

Sterlite Technologies Limited

Group lineage & leadership

Volcan Investments (HoldCo)

69%



Vedanta Resources

Business verticals:

- Oil & Gas
- Power Generation
- Copper
- Zinc & Lead
- Aluminium
- Iron Ore

Business focus:

- Metals
- Mining & energy
- Oil & gas

55%



Sterlite Technologies

Business verticals:

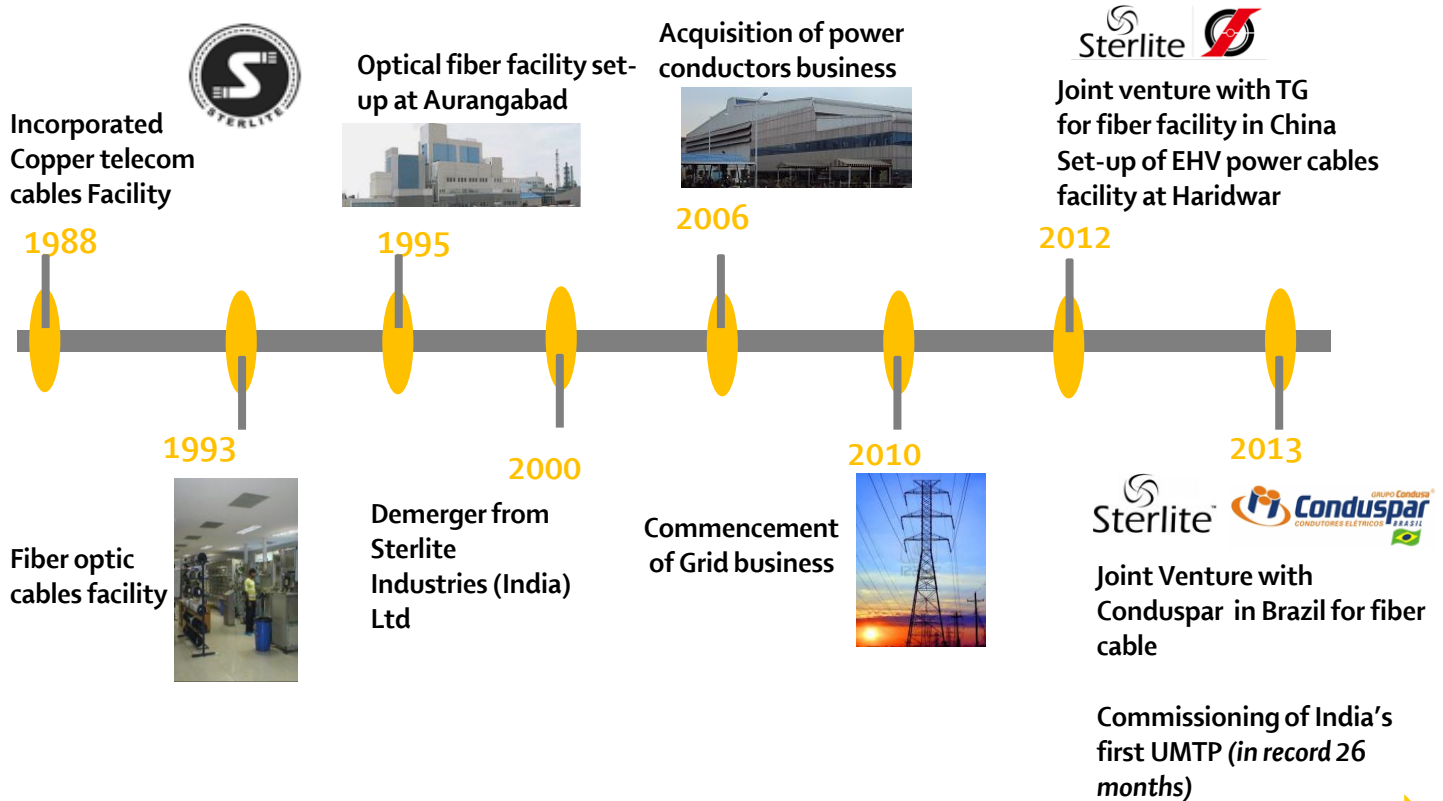
- Telecom
- Power

Business focus:

