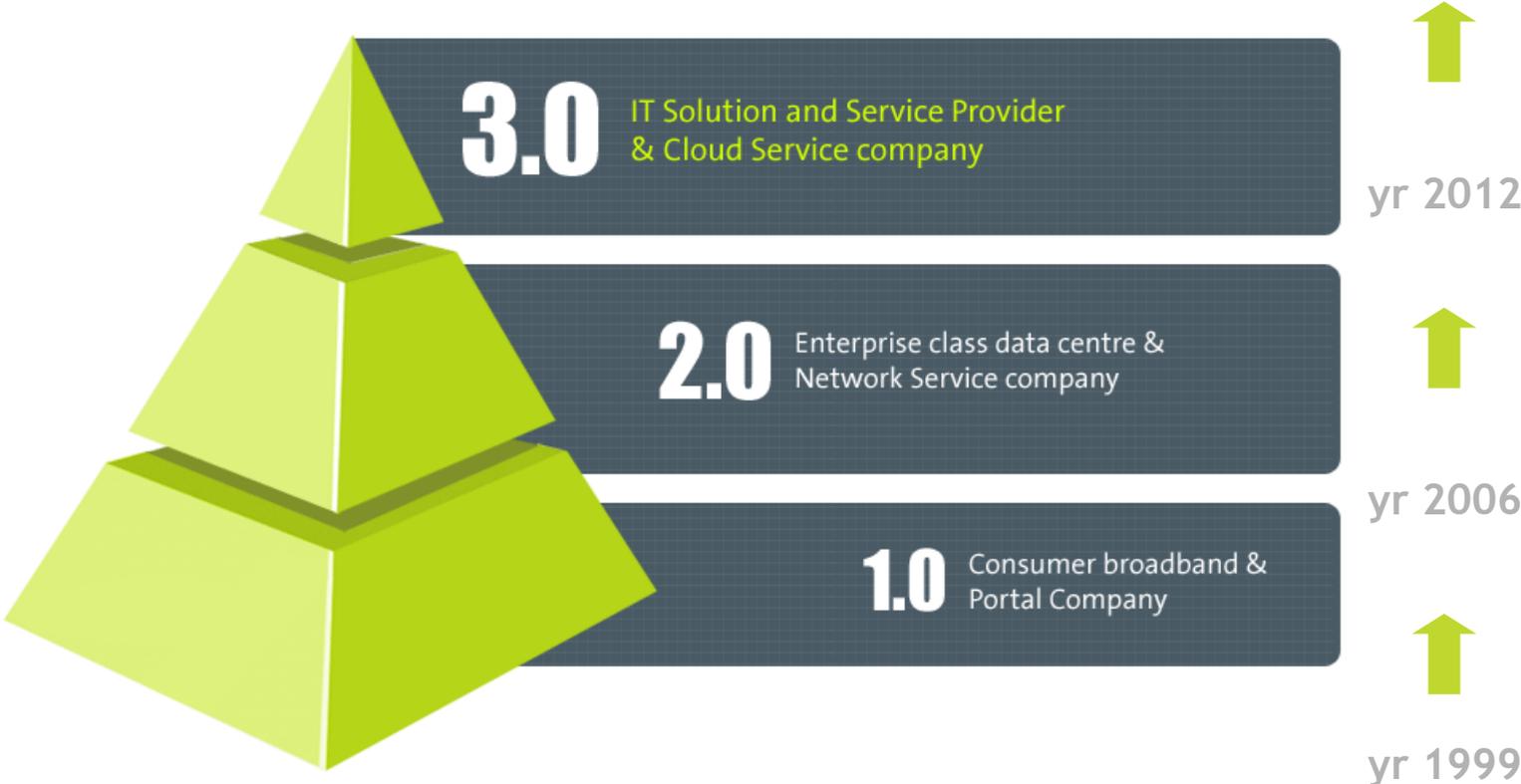




we are **sify**'

