# Sterlite Technologies

STL Corporate Deck 2019

TRANSFORMING EVERYDAY LIVING BY
DELIVERING SMARTER NETWORKS

# We partner with customers to Design, Build and Manage smarter networks

## BUSINESS

**DESIGN, BUILD AND MANAGE SMARTER NETWORKS**

## OFFERINGS

Unified Data Network Solutions

- OPTICAL PRODUCTS
- SYSTEM INTEGRATION SERVICES
- TELECOM SOFTWARE

## ENABLERS

- TALENT & CULTURE
- RESEARCH & TECHNOLOGY
- CUSTOMER ENGAGEMENT

## CUSTOMERS

COMMUNICATION SERVICE PROVIDERS

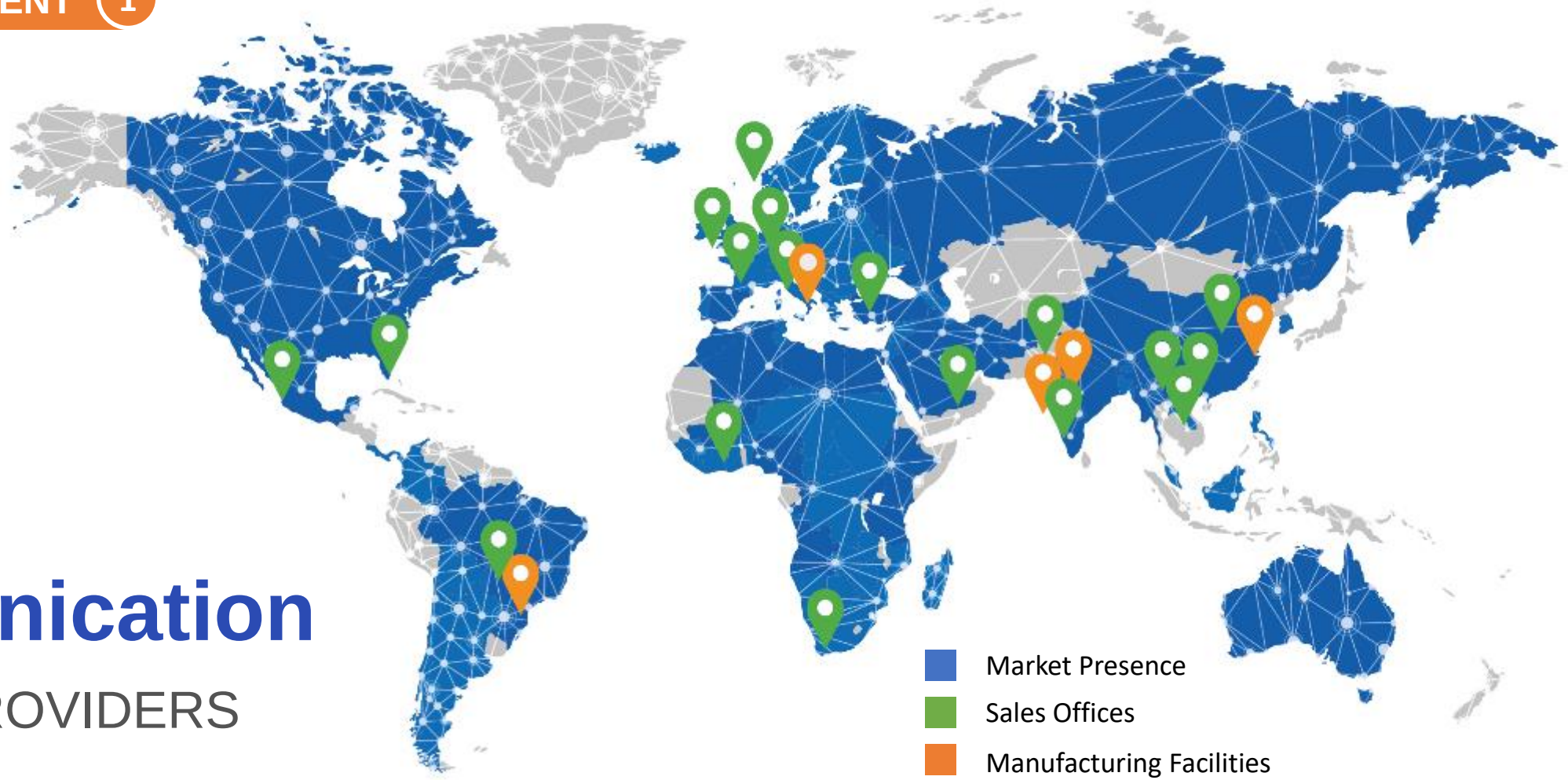
CLOUD COMPANIES

DEFENCE SERVICES

CITIZEN NETWORKS

# Working with eight of the top ten telco service providers globally

CUSTOMER SEGMENT 1




**8/10**

## Communication

SERVICE PROVIDERS

**Strong global presence in over 100 countries**

* Top 10 Telcos are identified basis their subscriber base

# Developing customized solutions for OTT players

CUSTOMER SEGMENT 2

