



AKSH OPTIFIBRE LIMITED

Corporate Presentation - 2018-19



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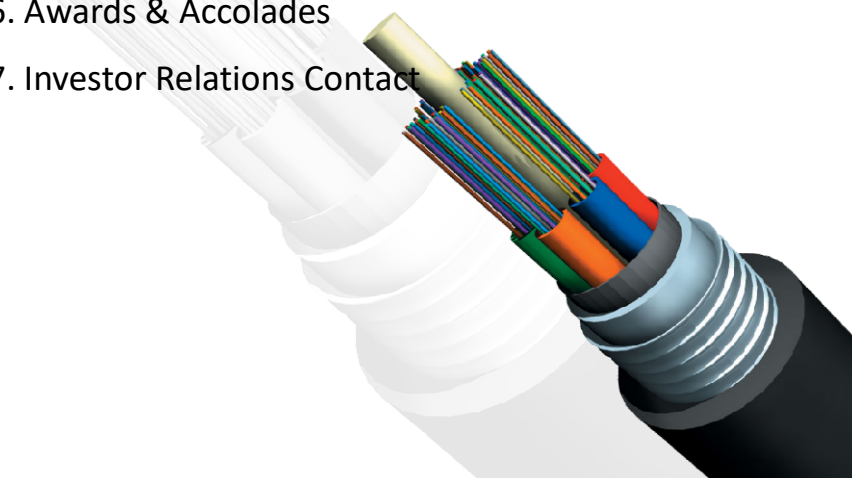
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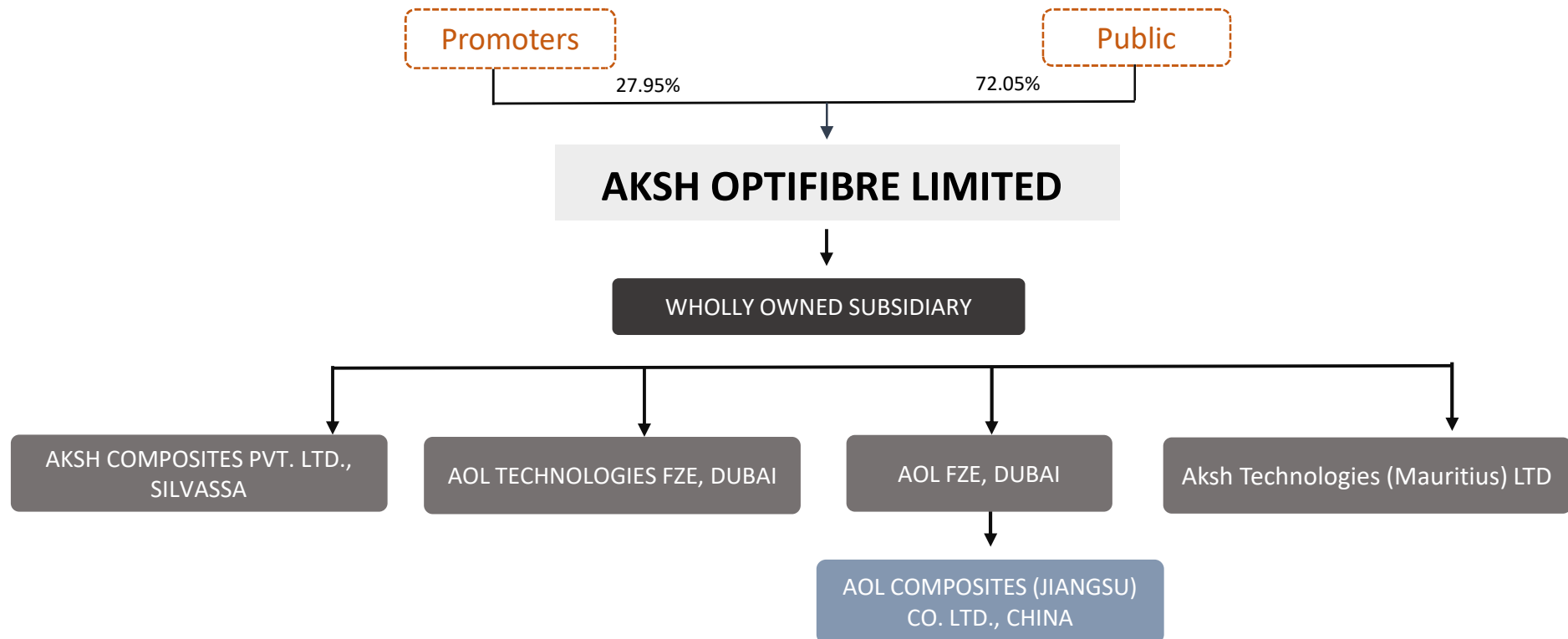
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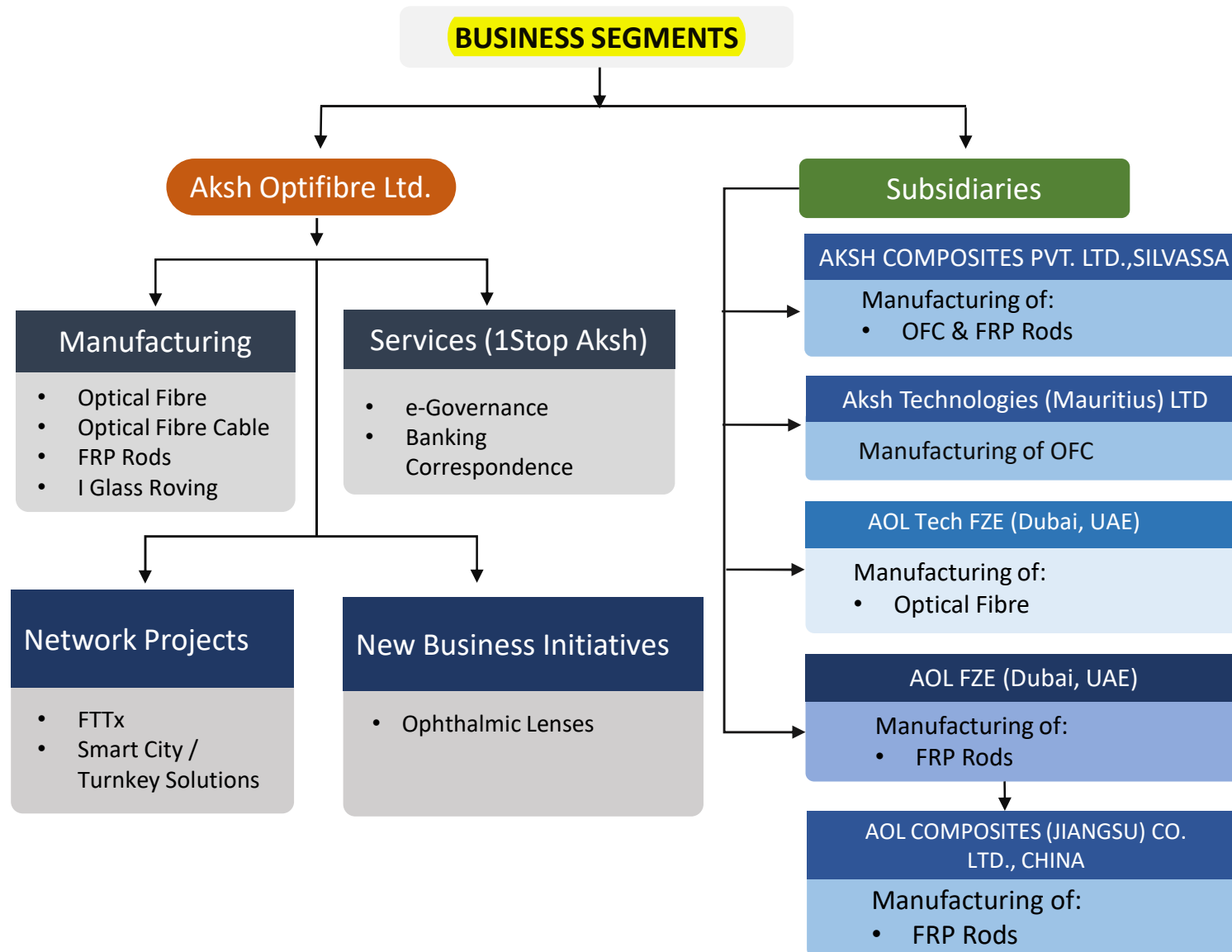
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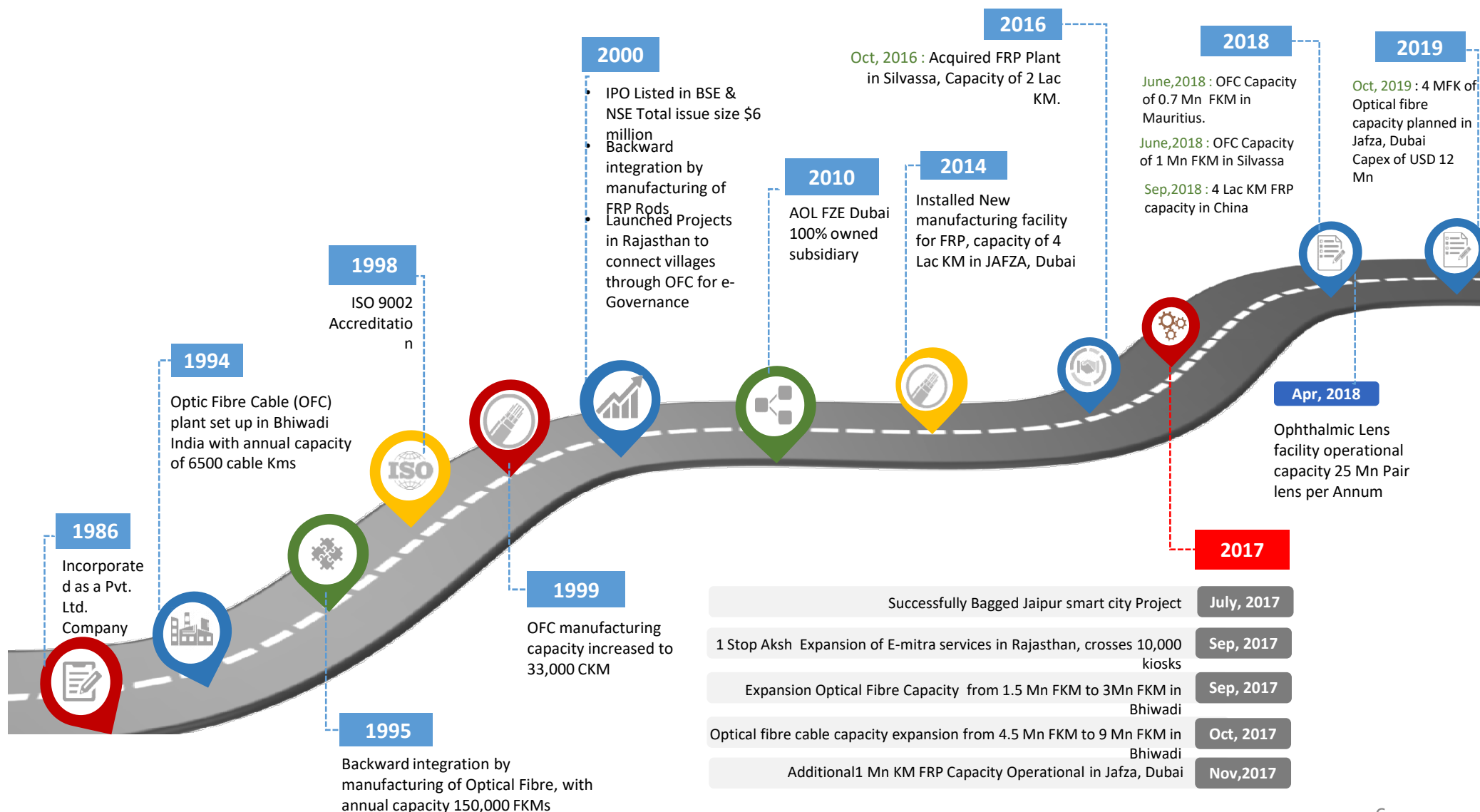
Organisational Structure



