

IR UPDATE

April 2018 - March 2019

INVESTOR PRESENTATION

The India “Digital Tsunami”



CONNECTED WORLD

By 2020, smart phone users are expected to reach **2.87 Bn**

IN INDIA:

330 Mn connected smart phone users in 2017, **500 Mn** by 2020



DIGITAL BUSINESS

60% of global FMCG sales are driven by online channels

IN INDIA:

10-15% of FMCG sales are online in 2016, **40%** of sales by 2020



E-COMMERCE

Global online spend is expected to reach **\$4.48 Tn** by 2020

IN INDIA:

Online spend to grow **2.5X** to **\$100 Bn** by 2020



SMART CITIES

Global smart city spend is expected to reach **\$34.35 Bn** by 2020

IN INDIA:

\$1482 Mn has been allocated for the smart city project



E - LEARNING

Global online education to reach **\$275 Bn** by 2021

IN INDIA:

Online education will grow by **8X** to **\$2 Bn** by 2021

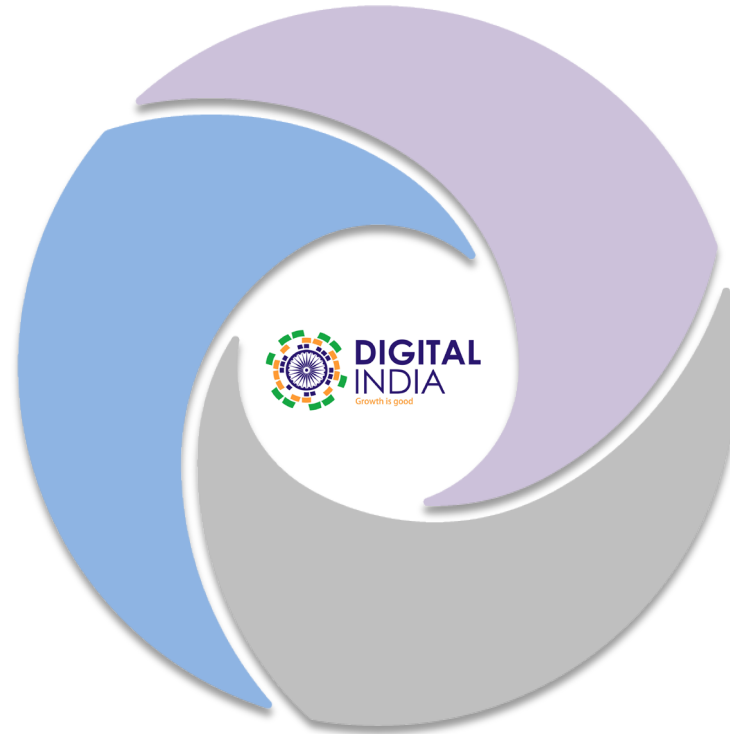
The India digital economy is expected to reach \$1 Trillion by 2025

Digital India - a perfect storm

NATIONAL DIGITAL COMMUNICATIONS POLICY (2020 GOALS)

CONNECT INDIA

- 10 Gbps to all villages
- 100 Mbps to all schools
- Broadband to 50% of households
- 10 M public Wi-Fi hotspots



PROPEL INDIA

- Investments of USD 100 Billion
- Creation of innovation led start-ups
- Train/ re-skill 1 Million
- Expand IoT ecosystem to 5 Billion

SECURE INDIA

- Comprehensive data protection regime
- Net neutrality principles
- Security testing and standards
- Encryption and security clearances

The alignment of forces is creating a Perfect Storm of new opportunities

Trends changing the provider marketplace



Trends

Advantage

Customers DC mobbing from on-premise to hosted DC & Cloud

DC and Cloud SP with Managed Services and Integration Capabilities

Build IT to Consumed IT Model

Cloud Services Provider with Integrated ICT Offerings

Outcome-Based Engagement Models

Integrated ICT Players with Cloud Offerings & Vertical Expertise

Sify's key assets

Relevance to Digital India

- 6 Pan-India DCs with 47MW capacity (utility)
 - 5+ more DCs in progress, >2X capacity

- Hosting for hyperscale operators
- Centerpiece of the hybrid cloud

- Largest MPLS network (by connections)
 - Spans 1600 cities and towns

- Internet growth from non-metros
- Platform to move content to “edge”

