

**EMPOWERING
HUMANITY
BY ADDRESSING THE
TOUGHEST
CHALLENGES
OF ENERGY DELIVERY**





STERLITE POWER AT A GLANCE



Sterlite Power is a leading global developer of power transmission infrastructure with projects of over 13,700 circuit km and 26,100 MVA in India and Brazil. It is the only company in a leadership position in both India and Brazil, which are two of the largest greenfield transmission markets globally. With an industry-leading portfolio of power conductors, EHV cables and OPGW, Sterlite Power offers solutions for upgrading, uprating and strengthening existing networks. The company has set new benchmarks in the industry by using cutting-edge technologies such as helicranes, drones and robotics to deliver complex projects ahead of schedule, with the highest standards of quality and safety.

Sterlite Power believes that electricity access transforms societies and delivers a long-lasting social impact and is uniquely positioned to solve the toughest challenges of energy delivery. Sterlite Power is also the sponsor of India's first Power Transmission InvIT - IndiGrid - which attracted global investors such as KKR and GIC in 2019. The company has established its unique asset monetisation model successfully in both India & Brazil and has monetised assets worth US \$ 1Bn till date. Sterlite Power has been recognised amongst The Economic Times Best Brands 2020 and is a recipient of prestigious global awards from S&P Global Platts and International Project Management Association (IPMA).

- **Leading global developer in power transmission**
- **Focussed on transmission for renewable energy**
- **Developer of projects worth \$ 5.6 Bn across India and Brazil**
- **Sponsor of India's first Infrastructure Investment Trust in Power Sector**
- **Leading manufacturer of bare overhead conductors, exporting to 60+ countries**
- **Recipient of global accolades - S&P 2019 Global Energy Award, IPMA 2019 Gold Award, and ET Best Brands 2020**

KEY MILESTONES



2006 - 2009

- Acquisition of Power business from Sterlite Industries Ltd.
- Sterlite Technologies Ltd. (STL) forayed into the power transmission business
- Expanded power conductor manufacturing capacity



2010 - 2013

- Sterlite Power (as a division of STL) awarded India's 1st independent power transmission project under TBCB regime
- Awarded India's 1st 765 kV private project - BDTCL
- Established power cable manufacturing facility in Haridwar, Uttarakhand
- Awarded RAPP Transmission Company Ltd. (RTCL) project with 403 ckm in Madhya Pradesh and Rajasthan, and PKTCL with 545 ckm in Jharkhand and West Bengal



2014 - 2015

- Awarded NRSS-29, a project in the challenging terrain of J&K with route length of 887 km
- 1st private transmission developer to win MoP award for early commissioning of 765/400 kV Dhule substation
- Attracted private equity investment of INR 500 Cr (US \$ 714 Mn) from Standard Chartered Private Equity
- Commissioned our 2nd project BDTCL in Bhopal - Dhule



2016 - 2017

- Became 1st developer to commission a TBCB project, RTCL (RAPP Transmission Company Ltd.), ahead of schedule
- Won two projects in Brazil, making us the 1st Indian transmission infrastructure developer to enter the global market
- IndiGrid listed on Indian stock exchange; Sterlite Power transferred 2 projects to IndiGrid
- Commissioned the Jalandhar-Samba line - a key section of NRSS-29, the transmission corridor in Northern India, 12 months ahead of schedule
- Raised India's first AAA (SO) rated infrastructure bonds with Govt. guarantee for transmission projects



2018 - Now

- Won 6 new transmission projects in Brazil taking the total capex to US \$ 2 Bn
- Agreement with IndiGrid for sale of five transmission assets from Sterlite Power
- OPGW manufacturing facility at Piparia received ISO 17025:201 General Requirements for the Competence of testing and Calibration Laboratories by NABL
- Received the largest global order of Rs 300 Cr (US \$ 42 Mn) from GS South Korea for supply of High-Performance Conductor (ACCC)
- Commissioned NRSS-29 ahead of schedule; the project was dedicated to the people of J&K by Prime Minister Shri Narendra Modi
- Advanced commissioning of Arcoverde Project in Brazil 28 months ahead of schedule
- Successfully heralded 'Zero Shutdown' capability in India, with the reconductoring of a 66 kV transmission line in 'live-line conditions' in Bengaluru
- Executed 1st ever Railway Electrification project by successfully charging railway line from Mathura to Kasganj
- Concluded sale of three Brazilian assets: Arcoverde, Novo Estado and Pampa
- Acquired our 1st Green Energy Transmission Corridor Project LVTP and VNLTL project in India
- Won prestigious global honours from IPMA Global Project Excellence Award, S&P Global Platts Global Energy Awards, the Asset AAA Infrastructure Excellence Awards, & ET Best Brands 2020
- Successfully commissioned GPTL project sporting India's 1st vertical GIS substation
- Successful sale of ENICL & GPTL projects to IndiGrid Investment Trust

