

AKSH OPTIFIBRE LIMITED

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CIN NO. : L24305RJ1986PLC016132

May 30, 2018

To

National Stock Exchange of India Ltd Exchange Plaza, 5 th Floor, Plot No. C/1, Block, Bandra Kurla Complex, Bandra(E), Mumbai – 400051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Bombay-400 001
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Subject: Press Release and Results Presentation pursuant to provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015

Dear Sir,

Please find enclosed herewith the Press Release and Results Presentation for the quarter and year ended March 31, 2018

We request you to take the above on records.

Thanking you,
for Aksh Optifibre Limited

GAURAV
MEHTA

Digitally signed by GAURAV
MEHTA
DN: CN = GAURAV MEHTA, C =
IN, S = Delhi, O = Personal
Date: 2018.05.30 20:11:17 +05'30'

Gaurav Mehta
Chief-Corporate Affairs & Company Secretary
Encl: A/a

We smarten up your life..™

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Aksh Optifibre Reports Stellar Financial Results for FY18, Delivering 68% Increase In Net Profit.

Press Release

Aksh Optifibre Limited [BSE: 532351 | NSE: AKSHOPTFBR], the leading Indian manufacturer of Optical Fibre, Optical Fibre Cables, Fibre Reinforced Composites and a major e-Governance & Turnkey service provider reported its Financial Year 2018 financial results.

Aksh Optifibre finished an excellent FY2018 with strong financial numbers. During the year company achieved its highest ever standalone turnover of Rs 594 Crore, as compared to Rs 484 Crore in the preceding financial year, registering a growth of 23%. EBITDA margins at 12% also witnessed improvement, as against 11% in the previous year. Standalone PAT at Rs 23 Crore reported a significant increase of 68% as against Rs 14 Crore in the previous financial year.

Particulars	Standalone Financial Results						Consolidated Financial Results		
	Q4'18	Q3'18	QoQ	FY18	FY17	YoY	FY18	FY17	YoY
Total income	171	155	10%	594	484	23%	627	514	22%
EBITDA	26	20	29%	74	55	34%	76	54	41%
EBITDA Margin	15%	13%		12%	11%		12%	11%	
PAT	9	7	40%	23	14	68%	21	10	119%
EPS (Rs/Share)	0.55	0.40		1.40	0.84		1.28	0.59	

Board of Directors of the company has recommended dividend of Rs 0.30/- per share (i.e 6%), subject to shareholders' approval.

With Silvassa and Mauritius's OFC capacity coming on stream in June 2018, company's total OFC production capacity will stand at 10.7 Mn FKM. Ground breaking for Dubai Optical fibre manufacturing facility has also commenced and construction activities at the site are going on at the full swing. Construction work at company's FRP production plant in China is also on track, and it is expected to start the commercial production in September 2018. Also, company's Ophthalmic Lens division has successfully rolled out its first batch of its finest quality lenses into the market.

Mr. Satyendra Gupta, Deputy Managing Director at Aksh Optifibre Limited, commented, *"With immense pleasure I would like to state that investments made by the Company in the previous years has lead FY2018 to be an outstanding growth year. We exited the financial year by running at optimal capacity utilization in most of our product segments, onus of this success goes to the committed customer demand that supported our capacity expansion initiatives. We also expect to see the incremental benefits of our capacity expansion initiatives in the financial year 2019 and beyond, going forward this will also pave the way for sustainable growth for the company."*



Industry Outlook

With over 4 billion people around the world using the internet, much of this year's growth in internet users was driven by more affordable smartphones, wearable internet devices and mobile data plans. More than 200 million people got their first mobile device in 2017, and two-thirds of the world's 7.6 billion inhabitants now have a mobile phone. The number of mobile phone users in 2018 stood at 5.135 billion, up by 4 percent year-on-year. On the back of ~ 520 million fibre-km bare fibre getting consumed across the globe in 2017, the world fibre demand continues to be unabated; with parallel strengthening of Optical Fibre prices the outlook for the industry appears to be optimistic going forward. In conjunction with the buoyant China's demand for Optical Fibre, the key factors that will play a major role in driving the trajectory for optical fibre demand will be 5G internet mobile telephony rollout, which will further enhance the fibre demand by manifold times. Also, major traction in data demand can be attributed to the forthcoming data wave that will be ignited by block chain technology.

