

# INVESTOR PRESENTATION



SIDOTI MICRO CAP CONFERENCE – NEW YORK 2022



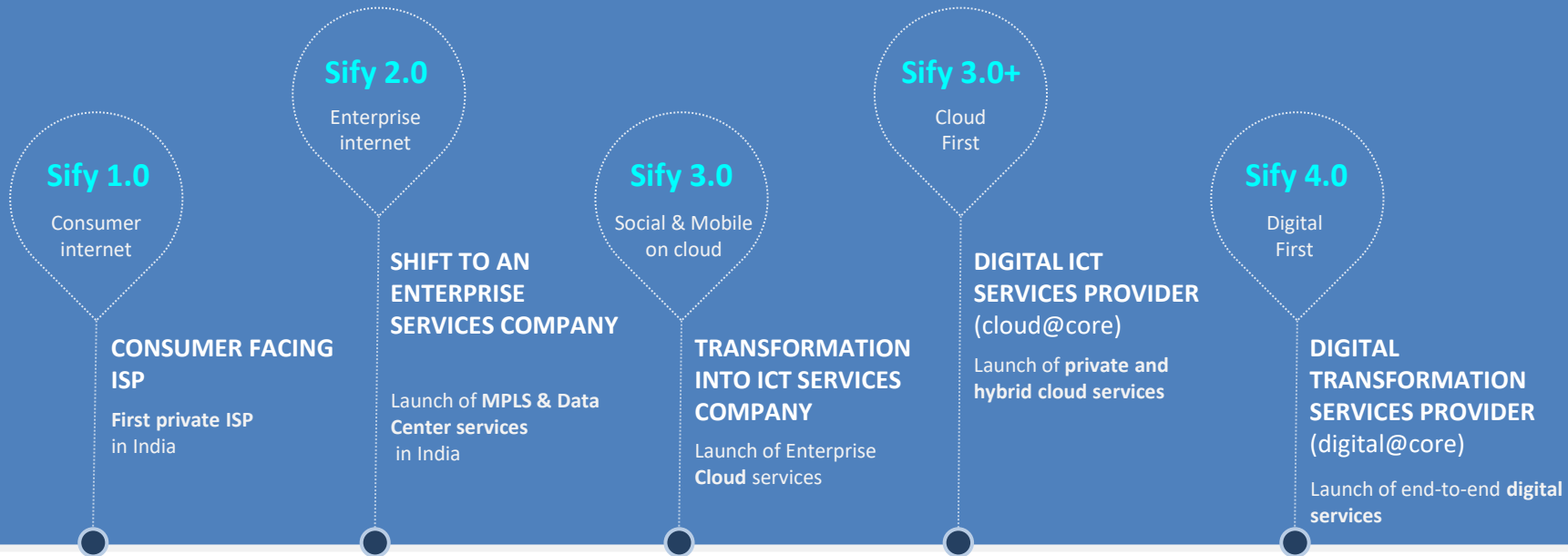
An aerial night photograph of a city. In the foreground, a racetrack with glowing light trails from cars is visible, surrounded by trees. The middle ground shows a dense urban area with many lights. In the background, the city extends to the horizon under a dark sky.

sify'

PAST

Our genesis

# 25 YEARS OF TRANSFORMATION



## RELEVANCE

Products and Services always aligned to market trends and customer need

## INVESTMENTS

Investments in line with market trend and strategic objectives

## ACHIEVEMENTS

Recognized as a trend setter or leader in multiple lines of business

## GROWTH

Consistent growth through investments and customer engagements

From revolutionizing consumer internet in the 90s to driving adoption of digital ICT services





sify'

PRESENT

Our business

# FINANCIAL METRICS - OVER 5 YEARS



REVENUE

7%

CAGR

USD  
356 Mil

Up from USD 273 Mil (Yr 2017)

EBITDA

21%

CAGR

USD  
80 Mil

Up from USD 38 Mil (Yr 2017)

