



sify'

19 Years on
Nasdaq

HALF YEAR UPDATE
FY 18-19
(April 2018 to Sep 2018)

investor presentation – 2018

Telecom centric services

TELECOM SERVICES

- India Data Business
- Global Data Business
- Cloud Connect
- Enterprise Voice
- Wholesale Voice

Data Center centric IT services

TECHNOLOGY INTEGRATION SERVICES

- Data Center Transformation
- Network Integration
- Information Security Services
- Collaboration Services

DATA CENTER SERVICES

- Colocation Services
- White Labelling
- Hosting

CLOUD & MANAGED SERVICES

- IaaS, PaaS, SaaS
- Managed DC & DR services
- Managed Security Services
- Managed Network Services

APPLICATIONS INTEGRATION SERVICES

Sify Applications

- iTest
- eLearning
- ForumNxt

Industry Standard Applications

- SAP
- Oracle
- Microsoft



execution capabilities



LARGE DATA CENTER TRANSFORMATION PROJECTS

Preferred over players like IBM, Wipro, HCL & TCS



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LARGE NETWORK TRANSFORMATION PROJECTS

Preferred over players like IBM, Wipro, Dimension Data, Tata Communications & Airtel



LARGE SECURITY SOLUTIONS PROJECTS

Preferred over players like Wipro, IBM, Dimension Data and Tata Communications



BUSINESS OUTCOME BASED MODELS

Preferred over players like: TCS, Wipro, Netmagic



Business update



DC capability

Transformation of On-Premise DC to a Hybrid delivery model with managed services, On-Premise build capability with public/private cloud interconnect, Fastest connectivity to public cloud providers - Azure Xpress route and AWS Direct Connect.
Sify CloudInfinet public cloud for 'lift & shift' of On-Premise applications.
Managing SAP, Microsoft and Oracle environment of customers in a hybrid model.

Nx400 G

Sify can now scale its network capacity from 100G to 400G to deliver ultra-high, data-heavy bandwidth services and manage unpredictable traffic growth for its customers, which include Over the Top (OTT) providers, financial services institutions and healthcare organizations.

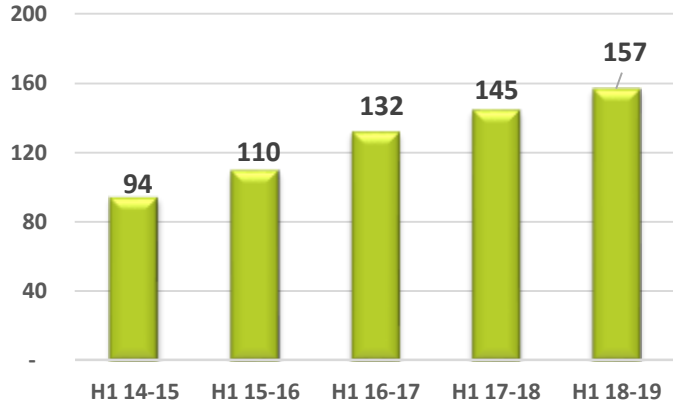
MPLS for IPPB

Resting on Sify's MPLS network backbone, IPPB has gone live with 650 branches, 3250 access points co-located at post offices and around 11,000 gramian dak sevaks and postmen providing doorstep banking services. IPPB starts operations with 17 crore accounts and gradually 1.55 lakh access points in the country will be enabled to offer banking services.

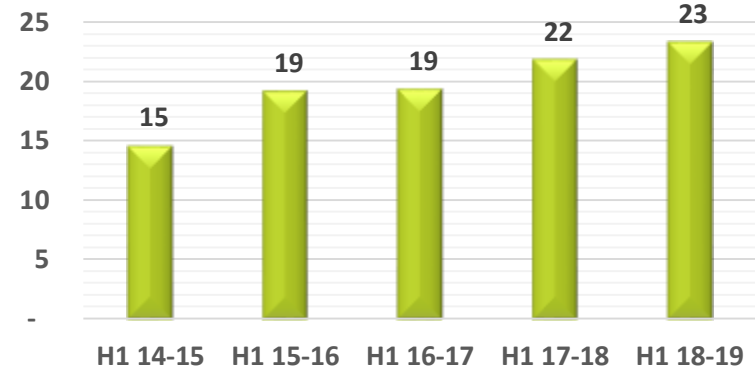
financial metrics for H1 – in \$ Mil in constant currency 1 USD @ INR 65



