

**April 27, 2017**

**National Stock Exchange of India Limited**Exchange Plaza, 5th Floor,  
Plot No. C-1, G Block,  
Bandra Kurla Complex, Bandra (East)  
Mumbai 400 051**BSE Limited**Phirozee Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001**Sub: Revised Presentation on Financials****Ref.: Scrp ID - STRTECH/ Scrp Code - 532374**

Dear Sirs,

This is further to our submission made on April 26, 2017, pertaining to the financial results approved by Board of Directors at its meeting held on the said day:

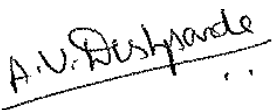
We are enclosing herewith a copy of revised Presentation on Financial Results.

Kindly take the same on record.

Thanking you.

Yours faithfully,

For **Sterlite Technologies Limited**

**Amit Deshpande**  
Company Secretary  
(ACS 17551)

Enclosures: As above





**Earnings Presentation: Q4 & FY17**  
April 27, 2017



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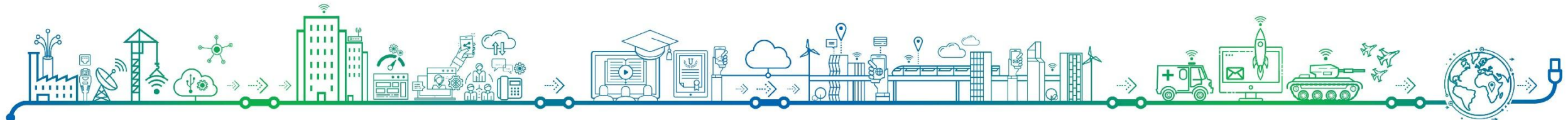
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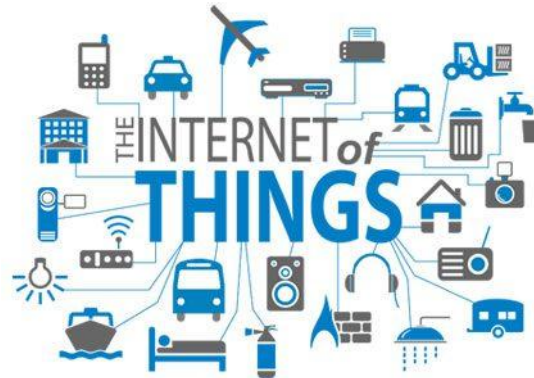
# Hyper Connected world



## Industrial trends



Cloud Computing



Artificial Intelligence

## Consumer trends



Wearable Tech



Smart Homes



M2M

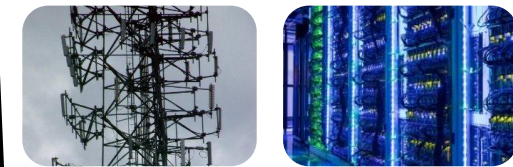
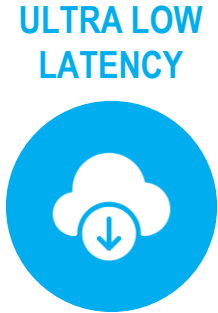
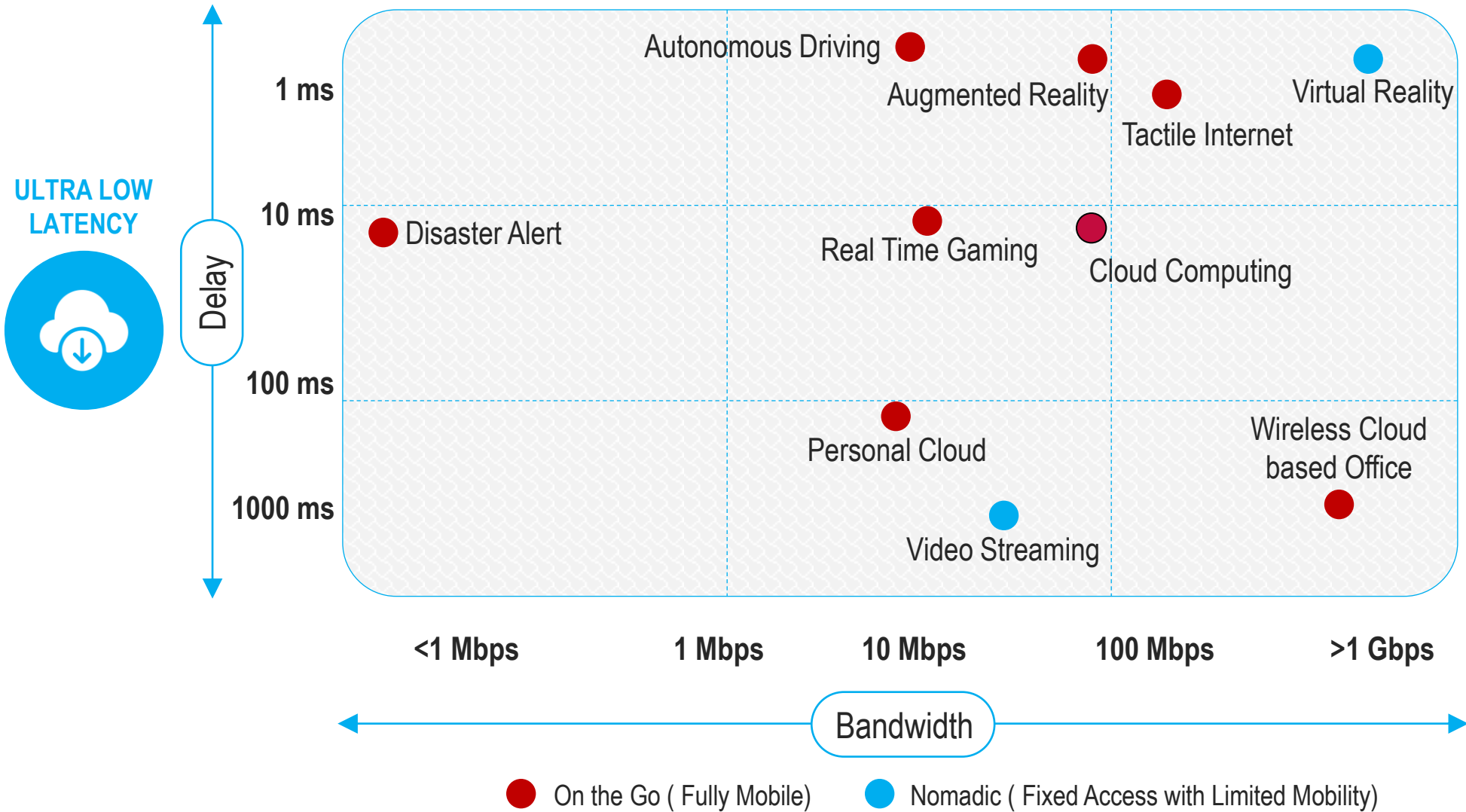


