

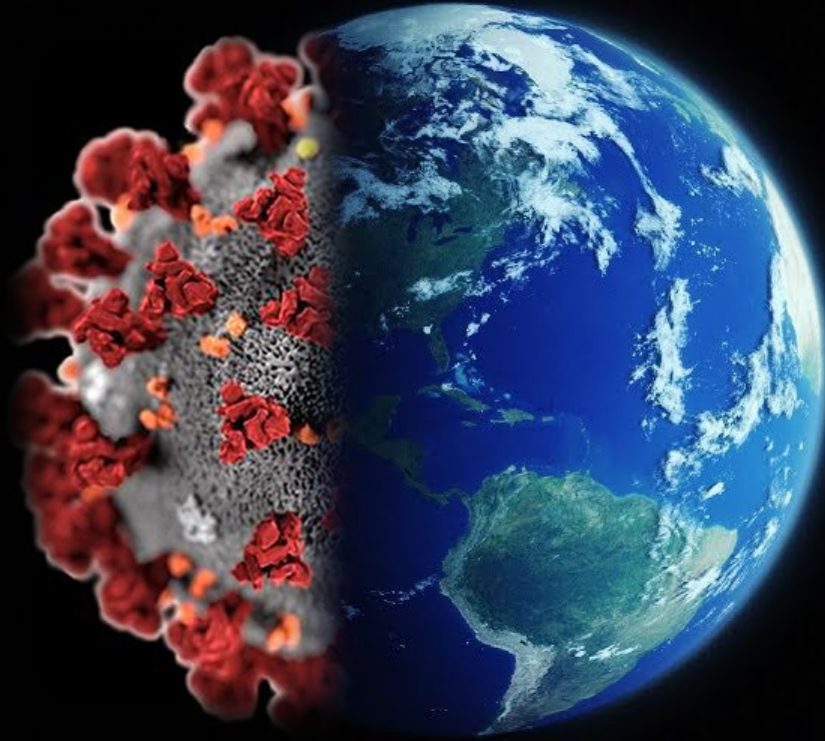
The background features a hand reaching out towards a wireframe globe of Europe, set against a blue city skyline at night. A network of white dots and lines is overlaid on the scene. A horizontal lime green bar is positioned above the text.

INVESTOR PRESENTATION 2020

June 2020

AGENDA

-  **01** THE WORLD IS CHANGING
-  **02** AND SO ARE THE DEMAND DRIVERS
-  **03** HOW ARE WE IMPACTED & RESPONDING
-  **04** THE PROOF : OUR FINANCIALS
-  **05** RIGHT PLACE : INDIA



2/3rd OF THE WORLD WILL DO BUSINESS DIFFERENTLY POST COVID

IMPACT OF COVID-19 ON INDUSTRY VERTICALS: TECHNOLOGY SPEND



TSP Industry Impacts on Technology Investment Due to COVID-19

Industry	Short-Term Impact on Tech Investment	Long-Term Impact on Tech investment
Banking and Securities	Negative ↓	Uncertain ↔
Communications	Positive ↑	Positive ↑
Education	Positive ↑	Positive ↑
Public Sector	Positive ↑	Positive ↑
Healthcare	Positive ↑	Positive ↑
Insurance	Negative ↓	Uncertain ↔
Manufacturing	Negative ↓	Uncertain ↔
Retail	Negative ↓	Uncertain ↔
Transportation	Negative ↓	Negative ↓