EXCHANGE RATE
1 USD = INR 70





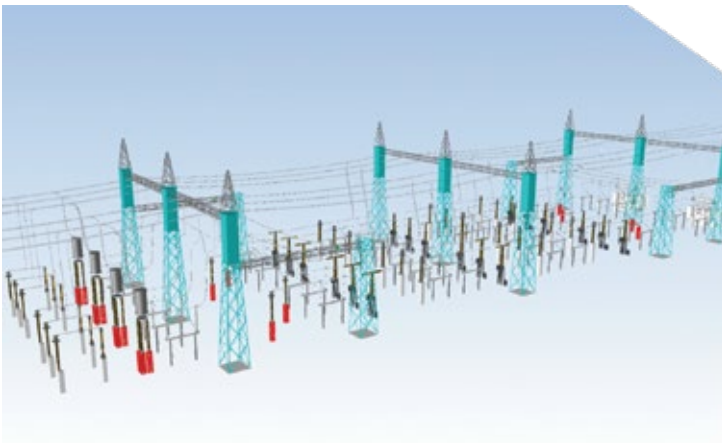
An Evolving World Needs Revolutionary Solutions

Sterlite Power has led the way in adopting the state-of-the-art global best practices in a legacy driven power transmission sector. We are actively pursuing Innovation opportunities with universities, start-ups and third parties.



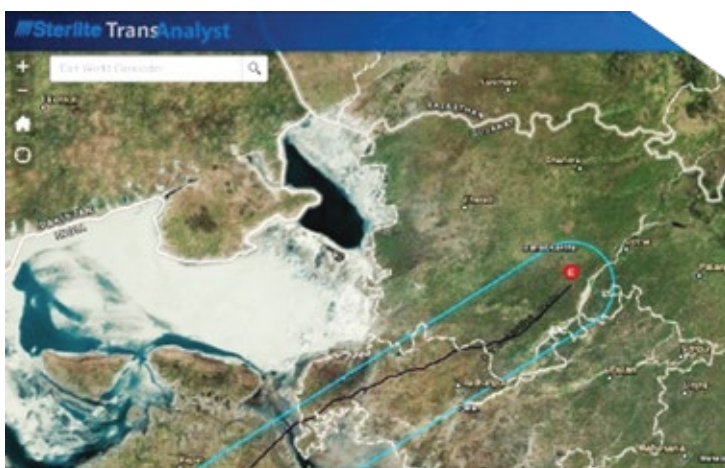
AERIAL TECHNOLOGY FOR ACCELERATED PROJECT EXECUTION

- Planning & automated inspection services by unmanned aerial vehicles
- First use of helicopter stringing in India
- Heli-crane based tower erections in tough terrains
- Investor in tech start-up SharperShape (www.sharpershape.com)



DIGITALISATION OPERATIONAL EFFICIENCY

- Digital prototypes for high quality design
- QHSE effectiveness through e-audits & remote inspections
- SPEX and 5D BIM for project excellence



BIG DATA ALGORITHMS/PREDICTIVE SIMULATIONS

- Route planning, elevation models and resource optimisation using in-house smart algorithm platform TransAnalyst
- Improving predictability of soil characteristics through data analytics for foundation design (Subsurface Terrain Model or STEM)
- Pan-India power system studies
- Tower test simulations for design validation



ROBOTICS FOR SAFE STRINGING & TECHNOLOGY INTENSIVE PRODUCTS

- SkyRob™ - safe & efficient optical ground wire stringing through robotics
- Largest manufacturer of high-performance conductors in India
- Low loss high ampacity cable, fiber integrated power cable
- Largest optical ground wire (OPGW) player in India
- SmartValve™ - modular power flow control



SMART PROJECTS FOR MODERN GRID

- India's first vertical GIS Substation with smaller footprint leading to reduced CO₂ emissions
- Re-conductoring of 66 kV transmission line in 'Live Line Condition' to achieve a 2x increase in power transfer capacity in Electronic City, Bengaluru



TECHNOLOGY FOR GREENER ECOSYSTEM

- Translocating bigger and mature living trees
- Green co-location from Convergence

GLOBAL INFRASTRUCTURE



Our global infrastructure business bids, designs, construct, owns and operates power transmission assets across multiple geographies. We operate both in India and Brazil with 25 projects* spanning ~13,700 circuit km of transmission lines.

