



Hello!!

Sify Technologies (Nasdaq: SIFY)

Non-Deal Roadshow | February 2024

01

**Past
performance**

Business
performance to date

02

**Untapped
potential**

India
market

03

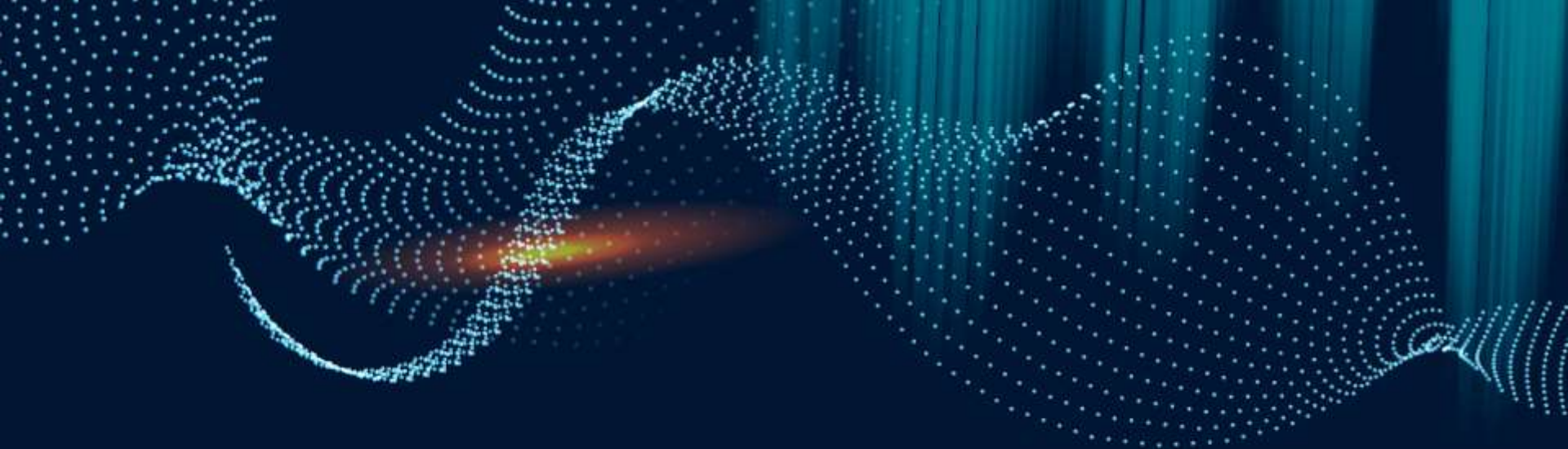
**Our
business**

Assets on the
ground & the
drawing board

04

Sustainability

Roadmap



01

Past performance

Our 5 year track record & as on date

25 YEARS OF TRANSFORMATION

Sify 1.0

Consumer internet

CONSUMER FACING ISP

First private ISP in India

Sify 2.0

Enterprise internet

SHIFT TO AN ENTERPRISE SERVICES COMPANY

Launch of **MPLS & Data Center services** in India

Sify 3.0

Social & Mobile on cloud

TRANSFORMATION INTO ICT SERVICES COMPANY

Launch of Enterprise **Cloud services**

Sify 3.0+

Cloud First

DIGITAL ICT SERVICES PROVIDER (cloud@core)

Launch of **private and hybrid cloud services**

Sify 4.0

Digital First

DIGITAL TRANSFORMATION SERVICES PROVIDER (digital@core)

Launch of end-to-end **digital 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