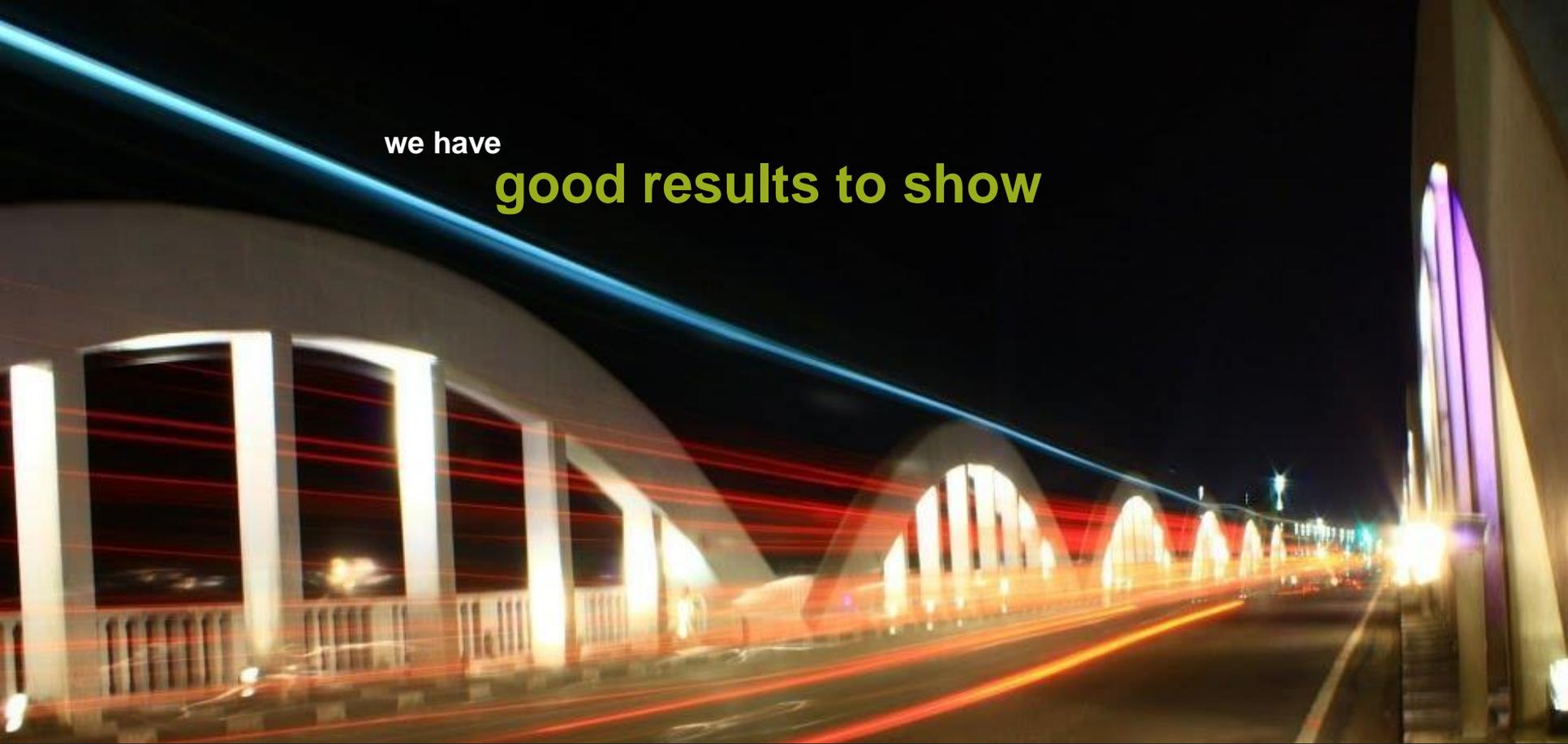
investor presentation – FY 2017 - 18



“We are building a world in which our converged ICT ecosystem and our ‘bring it on’ attitude will be the competitive advantage to our customers”

Raju Vegesna
Chairman, Sify Technologies Limited

- Revenue crosses **US\$ 300 Mn +** (INR 2000 + Cr) in FY 2017 - 18
- DC centric IT Services **now contributes more than 50%** of the overall revenue (**CAGR of 31%** over last 5 years).
- **Revenue Growth : CAGR 19% over last 5 years.**
- **EBITDA Growth : CAGR 16% over last 5 years.**
- **PAT : CAGR 30% over last 5 years.**
- Cash balance at the end of the year US \$ 35 Mn (INR 227+ Cr)
- Consistently generating Profit for **20 quarters.**
- Board has recommended Dividend distribution to shareholders for **fifth consecutive year** for FY 17 - 18.
- Continued investment to support growth in
 - Infrastructure and tools (Capital expenditure) and
 - Skill development of associates (Revenue expenditure).
- Credit Rating : Long term A+, Short term A1+
 - 2012 to 2018 : BBB- to A+ (**5 levels improvement in 6 years**)
- Completed 18 continuous years of listing on the NASDAQ stock market.



