



July 31, 2023

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: Presentation of Analyst/ Institutional Investor Meeting(s)

In continuation to our letter dated July 24, 2023 regarding intimation of Investor Call scheduled to be held today i.e., July 31, 2023 at 3:00 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter ended June 30, 2023.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For 3i Infotech Limited

Varika Rastogi
Company Secretary

Encl: As Above



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LIMITLESS EXCELLENCE

Q1 FY24 Investor Presentation

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3i Infotech®
LIMITLESS EXCELLENCE

COMPANY OVERVIEW



About Us

We deliver a seamless end-to-end digital experience

25+ Years of Industry Experience

80+ Fortune 500 Companies

9 Delivery Centers

75%+ Return Clients

Key Sectors

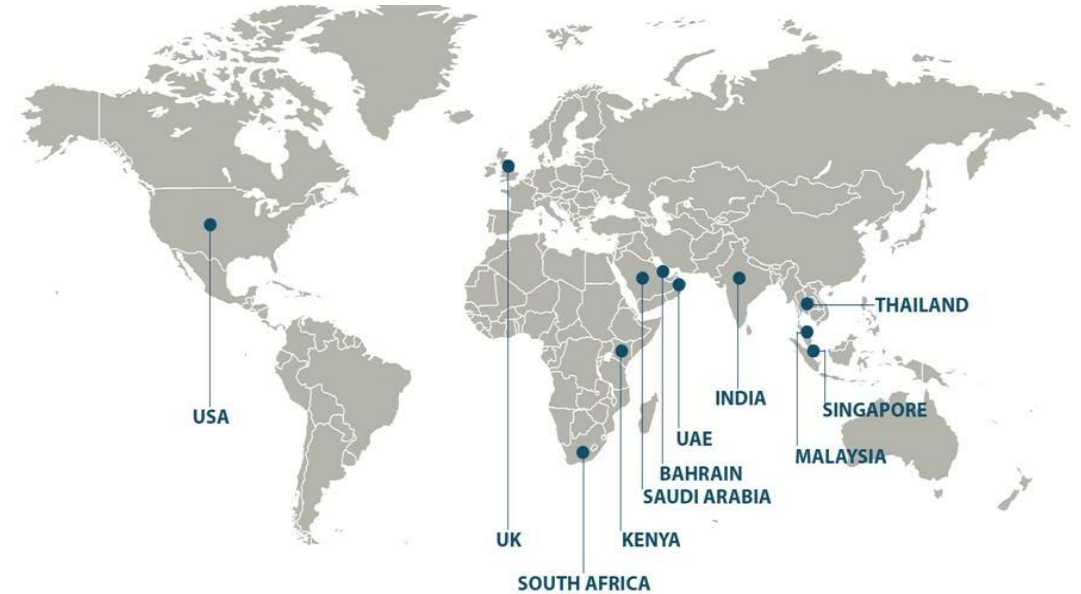
BANKING & FINANCIAL SERVICES



HEALTH CARE & INSURANCE



MANUFACTURING & ENTERPRISE



GLOBAL MANAGED SERVICES DELIVERED ON A **SECURE ORACLE CLOUD INFRASTRUCTURE 5G READY AT THE EDGE**

GLOBAL DELIVERY



Banking



Insurance



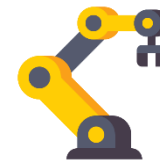
Government



Finance



Telecom



Manufacturing



Retail

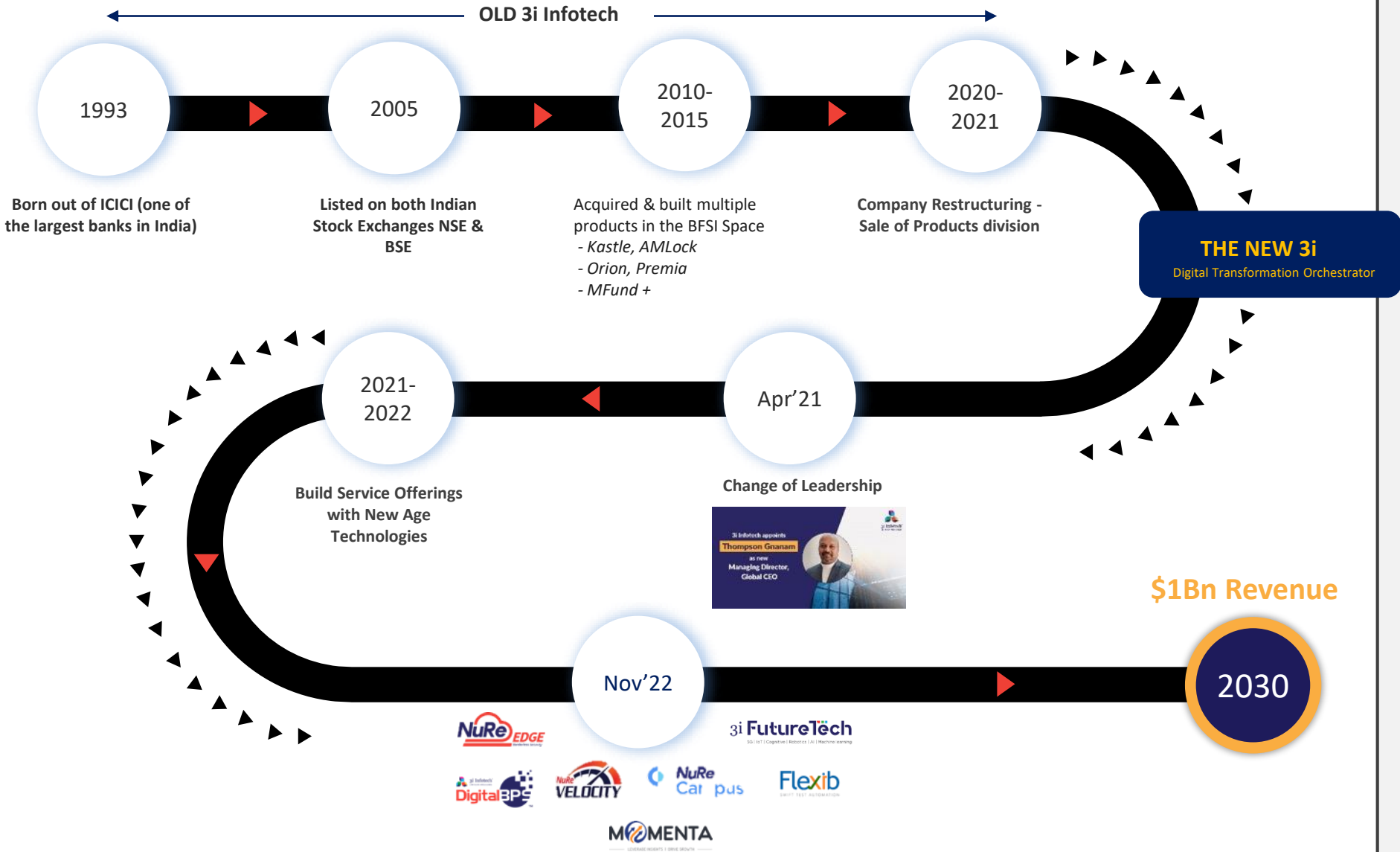


Healthcare

GLOBAL SERVICES NETWORK

GLOBAL PARTNER ALLIANCES

3i Infotech – Transformed to Transform You



15+ Countries



~\$100 Mn (FY 22-23)



