WHERE'S THE ACTION...

INDIA

THE INDIA "DIGITAL TSUNAMI"

s1fy

CONNECTED WORLD

By 2020, smart phone users are expected to reach **2.87 Bn**

IN INDIA:

330 Mn connected smart phone users in 2017, **500 Mn** by 2020

DIGITAL BUSINESS

60% of global FMCG sales are driven by online channels

IN INDIA:

10-15% of FMCG sales are online in 2016, **40%** of sales by 2020

E-COMMERCE

Global online spend is expected to reach **$4.48 Tn** by 2020

IN INDIA:

Online spend to grow **2.5X** to **$100 Bn** by 2020

SMART CITIES

Global smart city spend is expected to reach **$34.35 Bn** by 2020

IN INDIA:

$1482 Mn has been allocated for the smart city project

E - LEARNING

Global online education to reach **$275 Bn** by 2021

IN INDIA:

Online education will grow by **8X** to **$2 Bn** by 2021

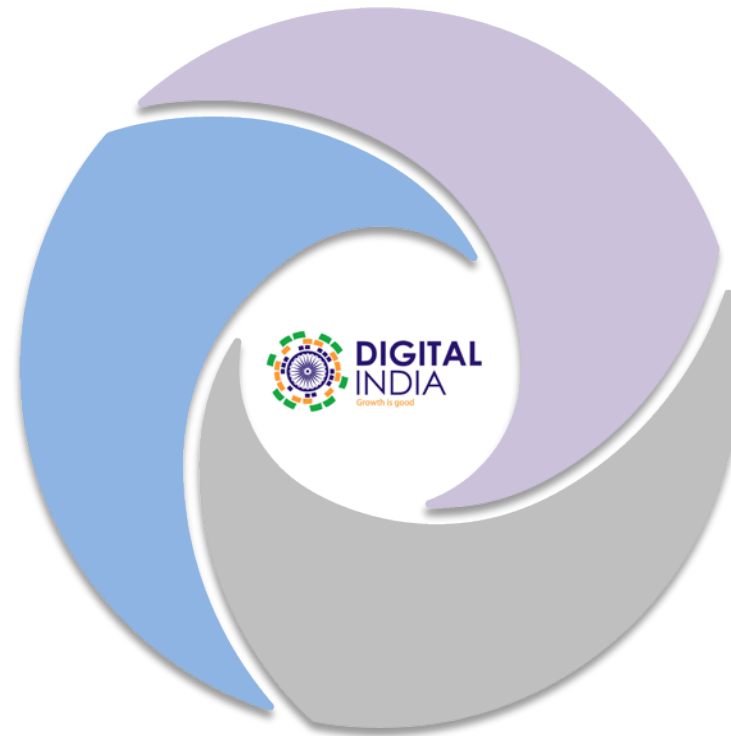## The India digital economy is expected to reach $1 Trillion by 2025

DIGITAL INDIA – A PERFECT STORM
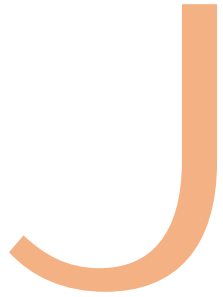
NATIONAL DIGITAL COMMUNICATIONS POLICY
(2020 GOALS)

PROPEL INDIA

- Investments of USD 100 Billion
- Creation of innovation led start-ups
- Train/ re-skill 1 Million
- Expand IoT ecosystem to 5 Billion

CONNECT INDIA

- 10 Gbps to all villages
- 100 Mbps to all schools
- Broadband to 50% of households
- 10 M public Wi-Fi hotspots

SECURE INDIA

- Comprehensive data protection regime
- Net neutrality principles
- Security testing and standards
- Encryption and security clearances

The alignment of forces is creating a Perfect Storm of new opportunities

EVENTUAL GOALPOST

J **JAN DHAN YOJANA**
Bank accounts for all

A Universal identity for all
AADHAR

M **MOBILITY**
Smartphones for anywhere accessibility

1 : 1 : 1

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

Current statistics

WHO IS DRIVING THE ACTION…

SIFY TODAY

sify

TECHNOLOGY INTEGRATION SERVICES

- Data Center IT
- Network Integration
- Information Security Services
- Collaboration Services
- End User Computing Services