we have

good results to show

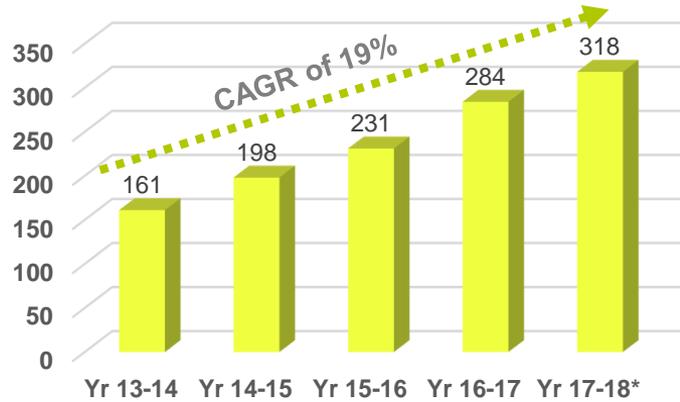
part 2

financial metrics – in \$ Mil

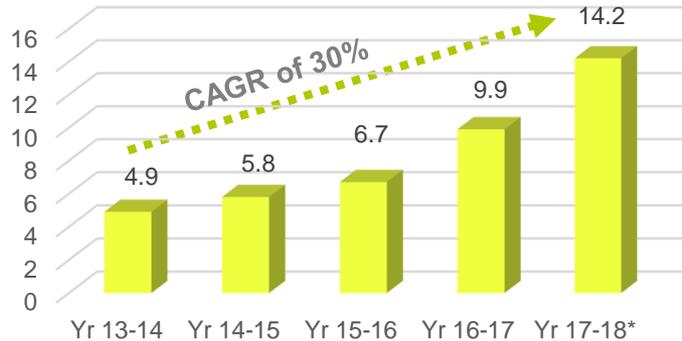
in constant currency 1 USD @ INR 65



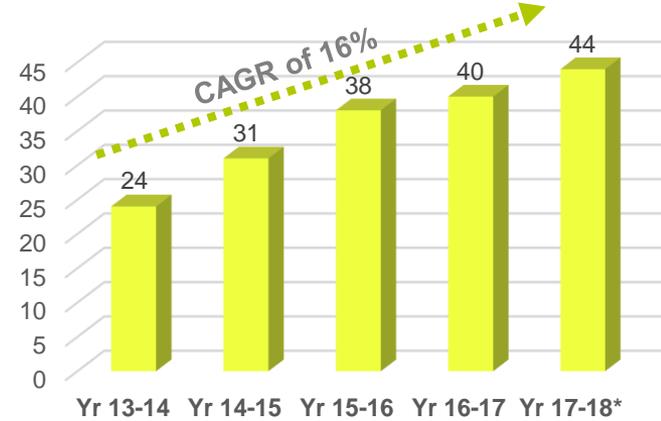
Revenue



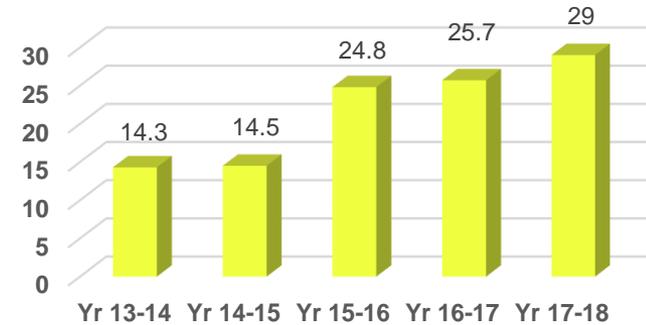
PAT



EBITDA



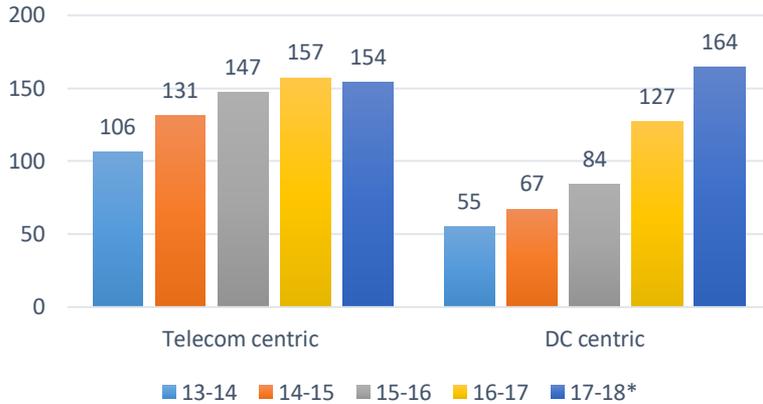
Capex Spent



segment-wise performance

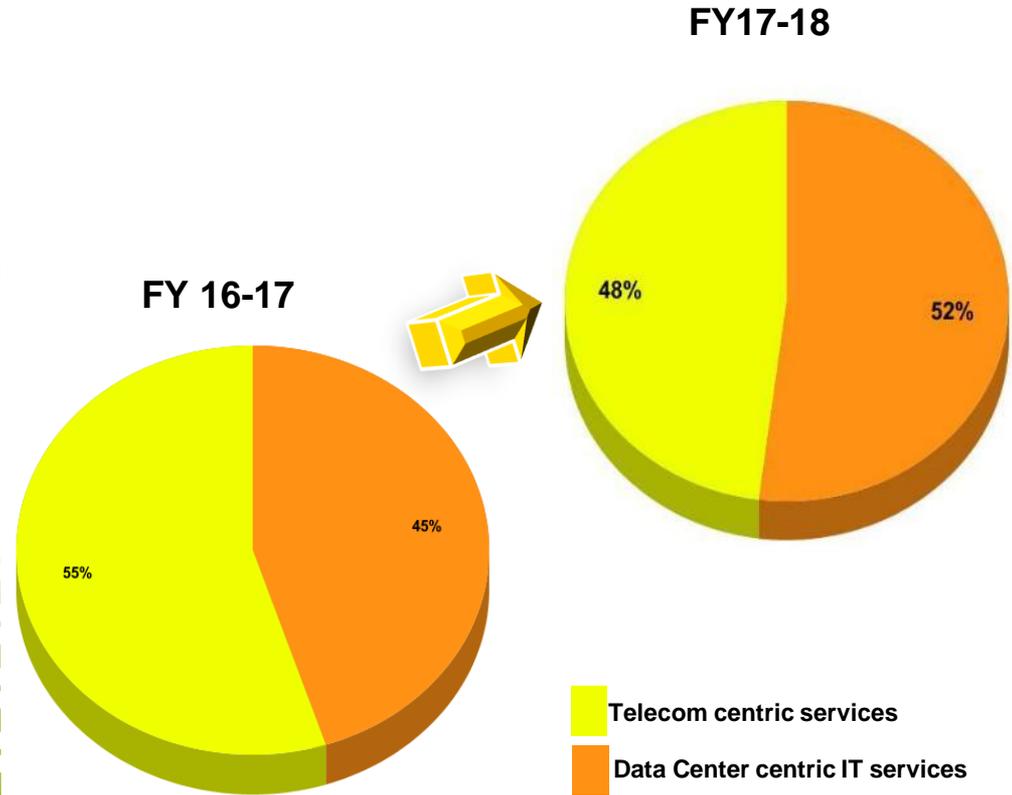
in constant currency 1 USD @ INR 65

Revenue \$ Mn



Revenue from IT Services has grown over the past 5 Years at a CAGR of 31%

