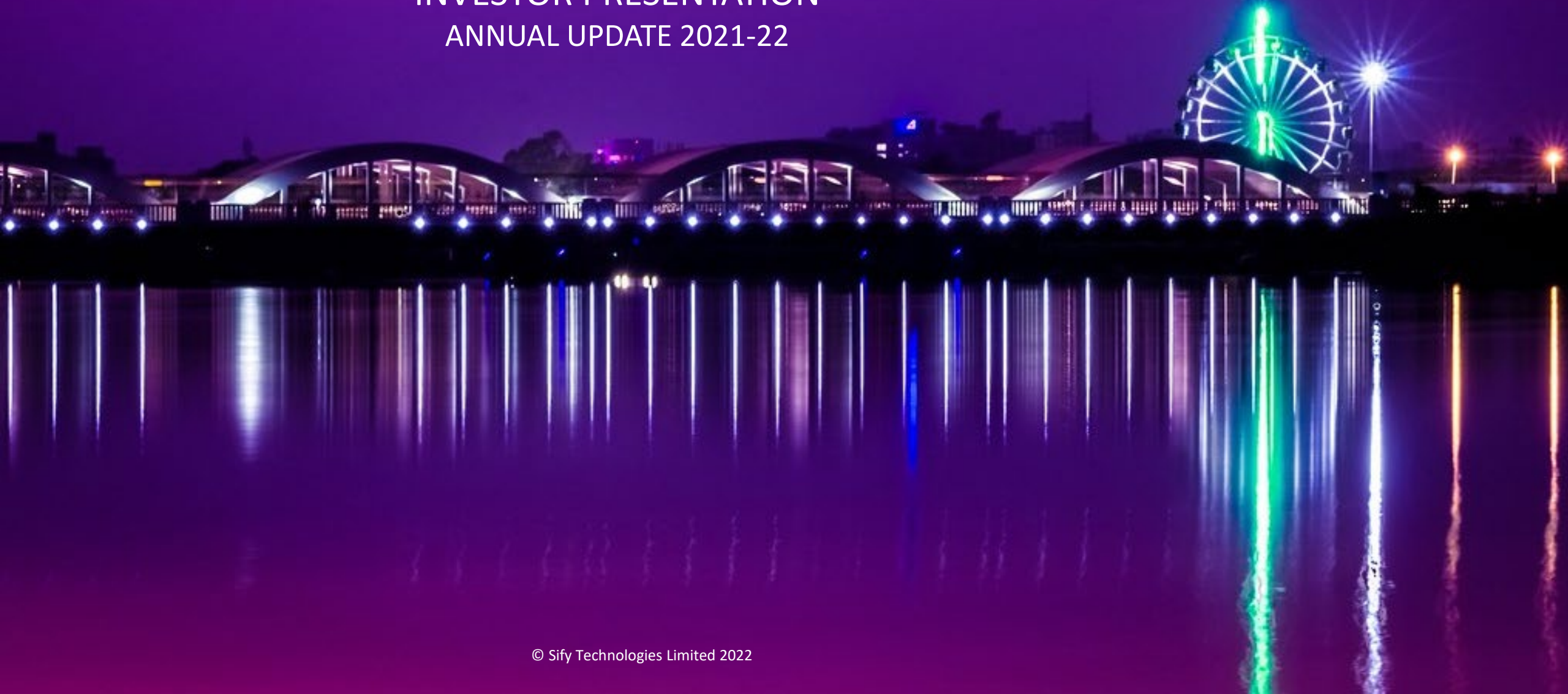


# INVESTOR PRESENTATION

## ANNUAL UPDATE 2021-22

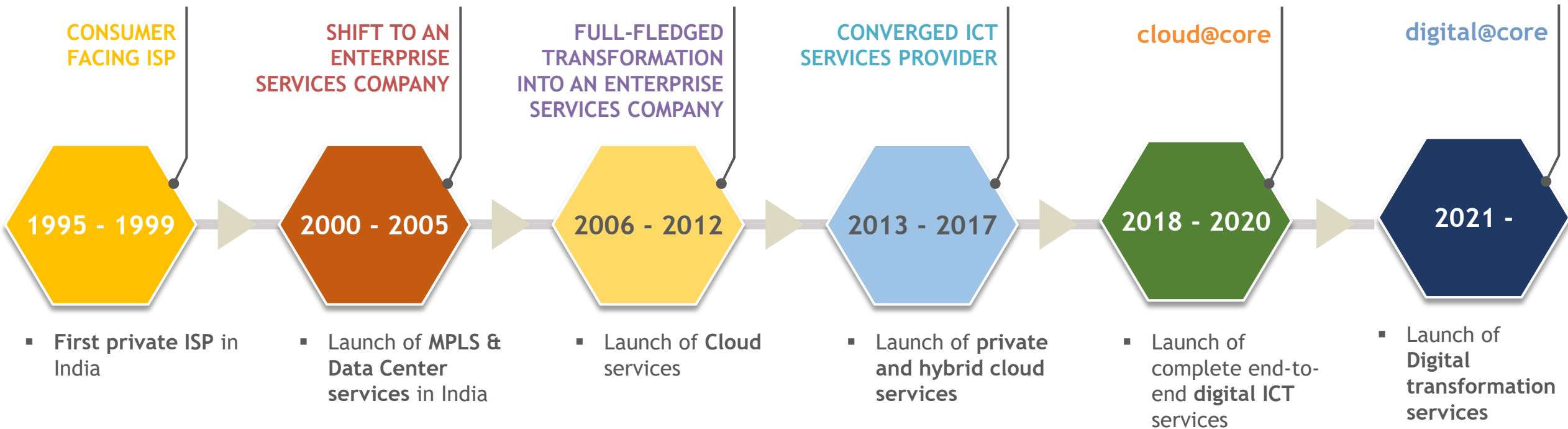




An aerial night photograph of a city. In the foreground, a racetrack with multiple lanes is visible, showing light trails from cars. The track is surrounded by trees and a low wall. In the background, a dense urban area is illuminated by city lights, with hills visible in the distance.

PAST

# SIFY'S JOURNEY: 25 YEARS OF TRANSFORMATION







PRESENT

## FINANCIAL METRICS - OVER 5 YEARS



REVENUE

**7%**

CAGR

---

**USD  
356 Mil**

EBITDA

**21%**

CAGR

---

**USD  
80 Mil**

PAT

**10%**

CAGR

---

**USD  
18 Mil**

CAPEX

**141%**

YoY

---

**USD  
94 Mil**

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 (PBT)</b>	<b>12</b>	<b>14</b>	<b>13</b>	<b>21</b>	<b>24</b>
Income Tax Expense	(0)	(0)	(5)	(1)	(7)
<b>PROFIT AFTER TAX (PAT)</b>	<b>12</b>	<b>14</b>	<b>9</b>	<b>20</b>	<b>18</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	30
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>61</b>