TELECOM SERVICES

- India Data Business
- Global Data Business
- Cloud Connect & Managed DWDM
- Enterprise VoIP
- Managed Network Services

APPLICATIONS SERVICES

- iTest – Online Testing Platform
- eLearning
- Forum – Distribution Management System
- Portal Solutions

DC, CLOUD & MANAGED SERVICES

- Colocation/White labelling
- Data center Transformation
- Public Cloud (LaaS/PaaS)
- Enterprise private and hybrid cloud
- Cloud based DR
- DC Managed Services
- Managed Security Services

PLATFORM SERVICES

- SAP / S4 Hana, Success Factors and hosted cloud infrastructure
- Microsoft – Azure, Office & Productivity, Dynamics CRM
- Oracle – SaaS, PaaS (HR, Database, Middleware, Cloud Machine)

A balanced portfolio to help clients navigate digital transformation

SIFY'S KEY ASSETS

Sify Assets

Relevance to Digital India

- 6 Pan-India DCs with 47MW capacity (utility)
  - 5 more DCs in progress, >2X capacity

- Hosting for hyperscale operators
- Centerpiece of the hybrid cloud

- Largest MPLS network (by connections)
  - Spans 1600 cities and towns

- Internet growth from non-metros
- Platform to move content to "edge"

- "Cloud Connect" data superhighway
  - 45 on-net data centers

- Cost-effective terabit network scale
- Interconnect public and private clouds

- Remote Operations Centers
  - NOC, SOC, managed services

- Global and domestic IT outsourcing
- Supports outcome-based services model

- Applications and solutions
  - Cloudinfinit, iTest, ForumNXT, SAP/Oracle

- IT-enablement for distributed businesses
- Supports digital transformation initiatives

Sify's assets are ideally matched to the Digital India opportunity set

OUR SERVICES MODEL ALIGNED TO CUSTOMERS' DIGITAL JOURNEY

sify

UTILITIES
Pay per bill

HEALTHCARE
Pay per patient

INSURANCE
Pay per policy

TRAVEL
Pay per trip

EDUCATION
Pay per student

RETAIL
Pay per item

STOCKS
Pay per transaction

MANUFACTURING
Pay per tonne

Sify Transformation Model
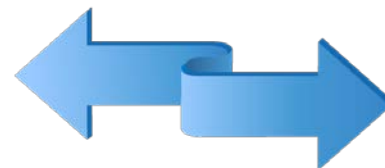
Service Consumption Unit

EXECUTION CAPABILITIES

LARGE DATA CENTER
TRANSFORMATION PROJECTS

Preferred over players like
IBM, Wipro, HCL & TCS

DHFL GENERAL INSURANCE

GIC Re

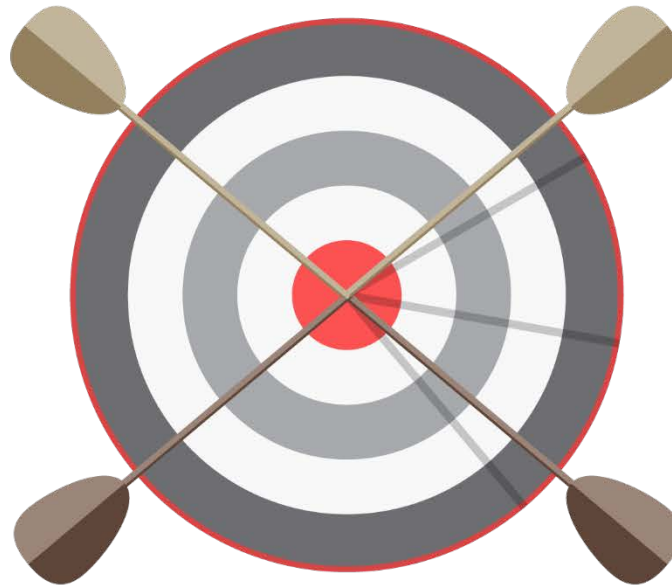**MAX Bupa** HEALTH INSURANCE

LARGE NETWORK
TRANSFORMATION PROJECTS

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

INDIA POST Ministry of Communications Government of India

IDRBT Explore, Enable, Excel

NSE

LARGE SECURITY SOLUTIONS
PROJECTS

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

Central Bank of India

SyndicateBank

United Bank of India The Bank that begins with "U"

punjab national bank ...the name you can BANK upon !