On the domestic front also, the outlook appears to be encouraging with Government laying special emphasis for accomplishing Bharat Net II project through Optical fibre network, this too shall get accomplished before the scheduled timeline of December 2018. In conjunction with Niti Ayog projecting 9% GDP by 2022, backbone of strong and dense optical fibre network will be imperative to achieve the projected scale and growth for the Indian economy.

About Aksh Optifibre Limited:

Incorporated in 1986, Aksh Optifibre Limited is an over 30 year old organization which started with the manufacturing of Optical Fibre (OF) and Optical Fibre Cables (OFC) in 1994. In 1996-97 Aksh acquired Fibre Reinforced Plastic Rods (FRP) business which is a key raw material for Optical Fibre Cables. AKSH went Public in the year 2000 and is listed on National Stock Exchange and Bombay Stock Exchange. AKSH OPTIFIBRE LIMITED is one of the leading providers of transmission solutions for the telecom industries globally. Various products & services are embedded in our diversified portfolio. The Company also delivers to e-governance services through its flagship programme 1 STOP AKSH with Government of Rajasthan and Aadhaar enrolment with UIDAI.

For more information kindly contact:

Investor Relations: Pavleen Taneja - pavleen@akshoptifibre.com

Gaurav Mehta

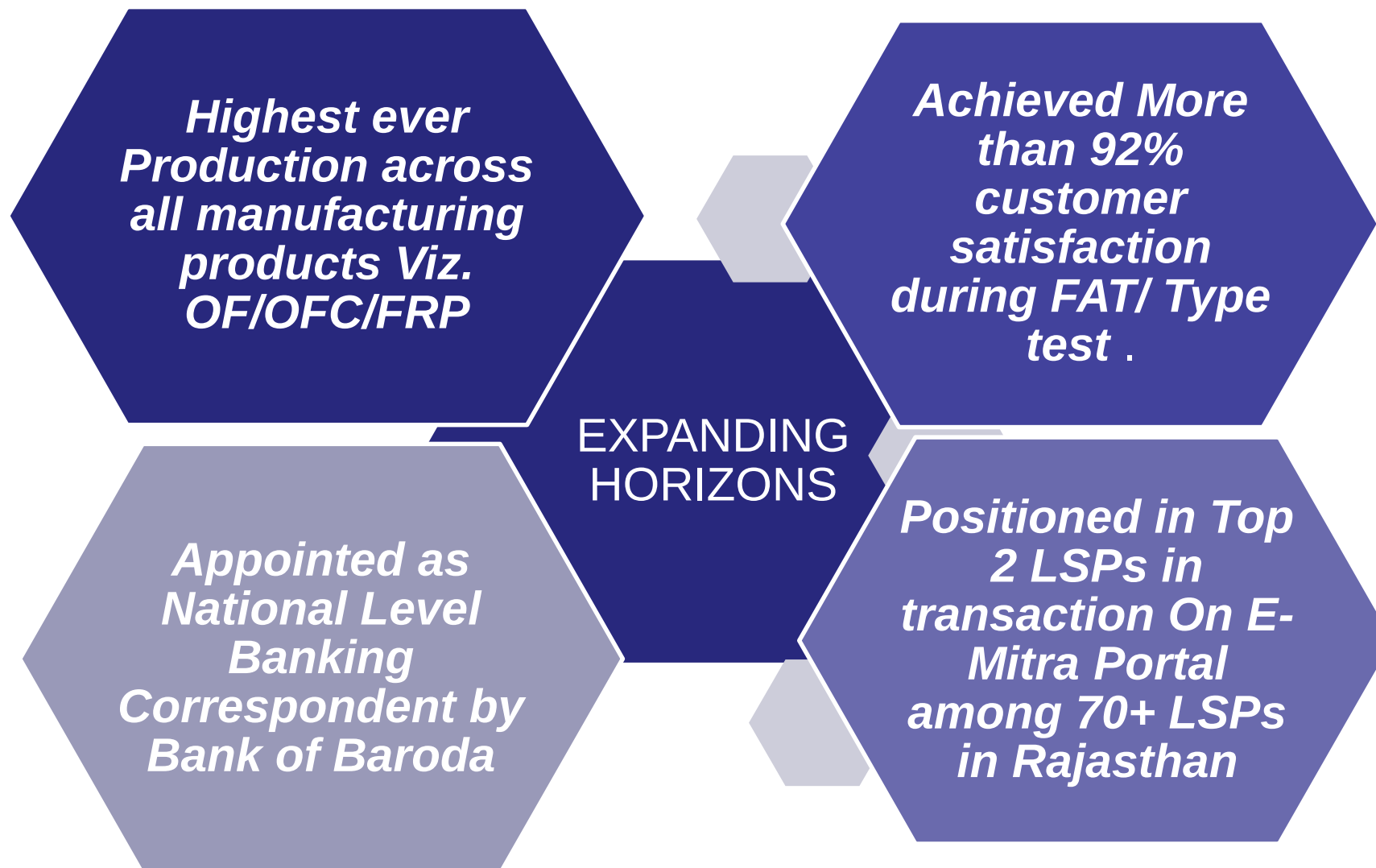
Chief - Corporate Affairs & Company Secretary

