

**Sterlite Technologies Limited** 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, power 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.

Sterlite is India's only integrated Optical Fiber Manufacture & among the Top 5 global producers of Power Transmission Conductors.

Sterlite has its manufacturing facilities in Maharashtra, Uttarakhand, & Orissa and the Union Territory of Dadra & Nagar Haveli. The Company also has its offices located in Mumbai, New Delhi & Pune.

The following are the locations of whose requirement is included in this EOI:

1. Power Transmission Business Locations
  - a) Silvassa (DNH)
  - b) Haridwar (Uttarakhand)
  - c) Jharsuguda
2. Power Cables at Haridwar (Uttarakhand)
3. Telecom Business Locations
  - a) Optic Fiber at Aurangabad (Maharashtra)
  - b) Optic Fiber Cables at Silvassa (DNH)

**Invitation of Expression of Interest** : STERLITE invites Expression of Interest (EOI) for Raw Materials as given below from Manufacturers / Traders who possess the minimum requirements mentioned herein below(Interested Parties) to submit their interest:

<b>Sr No</b>	<b>Item</b>	<b>Category</b>	<b>UOM</b>	<b>Estimated Annual Qty</b>
<b>1</b>	<b>Galvanised Steel Wires</b>	Metal	MT	<b>35,000</b>
<b>2</b>	<b>Si Metal</b>	Metal	MT	<b>125</b>
<b>3</b>	<b>Mg Metal</b>	Metal	MT	<b>150</b>
<b>4</b>	<b>Copper &amp; Copper Tape</b>	Metal	MT	<b>200</b>
<b>5</b>	<b>XLP Insulation &amp; Semicon</b>	Chemicals	MT	<b>2,500</b>
<b>6</b>	<b>PVC Compound</b>	Chemicals	MT	<b>1,500</b>
<b>7</b>	<b>U.V. Coatings (Primary &amp; Secondary suitable for Optical Fiber application)</b>	Chemicals	MT	<b>700</b>
<b>8</b>	<b>SiCl<sub>4</sub> (Optical Fiber Grade)</b>	Chemicals	MT	<b>1,000</b>
<b>9</b>	<b>Germanium Tetrachloride (Purity 99.9995%)</b>	Chemicals	Kg	<b>6,000</b>
<b>10</b>	<b>PE Compound</b>	Chemicals	MT	<b>6,000</b>
<b>11</b>	<b>PBT</b>	Chemicals	MT	<b>2,000</b>
<b>12</b>	<b>Helium (Purity 99.995)</b>	Gases	000'sm <sup>3</sup>	<b>800</b>
<b>13</b>	<b>Hydrogen (Purity 99.9%)</b>	Gases	000'sm <sup>3</sup>	<b>15,000</b>
<b>14</b>	<b>Handle Tube</b>	Packing	Nos	<b>40,000</b>
<b>15</b>	<b>ECCS Tape</b>	Metal	MT	<b>400</b>
<b>16</b>	<b>Filling Gel</b>	Jelly	MT	<b>500</b>
<b>17</b>	<b>Aramid Yarns</b>	Yarn	MT	<b>50</b>

**Minimum Requirements** : STERLITE shall accept and consider EOIs from only those Interested Parties which meet the following requirements :

- a) **Financial Requirement** – Minimum net worth of Rs 10 (Ten) Millions as on 31<sup>st</sup> March, 2011; and
- b) **Experience Requirement** – Interested parties should have experience of two years either in producing in the relevant raw materials or dealing in the same for more than three years.

**EOI Submission:** The completed EOI Document shall be submitted as per the prescribed format (Page 4-7) clearly superscribing the sealed envelope "EOI for Raw Material" on before 13<sup>th</sup> Jan 2012 at the address mentioned below:

**EOI Submission Address:**

Head Commercial  
STERLITE TECHNOLOGIES LIMITED  
202, Pentagon Tower II, Magarpatta  
Hadapsar, PUNE 411 048

Tel : 020 – 66235700

Email : [stl.sourcing@sterlite.com](mailto:stl.sourcing@sterlite.com)

---

Covering Letter on Letter Head – Appendix I

---

Date: \_\_\_\_\_

**To,**  
**Head Commercial**  
**STERLITE TECHNOLOGIES LIMITED**  
**202, Pentagon Tower II, Magarpatta,**  
**Hadapsar, Pune 411 048**

**Sub: Submission of EOI for Raw Materials**

Dear Sir,

- 1** We are submitting the EOI on our own and are interested in the following raw material/s :
  - a) \_\_\_\_\_
  - b) \_\_\_\_\_
  - c) \_\_\_\_\_
  - d) \_\_\_\_\_
  
- 2** We are submitting the following details & documents :
  - a) Appendix II : Details of Interested Party
  - b) Appendix III : Details of Existing Plants & Manufacturing Facilities
  - c) Appendix IV : Financial Capacity of Interested Party
  - d) Balance Sheets of last 3 FYs ( 2008-09, 2009-10, 2010-11)

\_\_\_\_\_  
(Name of the authorized Signatory of the Interested Party)

\_\_\_\_\_  
(In the capacity of)

Company Seal \_\_\_\_\_  
(Name of the Entity)

## Appendix II: Details of Interested Party

S. No	Particulars	Details
<b>1.</b>	<b>Basic Information of Organization</b>	
a)	Name of Firm	
b)	Country of incorporation	
c)	Address of the corporate headquarters and its branch offices(s), if any, in India	
d)	Date of incorporation and /or commencement of business	
e)	Ownership of the Organisation	<b>1.</b> <b>2.</b> <b>3.</b>
f)	List of current directors	
<b>2.</b>	Brief description of the Company including details of its main line of business.	
<b>3.</b>	Details of individual (s) who will serve as the point of contact/communication within the Company : a) Name b) Designation c) Address d) Telephone Number e) E-Mail Address f) Fax Number	
<b>4.</b>	Particulars of the Authroised Signatory of the Applicant: a) Name b) Designation c) Address d) Telephone Number e) E-Mail Address f) Fax Number	

<b>Appendix III : Details of Existing Plants &amp; Manufacturing Facilities</b>
---

S.NO	Item	Particular of the Project
1	Plant location and address	
2	Key Contact person details Name & Designation Contact Details – Ph / Mob /Email	
3	Land Area in acres	
4	Brief description of activities	
5	Manufactured item with quantities produced annually (for last three years)	
6	Annual turnover in INR	
7	Exports- (product, quantity and annual turnover ) including countries of export (Last three years)	
8	Strategic / Technical Tie up details -Partner name -Address of Partner -Tie up details -Validity of Tie up	
9	Total no.of employees present with break up (in pay rolls/temporary)	
10	Date of commencement of production	
11	Expansion plan if any	
12	Others details	

<b>Appendix IV : Financial Capacity of Interested Party</b>
---

In Million INR

Interested Party Name	Annual Turnover			Net Worth
	2008-09	2009-10	2010-11	31-Mar-2011