June 15, 2021

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C-1, G Block,
Bandra Kurla Complex, Bandra (East)
Mumbai - 400 051.

BSE Limited
Phirozee Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Sub: Outcome of Investor Meet

Ref.: Scrip ID - STLTECH/ Scrip Code – 532374

Dear Sir/ Madam,

Further to our intimation dated June 14, 2021 and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you the outcome of series of Investor Meets held on June 14, 2021.
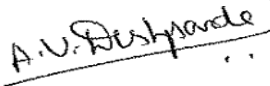
The Company's presentation in this regard is attached herewith.

Kindly take the above on your record & acknowledge the receipt.

Thanking you,

Yours faithfully,

For **Sterlite Technologies Limited**

Amit Deshpande
Company Secretary & Corporate General Counsel

STL

Optical Connectivity

The backbone of future digital networks

14th June '2021

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Certain words and statements in this communication concerning Sterlite Technologies Limited ("the Company") and its prospects, and other statements relating to the Company's expected financial position, business strategy, the future development of the Company's operations and the general economy in India & global markets, are forward looking statements.

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STL Introduction

This expertise has translated into robust performance

$ 661 Mn.
FY21 REVENUE

18%
FY21 EBITDA %

19%
Q4 FY21 RoCE *

7
GLOBAL PRODUCTION FACILITIES

2
SOFTWARE DEVELOPMENT CENTRES

INDIA & UK
SYSTEM INTEGRATION SERVICES

GLOBAL FOOTPRINT

MANUFACTURING UNITS

SALES OFFICES

4
INNOVATION CENTRES
Aurangabad, Silvassa, Gurgaon, Ahmedabad

569
PATENTS
Across the network layers

Zero
WASTE TO LANDFILL
Shendra, Rakholi, Dadra

30+
NATIONALITIES
~3,100 Employees

Q4 FY21 RoCE * is better representative of business returns than FY21 RoCE as business returned to normalcy in Q4 FY21 post first covid wave   1 USD = 73 INR   5

And also enabled us to serve across all segments

Customer Segments
Revenues (USD Mn.)

706 | 661

FY20	FY21
2% Cloud	2% Cloud
25% Citizen Networks	22% Citizen Networks
23% Enterprises	11% Enterprises
50% Telcos	65% Telcos

Legend: Telcos, Citizen Networks, Enterprises, Cloud
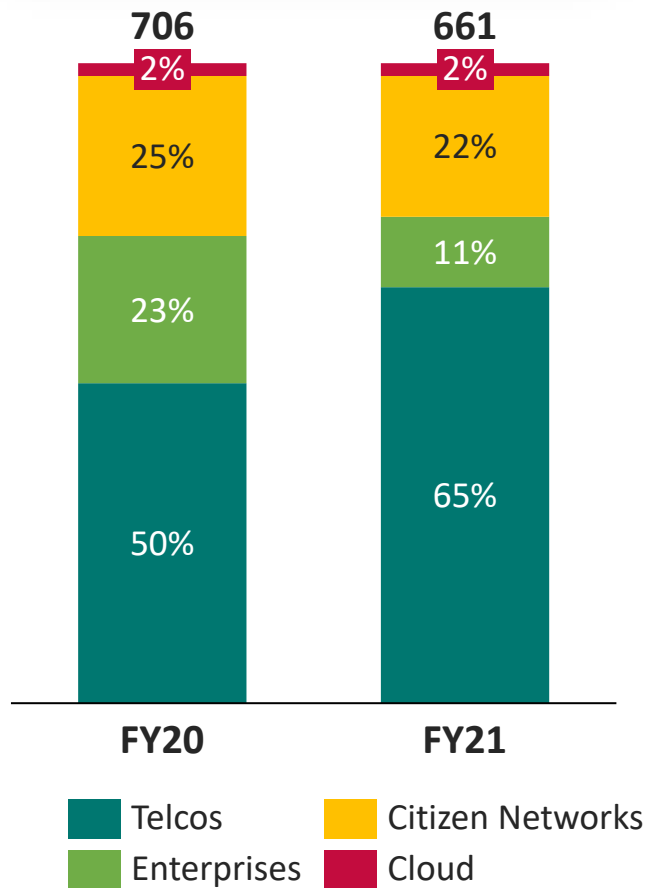
Geographical Distribution
Revenues (USD Mn.)

706 | 661

FY20	FY21
1% RoW	2% RoW
3% Americas	4% Americas
2% China	1% China
29% EMEA	37% EMEA
65% India	56% India

Legend: India, EMEA, Americas, China, RoW
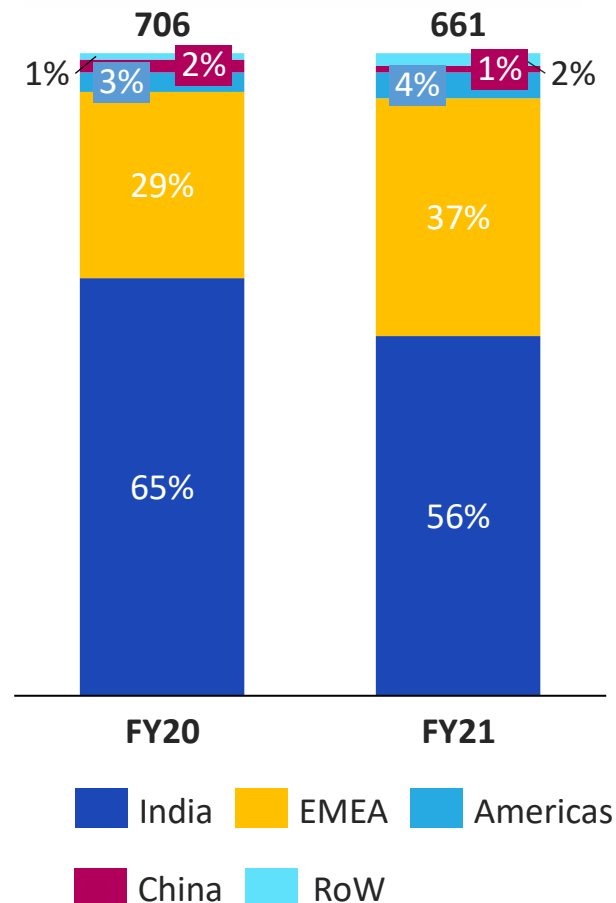
> We have a strong and **growing revenue share from European market** particularly UK, France and Italy.
>
> Our key customers in Europe include **BT, Openreach, Orange and Telecom Italia**