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

Financial metrics – Last 5 years

	REVENUE	EBITDA	PAT	CAPEX
5 YEAR CAGR	7%	21%	8%	96%
IN ABSOLUTE NO.	USD 356 Mil	USD 80 Mil	USD 17 Mil	USD 97 Mil

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

Financial metrics – Q3 & 9 MONTHS ENDED

REVENUE

**USD
104 Mil**

**USD
313 Mil**

EBITDA

**USD
20 Mil**

**USD
59 Mil**

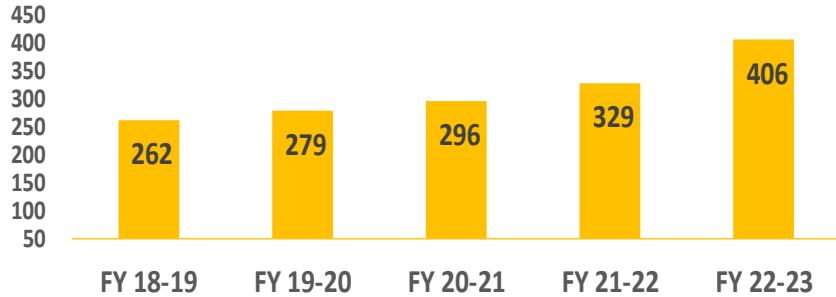
CAPEX

**USD
40 Mil**

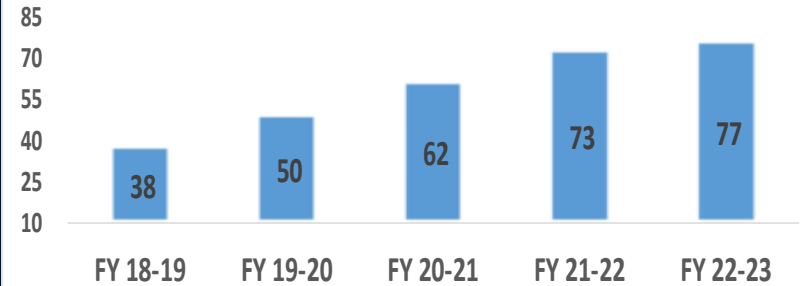
**USD
108 Mil**

Key information – Last 5 years

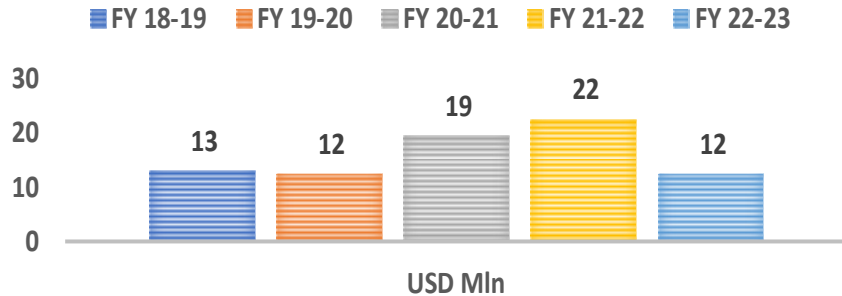
REVENUE



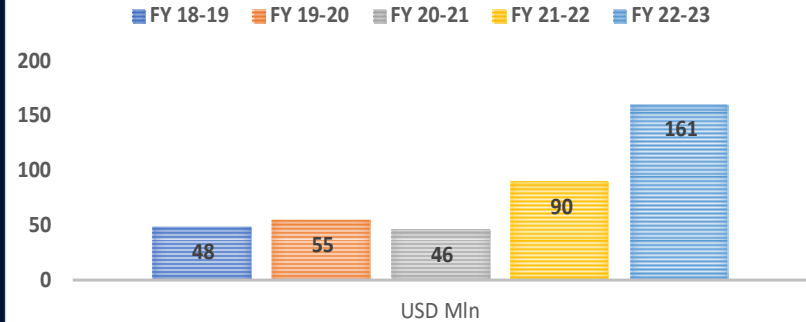
EBITDA



PROFIT BEFORE TAX



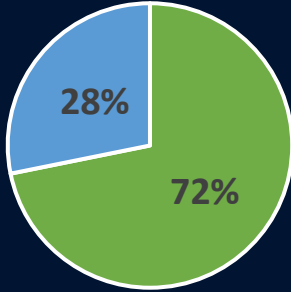
CAPITAL EXPENDITURE



In \$ MN in constant currency 1 USD @ INR 82.2169 (March 31, 2023) (Audited)

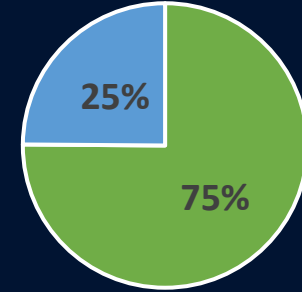
Capex - Segment wise

FY 22-23



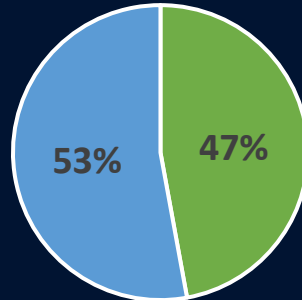
■ Data Centre ■ Non- Data Centre

FY 21-22



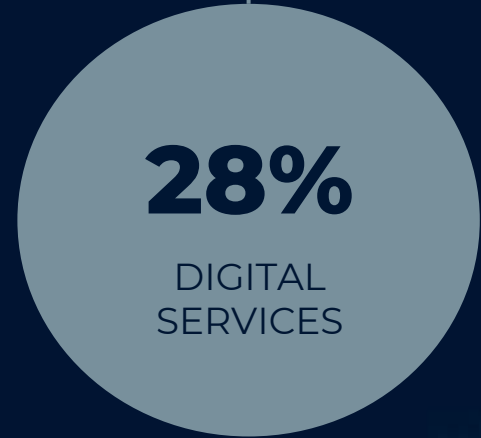
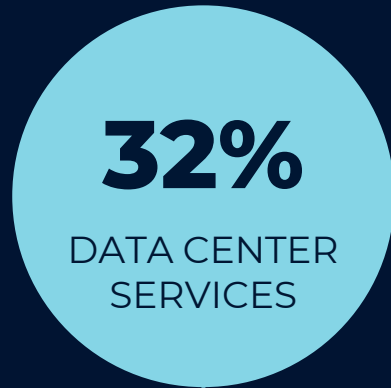
■ Data Centre ■ Non- Data Centre

