November 2, 2024

BSE Limited
Sir Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400 001
Security Code: 532628

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C-1, Block G
Bandra Kurla Complex,
Mumbai – 400 051
Scrip code: 3IINFOLTD

Dear Sir/ Madam,

Sub: <u>Presentation of Analyst/ Institutional Investor Meeting(s)</u>

In continuation to our letter dated October 31, 2024 regarding intimation of Investor Call scheduled to be held on Wednesday i.e., November 6, 2024 at 2:00 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter ended September 30, 2024.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For 3i Infotech Limited

Varika Rastogi
Company Secretary

Encl: As Above

Disclaimer

This presentation and the following discussion may contain "forward looking statements" by 3i Infotech Limited that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of 3i Infotech Limited about the business, industry and markets in which the company operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond 3i Infotech's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of the 3i Infotech Limited.

In particular, such statements should not be regarded as a projection of future performance of 3i Infotech. It should be noted that the actual performance or achievements of 3i Infotech may vary significantly from such statements.

BORN OUT OF A BANK

~$100 Mn
Revenue[1]

~5,200
Employees[2]

250+
Global Active Clients

10+ COUNTRIES

'Aspirant' by Everest Group in its PEAK Matrix® in
- Application Automation Services Assessment 2023
- Cloud Services in Insurance 2023
- Next-Generation Quality Engineering Services 2023

Featured in Gartner's Market Guide, 2023 for
- Leveraging Latest Technologies to Automate Applications Testing – Flexib+
- Representative Vendor for Higher Education Student Information Systems - NuRe Campus
- Oracle Cloud Infrastructure Professional and Managed Services
- Vendor Identification Toolkit for Cloud ERP, CRM, and HCM Implementation Service Providers

CLOUD FIRST
Elevating businesses safely to cloud

DIGITAL INSIDE
Modernizing apps | Automation | Analytics

COGNITIVE POWERED
Using emerging technology for intelligent insights

EDGE READY
Addressing security & efficiency from core to edge

1. Based on FY24; 2. As on 31 Sep-2024;

3i Infotech Review

A leading next-generation technology services firm, excelling in providing a comprehensive range of cutting-edge solutions and unmatched services that distinguishes us in the industry.

Steady Revenue
Q2 FY25 Revenue INR 177.6 Crore

Clientele
250+ Global Clients

Products

Recognition

Headcount - 5241
Attrition – 12.7%

Partnerships

Journey so far...

1993 - 2005

1993
Born out of ICICI Bank Limited

1999
Started IT Services Business for external customers

2002
ICICI divested majority stake

2005
Initial Public Offering with listing on NSE & BSE

2006 – 2010

2006
Issued FCCB of US$50 million with listing on the Singapore Stock Exchange

2007
Achieved 1:1 revenue mix between Products and Services
Crossed consolidated revenue mark of INR 1,000Cr

2008 - 10
Pursued multiple acquisitions across the globe using LBO

2011 - 2015

2011
Company went into debt restructuring

2014
Partnership with CRMnext

2016 - 2020

Bagged the **'Best Innovative IT Company of the Year** award

2021

Completed Products Business Transfer to Apax Partners at ~INR 1,000 Cr valuation

Appointment of new management

2022

Invested in the Sovereign Cloud in Malaysia

Invested in Education Technology Platform "NuRe Campus"

2023

Won first B2B2C deal from RailTel (Indian Railways)

Won Oracle Transformation Project from a large general insurance company in India
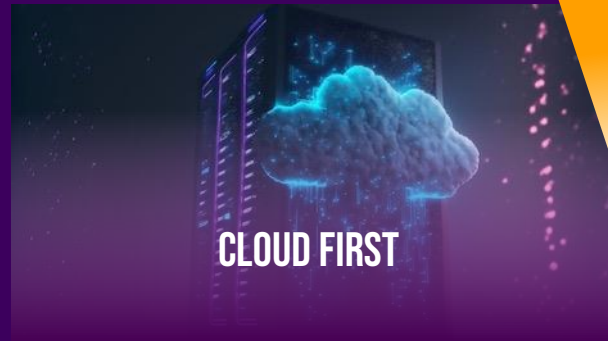
2024