PAT

8%

CAGR

USD  
17 Mil

Up from USD 12 Mil (Yr 2017)

CAPEX

141%

YoY

USD  
94 Mil

Up from USD 39 Mil (Yr 2021)

In \$ MN in constant currency 1 USD @ INR 75.81 (March 31, 2022) (Unaudited)

# FINANCIAL METRICS - LAST 5 YEARS



IN CONSTANT CURRENCY 1 USD @ INR 75.81 (MARCH 31, 2022)

## INCOME STATEMENT

Details USD (Mln)	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22*
Revenue	273	284	303	321	356
COGS	(177)	(179)	(189)	(194)	(212)
SG&A	(58)	(64)	(60)	(60)	(65)
<b>EBITDA</b>	<b>38</b>	<b>40</b>	<b>54</b>	<b>67</b>	<b>80</b>
Depreciation	(23)	(20)	(30)	(37)	(44)
Net finance Expense	(5)	(9)	(11)	(10)	(14)
Other income	3	3	1	2	2
<b>PROFIT BEFORE TAX</b>	<b>12</b>	<b>14</b>	<b>13</b>	<b>21</b>	<b>24</b>
Income Tax Expense	(0)	(0)	(5)	(1)	(8)
<b>PROFIT AFTER TAX</b>	<b>12</b>	<b>14</b>	<b>9</b>	<b>20</b>	<b>17</b>

## CASH FLOW STATEMENT

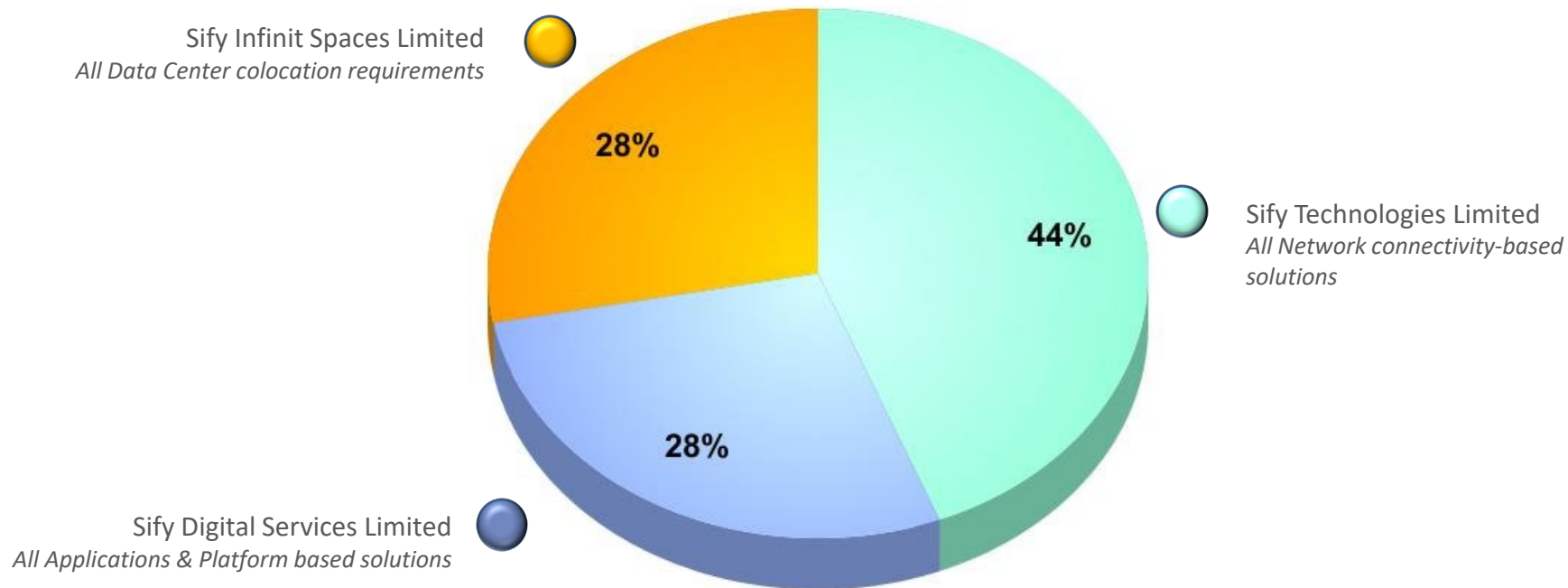
Details USD (Mln)	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22*
Operating activities	28	19	67	92	29
Investing activities	(24)	(52)	(57)	(48)	(101)
Financing activities	(14)	40	0	8	56
<b>Cash and cash equivalents</b>	<b>30</b>	<b>30</b>	<b>35</b>	<b>73</b>	<b>55</b>

