

March 28, 2022

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.

Subject: Quarterly Newsletter, InvestSTLer – Q4 FY 2021-22

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

Dear Sir/Madam,

Please find our first edition of quarterly newsletter, InvestSTLer. Through this newsletter, our intent is to inform the stakeholders about the latest industry updates and our strategic initiatives enabling us to lead in this strong network build cycle.

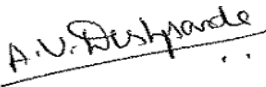
A copy of the Company's First Newsletter, is enclosed herewith.

Kindly take the above on record.

Thanking you.

Yours faithfully,

For **Sterlite Technologies Limited**



Amit Deshpande

Corporate General Counsel & Company Secretary (ACS 17551)

Enclosure: As above.

Dear Stakeholders,

Please find our first edition of quarterly newsletter, InvestSTLer. Through this newsletter, our intent is to inform you about the latest industry updates and our strategic initiatives enabling us to lead in this strong network build cycle.

The global optical fibre cable Industry is expected to grow by 8.6% in 2022 to reach up to 545 mn. fkm. with many key markets set to grow by double digits as per the latest CRU report. In terms of pricing, both bare fibre and cable pricing has improved in the last few months, spurred by regional constraints in the US and European markets.

At STL, we also expect optical volume growth to continue in Q4 FY22. The current Russia Ukraine conflict is likely to have no impact in terms of our demand, however it may further stoke up inflationary pressure in raw materials and logistics costs.

In this quarter, we are facing inflationary headwinds in raw material costs and we are working with our customers to pass on the cost increase in the form of higher pricing.

We have built a strong order book in global services in the UK and are ramping up project execution. We also expect to receive new orders from Indian private telcos shortly. We continue to make progress in collections for the completed projects.

In wireless solutions, we are on track with our product development and testing schedules. Currently, we are working on pilots with our customers and we expect to build a strong commercial order book in FY23.

With this, I leave you to read our first edition of the investor newsletter. Do give us your valuable feedback for continuous improvement.

Let's invest in building the networks of the future.

Sincerely,

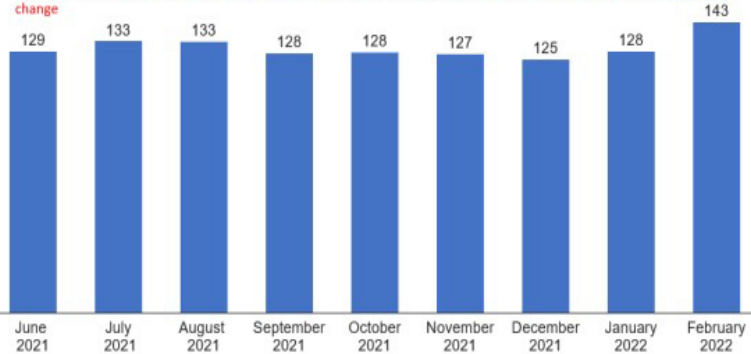
MIHIR MODI
CFO, STL



INDUSTRY INSIGHT

CRU Fibre Optic Cable Index (FOCI), Global Summary

> 100 indicates market expansion; < 100 indicates market contraction. The further away from 100, the greater level of change



CRU states that “Fibre Optic Cable Index reached the highest in February 2022”

Industry demand is gradually increasing.

A significant jump in both private and public funding for FTTH is behind much of this demand. US is the region where Year-On-Year cable demand is expected to exceed 12%. The ongoing shift from FTTC/N to FTTH network architecture in both the UK and Germany is driving record monthly deployment levels and buoying the mid-term outlook for Western Europe as a whole. CRU expects 2022 will be the year when India fully recovers from Covid and deployments will move back to above 20 Mfkm levels.

PRODUCT LAUNCH



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STL launches Firebird - a fleet of radios for 5G wide area coverage

STL announced the launch of Firebird, a line of ORAN-based macro radios for dense, wide area 5G coverage. STL Firebird includes multi-band 4G/5G macro O-RAN compliant radio units (O-RUs) which will be initially available in Band 1, 40, 41, and 78 among others. These software-defined radios are based on a platform architecture and fulfill varying 5G coverage and capacity requirements of global carriers.

NEW ORDERS

Rahul Puri
Business Head of Europe, Middle East, and Africa (EMEA)

Our unparalleled vision to develop high-speed gigabit broadband in the UK is second to none. With our unique partnership, we aim to provide integrated network deployment services to help Netomnia achieve rapid scaling and reduce the TCO, thus enabling high-speed internet for one million premises by 2023

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STL enables UK's Netomnia to fiberize multiple cities with Ultrafast Full-Fibre broadband

STL expanded its partnership with Netomnia, growing network operator in the United Kingdom. As a part of this partnership, STL will provide integrated network deployment services. STL leverages design-led planning, professionally trained manpower to the field and uses advanced deployment techniques to the fibre deployment process. These capabilities will enable Netomnia to achieve rapid scale in delivering home passes and ultimately realize reduced Total Cost of Ownership.