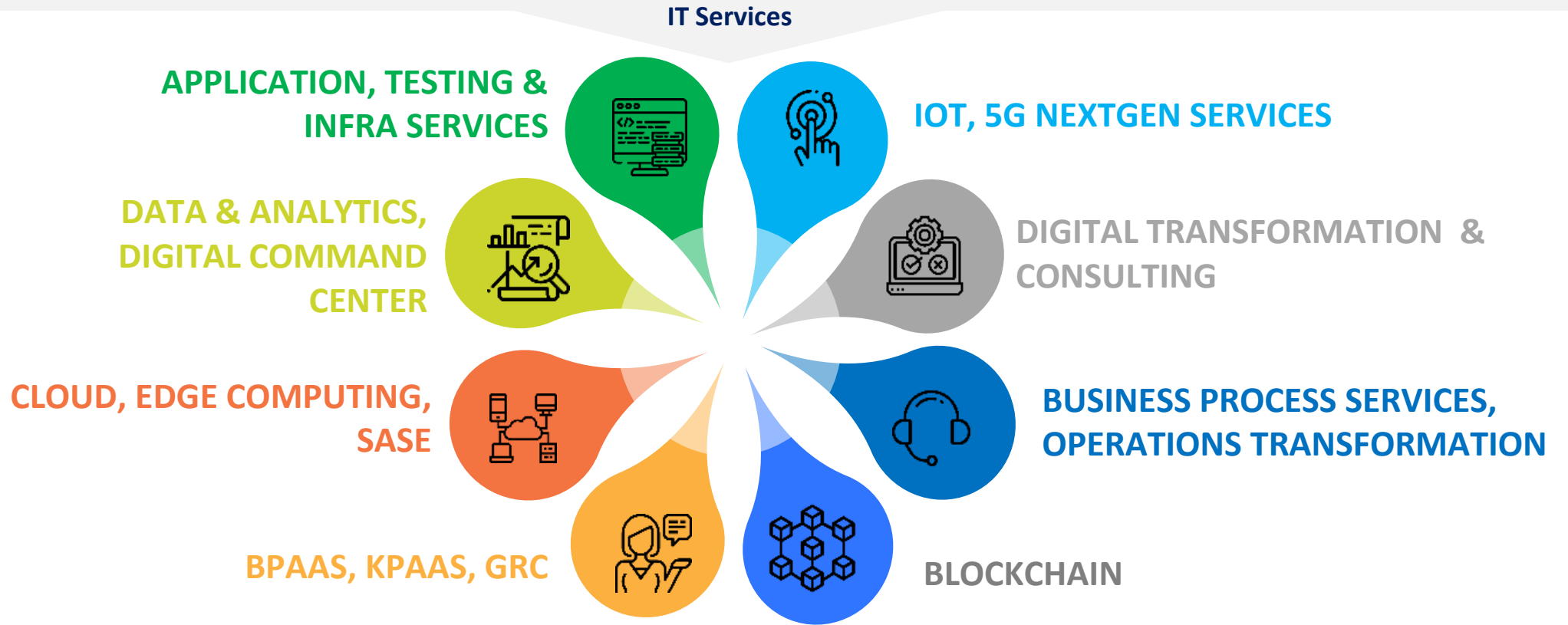
6000+ Employees



500+ Active Clients



Our Services, Platforms & Solutions



Platforms & Products



Our Global Foot Print

NORTH AMERICA

- US – New Jersey

EUROPE

- UK - London
- Netherlands - Amsterdam

SOUTH ASIA & APAC

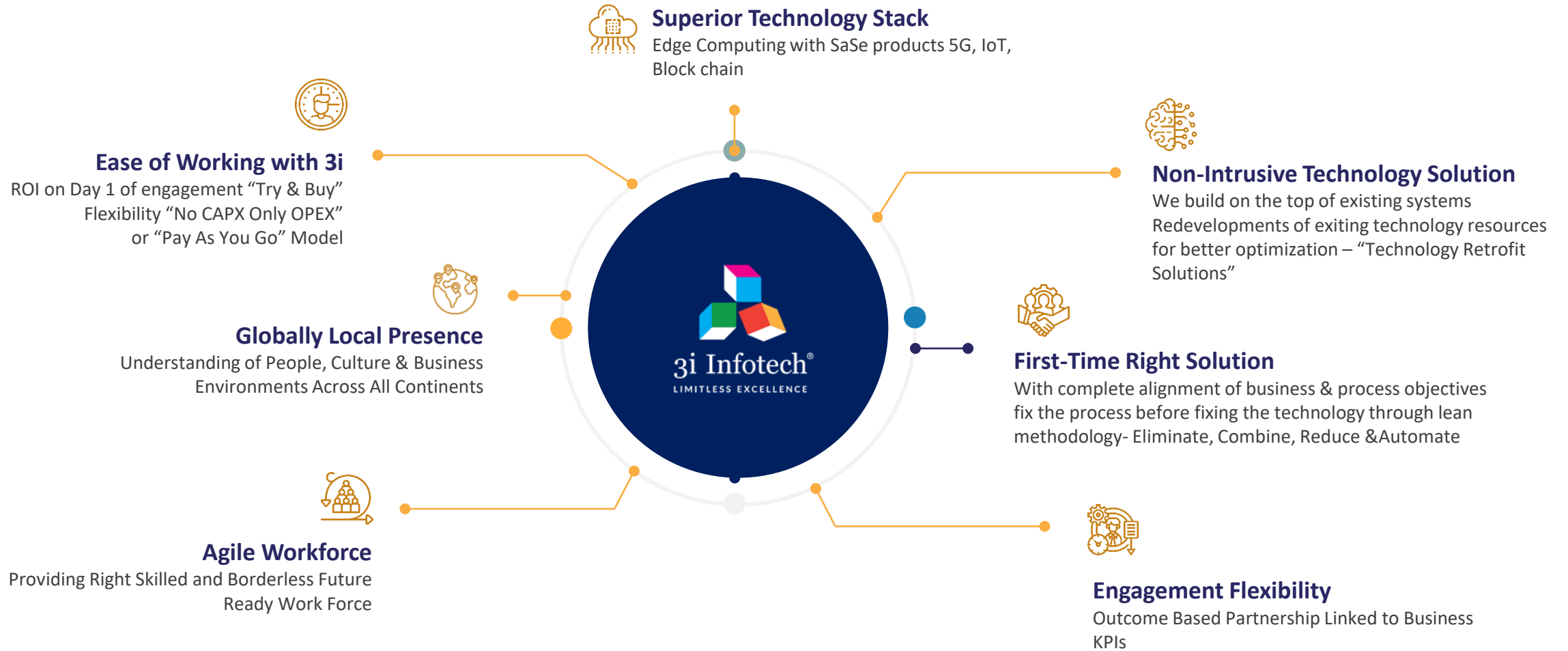
- India - Mumbai, Delhi, Bengaluru, Chennai, Hyderabad
- Singapore
- Thailand - Bangkok
- Malaysia - Kuala Lumpur

