

If



was a country...

**India will be its largest
state...**

**...WhatsApp would be its
most spoken language...**

**...and Instagram, its most
practised religion**

DESTINATION INDIA



FOREIGN DIRECT DIGITAL INVESTMENT

\$5 billion
committed to invest in India



3 Mil sq. ft of office space; Largest outside US | 1/3 of its workforce

\$1.7 billion

Invested in 6 Indian startups;



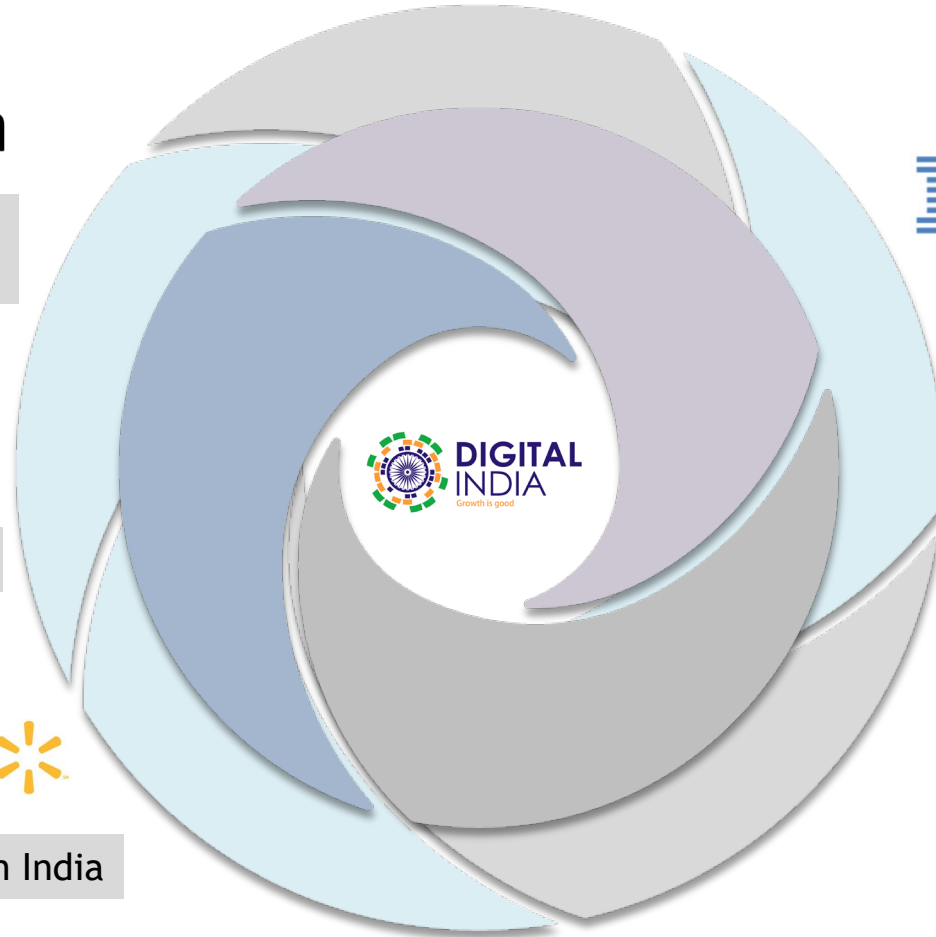
84 investments and 13 acquisitions

\$1.6 billion

for 77% of Flipkart



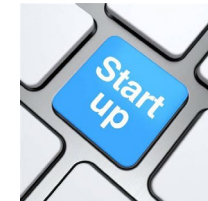
Additional \$500 Mil | 47 more stores in India