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

- Cost-effective terabit network scale
- Interconnect public and private clouds

- Remote Operations Centers
 - NOC, SOC, managed services

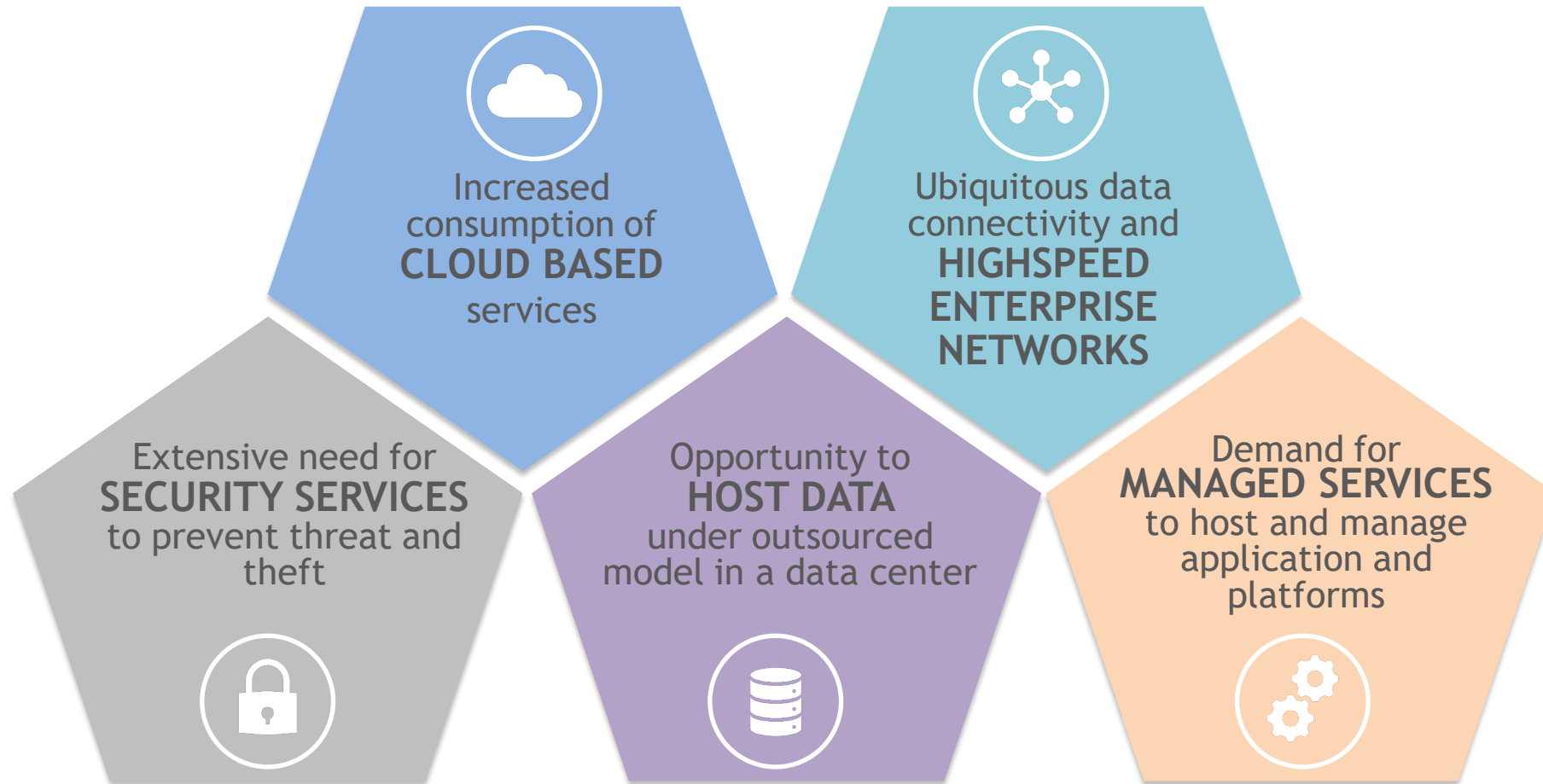
- Global and domestic IT outsourcing
- Supports outcome-based services model

- Applications and solutions
 - Cloudinfinite, I-Test, Forum, SAP/Oracle

- IT-enablement for distributed businesses
- Supports digital transformation initiatives