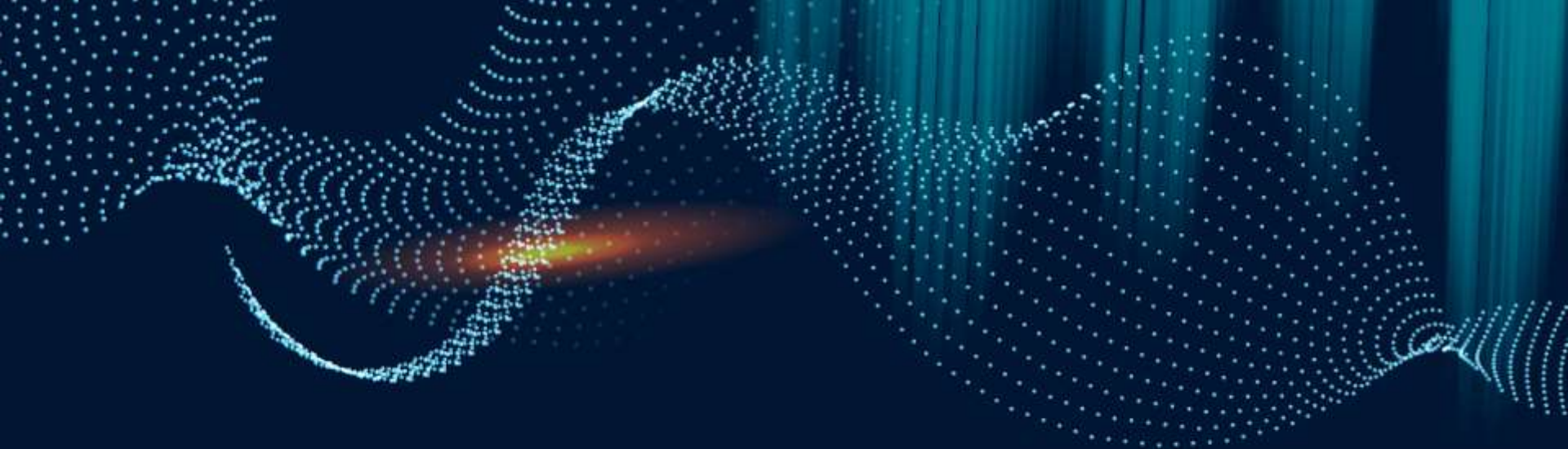
FY 20-21



■ Data Centre ■ Non- Data Centre

Revenue share % Q3 FY 2023-24





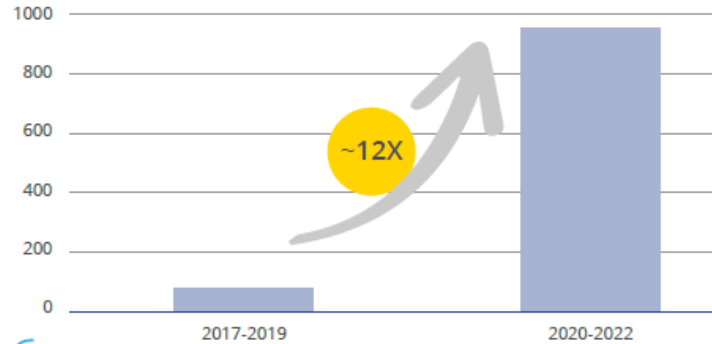
02

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

Source: Colliers

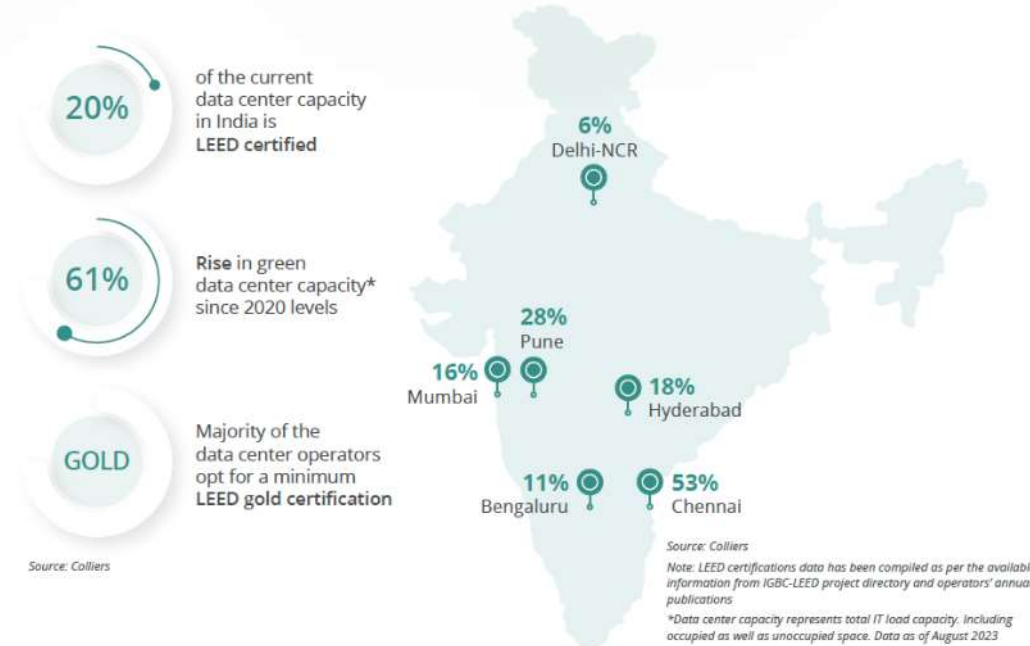
Why are investors attracted to India's data center market ?

- 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



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 operations 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

