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HFCL/SEC/21-22

January 18, 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 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 (the "SEBI Listing Regulations").

Subject: Earnings' Presentation.

Dear Sir(s)/ Madam,

This is further to our earlier announcement dated January 17, 2022.

In terms of Regulation 30 read with Para A of Part A of Schedule III to the SEBI Listing Regulations, we hereby submit a copy of the **Earnings' Presentation** on, *inter-alia*, the **Un-Audited Financial Results of the Company for the 3rd quarter and nine months ended December 31, 2021**, both on Standalone and Consolidated basis, to be discussed during the Earnings' Call scheduled to be held on **Tuesday, January 18, 2022 at 01:00 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 January 17, 2022.

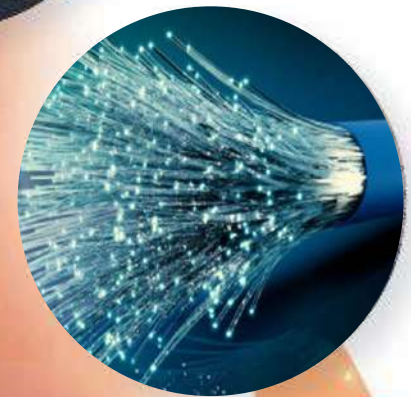
You are requested to take the above information on records and disseminate the same on your respective websites.

Thanking you.

Yours faithfully,
For **HFCL Limited**

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

Encl.: Earnings' Presentation.



Investor Presentation

December 2021

HFCL Limited

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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



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 implementations of defence communication network

Creating consistent value for investors

11.1%

Revenue – 3 year CAGR

23.9%

EBITDA – 3 year CAGR

12.8%

PAT – 3 year CAGR

INR 5,463 Cr (~USD 728 mn)

Order Book as on 31st Dec'21

23.0%

Gross Margin

13.2%

EBITDA Margin

19.8%

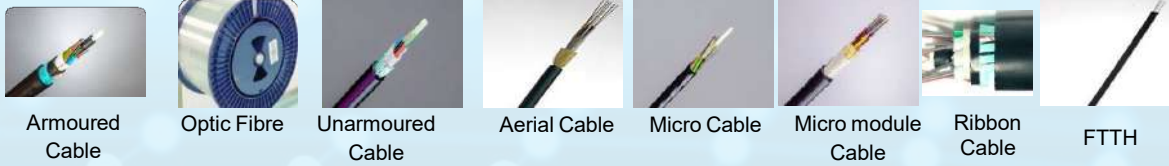
RoCE

0.48x

Debt-Equity

• Numbers as of FY21

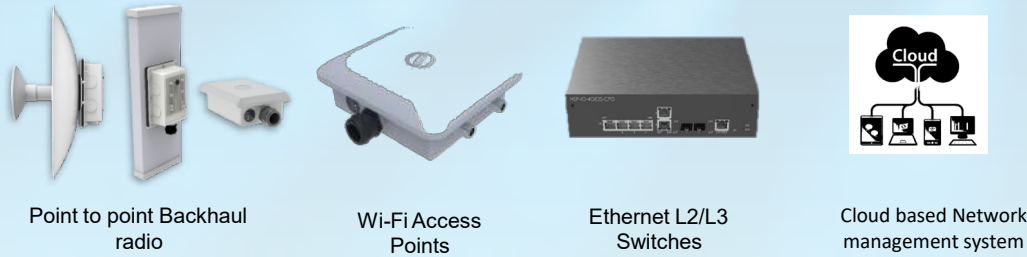
Our Product Offering



Optic Fibre / Optical Fibre Cables



Passive Connectivity Solutions



Telecommunication Products



Defence Electronics

More products in pipeline....

Comprehensive network solutions

Public Telecommunication Solutions

Comprehensive solutions for building of wireless and optical telecommunications networks



1,50,000+ km of optical fiber cables laid out



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

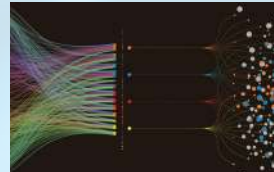
Defence Communication Solutions



Optical Fiber Cable and Optical Transport Network



Fiber Monitoring & Management System



MPLS 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 Communication 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

Current Order Book
~INR 1,618 Cr+ (USD 216 mn+)

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*

Current Order Book
~INR 2,381 Cr+ (USD 317 mn+)

Railway Communication

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

Integrating communication network for metros & mainline railways

Implementing **video monitoring systems** at ~600 railway locations*

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

Current Order Book
~INR 453 Cr+ (USD 60 mn+)

Long standing relationships with major stakeholders



Mauritius Metro Rail



(A Government of India Undertaking)



Connecting India faster



Putting India First



Our Global Presence



Customers in **30+** Countries



2 R&D Centres of Excellence in Bengaluru & Gurugram



3,550+
Employees

1,880+
Engineers

Integrated manufacturing

Strong R&D

Customized offerings

Cost-effective solutions

Tech agility

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



1 2 Hyderabad, Telangana*
 Optic fiber – 8 mn fkm
 OFC – 3.6 mn fkm
 FTTH Cable – 360k cable km/annum



4 Hosur, Tamil Nadu*
 Fiber Reinforced Plastic (FRP) Rods – 504k km/annum
 Aramid Reinforced Plastic (ARP) Rods – 660k km/annum
 Impregnated Glass Fiber Reinforcement (IGFR) - 2,700 MT



