



August 14, 2024

**BSE Limited**

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

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C-1, Block G  
Bandra Kurla Complex,  
Mumbai – 400 051  
Scrip code: 3IINFOLTD

Dear Sir/ Madam,

**Sub: Press Release & Investor Presentation**

Please find enclosed herewith Press Release issued by the Company, titled “**3i Infotech reports Q1FY25 Revenue at Rs 179.8 crore, Positive Operating EBITDA of Rs 3.5 crore**”.

We are also enclosing herewith Investor presentation for quarter ended June 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

**3i Infotech reports Q1FY25 Revenue at Rs 179.8 crore.  
Positive Operating EBITDA of Rs 3.5 crore**

**Mumbai August 14<sup>th</sup>, 2024:** 3i Infotech Limited (BSE: 532628) (NSE: 3IINFOLTD), a leading digital transformation and technology solutions provider, announced today its consolidated financial results for the first quarter of FY25, ended on June 30<sup>th</sup>, 2024.

The company reported consolidated revenue of Rs 179.8 crore in Q1FY25 (vs. Rs. 197.0 crore in Q4 FY24, vs. Rs. 194.4 crore in Q1 FY24), maintaining a stable performance amid challenging global market conditions. Gross margin stood at 12.1% improvement of 1.6% from last quarter, reflecting resilience in our business model. Operating EBITDA turned positive to Rs 3.5 crore, compared to Rs (38.8) crore Q4 FY24 and Rs. (4.1) crore in Q1 FY24.

From region perspective, India & the US continue to be pivotal in driving our business forward with notable contribution from EMEA and APAC. Our Application-Automation-Analytics (AAA) line of business remains the largest revenue contributor, followed closely by Infrastructure Management Services (IMS).

During the quarter, we secured 20+ new contracts from both new and existing customers, demonstrating our ability to maintain strong deal momentum. Looking ahead, we remain optimistic about our growth trajectory for FY25. 3i Infotech is adeptly navigating the evolution of its revenue mix, steering from classic enterprises to next-generational business models by augmenting its capabilities through hiring new talents in emerging technologies and investing in AI. By harnessing innovative solutions and advanced data analytics, the company is not only enhancing its competitive edge but also significantly fortifying its presence within the BFSI (Banking, Financial Services, and Insurance) vertical.

Commenting on the Q1FY25 results, Mr. Raj Ahuja, Chief Executive Officer of 3i Infotech Limited, said: *"We are pleased with the improved profitability for this quarter, which reflects our dedication to building sustainable business model to deliver robust financial performance QoQ. Our continued focus on building quality revenue stream, operational efficiency and cost optimization initiatives resulted in positive EBITDA margins of Rs 3.5 crores in Q1 FY25, up by Rs 42.4 crores QoQ".*

**Key Highlights of the Consolidated Financial Performance**

**Q1FY25 ended June 30<sup>th</sup>, 2024**

- Operating Revenue was Rs 179.8 crore
- Operating EBITDA was Rs 3.5 crore, vs Rs (38.8) crore in Q4 FY24 and Rs (4.1) crore in Q1 FY24
- PBT (before exceptional item) was Rs (6.1) crore, up by Rs 40.2 crore QoQ (Rs. (46.3) crore for Q4 FY24) and Rs 5.1 crore YoY (Rs. (11.2) crore for Q1 FY24)

**Q1FY25 - Other Business Highlights**

- 6 new customers added during the quarter

- Application-Automation-Analytics (AAA) continue to remain highest revenue contributor with Rs 113.9 crore (63.4%) followed by Infrastructure Management Services (IMS) revenue of Rs 37.2 crore (20.7%) and BPS revenue of Rs 24.9 crore (13.9%)
- Revenue from India was Rs 88.2 crore (49.1%), followed by US revenue of Rs 65 crore (36.2%)
- From a vertical standpoint, Banking & Financial Services (BFS) is a major contributor in total revenue with a 44.3% revenue share while other segments contribute equally



### **About 3i Infotech Limited**

3i Infotech Limited incorporated in 1993 and headquartered in Mumbai, India, provides information technology services and software solutions. Since its inception the company has 30+ years of experience in delivering business value to its clients across multiple industry verticals. 3i Infotech has emerged as a leading name in propelling the current wave of digital transformation initiatives, with deep domain expertise across BFS, Insurance, Manufacturing, Retail and Government sectors.

