

sify'

17 Years on
Nasdaq



investor presentation – Oct 2017

this year...so far

Keeping you ahead

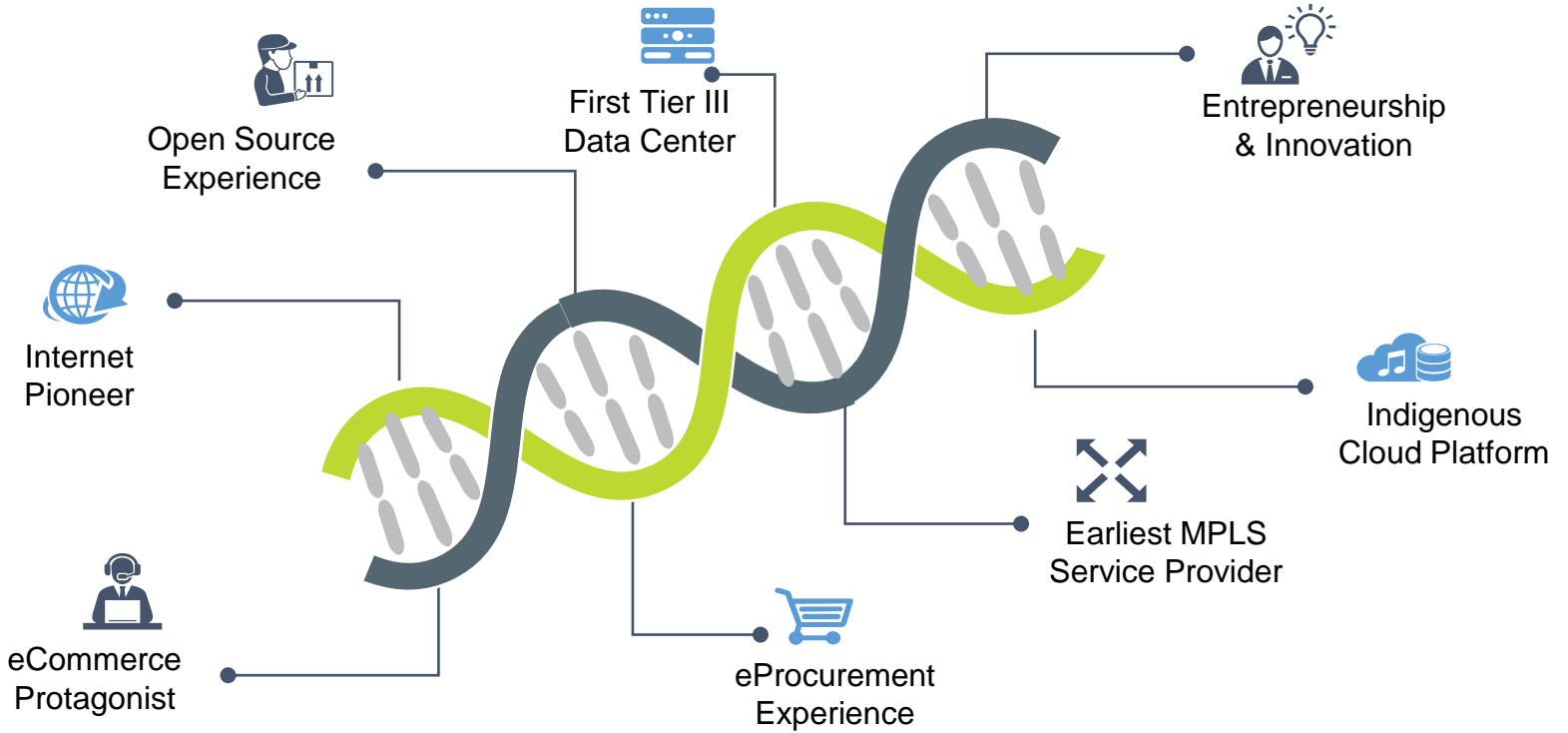


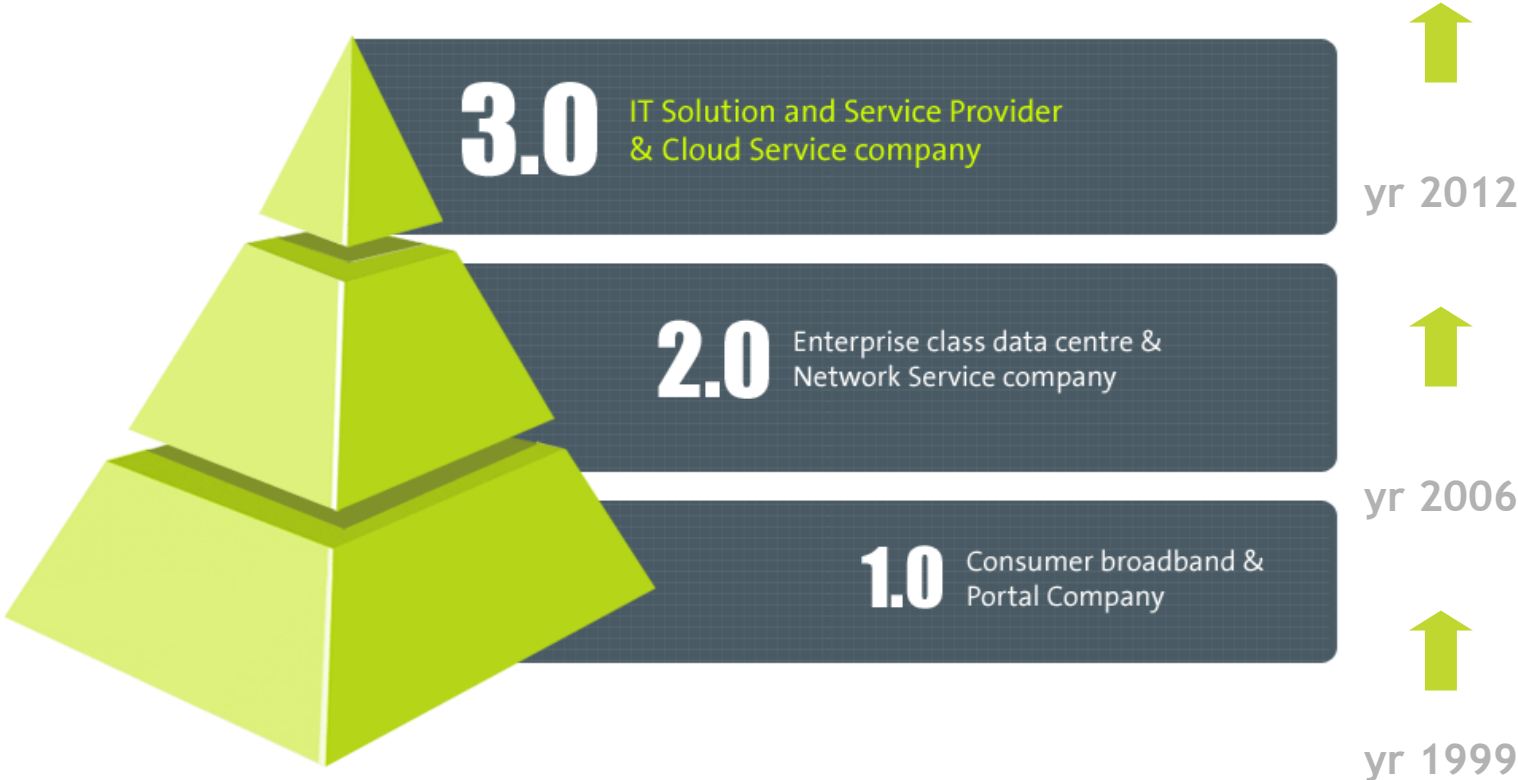
We are now a



Founded in 1995, the Superbrand Organisation selects brands based on performance and relevance and awards the title of "Superbrands" in their categories

