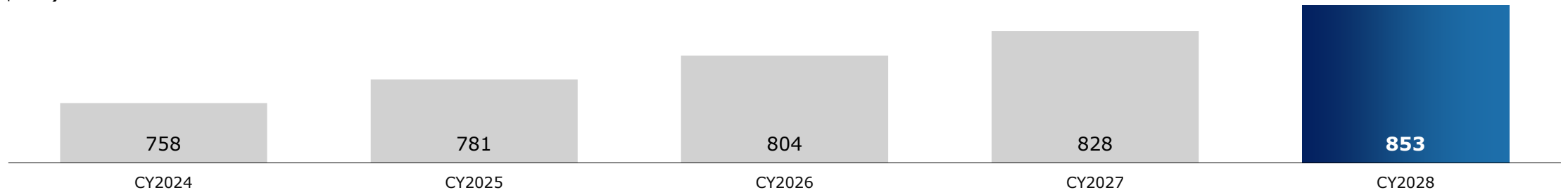
Unlicensed Band Radio (UBR)

- Global market is valued at **\$758 mn. (as on CY 2025)**, with a CAGR growth of 3% annually.
- HFCL's Addressable Market in P2MP segment is **~\$266 mn.** and **~\$143 mn.** in P2P segment.
- **Competitive Edge:**
 1. Made in India with Advanced Features
 2. Competitively Priced
 3. Easy to deploy with minimum technical expertise
- **Market Positioning:**
 1. Ideal for can be used for short, mid, and long-range links



Revenues

(IN \$ mm)



Market Opportunity – Telecom & Networking

Fixed Wireless Access (5G FWA)

- Global FWA connections will grow from **160 mn.** in 2024 to **350 mn.** by 2030, with 80% driven by 5G.
- India market is rapidly accelerating, with 5G FWA connections reaching **3 mn.** in just a year since launch.



OUTDOOR FWA

Growth Drivers

- ✓ Offers long range connectivity.
- ✓ Waterproof; ideal for outdoor.

Can be deployed in spaces that require low-cost, high-throughput at extended spaces.

Competitive Edge

- ✓ Made in India with Advanced Features.
- ✓ Competitively Priced.
- ✓ Wide range of products, can be used in varied setups from government projects to enterprises.

INDOOR FWA

Growth Drivers

- ✓ Compact, aesthetic design; ideal for small spaces.
- ✓ Easy to setup and supports high-speed.

Can be deployed in Urban and suburban households, SME Offices and Pop up Events.

Competitive Edge

- ✓ Made in India with Advanced Features.
- ✓ Competitively Priced.
- ✓ Can be customized as per regional needs.

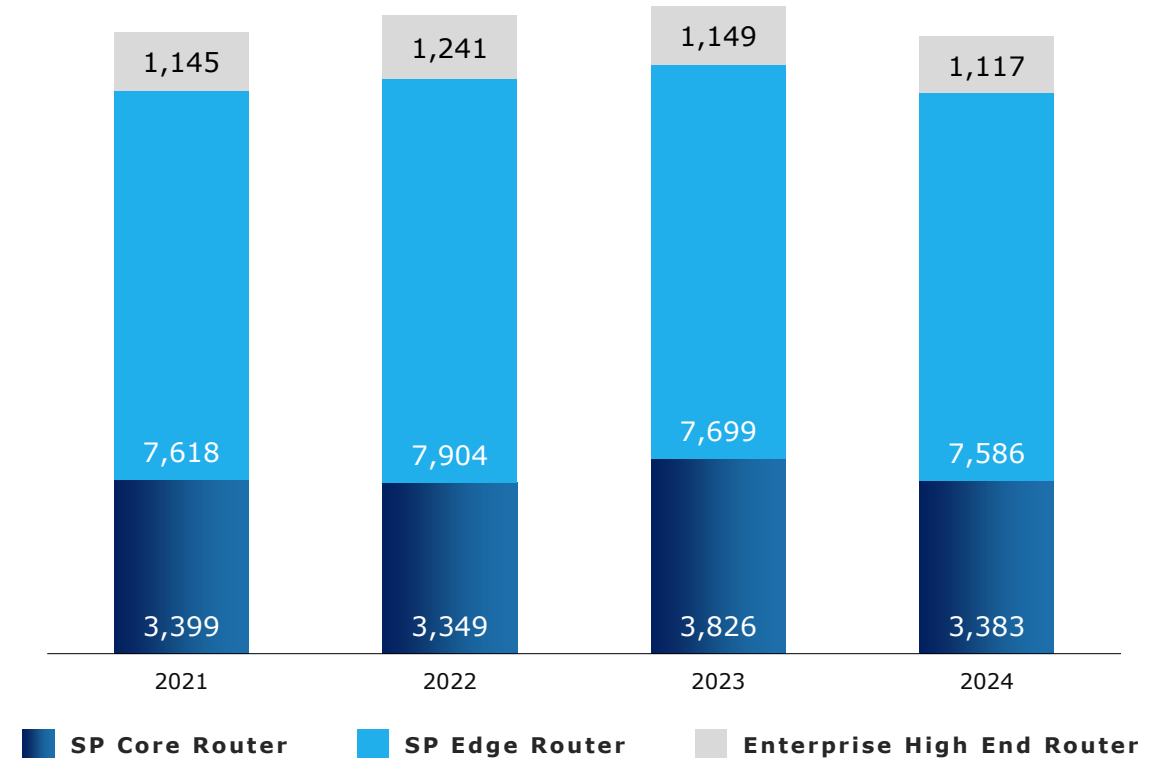
Market Opportunity – Telecom & Networking