## GLOBAL CLOUD COMPANIES

**Drivers of Change**

Another 225 hyper scale datacenters to be built

OTT players such as Amazon launching new AWS regions

# Securing national borders through world-class communication networks

**CUSTOMER SEGMENT 3**

## INDIAN DEFENCE

### INDIAN ARMY

- Designed world's largest intrusion proof defence network

**10,000 Km** of OFC network

**100%** Network on Sterlite Fibre

**25+** Years Network Life

### INDIAN NAVY

- Designing world class naval communication network

**44** Network Locations

**30** telepresence studios

**33** Data Centres

### INDIAN AIRFORCE

- NAISS POC – Demonstrated Fibre optic sensing security solutions

**Optic fibre sensing**

**Perimeter security solutions**

**Inte-grated CCC**

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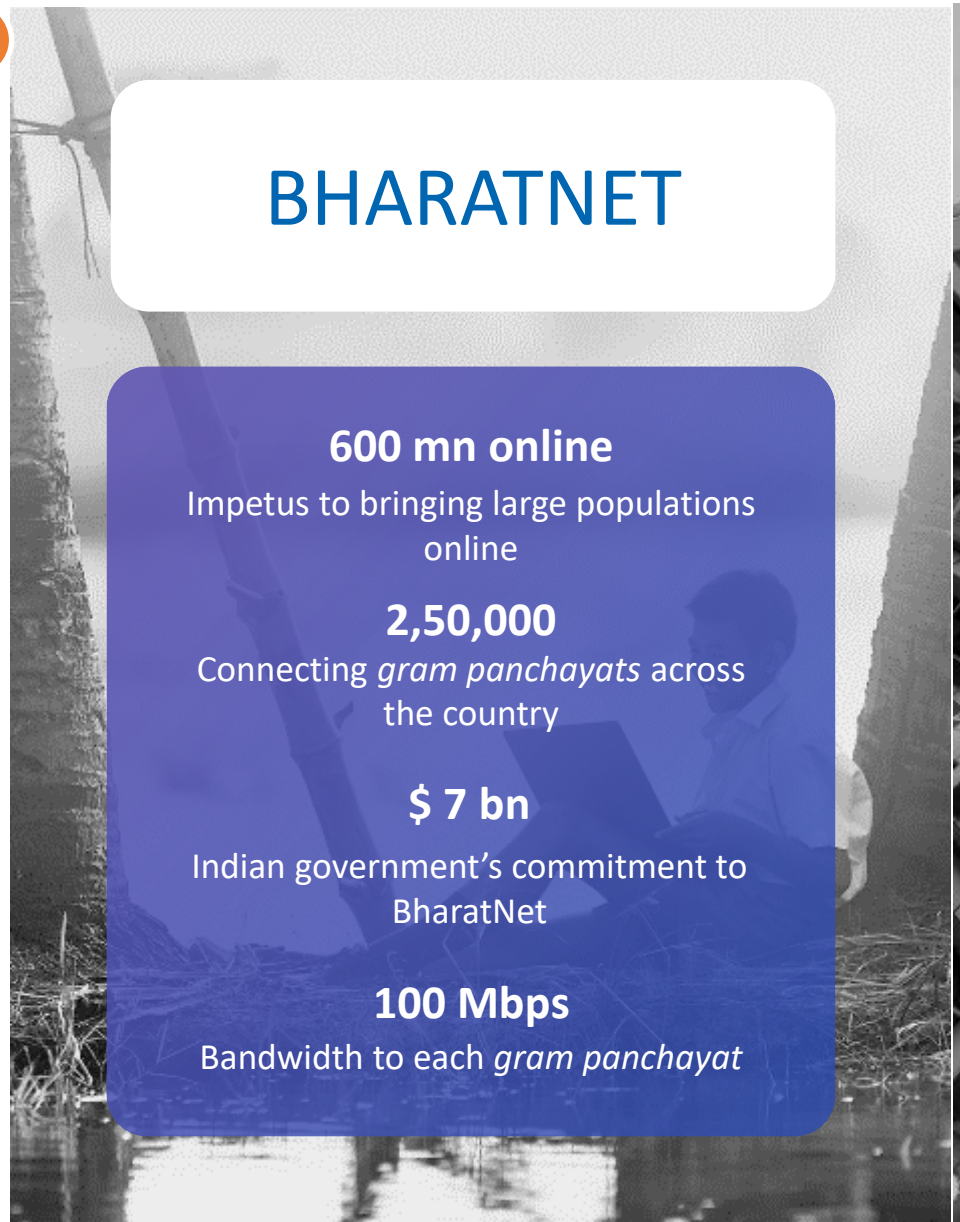
# Enabling the largest digital inclusion in the world