1 USD = 73 INR

Grown organically & inorganically in last 5 years

STL

Organic Capacity Expansion

Inorganic Expansion

From 12 to 50 mn. fkm
OPTICAL FIBER

Elitecore

SOFTWARE

Metallurgica Bresciana
An **STL** company

MARKET ACCESS IN EUROPE

IDS
An **STL** company

DATA CENTRE SERVICES

From 6 to 33 mn. fkm
OPTICAL FIBER CABLE

ASOCS
On-premise mobile clouds

WIRELESS

OPTOTEC
OPTICAL TECHNOLOGIES
An **STL** company

OPTICAL INTERCONNECT

While creating value across communities

STL

Environment | Social | Governance

Eco-friendly & Responsible Operations

Caring for our people & the environment
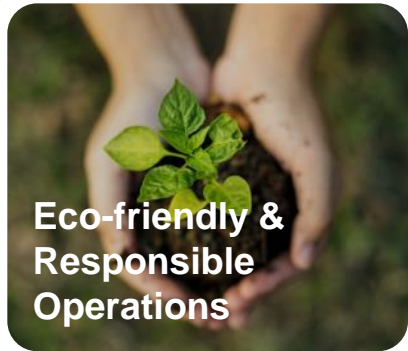
Policies & Systems
on Human Rights, Labour Practises, Fair Wages

1M+ m³
Water recycled and reused at STL and replenished in surrounding communities

7,000+ tCO2e
Reduced through in-plant initiatives and plantations in surrounding communities

CSR Initiatives

Enabling millions using tech & connectivity

1.43M+
lives impacted

Signatory
To the UNGC & UN WEP**

3,500+
Rural women Empowered

1,400+
Individuals digitally empowered

World's 1st ZWL Certified

Driving Sustainability

134,000+ MT
Waste diverted from landfills

94%
of our industrial waste does not go into landfill

93%
Of waste recycled and reused

3R
Approach to reduce, reuse, recycle

Sustainability Goals

2030: Towards a Cleaner & Greener Future

100%
- Manufacturing locations to be ZWL certified
- Water Positivity globally
- Sustainable Sourcing
- Products families covered under LCAs

50%
Reduction in STL's carbon footprint

ESG Goals

2025: Facilitating a More Inclusive Society

5 Million
- Impacting 5M lives
- Undertaking 5M plantations
- Replenishing 5M cubic meters of water in communities

*All figures are cumulative (up to FY 21)   **UNGC – United Nations Global Compact | UN WEP – United Nations Women Empowerment Principles

2021- A decade of network creation has started

STL

STL
Introduction

1

2021 - Start of a decade of network creation

2

STL - well poised to lead

3

STL - future growth levers

Summary

2020 was a year of inflection for digital networks

a **User growth accelerated significantly**
~2Mn users added daily in 2020

Chart: % of connected population and Avg annual growth rate
- 2009: 26%
- 7%
- 2019: 51%
- 17%
- 2020: 60%

Legend:
- % of connected population
- Avg annual growth rate
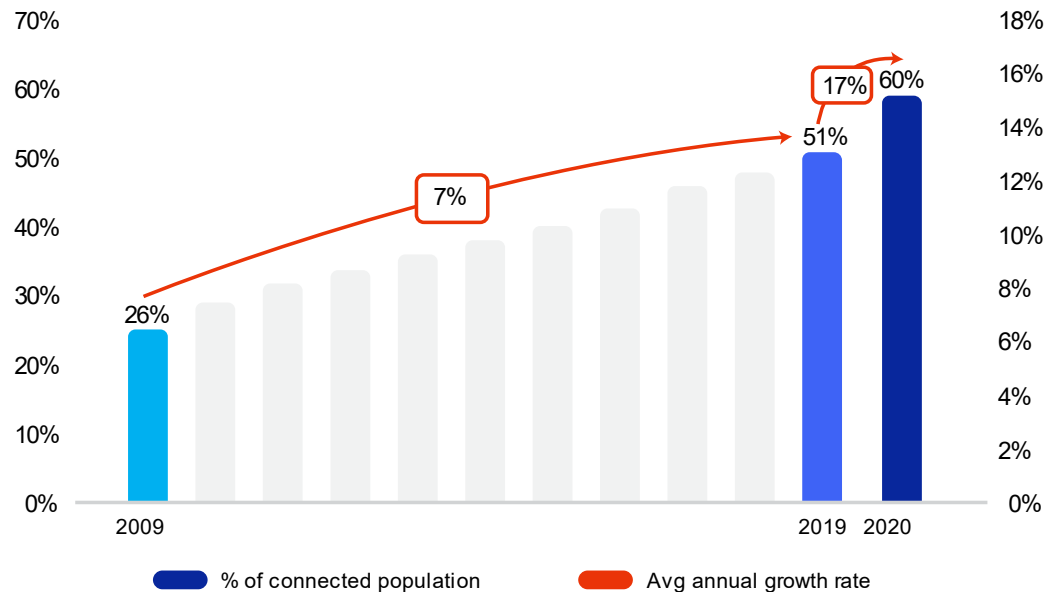
Figures from Statista

b **Network creators decided to invest disproportionately**
Multi bn. $ commitments, urgency

