

# The **M**omentum The **O**ppportunity

*Prepared to create the **DIGITAL LIFELINE***

# 2018

**AKSH OPTIFIBRE LIMITED**

**ANNUAL REPORT**



Aksh's Ophthalmic lens production facility Kahrani, Rajasthan (INDIA)

# Content

**01**

**Company  
Overview**

**15**

**Statutory  
Reports**

**75**

**Standalone  
Results**

**112**

**Consolidated  
Results**

# Corporate Overview

## ■ Chairman

Dr. Kailash S. Choudhari

## ■ Deputy Managing Director

Mr. Satyendra Gupta

## ■ Directors

Mr. Amrit Nath

Mr. B. R. Rakhecha

Ms. Devika Raveendran

Mr. Gauri Shankar

## ■ Chief-Corporate Affairs & Company Secretary

Mr. Gaurav Mehta

## ■ Chief Financial Officer

Mr. Pawan Kumar Gambhir

## ■ Bankers

Union Bank of India

Punjab National Bank

HDFC Bank Limited

## ■ Auditors

B G G & Associates

Statutory Auditors

K. G. Goyal & Associates

Cost Auditors

S. C. Kwatra & Co.

Internal Auditors

Pooja Anand & Associates

Secretarial Auditors

## ■ Corporate Office

A-25, 2nd Floor,  
Mohan Co-operative Industrial Estate  
Mathura Road, New Delhi-110044.  
Ph.: 011-49991700-710

## ■ Registered Office

F-1080, RIICO Industrial Area, Phase –III  
Bhiwadi, Rajasthan-301019.  
Ph.: 01493-221333  
www.akshoptifibre.com  
CIN No. L24305RJ1986PLC016132

## ■ Registrar and Share Transfer Agents

Karvy Computershare Private Limited,  
Karvy Selenium, Tower-B, Plot no. 31-32,  
Gachibowli, Financial District, Nanakramguda,  
Hyderabad – 500032



## Plant Locations :

### 1. Optical Fibre & Optical Fibre Cable Manufacturing Division, Bhiwadi, Rajasthan, India.

F-1075-1081, RIICO Industrial Area, Phase-III,  
Bhiwadi, Rajasthan – 301019

### 3. Ophthalmic Lens Production Division, Kahrani, Rajasthan India

A-56, Kahrani, Bhiwadi-301019, Rajasthan, INDIA

### 5. FRP Manufacturing Division, Jafza, UAE.

Plot No. S10914, PO Box. 17267, Jebel Ali,  
Free Trade Zone, UAE  
(Manufacturing division of AOL FZE, wholly owned subsidiary of Company)

### 7. FRP Manufacturing Division, Jiangsu, China

Factory No. 01 , Machinery Industrial Park, The East of  
Bajing Road, Danyang Economic Development Zone.  
Jiangsu Province China.  
(Manufacturing division of AOL Composites (Jiangsu) Co. Ltd,  
wholly owned subsidiary of AOL FZE, Dubai, UAE) (yet to be operational)

### 9. Service Division

#### 1Stop Aksh Division & Network Operating Centre

The Diamond, 4th Floor, Urbana Jewels, Opp. SEZ Road,  
Muhana Terminal Market, Sanganer, Jaipur-302029

### 2. FRP Manufacturing Division, Reengus, Rajasthan, India.

SP-47 Shree Khatu Shyamji Industrial Complex,  
Reengus, District Sikar (Rajasthan)

### 4. FRP & Optical Fibre Cable Manufacturing Division, Silvassa, India.

Survey No.: 2/2/1, Village Karad, Madhuban Dam Road,  
Silvassa-396230, U. T. of Dadra & Nagar Haveli. India  
(Manufacturing division of Aksh Composites Pvt. Ltd.  
Wholly owned subsidiary of the company)

### 6. Optical Fibre Cable Manufacturing Division, Mauritius.

Industrial Zone Trianon -1721-10, Mauritius  
(Manufacturing division of Aksh Technologies (Mauritius) Ltd,  
Wholly owned subsidiary of company)

### 8. Optical Fibre Manufacturing Division

Plot No. S-30121B, Jabel Ali, Free Zone, Dubai (UAE)  
(Manufacturing division of AOL Technologies FZE,  
wholly owned subsidiary of Company) (yet to be operational)



# Vision & Mission

YoY Revenue up by **22%** ↑

YoY EBITDA up by **41%** ↑

YoY PBT up by **79%** ↑

## REVENUE



**₹ 627 Crore**

Achieved Highest Ever Consolidated Revenue in FY18

## Operating EBITDA



**₹ 76 Crore**

Achieved Highest Ever EBITDA in FY18



**Become a global leader in enabling simple, innovative smart living**



### OF / OFC

Strive to be the most efficient 'OF' & 'OFC' producer through innovation

### FRP

Sustain global leadership in FRP Rod Business

### Services

To develop, engage and participate in promoting products and services which smarten Peoples life

Aksh Optifibre Limited.

One amongst the few Indian Optical Fibre companies with multi Location Optical Fibre and Optical Fibre Cable manufacturing operations.