130,000

employees in India - more than any other country

\$6 Billion; 3 year plan

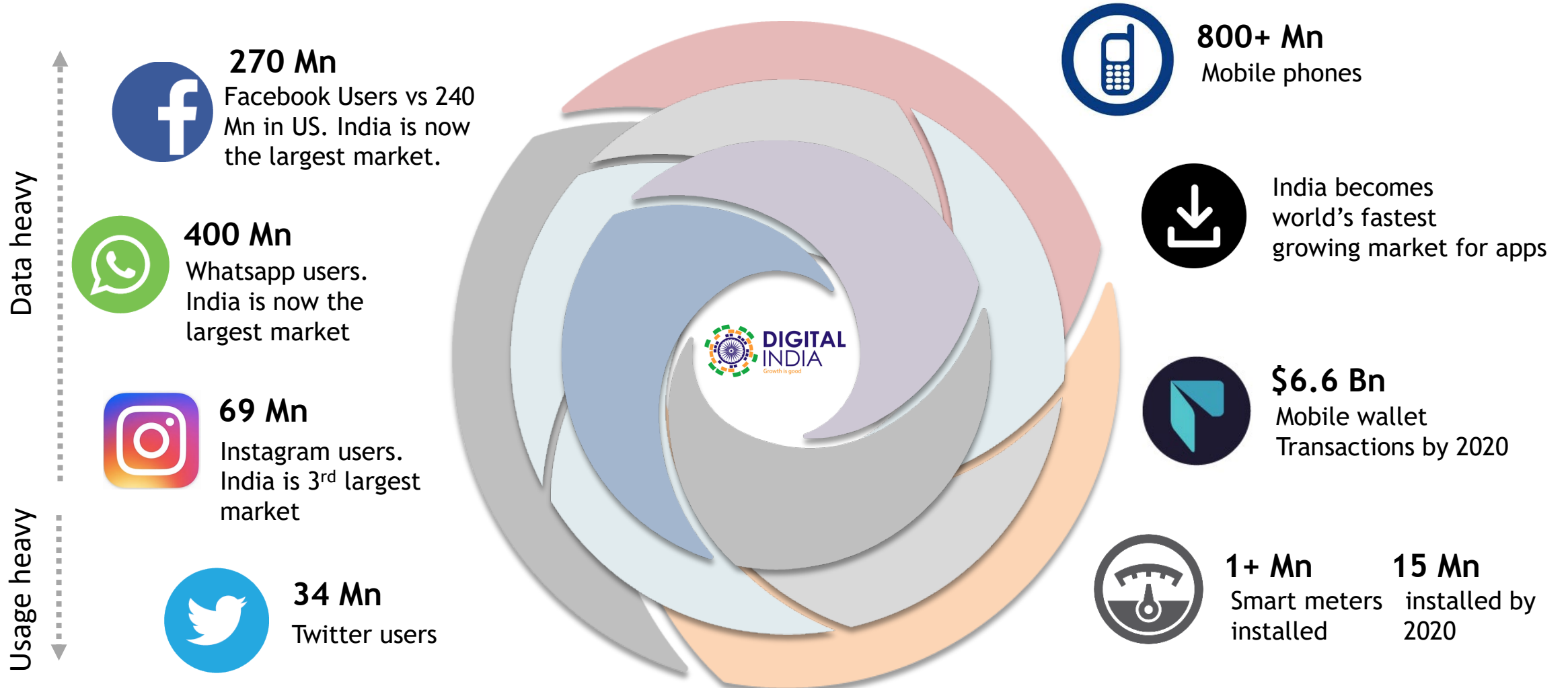


24 Startup Unicorns

11 of them in just 1 Year

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

THE GROWTH DRIVERS



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

THE TRIFECTA DRIVERS



AVERAGE DATA CONSUMPTION AMONG INDIANS CLOSE TO 10GB/MONTH

Year	Average data*
2015	805
2016	2,758
2017	5,728
2018	9,653

*consumption (MB)/month/user

INDIANS SPEND UP TO 80% OF THEIR DATA ON VIDEOS

Type of activity	(%) Share of total data consumed
Videos	70-80
Browsing	12-14
Social Networking	10-12
Others	5-10

ACTIVE 4G-ENABLED HANDSETS IN INDIA ARE MORE THAN THE US POPULATION (MN)



MOBILE DATA CONSUMPTION AMONG INDIANS IS HIGHEST BUT BROADBAND PENETRATION LOW

Country	Broadband Penetration (%)	Average Usage/ month (GB)
UK	88	2.2
Spain	95	3.0
France	86	3.04
US	89	4.55
South Korea	95	5.0
Japan	80	5.7
China	72	6.3
Indonesia	58	7.3
India	43	9.7

TOTAL MONTHLY DATA CONSUMPTION IS NOW FIVE TIMES COMPARED TO 2 YEARS AGO

Dec, '14	Petabyte* of 4G data/month	% Share of 4G out of the total
Dec, '14	0	0
Dec, '15	82	50
Dec, '16	823	89
Dec, '17	1,930	83
Dec, '18	4,472	92

*Petabyte = 1 mn gigabyte (GB)

YOUTUBE IS INDIA'S MOST PREFERRED OTT PLATFORM

OTT platform	Monthly active users (mn)
YouTube	245.0
Hotstar	150.0
Jio TV	70.0
Zee5	56.0
Voot	35.0
SonyLiv	23.0
Amazon	22.0
Netflix	5.5

COMPILED BY ARNAB DUTTA
Sources: India Mobile Broadband Index 2019, Nokia

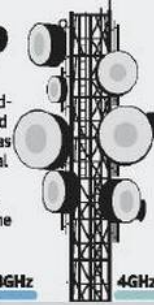
HIGHEST DATA CONSUMPTION IN THE WORLD @ 10GB/MONTH*

The Government is planning to auction around 8293.95 MHz of airwaves by end-2019/ early 2020**

5G

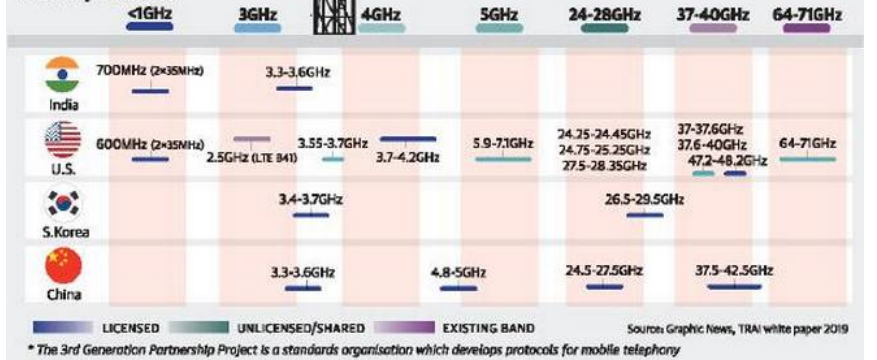
A gigaleap

The Indian government has planned to start 5G trials by mid-Sept. 2019. 3GPP* has identified 700 MHz, 3.5 GHz, 26/28 GHz as the 5G pioneer bands. The visual shows the allocated/targeted bands for 5G spectrum in major countries. India has allocated the least number of bands among other major countries



5G is a giant leap forward from the earlier generations. It is expected to offer a peak data speed of 1 Gbps, which is 900% faster than 4G's maximum data speed. 5G also offers an ultra low latency of 1 millisecond which, in 4G is 10 milliseconds

Year	Generation	Maximum data speed	Data transfer per second	Time to download a 5GB movie
1991	2G	14.4 kbps	1.8 K	Over a month
2001	3G	384 kbps	48 K	Over a day
2010	4G	100 Mbps	12.5 MB	7 minutes
2020	5G	1 Gbps	125 MB	40 seconds



7 PRINCIPLES OF INDIA'S DATA PROTECTION FRAMEWORK

INDIAN DATA PROTECTION REGULATION***

1 TECHNOLOGY AGNOSTICISM
The law must be technology agnostic. It must be flexible to take into account changing technologies and standards of compliance.

