

FAQs

Sterlite Technologies is a leading global provider of transmission solutions for the power and telecom industries. It is among the Top 3 global manufacturers of power conductors and among the Top 5 global manufacturers of optical fibers and cables.



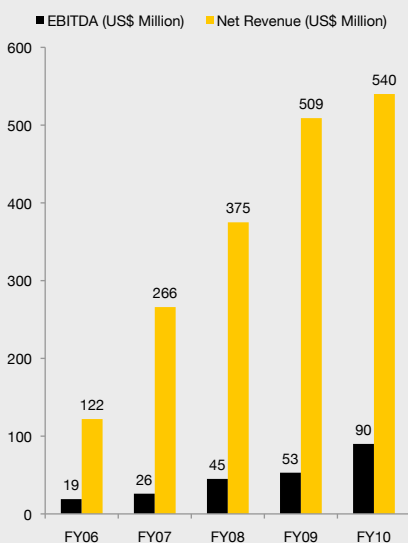
Vision

“To connect every home on the planet.”

Mission

“To make it easier, faster and more cost-effective for service providers to build telecom and power infrastructure. Sterlite partners with its customers to deliver optimal solutions for their evolving needs.”

Sustained financial growth



When was Sterlite Technologies Limited (Sterlite) incorporated?

Sterlite Optical Technologies Ltd was incorporated on March 24, 2000.

Sterlite Optical Technologies Limited was formed by the demerger of the erstwhile telecom division of Sterlite Industries (India) Limited with effect from July 1, 2000 to enable a sharper focus on each of the businesses.

Historically, Sterlite's range of Telecom Cables had been manufactured under Sterlite Industries (India) Limited from 1988 till Year 2000 and under Sterlite Optical Technologies from Year 2000 onwards.

The name of the company was changed to Sterlite Technologies Limited with effect from December 1, 2007.

Where are Sterlite's registered and corporate offices?

Sterlite Technologies' registered office is located Survey No. 68/1, Rakholi, Madhuban Dam Road – 396230, Union Territory of Dadra & Nagar Haveli, INDIA

Sterlite's corporate office is located at 4th Floor Godrej Millennium, 9

Koregaon Road, Pune 411001, Maharashtra, INDIA

What is Sterlite's scope of activities?

The Company's activities include:

- Manufacture of optical fibers, fiber optic cables, copper telecom cables, structured data cables.
- Manufacture of power transmission Conductors, aluminum & alloy Rods.
- Telecom systems and solutions.
- Power transmission network ownership.

Where does Sterlite have its manufacturing operations?

Sterlite has its manufacturing operations at Aurangabad (Maharashtra, India), Silvassa (Union Territory of Dadra & Nagar Haveli, India), Haridwar (Uttaranchal, India) and Jharsuguda (Orissa, India).

Where does Sterlite have its Marketing / Sales / Representative offices?

Sterlite currently has offices in China, Denmark, India, Netherlands, Russia, Saudi Arabia, South Africa, Turkey, United Arab Emirates, United Kingdom and United States of America.

Stock exchange listings

- National Stock Exchange (NSE), India – Scrip Code: STRTECH
- Bombay Stock Exchange (BSE), India – Scrip Code: 532374

Investor relations contacts

Financial statements

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Investor / analyst matters

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Compliance matters / matters relating to shares/dividend

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Registrar and Transfer Agents

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(Unit – Sterlite Technologies
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Where can I obtain details on Sterlite's stockholders?

Sterlite's shareholding pattern (as provided in Clause 35) at the end of the respective fiscal quarter is available on the Company's website.

Additionally, Sterlite's shareholding pattern at the end of the fiscal year is available within the Director's Report that forms a part of the Company's Annual Report.

Who are the Directors of the Company?

The board of directors is as follows:

- Anil Agarwal, Non-Executive Chairman
- Pravin Agarwal, Wholetime Director
- Arun Todarwal, Non-Executive and Independent Director
- A R Narayanaswamy, Non-Executive and Independent Director
- Haigreve Khaitan, Non-Executive and Independent Director
- Anand Agarwal, CEO & Wholetime Director

When does Sterlite's fiscal year end?

Sterlite's fiscal year ends on March 31 and the fiscal quarters end on June 30, September 30, December 31 and March 31.

When does Sterlite report earnings?

The tentative calendar for declaration of Sterlite's financial results is as follows:

- Q1 results - End July / early August
- Q2 results - End October / early November
- Q3 results - End January / early February
- Q4 and Annual - End April / early May

The exact dates are intimated in advance to BSE and NSE.

How can I access Sterlite's quarterly and annual reports?

Sterlite's quarterly and annual financials are available on the Company's website.

Does Sterlite have any 'quiet periods'?

Sterlite has quiet periods prior to its earnings release every quarter. During the quiet period, the Company spokespersons and its officials are not permitted to discuss earnings expectations with any stakeholders.

The quiet period starts 15 days prior to the month in which the earnings are scheduled for release and ends two days after the announcement of the quarterly / annual financial results.

When and where was Sterlite's last Annual General Meeting?

The Annual General Meeting for FY10 was held on Wednesday, July 14, 2010 at the Company's (then) registered office in Aurangabad, India. The exact dates for future AGM's would be intimated in advance to BSE and NSE.

How can I attend the Annual General Meeting?

Only registered members of Sterlite Technologies Limited are permitted to



attend Sterlite's Annual General Meeting.

How does Sterlite ensure responsible Corporate Governance?