Operating Model

Bid



- Rich track record of winning lucrative inter-state transmission service agreements; robust pipeline in place
- 15 projects in India, through tariff-based competitive bidding (TBCB)
- Strong regulatory regime in India enables fully contracted long-term cash flows, low counter-party risk and long concession periods

Award

- Government tenders
- Credit-worthy counter party ensuring bankability
- Annuity period of 25-35 year

Develop



- Deep innovation and execution skills that help complete projects within stipulated costs; often commissioning ahead of schedule
- Adherence to the highest standards of safety & equality
- Collaboration with partners who are in their respective fields

Build

- Sub-contract to EPC partner
- Back-to-back guarantees

Manage and Refinance



- Strong operations & maintenance team that manages the assets post commissioning
- Pursuit of refinance opportunities
- IndiGrid - India's first power sector infrastructure Investment Trust (InvIT) - has proven to be a successful way of raising capital by transferring mature, fully operational assets to the Trust and redeploying the capital for developing new assets

Asset Flip

- Flip assets to IndiGrid
- Recycled equity for new project

Portfolio at a Glance

25 Projects

won under Public Private Partnerships (15 in India under TBCB and 10 in Brazil)

~26,100 MVA
of Transformation Capacity

~13,700 ckm
of power transmission lines commissioned or under construction

9 Operational Assets

won under PPP

21 substations

31.5% Market Share,
by tariff of inter-state projects awarded under competitive bidding in India

Rs 40,778 Cr Capital Expenditure

(US \$ 5.83 Bn planned & incurred)

68 EHV Lines

99.84% Availability
achieved across our commissioned assets in Q4 - FY20

*includes assets developed or under construction, and assets sold

INDIA



Our assets are in strategically important areas from the perspective of transmission connectivity, transferring power from generating centres to load centres to meet inter-regional power deficit. We now have a portfolio of 15* transmission projects in India, spanning more than 9000 ckm, through a total capex of Rs 25,262 Cr (US \$ 3.60 Bn).

