EMPOWERING YOUR DIGITAL TRANSFORMATION

Sify Corporate Overview

June 2024

Sify is your digital bridge for transformation, built on our world class digital IT infrastructure, digitalized services & core digital platforms.
CONSISTENT FINANCIAL PERFORMANCE

Revenue Growth

Figures in INR Crores

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
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</thead>
<tbody>
<tr>
<td>2019-20</td>
<td>2,295</td>
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<tr>
<td>2020-21</td>
<td>2,432</td>
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<tr>
<td>2021-22</td>
<td>2,703</td>
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<tr>
<td>2022-23</td>
<td>3,340</td>
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<tr>
<td>2023-24</td>
<td>3,563</td>
</tr>
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</table>

CAGR 12%

Services vs Product

<table>
<thead>
<tr>
<th>Year</th>
<th>Service Revenue</th>
<th>Product Revenue</th>
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<tbody>
<tr>
<td>2019-20</td>
<td>2,113</td>
<td>182</td>
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<tr>
<td>2020-21</td>
<td>2,203</td>
<td>229</td>
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<tr>
<td>2021-22</td>
<td>2,566</td>
<td>137</td>
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<tr>
<td>2022-23</td>
<td>3,051</td>
<td>289</td>
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<tr>
<td>2023-24</td>
<td>3,395</td>
<td>168</td>
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</table>

Network – Data Center – Digital Services

<table>
<thead>
<tr>
<th>Year</th>
<th>Network</th>
<th>Data Center</th>
<th>Digital Services</th>
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<tbody>
<tr>
<td>2019-20</td>
<td>645</td>
<td>382</td>
<td>-500</td>
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<tr>
<td>2020-21</td>
<td>760</td>
<td>554</td>
<td>500</td>
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<tr>
<td>2021-22</td>
<td>752</td>
<td>749</td>
<td>1,013</td>
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<tr>
<td>2022-23</td>
<td>999</td>
<td>1,328</td>
<td>1,105</td>
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<tr>
<td>2023-24</td>
<td>991</td>
<td>1,466</td>
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Profit After Tax (PAT)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
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<tbody>
<tr>
<td>2019-20</td>
<td>71</td>
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<tr>
<td>2020-21</td>
<td>153</td>
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<td>2021-22</td>
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<td>2022-23</td>
<td>67</td>
</tr>
<tr>
<td>2023-24</td>
<td>5</td>
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</tbody>
</table>

CAGR (49%)
SIFY’S GLOBAL PRESENCE

- Presence in 6 countries
- Partnering with enterprises for Digital Transformation
- Proven track record of executing complex programs
- Over 3000+ skilled associates
- Quality benchmarks - CMMi 5, ISO 9001, ISO 27001, SSAE 16 certifications

- MPLS network presence of over 1600 Cities
- 14 Operational Data Centers
- 66+ Pan-India Edge Nodes
- 3 Open Cable Landing Stations
- Delivery Centers in 5 Major Indian Cities
25 YEARS OF TRANSFORMATION

**Sify 1.0**
Consumer internet

**Sify 2.0**
Enterprise internet

**Sify 3.0**
Social & Mobile on cloud

**Sify 3.0+**
Cloud First

**Sify 4.0**
Digital First

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**CONSUMER FACING ISP**
First private ISP in India

**SHIFT TO AN ENTERPRISE SERVICES COMPANY**
Launch of MPLS & Data Center services in India

**TRANSFORMATION INTO ICT SERVICES COMPANY**
Launch of Enterprise Cloud services

**DIGITAL ICT SERVICES PROVIDER (cloud@core™)**
Launch of private and hybrid cloud services

**DIGITAL TRANSFORMATION SERVICES PROVIDER**
Launch of end-to-end digital services

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**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
India’s Top 5 banks, Top 4 Manufacturing, 3 Major Hyperscalers, Global Social Media, OTT, Security Players, and 10,000+ Enterprises trust Sify…