It operates through four key business segments, (i) Applications, Automation and Analytics (AAA) includes ADMS, ISMS, Testing, Classic BPS, MVS etc. (ii) CloudFirst includes Oracle COE, Global Command Centre (GCC), Cyber SOC, Secured Access Service Edge (SASE), Edge Analytics (iii) Infrastructure Management Services (IMS) include Data center services, Cyber security services, Digital EUS & Collaboration services, Security & network (iv) Digital BPS include digital BPO – Sales, service, collection, CLM/CLV services, Automated F&A, Back office automation along with NuRe Campus, FutureTech etc.

The Company has over 5500 employees and over 250+ clients across globally.

For more information, please visit <https://www.3i-infotech.com/>

For Further Information, Please Contact:

### **3i Infotech Limited**

Investor Relations  
[investors@3i-infotech.com](mailto:investors@3i-infotech.com)



**NuRe**  
Return on Digital  
a 3i Infotech Company

# Investor Presentation

Q1 FY25

August 14, 2024



# 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 <sup>1</sup>	~5,500 Employees <sup>2</sup>	250+ Global Active Clients
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**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





# 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

Q1 FY25 Revenue INR 179.8 Crore



## Clientele

250+ Global Clients



## Products



## Recognition



**Headcount - 5460**

**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**  
Company went into debt restructuring

**2014**  
Partnership with CRMnext

## 2011 - 2015

## 2016 - 2020

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

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

**Appointment of new management**

## 2021

## 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

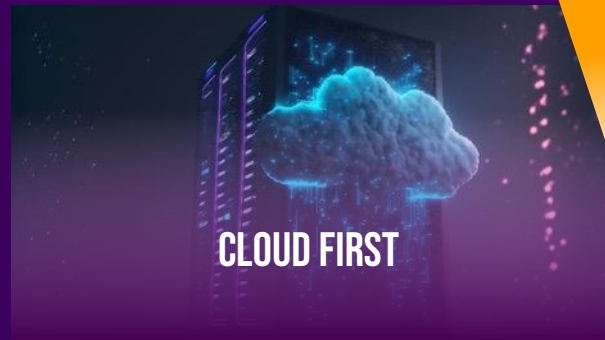
Won a large order from PSU client for RailTel project