## BALANCE SHEET

Details	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22*
Equity	119	142	150	174	191
Borrowings (LT)	27	44	49	48	102
Borrowings (ST)	47	64	74	78	99
Lease Liabilities	-	-	24	29	29
Other Liabilities	130	144	155	155	192
<b>Total Liabilities</b>	<b>323</b>	<b>394</b>	<b>452</b>	<b>484</b>	<b>613</b>
Fixed assets	103	122	165	174	229
Right of Use Assets	-	-	51	60	58
Lease hold prepayments	18	17	-	-	-
Inventories	9	23	17	19	32
Receivables	141	167	159	128	180
Cash	30	30	35	73	60
Other Assets	22	35	24	31	54
<b>Total Assets</b>	<b>323</b>	<b>394</b>	<b>452</b>	<b>484</b>	<b>613</b>

\*Unaudited Numbers

# REVENUE SHARE – 3 BUSINESSES



# INFRASTRUCTURE & SERVICES ADVANTAGE



11 Pan-India  
DCs with >100  
MW capacity

On track to add  
200 MW in next  
4 years



Hosting for  
hyperscale  
operators

Largest MPLS  
network (by  
connections)

3100+ PoPs  
across 1630  
towns in India



Internet  
growth from  
non-metros

Platform to  
move content  
to "edge"

"Cloud Connect"  
data superhighway

53 on-net data  
centers



Cost-effective  
terabit network  
scale

Interconnect Public  
and Private clouds

Enterprise and  
Hybrid Multi  
Cloud

Enterprise  
Cloud grid  
fabric



Public / Private /  
Hybrid Clouds

Cost effective  
and pay-as-you-  
go model

Applications and  
solutions  
Integrate &  
Modernization



Enables Digital  
Transformation  
initiatives

Remote  
Operations  
Centers  
NOC, SOC,  
managed  
services



Global and  
domestic IT  
outsourcing  
Supports  
outcome-based  
services model



# ALIGNED TO CUSTOMERS' DIGITAL PURSUIT

cloud@core™

sify'



## CLOUD ENABLING

### Data Center and Private Cloud

- Cloud adjacent DC for Enterprises

### Hyper reach/Hyperscale NW

- Data Center Interconnects
- Metro-Xconnect, and Cloud connects

### SD-WAN

- Network transformation services

### Cloud Advisory and Migration

- Discovery, Assessment, Target State Architecture design services
- Migration and implementation



## CLOUD INSPIRED

### IaaS at Cloud Data Centers

CloudInfinitt Cloud Anywhere

- Enterprise Multi-Tenant
- Hosted Private (Dedicated)
- Hosted SAP/S4 HANA
- Azure Stack as a Service

### Edge infra aligned to Cloud

- Edge Connect Services

### Security For Hybrid Cloud

- Infrastructure & Services

### Collaboration Services



## CLOUD PURE

### Hyperscale clouds adjacent to Cloud DCs

- AWS / GCP / OCI / Azure

### Multi-cloud management platform – v5

- Service catalog with IAC templates
- Cloud resource lifecycle management
- Integrated ITSM services

### Cloud managed services

- Visibility and governance dashboards
- Policy engine for governance
- Detailed Show back of consumption
- Self service catalog driven