Driverless Car



8K UHD Video Streaming

# All New Technologies driving Hyper-Connected Data Networks



Denser Network

Data Center

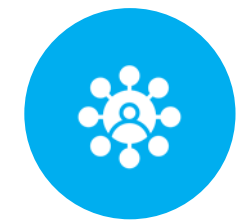


Low Latency Network



Ultra High Speed Network

HYPER CONNECTIVITY

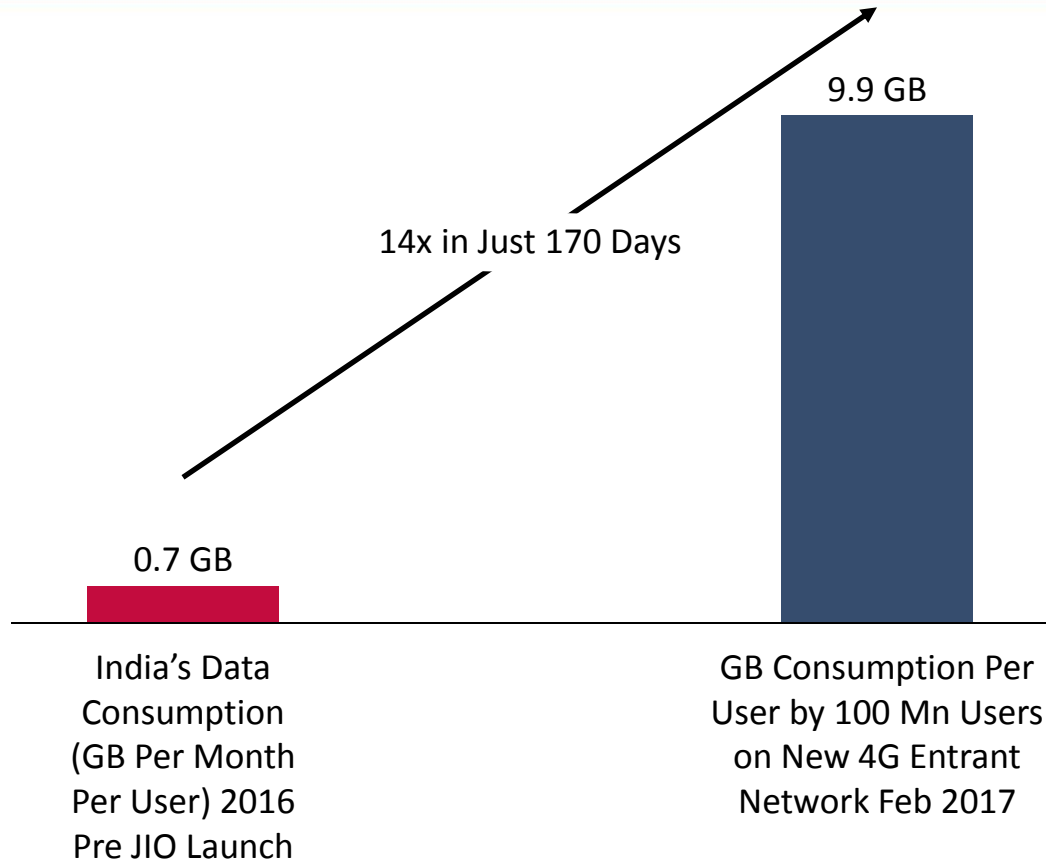


Source: GSMA, Company estimates

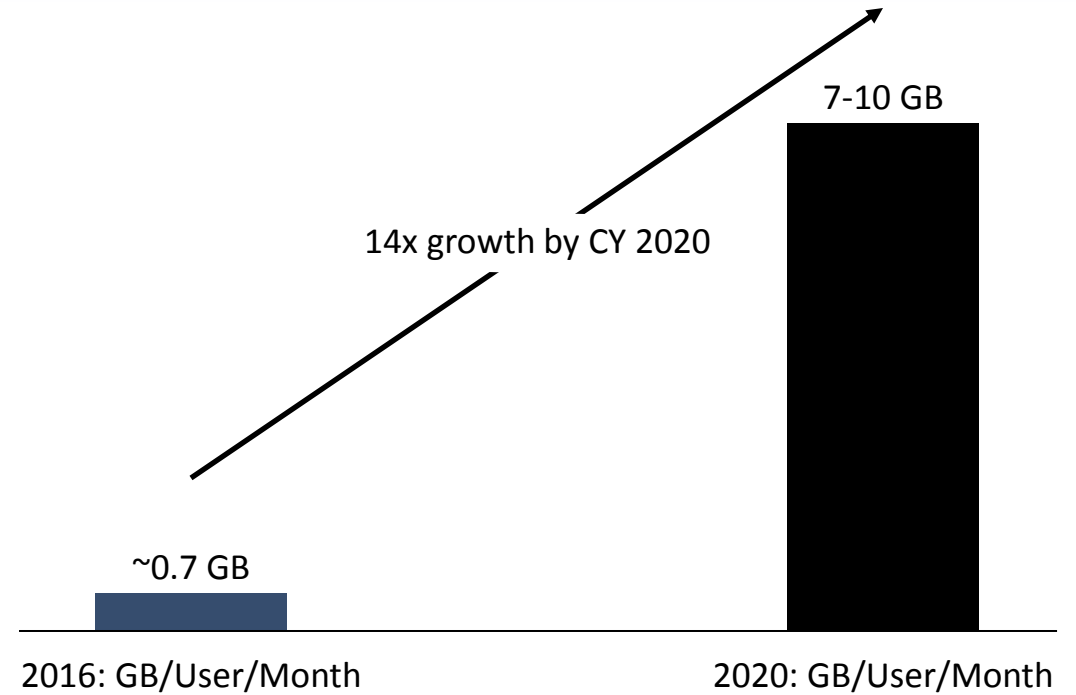


# Exponential Data Growth on Data Networks

India's New 4G Network Entrant



India's GB Consumption



- Technology Lifecycle is shortening: lifetime of 4G may be the shortest (compared to 2G and 3G)
- Data consumption to grow exponentially driven by the app eco-system; Network upgrades required to add capacity

# Fiber at the Core of Networks



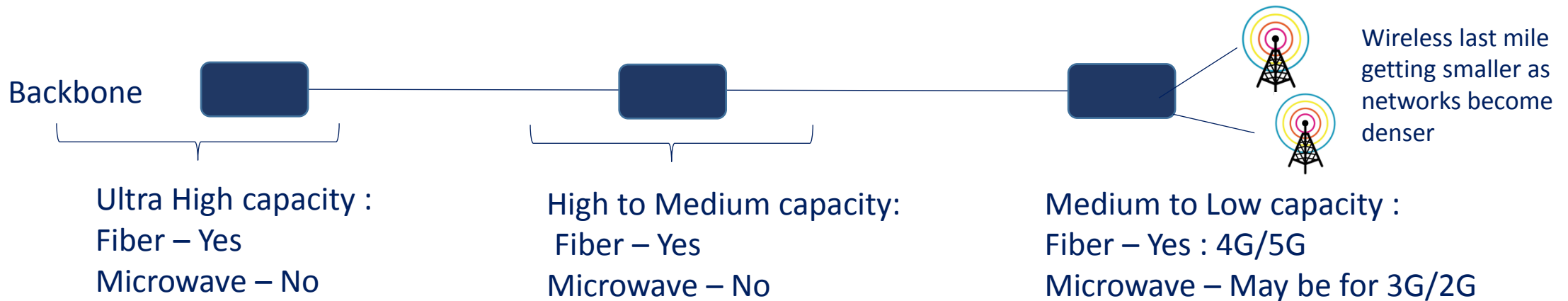


# Supply Dynamics for the Hyper-Connected World

## Supply Dynamics

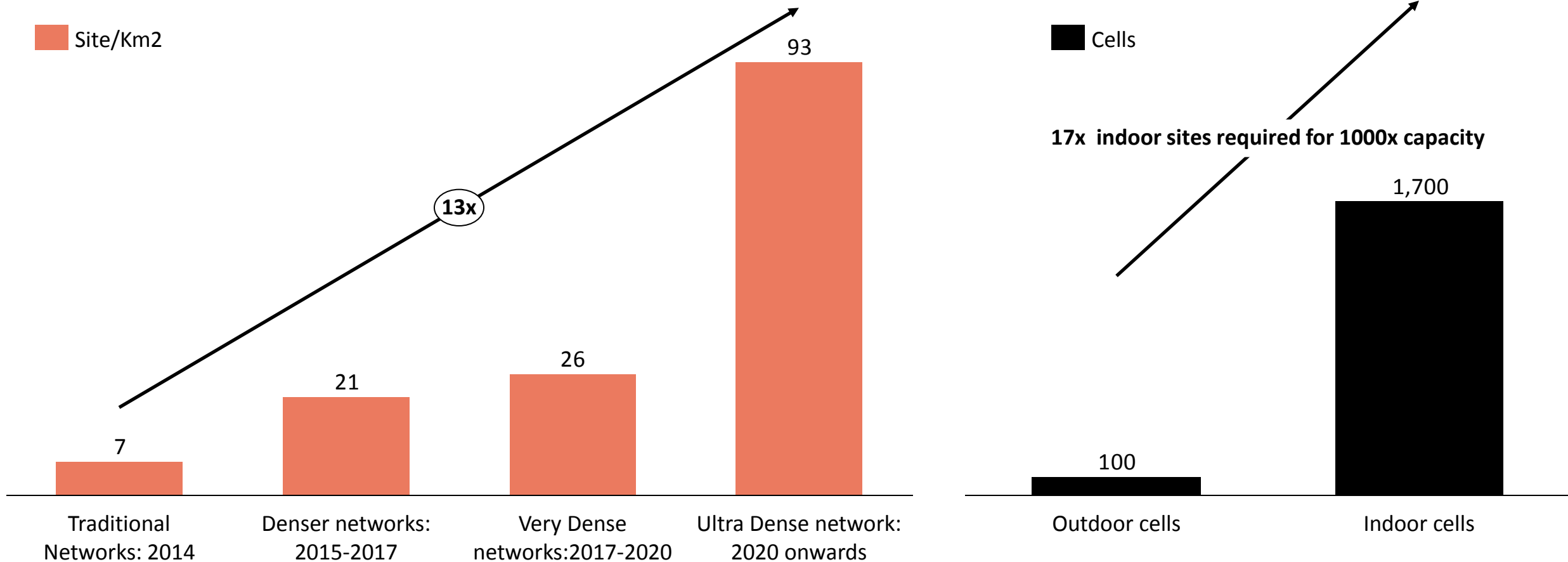


$$\frac{\text{MHz}}{\text{Sector}} \times \frac{\text{Bits}}{\text{hertz}} \times \frac{3 \text{ sectors}}{\text{site}} \times \text{No. of Sites} \times \% \text{ of Sites at capacity during peak hour} = \frac{\text{GB}}{\text{Day}}$$



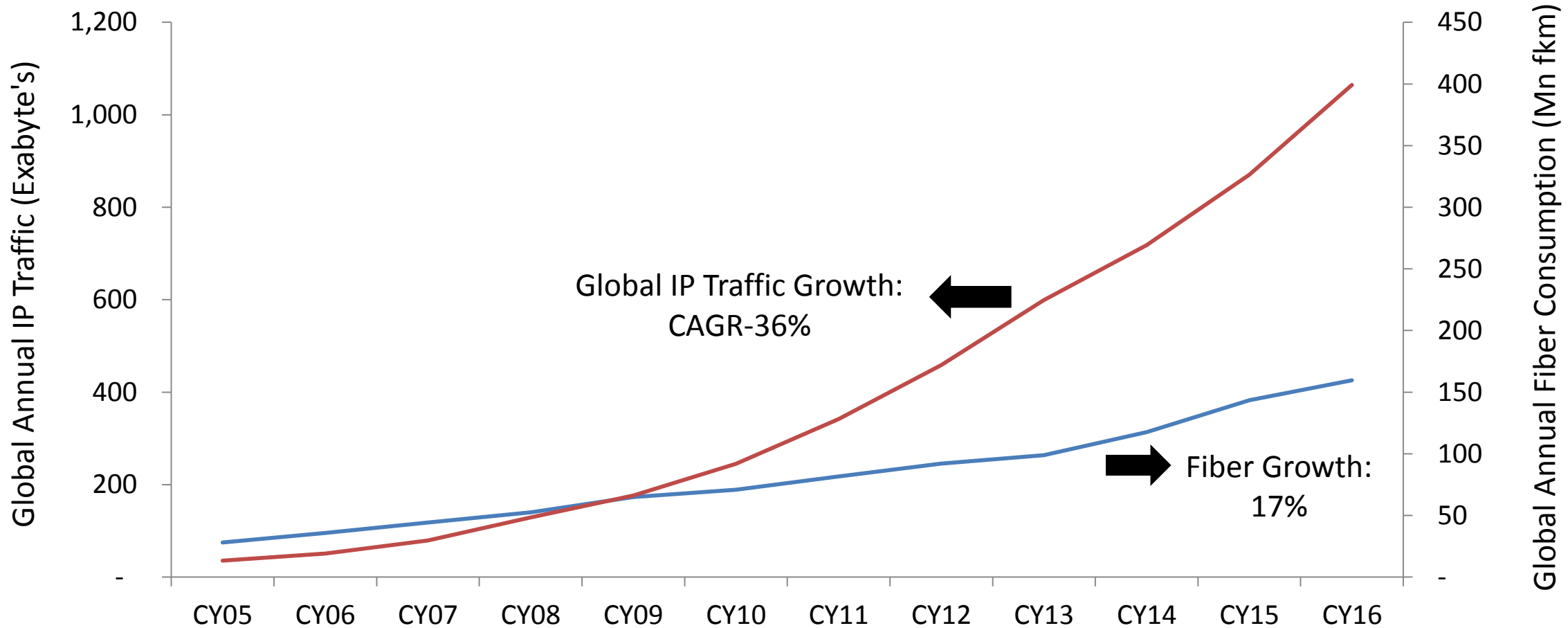
- Fiber networks provides super fast lane for data traffic; nothing can travel faster than the speed of light

