



Earnings Presentation: Q2 FY17

Oct 27, 2016



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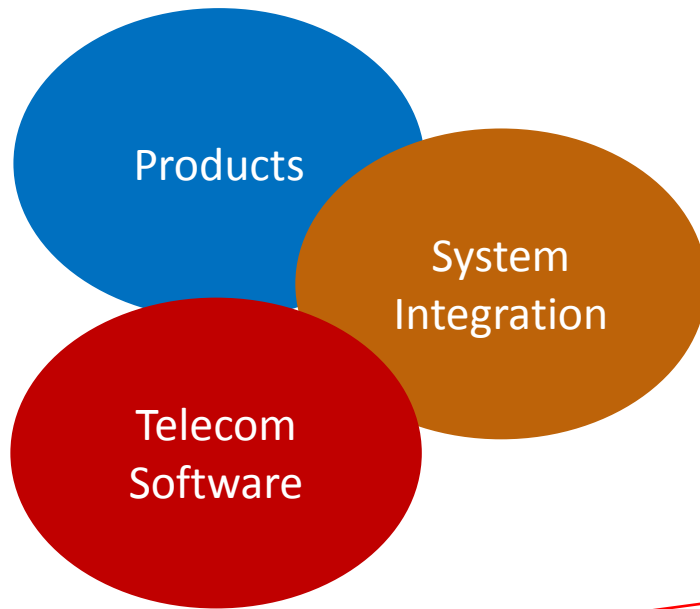
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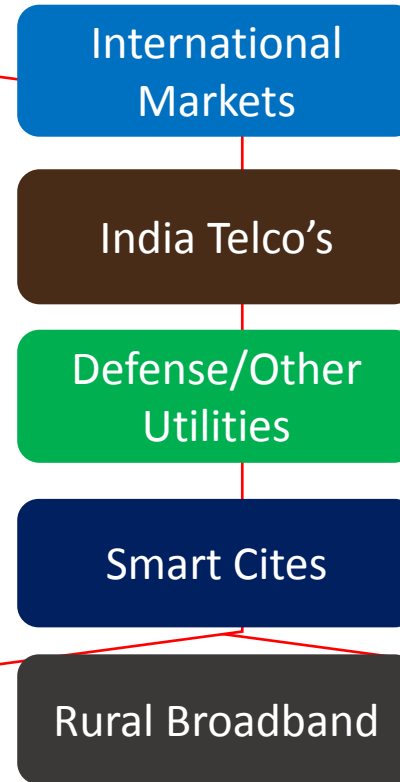
Company Overview



3 Business Platforms



5 Attractive Opportunities



Integrated Offerings

End to End Offerings with:

Top 5 Optical Fiber Company Globally

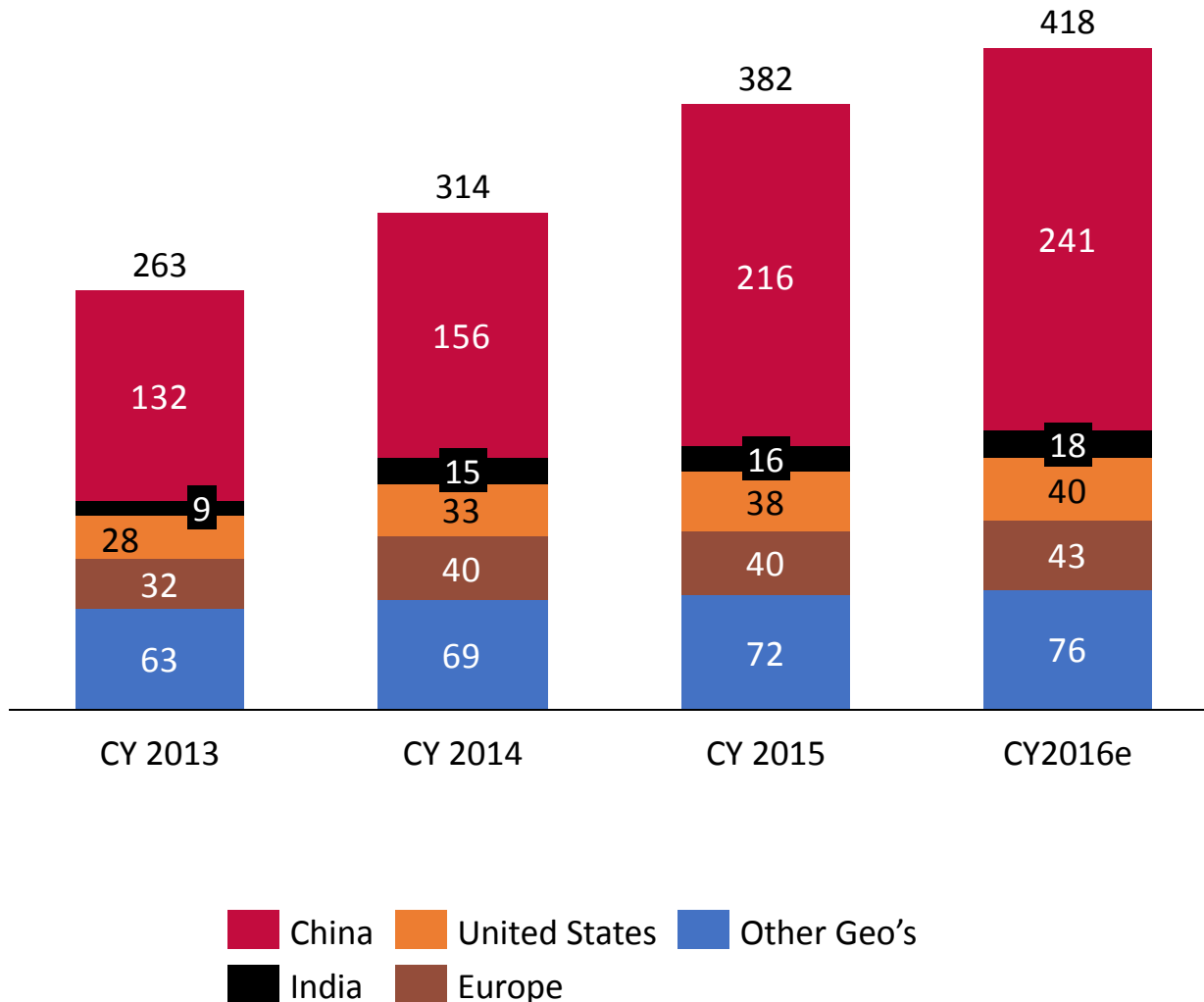
Best in class: Network design, Build & Management

