



HFCL Limited

(formerly Himachal Futuristic Communications Ltd.)

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March 17, 2021

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: Intimation of Schedule of Analyst/Institutional Investors Meeting at Valorem Analyst Conference 2021

Dear Sir(s)/ Madam,

In terms of Regulation 30 (6) read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, ("Regulations"), we hereby inform you that the Management of the Company will be attending a **virtual Conference organized by Valorem Advisors- ('Valorem's Sixth Annual Analyst Conference - March with Valorem - India Resurrection')**, to be held on **Thursday, March 18, 2021** and will be meeting Analysts/Institutional Investors to discuss in detail about the ordinary course of business and the industry in which the Company operates.

We enclose herewith a copy of presentation to be made before the Analyst/Institutional Investors during the aforesaid Conference.

Please note that the above meeting shall be subject to changes, if any.

The information in public domain will be shared with the Analysts/Institutional Investors.

Kindly take the same on your records and oblige.

Thanking you,

Yours faithfully,

For HFCL Limited

(Formerly Himachal Futuristic Communications Limited)



(Manoj Baid)

Senior Vice-President (Corporate) &
Company Secretary



HFCL LIMITED

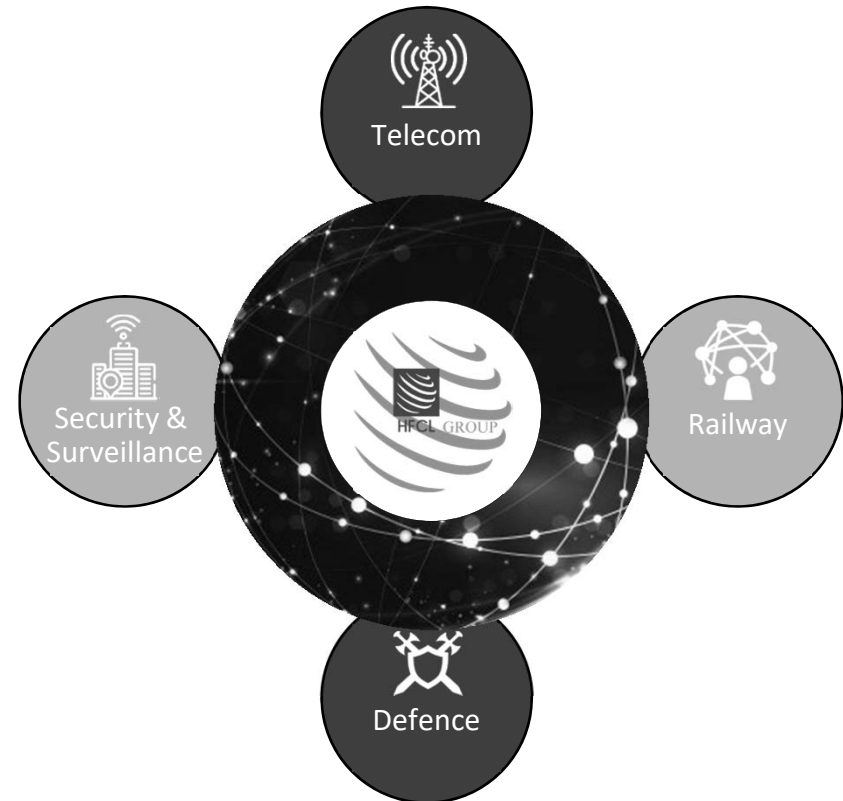
**INVESTOR
PRESENTATION**

MARCH 2021

Company Overview



- HFCL Limited (formerly known as Himachal Futuristic Communications Limited) is a Leading Technology Enterprise connecting the world with fully integrated communication network solutions and specialized services.
- The Company manufactures Optical Fiber, Optical Fiber Cables (OFC) and high end transmission and access equipment catering to different verticals and customers like telecom service providers, railways, defence and security & surveillance projects.
- The Company's in-House Centre for Excellence in Research located at Gurugram and Bengaluru along with invested R&D Houses and other collaborators at different locations in India and Abroad, innovate futuristic range of technology products and solutions with talented human intelligence.
- HFCL has fully integrated world class manufacturing facilities at five locations across India to produce wide range of cost competitive new technology products and solutions with proven edge over its peers.
- The Company exports to customers across the world to more than 50 countries.



