



Connecting...

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Connecting minds is our passion *Connecting people is our business*

Building and nurturing connections is something we take very seriously at Sterlite Technologies. Eliminating boundaries through the sharing of ideas across cultures, economies and geographies, is our constant endeavour. Our wide range of products and solutions in the energy and telecom sectors makes all this possible. As we step into another year, let us renew our promise. Let us connect...

BUSINESS OVERVIEW

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Connecting aspirations with everyday solutions

We are closely tuned to the aspirations of our stakeholders and strive relentlessly and constantly to provide solutions that go beyond the conventional and predictable.

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■ BUSINESS HIGHLIGHTS

Business Performance

- Net revenue of Rs. 2,289 Crores, EBITDA of Rs. 238 Crores and PAT of Rs. 90 Crores.
- Net revenue up by 36% over the last fiscal.
- Diluted EPS of Rs. 13.90 (each share of Rs. 5 face value).
- Revenue from international sales at Rs. 593 Crores against Rs. 518 Crores in the previous year and amounts to 26% of net revenue.
- Healthy cash flow from operations – debt decreases from Rs. 663 Crores to Rs. 497 Crores.

Capacity Enhancements

- Projects under way to double the annual Optical Fiber manufacturing capacity to 12 million fkm, enhance Fiber Optic Cable capacity to 6 million fkm and enhance Power Conductor capacity to 160,000 Metric Tonnes.
- All project completions are well within schedule.

Strategic Contracts

- Contract from BSNL for the supply of India's first high-density 288F Ribbon Fiber Optic Cable.
- Contract from prestigious telecom & power incumbents / utility companies in Africa. Sterlite's power and telecom products have been sold in 24 countries across the African continent.
- Contract for the installation of an OSS / BSS (Business Support Systems) Operation for the Metro Ethernet network that the company is installing for 200,000 broadband subscribers in Mumbai, India.

Portfolio Enhancements

- Launch of range of Aluminum Conductor Alloy Reinforced (ACAR) – a low resistance and high strength conductor.
- Launch of the 'Sterlite Fiber Powered Home' for enterprise and residential customers. This is a high bandwidth application rich solution for any / all new network deployments.



Intellectual Property

3 more patents for

- Dispersion Optimised Optical fiber for wideband optical transmission.
- Optical fiber with reduced PMD and the method for producing the same.
- Method for preparation of core rod assembly for overcladding and preform and fiber produced from such core rod assembly.

Certifications

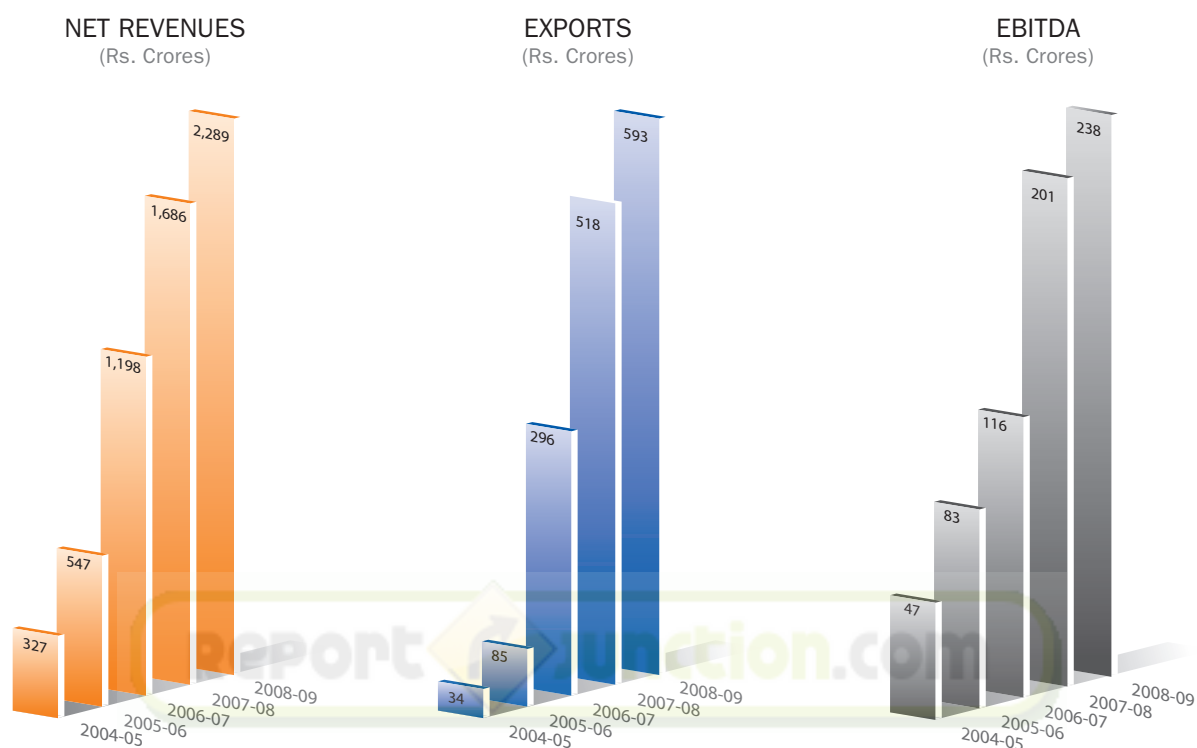
- TL 9000 Quality Standard for Sterlite's Optical Fiber facility at Aurangabad.
- TL 9000 Quality Standard for Sterlite's Fiber Optic Cables facility at Rakholi.
- ISO 10002 Quality Standard for Sterlite's Optical Fiber facility at Aurangabad.
- NABL certification for power conductors at Haridwar.



