



CONNECTING

FORWARD LOOKING STATEMENT

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in our assumptions. The achievement of results are subject to risks, uncertainties and estimates taken as assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.



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SMILE. RELIEF. HAPPINESS. CARE. AFFECTION. LOVE.
ELATION. WARMTH. PLEASURE. RESPECT. PRIDE. WISH.
HOPE. VICTORY. WONDER. ECSTASY. NEED. JOY. CHEER.
DELIGHT. GAIETY. DEMAND. EXCITEMENT. JUBILATION.
SURPRISE. BLISS. ANTICIPATION. ZEAL. DESIRE. DREAMS.

WE CONNECT MINDS...

A Brief Insight...

We are among the top three power transmission conductor manufacturers and among the top ten optical fiber manufacturers in the world.

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Presence

- Headquartered in Pune, Maharashtra.
- Eight manufacturing plants in various locations in India.
- Ten sales and marketing offices located in different parts of India, China, Thailand, Russia, U.K. and South Africa.
- Listed on the Bombay Stock Exchange and the National Stock Exchange. The shares of the Company are traded actively.

Parentage

- Commenced manufacturing of telecom products in 1988 as Sterlite Industries Limited.
- Commenced operations from July 2000 as Sterlite Optical Technologies Ltd after the demerger from Sterlite Industries Limited.
- Acquired the Power Transmission Business in 2006.
- Name changed to Sterlite Technologies Limited in 2007.

Business Solutions

- Optical Fibers under the brand name of BEND-LITE, OH-LITE, PMD-LITE, DOF-LITE, MULTI-LITE.
- Fiber Optic Cables marketed under the brand name of ARMOR-LITE, DROP-LITE, DUCT-LITE, FRP Armor-LITE, RIBBON-LITE.
- Power Transmission Conductors covering the entire range of extra-high voltage, high-voltage and power distribution conductors.
- Copper Telecom Cables.
- Structured Data Cables marketed under the brand names of DURATUBE.
- ADSL2+ modems under the brand name of SAM 100, SAM 200, SAM 300, SAM 400.
- Telecom Integration and Managed Services.



Vision

We will be among the top three manufacturers in the world by 2010 in terms of market share for all our business lines.

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Mission

Based on industry and customer requirements, we strive to develop a portfolio of quality products and solutions, through the effective use of information technology, six sigma and a sustained focus on intellectual property and the environment.

Commenced operations

1988

Promoter's holding

45.11%

As on March 31, 2008

Sterlite team

746

As on March 31, 2008

Values

- **Excellence:** Strive relentlessly and constantly improve ourselves in our offerings.
- **Creativity:** Allow minds to reach beyond conventional and predictable solutions.
- **Integrity:** Conduct our business fairly, with honesty and transparency.
- **Responsibility:** For our words and actions.
- **Respect:** For our stakeholders, environment and community.

