developments.

bearing on Company's business, particularly in regard to the regulatory changes that are applicable to the manufacturing sector in India, and such other factors beyond our control. You are cautioned not

limitation) the condition of and changes in India's political and economic status, government policies, applicable laws, the manufacturing sector in India, international and domestic events having a

on reasonable assumptions, it can give no assurance that your expectations will be met. Representative examples of factors that could affect the accuracy of forward-looking statements include (without

numerous assumptions regarding the Company's future business strategies and the environment in which the Company will operate in the future. Forecasts and hypothetical examples are subject to

forward-looking statements based on the currently held beliefs and assumptions of the management of Aksh, which are expressed in good faith and, in their opinion, reasonable. Forward-looking

statements involve known and unknown risks, uncertainties, assumptions and other factors, which may cause the actual results, financial condition, performance, or achievements of Aksh or industry

results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on

numerous assumptions regarding the Company's future business strategies and the environment in which the Company will operate in the future. Forecasts and hypothetical examples are subject to

uncertainty and contingencies outside Company's control. Past performance is not a reliable indication of future performance. Although Company believes that such forward-looking statements are based

on reasonable assumptions, it can give no assurance that your expectations will be met. Representative examples of factors that could affect the accuracy of forward-looking statements include (without

limitation) the condition of and changes in India's political and economic status, government policies, applicable laws, the manufacturing sector in India, international and domestic events having a

bearing on Company's business, particularly in regard to the regulatory changes that are applicable to the manufacturing sector in India, and such other factors beyond our control. You are cautioned not

to place undue reliance on these forward-looking statements, which are based on knowledge, experience and current view of Company's management based on relevant facts and circumstances.

Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates as on date. Industry and market-related

information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this
document are cautioned not to place undue reliance on these forward-looking statements. Aksh disclaims any obligation to update these forward-looking statements to reflect future events or

developments.

THIS PRESENTATION IS NOT AN OFFER FOR SALE OF SECURITIES IN INDIA, THE UNITED STATES OR ELSEWHERE
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Organisational Structure

Promoters 72.05% → Public 27.95%

AKSH OPTIFIBRE LIMITED

WHOLLY OWNED SUBSIDIARY

AKSH COMPOSITES PVT. LTD., SILVASSA
AOL TECHNOLOGIES FZE, DUBAI
AOL FZE, DUBAI
Aksh Technologies (Mauritius) LTD

AOL COMPOSITES (JIANGSU) CO. LTD., CHINA
Business Offerings

BUSINESS SEGMENTS

Aksh Optifibre Ltd.

Manufacturing
- Optical Fibre
- Optical Fibre Cable
- FRP Rods
- I Glass Roving

Services (1Stop Aksh)
- e-Governance
- Banking Correspondence

Network Projects
- FTTx
- Smart City / Turnkey Solutions

New Business Initiatives
- Ophthalmic Lenses

Subsidiaries

AKSH COMPOSITES PVT. LTD., SILVASSA
- Manufacturing of:
  - OFC & FRP Rods

Aksh Technologies (Mauritius) LTD
- Manufacturing of OFC

AOL Tech FZE (Dubai, UAE)
- Manufacturing of:
  - Optical Fibre

AOL FZE (Dubai, UAE)
- Manufacturing of:
  - FRP Rods

AOL COMPOSITES (JIANGSU) CO. LTD., CHINA
- Manufacturing of:
  - FRP Rods
**Milestones**

- **1986**: Incorporated as a Pvt. Ltd. Company
- **1994**: Optic Fibre Cable (OFC) plant set up in Bhiwadi, India with annual capacity of 6500 cable Kms
- **1995**: Backward integration by manufacturing of Optical Fibre, with annual capacity 150,000 FKMs
- **1998**: ISO 9002 Accreditation
- **2000**: IPO Listed in BSE & NSE Total issue size $6 million
- **2000**: Backward integration by manufacturing of FRP Rods
- **2000**: Launched Projects in Rajasthan to connect villages through OFC for e-Governance
- **2010**: AOL FZE Dubai 100% owned subsidiary
- **2010**: Installed New manufacturing facility for FRP, capacity of 4 Lac KM in JAFZA, Dubai
- **2014**: Acquired FRP Plant in Silvassa, Capacity of 2 Lac KM.
- **2018**: Acquired FRP Plant in Silvassa, Capacity of 2 Lac KM.
- **2018**: OFC Capacity of 0.7 Mn FKM in Mauritius.
- **2018**: OFC Capacity of 1 Mn FKM in Silvassa
- **2019**: OFC Capacity planned in Jafza, Dubai Capex of USD 12 Mn
- **2019**: 4 MFK of Optical fibre capacity planned in Jafza, Dubai
- **2019**: Ophthalmic Lens facility operational capacity 25 Mn Pair lens per Annum
- **2016**: Expansion Optical Fibre Capacity from 1.5 Mn FKM to 3Mn FKM in Bhiwadi
- **2017**: Optical fibre cable capacity expansion from 4.5 Mn FKM to 9 Mn FKM in Bhiwadi
- **2017**: Additional 1 Mn KM FRP Capacity Operational in Jafza, Dubai
- **2017**: Successfully Bagged Jaipur smart city Project
- **2017**: 1 Stop Aksh Expansion of E-mitra services in Rajasthan, crosses 10,000 kiosks
- **2017**: Oct, 2016: OFC Capacity of 0.7 Mn FKM in Mauritius
- **2017**: June, 2018: OFC Capacity of 1 Mn FKM in Silvassa
- **2017**: Sep, 2018: 4 Lac KM FRP capacity in China
- **2017**: Oct, 2019: 4 MFK of Optical fibre capacity planned in Jafza, Dubai
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 led 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 LLM 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