5 Verna, Goa*
 OFC – 8 mn fkm

3 Chennai, Tamil Nadu (through subsidiary company HTL Ltd)
 OFC – 10.5 mn fkm
 FTTH Cable – 270k cable km/annum



5 Manufacturing facilities across India with capacities of:

- **22.1 mn fkm** for OFC
- **8 mn fkm** for optic fibre
- **630k ckm** for FTTH cables
- **504k km/annum** FRP
- **660k km/annum** ARP
- **2700 MT** IGFR

- Existing manufacturing facilities
- Upcoming facilities - Greenfield defence equipment production facility to support Make in India

* Phased capacity expansion to increase competitiveness and reduce cost

Dedicated unit to facilitate global 5G commercialization

Addressable product segment	Portfolio under development	Impact/Opportunity capitalization	Cumulative Market Size (FY 21-25)
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/16T16R Macro RU (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 	Compliant to 3GPP Release 16 and based on open standards like O-RAN (Open RAN)	USD 35.8 bn
System Integration	<ul style="list-style-type: none"> • Product Attached Services by integration of products across the ecosystem • Managed service provider for Telco Cloud • 5G autonomous operations enabled by Data, Analytics and AI • Managed service provider for selective industry verticals • Industry solutions delivered in As a Service model • Cloud Transformation Enablement for communication service providers and enterprise customers 	Disaggregated option in 5G to purchase core and access network under O-RAN	USD 65.4 bn

Opportunity Landscape



The world's 2nd largest telecom market at an inflection point

~USD 50 bn

projected telecommunication spend over the next 5 years (FY21-FY25) in India

~USD 29 bn opportunity for HFCL driven by

Projected spend
FY21-FY25

Optical Fiber Cable and related accessories market

- Fiberized cell tower ratio to rise from current 33% to 70% by 2025
- FTTx demand on the rise with large scale FTTH rollout

USD 6.2 bn

5G related telecom equipment & services market

USD 9.8 bn

Other telecom equipment & services market (excluding 5G)

USD 7.8 bn

Incremental demand of fiber optic cable for BharatNet Phase 2 , a government initiative to connect every village in India with broadband network

USD 4.0 bn

Government's focus on rural Wi-Fi connectivity

USD 1.2 bn

Demand boost for optical fiber cable, telecom products and related solutions

New vistas opened by modernization drive in India's defence forces

~USD 68 bn

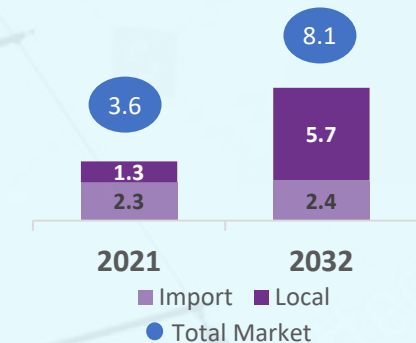
projected opportunity across defence communications & electronics in India over the next 12 years

Driven by

Import reduction from 65% to 30% 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

India Strategy Electronics market projection by Ministry of Defence (USD Bn)



Significant boost to local defence electronics with import reduction from 65% to 30%

A stimulus to homegrown manufacturing of electronic fuses, electro optical devices, radar and communication equipment

Transforming the world's 4th largest rail network

~USD 3.7 bn

Opportunity in railway communications business with overall railways projects worth ~USD 62 bn being implemented over the next 7-10 years

Driven by

Overall Project Costs

Telecommunication Packages Opportunity

Dedicated Freight Corridors – Green Field Projects with 3 projects in DPR stage	Projects with capital cost of construction of USD 23 bn in the DPR stage & likely to be taken up post 2022	~USD 0.7 bn
Modernisation of Signalling & Telecommunication in Indian Railways	Overall investment of USD 7.3 bn in projects likely to be implemented over the next 5-7 years	~USD 0.7 bn
~35 Global Metro Rail projects in planning/ proposed stage	Overall metro projects worth USD 31 bn spread over the next 2 to 10 years	~USD 2 bn
8 RRTS Projects proposed with 3 being considered for immediate implementation	-	~USD 0.3 bn

Possibilities of turnkey projects for telecom and signaling solutions



Strategic Priorities

HFCL's accelerated growth strategy

Increasing R&D spend for new products

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

- Approval received under the wholly owned subsidiary to avail benefits under PLI scheme
- Implementing network for leading telcos
- Part of Bharat Net, a large rural broadband project (Gol 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



Expanding manufacturing capacities

- Expanding OFC & Fiber capacity at Goa & Chennai
- 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 ~41% of 9MFY22 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	65
5G Technologies	49
Defence & Other Technologies	53
Optical Fibre Cable	17
Total	184

Partnering with renowned players and start-ups like:



Products under development



Telecommunication

- 5G RAN products
- Wi-Fi 5 and 6 access points
- Point-to-multipoint Radios
- Cell Site Routers
- DU/CU Aggregation Routers
- Passive optical network (PON) products