Manufacturing Facilities



OFC Manufacturing
Verna, Goa
Capacity: 8m fkm



Telecom Equipment Manufacturing
Solun, Himachal Pradesh



OFC Manufacturing
Chennai, Tamil Nadu
Capacity: 10.5m fkm
FTTH Cable Manufacturing
Capacity: 2.4L cable km/annum



FRP Rods, IFGR, ARP Manufacturing
Hosur, Tamil Nadu
**Capacity: FRP Thermal - UV 7,66,800 kms/
IGFR - 22.50 MT/ARP 1,80,000 kms**



Optical Fiber Manufacturing
Hyderabad, Telangana
Capacity: Optical fiber - 6.4m fkm



FTTH Cable Manufacturing
Hyderabad, Telangana
Capacity: 3.6L cable km/annum



Key Customers



Global Customers



Portfolio of Products



OPTICAL FIBER CABLES

- Aerial Cables
- Armoured / Unarmoured Cables
- FTTx Cables
- Duct / Micro Ducts
- Micro Module Cable
- ADSS Cables
- Ribbon Cables
- Premises Distribution Cables
- CPRI Cables

PASSIVE INTERCONNECT SOLUTIONS

- Cable Assemblies
- Indoor/Outdoor Cabinets
- Splitter Modules
- Joint Closure
- FTTH & Aerial cable assemblies
- EWIS for Defence and Aerospace
Automotive

OPTICAL FIBER

- G652D
- G657A1
- G657A2 (Under approval stage)



TELECOM PRODUCTS

- Wi-Fi Network Products
- Microwave Radios
- Cloud-based Management Platform
- Telecom Power Systems
- Switches

UNDER DEVELOPMENT

- Routers
- Intelligent Antenna Systems



DEFENCE PRODUCTS

- High Capacity Radio Relay
- Electronic Fuses

UNDER DEVELOPMENT / TESTING

- Software Defined Radios
- Ground Surveillance radar
- Electro Optic Devices : Long range and
Thermal Weapon Sight



Portfolio of Network Solutions



TELECOMMUNICATION NETWORK

- OFC Network
- FTTx Network
- Mobile Network
- Broadband Access & Wi-Fi Network
- Radio backhaul Network



RAILWAY COMMUNICATION NETWORK

- Turnkey solution for Mainline Railway Telecom Network
- Turnkey solution for Metro Railway Telecom Network
- Integration of Signalling & Telecom Network



DEFENCE COMMUNICATION NETWORK

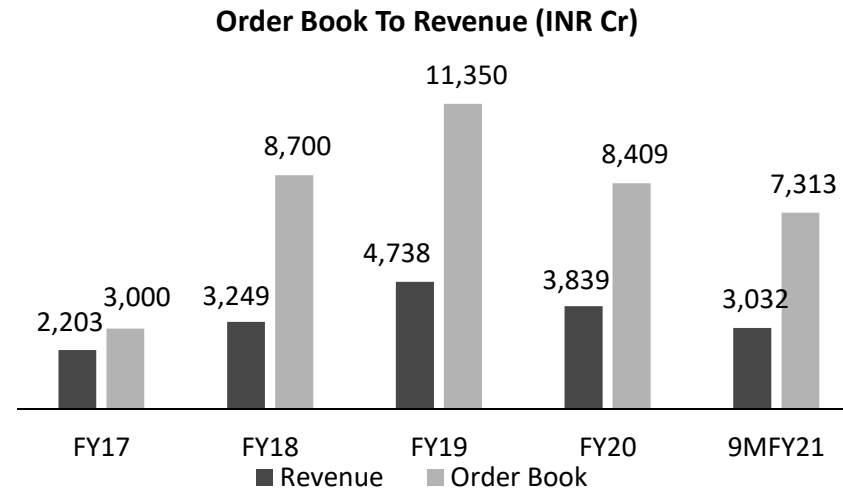
- OFC Network
- Optical Transport Network
- Fiber Monitoring & Management System
- Microwave Radio Network
- Routing Network



BORDER & PERIMETRIC SECURITY SYSTEM

- Perimeter Security System for critical Infrastructure
- Smart Border Management System
- Command & Control Centre

Current Order Book of ~INR 7,313 Cr provides visibility



Total Order book of ~INR 7,313 Cr as on 31st December, 2020

Prestigious orders for supply and services spread across all business verticals - telecom, defence, railways, security & surveillance

~2.0 times
FY20 revenue
Strong Earning
Visibility

O&M Contracts
worth ~INR 1,546 Cr
Ensuring high margin
revenues YoY

Centre for Excellence in Research



EMPOWERING INNOVATION, INTRODUCING NEW TECHNOLOGIES



Team : Large pool of technocrats with proven track record having International experience and business know-how

Expertise : Design & Development including System Engineering and Product design, Hardware & Software development, Mechanical design and providing end to end solution for Telecom, Defence, Railways and Security & Surveillance.