BUSINESS OUTCOME BASED
MODELS

Preferred over players like: TCS,
Wipro, Netmagic

Staff Selection Commission SSC

Uttar Pradesh Power Corporation Limited

63 moons

varian

CLOUD@CORE: OUR NEXT ENGINE FOR GROWTH

CLOUD ENABLING

- Cloud data centers
- Hyper reach / hyper scale transport
  AWS DirectConnect | XpressRoute
- Software Defined Network services
- Cloud build
  Private | Hyperconverged | Enterprise
- Security services for cloud

CLOUD INSPIRED

- Managed wireless platform
- Oracle cloud service
- Private cloud for SAP/S4HANA
- Sify cloudinfinit
- Unified Communications on Cloud

cloud @ core

CLOUD ENHANCED

- Internet of Things (IoT) solutions
- Industry solution-as-a-service
  (business outcome based)
  pay per bill |pay per patient |pay per student |
  pay per transaction
- Sify Applications on Cloud
  - Forum NXT
  - iTest
  - e-Learning

CLOUD PURE

- Hyperscale cloud services
  AWS | Azure
- Hybrid cloud managed service

THE PROOF IS IN THE NUMBERS

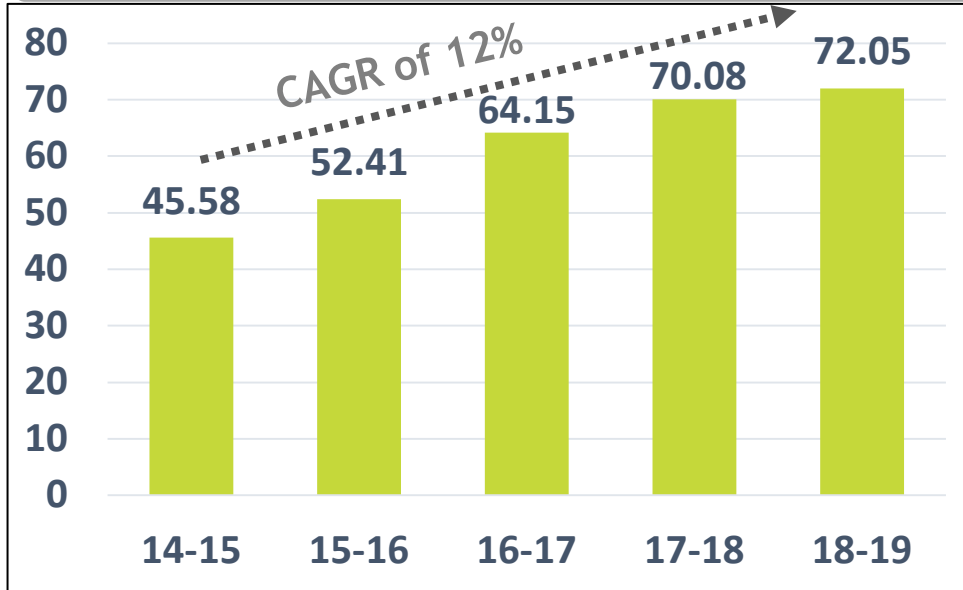# ROUNDUP 2017-18

- 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% in last 5 years
- EBITDA Growth   : CAGR 16% in last 5 years
- PAT   : CAGR 30% in 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)
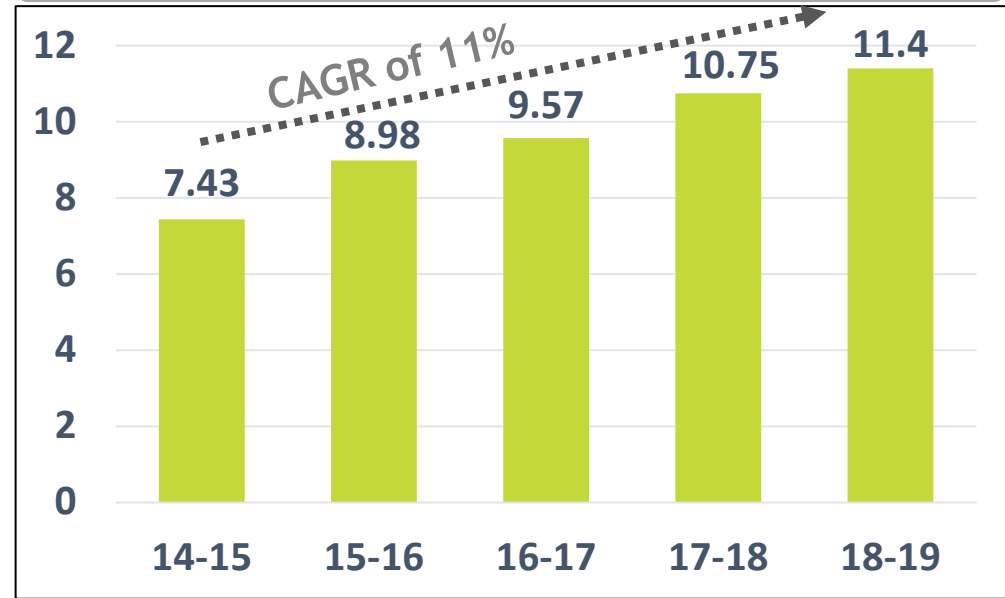- Completed 19th continuous years of listing on the NASDAQ stock market

financial metrics for Q 1 for 5 years - in $ Mil
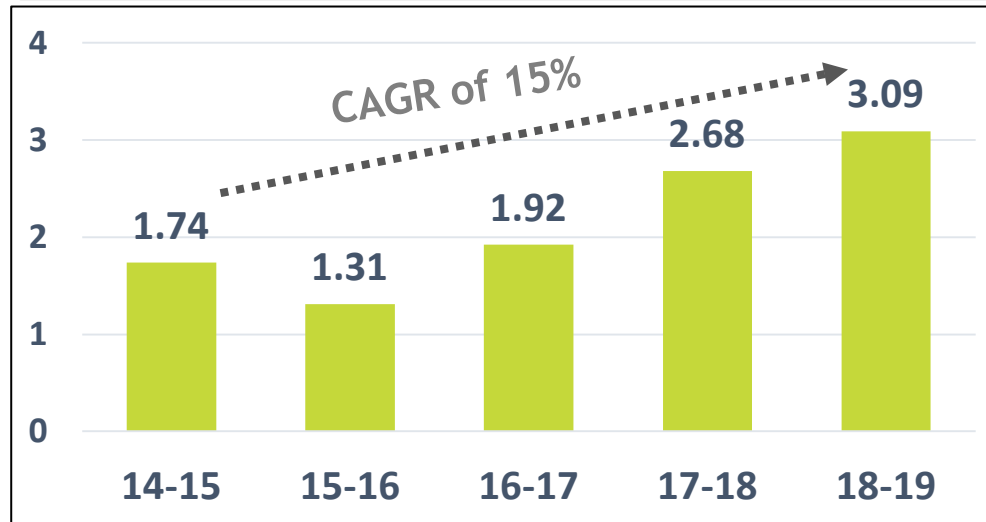in constant currency 1 USD @ INR 65

