01 Past performance
   Business performance to date

02 Untapped potential
   India market

03 Our business
   Assets on the ground & the drawing board

04 Sustainability
   Roadmap
Past performance

Our 5 year track record & as on date
From revolutionizing consumer internet in the 90s to becoming Enterprises’ Digital Transformation Partner

**Sify Technologies Limited**

**Sify 1.0**
- **Consumer centric**
  - RETAIL INTERNET SERVICE PROVIDER
    - First private ISP in India

**Sify 2.0**
- **Enterprise centric**
  - ENTERPRISE SERVICES COMPANY
    - Launch of MPLS & Data Center services in India

**Sify 3.0**
- **Cloud First**
  - ICT SERVICES PROVIDER (cloud@core)
    - Launch of Enterprise Cloud services

**Sify 4.0**
- **Digital First**
  - DIGITAL TRANSFORMATION PARTNER (digital@core)
    - Launch of end-to-end digital transformation services

**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
## Financial metrics – Last 5 years

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>PAT</th>
<th>CAPEX</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>427 Mil</td>
<td>81 Mil</td>
<td>1 Mil</td>
<td>148 Mil</td>
</tr>
<tr>
<td>5 YEAR CAGR</td>
<td>12%</td>
<td>13%</td>
<td>(49%)</td>
<td>29%</td>
</tr>
</tbody>
</table>

In $ MN in constant currency 1 USD @ INR **83.3739** (March 31, 2024) (Unaudited)
Key information – Last 5 years

In $ MN in constant currency 1 USD @ INR 83.3739 (March 31, 2024) (Unaudited)
Capex - Segment wise

FY 21-22
- Data Centre Capex %: 75%
- Non-Data Centre Capex %: 25%

FY 22-23
- Data Centre Capex %: 72%
- Non-Data Centre Capex %: 28%

FY 23-24
- Data Centre Capex %: 25%
- Non-Data Centre Capex %: 75%
Revenue share % FY 2023-24

- 31% Data Center Services
- 41% Network Services
- 28% Digital Services
02 Untapped potential
India market
**Investor confidence**

Institutional inflows in Data centers (USD million)

- About 54% of the total investment inflows in alternatives post pandemic (2020 onwards) were from data centers.
- Institutional investments in Data centers surged ~12X post pandemic (2020-22) compared to pre-pandemic time (2017-19).
- Foreign investors accounted for over 93% of the total inflows in data centers post pandemic (2020 onwards).

Total investments since 2020

USD ~7bn

**Why are investors attracted to India’s data center market?**

- Strong growth prospects owing to increased cloud adoption, digital penetration and generative AI.
- Robust demand from Hyperscalers and Tech, BFSI occupiers.
- Relatively low land, labour and construction costs compared to other markets.
- Indian data center operators are increasingly focusing on sustainability through energy-efficient technologies to reduce energy consumption.
- Regulatory reforms supporting data center growth, boosting investor confidence.
- Attractive yields of 16-17% compared to 7-10% in retail, office and warehousing sector.
- Demand for core assets remains volatile amidst externalities.

*Source: Colliers*
Green plans

Green penetration in Data center stock of 6 top cities in India

- 20% of the current data center capacity in India is LEED certified.
- 61% rise in green data center capacity since 2020 levels.
- Majority of the data center operators opt for a minimum LEED gold certification.

6% Delhi-NCR
28% Bengaluru
16% Mumbai
18% Hyderabad
11% Pune
53% Chennai

Source: Colliers
Note: LEED certifications data has been compiled as per the available information from USGBC-LEED project directory and operators’ annual publications.

