



Earnings Call– 19 July 2018

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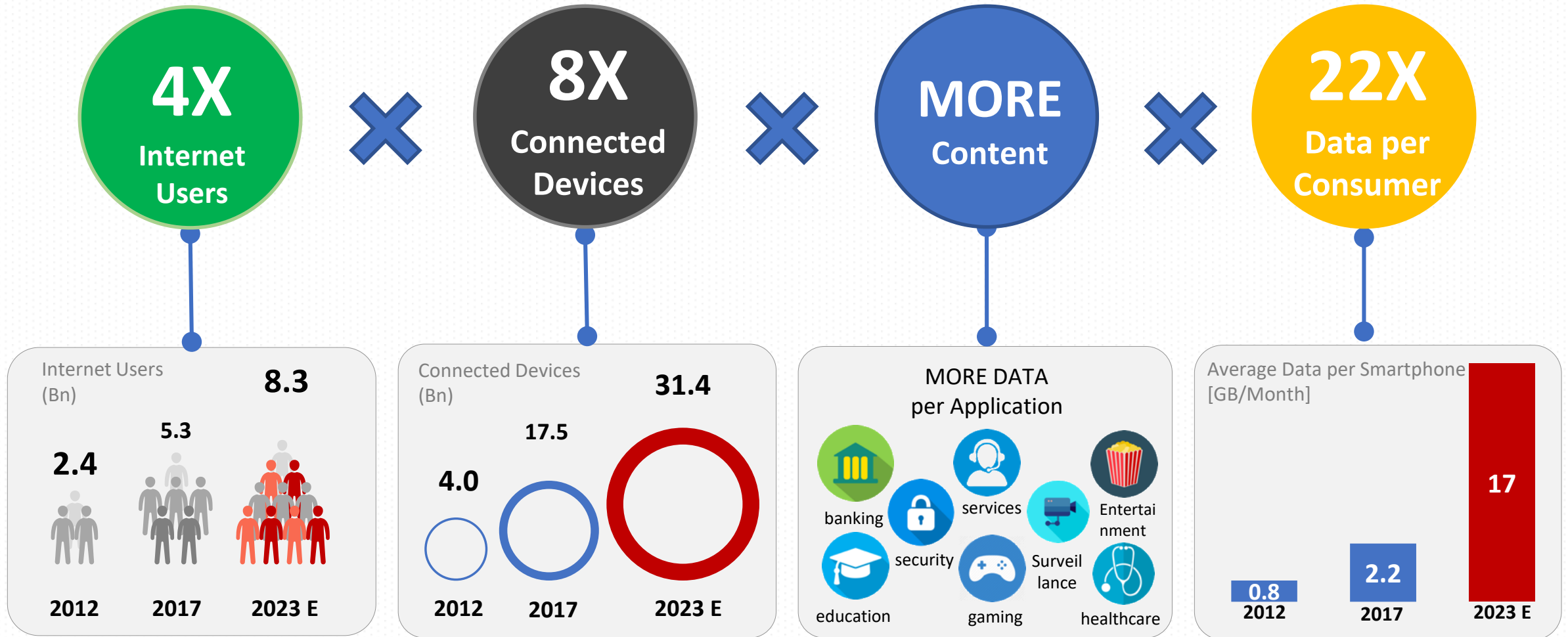
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Evolving Industry Dynamics



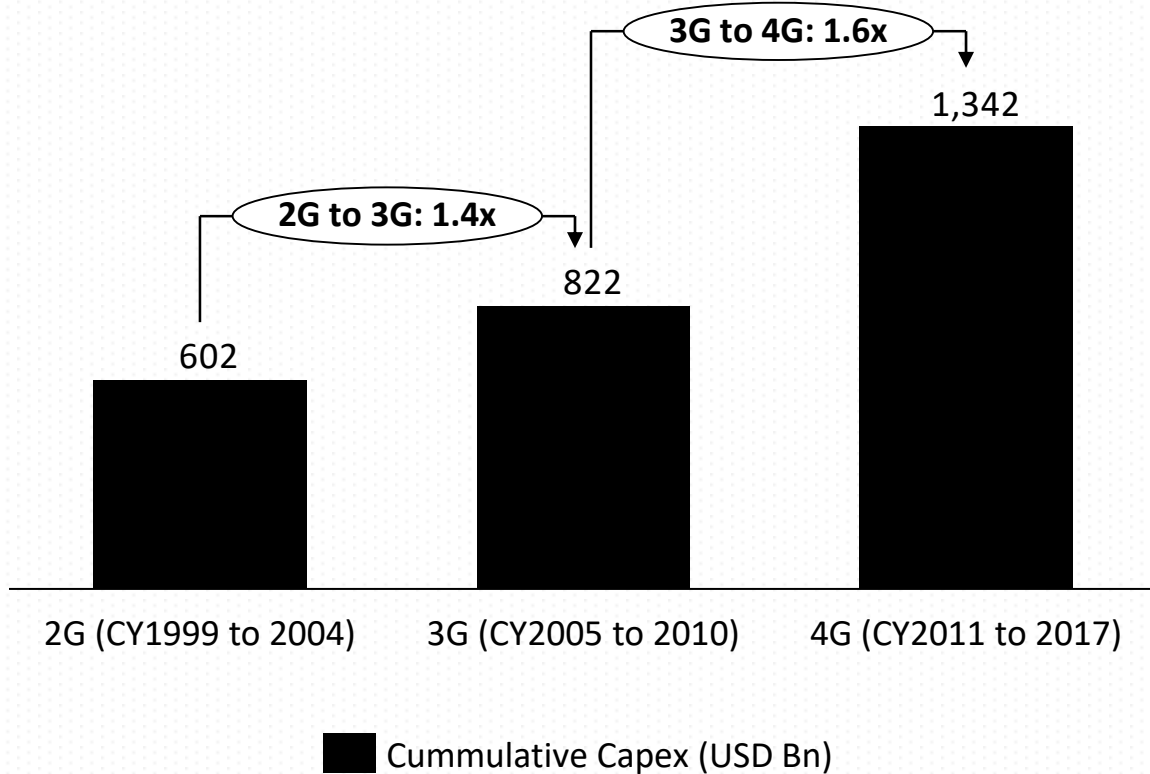
Data is now a basic consumption need - per capita consumption is doubling every 18 months



