

# Sterlite Technologies earns Rs 664 Crores as net revenue in Q3 FY12

... Commences Q4 FY12 with confirmed orders of about Rs 2,400 Crores



## NEWS RELEASE FOR IMMEDIATE PUBLICATION

### Pune, India – January 25, 2012:

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 ended December 31, 2011.

### Financial highlights for Q3 FY12

- Net revenue of Rs. 664 Crores.
- EBITDA of Rs 56 Crores, PAT of Rs 9.5 Crores.
- Power business revenue of Rs. 476 Crores and telecom business revenue of Rs. 188 Crores.

### Strong order book

During Q3 FY12, the Company received new orders valued at about Rs 680 Crores (~US\$ 151 million) for its telecom and power products.

The open order book for the Company at the start of Q4FY12 stands at over Rs 2,400 Crores (~US\$ 533 Million), which is significantly higher than that at the start of Q4 last fiscal.

### Business highlights for 9-months

- Focused efforts in product development have lead to the introduction of ACCC conductors, G657 optical fiber and blown fiber optic cables amongst many more.

- Market entry into new geographies like North America and Latin America.
- Revenues from international sales currently account for about 30% of total revenues.
- Good progress is being made in the execution of the Company’s three power infrastructure projects.

### Industry outlook

- The Government of India has plans to provide financial assistance to State Governments to set up transmission networks that would facilitate evacuation of renewable energy being generated within the State. Thus opportunities from

Standalone financials	Quarter ended Dec 31		9-months ended Dec 31		Year ended March 31
	2011	2010	2011	2010	2011
Net Revenues (Rs Crore)	664	579	1,918	1,580	2,263
Net Revenues (US\$ Mn)	147	129	426	351	503
EBITDA (Rs Crore)	56	50	153	233	282
EBITDA (US\$ Mn)	12	11	34	52	63
PAT (Rs Crore)	9.5	17.1	27.4	130.2	140.5
PAT (US\$ Mn)	2.1	3.8	6.1	28.9	31.3
Diluted EPS (Rs.)	0.24	0.45	0.69	3.41	3.72

PGCIL, SEB's and the private sector are very optimistic.

- 2011 witnessed the highest ever demand for optical fiber at 215 Mn-fkm with Europe, US, China and Brazil as the biggest contributors to this growth.
- The Union Government of India has formed a special purpose vehicle, 'Rajiv Gandhi National Information Super-Highway', for setting up a National Fiber Optic Network (NFON). The Government has approved an investment of Rs 20,000 Crores towards broadband connectivity to Panchayats, e-governance, online banking and health services initiatives.

Says Pravin Agarwal, Wholetime Director - Sterlite Technologies Limited, "Although this has not been one of the best fiscal periods for our Company, we continue to be very bullish and optimistic in our direction, our growing global reach and our increased participation with clients requirements - from fiber to bandwidth and from conductors to actual power transmission."

"We would continue to build organizational capability, focus on economies of scale, costs and technology advancements, to ensure our business progress", he adds.

#### **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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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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com). Assumption US\$ = Rs 45.





## UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2011

(Rs. In Lacs except per share data)

Particulars	Quarter ended			Nine Months ended		Year ended
	Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	Mar-11 (Audited)
<b>Net Revenue</b>	<b>66,353</b>	<b>70,728</b>	<b>57,911</b>	<b>191,814</b>	<b>158,032</b>	<b>226,255</b>
<b>Total Expenditure</b>	<b>63,092</b>	<b>67,248</b>	<b>54,987</b>	<b>183,517</b>	<b>140,392</b>	<b>205,292</b>
a) (Increase) / Decrease in Stock in Trade & WIP	(4,896)	(3,024)	5,946	(11,611)	(5,651)	(3,093)
b) Consumption of Raw materials	51,046	53,616	35,879	146,699	110,361	158,533
c) Staff Cost	2,554	2,515	2,154	7,200	6,196	8,256
d) Depreciation & Impairment	1,962	1,560	1,384	4,985	4,026	5,601
e) Other Expenditure	12,426	12,581	9,624	36,244	25,460	35,995
Operating Profit before Other Income, Interest and Tax	3,261	3,480	2,924	8,297	17,640	20,963
Other Income	333	315	716	2,028	1,590	1,597
Profit before Interest and Tax	3,594	3,795	3,640	10,325	19,230	22,560
Interest Cost	2,318	2,075	1,285	6,578	2,919	4,741
<b>Net Profit before Tax</b>	<b>1,276</b>	<b>1,720</b>	<b>2,355</b>	<b>3,747</b>	<b>16,311</b>	<b>17,819</b>
Provision for :						
Current Tax	191	388	451	787	2,902	3,203
Minimum Alternate Tax	(787)	-	237	(787)	(210)	(22)
Deferred Tax	925	66	(43)	1,011	596	585
<b>Net Profit after Tax</b>	<b>947</b>	<b>1,266</b>	<b>1,710</b>	<b>2,736</b>	<b>13,023</b>	<b>14,053</b>
Paid-up Equity Capital (Face value Rs.2 per share)	7,864	7,861	7,127	7,864	7,127	7,128
Reserves excluding revaluation reserves						93,452
Earning Per Share (Rs.)- Basic (not annualised)	0.24	0.32	0.48	0.70	3.66	3.95
Earning Per Share (Rs.)- Diluted (not annualised)	0.24	0.32	0.45	0.70	3.41	3.72
Aggregate of Public Share Holding						
Number Of Shares	178,161,972	178,040,956	177,712,314	178,161,972	177,712,314	177,853,274
Percentage of Shareholding	45.3%	45.3%	49.9%	45.3%	49.9%	49.9%
Promoters and promoter group Shareholding						
Pledged/Encumbered						
Number of Shares	-	-	-	-	-	-
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-
Percentage of Shares (as a % of the total share capital of the company)	-	-	-	-	-	-
Non-encumbered						
Number of Shares	215,027,855	215,027,855	178,614,355	215,027,855	178,614,355	178,528,855
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Percentage of Shares (as a % of the total share capital of the company)	54.7%	54.7%	50.1%	54.7%	50.1%	50.1%