What has been done so far?
- 17-20% reduction in electricity consumption using renewable energy sources from 2020 levels
- 20-25% renewable energy penetration
- 23-25% reduction in operational emissions from 5 year old levels
- 24-28% reduction in overall carbon footprint and 20-40% reduction in overall energy cost over the last 2-3 years
- 5-7% improvement in PUE and 18% improvement in WUE since 2020 levels.
- Sourcing green energy through public and private partnerships in major data centers across Karnataka, Tamil Nadu, Maharashtra and Delhi NCR

Short-term goals
- To source more than 50% of energy needs from renewable energy by 2026
- 40% reduction in emission intensity within data center operations by 2026
- Commit to optimizing overall power use by operating its data centers within wider temperature parameters

Long-term goals
- Achieve carbon-neutral data center operators by 2030
- 100% wastewater recycling at data centers by 2030
- New data centers design with green building strategies and ‘zero discharge’ spaces
- Significant commitment to dedicated renewable investments - solar and wind
Indian digital Economy

Digital adoption has now reached the tipping point across most sectors in India’s internet economy.

- 220M people shopped online
- 110M people made purchases in online games
- 65M people ordered food online
- 80M households paid utility bills online
- 25M people used online ride-hailing services
- 15M people have paid for an online course
Internet economy vs IT services

India’s internet economy is expected to reach $1T by 2030, double the value of IT services

<table>
<thead>
<tr>
<th>Year</th>
<th>Internet Economy</th>
<th>Technology Sector</th>
<th>Internet Economy’s Share of GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$8B-10B</td>
<td>$50B-60B</td>
<td>0.5%</td>
</tr>
<tr>
<td>2022</td>
<td>$155B-175B</td>
<td>$320B-350B</td>
<td>4-5%</td>
</tr>
<tr>
<td>2030</td>
<td>$900B-1,000B</td>
<td>$1,450B-1,550B</td>
<td>12-13%</td>
</tr>
</tbody>
</table>

Note: Absolute figures represent consolidated internet economy size across sectors. 1. Technology sector includes information technology (IT), business process management (BPM) and the internet economy. Source: Bain analysis.
India – Data Center market by Geographic Spread

Demographic Spread for DCs in India

- **Current**: 88%
  - Colocation DC: 35%
  - Hyper-scale DC: 19%
- **Future**: 77%
  - Colocation DC: 12%
  - Hyper-scale DC: 73%

Key Location

- 17 Under-sea cables
- 29 Landing stations

Mumbai & Chennai

Maximum concentration of landing points

Data Center: Facility Tier in India

- Current Supply:
  - MUMBAI: 41%
  - BENGALURU: 21%
  - DELHI-NCR: 10%
  - CHENNAI: 10%
  - HYDERABAD: 7%
- Future Supply:
  - MUMBAI: 31%
  - BENGALURU: 6%
  - DELHI-NCR: 14%
  - CHENNAI: 27%
  - HYDERABAD: 18%

Tier Wise IT Power (MW)

- Tier 3+: 63%
- Tier 3: 13%
- Tier 4: 77%
- Tier 1: 10%

*Current Supply for Tier 2 Cities: 5% of Area (A) & 6% of IT Power (MW)
NCR Comprises of Noita, Gurugram, Faridabad & Ghaziabad

Source: Enirac Consulting, Anarock & Channel Checks
India – Data Center market by Investment

INDIA DATA CENTER MARKET
INVESTMENT ANALYSIS & GROWTH OPPORTUNITIES 2023-2028

The India data center market size will witness investments of USD 9.96 billion by 2028.

2023
2028
10.7% CAGR
2022-2028

MARKET DYNAMICS

- Improvement in Inland & Submarine Connectivity
- Increasing Cloud Service Adoption
- Increase in Data Center Investment & Activities

KEY PROMINENT VENDORS

- Arista Networks
- Broadcom
- Cisco Systems
- Dell Technologies
- Fujitsu
- Hewlett Packard Enterprise

www.arizton.com
$6.2 Billion
Yr 2022

$17.8 Billion
Estimated Cloud market by Yr 2027

CAGR 23.4%
FY 2022-2027
India – Network connectivity

India’s Growing Internet Connectivity

Internet penetration rate in India (in percent)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rural India</th>
<th>Urban India</th>
</tr>
</thead>
<tbody>
<tr>
<td>'12</td>
<td>13</td>
<td>15</td>
</tr>
<tr>
<td>'13</td>
<td>15</td>
<td>18</td>
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</tr>
<tr>
<td>'22</td>
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<td>49</td>
</tr>
<tr>
<td>'23*</td>
<td>49</td>
<td>49</td>
</tr>
</tbody>
</table>