- Products
- Engineering Solutions
- Infrastructure Development

- Stock listings: **LSE, NYSE, BSE, NSE**
- Net revenue: **~US\$ 13b** (FY14)
- Globally **28,000 employees**
- **Market leadership** in all key sectors
 - Zinc: Largest, globally
 - Aluminum: Amongst global largest
 - Optical fiber: Amongst global largest
 - Power conductors: Amongst global largest
 - Oil & Gas : 20% of India's crude oil production

Business Evolution



A journey from a **Products Co.** to Products + Solutions + Infrastructure = **Engineering Co.**

STERLITE TECHNOLOGIES

TELECOM

POWER

PRODUCTS & SOLUTIONS

Optical fibers & preform
Fiber optic cables
Data Cables
System integration

NEUTRAL NETWORKS

Fiber to:
Homes
Towers
SMBE

PRODUCTS & SOLUTIONS

Power conductors
HV/EHV cables
OPGW
Rods & accessories

TRANSMISSION NETWORKS

Current Development:
– 6 Cross-country projects
– 5000 Circuit km transmission lines
– 3 substations

Sterlite Technologies : Basic facts



450

million US\$
net revenues (FY14)

50

patents in
USA, EU, India, China

9

countries in which we operate*
for sales, technical support, manufacturing

1400

full time
employees

- Sales / tech support: Brazil, China, India, Mexico, Netherlands, Russia, South Africa, South Korea, Turkey, UAE, UK.
- Manufacturing: India, China, Brazil
- 1\$ = INR 60

30% of Sterlite's revenues are from international markets

75+ Countries are connected by Sterlite

6 of the global top 10 telecom companies rely on Sterlite for innovative solutions

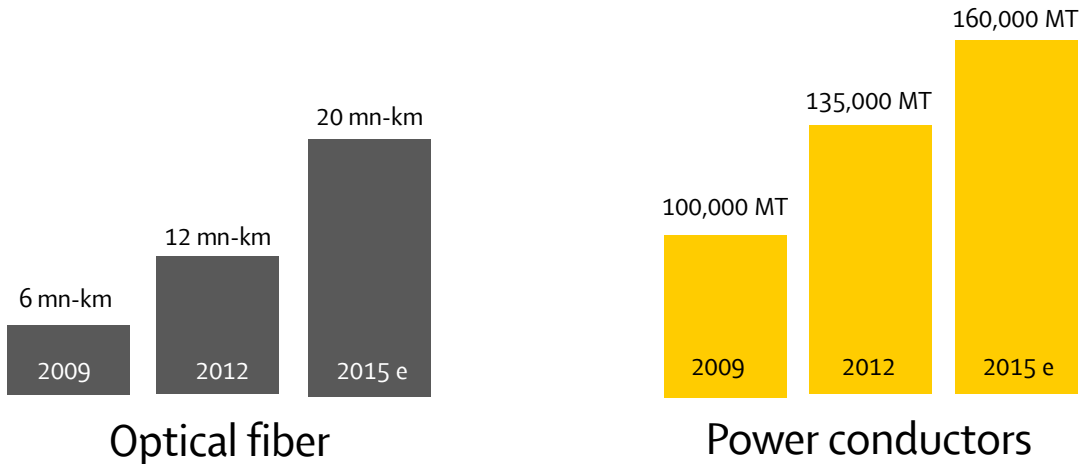
25% of India's national power grid runs on Sterlite conductors