2 HOLISTIC APPLICATION
The law must apply to both private sector entities and government. Differential obligations may be carved out in the law for certain legitimate state aims.

3 INFORMED CONSENT
Consent is an expression of human autonomy. For such expression to be genuine, it must be informed and meaningful. The law must ensure that consent meets the aforementioned criteria.

4 DATA MINIMISATION
Data that is processed ought to be minimal and necessary for the purposes for which such data is sought and other compatible purposes beneficial for the data subject.

5 CONTROLLER ACCOUNTABILITY
The data controller shall be held accountable for any processing of data, whether by itself or entities with whom it may have shared the data for processing.

6 STRUCTURED ENFORCEMENT
Enforcement of the data protection framework must be by a high-powered statutory authority with sufficient capacity. This must coexist with appropriately decentralised enforcement mechanisms.

7 DETERRENT PENALTIES
Penalties on wrongful processing must be adequate to ensure deterrence.

*The Economic Times
**Press Trust of India
***FactorDaily

THE INDIA “DIGITAL TSUNAMI”

when we presented in May 2018



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

THE INDIA “DIGITAL TSUNAMI”

As of August 2019



CONNECTED WORLD

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

IN INDIA:

800 Mn connected smart phone users in 2019.

**Statista*



DIGITAL BUSINESS

60% of global FMCG sales are driven by online channels

IN INDIA:

eCommerce will contribute **11%*** of online sales by 2030

**Nielsen*



E-COMMERCE

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

IN INDIA:

To double to **\$100*** billion by 2020

**Google & BCG*



SMART CITIES

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

IN INDIA:

~10 Billion has been allocated for the smart city project

**Indian Govt*



E - LEARNING

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

IN INDIA:

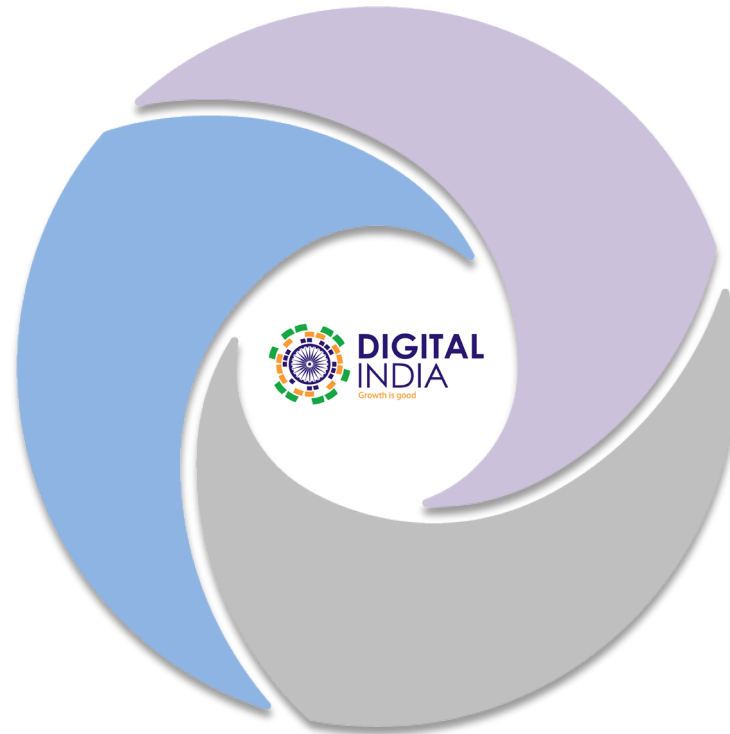
Online education will grow **1.96 Billion*** by 2021

**KPMG & Google*

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

DIGITAL INDIA - A PERFECT STORM

NATIONAL DIGITAL COMMUNICATIONS POLICY (2020 GOALS)



CONNECT INDIA - *planned*

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

CONNECT INDIA - *so far*

- 20000 villages connected
- 81000 schools connected
- 18.2 Mn households by this year
- 0.30 Mn currently; to reach 2.1 Mn by year 2021

PROPEL INDIA

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

PROPEL INDIA - *so far*

- Investments as on date - INR 30.73 Bn

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

GOVERNMENT TARGET



J

JAN DHAN YOJANA
Bank accounts for all

A

Universal identity for all
AADHAR

M

Mobile & MUDRA Loans
Anywhere accessibility & Unsecured loans to small/Marginal operators