In-house development of new age products

# Offerings



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



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



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



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



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



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



# New Age Products



## Secured Access Service Edge

Cloud-based solution

Ensures secure internet and web gateway

Protects users accessing SaaS apps and websites

Safeguards internet connectivity



## Zero Trust Sovereign Cloud

Cloud solution design, construction and management

Offers maintenance for critical operational applications



## Test management & Automation

Platform for Functional and Non-functional automation

Auto scheduling of tests

Test early & test repeatedly to reduce the time to market



## 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



## Business intelligence, Reporting & Analytics

Intelligent data & analytics framework

Ready to deploy analytics and visualization features for key business functions



## 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



## SaaS - Advanced AI

CXO Cockpit

Arcus

Echo Cardiography

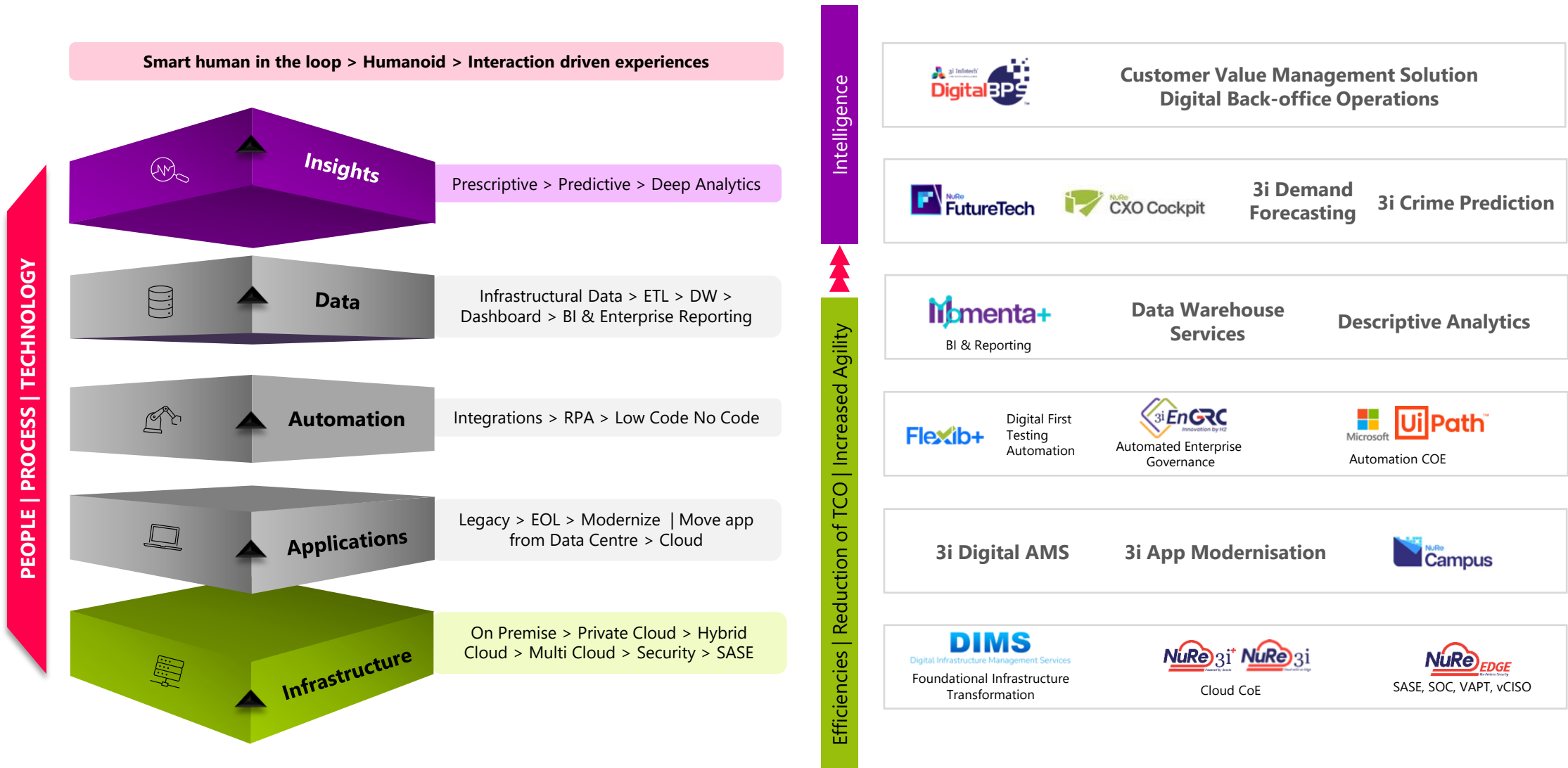
Interactive Analytical Platform (IAP)