# Networks are Getting Increasingly Denser



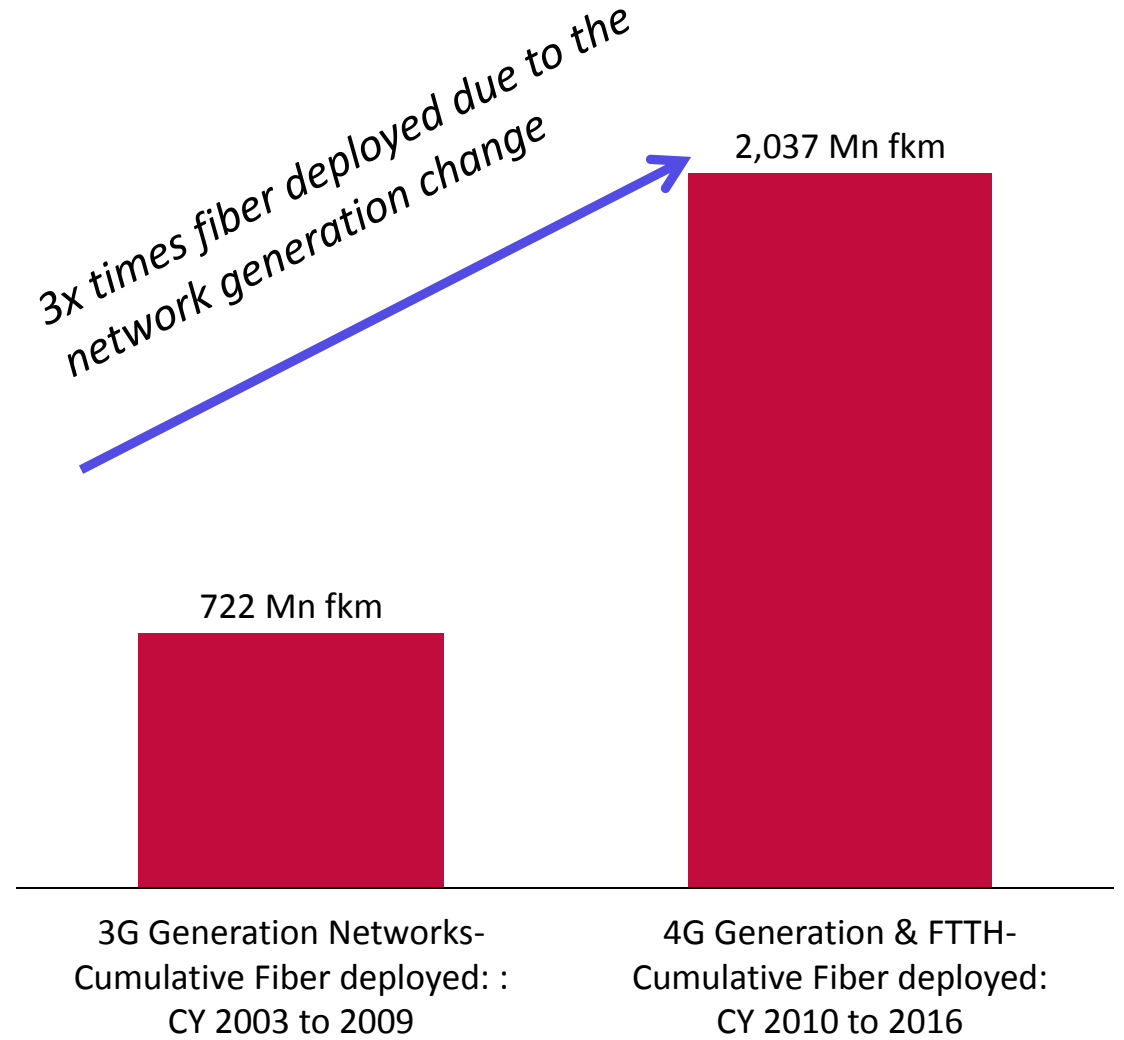
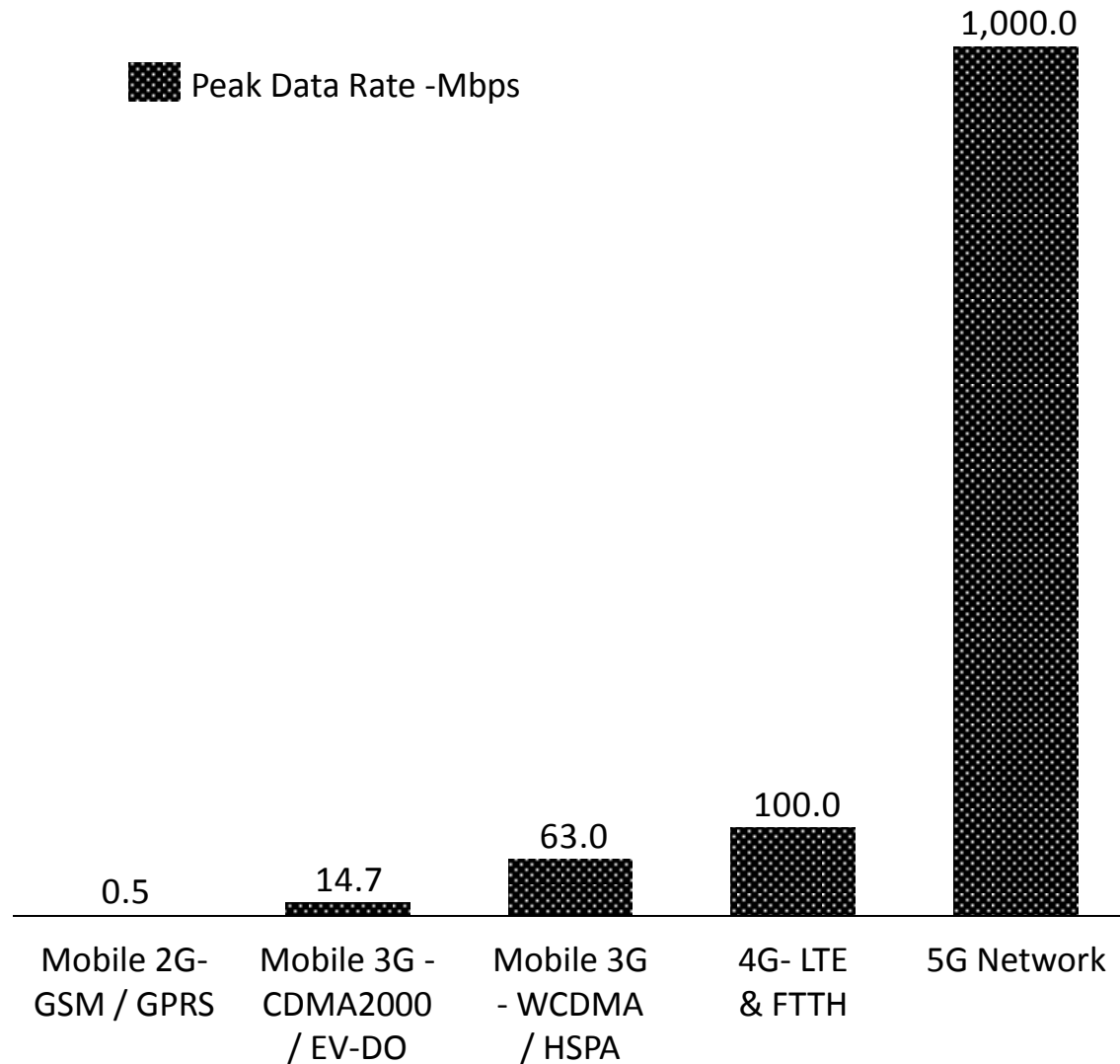
- Increasing cellular site density will need to be supported by fiber

