



Press Release
For immediate Release

HFCL sees strong demand environment with jump in export revenue by 167% in Q1 FY23

- Strong order book worth more than Rs.5300 crores
- Export increased by 167% in Q1 FY 23 compared to Q1 FY 22
- Gross margin increased to 25.31% in Q1 FY 23 compared to 24.09% in Q4 FY 22
- Share of product revenue rises to 59% in Q1 FY 23 compared to 49% in Q4 FY 22

New Delhi, 22nd July, 2022: HFCL Limited ("HFCL"), India's leading technology enterprise with operations across manufacture of high-end telecom equipment, optical fiber and optical fiber cables and communication network solutions for Telcos, Railways and Defence sectors announced its un-audited financial results for the first quarter ended 30th June, 2022.

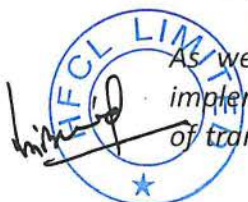
Consolidated Financial Highlights – Q1'FY23

Particulars	Q1 FY23 Rs. in Crores	Q1 FY22 Rs. in Crores	Change Y-o-Y %	Q4 FY22 Rs. in Crores	Change Q-o-Q
Revenue	1,051	1,207	-12.92%	1,183	-11.16%
EBIDTA	130	191	-31.94%	154	-15.58%
EBIDTA Margin (%)	12.37%	15.82%	-345Bps	13.02%	-65Bps
PAT	53	91	-41.76%	68	-22.06%
PAT Margin (%)	5.04%	7.54%	-250Bps	5.75%	-71Bps

For the first quarter ended 30th June, 2022, the Company reported on standalone basis, Revenue of ₹951 crores, EBIDTA of ₹106 crores, PBT of ₹ 63crores and PAT of ₹48 crores.

Commenting on the Company's performance, **Mr. Mahendra Nahata, Managing Director, HFCL** said, "Despite macro-economic challenges and supply chain disruptions during last six months, HFCL is able to deliver steady financial performance with significant jump in export revenue by 167% compared to corresponding quarter of previous financial year. Share of revenue from products continue to rise and stands at 59% in Q1 FY23 as compared to 49% in Q4 FY22. Our order book stands at more than Rs.5,300 crores. Gross Margin has slightly improved as compared to last quarter due to easing input cost pressure and pass through to the customers. However, revenue and consequently profitability during the quarter got impacted due to spill over of service billing followed by non-availability of required infrastructure from the customer end and also continued shortage of semiconductors.

As we move forward, we are entering into a multi-year upcycle for Telecom and network implementation and we see huge opportunity in markets like India, Europe and US. FY23 is a year of transformation for HFCL as we will focus on creating capabilities and expanding capacities for





sustainable profitable growth and leverage on the upcoming opportunities in Telecom, 5G network implementation, Defence and Railways. Our mission is to transform as a technology-driven enterprise that innovates and manufactures for both domestic and global markets with an aim to become a multinational player in Optic Fiber Cables and telecom & networking products.

About HFCL

HFCL Limited is a leading technology enterprise engaged in manufacturing of high-end Transmission and Access Equipment, Optical Fiber, Optical Fiber Cables (OFC) and is specialized in setting-up modern communication network for Telecom Service Providers, Railways and Defence.

The Company has state-of-the-art Optical Fiber and Optical Fiber Cable manufacturing plants at Hyderabad, Optical Fiber Cable manufacturing plant in Goa and in its subsidiary i.e. HTL Limited at Chennai along with FRP and ARP Rod manufacturing plant in its subsidiary at Hosur.

The Company's in-house Centre for Excellence in Research located at Gurgaon & 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. Some of the newly developed products through R&D are Wi-Fi Systems, Unlicensed Band Radios, Switches, Electronic Fuses, Electro Optic Devices and Video Management Systems. There is a suite of products under development, which include Software Defined Radios, Routers, PON, 5G Transport and Radio products, Wi-Fi 6 access points, Home Mesh Router, Point-to-Multipoint Radios and Ground Surveillance Radars among others.

Visit www.hfcl.com for more information.

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Date: July 22, 2022

Place: New Delhi