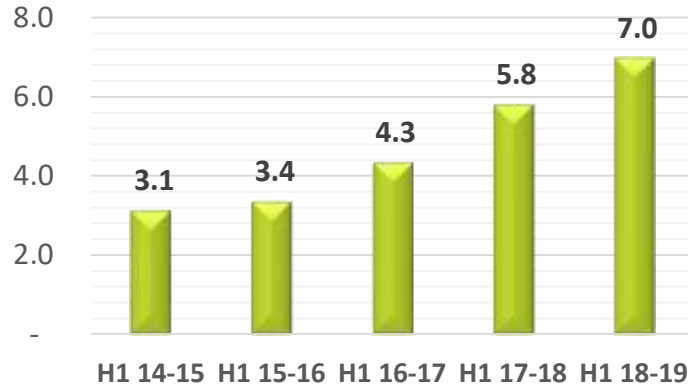
Revenue



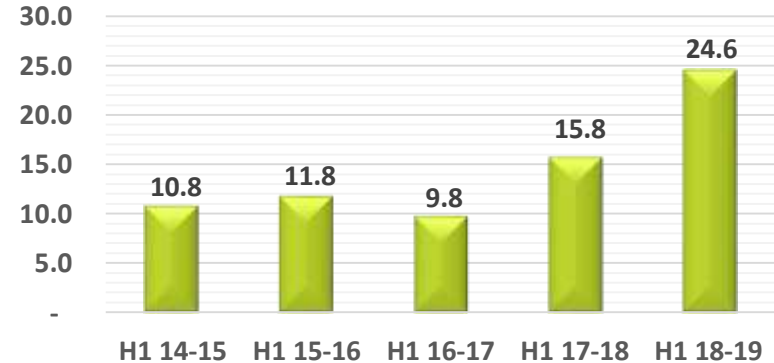
EBITDA



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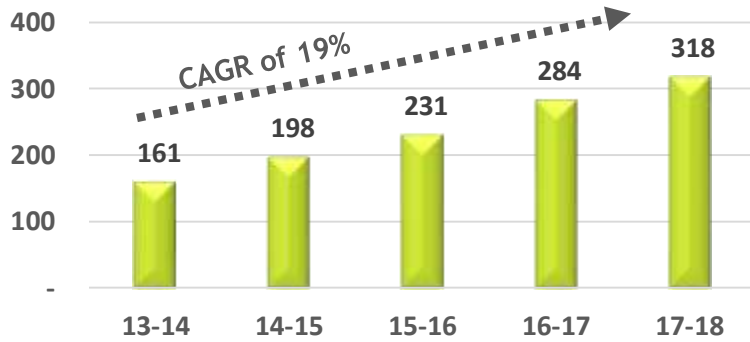
Capex spent



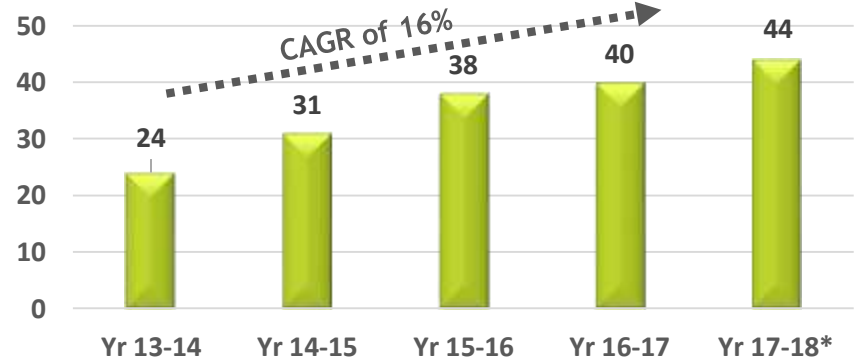
financial metrics for last 5 years – in \$ Mil in constant currency 1 USD @ INR 65