Business Offerings



Milestones



Board of Directors & Key Management Personnel



Dr. Kailash S. Choudhari
Chairman

Key founding member of Aksh Optifibre Ltd. He is responsible for spearheading the Company to its current levels of success. His strategic leadership ensures company's future relevance, credibility, and viability. His timely strategic initiatives has lead the company to remarkable performance in a short timespan. He also brings with him more than three decades experience of enabling mobility and future technologies.



Mr. Satyendra Gupta
Managing Director

A Fellow Member of the Institute of Chartered Accountants of India, with over 32 years' of experience in the field of Accounting, Taxation, Strategic Financial Management, Mergers and Fund raising both domestic and international. Possess Business forte in Planning & Execution required to achieve business targets in tandem with Corporate Mandate.



Mr. B.R. Rakhecha
Non Executive Non Independent Director

With experience of 42 years in various areas of Operations of the Company, viz - a - viz, manufacturing, production, industrial relations, general administration and marketing operations of cable Manufacturing units. Possess Excellent Relationship Management skills to directly interact and move business with the higher government authorities, Directors, Chairmen, Owners and Principals of major clients.



Mr. Amrit Nath
Independent Director

A qualified Economist M.A. (Eco) from the Delhi School of Economics, with specialization in Industrial Economics, and has approximately 42 years experience in International Banking/ Financial Services. Transformational Business Leader with experience in leading step change and turning around businesses.



Ms. Deevika Raveendran
Independent Woman Director

A qualified LL.M from the prestigious National Law School of India University (NLSIU). With rich experience of corporate structuring, company administration, Business conceptualization to developing and implementing business strategy, regulatory compliances, Philanthropy and CSR initiatives



Mr. Gauri Shankar
Independent Director

A Chartered Associate of Indian Institute of Banker, having approximately 4 decades of experience in the field of Finance and Banking. Mr. Shankar was previously holding the position of Managing Director and Chief Executive Officer of Punjab National Bank. He has led a large number of projects in private and public sector including Central / State Government, Multilateral funding agencies, state utilities, PSUs, etc.



Mr. Gaurav Mehta
Chief- Corporate Affairs & Company Secretary

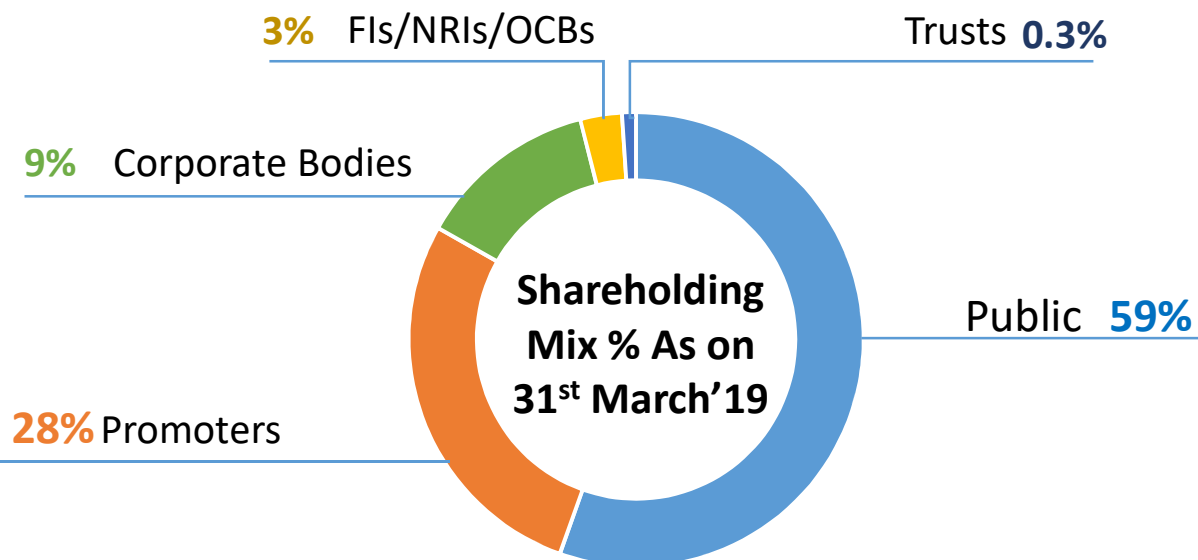
An Associate Member of the Institute of Company Secretaries of India, with over 16 years of experience in the field of Corporate Secretarial work and legal affairs.



Mr. Pawan Gambhir
Chief Financial Officer

A fellow member of The Institute of Chartered Accountants of India with over 18 years of experience in the field of Finance, Accounts & Taxation.

Diverse Shareholding Distribution as on March 2019



Particulars	As on 31st March, 2019	
	%age holding	No. of Shareholders
Public	59%	69,888
Promoters	28%	8
Corporate Bodies	9%	822
FIIs/NRIs/OCBs	3%	885
Trusts	0%	9
Total	100%	71,612

Unique Efficiencies & Initiatives



Unique business competencies with backward and forward integration.

FRP Market leader, with sizable global market share

Loose tube speed capacity augmentation to 800 Mts/Mnts from previous 300 Mts/Mnts

Online colouring and tubing for Optical Fibre Cable

LED curing in FRP and Optical Fibre

Achieved highest ever global Speed of 150 Mts/Mnts for FRP.



