



Earnings Presentation: Q4 & FY17

April 27, 2017



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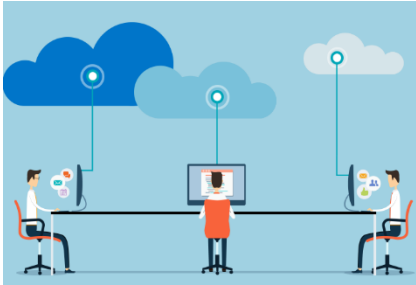
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Hyper Connected world



Industrial trends



Cloud Computing



M2M



Artificial Intelligence

Consumer trends



Wearable Tech



Smart Homes

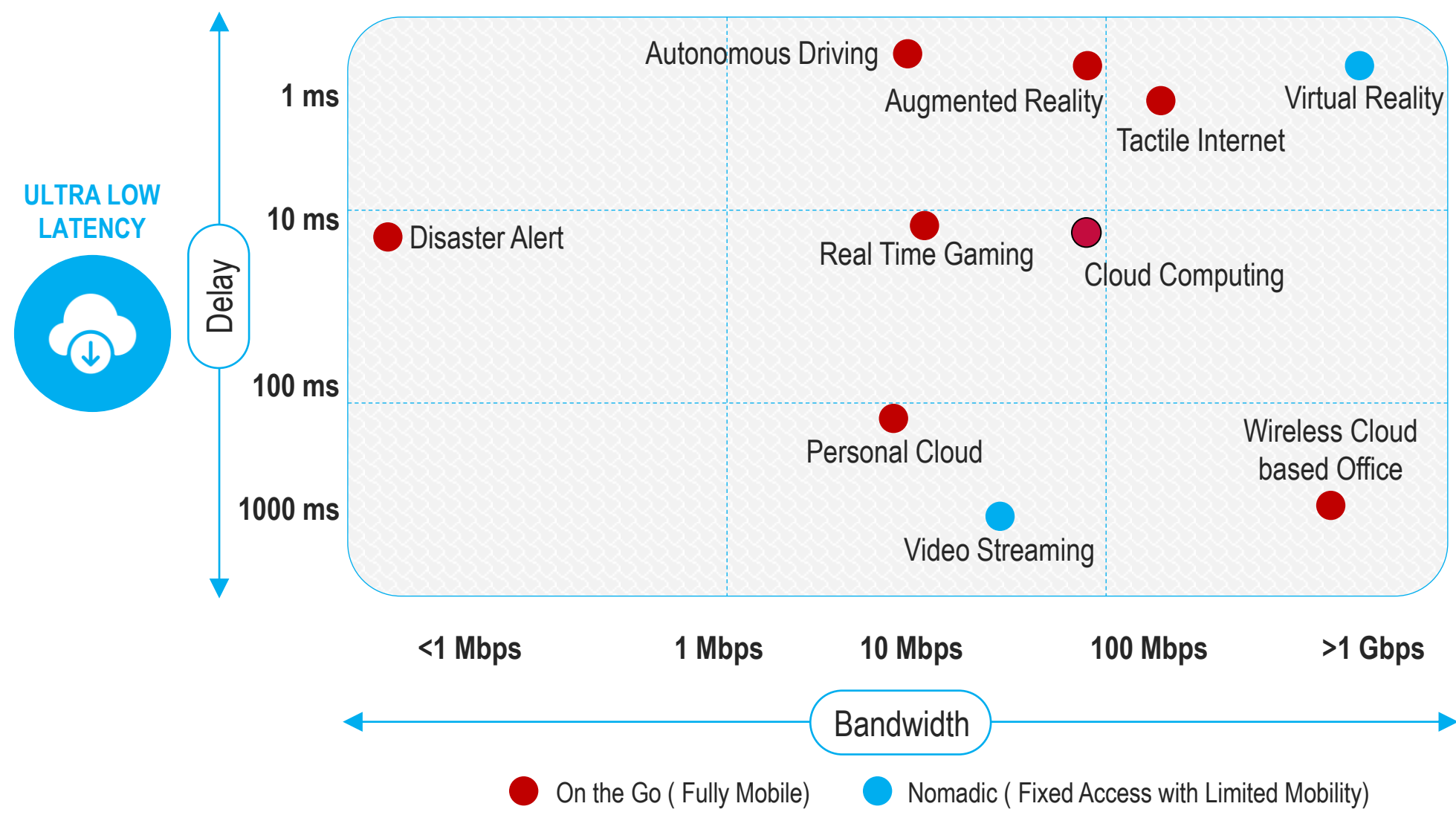



Driverless Car




8K UHD Video Streaming

All New Technologies driving Hyper-Connected Data Networks







Denser Network



Data Center




Low Latency Network



Ultra High Speed Network

