sify

17 Years on
Nasdaq

HALF YEAR UPDATE
FY 17-18
(April 2017 to Sep 2017)

investor presentation – 2017

services offered

TELECOM CENTRIC SERVICES

DATA CENTER CENTRIC IT SERVICES

- *International Data*
- *Domestic Data*
- *International Wholesale Voice*
- *IoT*

- *coLocation services at Sify's six Tier 3 data centers*
- *cloud and managed services*
- *application-led Integration services*
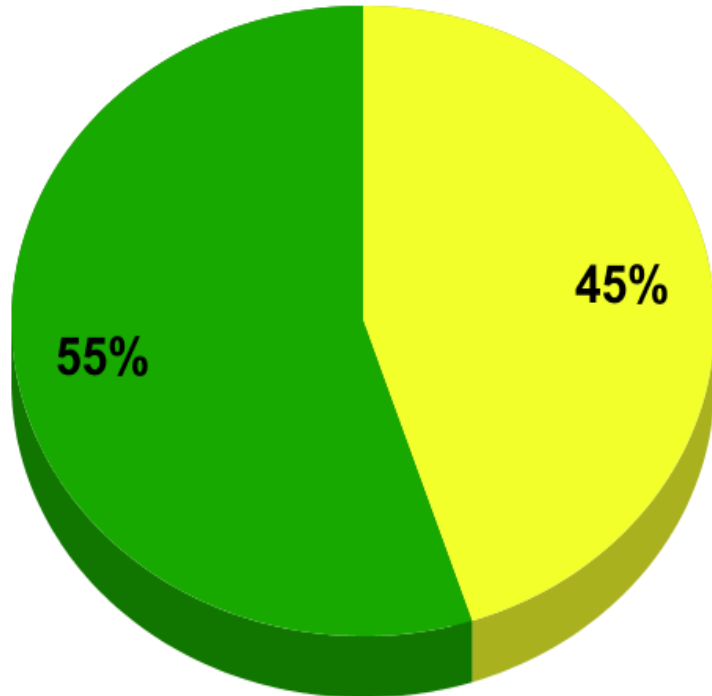- *technology integration services*
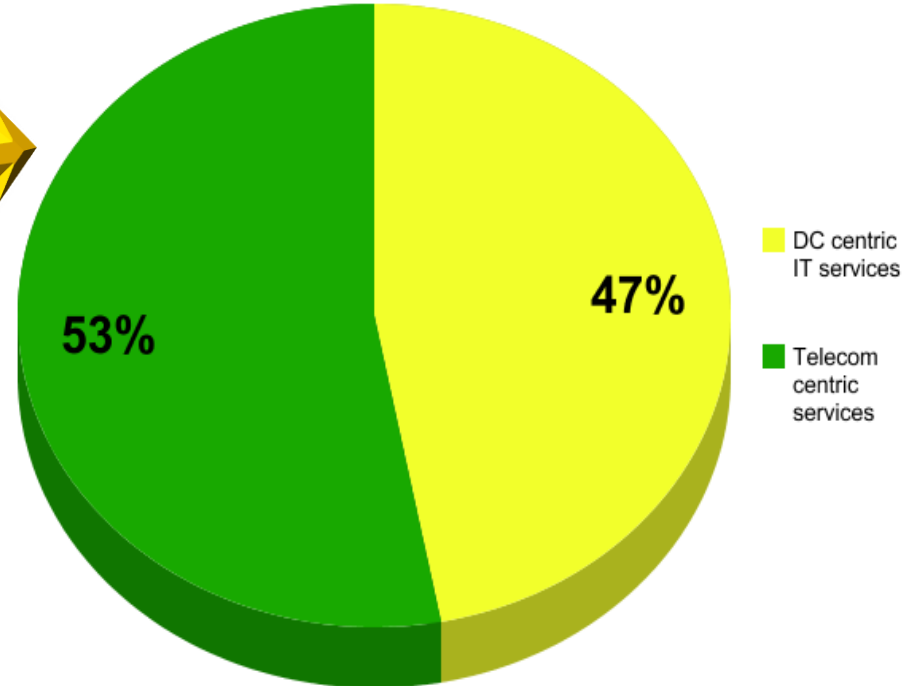
contribution of the businesses to overall revenue