Vision & Mission



Vision

Become a global leader in enabling simple, innovative smart living



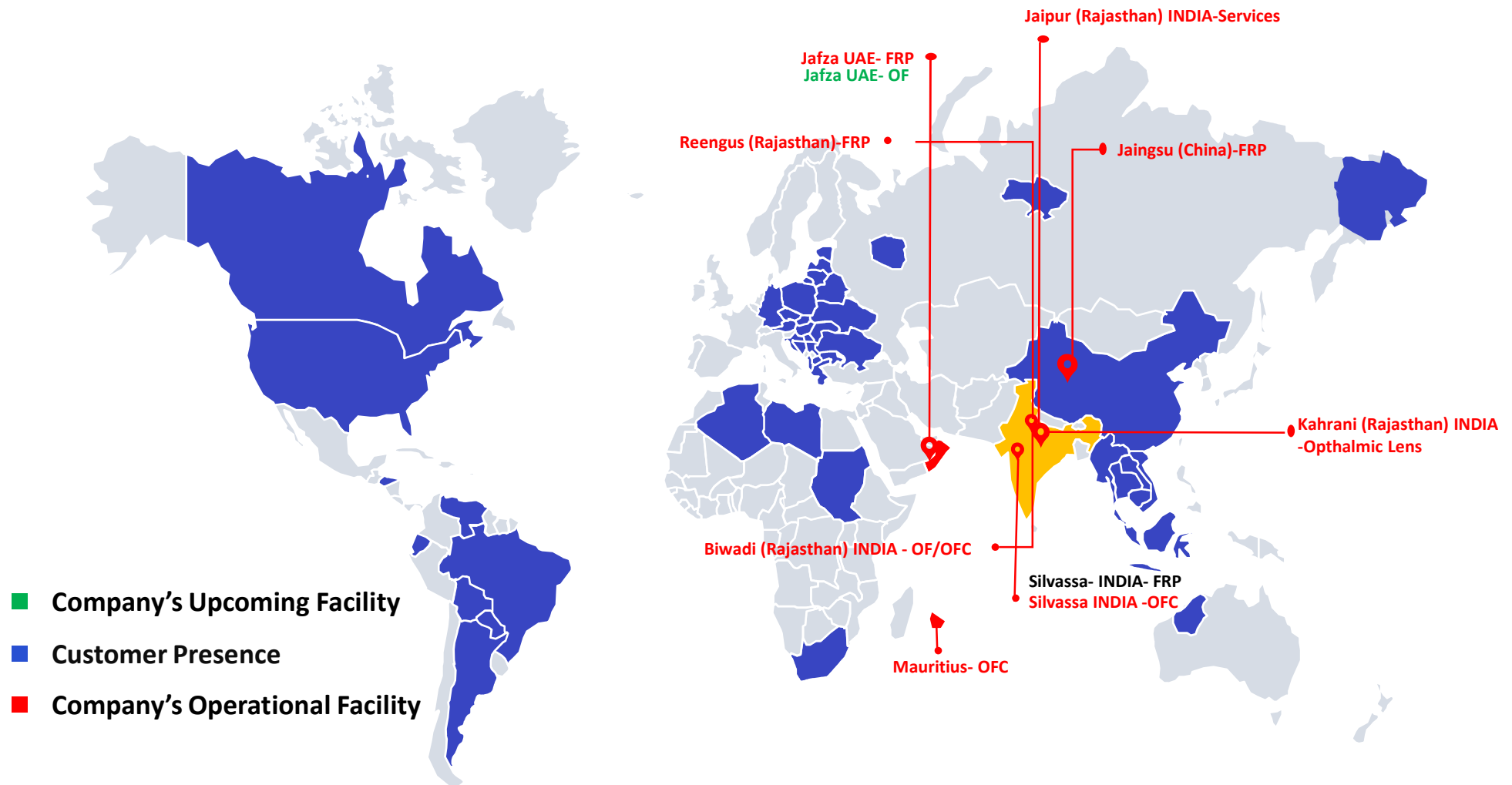
Mission

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

*Sustain global leadership in **FRP** Rod Business*

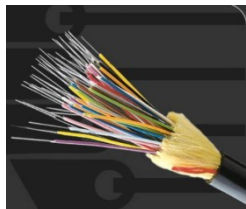
*To develop, engage and participate in promoting products and **services** which smarten Peoples life*

Global Presence



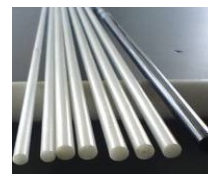
- Global Presence with customer reach in 67 countries.
- Strategically located international production facilities enhancing logistical global outreach.

Manufacturing Facilities Overview



Bhiwadi, India

- Optical fibre capacity 3 Mn FKM
- Optical Fibre cable capacity 9 Mn FKM



Reengus, India

- FRP capacity 2 Mn KM



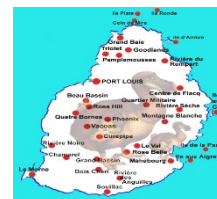
Jafza, Dubai

- Existing FRP Capacity 1.4 Mn KM
- Planned Optical Fibre capacity 4 Mn FKM



Jiangsu, China

- FRP Capacity 0.4 Mn KM



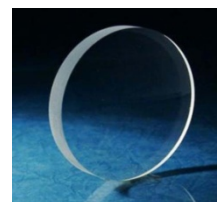
Mauritius

- OFC Capacity of 0.7 Mn FKM



Silvassa, India

- FRP Capacity 0.4 Mn KM
- OFC Capacity of 1 Mn FKM



Kehrani, India

- Ophthalmic Lens capacity of 25 Mn Pairs

Capacities measure :Per Annum

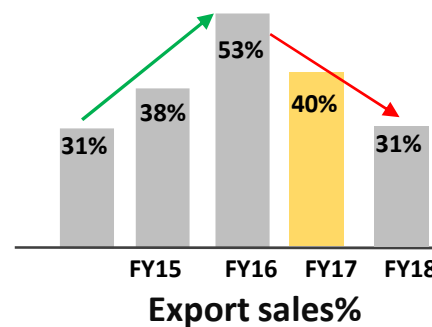
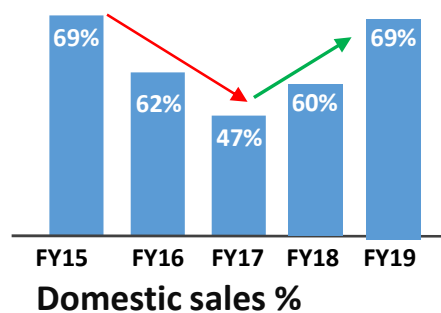
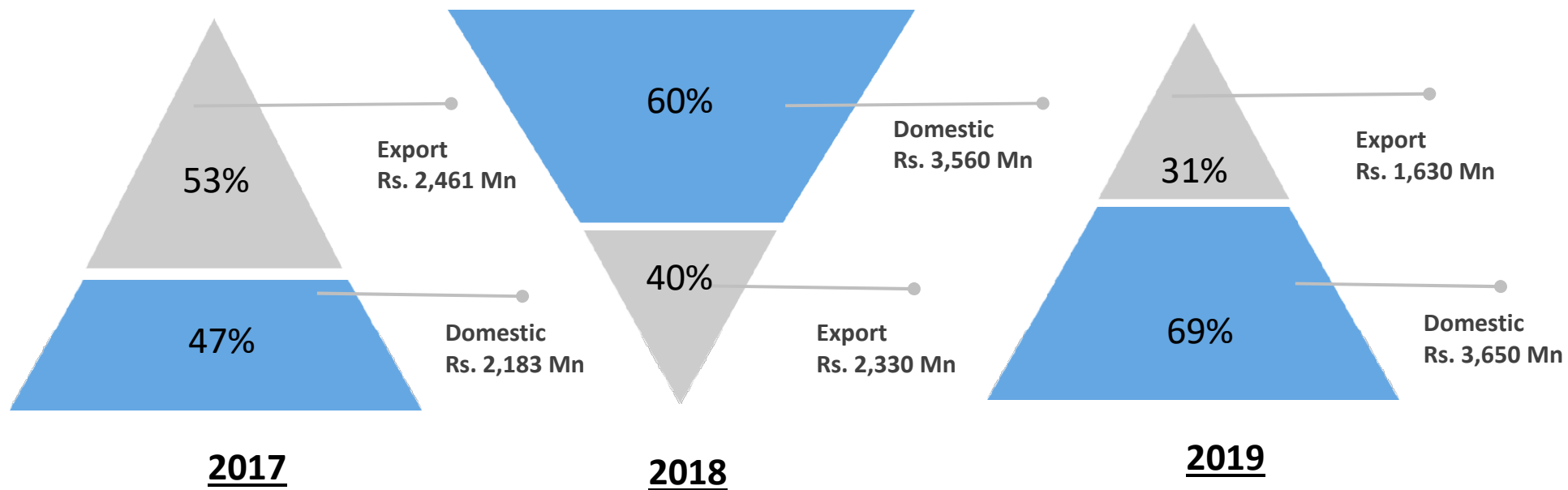
Six Sigma

Kaizen culture

Lean Manufacturing

Operational Excellence

Geographical mix



Achieving Scale



Production

Particulars	Unit	2016-17	2017-18	%age Inc/Dec	2018-19
OFC	CKM	86,127	97,217	12.9%	61,612
	FKM	25,62,776	27,01,989	5.4%	17,91,989
FRP	KM	13,32,039	16,53,843	24.2%	21,12,255

Sales

Particulars	Unit	2016-17	2017-18	%age Inc/Dec	2018-19
OFC	CKM	87,677	96,812	10.4%	59,910
	FKM	24,06,979	27,50,385	14.3%	16,23,508
FRP	KM	13,02,012	14,76,662	13.4%	22,42,000

Service Division Offerings



1 Stop Aksh



E-Governance solutions to the public

- Project: e-Mitra
- State : Rajasthan
- District Covered : All (33 Districts)
- Block Covered: All (276 Blocks)
- Gram Panchayat Covered : 5884(out of 10093)
- e-Mitra Kiosk- 10,549

Turnkey Projects



An integrated set of components, systems, engineering and installations for turn-key projects Installed and managing OFC Turnkey of 350 Kilometer in Jaipur.