30th May 2018



AKSH OPTIFIBRE LIMITED

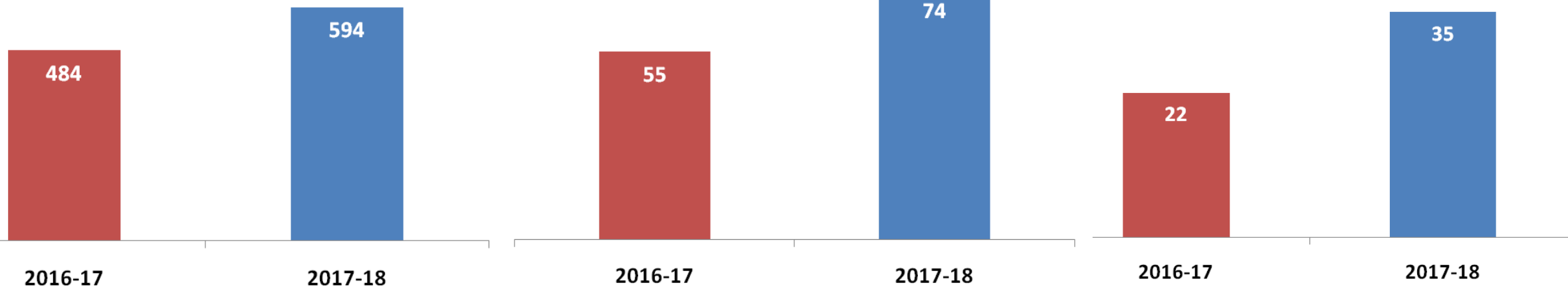
Results Presentation- Mar-18



- Achieved *highest ever standalone annual turnover* of Rs. 594 crore
- Achieved *highest ever consolidated annual turnover* of Rs 627Crore
- Achieved *highest ever quarterly turnover* of Rs.171 crore
- Achieved *highest ever quarterly profit* (before exceptional item) of Rs.14.55 Crore
- *First in the Country* to Complete BSNL Order for supply of optical Fibre Cable
- *Highest Ever Government sales* during FY 2017-18 among all OFC players in Industry
- Received Certification from TL 9000:2016



Rs. Crore

Achieved Growth in all financial indicatorsYoY Revenue Up by 23%YoY EBITDA Up by 34%YoY PBT Up by 56%*We smarten up your life.....*

GEOGRAPHICAL MIX

Domestic Share increased due to robust demand from Government
Contributing to Digital India