IT Services revenue accounts for 52% of the revenue of the company



operating performance and financial position

in constant currency 1 USD @ INR 65

Operating Performance

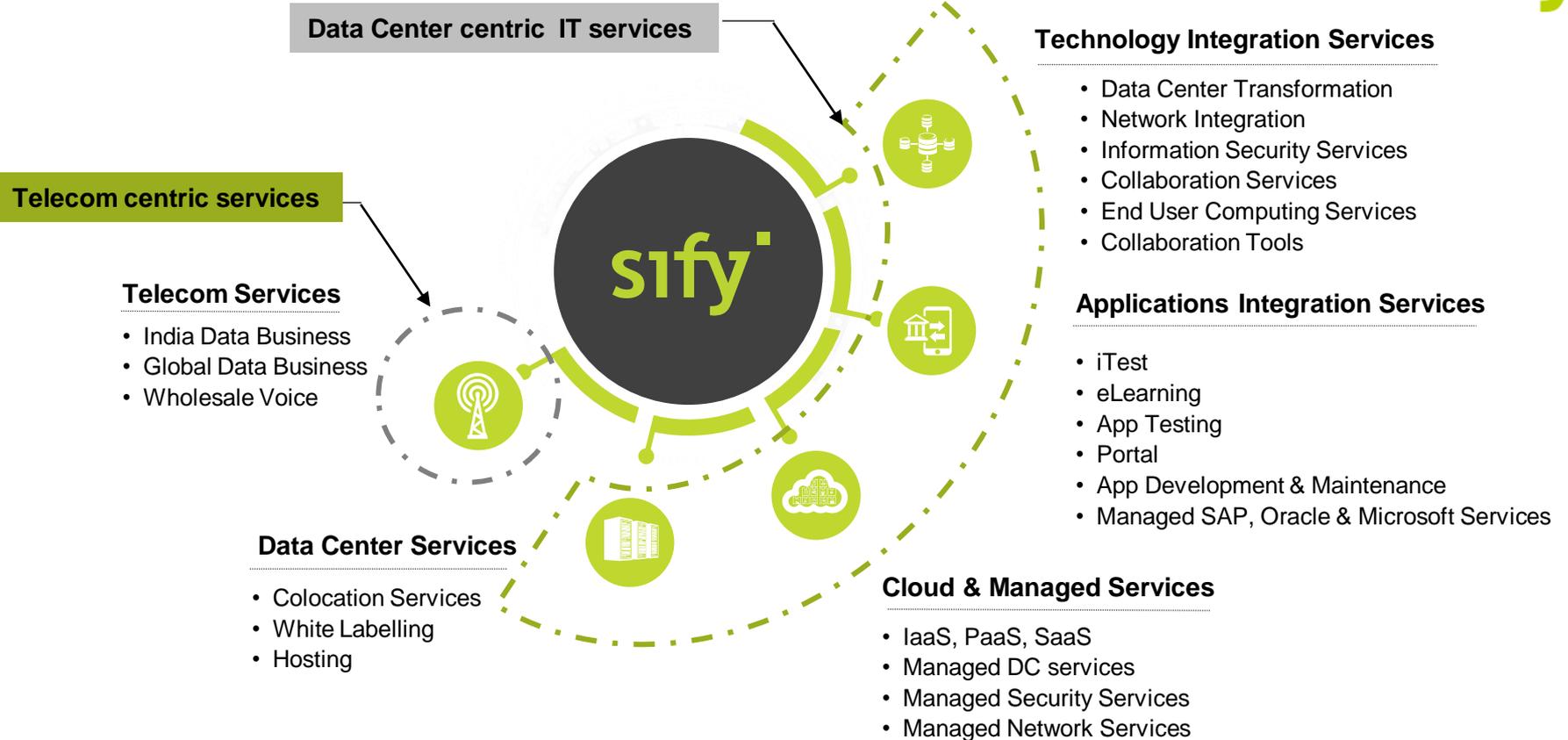
	USD in Mn			
Details	2014 - 15	2015 - 16	2016 - 17	2017 - 18*
Revenue	198	231	284	318
Direct costs	119	140	183	207
SG&A	48	54	61	68
EBITDA	31	38	40	44
Depreciation and amortisation	20	25	27	27
Net Finance Expenses	7	8	5	6
Other Income	(1)	(2)	(2)	(3)
Profit after tax	6	7	10	14