Fibre to Home



- 100 Mbps Internet Speed
- Multiple IPTV connections

Banking Correspondent



- Opening of Saving bank, Time Deposit & Recurring Deposit accounts
- Offering Micro Finance solution
- Providing Micro Insurance

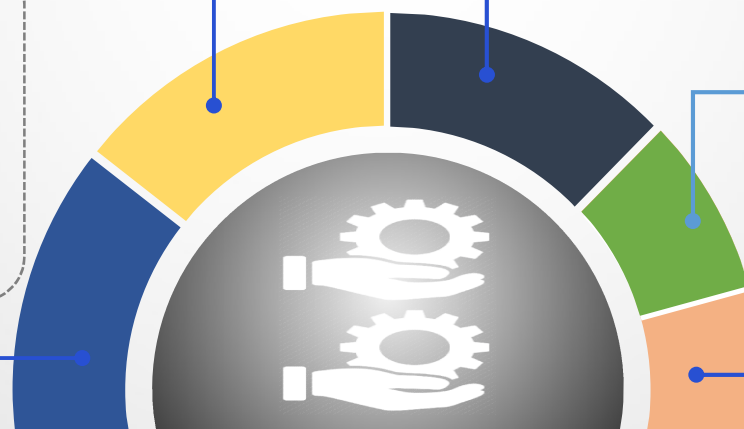
Energy Efficient Products:



Product Range Includes:

- | | |
|----------------------------|-----------------------|
| a. LED Bulb | b. Emergency LED Bulb |
| c. Solar LED Bulb | d. LED Tubelight |
| e. BEE 5 Star Ceiling fans | |

Aksh has Distributed more than 60 Lac of EESL "Delp Ujala Program" Since 2016. Product Range Includes:

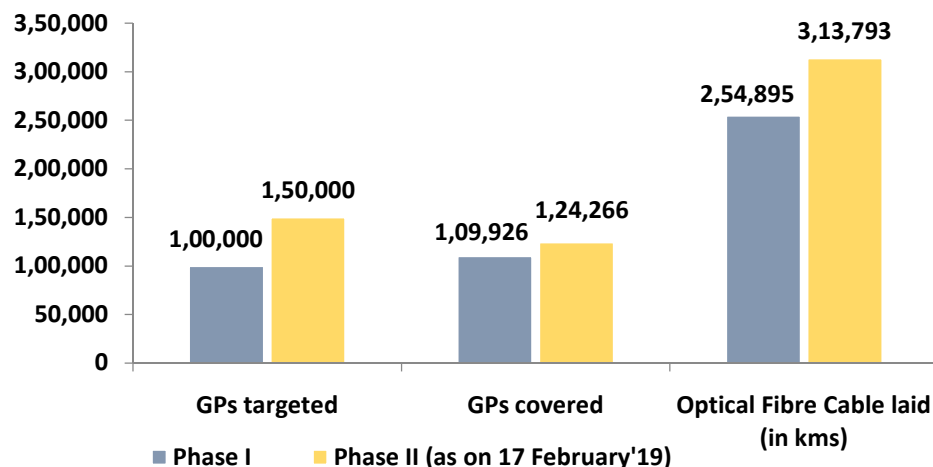


Key Government Initiative



Bharat Net

Bharat Net Deployment



An initiative taken by the Government to link 2.5 lakh Gram Panchayats (GPs) of India through broadband optical fibre network by March 2019.

On its completion would facilitate broadband connectivity for over 600 million rural citizens of the country.

As of November'18, 5,53,301 km of OFC was laid covering 2,09,926 GPs. Second phase nearing the completion of remaining 1.5 lakh GP.

D: The government expects to complete the phase two by March 2019 in tandem to the original timeline of March 2019.

Digital India

An initiative of the Government of India to connect rural areas with high speed internet network by improving online infrastructure and increasing Internet connectivity.

Digital India aims to provide:

A: Laying of National Optical Fibre Network(NOFN) in 2.5 lakh gram panchayats

B: Providing mobile access in 44,000 uncovered villages till March 2019

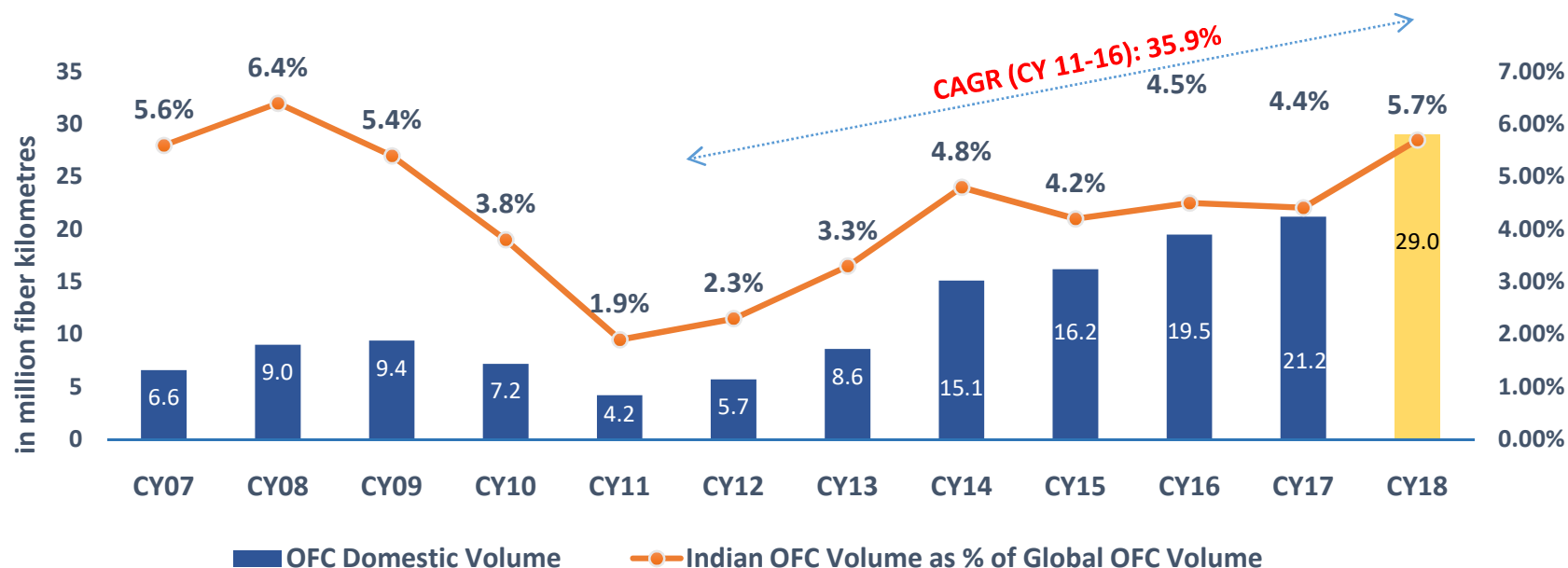
C: Cover one Common Service Centre(CSC) in every panchayat

D: Electronics Manufacturing

E: To set up Wi-Fi in all universities

The use of OFC in all the above initiatives is likely to increase its demand.

Demand for Optical Fibre Cable in India



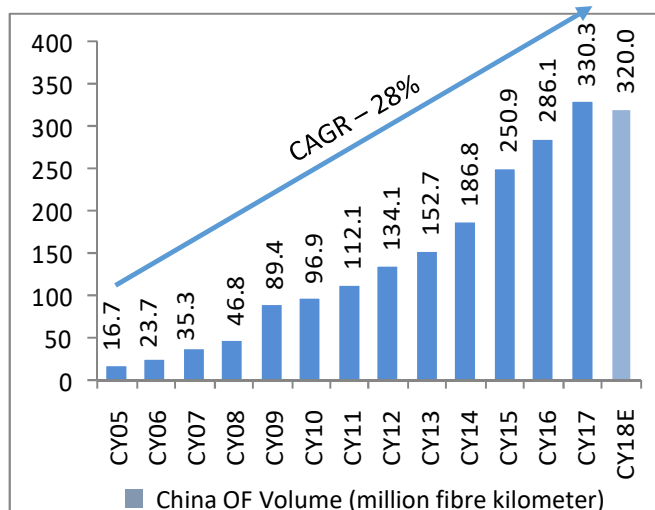
- ✓ The growth of OFC market in the recent past has been faster driven by the growth of telecom and introduction of new technologies in the sector.
- ✓ OFC market is expected to reported more than to 6x growth between CY 11-18.