Network & Billing Management Software

Business Dynamics



Global Fiber Demand Dynamics



Source: CRU, CY2016e :-annualized numbers based on actual H1 CY2016

Demand

- World Cable demand was up 11% in H1 '16 over H1 '15
- China continues to be primary market with over 55% of world cable demand
- H1 Fiber (OF) shipment in H1 2016 was 226 mfkms, which indicates full year CY2016 demand will be more than 450 mfkms

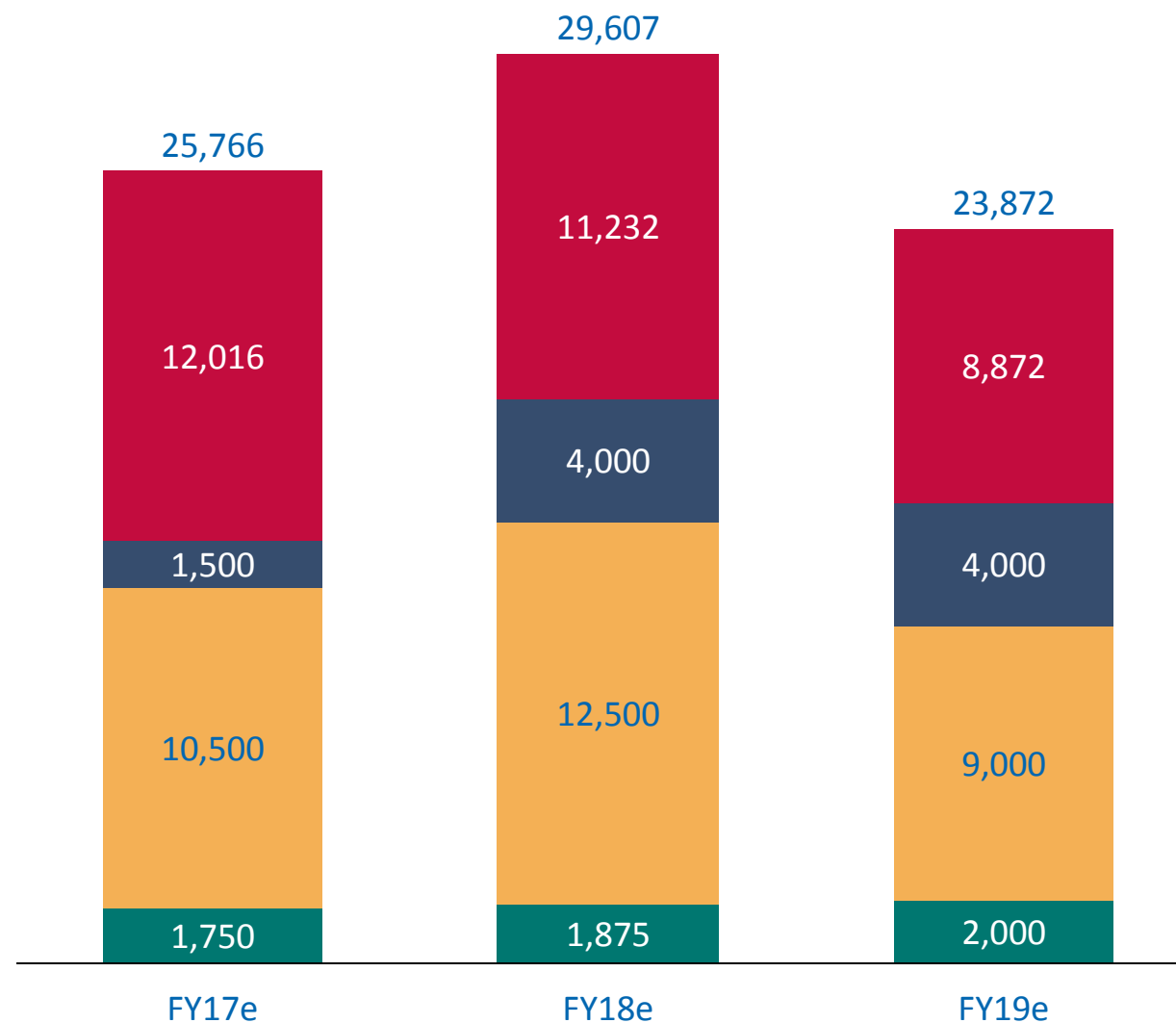
Key Drivers

- Global drivers:- Demand continues to grow driven by Data centers demand in US, while Europe driving growth by FTTx deployment
- Broadband China initiative leading to higher FTTH penetration to increase fiber network deployment in China