we have

the complete ICT ecosystem

part 3



our India footprint

7 global PoPs

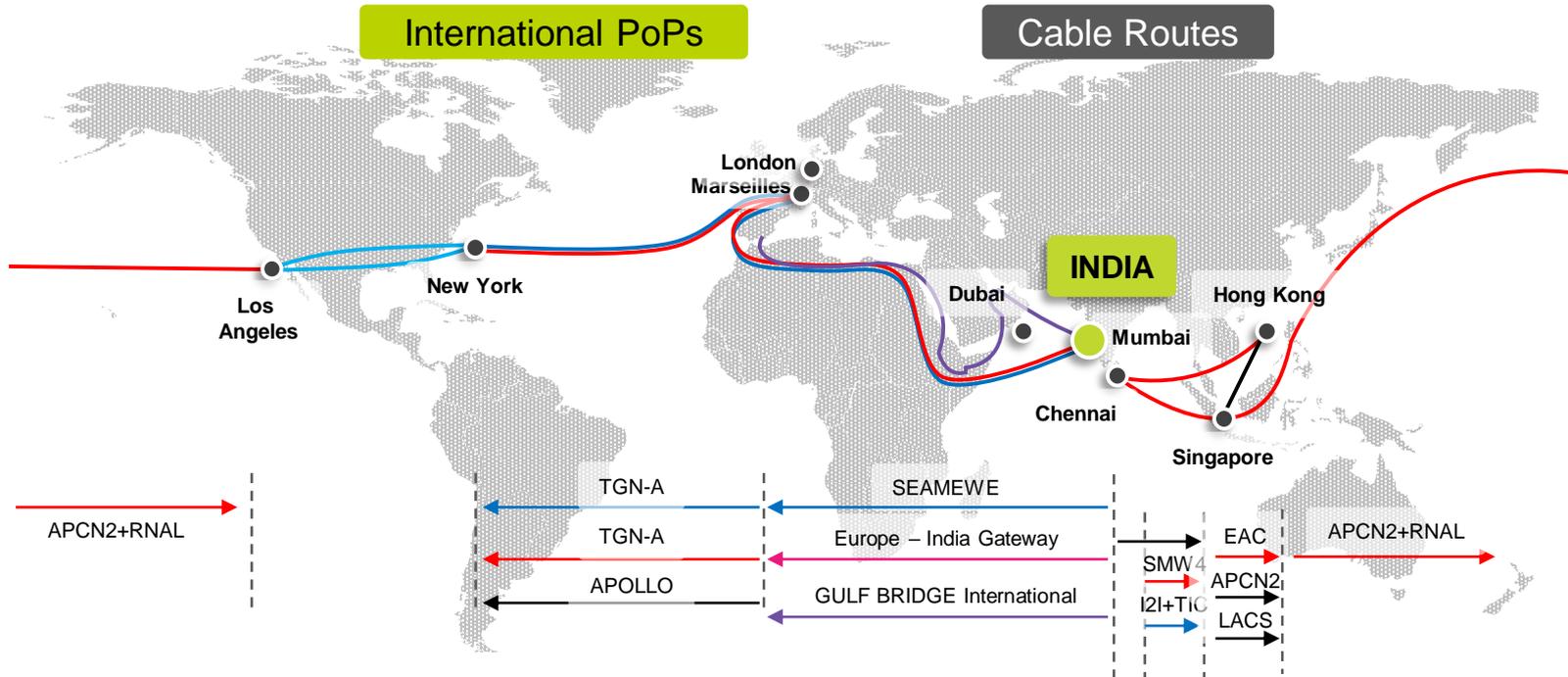
3000
Network Nodes
Across India

1600
Cities Coverage

100000+
Enterprise
Customer Circuits

100G-capable
access rings in 7
metro cities

3 tier
hierarchical
topology for
better scalability



Provides Oceanic – Level Redundancy on both Trans-Atlantic & Trans-Pacific Routes

our data centers



45 DCs
CONNECTED
THROUGH OUR
NETWORK

6 OWNED

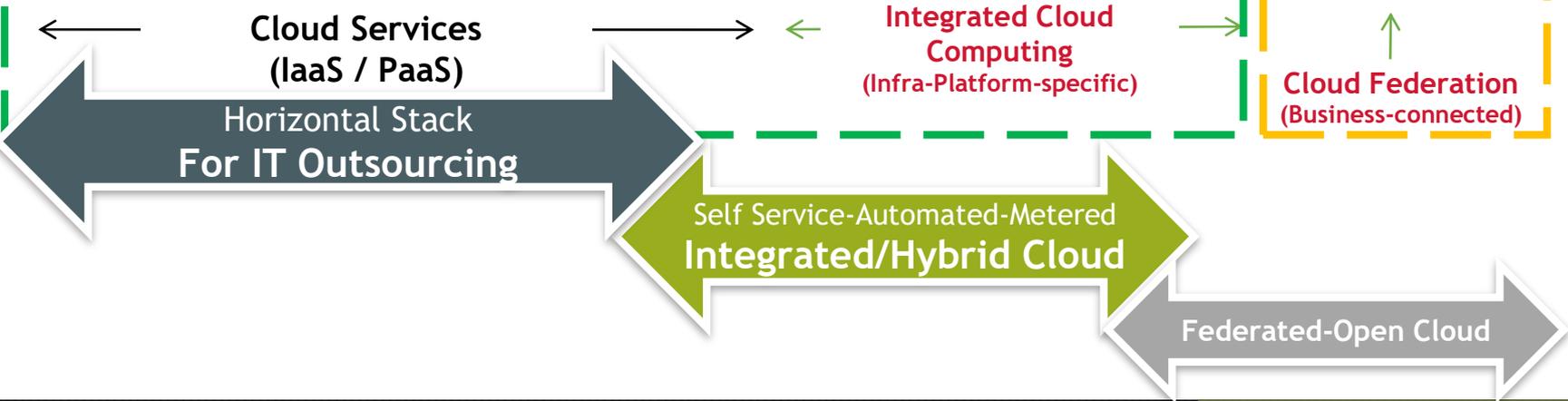
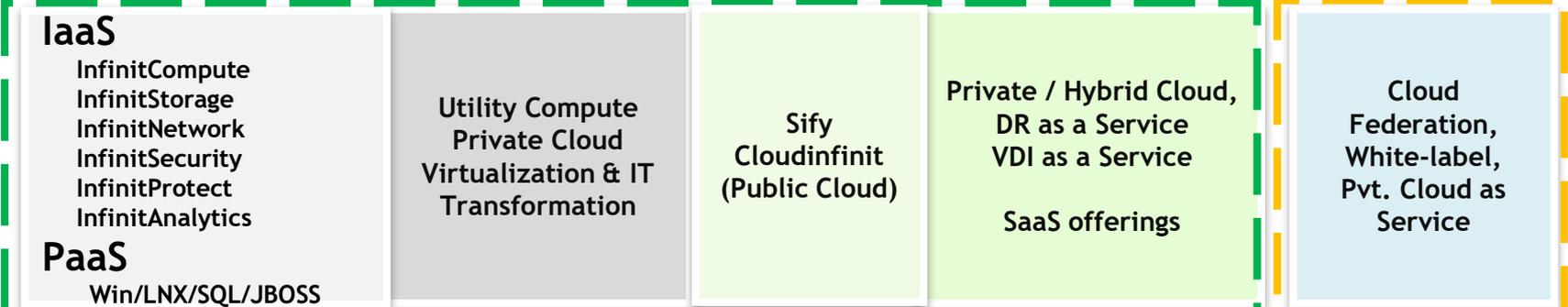
47 MVA capacity
> 2 LAKH Sq.ft