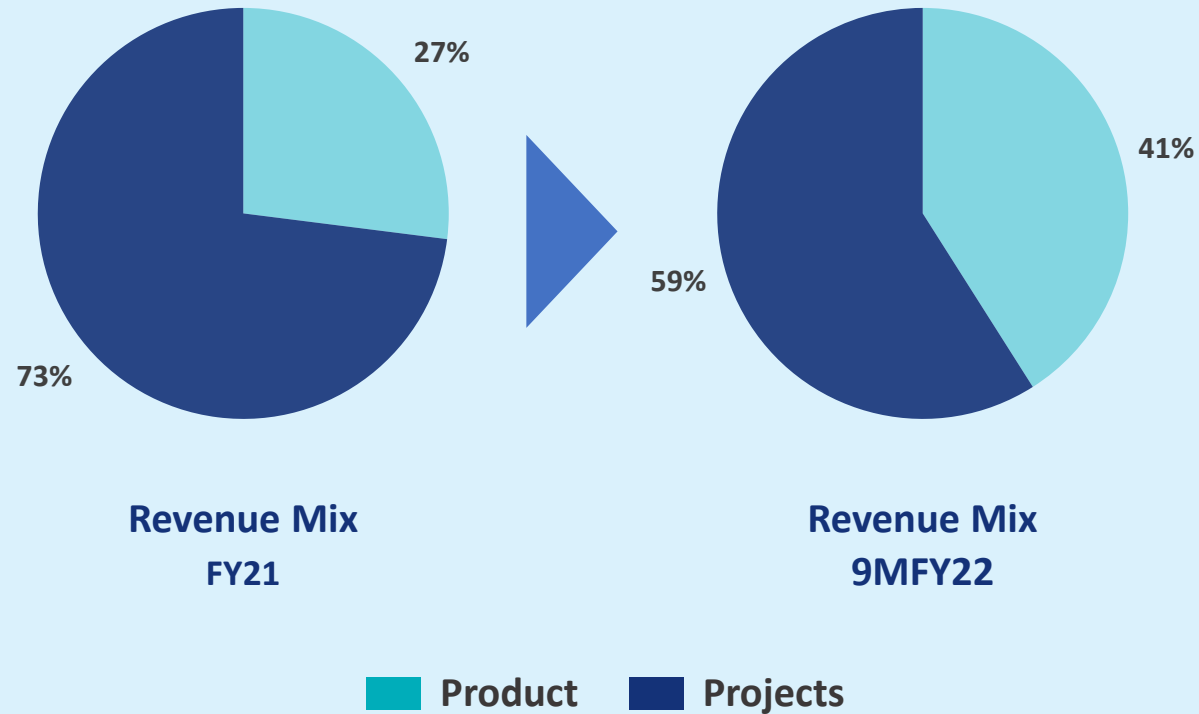


Defence Communication & Electronics

- 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 enquiries 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

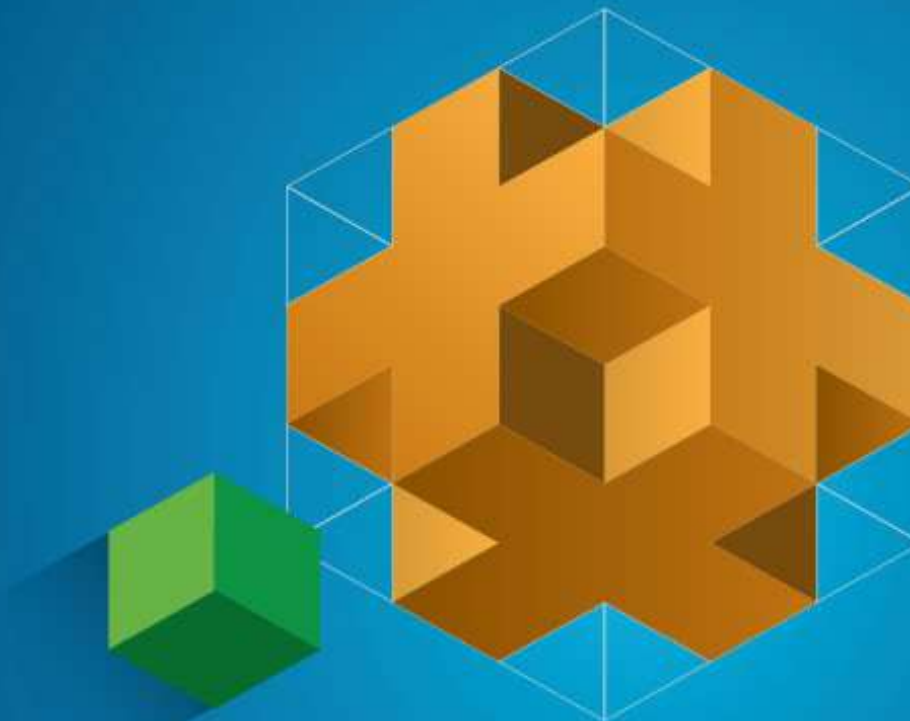
Strategic way forward

Product portfolio expansion

Capacity expansion underway

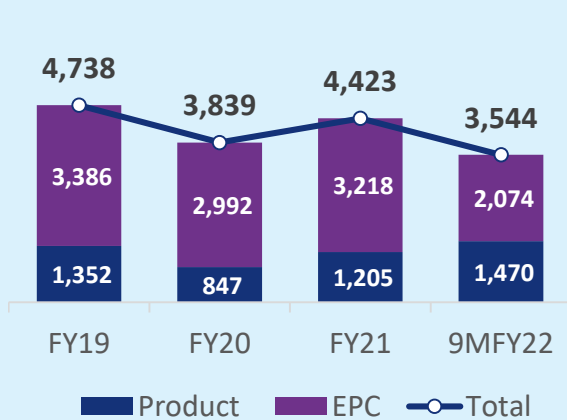
Expansion of international sales & marketing team