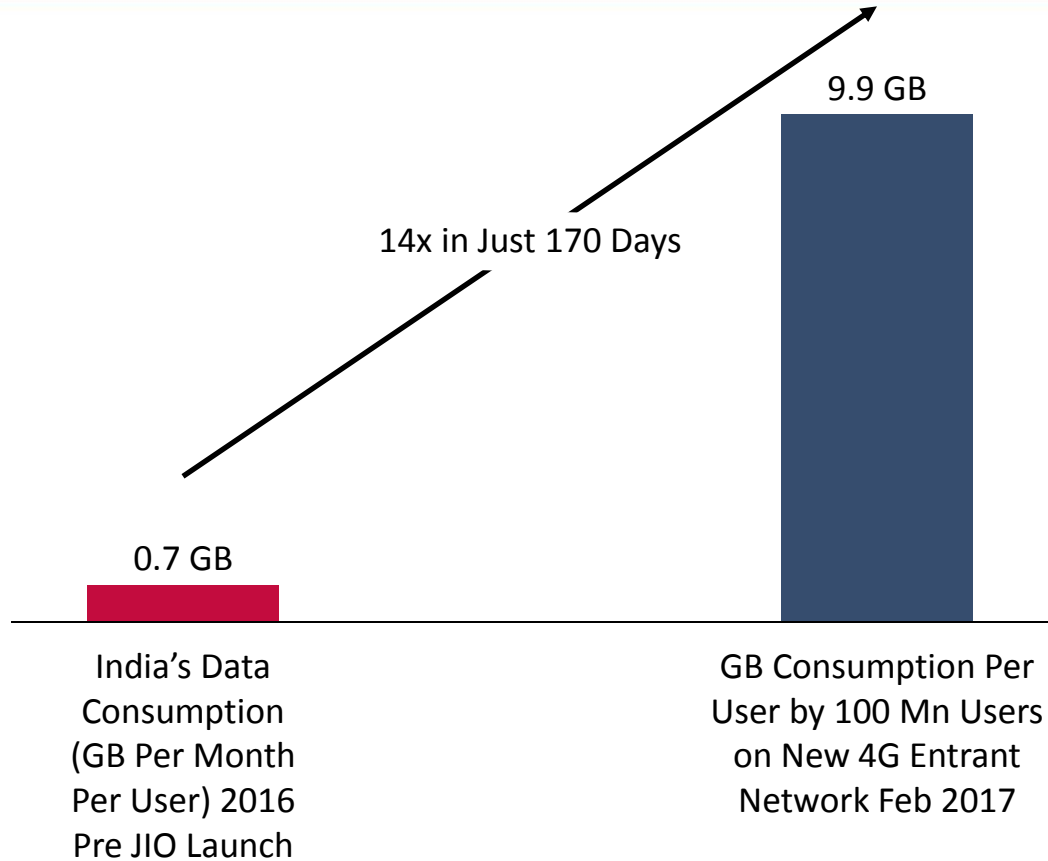
HYPER CONNECTIVITY



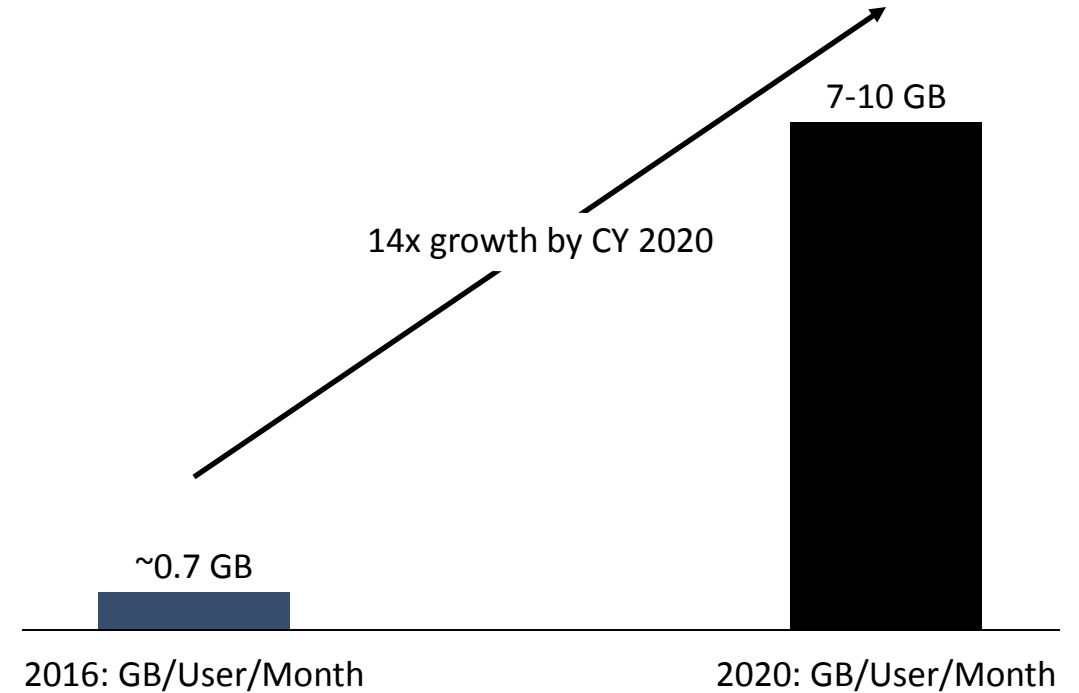
Source: GSMA, Company estimates

Exponential Data Growth on Data Networks

India's New 4G Network Entrant

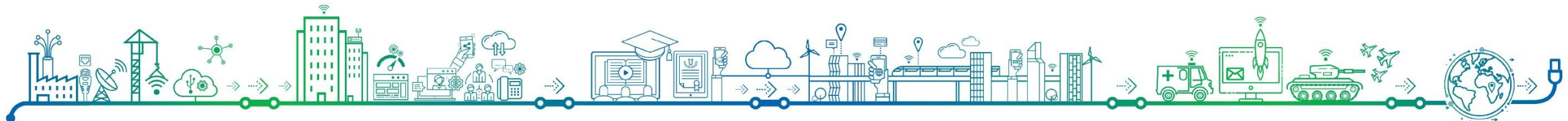


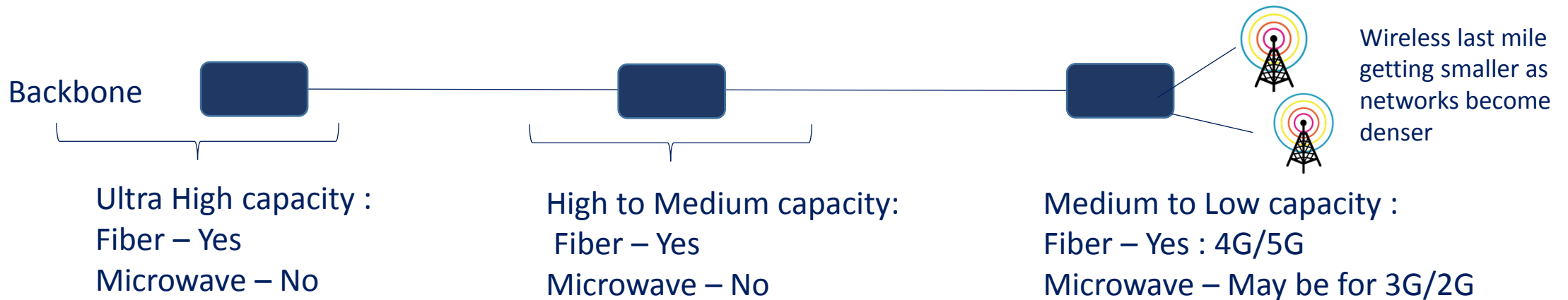
India's GB Consumption



- 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

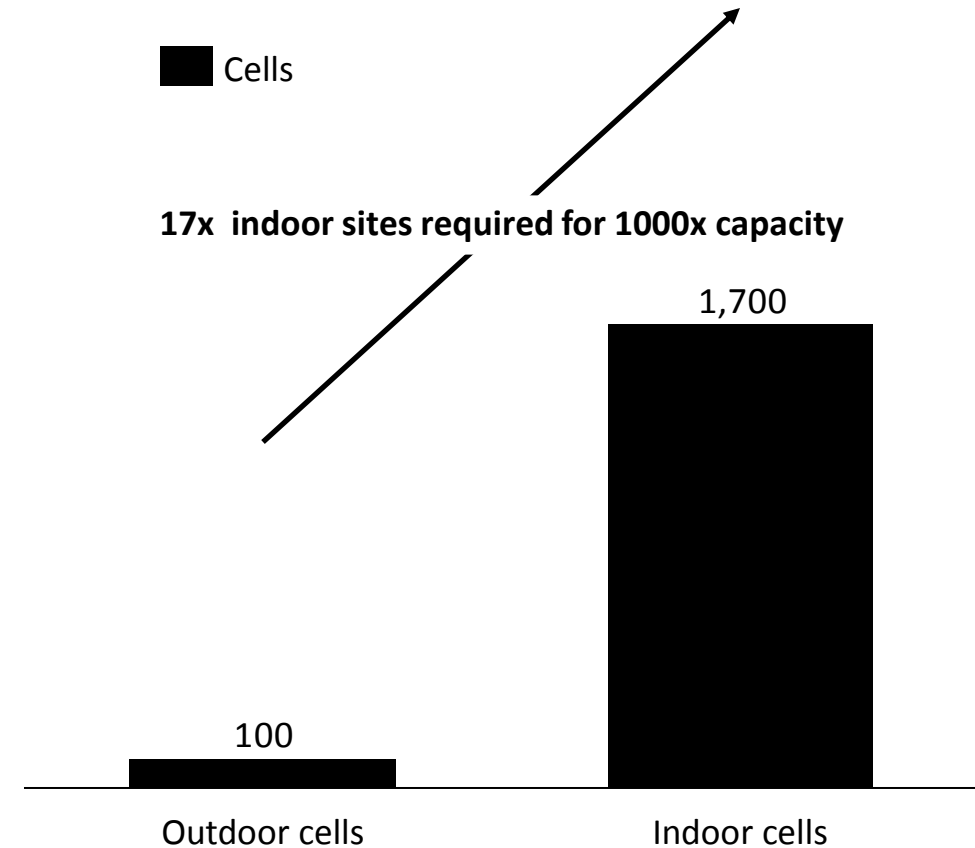
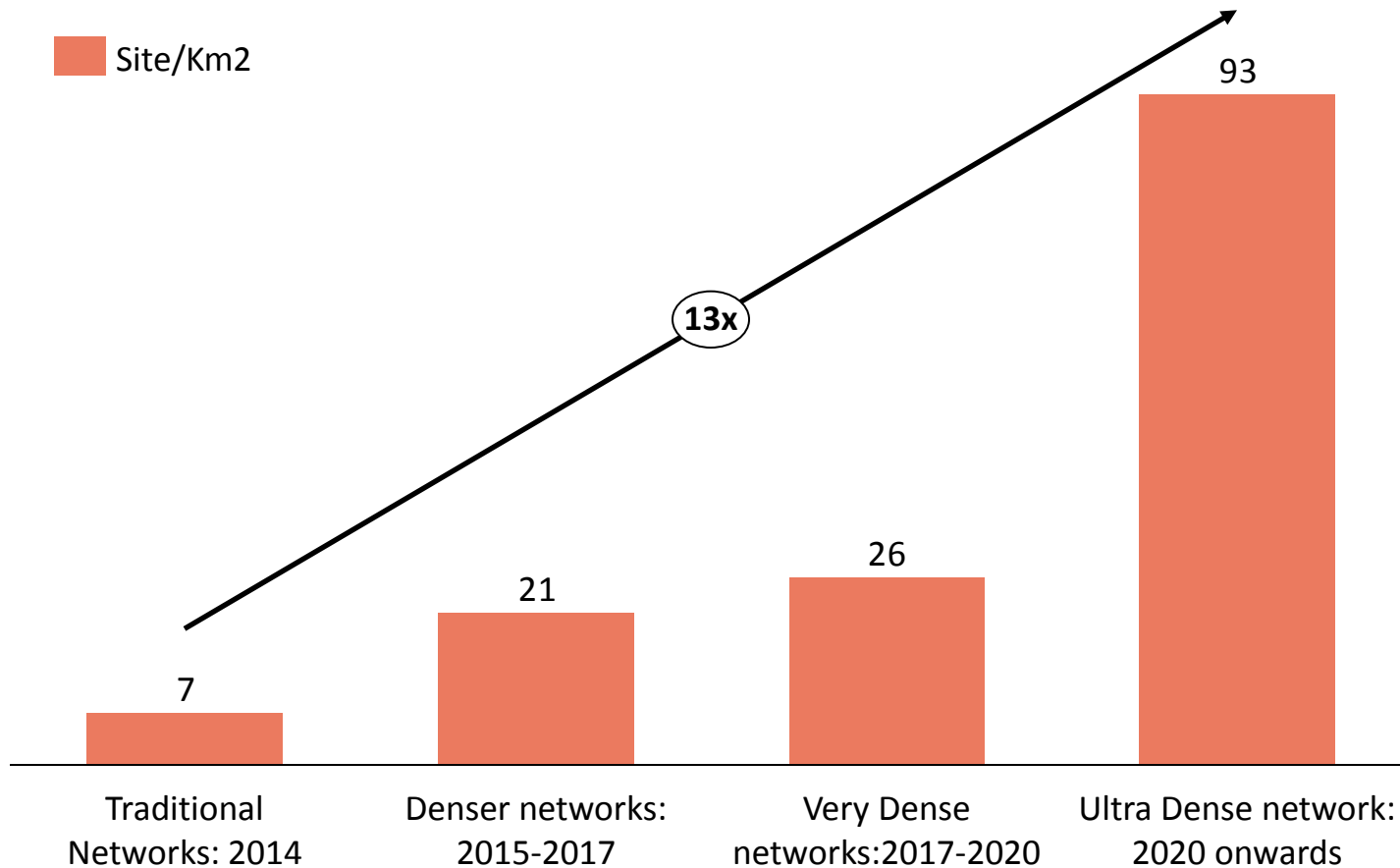
Fiber at the Core of Networks





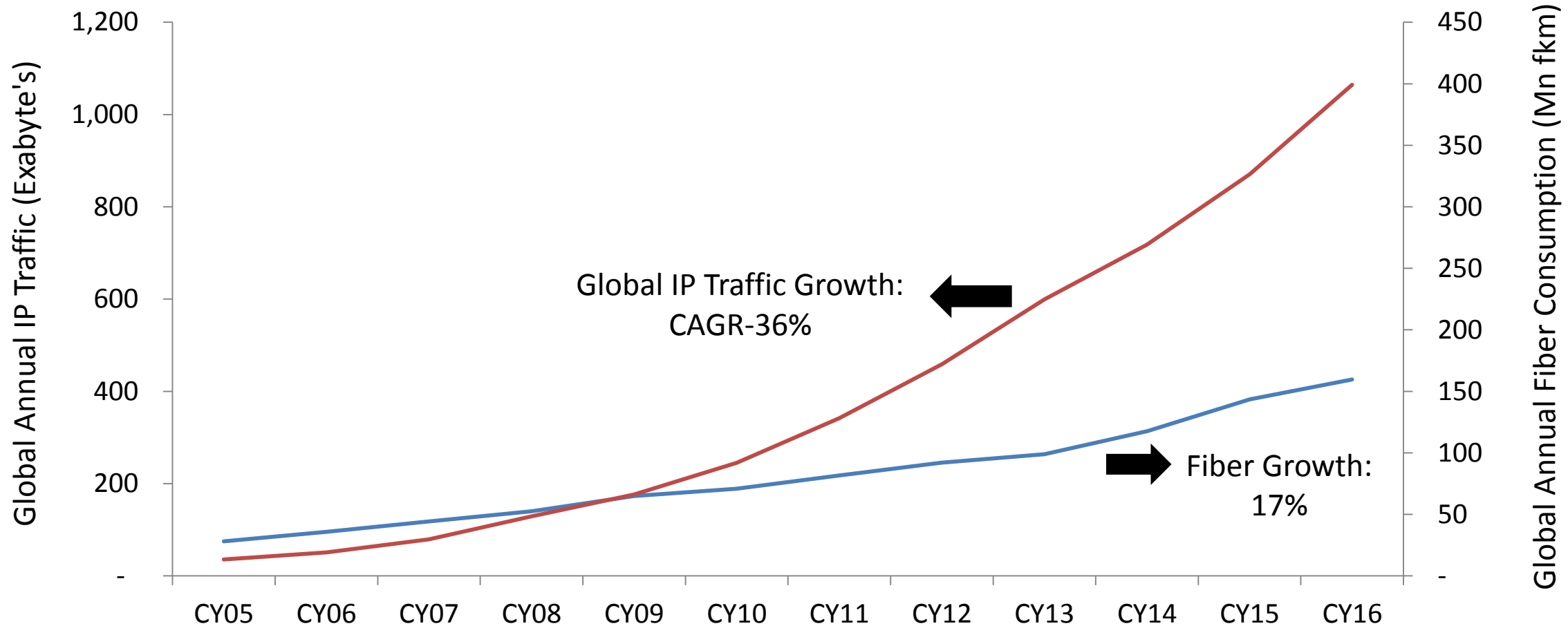
- Source: Citi Research, FCC, Company estimates

