Q1 FY 2020-21 UPDATE

April to June 2020

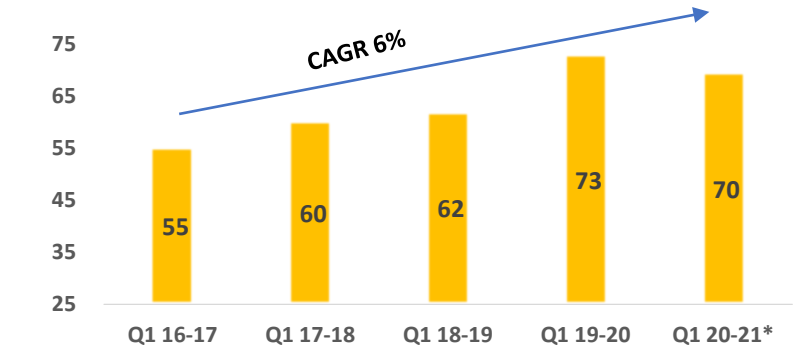
investor presentation

July 2020

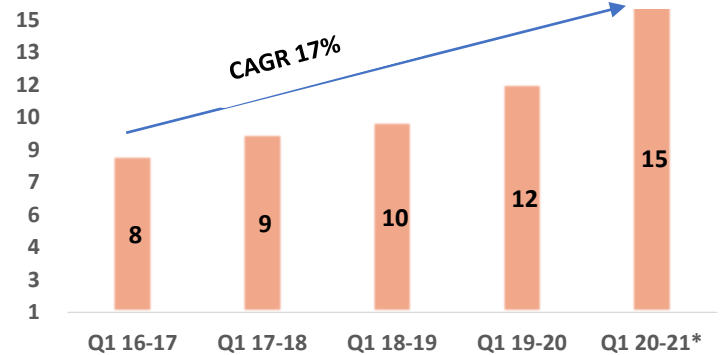
FINANCIAL METRICS FOR Q1 FOR LAST 5 YEARS

In $ MN in constant currency 1 USD @ INR 75.53 (June 30, 2020)