SILVERLAKE, VISTA EQUITY PARTNERS, GENERAL ATLANTIC, KKR, TPG, L CATTERTON, ADIA, MUBADALA, intel Capital, Qualcomm ventures → Jio

Jio Platforms, India raised **$20.2 bn.** capital

BOSCH Invented for life, Lufthansa

Enterprise spectrum saw huge demand in US, UK, Germany,

Many companies applied to set up **local 5G networks.**

FC Federal Communications Commission

allocated **$9.2 bn**. In reverse auction for rural digital opportunity fund

Google

Announced investment of **$10 Bn** in US data centres & offices in 2020

2021 has kickstarted a decade long network creation cycle

New technologies are driving this network creation cycle

STL

5G
the fastest technology
to reach 400 million

- **Over 163 5G commercial networks** deployed globally

- **Operators add Capex globally**
  AT&T and Verizon increased their capex plan by $2+ bn. (initial guidance of ~$17 bn.)

- **630 5G enabled handsets**
  announced globally as per GSMA

FTTH
Deployments pick up pace
across India, Europe & US.

- **EU Telcos plan 2+ mm FTTH**
  Deutsche Telekom plans 2 mn. new FTTH connections in 2021; Telefonica Germany plans 2.2 million rural FTTH connections over six years.

- **India budgets $. 1.9 bn.**
  0.65 mn. FTTH connections in FY22, 6.7 kms of OFC, 0.12 mn. Wi-fi points

- **US: AT&T plans 3 mn. FTTP**
  Deploy fiber-to-the-premises to 3+ mn. residential and business locations across 90 metros in 2021.

O-RAN
Major operators start trials
or deployments

- **Verizon to start deploying**
  "We're 100% behind the idea, and that's why we're pushing it," Verizon's Kyle Malady

- **Telefonica, IBM start trial**
  open RAN in Argentina.

- **Operators partner for O-RAN**
  o Etisalat partner with Rakuten
  o Deutsche Telekom, Orange, Telefónica, and Vodafone join forces to support ORAN rollout

- **Germany earmarks $300 mn.**
  for O-RAN research specifically.

Sources: Public News, Industry reports

5G
Leading to dense and deep fiberisation

STL

3
Operators per site in shared microsites

30% - 60%
YoY Growth rate of urban small cells

Small cell requirements for full 5G commitment

3G

10 Km

10 Km
1 Site
Every 10 KM

4G

10 Km

10 Km
1 Site
Every 2 KM

5G

10 Km

10 Km
1 Site
Every 0.5 KM

25x   **10x**

CELL DENSITY (Cell/ 100 Sq.Km.)
1 Cell

CELL DENSITY (Cell/ 100 Sq.Km.)
5x5= 25 CELLS

CELL DENSITY (Cell/ 100 Sq.Km.)
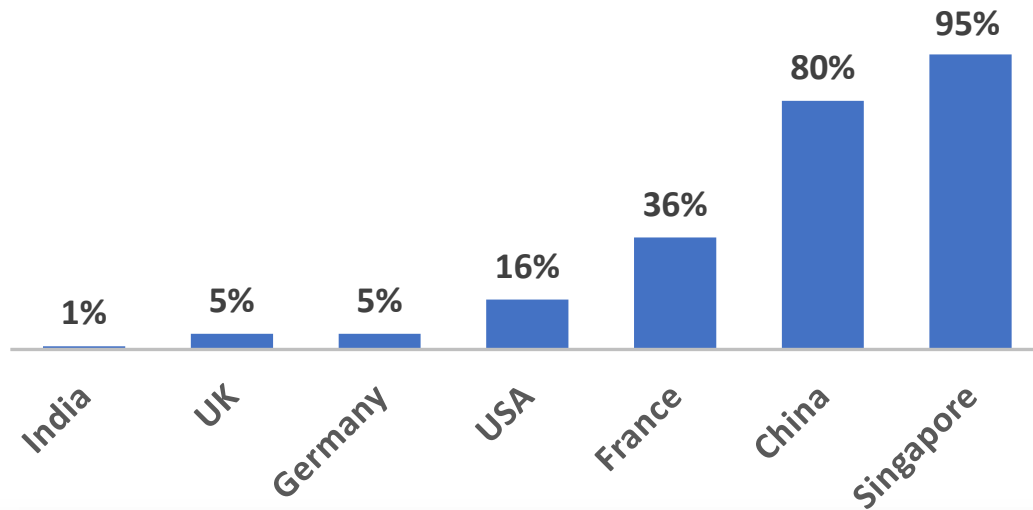**~250 CELLS**

10x
Amount of cell towers to accommodate full 5G services

Demand of Optical Fibre to roll out 5G

Dense & Deep Fiberisation

FTTH
Increasing penetration in the post COVID world

FTTH Penetration

- India: 1%
- UK: 5%
- Germany: 5%
- USA: 16%
- France: 36%
- China: 80%
- Singapore: 95%

- **Developed Economies e.g. US, UK, Germany planning to increase FTTH Penetration.**

- **Developing economies e.g. India offer huge potential for growth, driving fiber demand.**

FTTH Penetration = No. of households that have taken up fiber broadband connection / Total no. of households