## CLOUD ENHANCED

### App Modernization

- DevSecOps
- Kubernetes
- Site Reliability Engineering

### AR/VR/XR

### Digital Asset Management

### Digital Assessment

### Retail Intelligence

### Digital Trust and Authentication

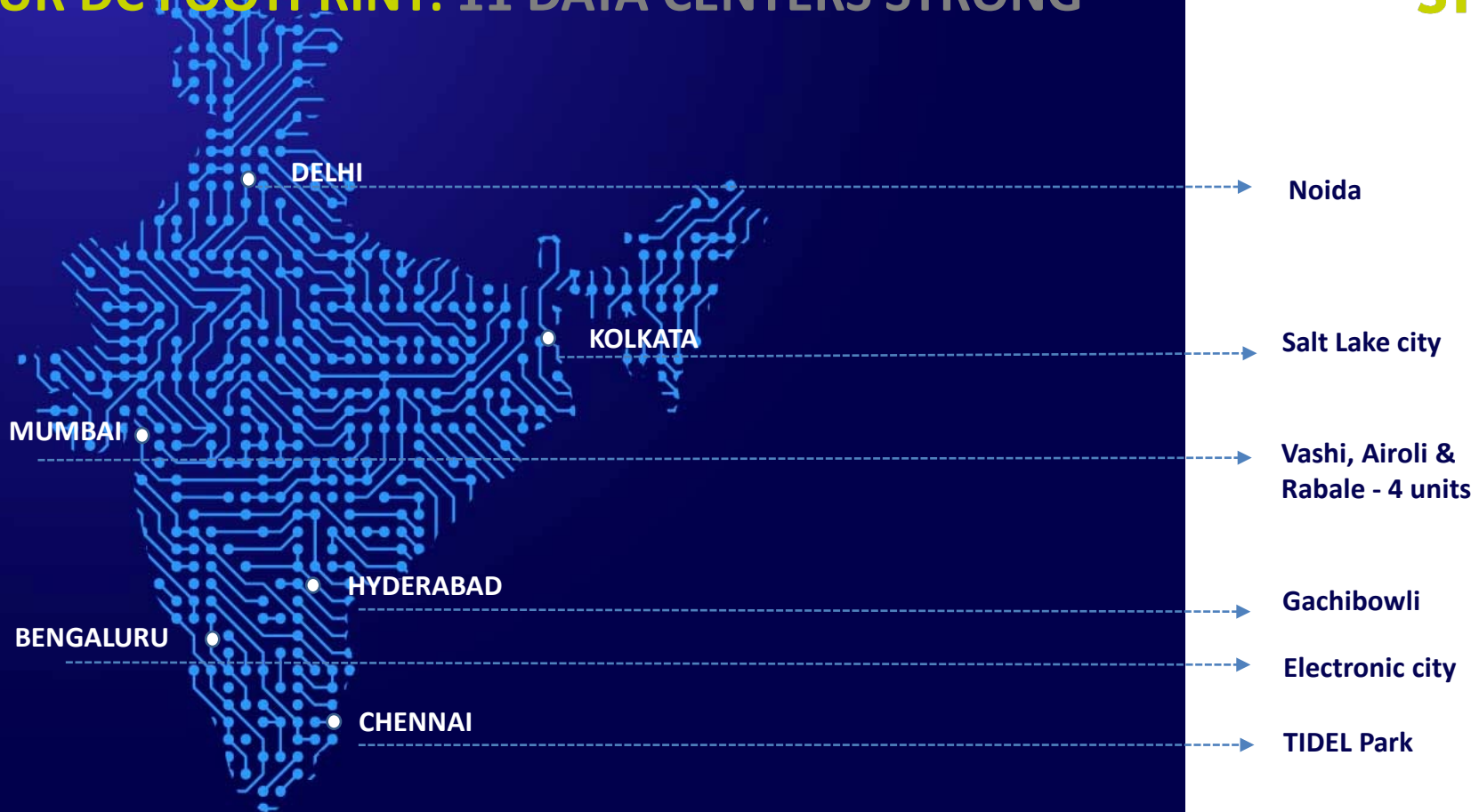
### IoT

Infrastructure asset led services

Asset neutral digital transformation services

cloud@core delivers agility, flexibility and choices for creating hybrid cloud led digital infrastructure