OF Demand in major markets - China, US & Europe



China

OF Demand in China over CY05 – CY18



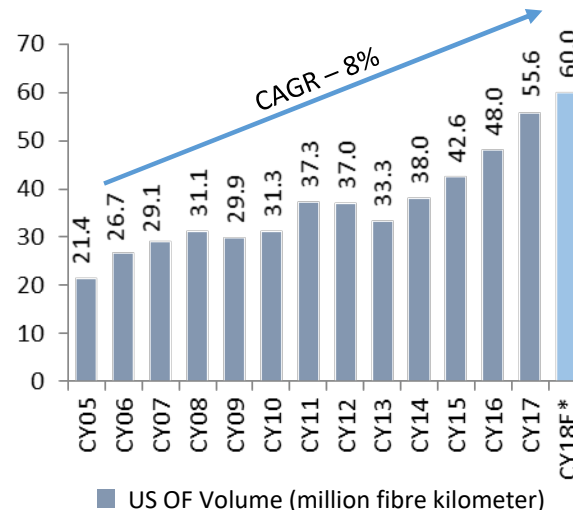
In China, the big variables will be when the Mobile carriers start to ramp up construction of their 5G networks.

China's demand has been a major contributor to the world market for more than a decade.

In 2017 China Mobile in itself accounted for 28% of world optical cable consumption.

US & North America

OF Demand in US over CY05 – CY18



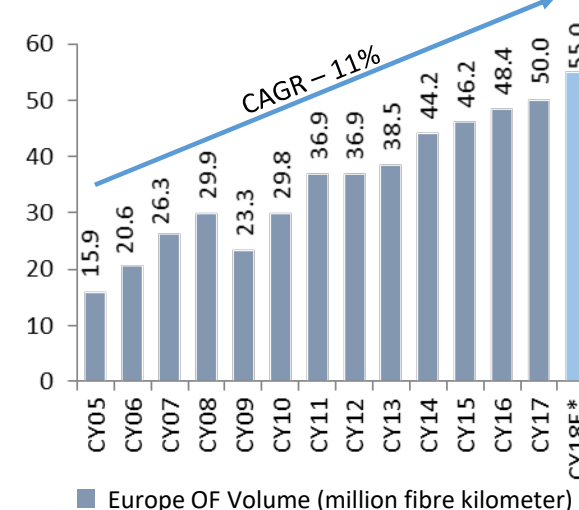
US cable installations reached 14 million F-km in Q3 2018, which is a record level so far

Massive Opportunity for FTTH, as about 10 million US households do not have access to any broadband service.

The total mobile data traffic in North America is expected to increase at a CAGR of 33% between CY 16-22, with 5G set to provide fiberization in the US

Europe

OF Demand in Europe over CY05 – CY18



Europe's FTTx momentum is expected to spread to UK and Germany

Demand for optical cable totaled 31.2 million fibre-km in Western Europe in the first three quarters of 2018, up by 12.1% y/y.

The UK government has announced that full-fibre broadband will be mandatory for all new homes.

15 million premises are to be covered with all-fibre networks by 2025, and the UK is to have full fibre coverage across the whole nation by 2033.

Global Business Partners



Global Business Partners





Our Way Forward



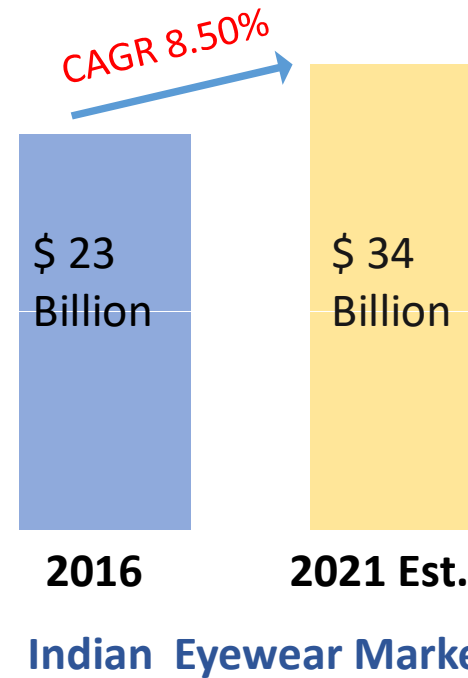
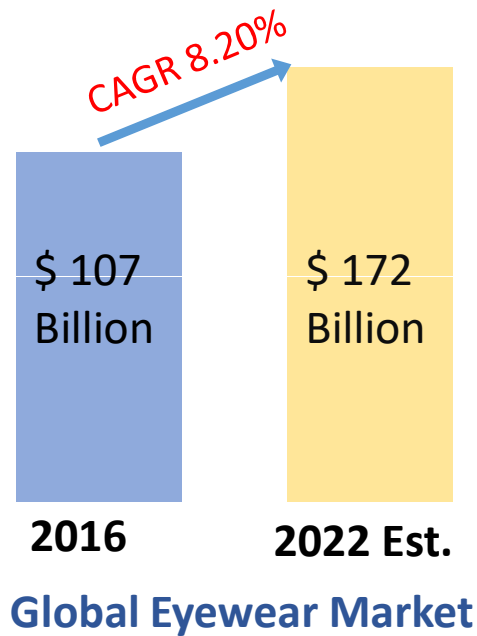
WHY OPTICAL LENS ?



*Why
Optical
Lens* ?

- Making India self-reliant (Make in India)
- No Indian manufacturers with huge capacity
- Handful of organized players in Indian market
- Deals with polymer and resins for the production
- Women empowerment

Eyewear Market



- Current Indian spectacle lens market is INR 8,230 crores expected to grow at a CAGR of 15% for the next five years.

- 28% of Indian population need vision correction of 350 million units of market size

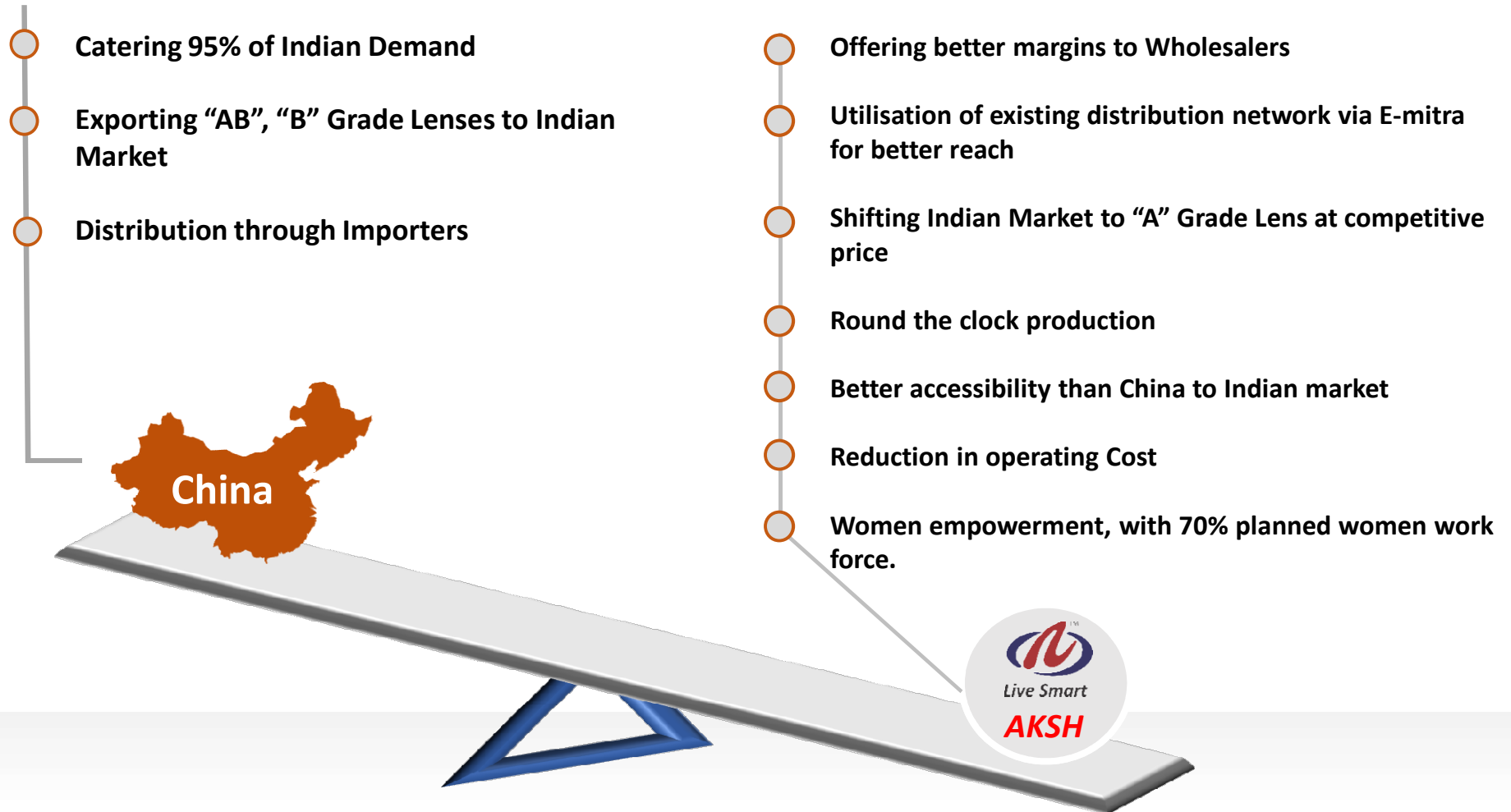
- 77% of the organized sector vision care comprises of spectacle lenses