Revenue for Q1

CAGR of 12%

14-15	15-16	16-17	17-18	18-19
45.58	52.41	64.15	70.08	72.05

EBITDA for Q1

CAGR of 11%

14-15	15-16	16-17	17-18	18-19
7.43	8.98	9.57	10.75	11.4

PAT for Q1

CAGR of 15%

14-15	15-16	16-17	17-18	18-19
1.74	1.31	1.92	2.68	3.09

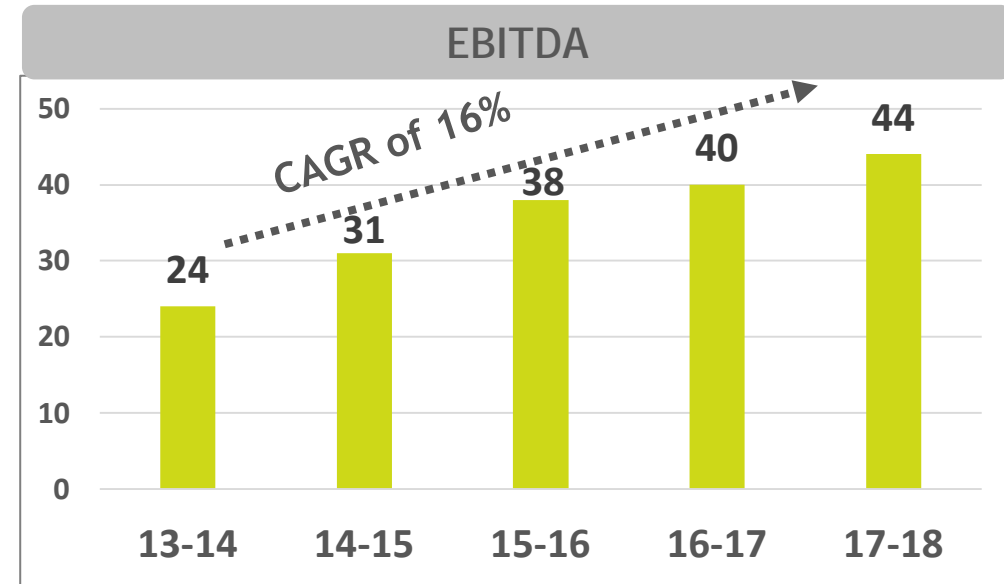# ANNUAL FINANCIAL METRICS – IN $ MN in constant currency 1 USD @ INR 65

Revenue

CAGR of 19%

13-14	14-15	15-16	16-17	17-18
161	198	231	284	318

EBITDA

CAGR of 16%

13-14	14-15	15-16	16-17	17-18
24	31	38	40	44

PAT

CAGR of 30%

13-14	14-15	15-16	16-17	17-18
5	6	7	10	14

Capital Expenditure #

	13-14	14-15	15-16	16-17	17-18
Total	32	28	30	31	38
Non Telecom	14	11	16	17	22
Telecom	18	17	14	14	16