CUSTOMER SEGMENT 4

## CITIZEN NETWORKS

SMART
CONNECTED
EMPOWERED



### BHARATNET

**600 mn online**
Impetus to bringing large populations online

**2,50,000**
Connecting *gram panchayats* across the country

**$ 7 bn**
Indian government's commitment to BharatNet

**100 Mbps**
Bandwidth to each *gram panchayat*

### SMART CITIES

**Gandhinagar**

**Jaipur**

**Kakinada**

# Our portfolio of Optical Communication Products

# OPTICAL

COMMUNICATION PRODUCTS

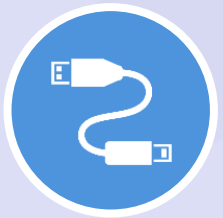
Amongst the world's largest integrated manufacturers of OF and OFC, with facilities in Brazil, China, India & Italy

## OPTICAL FIBRE AND PREFORM

- Full suite of ITU-T fibre products from low loss to bend insensitive fibre
- For NLD to Access Network applications

## OPTICAL FIBRE CABLES

- Customised cabling products for FTTx, utilities, oil and gas, transport and defence applications
- Smarter FTTH Plug and Play solutions



## STRUCTURED DATA CABLES

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

# Our integrated telecom services to empower digital India

## INTEGRATED TELECOM SERVICES

End to End **system integration** across all layers of ICT stack

### Key Turnkey Projects

- Naval communication network
- 3 Smart Cities
- Powergrid MPLS project

Integrated **fibre rollout** to build backbone for any communication network

### Key Turnkey Projects

- Network for Spectrum, Indian Army
- Network creation for RJIO
- Bharatnet across MP, Maharashtra and Telangana

System Integration

Fibre Rollout

# Our Software solutions to re-invent CSPs

**Solutions**

| 5G Monetization | FTTx & Cable | Smart Cities | Enterprise/ IOT | WiFi | SD-WAN, SD-Core |
|---|---|---|---|---|---|

## Digital Experience & Engagement

- Digital Commerce & Customer Management (DCCM)
- Neox
- Crestel CRM

## Digital Monetization

- Crestel DBRM
- Partner Billing & Management
- Netvertex PCC

## Digital OSS

- EliteWiFi SMP & IOT
- EliteANDSF server
- Crestel Provisioning & Activation

## Programmable Network and Intelligence

- MANO
- SDN Controller
- VNFS
- NOS
- Integration with AI

## Intelligence & Insight

Intelligent Data Lake (IDL)

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# Our unified solution – FTTx MANTRA to transform digital world

FTTx mantra

- **M** ASSIVE
- **A** GILE
- **N** ETWORK
- **TRA** NSFORMATION

1. INGENIOUS PRODUCTS
2. INTEGRATED NETWORK DESIGN
3. INCLUSIVE ROLL OUTS
4. INNOVATIVE VIRTUALIZATION
5. INTELLIGENT SOFTWARE SOLUTIONS

# 1 Ingenious Products

## BEND INSENSITIVE OPTICAL FIBRE

BOW LITE E

- Low bend loss
- Better performance at higher wavelengths
- 2X more splitting in same optical power budget

**Fast, cost efficient, future ready roll-outs**

## INNOVATIVE CABLE SOLUTIONS

HIGH FIBRE & MICRO MODULE

- High density
- No preferential bending
- Easy identification
- Easy stripping & cleaving

**Faster, scalable, backward compatible, future fit roll-outs**

## COMPACT KITS

FTTx KITS

- Suited for high rises & standalone homes alike
- Plug & play
- Pre connectorised solution
- 2 stage splitting