- The organized sector comprises of 25% and remaining 75% of market is captured by unorganized sector

AKSH's Competitive Advantage From Chinese Imports

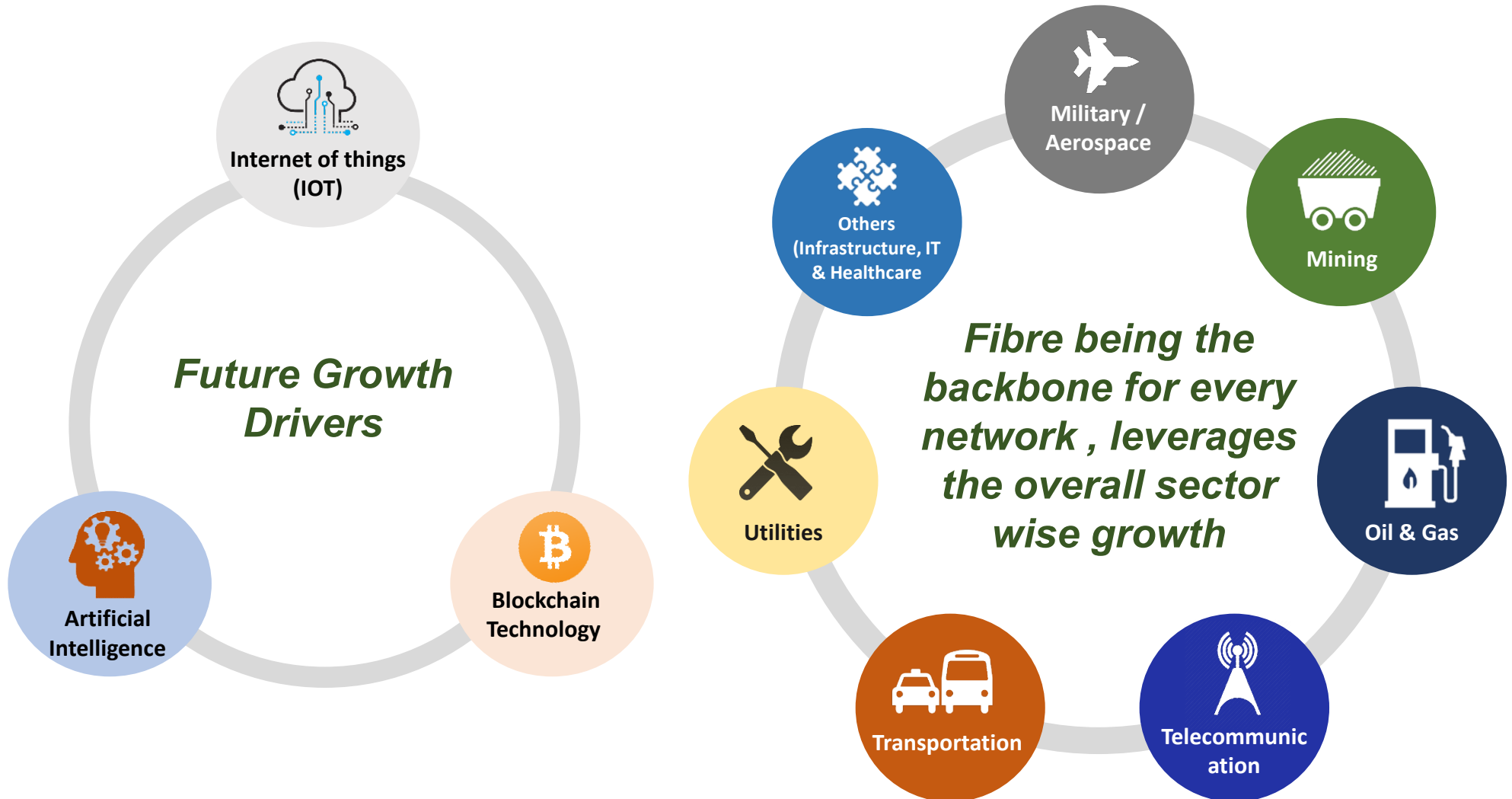


Chinese Imports Vs AKSH



Indian Optical Lens Market size is estimated at 7 Lac Lens Pair per day with no significant organized player in Indian market.

Future Growth Drivers with 360° Sector Coverage



Turnkey Project Details



Key projects under the bidding process/Under Execution

Turnkey projects

S.No	Project Name	Total Tender Value	Total KM of each Project	Tender Opening(Tnt)	Expd Completion (Including 7 years of maintenance)
1	ANDHRA PRADESH STATE FIBERNET LIMITED (APSFL).	3,100 cr.	62,000	Apr-18	Apr-26
2	BBNL Punjab & Bihar Package A Bihar-11,774 km Package B Punjab-13,297	1,250 cr.	25,071	Apr-18	Apr-26
3	Chhattisgarh Master System Integrator (MSI) for BharatNet Phase-II in the State	1,650 cr.	32,466	Apr-18	Apr-26
4	Maharashtra Under MAHARASHTRA INFORMATION TECHNOLOGY CORPORATION LIMITED for MahaNet-I (BharatNet-II)	2,100 cr.	50,314	Apr-18	Apr-26

Smart City projects

S.No	Name of Smart City	Total Project Value	Tender Opening dates (Tnt)	Expected Completion dates
1	Kanpur Smart City	90 Cr	Jun-18	Jun-23
2	Lucknow Smart City	70 Cr	May-18	May-23
3	Smart City Faridabad	115 Cr	Jun-18	Jun-23
4	Request for Proposal for ten smart cities (Coimbatore, Madurai, Salem, Thanjavur, Tiruchirapalli, Vellore, Tirunelveli, Tiruppur, Thoothukudi and Erode) of Tamil Nadu	65 Cr each	Jun-18	Feb-21

Domestic OFC Market Opportunities



Mn FKM

Potential Segment/Customer	2018-19	2019-20
BSNL/BBNL (Incl EPC)	10.00	14.00
Reliance Jio	7.00	7.00
Other Private Telcos	3.00	2.00
Others	7.00	8.00
Total	27.00	31.00

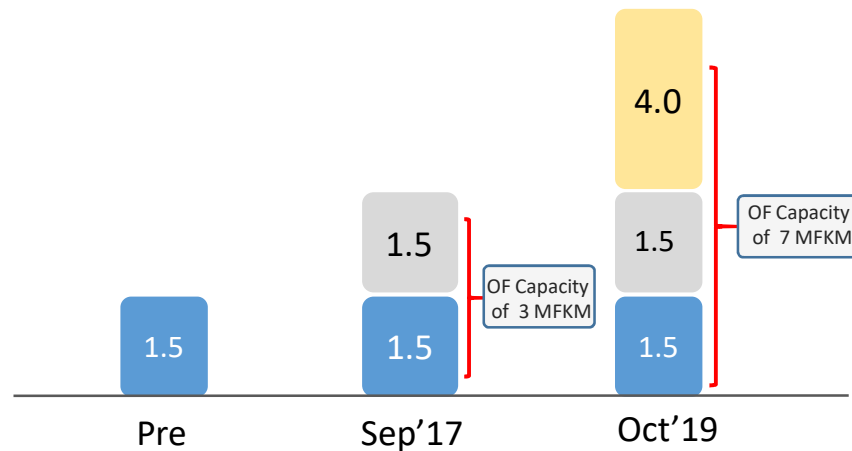
- ✓ EPC tender of 30 Mn FKM for Ribbon/ Duct/ Aerial/ FTTH cables has already been opened.
- ✓ These tenders are about to be awarded for execution of BharatNet Project in FY 2019-20

Note: The above figures are based out of internal estimation and past industry dispatch figures.

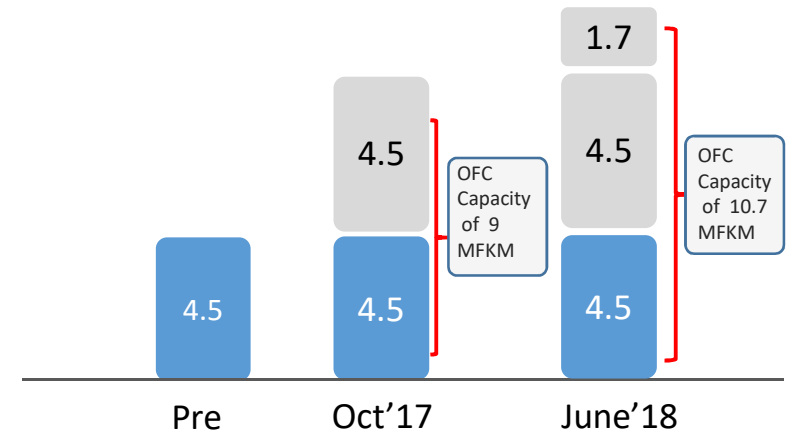
Capacity Expansion Update



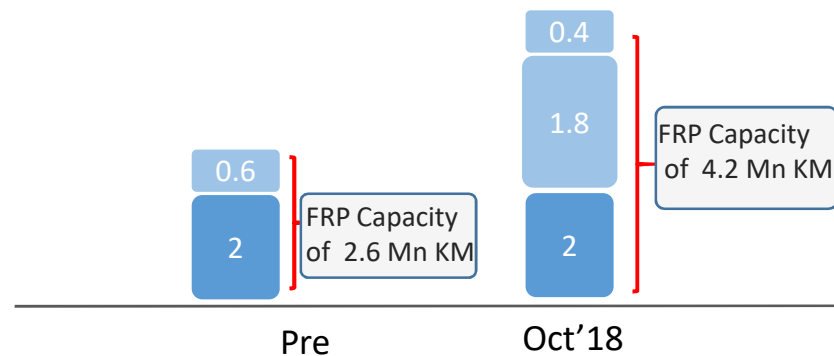
Optical Fibre (MN KMS)