Sify's assets are ideally matched to the Digital India opportunity set

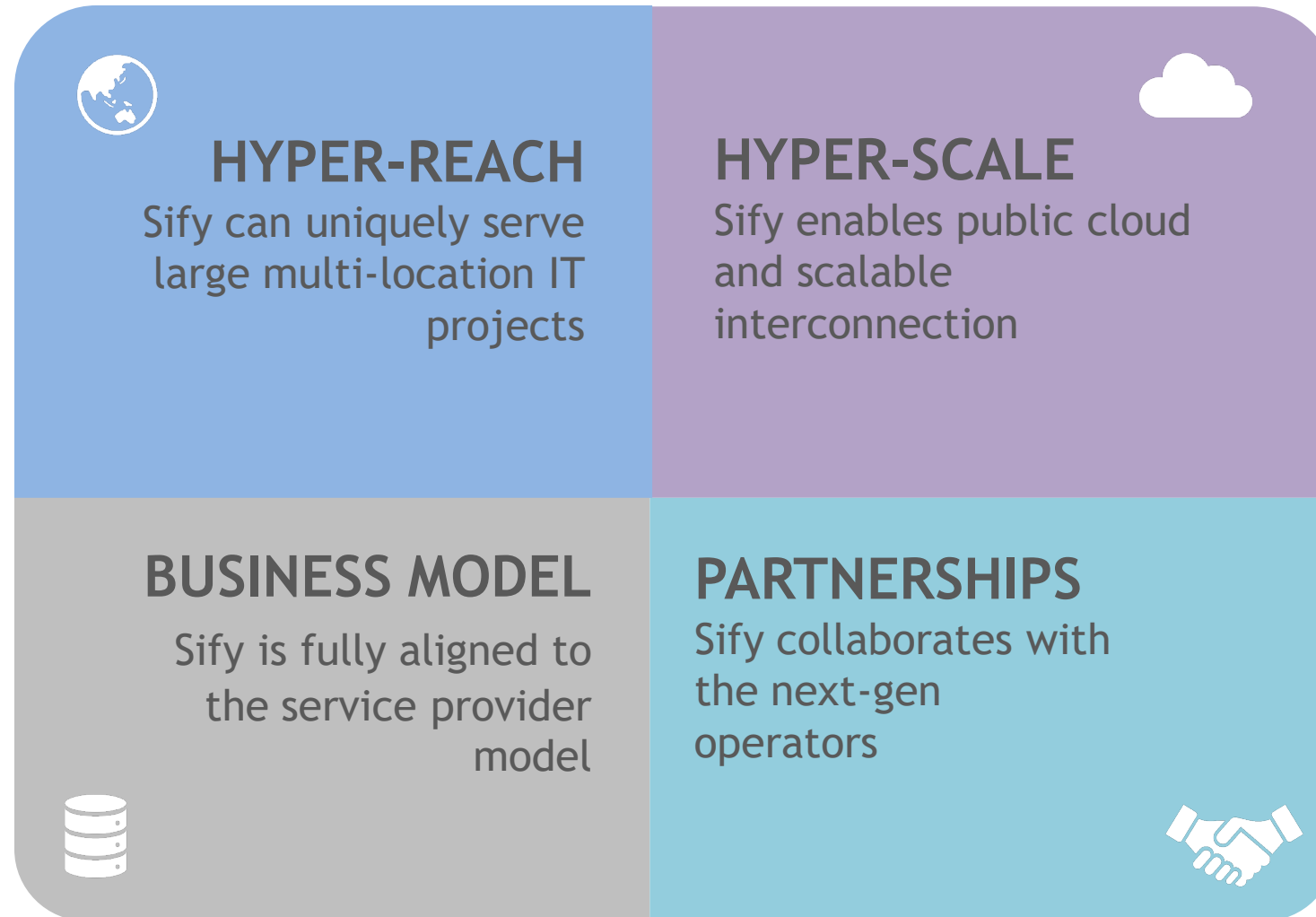
What does it mean for Sify?