**Agile FTTx roll outs, de-skilling of field termination**

# 2 Integrated Network Design

**I** Integrated

**C** Centralized Planning

**O** One Backbone

**R** Re-Use Existing Infra

**E** Everything Survey

# Inclusive Approach to Fibre Roll Outs

**REDUCED TIME TO MARKET**

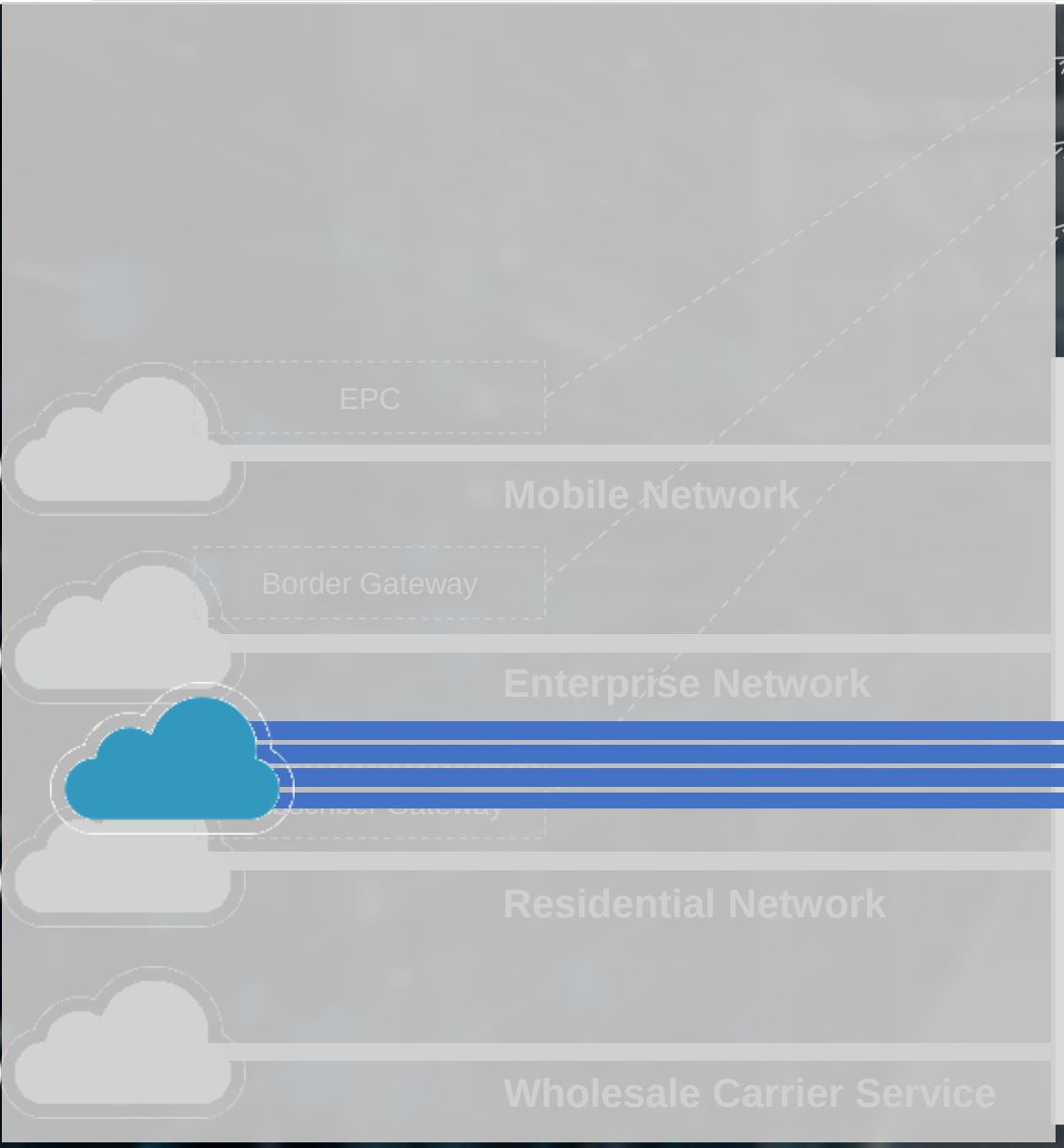
**COST OPTIMISATION**

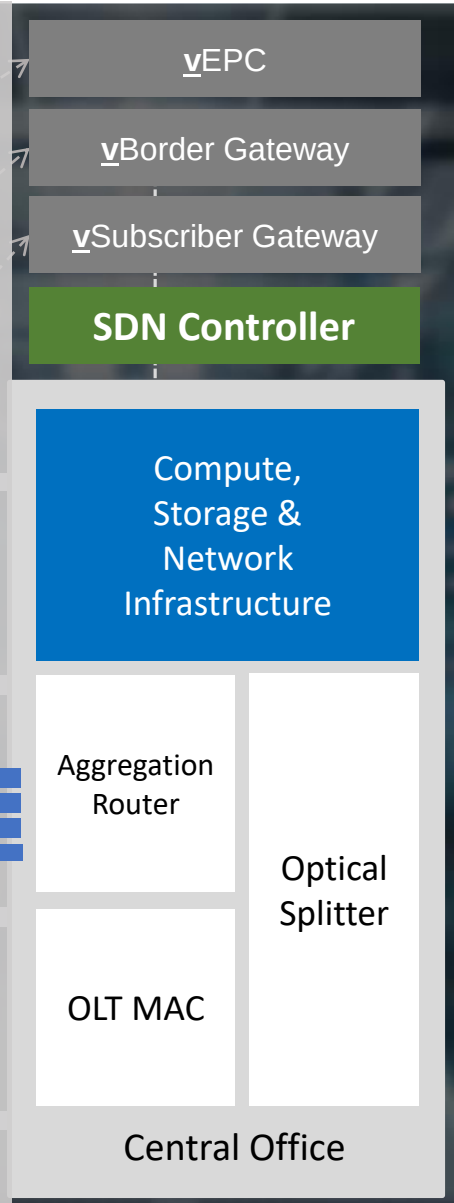
**FASTER NETWORK MONETISATION**

**ENHANCED NETWORK PERFORMANCE**

4

# Innovative Virtualization




## SOFTWARE DEFINED ACCESS NETWORK

- Centralised control plane
- Virtualised network functions
- Open and white box integrated solution
- General purpose hardware

**Superior control, cost effective, vendor agnostic, agile network**

# Intelligent Software Solutions

## BILLING & REVENUE MANAGEMENT

- Integrated analytics
- Modular architecture
- Real time, converged charging

**Customised products, scalability, faster product launches, simpler provisioning**

## INTELLIGENT DATA LAKE

- Scalable storage support
- Advanced analytics
- IP log management system
- High quality data processing