Case in Point

UK

- **UK Govt. is investing £ 5bn for FTTH gigabit network**

- **BT Openreach targets covering 25 mn. premises by 2026**

- **City Fibre increases roll out plan to pass 8 mn. premises**

USA
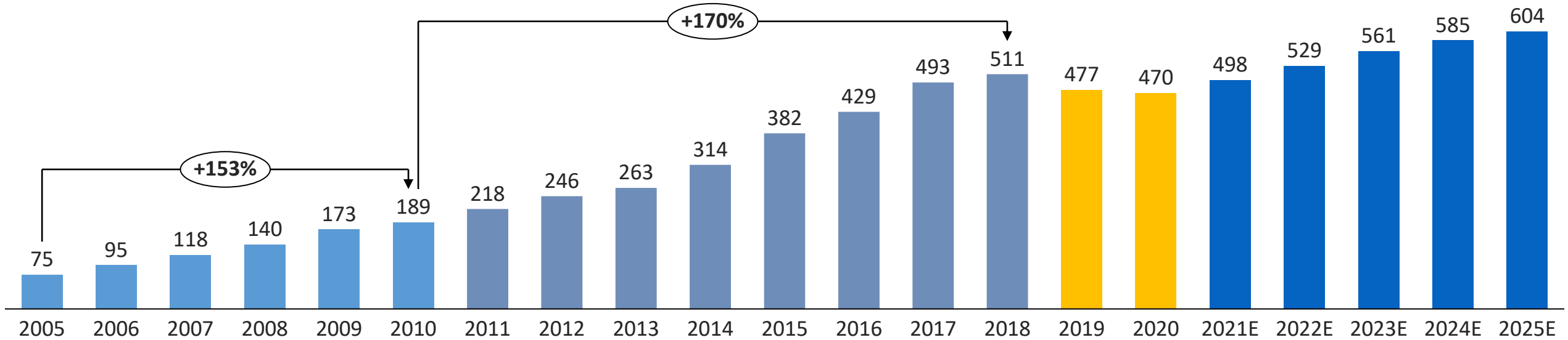
- **Strong federal push for increasing broadband penetration**
  $20 bn. rural digital opportunity fund
  $100 bn. proposal for broadband in LIFT plan
  $25 to 30 bn. grant under CARES ACT

- **US private players plan multi million home passes.**
  AT&T : 4 mn., Verizon : 3 mn. and Lumen : 6.5 mn.

5G & FTTH
These mega trends are catapulting the optical demand

3G Cycle   4G Cycle   **5G Cycle**

+170%

+153%

Year	Value
2005	75
2006	95
2007	118
2008	140
2009	173
2010	189
2011	218
2012	246
2013	263
2014	314
2015	382
2016	429
2017	493
2018	511
2019	477
2020	470
2021E	498
2022E	529
2023E	561
2024E	585
2025E	604

Source: CRU

Units: Mn. fkm

- After a pause in 2019 & 2020, the fibre demand has started growing again in 2021, which is visible across all regions
  - 5G deployment cycle is an 8 to 10 year cycle ; expected to peak in 2024-25
- Higher sales orders, increasing inventory drawdowns and widening lead times shall push the optical prices upwards

Spurring innovation across optical portfolios

Requirements

Optical fibre

Bend insensitivity, Compatibility & optimise duct space

Optical fibre Cable

Need high fibre count with minimum new duct installation

Product Innovation

stellar™

- ◆ Bend insensitive with 10x reduced macro bend loss
- ◆ Fully Compatible with legacy fibre

TruRibbon™

- ◆ 100% existing duct capacity augmentation
- ◆ Better TCO with one time deployment

Advanced photonics capability will prove to be the differentiator

Increasing Barriers to Entry

STL is present across the layers

PREFORM
Restricted:
Players < 10

FIBER DRAWING
Limited:
Players < 50

CABLING
Extensive Competition:
Cable Manufactures < 200

High Tech: R&D Led Model

Centralized Platform for Glass/ Preform

Operational Excellence Model

Global Platform for Fibre Draw

Application Oriented Solutions: Locally Presence Model

Global Platform for Fibre Cable Systems

- Glass Science
- Chemical Engineering

- Fluid Mechanics
- Large scale Automation

- Wave Optics
- High Temp processing ~ 2000 deg C

STL is well poised to lead network efforts across the globe

The future digital networks has 4 unique characteristics

Close to the Edge
EDGE

Seamless Wired & Wireless
CONVERGED

Enhanced Experience
COMPUTE

Agile, Scalable, Agnostic
DISAGGREGATED

At the Edge

Optical	&	Radio
Connectivity	&	Compute
Hardware	&	Software

?

Who can Integrate all these Technologies?

STL has an E2E capability to integrate future digital networks

LARGE SCALE NETWORKS SYSTEM INTEGRATION

10 Years Network Design & Integration Solutions

OPTICAL INTERCONNECT

25 years
Extraordinary track record
Globally respected

VIRTUALIZED WIRELESS
(SOFTWARE, CLOUD)