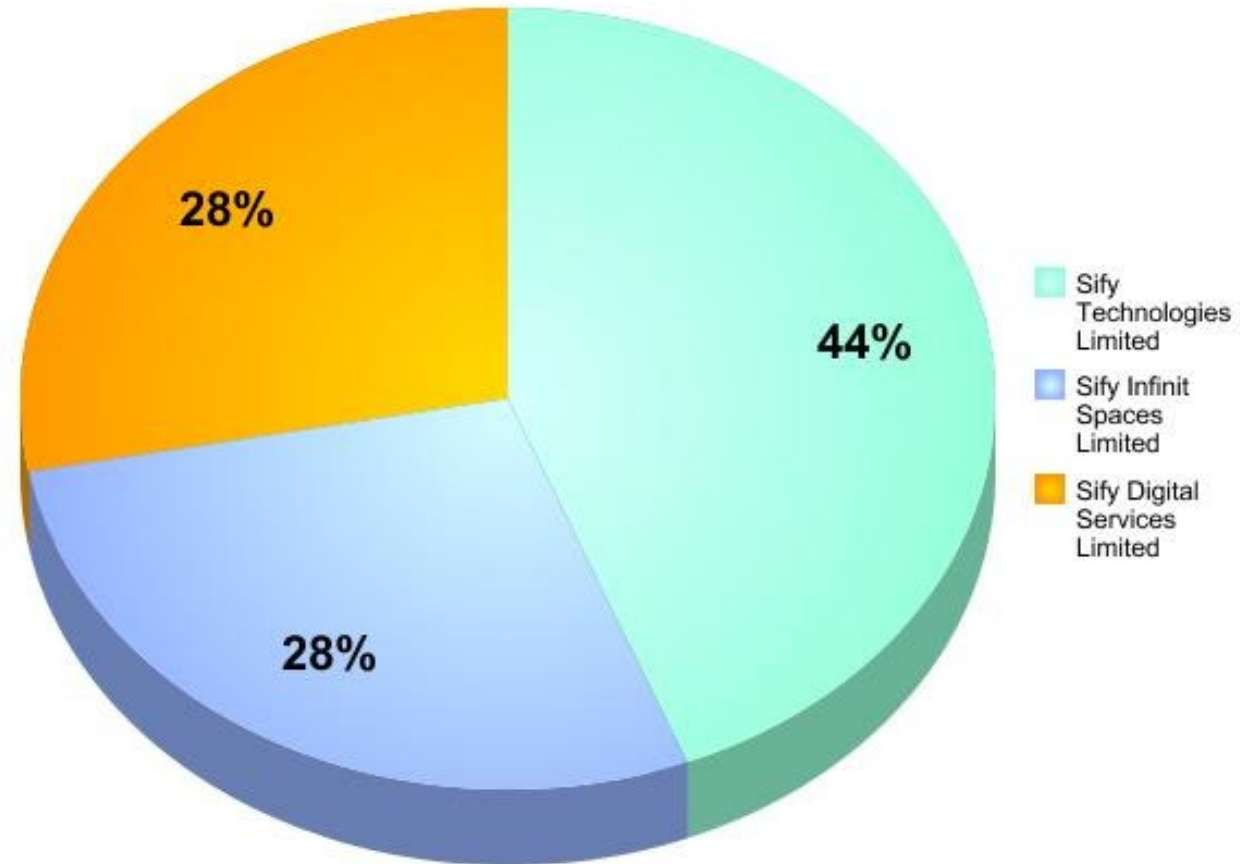
## BALANCE SHEET

Details	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22*
Equity	119	142	150	174	192
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>395</b>	<b>452</b>	<b>484</b>	<b>615</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	61
Other Assets	22	37	24	31	57
<b>Total Assets</b>	<b>323</b>	<b>395</b>	<b>452</b>	<b>484</b>	<b>615</b>

\*Unaudited Numbers



## REVENUE SHARE - 3 ENTITIES



# INFRASTRUCTURE & SERVICES ADVANTAGE



11 Pan-India DCs  
with >100 MW  
capacity

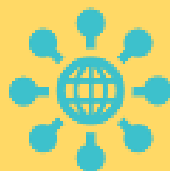
On track to add  
200 MW in next  
4 years



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 our customer's transformational pursuit



## 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



## CLOUD INSPIRED

- Sify CloudInfini
- Hosted SAP/S4HANA Cloud
- Managed wireless network
- UC on Cloud