MIDDLE EAST & AFRICA

- UAE – Dubai, Sharjah
- Saudi Arabia - Riyadh



Our Differentiators



Aim 30 - Becoming A Billion Dollar Company

NEXTGEN TECHNOLOGY SERVICES FIRM

VISION

“ To be a trusted global one-stop, digital transformation partner that delivers business excellence and exceptional outcomes to our customers in this new digital decade

MISSION

“ To be a value driven billion \$ organization committed towards customers, people and stakeholders with continuous orchestration, incubation, innovation and invention of digital transformation services harnessing the power of 5G-powered innovation.”

OUR GOAL

GOAL

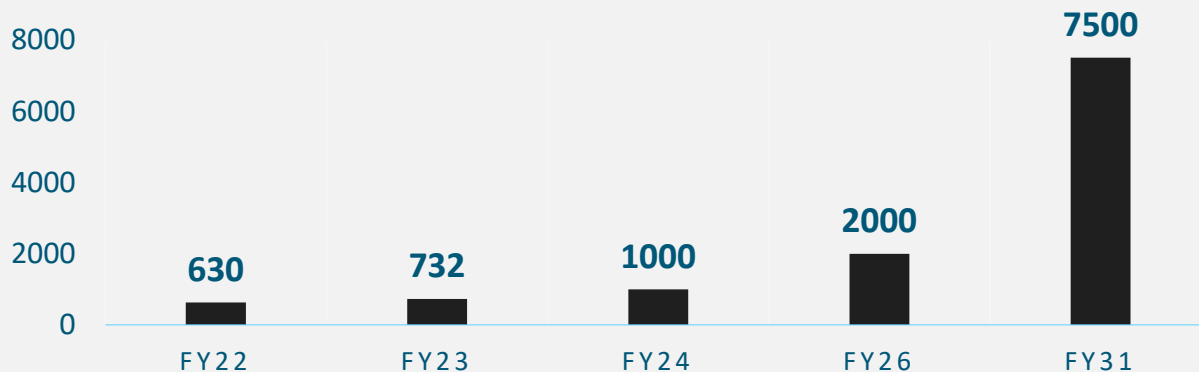
“ Organic revenue growth to 1 Billion \$ by 2030. Incubation, commercialization & acceleration of at least 10 technology/product start-ups. Build products, platform services leveraging the power of 5G in Edge Computing, Cognitive AI / ML, Data Security, Data Science and Analytic, Block Chain with an IP valuation of a billion dollars