Routers

- Global Market Size stands at **\$12 bn.** (Dell’Oro Report, as shown in the graph) for various types of routers.
- India SP Router market can range from **\$400 mn. to \$854 mn.** (IDC and Synergy Research).
- **Competitive Edge:**
 1. Made in India with Advanced Features
 2. Deployed by Indian Tier-1 Telcos
- **Market Positioning:**
 1. Compact with ability to address high bandwidth
 2. Best suited for telco & enterprise transport network buildouts.



High End Router Market Size



Market Opportunity – Defence

Opportunity

Efforts to Modernize Indian Defense networks and systems and provide a boost to local manufacturers

Improved Market Expansion Opportunities

Growth Driver*

- The Indian Defense capital expenditure was USD 19.0 Bn in FY 23 and is expected to reach USD 40.2 Bn by FY 30
 - Record 75 per cent of the defence capital procurement budget was earmarked for domestic industry in Financial Year (FY) 2023-24, up from 68 per cent in 2022-23.
 - Import reduction from 65% by FY28 to 30% by FY32 on the back of initiatives like Aatmanirbhar Bharat, Make in India.
 - GOI listed a total of 310 items to be produced indigenously
- GOI has liberalized FDI under an automatic route up to 74 per cent and up to 100 per cent through the Government route

Cumulative TAM (FY23-30)*

~USD
2.8 Bn
Electronic fuses

~USD
30.6 Bn
Electro-Optics

~USD
3.0 Bn
Software defined radio (SDR)* and other opportunities

EPC Division Future Opportunities

Future Opportunities

Dot/BSNL

- Bharat Net Phase III presents a ₹ 20,000 crore opportunity across 8 states, with 4 states set for rebidding in the current tender, offering an ₹ 10,000 crore opportunity.
- 4G Tower- ₹ 7000 - 8000 crores of tender from BSNL is floated, another similar opportunity expected soon.
- ₹ 800 crore, BSNL CPAN Network expansion with various types of Enterprise Routers on pan India basis. This also includes HFCL designed and manufactured Routers.
- ₹ 500 crore, BSNL OTN expansion
- BharatNet central NOC (CNO) project worth ₹ 800 crore



Optical Fiber Cable

- A nationwide Optical Fiber Cable (OFC) ring project, including regional sub-rings, is currently under evaluation for Railways.
- The project is expected to require 20,000 – 30,000 km of high-quality OFC.
- Represents a significant opportunity in the railway segment.
- Aligns with India's focus on enhancing digital and telecom infrastructure.
- Potential for long-term revenue visibility and strategic growth.



Water Infrastructure

- The government prioritizes the water network, focusing on rural and urban water supply projects, as well as irrigation.
- The government initiatives are projected to exceed ₹ 1 lakh crore in project opportunities in the coming financial years.
- Jal Jeevan project is worth 20,000 – 30,000 crore
- Irrigation projects worth of ₹ 1 lakh crore.



New Areas

Data centre –

The EPC division is poised for future opportunities in :

- Data centers - fueled by the increasing need for robust data infrastructure.



- 27 Q4FY25 – Consolidated P&L Statement
- 28 FY25 – Consolidated P&L Statement
- 29 FY25 – Consolidated Balance Sheet
- 30 Order Book

03

Financials



Q4FY25 - Consolidated Profit & Loss Statement

Particulars (₹ IN CRORES)	Q4FY25	Q3FY25	Change Q-o-Q	Q4FY24	Change Y-o-Y
Revenue from Operations	800.72	1,011.95	-20.87%	1,326.06	-39.62%
Other Income	13.64	20.04		13.61	
Total Income	814.36	1031.99	-21.09%	1,339.67	-39.21%
Total Expenses	836.69	860.10		1,130.38	
EBITDA	-22.23	171.89	-112.99%	209.29	-110.67%
EBITDA Margin	-2.93%	16.99%	-1978Bps	15.78%	-1857Bps
Depreciation	30.44	25.52		20.14	
Finance Cost	51.06	46.76		39.65	
Share of net profits / (loss) of JV's accounted using equity method	-1.10	0.65		-0.05	
Exceptional Items	-			-	
PBT	-104.93	100.26	-204.66%	149.45	-170.21%
PBT Margin	-13.10%	9.91%	-2301Bps	11.27%	-2437Bps
Tax	-21.63	27.68		40.09	
Profit after Tax	-83.30	72.58	-214.77%	109.36	-176.17%
PAT Margin	-10.40%	7.17%	-1757Bps	8.25%	-1865Bps
Other Comprehensive Income	-54.79	-50.21		130.25	
Total Comprehensive Income	-138.09	22.37		239.61	
EPS (Diluted ₹)	-0.56	0.51		0.76	