Demand Forecasting

Criminal Intelligence Analytics

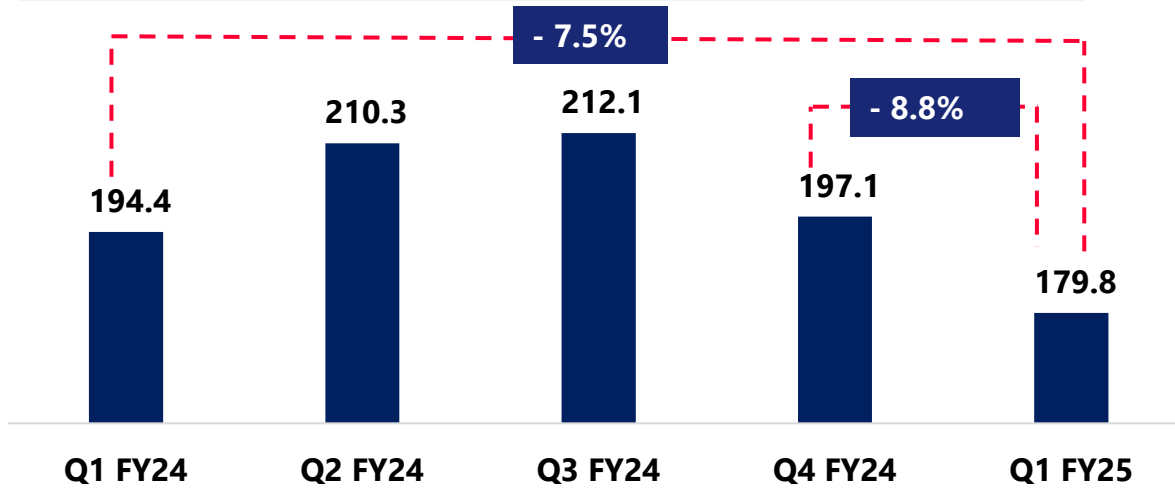


# Today's Enterprise Stack... Mapped to 3i Offerings

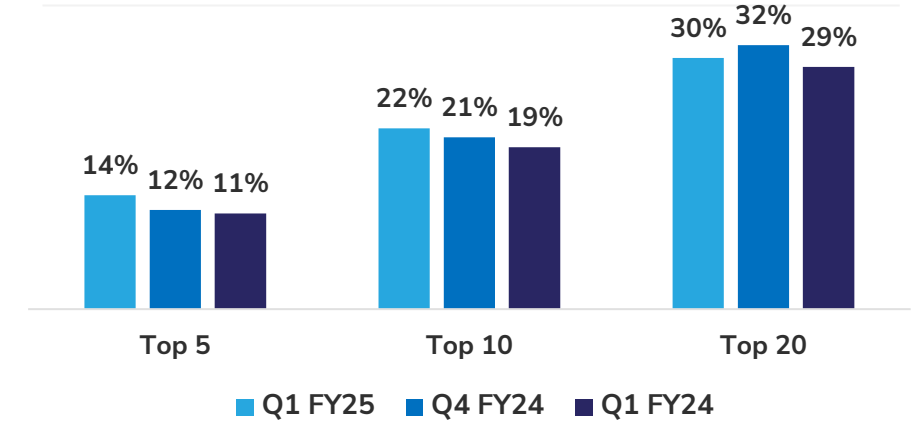


# Revenue At A Glance

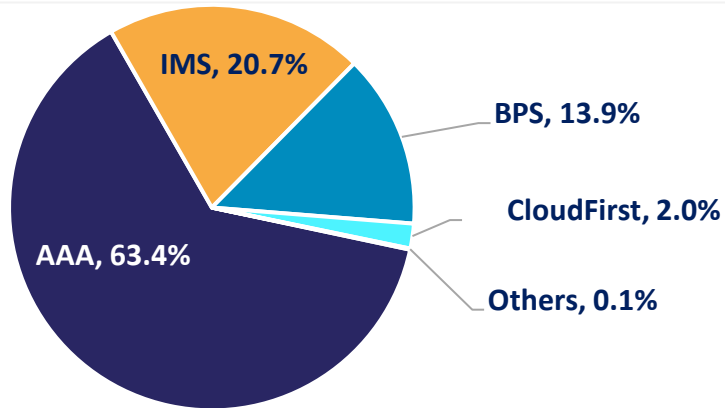
QUARTERLY REVENUE TREND (INR Cr)