Domestic
Rs. 356 Cr

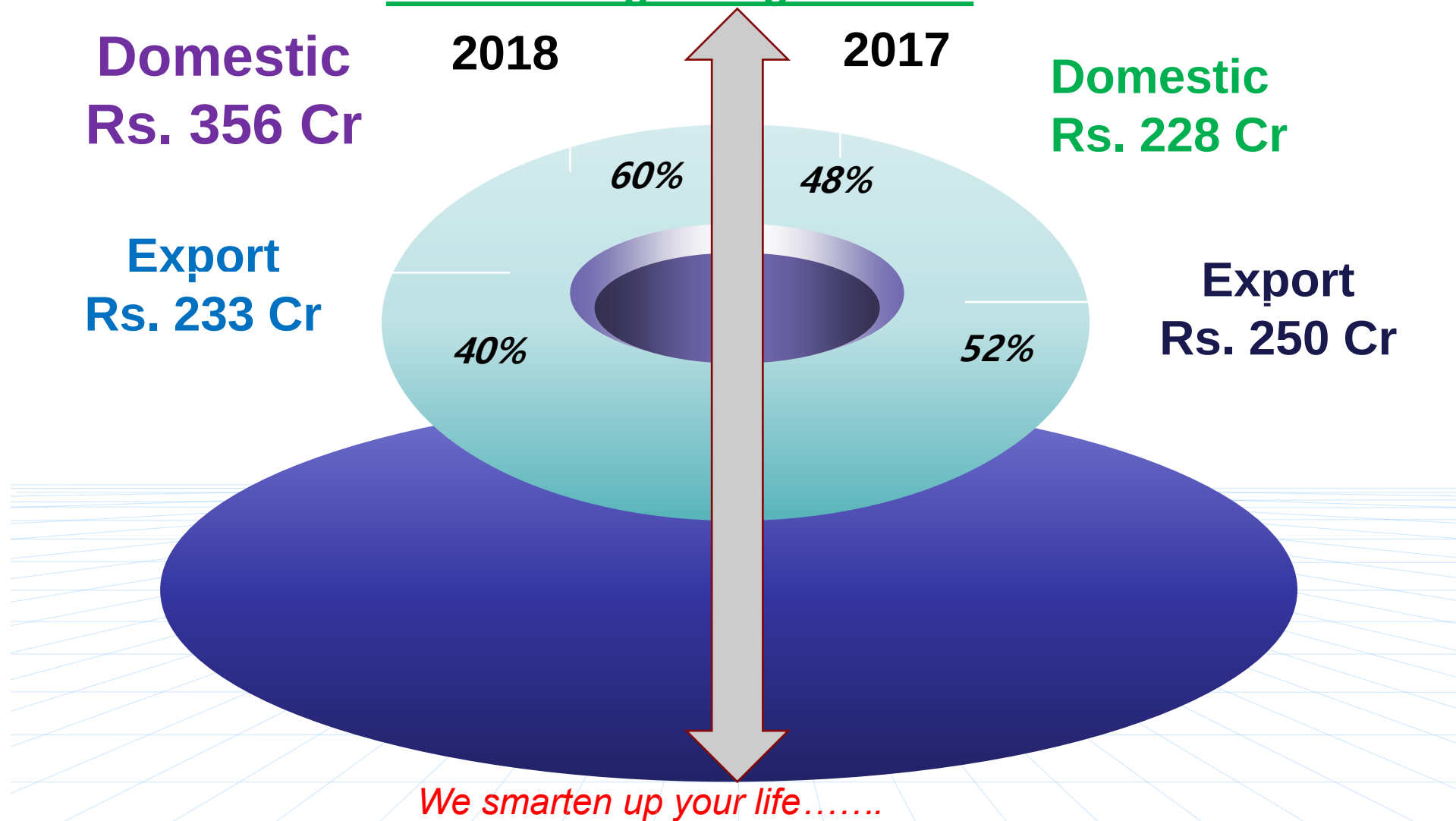
2018

2017

Domestic
Rs. 228 Cr

Export
Rs. 233 Cr