shopped online



110M

made purchases
in online games



65M

ordered food online



80M

households paid
utility bills online



25M

used online
ride-hailing services



15M

have paid for
an online course

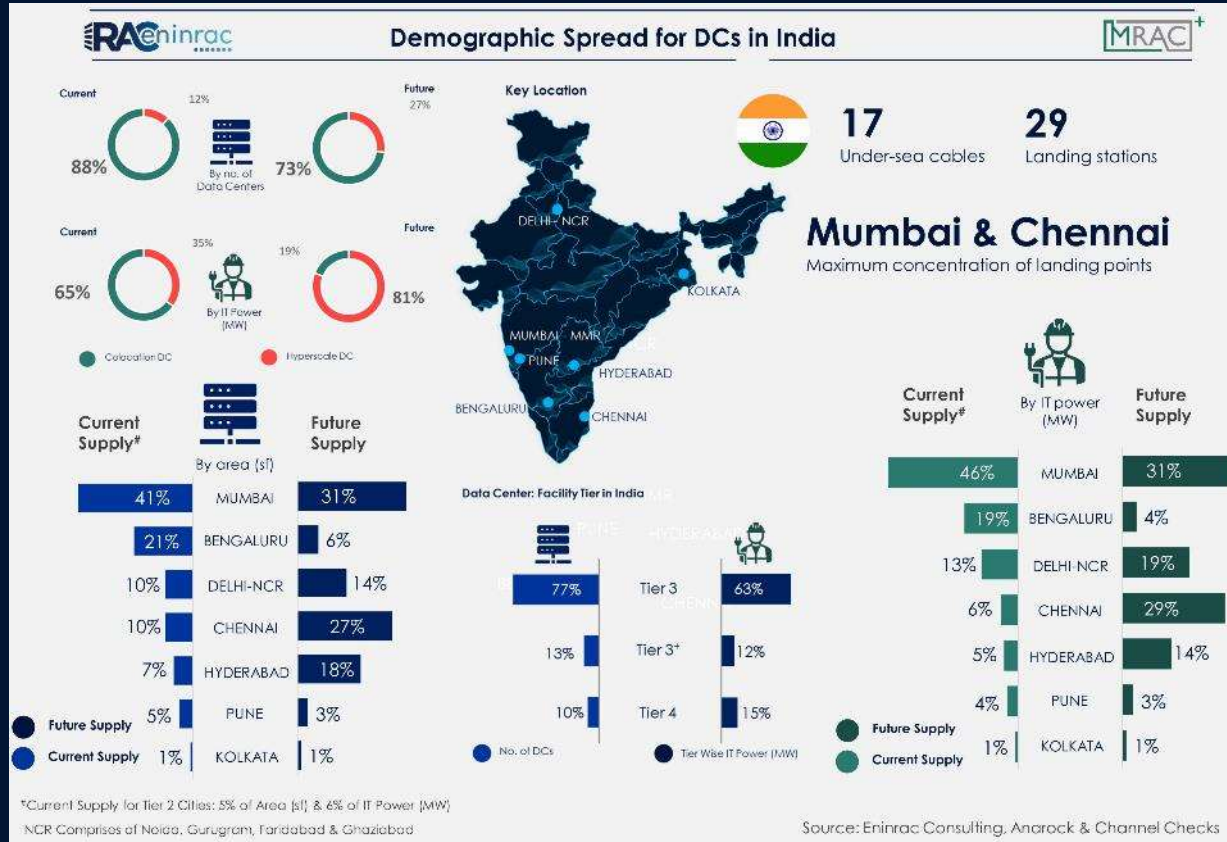
Internet economy vs IT services

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



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



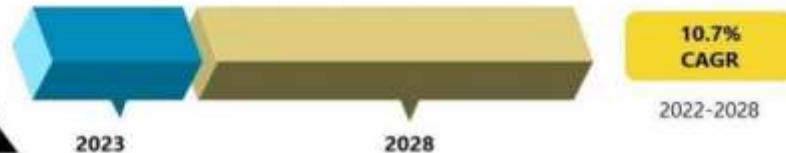
India – Data Center market by Investment