Telecom & Power

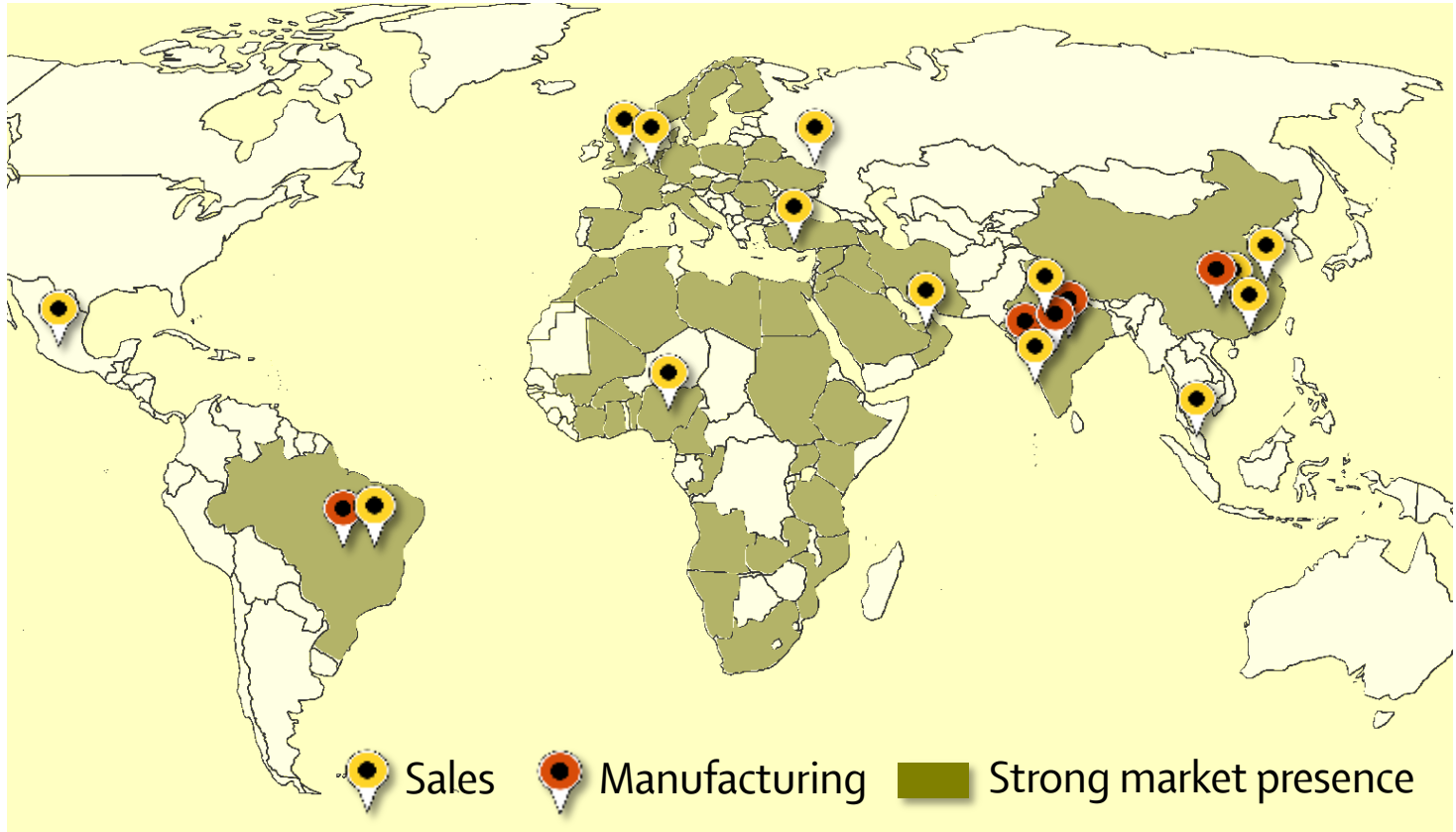
Products. Engineering Solutions. Infrastructure Development

Key growth milestones



- Sterlite has **grown at a faster rate** than industry growth
- Continued focus on **product development** as per evolving industry applications

Global Presence



Our offerings: Telecom

PRODUCTS

- Optical fibers & preform
- Fiber optic cables
- Structured data cables



SOLUTIONS

- System Integration
- Network Integration



INFRASTRUCTURE DEVELOPMENT

- High bandwidth connectivity
- FTTH - 150,000 connected homes

Our Customers

- **Telecom Service Providers**
- **Internet Service Providers**
- **MSO/CATV Operators**

BT
CHINA MOBILE
STC
AIRTEL
MTN

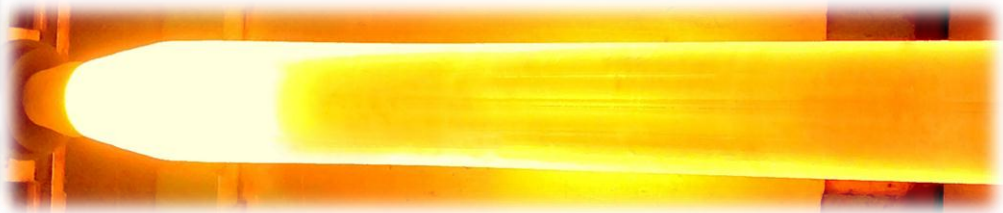
VIRGIN MOBILE
TATA
ETISALAT
NOKIA SIEMENS
YOU BROADBAND

CHINA TELECOM
TURK TELECOM
NEOTEL
VODAFONE
BSNL

Fully integrated manufacturing facility; control over value chain

Dedicated Center of Excellence

47 Patents



Optical Fibers & Preforms

- Amongst global largest
- Full suite of ITU-T fiber products from low loss to bend insensitive fiber
- From long haul to residential applications