Optical Fibre Cable (MN KMS)



FRP Rods (MN KMS)



■ Pre-Existing Capacity
 ■ Recently Added Capacity
 ■ Announced Capacity Expansion

Capacities measured Per Annum



Financial Indicators

Financial Highlights FY19



Rs Million

Particulars	Standalone Financial Results						Consolidated		
	Q4'19	Q3'19	Q4'18	FY19	FY18	YoY	FY19	FY18	YoY
Total income	779	1,397	1,708	5,362	5,939	-10%	5,325	6,270	-15%
EBITDA	4.57	265	257	994	739	34%	896	755	19%
EBITDA Margin	1%	19%	15%	19%	12%		17%	12%	
PAT	-106	88	90	281	228	23%	108	208	-48%
PAT Margin	-14%	6%	5%	5%	4%		2%	3%	
EPS (Rs/Share)	-0.65	0.54	0.55	1.73	1.40	24%	0.66	1.28	-48%

Rs 99.4 Crore
Highest Ever EBITDA
achieved, YoY growth of 34%

Rs 52.6 Crore
Highest Ever Cash Profit after
tax Generated

Successful implementation of SAP in all the business locations of AKSH.

Financials Contd..



Statement of Profit & Loss

Rs. Million

Particulars	FY15	FY16	FY17	FY18	FY19
Segmental Revenue %					
OFC	63%	68%	66%	65%	66%
FRP	31%	24%	26%	28%	26%
Services	6%	9%	8%	6%	8%
Revenue	3,560	4,517	5,141	6,270	5,325
EBIDTA	533	688	542	763	896
EBITDA %	15%	15%	11%	12%	17%
Depreciation	172	206	217	235	302
EBIT	361	482	326	528	594
EBIT %	10%	11%	6%	8%	11%
Interest	112	116	146	194	321
PBT	260	293	182	326	273
Tax	7	37	85	117	165
PAT	253	256	95	209	149
EPS (Rs/Sh)	1.7	1.6	0.6	1.3	0.7

Growth Matrix

Particulars	FY15	FY16	FY17	FY18	FY19
Revenues	49%	27%	14%	22%	-15%
EBITDA	45%	29%	-21%	41%	17%
EBIT	66%	33%	-32%	62%	13%
PBT	20%	13%	-38%	79%	-16%
PAT	17%	1%	-63%	119%	-28%
EPS	15%	-6%	-63%	119%	-48%

*The Difference in Cash balance of Rs 16 Mn is due to change in the accounting policy from INDAS to IGAAP

Balance Sheet

Rs. Million

Particulars	FY15	FY16	FY17	FY18	FY19
Net Worth	4,086	4,603	4,623	4,838	4,929
Debt	1,423	1,085	1,157	2,380	2,689
Term Debt	953	629	332	990	1,379
Short Term Debt	470	457	825	1,390	1,310
Other Liabilities	118	129	56	46	41
Other Current Liabilities	864	912	1,748	2,142	2,371
Total	6,492	6,730	7,584	9,407	10,030
Fixed Assets	1,155	1,015	1,147	2,454	2,423
CWIP	115	1,508	1,703	1,652	2,401
Other Assets	1,592	348	507	300	195
Current Assets	3,629	3,859	4,226	5,001	5,010
Total	6,492	6,730	7,584	9,407	10,030
Return on Equity (Post Tax)	6%	6%	2%	4.3%	3.0%
Return on capital Employed	7%	8%	6%	7.3%	7.8%

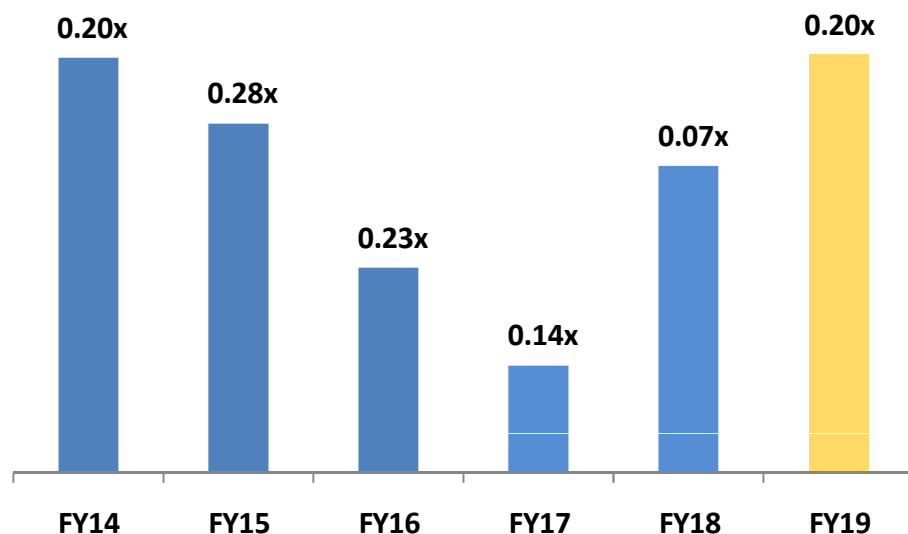
Valuation Matrix

Particulars	FY15	FY16	FY17	FY18	FY19
EV/Sales	0.9	0.6	0.7	0.9	0.8
EV/EBITDA	5.8	4.0	6.9	7.4	4.9
Price/BV	0.5	0.5	0.7	1.0	0.6
P/E	9	8	36	23	21