Won a large order from PSU client for RailTel project

In-house development of new age products

3i Infotech®
LIMITLESS EXCELLENCE

NuRe
Return on Digital
a 3i Infotech Company

Offerings

DIGITAL IMS & GCC (GLOBAL COMMAND CENTER)

Hybrid IT Managed Services – Server | NW | Storage |
DB | EUS
Tools as a Service
Multi-Vendor Services

CLOUD FIRST

CSP & Managed Service Provider
Cloud Assessment
Cloud Migration, Management & Optimization
SASE & Cybersecurity Services

APPLICATION, AUTOMATION , ANALYTICS (AAA)

Application Development, Modernization & Support
Automation COE
Digital First Test Automation (Flexib+)
NuRe Campus (University ERP)
BI & Analytics (Momenta+)
Enterprise GRC

FUTURE TECHNOLOGIES

AI/ Advanced Analytics / Cognitive computing
Data Science as a Service
Metaverse, IoT, 5G

DIGIBPS

CX Consulting
Digital BPO – Sales, Service, Collection
Back Office Automation
Digital F&A and HRO

PROFESSIONAL SERVICES

HCM+: Flexible Expert Resources on Demand
People, Process & Technology Transformation Consulting

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LIMITLESS EXCELLENCE
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NuRe
Return on Digital
a 3i Infotech Company

New Age Products

3i Infotech
LIMITLESS EXCELLENCE

NuRe EDGE

Secured Access Service Edge

Cloud-based solution

Ensures secure internet and web gateway

Protects users accessing SaaS apps and websites

Safeguards internet connectivity

NuRe 3i

Zero Trust Sovereign Cloud

Cloud solution design, construction and management

Offers maintenance for critical operational applications

Flexib+

Test management & Automation

Platform for Functional and Non-functional automation

Auto scheduling of tests

Test early & test repeatedly to reduce the time to market

NuRe Campus

Cloud-based Enterprise Automation system for higher education institutions

Streamlines key processes from application to learning to exams to results

Modules cater to courses, faculty, students, and support staff

Promotes inclusivity, fairness, governance and compliance for efficient operation

Momenta+

Business intelligence, Reporting & Analytics

Intelligent data & analytics framework

Ready to deploy analytics and visualization features for key business functions

3i EnGRC
Innovation by H2

Governance Risk & compliance

Integrates risk management, compliance, and ESG goals in enterprise operations

Collaboration module and integrated DMS replace spreadsheets and manual processes, enabling focus on high-value activities

NuRe FutureTech

SaaS - Advanced AI

CXO Cockpit

Arcus

Echo Cardiography

Interactive Analytical Platform (IAP)
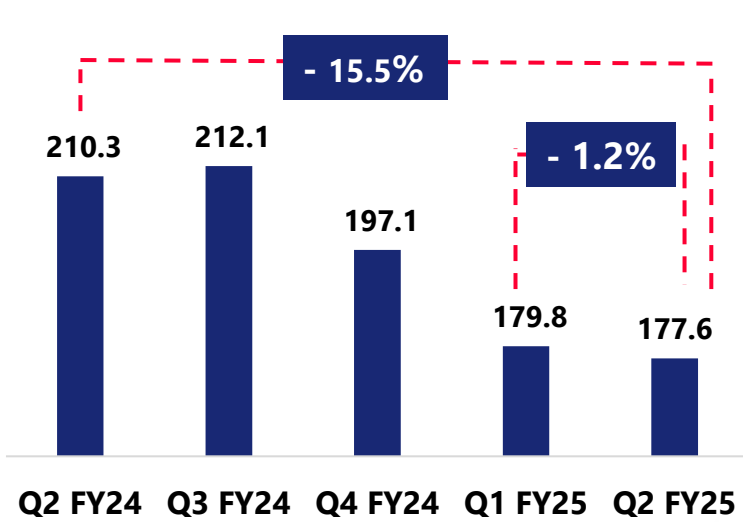
Demand Forecasting