Financial Drivers

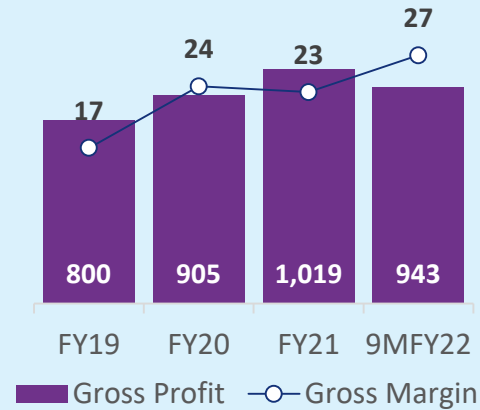


Healthy financials to support growth

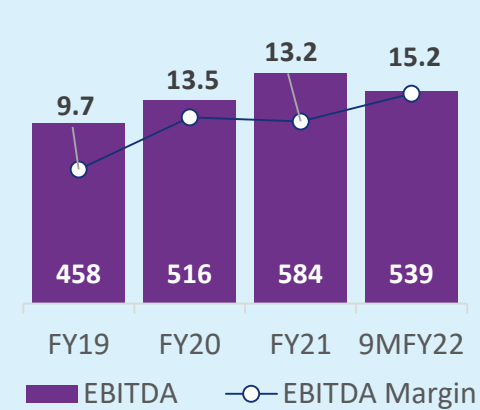
Revenue (INR crores)



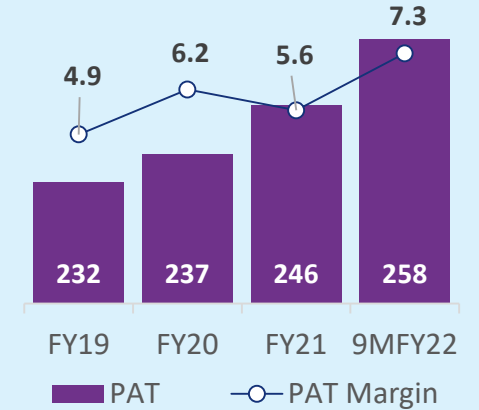
Gross Profit & Gross Margin



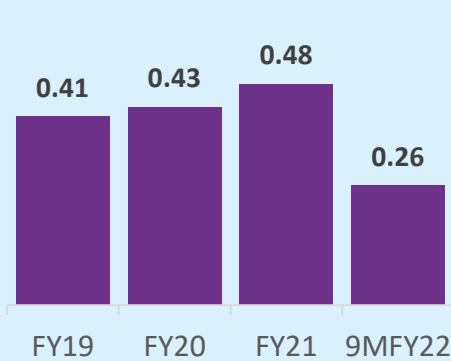
EBIDTA & EBITDA Margin



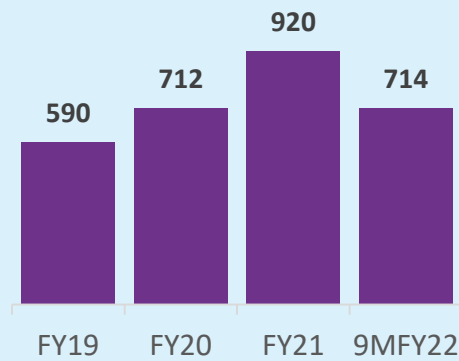
PAT & PAT Margin



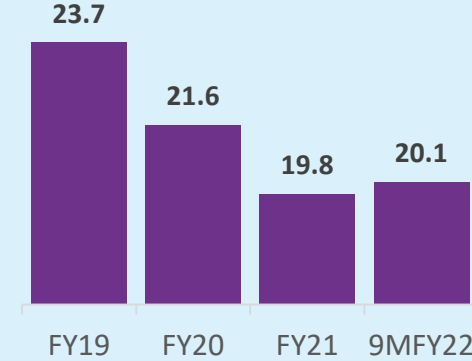
Debt-Equity Ratio (X)



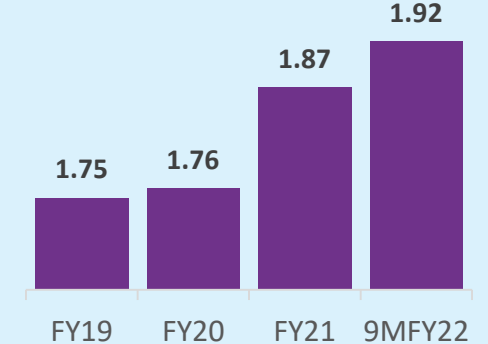
Net Debt (INR crores)



RoCE (%)