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.



MARKET DYNAMICS



Improvement in Inland & Submarine Connectivity

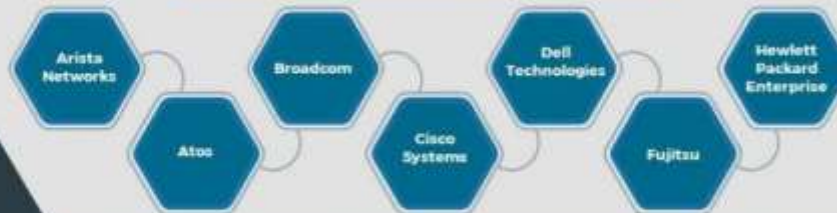


Increasing Cloud Service Adoption



Increase in Data Center Investment & Activities

KEY PROMINENT VENDORS



India - Cloud market

\$6.2 Billion

Yr 2022

\$17.8 Billion

Estimated Cloud market by Yr 2027

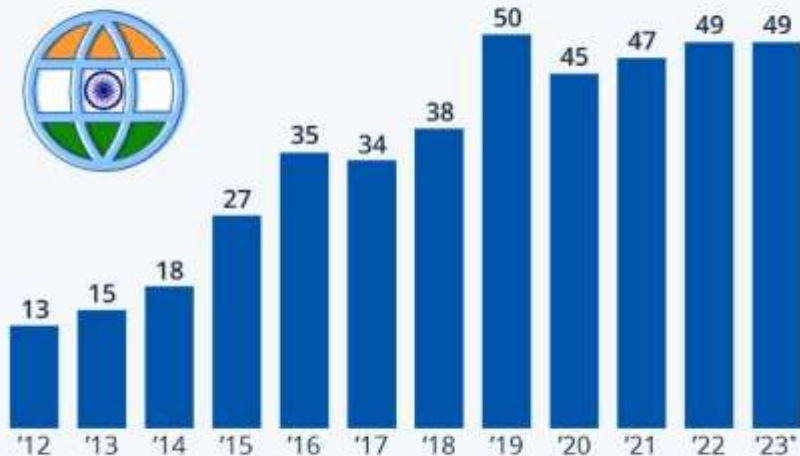
CAGR 23.4%

FY 2022-2027

India – Network connectivity

India's Growing Internet Connectivity

Internet penetration rate in India (in percent)



* provisional

Sources: Hootsuite, We Are Social, Kepios via DataReportal



statista

INDIA 2ND LARGEST AFTER CHINA

227m
Rural
India

205m
Urban
India

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



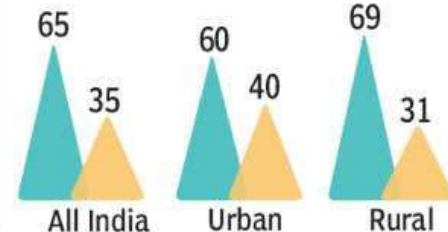
503m
India

850m China

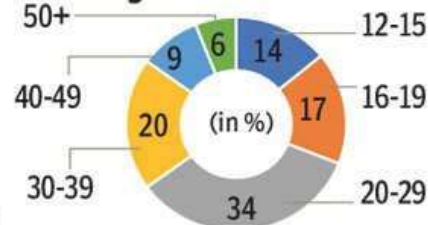
Source: IAMA/Nielsen

Gender Distribution

(as %)



Age Distribution



Assurance

	Sify Technologies	Sify Infnit Spaces	Sify Digital Services
LONG TERM	AA-	AA-	A+
SHORT TERM	A1+	A1+	A1+
	ICRA & CARE	ICRA & CARE	ICRA & CARE