FY25 - Consolidated Profit & Loss Statement

Particulars (₹ IN CRORES)	FY25	FY24	FY23
Revenue from Operations	4064.52	4,465.05	4,743.31
Other Income	57.76	100.59	47.18
Total Income	4122.28	4,565.64	4,790.49
Total Expenses	3615.53	3,883.51	4,124.63
EBITDA	506.75	682.13	665.86
EBITDA Margin	12.47%	15.28%	14.04%
Depreciation	105.51	81.76	82.97
Finance Cost	185.01	147.28	152.19
Share of net profits / (loss) of JV's accounted using equity method	0.36	0.93	-0.09
Exceptional Items	-	-	-
PBT	216.59	454.02	430.61
PBT Margin	5.33%	10.17%	9.08%
Tax	43.33	116.50	112.90
Profit after Tax	173.26	337.52	317.71
PAT Margin	4.26%	7.56%	6.70%
Other Comprehensive Income	-35.83	129.60	1.55
Total Comprehensive Income	137.43	467.12	319.26
EPS (Diluted ₹)	1.23	2.33	2.18

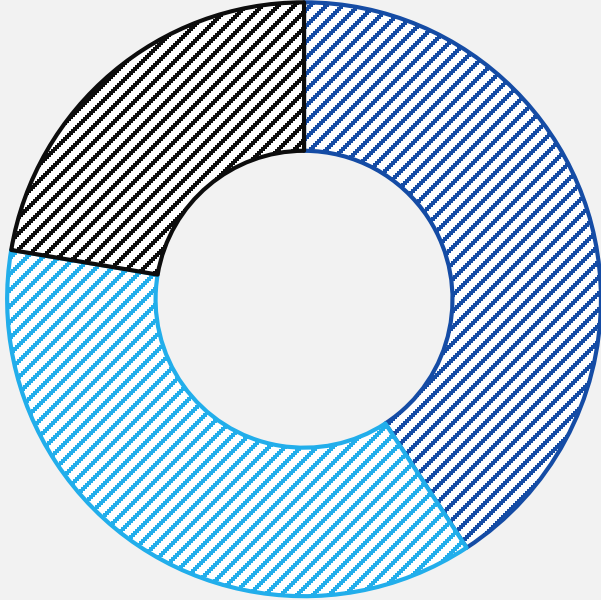
FY25 - Consolidated Balance Sheet




EQUITIES & LIABILITIES (₹ IN CRORES)	FY25	FY24	FY23
Total - Shareholder Funds	4,119.32	3,999.82	3,144.14
NON CURRENT LIABILITIES			
(A) Financial Liabilities			
(i) Borrowings	389.90	169.22	110.37
(ii) Other Liabilities	9.73	9.07	6.20
(B) Other Non Current Liabilities	139.46	124.77	69.72
Total - Non - Current Liabilities	539.09	303.06	186.29
CURRENT LIABILITIES			
(i) Borrowings	951.16	808.06	637.94
(ii) Other Liabilities	1,936.72	1,375.91	1,504.22
Total - Current Liabilities	2,887.88	2,183.97	2,142.16
GRAND TOTAL - EQUITIES & LIABILITES	7,546.29	6,486.85	5,472.59
ASSETS (₹ IN CRORES)	FY25	FY24	FY23
(A) Tangible Assets	846.90	661.76	574.91
(B) Goodwill	26.17	26.17	26.17
(C) Other Intangible Assets	580.39	433.00	215.31
(D) Investment in Associates / JV	19.86	19.50	18.57
(E) Financial Assets			
(i) Trade receivables	409.86	520.31	423.11
(ii) Other Financial Assets	220.84	232.48	92.82
(F) Other Non Current Assets	71.58	78.53	39.55
Total - Non - Current Assets	2,175.60	1,971.75	1,390.44
(A) Inventories	898.84	774.43	757.85
(B) Financial Assets			
(i) Trade Receivables	1,891.73	2,215.48	1,886.11
(ii) Cash & Bank Balances	491.32	336.33	322.59
(iii) Others	627.33	198.95	567.44
(C) Other Current Assets	1461.47	989.91	548.17
Total - Current Assets	5,370.69	4,515.10	4,082.16
GRAND TOTAL - ASSETS	7,546.29	6,486.85	5,472.59