**Actionable business insights, smart decision making, enhanced monetisation opportunity**

# Extensive focus on R&D, innovation and skill enhancement

**4**
Innovation Centres

**2**
Software Delivery Centres

**271**
Patents Globally

## Centre of Excellence, Aurangabad & SPEL, Silvassa

Core research on optical fibre for high-speed connectivity

## Centre for Smarter Networks, Gurgaon

Technology and applied research on smarter networks of the future

## Sterlite Tech Academy

Training for deployment of future-ready communication networks

# Largest integrated manufacturing facilities for optical fibre and optical fibre cable

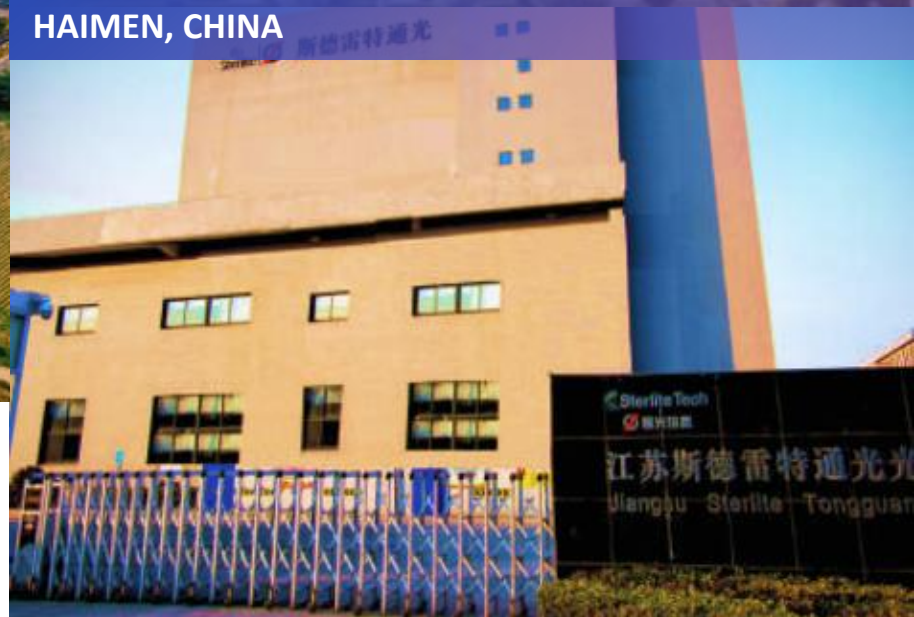
**SILVASSA, INDIA**

**STERLITE, ITALY**

**AURANGABAD, INDIA**

**CURITIBA, BRAZIL**

**HAIMEN, CHINA**



# India’s first optical cable facility to get ZWTF certificate

VERIFIED
ZERO WASTE
TO LANDFILL

Intertek does hereby certify that an independent assessment has been conducted on behalf of

**STERLITE TECHNOLOGIES LIMITED, RAKHOLI**

**Certificate Number: ZWL-2019-01**
Certificate issued: 8 February 2019

Initial Verification Date: 11 January 2019
Certificate valid until: 8 February 2022

**Applicant Address:** Survey No. 68/1, Rakholi Village, Madhuban Dam Road, Silvassa – 396230
Union Territory of Dadra & Nagar Haveli, India

**Product Category:** Telecommunications Equipment

**Conformance Criteria:** Zero Waste to Landfill diversion rate exceeding 99% is applicable to the Manufacturing Optical Fibre Cable