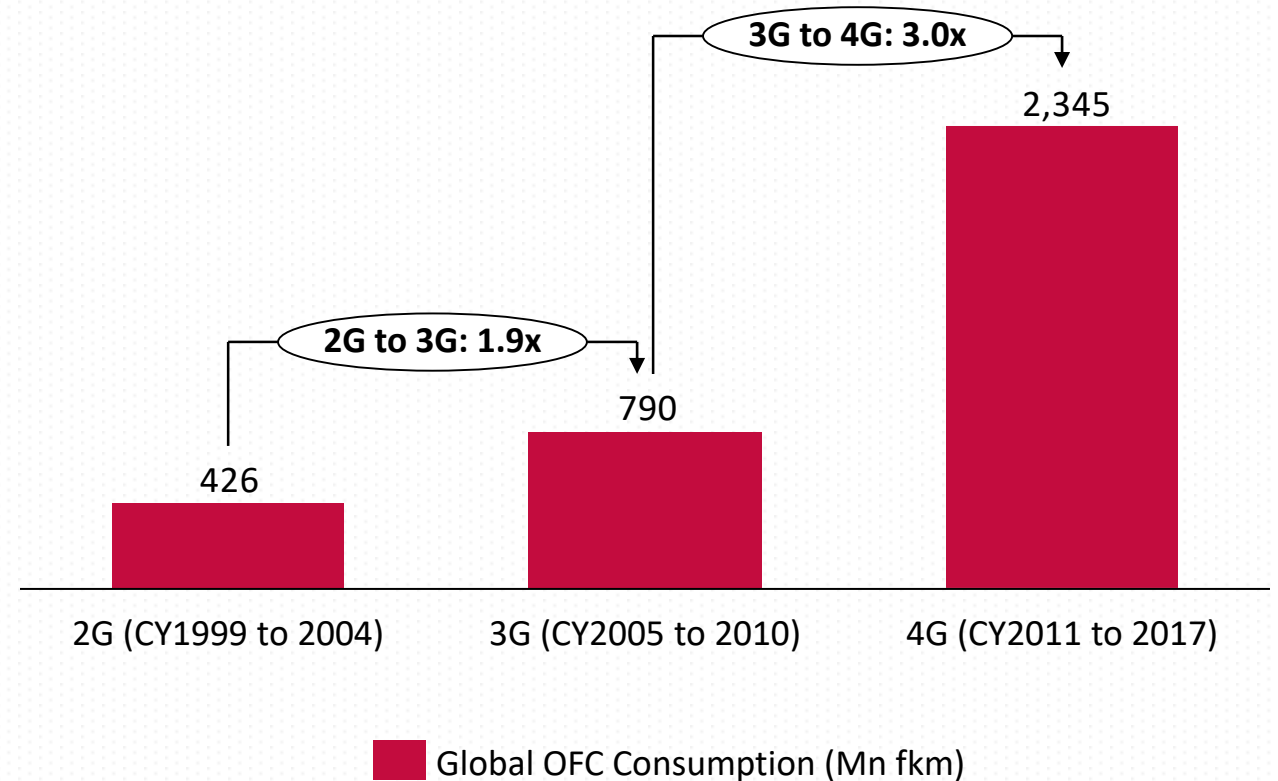
Capex Intensity to remain strong driven by evolution in data networks

Data led capex, riding on fiber

Top 20 Global Telco Capex (USD Bn)