Praveen Cherian
Chief Executive Officer - Global Services Business

We are delighted to form an association with PGCIL for creating a customized UNMS for managing their massive-scale utility networks. Through our solution, we will provide a consolidated infrastructure with centralised controls for their inter-regional networks. The network management system, with integrated analytics, will bring in efficiency and effectiveness setting superior standards in network operations management.”

[Read More](#)

STL won INR 170 crore deal from PGCIL to build unified network management system

STL won INR 170 crore deal from power distribution company, Power Grid Corporation of India. As part of this deal, STL will provide a customized Unified Network Management System (UNMS) that will offer advanced automation and programmable configuration with actionable insights. As part of earlier deals, STL has been supplying optical fibre cables and has Read More also developed an IP-MPLS network

PARTNERSHIPS



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STL, VMware and ASOCS launch end-to-end 5G Enterprise solution at MWC 2022

STL together with ASOCS and VMware announced the launch of industry's first end-to-end 5G Enterprise solution to address the growing demand for private 5G enterprise connectivity for campus, industrial and venue applications. The solution comprises STL's Garuda, O-RAN 5G indoor/outdoor small cell. ASOCS's CYRUS, Open Distributed Unit and Centralised Unit and VMware's Edge Compute Stack as the virtualization layer and cloud management.

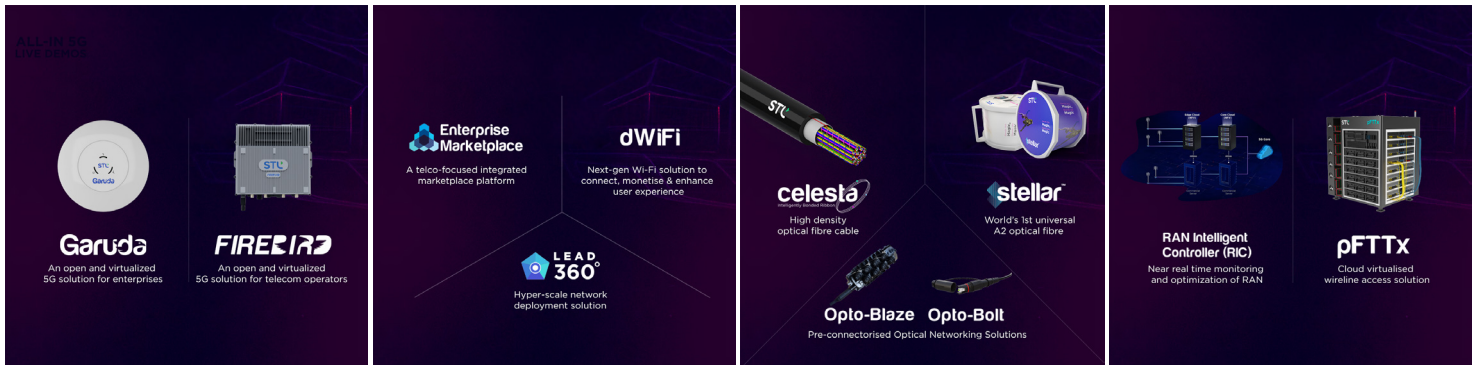


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STL and Analog Devices partnered to create Open RAN 5G radio units

STL partnered with Analog Devices, Inc. to develop 5G Open RAN radio units (O-RU). Together, the two companies will build 5G-ready solutions to expand the diversity of commercially available O-RUs and facilitate the growth of Open RAN networks. As a part of this partnership, STL and Analog Devices will work closely with other ecosystem providers, including leading power amplifier (PA) vendors, to expand the range of STL's Garuda O-RU indoor small cell offerings.

STL AT MWC BARCELONA 2022



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STL displayed All-in 5G offerings at MWC Barcelona 2022

STL showcased its range of 5G solutions that will be based on secure, open interfaces, with the ability to work across new-age 'All-in 5G' 5G networks that will be converged (combination of optical and wireless), and operate across multiple bands. Alongside wireless products, the suite will also include STL's latest optical fibre, virtualisation, network deployment, and software solutions.

GLOBAL RECOGNITION



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STL has been recognised by Gartner in its 2021 Market Guide for 5G Small Cell Equipment

STL has earned its recognition by being a long-time frontrunner in Open RAN solutions. We are ever so encouraged to progress on our vision of becoming the open networking leader in the 5G Small Cell space.

STL taking 5G products globally

“We are showcasing all in 5G end-to-end solutions starting with passive fibre along with Small cell, Macro cell as well as software layer for enterprise offering. We are very proud that we are an Indian Multinational taking 5G products globally. Our core fiber optics products are in 120 countries. We are talking to potential customers in Europe, Australia, Taiwan and of course India as well. We have a huge pool of software engineers, so far it is helping in IT and networking. With this convergence of IT and networking we have an opportunity to build up disaggregated hardware and software in India. STL is looking forward to being a 5G end-to-end offering integrator. we have more than 15 partners who are part of the 5G ecosystem. This will be crucial to create this end -to-end system which is interoperable.”

[View More](#)



ALL-IN
5G
READY FOR
THE WORLD