**Issuing Office Name & Address:** Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
8 February 2019

# Continuously investing to create greater value for our customers

## Capacity Expansion

### Fibre and Cable

**Project Gaurav**

>> Fibre capacity expansion from **30** to **50 MFKM**

>> Cable capacity expansion from **15 to 33 MFKM**

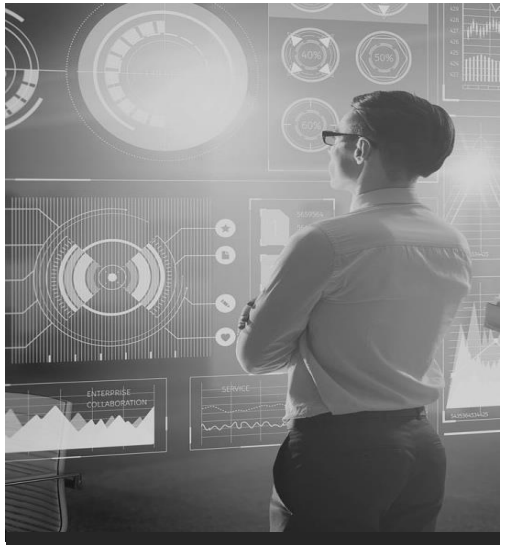
## European Presence

### Supply chain Logistics

**Sterlite Tech, Italy**

Bringing production closer to you

**Integrated Planning with Global Supply Chain**



## Technology Leadership

### Innovative Solutions

**200+ Patents**

**Our R&D Centres**

Centre of Excellence, Fibre & Cable

Centre for Smarter Networks

Specialty Products Experience Lab

**Sterlite Tech Academy**

## Proven Quality Standards

### Quality Leadership

ISO 9001:2008 &TL-9000

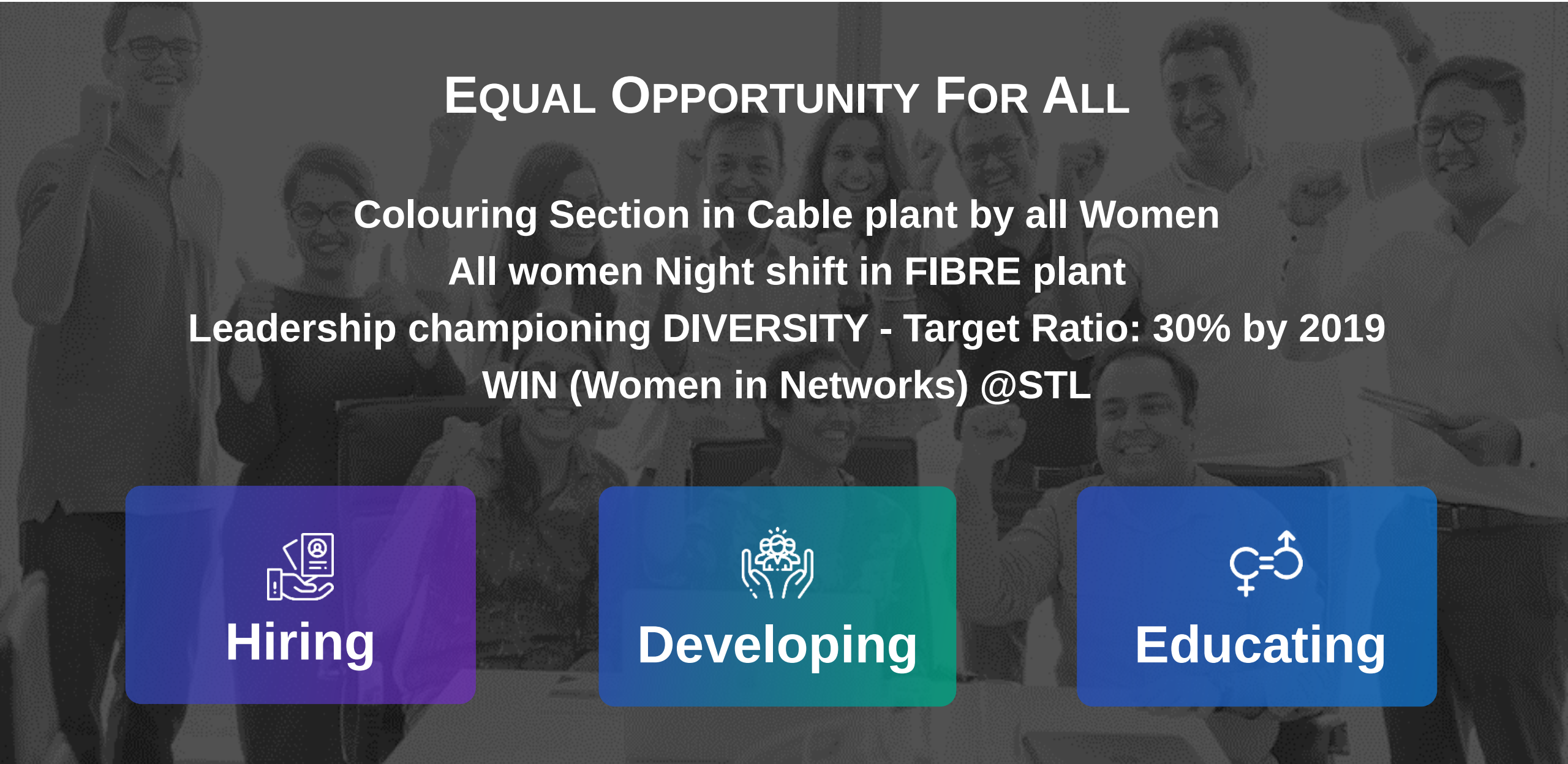
ISO 22301:2012 (BCMS)