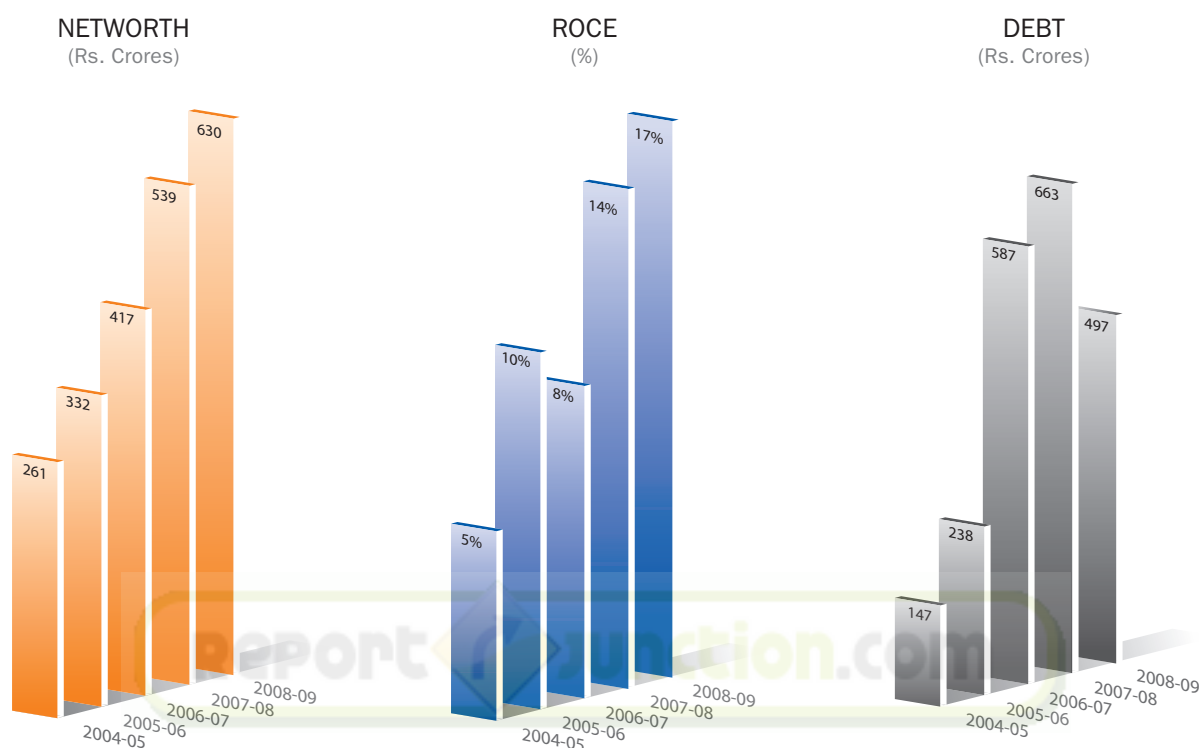
Awards & Listings

- Thomson Reuters Innovation Award 2009
- IMC-RBNQA Performance Excellence Award 2008 – Manufacturing
- Deloitte Technology Fast 50 India & Fast 500 Asia-Pacific Awards 2008
- CIO 100 Award 2008 for innovative use of IT in manufacturing
- TEMA National Telecom Award 2008 for Excellence in Exports
- V&D 100 Award 2008: Top Telecom Cables Company
- Listed among EFY Top 100 Companies

FINANCIAL HIGHLIGHTS



	2004-05	2005-06	2006-07	2007-08	2008-09
RS. IN CRORES (Except earning per share)					
Net Revenues	327	547	1,198	1,686	2,289
Growth (%)	256	68	119	41	36
EBITDA	47	83	116	201	238
PBDT	37	67	85	168	150
PBT	10	38	53	130	107
PAT	10	41	51	101	90
Diluted EPS	1.83	7.27	7.83	15.46	13.90
US\$ IN MILLION (Except earning per share)					
Net Revenues	73	124	265	419	498
EBITDA	11	19	26	50	52
PBDT	8	15	19	42	33
PBT	2	9	12	32	23
PAT	2	9	11	25	20
Diluted EPS	0.04	0.16	0.17	0.38	0.30



	2004-05	2005-06	2006-07	2007-08	2008-09
RATIOS					
EBITDA Margin (%)	14.5	15.2	9.7	11.9	10.4
PBDT Margin (%)	11.3	12.3	7.1	9.9	6.5
PAT Margin (%)	3.1	7.5	4.2	6.0	3.9
Effective Tax Rate (%)	0.3	(6.8)	4.2	22.8	18.0
Capital Employed (Rs. in Crores)	408	570	1,001	1,203	1,118
ROCE (%)	5.1	9.5	8.5	13.6	17.3
Interest Coverage Ratio	4.6	5.2	3.7	5.7	2.7
Working Capital Ratio	1.6	2.9	3.2	3.1	1.9
Debt Equity Ratio	0.6	0.7	1.4	1.2	0.8

GLOBAL FOOTPRINT

With a legacy that spans over two decades, Sterlite Technologies has come a long way from its inception in 1988 till the current year. Today, the Company is one of the top manufacturers both in the power and telecom industries and is committed to providing world-class connectivity products and solutions for these industries. Sterlite's global client footprint extends to over 70 countries.