**6 owned DCs &
15 DCs for others**

6 STATE DCs

Current Services

Future





Media



Telecom, IT & Public Services



BFSI



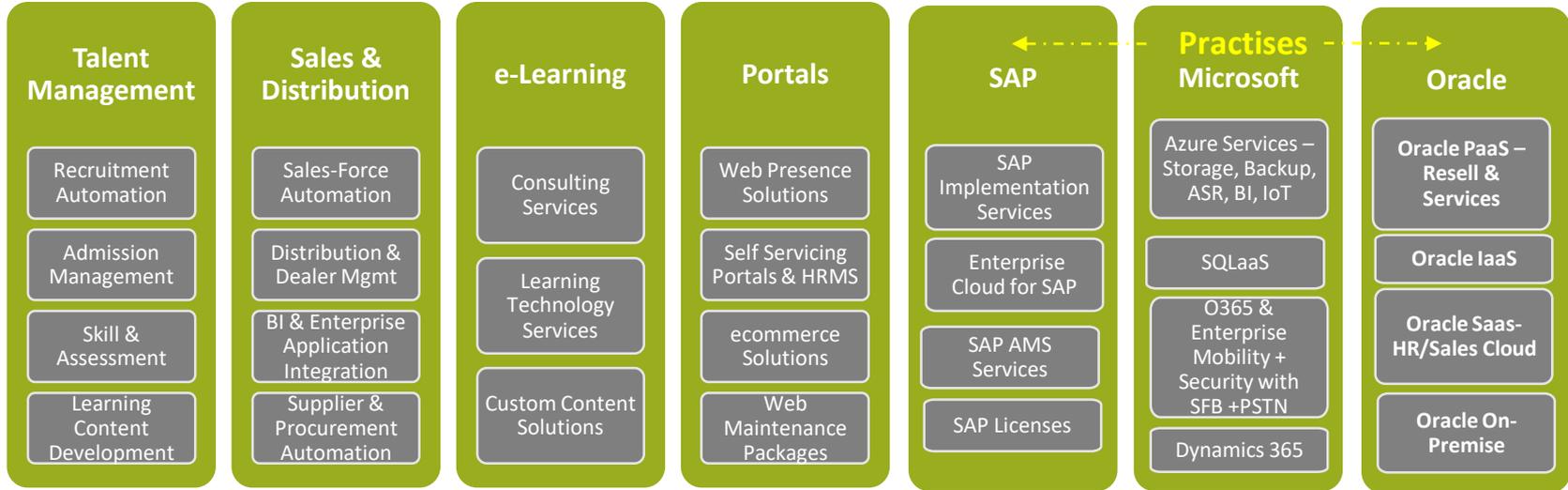
Education & Institutes



Government & PSUs



Retail & Manufacturing



Delivery Models



Cloud



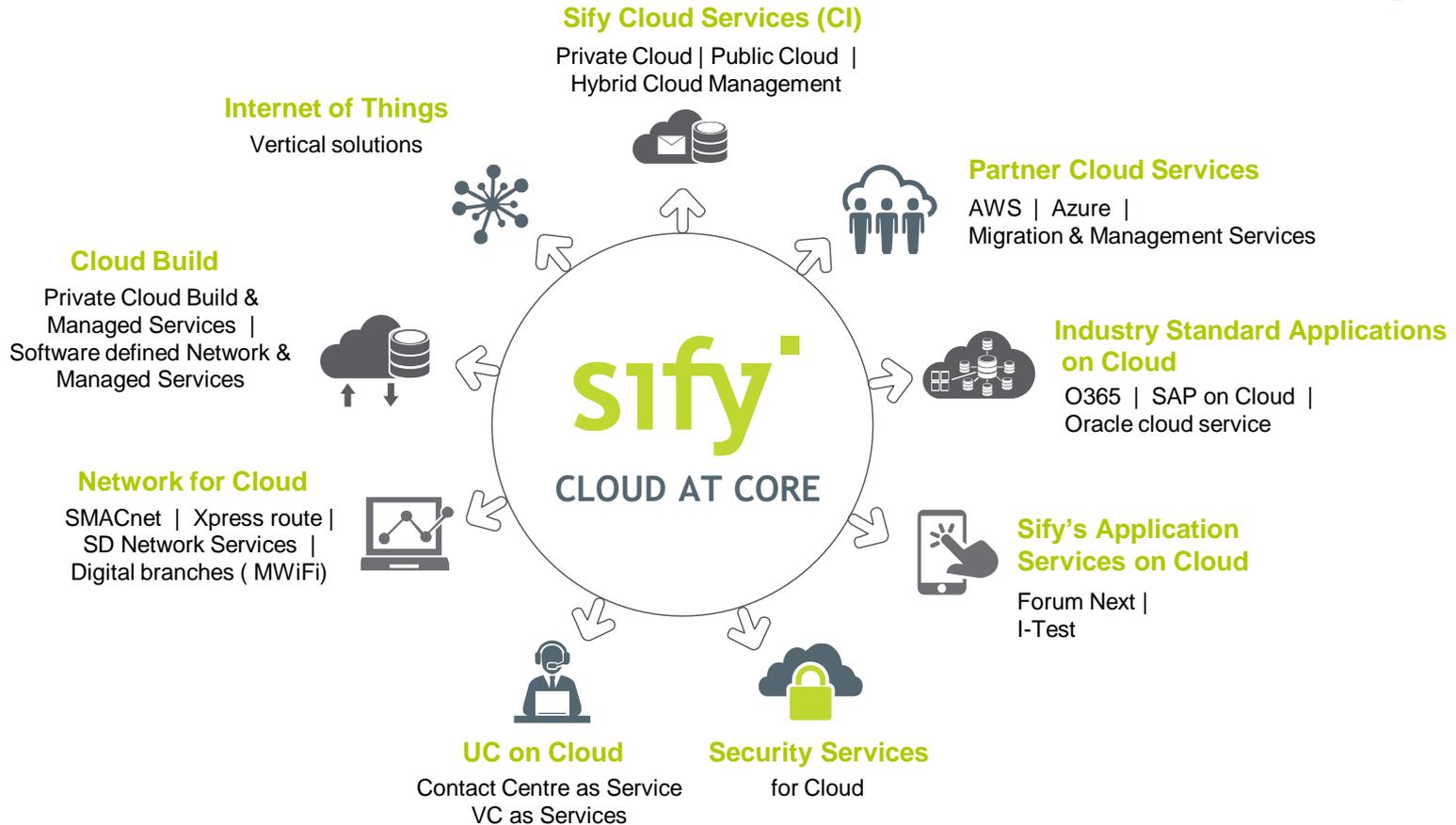
Mobile



On premise



SaaS



elevated as 'Challenger'



MAGIC QUADRANT

for Cloud-Enabled
Managed Hosting
Asia/Pacific, 2017



Telecom centric services

telecom services

- Coverage – 1600 Cities and towns
- Number of customer circuits – 100,000+
- Managed endpoints – 35K +
- Number of PoPs – 3000 (domestic) & 7 (international)
- Subscribed bandwidth - 360 Gbps
- Dark fibre (point to point) – 5300+ miles
- 18 million mu miles from EIG.
- MENA and GBI (Cable Landing Station ownership in India) – capacity in IRU (Indefeasible Right of Use) – 100+ Gigs
- Leased international capacity in submarine cables like TIC, i2i, FEA 1, BBG
- Domestic – 16000 kms – leased fibre

Data Center centric IT services

Data Center services

- Competitor DCs connected – 39
- Number of customers with 50+ racks - 10
- Allotted power capacity – 47 MVA
- Cumulative Capacity >200,000 sq.ft

applications integration services

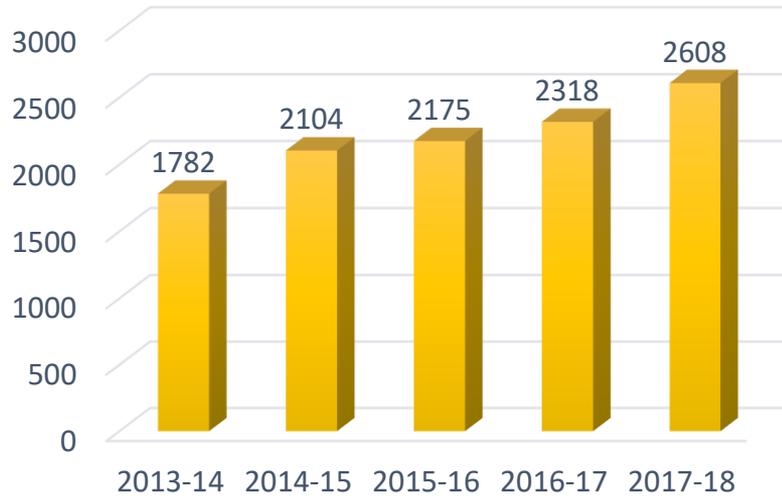
- 10 Million iTests, 101 cities, 407 centers
- Automated inventory & supply chain management on Cloud

cloud & managed services

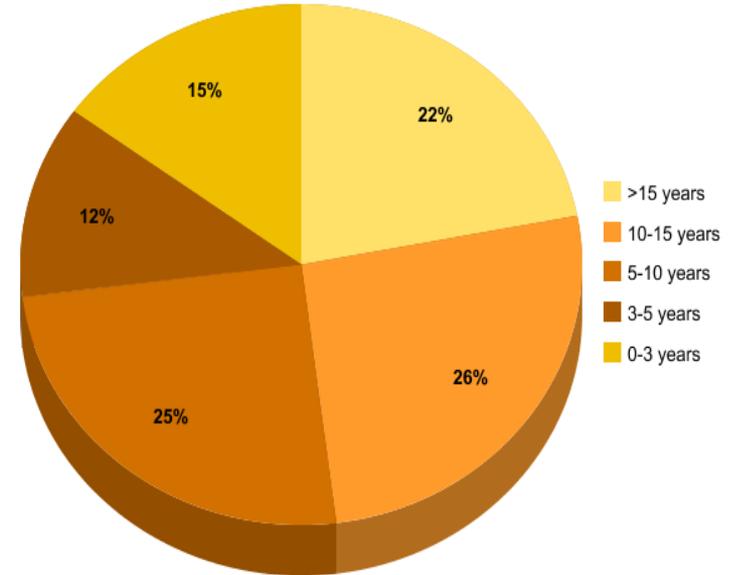
- Number of Cores – 10K+
- Total storage – 5 Petabytes