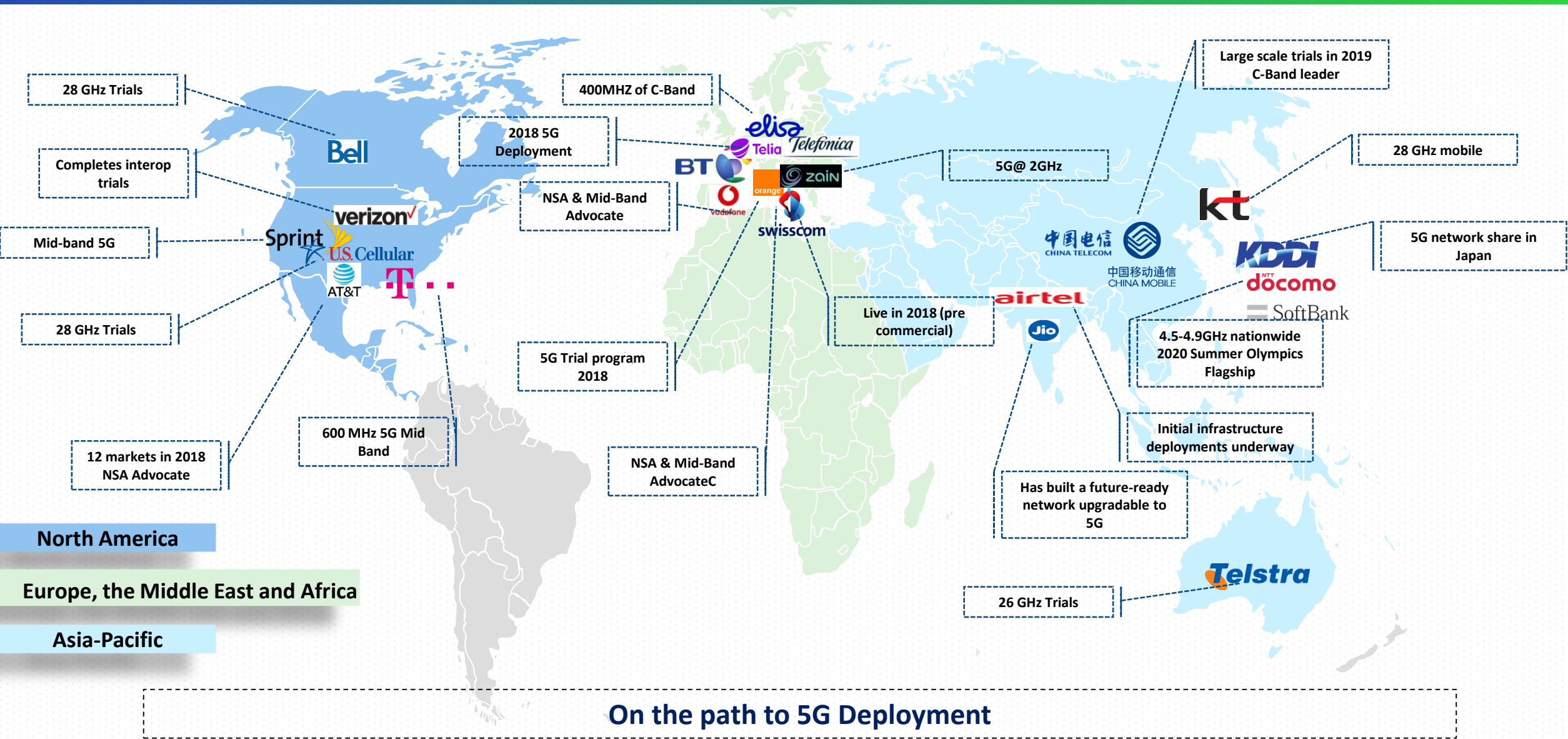


Global OFC Consumption (Mn fkm)



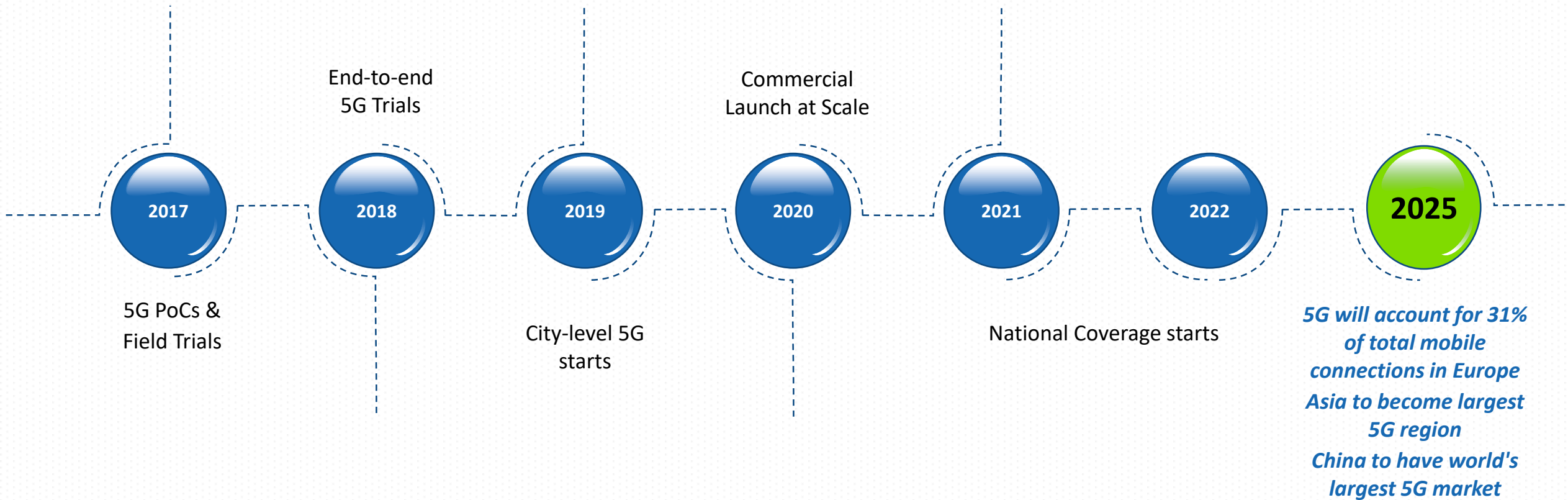
- Capex intensity remains strong for global telcos with every evolution of network generation
- Reflective of changing mix of Telco capex profile, with increasing proportion of fiber led capex

5G is now on the anvil



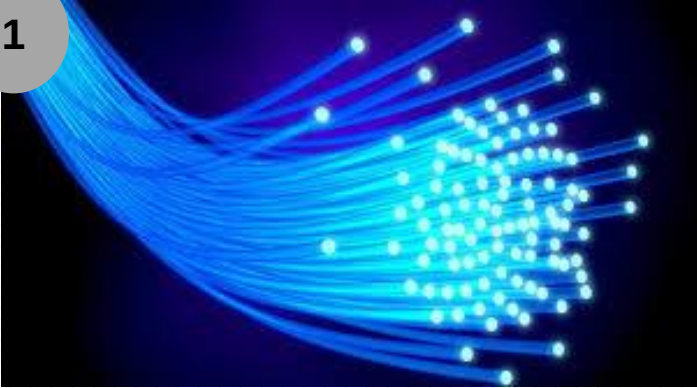
Which is expected to boost the capex investment cycle

