



HFCL Limited

8, Commercial Complex, Masjid Moth, Greater Kailash - II,
New Delhi - 110048, India

Tel : (+91 11) 3520 9400, 3520 9500 Fax : (+91 11) 3520 9525

Web : www.hfcl.com

Email : secretarial@hfcl.com

HFCL/SEC/2023-24
January 01, 2024

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: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations 2015”) and SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated 13th July, 2023

**Subject: (i) HFCL Limited bags Advance Purchase Order aggregating to ~INR 1127.27 Crores from Bharat Sanchar Nigam Limited (BSNL)
(ii) Press Release**

Dear Sir(s)/ Madam,

We are pleased to inform all the stakeholders that the Company has received an **Advance Purchase Order (“APO”) aggregating to ~INR 1127.27 Crores, from Bharat Sanchar Nigam Limited (BSNL)**. This order pertains to the implementation of BSNL’s optical transport network for carrying traffic of BSNL on PAN India basis.

Besides meeting demand of enhanced high capacity data for its Enterprise and FTTH/Broadband services, this network upgrade will also deliver the required bandwidth for launch of 4G service by BSNL and will also make the national carrier future-ready in rolling-out 5G services in coming years.

The scope of work under the above APO includes design, planning of architecture, engineering, supply, installation & commissioning and system integration of OTN (**Optical Transport Network**) equipment across India in BSNL (**“OTN Project”**), strengthening HFCL’s position as a trusted player for advancing communication infrastructure.

The scope of work under the above APO also include Operation and Maintenance (**“O&M”**) for a period of three years including eight year comprehensive Annual Maintenance Contract (**“AMC”**) for which **~INR 170.30 Crores** will be paid by the BSNL.

The details as required under Regulation 30 of the SEBI Listing Regulations, 2015 read with SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated July 13, 2023, are as under:

S. No.	Particulars	Details
a)	Name of the entity awarding the order(s)/contact(s)	BSNL
b)	Significant terms and conditions of order(s)/ contract(s) awarded in brief	The OTN Project has to be executed within eighteen months from the date of the Purchase Order. Following the successful commissioning of the OTN Project, a warranty of one year will commence. Thereafter, the Company has to provide O&M services for three years along with comprehensive AMC of eight years which will run concurrently.



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c)	Whether order(s)/ contract(s) have been awarded by domestic/ international entity;	Domestic
d)	Nature of order(s) / contract(s);	Supply of equipment and services as mentioned above on turnkey basis across India in BSNL.
e)	Whether domestic or international;	Domestic
f)	Time period by which the order(s)/ contract(s) is to be executed	Within Eighteen months from the date of Purchase Order.
g)	Broad consideration or size of the order(s)/ contract(s);	~INR 1127.27Crores (including applicable GST)
h)	Whether the promoter/ promoter group / group companies have any interest in the entity that awarded the order(s)/ contract(s)? If yes, nature of interest and details thereof;	No
i)	Whether the order(s)/ contract(s) would fall within related party transactions? If yes, whether the same is done at "arm's length"	No

We are also enclosing herewith a Press Release in connection with the above.

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



Press Release
For immediate release

HFCL Limited Secures Landmark Rs. 1,127 Crores Order to Revolutionize BSNL's Optical Transport Network

New Delhi, January 01, 2024: HFCL Limited (**HFCL**), a pioneering technology enterprise renowned for its seamless integration of cutting-edge communication products and solutions, has achieved a significant milestone by securing a prestigious order valued at Rs. 1,127 Crores from Bharat Sanchar Nigam Limited (BSNL). This landmark agreement is poised to transform the Optical Transport Network (**OTN**) infrastructure across BSNL's Pan India network.

In an era marked by the imminent advent of 5G networks and an escalating demand for ubiquitous broadband connectivity, Communication Service Providers face the critical challenge of fortifying backhaul transport to facilitate the densification of 5G mobile networks. Addressing this imperative, HFCL's comprehensive network upgrade will not only cater to the heightened requirements of Enterprise and FTTH/Broadband services but will also position BSNL for the future with the seamless launch of 4G services and the anticipation of 5G services in the coming years.

