



## HFCL Limited

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

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

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HFCL/SEC/22-23

September 08, 2022

<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><u>Security Code No.: 500183</u></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:cm1ist@nse.co.in">cm1ist@nse.co.in</a> <b><u>Security Code No.: HFCL</u></b>
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**RE: Disclosures under Regulation 30 and 34 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "SEBI Listing Regulations").**

**Subject: Submission of Annual Report for the financial year 2021-22, including Notice of the 35<sup>th</sup> Annual General Meeting.**

Dear Sir(s)/ Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III and Regulation 34 of the SEBI Listing Regulations, we hereby submit a copy of the **Annual Report of the Company for the financial year 2021-22, including Notice of the 35<sup>th</sup> Annual General Meeting ("AGM")** of the members of the Company, scheduled to be held on **Friday, the 30<sup>th</sup> day of September, 2022 at 11:00 A.M. (IST)** through Video Conferencing / Other Audio Visual Means ("VC" / "OAVM") Facility.

The same are also available on the website of the Company at <http://www.hfcl.com>.

Please note that the Notice of the 35<sup>th</sup> AGM along with the Annual Report for the financial year 2021-22, has been sent to the eligible shareholders of the Company, **only through electronic mode** on the e-mail IDs registered with the Depositories/ Depository Participants/ Company/ RTA and will also be disseminated on the websites of the Company and the Stock Exchanges i.e. the BSE Limited (BSE) and the National Stock Exchange of India Limited (NSE).

For ease of participation of the members at AGM, **the key details with respect to AGM** are provided below:-

S. No.	Particulars	Details
1.	Cut-off Date	<b>Friday, 23<sup>rd</sup> September, 2022</b>
2.	Time Period for Remote e-Voting	<b><u>Commencement of remote e-Voting:</u></b> <b>09:00 A.M. IST on Tuesday, 27<sup>th</sup> September, 2022</b> <b><u>End of remote e-Voting:</u></b> <b>05:00 P.M. IST on Thursday, 29<sup>th</sup> September, 2022</b>
3.	Book Closure Period	<b>Saturday, 24<sup>th</sup> September, 2022 to</b> <b>Friday, 30<sup>th</sup> September, 2022 (both days inclusive)</b> <b>(for the purpose of AGM and Dividend)</b>
4.	Process for updating the e-mail id	Physical Mode - Write to: Company at <a href="mailto:secretarial@hfcl.com">secretarial@hfcl.com</a> ; and/or RTA at <a href="mailto:admin@mcsregistrars.com">admin@mcsregistrars.com</a> .



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5.	Contact details of participation through VC or remote e-Voting / e-Voting	<b>Ms. Pallavi Mhatre, Manager,</b> <b>National Securities Depository Limited,</b> Trade World, 'A' Wing, 4 <sup>th</sup> Floor, Kamala Mills Compound Senapati Bapat Marg, Lower Parel Mumbai – 400 013 Designated email address: <a href="mailto:pallavid@nsdl.co.in">pallavid@nsdl.co.in</a> / <a href="mailto:evoting@nsdl.co.in">evoting@nsdl.co.in</a> Telephone no. +91 22 2499 4545
6.	Company's Contact details	<b>Mr. Manoj Baid</b> Senior Vice-President (Corporate) & Company Secretary 8, Commercial Complex, Masjid Moth, Greater Kailash – II New Delhi – 110048 Tel: +91-11-3520 9400 Fax: +91-11-292 26015 Email: <a href="mailto:secretarial@hfcl.com">secretarial@hfcl.com</a>
7.	Scrutinizer to scrutinize remote e-Voting process and e-Voting during the AGM	<b>Mr. Baldev Singh Kashtwal,</b> Practicing Company Secretary having Membership No. FCS 3616 and C. P. No. 3169, having office at 106, 1 <sup>st</sup> Floor, Madhuban Tower, A-1, VS Block, Shakarpur Crossing, Delhi – 110092

*In view of the COVID-19 pandemic, the 35<sup>th</sup> AGM of the Company is being held through VC/OAVM on Friday, 30<sup>th</sup> September, 2022 at 11:00 a.m. (IST), without the physical presence of the members at a common venue, in compliance with the various directions issued by the Ministry of Corporate Affairs ('MCA') and the Securities and Exchange Board of India ('SEBI').*

You are requested to take the above information on records and upload the same on your respective websites.