Optical Fiber Cables

- Customized cabling products
- For FTTx, Marine, utilities, Oil & Gas and defense applications

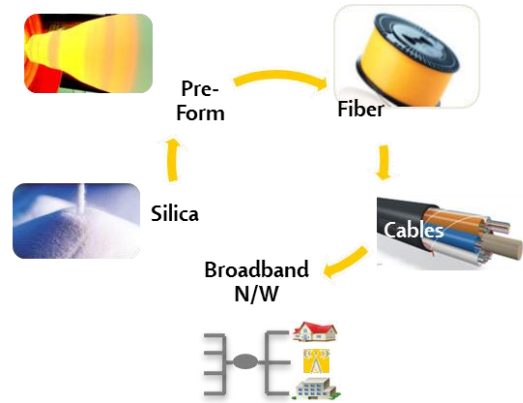
Structured Data Cables

- For variety of applications in structured cabling – From data centers to enterprise

Telecom: Unique Product Capabilities

From 'sand-to-broadband'

- The only vertically integrated company globally to have such capability
- Center of Excellence with Glass, Fiber, Network, FTTx labs
- Academia tie-ups for next generation telecom research
- Full suite of products for applications from long haul to residential
- Global vendor partnerships with end-to-end supply chain control



- Long term engagement with British Telecom
- Engaged in relationships with all telcos, MSOs in India
- Largest provider of installed cables in the country

System Integration

- Master System Integration(MSI) for high speed broadband solutions on cross country networks
- Seamless & scalable solutions; end-to-end project management
- Experience in implementation of multi-million dollar projects
- Domain expertise in several turnkey solutions (MPLS); DSL Broadband + OSS/BSS; GPON, NGN-IPTAX, FTTx ,

Network Integration

- Engineering wire-line broadband networks
- Solution engineering & design of access network architecture
- Network roll out, integration and O&M
- Global vendor partnerships with end-to-end supply chain control



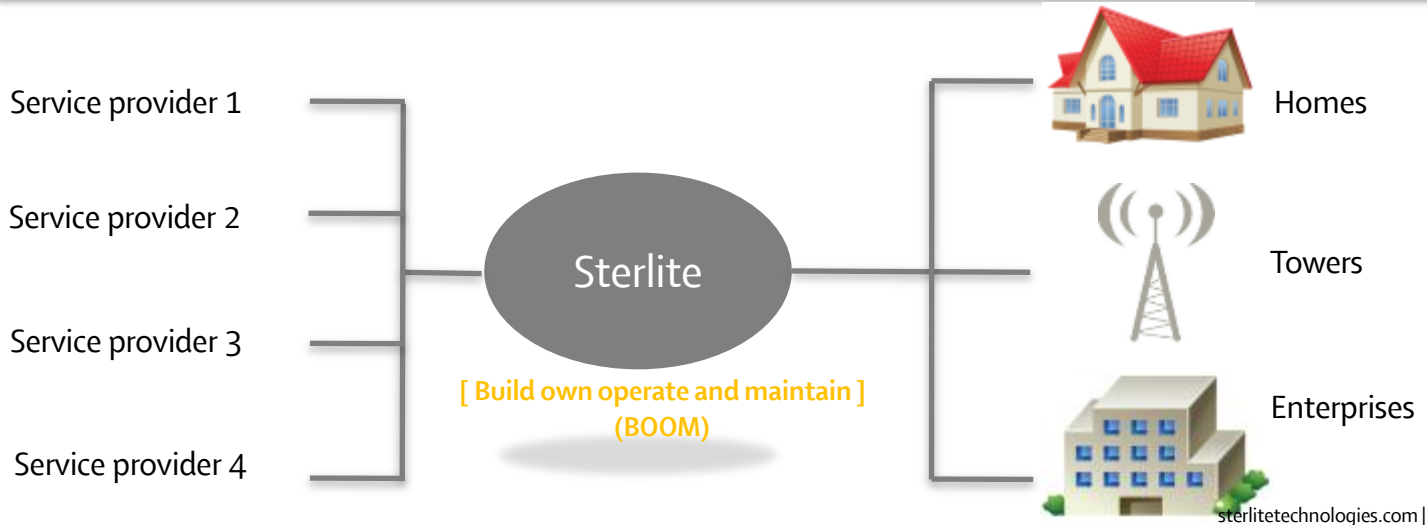
*Excellent track record of
engineering customized solutions*