# OUR DC FOOTPRINT: 11 DATA CENTERS STRONG



# INDUSTRY RECOGNITIONS



## Gartner

Sify is a Niche Player in Gartner's MQ for Managed Network Services Global 2021

Recognition in Market Guide for Public Cloud Managed and Professional Services Providers APAC 2021

Recognition in Market Guide for Backup as a Service 2021

Recognition in Market Guide for Security Testing & Consulting Services in India 2021

Notable vendor in MQ for Data Center Outsourcing and Hybrid Infrastructure Managed Services, APAC 2019

Recognition in Critical Capabilities for Managed Hybrid Cloud Hosting APAC 2018

Recognition in Market Guide for Top Data Center Service Providers 2018

Sify in Challenger Quadrant in Gartner MQ for Managed Hybrid Cloud Hosting APAC 2017



Major Player in MarketScape for Managed Cloud Services APeJ 2021



The Economic Times Iconic Brands 2020 Hybrid Multi Cloud



Data Center Transformation Services 2018



Network Transformation Services 2018



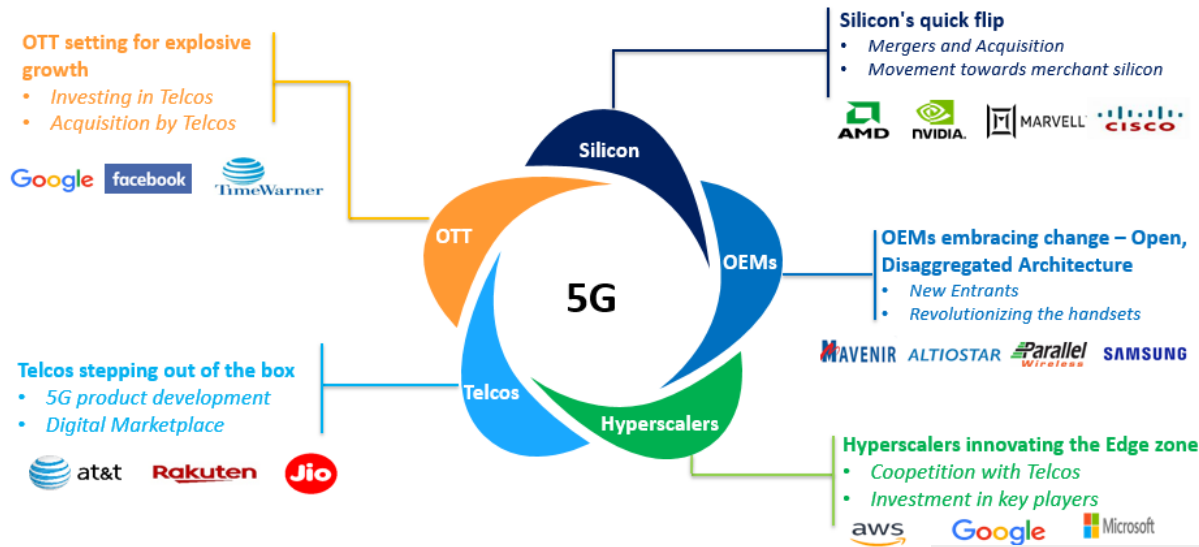
Leadership Recognition Cloud Transformation (2018) Network Transformation (2019)



# FUTURE

Our Market

# INDIA'S EVOLVING 5G & DC LANDSCAPE



## Outlook 2022-2024



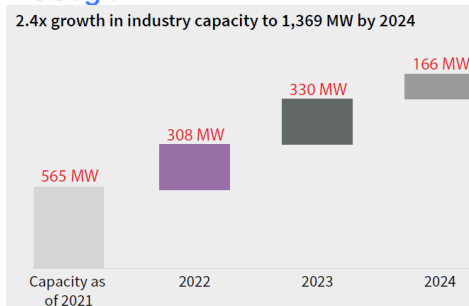
**2.4x growth** in industry capacity to **1,369 MW** by 2024