Diluted earnings per share

Rs. **15.46**
For the year 2007-08

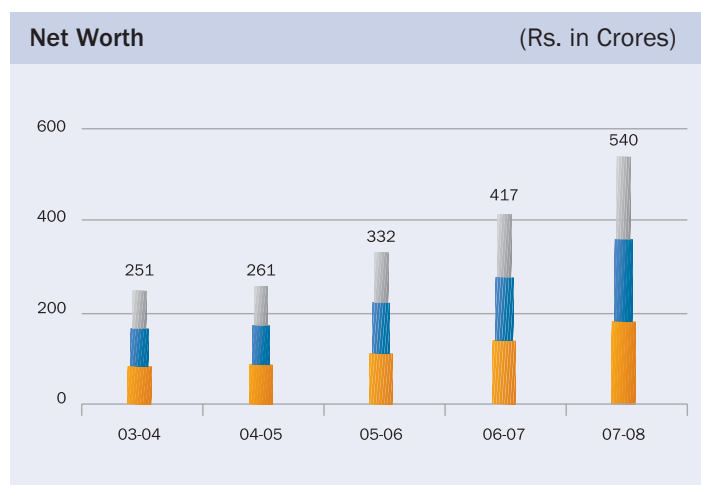
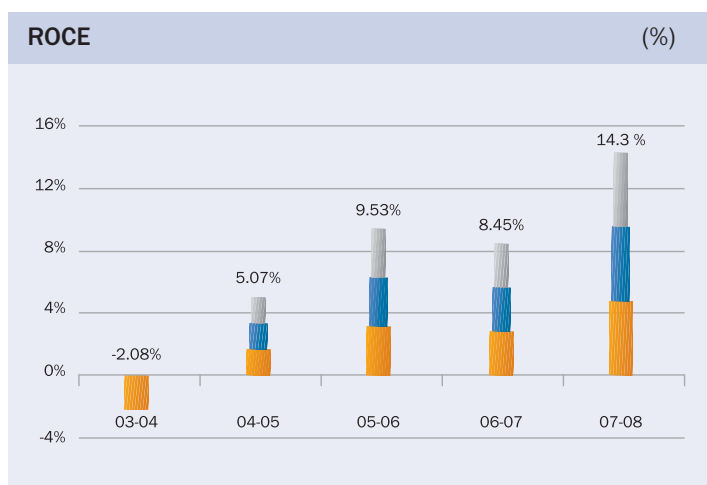
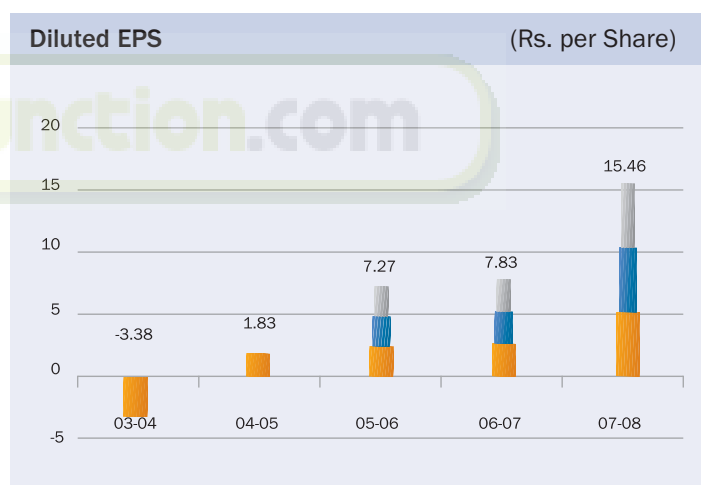
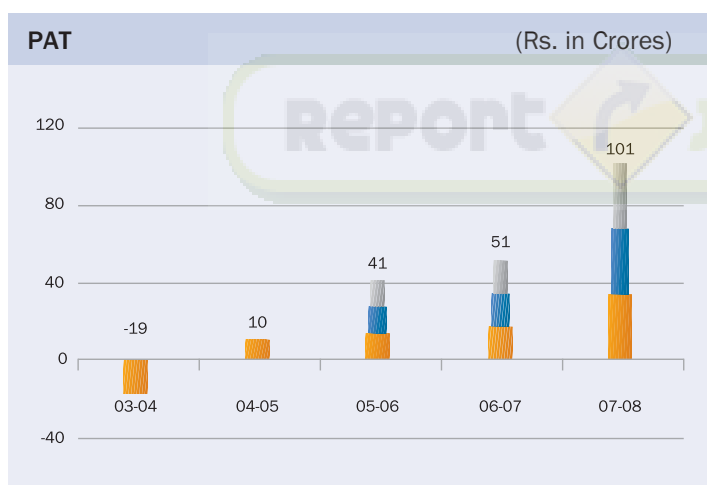
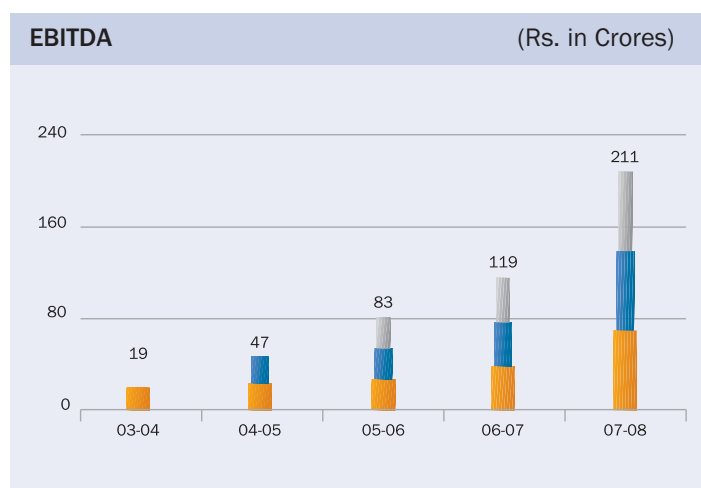
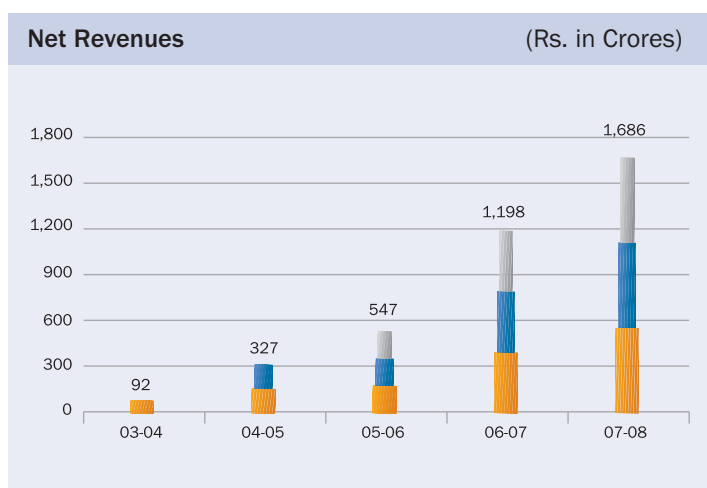
Book value