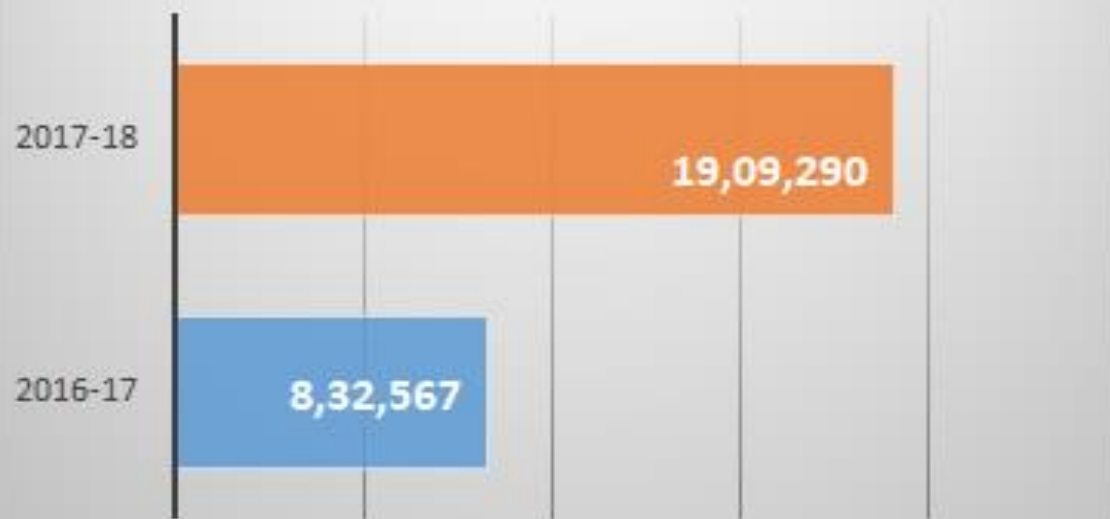
Export
Rs. 250 Cr



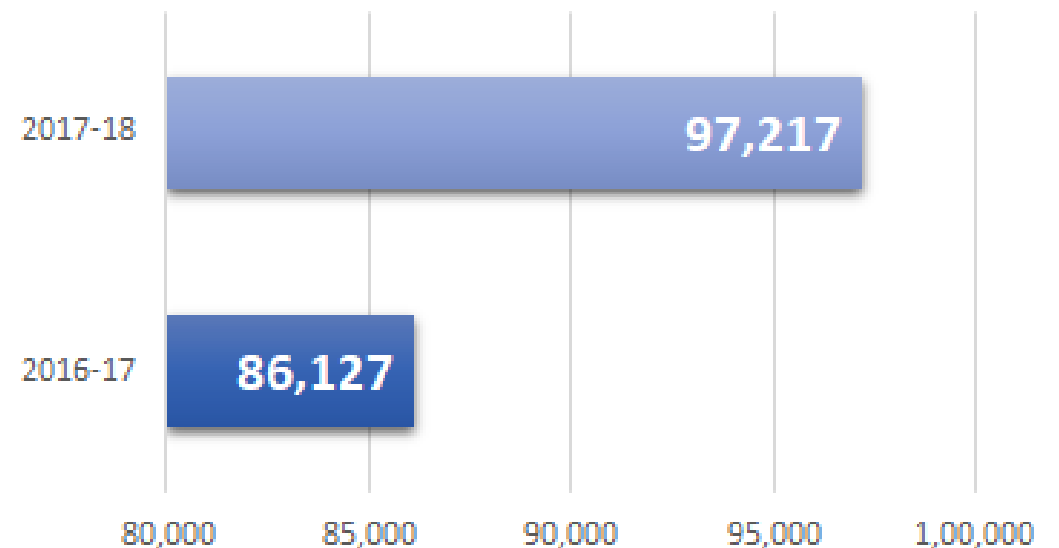
We smarten up your life.....