Globally, commercial 5G is expected to be largely deployed between 2020-2025



Also leading to structural change in the network architecture

1



Deep Fiberization

2



Millimetre Radio Wave

3



Ultra low Latency

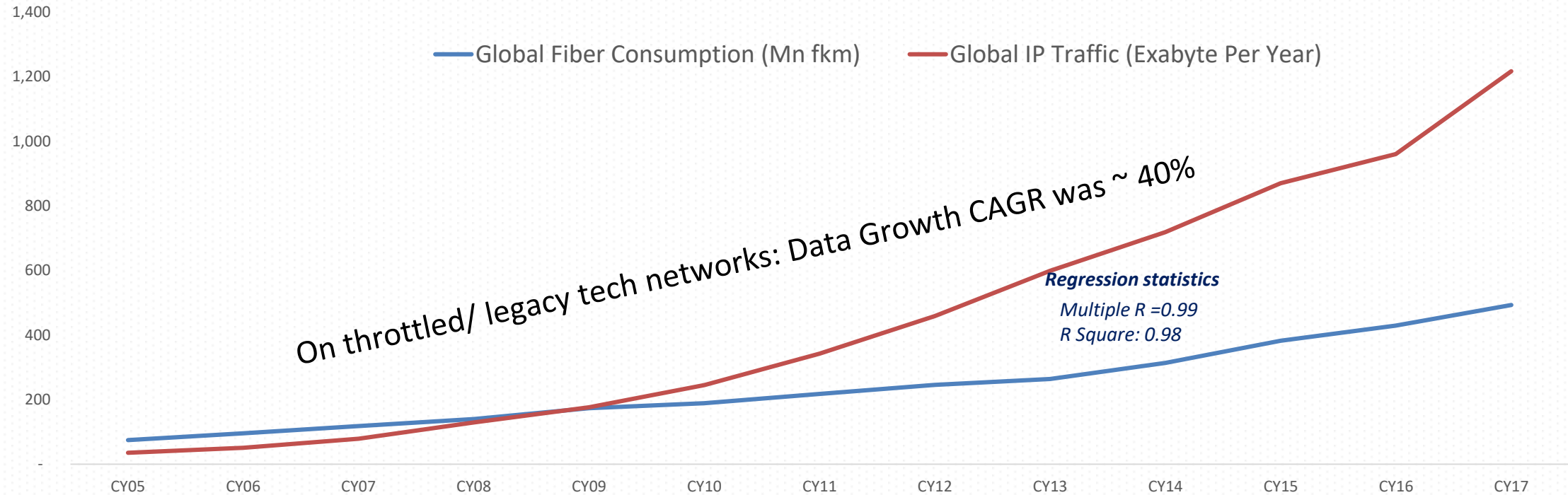
4



Edge Computing

- ✓ Increasing relevance of fiber in data networks
- ✓ Deeper convergence of fixed-wireless
- ✓ Emergence of new class of customers (OTT)
- ✓ Application centric product development
- ✓ New business models for network deployment

Fiber is the only medium to support the next wave of data traffic



- Consumers were operating in a supply constraint environment till now
- It's the start of the data consumption cycle
- Fiber remains the best transmission medium. (Nothing travels faster than light)

Sterlite Tech- Data focussed player



Our Unique Global Position

Best in Class “Data Only” Offerings

Global Presence in 100+ countries

Industry Leading Margins

Growing faster than Industry

Integrated global manufacturing platforms across key geographies

Doubling of profits in two years

Only Company in the World to provide Silicon to Software Services

60% growth in Patents in 3 years

Only

Data Focussed Player

#1

Industry Margin

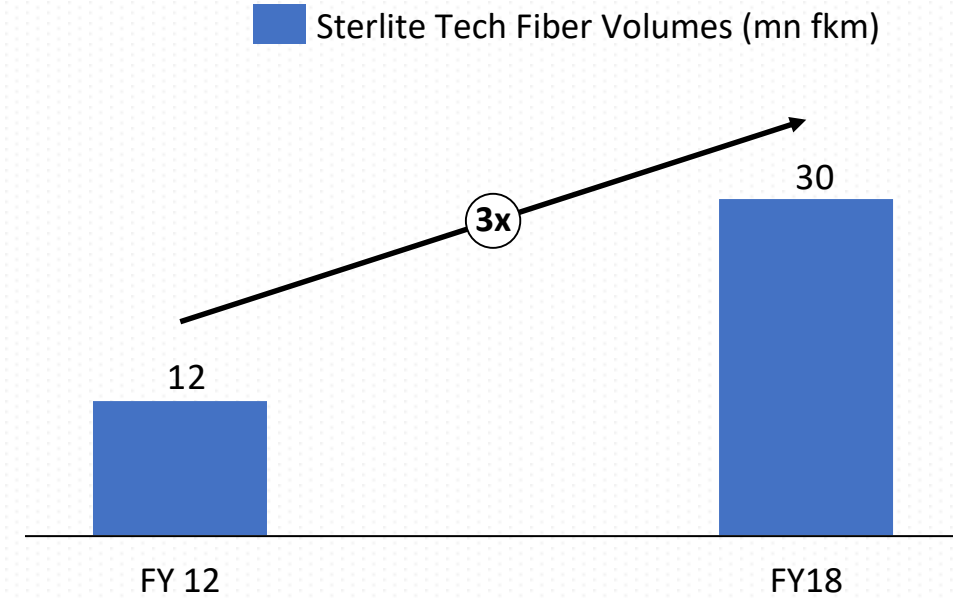
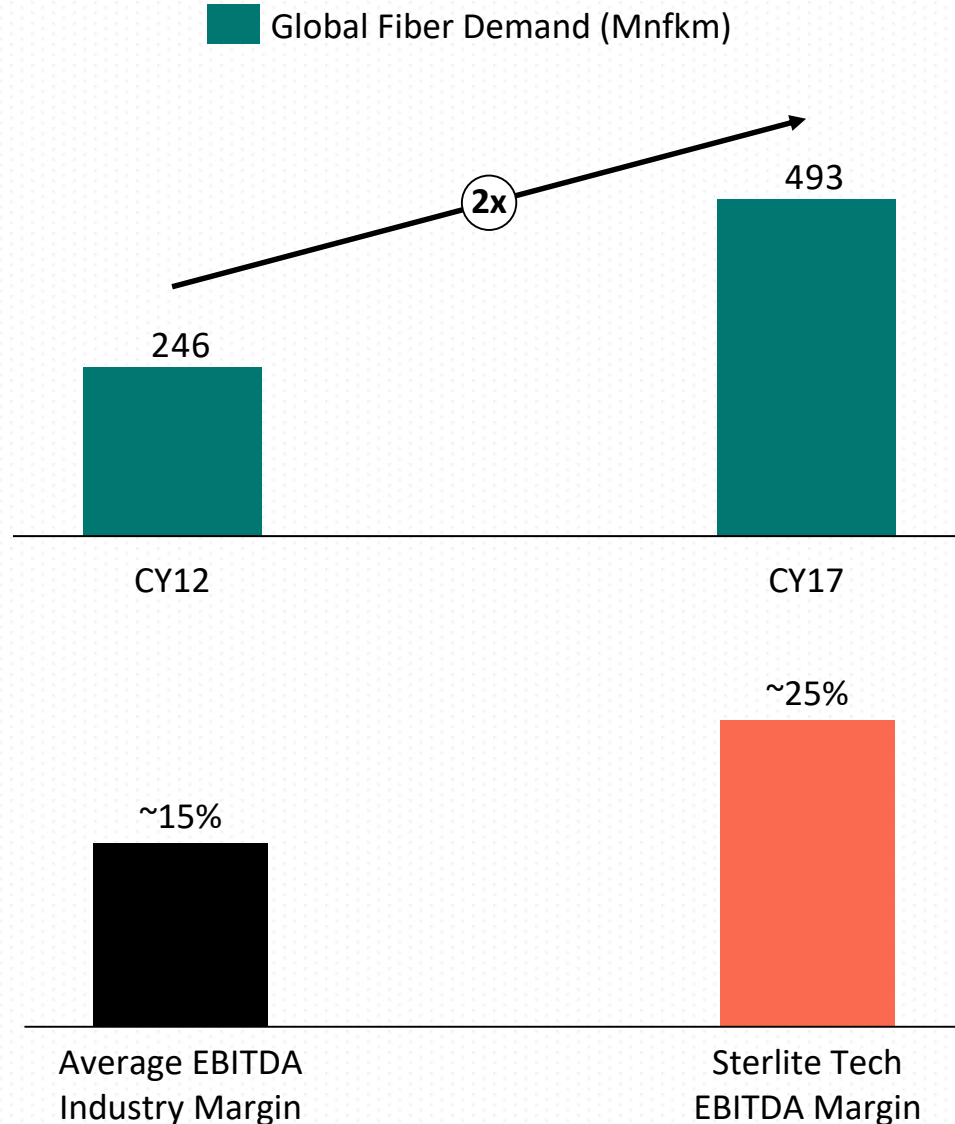
~7%