SIFY’S INVESTMENTS IN DIGITAL INFRASTRUCTURE & PLATFORMS

Express Long-Haul Backbone, High Bandwidth and Low Latency across Key Locations

Metro Networks
Fiber access
Connected Buildings
Interconnected DCs

SAARC Gateway, Kolkata
NOIDA 01
NOIDA 02, DC

HYDERABAD 01
HYDERABAD 02, DC

KOLKATA 01

SAARC Gateway, Kolkata

MUMBAI 01 VASHI
MUMBAI 02 AIROLI
MUMBAI 03 RABALE, DC

CHENNAI 01
CHENNAI 02, DC

BENGALURU 01
BENGALURU 02, DC

CLS, Versova, Mumbai

CLS, Siruseri, Chennai

BENGALURU 02, DC

NOIDA 02, DC

Network Infra Services
Network Digital Managed Services
Data Center Colo Services
Cloud Infinit Ent Cloud Infra
Cloud & IT Managed Services
Security Managed Services
Digital Apps Managed Services
Industry Apps Managed Services

Sify Confidential
### ONE-STOP ENGAGEMENT FOR ENTERPRISES’ DIGITAL PURSUITS

#### Networks
- Enterprise connectivity - WAN, NLD
- Edge Connect - Pvt 5G, Wi-Fi
- Global Cloud Connect, DC Interconnect
- International POPs, Cable Landing Stations

#### Network Digital Managed Services
- Network transformation and consolidation
- Managed Secure Networks - SDWAN, SASE, DDoS protect
- Campus & Branch Networks
- Smart Edge
- Captive & Hybrid NOC services
- Network Observability
- CaaS & Collaboration Services

#### Data Centers
- Cloud Onramp
- RAS Design
- AI Ready with Liquid Cooling
- Hyperconnected
- Built-to-suit
- AIOps
- Renewable Energy

#### Cloud & IT
- Managed Public/Private Cloud
- Hosted AI Platform (Multi-Instance GPU) as a Service
- Cloud Anywhere-Edge Cloud
- BCP - DRaaS
- Regulatory and compliance ready

#### Digital Apps Managed Services
- Infinit Full Stack Observability
- Infinit AI/ML Platform
- App Modernization & DevSecOps
- Retail Intelligence - Forum Digital
- Digital Assessment and XR

#### Industry Apps Managed Services
- Consulting, Support, Maintenance, and Upgrades
- Microsoft
- Oracle
- SAP

#### Security Managed Services
- Cybersecurity assessment and managed services
- MSS, MDR & GRC
- Global SOC
- AI/ML driven Security Assurance

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23 years of digital trust...

Sify Confidential
SIFY ICT SERVICES: KEY FACTS

**PEOPLE**
- 700+ Data Center, Cloud & Managed Services Team
- 900+ Network Experts
- 100+ Certified Security Experts

**PRESENCE**
- Global
  - India (HQ) | USA | Canada | UK | UAE | Singapore

**CUSTOMERS**
- 500+ Cloud clients
- 600+ Data Center Clients
- 700+ Network Clients
- 70+ Private Cloud & DR clients
- 50+ CDN & Cloud Security clients

**PROJECTS**
- 50+ IT Ops Transformation projects
- 500+ Data Center services projects executed
- 300+ Data Center Migration projects
- 80+ Platform Migration Projects

**VOLUME**
- 22K+ Managed Tickets per Month
- 100K+ Network Devices
- 91k+ Managed Mailbox
- 5000+ Security Devices
- 7 Petabyte Managed Storage and Back-up
DIGITAL INFRA CAPABILITIES

Cloud & AI Ready Data Centers
AI ready DCs with modern liquid cooling. Adjacent to Hyperscale CSPs. 231 MW Green Power. 14 Pan-India DCs-190+ MW, expanding to 300 MW by 2025.

Virtual Private Cloud

Multi Cloud Operations Center
Gen V Multi Cloud Platform, One Click deployment, Cloud Governance, AI powered FinOps.

Digital & Applications
AI/ML, Full Stack Observability, App Modernization- DevSecOps, Industry Solutions and services.

CloudConnect
Hyperscale Connectivity to AWS, Azure, GCP, Oracle ‘DC interconnect’ data superhighway to 66+ data centers.

Network
Designed for mission critical Networks. Fiber coverage in 24+ Metro Cities. Largest MPLS network, 3700+ PoPs across 1600+ towns in India. 7 International POPs, 3 CLS.
SIFY CLOUDINFINIT: HYBRID/MULTI-CLOUD WITH CLOUD ADJACENCY

Sify CloudInfinit brings transparency of usage, cost control policy, operational efficiency led by automation, maintaining SLA and uptime.