Thanking you.

Yours faithfully,  
**For HFCL Limited**

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

**Encl:** HFCL Annual Report 2021-22 along with Notice of 35<sup>th</sup> AGM.



# **SUSTAINABLE GROWTH FUELLED BY INNOVATION**

**HFCL LIMITED**  
**Annual Report**  
**2021-2022**

# Contents

<b>01</b>	<b>Corporate Overview</b>	
	About HFCL	02
	Offerings	04
	Core Strengths	06
	Global Presence	10

<b>02</b>	<b>Performance Overview</b>	
	Managing Director's Message	14
	Key performance indicators	16

<b>03</b>	<b>Value Creation Approach</b>	
	Business Model	18
	Operating Landscape	20
	Strategic Priorities	22

<b>04</b>	<b>ESG Approach</b>	
	<b>Environment</b>	24
	<b>Social</b>	
	People	27
	Community	28
	<b>Governance</b>	30
	Board of Directors	31

<b>05</b>	<b>Management Reports</b>	
	Management Discussion and Analysis	32
	Directors' Report	48
	Corporate Governance Report	76
	Business Responsibility Report	98

<b>06</b>	<b>Financial Statements</b>	
	Independent Auditors' Report on Standalone Accounts	107
	Standalone Accounts	116
	Independent Auditors' Report on Consolidated Accounts	168
	Consolidated Accounts	176
	<b>Notice of the AGM</b>	235

## FY22 Highlights

Total Income from Operations

**INR 4,770 cr** 7.01% ▲

EBITDA

**INR 693 cr** 18.46% ▲

PAT

**INR 326 cr** 32.52% ▲

Earnings Per Share (EPS)

**INR 2.38** 27.27% ▲

YoY Growth ▲

Order Book

**INR 5,300 cr**

QIP raised

**INR 600 cr**

ROCE

**19.30%**

Debt-Equity Ratio

**0.26x**

## Rating upgrade

Long-term

**CARE A; Stable**

Short-term

**CARE A2+**





# Sustainable Growth Fuelled by Innovation

HFCL, ever since its inception, has played a pivotal role in securely connecting the world with its modern communication products and solutions. FY22 was a key milestone year for the Company as it strengthened its financial position while forging ahead by broadening its portfolio with futuristic products, expanding its capacities and entering new markets. Another distinguishing aspect was, the Company witnessed significant growth in its export revenue during the year.

Going forward, the Company aspires to advance India's 5G transition through infrastructure development and product innovation, leveraging its own R&D capabilities, collaborating with global technology leaders and supply of locally manufactured products across the world. This aspiration is well supported by the Government's plan to boost local manufacturing by introducing PLI schemes. The Company is also geared up to capitalise on ambitious projects launched by honourable Prime Minister of India to strengthen the nation's broadband connectivity and fibre footprint. HFCL is also focussing on development and manufacture of defence products under make in India initiative of GOI. All these initiatives will drive sustainable growth in the coming years.

While focussing on long-term business growth, the Company is also committed to environmental sustainability, social well-being and ethical business practises. Alongside these qualities, HFCL is ready to usher in a hyper-connected world while creating sustainable value for its stakeholders.



## About HFCL

# Transforming Communication through Innovation

Over the last three decades, HFCL has transformed into a leading innovation-led technology enterprise from a telecom equipment manufacturer. It offers a wide range of next-generation communication products and integrated solutions to diverse sectors including telecom, defence and railways in India and abroad.

The Company produces Optical Fibre, Optical Fibre Cables (OFC), passive components and other cutting-edge transmission and access equipment. HFCL also has an established track record of providing end-to-end communication network solutions to its customers across the globe.

# #1

in Optical Fibre Cable (OFC) supplies  
in India

## One of the largest

implementer of defence and public  
communication network

## One of the largest

producers of Wi-Fi/Unlicensed band  
Radio (UBR) systems in India

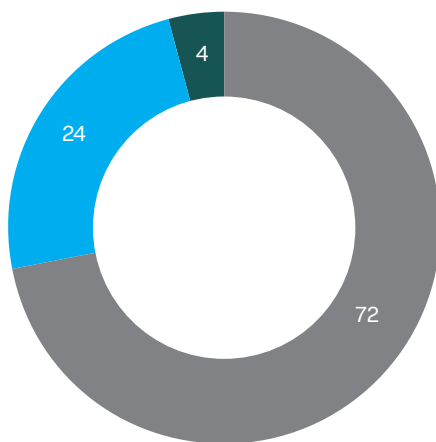


## Catering to Multiple Sectors

The Company's operations span the entire communication network value chain—from the development of modern, high-quality and cost-competitive products to the implementation of integrated network solutions, for both private and government organisations in the telecom, defence and railway sectors.