## CLOUD PURE

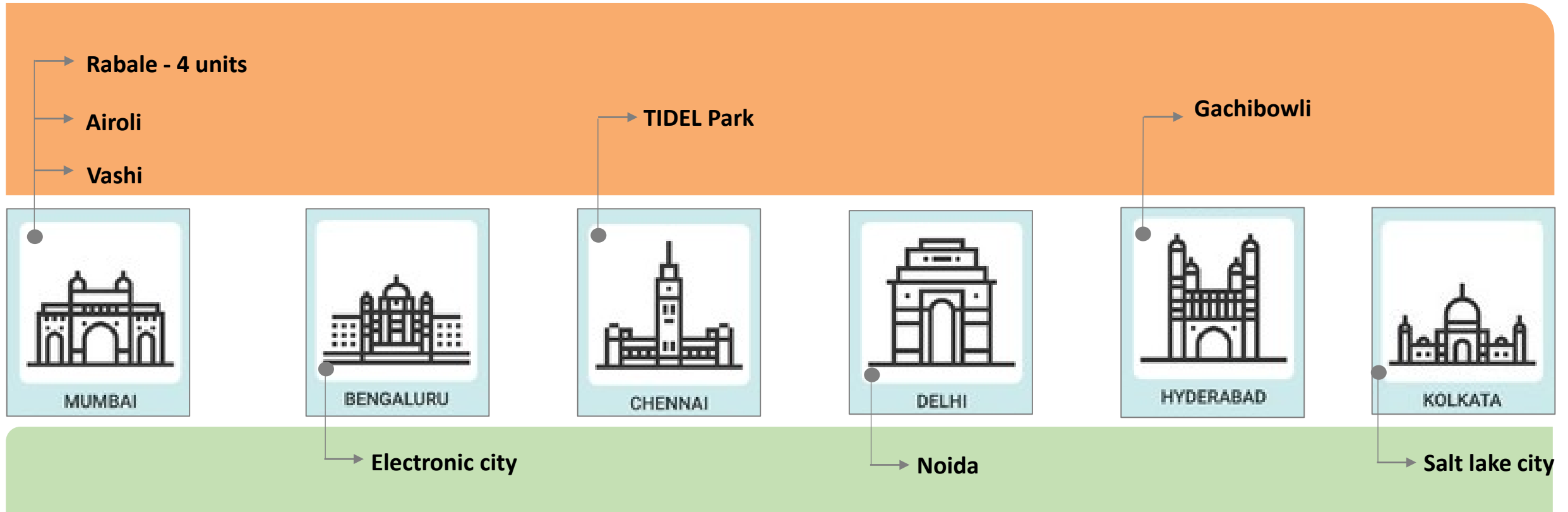
- AWS Cloud services
- Azure Cloud services
- Oracle Cloud services
- Multi Cloud Management platform
- Multi Cloud Managed services