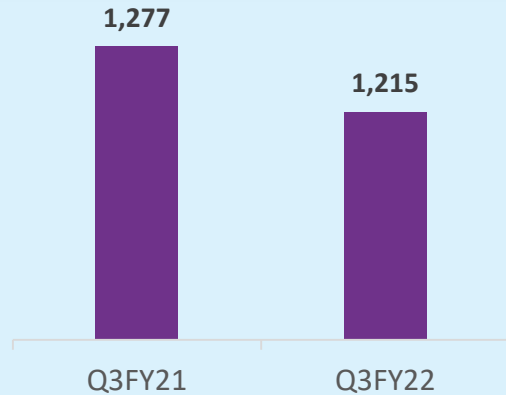


Diluted EPS (INR)

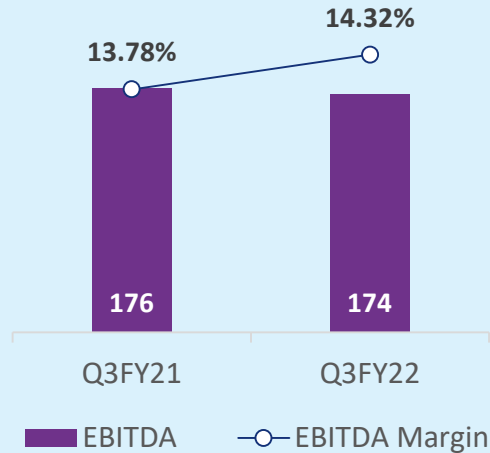


Q3FY22 Key Highlights - Consolidated

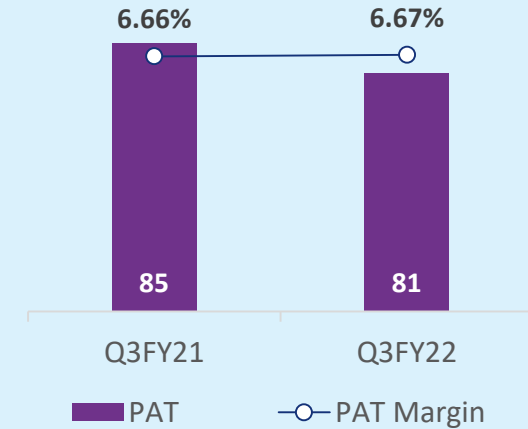
Total Revenue (INR crores)



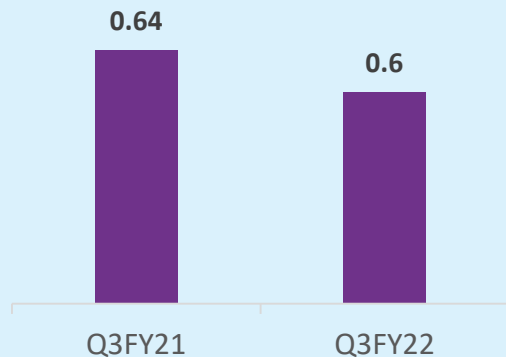
EBIDTA & EBITDA Margin



PAT & PAT Margin



Diluted EPS (INR)



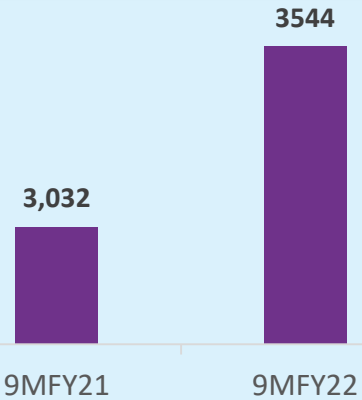
- Released 100% pledge on promoters' shares
- Raised INR 600 crs via QIP, received overwhelming response from institutional investors
- Received approval under PLI scheme for manufacturing Telecom and Networking products in India
- Successfully bagged orders worth Rs.413crs for supplying OFC and worth Rs. 288crs from Railtel
- Appointed Global industry leaders to expand its international business for OFC and telecom product sales.
- Received approval as "Trusted Source" from National security council secretariat (NSCS).
- Incorporated two overseas wholly owned subsidiaries

Q3FY22 Consolidated Income Statement

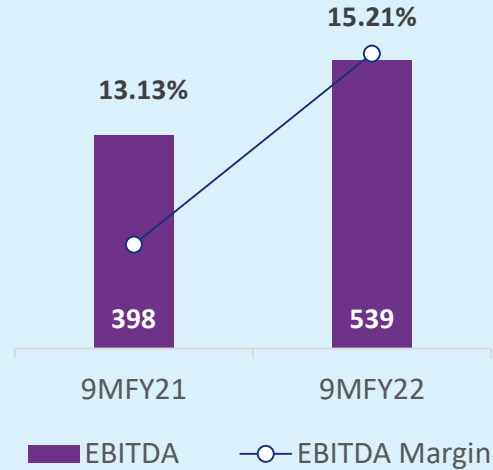
Particulars (INR Cr.)	Q3-FY22	Q2-FY22	Change Q-o-Q	Q3-FY21	Change Y-o-Y
Revenue from Operations	1,215	1,122	8.29%	1,277	-4.86%
Other Income	4	4		12	
Total Income	1219	1,126	8.26%	1,289	-5.43%
Total Expenses	1045	953		1,113	
EBITDA	174	173	0.58%	176	-1.14%
EBITDA Margin (%)	14.32%	15.42%	-110 Bps	13.78%	54 Bps
Depreciation	20	18		18	
Finance Cost	39	40		44	
Share of net profits / (loss) of JV's accounted using equity method	-	-		-	
Exceptional Items	6	-		1	
PBT	109	115	-5.22%	114	-4.39%
PBT Margin (%)	8.97%	10.25%	-128 Bps	8.93%	4 Bps
Tax	28	29		29	
Profit after Tax	81	86	-5.81%	85	-4.71%
PAT Margin (%)	6.67%	7.66%	-99 Bps	6.66%	1 Bps
Other Comprehensive Income	1	1		1	
Total Comprehensive Income	82	87	-5.75%	86	-4.65%
EPS (Diluted INR)	0.60	0.64		0.64	

