



An Environment conscious company certified to  
ISO 14001 Standard

## HFCL Limited

(formerly Himachal Futuristic Communications Ltd.)

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

Tel : (+91 11) 3088 2624, 3088 2626

Fax : (+91 11) 3068 9013

Web : [www.hfcl.com](http://www.hfcl.com)

Email : [secretarial@hfcl.com](mailto:secretarial@hfcl.com)

October 22, 2019

<b>The BSE Ltd.</b> 1 <sup>st</sup> Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400001 <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Security Code No.: 500183</b>	<b>The National Stock Exchange of India Ltd.</b> Exchange Plaza, 5 <sup>th</sup> Floor, C - 1, Block G Bandra - Kurla Complex, Bandra (E) Mumbai - 400051 <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a> <b>Security Code No.: HFCL</b>
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**RE: Disclosures under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations").**

**Subject: Press Release.**

Dear Sir(s)/ Madam,

This is further to our earlier intimation dated October 21, 2019.

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 **Press Release** on the **Un-audited Financial Results of the Company for the 2<sup>nd</sup> quarter and half year ended September 30, 2019 of the Financial Year 2019-20**, both on **Standalone and Consolidated** basis.

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**

*(Formerly Himachal Futuristic Communications Limited)*

**(Manoj Baid)**

Vice-President (Corporate) &  
Company Secretary



**Encl:** Press Release.



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Press Release

For immediate release

### HFCL delivers another quarter of improved Margins and Profits

- EBIDTA grew by 47% to ₹ 141 Crs, EBIDTA margin grew from 7.9% to 14.4%
- PBT grew by 45% to ₹ 103 Crs , PBT margin grew from 5.8% to 10.5%
- PAT grew by 32% to ₹ 66 Crs , PAT margin grew from 4.1%to 6.7%

**New Delhi, 22.10.2019:** HFCL Limited, formerly known as Himachal Futuristic Communications Limited, (BSE:500183, NSE:HFCL), India's leading telecom infrastructure developer, system integrator and manufacturer of high-end telecom equipment and optical fibre cables announced its results for the second quarter and half year ended 30<sup>th</sup> September , 2019.

For the second quarter of Financial Year 2019-20, the Company reported consolidated revenue of ₹ 983 Crs (-19%), EBIDTA - ₹ 141 Crs (+47%), PBT ₹ 103 Crs (+45%), Tax 37 Crs (+76%) and PAT - ₹ 66 Crs (+32%).

For the half year ended, the Company reported consolidated revenue of ₹ 2,330 Crs (+1%), EBIDTA - ₹ 335 Crs (+75%), PBT ₹ 260 Crs (+81%), Tax 77 Crs (+64%) and PAT - ₹ 183 Crs (+89%).

On standalone basis, the Company reported a quarterly revenue of ₹ 927 Crs (-19%), EBIDTA of ₹ 131 Crs (+58%), PBT of ₹ 101 Crs (+66%), Tax of ₹ 38 Crs (+81%) and PAT of ₹ 63 Crs (+58%).

For the half year ended on standalone basis, the Company achieved revenue of ₹ 2,131 Crs (-2%), EBIDTA of ₹ 295 Crs (+72%), PBT of ₹ 237 Crs (+81%), Tax of ₹ 84 Crs (+79%) and PAT of ₹ 153 Crs (+82%).







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Commenting on the performance, Mr. Mahendra Nahata, the Managing Director said, "the Company has delivered yet another quarter of increased profit and margin. Our sustained all round efforts towards margin improvement yielded good results. We continue to improve our product and EPC contract mix with enhanced contribution and higher margin. Margin improvement was also aided by various operational measures aimed at improved efficiency, cost control and speedy project execution. We have been able to better our profits both in terms of absolute amount and margins in current year. New products under development and higher O&M revenues shall result into better sustainable margins for the Company."

### Other Updates

#### 'IO' brand of Wi-Fi products

The Company continues to focus on R&D initiatives for development of new products and technologies. It has recently launched its IO Networks WiFi Products & Solutions which will take it forward as a technology enterprise. The launch of 'IO' suite of WiFi products and solutions marks a new beginning for the Company's technology indigenisation drive. These have been completely developed in-house and IPR rests with the Company. The overwhelming response that 'IO' range has received augurs well for future revenue and margin growth, besides boosting confidence and accelerating momentum of new product & technology development and IPR creation efforts.

#### Defence Communication Network

The Company received its largest ever single purchase order worth ₹ 2,467 Crs for setting up of the converged nationwide IP-MPLS backbone and access network for Indian Army under the Network for Spectrum Program of the Government of India. The project is to be completed within 18 months from the date of award of the project. Revenue contribution from this prestigious project shall start from the fourth quarter of FY20. The Project has an additional Operations & Maintenance component of ₹ 862 Crs which shall be realised over a period of 7 years after 3 years of warranty period. The combined value of the Project, therefore, stands at ₹ 3,329 Crs.





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### Name Change

In line with the Company's ever expanding business and geographical footprints, the Company changed its name from erstwhile 'Himachal Futuristic Communication Limited' to a more simpler and all-encompassing 'HFCL Limited'.

### About HFCL ([www.hfcl.com](http://www.hfcl.com))

HFCL Limited is a leading telecom infrastructure developer, system integrator and manufacturer of high-end telecom equipment and optical fibre cables, having its own manufacturing facilities at Solan and Goa, and in its subsidiary i.e. HTL Limited at Chennai and Hosur. The Company's greenfield Optical Fiber manufacturing facility with a capacity of 6.4m fkm at Hyderabad is expected to be commissioned soon.

HFCL provides single window solution for telecom projects; offering design, equipment supply, installation, system integration, operation and maintenance services. As a solutions expert in telecommunication and related infrastructure domain, the Company is now leveraging its inherent strengths in addressing complex needs of emerging sectors, such as Railway Communication and Signaling, Defence, Homeland Security and also Smart City Projects.

For further information, please contact at:

[investor@hfcl.com](mailto:investor@hfcl.com)

Date: October 22, 2019

Place: New Delhi