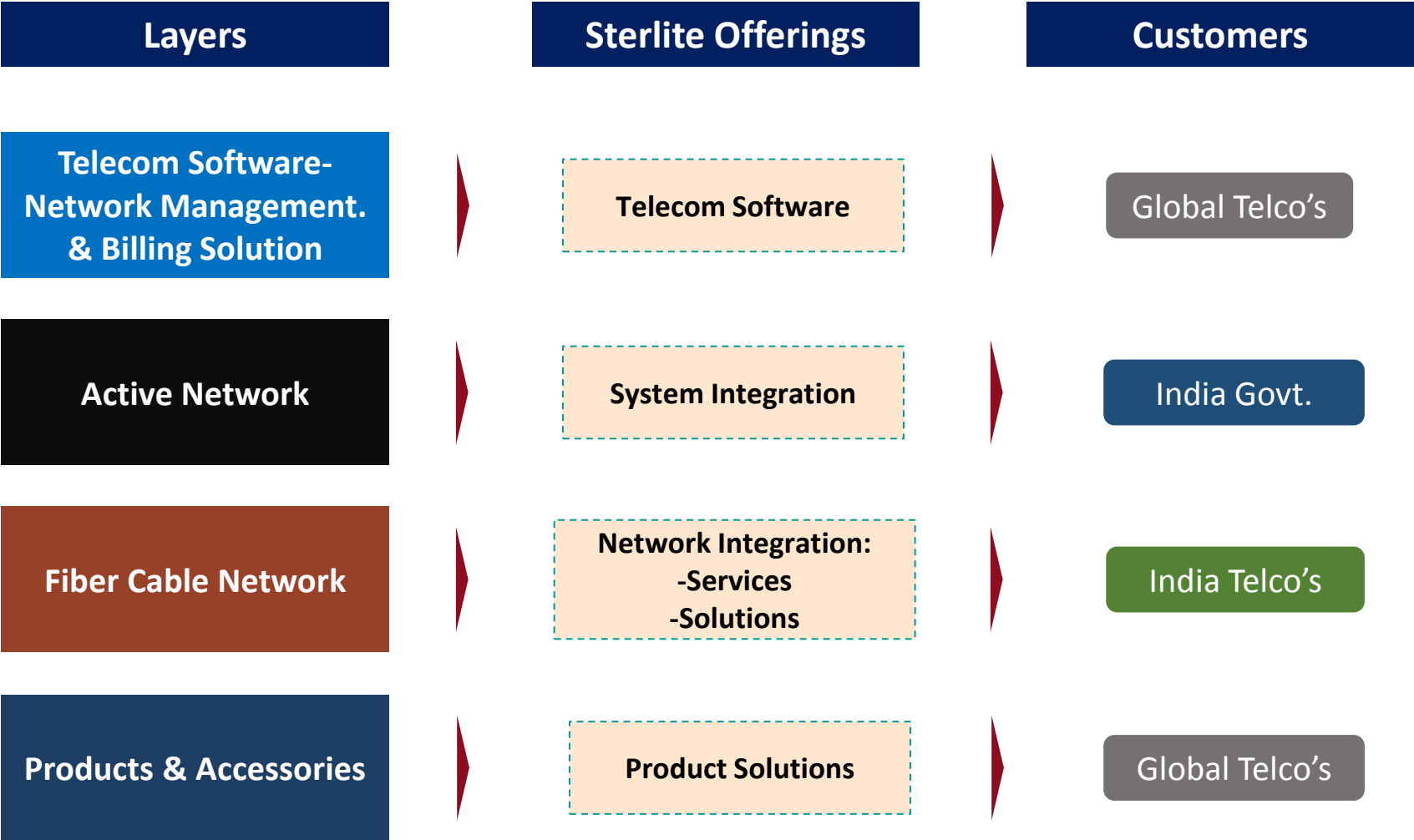
Values are in Mn fkm

System Integration Market

Values are in INR Cr.



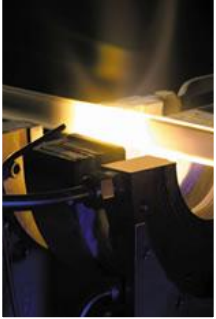
Source: Company estimates



Q2 FY17 Business Updates



Q2FY17: Business Highlights



Fiber capacity expanded to 25 Mn fkm. Accelerated capacity to 30 Mn by Mid of FY18



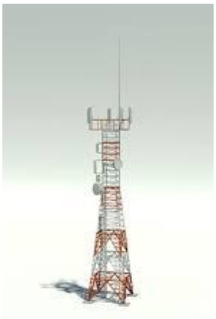
Selected as one of the two global Fiber cable supplier to a large global Telco capturing over 65% of its market share



3rd Smart city order win with Ahmedabad Smart City's project :- Janmarg Ltd



Achieved stronger Order book of Rs 2,324 Cr. in Q2FY17 Vs Rs 2,099 Cr. Q1FY17



Continued weakness in cable installations in India from operators, which is likely to pick up in coming quarters



Delay in NFS project execution due to the challenging operating environment

Sterlite Tech: Appoints Industry Leaders To Advisory Board



Sandip Das

- Former Reliance Jio MD and one of the founding members of private telephony in India
- Served as Group-CEO, Maxis Communications and Hutch (Vodafone), India



BS Shantharaju

- CEO experience spanning over 15 years with Indus Towers, GMR Group, Delhi International Airport and Managing Director, Gujarat Gas Company
- Served as Chief Financial Officer of SmithKline Pharmaceuticals