## 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

# OUR DC FOOTPRINT: 11 DATA CENTER STRONG

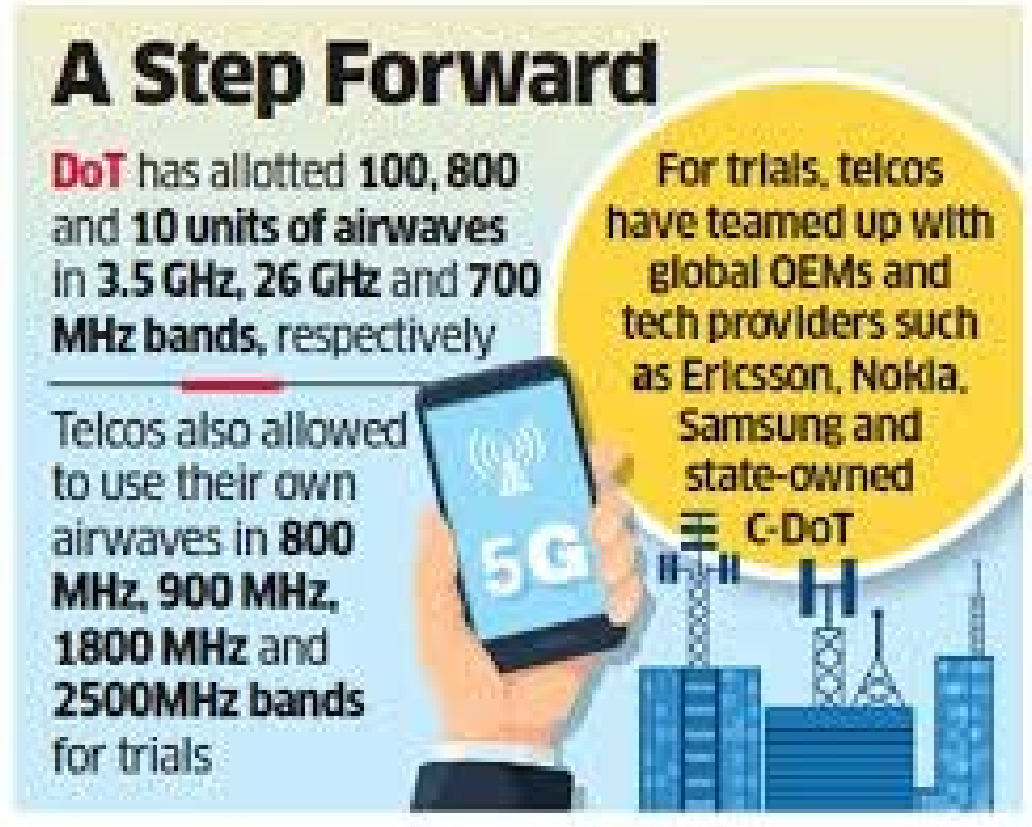


# FUTURE



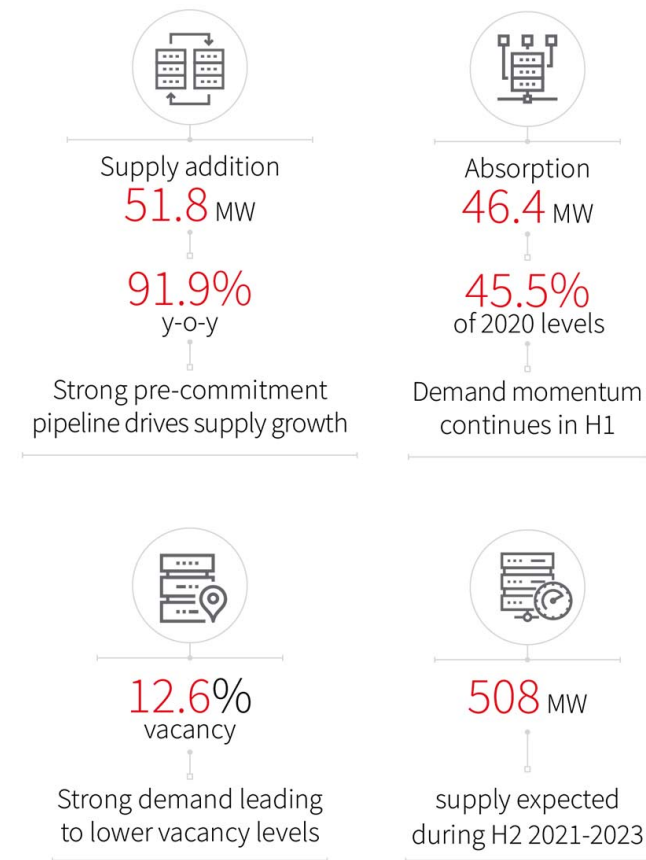


# INDIA'S EVOLVING 5G & DC LANDSCAPE



## H1 2021 at a Glance

Demand equals 90% of supply addition



Sify Network provides last mile for most mobility players

200 MW of DC capacity to be added in the next 4-5 yrs