Order book

Order Book Category Wise

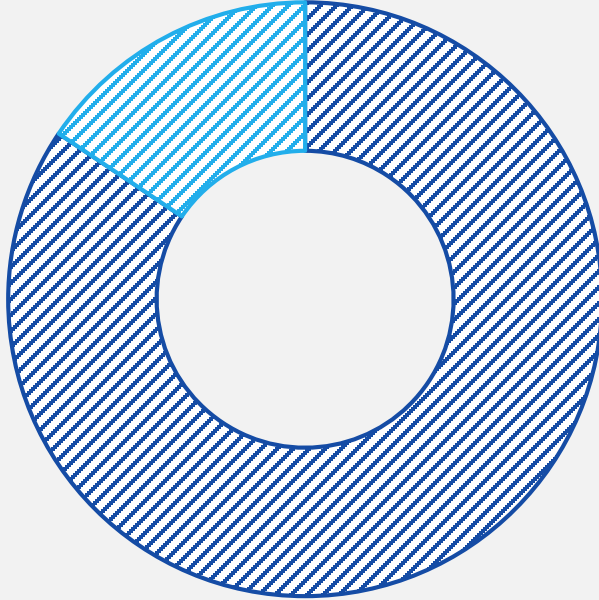
(₹ IN CRORES)





	Network Services	4,064
	O&M	3,675
	PRODUCTS	2,227

Order Book Customer Wise

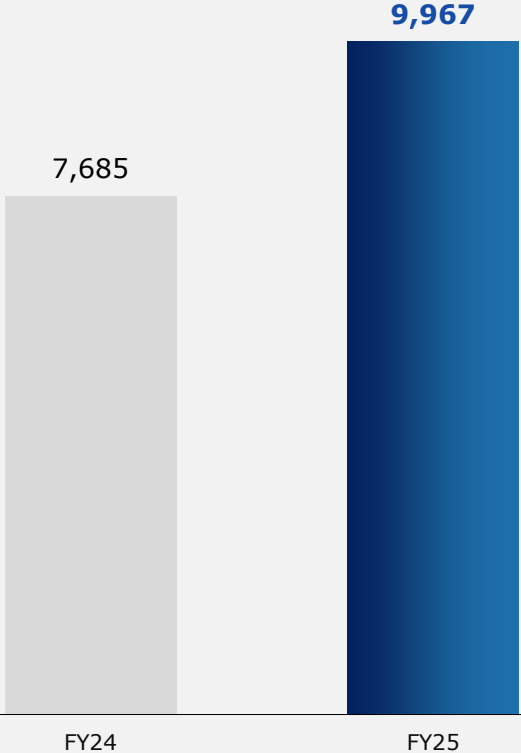
(₹ IN CRORES)



	Government	8,414
	Private	1,553

Order Book

(₹ IN CRORES)



- 32 ESG Transformational Story
- 33 GHG Emissions at HFCL
- 34 Energy Consumption at HFCL
- 35 Energy and Environment Commitments

04

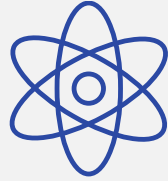
ESG/CSR



ESG Transformational Journey



As a prominent manufacturer of optical fiber (OF), optical fiber cables (OFC) and telecom products, HFCL embraces the technological trends to maintain a competitive edge while catalysing India's self sufficiency mission.



With a focus on innovation, seamless execution and strong industry collaborations, the Company has established a distinguished position in its core domains.



HFCL has established management structures and processes to implement these priorities and thus to ensure that all business activities along the entire value chain are legally compliant and meet highest ethical standards.

ESG

Embracing Technology For Sustainable Growth

Accelerating Growth with a Future-ready Approach

Building capacity of its value chain partners on sustainability

Sustainability as a Prime Directive



HFCL is deeply committed to fostering workplace diversity and inclusion through various initiatives, fostering an equitable and inclusive environment.