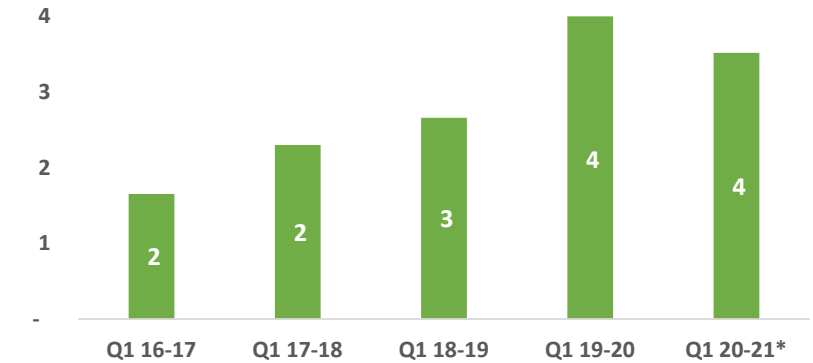
Revenue



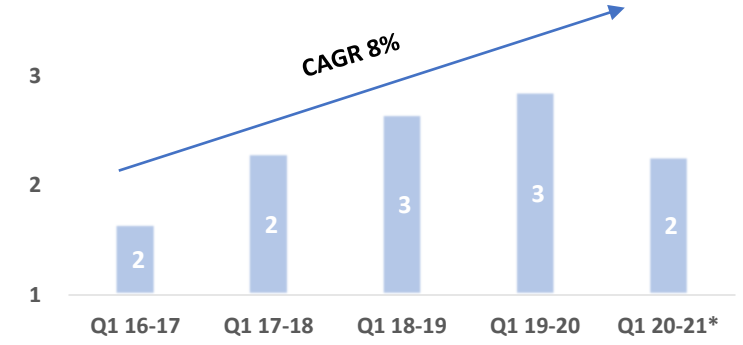
EBITDA



PBT



PAT**



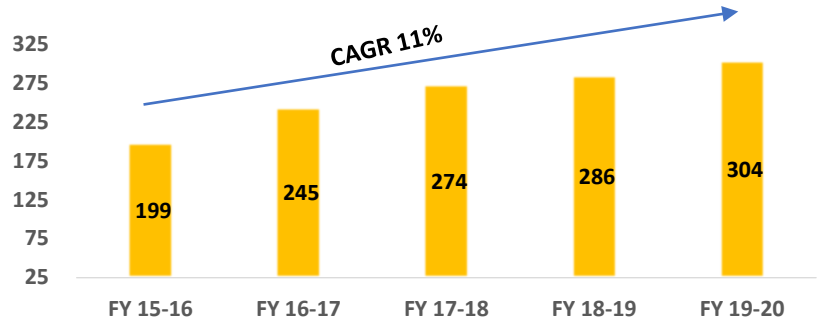
*Unaudited Numbers

**PAT for the Q1 Jun 19 & Jun 20 is after considering a tax expense of $1.38 Mn & $ 1.25 Mn respectively (previous periods Nil) due to set-off of carried forward loss till FY 2018-19

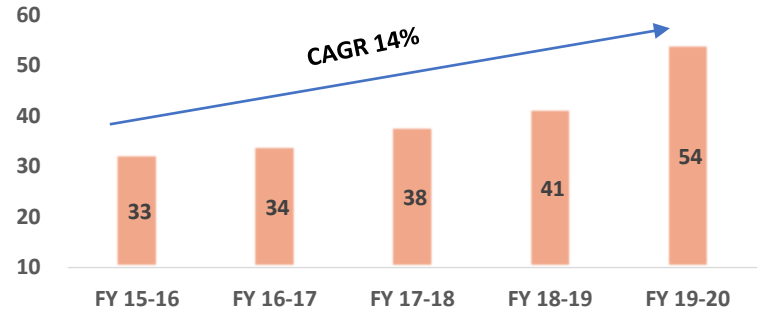
FINANCIAL METRICS FOR THE LAST 5 YEARS

In $ MN in constant currency 1 USD @ INR 75.39 (March 31, 2020)

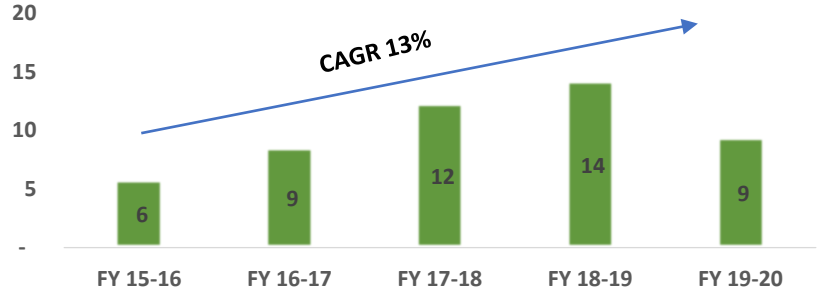
Revenue



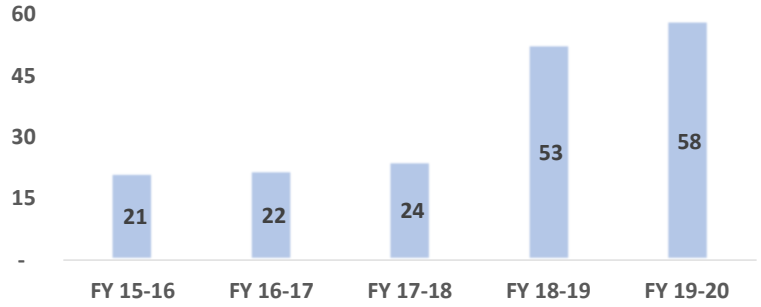
EBITDA



PAT



Capital Expenditure



Audited Numbers

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

FINANCIAL METRICS FOR LAST 5 YEARS

IN CONSTANT CURRENCY 1 USD @ INR 75.39 (MARCH 31, 2020)