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As on 31st March, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>%age holding</td>
</tr>
<tr>
<td>Public</td>
<td>59%</td>
</tr>
<tr>
<td>Promoters</td>
<td>28%</td>
</tr>
<tr>
<td>Corporate Bodies</td>
<td>9%</td>
</tr>
<tr>
<td>FIs/NRIs/OCBs</td>
<td>3%</td>
</tr>
<tr>
<td>Trusts</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
Unique Efficiencies & Initiatives

- Loose tube speed capacity augmentation to 800 Mts/Mnts from previous 300 Mts/Mnts
- Online colouring and tubing for Optical Fibre Cable
- Unique business competencies with backward and forward integration.
- FRP Market leader, with sizable global market share
- 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 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

- **Mauritius**
  - OFC Capacity of 0.7 Mn FKM

- **Silvassa, India**
  - FRP Capacity 0.4 Mn KM
  - OFC Capacity of 1 Mn FKM

- **Jiangsu, China**
  - FRP Capacity 0.4 Mn KM

- **Kehrani, India**
  - Ophthalmic Lens capacity of 25 Mn Pairs

*Capacities measure: Per Annum*

**Six Sigma**  **Kaizen culture**  **Lean Manufacturing**  **Operational Excellence**
Geographical mix

<table>
<thead>
<tr>
<th>Year</th>
<th>Domestic Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>Rs. 4,141 Mn</td>
<td>Rs. 2,992 Mn</td>
</tr>
<tr>
<td>2018</td>
<td>Rs. 7,210 Mn</td>
<td>Rs. 4,690 Mn</td>
</tr>
<tr>
<td>2019</td>
<td>Rs. 7,794 Mn</td>
<td>Rs. 5,200 Mn</td>
</tr>
</tbody>
</table>

Domestic sales %:
- FY15: 69%
- FY16: 62%
- FY17: 60%
- FY18: 69%
- FY19: 69%

Export sales %:
- FY15: 31%
- FY16: 38%
- FY17: 40%
- FY18: 31%
### Achieving Scale

#### Production

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

#### Sales

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

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

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.

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:
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:
**Bharat Net**

**Bharat Net Deployment**

<table>
<thead>
<tr>
<th>GPs targeted</th>
<th>Phase I</th>
<th>Phase II (as on 17 February’19)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,00,000</td>
<td>1,09,926</td>
</tr>
<tr>
<td>GPs covered</td>
<td>1,50,000</td>
<td>1,24,266</td>
</tr>
<tr>
<td>Optical Fibre Cable laid (in kms)</td>
<td>2,54,895</td>
<td>3,13,793</td>
</tr>
</tbody>
</table>

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.

**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.
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.
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 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’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.

Source: CRU International, Secondary Sources, IMaCS analysis; * Annualized based on data available upto Q3 CY18
Global Business Partners
Our Way Forward
Ophthalmic 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

Global Eyewear Market

- $107 Billion in 2016
- CAGR 8.20%
- $172 Billion in 2022 Est.

Indian Eyewear Market

- $23 Billion in 2016
- CAGR 8.50%
- $34 Billion in 2021 Est.

- 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

- Catering 95% of Indian Demand
- Exporting “AB”, “B” Grade Lenses to Indian Market
- Distribution through Importers
- Offering better margins to Wholesalers
- Utilisation of existing distribution network via E-mitra for better reach
- Shifting Indian Market to “A” Grade Lens at competitive price
- Round the clock production
- Better accessibility than China to Indian market
- Reduction in operating Cost
- Women empowerment, with 70% planned women work force.