# Global IP Traffic driving fiber demand

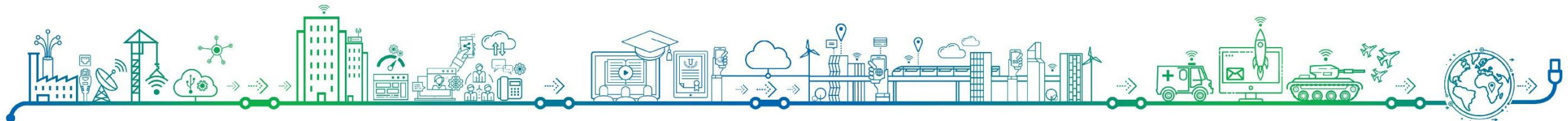


- Global data consumption is directly proportional to the Fiber growth

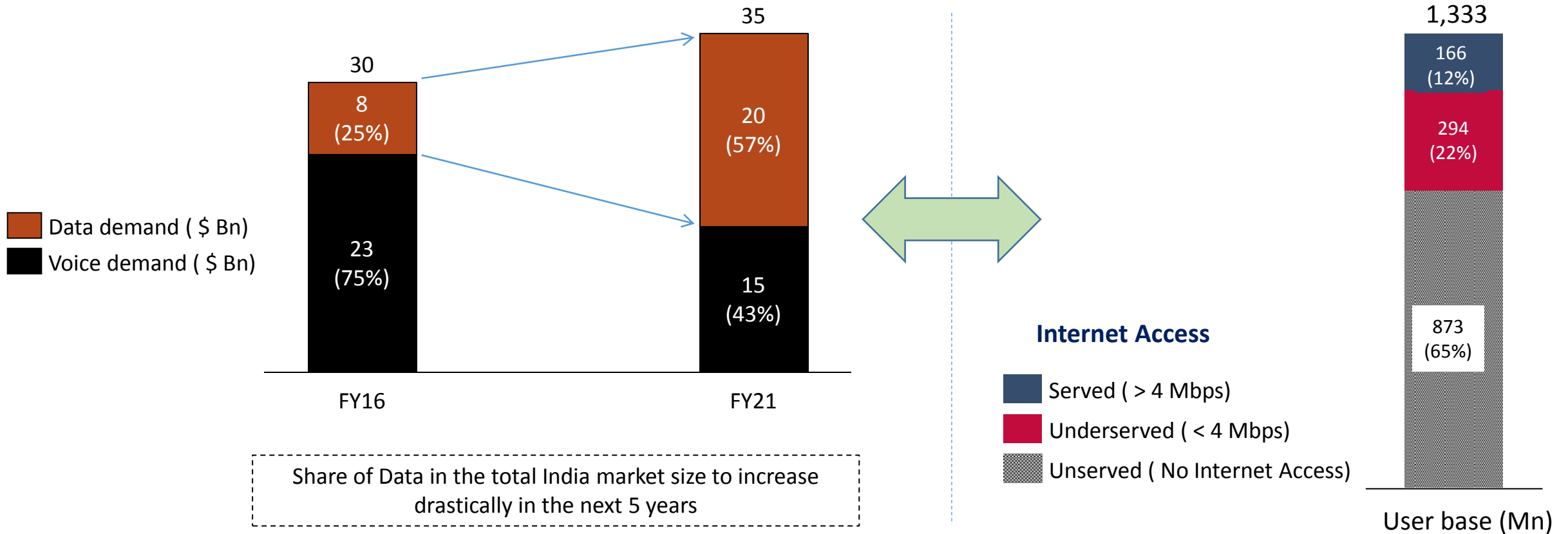
# 5G to drive new demand for fiber



# India on the Inflexion Curve

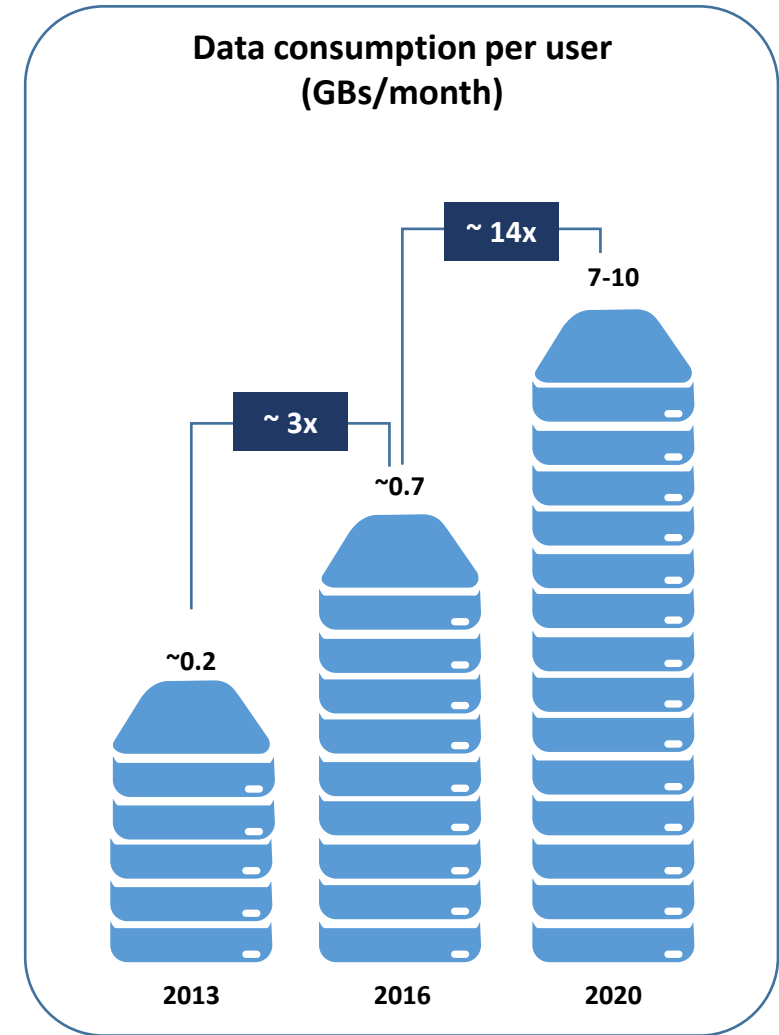
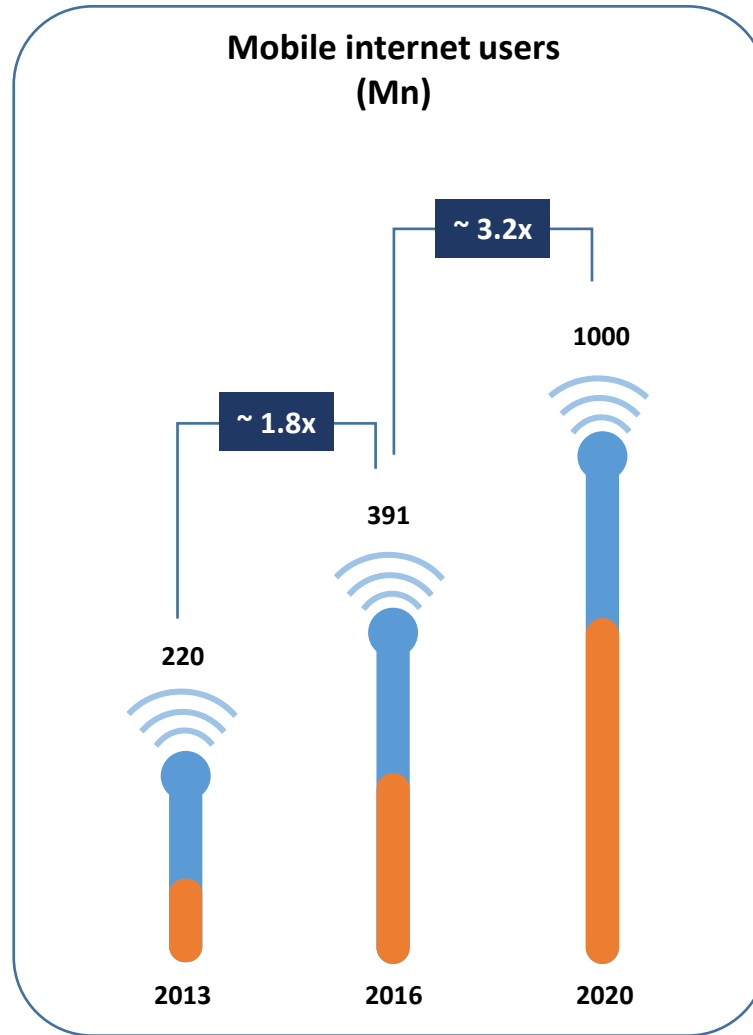
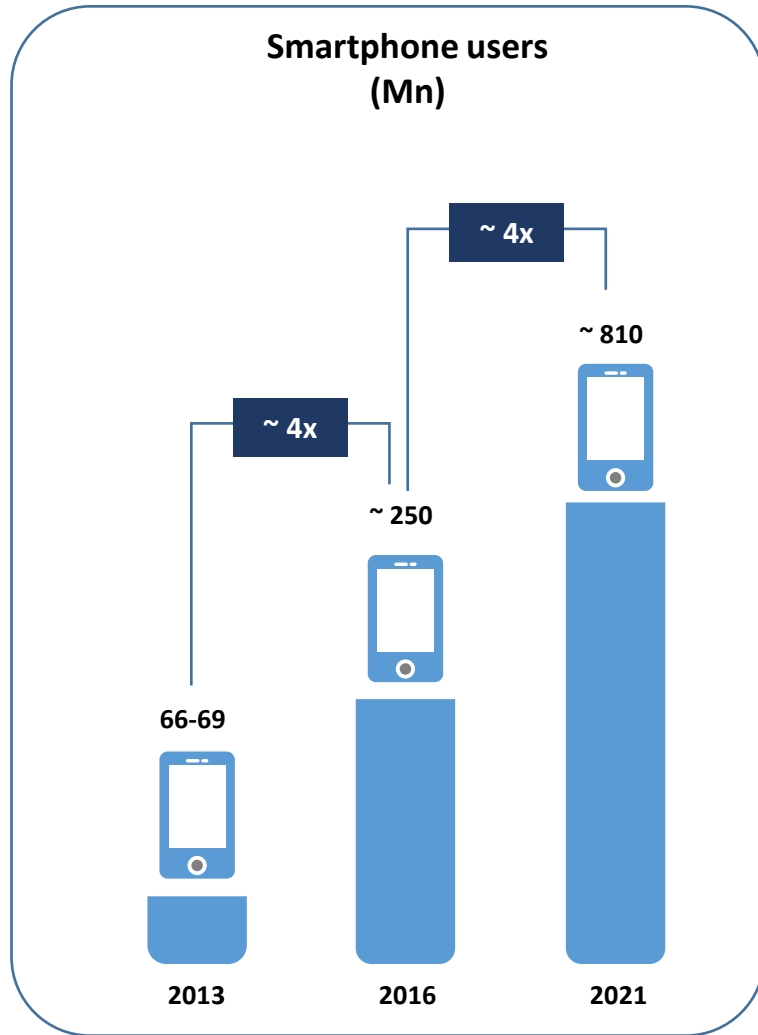


# India is at the point of data inflexion



➤ Increasing data consumption coupled with telco consolidation to lead to creation of next generation data networks

# Data Consumption set to explode



 Mobile broadband internet users





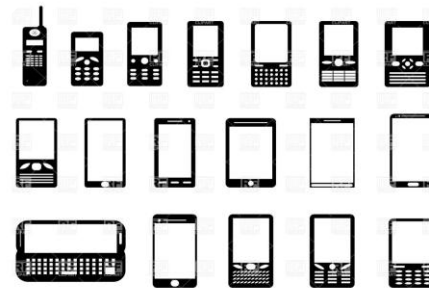
## Aadhaar

largest and most successful IT project ever undertaken in the world



## Banking Adoption

Within three years more than 270 million bank accounts were opened and \$10bn in deposited



## National Broadband Infrastructure creation:

Bharat Net-Connecting 250K village clusters with high speed internet



## Digital Ecosystem Creation: Payment banks, UPI, Citizen centric services



## India Digital Stack: Presence-less, Cashless and Paperless

➤ Several Billion dollars of Government investment to go in creation of the digital Infrastructure eco-system in the country

