



HFCL Limited

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HFCL/SEC/23-24

July 26, 2023

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 cm1ist@nse.co.in Security Code No.: HFCL
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RE: Intimation under Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”).

Subject: Press Release on Un-audited Financial Results of HFCL Limited for the 1st Quarter ended June 30, 2023, of the Financial Year 2023-24, both on Standalone and Consolidated basis.

Dear Sir(s)/ Madam,

Enclosed please find herewith a Press Release on Un-audited financial results for the 1st quarter ended June 30, 2023, of the Financial Year 2023-24, which were approved by the Audit Committee and Board of Directors at their respective meetings held on July 26, 2023.

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)
Senior Vice-President (Corporate) &
Company Secretary

Encl.: Press Release



Press Release

For immediate Release

HFCL sustains a steady growth trajectory on the back of margin accretive products and increased revenue from international business

- Revenue in Q1FY24 stands at INR 995.19 crores as against INR 1,051.02 crores in Q1FY23
- Revenue from international business grew by 156% in Q1FY24 as compared to Q1FY23
- Export and Product revenue CAGR for last 3 years stands at 88.02 % & 46.04 % respectively
- EBIDTA margin increases to 16.04% in Q1FY24 as compared to 12.35% in Q1FY23
- PBT margin increases to 10.30% in Q1FY24 as compared to 6.75% in Q1FY23
- PAT margin stands at 7.59% in Q1FY24 compared to 5.05% in Q1FY23
- CARE upgrades short term credit rating to A1 from A2+
- Order book stands at INR 6,584.71 crores

New Delhi, 26th July, 2023: HFCL Limited ('HFCL'), a leading technology enterprise with operations in manufacturing of high-end telecom equipment, optical fiber and optical fiber cables and offering communication network solutions for telcos, defence and railway sector announced its Un-audited financial results for the first quarter ended 30th June, 2023.

Consolidated Financial Highlights – Q1FY24

Particulars	Q1FY24 ₹. in crores	Q4FY23 ₹. in crores	Change Q-o-Q %	Q1FY23 ₹. in crores	Change Y-o-Y%
Revenue	995.19	1432.98	-30.55%	1051.02	-5.31%
EBIDTA	159.62	168.17	-5.08%	129.76	23.01%
EBIDTA Margin (%)	16.04%	11.74%	430 Bps	12.35%	369 Bps
PAT	75.56	78.68	-3.97%	53.10	42.30 %
PAT Margin (%)	7.59%	5.49%	210 Bps	5.05%	254 Bps

On a standalone basis, the Company reported quarterly revenue of ₹ 880.32 Crores, EBIDTA of ₹ 108.55 Crores, PBT of ₹ 65.52 Crores and PAT of ₹ 48.75 Crores.

Commenting on the Company's performance, **Mr. Mahendra Nahata, Managing Director, HFCL** said, "Despite the volatile global macroeconomic environment, the Indian telecom industry looks promising and is expected to emerge as one of the top 5G ecosystems in the entire world. HFCL has also sustained its growth momentum with its strategic initiatives focusing on margin accretive products, shift in revenue mix from projects to products, backward and horizontal integration, capacity expansion, research & development, tapping new geographies and widening customer base. During Q1FY24, we have significantly increased revenues from international business to ₹ 176.23 crores witnessing a growth of 156% on a Y-o-Y basis. HFCL's strategy to focus on increased revenue from products, expand its capacities and tap into new geographies has resulted in an increase in the product revenue share to 67% in Q1FY24 as compared to 59% in same quarter last year. Revenue from private customers has also increased significantly in last few quarters."



Mr. Nahata outlining HFCL’s strategic moves added, *“The Company has entered into a significant partnership with Bharat Electronic Limited, India’s largest defense PSU, for a two year MOU to develop indigenous technologies for Defense, Telecom, and Railway sectors. As we are seeing strong fiber demand from our customers across the Globe, we have revised our optical fiber manufacturing capacity expansion plan upwards by about 300% to 33.90 mn fkm/p.a. The proposed expansion will bolster our margins and also ensure supply chain stability. The Company is developing a number of products for 5G networks which are expected to start being commercially available in the current financial year. He further added that, open-source Wi-Fi 7 Access Points developed in collaboration with Qualcomm, will also be available within the current financial year.*

About HFCL

HFCL is a leading technology company specializing in creating digital networks for telcos, enterprises and governments. Over the years, HFCL has emerged as a trusted partner offering sustainable high tech solutions with a commitment to provide the latest technology products to its customers. Our strong R&D expertise coupled with our global system integration services and decades of experience in fiber optics enable us to deliver innovative digital network solutions required for the most advanced networks.

The Company’s in-house R&D centres located at Gurugram, Bengaluru and Hyderabad along with invested R&D Houses and other R&D collaborators at different locations in India and abroad, innovate a futuristic range of technology products and solutions. HFCL has developed capabilities to provide premium quality Optical Fiber and Optical Fiber Cables, state-of-the-art telecom products including 5G Radio Access Network (RAN) products, 5G Transport Products, WiFi Systems (WiFi 6, WiFi 7), Unlicensed Band Radios, Switches, Routers and Software Defined Radios.

The Company has state-of-the-art Optical Fiber and Optical Fiber Cable manufacturing facilities at Hyderabad, Optical Fiber Cable manufacturing in Goa and at its subsidiary, HTL Limited in Chennai. The Company has also facilities for the manufacture of some backward integrated products at Hosur in its subsidiary, HTL Limited.

We are a partner of choice for our customers across India, Europe, Asia Pacific, Middle East, Africa and USA. Our commitment to quality and environmental sustainability inspires us to innovate solutions for the ever-evolving customer needs.

Visit <https://www.hfcl.com/> for more information.

For further details, please contact:

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