Sterlite's detailed Corporate Governance Report forms a part of the Company's Annual Reports that are made available online at www.sterlitetechnologies.com

How can I invest in Sterlite Technologies Limited?

You may purchase Sterlite equity shares through a registered brokerage or stock purchase service provider of your choice. You cannot buy stock directly from the Company.

When do I receive my certificate of ownership?

You would need to contact the broker through whom you purchased your shares.

What is Sterlite's dividend policy?

Sterlite has not adopted any dividend policy and pays out dividends on a

quarterly / annual basis, depending on its operational performance.

The Board of Directors of the Company had recommended a dividend at the rate of 20% for FY10, which was unanimously approved by the Company's shareholders at the AGM held in July 2010.

Does Sterlite offer a stock option program to its employees?

As an incentive to attract, retain and reward employees performing services for the Company and by motivating such employees to contribute to the growth and profitability of the Company, ESOP schemes have been established since 2006.

The eligibility criteria is determined by the Compensation Committee, constituted for ESOP purpose, from time to time for granting stock options to employees.

Does Sterlite have any technology partnerships?

Sterlite does not have any technology partnerships.

Product obsolescence risks are inherent in the technology sector businesses. The Company has accorded high priority to in-house Research and Development in order to ensure new product development as per the evolving needs of the industry, technical enhancements and quality improvements of existing product offerings.

Who are Sterlite's customers?

Sterlite's products are suitable for use the Telecom, Power, Defense, MSO's, CATV, Aviation, Oil & Gas, Broadband & Transportation Sectors.

Customer groups for the Company's power products include Power Generation, Transmission & Distribution Incumbents, State Electricity Boards, etc.

Customer groups for the Company's telecom products include Telecom Incumbents, Telecom Service Providers, Telecom Network Operators, System Integrators, etc.

On account of confidentiality & non-disclosure agreements with its customers, Sterlite would be unable to provide a detailed customer list.

Business Highlights

- >> **Net Revenues of Rs. 2,432 Crores**, EBITDA of Rs. 404 Crores and PAT of Rs. 246 Crores
- >> **Net Profit up by 173%** over the last fiscal
- >> **Diluted EPS** of Rs. 7.34
- >> **ROCE of 26.6% against 16.9%** over the last fiscal
- >> **Healthy cash flow** from operations – debt decreases from Rs. 497 Crores to Rs. 358 Crores
- Highest ever sales & production volumes for power conductors, optical fiber, data cables.
- Good Tier-1 clients added for all businesses, across geographies. Power business made a strong entry into the Indian private sector.
- Client footprint in 55 countries. International revenues are 23% of net revenues.
- Strategic developments in FTTx, IPTC, OPGW, Defense sectors.
- Capacity expansions on track for optical fiber, fiber optic cables, power conductors.
- Awards: Asia Pacific Entrepreneurship Award, Deloitte Technology Fast 500 Asia Pacific Award, 4th Employer Branding Award, V&D 100 Telecom Cables Award, BSNL Preferred Supplier Award, WebAward.

Who are Sterlite's competitors / peer group?

These include several Indian and Global companies such as Corning, Commscope, Draka, Finolex, Furukawa General Cable, Midal, Nexans, Prysmian, Sumitomo, Apar, etc.

Does Sterlite provide any stock guidance to investors?

Stringent corporate governance norms that have been adopted do not allow the Company's employees to advise investors on Buy/Hold/Sell decisions.

However, several reputed broking houses periodically publish independent reports on the Company, its performance and business outlook. These reports are available on www.sterlitetechnologies.com/investors.aspx, to enable investors make informed decisions.

What is Sterlite's business strategy?

Sterlite's success comes from recognizing and capitalizing on market transitions before they occur. The Company's goal is to capture these market transitions as per applications desired by its customers, and by recognizing major technologies and markets, that would play a crucial role in the future of power and telecommunications.

Sterlite continues to drive its business through scaling of volume, enhancement of its global client footprint, stringent focus on costs and advances in technology. Sterlite also ensures a strong connection with the needs of its stakeholders, which enables it to make strategic decisions, investments, and organizational moves to support the future.

What are Sterlite's initiatives for sustainable development?

Sterlite has a long-standing commitment to sustainable

development and believes that business today has greater responsibility than ever before to enhance society's overall well being.

Sterlite continues to proactively foresee social and environmental factors that would influence its businesses in the long term and proactively prepare for those changes.

Sterlite endeavors to impact the environment in a positive way through the use of technology and conducts its operations in a responsible way, with a minimal impact on the environment. Sterlite remains focused on active engagement with its key stakeholders, increasing transparency and building a strong legacy in the sustainability space.

What is Sterlite's outlook on long-term growth?

The robust demand in the telecom and power industries appears well entrenched and the medium and long-term outlook for the Company's products remains strong. Sterlite's priorities remain focused on delivering a significant growth across its businesses and strengthening its global leadership position.

Sterlite's vision is to 'Connect every home on the planet'. Sterlite's mission is to make it easier, faster and more cost-effective for service providers to build telecom and power infrastructures.

Sterlite would continue to lead by inclusion and collaboration, innovate, to capture market transitions and address the needs of every stakeholder.

Forward-looking and cautionary statements: Certain words and statements in this release concerning Sterlite Technologies Limited and its prospects, and other statements relating to Sterlite Technologies' expected financial position, business strategy, the future development of Sterlite Technologies' operations and the general economy in India, are forward looking statements. 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.