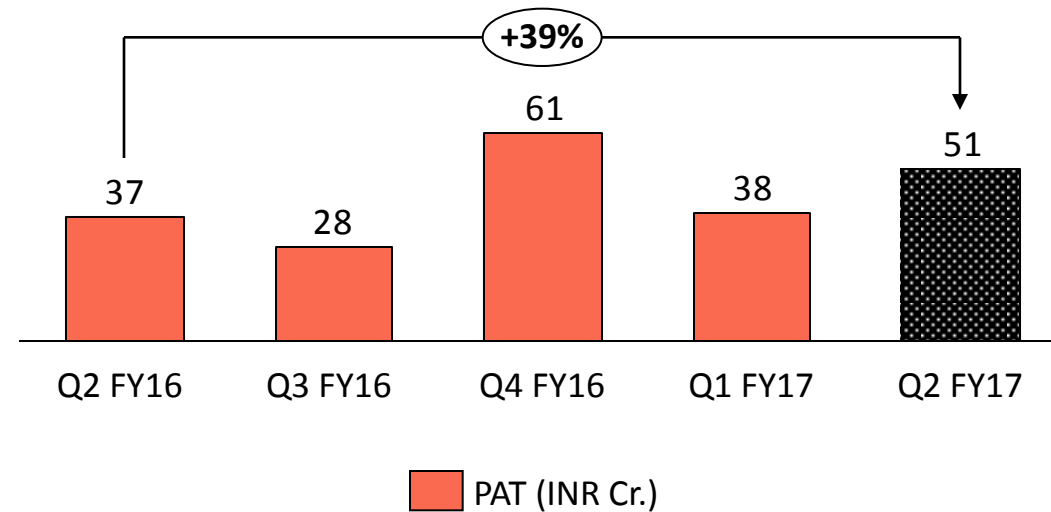
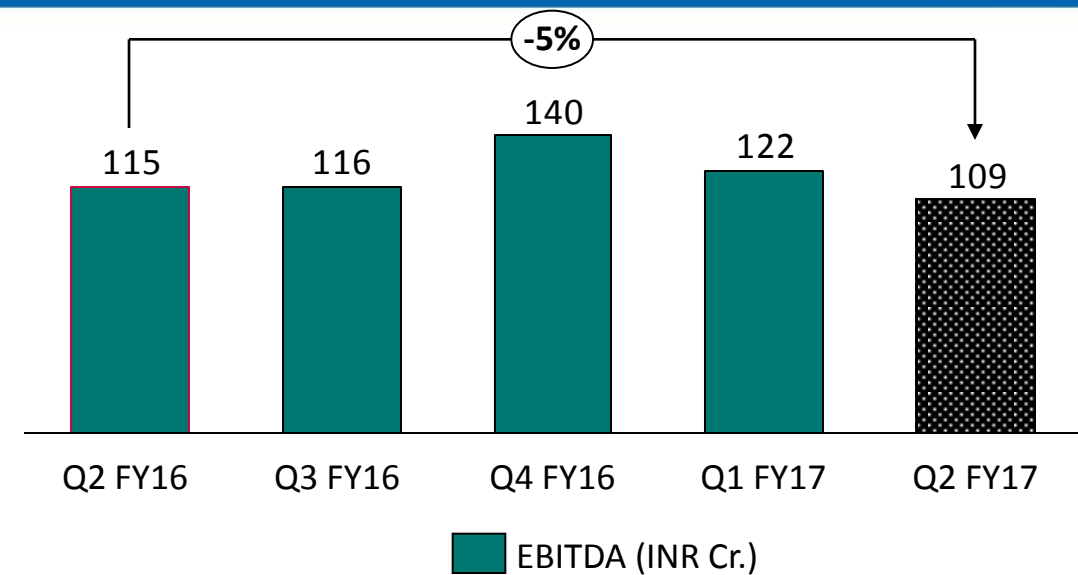
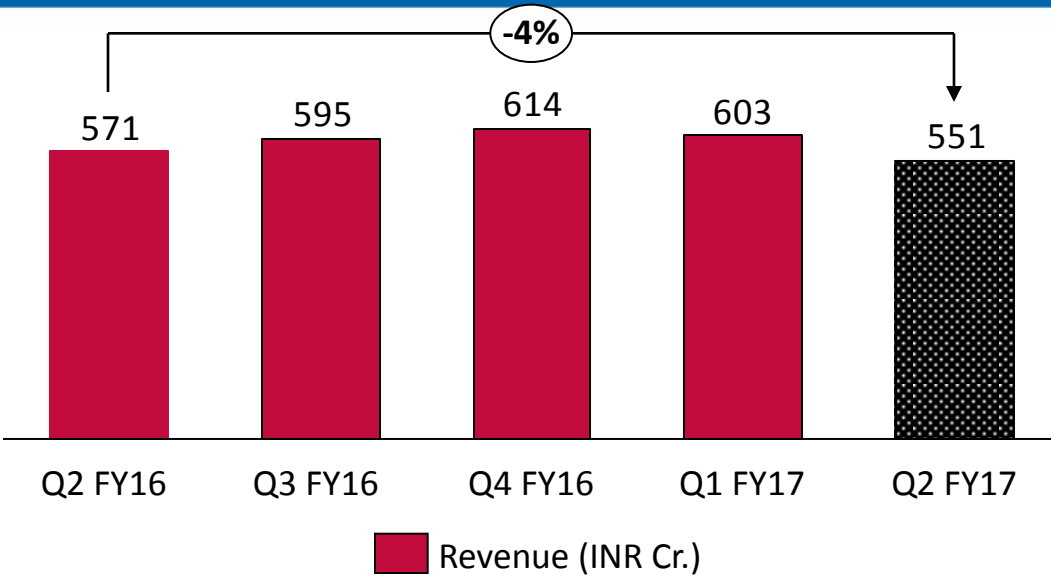
- Sterlite Tech to leverage the expertise of both Sandip Das and Shantharaju on strategic approach, customer propositions and talent building
- The Advisory Board will provide strategic guidance and direction on the company's growth roadmap

Q2 FY17 Consolidated Financial Update

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

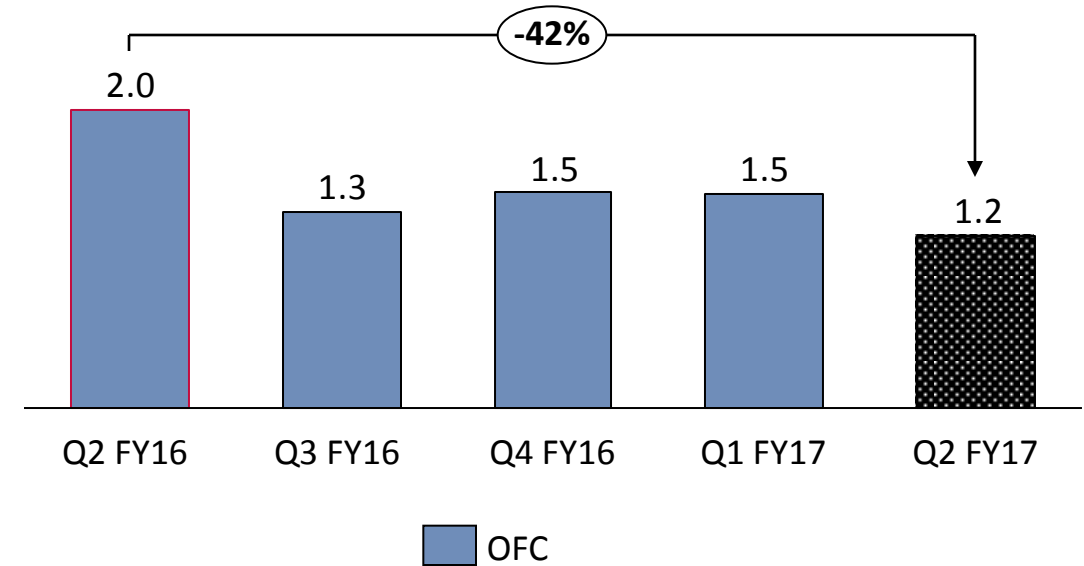
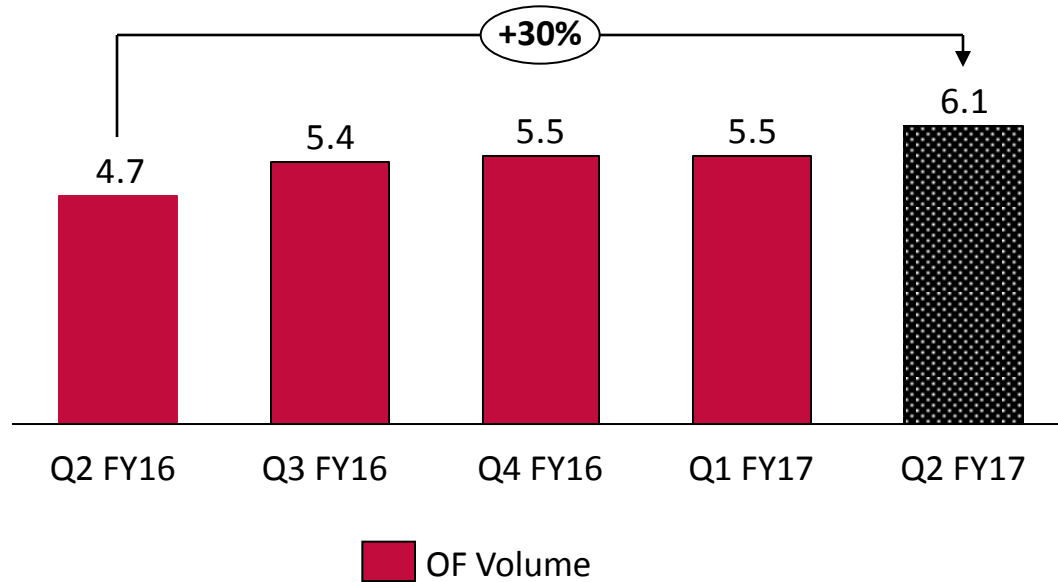