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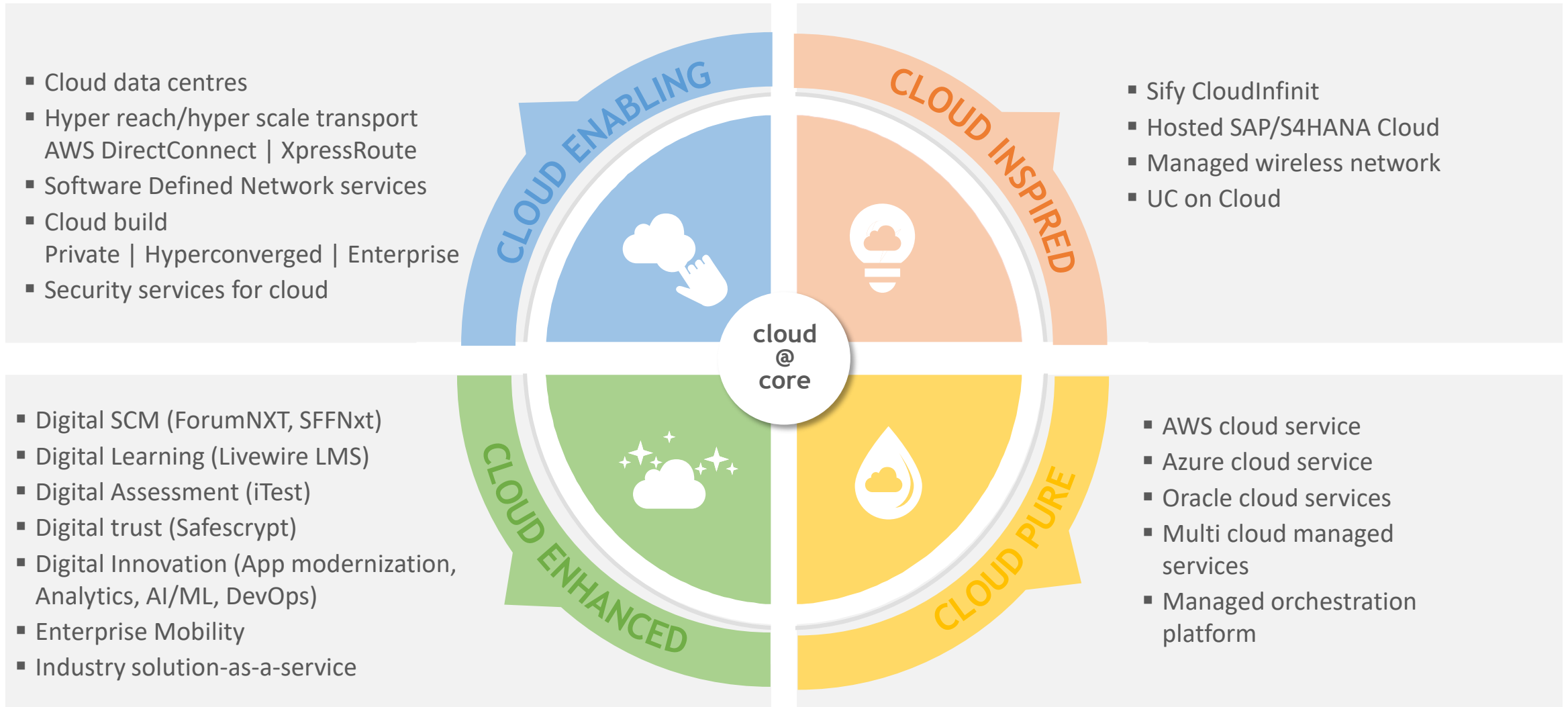
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1 Bn Aadhar cards linked to **1 Bn bank accounts** and **1 Bn mobile phones** with total target of **INR 33K crores for FY19**

HOW ARE WE THE RIGHT FIT?

sify'

CLOUD@CORE: OUR NEXT ENGINE FOR GROWTH



OUR KEY ASSETS

Sify Assets

Relevance to Digital India

- 6 Pan-India DCs with 47MW capacity (utility)
 - Plans to double capacity. **Currently highest market share of on-stream DCs**

- 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