**USD 5.5 bn** investments expected for DC capacity additions by 2024



Indian DC industry to cross **1.3 GW** capacity by 2024  
DC industry to create demand for **9.7 mn sq ft** by 2024



Source: JLL Research

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sify

Advantage

Sify Network provides last mile to most mobility players

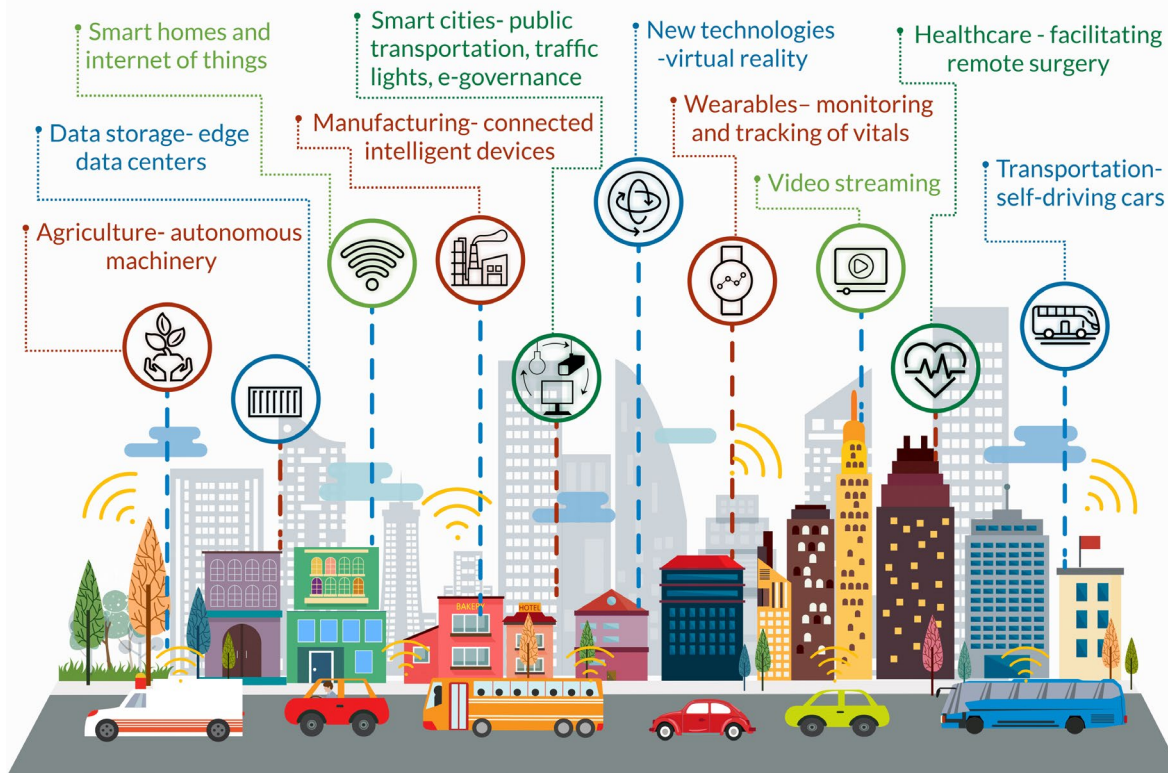
200 MW of DC capacity to be added in the next 4 yrs