5 years
Strategic alliances and
product development

=

Digital Network Integrator

Close to the Edge
EDGE

Seamless Wired & Wireless
CONVERGED

Enhanced Experience
COMPUTE

Agile, Scalable, Agnostic
DISAGGREGATED

At the Edge

Optical	&	Radio
Connectivity	&	Compute
Hardware	&	Software

STL can integrate all the technologies required for the new age digital network

1. 25 years of optical connectivity

End 2 End Optical Connectivity Solution

Fully Vertically Integrated Manufacturing
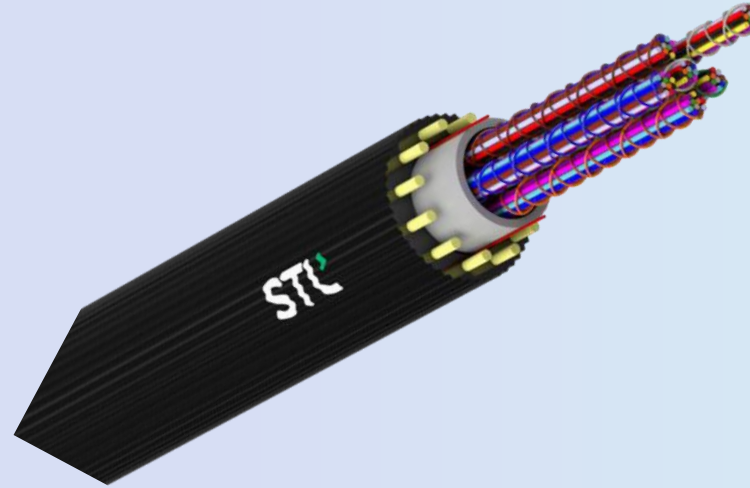
Strong relationships with 21 key accounts

Strong Inhouse R&D team with 569 patents

Opticonn : End to End Optical connectivity Solution

**Backward Compatible
Bend Insensitive Fibre**

+

**High Density Ribbon Cable
Intelligently Bonded Ribbon (72F - 6912F)**

+

**Underground and Aerial
Optical Interconnect Kits**

opticonn

**25% faster deployment
of future proof bend
resilient network**

Our opticonn solution includes customising solution
through consultative design and also includes optical
subsystems, smart logistics and partner support.

**Higher density network -
100% existing duct
capacity augmentation**

Fully integrated manufacturing with global supply chain

STL

Optical Fibre   **Optical Fibre Cable**   **Speciality Cable**

Waluj
Aurangabad
India

Shendra
Aurangabad
India

Jiangsu Sterlite
Tongguang Fibre Co.
Limited
Haimen-City
China

Rakholi
Silvassa
India

Metallurgica
Bresciana
Dello
Italy

Sterlite Conduspar
Parana
Brazil

Dadra &
Nagar Haveli
India

**Pure
Silicon**
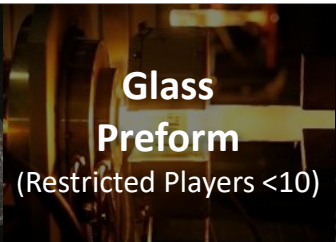
**Glass
Preform**
(Restricted Players <10)
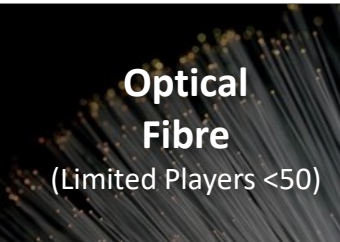
**Optical
Fibre**
(Limited Players <50)

**Optical
Fibre Cable**
(Cable Manufacturers <200)

**Optical
Interconnect**

STL's unique manufacturing capabilities with full vertical integration. Also top 3 integrated fibre producer globally