The digital India phenomenon will lead to many more growth opportunities for Sify



Advantage Sify



Sify excels in areas at the cornerstone of Digital India transformation

Engagement models

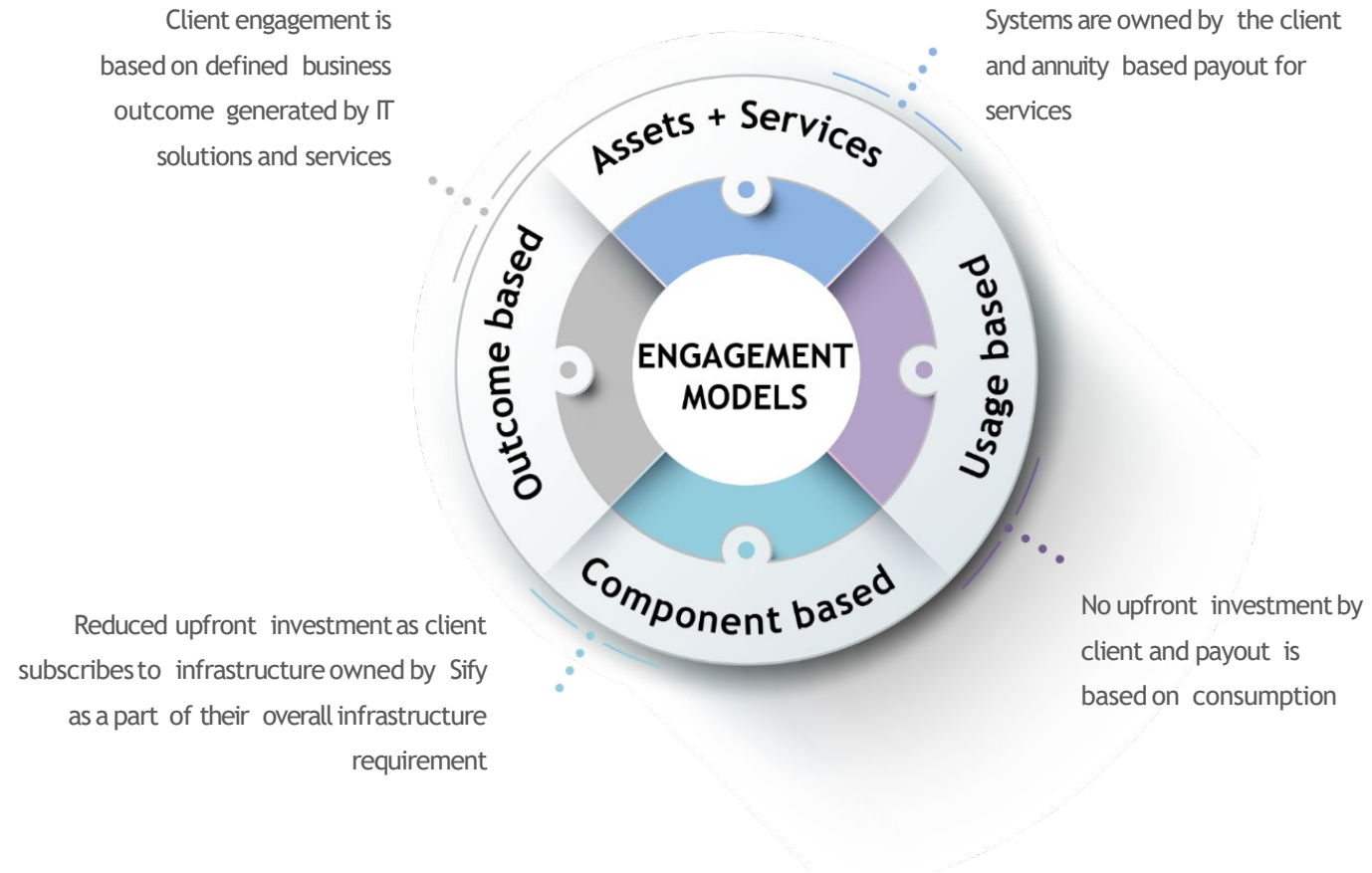


Less

Hardware

People

Licenses



The Cloud iteration of our services

DEMYSTIFYING **CLOUD@CORE**

ALIGNED TO OUR CUSTOMERS CLOUD TRANSFORMATION PURSUIT



CLOUD ENABLING

- Cloud data centres
- Hyper reach/hyper scale transport
AWS DirectConnect | XpressRoute
- **Software Defined Network services**
- **Cloud build**
Private | Hyperconverged | Enterprise
- **Security services for cloud**



