

# Sterlite Technologies earns net revenues of Rs 2,263 Crores in FY11

... Commences FY12 with confirmed orders  
of about Rs 2,200 Crores

## NEWS RELEASE FOR IMMEDIATE PUBLICATION

**Pune, India – April 29, 2011:** Sterlite Technologies Limited "Sterlite" [BSE: 532374, NSE:STRTECH], a leading global provider of transmission solutions for the power and telecom industries, today announced its results for the quarter and fiscal year ended March 31, 2011.

### Financial highlights for FY11

- Revenues of Rs 2,263 Crores, EBITDA of Rs 282 Crores, PAT of Rs 141 Crores.
- EBITDA margin of 12%.

- Telecom business revenues of Rs. 657 Crores at an EBITDA margin of 26%.
- Power business revenues of Rs. 1,606 Crores at an EBITDA margin of 7%.
- International sales revenues of about Rs. 700 Crores (~US\$ 156 Million); approximately 31% of net revenues.
- Diluted EPS of Rs. 3.72; the Board has recommended a dividend of 25% for the year, subject to approval from shareholders.

During Q4 FY11, the Company received orders valued at about Rs 1,150 Crores (~US\$ 256 million) for its telecom and power products. The

confirmed order book as on April 1, 2011 stands at about Rs 2,200 Crores, (~US\$ 489 million).

Based on customer's required delivery schedules, a bulk of these orders would be executed during FY12.

### Business highlights in FY11

- Receipt of two new projects for development of India's transmission systems on 'Build, Own, Operate and Maintain' (BOOM) basis.
- Joint venture agreement in China for manufacture and sale of optical fiber.
- Strategic agreement with CTC Cable Corporation, USA for manufacture of specialty ACCC power conductors for the Indian market.
- Enhancement of product portfolio, with the introduction of OPGW cables, high ampacity conductors, bend-free optical fiber and FTTx passive solutions.
- Grant of 7 more patents, taking the total up to 30 patents granted in USA, Europe, India & China.
- Awards: Total of 18 awards during the year for excellence in human resources, financial reporting, environmental conservation, product sales and system integration.

| Standalone financials   | Year ended March 31 |       | Quarter ended March 31 |      |
|-------------------------|---------------------|-------|------------------------|------|
|                         | 2011                | 2010  | 2011                   | 2010 |
| Net Revenues (Rs Crore) | 2,263               | 2,432 | 682                    | 662  |
| Net Revenues (US\$ Mn)  | 503                 | 540   | 152                    | 147  |
| EBITDA (Rs Crore)       | 282                 | 404   | 49                     | 115  |
| EBITDA (US\$ Mn)        | 63                  | 90    | 11                     | 26   |
| PAT (Rs Crore)          | 141                 | 246   | 10                     | 72   |
| PAT (US\$ Mn)           | 31                  | 55    | 2                      | 16   |
| Diluted EPS (Rs.)       | 3.72                | 7.34  | 0.27                   | 2.08 |

Sterlite now has a portfolio of three projects with a total value of about Rs. 4000 Crores (~US\$ 900 million) for power transmission systems with a network of about 2,200 km of transmission lines and 2 substations.

#### **Update on capacity expansion projects**

Sterlite's capacity expansion projects are well on track. The Company exited the year at capacities of 160,000 MT for power conductors and 12 million-km for optical fibers.

Says Pravin Agarwal, Wholetime Director - Sterlite Technologies, "The fundamentals of our business remain intact and we are committed to deliver value to our shareholders. The Board of Directors, the Leadership Team and I continue to retain a very optimistic view of our business, its market opportunities and our vision for the future."

#### **About Sterlite Technologies Limited**

Sterlite Technologies Limited ("Sterlite") [BSE: 532374, NSE: STRTECH], is a leading global provider of transmission solutions for the power and telecom industries. Equipped with a product portfolio that includes power conductors, optical fibers, telecommunication cables and a comprehensive telecom systems / solutions portfolio, Sterlite's vision is to 'Connect every home on the planet'. Sterlite is also executing multi-million dollar power transmission system projects, pan-India.

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