Networks are Getting Increasingly Denser



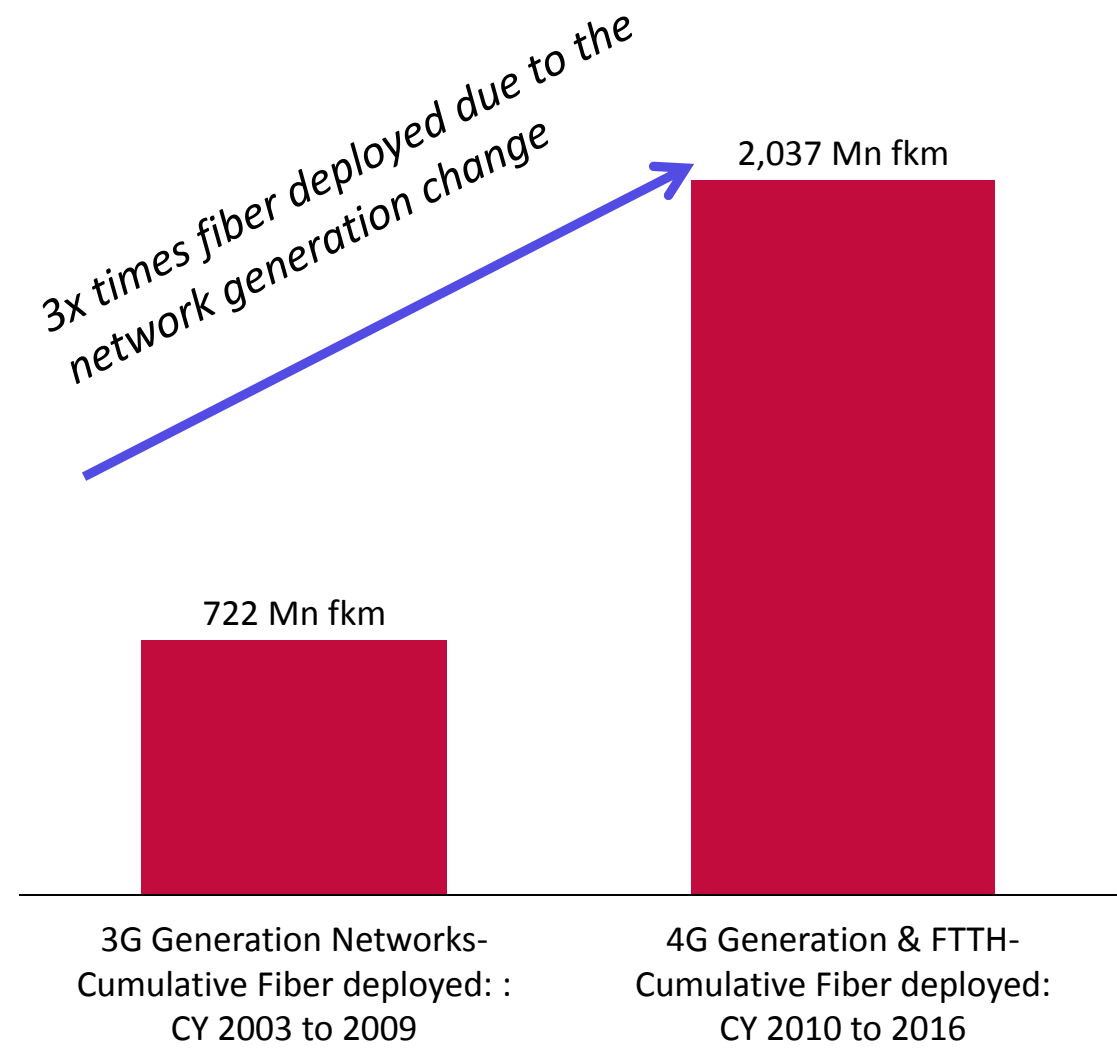
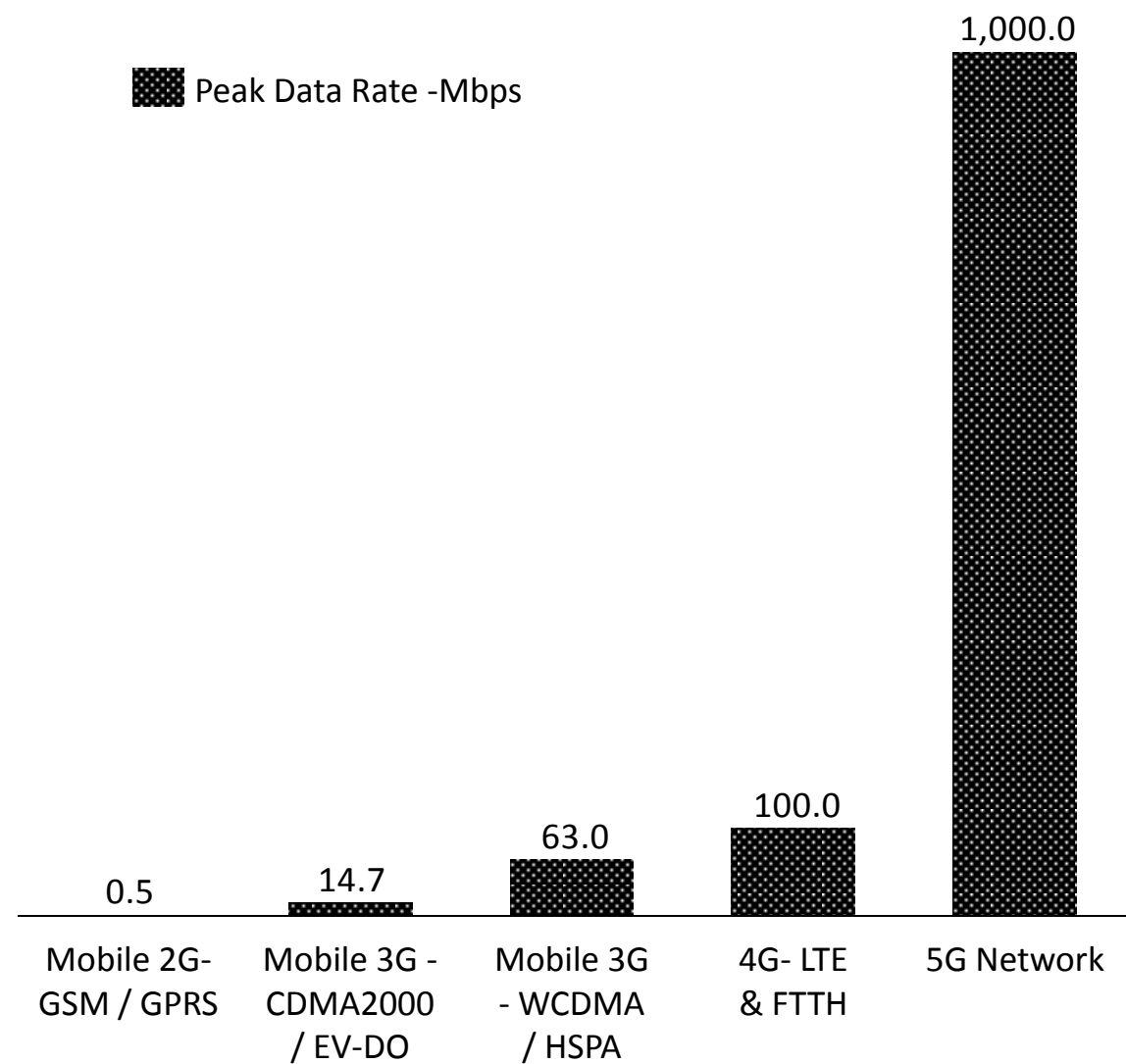
- Increasing cellular site density will need to be supported by fiber