*includes assets developed or under construction, and assets sold

Footprint in India

4,500

(KMS) ROUTE LENGTH

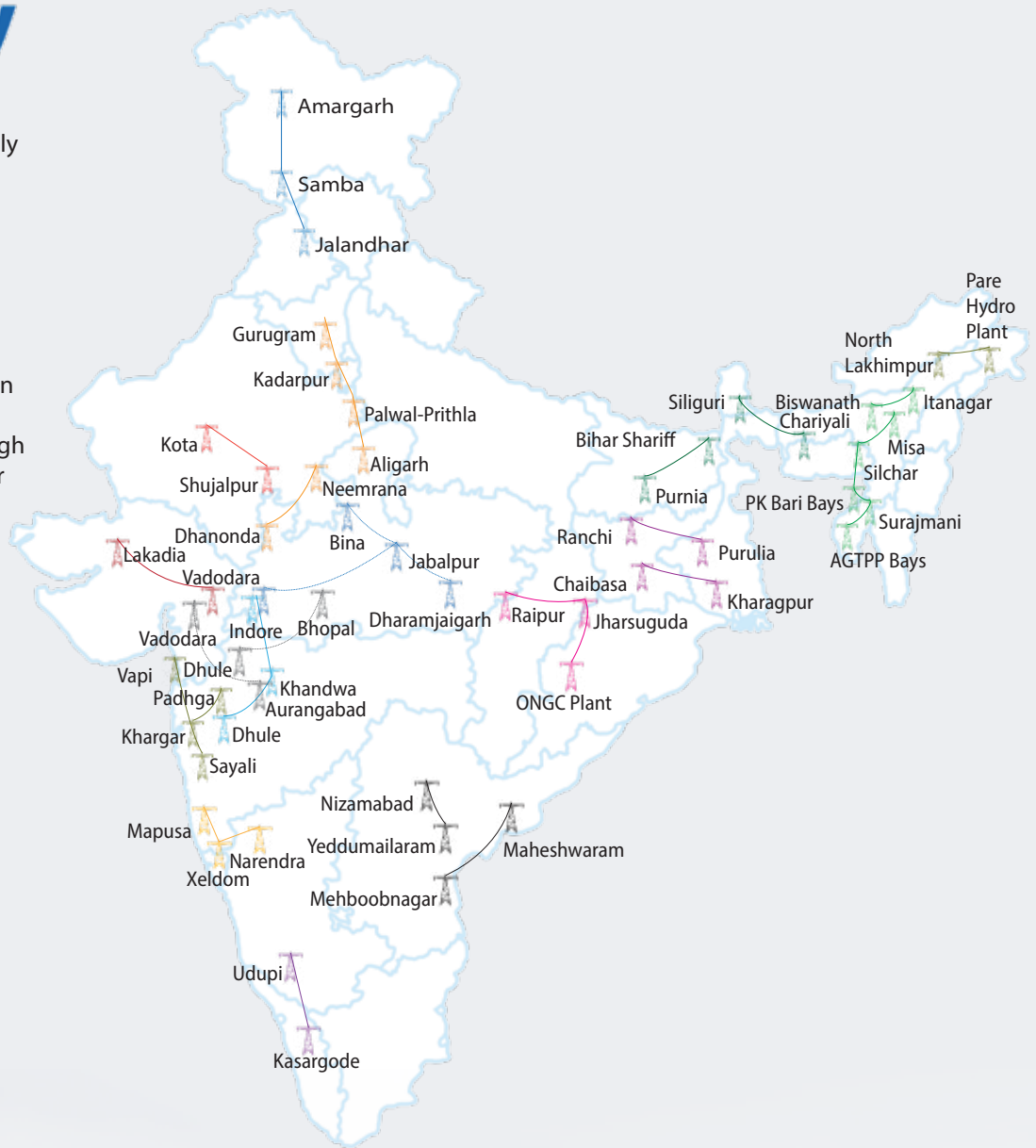
9,262

(CKM) LENGTH

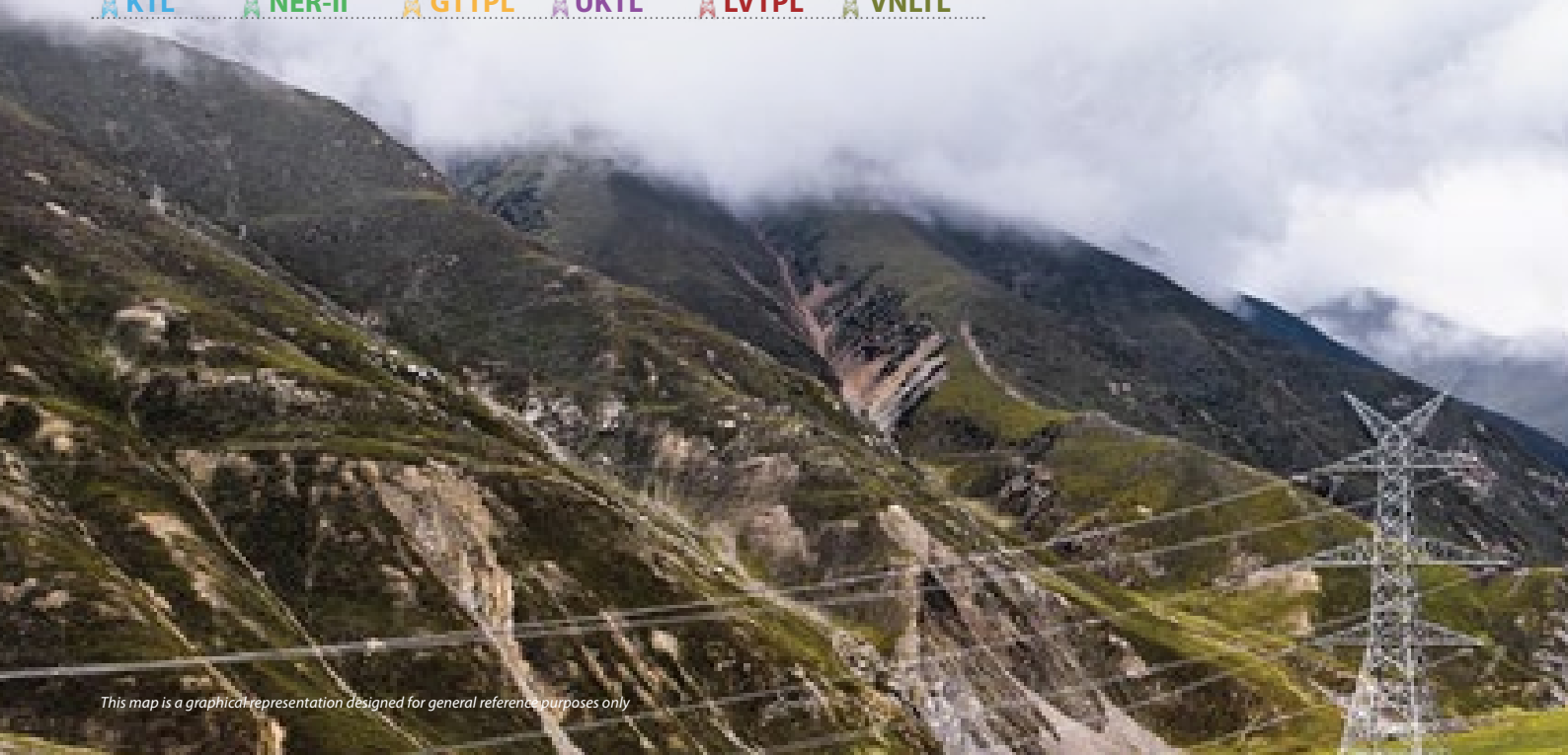
Rs 25,262

(US \$ 3.60 Bn)