- ✓ *Core / EDGE MPLS network and 0.5 million lines broadband deployment in Delhi / Mumbai*
- ✓ *LAN connection to 32 universities across India; High bandwidth information backbone*

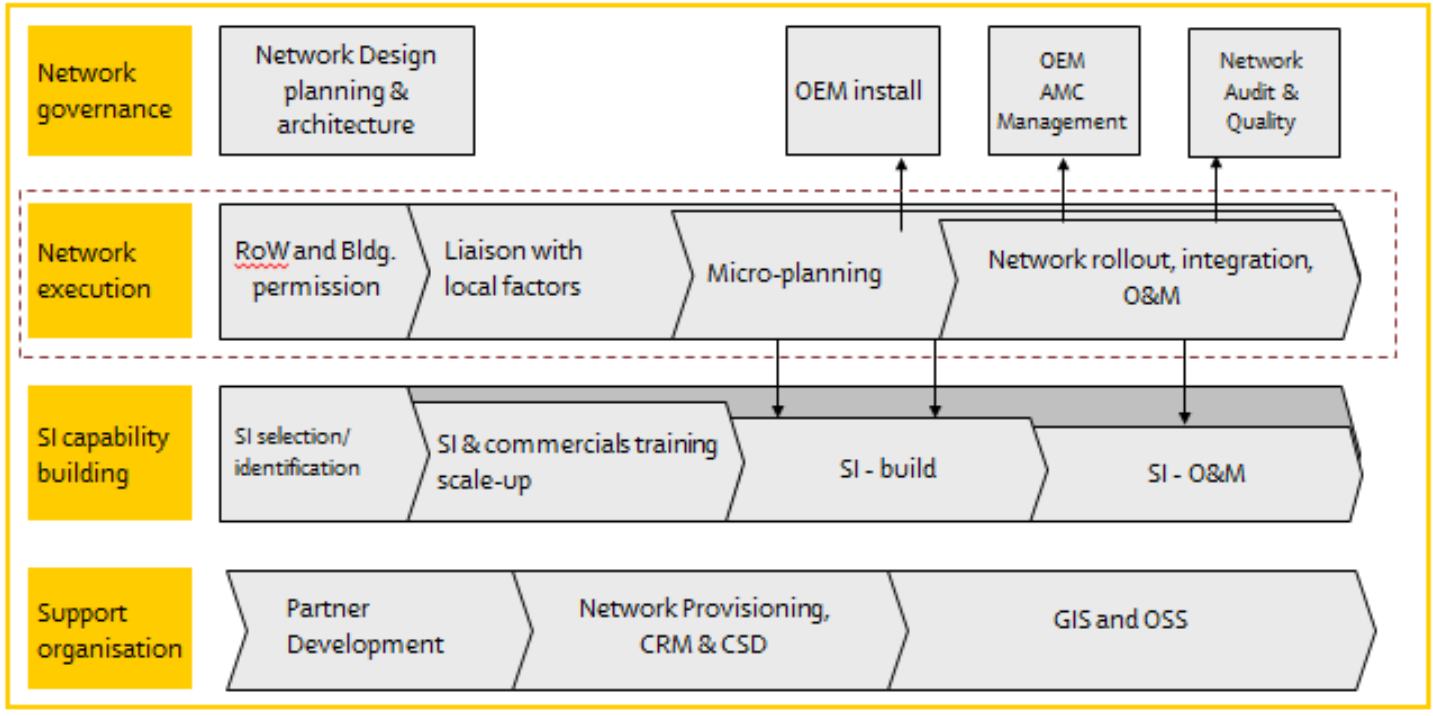
Sustainable Service Model

- Build, Install, Own and Manage the last mile **FTTH** network in India
- Plan to connect **1 million** homes by 2016 Across **8 major** cities in India
- Specialized team with FTTH experience

Neutral Access Network Model



Telecom: Infrastructure Development



Specialized Team with FTTH exp.