Global IP Traffic driving fiber demand

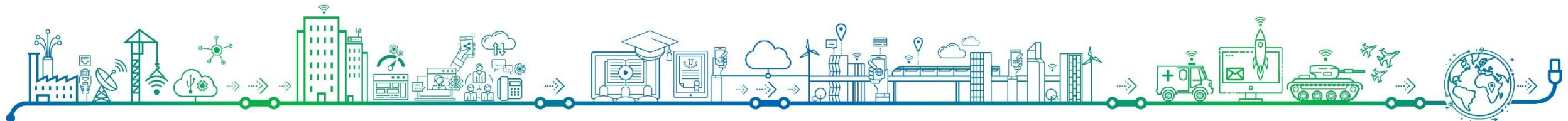


- Global data consumption is directly proportional to the Fiber growth

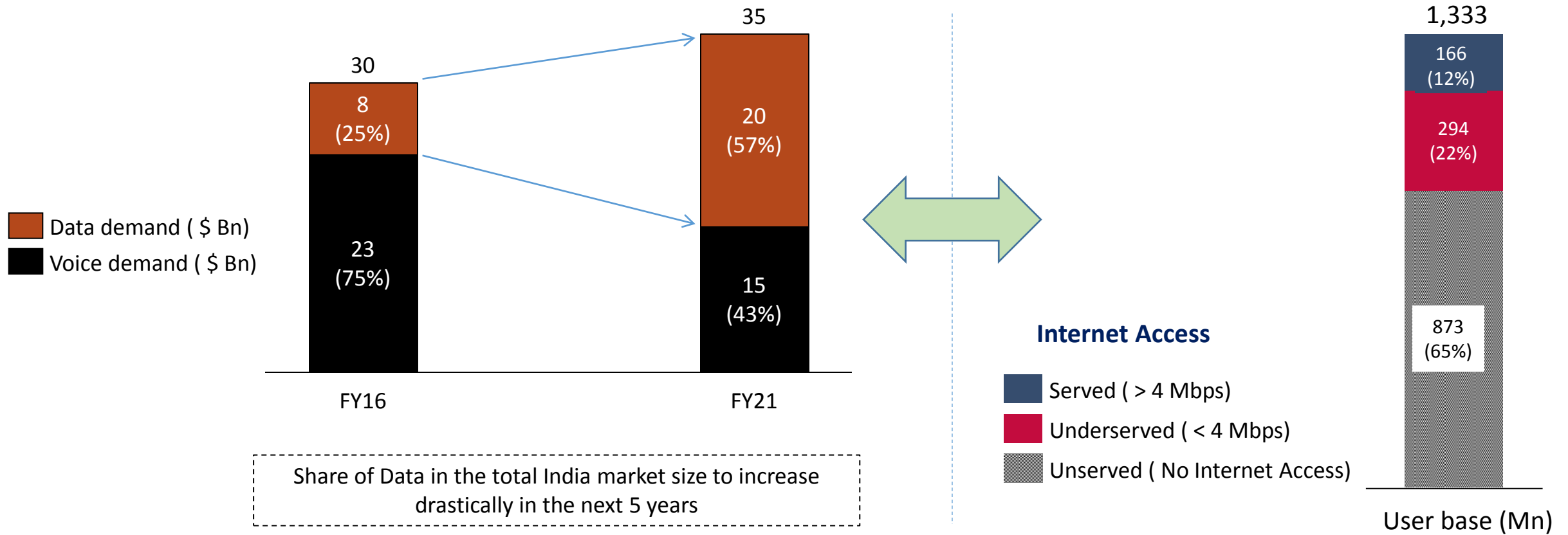
5G to drive new demand for fiber



India on the Inflexion Curve

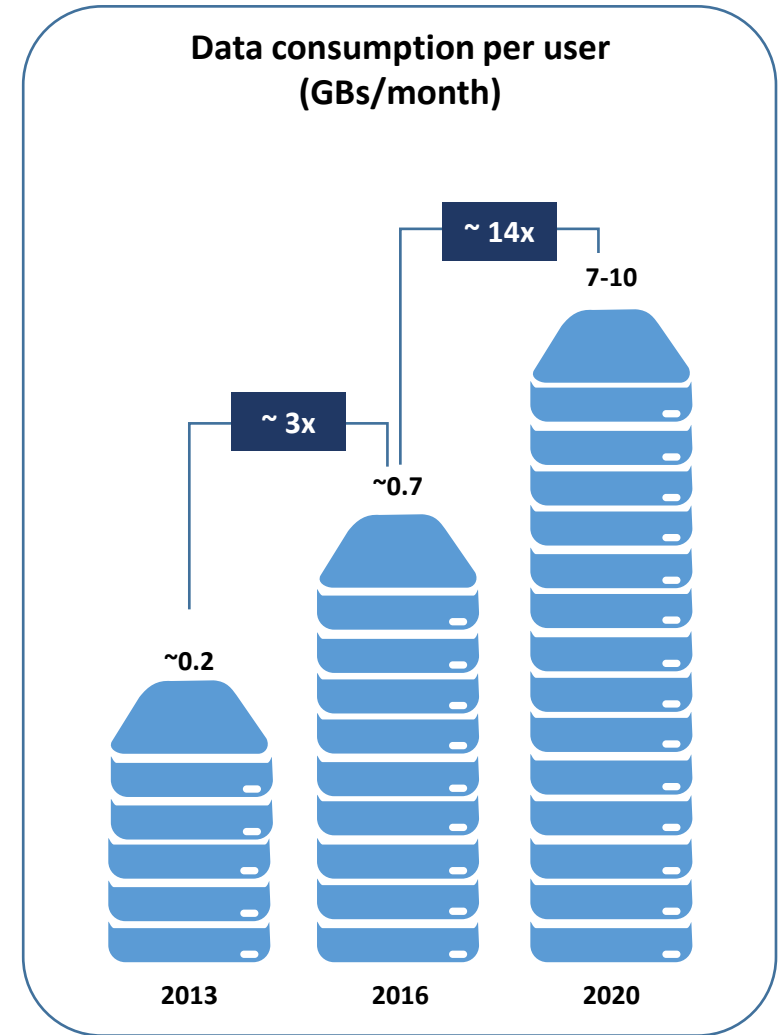
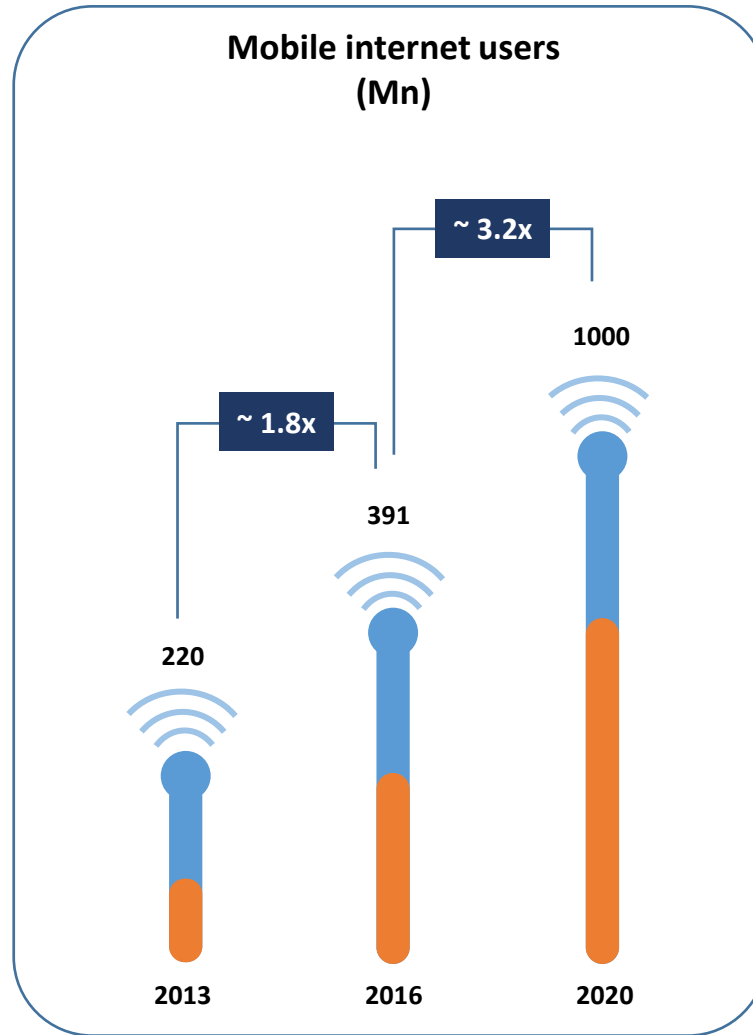
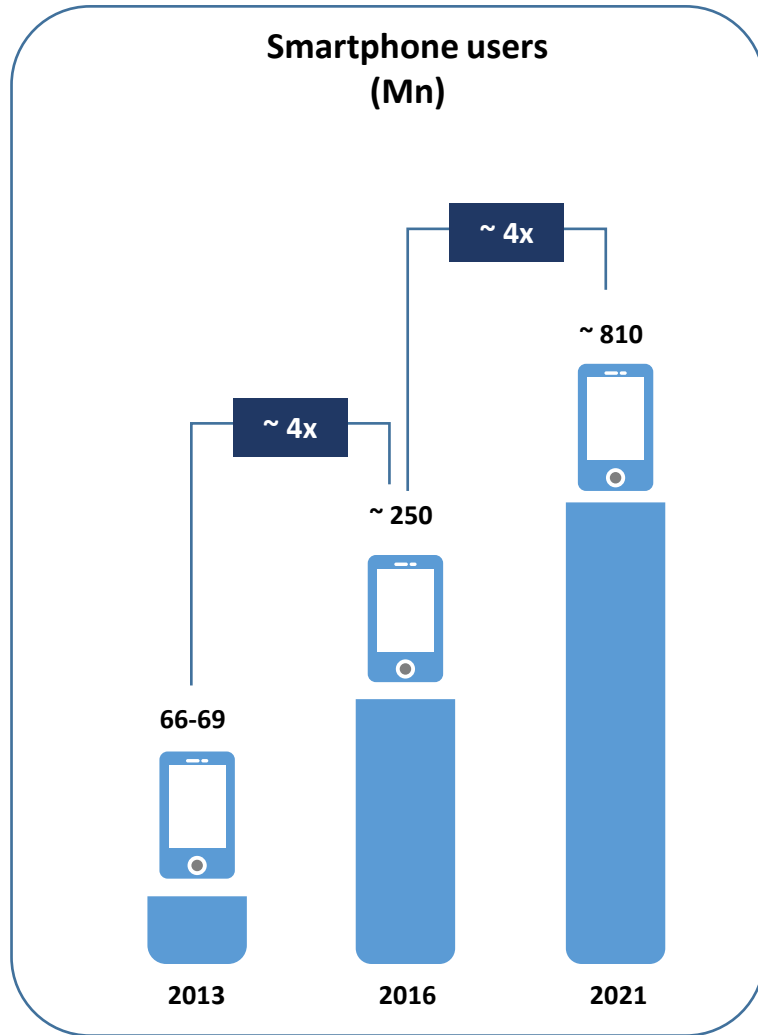


India is at the point of data inflexion



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

Data Consumption set to explode





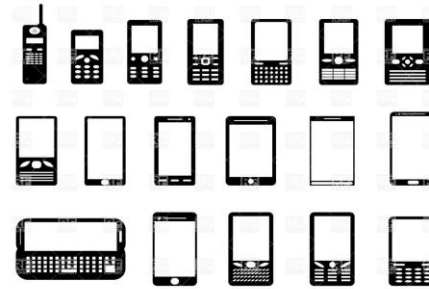
Aadhaar

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



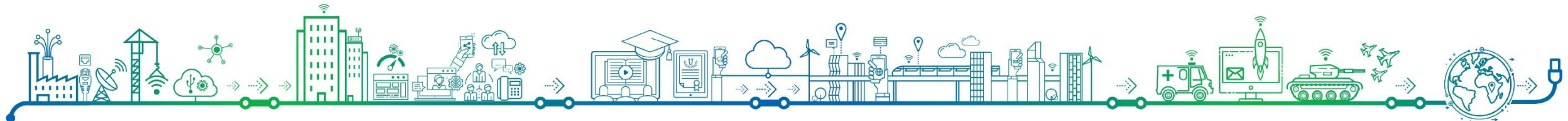
Digital Ecosystem Creation: Payment banks, UPI, Citizen centric services