 - 47 on-net data centers. **Single largest DC Network provider and highest 3rd party occupancy**

- 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
 - Cloudinfinite, iTest, ForumNXT, SAP/Oracle

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

Sify’s assets are ideally matched to the Digital India opportunity

TELECOM SERVICES

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

DC, CLOUD & MANAGED SERVICES

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



TECHNOLOGY INTEGRATION SERVICES

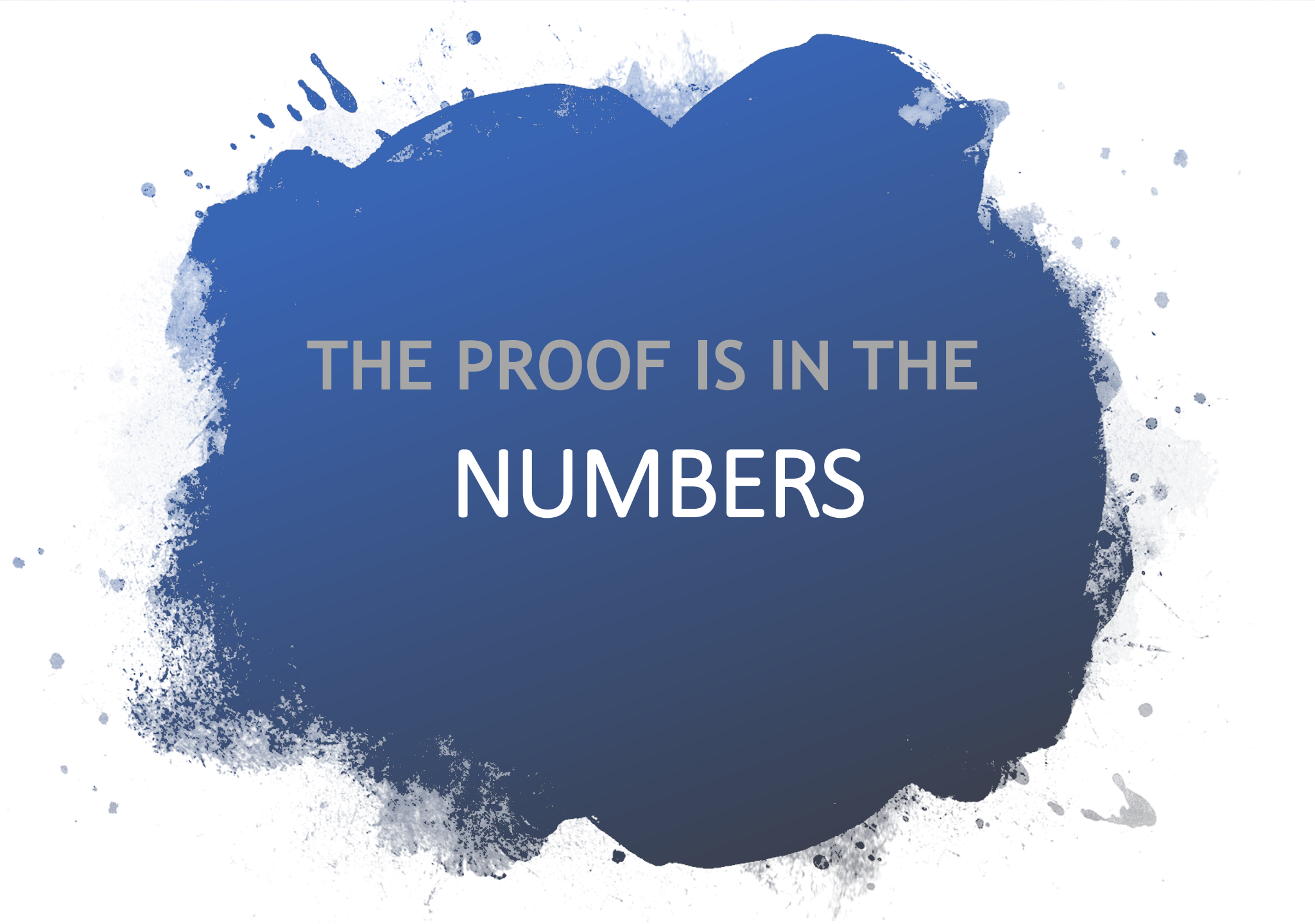
- Data Center IT
- Network Integration
- Information Security Services
- Collaboration Services
- End User Computing Services