STRATEGY



- Promote In-house R&D & Innovation
- Co-innovate with other R&D Houses
- In-organic growth by acquiring R&D Houses at early stage
- Vision to develop products which can be sold globally and can be bench marked with other leading global manufacturers
- Focus on developing cost effective next generation products and solutions with own IPR

OPTICAL FIBER CABLES –



Developed :

- Micromodule Cable 12F-576F.
- Steel Armored Micromodule Cable
- Ribbon Cable upto 2004F
- Higher Fiber Count Ribbon Unitube Cable
- Air blown cable, compatible for extreme low temp
- Minidrop cable
- Indoor drop cable upto 24F
- 8F- Quad cable – Riser cable
- Indoor- Outdoor Micro module cable 12F-144F
- Aerial safety cable 6F-48F
- High tensile unitube cable – pulling – 12F

Under Development :

- Small Diameter Micro cable 12F-576F
- Aerial cables having 20% lower weight 12F-144F
- Small Diameter Minicable upto -12F
- IBR cables (1728F-3456F)
- Micromodule cable 864F
- Reduced Diameter flat ribbon cables – 432F

TELECOM PRODUCTS



Developed :

- Wi-Fi Network Products
- Microwave Radios
- Cloud Based Management Platform
- Switches

Under Development :

- Routers
- Intelligent Antenna System

DEFENCE PRODUCTS



Developed :

- High Capacity Radio Relay
- Electronic Fuses

Under Development :

- Software Defined Radios
- Ground Surveillance radar
- Electro Optic Devices : Long range and Thermal Weapon Sight

Value Proposition



Agile Portfolio of Products and Solutions

Offers agile portfolio of products and solutions

Leadership

Established leader in providing fully integrated solutions in building Communication Networks for Public, Defence, Railways and other sectors

Healthy Order Pipeline

Order book of INR 7,313 Cr provides earning visibility and comprises of INR 1,546 Cr high margin O&M Contracts

Research & Development

Strong Team of R&D professionals continues to accelerate and bring in cost competitive new technology solutions with significant margins

Global & Diverse Customer Base

Diverse Customer Base across geographies and all verticals of operations ensure sustainable growth

Comfortable Debt Equity

Comfortable D/E of 0.43x with credit rating of A-

World Class Manufacturing Facilities

State of the Art Manufacturing Facilities capable to deliver latest technology products and solutions

Massive Business Opportunity

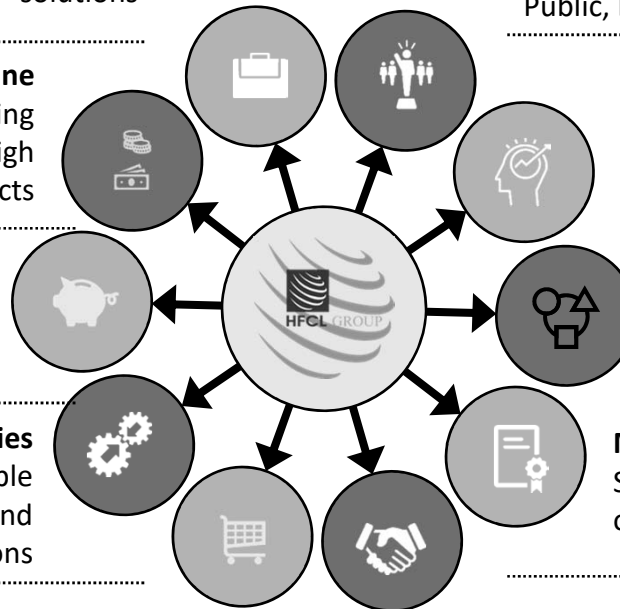
Stands benefitted with massive business opportunity across all its business verticals

New Business Initiatives

Developing new products for Telecom and Defence. Promising opportunities in Railways, Security & Surveillance.

Strategic Partnerships

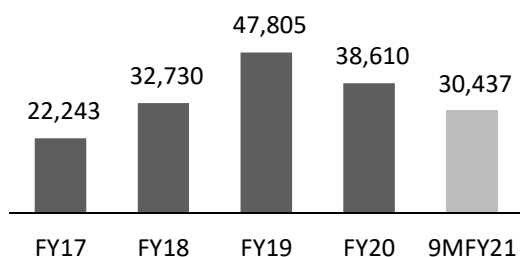
Long standing association with marquee customers