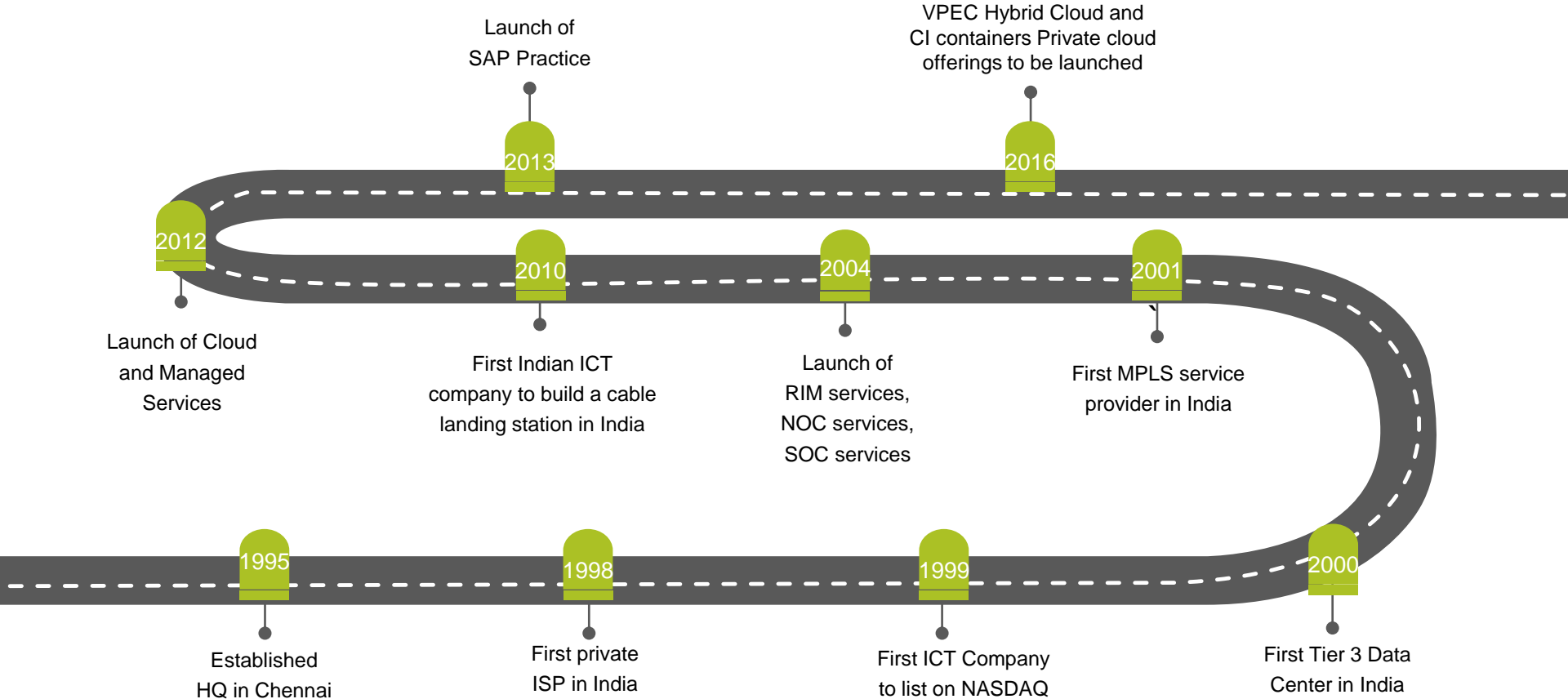
www.sifycorp.com





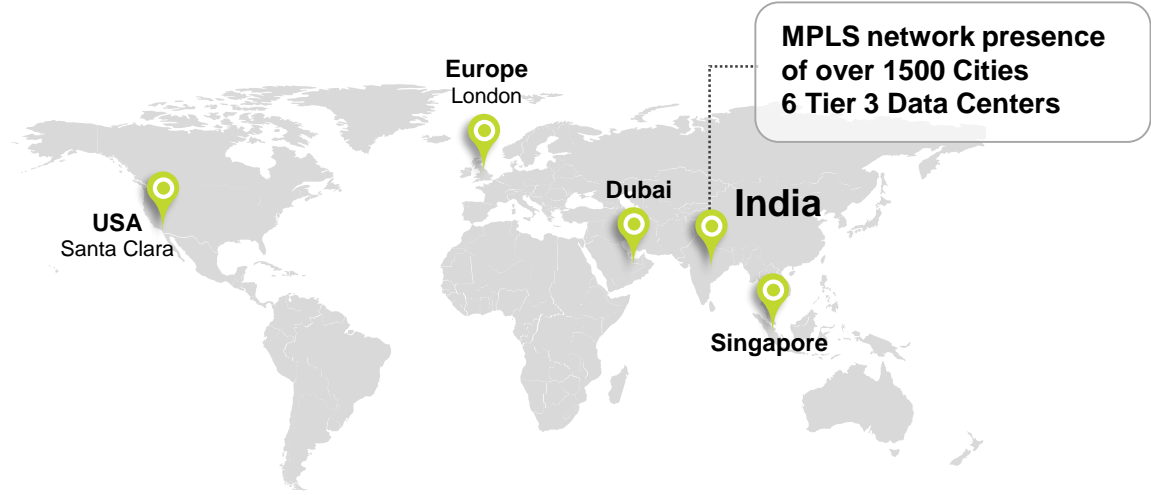
the great turning points

Keeping you ahead





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



- Presence in 5 countries
- Partnering with enterprises for Business Transformation
- Proven track record of executing complex programs
- Over 4000 skilled associates
- Quality benchmarks – CMMi 5, ISO 9001, ISO 27001, SSAE 16 certifications



“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 Growth : CAGR **21%** in last 5 years.
- EBITDA Growth : CAGR **35%** in Last 5 years.
- PAT : Consistently generating Profit for last 4 years
- Credit Rating : CARE : A+ & ICRA : A+
 - 2012 to 2017 : BBB- to A+ (**5 Notches improvement in 5 years**)
- Completed 17 continuous years of listing on the NASDAQ stock market
- Dividend paying company for the last 4 years
- Global operations across India, USA, UK, Middle East and Singapore.
- **Organically developed successful Forward Integration :**
 - Telecom → DC → CMS → AIS → TIS
 - **Only ICT Solutions and Service Company in India offering End to End Solutions.**



Telecom :

- Currently reaches across 62% of India - 1500 towns and cities, approximately 2,800 PoPs & 100,000+ links.
- **The largest MPLS network in India. Largest number of wireless terminations.**
- 39 Competitor Data Centers connected.

Data Center :

- Largest uniform tiered Data Center portfolio. 6 owned Tier 3 Data Centers
- Approx. 47 MVA Capacity (+2 Lakhs Sq ft.)
- **99.984% uptime**
- Architecture blueprint – Sify Data Center Architecture(SDA) – Ver 4. On par with Industry standard guidelines

Cloud & Managed Services :

- India's first home grown integrated cloud portal www.cloudinfinet.com
- Mixture of Public, Private and Hybrid offerings.
- Integrated Application layer



Applications Integration Services (AIS):

- World class partnership and best-of-breed services extended – ORACLE®
- eLearning - Consistent service provider to United Nations
- Large scale Online test platform using home grown test engine. eg. SSC (6.5 million) and BSNL (2 million)



Technology Integration Services (TIS)

- TIS combines Sify's IT capabilities to provide a converged turn-key ICT solution to the customer
- TIS leverages Sify's homegrown expertise in design, implementation and maintenance to deliver end- to-end managed IT services across data center, network and security.

Eg. Department of Posts - ~30000 post offices connected with a single MPLS network