Audited Numbers

INCOME STATEMENT

Details	15-16	16-17	17-18	18-19	19-20
Revenue	199	245	274	286	304
COGS	(121)	(157)	(178)	(180)	(191)
SG&A	(46)	(53)	(58)	(65)	(60)
EBITDA	32	34	38	41	54
Depreciation	(21)	(23)	(23)	(20)	(30)
Net finance Expense	(7)	(4)	(5)	(9)	(11)
Other income	1	2	3	3	1
PROFIT BEFORE TAX (PBT)	6	9	12	14	14
Income Tax Expense #	-	(0)	(0)	(0)	(5)
PROFIT AFTER TAX (PAT)	6	9	12	14	9

CASH FLOW STATEMENT

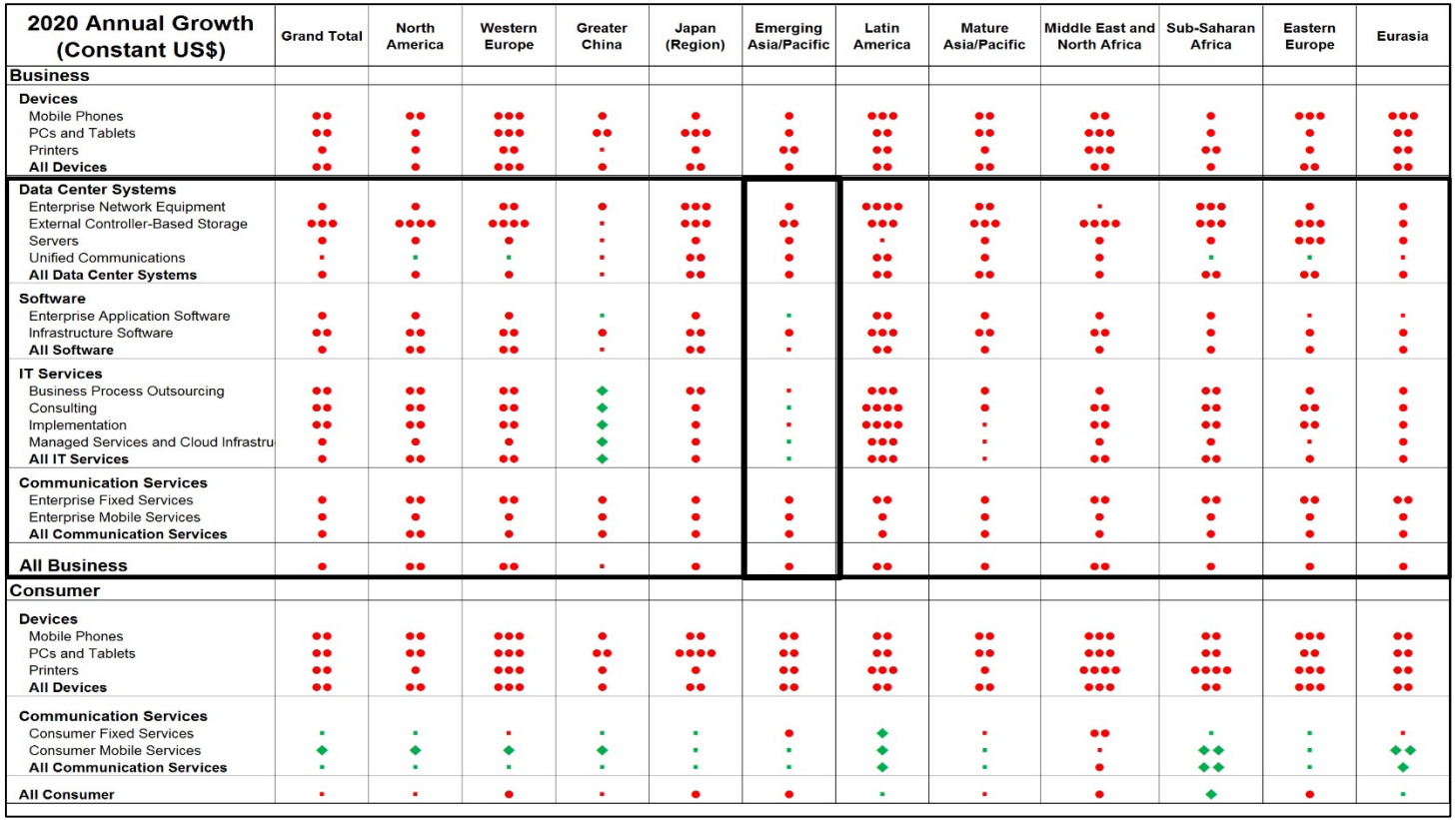
Cash flows	15-16	16-17	17-18	18-19	19-20
Operating activities	32	23	28	19	67
Investing activities	(21)	(21)	(24)	(53)	(57)
Financing activities	(8)	(3)	(14)	41	0
Cash and cash equivalents	23	25	30	30	35