# INDIA'S EVOLVING IOT LANDSCAPE



## The Future with 5G



Advantage

**Digital@core**  
**Intelligent**  
**application fabric**  
**for AI centered**  
**appliances**

**Edge DC fabric to**  
**plug the distance**  
**between**  
**traditional and**  
**new metros**

# DIGITAL DRIVERS

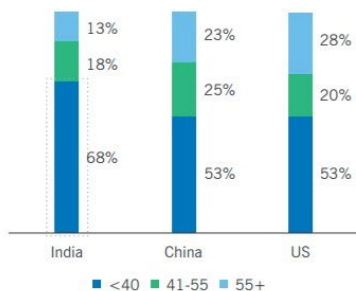


Advantage

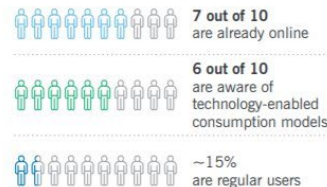
## India: A Digital-First Economy



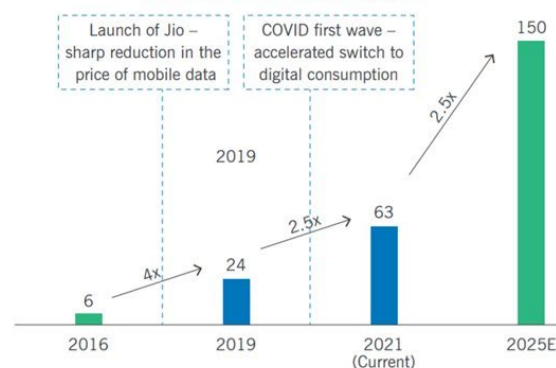
Population distribution by age



Penetration of tech-enabled consumption in India



Number of Unicorns by year



**India's share of mobile app downloads in 2020 amounted to 218 billion (14% of the world's total).**

Complete

ecosystem of ICT

services to cover all

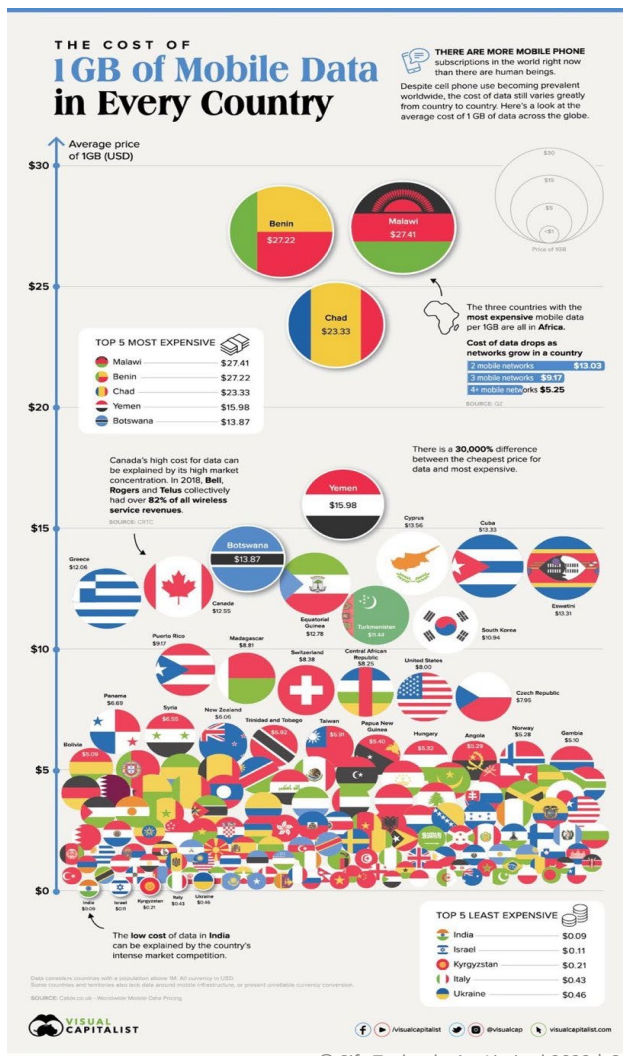
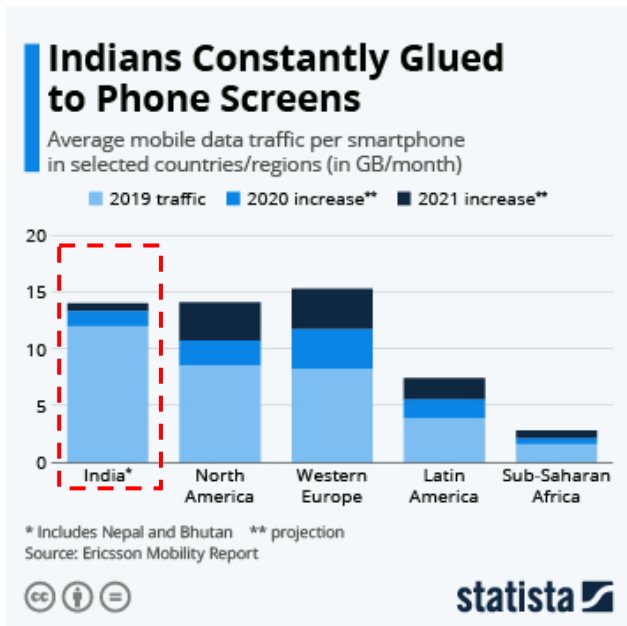
levels of IT demand