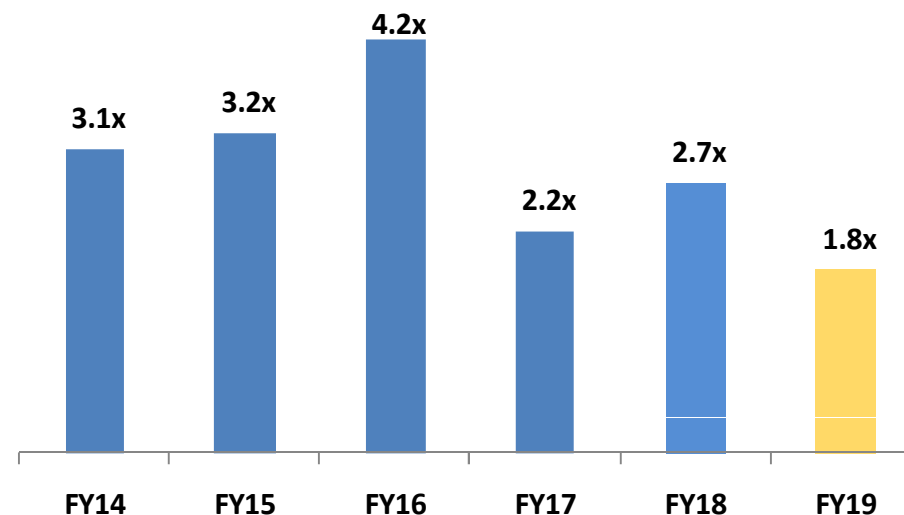
Key Financial Indicators



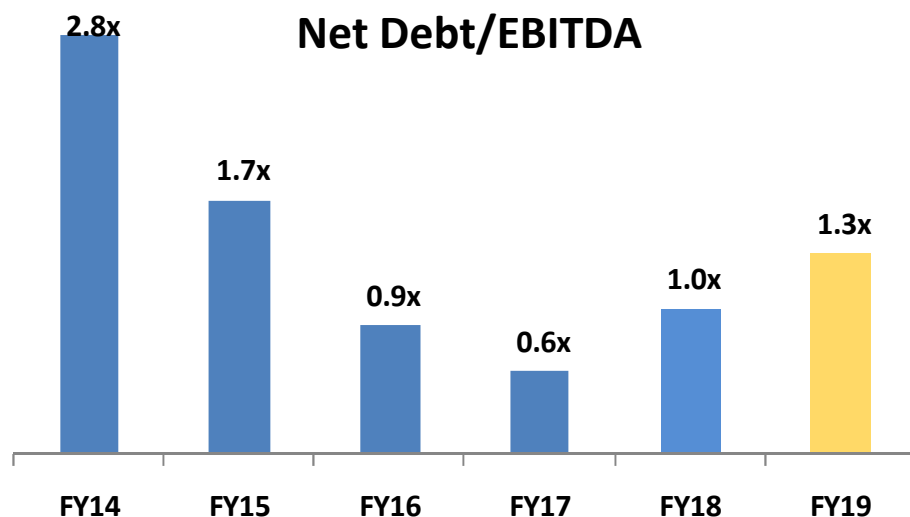
Debt/Equity Ratio



Interest Coverage Ratio

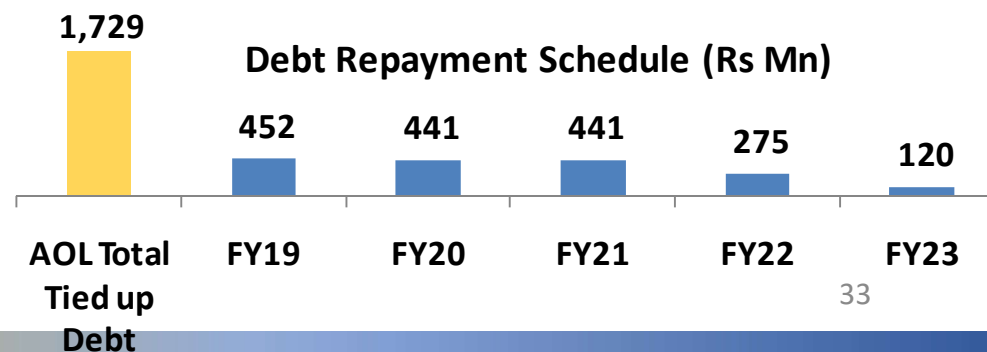


Net Debt/EBITDA

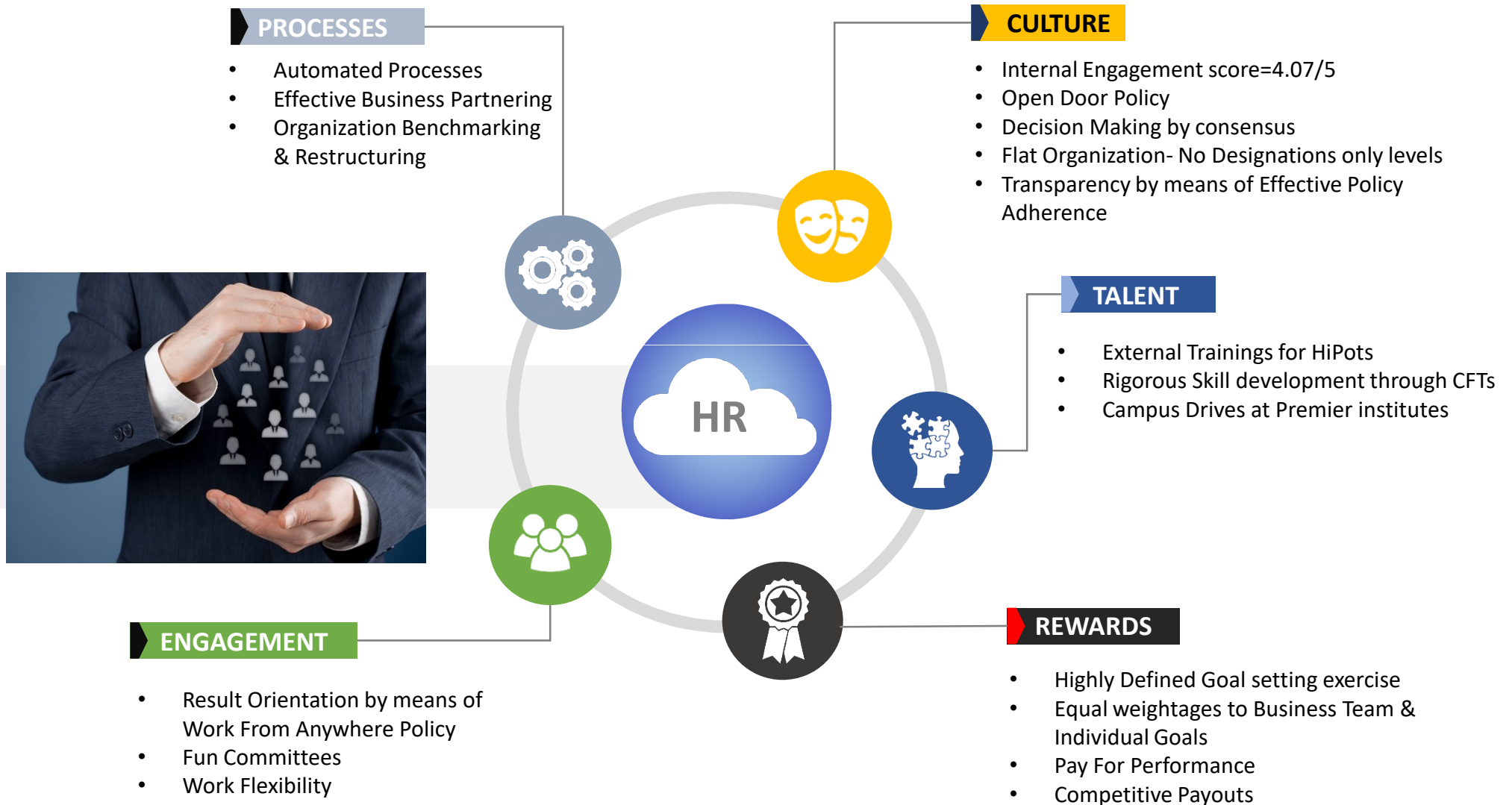


•Tail ended debt profile, which will be smoothly re-paid in next 5 years

Debt Repayment Schedule (Rs Mn)



Human Capital & Best Practices



CSR Update- Education Development Front



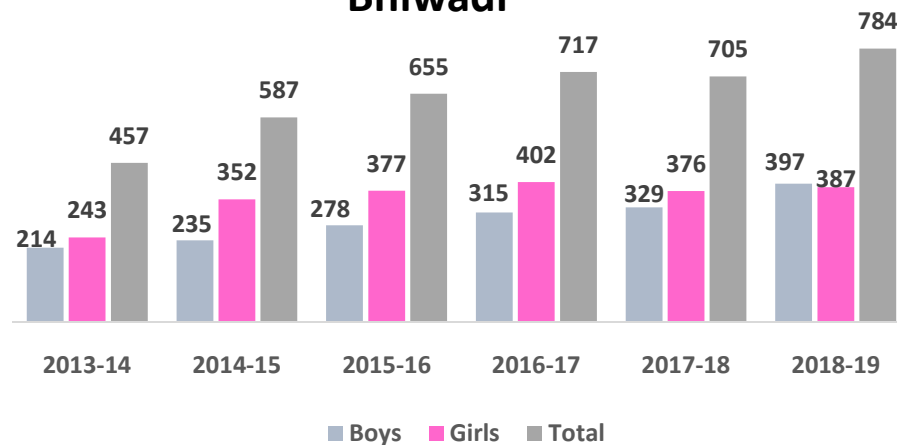
Distribution of 460 School Bags at Govt. girls senior secondary school, Mehroli & Lisariya



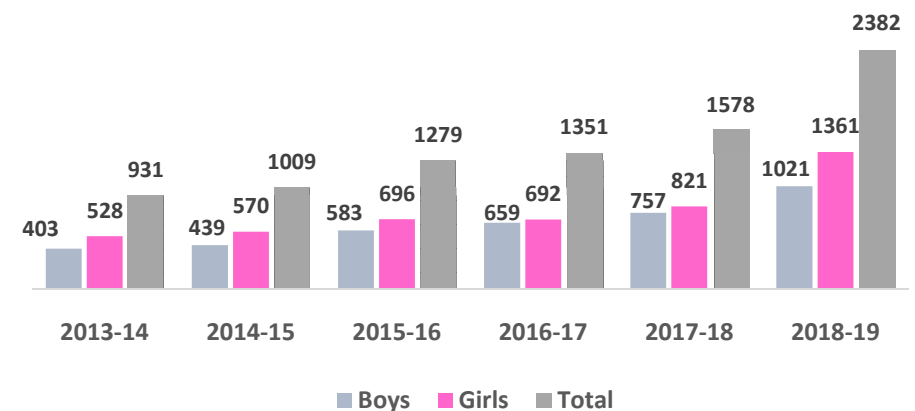
AKSH Installed 64 Laptops in Govt. Senior secondary School, Reengus and Sargoth.

STUDENT ENROLMENT DATA

Bhiwadi



Reengus



Student enrolment increased significantly after AKSH undertook the developmental work in its adopted schools in Bhiwadi and Reengus.

CSR Update- Health and Environment Development Front



AKSH Conducted Health Check Up Camp at 17 Govt. Schools covering 2,850 Children for the year 2018-2019

**Distributed 785
Energy Efficient LED
Tube Lights & 687
Fans at various Govt.
Schools in Jaipur &
Jhunjhunu Districts**



22,992

Trees planted by
AKSH in the year
2018-19

Awards & Accolades



**Bhamashah
Contribution towards
Societal Upliftment**

01



**Frost & Sullivan
Best OFC Supplier**

02



**Wind Insider
Network
Technology Leader**

03



**Gov of Rajasthan
Technology know
how Facilitator**

04



**CII
5S Excellence
Enabler**

05



**DGFT - India
Star Export
House Status**

06



**Manufacturing
Association
CSR Excellence**

07 08



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