9MFY22 Key Highlights - Consolidated

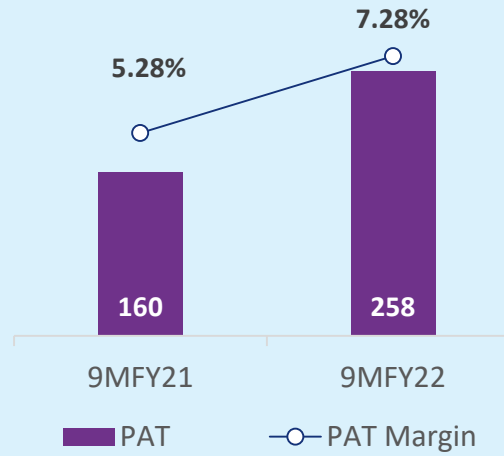
Total Revenue (INR crores)



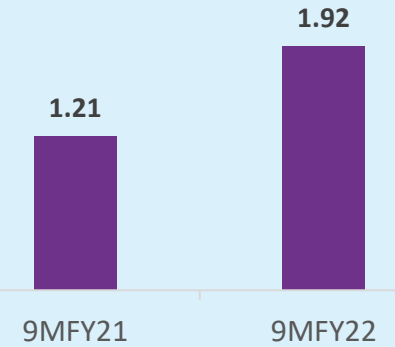
EBIDTA & EBITDA Margin



PAT & PAT Margin



Diluted EPS (INR)



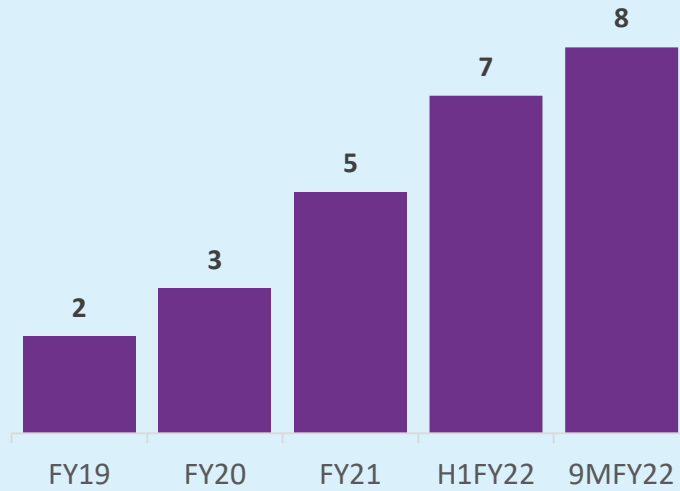
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- Received approval as "Trusted Source" from National security council secretariat (NSCS).
- Incorporated two overseas wholly owned subsidiaries
- Infomerics Valuation and Rating Pvt Limited has assigned A rating with stable outlook for long term and A1 for short term bank facilities
- Appointed Beetel Teletech Limited as National distributor for our "IO" product line
- Set up a 2nd model PM Wani village in Udupi district of Karnataka, it will offer high speed broadband connectivity to the unconnected
- Our subsidiary, HTL Limited has diversified into electrical wiring interconnect solutions to cater to Aerospace, Defence and Automotive Industries.
- Capacity utilization remained at optimal levels at all manufacturing locations.

9MFY22 Consolidated Income Statement

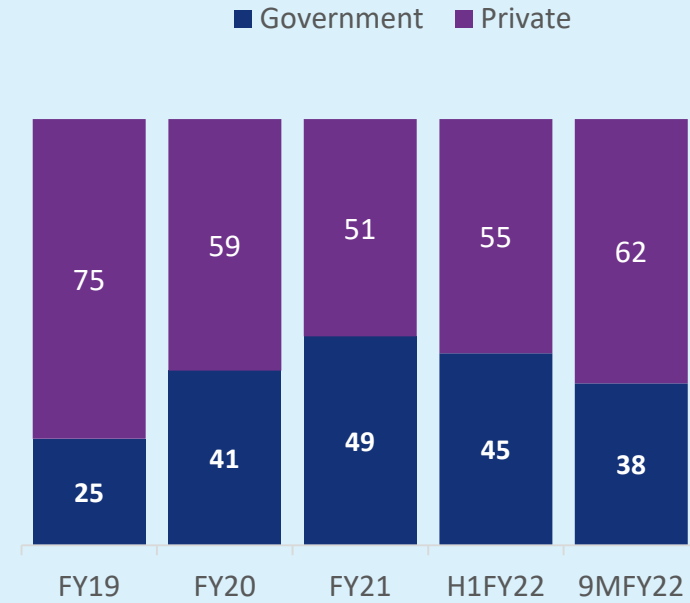
Particulars (INR Cr.)	9M-FY22	9M-FY21	Change Y-o-Y
Revenue from Operations	3,544	3,032	16.89%
Other Income	13	29	
Total Income	3,557	3,061	16.20%
Total Expenses	3,018	2,663	
EBITDA	539	398	35.43%
EBITDA Margin (%)	15.21%	13.13%	208 Bps
Depreciation	56	50	
Finance Cost	129	124	
Share of net profits / (loss) of JV's accounted using equity method	-	-	
Exceptional Items	6	4	
PBT	349	219	59.36%
PBT Margin (%)	9.85%	7.22%	263 Bps
Tax	91	59	
Profit after Tax	258	160	61.25%
PAT Margin (%)	7.28%	5.28%	200 Bps
Other Comprehensive Income	1	3	
Total Comprehensive Income	259	163	58.90%
EPS (Diluted INR)	1.92	1.21	