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

Future Growth Drivers

- Internet of things (IOT)
- Artificial Intelligence
- Blockchain Technology

Military / Aerospace
- Others (Infrastructure, IT & Healthcare)

Mining

Oil & Gas
- Telecommunication
- Utilities
- Transportation

Fibre being the backbone for every network, leverages the overall sector wise growth
## Turnkey Project Details

### Key projects under the bidding process/Under Execution

#### Turnkey projects

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

#### Smart City projects

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of Smart City</th>
<th>Total Project Value</th>
<th>Tender Opening dates (Tnt)</th>
<th>Expected Completion dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Kanpur Smart City</td>
<td>90 Cr</td>
<td>Jun-18</td>
<td>Jun-23</td>
</tr>
<tr>
<td>2</td>
<td>Lucknow Smart City</td>
<td>70 Cr</td>
<td>May-18</td>
<td>May-23</td>
</tr>
<tr>
<td>3</td>
<td>Smart City Faridabad</td>
<td>115 Cr</td>
<td>Jun-18</td>
<td>Jun-23</td>
</tr>
<tr>
<td>4</td>
<td>Request for Proposal for ten smart cities (Coimbatore, Madurai, Salem, Thanjavur, Tiruchirappalli, Vellore, Tirunelveli, Tiruppur, Thoothukudi and Erode) of Tamil Nadu</td>
<td>65 Cr each</td>
<td>Jun-18</td>
<td>Feb-21</td>
</tr>
</tbody>
</table>
## Domestic OFC Market Opportunities

<table>
<thead>
<tr>
<th>Potential Segment/Customer</th>
<th>2018-19</th>
<th>2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>BSNL/BBNL (Incl EPC)</td>
<td>10.00</td>
<td>14.00</td>
</tr>
<tr>
<td>Reliance Jio</td>
<td>7.00</td>
<td>7.00</td>
</tr>
<tr>
<td>Other Private Telcos</td>
<td>3.00</td>
<td>2.00</td>
</tr>
<tr>
<td>Others</td>
<td>7.00</td>
<td>8.00</td>
</tr>
<tr>
<td>Total</td>
<td>27.00</td>
<td>31.00</td>
</tr>
</tbody>
</table>

- 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)
- Pre: 1.5
- Sep’17: 1.5
- Oct’19: 4.0
- OF Capacity of 7 MFKM

Optical Fibre Cable (MN KMS)
- Pre: 4.5
- Oct’17: 4.5
- June’18: 4.5
- OFC Capacity of 9 MFKM
- OFC Capacity of 10.7 MFKM

FRP Rods (MN KMS)
- Pre: 2
- Oct’18: 2
- FRP Capacity of 4.2 Mn KM
- FRP Capacity of 2.6 Mn KM

Capacities measured Per Annum.
Financial Indicators
### Financial Highlights FY19

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Standalone Financial Results</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Q4'19</strong></td>
<td><strong>Q3'19</strong></td>
</tr>
<tr>
<td>Total income</td>
<td>779</td>
<td>1,397</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4.57</td>
<td>265</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>1%</td>
<td><strong>19%</strong></td>
</tr>
<tr>
<td>PAT</td>
<td>-106</td>
<td>88</td>
</tr>
<tr>
<td>PAT Margin</td>
<td>-14%</td>
<td>6%</td>
</tr>
<tr>
<td>EPS (Rs/Share)</td>
<td>-0.65</td>
<td>0.54</td>
</tr>
</tbody>
</table>

**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

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

### Balance Sheet

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Worth</td>
<td>4,086</td>
<td>4,603</td>
<td>4,623</td>
<td>4,838</td>
<td>4,929</td>
</tr>
<tr>
<td>Debt</td>
<td>1,423</td>
<td>1,085</td>
<td>1,157</td>
<td>2,380</td>
<td>2,689</td>
</tr>
<tr>
<td>Term Debt</td>
<td>953</td>
<td>629</td>
<td>332</td>
<td>990</td>
<td>1,379</td>
</tr>
<tr>
<td>Short Term Debt</td>
<td>470</td>
<td>457</td>
<td>825</td>
<td>1,390</td>
<td>1,310</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>118</td>
<td>129</td>
<td>56</td>
<td>46</td>
<td>41</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>864</td>
<td>912</td>
<td>1,748</td>
<td>2,142</td>
<td>2,371</td>
</tr>
<tr>
<td>Total</td>
<td>6,492</td>
<td>6,730</td>
<td>7,584</td>
<td>9,407</td>
<td>10,030</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>1,155</td>
<td>1,015</td>
<td>1,147</td>
<td>2,454</td>
<td>2,423</td>
</tr>
<tr>
<td>CWIP</td>
<td>115</td>
<td>1,508</td>
<td>1,703</td>
<td>1,652</td>
<td>2,401</td>
</tr>
<tr>
<td>Other Assets</td>
<td>1,592</td>
<td>348</td>
<td>507</td>
<td>300</td>
<td>195</td>
</tr>
<tr>
<td>Current Assets</td>
<td>3,629</td>
<td>3,859</td>
<td>4,226</td>
<td>5,011</td>
<td>5,010</td>
</tr>
<tr>
<td>Total</td>
<td>6,492</td>
<td>6,730</td>
<td>7,584</td>
<td>9,407</td>
<td>10,030</td>
</tr>
<tr>
<td>Return on Equity (Post Tax)</td>
<td>6%</td>
<td>6%</td>
<td>2%</td>
<td>4.3%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Return on capital Employed</td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
<td>7.3%</td>
<td>7.8%</td>
</tr>
</tbody>
</table>

