



HFCL Limited

(formerly Himachal Futuristic Communications Ltd.)

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

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HFCL/SEC/21-22

August 05, 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: Intimation under Regulation 30 read with Para B of Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular No. CIR/CFD/CMD4/2015 dated 9th September, 2015.

Subject: Press Release: HFCL appoints Beetel Teletech as National Distributor for its 'IO' product line.

Dear Sir(s)/ Madam,

We are pleased to announce to all our stakeholders that HFCL Limited has signed a nationwide distribution agreement with Beetel Teletech Limited (**Beetel**) (a leading technology brand offering contemporary solutions for modern India's connectivity and IT needs, since 1987) for its 'IO' line of next generation products.

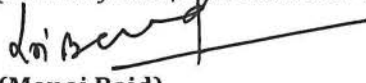
Under this agreement, Beetel, as the National Distributor, will be marketing HFCL's complete portfolio of products under 'IO' brand, including latest generation Wi-Fi 5 and Wi-Fi 6 Access Points, P2P & P2MP Unlicensed Band Radios, L2 & L3 Switches and highly specialized antennas.

We are also enclosing a Press Release in this connection.

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**
(Formerly Himachal Futuristic Communications Limited)


(Manoj Baid)
Senior Vice-President (Corporate) &
Company Secretary



Encl.: Press Release.



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Press Release

HFCL appoints Beetel Teletech as National Distributor for its 'IO' product line

New Delhi, August 5, 2021 – HFCL is pleased to announce the signing up of a nationwide distribution agreement with Beetel Teletech (Beetel) for its 'IO' line of next generation products. Under this agreement, Beetel, as the National Distributor, will be marketing HFCL's complete portfolio of products under 'IO' brand. These include latest generation Wi-Fi 5 and Wi-Fi 6 Access Points, P2P & P2MP Unlicensed Band Radios, L2 & L3 Switches, and highly specialized antennas.

Signing up of this distribution agreement, on the back of successful shipment of 150,000+ 'IO' units within the first 12 months of its launch, is aimed at twin-fold gains. On the one hand, it is going to strengthen HFCL's product distribution network for the existing and future product lines. On the other hand, it is aimed at accelerating expansion of market share for maturing products while reducing the time to market for recently launched and to be launched products.

Launched in October 2019, 'IO' is HFCL's industry leading brand of Network Access Solutions. It offers a wide range of wireless and switching products. Beetel, on the back of its robust pan-India distribution network, will ensure seamless and continuous availability of the extensive portfolio of IO products, under this partnership. Beetel's in-depth knowledge of the market will be invaluable in supporting IO's expansion plans and its vision of providing Internet for all.

Commenting on the potential of this partnership, Mr. Jitendra Chaudhary, Executive President HFCL said, "We, at IO, are fully committed to our distribution partners. Cognizant and appreciative of the crucial role they play in seamless, across-markets delivery and deployment of our products and solutions, we work with our partners as our own extension, both echoing the same belief and confidence in our customer value proposition. We are confident that Beetel Teletech's broad reach, technical and sales expertise, and deep insights into the networking market, will undoubtedly help us proliferate our products and services",

Mr Sanjeev Chabbra, MD&CEO, Beetel said, "We, at Beetel, are excited and thrilled to collaborate with HFCL as their Value Added Distributor for the Indian market. We are bullish about the overall growth of the access market. We are confident that we will be playing a pivotal role in their journey of providing Internet for all through their world-class next-gen Made in India Access Solutions. We look forward to opening new frontiers, maximizing reach, exhibiting numerous benefits of securing a connection via IO's extensive product portfolio",

About HFCL Limited:

HFCL Limited (formerly Himachal Futuristic Communications 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, Defence, Smart City and Surveillance projects.

The Company has state-of-the-art Optical Fiber and Optical Fiber Cable manufacturing facilities at Hyderabad, Optical Fiber Cable manufacturing plant in Goa and in its subsidiary i.e. HTL Limited at Chennai along with FRP Rod manufacturing facility in its subsidiary at Hosur. It also has a telecom equipment manufacturing facility at Solan.

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, Cloud Management Systems and Video Management Systems. There is a suite of products under development, which include Software Defined Radios, Routers, PON, Small cell and Macro Cell for 5G, Intelligent Antenna Systems and Ground Surveillance Radars among others.

Visit www.hfcl.com for more information.

About Beetel Teletech

Beetel is a leading technology brand offering contemporary solutions for modern India's connectivity and IT needs. Founded in the year 1987, Beetel is one of the oldest and reputed brand name in the Industry, a pioneer in the landline phone category. Beetel distributes a host of iconic brands like Avaya, Polycom, Plantronics, Samsung, RADWIN, Ruckus, RAD, and Actelis. Beetel is known for its innovative product solutions and latest in technology, which are offered to customers at the most prudent prices. In India, Beetel is spread via 10,000 retailers, 500 distributors, as well as 10 warehouses. The company till date has manufactured over 100 million landline phones till date. A household Indian brand that truly needs no induction has served over 20 million customers since 1987!

For more Information, please contact:

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Date: August 05, 2021

Place: New Delhi