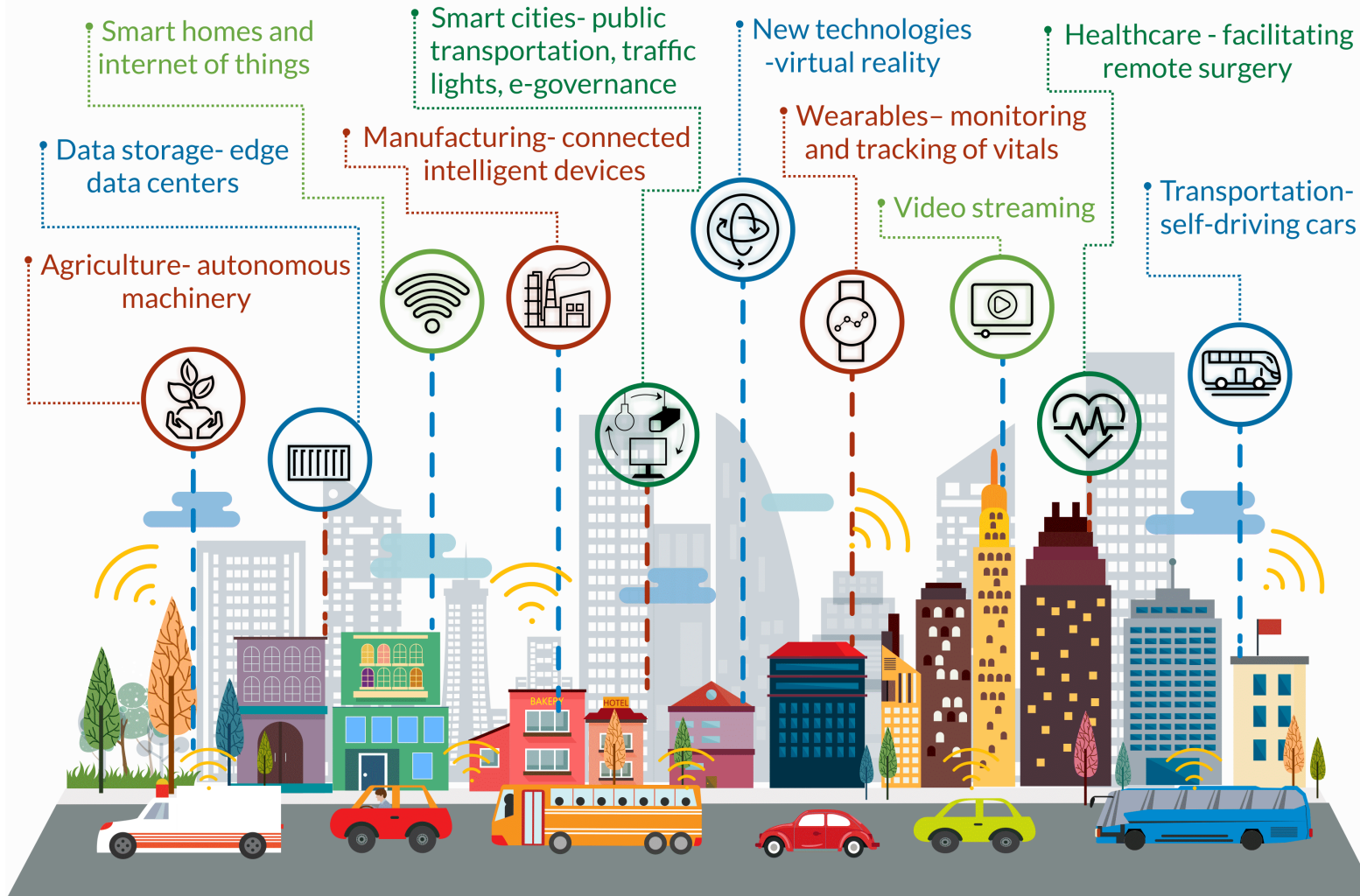
Note:

- Total IT load, across other cities is 9 MW
- Absorption is defined as take up of rack space on lease and operational during the study period

# INDIA'S EVOLVING **INTERNET OF THINGS (IOT)** LANDSCAPE



## The Future with 5G



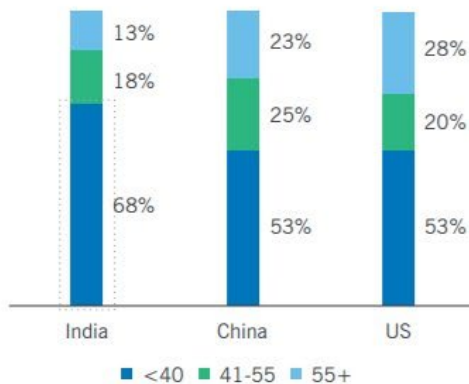
Digital@core  
Intelligent application  
fabric for AI centered  
appliances