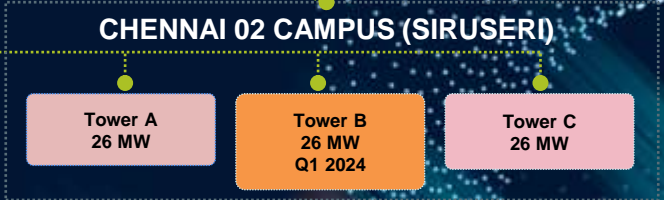
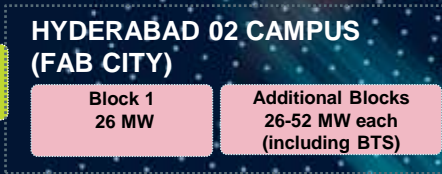
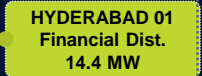
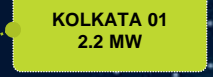
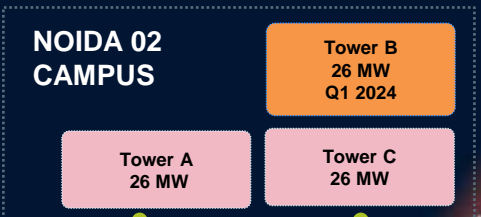
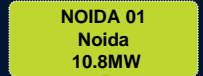
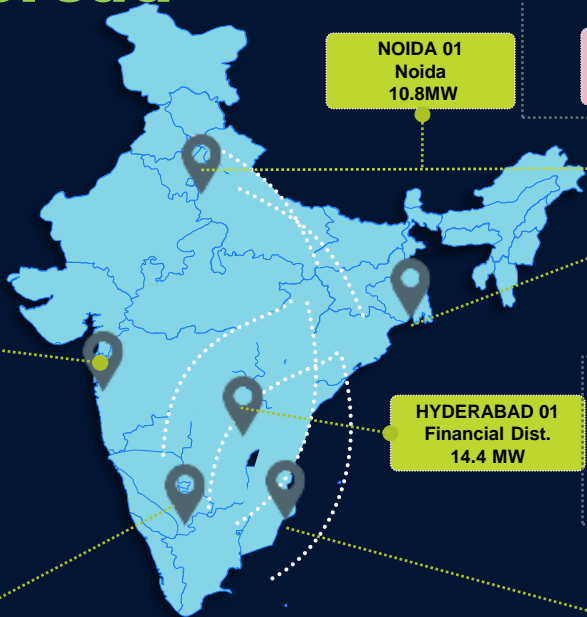
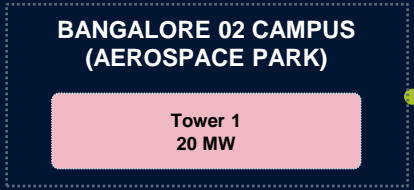
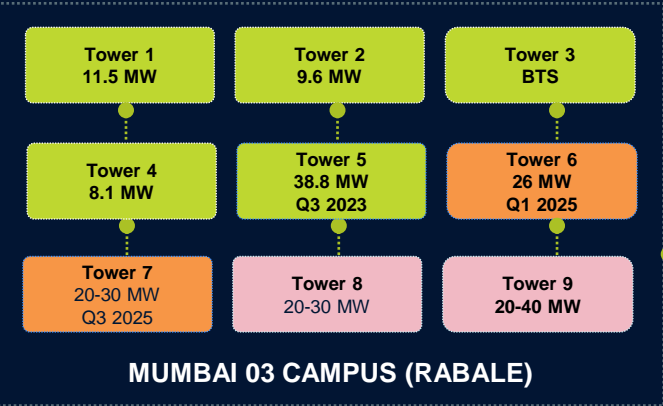