Source: Gartner

IMPACT OF COVID-19 ON SERVICE LINES



■ Negative ■ Neutral ■ Positive

2020 Annual Growth (Constant US\$)	Grand Total	North America	Western Europe	Greater China	Japan (Region)	Emerging Asia/Pacific	Latin America	Mature Asia/Pacific	Middle East and North Africa	Sub-Saharan Africa	Eastern Europe	Eurasia
Business												
Devices												
Mobile Phones	●●	●●	●●●	●●	●●	●	●●●	●●	●●●	●	●●●	●●●
PCs and Tablets	●●	●●	●●●	●●	●●	●	●●●	●●	●●●	●	●●●	●●●
Printers	●●	●●	●●●	●●	●●	●	●●●	●●	●●●	●	●●●	●●●
All Devices	●●	●●	●●●	●●	●●	●	●●●	●●	●●●	●	●●●	●●●
Data Center Systems												
Enterprise Network Equipment	●	●	●●	●	●●	●	●●●	●●	●	●●	●●	●
External Controller-Based Storage	●●●	●●●	●●●	●	●●	●	●●●	●●	●●●	●●	●●	●
Servers	●	●	●●	●	●●	●	●●	●	●●	●	●●	●
Unified Communications	●	●	●	●	●	●	●	●	●	●	●	●
All Data Center Systems	●	●	●	●	●	●	●●	●	●	●	●	●
Software												
Enterprise Application Software	●	●	●	●	●	●	●●	●	●	●	●	●
Infrastructure Software	●●	●●	●●	●	●●	●	●●	●	●	●	●	●
All Software	●●	●●	●●	●	●●	●	●●	●	●	●	●	●
IT Services												
Business Process Outsourcing	●●	●●	●●	◆	●●	●	●●●	●	●	●●	●	●
Consulting	●●	●●	●●	◆	●	●	●●●	●	●	●●	●	●
Implementation	●●	●●	●●	◆	●	●	●●●	●	●	●●	●	●
Managed Services and Cloud Infrastru	●	●	●	◆	●	●	●●	●	●	●	●	●
All IT Services	●	●	●	◆	●	●	●●	●	●	●	●	●
Communication Services												
Enterprise Fixed Services	●	●●	●●	●	●	●	●●	●	●	●●	●●	●●
Enterprise Mobile Services	●	●●	●●	●	●	●	●●	●	●	●●	●●	●●
All Communication Services	●	●●	●●	●	●	●	●●	●	●	●●	●●	●●
All Business	●	●●	●●	●	●	●	●●	●	●	●	●	●
Consumer												
Devices												
Mobile Phones	●●	●●	●●●	●●	●●	●●	●●	●●	●●●	●●	●●●	●●
PCs and Tablets	●●	●●	●●●	●●	●●	●●	●●	●●	●●●	●●	●●●	●●
Printers	●●	●●	●●●	●●	●●	●●	●●	●●	●●●	●●	●●●	●●
All Devices	●●	●●	●●●	●●	●●	●●	●●	●●	●●●	●●	●●●	●●
Communication Services												
Consumer Fixed Services	◆	◆	◆	◆	◆	●	◆	●	●●	◆	◆	◆
Consumer Mobile Services	◆	◆	◆	◆	◆	●	◆	●	●	◆◆	◆	◆◆
All Communication Services	◆	◆	◆	◆	◆	●	◆	●	●	◆◆	◆	◆◆
All Consumer	◆	◆	◆	◆	◆	●	◆	●	●	◆	◆	◆

The green squares represent positive growth, while the red circles represent negative growth.

India falls under Emerging Asia/Pacific

Note: Managed Services and Cloud Infrastructure are Green

Each dot represents 5% growth

TOP 10 DIGITAL TRENDS - AND THEIR DRIVERS

Online Shopping and Robot Deliveries

Big data, GUI intelligence, Machine learning and human interface intelligence

**Capgemini Research Institute*

Digital and contactless Big payments

RPAs, Machine learning, Alienware automation, WiFi Networks

**Capgemini Research Institute*

Remote working

Network & Hardware security, Closed loop software, Cloud networks

**Blue Jeans & CISCO*

Distance learning

Network redundancy, Cloud elasticity, Data lakes and libraries

**WEF*

Telehealth

Network penetration, Data lakes, Cloud connects

**Practo*

Online Entertainment

Server mirrors, Data Centers, Network authentication

**KPMG 2020 & Comscore*

Supply chain 4.0

Remote supply chain management, Intelligent SKU, RF readers

**WEF*

3D printing

Cluster management, JIT Custom manufacturing

**Formlabs*

Robotics & Drones

Intelligent maps, Precision engineering

**IDC*

5G

Rich networks, Dense PoPs

SIFY SERVICES ALIGNMENT : FULL SPECTRUM OF CLOUD PLAY



CLOUD ENABLING

- Cloud DC
- Hyper reach/Hyper scale transport
Oracle FastConnect | ExpressRoute | DirectConnect | Partner Interconnect
- Software Defined Network services
- Cloud build
Private | Hyperconverged | Enterprise
- Security services for cloud
- Migration and Implementation services