# Sterlite Tech: Uniquely Positioned



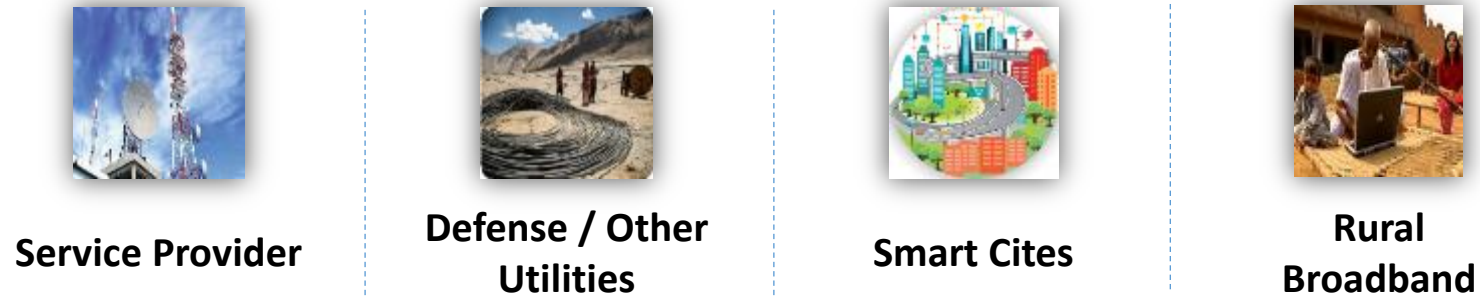
# Focused on the Connectivity Opportunity

Global Trends



Next Generation Digital Network Creation Opportunity

Diverse Customer Base



Across wide spectrum of customer base

Comprehensive Offerings



Products, Solutions, Services & Software : Integrated Solutions for Digital Networks

# Focus on Integrated offerings for each customer

	Pre-Sale	Execution	Post - Execution
	Design	Build	Manage
Products	✓	✓	
Services	✓	✓	✓
Software	✓	✓	✓

## Solution Matrix



Fiber and Cable systems for FTTx, Long distance, Metro and Access



Access Solutions: FTTx, IBS, DAS, Smart Cities Suites



Design Fiber Network: Rollout & Management



End to end System Integration



Service Providers



Smart Cities



Rural Broadband



Defense/ Utilities



# With Technology at the Core of Our Offerings



Center of Excellence,  
Aurangabad



Center for Smarter Networks,  
Gurgaon



Sterlite Academy

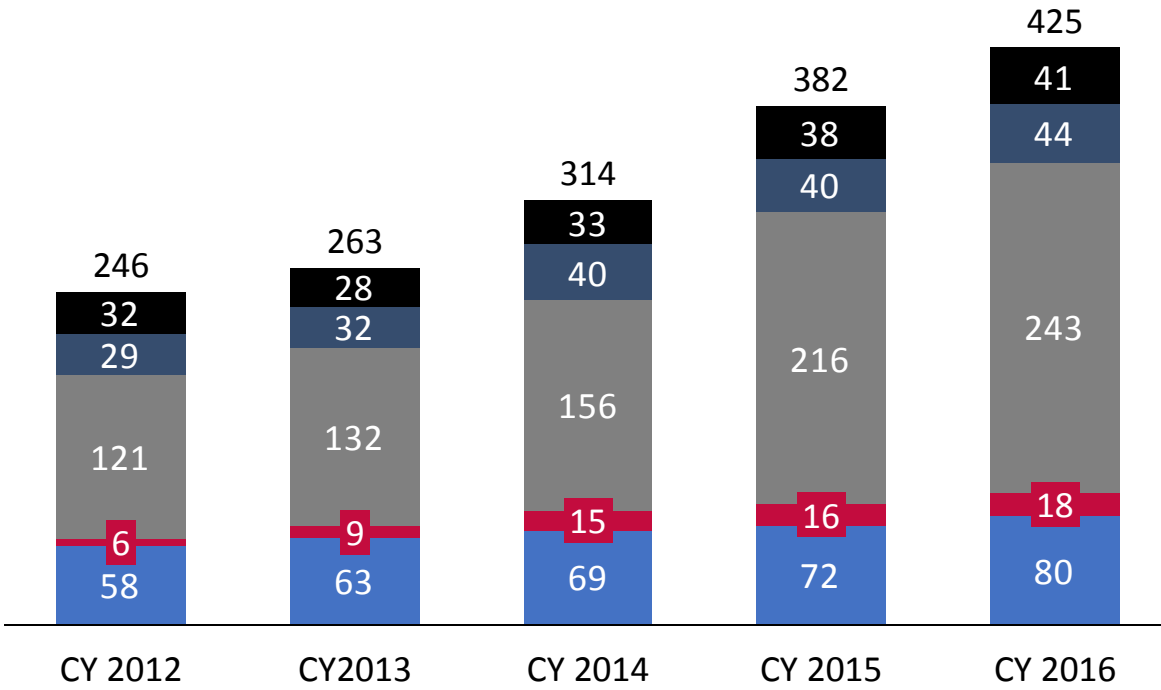
- State of art research focused on material science and Glass composition for advanced fiber optics
- Strong Patent portfolio of 146 patents across geographies
- Building advance technologies Fiber systems for next generation networks: 5G, Pre-connected Solutions for FTTx, IBS/DAS/ Wifi kits
- Sterlite Academy : Sterlite Certified Fiber Installers trained for advanced fiber deployment rollout
- Partnership with academia and global research institutions

# Way forward

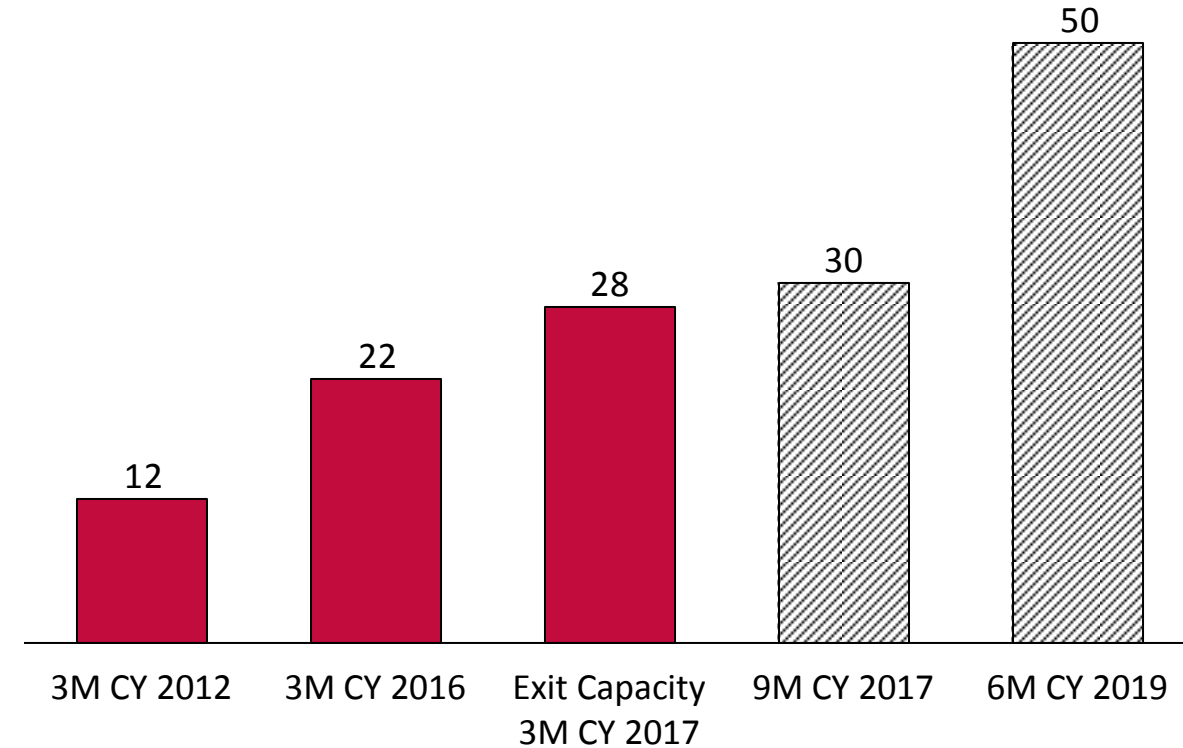


# Global Scale to drive growth for products

Global Optical Fiber Cable Demand ( Mn fkm )



Our Capacity ( Mn fkm )