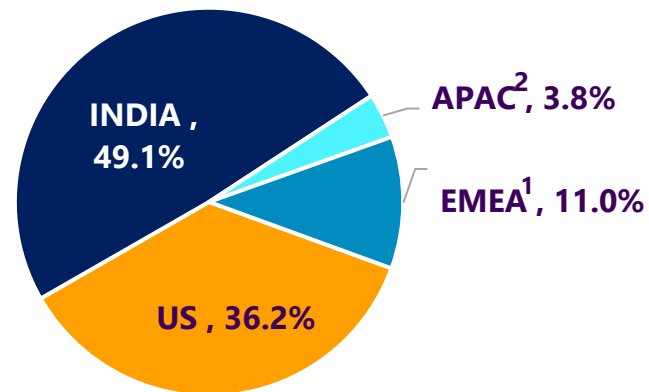
REVENUE BY Top Clients (%)



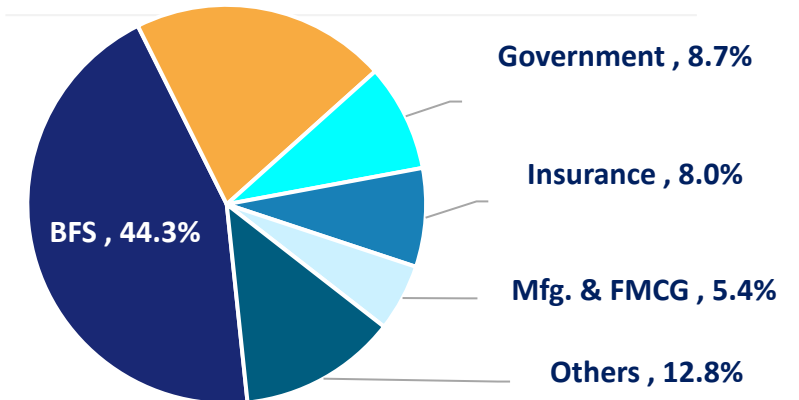
Q1 FY25 REVENUE BY LOB (%)



Q1 FY25 REVENUE BY REGION (%)