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

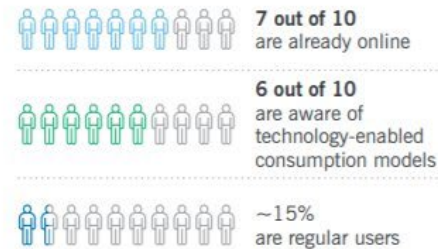
## India: A Digital-First Economy



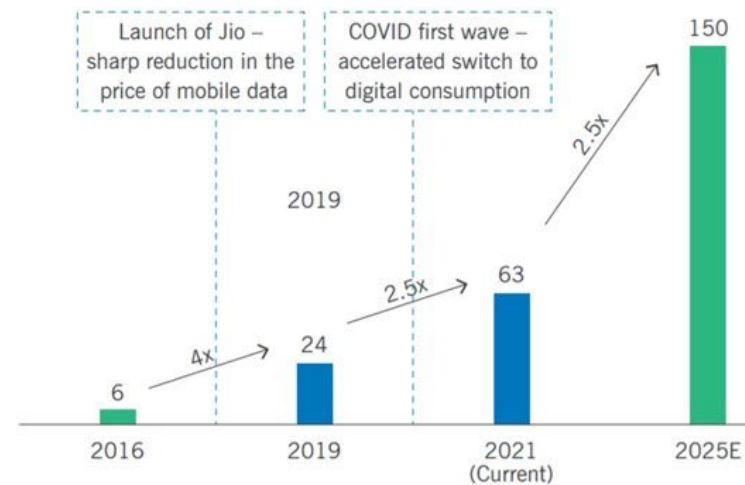
Population distribution by age



Penetration of tech-enabled consumption in India



Number of Unicorns by year



Complete ecosystem of ICT services to cover all levels of IT demand

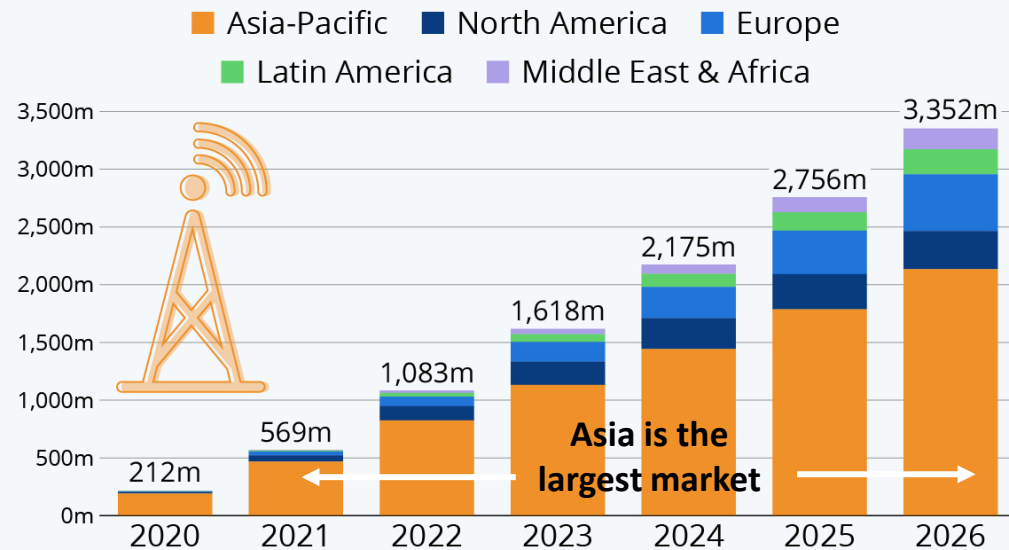
**India's share of mobile app downloads in 2020 amounted to 218 billion10 (14% of the world's total).**



# FUELING THE FUTURE

## Global 5G Adoption to Hit One Billion in 2022

Forecast of 5G smartphone subscriptions by region (in millions)



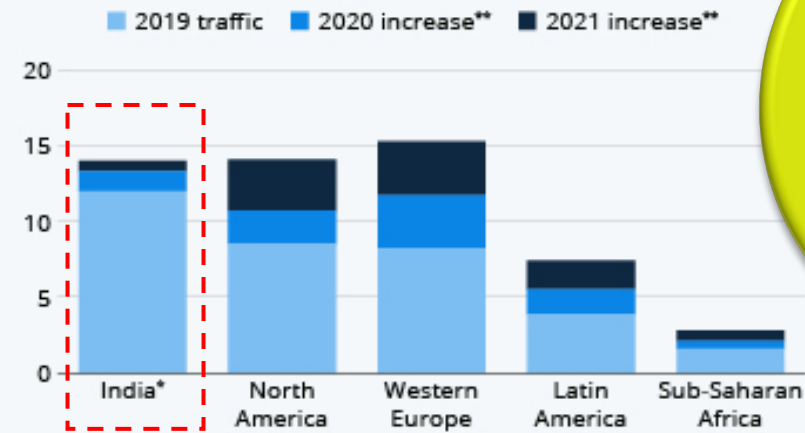
Forecast as of June 2021  
Source: Ericsson Mobility Report



statista

## Indians Constantly Glued to Phone Screens

Average mobile data traffic per smartphone in selected countries/regions (in GB/month)



\* Includes Nepal and Bhutan \*\* projection  
Source: Ericsson Mobility Report



statista

Projected to be the largest market for

- 1) Data enabled services including rich media, ecommerce, digital learning platforms
- 2) Technology including 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.



*Next step*

**digital@core**

# Thank you