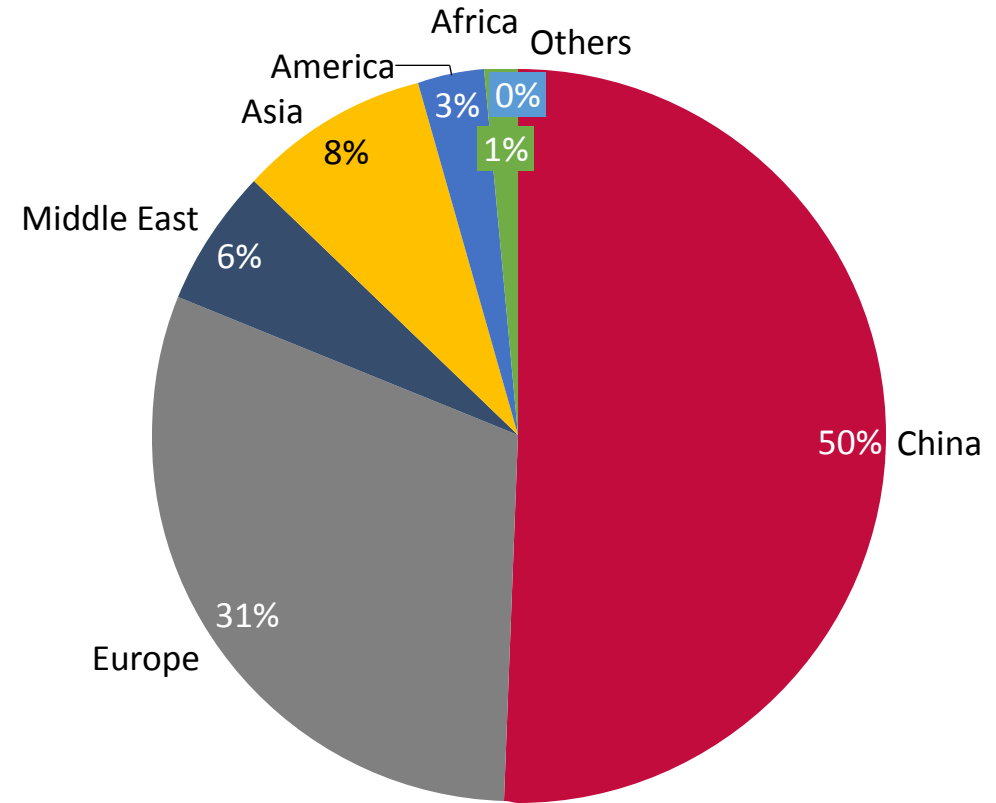
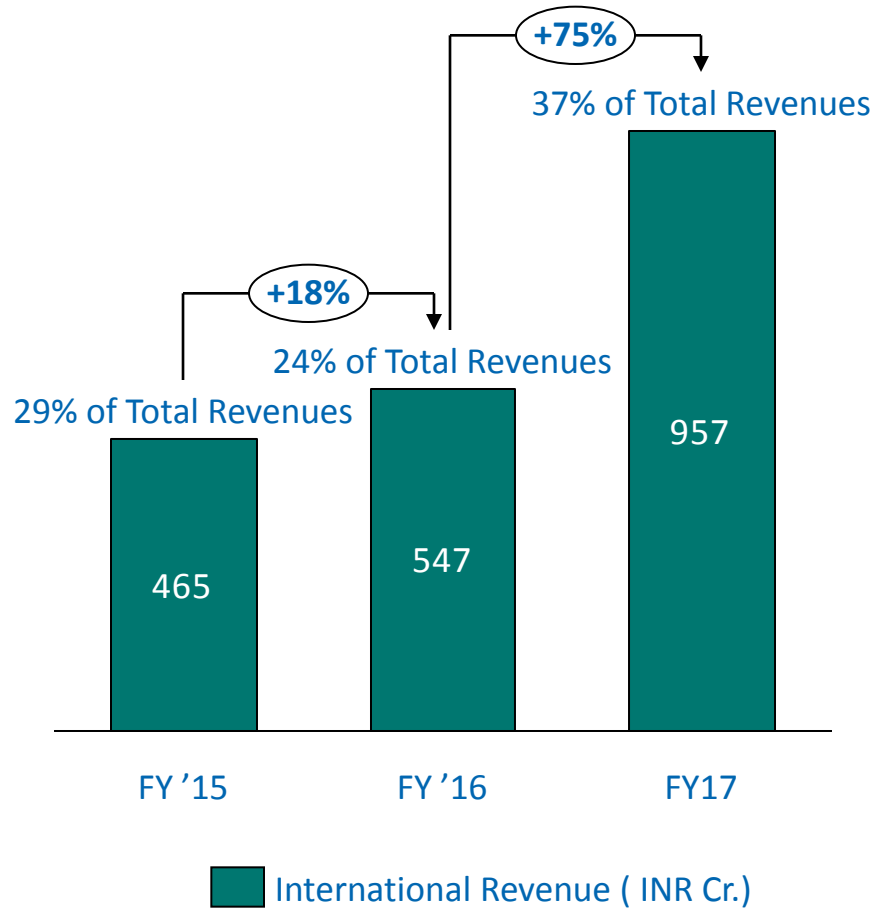
United States 
  Europe 
  China 
  India 
  Others

Sterlite Tech :Optical Fibre Capacity ( Mn fkm)

- Expand our Optical Fiber capacity to 50 Mn fkm on the backdrop of growing global demand and our increasing reach
- Capacity is expected to come live by Mid CY'19 with our new greenfield plant



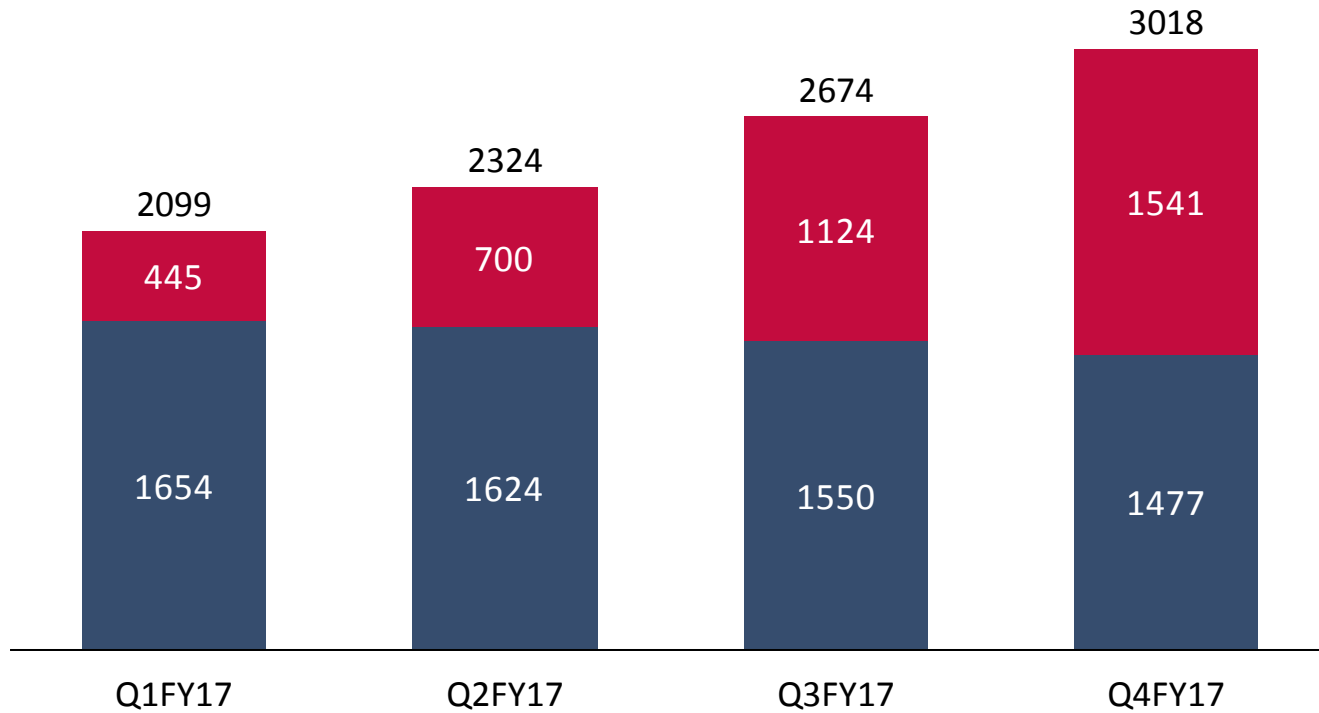
# Increasing global reach adding new geographies



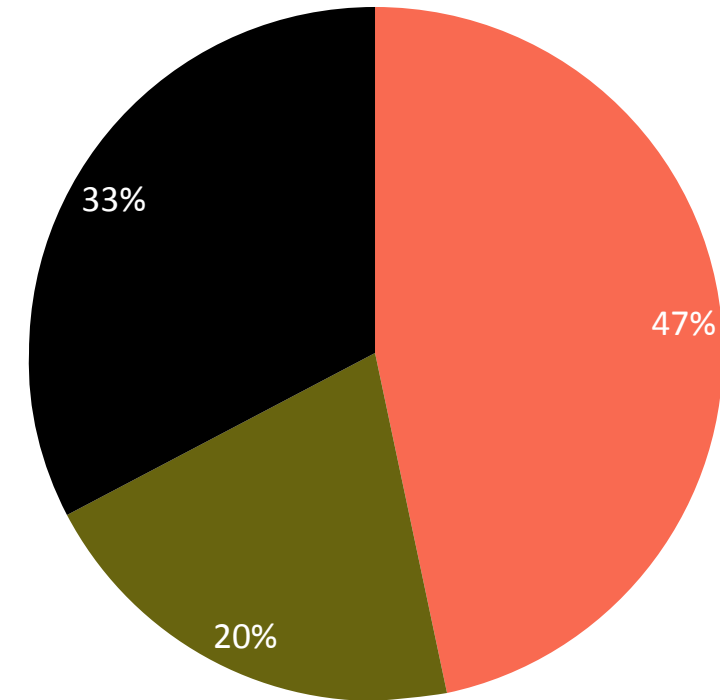
FY17 Geographical split in revenues from International Market

➤ Revenue contribution from International markets was 37% for Q4FY17

# Long Term Customer Engagement to Drive Predictability



■ Product: Orber Book  
■ Services & Software: Order Book

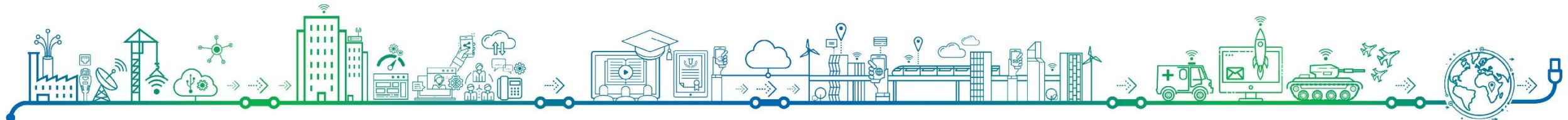


Q4FY17 Order Book Mix

■ India Public  
■ India Private  
■ International

- Predictable Revenue Profile with growing order book
- Customer segment diversification to reduce business risk

## Notable Achievements of FY 17



# FY17: Business Highlights at a glance



Accelerated capacity expansion of 30 Mn fkm by Mid of 2017. Next phase of expansion to 50 Mn fkm by Mid 2019



Selected as one of the two global Fiber cable supplier to a large global Telco capturing over 65% of its market share



Gandhinagar Municipal Corporation (GMC) announced the launch of its new citizen-centric Smart City. Sterlite completed end to end: Design, Build and Manage Smart City infrastructure for Gandhinagar project



First commercial sales of Smarter FTTH Passive Solution to one of India's top telecom operator. Proposition includes fastest installation in MDU with stated performance delivery system



Sterlite Tech has commercially launched a retractable cable with specialized design, which will be a game changer solution for FTTH customers



Successful rollout of 4G/LTE services by leading Malaysian operator on Sterlite's software Platform



Sterlite Tech improved its position from Niche to Visionary in Gartner Magic Quadrant for Integrated Revenue and Customer Management for CSPs



CRISIL upgrades Sterlite Tech's long-term rating outlook to CRISIL AA-/Positive



Launched OFC application lab, India's first research and training Centre for Passive Infrastructure

# Awards and Accolades



Won the **'Broadband Infrastructure Leader Award'** at the Telecom Leadership Forum



Sterlite Tech recognized as Asia's Best Telecom Vendor under the Category **'BSS Innovation Award'** in Telecom Asia's Readers Choice and Innovation Awards 2016