Quarterly Financial Performance



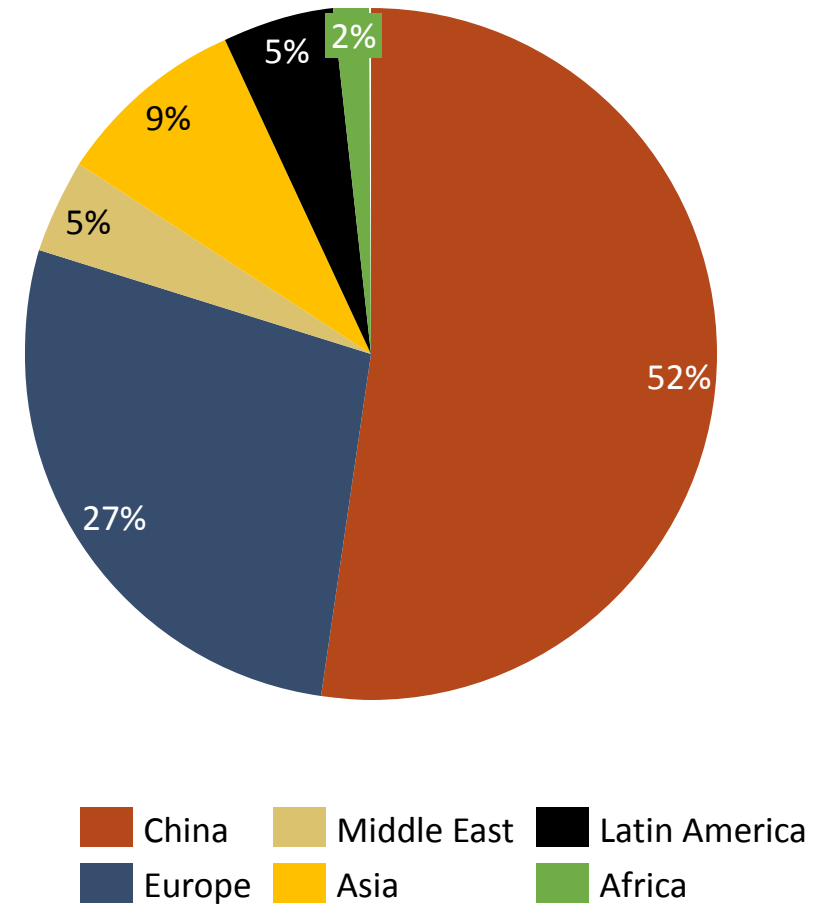
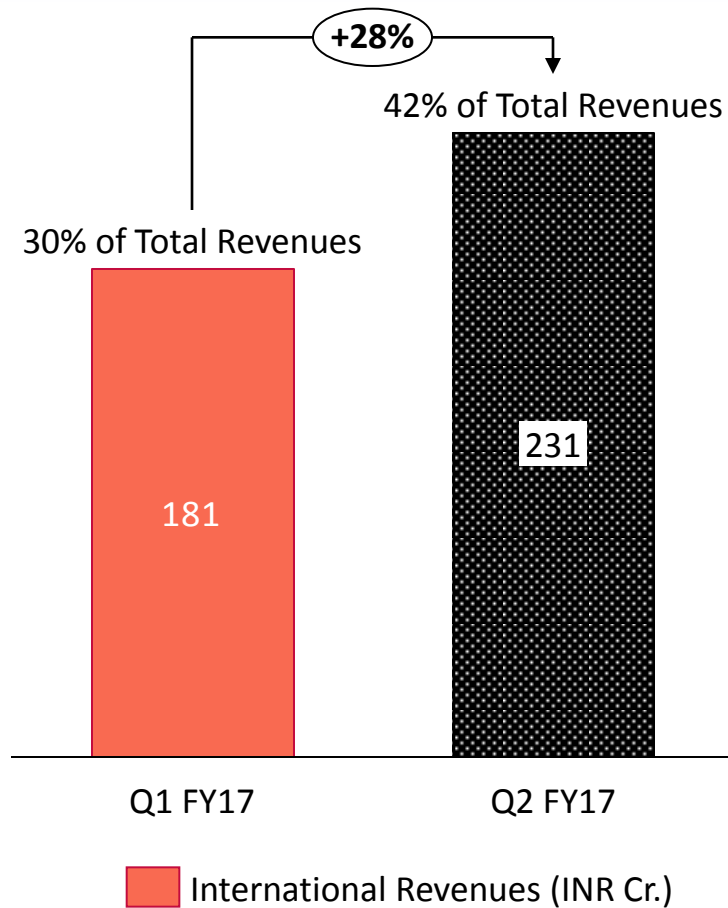
- Company registered sales of Rs 551 Cr
- De-Growth in absolute EBITDA due to low cable uptake, delay in NFS execution and investments in system integration business
- Outlook on H2 remains strong for all the businesses based on order book & strategic execution plan for services business
- PAT increased due to onetime tax benefits on account of merger of passive infrastructure business of Speedon Network Limited ('SNL-100% Subsidiary of Sterlite Tech')

