

EBITDA for the year stood at Rs 3,122 million, while net profit for the year was Rs 1,069 million. Further, the board has recommended a dividend of 12 per cent.

### Performance highlights

- Revenue for the year was Rs 21,547 million, an increase of 4 per cent over last year.
- EBITDA for the year was Rs 3,122 million, an increase of 9 per cent over last year.
- Net Profit for the year was Rs 1069 million, an increase of 16 per cent over last year.
- Capex for the year was Rs 4,051 million.
- Cash balance at the end of the year was Rs 2,248 million.

### Business highlights

#### Growth drivers

The primary growth drivers in the markets are cloud adoption led by digital initiatives and transformation. This trend is triggering movement of workloads from on-premise Data Centres to hyperscale Public Cloud and hosted Private Cloud in varied degrees, based on the digital objectives of the enterprises. This in turn, is triggering transformation of the traditional network architecture, and transformation at the edge which connects the end user. The need for digital services like analytics, data lakes, IOT etc are shifting the balance to adoption of hyperscale Public Cloud vs Private cloud. Collectively, these trends are generating opportunities for full scale Cloud, DC and Network service providers with digital services skills.

*Commenting on the development, Kamal Nath, CEO, Sify Technologies, said, "With Cloud@Core at the heart of most of our service lines, over the past year, we have been able to establish our strategic relevance to customers in their Digital Transformation journey. Today we are one of the few Indian companies which serves the entire cloud spectrum of Cloud Enabling, Cloud Inspired, Cloud Pure and Cloud Enhanced services. These have also strongly supported the growth of our Telecom business around the SD WAN, Cloud Interconnects and Intelligent Edge networks."*

## **Key wins and business highlights**

- 25 prominent customers signed to have their workload migrated from their on-premise DC to multiple Clouds platforms including Sify Cloud Infnit, AWS and Azure. These cover key verticals, such as Power, Insurance, IT, Logistics, Real estate, Media, Healthcare, Mobility solutions, Enterprise messaging and IT risk management.
- 21 major logos signed up for greenfield Cloud implementation from verticals such as eCommerce Logistics, Investment Finance, IT, Manufacturing, Retail, Consulting and Healthcare among others.
- 16 major signups were recorded for Disaster Recovery as a Service. Among them were clients from retail Home Appliances, Automobile Finance, Automation Design, IT and Home Finance.
- 11 customers moved from competitor DC to Sify DC while 10 customers moved from their on-premise DC to Sify DC across Power, IT, Retail, Media and Communications and Healthcare verticals.
- 3 State Governments and a SmartCity in Central India contracted to have Private Cloud commissioned at the DCs under the National eGovernance Plan.
- 30 prominent logos from across Manufacturing, Power, Energy, IT infra and Government signed up for SAP services.
- 3 regional TV networks and one Daily publication signed up for CDN services on AWS.
- Multiple companies signed up for security services from among a Hospitality, Banking, Insurance, Digital wallets, Technology and Logistics sectors.
- The online assessment business successfully conducted more than 3.5 million Cloud based tests.
- The Telecom centric Services added 962 new customers in the year across various verticals and segments.
- During the year, there was significant expansion of the next generation fiber access networks across 4 key markets covering Data Centers and SEZs. The expansion is being driven by the demand from customers to connect to cloud and data centers as they embark on the cloud transformation journey.
- During the year, Sify expanded its GlobalCloudConnect (GCC) platform and will now offer private connections to Google Cloud in India, in addition to AWS and Microsoft Azure. Enterprises can now easily connect from 47 data centers and their offices in over 1600 cities across India. Further expansion of the AWS interconnects was completed during the year providing customers with more choices.
- During the year, the business launched its Managed and secure SDWAN service and is seeing increasing demand from customers for this service as they transform their traditional enterprise WAN to a cloud centric WAN. Some prominent names added to their roster include a Security and Cash logistics, a Public Sector Financial Institution focused on small and medium industries, a government owned Export Credit Insurance company and one of the largest Public Sector Power generation and distribution companies.
- The business saw growth in its Edge Connect portfolio (Intelligent Edge) with customers increasingly viewing the edge as a key area of innovation in a digital enterprise. Key wins include a large German engineering conglomerate, one of India's largest manufacturing companies, a leading FMCG brand and the back office of a large US based bank.

## Sify reports revenues of Rs 21,547 million for financial year 2018-19

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- The business also saw steady progress in its IoT business. Key wins included contracts from a logistics provider and a farm equipment manufacturer in India.
- The business also won key contracts during the year from global customers including two new CDNs that have deployed in India, repeat orders for large Data Center Interconnect from two leading global content providers and a contract from a global cloud-based security provider for deployment in India.

For more information please follow the following link- <https://www.sifytechnologies.com/investor/news/sify-reports-revenues-of-inr-21547-million-for-financial-year-2018-19/>

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