BALANCE SHEET

Details	13-14	14-15	15-16	16-17	17-18	18-19	19-20
Equity	92	95	99	110	119	143	151
Borrowings (LT)	8	9	13	12	27	44	50
Borrowings (ST)	20	31	34	47	48	65	74
Lease Liabilities	-	-	-	-	-	-	24
Other Liabilities	67	86	100	118	131	145	156
Total Liabilities	187	222	247	286	324	397	454
Fixed assets	82	86	92	95	103	122	166
Right of Use Assets	-	-	-	-	-	-	51
Lease hold prepayments	11	11	12	13	18	18	-
Inventories	3	2	10	16	9	23	17
Receivables	65	88	98	116	142	168	160
Cash	17	20	23	25	30	30	35
Other Assets	10	15	12	20	22	37	25
Total Assets	187	222	247	286	324	397	454

IMPACT OF COVID 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												

Each dot represents 5% growth

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

SIFY COVID-19 RESPONSE: BUSINESS SOLUTIONS FOR MARKET

CONNECT

Provide the requisite bandwidth upgrade at DC/DR to cater to large no of (**WFH**) **Work from Home** users accessing the DC.

COLLABORATE

Ensure the diversely located staff can collaborate using tools like WebEx, Microsoft Teams etc.

SECURE

Ensure disparate staff entering the Corporate Network are provided secure access using VPN or Enterprise Application Access.

DESKTOP-AS-A SERVICE

Working with customers to enable staff to WFH in a secured environment using Desktop-as-a-Service on Cloud by implementing Hyperscale VDI.

BCP SUPPORT

On-prem data center customers hugely impacted and few of them requested immediate Cloud Provisioning support to enable uninterrupted services.

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 CloudInfinit
- 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

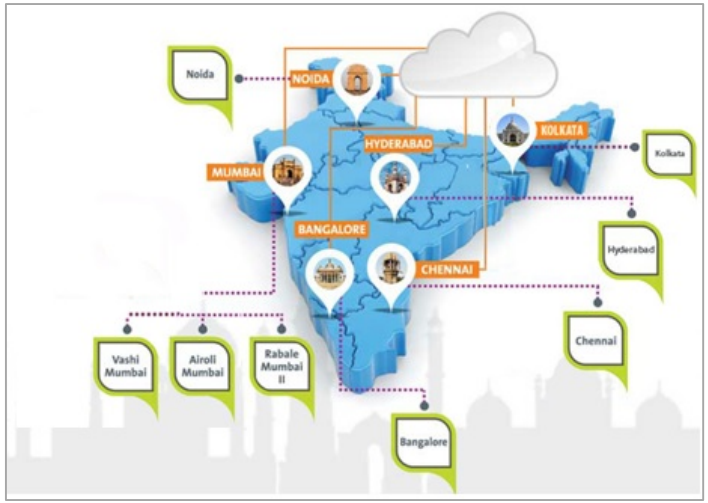
TECHNOLOGY INTEGRATION SERVICES

APPLICATIONS INTEGRATION SERVICES

CLOUD AND MANAGED SERVICES

NETWORK SERVICES

India's widest MPLS
and
Partner network

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

DATA CENTER SERVICES