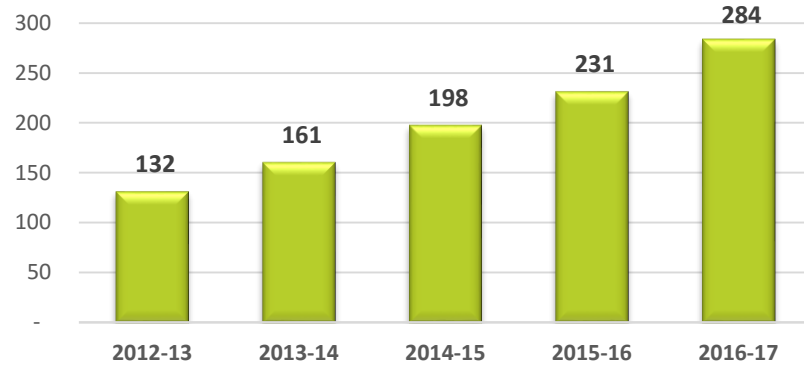
financial metrics – in \$ Mil

in constant currency 1 USD @ INR 65

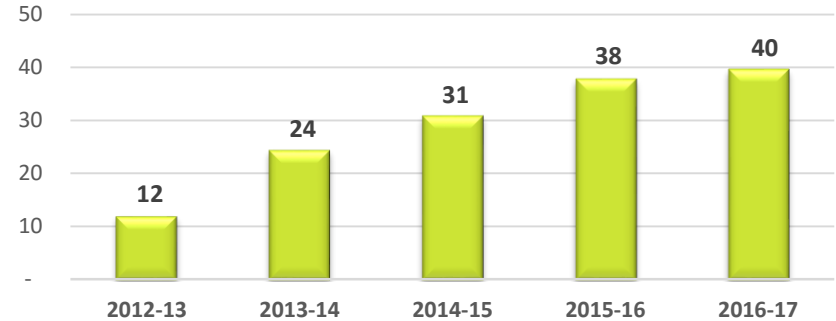
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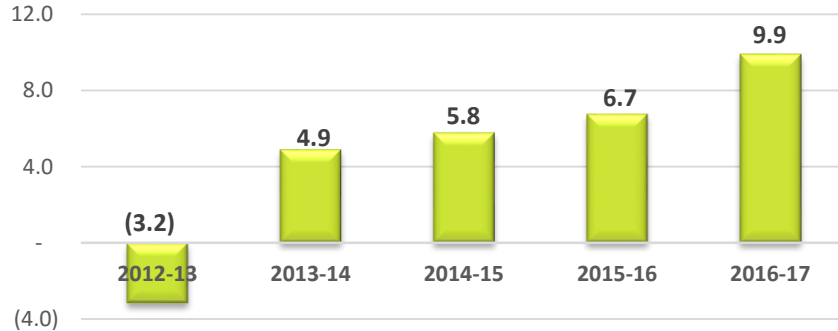
Revenue



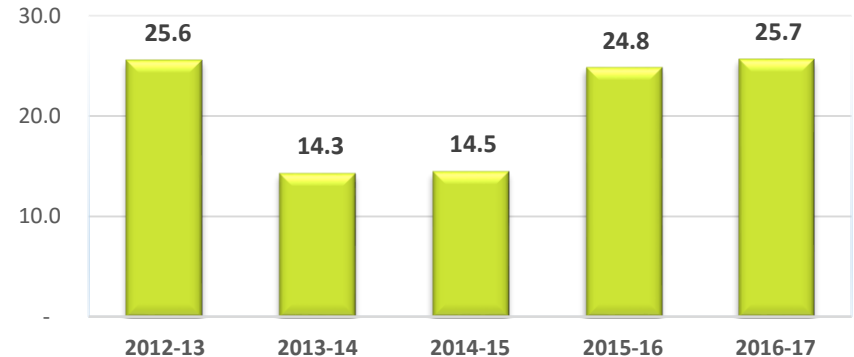
EBITDA



PAT



Capex Spent



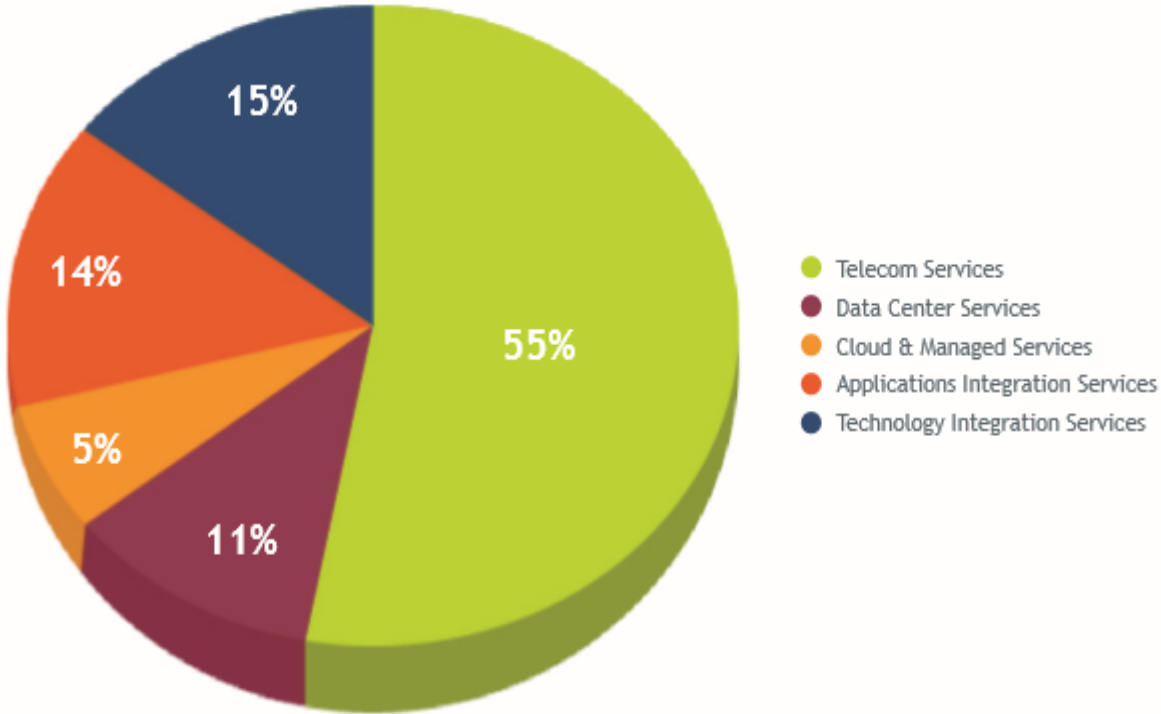
PAT for 2012-13 excludes Extra-ordinary item

[Click here to view financial results of Q1 FY 17-18](#)

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contribution of the businesses to overall revenue