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



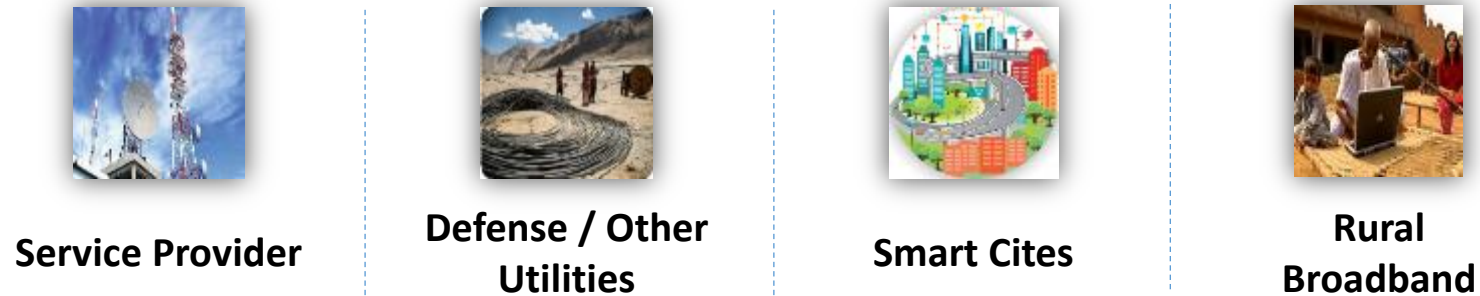
Focused on the Connectivity Opportunity

Global Trends



Next Generation Digital Network Creation Opportunity

Diverse Customer Base



Across wide spectrum of customer base

Comprehensive Offerings

Design

+

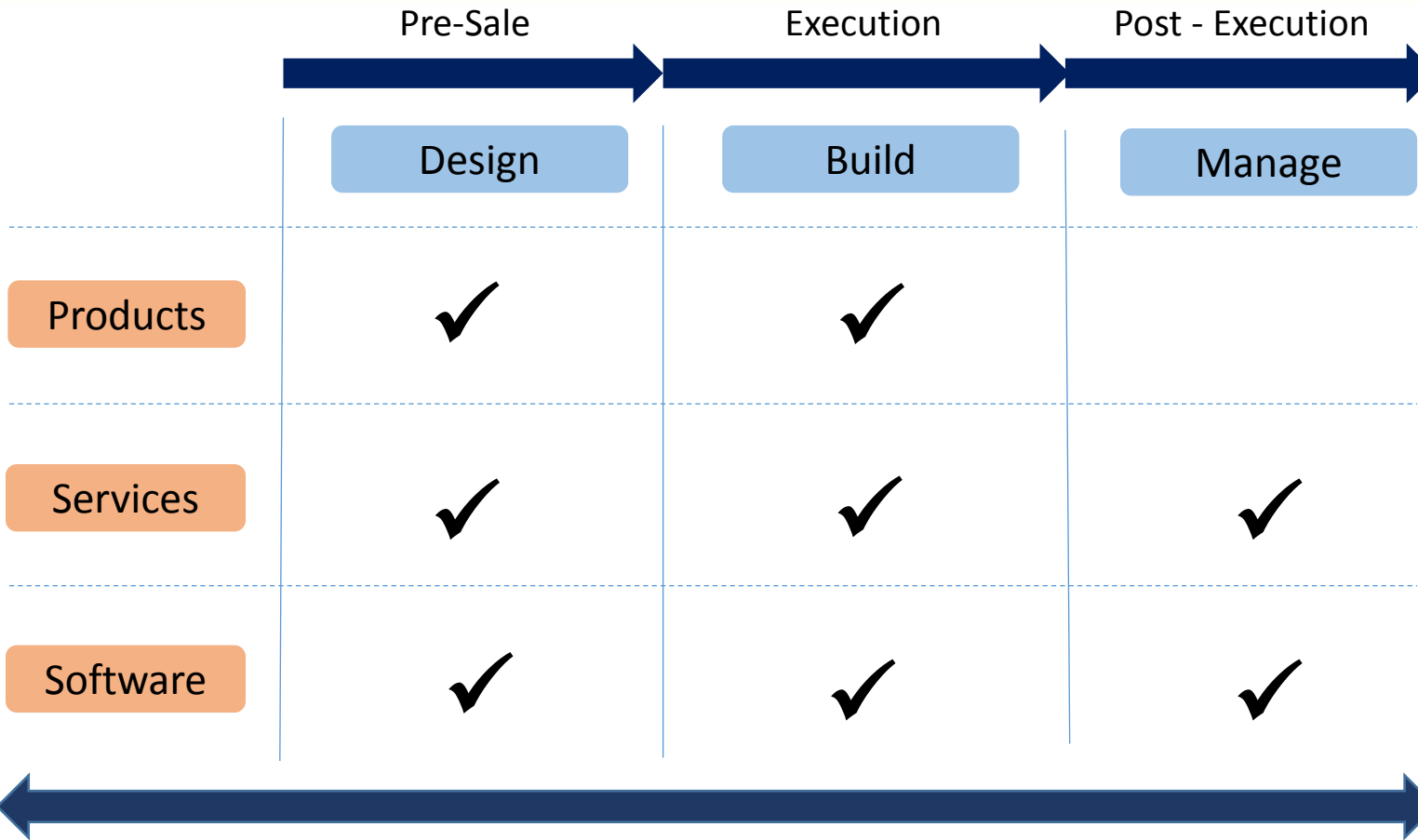
Build

+

Manage

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

Focus on Integrated offerings for each customer



Service Providers



Smart Cities



Rural Broadband



Defense/ Utilities

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

With Technology at the Core of Our Offerings



Center of Excellence,
Aurangabad



Center for Smarter Networks,
Gurgaon



Sterlite Academy

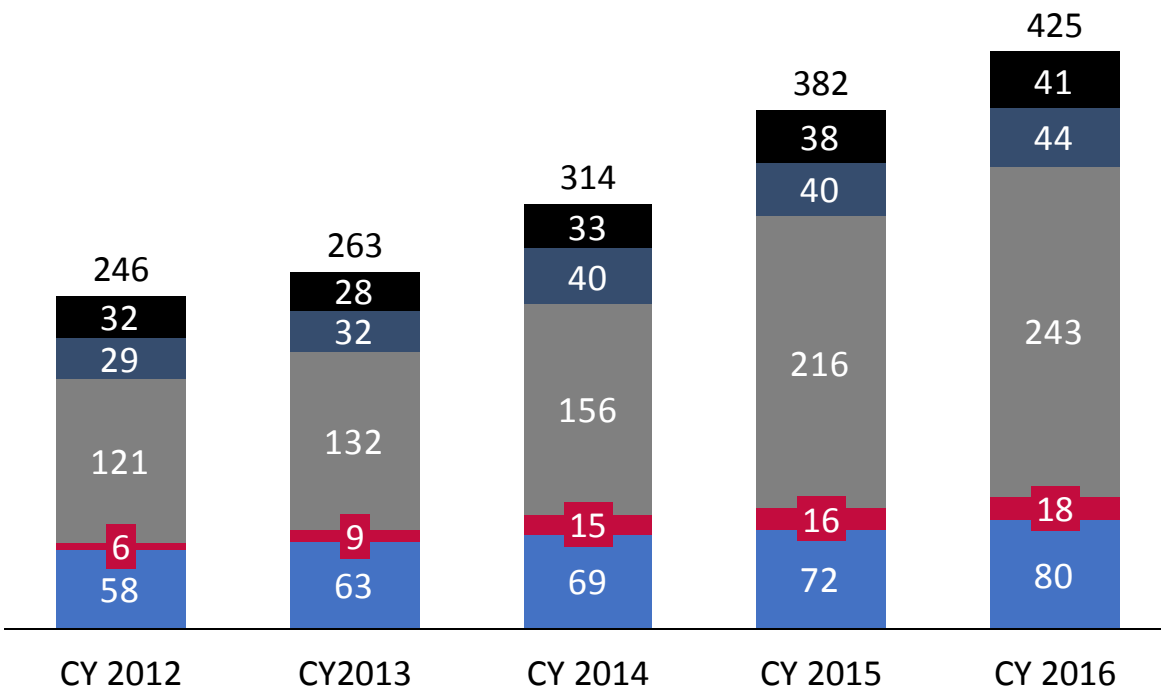
- State of art research focused on material science and Glass composition for advanced fiber optics
- Strong Patent portfolio of 146 patents across geographies
- Building advance technologies Fiber systems for next generation networks: 5G, Pre-connected Solutions for FTTx, IBS/DAS/ Wifi kits
- Sterlite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

Way forward

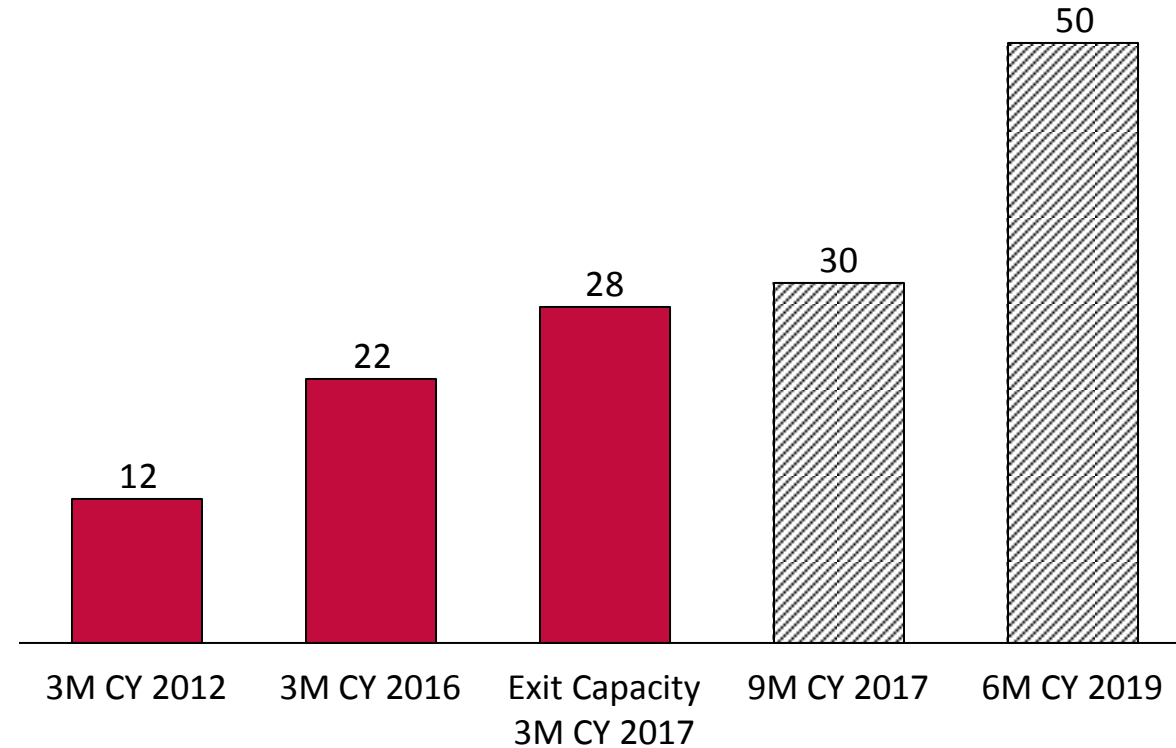


Global Scale to drive growth for products

Global Optical Fiber Cable Demand (Mn fkm)



