services offered

TELECOM CENTRIC SERVICES

• International Data
• Domestic Data
• International Wholesale Voice
• IoT

DATA CENTER CENTRIC IT SERVICES

• 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

DC centric IT services: 55%
Telecom centric services: 45%

First Half Year 17-18

DC centric IT services: 53%
Telecom centric services: 47%
financial metrics for First Half across 5 years – in $ Mil

in constant currency 1 USD @ INR 65

Revenue

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

EBITDA

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

PAT

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

Capex Spent

H1 2013-14: 10 (7.2/2.7)
H1 2014-15: 11 (5.1/5.7)
H1 2015-16: 12 (10.5/1.3)
H1 2016-17: 10 (7.3/2.5)
H1 2017-18: 16 (8.8/8.8)

Click here to view financial results of Q2 FY 17-18
<table>
<thead>
<tr>
<th>Description</th>
<th>Quarter ended September 2017</th>
<th>Quarter ended September 2016</th>
<th>Quarter ended June 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>4,640</td>
<td>4,392</td>
<td>4,555</td>
</tr>
<tr>
<td>Cost of Revenues</td>
<td>(3,048)</td>
<td>(2,787)</td>
<td>(2,807)</td>
</tr>
<tr>
<td>Selling, General and Administrative Expenses</td>
<td>(1,076)</td>
<td>(971)</td>
<td>(1,049)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>716</td>
<td>634</td>
<td>699</td>
</tr>
<tr>
<td>Depreciation and Amortisation expense</td>
<td>(525)</td>
<td>(432)</td>
<td>(461)</td>
</tr>
<tr>
<td>Net Finance Expenses</td>
<td>(73)</td>
<td>(82)</td>
<td>(92)</td>
</tr>
<tr>
<td>Other Income</td>
<td>85</td>
<td>37</td>
<td>28</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>203</td>
<td>157</td>
<td>174</td>
</tr>
</tbody>
</table>

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
**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