7
GLOBAL
PRODUCTION
FACILITIES

50M
FKM OPTICAL
FIBRE
CAPACITY

33M*
FKM OPTICAL
FIBRE CABLE
CAPACITY

Industry 4.0 standards
Fully automated machinery with robotic operations

Efficient supply chain
Reduced delivery times and SCM cost

***Plan to reach by Jun 2021**

2. Virtualised access ecosystem

5G & Access Solutions

Hardware
Edge-corE®
Zyxel   Alpha networks

Virtualization
ASOCS
On-premise mobile clouds
vmware®

Radio
XILINX   VVDN TECHNOLOGIES
NXP   Saankhya Labs

Software
STL

Academic Alliances
MIT | IIT-M RUTGERS

Open Networking Standards
O-RAN ALLIANCE
3GPP A GLOBAL INITIATIVE
ONF Open Networking Foundation
ONAP OPEN NETWORK AUTOMATION PLATFORM
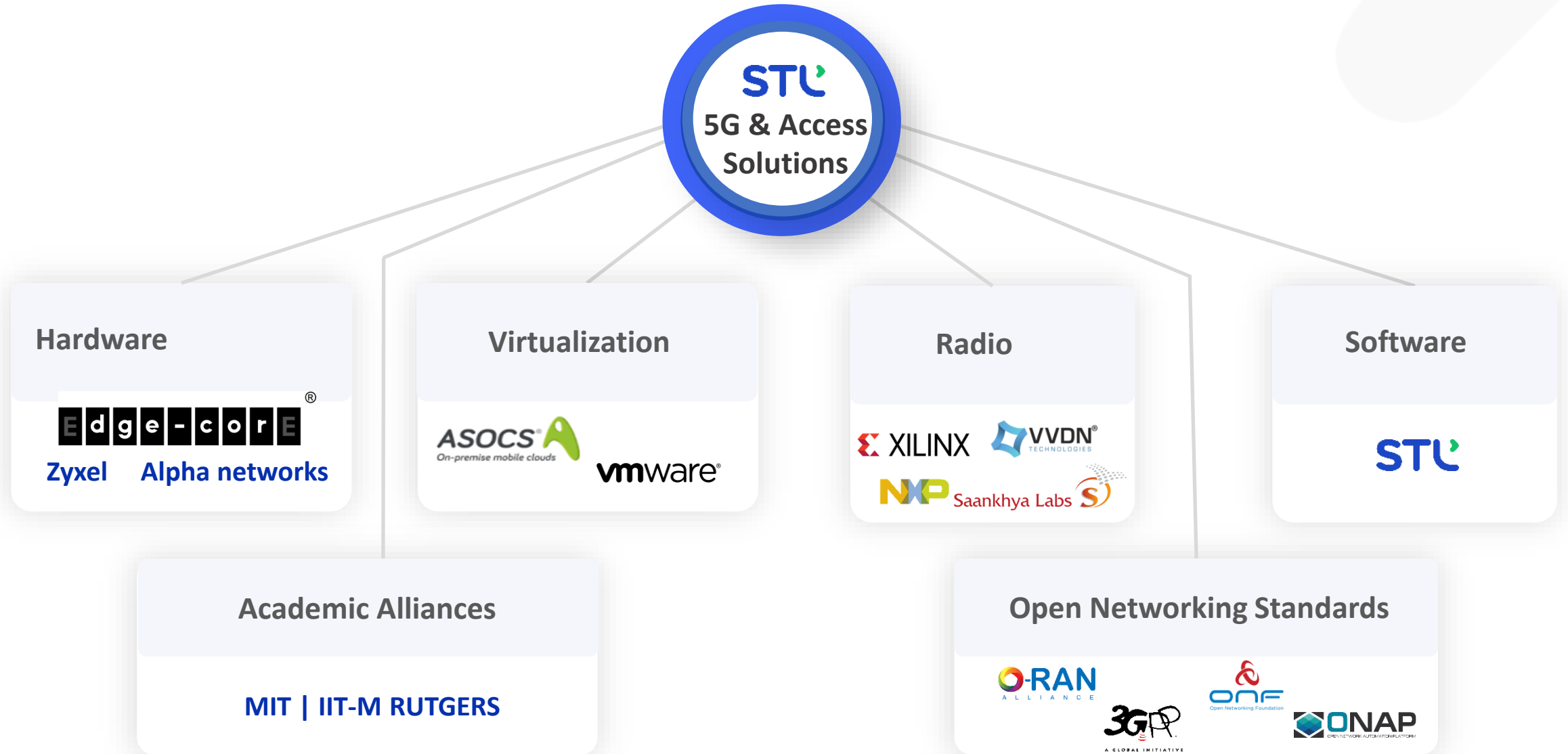
3. Large-scale integration expertise

End 2 End Solutions

netmode

Network Modernization

LEAD 360°

Fibre Deployment

FTTx mantra
One Solution. Countless Opportunities

FTTx Access Network

Key Projects

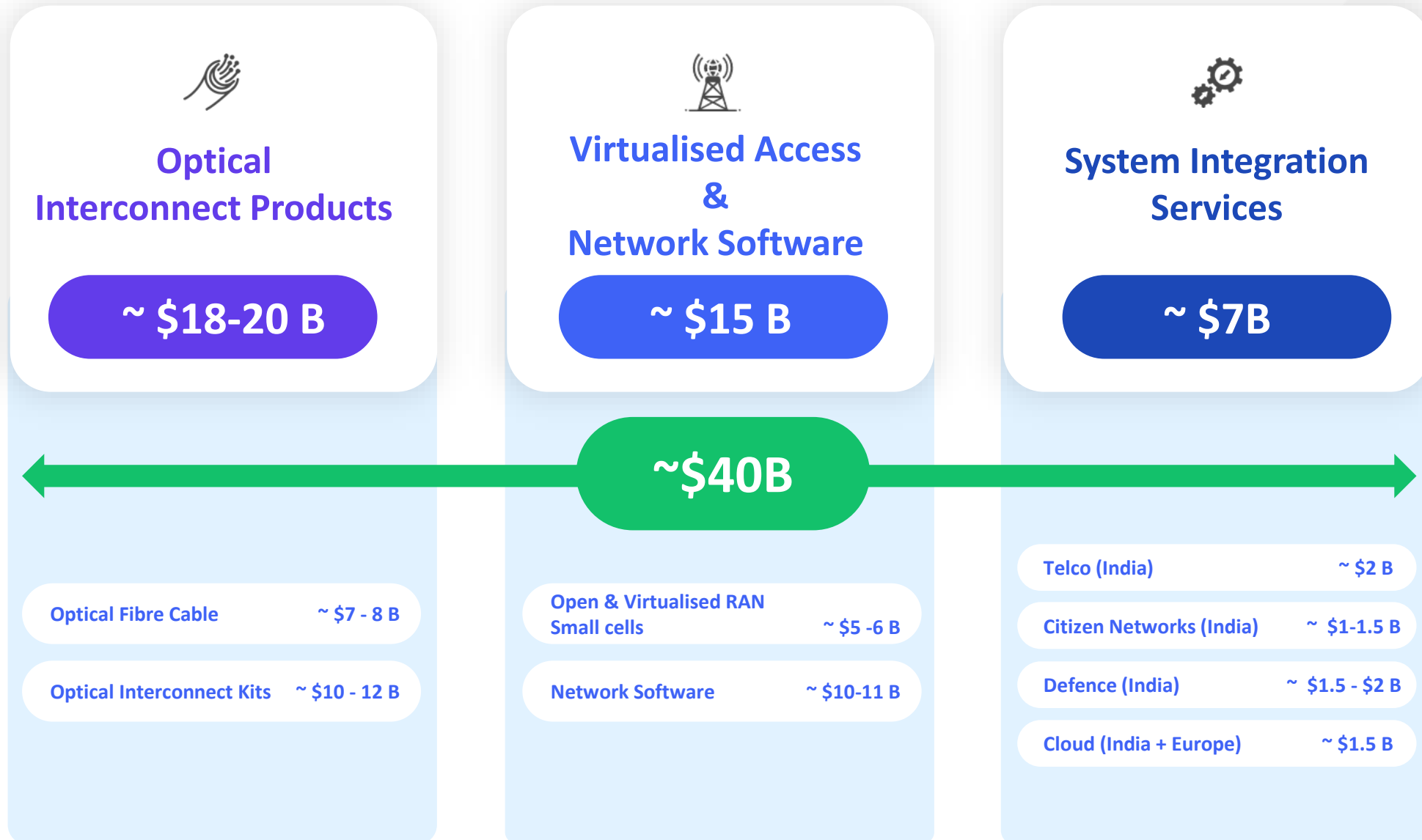| Network Modernization for Indian Army	Network Modernization For Indian Navy	Rural Broadband Under Bharat net	Backhaul Network for A large Indian Telco
$350 mn project for creating the **world's largest intrusion-proof** network in J&K for Indian Army. Completed Project	**$500 mn multiyear project across 1600 sites** to design, execute, O&M for the Indian Navy Ongoing Project	Using **LEAD 360™** approach to connect **7.5 mn people and 4,045 villages** in **Maharashtra** Ongoing Project	Using **LEAD 360™** to build modern optical network in **10 circles in India** for a large Telco Ongoing Project