Global Market Share

MOST

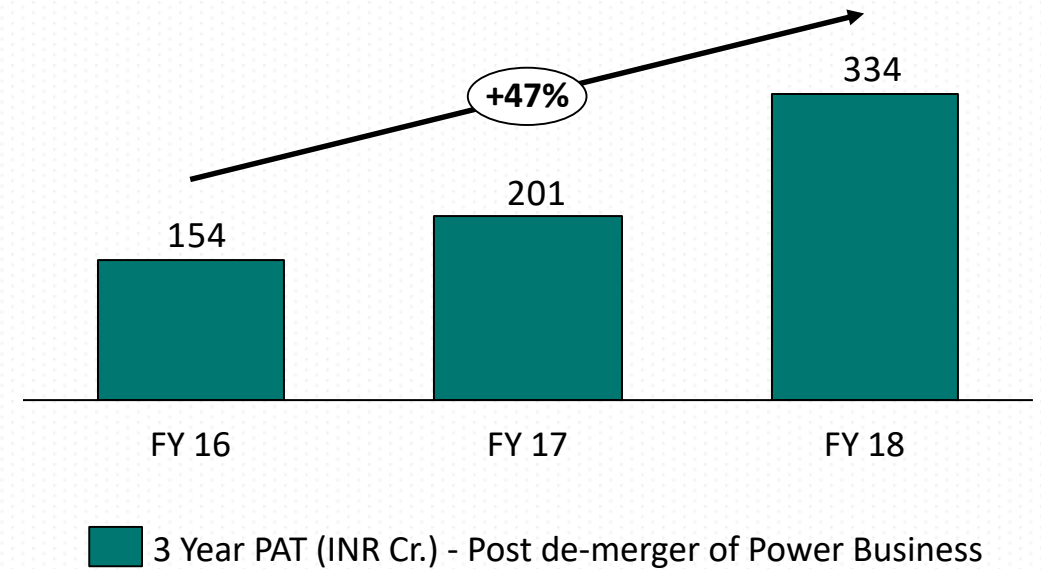
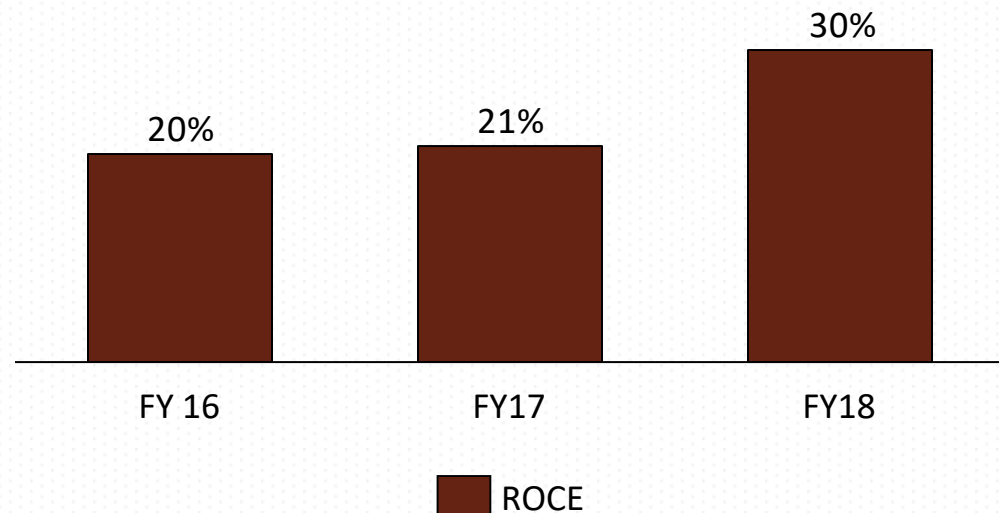
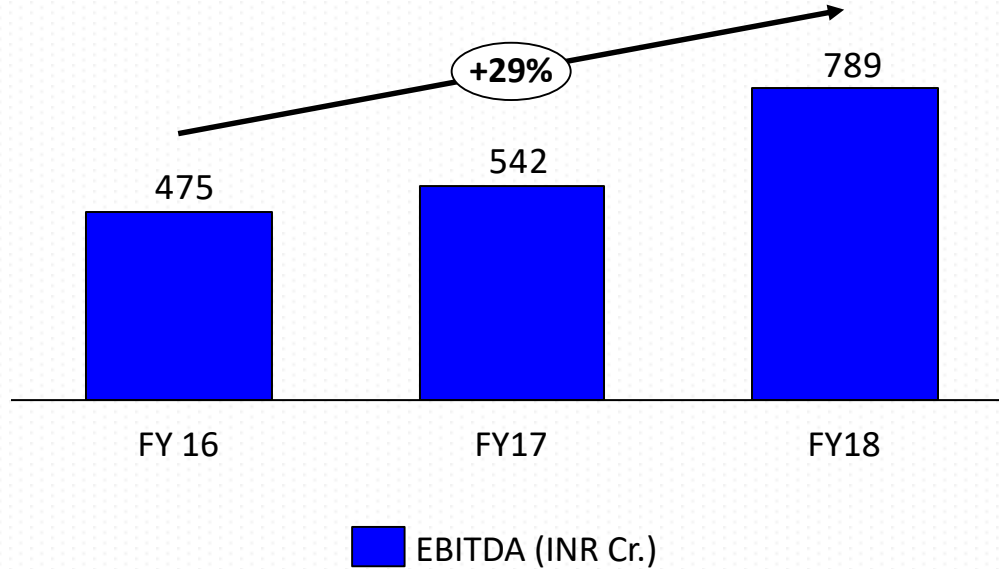
Vertically Integrated