## Revenue Contribution

% of Total Revenue in FY22



■ Public Telecommunication  
■ Defence Communication  
■ Railway Communication

## Persistently Evolving to Stay Ahead of the Curve

### 1987

► Incorporated as a telecom equipment manufacturer.

### 1990s

► Expanded business operations, reaping the benefits of liberalisation and the telecom network revolution.

### 2000s

► Organic and inorganic growth along with portfolio expansion.

### 2010s

► Consolidated post global recession coupled with debt, equity and business restructuring, revival and growth, following expansion of manufacturing capacities and strengthening of network solutions capabilities.

Expanded portfolio of products and solutions with new geographies and new customers.

### 2020s

► Geared up to capitalise on the emerging opportunities in the Decade of Digital Transition, partnered with leading global players to develop next-generation communication products and solutions.

Completed broadband connectivity in all gram panchayats of Jharkhand and Punjab under BharatNet Project, received approval as 'Trusted Source' from National Security Council Secretariat (NSCS) for supplying telecom equipment.



## Offerings

# Delivering Futuristic Products and Solutions

## Key Offerings

### Products



### Optical Fibre and Cables

- ▶ Optic Fibre
- ▶ Micro Cable
- ▶ Micro Module Cable
- ▶ Aerial Cable
- ▶ Armoured Cable
- ▶ Unarmoured Cable
- ▶ FTTH Cable
- ▶ Passive connectivity solutions



### Telecom Equipment

- ▶ Indoor & Outdoor Wi-Fi 5 and 6 Access Points
- ▶ Ethernet L2/L3 Switches
- ▶ Point to point Unlicensed band radios
- ▶ Cloud based Network management system



### Electronics

- ▶ Electro Optical Devices
- ▶ Electronic Fuses
- ▶ VMS and Video Analytics
- ▶ High-Capacity Radio Relay

More products in pipeline (refer page 23)



As the world is becoming more and more digital and data-driven and simultaneously, India is striving for self-sufficiency, HFCL is on a mission to enable a securely connected world through its wide range of telecom products and comprehensive network solutions.

### Public Telecommunication Solutions

- ▶ Optical Transport Network
- ▶ Rural GSM Network
- ▶ Broadband Network
- ▶ Access Network
- ▶ Fibre-to-the-Home and In-building Solutions
- ▶ Radio Backhaul



### Defence Communication Solutions

- ▶ Optical Fibre Cable and Optical Transport Network
- ▶ Fibre Monitoring and Management System
- ▶ Multi-Protocol Label Switching Network
- ▶ Microwave Radio Backhaul Solution



### Railway Communication Solutions

- ▶ Integrating communication network for metros, freight corridors and mainline railways



## Core Strengths

# Striving for Competitive Edge

HFCL has been able to carve out a distinct space in the industry by constantly setting challenging limits for itself. The Company aspires to create sustained value for its stakeholders by leveraging its strengths in manufacturing, R&D, project execution, talent management and customer relationships.



**Integrated  
Manufacturing**



**Dedicated R&D  
Capabilities**



**Strong Execution  
Expertise**



**Robust and  
Efficient Team**



**Longstanding Client  
Relationships**

## Integrated Manufacturing

HFCL has 5 state-of-the-art manufacturing facilities across India with large capacities for manufacturing of Optical Fibre Cable and Optical Fibre. In order to meet the growing demands, the Company is working on expanding its capacities.

### Present Capacities

**23.95 mn fkm**

Annual capacity for Optical Fibre Cable (OFC)

**10 mn fkm**

Annual capacity for Optic Fibre (OF)

**690 ckm**

Annual capacity for FTTH cables

**2,700 MT**

Annual capacity for Impregnated Glass Fibre Reinforcement (IGFR)

**504k km/annum**

Capacity Fibre Reinforced Plastic (FRP) Rods

**660k km/annum**

Capacity Aramid Reinforced Plastic (ARP) Rod

Refer page 13 for locations of the manufacturing facilities