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shareholding pattern

as on march 31, 2017

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Shareholding pattern as on March 31, 2017

| | Details | Type of Share | No. of shares | % |
|---|--|---------------|--------------------|--------------|
| Foreign holding: | | | | |
| A | ADRs held by Citibank, New York, Depository | Listed | 24,476,809 | 13.7 |
| B | Infinity Capital Ventures, LP, USA | Unlisted | 13,902,860 | 7.8 |
| C | Ve gesna Family Trust, USA | Listed | 620,466 | 0.3 |
| Total Foreign Holding | | | 39,000,135 | 21.8 |
| Resident holding: (Indian Equity Shares) | | | | |
| D | Infinity Satcom Universal Private Limited | Unlisted | 14,530,000 | 8.1 |
| E | Ramanand Core Investment Company Private Limited | Unlisted * | 125,000,000 | 70.0 |
| F | Others | Unlisted | 652 | 0.0 |
| Total Indian Equity Shares | | | 139,530,652 | 78.2 |
| Grand Total | | | 178,530,787 | 100.0 |

Total Promoter's Shareholding including Indian Equity (B+C+D+E in %) : 86.3%

Total Public holding including Indian Equity(A+ F in %) : 13.7%

* Shares are partly paid up



Telecom Services

- India Data Business
- Global Data Business
- Wholesale Voice

Data Center Services

- Colocation Services
- White Labelling
- Hosting

Cloud & Managed Services

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

Technology Integration Services

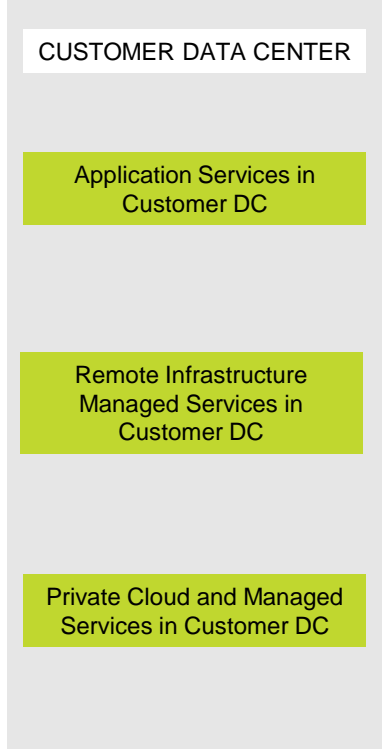
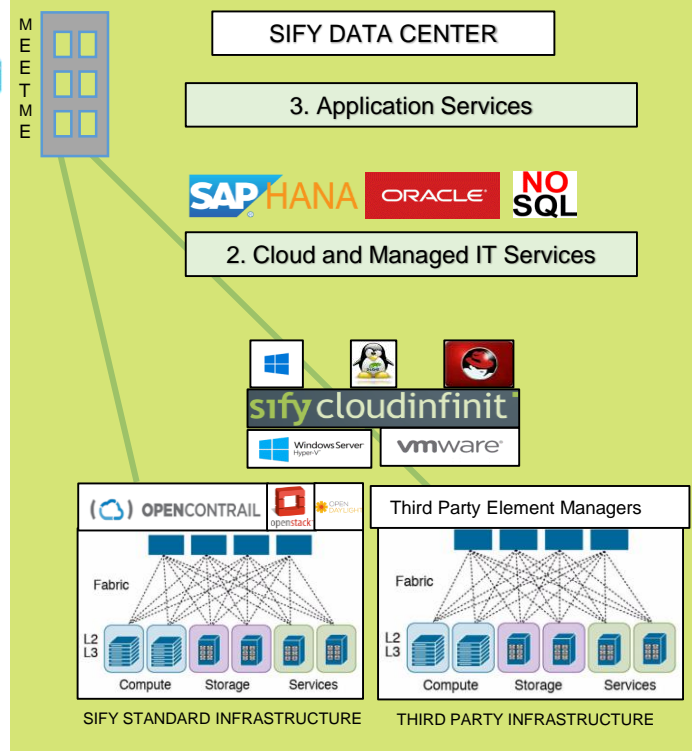
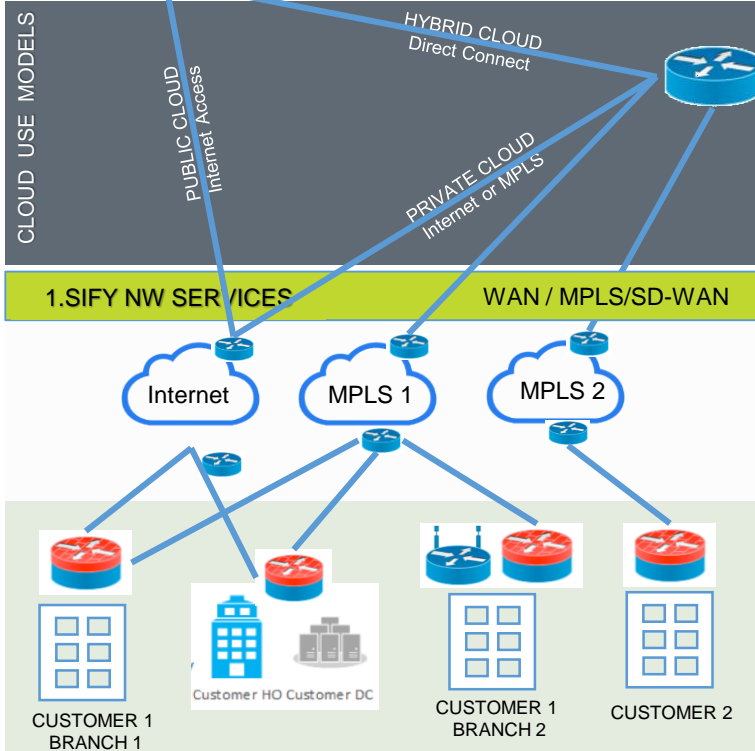
- Data Center Transformation
- Network Integration
- Information Security Services
- Collaboration Services
- End User Computing Services
- Collaboration Tools

Applications Integration Services

- iTest
- eLearning
- App Testing
- Portal
- App Development & Maintenance
- Managed SAP Services