PROJECT CAPEX



(Assets Managed by SIML)



BRAZIL



We commissioned our first project in Brazil 28 months ahead of schedule, while also emerging a winner in the auction of the prestigious Pampa project. In a short span of time, we have developed a portfolio of 10 transmission projects* in the fast-growing South American nation, spanning 4,416 ckm, through a total capex of Rs 10,760 Cr (US \$ 1.53 Bn).

**Includes assets developed or under construction, and assets sold*

Footprint in Brazil

2,967

(KMS) ROUTE LENGTH

4,416

(CKM) LENGTH

Rs 10,760

(US \$ 1.53 Bn)

PROJECT CAPEX



 **ARCOVERDE**  **SOLARIS**  **GOYAZ**  **BORBOREMA**  **SAN FRANCISCO**  **DUNAS**  **MARITUBA**

 **PAMPA**  **ARCOVERDE**  **NOVO ESTADO**

(Assets Managed by SIML)



Power utilities are facing increasing pressure due to rapid urbanization, demand growth and ageing infrastructure. They have an urgent need for augmentation and upgrades to meet their needs. We help power utilities tackle their network congestion challenges by providing solutions that upgrade and uprate corridor intensity. Our strategic solutions ensure improved performance in the short and long-term through system design, engineering, procurement and construction practices.

Portfolio at a Glance

Overhead Products Business

Conductors

- Complete range of power conductors from ACSR to High Performance Conductors (HPC) like composite core, INVAR, ACSS and GAP type
- 3 NABL-accredited manufacturing facilities with production capacity of 1,62,00 MT/year and 12,000 km/year of HPC
- Supply to 60+ countries
- First player in India with upstream integration of molten metal for manufacturing conductors
- Conductor facilities at Rakholi and Piparia scored 97% and 93% respectively in the Workplace Conditions Assessment audit

Optical Ground Wire (OPGW)

- India's only fully integrated manufacturer and solutions provider of OPGW; NABL-accredited manufacturing facility
- Capacity of 18,000 km/year
- Planning, application, design engineering and execution capabilities to meet requirements of power systems/utilities for communication, protection and commercial purposes
- First conductor and OPGW manufacturer in India to obtain a landmark assessment and certification for measurement and reporting of Greenhouse Gas Emissions as per ISO 14064-:2006