non-financial metrics - people

Growing workforce

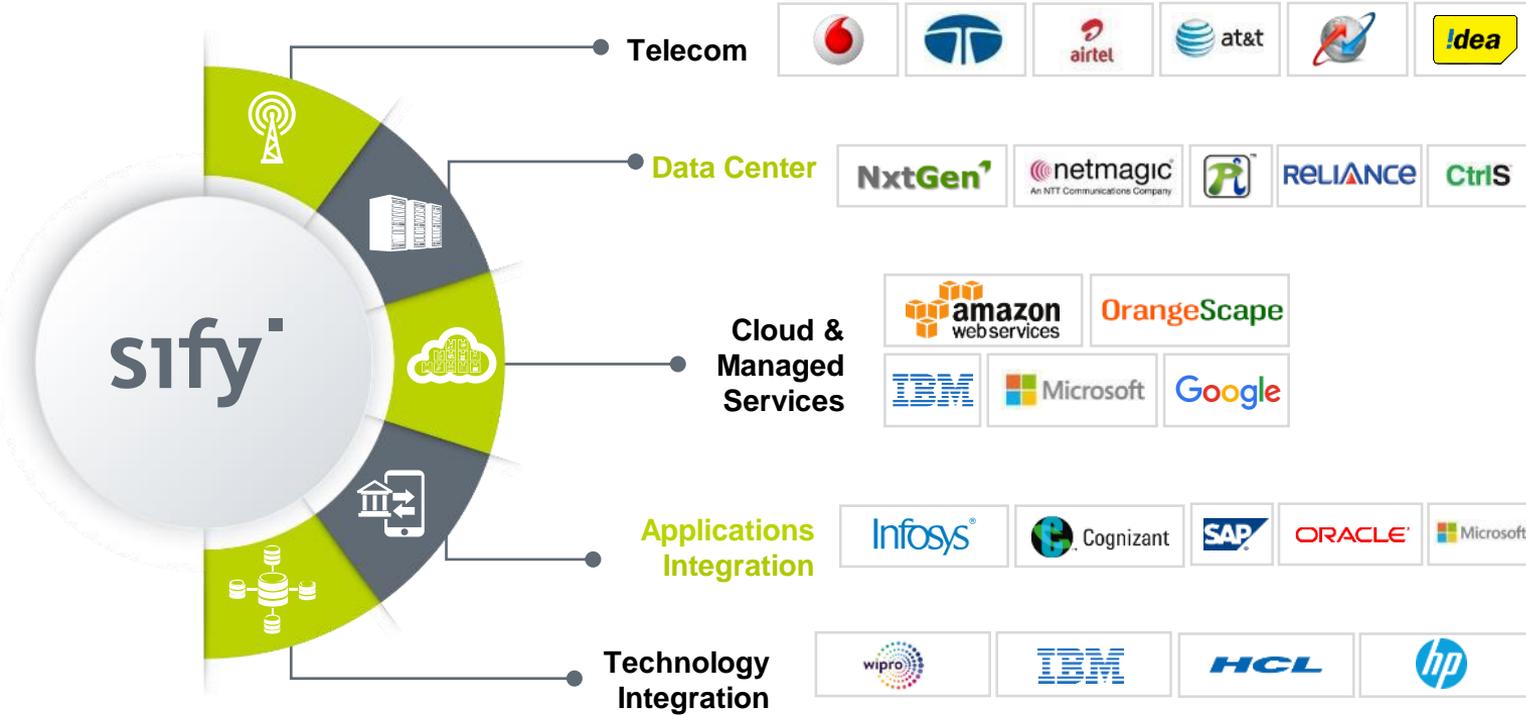


Total experience of workforce



market landscape

competitors/ partners



INFERENCE

Sify is the only player with strengths across the entire ICT eco-system.

Most of the Technology Integration players are born-again system integration specialists migrating from their legacy offerings.

In those instance, where clients are comfortable, with global alignments, our partnerships help to achieve those. For e.g. SAP, Oracle, Microsoft

The largest MPLS network in the world for the Department of Posts, India

Key Reason for INDIA POST to Partner with SIFY

Agile and Competent Partner having pan India reach

Sify provides the Scale for Complete Digital Transformation

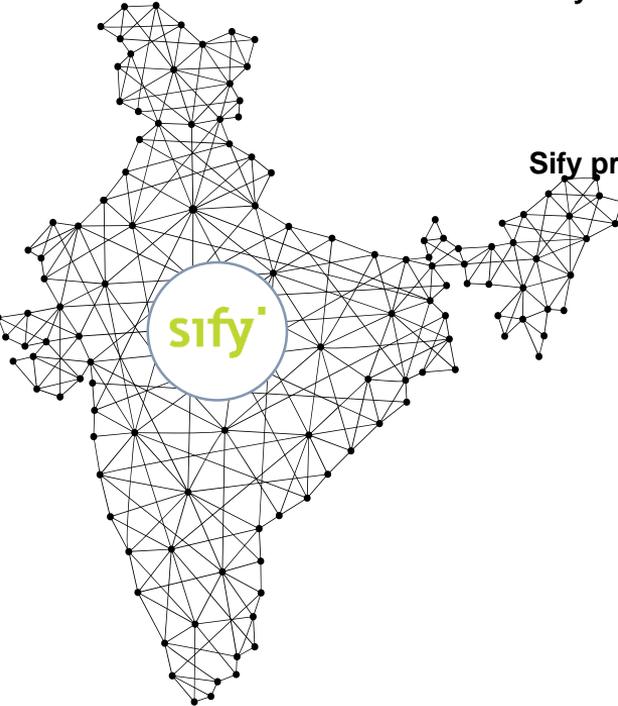
Enabling Service Delivery through connecting **28000+** Post Offices through a single MPLS fabric

Managing the entire operations **24*7** including rural and remote locations

Benefits for INDIA POST

Transforming India Post from a **legacy Postal Organization to A New Age Banking & Logistics Conglomerate**

Perfect opportunity for last-mile touch points - **e-governance, banking, insurance and communication**



The largest online recruitment examination conducted for Staff Selection Commission, India