OF-FKM PRODUCTION UP BY 129.33%

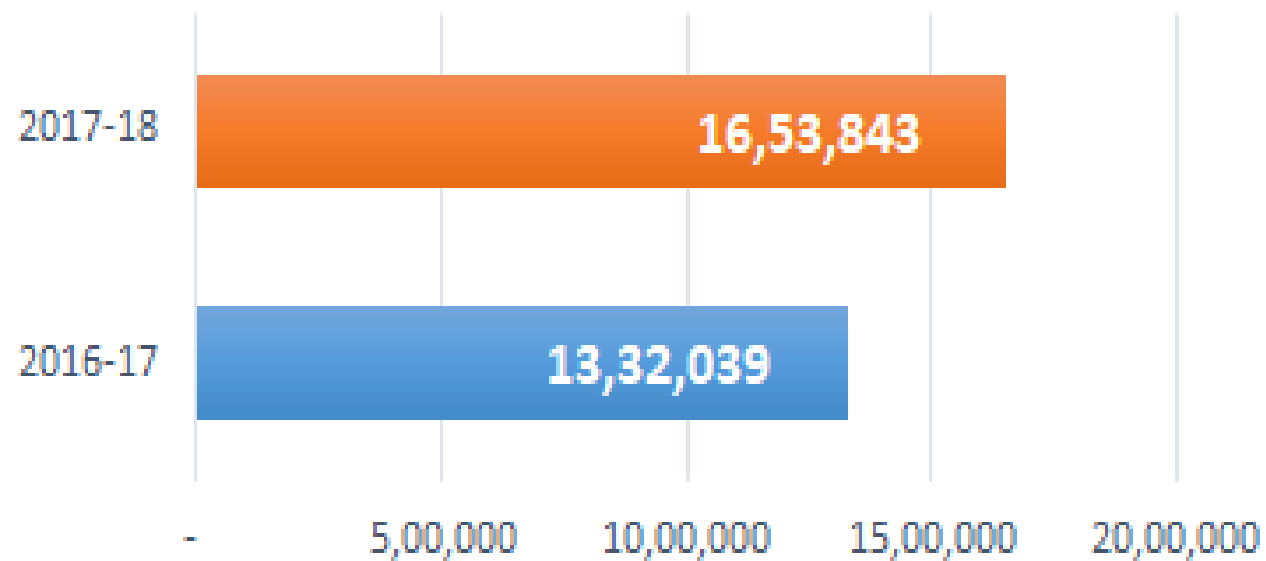


OFC-CKM PRODUCTION UP BY 12.88%





FRP-KM PRODUCTION UP BY 24.16%





Particulars	Unit	2016-17	2017-18	YOY
E-Mitra Kiosk	Nos.	10,975	14,140	28.84%
E-Mitra Transactions	Nos in Lacs	104	129	24.53%
	Rs. In cr	897	1,132	26.22%

Out of 70 LSPs AKSH is operating 15% of total Kiosk across Rajasthan

Kiosk booking registered a yoy growth of 28.14% in three years Span



AOL FINANCIAL PERFORMANCE- BIRD EYE VIEW

Particulars	Rs in Lacs									
	Standalone					Consolidated		QOQ	YOY	
	Quarter Ended			Year Ended		Year Ended		Standalone	CFS	
	Mar-18	Dec-17	Mar-17	Mar-18	Mar-17	Mar-18	Mar-17	%age increase		
Revenue from operations	16,933	15,401	14,131	58,939	47,804	62,482	50,978	9.9%	23.3%	22.6%
EBIDTA	2,573	1,995	813	7,391	5,532	7,552	5,438	29.0%	33.6%	38.9%
%age	15.2%	13.0%	5.8%	12.5%	11.6%	12.1%	10.7%			
EBDT	1,972	1,564	438	5,599	4,190	5,608	3,983	26.1%	33.6%	40.8%
%age	11.6%	10.2%	3.1%	9.5%	8.8%	9.0%	7.8%			
PBT	1,381	1,003	(63)	3,480	2,235	3,253	1,817	37.6%	55.7%	79.1%
%age	8.2%	6.5%	-0.4%	5.9%	4.7%	5.2%	3.6%			
PAT	902	655	(58)	2,281	1,373	2,068	966	37.7%	66.2%	114.0%
%age	5.3%	4.3%	-0.4%	3.9%	2.9%	3.3%	1.9%			
Other Comprehensive Income	13	(4)	(3)	2	(15)	2.63	(15)			
Total Comprehensive income	915	651	(61)	2,282	1,358	2,070	951	40.5%	68.1%	117.6%

YOY Sales
up by
23%

YOY EBIDTA
up by
34%

YOY
PBT up
by
56%

Particulars	Rs in Lacs			
	Standalone		Consolidated	
	Mar-18	Mar-17	Mar-18	Mar-17
Property Plant & Equipment	32,806	25,625	41,314	28,909
Investments	15,609	15,117	0	0
Loans to Related parties	6,947	4,581	-	-
Cash & Cash Equivalent	2,818	2,063	2,974	2,096
Net Working Capital	14,004	12,634	30,079	29,730
Total Assets	72,184	60,020	74,367	60,735
Equity	49,183	46,900	48,369	46,230
Long Term Borrowings	10,183	5,746	12,097	6,257
Short Term Borrowings	12,818	7,374	13,901	8,248
Total Liabilities	72,184	60,020	74,367	60,735



THANK YOU