@DataInsights\_in

TheBizdom.in

# FUELING THE FUTURE



sify

Advantage

Projected to be the largest market for Data enabled services and Technology investment into hardware for 5G

# MANAGEMENT TEAM



**Raju Vegesna**  
Chairman

Raju Vegesna is an Executive and Entrepreneur who has leveraged his technology vision and leadership skills into a multi-decade series of successes in high technology industries.

Raju is the Chairman and Managing Director of Sify Technologies, a NASDAQ-listed ICT services company based in India.

Raju started his career at Motorola as a microprocessor designer, and founded 2 successful start-ups: Ross Technologies, ServerWorks, and ServerEngines. In less than a decade, these were sold to Broadcom and Emulex for a combined total exit of \$2.2B.



**David Nishball**  
Chief Strategy Officer

David Nishball Chief Strategy Officer - David Nishball is one of the leading experts in building and managing Enterprise telecom operations, having led the Enterprise segment for a number of global operators, joint venture companies, and emerging market operators. David has served as Chief Strategy Officer of Sify since 2011.

He brings thirty years of experience spanning various roles in the industry, including over 20 years in the Asia Pacific Region. David was President of Airtel Enterprise Services from 2007-10. Earlier, he led the Asia Pacific region for AT&T and Orange Business services, and led the Concert joint venture between AT&T and BT in Asia.



**Kamal Nath**  
Chief Executive Officer - India

Kamal joined Sify in August 2012 to help realize Sify 3.0; the vision to make Sify Technologies a Solutions and Services leader.

He has led various transformational engagements with Large enterprises, incubated business lines, created innovative business models and promoted entrepreneurial Decision making.

His knowledge of Systems Integration Services, IT Infrastructure Management Services, Technology Integration Services & Strategic Outsourcing will be vital to achieving the next phase of growth for Sify.



**M P Vijay Kumar**  
Chief Financial Officer

Vijay is a Chartered accountant, Cost accountant and Company secretary. Vijay joined Sify in October 2007 as Chief Financial Officer after successfully building a firm of independent Audit and Consultancy Practice for 8 years.

Prior to that, he had a seven-year stint in Sundaram Financial Services Ltd, Chennai where his last position was as Head of Investment Banking.

He is an acknowledged expert on IFRS and is a member of IFRS Advisory Council of IFRS Foundation.



**C R Rao**  
Chief Operating Officer

CR Rao was elevated in April 2013 as Chief Operating Officer. He has over 26 years of experience and brings with him rich expertise in Strategic planning, operational management and organizational development initiatives.

He practiced law from 1987 to 1989. This was followed by assignments with Delta Tubes Pvt Ltd and an impressive stint with Bobba Aviation Services - GSA Lufthansa Cargo, where he held various senior positions.

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*Next step*

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# Thank You