* provisional
Sources: Hootsuite, We Are Social, Kepios via DataReportal

INDIA 2ND LARGEST AFTER CHINA

- 227m Rural India
- 205m Urban India
- 503m India
- 850m China

71m kids aged between 5-11 also go online using adults’ devices

Gender Distribution (as %)
- All India: 65%
- Urban: 60%
- Rural: 69%

Age Distribution (in %)
- 30-39: 34%
- 20-29: 17%
- 16-19: 17%
- 12-15: 14%
- 40-49: 20%
- 50+: 9%
## Assurance

<table>
<thead>
<tr>
<th></th>
<th>Sify Technologies</th>
<th>Sify Infinit Spaces</th>
<th>Sify Digital Services</th>
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</thead>
<tbody>
<tr>
<td><strong>LONG TERM</strong></td>
<td>AA-</td>
<td>AA-</td>
<td>A+</td>
</tr>
<tr>
<td><strong>SHORT TERM</strong></td>
<td>A1+</td>
<td>A1+</td>
<td>A1+</td>
</tr>
<tr>
<td></td>
<td>ICRA &amp; CARE</td>
<td>ICRA &amp; CARE</td>
<td>ICRA &amp; CARE</td>
</tr>
</tbody>
</table>
Our business

Assets on the ground & the drawing board
Kotak has invested $120 ml (INR 10,000 mln) through Kotak Special Situation Fund and Kotak Data Centre Fund in Sify Infinit Spaces Limited (wholly owned subsidiary of Sify Technologies Limited) through Compulsorily Convertible Debentures for the expansion of Data Centre.
Data Center DNA

Mission Critical Customers
- 3 out of 4 Hyperscalers
- Global OTT & social media players
- India's top 5 banks
- India's largest digital wallet
- 600+ customers across all major industries

22 years Operational Experience
- 99.999+ uptime
- Best Practices covering Safety, Security, Availability, Excellence and Cost Control
- PUE & WUE prediction and optimization
- Certifications: Information Security, EHS, PCI-DSS, SOC 1 SOC 2

Future-ready Data Centers
- Next Gen Data Center design
- ML/AI platform enabling faster decision-making
- Operational efficiency monitoring and automated reporting
- Up to 79% Green Power available

Trusted Partner
- Reliability for services
- Flexibility for customer requirements
- Scalability for future business growth
Network strength

HYPER-REACH WIDE AREA NETWORK

- **India’s most expansive network**: 1600+ cities with >3000 POPs
- **Global Interconnects**: London, Marseille, New York, Los Angeles, Singapore, Hong Kong, Dubai
  - Local Interconnects: 7 locations in India
- **Full mesh nX 100G backbone with diverse infra protection**
- **Multiple access media options**: Fiber, Fixed Wireless, Offnet

**Infrastructure and Services**

- **Ethernet Services**
  - MEF E-line compliant & VLAN-based EVPL Services across India
  - Transport to Asia, Europe, Middle East
- **Business Internet Services**
  - In-country Peering with all content providers/telcos
  - IPT to Asia, Europe and North America @ 500 G+
  - Performance SLAs with peering in Europe, North America, Asia
- **IPVPN Services**
  - QoS and CSC support for easy integration and service extension
  - Local interconnect w/ all telcos for diverse access
- **Cloud Connect Services**
  - High-availability services to AWS, Azure, Google, Oracle
  - Resilient interconnects in Chennai, Mumbai, Delhi, Bengaluru and Hyderabad
Our Cloud infrastructure