Our Capacity (Mn fkm)

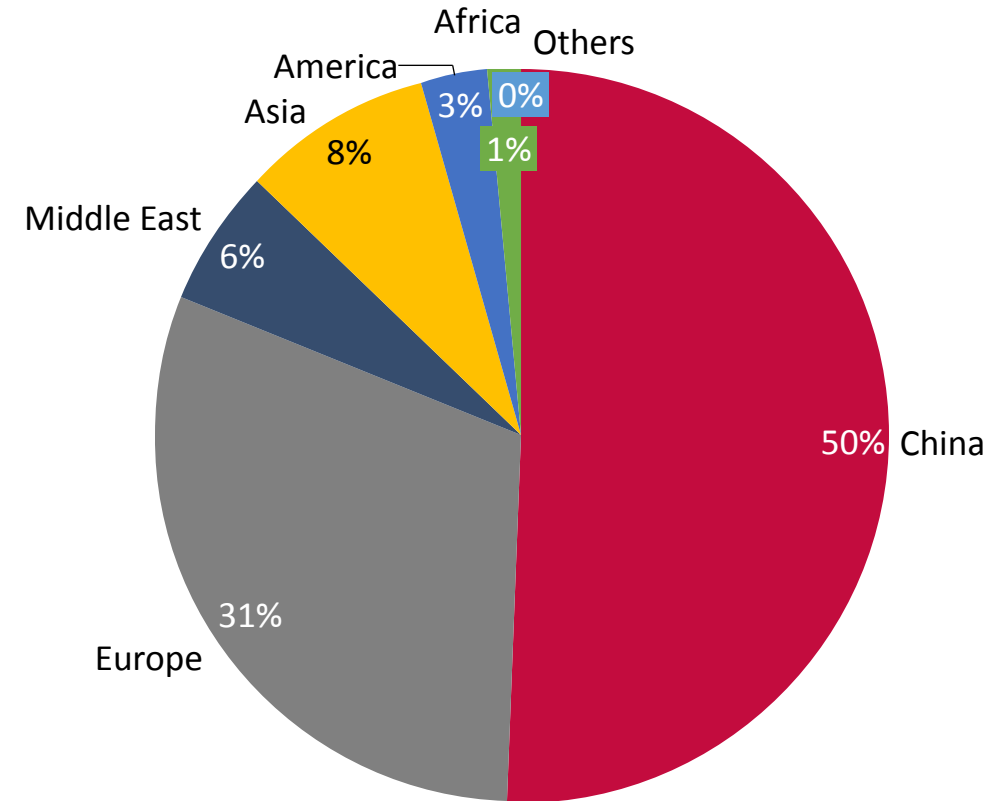
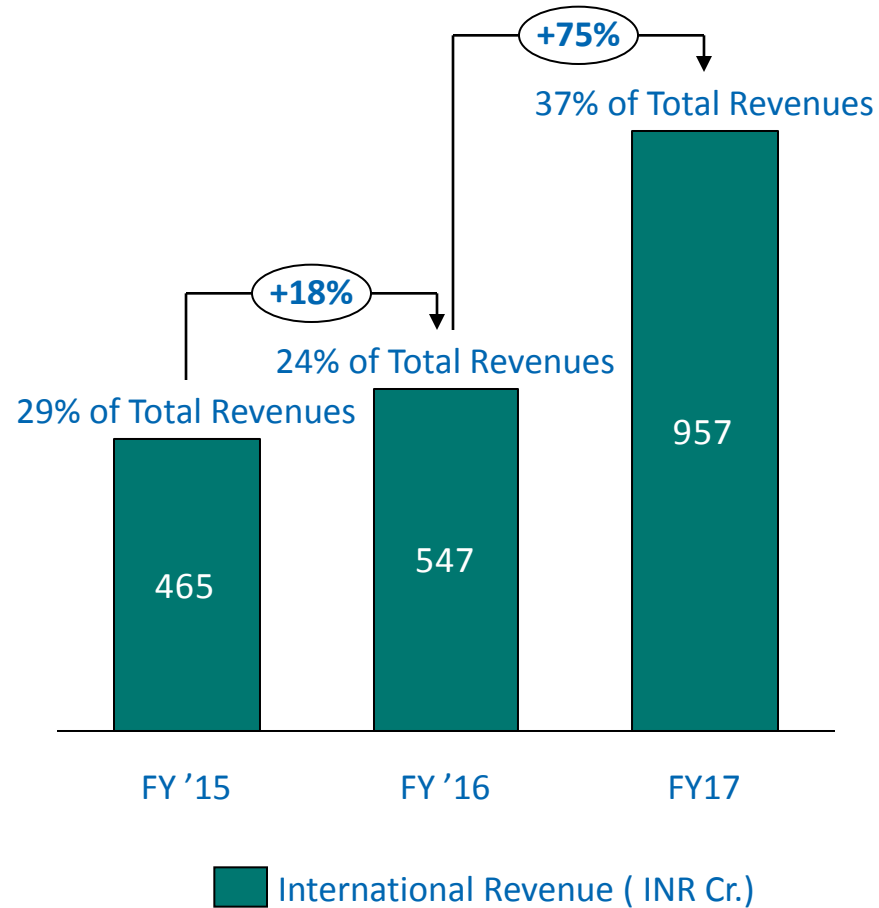


United States Europe China India Others

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

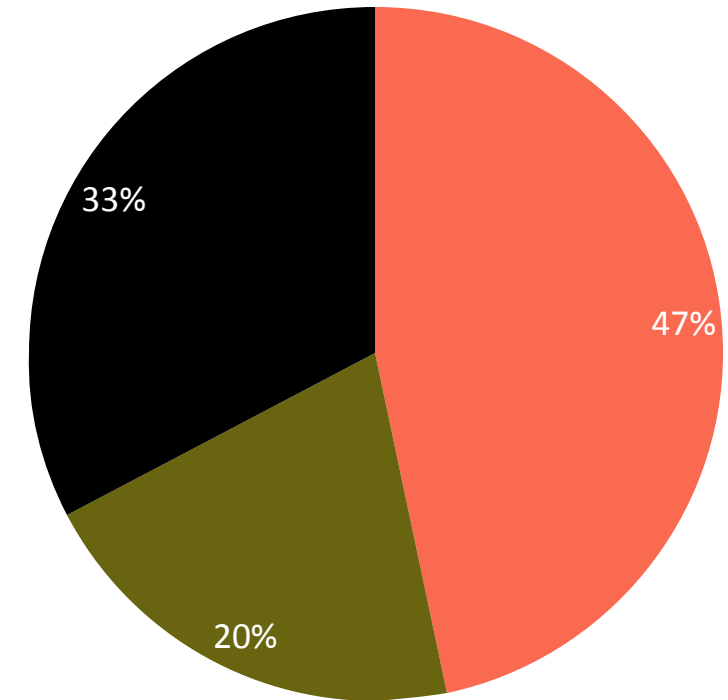
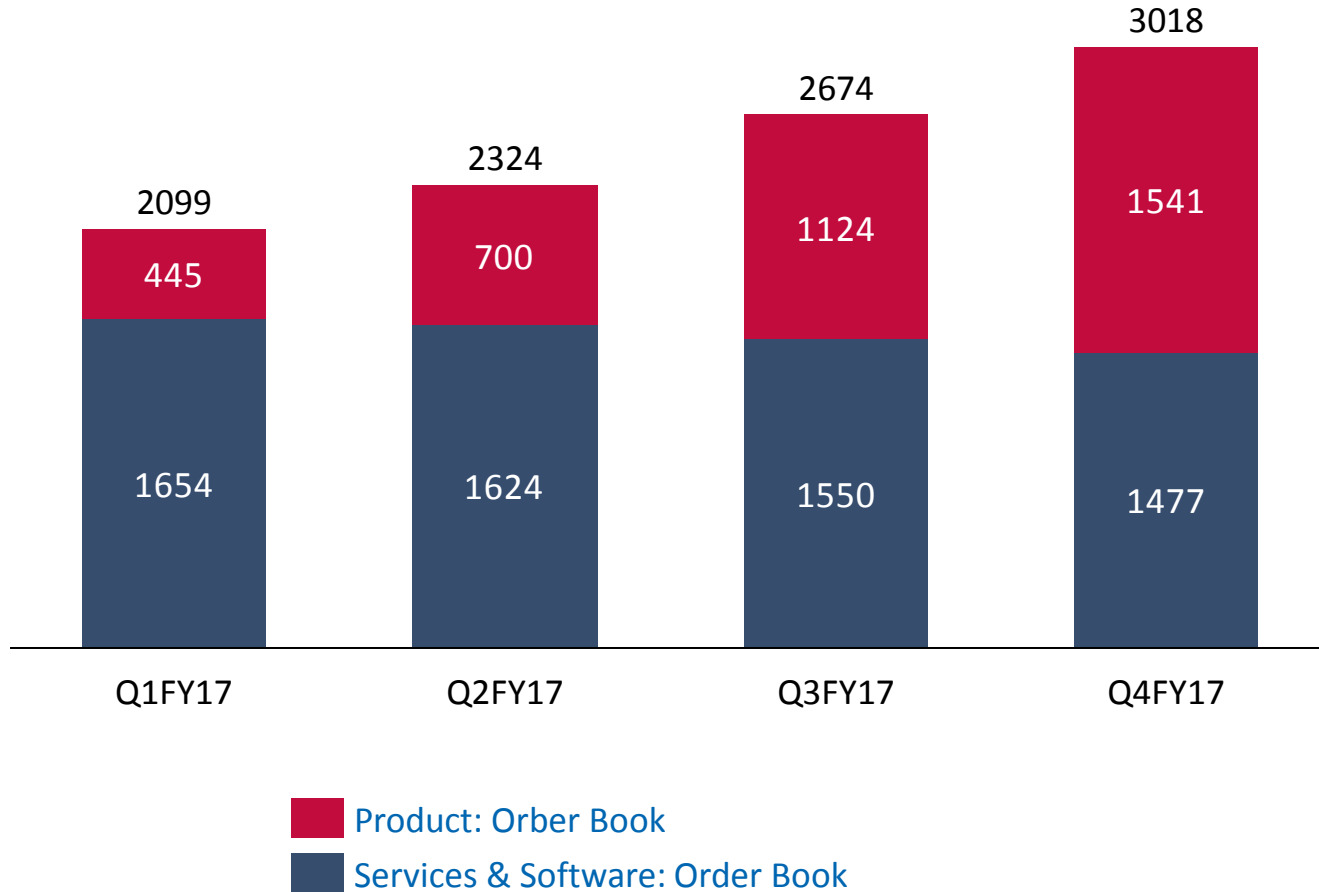
Increasing global reach adding new geographies