Rs. **540** Crores
As on March 31, 2008

Market capitalization

Rs. **1,048** Crores
As on March 31, 2008

Financial Highlights



| US\$ in million (except per share data) | 2003-04 | 2004-05 | 2005-06 | 2006-07 | 2007-08 |
|--|---------|---------|---------|---------|---------|
| Net revenue | 20 | 73 | 124 | 265 | 419 |
| EBITDA | 4 | 11 | 19 | 26 | 52 |
| PBDT | 1 | 8 | 15 | 19 | 42 |
| PBT | (5) | 2 | 9 | 12 | 32 |
| PAT | (4) | 2 | 9 | 11 | 25 |
| Capital Employed | 96 | 93 | 128 | 230 | 299 |
| Diluted EPS | (0.07) | 0.04 | 0.16 | 0.17 | 0.38 |
| Rs. in Crores (except per share data) | | | | | |
| Net revenue | 92 | 327 | 547 | 1,198 | 1,686 |
| % growth | (24) | 256 | 67 | 119 | 41 |
| EBITDA | 19 | 47 | 83 | 119 | 211 |
| % growth | (158) | 143 | 76 | 43 | 77 |
| % to Net Revenue | 21 | 14 | 15 | 10 | 13 |
| Interest | 13 | 10 | 16 | 35 | 44 |
| PBDT | 7 | 37 | 67 | 85 | 168 |
| % to Net Revenue | 7 | 11 | 12 | 7 | 10 |
| PBT | (22) | 10 | 38 | 53 | 130 |
| % to Net Revenue | (21) | 3 | 4 | 7 | 8 |
| PAT | (19) | 10 | 41 | 51 | 101 |
| % to Net Revenue | (21) | 3 | 7 | 4 | 6 |
| Net Worth | 251 | 261 | 332 | 417 | 540 |
| Capital Employed | 418 | 408 | 570 | 1,001 | 1,197 |
| Return on Capital Employed (%) | (2.08) | 5.07 | 9.53 | 8.45 | 14.31 |
| Interest Coverage Ratio | 1.51 | 4.55 | 5.16 | 3.45 | 4.85 |
| Working Capital Ratio | 2.06 | 1.64 | 2.91 | 3.23 | 3.10 |
| Debt Equity Ratio | 0.67 | 0.56 | 0.72 | 1.40 | 1.22 |
| Diluted EPS | (3.38) | 1.83 | 7.27 | 7.83 | 15.46 |

Highlights of 2007-08

Business Performance

- Net revenue of Rs. 1,686 Crores, EBITDA of Rs. 211 Crores and PAT of Rs. 101 Crores.
- Net revenue up by 41%, EBITDA up by 77% and PAT up by 98% over the last fiscal.
- Diluted EPS of Rs. 15.46 (each share of Rs. 5 face value).
- Revenue from exports up by 75% over the previous fiscal amounts to 31% of net revenue.

Intellectual Property

- Four patents granted for optical fiber products and processes in the US, India and China, in addition to nine patents granted in previous years.

