

KEY HIGHLIGHTS

- **YOY growth of 32% in revenues** translating into an **EBITDA growth of 90% and a PAT growth of 325%**.
- **Highest ever quarterly volumes recorded** for our Optical fiber at 4.6 Mn and Optical fiber cable business at 2.2 Mn.
- **China operations** now running at near full capacity with **Brazil operations** successfully ramping up.
- At revenues of Rs 412 Crores and EBITDA of Rs 88 crores in the Telecom business, this quarter marks the **highest ever Revenues and EBITDA in a quarter** for the telecom segment.
- **Our cabling to fiber ratio for the 9m FY15 was at 42%** as compared to 34% for the same period in FY 14, which is reflective of our increasing market reach to end user and focus on capturing the value across the chain.
- **Revival trend** in the Power business continues with **volumes growth on q-o-q basis**.
- Current **order book** for the company at **Rs 4700 crores**, represents an **increase of almost 80%** from our order book a year back. The business mix of order book is quite balanced with equal spread across telecom and power segments.
- Exports remain healthy at **34% of revenues for nine months in FY15** with a well-diversified geographic mix.
- During the quarter we commissioned the second line of ENICL making us **the only private transmission utility to successfully commission the first private mega transmission project in the country**.
- **Optical fiber cabling capacity will be increased from 8 mn to 15 mn** in light of growing opportunities in optical fiber industry.

PRODUCTS BUSINESS – VOLUME TRENDS

	Q3 FY 15	Q2 FY 15	Q3 FY 14	9M FY 15	9M FY 14	FY 14
OF including China JV (Million fkm)	4.6	4.3	3.4	12.8	10.3	13.8
OF (Million fkm)	3.5	3.0	2.6	9.5	8.7	11.4
OFC (Million fkm)	2.2	1.4	1.6	5.4	3.5	5.2
Conductors (MT)	26,855	14,952	22,925	50,601	76,925	94,587

- Overall OF volumes including China were at 4.6 Million fiber km reflecting a 34% growth on YoY basis.
- OFC Volumes were at 2.2 Millions reflecting a growth of 36% on a YoY basis on the backdrop of **growing demand in our home market and our increasing penetration into global telcos**.

- Our **Conductor volume** for the Quarter were at 26,855 MT which is indicative of the **revival trend** in this business. On a YoY basis, we demonstrated a growth of 17% in the volumes.

COMPANY PERFORMANCE (STANDALONE FINANCIALS)

Profit & Loss Statement

INR Cr

	Q3 FY 15	Q2 FY 15	Q3 FY 14	9M FY 15	9M FY 14	FY 14
Sales	895	592	680	2,051	2,081	2,726
EBITDA	102	81	54	255	198	271
EBITDA %	11%	14%	8%	12%	10%	10%
Depreciation	27	27	26	81	75	103
EBIT	76	54	29	174	123	168
EBIT %	8%	9%	4%	9%	6%	6%
Interest	52	42	23	124	67	95
PBT	24	12	6	51	56	73
Tax	1	(1)	1	6	16	23
Effective tax rate	5%	NA	11%	11%	29%	32%
PAT	23	13	5	45	40	50
PAT %	3%	2%	1%	2%	2%	2%

- **Revenues** for the quarter were at **Rs 895 crores** translating into a healthy growth of **51% QoQ** on the back of a strong performance in both the telecom and power products and solutions segment.
- The profitability continues to show an upward trend with **EBITDA for quarter at Rs 102 Crores**, reflecting an increase of 26% on QoQ basis.
- **Net debt** at a standalone business has **marginally reduced to Rs 1430 crores** from Rs 1490 crores at the end of September 2014.