Configure flexible compute instances on demand, right size VMs as per application and license

Predictive costs across catalog with no bill shock and no egress costs

Sify Cloud Anywhere enables enterprises to deploy an Edge Cloud pod for faster data processing

Regulatory and compliance ready POD: SEBI, RBI, IRDA, MeitY empaneled and meet Data Localization

Enable Hybrid Cloud adoption with low latency interconnect to Hyperscalers

Hyperscale Clouds AT VERY LOW LATENCY

RABALE DATA CENTER (Cloud Adjacent)

- Direct Connect
- Sify Cloud Connect
- DC INTERCONNECT

Managed Services

Hybrid Multi Cloud Management Platform

AIROLI DC (Near Cloud / DR) - Enterprise Multi Tenant Cloud AT MINIMAL LATENCY

Colo

- Sify MULTI-CMP driven | AIOps Platform for Managed Services

Partner Interconnect

FAR DR READY

Hyderabad Data Center

Express Route

Fat DR

Hybrid Cloud

SEC - SAP GRID

CL Community

GCC – Make-in-India

CI Trading Cloud

ORACLE
SIFY’S BUSINESS MODELS

Less

Hardware

People

Licenses

Client engagement is based on defined business outcome generated by IT solutions and services.

Systems are owned by the client and annuity-based payout for services.

Reduced upfront investment as client subscribes to infrastructure owned by Sify as a part of their overall infrastructure requirement.

No upfront investment by client and payout is based on consumption.

From Systems Integration to Business Outcome-based Models.
Recommend the to-be architecture and approach for a least disruptive and reliable migration

Move from on-premise to Public and/or Private cloud or On-premise Data Centers to Sify’s world class Data Centers

Multi-cloud infrastructure and applications
Gen 5 CloudInfinit Cloud Management Platform
Orchestration platform/Service Now/CA UIM
AIOPS tools for Workload lifecycle monitoring & management

Implement consistent set of controls to prevent security threats
Continuously monitor to detect security breaches
Tactical threat containment and automated response
LEVERAGE SIFY’S NETWORK EXPERIENCE
STRENGTHEN YOUR CLOUD AND DIGITAL PURSUIT WITH...

Network Transformation Services
Managed Network Services
Cloud Connect Services
SD-WAN
EdgeConnect Services for IT + OT + People
Cloud-enabled Unified Communication Services
Network Security Services like CleanConnect & DDOS protect

TAKE ADVANTAGE OF SIFY’S CLOUD & DIGITAL WISDOM
RATIONALIZE YOUR INFRA INVESTMENTS WITH...

CloudInfinit (Enterprise multi tenant and private)
SAP Grid/ Exadata/ Azurestack Infrastructure
CloudInfinit CMP
Orchestration platform/ Service Now/ CA UIM
Data Center fabric
High performance storage, compute, security
AI/ML led automation
FSO, App Modernization: DevSecOps, K8s, SRE
AR/VR/XR, Digital Learning
Process Automation, FinOps, Cloud Economics
WAN Infrastructure such as metro rings
SD-WAN technologies
EdgeConnect technologies

DELIVERING SaaS: Retail Intelligence, Digital Asset Management, Digital Assessment, Digital Trust and Authentication

ENSURE END-TO-END CLOUD MANAGEMENT WITH...
All aspects of building cloud and digital infrastructure
Managing public and hybrid cloud services
CloudInfinit CMP to provide multi cloud operational best practices
InfinitDigital Platform for actionable insights and faster delivery of core product and services
AWS/Azure/oracle/Google cloud implementation
SIFY AS YOUR STRATEGIC LONG-TERM PARTNER

Matured Delivery for Cloud, Network, Infrastructure and Application Managed Services and Migrations

Trusted Hybrid Cloud Advisor Support choice of deployments

Network Services SDN based self service access to Cloud and DCs

Single Vendor for end-to-end Uptime SLA


Integrated play across Network, Data Center, Cloud Applications and Security towards Digital Transformation

Digital Services infusing AI/ML, Full Stack Observability, and Application Modernization