DC centric IT services beginning to grow in revenue contribution

Annual FY 16-17

55%

45%

☐ DC centric IT services

☐ Telecom centric services

First Half Year 17-18

53%

47%
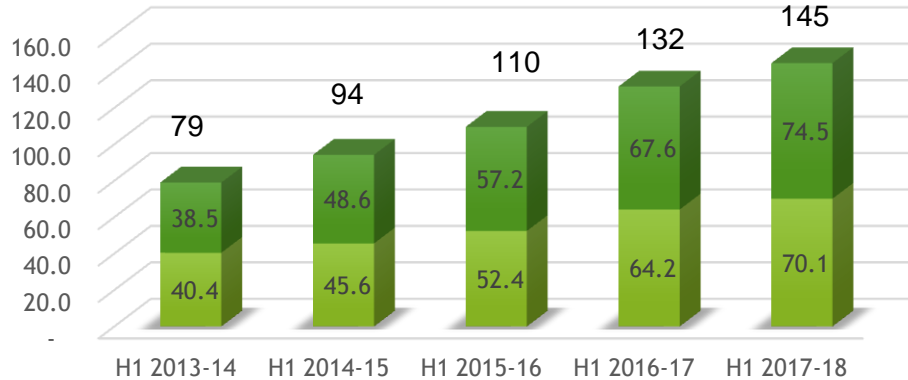
☐ DC centric IT services

☐ Telecom centric services

financial metrics for First Half across 5 years – in $ Mil

in constant currency 1 USD @ INR 65

Keeping you ahead sify

Revenue

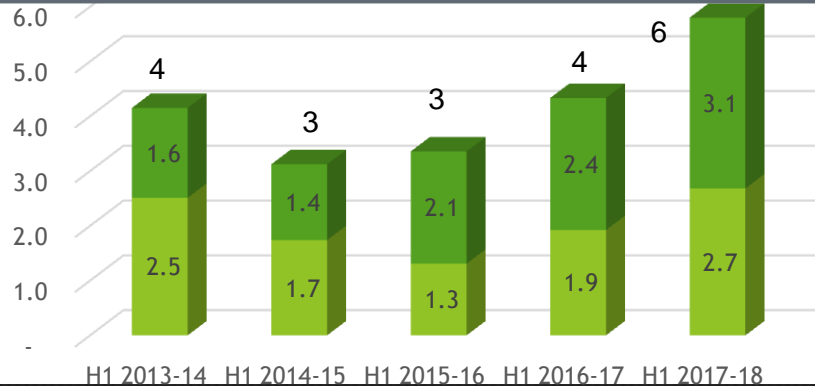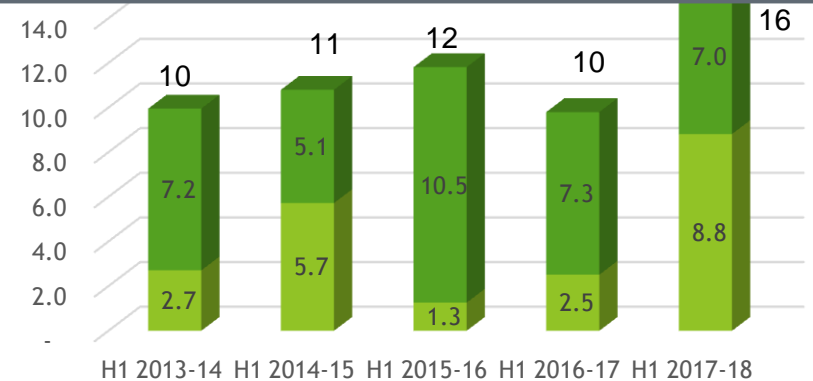| H1 2013-14	H1 2014-15	H1 2015-16	H1 2016-17	H1 2017-18
79	94	110	132	145
38.5	48.6	57.2	67.6	74.5
40.4	45.6	52.4	64.2	70.1