Criminal Intelligence Analytics

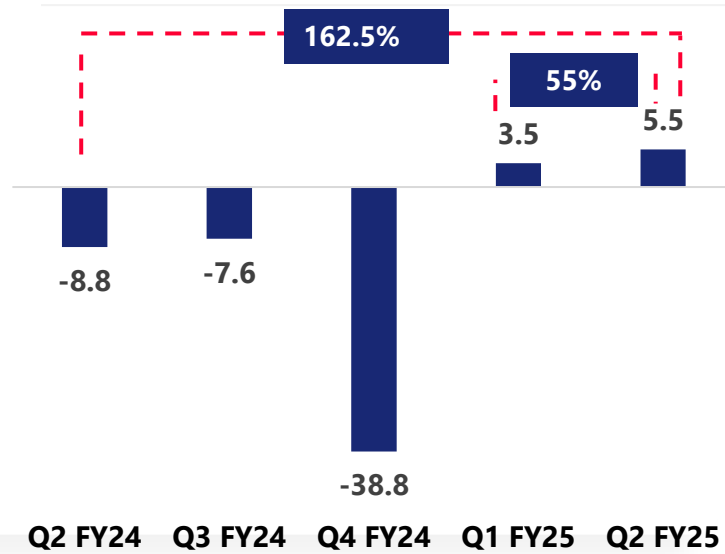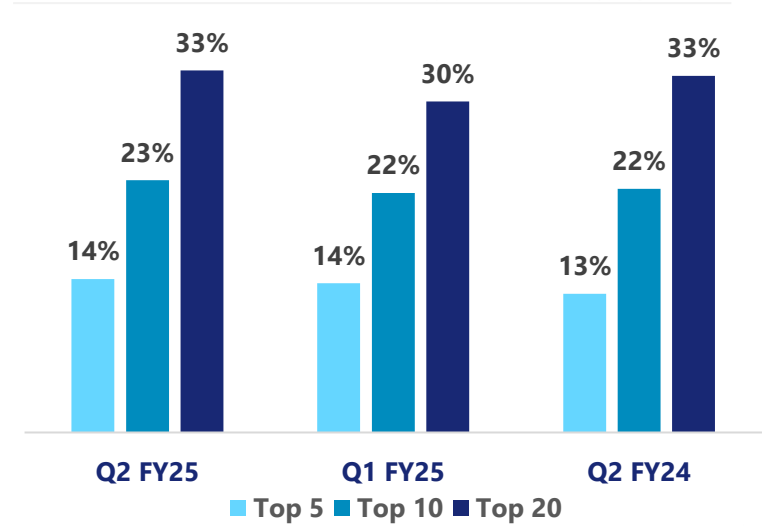# Today's Enterprise Stack... Mapped to 3i Offerings

3i Infotech®
LIMITLESS EXCELLENCE

PEOPLE | PROCESS | TECHNOLOGY

Smart human in the loop > Humanoid > Interaction driven experiences

Insights
Prescriptive > Predictive > Deep Analytics

Data
Infrastructural Data > ETL > DW > Dashboard > BI & Enterprise Reporting

Automation
Integrations > RPA > Low Code No Code

Applications
Legacy > EOL > Modernize | Move app from Data Centre > Cloud

Infrastructure
On Premise > Private Cloud > Hybrid Cloud > Multi Cloud > Security > SASE

Intelligence

Efficiencies | Reduction of TCO | Increased Agility

DigitalBPS
Customer Value Management Solution
Digital Back-office Operations

NuRe FutureTech | **NuRe CXO Cockpit** | **3i Demand Forecasting** | **3i Crime Prediction**