CLOUD INSPIRED

- Sify CloudInfinitt
- Hosted SAP/S4HANA Cloud
- Managed wireless network
- UC on Cloud



CLOUD PURE

- AWS Cloud services
- Azure Cloud services
- Oracle Cloud services
- Multi Cloud Management platform
- Multi Cloud Managed services



CLOUD ENHANCED

- Digital SCM (ForumNXT, SFFNxt)
- Digital Learning (Livewire LMS)
- Digital Assessment (iTest)
- Digital trust (Safescrypt)
- Digital Innovation (App modernization, Analytics, AI/ML, DevOps)
- Enterprise Mobility
- Industry solution-as-a-service

Aligned to our Customer's Cloud Transformation Pursuit

OFFERED OFF THE COMPLETE ICT ECOSYSTEM



NETWORK SERVICES

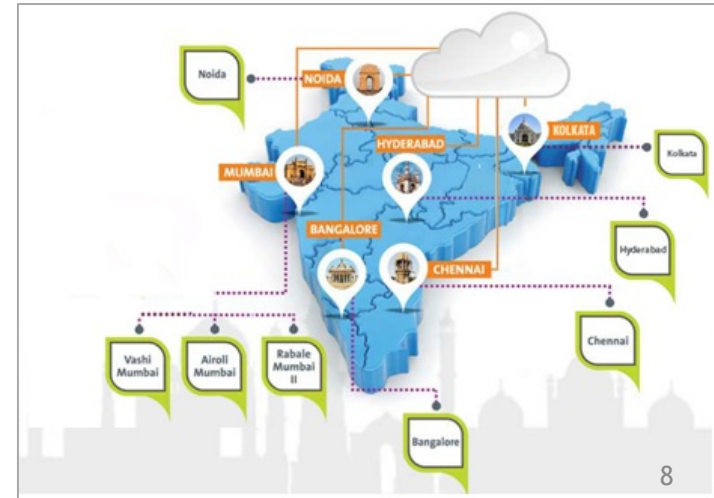


India's widest MPLS and Partner network

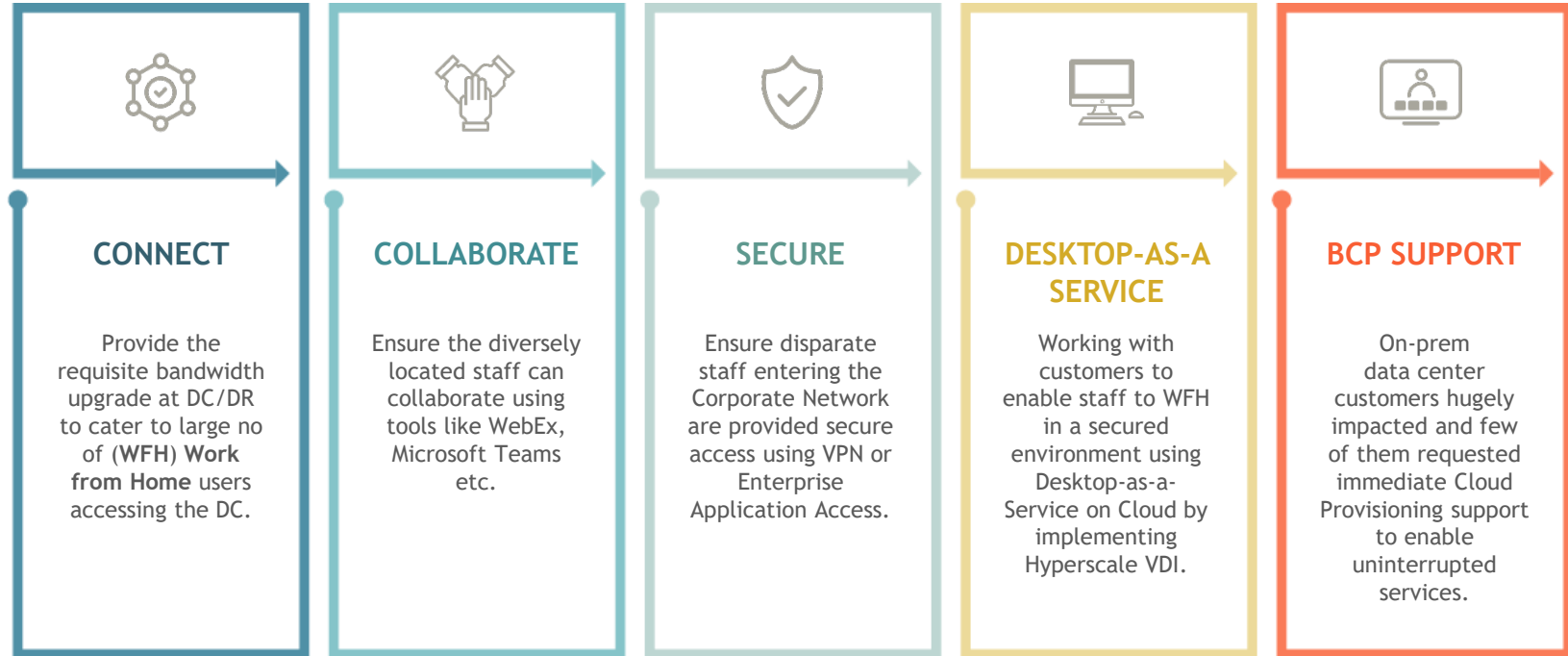


The DC fabric offering the most Interconnects to the Cloud from India

DATA CENTER SERVICES

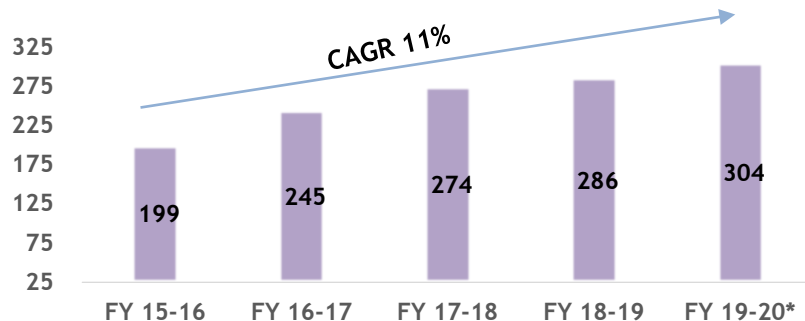


SIFY COVID-19 RESPONSE: BUSINESS SOLUTIONS FOR MARKET

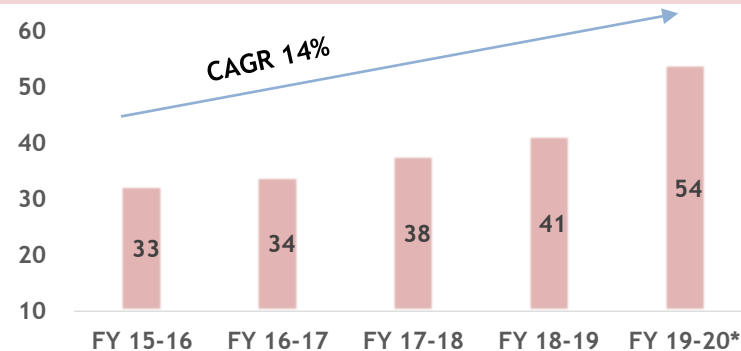


FINANCIAL METRICS for last 5 years - IN \$ MN in constant currency 1 USD @ INR 75.39