Quarterly Volume Performance



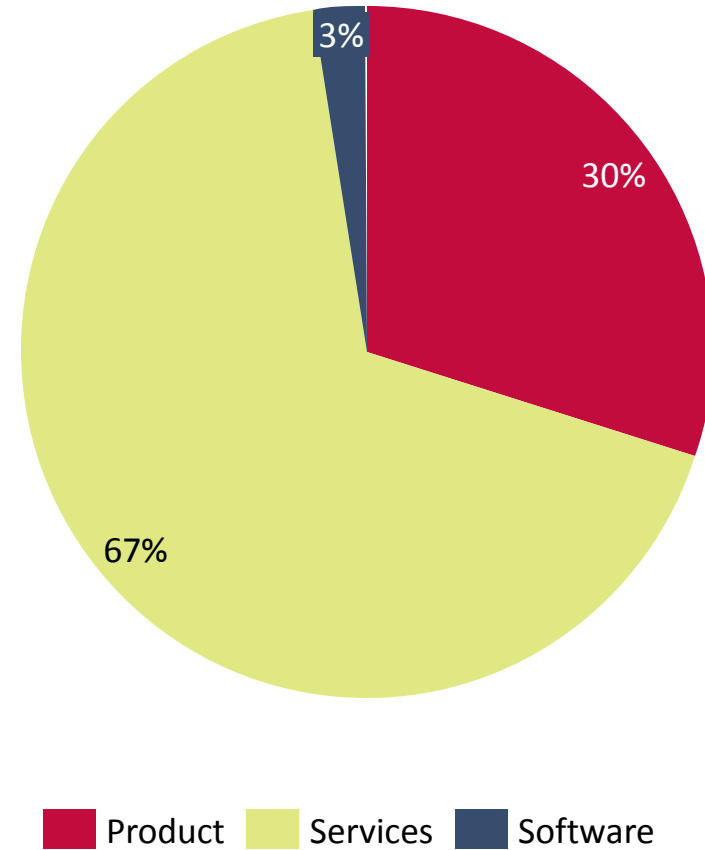
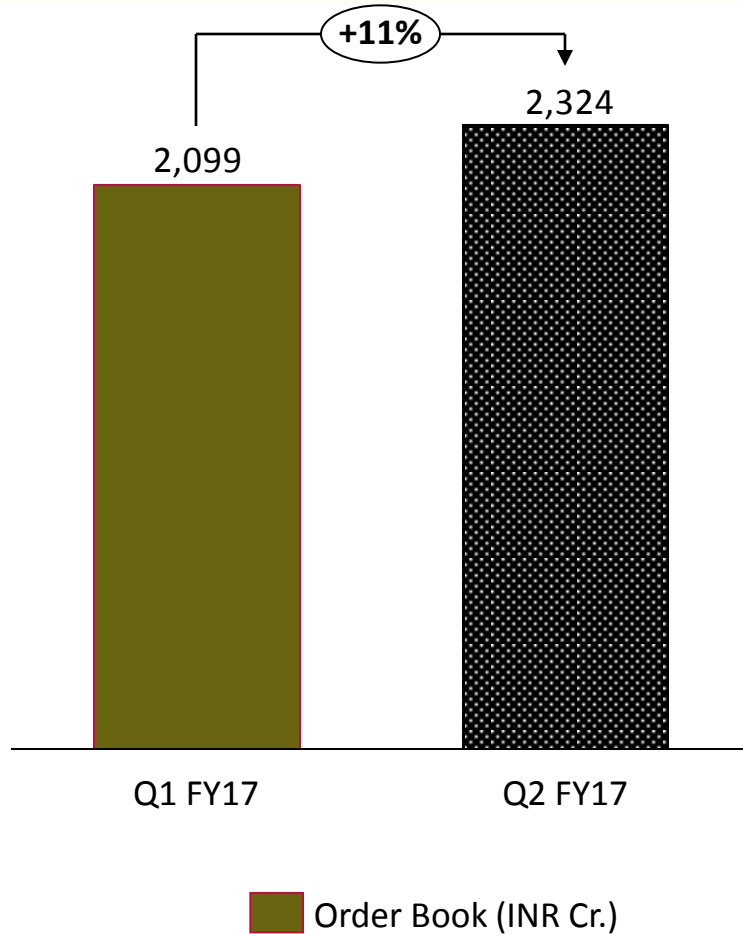
- Quarterly volumes for OF have crossed the 6 million mark for Q2 FY17 - annualized rate of 24 Mn fkm
- OF sales volume growth up by 30% on YoY basis for the quarter
- OF capacity upgraded to 25 Mn FKM and 30 Mn fkm capacity in accelerated expansion mode
- OFC volume decline due to continued weakness in cable installations in the country , likely to pickup in coming quarters based on the order book trend

International Revenue Profile



➤ Revenues contribution increases to 42% from International Geo's for Q2FY17

Order Book Profile



➤ Order book growth increased by 11% on QoQ basis, driven by strong products & services business demand