Telecom Products and Solutions Segment

INR Cr

	Q3 FY 15	Q2 FY 15	Q3 FY 14	9M FY 15	9M FY 14	FY 14
Sales	412	287	283	1,020	784	1,077
EBITDA	88	76	38	234	131	187
EBITDA %	21%	26%	13%	23%	17%	17%
Depreciation	20	18	18	57	53	74
EBIT	68	57	19	176	78	113
EBIT %	17%	20%	7%	17%	10%	10%
Capital employed	1,154	1,063	1,187	1,154	1,187	1,088
ROCE %	24%	22%	6%	20%	9%	10%

- The Telecom products and solutions segment demonstrated a strong growth in this quarter recording **revenues of Rs 412 Crores** translating into a upside of **44% on QoQ basis**. The growth in revenues comes at the backdrop of volume growth in OF, OFC and structured data cables business **and start of revenues from our recently won NFS project**.
- Our **EBITDA** for Telecom business was at **Rs 88 Crores** for the quarter, showcasing 6 quarters of continuous growth
- The order book for this segment remains healthy at Rs 2300 crores and we continue to add clients in new geographies as well as increase our penetration with existing clients

Power Products and Solutions Segment

INR Cr

	Q3 FY 15	Q2 FY 15	Q3 FY 14	9M FY 15	9M FY 14	FY 14
Sales	461	287	383	978	1,256	1,587
EBITDA	14	6	17	22	67	85
EBITDA %	3%	2%	4%	2%	5%	5%
Depreciation	7	9	7	23	22	29
EBIT	7	(3)	10	(2)	45	55
EBIT %	2%	-1%	3%	NA	4%	3%
Capital employed	392	497	384	392	384	375
ROCE %	8%	-3%	10%	NA	16%	15%

- The Power products and solutions segment continues its **path to recovery** and has seen an increase in volume uptake
- **Order book at Rs 2400 crores** remains healthy and well diversified with exports nearly accounting for 40% of total order book.

Power Transmission business

- With commissioning of the second line of ENICL in this quarter, we have become **the only private transmission utility to successfully commission the first private mega transmission project in the country.**
- This quarter also marked the commissioning of two additional transmission lines and two substations of **BDTCL** project. With this milestone, we have **now four fully commissioned lines out of six and two substations ready**, which represents nearly 60% of the total tariff flow for the BDTCL project.
- With progressive completion underway for different elements of our first three projects, **our revenues from this business were at Rs 46 crores** which reflects an increase of 156% compared to previous quarter revenues of Rs 18 crores. The current revenue generating elements of the first three projects have an annualized revenue run rate of Rs 287 crore as compared to a annualized run rate of about Rs. 68 crores at the end of previous quarter
- We anticipate **BDTCL and JTCL projects to be fully operational in the next 2 quarters.**
- Our **total project investment stood at Rs 4650 crores** of which Rs 1650 crores was funded equity (1200 crores from Sterlite Technologies and Rs 450 crores from Standard Chartered Private Equity) and Rs 3000 crore of external project level debt

INVESTOR EARNINGS CALL DETAILS

The Company will be hosting an earnings update call on Thursday 22nd January 2015 at 16:00 hrs. The conference call login details are below.

Primary Number: +91 22 6746 5814
Secondary Number: +91 22 3938 1080

Please dial the above number at least 5 minutes prior to the conference schedule to ensure that you are connected in time

INVESTOR RELATIONS CONTACT

Vishal Aggarwal
Sterlite Technologies Limited
Phone: +91.20.30514000
vishal.aggarwal@sterlite.com

COMPANY PERFORMANCE (CONSOLIDATED FINANCIALS)
Profit & Loss Statement and Segmental breakdown (Rs. in Lacs)