03

Our business

Assets on the ground & the
drawing board

Our Data Center spread

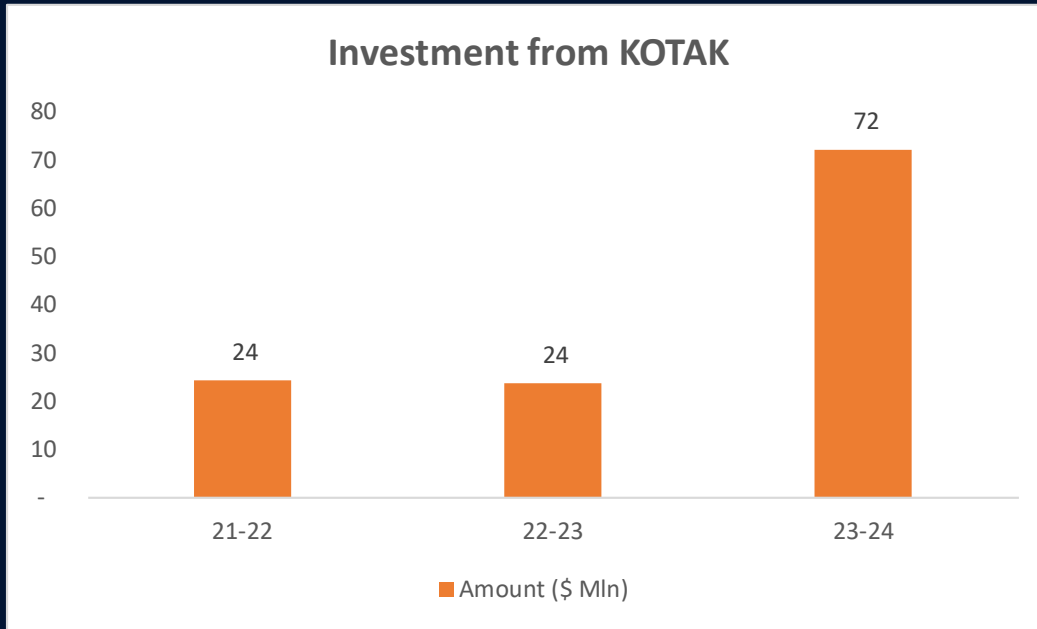


■ Operational
 ■ In Development
 ■ Planning

currently **12**

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Equity support in DCs



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 Cloudinfinitt
- 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 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