Momenta+
BI & Reporting | Data Warehouse Services | Descriptive Analytics

Flexib+
Digital First Testing Automation | **3i EnGRC** Innovation by H2 Automated Enterprise Governance | **Microsoft** **UiPath** Automation COE

3i Digital AMS | **3i App Modernisation** | **NuRe Campus**

DIMS Digital Infrastructure Management Services
Foundational Infrastructure Transformation | **NuRe 3i+** **NuRe 3i** Cloud CoE | **NuRe EDGE** SASE, SOC, VAPT, vCISO

Revenue At A Glance

3i Infotech
LIMITLESS EXCELLENCE

QUARTERLY REVENUE TREND (INR Cr)

- 15.5%

- 1.2%

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
210.3	212.1	197.1	179.8	177.6

QUARTERLY EBITDA TREND (INR Cr)

162.5%

55%

3.5   5.5

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
-8.8	-7.6	-38.8	3.5	5.5

REVENUE BY Top Clients (%)

	Q2 FY25	Q1 FY25	Q2 FY24
Top 5	14%	14%	13%
Top 10	23%	22%	22%
Top 20	33%	30%	33%

Q2 FY25 REVENUE BY LOB (%)

- IMS, 17.8%
- BPS, 14.8%
- CloudFirst, 2.8%
- AAA, 64.6%
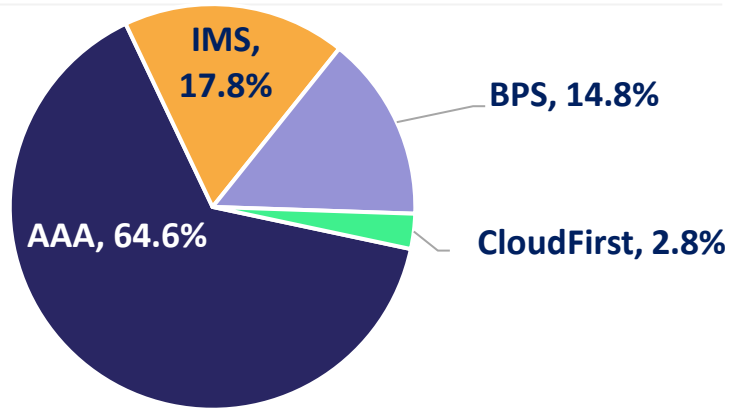
Q2 FY25 REVENUE BY REGION (%)

- US , 34.5%
- EMEA[2] , 11.8%
- APAC[1] , 4.5%
- INDIA , 49.3%
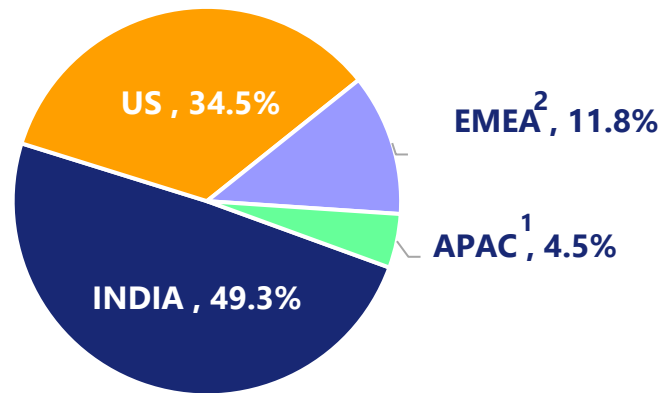
Q2 FY25 REVENUE BY INDUSTRY (%)