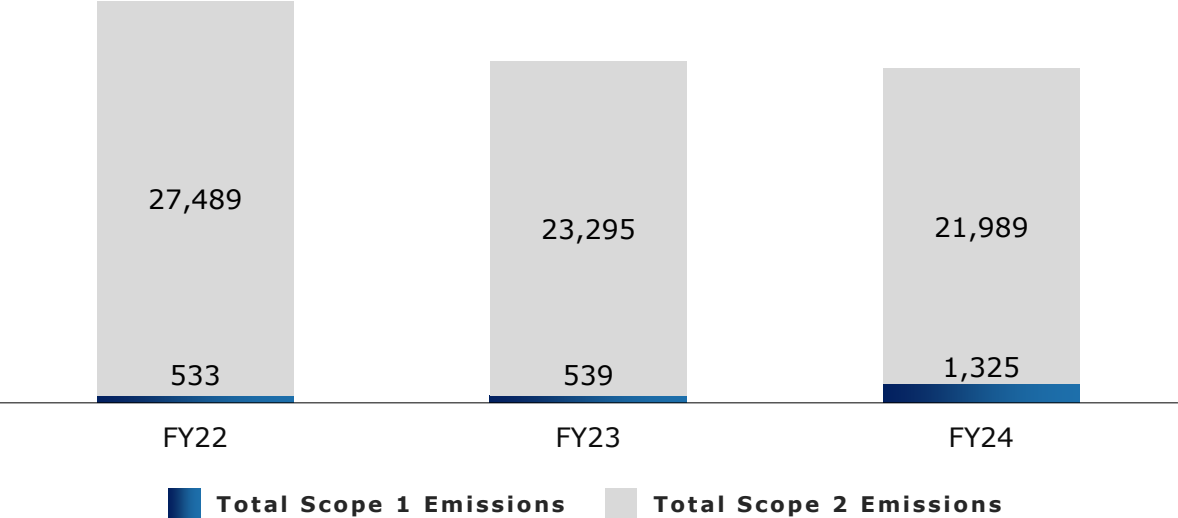
As a responsible corporate entity, HFCL conducts various CSR initiatives viz. healthcare support, education for underprivileged children including digital education infrastructure in rural areas, old age care, underscoring our aim to impact communities positively.

We lead the way in driving progress and innovation in the field of digital communications. We are committed to shaping the future of last mile connectivity through collaboration with our customers, partners, and society. We are motivated by this passion, and it truly reflects who we are.