CLOUD INSPIRED

- Sify CloudInfini
- Hosted SAP/S4HANA Cloud
- Oracle Exadata-as-service
- **EdgeConnect**
- **UC on Cloud**



CLOUD PURE

- AWS cloud service
- Azure cloud service
- Multi cloud managed services
- Managed orchestration platform



CLOUD ENHANCED

- App Modernization
- Big Data & Analytics
- Forum NXT on Cloud
- Online test on Cloud
- Learning Management Solutions on Cloud
- **Internet of Things (IoT)**
- Industry solutions as a service



Telecom



DC2S



TIS

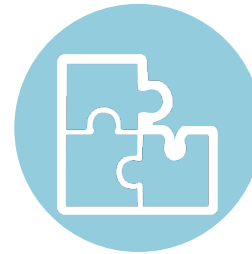


Digital Services

Sify today: from a customer perspective



Service provider with expertise in **SYSTEM INTEGRATION AND APPLICATION** domain



Only ICT service provider to offer **“CONSUMPTION”** as well as **“BUILD”** models to clients

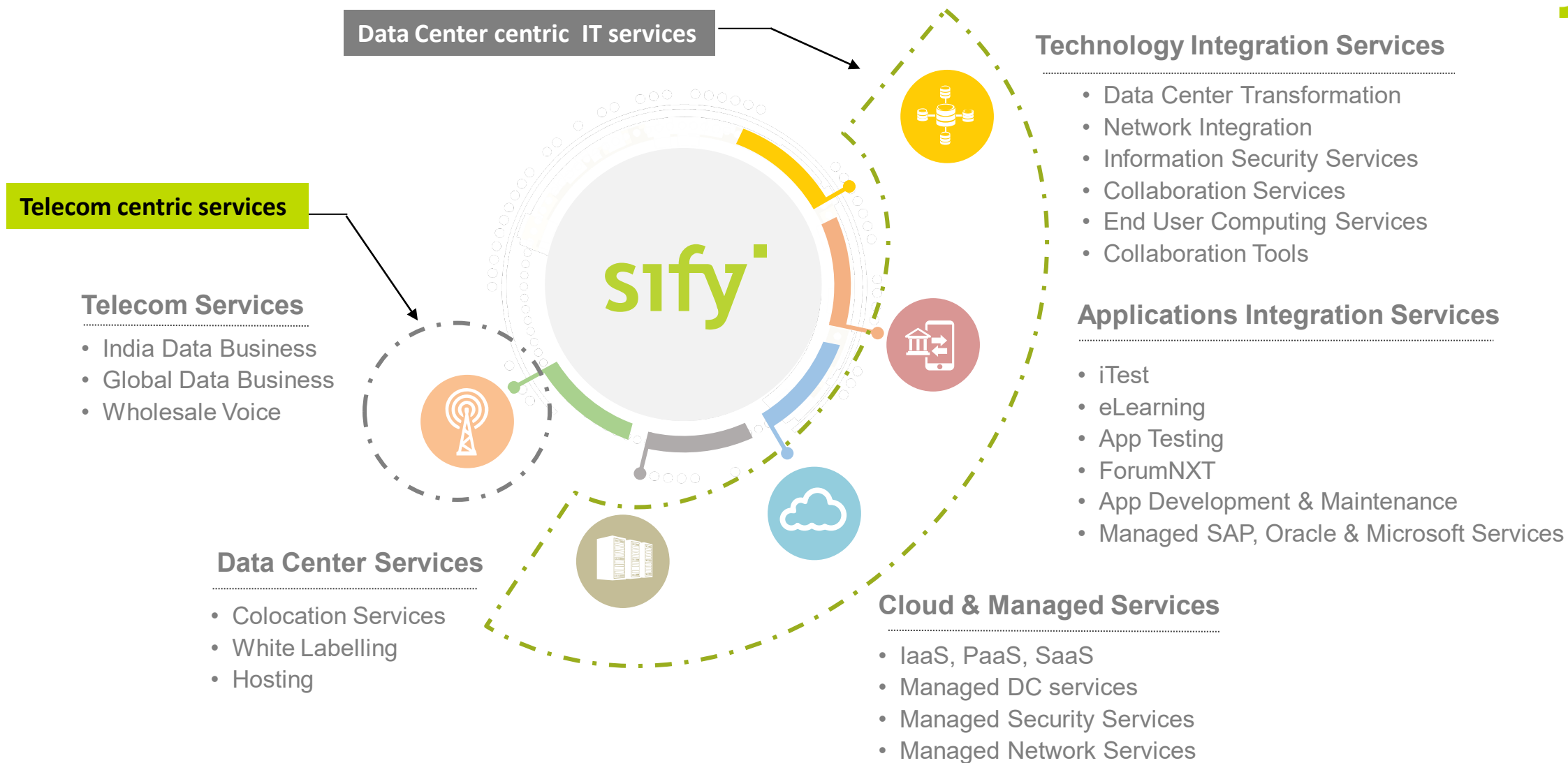


Multiple commercial models **COMPONENT ALIGNED, USAGE ALIGNED** and **BUSINESS OUTCOME ALIGNED**

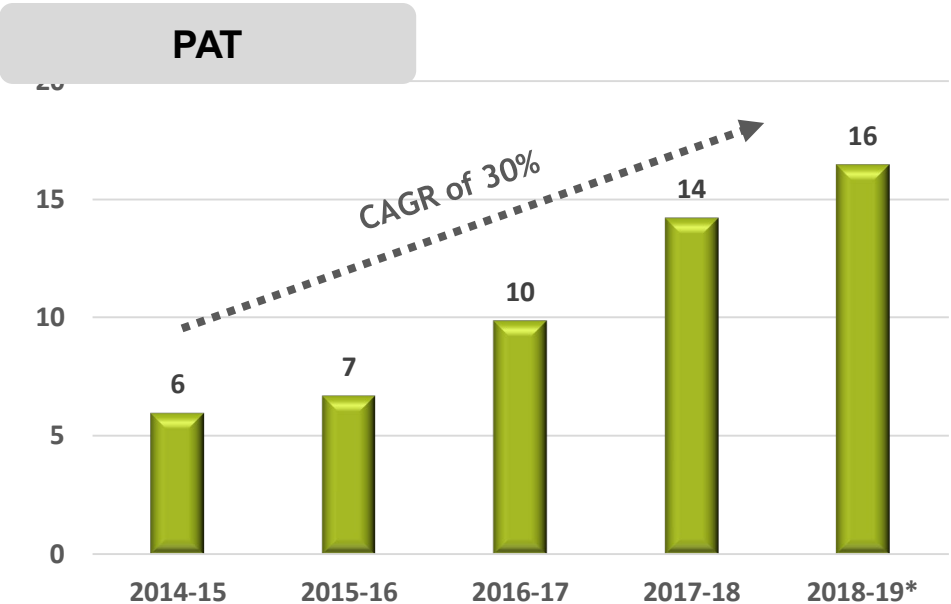
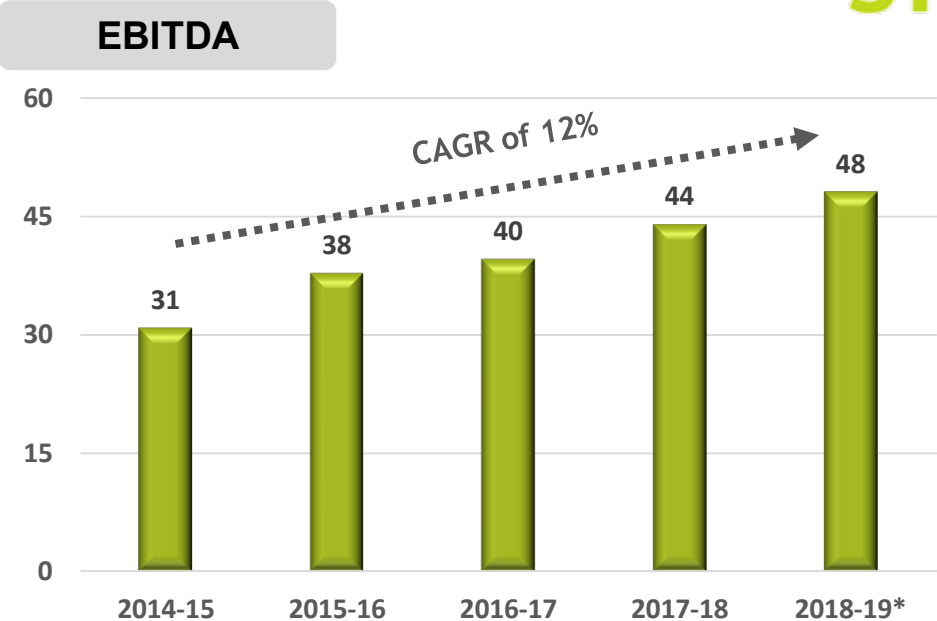
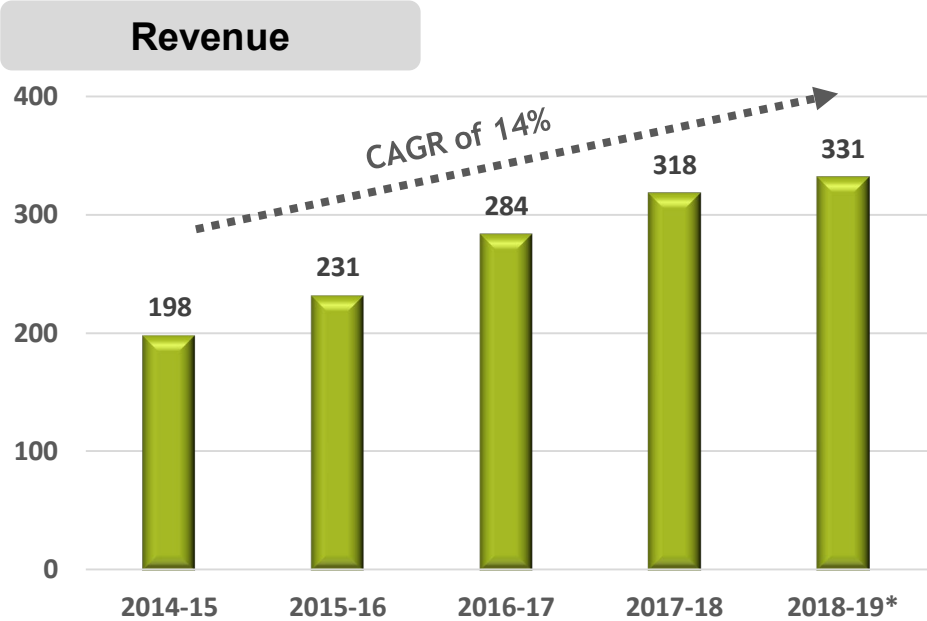