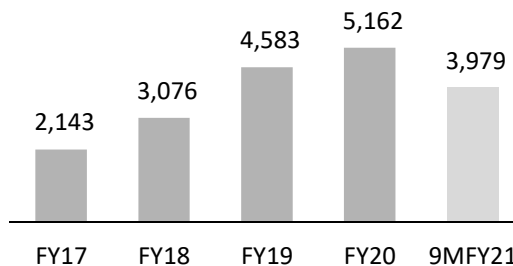
9M-FY21 Performance Metrics – Consolidated



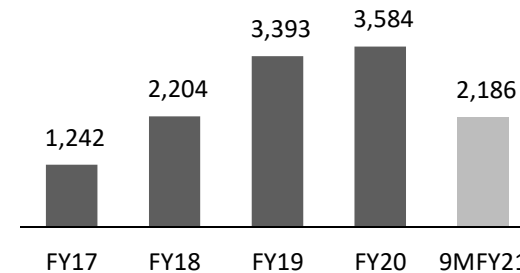
Total Income (INR Mn)



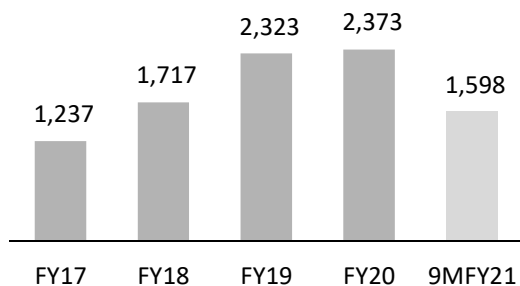
EBITDA (INR Mn)



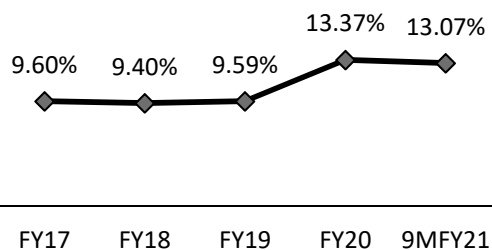
PBT (INR Mn)



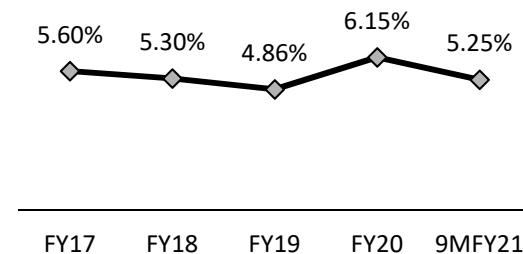
PAT (INR Mn)



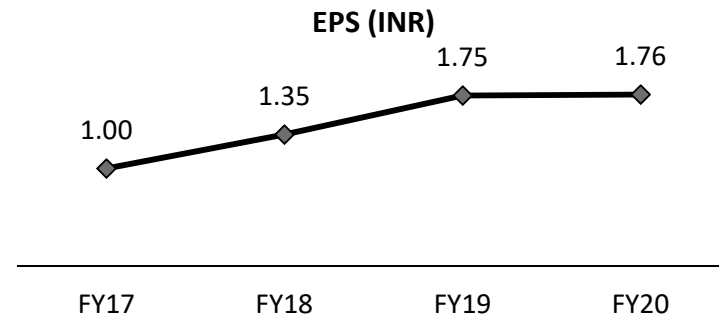
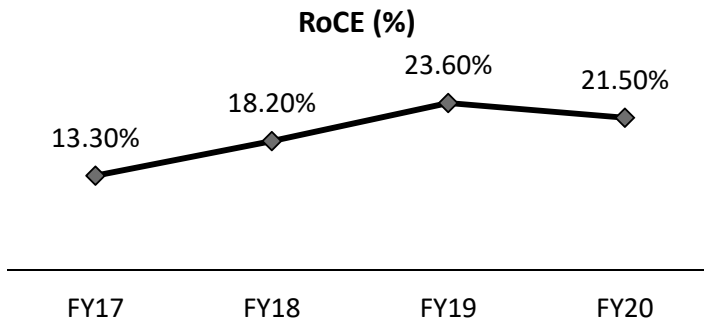
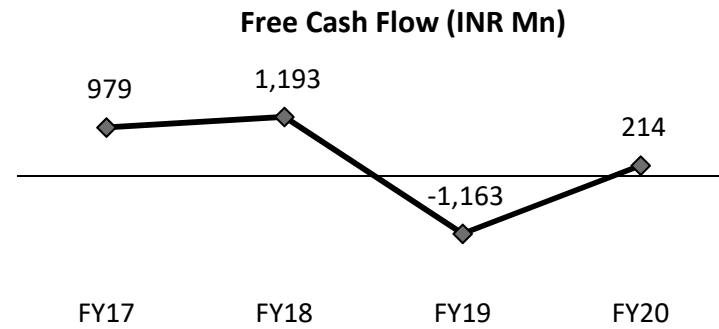
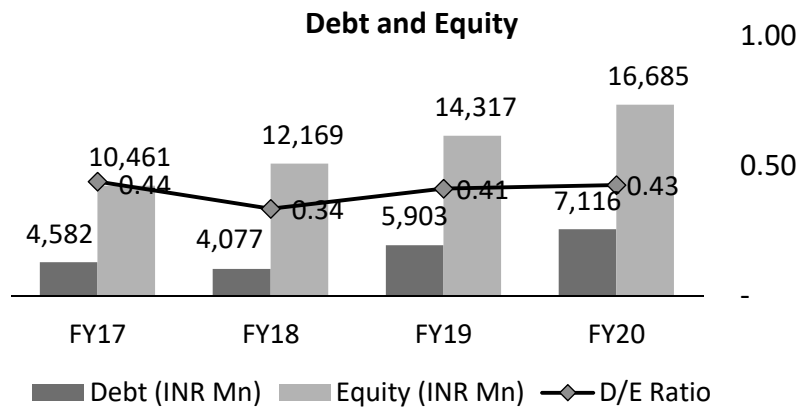
EBITDA Margin (%)