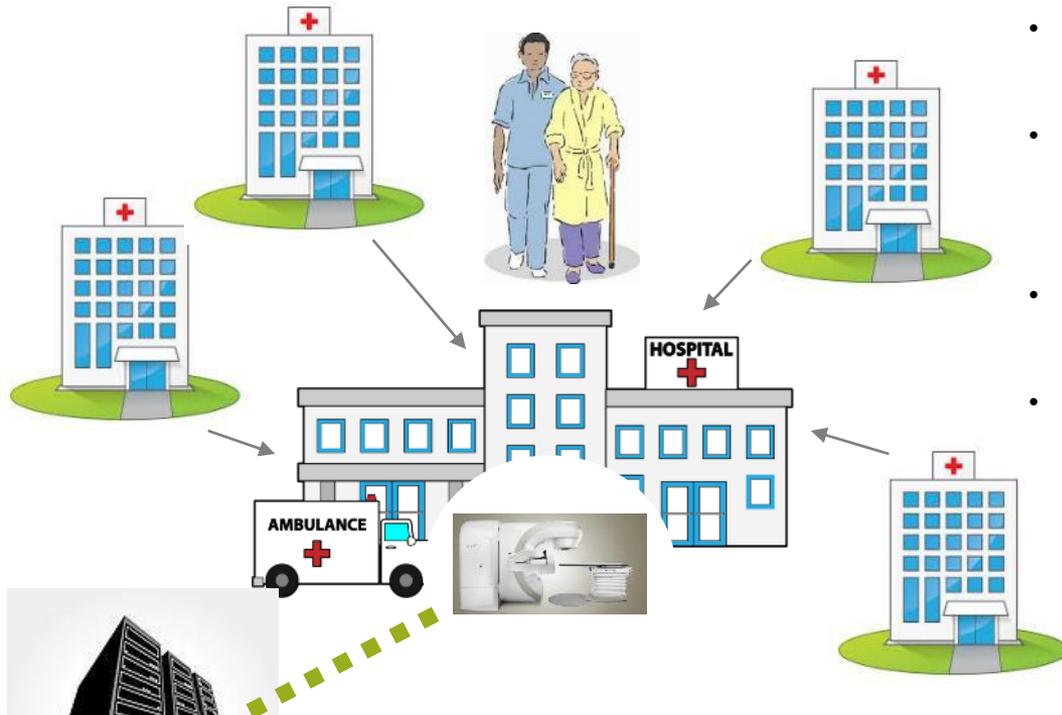
10 million
candidates
across India



The first Pay-per-Module, Pay-per-transaction model for a Uttar Pradesh Power Corporation



The world's first location and specialist-agnostic cancer care treatment on Private Cloud



Treatment unit connected to Offshore DC by dedicated dark fibre

- Client subscribes to the software rather than buying it.
- Single dashboard serves all patient information across the networked hospitals.
- Records are permanently archived
- Facilitates the use of evidence-based protocols and tools
- The patient can go to any of the networked hospitals.
- Case referred to a team of doctors all empanelled on the same platform.
- The Sr. Doctor can direct the schedule and the quantity of the radiation to the team at the location.
- Makes both the patient and doctor location-agnostic.
- Scheduling of treatment is no more Doctor-dependent

our customers

sify⁺





we are
at the right place, at the right time

part 4

	What is it?	Where are we?	Details
Jan Dhan Yojana	One bank per family	310 million accounts (Feb 2018)	Deposits cross USD 12.31 Billions
Aadhar card	Unique identifying authority on the lines of SSN	1.1 billion residents enrolled	INR 870 million bank accounts connected to Aadhar cards. 80% of existing bank accounts
Smartphone connections	Phones through which internet services is availed like banking	300 million smartphones access banking services. Will add 176 million new users in the next 5 years	85.7% linked to Aadhar card

1 Billion Aadhar cards linked to 1 Billion bank accounts and 1 Billion mobile phones





VNI Forecast India 2015-2020



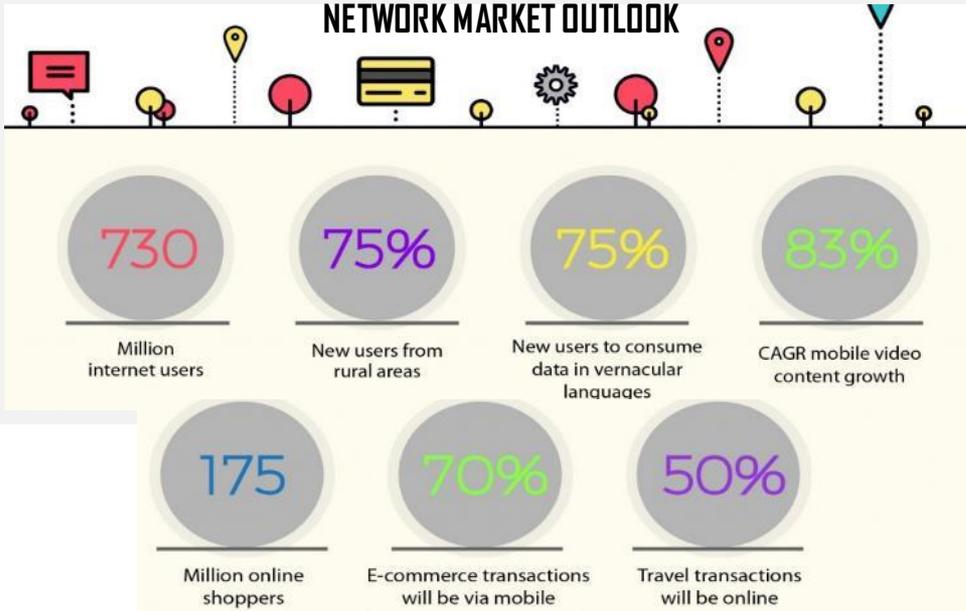
THE 2020 FORECAST



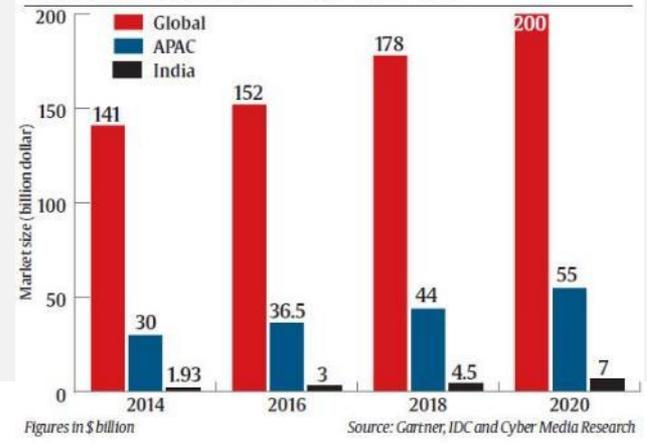
Data centre market in India*:

- Enterprise networking and storage registered a growth of 5.5 % and 10 % respectively as compared to the previous year.
- India became the 2nd largest market for data centre infrastructure and the second fastest growing market in APAC last year.
- In 2010, digital data in India was around 40,000 petabytes which are expected to increase up to 2.3 million petabytes by 2020 — twice as fast as the global rate.
- The Indian Government is planning to spend \$7 \$7 billion on their IT products and services this year, 3.1 % over the previous year.

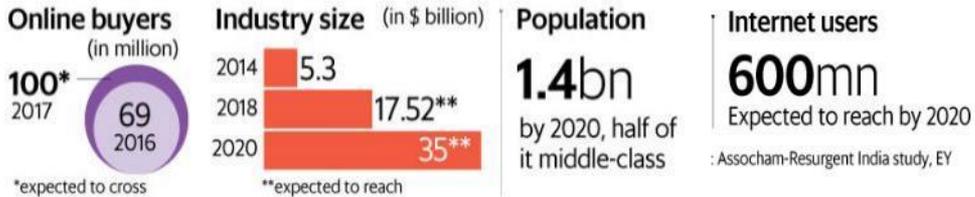
NETWORK MARKET OUTLOOK



DATA CENTRE MARKET OUTLOOK 2014-2020



India's e-commerce potential



Comparison of Top Indian Datacenter Markets