EBITDA

H1 2013-14	H1 2014-15	H1 2015-16	H1 2016-17	H1 2017-18
14	15	19	19	22
6.5	7.1	10.2	9.8	11.0
7.2	7.4	9.0	9.6	10.8

PAT

H1 2013-14	H1 2014-15	H1 2015-16	H1 2016-17	H1 2017-18
4	3	3	4	6
1.6	1.4	2.1	2.4	3.1
2.5	1.7	1.3	1.9	2.7

Capex Spent

H1 2013-14	H1 2014-15	H1 2015-16	H1 2016-17	H1 2017-18
10	11	12	10	16
7.2	5.1	10.5	7.3	7.0
2.7	5.7	1.3	2.5	8.8
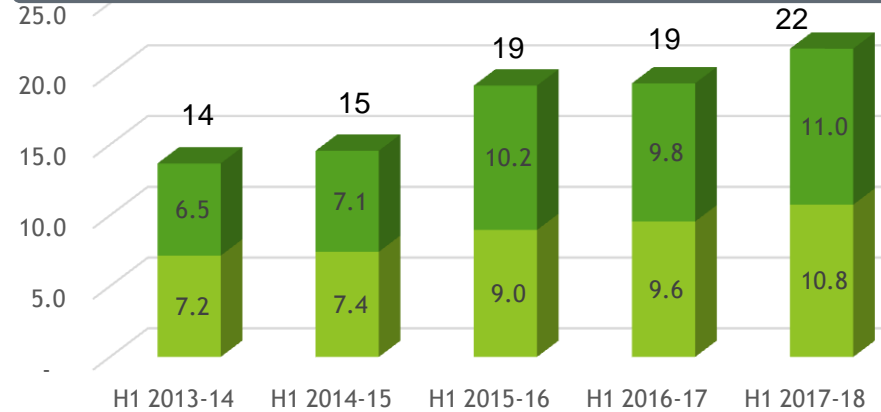
Click here to view financial results of Q2 FY 17-18   w w w . s i f y c o r p . c o m

Unaudited Consolidated Income statement

Unaudited Consolidated Income Statement as per IFRS

(In INR millions)

Description	Quarter ended September 2017	Quarter ended September 2016	Quarter ended June 2017
Revenue	4,840	4,392	4,555
Cost of Revenues	(3,048)	(2,787)	(2,807)
Selling, General and Administrative Expenses	(1,076)	(971)	(1,049)
EBITDA	716	634	699
Depreciation and Amortisation expense	(525)	(432)	(461)
Net Finance Expenses	(73)	(82)	(92)
Other Income	85	37	28
Profit for the period	203	157	174

Reconciliation with Non-GAAP measure

Profit for the period	203	157	174
Add:			
Depreciation and Amortisation expense	525	432	461
Net Finance Expenses	73	82	92
Less:			
Other Income	(85)	(37)	(28)
EBITDA	716	634	699

business highlights

TELECOM CENTRIC SERVICES

- Revenue grew by 9% (excluding Voice) over same half year last year
- Domestic Network penetrates beyond 1550 cities; now covers 62% of the country
- Mumbai network upgraded to 100G level to support Cloud and Interconnect services
- Marseilles POP Goes live to be the 7th Global POP
- Builds a Hyper Scale network to cover 45 Data Centers and network nodes and 6 public and Private Cloud nodes.
- Circuits under managed services grew by 6% over last quarter
- Overall Global Capacity for Sify doubles over the last quarter.

DC CENTRIC IT SERVICES

- Revenue grew by 28% over same quarter last year
- Movement from traditional client server model to cloud model picking up
- 3 new DC floors made live across New Delhi and Mumbai Data Centers
- S/4 Hana Implementation Services and Contact-Center-as-a-Service (CcaS) launched.
- Cloud services enhanced with Indian's first All-Flash storage
- Received Akamai Gold partnership level for acceleration and security services