Underground Products & Turnkey Business

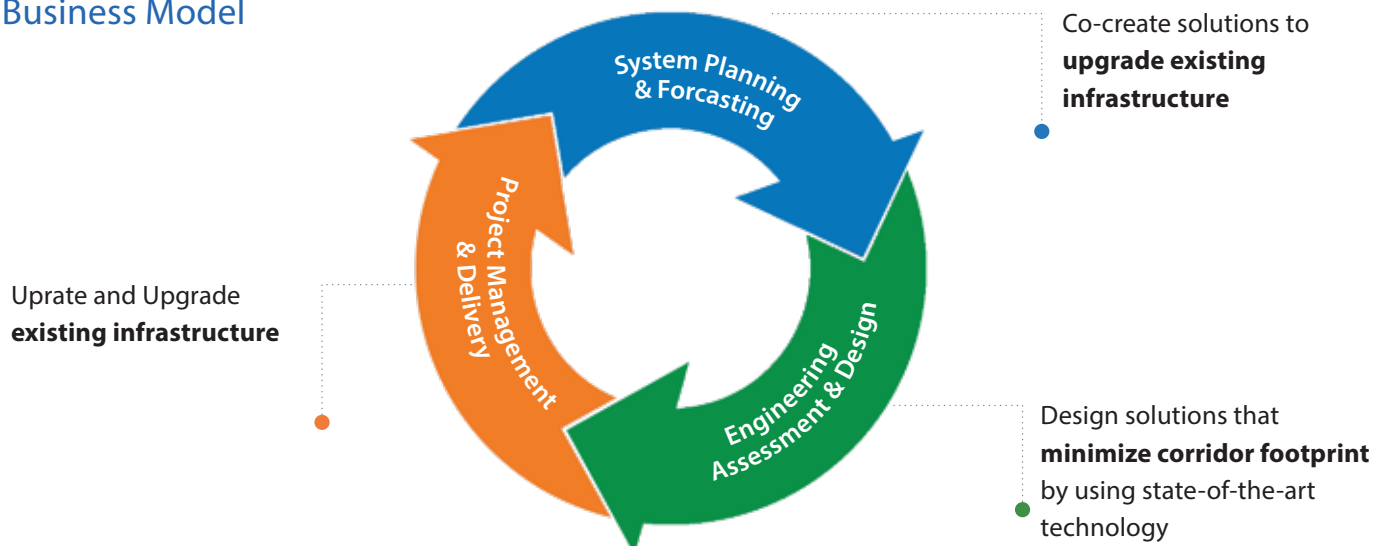
Cables and Solutions

- State-of-the-art NABL-accredited facility for manufacturing cables
- Wide product range covering 6.6 kV to 400 kV power cables
- New products like three core EHV cables, per integrated power cables, high ampacity low loss cables and CCD are in focus
- Range of 110+ innovative designs to meet industry requirements
- EHV turnkey projects include cable laying and substation development
- Best-in-class manufacturing facility

Master System Integrated (MSI) Business

Sterlite Power has successfully transformed into a Master System Integrator delivering multifold increase in throughput, upgrades to existing infrastructure, uprate of Overhead Conductors, OPGW based communication system & reliable EHV underground network, in shortest possible time.

Business Model



Capabilities

- Expertise in power systems capability studies and network optimization
- End to end design expertise; digital tools for substations, conductor, cable systems
- Zero shutdown (live line reconductoring) capability
- Industry leading global partnerships for state-of-art technical solutions
- Use of robotics and aerial technology for safe stringing of optical ground wire (OPGW) and power conductors

Differentiators

- Engaging deeply with customers to solve challenges of time, space & capital in developing their transmission networks
- Faster turn-around times for feasibility assessment & for execution engineering
- Pioneer to introduce this methodology in the country, allowing line uprates with no disruption in supply through the line
- Bringing best & latest of solutions such as power flow controller, dynamic line rating, tower coating, to utilities in India, to maximize asset utilization
- Passionate proponents of innovation, for faster execution and for better safety & quality standards

3,500+ ckm

of uprate and upgrade to existing transmission line (completed or under execution)