PAT Margin (%)



FY20 Performance Metrics – Consolidated



Financial Goals



Increase profits in absolute value

- Focusing on indigenously developed products with own IPRs, ensuring better margins
- Choose high margin orders
- Cost efficiency measure to continue



Continue with Low Gearing & Effective Working Capital Management

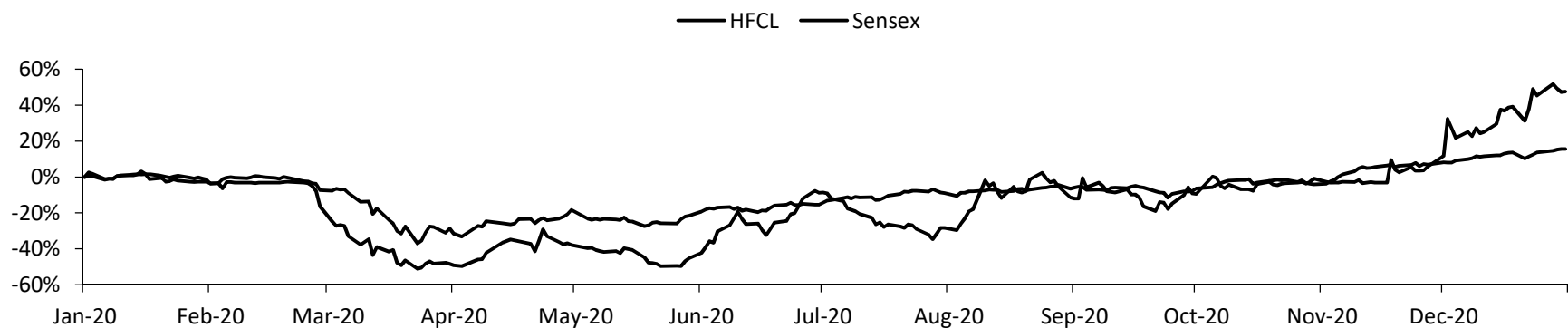
- Contain the gearing at reasonably low level
- Effective management of Working Capital



Improve Returns & Ratios

- Accelerate generation of Free Cash Flow
- Continue to enhance RoCE
- Expand EPS and other Return ratios

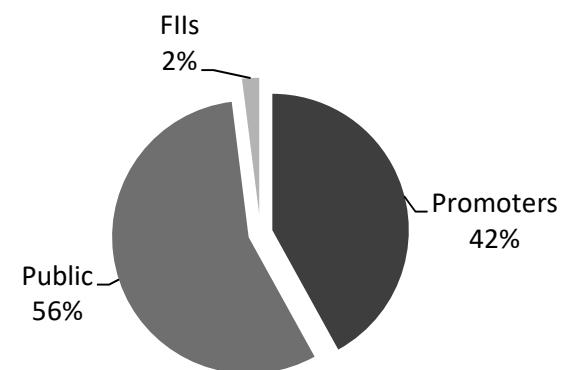
Capital Market Information



Price Data (As On 31st December, 2020)

Face value (INR)	1.0
Market Price (INR)	25.75
52 Week H/L (INR)	27.25/8.15
Market Cap (INR Mn)	33,073.0
Equity Shares Outstanding (Mn)	1,284.4
1 Year Avg. Daily trading volume ('000)	5,590.9

Shareholding - (As on 31st December, 2020)



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HFCL Limited

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