Telecom Non Telecom

14

Capital Expenditure includes Capital WIP
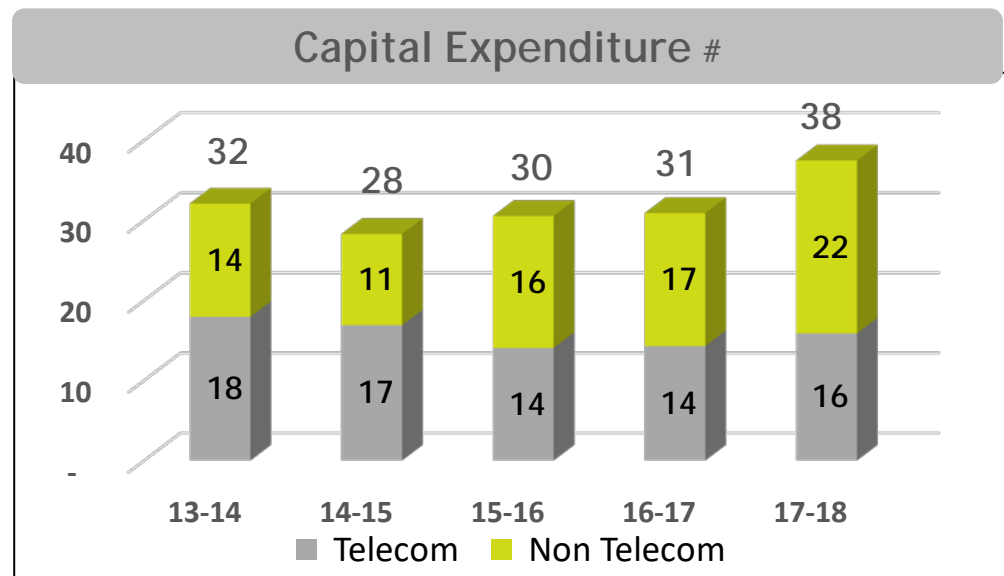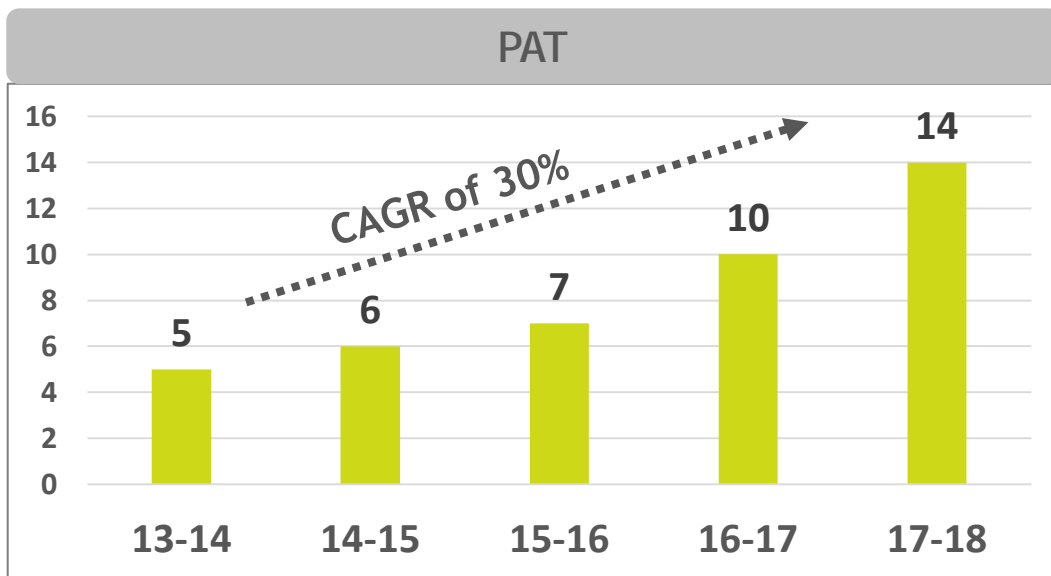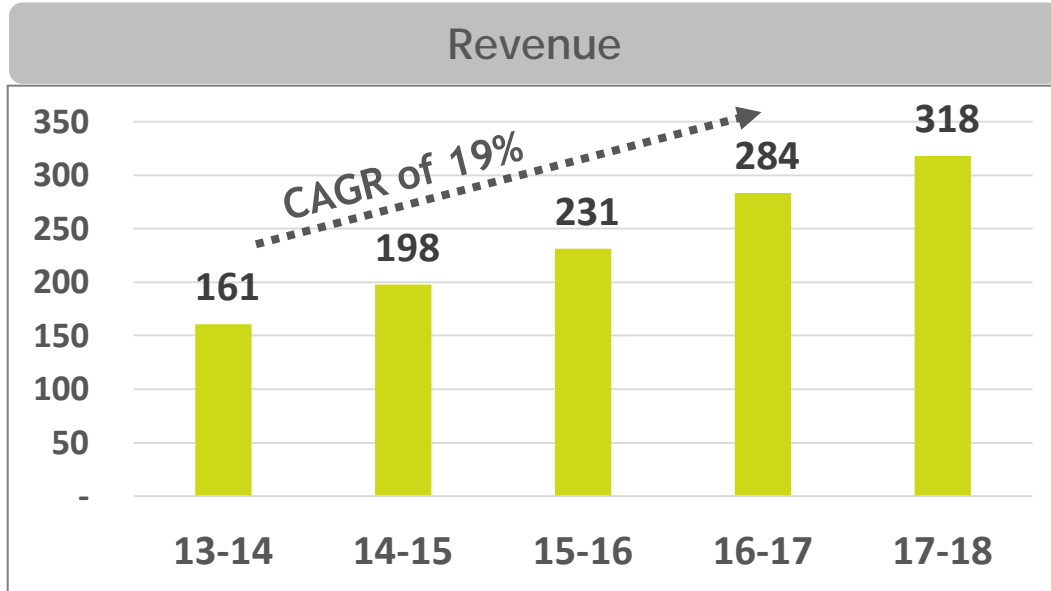
SEGMENT-WISE PERFORMANCE
in constant currency 1 USD @ INR 65