Particulars	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
	Quarter ended		Nine Month ended		Year ended	
	Dec 14 (Unaudited)	Dec 14 (Unaudited / Unreviewed)	Dec 14 (Unaudited)	Dec 14 (Unaudited / Unreviewed)	Mar 14 (Audited)	Mar 14 (Audited)
Income from Operations						
a) Net Revenue	87,323	86,076	199,793	202,610	266,358	250,098
b) Other Operating Income	2,130	2,138	5,307	5,315	6,276	6,287
Total Income from operations (Net)	89,453	88,214	205,100	207,925	272,634	256,385
Total Expenditure	82,121	78,647	190,455	191,566	257,493	242,178
a) Cost of materials consumed	58,913	52,462	129,416	121,113	177,686	156,451
b) Purchase of stock-in-trade	1,147	1,144	3,904	3,904	2,812	2,826
c) (Inc) / Dec in finished goods, stock-in-trade & WIP	131	(580)	(2,888)	(2,749)	(1,805)	(2,277)
d) Staff Cost	3,281	4,313	10,167	12,429	12,239	14,258
e) Depreciation & Impairment	2,663	4,687	8,075	12,191	10,288	13,331
f) Other Expenditure	15,986	16,621	41,781	44,678	56,273	57,589
Operating profit before other income, interest and tax	7,332	9,567	14,645	16,359	15,141	14,207
Other Income	252	363	2,803	3,323	1,695	2,250
Profit before interest and tax	7,584	9,930	17,448	19,682	16,836	16,457
Net Interest Cost	5,164	9,057	12,372	19,716	9,528	17,978
Profit / (loss) before tax	2,420	873	5,076	(34)	7,308	(1,521)
Tax Expenses	114	217	565	649	2,288	2,431
Net Profit after tax	2,306	656	4,511	(683)	5,020	(3,952)
Adjustment for Minority Interest		(129)		(112)		(401)
Net Profit / (loss) after Tax & Minority Interest	2,306	785	4,511	(571)	5,020	(3,551)

Particulars	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
	Quarter ended		Nine Month ended		Year ended	
	Dec 14 (Unaudited)	Dec 14 (Unaudited / Unreviewed)	Dec 14 (Unaudited)	Dec 14 (Unaudited / Unreviewed)	Mar 14 (Audited)	Mar 14 (Audited)
Segment Revenue						
Power Product and Solutions	46,138	46,138	97,779	97,779	158,687	158,687
Telecom Product and Solutions	41,185	43,289	102,014	107,906	107,671	110,486
Power Transmission Grid		4,608		8,012		5,413
Inter-segment elimination		(7,959)		(11,087)		(24,488)
Total	87,323	86,076	199,793	202,610	266,358	250,098
Profit before interest, depreciation and tax						
Power Product and Solutions	1,434	1,499	2,172	1,749	8,456	8,193
Telecom Product and Solutions	8,813	9,005	23,351	22,934	18,668	18,123
Power Transmission Grid		4,136		7,211		3,633
Unallocable		(23)		(21)		(161)
Total	10,247	14,617	25,523	31,873	27,124	29,788
Profit before Interest and Tax						
Power Product and Solutions	740	803	(170)	(593)	5,516	5,253
Telecom Product and Solutions	6,844	6,463	17,618	15,728	11,320	9,374
Power Transmission Grid		2,695		4,589		2,014
Unallocable		(31)		(42)		(184)
Total	7,584	9,930	17,448	19,682	16,836	16,457
Net Interest Cost	5,164	9,057	12,372	19,716	9,528	17,978
Profit / (loss) before tax	2,420	873	5,076	(34)	7,308	(1,521)
Capital Employed (Segment Assets- Segment Liabilities)						
Power Product and Solutions	39,237	32,726	39,237	32,726	37,546	33,140
Telecom Product and Solutions	115,430	127,977	115,430	127,977	108,790	121,714
Power Transmission Grid		470,856		470,856		373,190
Unallocable	135,217	21,433	135,217	21,433	108,190	20,250
Total	289,884	652,992	289,884	652,992	254,526	548,294

Consolidated numbers for Q3 2014-15 have not been reviewed or audited by statutory auditors



ABOUT STERLITE TECHNOLOGIES

Sterlite Technologies Limited (STL) develops & delivers products, solutions and infrastructure for telecom & power transmission networks, globally. STL is among the global leaders in all its business areas of Optical Fiber, Fiber Optic Cables, Power Conductors and HV / EHV Power Cables through its operations in India, China & Brazil. As the most integrated Optical Fiber Company in the world, STL is pioneering Fiber-to-the-Home (FTTH) deployment in the country to enable high speed broadband connectivity. STL is developing several transmission infrastructure projects spanning over 5000 Circuit Kms, across India. Listed on Stock Exchanges BSE & NSE in Mumbai, India, Sterlite Technologies is a public company with broad shareholder base.