Ability to compete and replace traditional **TELCO & IT SERVICES** providers, new-age **DC & CLOUD** providers and pure play **MANAGED SERVICES** provider

Our business units



financial metrics for last 5 years – in \$ Mil in constant currency 1 USD @ INR 65



* Yr 2018-19 – Figures are Unaudited

operating performance and financial position



Operating Performance

Description	In INR Mil		
	Quarter ended March <u>2019</u> (Unaudited)	Year ended March <u>2019</u> (Unaudited)	Year ended March <u>2018</u> (Audited)
Revenue	5,623	21,547	20,686
Cost of Revenues	(3,546)	(13,602)	(13,435)
Selling, General and Administrative Expenses	(1,255)	(4,823)	(4,395)
EBITDA	822	3,122	2,856
Depreciation and Amortisation expense	(394)	(1,533)	(1,755)
Net Finance Expenses	(199)	(682)	(368)
Other Income (including exchange gain)	77	217	190
Other Expenses (including exchange loss)	-	(52)	-
Profit before tax	306	1,072	923
Income tax expense	(3)	(3)	(0)
Profit for the period	303	1,069	923

Strategic partnerships



Technology Partners



COMMVAULT™

service**now**

riverbed®

Think fast.®



Hewlett Packard
Enterprise

actifio
Radically Simple

ca
technologies

bmcsoftware

Cloud and Acceleration Partners



Windows Azure™



NUTANIX™

Application Partners



Microsoft

ORACLE®

LIVEWIRE™
FOR LIVE CAREERS



sumtotal
A Skillsoft Company

Litmos
by CallidusCloud

Security Partners



Check Point
SOFTWARE TECHNOLOGIES LTD



FORTINET®



sify ■

thank you