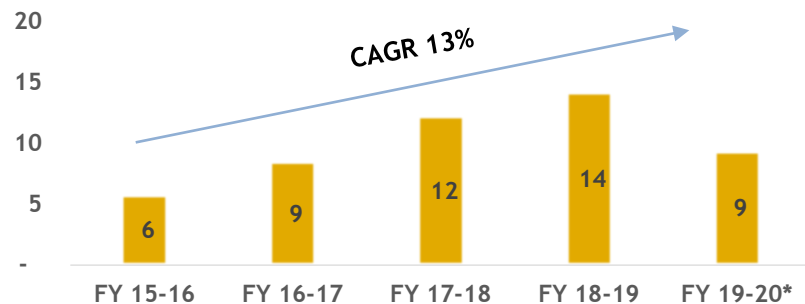
Revenue



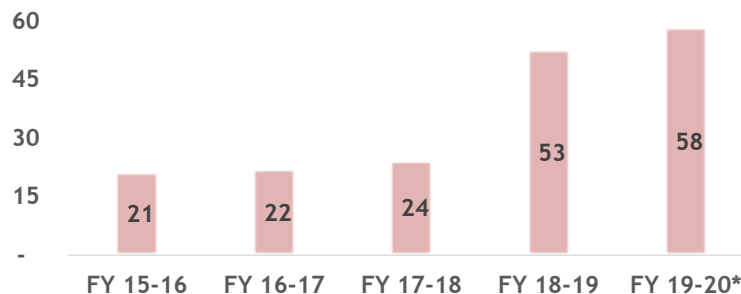
EBITDA



PAT



Capital Expenditure



Income Tax Expense for the FY 19-20 is \$5 Mn (previous FYs Nil)

* FY 2019-20 - Figures are Unaudited

FINANCIAL STATEMENTS OVER LAST 5 YEARS - IN \$ MN IN CONSTANT CURRENCY 1 USD @ INR 75.39



INCOME STATEMENT

Details	15-16	16-17	17-18	18-19	19-20*
Revenue	199	245	274	286	304
COGS	(121)	(158)	(178)	(180)	(191)
SG&A	(46)	(53)	(58)	(65)	(59)
EBITDA	32	34	38	41	54
Depreciation	(21)	(23)	(23)	(20)	(30)
Net finance Expense	(6)	(4)	(5)	(9)	(11)
Other income	1	2	2	2	1
PROFIT BEFORE TAX (PBT)	6	9	12	14	14
Income Tax Expense #	-	-	-	-	(5)
PROFIT AFTER TAX (PAT)	6	9	12	14	9

Income Tax Expense for the FY 19-20 is \$5 Mn (previous FYs Nil) due set-off of carried losses till FY 2018-19