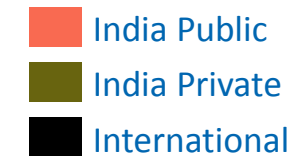
FY17 Geographical split in revenues from International Market

➤ Revenue contribution from International markets was 37% for Q4FY17

Long Term Customer Engagement to Drive Predictability

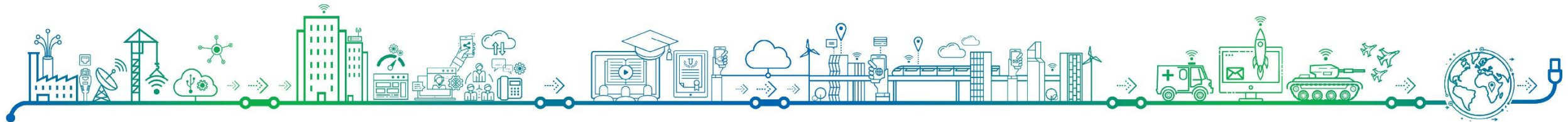


Q4FY17 Order Book Mix



- 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"**

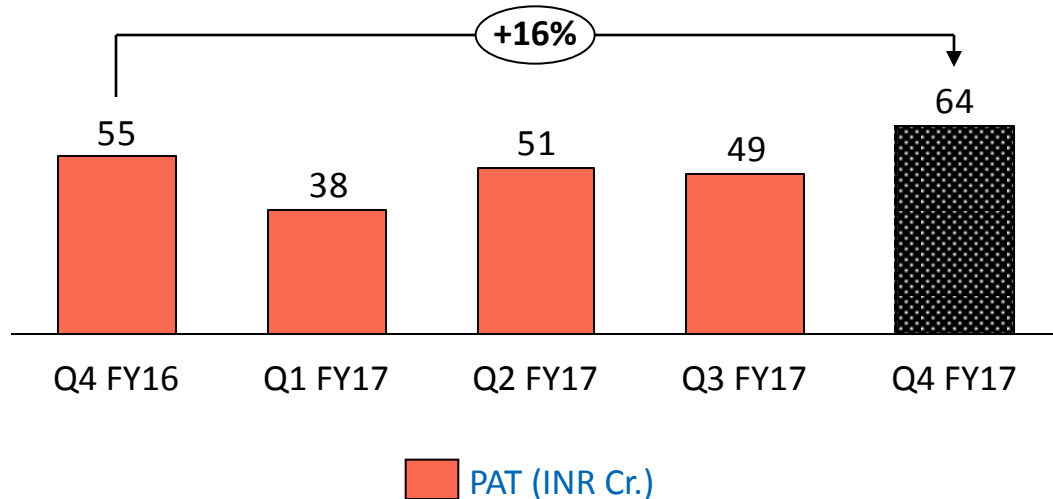
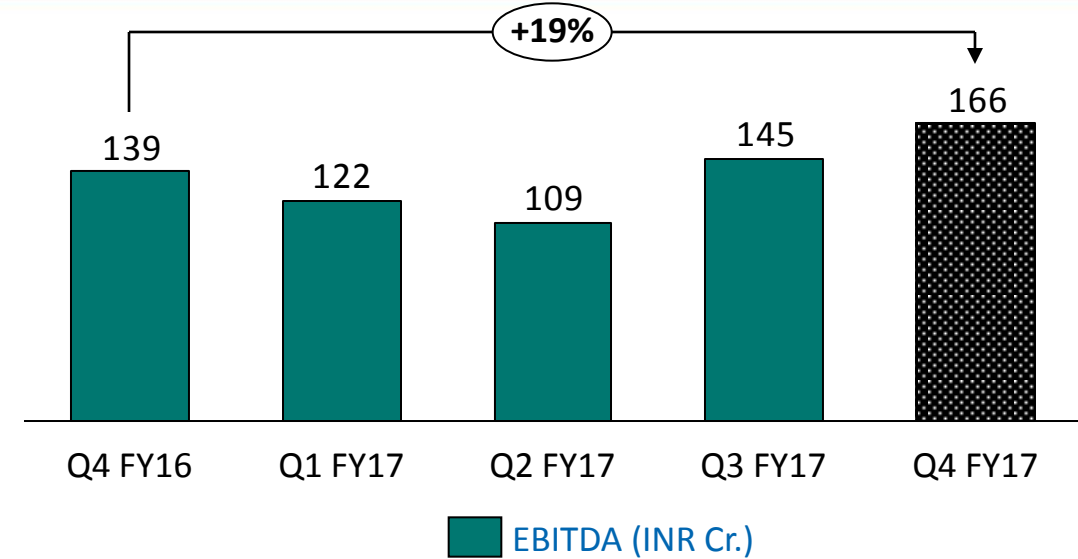
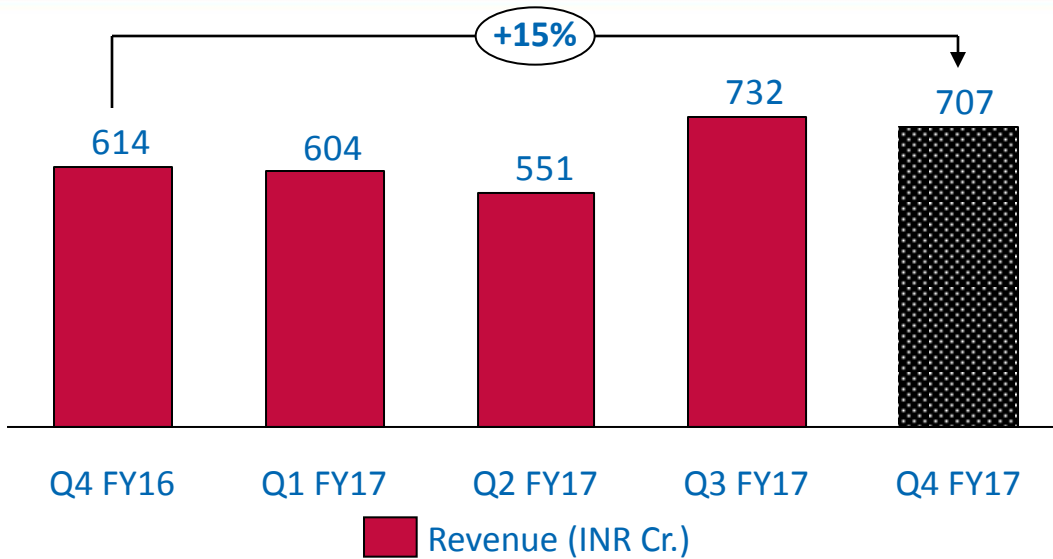


Q4 FY17 Consolidated Financial Update

*All financial Numbers reported are as per
Indian Accounting Standard (Ind-AS)*



Quarterly Financial Performance



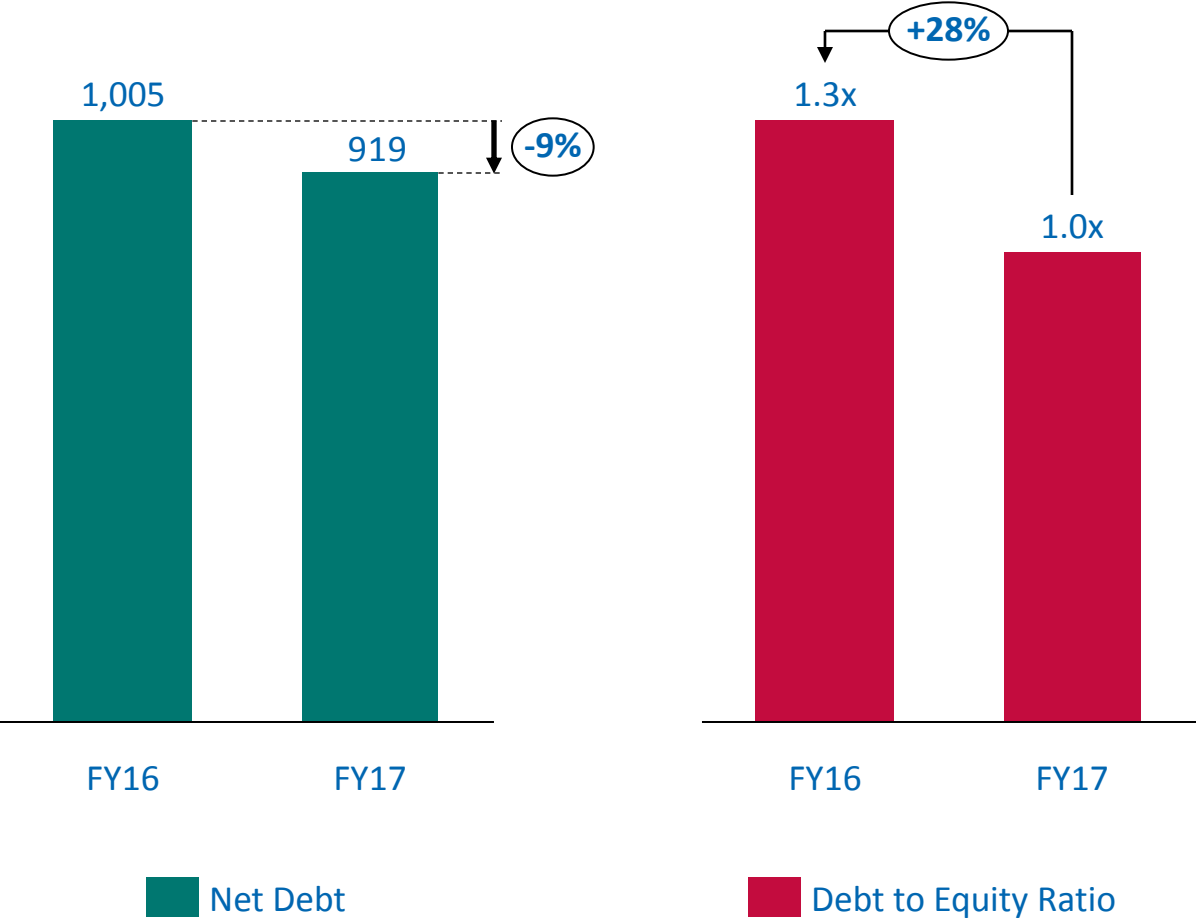
- Company registered sales growth of 15% on YoY basis
- EBITDA grew by 19% on YoY basis, driven by growth in product volume with project execution progressing firmly on QoQ basis
- Highest ever EBITDA recorded in any quarter
- 16% PAT growth on YoY basis