APPLICATIONS SERVICES

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

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)



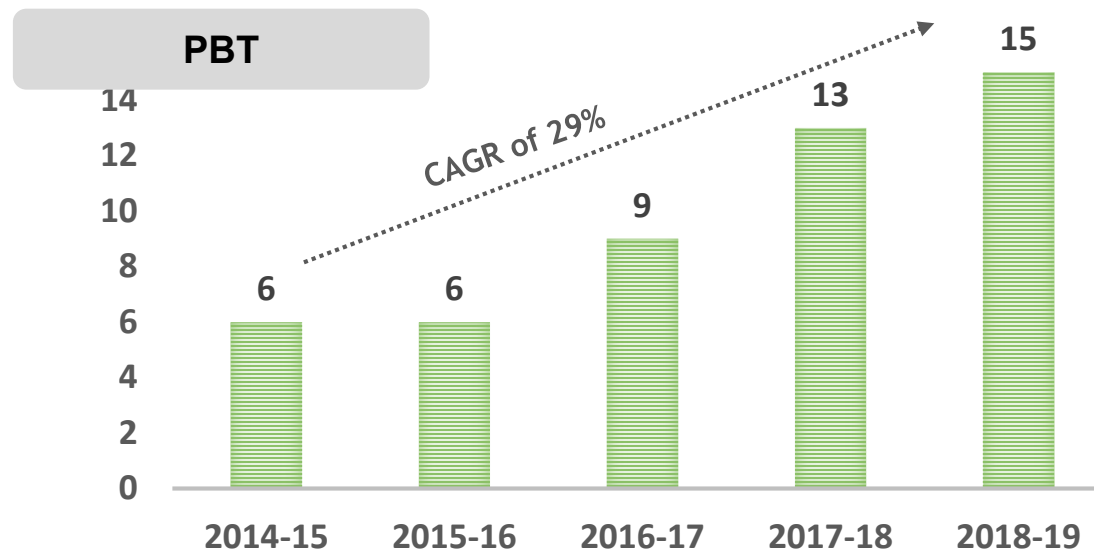
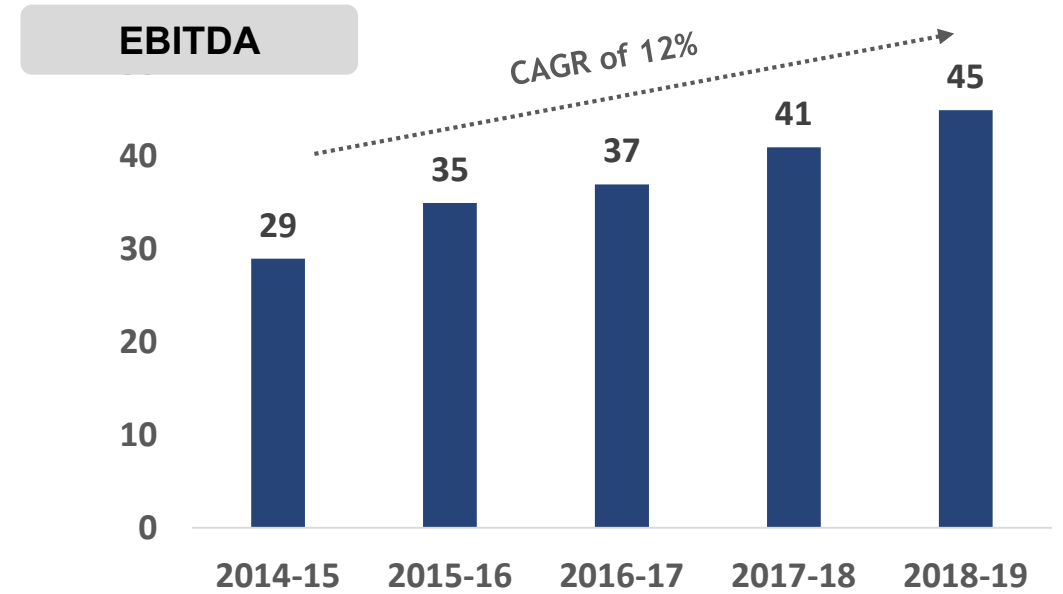
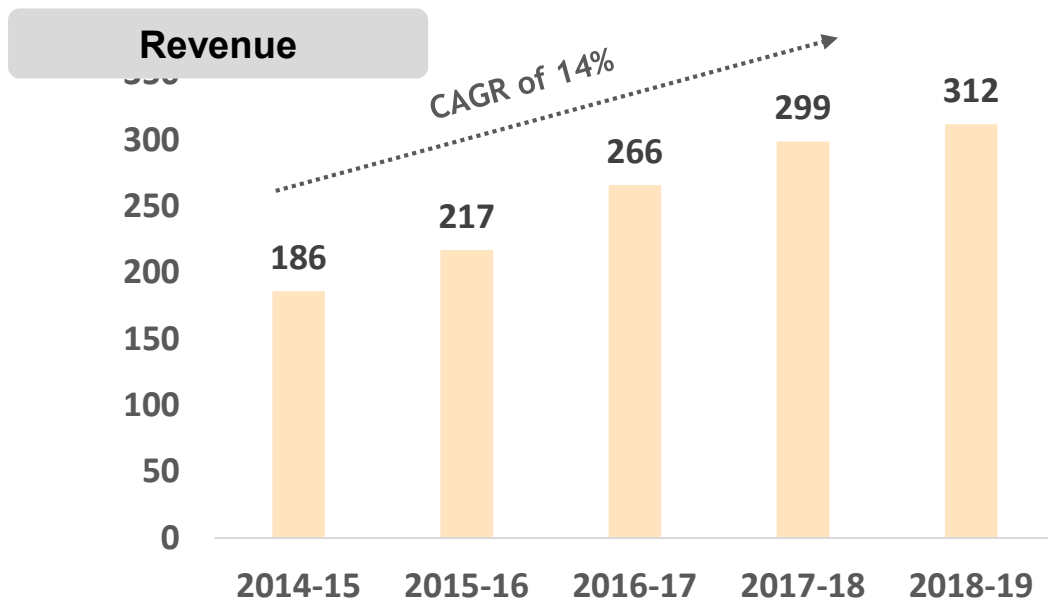
THE PROOF IS IN THE
NUMBERS