Only facility in India having manufacturing of both Optical fibre and Optical Fibre Cable at one location.

One of the few Indian optical Fibre Cable companies to have reported significant growth trajectory in the last few years.

One of select Optical Fibre companies to have successfully executed the Capacity expansions in a given set timelines.

One of the few Indian optical Fibre Cable companies, capable of manufacturing High fibre count cables i.e., 512F, 768F, 864F, 1080F and 1728F Cables.



#### OPERATIONS

The Company is vertically integrated with Optical Fibre and Optical Fibre Cable capacity housed under one single manufacturing facility and is one amongst the largest Optical Fibre Cable manufacturers in the nation. The Company's operations are also diversified with FRP rods, with a sizable capacity and coupled with the only ophthalmic Lens manufacturing facility in the country, the company is also undertaking e-Governance services, which includes 10,000 plus e-Governance kiosks in the state of Rajasthan, India.



#### CUSTOMERS

The Company is engaged in serving wholesale and institutional sales, marked by long-standing relationships with institutional buyers comprising globally-respected brands and wholesale trade channel partners. The Company has also been supplying Optical Fibre Cable to the nation's defence sector for the last few years. It also won tender to Design, Build and Manage eminent Jaipur smart city project.



#### PRODUCTS

The Company's core manufacturing comprises Optical Fibre; Optical Fibre Cable, Fibre Reinforced plastic Rods(Which is mainly used at strength membrane in OFC). Company has also recently diversified into field of Ophthalmic lens manufacturing.



#### SYSTEMS

The Company invested in Occupational Health and Safety Management (OHSAS), Environment Management System (EMS) and ISO Certifications.

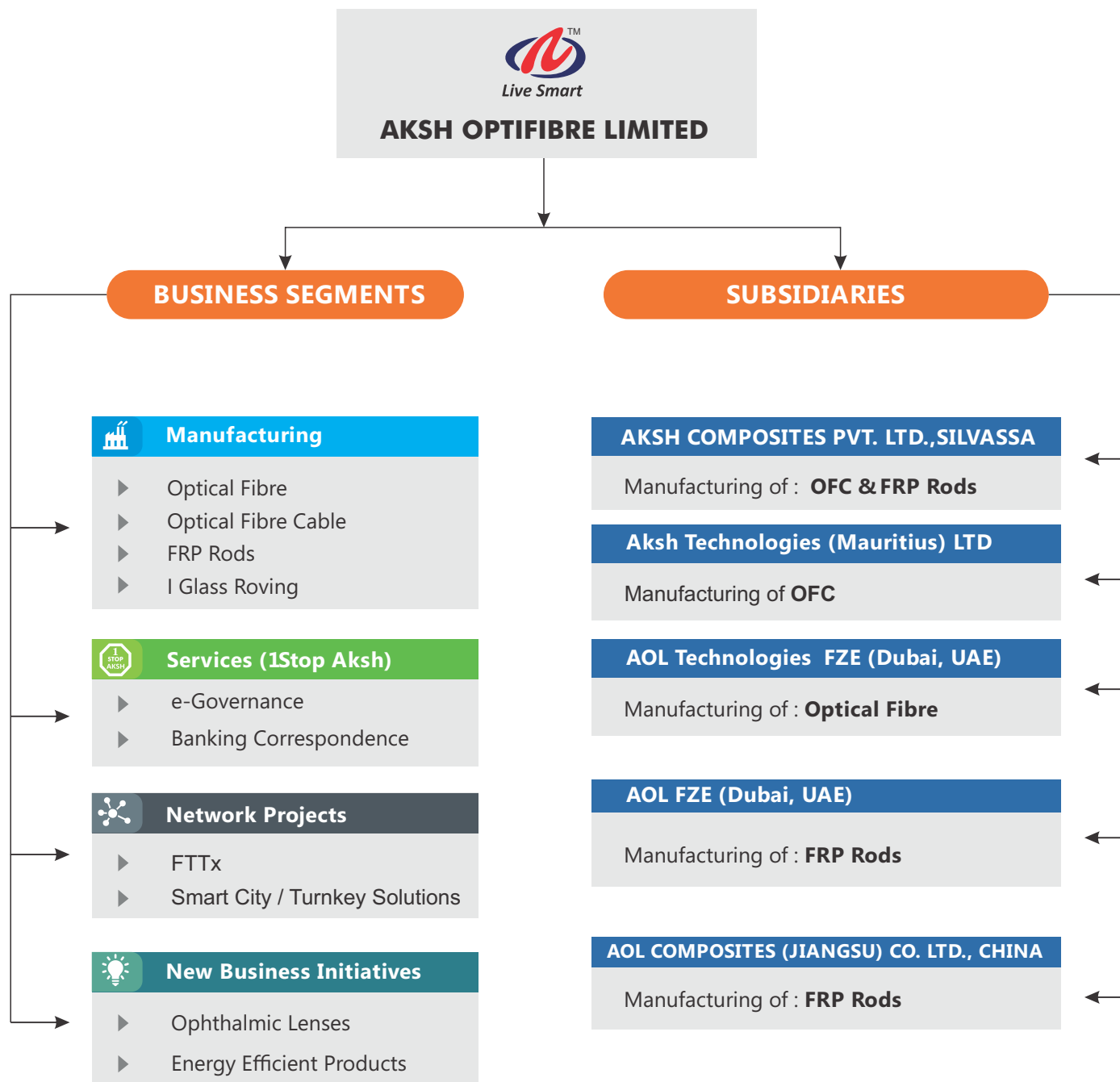
# Diversified Global Presence

With global presence and its customer reach in more than 70 countries, across 6 Continents, Aksh has strategically located its international production facilities to enhance its customer experience and provide global logistical advantage and just in time serving its customers.