- IT , 19.6%
- Government , 9.2%
- Insurance , 8.4%
- Mfg. & FMCG , 5.6%
- Others , 12.4%
- BFS , 44.8%
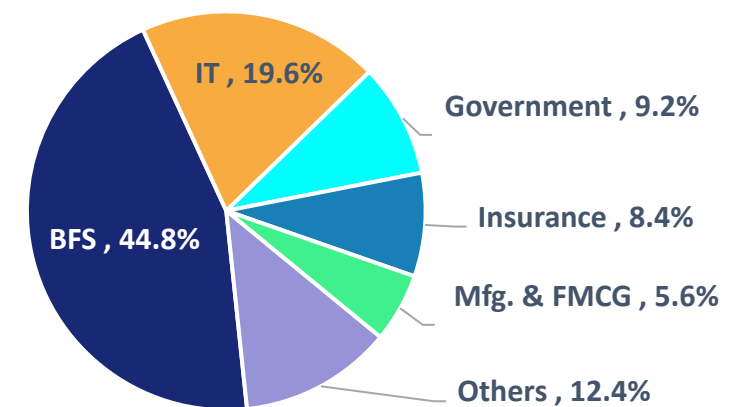
1. EMEA includes UK, MEA and Saudi Arabia
2. APAC excludes India

Revenue by Line of Business (INR Cr)

3i Infotech
LIMITLESS EXCELLENCE

AAA

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
132.3	132.6	120	113.9	114.8