Consolidated P&L and Balance Sheet

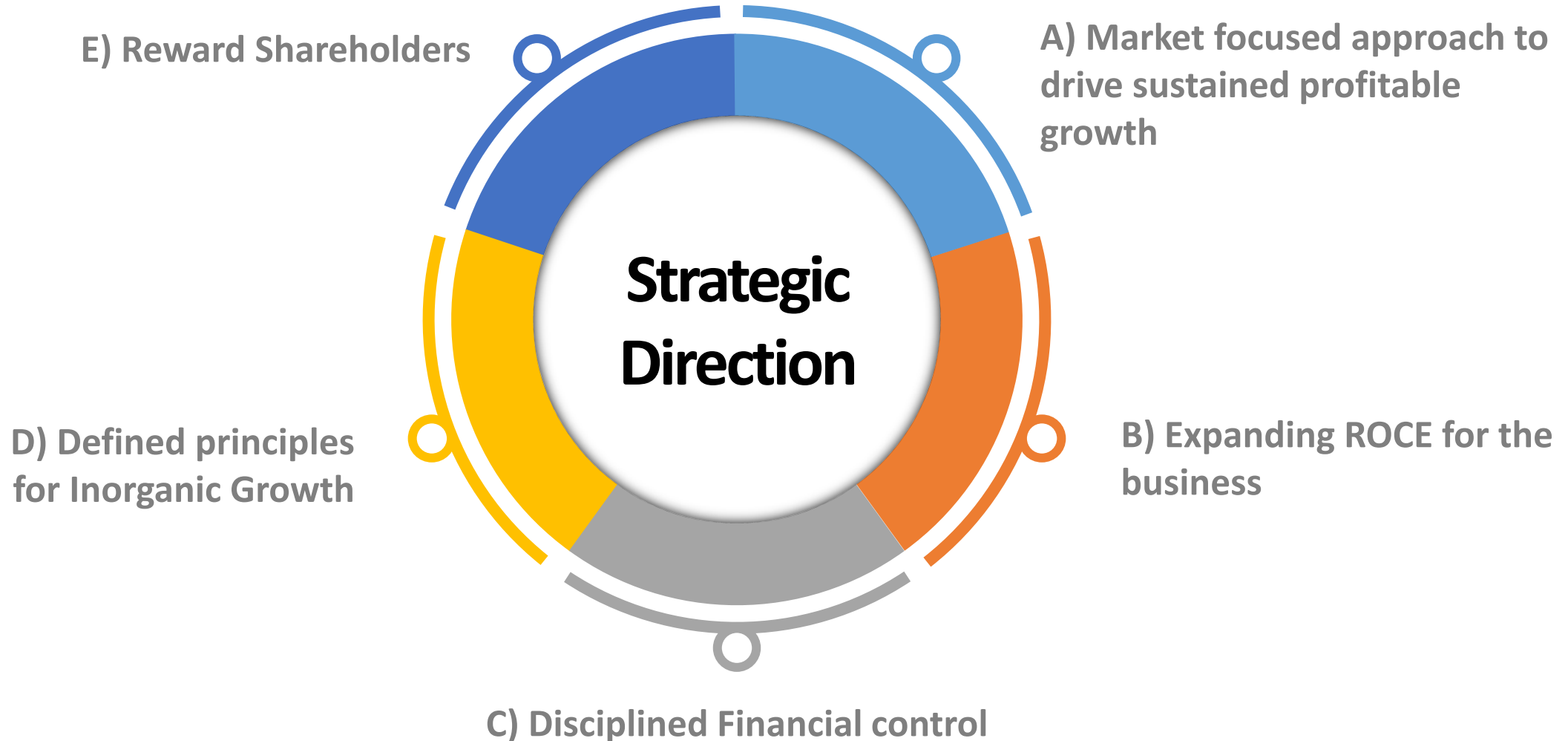
P&L (INR Cr.)	Q2 FY17
Revenue	551
EBIDTA	109
<i>EBITDA %</i>	20%
Depreciation	38
EBIT	72
<i>EBIT %</i>	13%
Interest	37
PBT	35
Tax	(21)
PAT (After minority Interest)	51

Balance sheet (INR Cr.)	Q2/H1 FY17
Net Worth	832
Net Debt	1,024
Total	1,857
Fixed Assets	1,109
Net Working Capital	628
Goodwill	120
Total	1,857

➤ Revenues are at gross level, based on regulatory guidelines. Margin profile has change due to gross revenues factor