Central 24x7 NOC with capability to monitor 1Mn lines

Customized solution

Our offerings: Power

PRODUCTS

- Transmission conductors
- HV/EHV Cables
- OPGW
- Rods/Accessories



SOLUTIONS

- Uprating capacity
- T&D Loss reduction
- Integrated O/H & U/G T&D network with communication capability



INFRASTRUCTURE DEVELOPMENT

- 5000 Circuit Km transmission lines
- 35 years ownership
- \$1.3 bn capital commitment

Our Customers

- **Transmission**
- **Generation**
- **Distribution**
- **Utilities**

POWER GRID
FINGRID
ALSTOM
BECHTEL
MTN
VATTENFALL

SVENSKA KRAFTINAT
RELIANCE POWER
ADANI
INEO SUEZ
WBSEDTL
ZESCO

STERLITE ENERGY
TORRENT POWER
TATA POWER
ANDE
NTPC
KETRACO



Conductors

- Full range conductors from ACSR to high performance conductors
- Amongst global largest
- For re-conductoring & new Lines
 - Enhanced current carrying capacity; lower transmission cost/unit
 - Additional capacity of ~100% for future demand

HV/EHV Cables

Voltage grade from 6.6 kV to 220 kV

Conductors:

Aluminum and Copper; Sizes - Single Core (up to 2000 sq-mm) Multi Core (up to 630 sq-mm).

OPGW

- OPGW cables & accessories
- Design, manufacture, supply & installation

Leveraging core expertise in power conductors & fiber optic cables

Power: Engineering Solutions

Engineering T&D networks & re-conductoring solutions

Tower designing, route optimization

Manufacture, inventory management

Installation & service

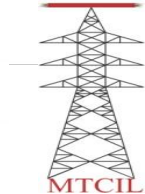
- Helping 'Tata Power' **augment power carrying capacity** from 30 MW to 70 MW over existing infrastructure
- **First ever** ACCC Stringing in India for 'Torrent Power' to **augment power carrying capacity** from 80MW to 200 MW over existing infrastructure

- Transmission line upgrades over the **toughest terrains** for specialized stringing
- Sterlite's solutions enable existing infrastructures carry **more than twice** the power



Power: OPGW Network

- First Public-Private partnership (PPP) in Asia to build a OPGW based fiber network
- MTCIL, a JV between Sterlite Technologies Ltd. and MSETCL (Maha Transco) to lay an OPGW network along **3,300 kms** of power transmission lines in Maharashtra in next 15 months
- The created dark fiber capacity will be commercially utilized through capacity sales
- MTCIL network pass through **20 districts** incl. Mumbai, Navi Mumbai, Pune, Nashik, Nagpur
- MTCIL is free to add routes into its network based on customer interest

