

March 18, 2019

Department of Corporate Services

BSE Ltd.

Phiroze Jeejeebhoy Towers

Dalal Street, Fort,

Mumbai- 400 001.

Scrip Code: 532374

The Listing Department

National Stock Exchange of India Ltd.

Exchange Plaza, C-1, Block G

Bandra Kurla Complex, Bandra (East),

Mumbai- 400 051.

Scrip Code: STRTECH

Dear Sir/ Madam,

Sub: Clarification on news articles raising concerns on Global Optical Fiber Pricing

This is with reference to some news articles and concerns regarding the prices of optical fiber and cable softening in China on the backdrop of recent tender results announced by one of the large telecom operators in China.

In this regard, we wish to clarify that Sterlite Technologies has very limited exposure to China's Optical Fiber Market, at less than 5% of its total revenues. Moreover, most of our optical fiber and cable contracts with service providers across geographies are long term in nature and will not have any significant adverse impact on account of current local pricing environment in China. Additionally, we would also like to highlight the following -

- Sterlite's robust growth is supported by positive trends in India, Europe, Middle East and Latin America for our integrated optical fiber network offerings.
- Sterlite continues to deliver differentiated premium products and solutions for our customers including our recent launch of TruRibbon Cable for Data Centers and FTTx MANTRA, ready to implement FTTx solution.
- Sterlite's capacity expansion programs to increase the fiber capacity to 50 mn fkm and cable capacity to 33 mn fkm continue to be on track.
- Sterlite continues to see strong traction for our end to end system integration services to design build and manage data networks for our customers.



- All of the above has culminated into significant increase in our total addressable market and a wider customer base including rural broadband led by BharatNet, Smart Cities and Defence.
- Fundamentally, Sterlite Technologies' business prospects and growth trajectory remains strong with an all-time high order book exceeding 10,300 Cr and the company continues to be on track to achieve its strategic guidance of \$100 Mn PAT by FY20.

Kindly take the above on your record & acknowledge the receipt.

For **Sterlite Technologies Limited**

A.V. Deshpande

Amit Deshpande

Company Secretary (ACS No. 17551)



Sterlite Technologies

Sterlite Technologies Ltd [BSE: 532374, NSE: STRTECH] is a data networks solutions leader that designs, builds and manages smarter digital networks globally. It provides end-to-end network solutions for global telecom companies, cloud companies, citizen networks and the defence. With innovation at its core, its technological solutions are developed at its Centre of Excellence for broadband research and Centre for Smarter Networks for next-generation network applications. The company has manufacturing facilities in India, Italy, China and Brazil and two Software delivery centres.