Leveraging its unparalleled expertise in integrating complex systems, HFCL has strategically partnered with the NOKIA Network to deploy state-of-the-art optical technology. This partnership signifies a commitment to deliver cutting-edge solutions that transcend industry standards and redefine the parameters of technological excellence.

HFCL's transformative initiative extends to the enhancement of BSNL's network through OTN upgrades at over 300 large network nodes and 2000 amplifier sites. The entire installation process is projected to conclude within an ambitious 18-month timeframe. This strategic endeavor encompasses the entire spectrum of activities, including Supply, Installation, Commissioning and Maintenance of OTN (Optical Transport Network), further solidifying HFCL's standing as a trusted and forward-thinking player in advancing communication infrastructure.

The anticipated outcome of this visionary network is nothing short of remarkable. BSNL, fortified by this Optical Network upgrade, will boast an impressive data capacity of 12 terabytes, effectively meeting its data needs for the next decade. The backbone network, spanning 310 aggregation locations, will serve as a pivotal force in empowering 4G, 5G and BharatNet services, positioning BSNL at the forefront of India's digital revolution pioneered by the vision of our Hon'ble Prime Minister Shri Narendra Modi.

Mr. Mahendra Nahata, the Managing Director at HFCL, expressed that *"within the dynamic landscape of India's technological evolution, HFCL stands unequivocally at the forefront of innovation and progress. The order aimed at revolutionizing BSNL's Optical Transport Network is a testament to our unwavering commitment to advancing the nation's technological prowess. As we navigate through an era marked by an escalating demand for broadband connectivity, HFCL acknowledges the pivotal role of fortified backhaul transport. Our comprehensive network upgrade will not only address the heightened demands of Enterprise and FTTH/Broadband services but strategically positions BSNL for the seamless launch of 4G services and the anticipation of 5G services. The deployment of state-of-the-art optical technology underscores our dedication to delivering solutions that transcend industry standards. This transformative project not only underscores HFCL's unwavering commitment to innovation but also represents a groundbreaking milestone in the evolution of Pan India's communication landscape. Collaborating with our partner for the project, NOKIA Network, we are actively reshaping the future and making significant contributions to India's digital evolution"*.



Amidst the global upswing in the 5G and FTTH services market, HFCL stands at the forefront, offering comprehensive end-to-end network connectivity solutions. HFCL's unwavering commitment to advancing network technology through cutting-edge research and development underscores its pivotal role in shaping the future of telecommunications. The Company's innovative portfolio of next-generation products and services, crafted with the latest technology standards and security-centric designs, is strategically positioned to empower service providers. By aligning with the overarching objective of global digital transformation and enhanced connectivity, HFCL is poised to play a key role in driving the evolution of communication networks worldwide.

About HFCL

HFCL is a leading technology company specialising 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 fibre 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 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 Fibre and Optical Fibre 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 defence electronics products.

The Company has state-of-the-art Optical Fibre and Optical Fibre Cable manufacturing plants at Hyderabad, Optical Fibre Cable manufacturing plant in Goa and in its subsidiary HTL Limited at Chennai.

HFCL is a partner of choice for its customers across India, Europe, Asia Pacific, Middle East, Africa and USA. HFCL's commitment to quality and environmental sustainability inspires it to innovate solutions for the ever-evolving customer needs.

Visit www.hfcl.com for more information.

For further, details please contact:

HFCL Limited Manoj Baid Amit Agarwal Alok Chander manoj.baid@hfcl.com amit.agarwal@hfcl.com alok@hfcl.com Contact: 011 3520 9400	Adfactors PR Poonam Saney Makhija Vasundhra Sethi Akshataa Acharya poonam.saney@adfactorspr.com vasundhra.sethi@adfactorspr.com akshataa.acharya@adfactorspr.com Contact: 9819004968 7428508927 9148730795
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