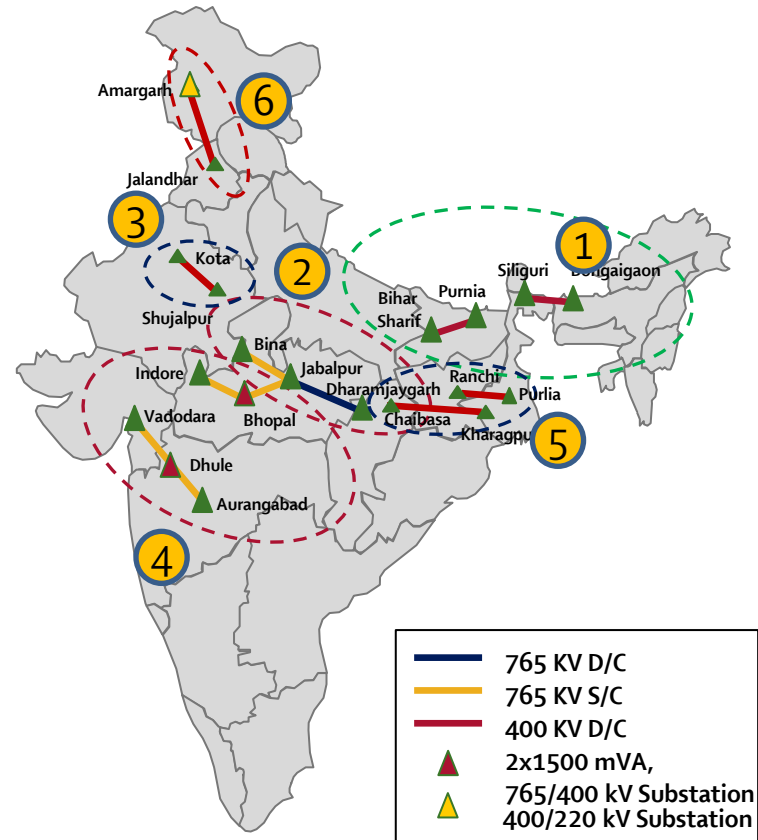


- MTCIL has access to ~820 kms of MSETCL's existing OPGW network
- Phase – I to be operational by mid July

Power: Infrastructure Development

Connecting India's key generating centers with load centers

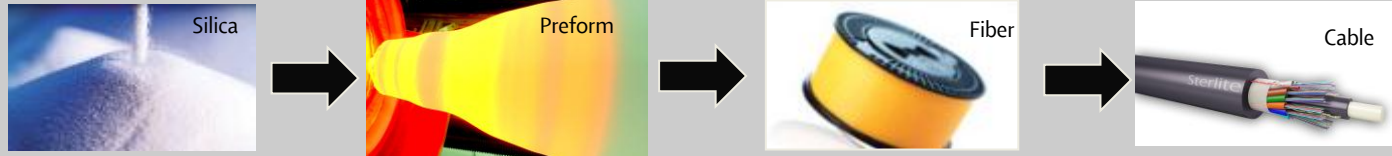
- Build-Own-Operate-Maintain (BOOM) Model
- 6 Projects in Portfolio
- More than \$1 b capital commitment
- 5000 Km transmission lines & 3 substations
- India's first 765 kv D/C transmission line
- India's first Ultra Mega Transmission Project, Purnia-Bihar Sharif line commissioned in Sep '13



Our Key Differentiators

- ▶ Positioned strongly in **high growth geographies, in high growth industries**
- ▶ Sustained focus on **technology & engineering**
- ▶ **Global** expertise; local service
- ▶ Control over entire **value chain – from products to services**

Optical fiber



Conductors



Our Human Resources

The Sterilite DNA

Competent

With domain expertise

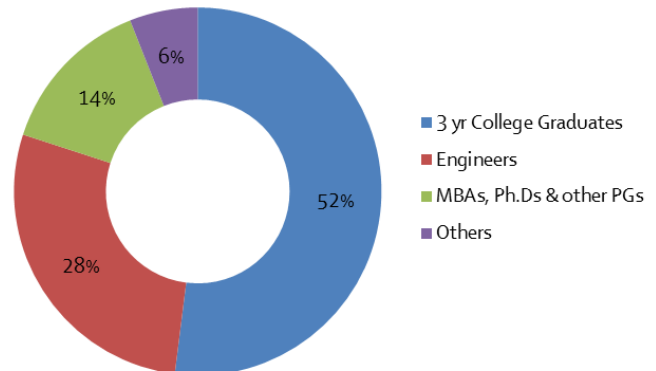
Get the work done

Passionate

Humble



- 1400+ Qualified talent pool
- Integrated work culture reflecting diversity of global work experience
- Large portion of qualified Engineers, MBAs, CAs and PhDs - Technical & Managerial team composition reflects a unique global heritage