REVENUE $MN

Legend: 2012-13, 2013-14, 2014-15, 2015-16, 2016-17, 2017-18

Telecom centric
- 2012-13: 81
- 2013-14: 106
- 2014-15: 131
- 2015-16: 147
- 2016-17: 157
- 2017-18: 154

Data Center centric IT
- 2012-13: 50
- 2013-14: 55
- 2014-15: 67
- 2015-16: 84
- 2016-17: 127
- 2017-18: 164
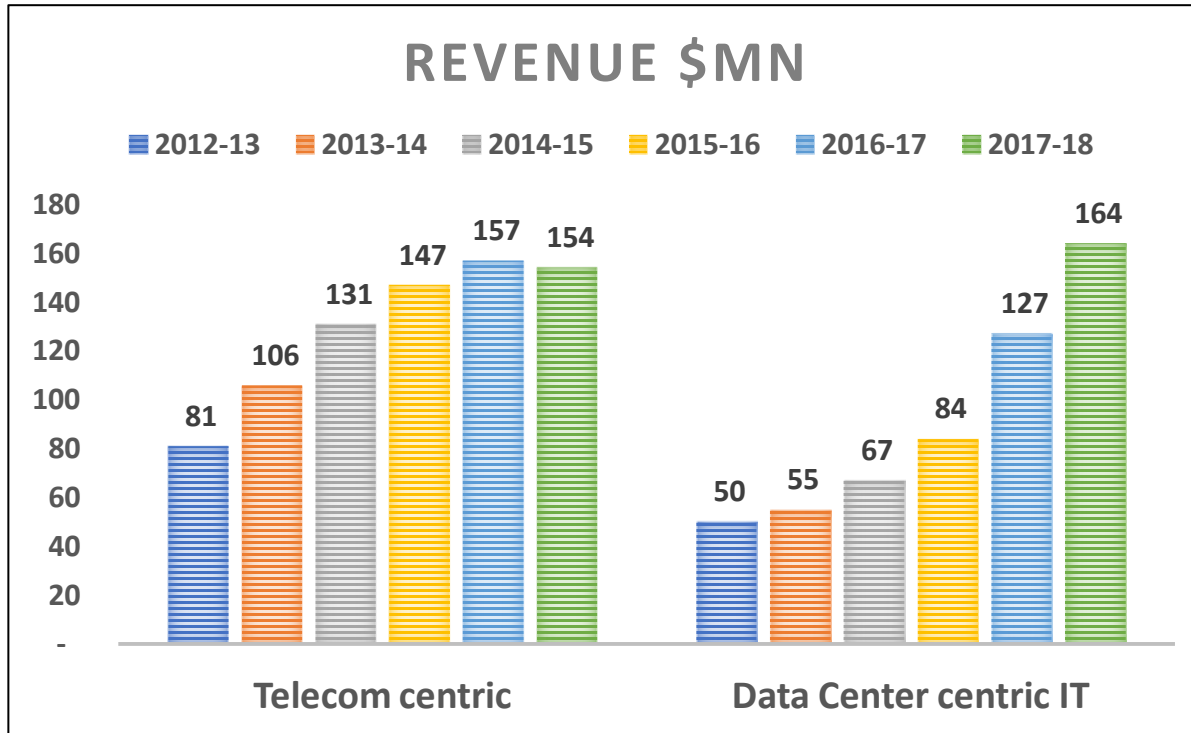
- Revenue from IT Services has grown over the past 5 years at a CAGR of 31%
- IT Services revenue accounts for 52% of the revenue of the company