90

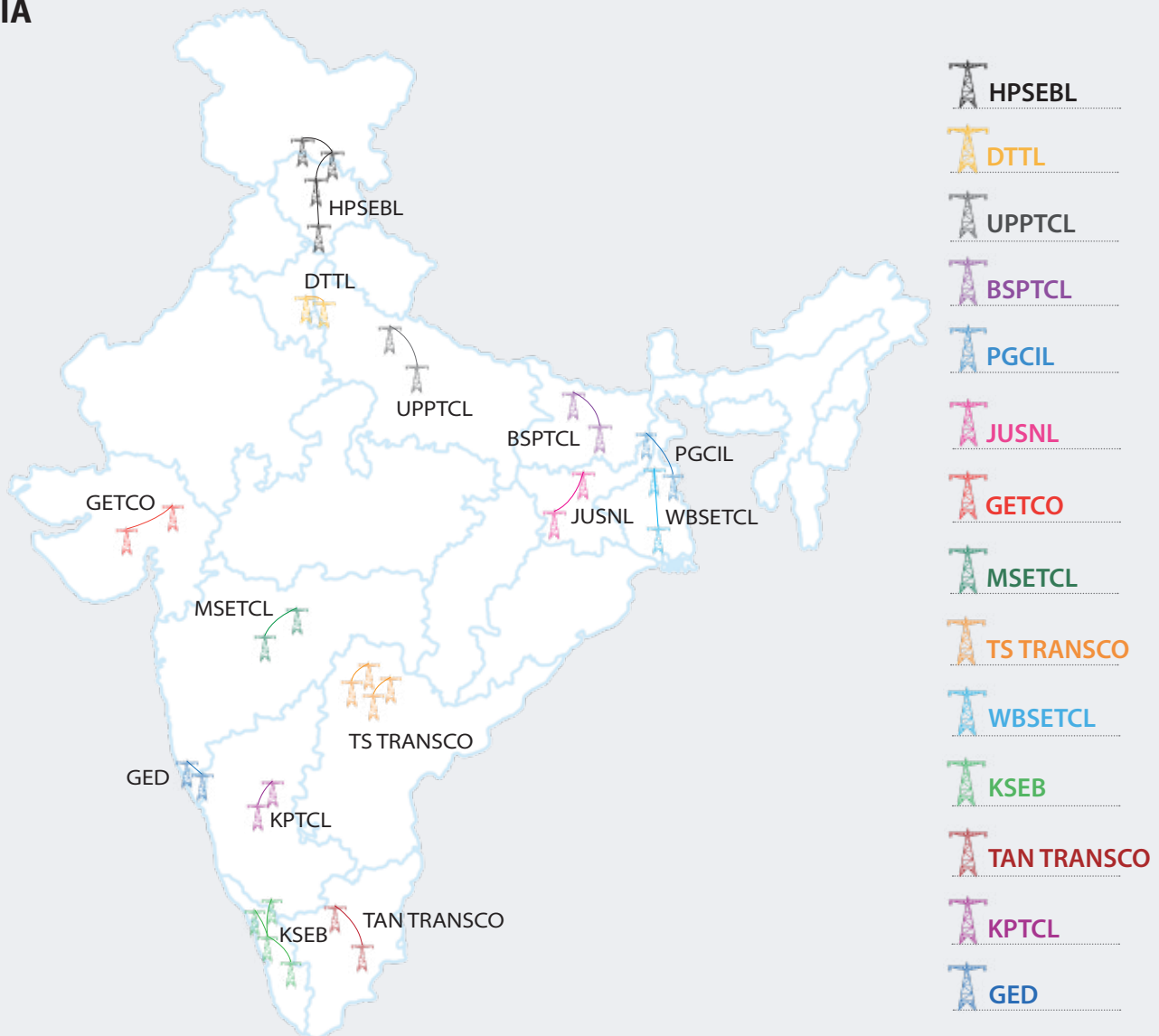
critical corridors in 14 states

13,500+ km

OPGW-based communication projects under live line condition

The below map shows only Uprate/Upgrade Projects or New Line with HPC projects. Sterlite Power's Solution Business also undertakes OPGW-based reliable communication projects and have delivered over 8500+ km under live line condition.

INDIA



CONVERGENCE

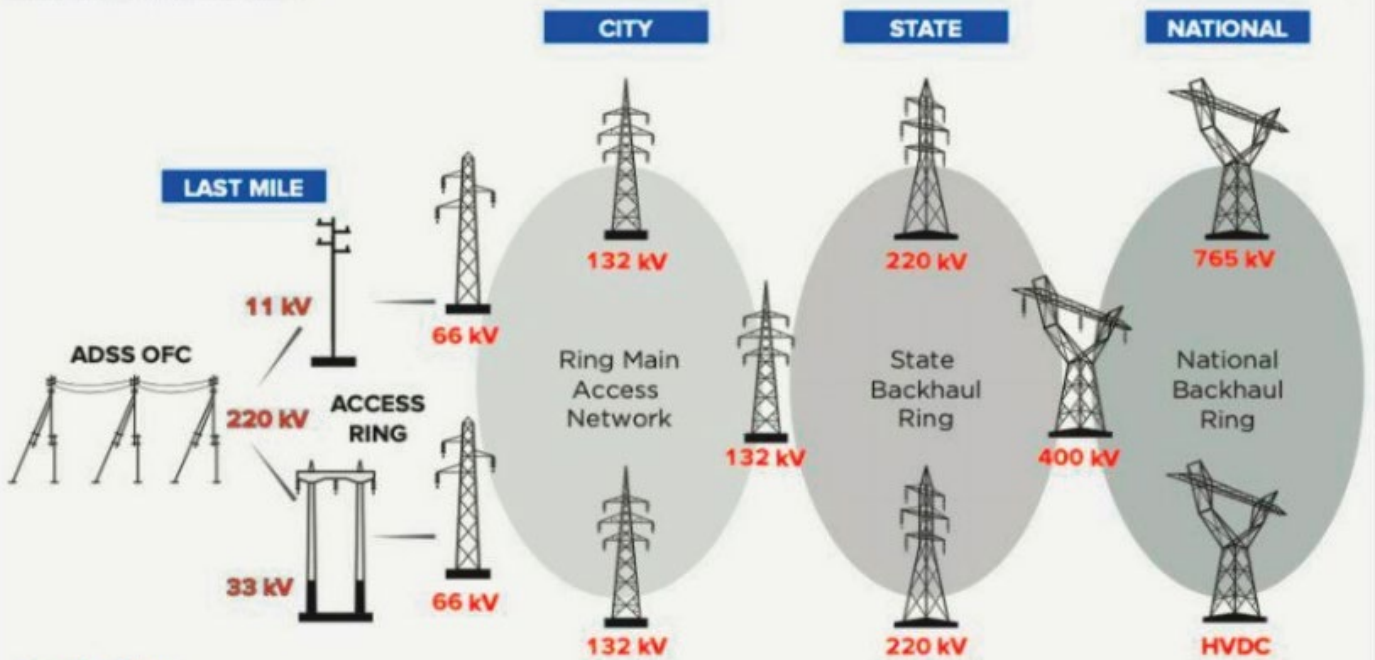


Convergence works at the confluence of power and telecom infrastructure. We are an aggregator of overhead (using optical ground wire or OPGW) and underground optical fibre cable infrastructure through strategic alliances and partnerships with power utilities, gas utilities and power distribution companies. The aim of Convergence is to be the best-in-class communications infrastructure and solutions provider by creating the most reliable network.