Through E2E solutions, STL can address $40 bn. market

STL

Optical Interconnect Products

~ $18-20 B

Virtualised Access & Network Software

~ $15 B

System Integration Services

~ $7B

~$40B

Optical Fibre Cable	~ $7 - 8 B
Optical Interconnect Kits	~ $10 - 12 B

Open & Virtualised RAN Small cells	~ $5 -6 B
Network Software	~ $10-11 B

Telco (India)	~ $2 B
Citizen Networks (India)	~ $1-1.5 B
Defence (India)	~ $1.5 - $2 B
Cloud (India + Europe)	~ $1.5 B

STL - Future Growth Levers

STL Introduction

1
2021 - Start of a decade of network creation

2
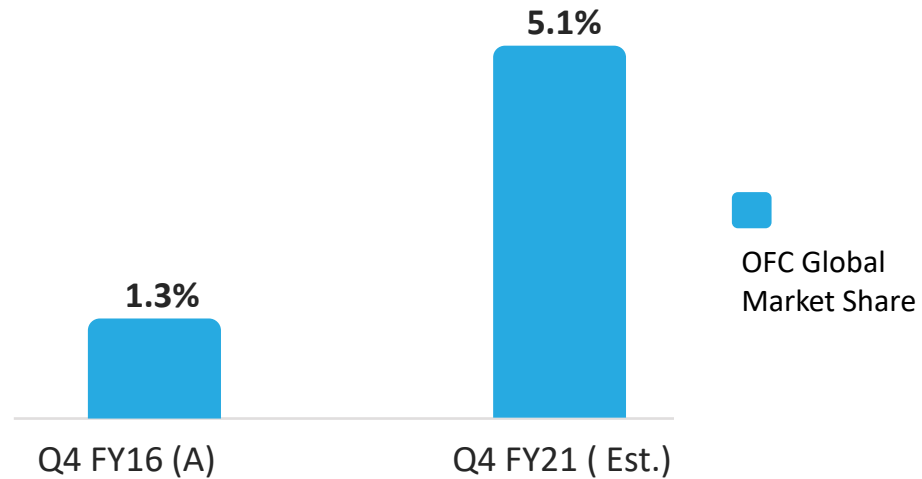STL - well poised to lead

3
STL - future growth levers

Summary

1. Grow OFC Volume and Optical Interconnect business

5.1%

1.3%

■ OFC Global Market Share

Q4 FY16 (A)   Q4 FY21 (Est.)

- **Grew market share 4 times in 5 years**
- **In FY21, OFC volume grew by 35%**
- **Continue to penetrate newer markets e.g. USA**

OPTOTEC by STL

- **Expand optical interconnect business by leveraging existing customer relationships**
- **Offer Optotec products integrated as Opticonn Solutions**

Q4 FY21 Industry volume is estimated at 125 mn. fkm.

2. Take System Integration business global & Scale in India

LEAD 360°

Long haul network roll out in India

FY17-18

netmode

Network modernisation at Nationwide scale

FY19-20

FTTx mantra
One Solution. Countless Opportunities

Design & deploy fibre network in metropolitan cities

Datacentre Solutions
Inside datacentre connectivity

FY20-21

TAKE GLOBAL PROJECTS & SCALE in INDIA

FY22-Onwards

3. Build a strong Access Solutions business, based on disruptive open-source products

Building a World class team

Leverage a team of exceptional professionals and ecosystem partnerships to develop network solutions.

Current team strength at 200 nos.

Product of Choice for large Scale O-RAN Deployments

To become a product of choice in 5G networks based on Open RAN technology.

Product trials being conducted at customer premises.

Summary

2021 - Start of a decade of network creation

New technologies such as 5G, FTTH and O-RAN are driving the network creation cycle.

5G deployment & increase in FTTH penetration are leading to deep and dense fiberisation.

These deployments are catapulting the OFC demand across the globe and are also leading to innovative new products in optical fiber & optical fiber cable.

STL is well poised to lead network efforts across globe

It has 25 years of experience in optical connectivity, an ecosystem in virtualized access technologies and an expertise in integrating large scale complex projects. Put together, STL has end to end capability to integrate future digital networks.