### Valuation Matrix

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV/Sales</td>
<td>0.9</td>
<td>0.6</td>
<td>0.7</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>EV/EBITDA</td>
<td>5.8</td>
<td>4.0</td>
<td>6.9</td>
<td>7.4</td>
<td>4.9</td>
</tr>
<tr>
<td>Price/BV</td>
<td>0.5</td>
<td>0.5</td>
<td>0.7</td>
<td>1.0</td>
<td>0.6</td>
</tr>
<tr>
<td>P/E</td>
<td>9</td>
<td>8</td>
<td>36</td>
<td>23</td>
<td>21</td>
</tr>
</tbody>
</table>

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

**Debt/Equity Ratio**

- FY14: 0.20x
- FY15: 0.28x
- FY16: 0.23x
- FY17: 0.14x
- FY18: 0.07x
- FY19: 0.20x

**Interest Coverage Ratio**

- FY14: 3.1x
- FY15: 3.2x
- FY16: 4.2x
- FY17: 2.2x
- FY18: 2.7x
- FY19: 1.8x

**Net Debt/EBITDA**

- FY14: 2.8x
- FY15: 1.7x
- FY16: 0.9x
- FY17: 0.6x
- FY18: 1.0x
- FY19: 1.3x

**Debt Repayment Schedule (Rs Mn)**

- FY19: 1,729
- FY19: 452
- FY20: 441
- FY21: 441
- FY22: 275
- FY23: 120

*Tail ended debt profile, which will be smoothly re-paid in next 5 years*
Human Capital & Best Practices

**CULTURE**
- Internal Engagement score=4.07/5
- Open Door Policy
- Decision Making by consensus
- Flat Organization- No Designations only levels
- Transparency by means of Effective Policy Adherence

**TALENT**
- External Trainings for HiPots
- Rigorous Skill development through CFTs
- Campus Drives at Premier institutes

**PROCESSES**
- Automated Processes
- Effective Business Partnering
- Organization Benchmarking & Restructuring

**ENGAGEMENT**
- Result Orientation by means of Work From Anywhere Policy
- Fun Committees
- Work Flexibility

**REWARDS**
- Highly Defined Goal setting exercise
- Equal weightages to Business Team & Individual Goals
- Pay For Performance
- Competitive Payouts
CSR Update- Education Development Front

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

**STUDENT ENROLMENT DATA**

<table>
<thead>
<tr>
<th>Year</th>
<th>Boys</th>
<th>Girls</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bhiwadi</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013-14</td>
<td>214</td>
<td>243</td>
<td>457</td>
</tr>
<tr>
<td>2014-15</td>
<td>235</td>
<td>352</td>
<td>587</td>
</tr>
<tr>
<td>2015-16</td>
<td>278</td>
<td>377</td>
<td>655</td>
</tr>
<tr>
<td>2016-17</td>
<td>315</td>
<td>402</td>
<td>717</td>
</tr>
<tr>
<td>2017-18</td>
<td>329</td>
<td>376</td>
<td>705</td>
</tr>
<tr>
<td>2018-19</td>
<td>397</td>
<td>387</td>
<td>784</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Boys</th>
<th>Girls</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reengus</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013-14</td>
<td>403</td>
<td>528</td>
<td>931</td>
</tr>
<tr>
<td>2014-15</td>
<td>439</td>
<td>570</td>
<td>1009</td>
</tr>
<tr>
<td>2015-16</td>
<td>583</td>
<td>696</td>
<td>1279</td>
</tr>
<tr>
<td>2016-17</td>
<td>659</td>
<td>692</td>
<td>1351</td>
</tr>
<tr>
<td>2017-18</td>
<td>757</td>
<td>821</td>
<td>1578</td>
</tr>
<tr>
<td>2018-19</td>
<td>1021</td>
<td>1361</td>
<td>2382</td>
</tr>
</tbody>
</table>

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

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

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
Pavleen Taneja
Investor Relations

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✉️ Pavleen@akshoptifibre.com
✉️ Investor.relations@akshoptifibre.com

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