Market Restraints

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

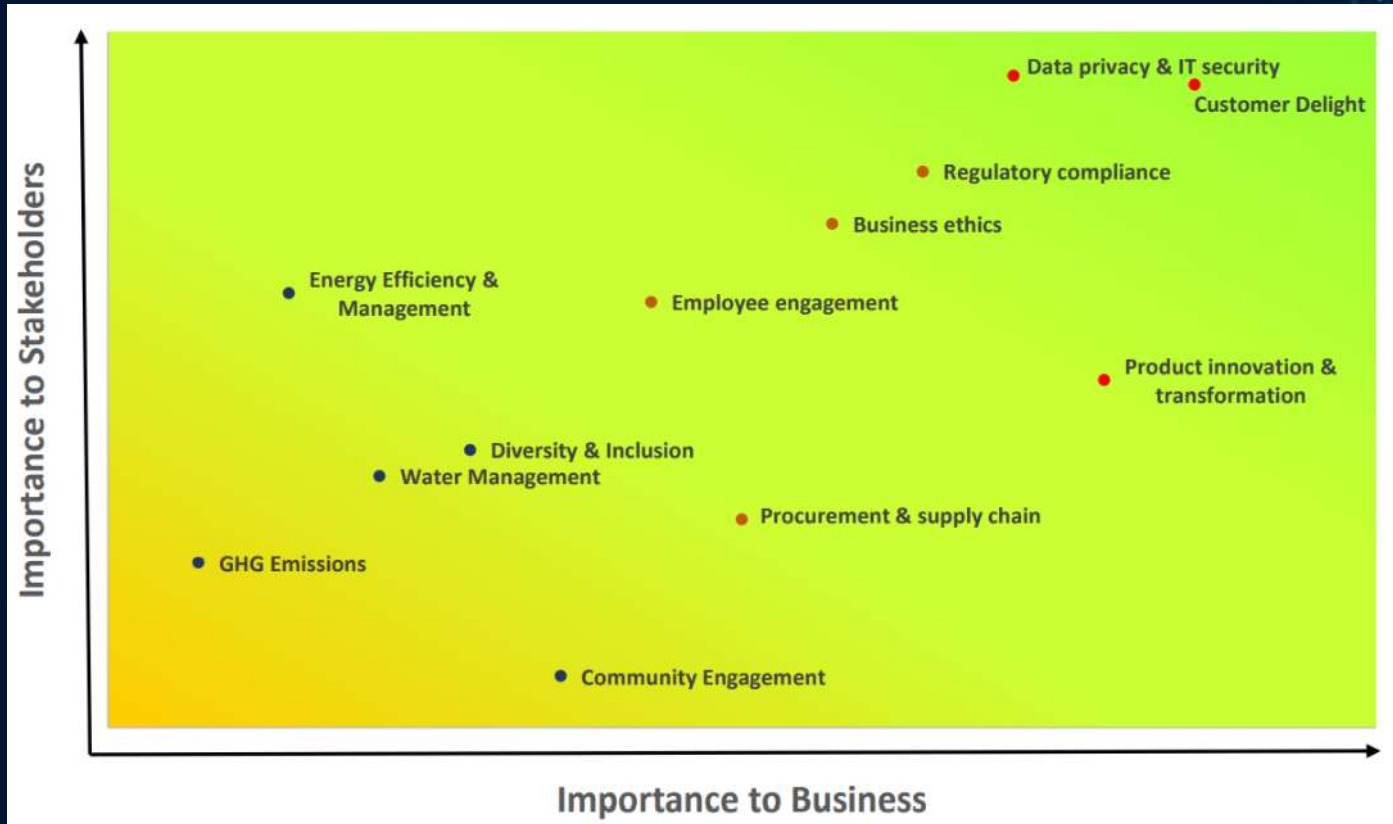


04

Sustainability

Roadmap

Sustainability - materiality



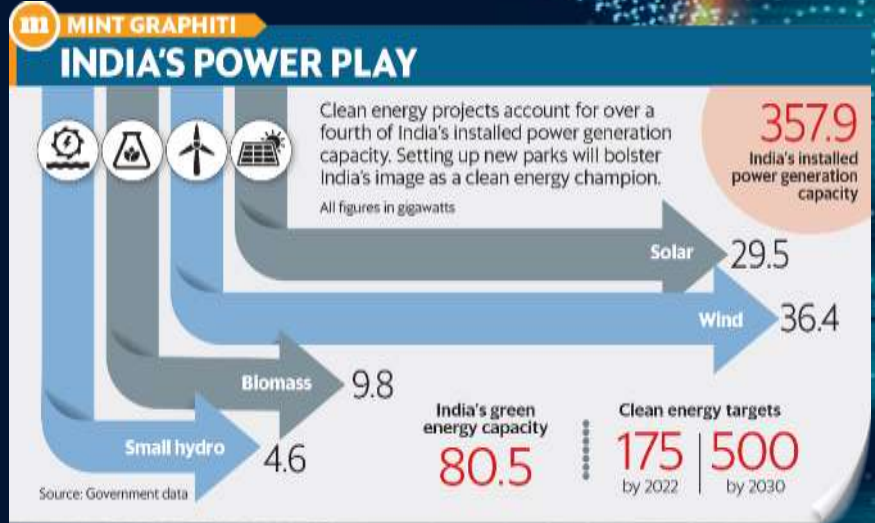
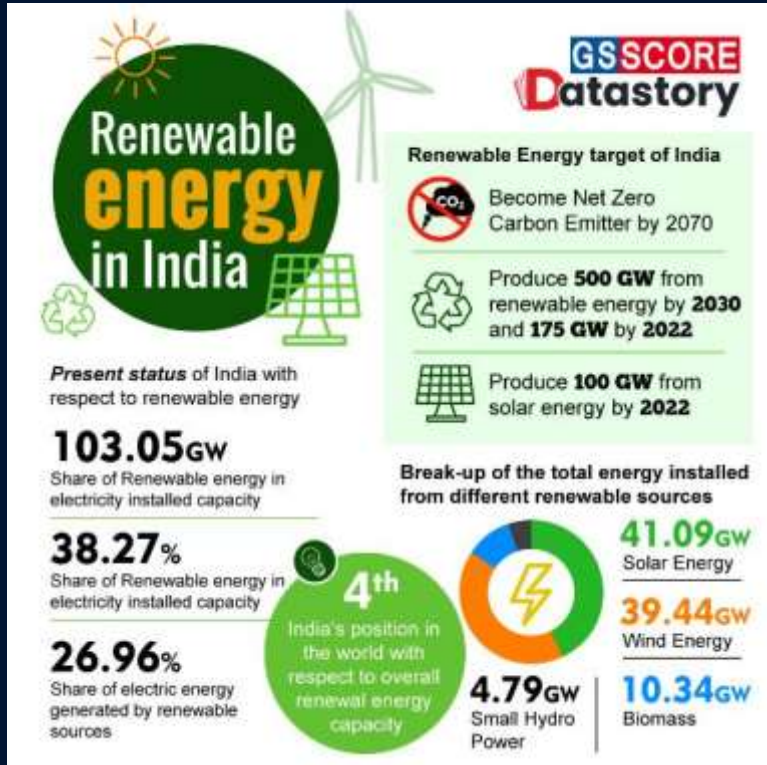
ESG - UNSDG alignment

Sector	Material Topics	SDG Goals			
Environment	GHG Emissions	7 AFFORDABLE AND CLEAN ENERGY	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	
	Energy Efficiency & Management	7 AFFORDABLE AND CLEAN ENERGY	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION
	Water Management	6 CLEAN WATER AND SANITATION	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	

Social	Diversity & Inclusion	5 GENDER EQUALITY	10 REDUCED INEQUALITIES	
	Community Engagement	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	
	Employee engagement	3 GOOD HEALTH AND WELL-BEING	8 DECENT WORK AND ECONOMIC GROWTH	10 REDUCED INEQUALITIES
	Procurement & supply chain	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	17 PARTNERSHIPS FOR THE GOALS	

Governance	Business ethics	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
	Regulatory compliance	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS	
	Data privacy & IT security	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	11 SUSTAINABLE CITIES AND COMMUNITIES	
	Product innovation & transformation	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION
	Customer Delight	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	

Renewables – Sustainable future



OUR DC & RENEWABLES ROADMAP

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
Global Chairman & MD

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
Executive Director &
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 Finance Services Ltd., Chennai.



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 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
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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Do you have any questions?
praveen.krishna@sifycorp.com
+919840926523