BPS

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
27.8	26.6	26.7	24.9	26.2

IMS

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
36.4	40.1	39.1	37.2	31.6

CloudFirst

Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
13.7	12.9	11.2	3.7	4.9
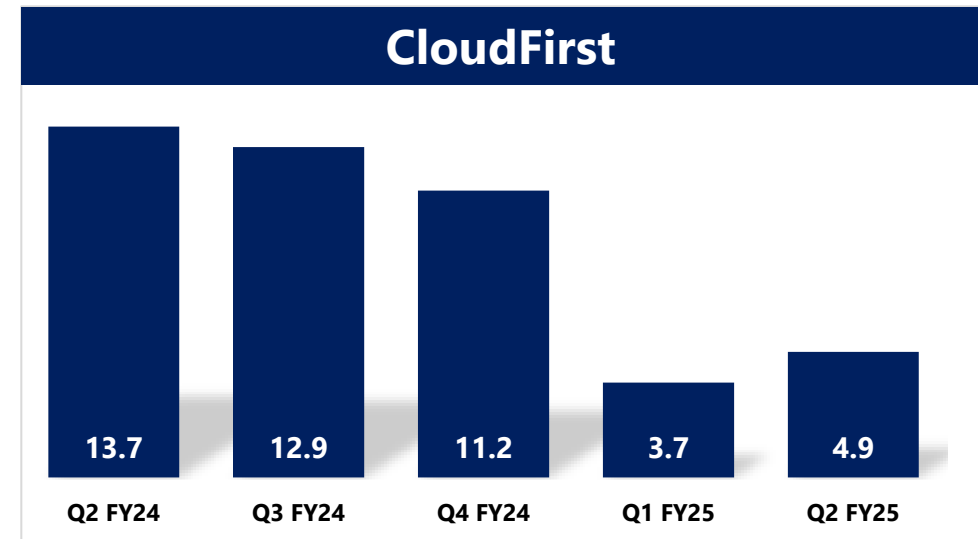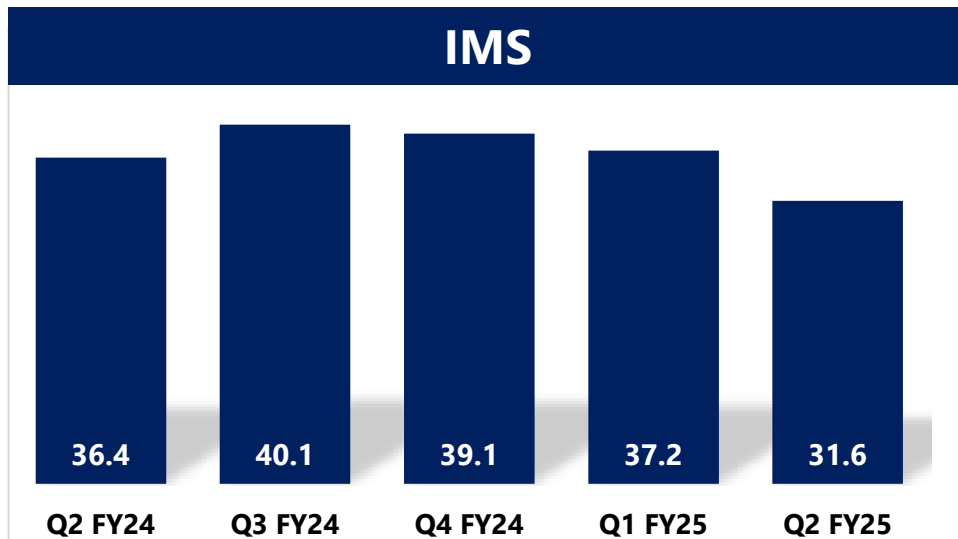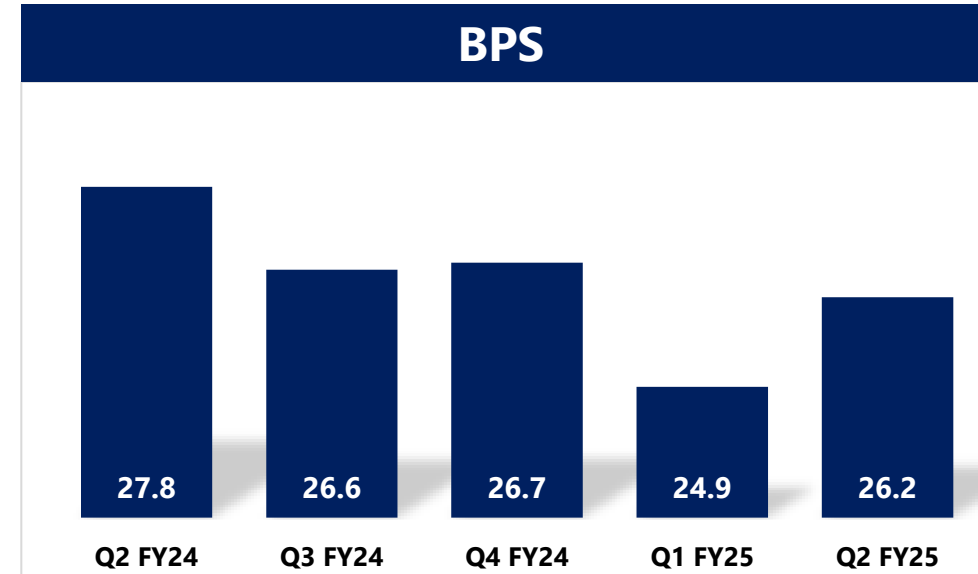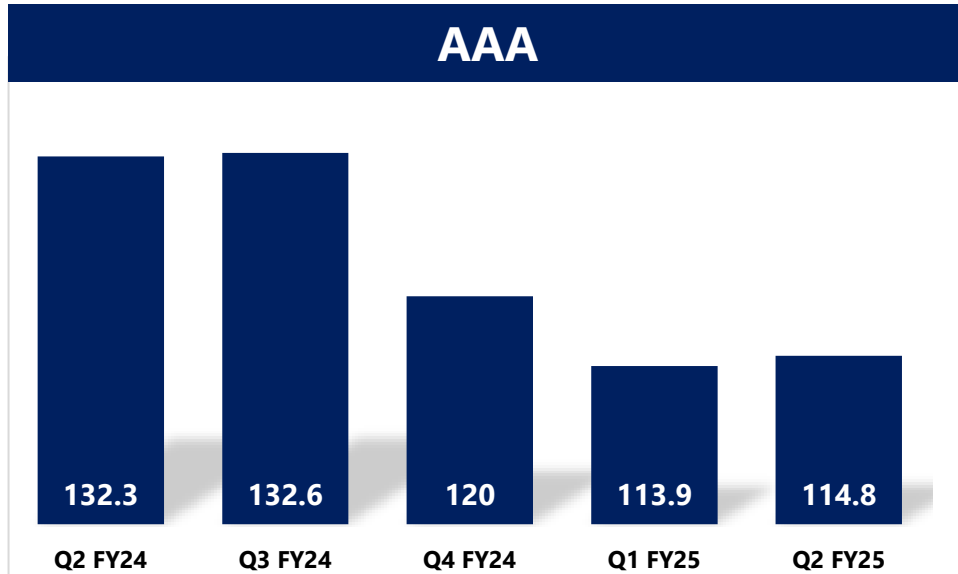
Our Global Footprint