Sterlite Tech featured among **'100 Best Companies to work for Women in India'** instituted by AVTAR & Working Mother



Bagged two **Frost & Sullivan India Manufacturing Excellence Awards 2016**



Silvassa-based optical fiber cable manufacturing plant won **'Par Excellence Award'**



Sandip Das, Member - Advisory Board, bestowed with **'Lifetime Achievement Award'**



Sterlite Tech wins Amity Global Business School CSR Award and Lokmat Corporate Excellence Award for **Best CSR Practices**

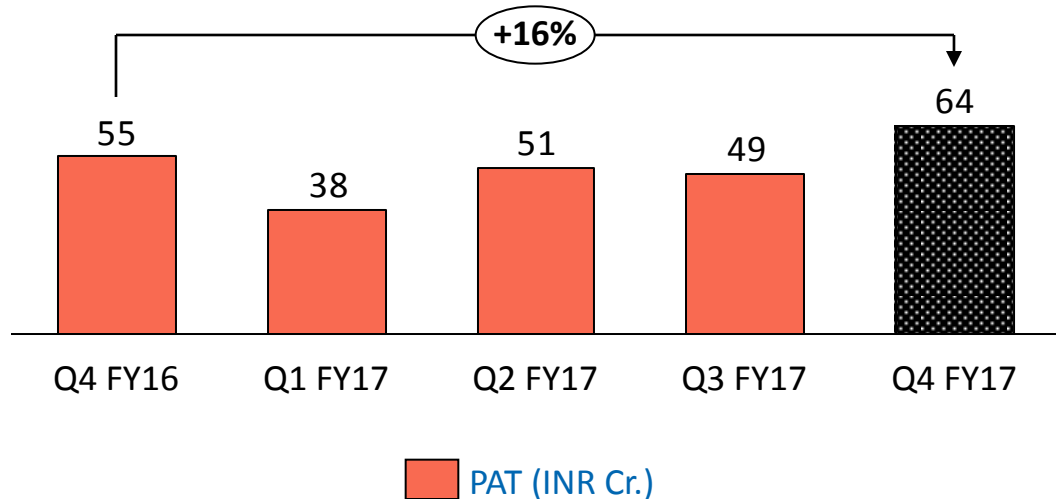
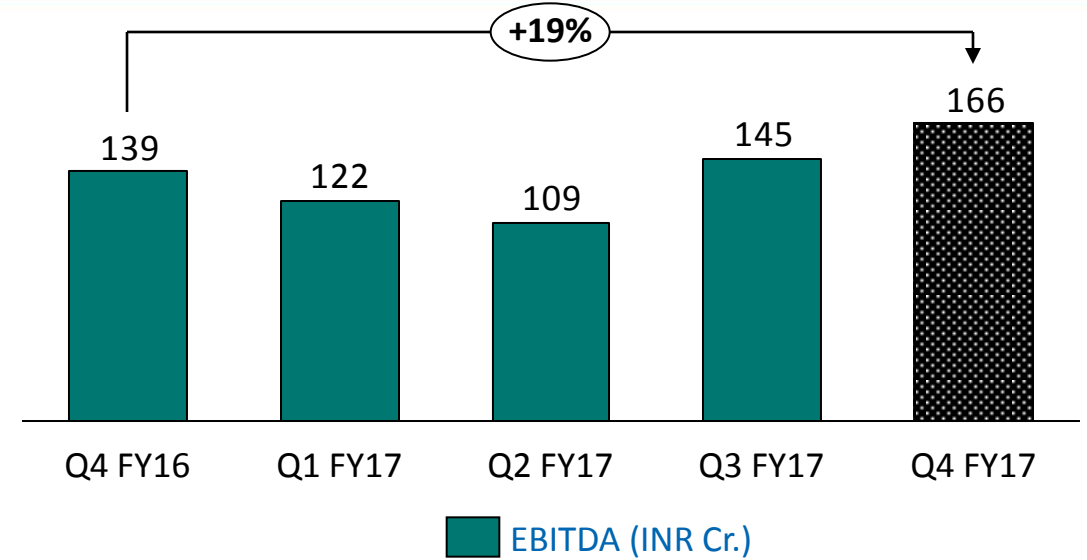
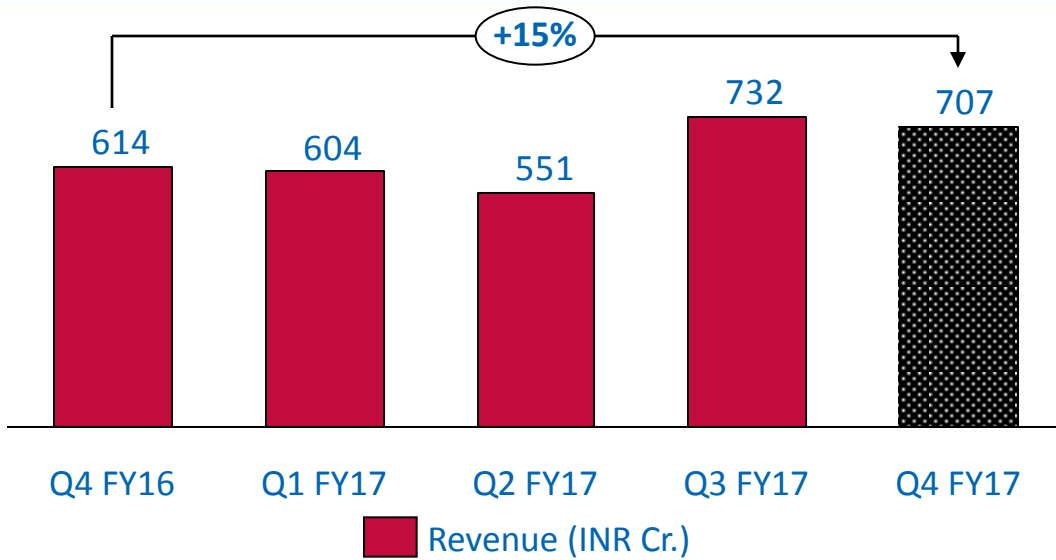


Sterlite Tech wins Aegis Graham Bell Award for **'Innovation in Telecom Infra'**





# Quarterly Financial Performance



- Company registered sales growth of 15% on YoY basis
- EBITDA grew by 19% on YoY basis, driven by growth in product volume with project execution progressing firmly on QoQ basis
- Highest ever EBITDA recorded in any quarter
- 16% PAT growth on YoY basis

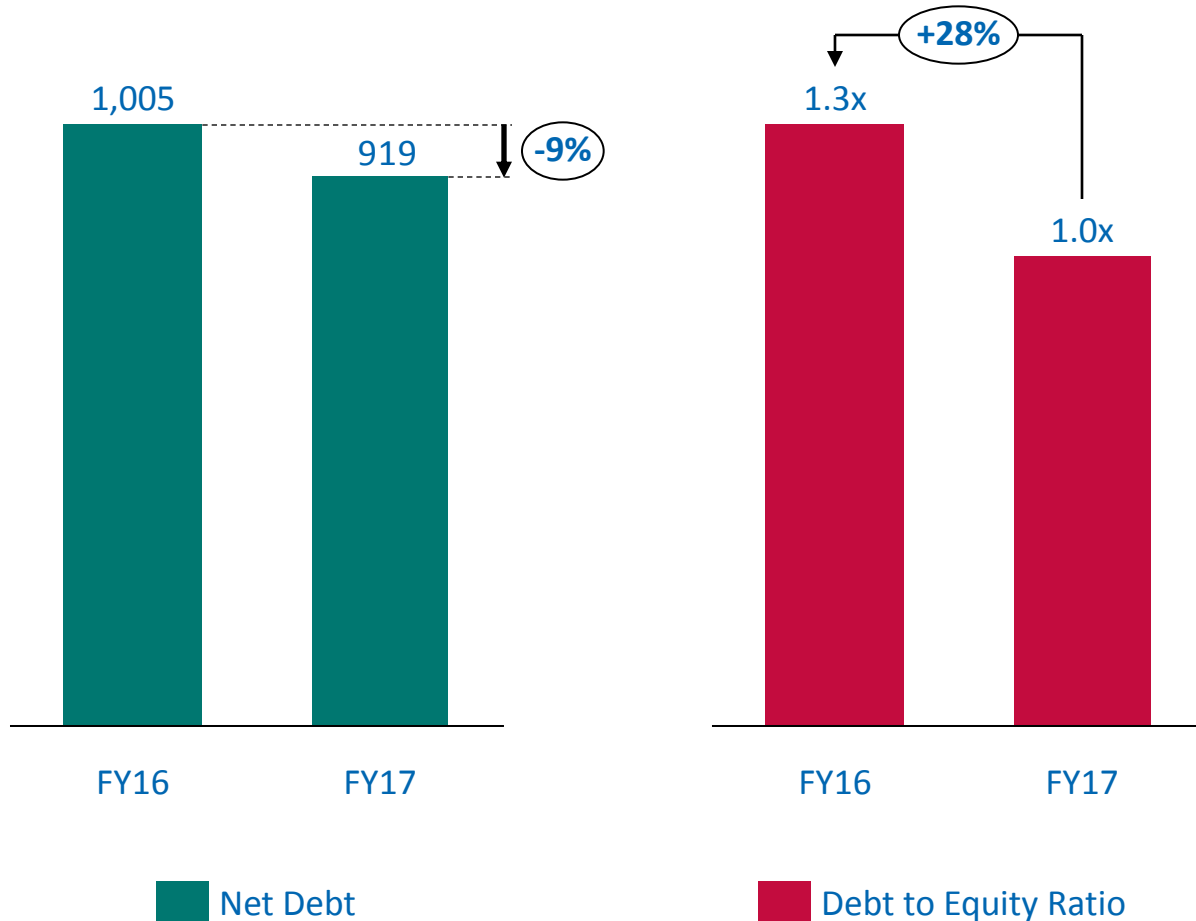


# Financial Performance: P&L, BS

P&L	FY16	FY17
Revenue	2,275	2,594
EBIDTA	475	542
<i>EBITDA %</i>	<i>21%</i>	<i>21%</i>
Depreciation	125	159
EBIT	350	383
<i>EBIT %</i>	<i>15%</i>	<i>15%</i>
Interest	119	123
PBT	231	260
Tax	65	40
PAT (After Minority interest)	154	201