ISO 14001:2004 & BS OHSAS 18001:2007

**Golden Peacock Award**

National award for Quality Excellence

# Inclusive & Diverse culture leading to better ideas



## Equal Opportunity For All

**Colouring Section in Cable plant by all Women**

**All women Night shift in FIBRE plant**

**Leadership championing DIVERSITY - Target Ratio: 30% by 2019**

**WIN (Women in Networks) @STL**

**Hiring**

**Developing**

**Educating**

# Creating shared value through our CSR initiatives

## TRANSFORMING EVERYDAY LIVING

### EDUCATION & EMPOWERMENT

Virtual Classroom
Jeewan Jyoti

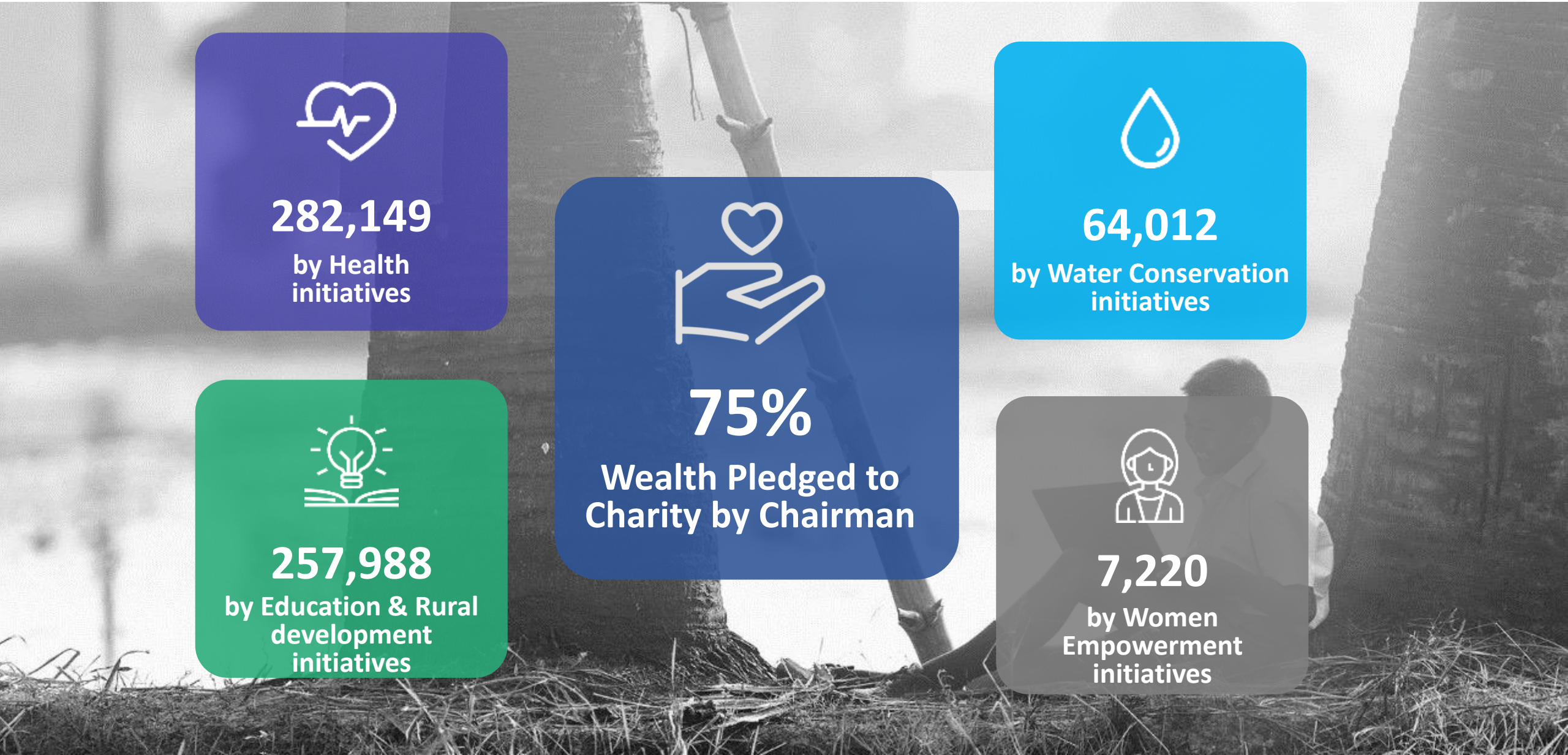
### HEALTH

Last Mile Access Healthcare solution

### RURAL & COMMUNITY DEVELOPMENT

Water & Sanitation
Swachh Bharat

# We aspire to positively impact a million lives



**282,149**
by Health initiatives

**64,012**
by Water Conservation initiatives

**75%**
Wealth Pledged to Charity by Chairman

**257,988**
by Education & Rural development initiatives

**7,220**
by Women Empowerment initiatives

# Industry Awards and Accolades

## Manufacturing excellence

- F&S and FICCI India Manufacturing Excellence Gold Award
- International Quality Circle Competition Award
- Golden Peacock National Quality Award

## Customer obsession

- Wireless Broadband Alliance & Smart City India Expo Award
- CII award for Customer Obsession
- My India Wi-Fi India Award
- Telecom Lead OSS/BSS Company of the Year

## Responsible to communities

- CII-ITC Sustainability Award
- United Nations Global Compact Network Certificate of Merit
- India International CSR Excellence Award
- Bombay Chamber of Commerce Civic Award

## Corporate best practices

- Golden Peacock Excellence in Corporate Governance
- CPO Forum India Awards: Excellence in Risk Mitigation
- TISS award: Best Induction Training Programme

## Technology innovation

- Gartner's Magic Quadrant: Visionary for 2nd consecutive year for Integrated Revenue & Customer Management
- Telecom Leadership Forum award for Network Innovation
- Telecom Leadership Forum award for Process Innovation
- Aegis Graham Bell award for Innovative Technology Solutions
- Telecom Asia Readers' Choice award: BSS innovation of the year

beyond tomorrow