DIGITAL TRANSFORMATION
SIFY’S GTM: ALIGNED TO VERTICAL-SPECIFIC NEEDS

**BANKING**
Digital Transformation for ensuring secure banking in the digital era.

**INSURANCE**
Digital Transformation for enhancing customer experience.

**MANUFACTURING**
Digital Transformation for building smart factories of the future.

**RETAIL**
Digital Transformation for decoding digital opportunities.

**E-COMMERCE**
Digital Transformation for shaping next gen e-commerce leaders.

**HEALTHCARE**
Digital Transformation for driving innovation in patient care.

**PHARMACEUTICALS**
Digital Transformation for faster medicine creation and delivery.

**MEDIA & ENT**
Digital Transformation for the streaming future.

**EDUCATION**
Digital Transformation for building the classrooms of tomorrow.

**IT & ITES**
Digital Transformation for the change catalysts.
**OUR PURPOSE (WHY)**
To build a high-value customer-centric organization through Cloud-Native Digital Transformation.

**PROMOTES** Automation of Routine Tasks
**INCREASES** Efficiency
**ENHANCES** Customer Experience
**REQUIRES** Low code automation frameworks (SaaS based)
**OFFERS** RPA, Chatbot, App Development, AI/ML, Consumable Analytics

**OUR OFFERING (WHAT)**
To help customers achieve their Digital Ambition by optimizing and transforming Value Chains digitally, through the 2 pillars.

**HELPS** build new Go-To-Market offerings
**REDUCES** Time to Market
**INCREASES** Business Revenue
**REQUIRES** Complex Tool-Chains to design, develop, implement and operate new business generating platforms
**OFFERS** Cloud-Native Value Chain, Kubernetes as a Service, Digital-as-a-Service
DIGITAL TRANSFORMATION OF ENTERPRISES
India’s **top 5 banks** trust Sify to host their digital infrastructure in Sify’s cloud onramp **data centers**.

Every trading transaction of the world’s **#1 derivative stock exchange** passes through the network designed, implemented, and managed by Sify.

All of India’s inter-banking transactions are done on **data center and network** designed, implemented, and managed by Sify.

India’s largest power **utility** company chose Sify’s cloud@core platform with **business-outcome-based model** to scale their service to **25 million+ subscribers**.

Sify’s integrated hybrid cloud solutions modernized 80% of the business applications of a **retail giant** with **zero service disruption**.
Sify’s data centers host 3 out of 4 Hyperscalers, global OTT players, the world’s leading social media network, Europe’s leading payment gateway, and 600+ enterprises.

A leading healthcare provider chose Sify’s cloud@core platform for the digital transformation of patient care services while saving 33% on cloud costs.

The world’s most widely distributed postal system trusts Sify’s managed network services to offer 24×7 country-wide postal, banking, logistics, and insurance services.

A top FMCG company in India with 25 mother brands uses Sify’s Retail Intelligence Solution for their forward supply chain to service 7 million+ retailers across the country.

Sify’s integration service enhanced the digital experience in the treatment of cancer by making patient information and radiation device availability visible from anywhere.
SIFY’S TECHNOLOGY PARTNER ECOSYSTEM

CLOUD
- Microsoft Azure
- AWS
- Google Cloud
- ORACLE Cloud
- NVIDIA
- Akamai

SECURITY
- Trellix
- Check Point
- radware
- CISCO
- Trend Micro
- FORTINET
- F5
- Zscaler
- Forcepoint

APPLICATION
- SAP
- Microsoft
- Oracle
- NVIDIA
- VMware

TECHNOLOGY
- Dell
- CISCO
- Commvault
- Aruba
- NetApp
- Versa Networks
- Citrix
- ServiceNow
- BMC Software
- Efficient IP
- Hitachi
INDUSTRY RECOGNITIONS

BRAND PERSPECTIVE

Recognized as among ‘The Best Firms for Women in Tech’ by Analytics India Magazine.

INDUSTRY PERSPECTIVE

Sify is a Niche Player in Gartner’s MQ for Managed Network Services Global 2023

PARTNER PERSPECTIVE

Sify was awarded the Best System Integrator, FY 2022 by HPE Aruba Networking

The Economic Times Choice of Tech Leaders’ Awardee for Managed SD-WAN 2023

HPE Aruba Networking

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

Recognition in Market Guide for Backup as a Service 2021


Gartner

Data Center Transformation Services 2018

Network Transformation Services 2018
Thank You

Tried. Tested. Trusted.
Your digital infrastructure partner for over 23 years