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
ASSETS ON THE GROUND

12 Pan-India DCs with >100 MW capacity
On track to add 350 MW in next 4 years

Largest MPLS network (by connections)
3100+ PoPs across >1600 towns in India

“Cloud Connect” data superhighway
65 on-net data centers

Enterprise and Hybrid Multi Cloud
Enterprise Cloud grid fabric

Applications and solutions Integrate & Modernization

Remote Operations Centers
NOC, SOC, managed services
Overview

Market Opportunities & Trends

- Edge Data Center Investments Fueled by 5G Deployment
- Use of Renewable Energy in Data Centers
- Growth of Rack Power Density
- Availability of Liquid Cooling to Support AI & ML Workloads

Market Restraints

- Power Reliability/Network Outage Challenges
- Data Center Security Challenges
- Location Constraints

Market Growth Enablers

- Increased Investments by Colocation Providers
- Government Investments in Digital Economy & Data Centers
- Increased Data Center Investments Due to Cloud Adoption
- Data Center Investments Driven by Big Data & IoT Implementation
Sustainability - materiality
<table>
<thead>
<tr>
<th>Sector</th>
<th>Material Topics</th>
<th>SDG Goals</th>
<th>Social</th>
</tr>
</thead>
<tbody>
<tr>
<td>Environment</td>
<td>GHG Emissions</td>
<td>7, 12, 13</td>
<td>Diversity &amp; Inclusion</td>
</tr>
<tr>
<td></td>
<td>Energy Efficiency &amp; Management</td>
<td>7, 9, 12, 13</td>
<td>Community Engagement</td>
</tr>
<tr>
<td></td>
<td>Water Management</td>
<td>6, 12, 13</td>
<td>Employee engagement</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Procurement &amp; supply chain</td>
</tr>
</tbody>
</table>

**Governance**

- Business ethics
- Regulatory compliance
- Data privacy & IT security
- Product innovation & transformation
- Customer Delight

**SDG Goals**

- 5. Clean Water & Sanitation
- 6. Affordable & Clean Energy
- 7. Affordable & Accessible Housing
- 8. Decent Work & Economic Growth
- 9. Industry, Innovation & Infrastructure
- 10. Reduced Inequalities
- 11. Sustainable Cities
- 12. Responsible Consumption & Production
- 13. Climate Action
- 14. Life below Water
- 15. Life on Land
- 16. Peace, Justice & Institutions
- 17. Partnerships for the Goals
Late 2021: Decision to adopt renewable energy for our Data Centers for a total of 231 MW. 67 MW currently in operation.
LEADERSHIP

Raju Vegesna is a renowned global executive and technologist with thriving private and philanthropic ventures across continents. A first generation entrepreneur, he went on to co-found Ross Technology Inc., establishing his expertise in microprocessors and multiprocessor technologies. His leadership was further solidified through multi-billion-dollar exits from two Silicon Valley (USA) enterprises he founded, ServerWorks and ServerEngines. Raju then saw an opportunity in the future success of his country by investing in Sify Technologies, one of India's earliest internet pioneers. He has further invested in India's technology ecosystem through his venture capital fund, Sify Ventures.

M P Vijay Kumar is the ED & Group CFO. A Chartered accountant, Cost accountant and Company secretary by training, M P Vijay Kumar or MPV as he is fondly known, is the ED & Group CFO. He is also an Independent Director and Chairman of the Audit Committee on the Board of LIC and an Independent Director on the Boards of Geojit Financial Services Ltd and Heritage Foods Ltd. He also serves as a Member on the IFRS Interpretation committee of International Accounting Standards Board and IFRS Advisory Council of the IFRS Foundation, London. He served as Council Member of Institute of Chartered Accountants of India (2016-2022), was Chairman of Accounting Standards Board and Ex Officio Member of National Financial Reporting Authority for the period 2019-2022. His ‘early professional life included being a Partner at a chartered accountants’ firm prior to which, he headed the Investment Banking portfolio of Sundaram Finante Services Ltd., Chennai.

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 over 3 decades 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 is the 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. As the author-evangelist of Sify 4.0, Sify’s transformation into a Digital Transformation Partner, he brings his knowledge of Managed Services, Infrastructure Management Services, Strategic Outsourcing and new age technologies like AI/ML, LLM and AR/VR to the aid of Enterprises caught in the flux to be relevant to the new world.
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+919840926523