Diversified Revenue Streams

Exports Revenue Share (%)



Revenue Share by Type of Customers (%)





HFCL LIMITED



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 and providing cardiac valves for open heart surgeries at National Heart Institute, New Delhi

Shah Foundation – Providing critical and preventive health care

Individual critical care grant-

Extending Individual critical care grant to the marginal community



Education

PEHAL

Contributing for smart classes projects in government schools

SAMARTH

Adopted 50 specially-abled children and providing for their education

Individual Education & Sports Training Support Grant

to provide financial support to meritorious candidates and sponsoring sports training



Old age care

SHEOWS

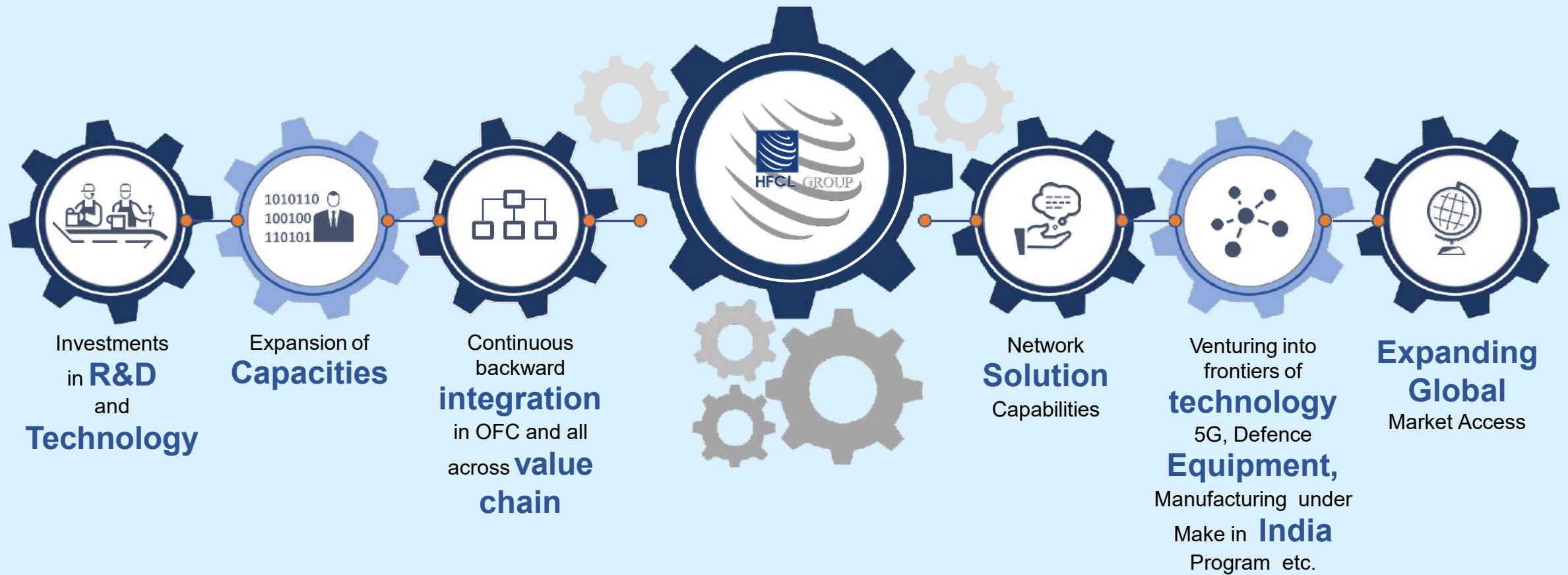
Constructed women's wing of old age home and developed facilities for healthcare. Set up solar power system to provide conducive environment for abandoned senior citizens to live with dignity and required care and love

AMRITAM

Grant to meet construction cost of the old age home

~INR 23.56
CSR Spend in the
last few years

In Summary



Appendix



Consolidated Profit & Loss Statement

Particulars (INR crore)	FY19	FY20	FY21	9MFY22
Revenue from Operations	4,738	3,839	4,423	3,544
Other Income	43	22	35	13
Total Income	4,781	3,861	4,458	3,557
Total Expenses	4,322	3,345	3,873	3,018
EBITDA	458	516	584	539
EBITDA Margin (%)	9.67%	13.45%	13.21%	15.21%
Depreciation	27	42	69	56
Finance Cost	92	115	175	129
Share of net profits / (loss) of JV's accounted using equity method	0	-1	-	-
Exceptional Items	-	-	4	6
PBT	339	358	337	349
PBT Margin (%)	7.16%	9.33%	7.62%	9.85%
Tax	107	121	91	91
Profit after Tax	232	237	246	258
PAT Margin (%)	4.90%	6.18%	5.57%	7.28%
Other Comprehensive Income	5	1	5	1
Total Comprehensive Income	237	238	251	259
EPS (Diluted INR)	1.75	1.76	1.87	1.92

