



Technical View by Nooresh

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Sterlite technologies Concall Q4FY18

- fibre req for 5g will be 2.5 times of 4g
- demand of optical fibre - strong growth - across all geographies
- fibre demand is here to stay for next 10 years
- stertech is only co. mfg fibre from basic silicon ore in asia except japan
- we have repository of 189 patents
- on service side - 2 big projects from Indian army and Indian navy (3500 crs - 75% system integration and 25% operation and maintenance)
- kakinada smart city project near completion
- start fy 19 with all time high order book of 5000 crs
- long term margin outlook - 24-25%
- absolute ebitda will improve qoq basis
- pretty focused on india, china, europe, middle east and latin america - not looking for any new markets
- china is more focused on 4g, 5g demand is yet to come, will start by this year end by china mobile
- major carriers are talking trial deployment of 5g in this year, we are working with some carriers on cables side
- focusing on winability of order rather than increasing bid pipeline
- very selective in services business
- order book currently - 80% is from product side
- margins with new customers remains same as with old
- we will continue to maintain margin profile business by business



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- for us, volume certainty is more important than realizations, realizations have already moved up and will stay at same levels
- the fact that customers are willing to give contracts for 2020, we see supply constraints continuing