Our corporate office is located in New Delhi, India. Our globally present manufacturing facilities are mainly driven by process automation that enables precision and greater quality.



# Lean Organisation Structure



Successfully Commissioned Additional **1.5 Mn FKM of Optical Fibre Drawing Capacity** in Bhiwadi Manufacturing Facility in FY18.

Successfully Commissioned Additional **4.5 Mn FKM of Optical Fibre Cable** Manufacturing Capacity in Bhiwadi Facility in FY18.



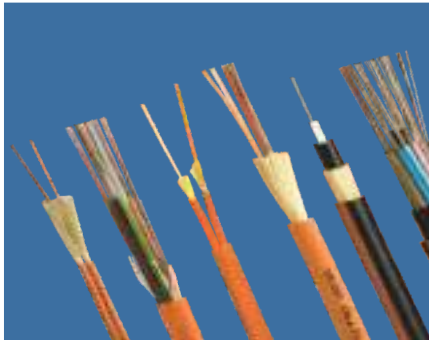
# Aksh's

## Product Portfolio



### Optical Fibre

- Current optical Fibre drawing Capacity of 3 Mn FKM in Bhiwadi Manufacturing Facility.
- Upcoming 4 Mn FKM of Optical Fibre Drawing Capacity In Dubai, U.A.E



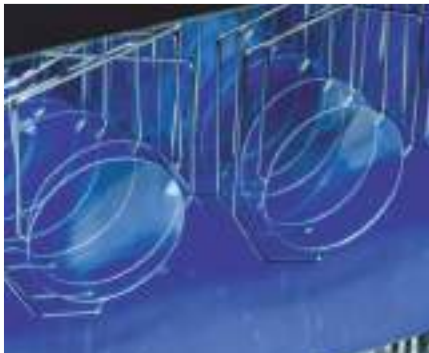
### Optical Fibre Cable

- Current Optical Fibre Cable Manufacturing Capacity of 10.7 Mn FKM In Total
- Silvassa OFC Capacity of 1 Mn FKM and Mauritius OFC Capacity Of 0.7 Mn FKM Also Got Operational In June 2018



### FRP / ARP Rods

- Total FRP Production Capacity Of 3.8 Mn KM Currently
- China FRP Manufacturing Capacity Of 0.4 Mn KM To Be Commissioned In September 2018
- AKSH's FRP Manufacturing Facilities in
  - a). Reengus Rajsathan India.
  - b). Silvassa, India.
  - c). Jafza Dubai, U.A.E



### Ophthalmic Lenses

- Production Facility In Kahrani, Rajasthan, India
- Current operational Capacity of 25 Mn Pair of Lenses Per Annum
- Lenses Capacity Expandable To 70 Mn Pair of Lenses Per Annum in Future



FRP Plant Reengus, Rajasthan (India)



# Sustainability from Cyclical

World over Optic Fibre sector has been traditionally cyclical.

However, during the last few years, the unprecedented cyclical Up-trend was marked by the extended Fibre demand globally on the one hand coupled with extensive increase in operating capacities on the other.

Aksh Optifibre Limited responded to this challenging sectoral reality with proactive preparedness.

Enhanced capacities. Widened product portfolio.  
Moderated costs. Diversified geographical presence.

The result is that even as the sector passes through its most dramatic times,

Aksh Optifibre will emerge as India's fastest growing Optical Fibre company.

And all because we narrowed our focus down to four words.

***Harnessing Momentum with Opportunity....***

## *The differentiating factor at Aksh, will pronounce outstanding outcomes.*

*Successfully commissioned additional Optical Fibre Capacity of **1.5 Mn FKM** in Bhiwadi Plant Facility*

---

*Successfully commissioned additional Optical Fibre Cable Capacity of **4.5 Mn FKM** in Bhiwadi Plant Facility*

---

*Strategic Augmentation of **1 Mn FKM** Optical Fibre Cable capacity in Silvassa Manufacturing Facility successfully commissioned.*

---

*Commissioning of **0.7 Mn FKM** Optical Fibre Cable capacity in Mauritius, unleashing impetus for global manufacturing endeavours and establishing footprint by being nearest to our customers.*

---

*First batch of Ophthalmic Lens being successfully rolled out from our Kahrani Plant Facility, with quality being well accepted and welcomed by the market.*

**4 Mn FKM**

Optical Fibre Capacity expected to be commissioned in Jafza, Dubai in January 2019

**0.4 Mn KM**

FRP Capacity expected to be commissioned in Jiangsu, China in September 2018