Business Ops Centre

Service Delivery Centers

New Jersey, US

UK

NETHERLANDS

INDIA
(Mumbai, Delhi, Bengaluru, Chennai, Hyderabad)

SAUDI ARABIA

UAE

THAILAND

MAURITIUS

SINGAPORE

MALAYSIA

3i Infotech's 1st Sovereign Cloud in Malaysia
powered by Oracle

3i Infotech
LIMITLESS EXCELLENCE

Consolidated P&L

		Quarter Ended			Year to Date		Year Ended
		(Rupees in Lakhs)					
	Particulars	**30-09-2024**	**30-06-2024**	**30-09-2023**	**30-09-2024**	**30-09-2023**	**31-03-2024**
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
I	Revenue from Operations	17,760	17,975	21,028	35,735	40,466	81,388
II	Other Income	220	364	138	584	141	332
III	**Total Income (I+II)**	**17,980**	**18,339**	**21,166**	**36,319**	**40,607**	**81,720**
IV	**Expenses**						
(a)	Employee benefits expense	13,430	13,933	14,860	27,363	28,486	57,689
(b)	Cost of third party products and services	2,339	2,109	4,935	4,448	9,037	17,337
(c)	Finance costs (excluding unwinding of discount under Ind AS 109 on fair valuation of preference shares)	236	208	265	444	501	1,009
(d)	Depreciation and amortization expense*	745	690	712	1,435	1,248	2,715
(e)	Other expenses	1,662	1,942	2,261	3,604	4,388	10,459
(f)	Loss allowance	-	-	-	-	-	2,193
	Total Expenses (IV)	**18,412**	**18,882**	**23,033**	**37,294**	**43,660**	**91,403**
V	**Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)**	**(432)**	**(543)**	**(1,867)**	**(975)**	**(3,053)**	**(9,683)**
VI	Foreign exchange loss/(gain) (net)	(317)	64	(4,506)	(253)	(4,573)	(4,950)
VII	**Profit / (Loss) before Tax (V-VI)**	**(115)**	**(607)**	**2,639**	**(722)**	**1,520**	**(4,733)**
VIII	Exceptional Item - Expense / (Income)	-	-	17,966	-	18,256	23,663
IX	**Profit / (Loss) before Tax (VII-VIII)**	**(115)**	**(607)**	**(15,327)**	**(722)**	**(16,736)**	**(28,396)**
X	Tax expense	316	246	89	562	238	1,431
XI	**Profit / (Loss) for the period (XI-XII)**	**(431)**	**(853)**	**(15,416)**	**(1,284)**	**(16,974)**	**(29,827)**

Global Recognitions

➤ We have been recognised as **Aspirants** in Everest Group Peak Matrix 2024 in Mid market Enterprises for
  - Digital Transformation Services
  - Application Management Services

➤ We have been advanced to **Major Contenders** from Aspirants in Everest Group Peak Matrix 2024 in Mid market Enterprises for
  - Quality Engineering Services

13