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
Total	1,791	1,844
Fixed Assets	1,170	1,238
Net Working Capital	621	606
Total	1,791	1,844
Return on Equity (Post Tax)	20%	23%

Financial Performance: Cash Flow



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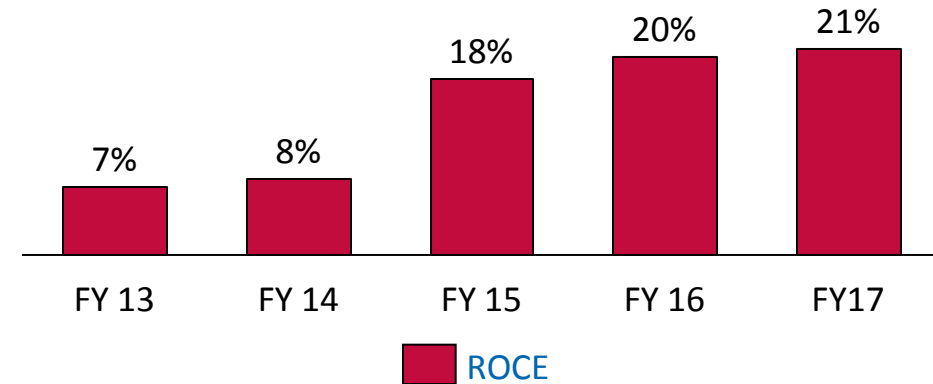
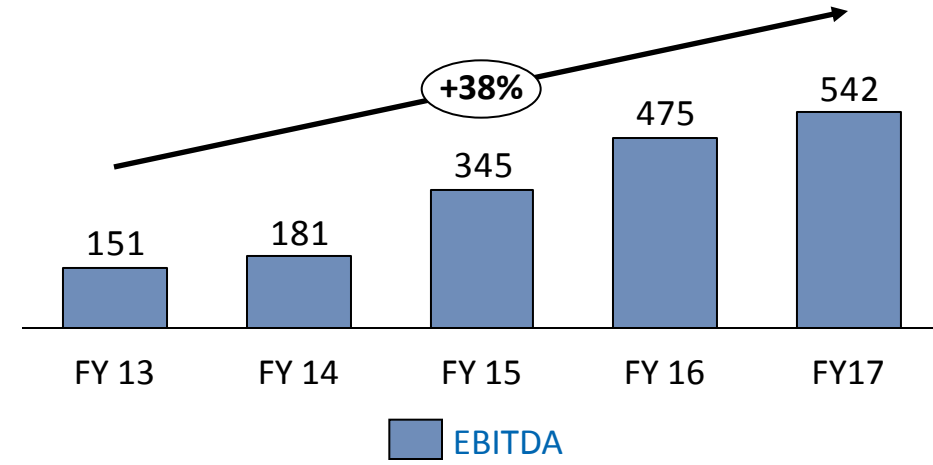
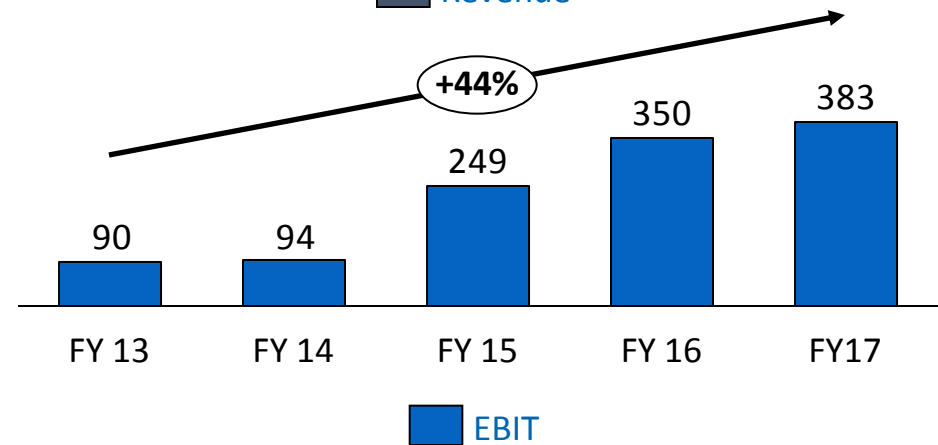
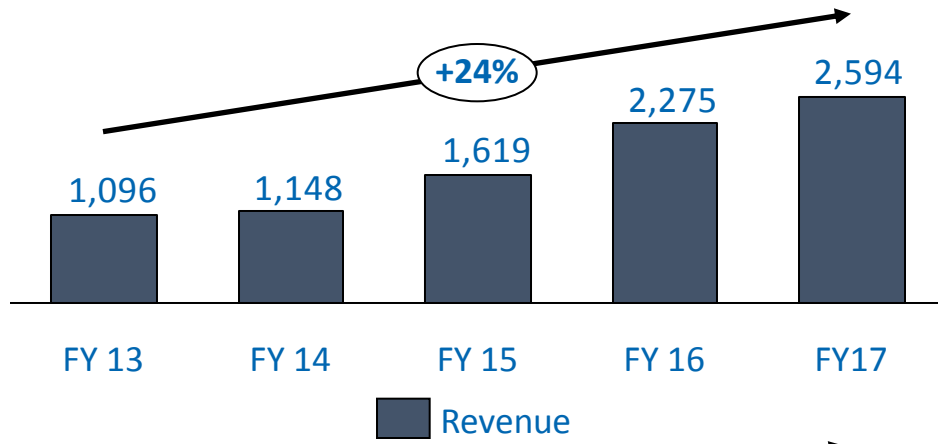
Capex	213
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Free Cash Flow	158
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Dividend	72
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Net Cash flow	86
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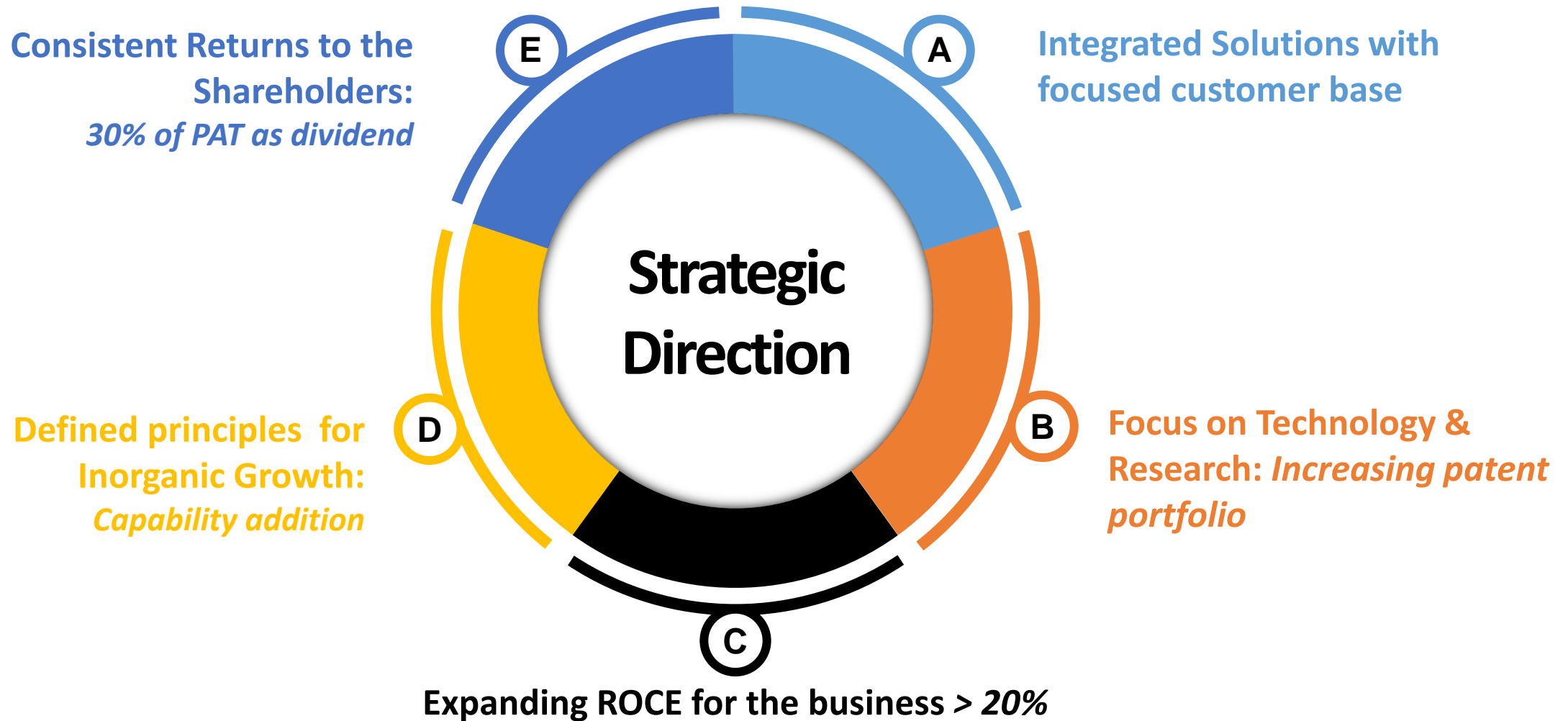
5 Year Performance



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

Strategic Direction





Thank You