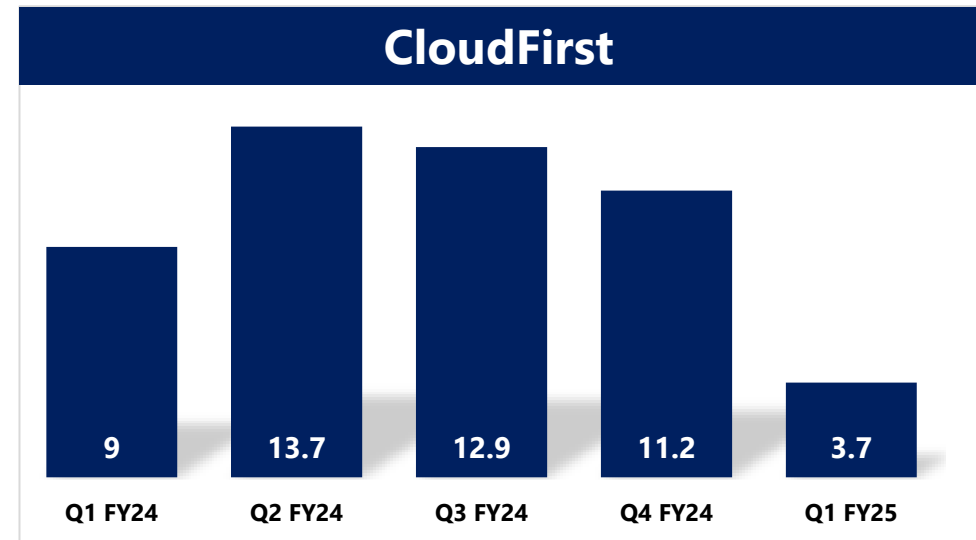
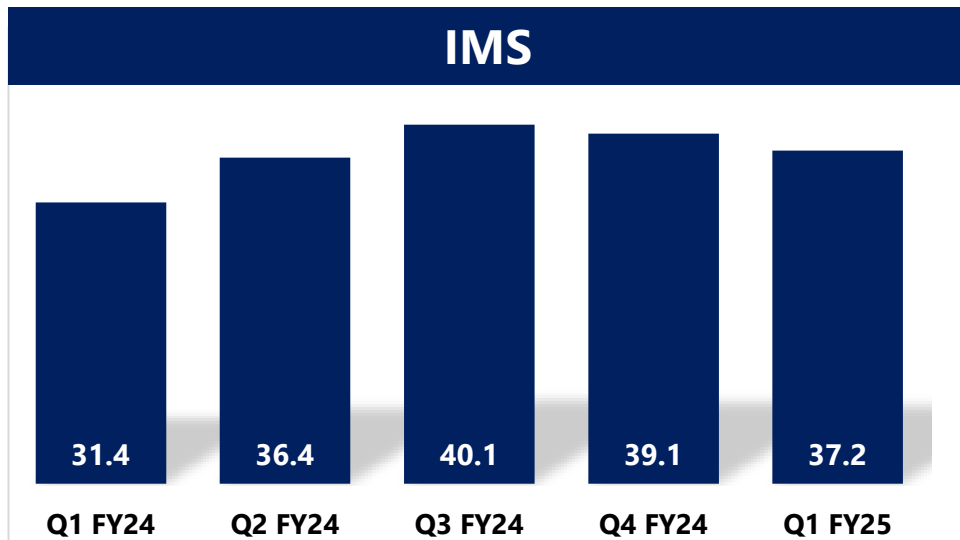
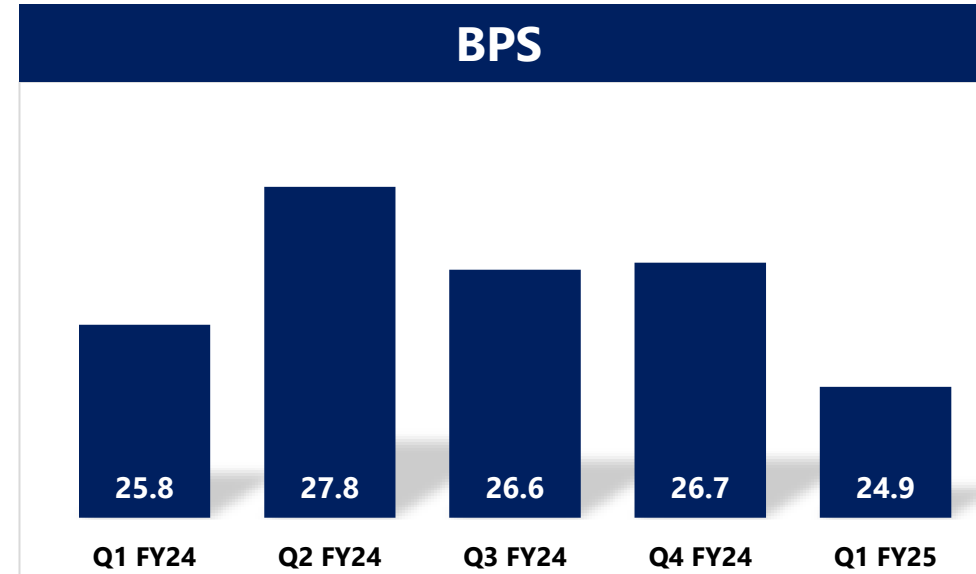
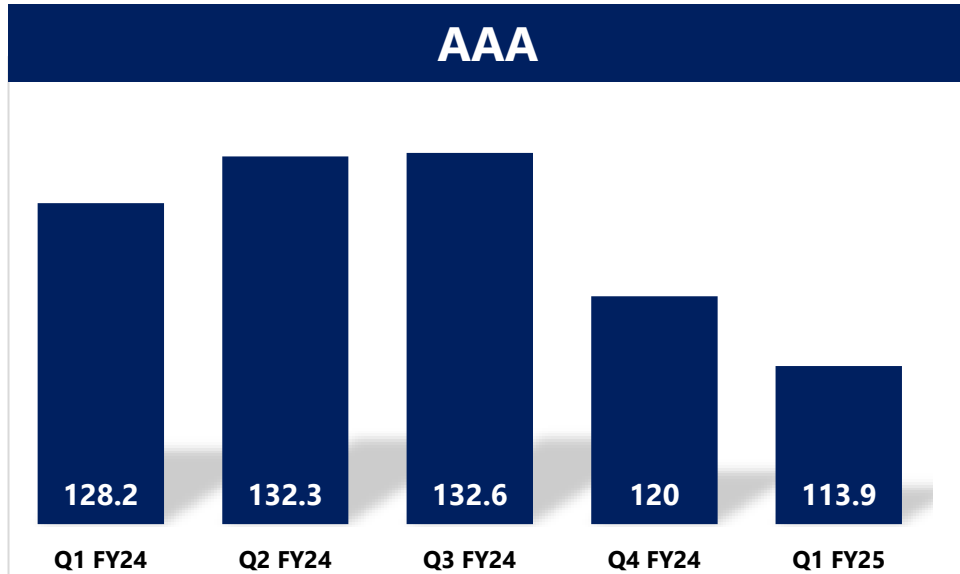