Leading to faster growth than the market with leading margin profile



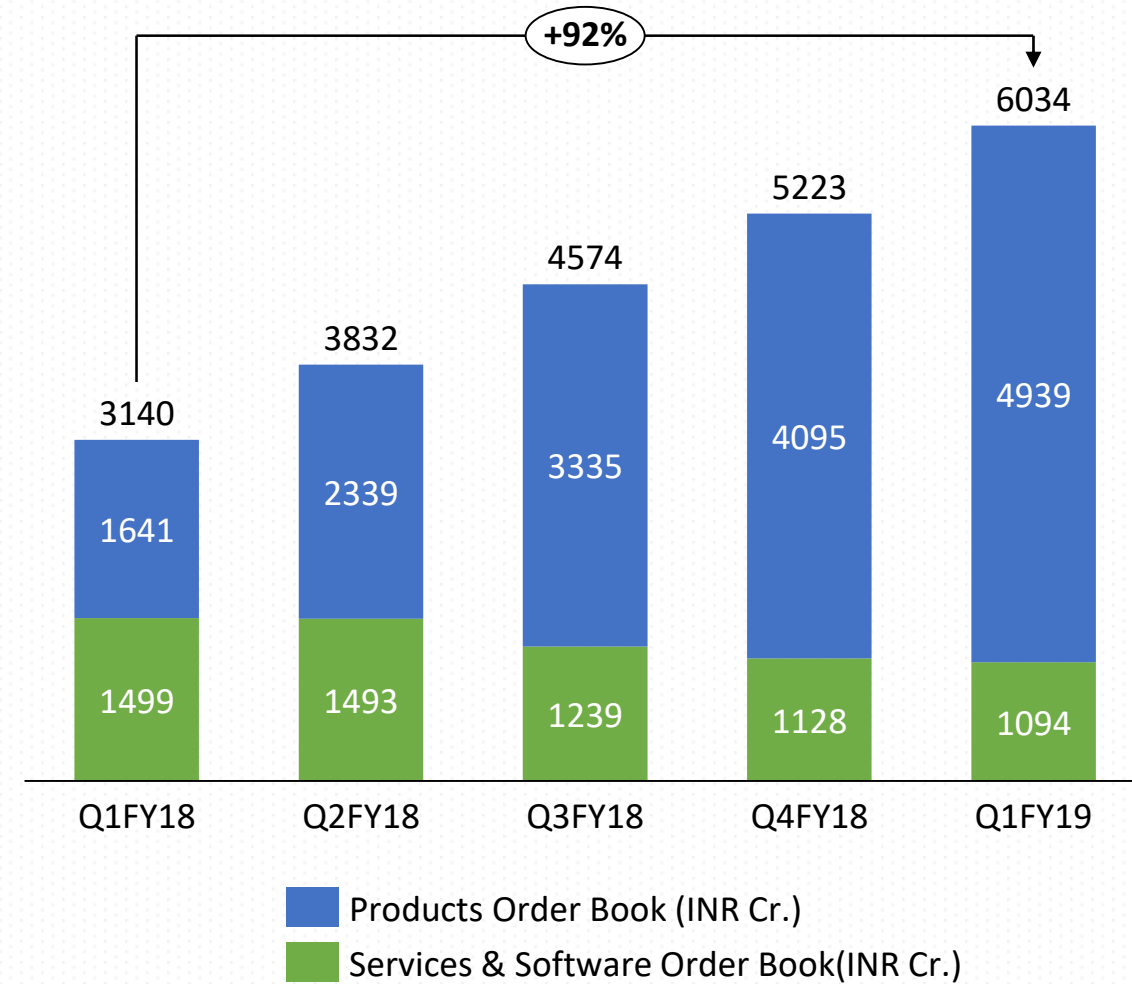
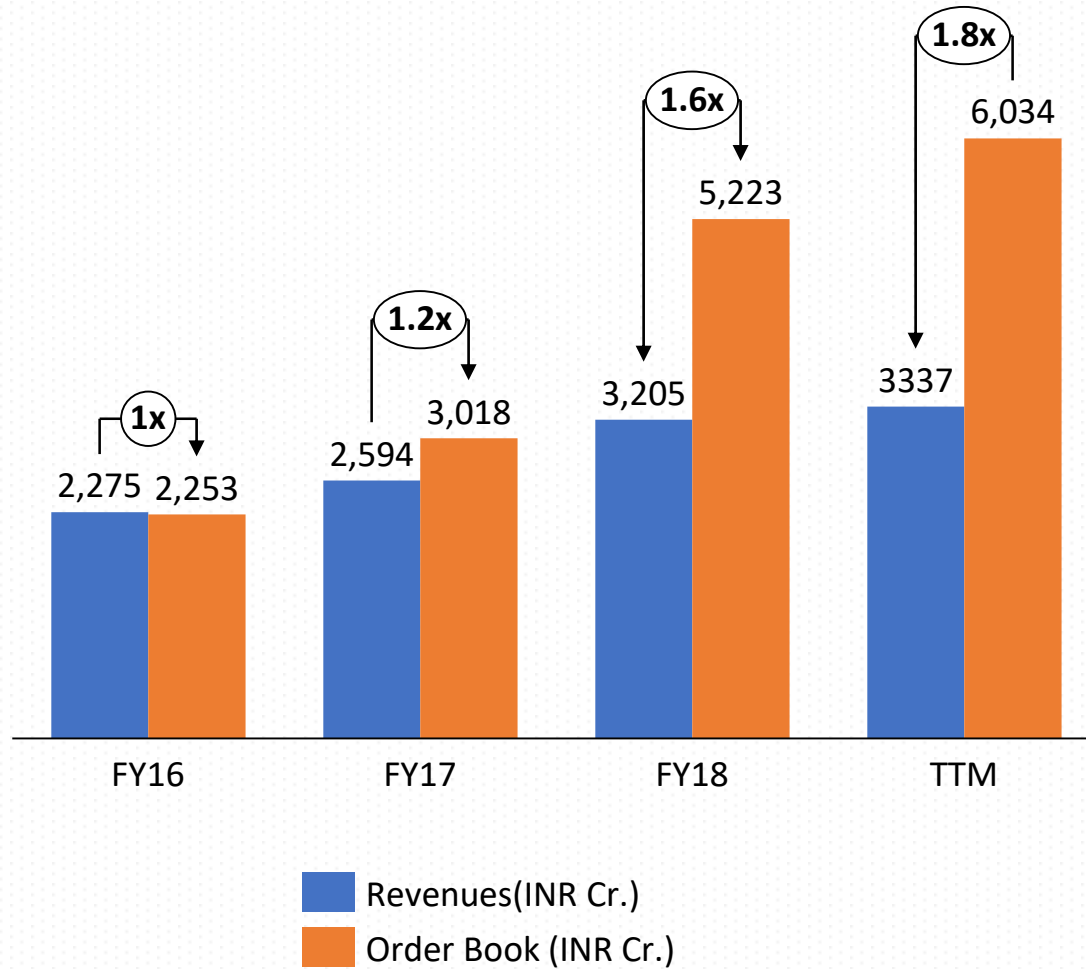
- Sterlite Tech has been growing faster than the Industry, expanding its global market share
- Sterlite Tech margin profile is amongst the best in the Industry

