We are now a Superbrand in India.
business maturity

3.0 IT Solution and Service Provider & Cloud Service company

2.0 Enterprise class data centre & Network Service company

1.0 Consumer broadband & Portal Company
the great turning points

Established HQ in Chennai (1995)
First private ISP in India (1998)
First ICT Company to list on NASDAQ (1999)
First concurrently maintainable Data Center in India (2000)
First MPLS service provider in India (2001)
Launch of SAP Practice (2004)
Launch of RIM services, NOC services, SOC services (2004)
First concurrently maintainable Data Center in India (2000)
Launch of Cloud and Managed Services (2012)
First Indian ICT company to build an Open cable landing station in India (2010)
Launch of VPEC Hybrid Cloud and CI containers Private cloud offerings to be launched (2016)
Launch of Cloud and Managed Services (2013)
VPEC Hybrid Cloud and CI containers Private cloud offerings to be launched (2016)
worldwide presence

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

MPLS network presence of over 1550 Cities
6 concurrently maintainable Data Centers

• 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 18 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.
financial metrics for First Half Yr 17-18 – in $ Mil

in constant currency 1 USD @ INR 65
### Financial Metrics – FY 16-17 in $ Mil

**In constant currency 1 USD @ INR 65**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in $ Mil)</th>
<th>EBITDA (in $ Mil)</th>
<th>PAT (in %)</th>
<th>Capex Spent (in $ Mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012-13</td>
<td>132</td>
<td>12</td>
<td>(3.2)</td>
<td>25.6</td>
</tr>
<tr>
<td>2013-14</td>
<td>161</td>
<td>24</td>
<td>4.9</td>
<td>14.3</td>
</tr>
<tr>
<td>2014-15</td>
<td>198</td>
<td>31</td>
<td>5.8</td>
<td>14.5</td>
</tr>
<tr>
<td>2015-16</td>
<td>231</td>
<td>38</td>
<td>6.7</td>
<td>24.8</td>
</tr>
<tr>
<td>2016-17</td>
<td>284</td>
<td>40</td>
<td>9.9</td>
<td>25.7</td>
</tr>
</tbody>
</table>

**Click here to view financial results of Q3 FY 17-18**

**Note:** PAT for 2012-13 excludes Extra-ordinary item.
contribution of the businesses to overall revenue

DC centric IT services beginning to grow in revenue contribution

Annual FY 16-17

55%

45%

First Half Year 17-18

53%

47%
# Shareholding pattern as on March 31, 2017

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

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
our business units

**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, Oracle & Microsoft Services
PUBLIC/CLOUD NATIVE
BI-MODAL/HYBRID: PRIVATE/ON PREMISE

1. SIFY NW SERVICES
   - WAN / MPLS/SD-WAN

2. Cloud and Managed IT Services
   - SIFY DATA CENTER
   - Application Services

3. Public Cloud and Managed Services in Customer DC

CUSTOMER DATA CENTER

Application Services in Customer DC

Remote Infrastructure Managed Services in Customer DC

Private Cloud and Managed Services in Customer DC

business model
Keeping you ahead

www.sifycorp.com

our India footprint

100G-capable access rings in 7 metro cities

1550+ Cities Coverage

2800+ Network Nodes Across India

3 tier hierarchical topology for better scalability

7 global PoPs

10000+ Enterprise Customer Circuits

2500+ Network Nodes
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

RABALE Mumbai
VASHI Mumbai
AIROLI Mumbai

NOIDA DELHI

ELECTRONIC CITY
Bangalore

TIDEL PARK
Chennai
## Current Services

**IaaS**
- InfinitCompute
- InfinitStorage
- InfinitNetwork
- InfinitSecurity
- InfinitProtect
- InfinitAnalytics

**PaaS**
- Win/LNX/SQL/JBOSS

## Future

**Sify Cloudinfinit (Public Cloud)**
- Private / Hybrid Cloud, DR as a Service
- VDI as a Service
- SaaS offerings

**Cloud Federation, White-label, Pvt. Cloud as Service**

### Current Services

- **Cloud Services (IaaS / PaaS)**
- **Horizontal Stack For IT Outsourcing**

### Future

- **Integrated Cloud Computing (Infra-Platform-specific)**
- **Cloud Federation (Business-connected)**

### Integrated/Hybrid Cloud
- Self Service-Automated-Metered

### Federated-Open Cloud
applications integrations services

Talent Management
- Recruitment Automation
- Admission Management
- Skill & Assessment
- Learning Content Development

Sales & Distribution
- Sales-Force Automation
- Distribution & Dealer Mgmt
- BI & Enterprise Application Integration
- Supplier & Procurement Automation

e-Learning
- Consulting Services
- Learning Technology Services
- Custom Content Solutions

Portals
- Web Presence Solutions
- Self Servicing Portals & HRMS
- ecommerce Solutions
- Web Maintenance Packages

SAP
- SAP Implementation Services
- Enterprise Cloud for SAP
- SAP AMS Services
- SAP Licenses

Practises
- Microsoft
  - Azure Services
  - SAP
    - SAP Implementation Services
    - Enterprise Cloud for SAP
    - SAP AMS Services
    - SAP Licenses
  - O365 & Enterprise Mobility+
  - SQLaaS
  - Dynamics 365

Oracle
- Oracle PaaS – Resell & Services
- Oracle IaaS
- Oracle Saas-HR/Sales Cloud
- Oracle On-Premise

Delivery Models
- Cloud
- Mobile
- On-premise
- SaaS
MAGIC QUADRANT
for Cloud-Enabled Managed Hosting
Asia/Pacific, 2016

As of October 2016

CHALLENGERS
- Fujitsu
- Hewlett Packard Enterprise
- Dimension Data
- Rackspace
- Telstra
- IIJ
- Singtel

LEADERS
- NTT Communications
- CenturyLink
- IBM

VISIONARIES
- Datapipe
- CtrlS
- Verizon
- NxtGen
- Orange Business Services

NICHE PLAYERS
- Sify
- Orange Business Services

ABILITY TO EXECUTE

COMPLETENESS OF VISION

As of October 2016
non-financial metrics - technology

Telecom centric services

**telecom services**
- Coverage – 1550 + Cities and towns
- Number of customer circuits – 100,000+
- Managed endpoints – 35K +
- Number of PoPs – 2800 + (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
Growing workforce & Sify experience

No. of employees

<table>
<thead>
<tr>
<th>Years</th>
<th>No. of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013-14</td>
<td>1782</td>
</tr>
<tr>
<td>2014-15</td>
<td>2104</td>
</tr>
<tr>
<td>2015-16</td>
<td>2175</td>
</tr>
<tr>
<td>2016-17</td>
<td>2318</td>
</tr>
</tbody>
</table>

Associates with Sify experience

- <1 year: 28%
- 1-3 years: 37%
- 3-5 years: 12%
- >5 years: 23%
managed networks – a case study

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

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

10 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

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

Keeping you ahead