Q1 FY25 REVENUE BY INDUSTRY (%)



1. EMEA includes UK, UAE and Saudi Arabia  
 2. APAC excludes India

# Revenue by Line of Business (INR Cr)



# Our Global Footprint



**Business Ops Centre**



**Service Delivery Centers**

We haven't included non-operating legal entities in countries like Kenya, South Africa, Canada, etc.- highlight to Raj





# Consolidated P&L

(Rupees in Lakhs)					
	Particulars	Quarter Ended			Year Ended
		30-06-2024 (Unaudited)	31-03-2024 (Audited)	30-06-2023 (Unaudited)	31-03-2024 (Audited)
I	Revenue from Operations	17,975	19,704	19,438	81,388
II	Other Income	364	78	3	332
III	<b>Total Income (I+II)</b>	<b>18,339</b>	<b>19,782</b>	<b>19,441</b>	<b>81,720</b>
IV	<b>Expenses</b>				-
(a)	Employee benefits expense	13,934	14,275	13,626	57,689
(b)	Cost of third party products and services	2,109	3,689	4,102	17,309
(c)	Finance costs (excluding unwinding of discount under Ind AS 109 on fair valuation of preference shares)	208	236	236	1,009
(d)	Depreciation and amortization expense*	690	767	536	2,715
(e)	Other expenses	1,942	3,510	2,127	10,487
(f)	Loss allowance	-	2,193	-	2,193
	<b>Total Expenses (IV)</b>	<b>18,883</b>	<b>24,670</b>	<b>20,627</b>	<b>91,403</b>
V	<b>Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)</b>	<b>(544)</b>	<b>(4,888)</b>	<b>(1,186)</b>	<b>(9,683)</b>
VI	Foreign exchange loss/(gain) (net)	64	(261)	(67)	(4,950)
VII	<b>Profit / (Loss) before Exceptional Items and Tax (V-VI)</b>	<b>(608)</b>	<b>(4,627)</b>	<b>(1,119)</b>	<b>(4,733)</b>
VIII	Exceptional Item - Expense / (Income)	-	5,184	290	23,663
IX	<b>Profit / (Loss) before Tax (VII-VIII)</b>	<b>(608)</b>	<b>(9,811)</b>	<b>(1,409)</b>	<b>(28,396)</b>
X	Tax expense	246	97	150	1,431
XI	<b>Profit / (Loss) for the period (IX-X)</b>	<b>(854)</b>	<b>(9,908)</b>	<b>(1,559)</b>	<b>(29,827)</b>



# Thank you