STL has three validated growth levers

First, to grow OFC volume and the Optical interconnect business.
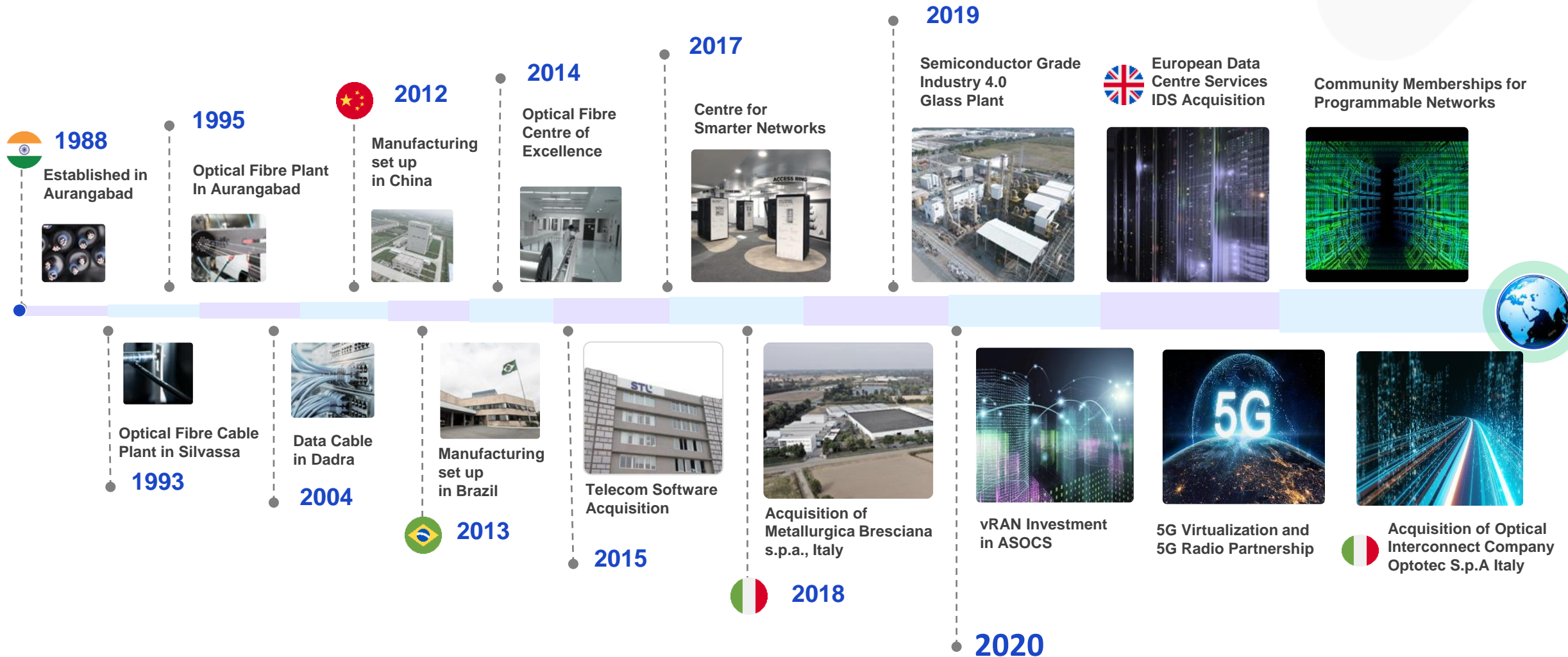
Second, to take System Integration business to global markets along with scaling it in India.

Third, to build a strong Access Solutions business, based on disruptive open-source products.

With Strong legacy and Capabilities

1988 — Established in Aurangabad

1995 — Optical Fibre Plant In Aurangabad

2012 — Manufacturing set up in China

2014 — Optical Fibre Centre of Excellence

2017 — Centre for Smarter Networks

2019 — Semiconductor Grade Industry 4.0 Glass Plant

European Data Centre Services IDS Acquisition

Community Memberships for Programmable Networks

1993 — Optical Fibre Cable Plant in Silvassa

2004 — Data Cable in Dadra

2013 — Manufacturing set up in Brazil

2015 — Telecom Software Acquisition

2018 — Acquisition of Metallurgica Bresciana s.p.a., Italy

2020 — vRAN Investment in ASOCS

5G Virtualization and 5G Radio Partnership

Acquisition of Optical Interconnect Company Optotec S.p.A Italy

About the Speaker

Dr. Anand Agarwal
Group CEO and Whole time director, STL

A strong believer in the transformational power of technology, Dr. Anand Agarwal is the Group CEO and Whole-time Director at STL.

Recognising the shifts in the global technology landscape, Anand has navigated STL from an optical connectivity company to a global leader in end-to-end network solutions. With his disruptive efforts, Anand has scaled the organisation to over 100 geographies, while shaping the digital infrastructure landscape globally. Under his leadership, STL has developed core capabilities in optical connectivity, virtualised radio, network software, and system integration.

Anand was awarded as the 'Most Promising Business Leaders of Asia' by Economic Times at Asian Business Leaders Conclave 2020 and 'CEO of the Year' at the Economic Times Digital Telco Summit in 2020 for his significant contribution to the Indian Telecom ecosystem. He was also awarded with "Pathbreaker of the Year' ' award in 2019 for transforming India's digital infrastructure at the Telecom Leadership Forum and "Broadband Infrastructure Leader Award' in 2016.

As a flagbearer of culture and diversity, he has built a passionate and inclusive organisation that is strongly connected to its larger purpose of transforming billions of lives through digital networks.

A Ph.D. in Materials Engineering from Rensselaer Polytechnic Institute and B.Tech from IIT Kanpur, Anand is a hands-on technologist in advanced photonics and programmable networks. He is a firm believer in empowering and transforming lives through innovations in technology.