PUBLIC/CLOUD NATIVE BI-MODAL/HYBRID: PRIVATE/ON PREMISE



our India footprint

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sify

1500+
Cities Coverage

3 tier
hierarchical
topology for
better scalability

100 G access
metro rings in 7
cities

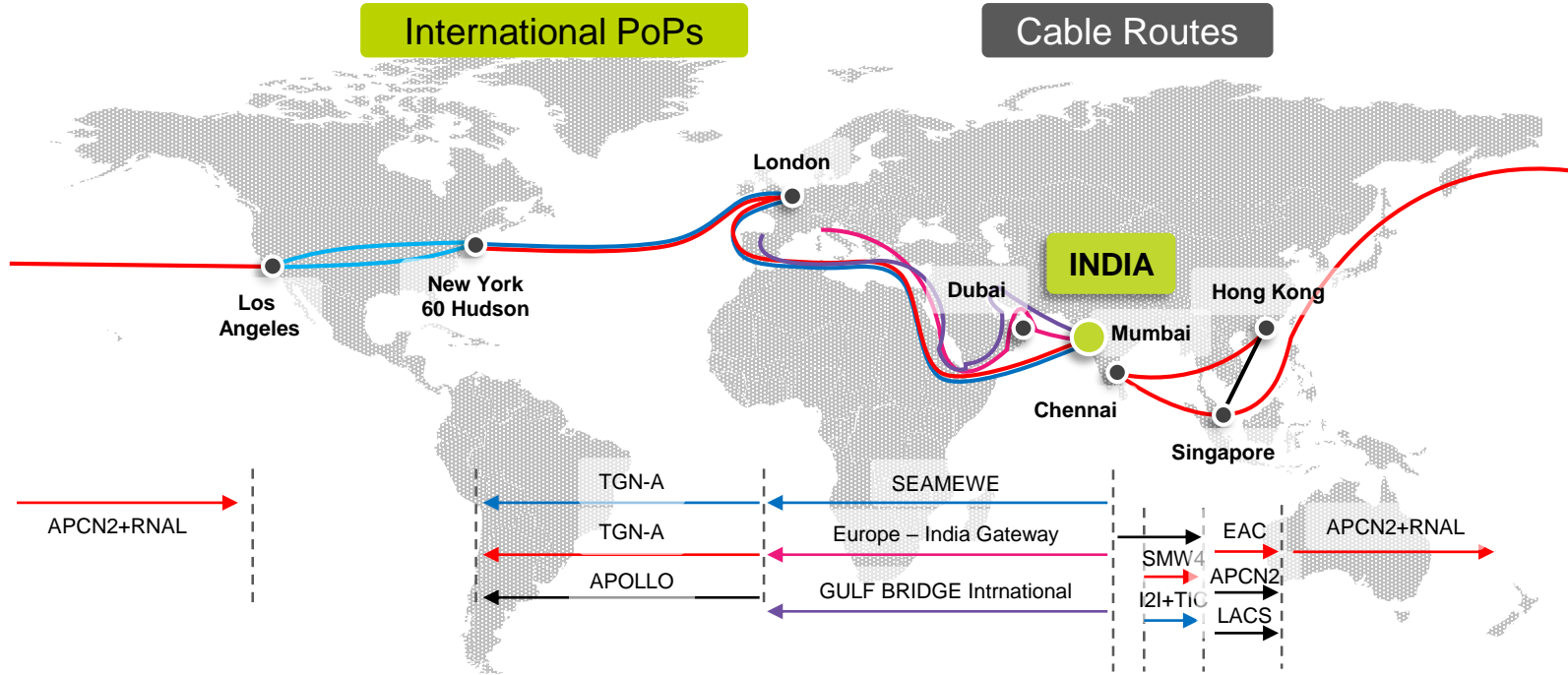


2000+
Network Nodes
Across India

100000+
Enterprise
Customer Circuits