FY 2017-18
- 48%
- 52%

FY2016-17
- 55%
- 45%

- Telecom centric services
- Data Center centric IT services
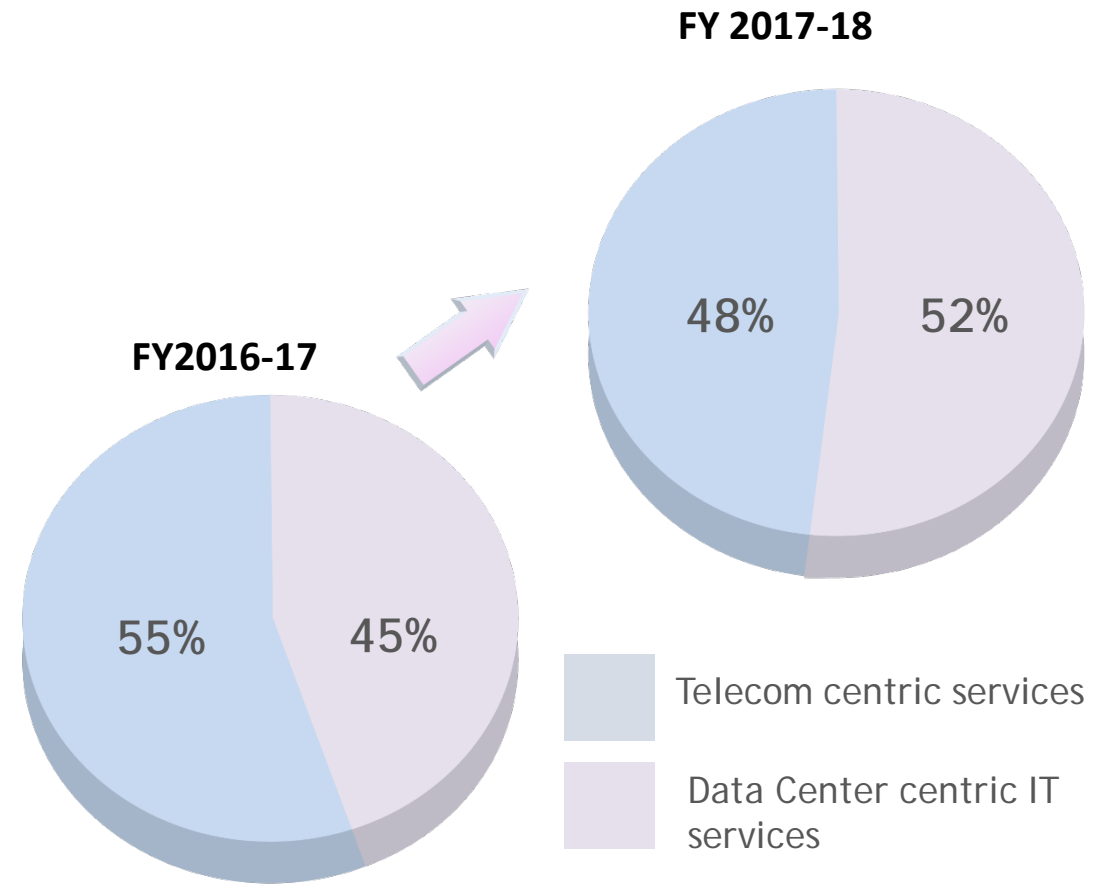
STRATEGIC PARTNERSHIPS

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Technology Partners	DELL · CISCO · COMMVAULT · servicenow · riverbed Think fast. · IBM · Hewlett Packard Enterprise · actifio Radically Simple · ca technologies · bmcsoftware
Cloud and Acceleration Partners	aws · Windows Azure · vmware · Akamai · NUTANIX
Application Partners	SAP · Microsoft · ORACLE · LIVEWIRE FOR LIVE CAREERS · SABA · sumtotal A Skillsoft Company · Litmos by CallidusCloud
Security Partners	McAfee · TREND MICRO · Check Point SOFTWARE TECHNOLOGIES LTD · Symantec · FORTINET

RECOGNITION

Sify moves up to the challenger position in the Gartner MQ for Managed Hybrid Cloud Hosting - Asia Pacific (2017)

Network Transformation Services **2018**

Data Center Transformation Services **2018**