(Rs. In Lacs)

Segment Reporting	Quarter ended			Nine Months ended		Year ended
	Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	Mar-11 (Audited)
<b>Segment Revenue</b>						
Power Transmission Business	47,570	51,471	42,186	138,464	109,181	160,591
Telecom Products & Solutions	18,783	19,257	15,725	53,350	48,851	65,664
<b>Total</b>	<b>66,353</b>	<b>70,728</b>	<b>57,911</b>	<b>191,814</b>	<b>158,032</b>	<b>226,255</b>
<b>Profit before Interest, Depreciation and Tax</b>						
Power Transmission Business	2,572	2,357	1,221	5,755	9,928	11,368
Telecom Products & Solutions	2,984	2,998	3,803	9,555	13,328	16,793
<b>Total</b>	<b>5,556</b>	<b>5,355</b>	<b>5,024</b>	<b>15,310</b>	<b>23,256</b>	<b>28,161</b>
<b>Profit before Interest and Tax</b>						
Power Transmission Business	2,030	1,825	823	4,207	8,762	9,768
Telecom Products & Solutions	1,564	1,970	2,817	6,118	10,468	12,792
<b>Total</b>	<b>3,594</b>	<b>3,795</b>	<b>3,640</b>	<b>10,325</b>	<b>19,230</b>	<b>22,560</b>
Interest Cost	2,318	2,075	1,285	6,578	2,919	4,741
<b>Profit before Tax</b>	<b>1,276</b>	<b>1,720</b>	<b>2,355</b>	<b>3,747</b>	<b>16,311</b>	<b>17,819</b>
<b>Capital Employed (Segment Assets- Segment Liabilities)</b>						
Power Transmission Business	63,818	78,107	79,860	63,818	79,860	63,439
Telecom Products & Solutions	102,914	95,844	95,159	102,914	95,159	92,152
Unallocable	27,180	12,437	2,390	27,180	2,390	9,977
<b>Total</b>	<b>193,912</b>	<b>186,388</b>	<b>177,409</b>	<b>193,912</b>	<b>177,409</b>	<b>165,568</b>

### NOTES

- In terms of clause 41 of the listing agreement, details of number of investor complaints for the quarter ended December 31, 2011 : Beginning - 0, Received - 73, Disposed off - 73, Pending - 0.
- During the year 2005-06, the CESTAT had upheld a demand of Rs. 18,800 Lacs (including penalties and excluding interest) thereon in the pending Excise matter. The auditors have expressed their qualification on this matter. The Company is contesting this case and the matter is pending the decision of the Hon'ble Supreme Court.
- In accordance with the nature of the business, the company had changed its method of valuation of inventories of aluminium conductors used in power transmission business from "Weighted Average" to "Specific Identification method" from March 31, 2011. Had "Weighted Average Method" been used during the period ended December 31, 2011, the inventory would have been lower by Rs.89 Lacs and the resultant net profit after tax would have been higher by Rs.69 Lacs.
- In the current quarter, the Company has recognised a total amount of Rs.381 Lacs for quarters ended June 30, 2011 and September 30, 2011 towards recovery of expenses and interest on loans provided to certain wholly owned subsidiaries of the Company. Said amount has been netted off against the expenditure incurred under various heads.
- Sterlite Infra- Tech Limited (SITL), a wholly owned subsidiary, has been merged with the Company effective April 1, 2011 vide order of the Bombay High Court dated October 21, 2011. The impact of merger has been given in the results with effect from April 1, 2011; and accordingly, the results of the Company for the quarter and nine months ended December 31, 2011 are lower by Rs.663 Lacs. To this extent results for the quarter and nine months ended December 31, 2011 are not comparable with the results for the prior periods presented.
- The above results have been reviewed by the Audit Committee. The Board of Directors at its meeting held on January 25, 2012 approved the above results.
- Previous period figures have been regrouped / rearranged wherever considered necessary.

Place : Pune  
Date: January 25, 2012

For Sterlite Technologies Limited  
Sd/-  
**Anand Agarwal**  
Chief Executive Officer