Demonstrated value compounding



- Sterlite Tech has demonstrated compounding growth historically, led by integrated global platforms in product business
- Our new verticals of services and software are still in start up phase, with huge opportunity in waiting

With increasing future visibility



- Our visibility for future has never been better with an order book to revenue ratio at all time high



Q1FY19 Updates

Acquisition of Metallurgica Bresciana

Sterlite Tech to acquire 100% of the target from current shareholders

Adds 3 Mnfm, which can be further expanded to 5 Mnkfm with minimal capex

Transaction is EPS positive from Day 1

Consideration ~ 47 Mn Euro. Transaction Multiple: 11x P/E

Values in INR Cr.	Sterlite Tech (FY18)	Metallurgica Bresciana TTM	Consolidated Proforma
Revenue	3,205	364	3,569
EBITDA	789	60	848
PAT (Post Minority Interest)	334	35	363

Strategic Rationale

Europe Market Access with New Customers



Local Presence with New Products Portfolio



Increased market Share and Wider Product Portfolio



Other Key Developments at a glance

People & Processes



Sterlite Tech appointed former Intel India president Kumud Srinivasan to its Board. As a non-executive and independent director, Srinivasan will be on Sterlite Tech's Board for a term of five years

Srinivasan has spent 30 years at Intel in the US, handling multiple global functions such as R&D for technology manufacturing, industrial automation and Internet of Things for manufacturing facilities

Technology led offerings



Sterlite Tech. unveiled a bouquet of all new 5G- enabling fronthaul and Fibre-to-the-Home (FTTH) network technologies at ANGACOM 2018 conference and exhibition in Germany.

Launched four new products and showcased new cables alongside a full portfolio of smarter products, services and software - that enable delivery of smarter digital networks

SUSTAINABILITY



Certificate of Merit in the
Challengers & Believers
categories

**Challengers (Shendra) &
Believers (Waluj)**



Appreciation from the
Home Minister – Rajnath
Singh
31st May 20 18

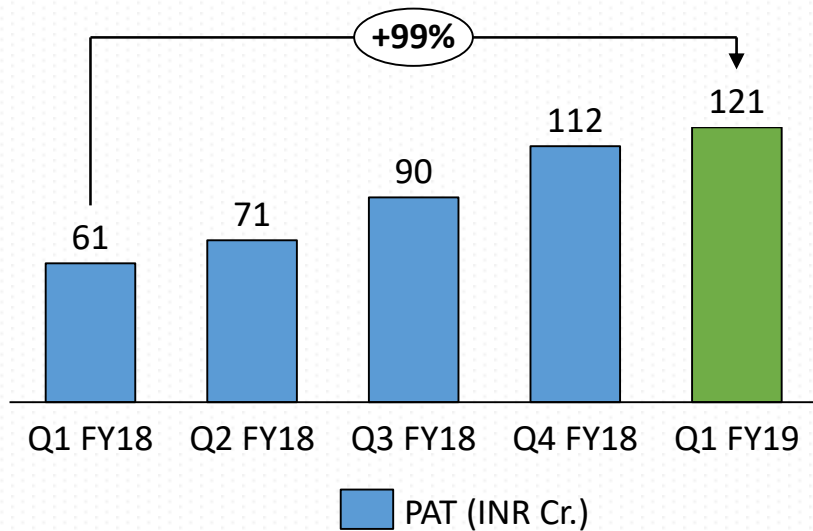
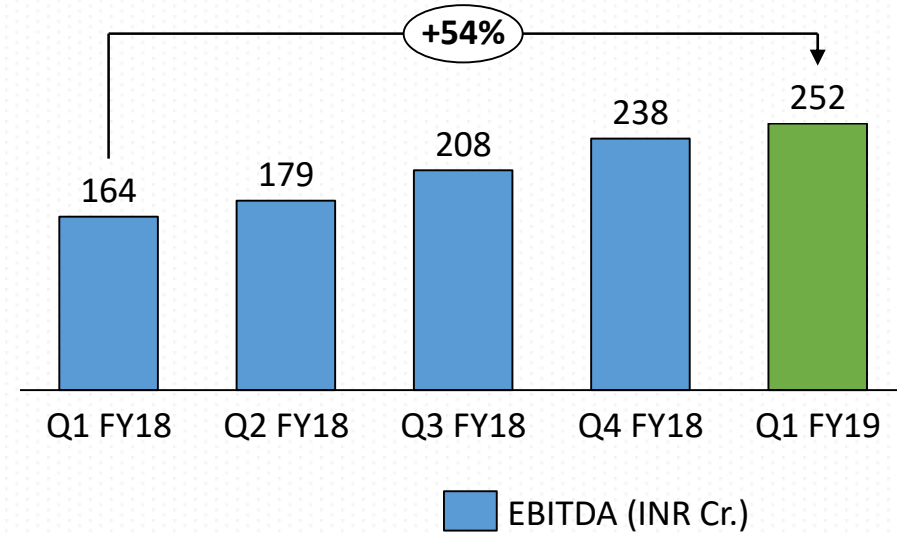
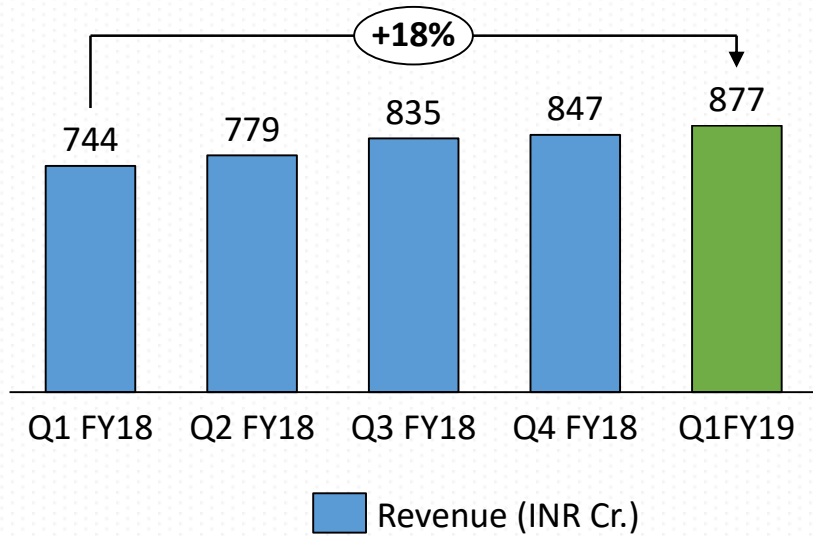
CSR work in Silvassa