Our imprint on the community



150,000

lives impacted by Sterlite's health initiatives

35,000

lives impacted by Sterlite's water conservation initiatives

4,000

lives impacted by Sterlite's hygiene & sanitation initiatives

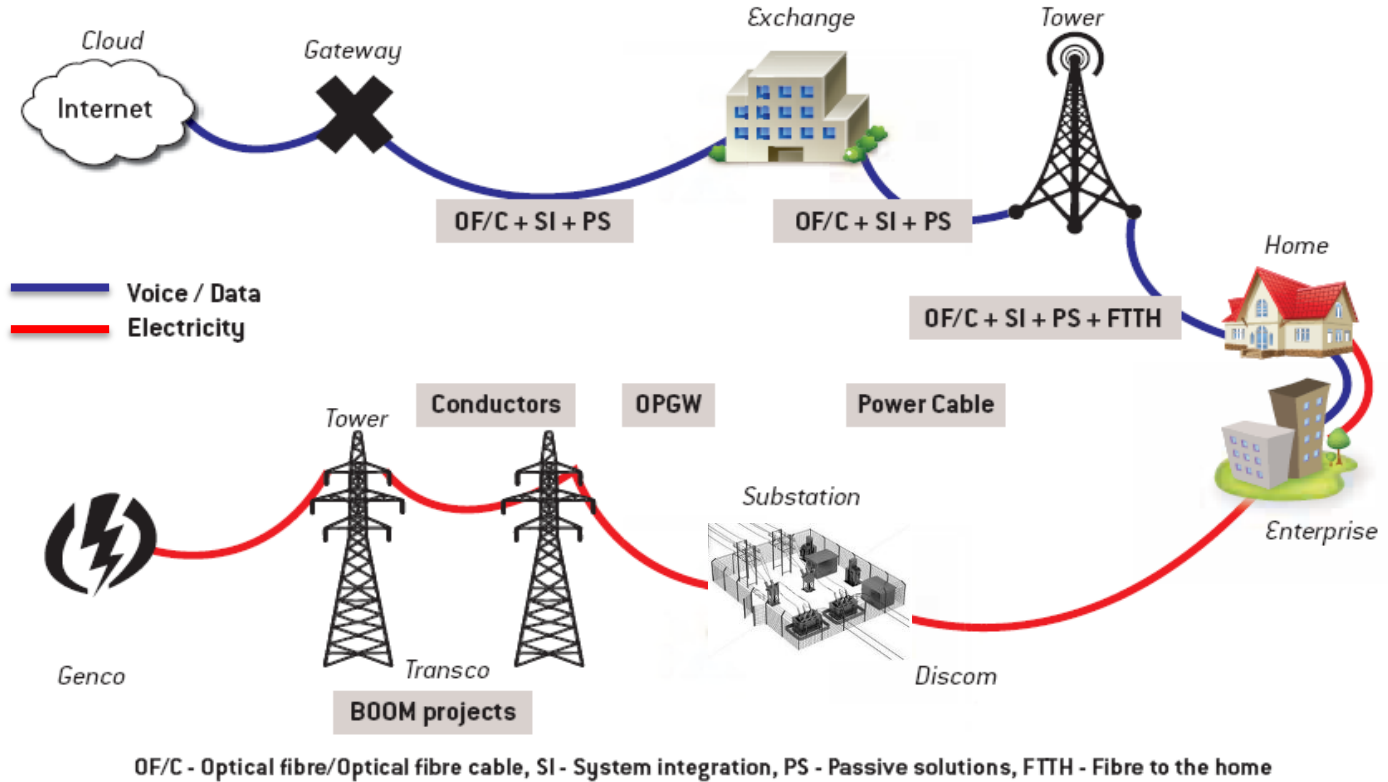
1,500

lives impacted by Sterlite's child welfare initiatives

800

lives impacted by Sterlite's women empowerment initiatives

Power and Telecom Network



Complete Range of Offerings : Products, Engineering Solutions & Infrastructure Development

Disclaimer

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Such statements involve known and unknown risks, uncertainties and other factors, which may cause actual results, performance or achievements of Sterlite Technologies Limited, or industry results, to differ materially from those expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding Sterlite Technologies' present and future business strategies and the environment in which Sterlite Technologies Limited will operate in the future.

The important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, changes in government policies or regulations of India and, in particular, changes relating to the administration of Sterlite Technologies' industry, and changes in general economic, business and credit conditions in India.

Additional factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements, many of which are not in Sterlite Technologies' control, include, but are not limited to, those risk factors discussed in Sterlite Technologies' various filings with the National Stock Exchange, India and the Bombay Stock Exchange, India. These filings are available at www.nseindia.com and www.bseindia.com

Sterlite Technologies

Brazil

China

India

Netherlands

Nigeria

Russia

Turkey

UAE

UK

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“Connecting Every Home on the Planet”