Convergence Aims to Create a Pan-India Communication Infrastructure Using OPGW Network

Network Features

- Robust
- High Reliability
- >99% uptime
- Quick Roll-out
- Maximum Asset Utilization
- Low Maintenance



Application

- Tele-protection
- Real-Time Monitoring and Forecasting
- Remote monitoring/operation of sub-station/elements

- Increasing data reporting to load dispatch centre
- Leasing of Fiber bandwidth
- High Priority Backhaul

Portfolio at a Glance

- | | |
|-----------------------------|---|
| Neutral Dark Fiber Services | Telecom BTS Antenna Infrastructure |
| Colocation Facilities | PPP with Smart City for Intracity Fiber |
| Edge Data Centers Providers | Access to ~6500+ Route km of OPGW |
| EPC Work in Fiber Rollouts | |



QUALITY, HEALTH, SAFETY & ENVIRONMENT



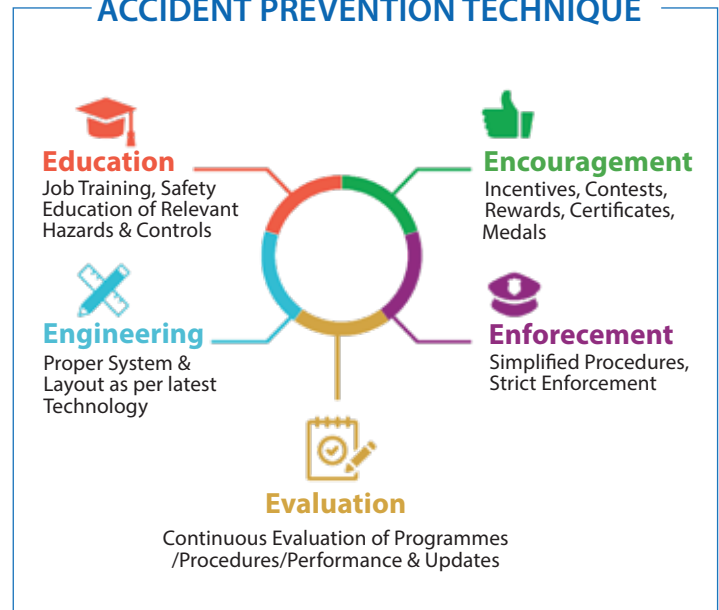
We believe working at Sterlite Power means working safely. Zero harm to people, property and planet is non-negotiable for us. We have developed a 5E Concept of Accident Prevention that enables us to operate our business safely by preventing any form of accidents that may harm our employees, contractors, communities or assets adversely.

Quality Excellence

We are committed to delivering reliable projects and products through a first-time right approach. Our engaged leadership, digitalisation and risk-based process approach ensures quality assurance, first-time right products and customer satisfaction.

5Es

ACCIDENT PREVENTION TECHNIQUE



CORPORATE SOCIAL RESPONSIBILITY



At Sterlite Power, we are committed to making a meaningful impact to the communities. From the marginalised in North East, to villages in Kashmir and communities in Kerala, our efforts have been instrumental in bringing smiles to people's faces.

Building a Better Tomorrow with EdIndia

We support EdIndia, a social impact start-up that leverages technology and data analytics to create innovative solutions that improve the quality of education at scale. EdIndia is active across Maharashtra, Rajasthan and Tripura, with over 50,000 teachers and 6 lakh students under its wing.

Standing Together During the Pandemic

During the lockdown, our project teams across multiple sites joined the relief efforts and touched 100+ villages through positive healthcare interventions. From organising contactless health check-up to providing state-of-the-art ambulance, distribution of protection gear and other essential items, our small steps went a long way positively impacting thousands of lives in rural India.

Ensuring Reliable Power While Preserving Biodiversity

At Sterlite Power, we are committed to the pursuit of global environmental sustainability. From tree translocation to addressing the human-elephant conflict in the North-Eastern region of India and leveraging the best of aerial technologies like heli-cranes, drones stringing, we have been able to ensure minimal impact on the environment, while lighting up the darkest corners.





Innovation

Fun

Respect

Social Impact

VALUES THAT ENERGISE US



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