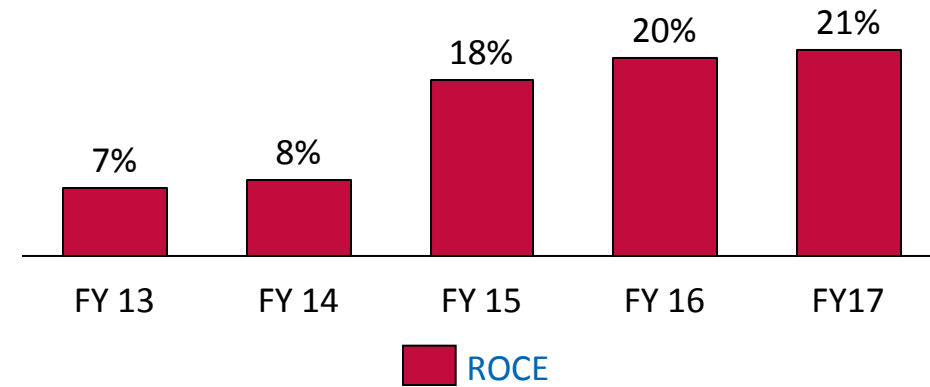
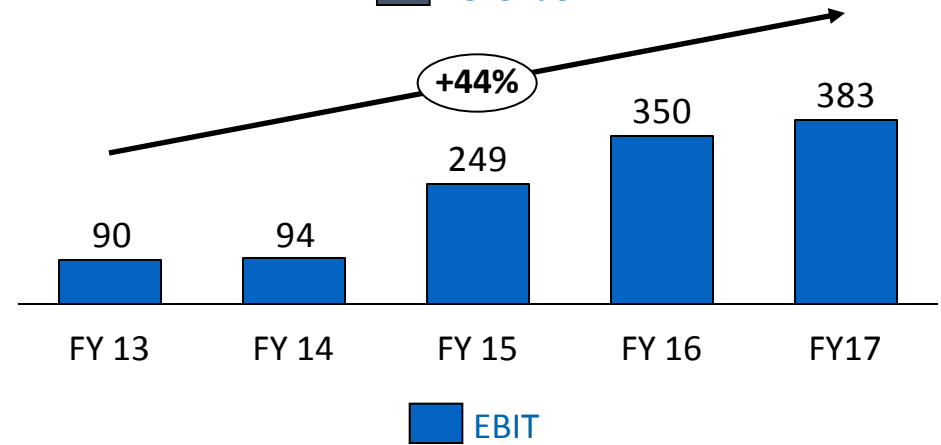
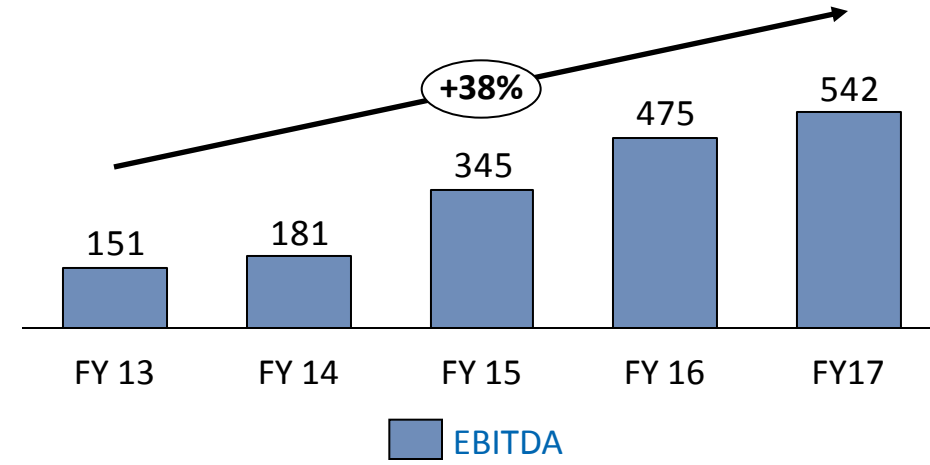
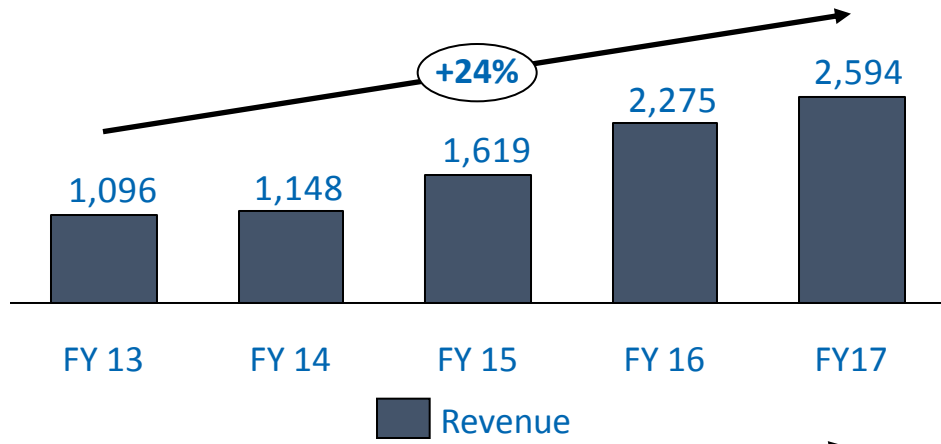
Balance sheet	FY16	FY17
Net Worth	786	925
Net Debt	1,005	919
<b>Total</b>	<b>1,791</b>	<b>1,844</b>
Fixed Assets	1,170	1,238
Net Working Capital	621	606
<b>Total</b>	<b>1,791</b>	<b>1,844</b>
Return on Equity (Post Tax)	20%	23%

# Financial Performance: Cash Flow



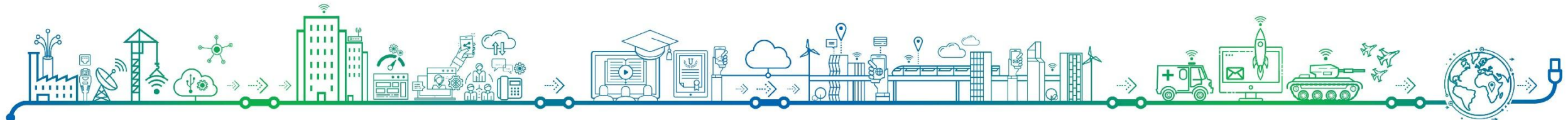
Cash flow	FY17
Cash Profit ( After Tax )	379
Operating Cash Flow	371
Capex	213
Free Cash Flow	158
Dividend	72
Net Cash flow	86

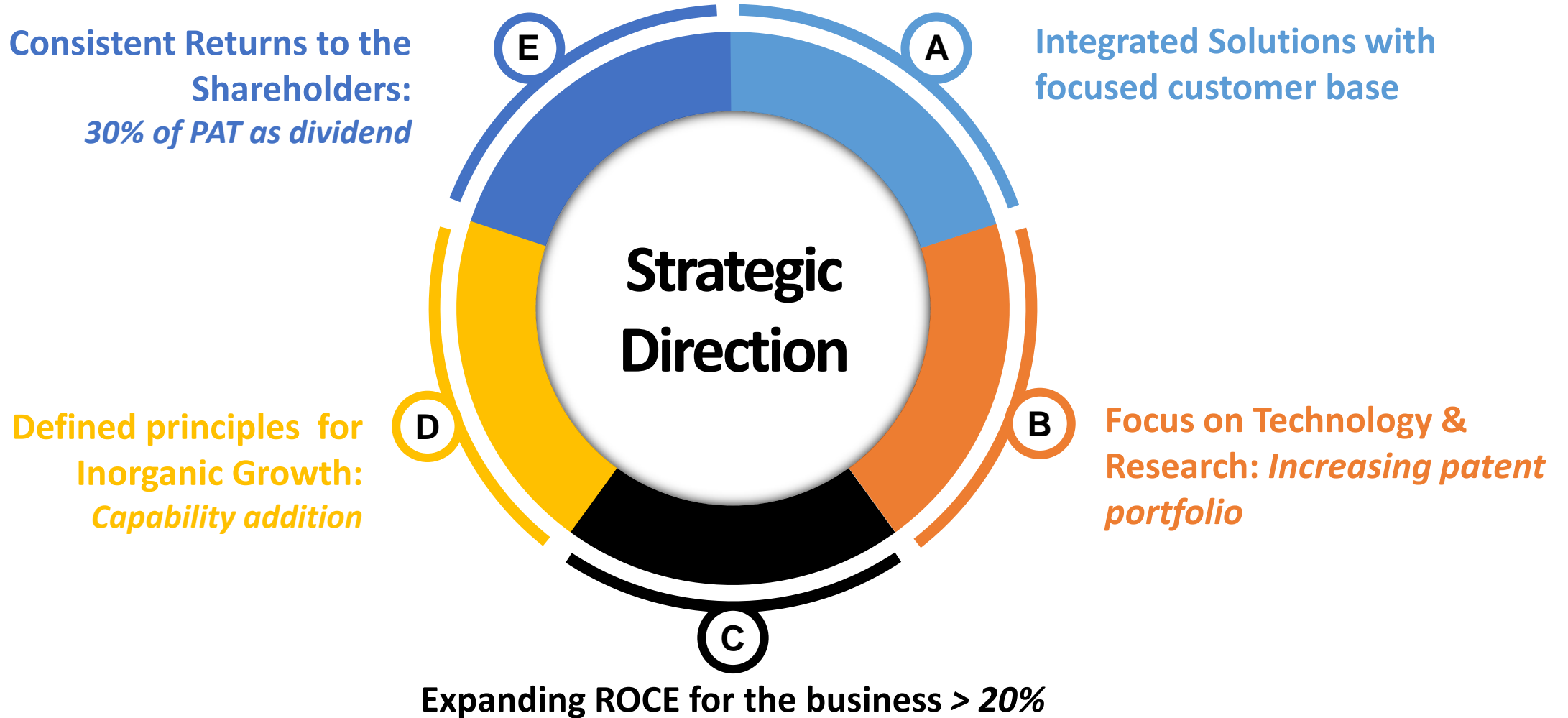
# 5 Year Performance



- Stronger growth in EBITDA CAGR growth at 38%
- ROCE for the business stands at 21% for FY17

# Strategic Direction





Thank You