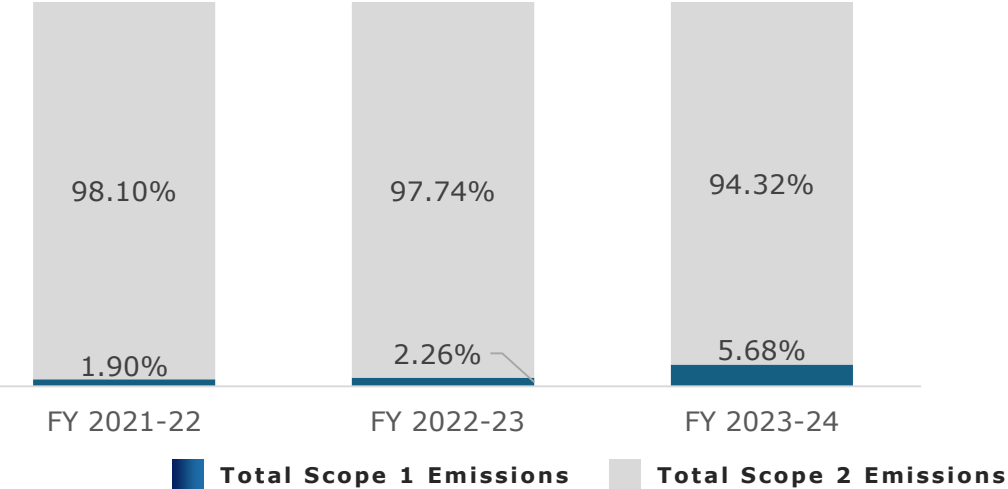


GHG Emissions at HFCL

GHG Emission Metric tonnes of CO₂ equivalent



Scope 1 Vs Scope 2 Emissions

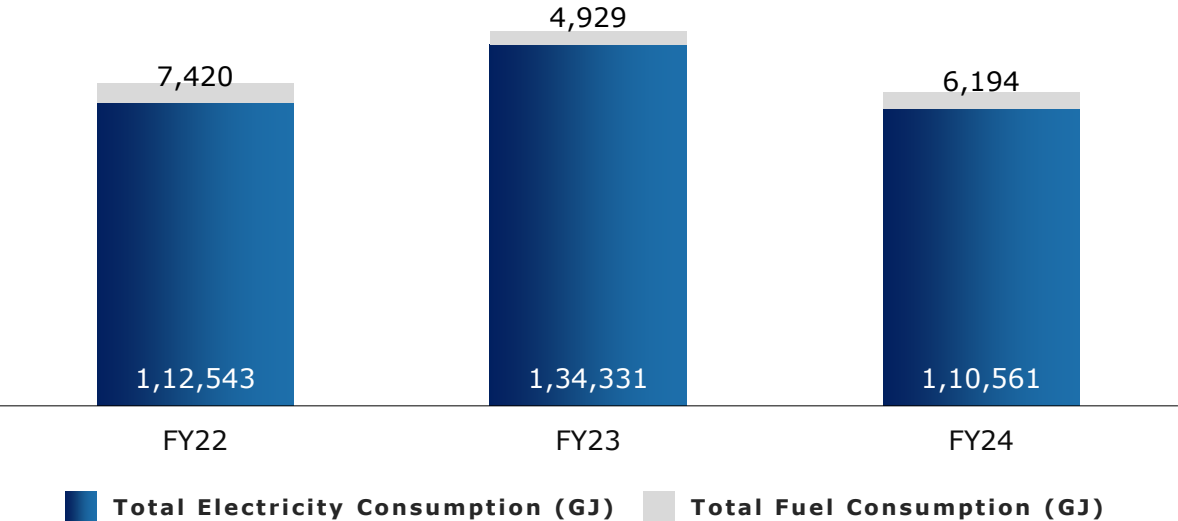


HFCL is committed to reduce its Scope 1 and Scope 2 emissions.

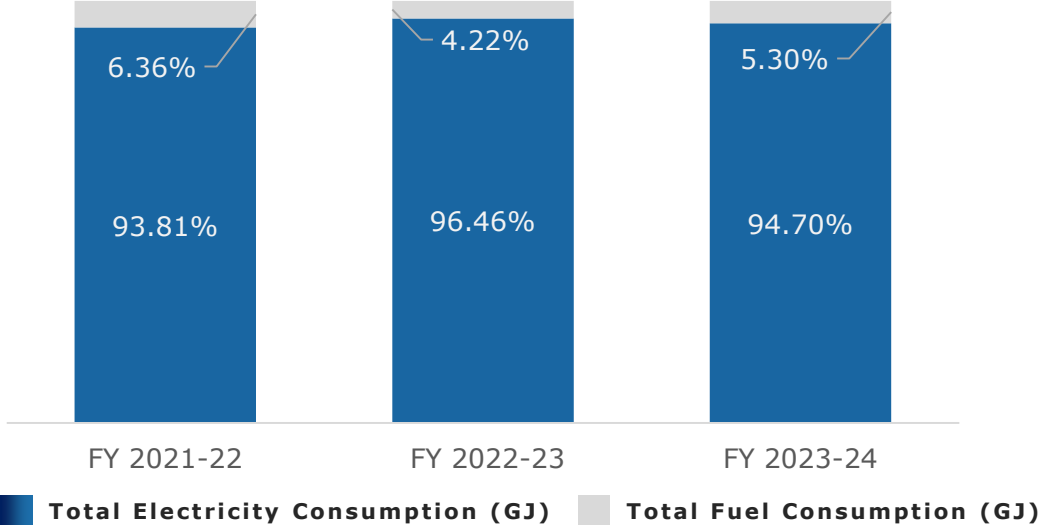
- To lower our carbon footprint, we have emphasised the use of innovative, efficient, and sustainable technologies and processes in product manufacturing, packaging/storage, and transportation.
- Transition to solar/wind model at Chennai and Hosur will have an expected CO₂ emission reduction of up to 14,580 metric tonnes.
- Emission reduction by 5,022 metric tonnes of CO₂ each year by shifting from conventional microwave lamps to LED UV variants in Hyderabad Plant.
- Transition to solar energy upto 40% is expected to reduce CO₂ emission reduction of up to 3,240 metric tonnes at Goa Plant.

Energy Consumption HFCL

Energy Consumption (GJ)



Fuel vs Energy



Energy Initiatives at HFCL

- Commitment to reduce its fossil fuel-based energy consumption within its operations, even though it accounts for ~ 5% of the total energy use. Multiple initiatives have been taken to reduce Grid based energy consumption.
 - HFCL in process of installing 1 MW solar plant at its Hyderabad facility
 - Technological upgrades (conventional microwave lamps to LED UV lamps) has resulted in saving of 6.2 million units of energy per year at Hyderabad
 - Committed to transition to solar/wind model of 10 MW capacity to accelerate renewable energy integrating from 80% to 90% by FY27 at Chennai and Hosur
 - Committed to achieve 40% renewable energy transition at Goa plant with an expected energy saving of 3.1 million units per year

Energy and Environment Commitments | HFCL

Over the last few years, HFCL has emphasised on use of latest, efficient and environment friendly technologies and processes to reduce our Carbon footprints.