FINANCIAL HIGHLIGHTS



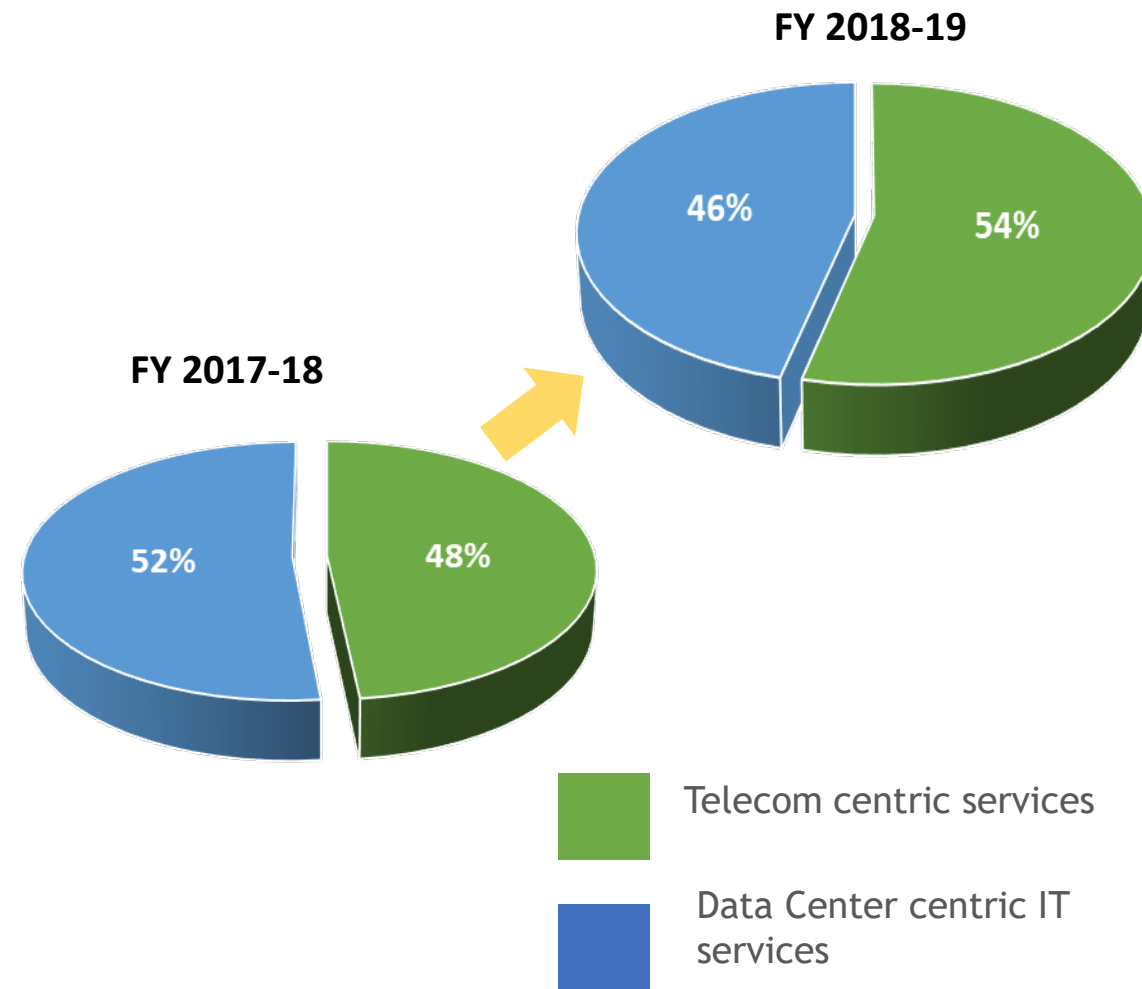
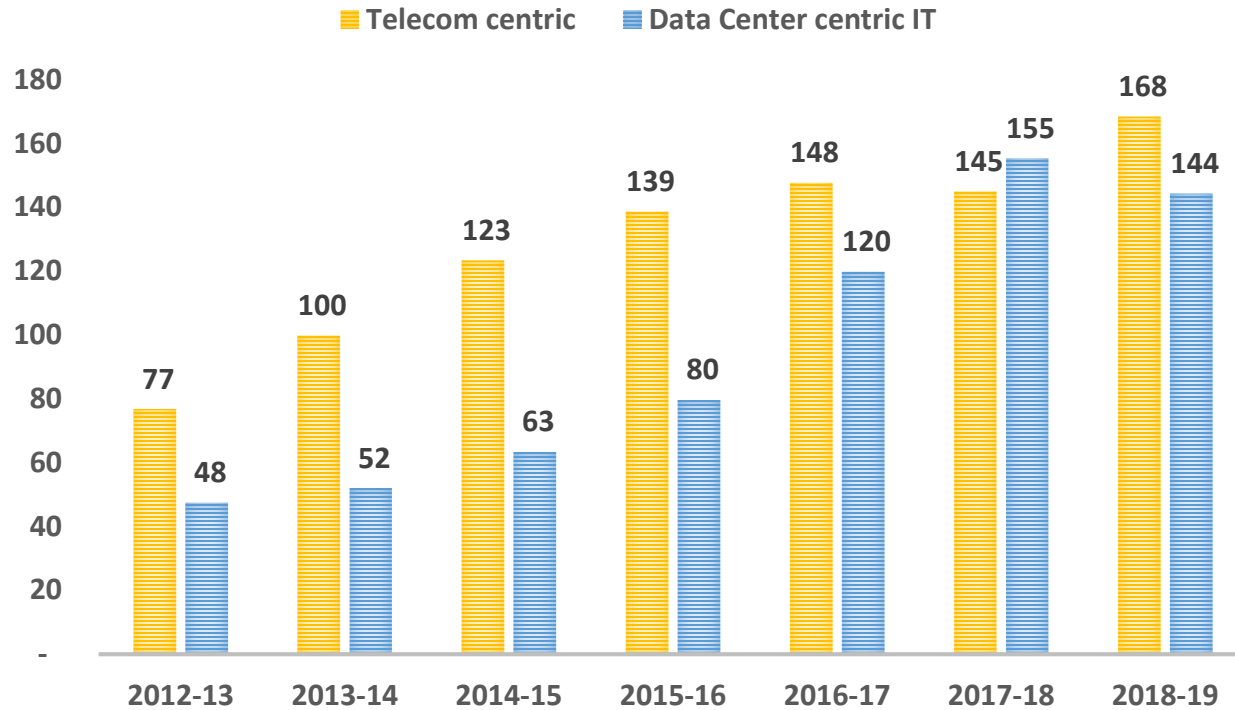
- Q1 Revenue FY 19-20 US \$80 Mn
- FY 2018-19 Revenue of **US\$ 312 Mn** (INR 2000 + Cr)
- DC centric IT Services **now contributes approx. 50%** of the overall revenue.
- **Revenue Growth** : CAGR 14% in last 5 years
- **EBITDA Growth** : CAGR 12% in last 5 years
- **PAT** : CAGR 29% in last 5 years
- Dividend distributed to shareholders for **sixth consecutive year** (FY 18 - 19)
- 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 2019 : BBB- to A+ (**5 notches improvement**)
- 20th continuous year of listing on the NASDAQ stock market

financial metrics for last 5 years – in \$ Mn in constant currency 1 USD @ INR 69.17 (Mar 31, 2019)