Strategic Direction

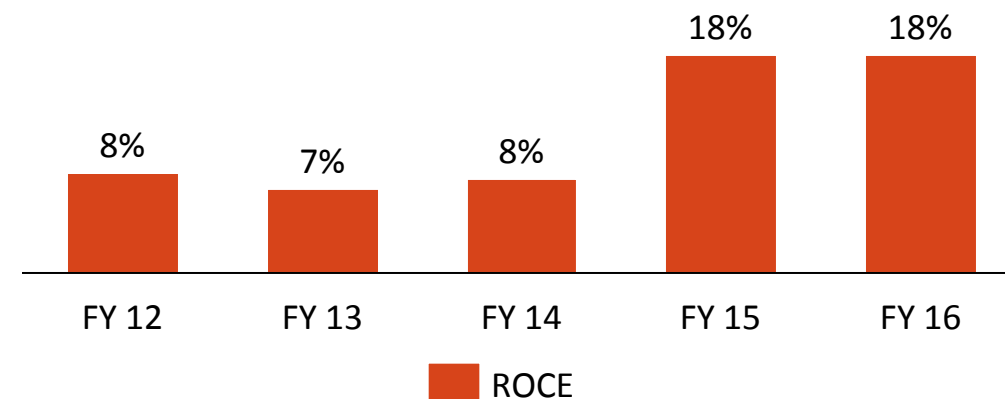
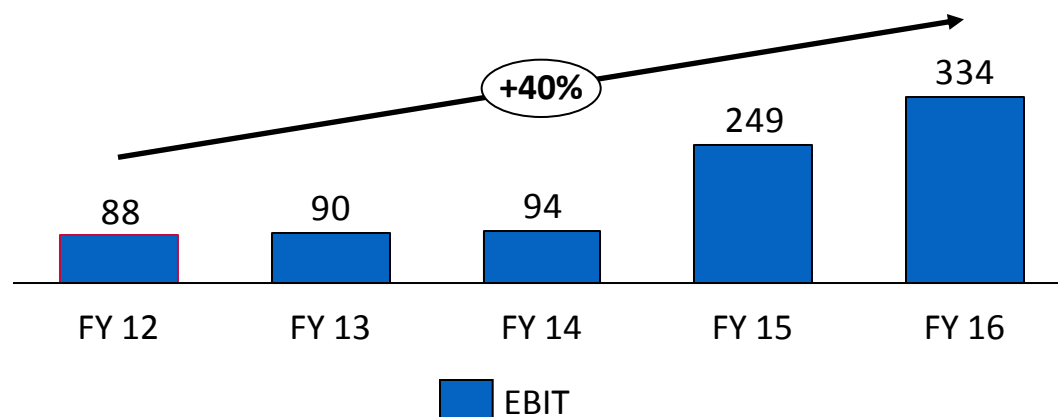
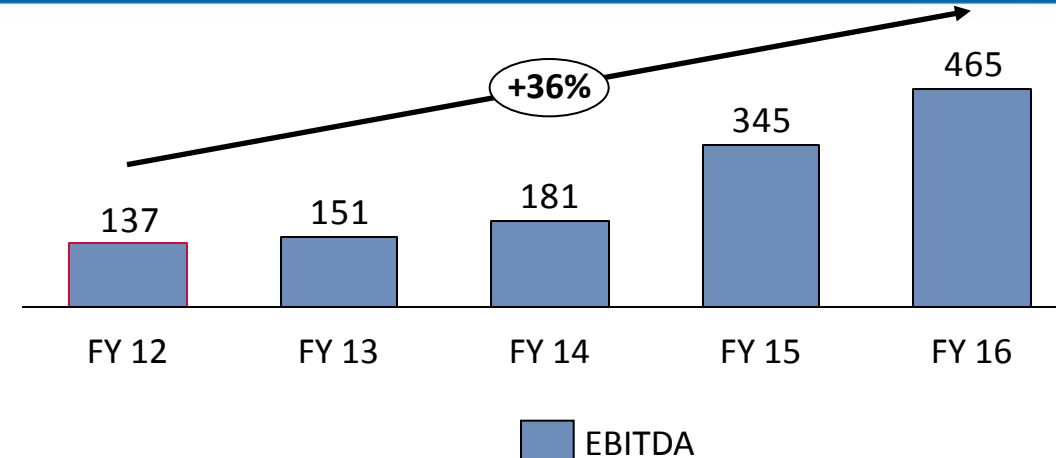
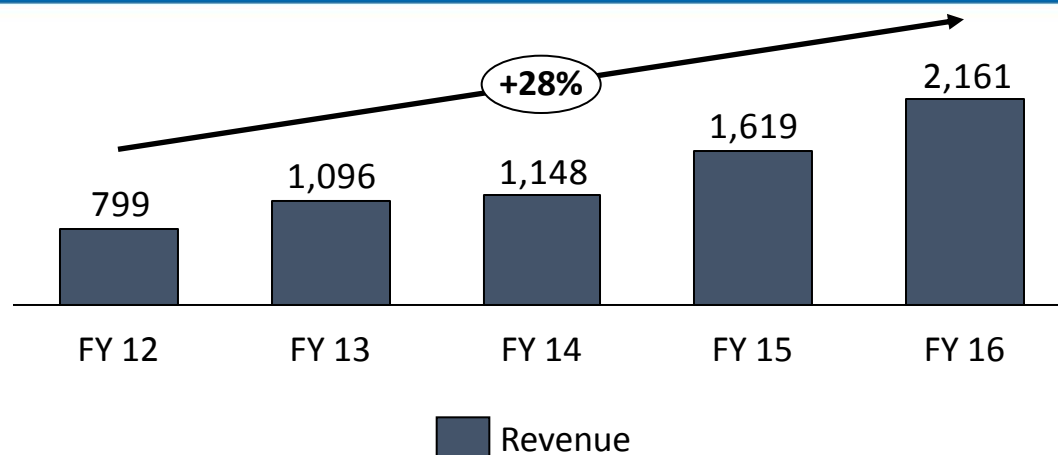




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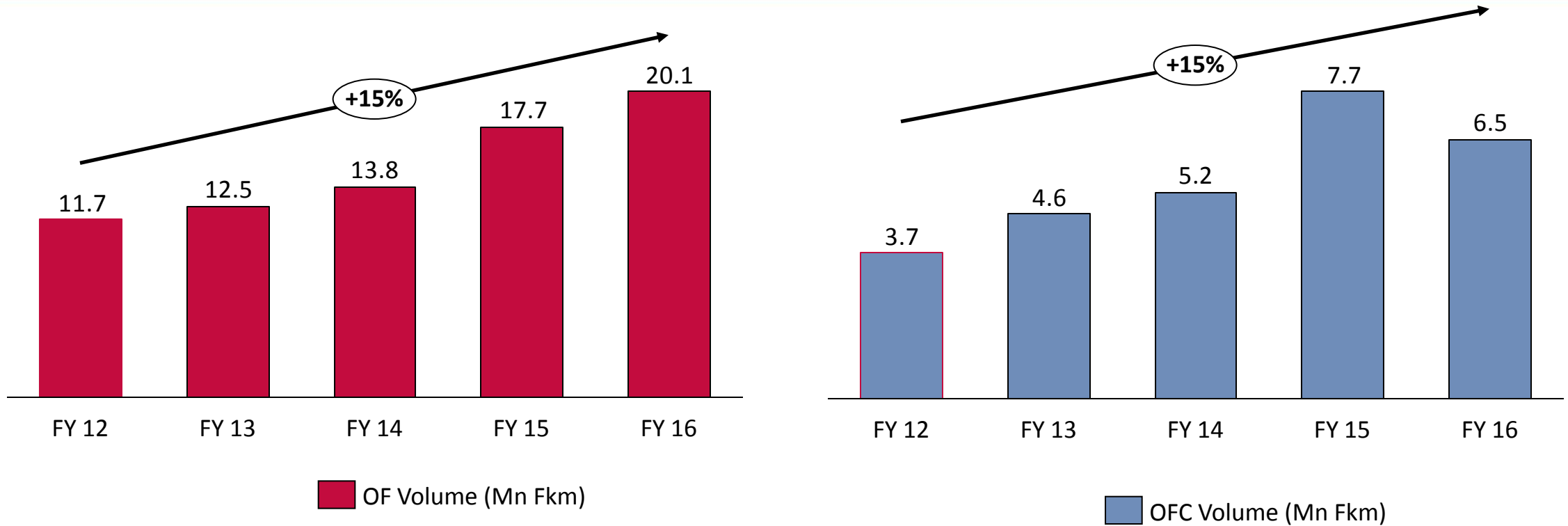
5 Year Journey : Consolidated P&L metrics



- Continued growth in Revenue, last 4 Year CAGR growth at 28%
- Stronger growth in EBITDA, last 4 Year CAGR growth at 36%
- Expanding ROCE with expanding margin for the business

Note: Numbers are in I-GAAP and Values are in INR Cr.

5 Year Journey : Telecom Business Volume Journey



- Volume of OF continues to growth @ of 15% CAGR levels
- Cabling volume also continues to growth @ of 15% CAGR levels
- OFC Volume decline on YoY basis due to shift in the product mix and solutions positioning

Values in Mn fkm

Thank You