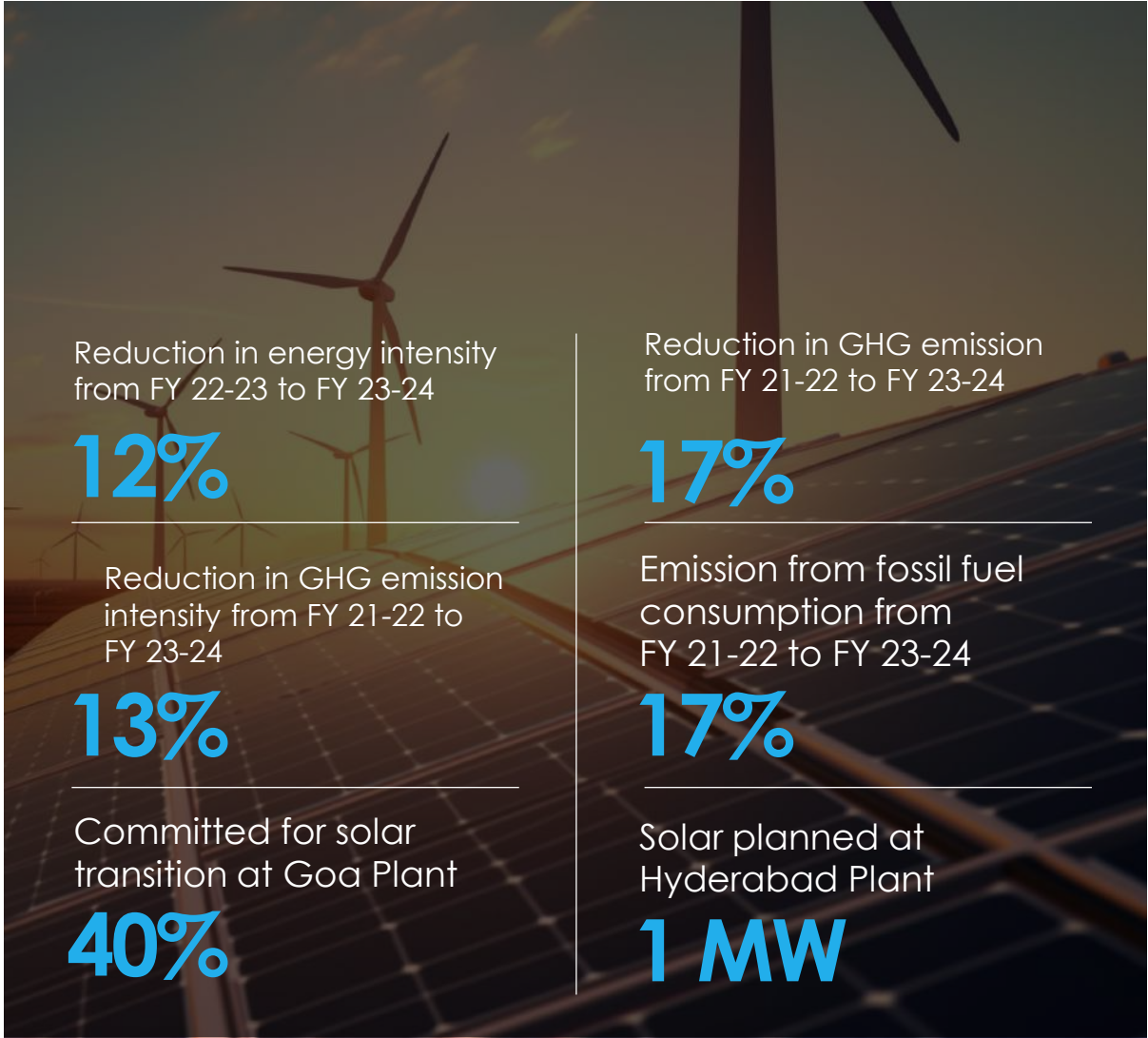
Aligning ESG Reporting (Regulatory)
BRSR Framework –SEBI

Aligning ESG Reporting (Voluntary)

ecovadis CDP SCIENCE BASED TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

S&P Global GRI SUSTAINABILITY DISCLOSURE DATABASE

HFCL has initiated its registration on the SBTi portal and is in the process of formulating net-zero aligned near- and long-term targets in line with the SBTi framework. The Company is also assessing its Scope 3 emissions to actively involve its supply chain in the decarbonization journey.



37 Governed by an Experienced Board

38 Led by an Experienced Management Team

40 Shareholders' Information

05

Appendix



Governed by an Experienced Board



MAHENDRA NAHATA

Promoter and Managing Director

B.Com Hons. From St Xavier's College, Kolkata. The founder of HFCL with a rich 4 decades of expertise in telecom sector. He has been awarded as the "Telecom Man of the Millennium" by Voice & Data.



AJAI KUMAR

Independent Director

Law graduate with Masters in Physics. Served as Ex-CMD of Corporation Bank. Has 4 decades of expertise in IT, banking and risk management.



BHARAT PAL SINGH

Independent Director

A Certified Financial Planner with Master in Marketing Management and M.Sc. in operation and research. Has served as Ex-Director-IDBI Bank, overall 3 decades of experience in banking.



BELA BANERJEE

Independent Director

Postgraduate from BHU and Law from Delhi University. Has 3 decades of vast experience in Ministry of Railways and Ministry of HRD.