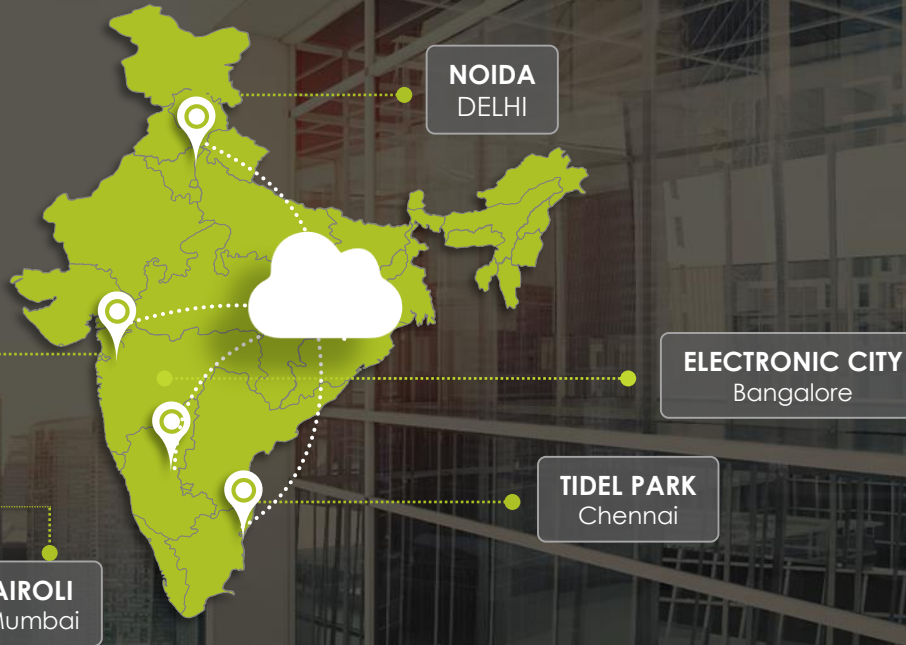
our international reach

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

45 DCs CONNECTED THROUGH OUR NETWORK



6 OWNED

47 MVA capacity

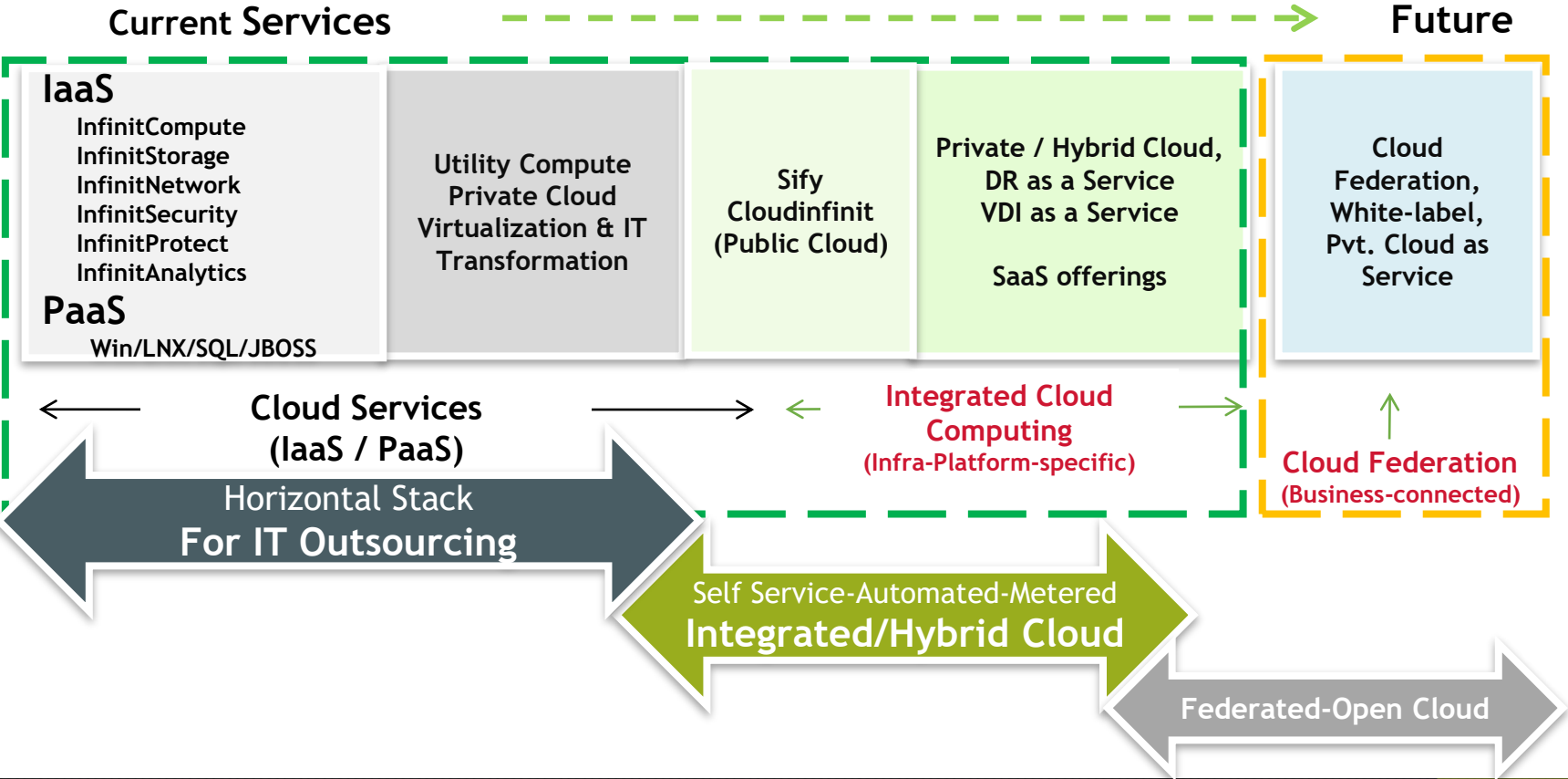
> 2 LAKH SQ FT

6 TIER 3 DCs &
15 TIER 2 DCs

6 STATE DCs

our cloud roadmap

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applications integrations services