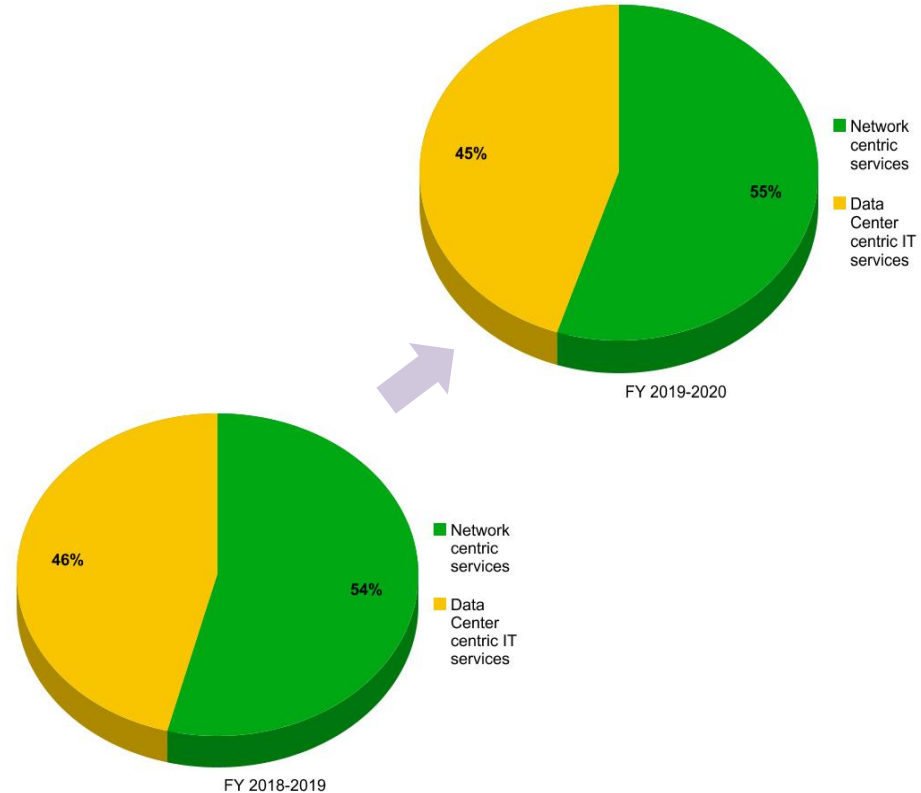
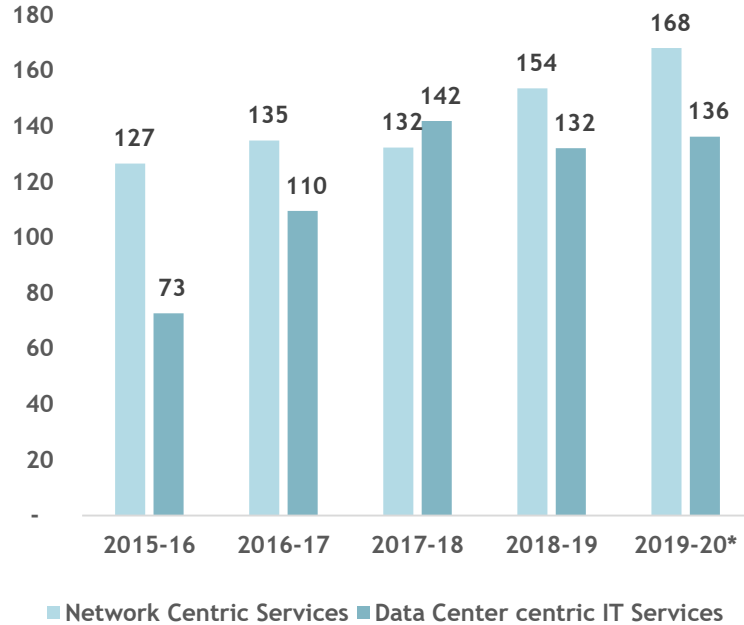
Cash flows	15-16	16-17	17-18	18-19	19-20
Operating activities	32	23	28	19	67
Investing activities	(21)	(21)	(24)	(53)	(57)
Financing activities	(8)	(3)	(14)	41	0
Cash and cash equivalents at the year end	23	25	30	30	35

BALANCE SHEET

Details	15-16	16-17	17-18	18-19	19-20*
Equity	99	110	119	143	151
Borrowings (LT)	13	12	27	44	50
Borrowings (ST)	34	47	48	65	74
Lease Liabilities	-	-	-	-	24
Other Liabilities	100	118	131	145	155
Total Liabilities	247	286	324	397	453
Fixed assets	92	95	103	122	166
Right of Use Assets	-	-	-	-	51
Lease hold prepayments	12	13	18	18	-
Inventories	10	16	9	23	17
Receivables	98	116	142	168	159
Cash	23	25	30	30	35
Other Assets	12	20	22	37	25
Total Assets	247	286	324	397	453

SEGMENT-WISE PERFORMANCE

in constant currency 1 USD @ INR 75.39



DIGITAL INDIA: WHAT'S HAPPENING?



Investments in Indian IT digital platforms

*Facebook, Silver Lake, Vista Equity Partners, General Atlantic, KKR, Abu Dhabi-based Mubadala, and Abu Dhabi Investment Authority, TPG and L Chatterton invest more than **14B** in Reliance Jio*



Healthy Start Up ecosystem

*>27K startups. **\$11B** raised in FY 2019-20*



Internet penetration

*+ **40M** per year increase in active internet subscribers*



Rural Digital penetration

*The internet user base in India has exceeded **500M** mark. Annual growth of 18%*