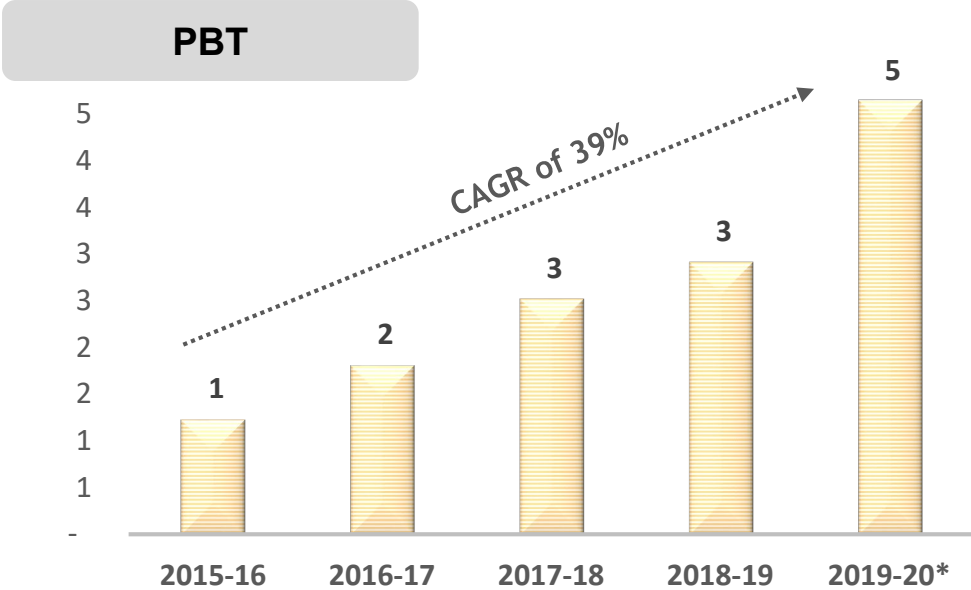
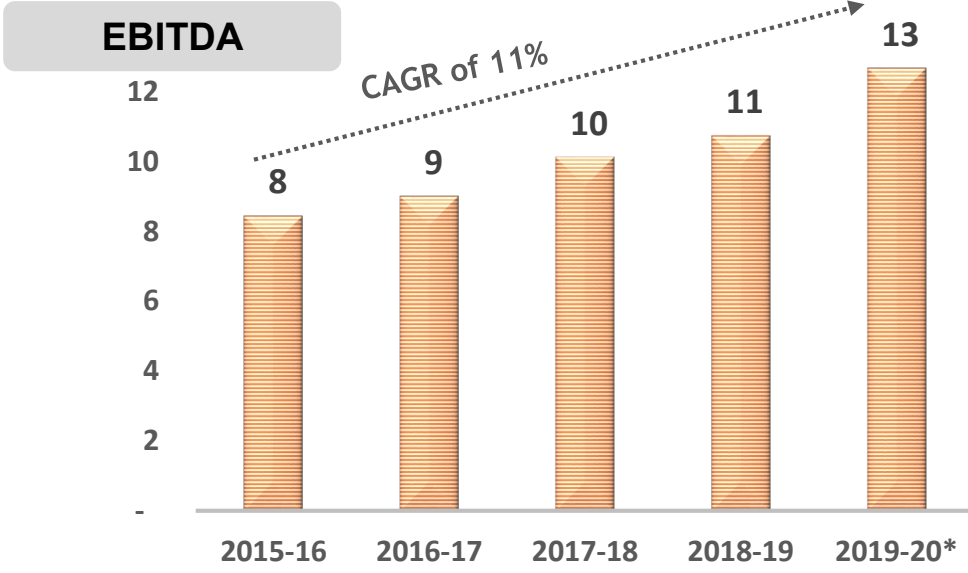
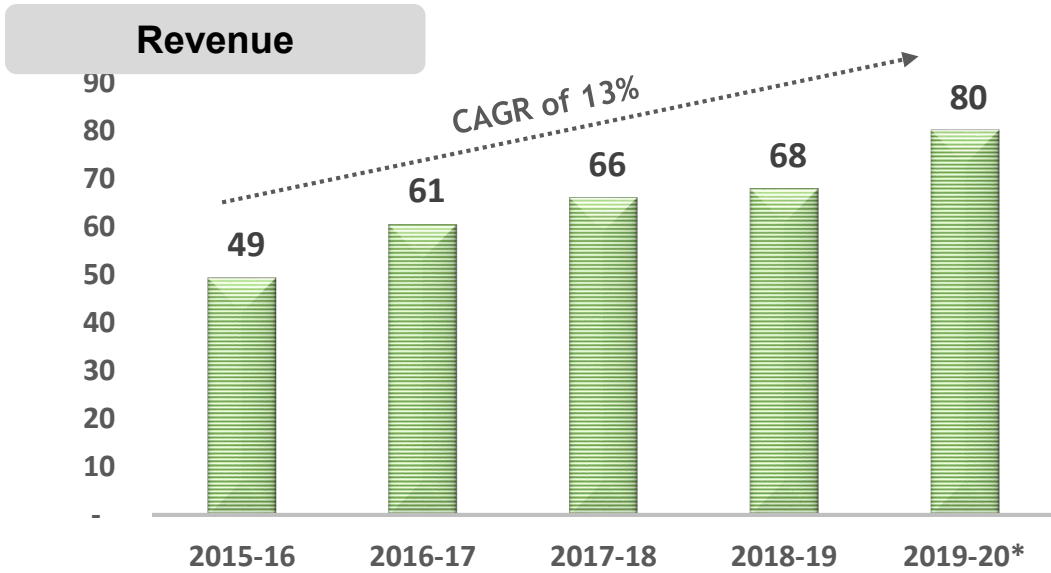


SEGMENT-WISE PERFORMANCE in \$ Mn

in constant currency 1 USD @ INR 69.17



financial metrics for Q1 last 5 quarters – in \$ Mn in constant currency 1 USD @ INR 68.92 (Jun 30, 2019)



* Q1 FY 2019-20 – Figures are Unaudited

OPERATING PERFORMANCE AND FINANCIAL POSITION



Operating Performance

(In INR Mn)

Description	Quarter ended June 2019	Quarter ended June 2018	Year ended March 2019 (Audited)
Revenue	5,518	4,683	21,547
Cost of Revenues	(3,550)	(2,845)	(13,602)
Selling, General and Administrative Expenses	(1,094)	(1,097)	(4,823)
EBITDA	874	741	3,122
Depreciation and Amortisation expense	(506)	(387)	(1,534)
Net Finance Expenses	(64)	(134)	(682)
Other Income (including exchange gain)	28	34	217
Other Expenses (including exchange loss)	(12)	(53)	(52)
Profit before tax	320	201	1,071
Income tax expense	(104)	-	(3)
Profit for the period	216	201	1,068

STRATEGIC PARTNERSHIPS



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



It's a momentous occasion for us and we would appreciate your presence in joining us in ringing the Opening bell.

Please be our guest.

Date: October 21, 2019

Time: 10 AM to 12 Noon
Investor Conference followed by Lunch

Location: Nasdaq MarketSite

RSVP: Praveen Krishna
praveen.krishna@sifycorp.com

+919840926523

A large, dark, irregular ink blot with splatters on a white background. The blot is roughly circular but has jagged, uneven edges, suggesting it was made with a brush or a thick marker. The color is a deep, dark blue or black. There are numerous small, dark splatters and droplets scattered around the main blot, particularly towards the top and right sides. The overall effect is artistic and expressive.

THANK YOU