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Media



Telecom, IT & Public Services



BFSI



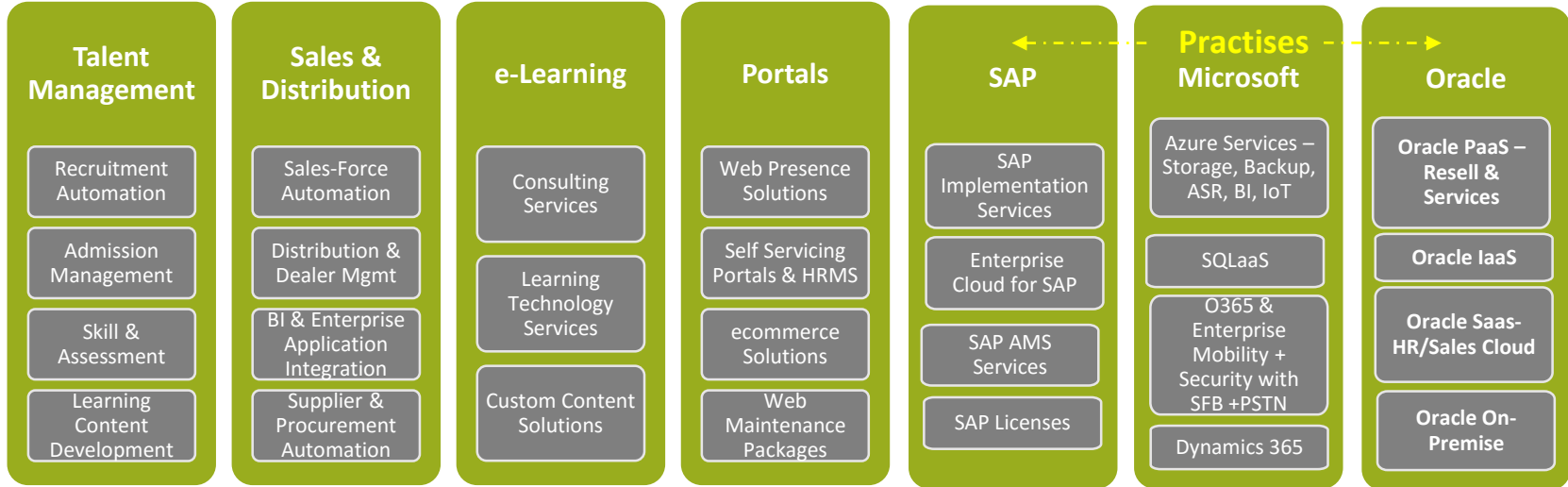
Education & Institutes



Government & PSUs



Retail & Manufacturing



Delivery Models



Cloud



Mobile



On premise

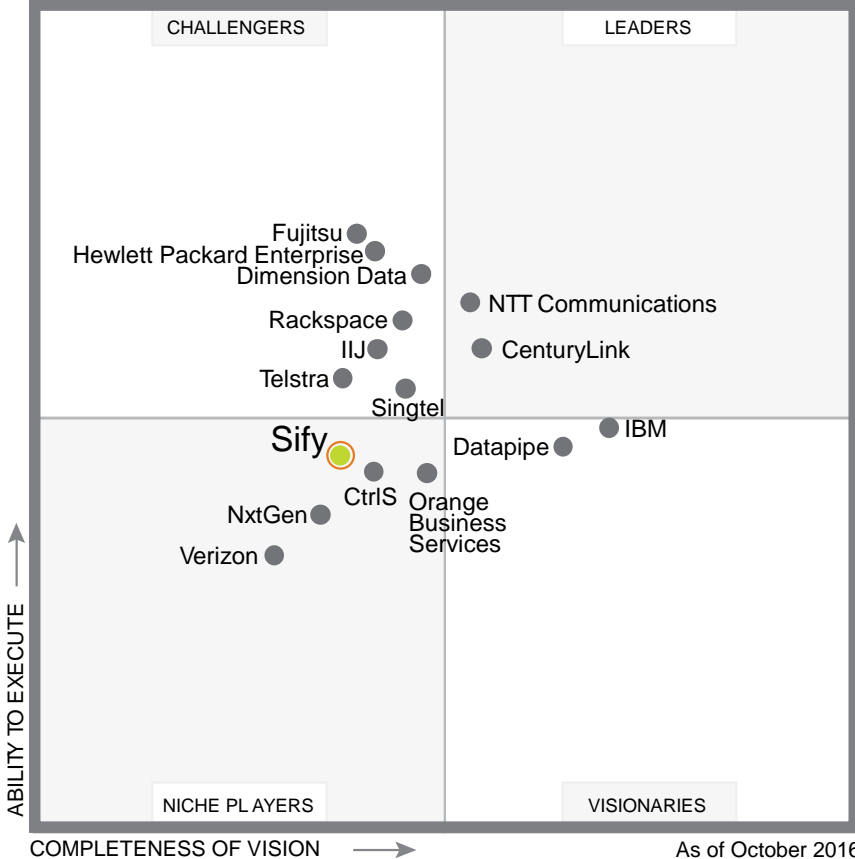


SaaS



MAGIC QUADRANT

for Cloud-Enabled
Managed Hosting
Asia/Pacific, 2016





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

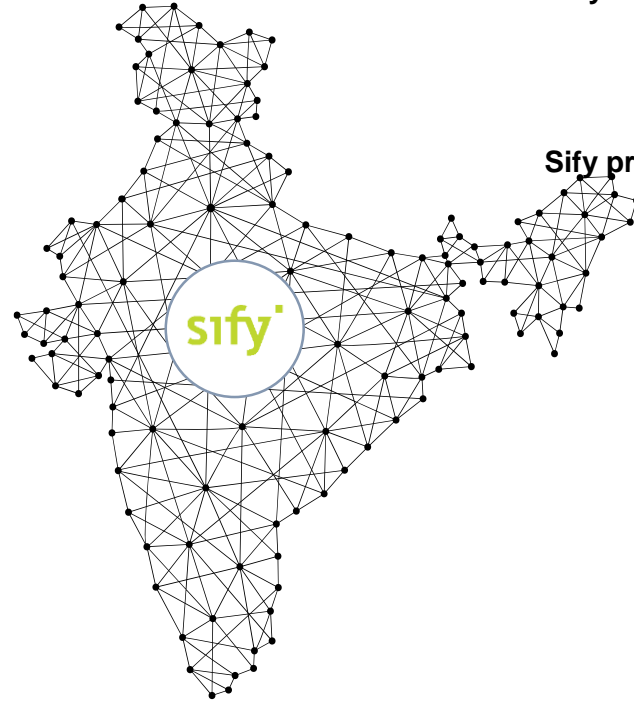
Enabling Service Delivery through connecting **28000+** Post Offices through a single MPLS fabric

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**



managed services – a case study

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

6.45
million
candidates
across India



Across
101
cities

407
centers

completed in
30
days

7600+
Questions
prepared by Sify's in-house
content development team

managed applications – a case study

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



our customers

Keeping you ahead





sify'

Thank You

Keeping you ahead