Consolidated Balance Sheet

Equities & Liabilities (INR crore)	FY19	FY20	FY21	H1FY22
(A) Share Capital	127	128	128	129
(B) Other Equity	1,314	1,540	1,788	1,944
Non Controlling Interest	-10	0	7	15
Total - Shareholder Funds	1,432	1,668	1,924	2,087
Non Current Liabilities				
(A) Financial Liabilities				
(i) Borrowings	134	201	251	172
(ii) Lease Liabilities	-	17	19	20
(iii) Financial guarantee Obligations	2	0	0	0
(B) Provisions	25	32	37	35
Total - Non – Current Liabilities	161	250	306	227
Financial Liabilities				
(i) Borrowings	456	511	669	512
(ii) Lease Liabilities	-	5	4	6
(iii) Trade Payables	865	815	1,748	1,404
(iv) Other Financial Liabilities	203	484	406	420
(B) Current Tax Liabilities	-	-	46	17
(C) Other Current Liabilities	121	52	71	152
(D) Contract Liabilities	50	33	30	27
(E) Provisions	7	11	12	15
Total – Current Liabilities	1,701	1,911	2,987	2,553
GRAND TOTAL - EQUITIES & LIABILITES	3,294	3,829	5,216	4,867

Assets (INR crore)	FY19	FY20	FY21	H1FY22
(A) Property plant & Equipment	202	437	443	442
(B) Capital Work in Progress	64	15	12	53
(C) Right-of-use-Assets	-	20	20	25
(D) Goodwill	26	26	26	26
(E) Other Intangible Assets	10	21	18	15
(F) Intangible Assets under development	22	19	24	36
(G) Investment in Associates/ JV	6	-	-	1
(H) Financial Assets				
(i) Investment	52	56	35	35
(ii) Trade receivables	91	120	445	436
(iii) Loans	-	7	7	7
(iv) Others	36	32	11	29
(I) Deferred Tax (Net)	80	12	7	6
(J) Other Non Current Assets	41	4	18	14
Total - Non – Current Assets	628	768	1,066	1,124
(A) Inventories	265	344	435	427
(B) Financial Assets				
(i) Investment	2	3	6	7
(ii) Trade Receivables	1,472	1,610	2,611	2,228
(iii) Cash & Cash Equivalents	18	16	21	55
(iv) Bank balances other than above	142	175	285	296
(v) Loans	14	15	12	13
(vi) Others-Advances	528	558	462	349
(C) Current Tax Assets (Net)	60	98	76	5
(D) Contract Assets	3	19	21	113
(E) Other Current Assets	163	225	221	250
Total – Current Assets	2,666	3,061	4,150	3,743
GRAND TOTAL – ASSETS	3,294	3,829	5,216	4,867

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)

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 (Sep-Dec'21)

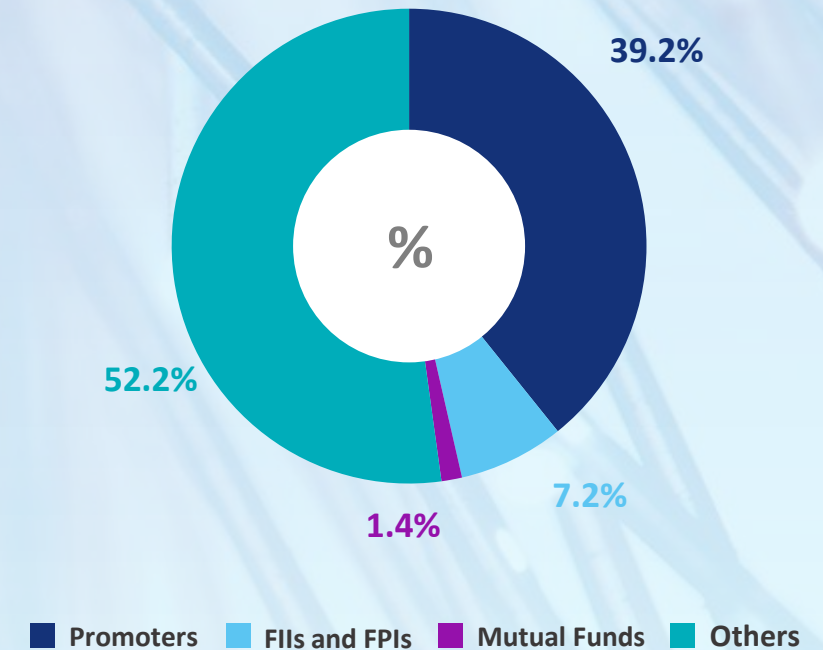


Listed on BSE and NSE

(Scrip code BSE: 500183 & NSE: HFCL)

Shareholding Pattern

(as at 31st Dec 2021)



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

Thank you

Amit Agarwal

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