Expanding the Digital Economy

*Jan 2020, Amazon India announced. **US\$ 1B** to build SMB ecosystem*

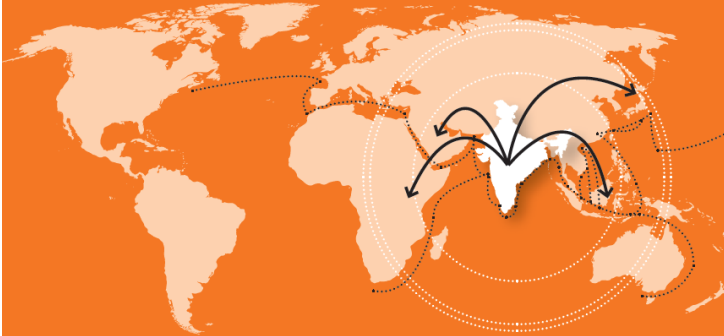
E-BUSINESS

ADVANTAGE INDIA



REGIONAL HUB OF DISTRIBUTION

India is strategically located where it meets the emerging
**African Nations, the Middle East,
ASEAN countries and East Asian
economies** of China, Japan and South Korea



..... Indian Ocean Maritime Trade Route

- **6th**
largest Consumer market
- **18%**
share of global population
- **31%**
Urban population

EMERGING GLOBAL ECONOMY

Major **Growing Economy**

GDP of India has expanded by
2.57 times from 2004-05 to 2018-19

Ranks **43rd in Global Competitiveness**

Source: IMD World Competitiveness Rankings

INFRASTRUCTURE BOOST

USD 1.4 tn **Investment in
Infrastructure** over the
next 5 years

Infrastructure Investment
Equivalent to total GDP of Indonesia and
Thailand combined (2018)

Reduce Logistic Cost
to 10% of GDP from 14% presently

ADVANTAGE INDIA



SMOOTH GOVERNANCE

Improved EoDB:

India has improved its EoDB Ranking from **142** (in 2015) to **63** (in 2019). Ranks in which India improves significantly are:

Starting Business: from **158** to **137**

Dealing with Construction Permit: from **184** to **27**

Getting Electricity: from **137** to **22**

Getting Credit: from **36** to **25**

Trading Across Border: from **126** to **80**



Reduced Time to Start Business:

For various procedural reforms, investor may save their implementation time in various stages, which inter alia includes:

Starting a business: **28.4** days to **18** days

Procedure time to Start business: **158** days to **137** days

Time for obtaining construction permits: **185.9** days to **106** days

Time for Electricity connection: **105.7** days to **53** days

IEMs Implemented

USD \$105 Bn (Apr, 2015 – Oct, 2019) more than **doubled** from USD \$39 Bn (2010 – 2014)



Top 10 Improvers in EoDB Rankings:

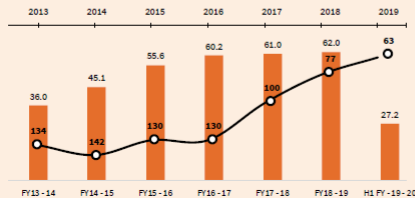
India is the only country in the world to rank among the top 10 improvers for the **third consecutive year**, as per the latest Ease of Doing Business rankings released in 2019



Improved Ease of Business & Growing Investment Inflows

Foreign Direct Investments India, 2013-19 (US\$ Bn)

More than half of all FDI has come in last 5 years



World Bank's Doing Business Rankings 2013-19

79 Positions Jump

Improvements Since 2014

https://dipco.gov.in/sites/default/files/FDI_Factsheet_4September2019.pdf

Focused Digital economy plans



GROWING DIGITAL PENETRATION & TECHNOLOGY ADOPTION

Over **600 million Internet Users** in India. 44x increase in data consumption during 2015-19.

India is home to the **world's 3rd Largest Startup Ecosystem**, having added over 1,300 tech startups in 2019.

Number of Indian **Unicorns** could increase to **95-105 by 2025***.

*Source: NASSCOM

Readying for Industry 4.0: The government has been propagating radical digitisation to impel economic inclusiveness and social transformation, through many initiatives like **Digital India, Make in India and Skill India**. India is now readying for an era of increased digitisation, heralding the advent of Industry 4.0, powered by new age technologies such as the Internet of Things, Artificial Intelligence, and Robotics.



3rd Largest Tech Startup Hub; after US and China

Future R&D Powerhouse of the World:

Host to over 40% the world's Global In-house Centers (GICs) are located in India and is the 7th largest patent filing office in the world as per WIPO.



cloud@core

Thank you