ARVIND KHARABANDA

Non-Executive Director

A Chartered Accountant. Has 4 decades of experience in marketing, project appraisal, strategy, planning. Occupied the role of a whole-time director in HFCL during 1994-2016.



Dr. RANJEET MAL KASTIA

Non-Executive Director

PH.D in Chemistry. Has several decades of leadership experience in manufacturing. Served as Executive Director of Modern Insulators Ltd. and Willard India Ltd

Led by Experienced Management (1/2)



VIJAY RAJ JAIN
Group Chief Financial Officer

CA, CS. Over 3 decades experience in financial strategy, fund raising and fund management



JITENDRA SINGH CHAUDHARY
Executive President (Communications)

B.E. Over 2 decades experience in sales, marketing, business development and product management



HARSHWARDHAN PAGAY
Executive President (OFC)

B.Tech, MBA. Over 2 decades experience in OFC and OF manufacturing



SAMPATHKUMARAN S.T.
Executive President – Defence Business

PGDM. Over 3 decades experience in Business Development and Operations in Aerospace and Defence



RAJESH JAIN
Executive President (Telecom EPC Projects)

MBA. Over 2 decades experience in heading business verticals including EPC and O&M



MANISH GANGEY
Executive President (Product Management)

MTech. 3 decades experience in Telecom, Networking and Semiconductor industries



JAYANTA DEY
Executive President (5G Business)

MBA. Over 3 decades experience in high-tech sector with focus on innovation and new technologies



DEVENDER KUMAR
Executive President
(Project Delivery)

B.E. Over 3 decades experience in heading telecom service delivery and project management

Led by Experienced Management (2/2)



MANOJ BAID

President & Company Secretary

B.Com, CS. Over 3 decades experience in compliance



SANJAY VITHALRAO JORAPUR

President – (Human Resources)

B.E., MBA. Over 2 decades experience in leading HR for IT and Telecom sectors.



NEELU CHANDRA

President (CSR)

M.Sc and M.Ed and has experience in various fields. Leads HFCL's Spark program.



SUNIL KUMAR PANDEY

Chief Information Officer

MCA, PGDBA. Over 2 decades experience in driving digital transformation in large, complex, and global organizations



JOCHEN ARMS

Vice President, Sales (HFCL BV, Netherlands)

M.A. Senior leadership experience in heading Telecom companies



ANDREW WESTERMAN

Vice President, International Sales (Communication Products)

PGDAE. Over 2 decades experience in managing and leading Sales teams and presales teams across multiple geographies



GS NAIDU

COO, HTL Ltd (subsidiary)

Has an experience of 40 years in managing and heading Greenfield & Expansion projects, Manufacturing Operations, and Business Management



JEFF FRANKENFIELD

VP and Head of Sales – North America

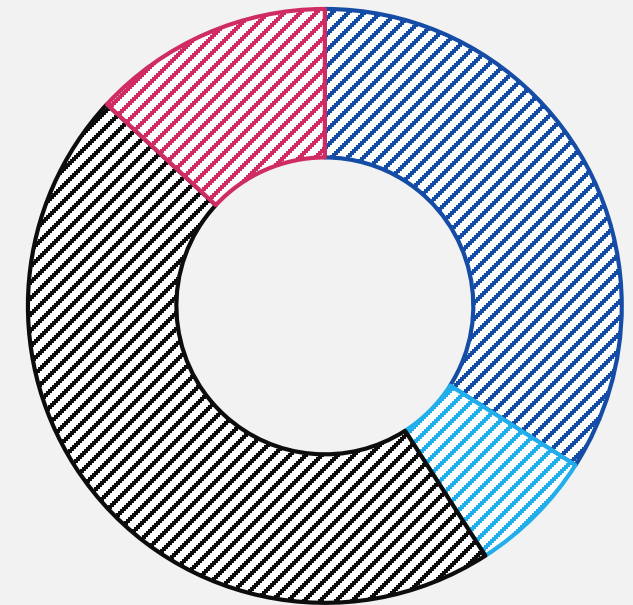
Experience of 25 years in Telecom industry and has held leadership roles in international companies.

Shareholders' Information

Share Information (AS ON MARCH 31, 2025)

NSE Ticker	HFCL
BSE Ticker	500183
Market Cap (₹ Crores)	11,400
% free-float	65.59%
Free-float market cap (₹ Crores)	7,477.22
Shares Outstanding	1,44,26,72,812
3M ADTV (Shares)	1,50,17,022
3M ADTV (₹ Crores)	138.45
Industry	Telecommunications – Equipment & Solutions

Shareholding as on March 31, 2025



Promoters	34.37%
FII's & FPI's	6.97%
Others	45.40%
DII's / MF	13.26%



Thank You

Corporate Office

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

Amit Agarwal

HEAD – INVESTOR RELATIONS
HFCL Limited
Tel: +91-11-3520 9400
Email: ir@hfcl.com