Project of the Year
Education
12th May 2018

**Sterlite School Tech (Virtual
Classrooms)**

Demonstrated Growth on QoQ basis



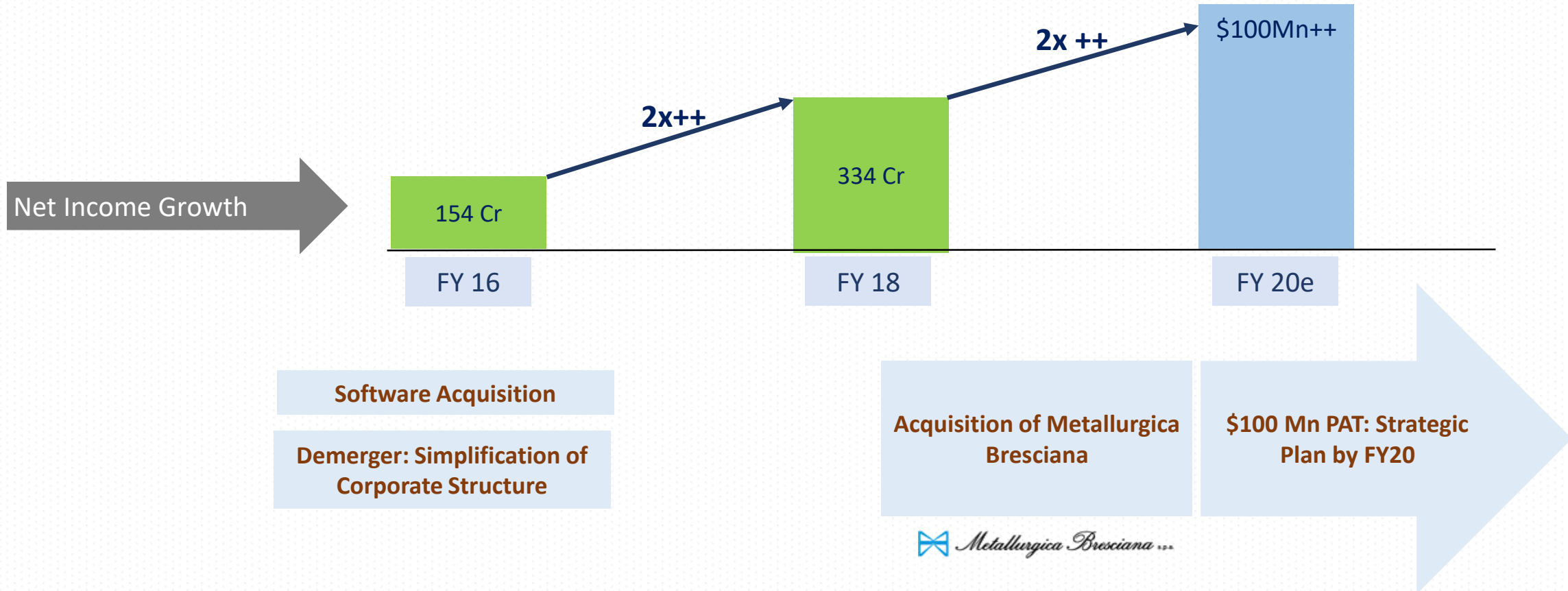
- Strong bottom-line growth: 121 Cr (99% y-o-y growth)
- EBITDA crosses the 250 Cr mark

Financial Performance

P&L (Cr.)	FY17	FY18	Q1 FY19
Revenue	2,594	3,205	877
EBIDTA	542	789	252
<i>EBITDA %</i>	<i>21%</i>	<i>25%</i>	<i>29%</i>
Depreciation	159	182	45
EBIT	383	606	207
<i>EBIT %</i>	<i>15%</i>	<i>19%</i>	<i>24%</i>
Interest	123	104	23
PBT	260	503	184
Tax	40	133	55
Net Income (After Minority Interest)	201	334	121
<i>ROCE %</i>	<i>21%</i>	<i>30%</i>	<i>36%</i>

Driven by Shareholder Value Creation

We have been consistently doubling our PAT every 2 year



➤ On growth path to achieve our earlier stated strategic plan of \$100 Mn++ Net Income by FY 2020



Thank You