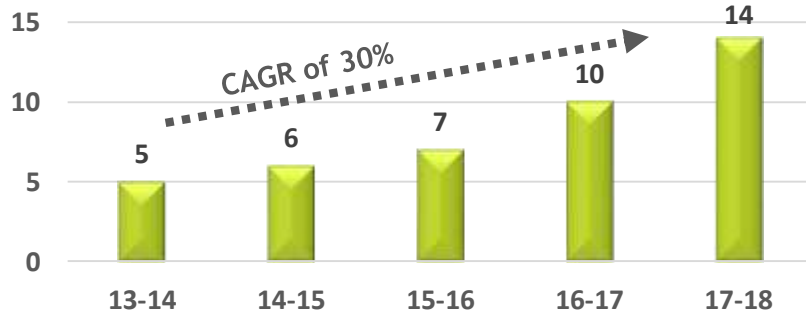
Revenue



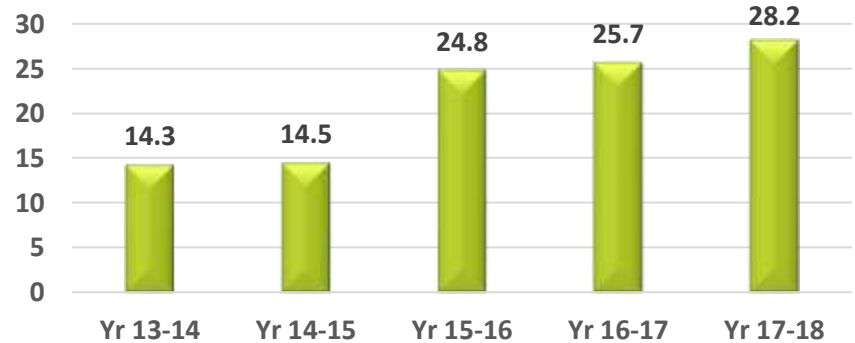
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Capex Spent

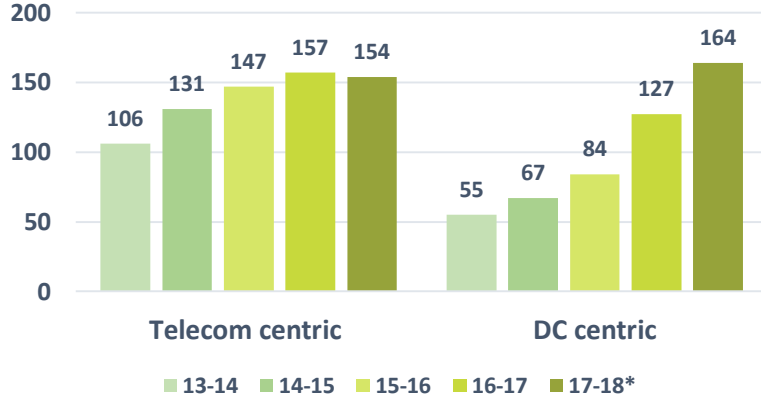


contribution of the businesses to overall revenue

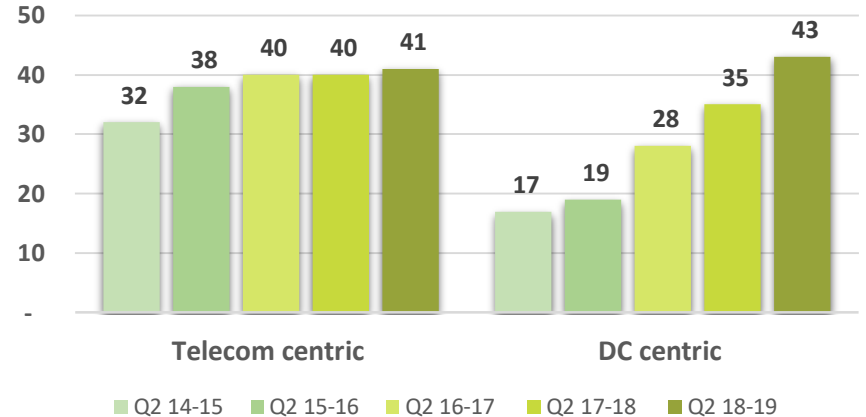
– in \$ Mil in constant currency 1 USD @ INR 65



Revenue split over 5 years



Revenue split for Q2 over 5 years



Revenue from DC IT services continue to grow faster than Telecom services

operating performance and financial position

in constant currency 1 USD @ INR 65



Operating Performance

	(In USD Mil)		
Details	Q2 Sep 2018	Q2 Sep 2017	Q1 Jun 2018
Revenue	84.8	74.5	72.0
Direct costs	(53.4)	(47.2)	(43.8)
SG&A	(19.5)	(16.3)	(16.9)
EBITDA	11.9	11.0	11.4
Depreciation and amortisation	(5.9)	(8.1)	(6.0)
Net Finance Expenses	(2.7)	(1.1)	(2.1)
Other Income*	1.0	1.3	0.5
Other Expenses#	(0.4)	-	(0.8)
Profit after tax	3.9	3.1	3.1

* Includes Exchange gain

Includes Exchange loss

Thank You

sify[®] Keeping you ahead