AIM 30
ASPIRE, INNOVATE, MOTIVATE

\$1
Billion
Revenues

10 YEAR PLAN TARGETS (INR CR)



Becoming A Billion Dollar Company



3i Management Team



THOMPSON GNANAM

MD, Global CEO



Harish Shenoy

Chief Operating Officer
Professional Services & Chief Risk Officer



Sax Krishna

Chief Operating Officer – Digital & NextGen Business



Sushant Purushan

Chief Operating Officer – Enterprise Services & CRO-India



Nilesh Gupta

Chief Cloud Officer



Ranjit B

Chief Sales Officer Direct Sales-Global



Rangapriya Goutham

Chief Marketing Officer



Kalyan K

Chief Business Excellence Officer



Sanjay Rawa

Chief Financial Officer



TS Mohan

Chief Human Resource Officer



Varika Rastogi

Head-Legal & Company Secretary



3i Infotech®
LIMITLESS EXCELLENCE

FINANCIAL PERFORMANCE



Management Comments



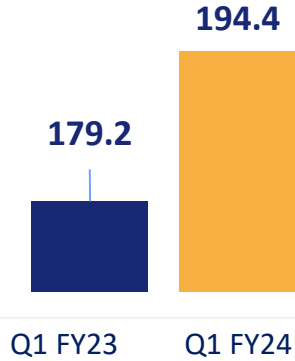
“Commenting on the Q1 FY24 results, Mr. Thompson P. Gnanam, Managing Director, and Global CEO, of 3i Infotech Limited, said:

*“We are pleased to report revenue growth of 8.5% year on year, driven by a consistent effort to establish new services under the NuRe brand and to expand into new locations and sectors. **This financial year is year of execution excellence & our focus would be to build a sustainable, profitable business model. We are continuously working towards this goal.***

We have made significant investments in new business models with the purpose of being future-ready, and we aim to monetize and develop our strategic investments in the cloud-first, digital inside cognitive-powered, and edge-ready products.”

Revenue Highlights

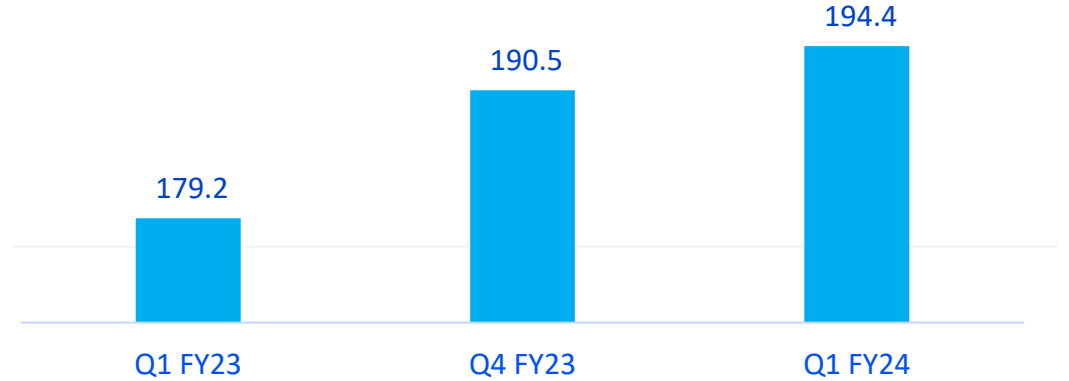
REVENUES (INR Cr)



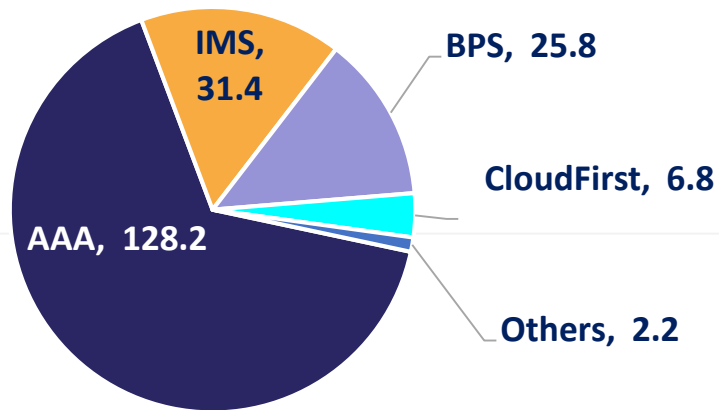
YoY REVENUE GROWTH %

8.5%

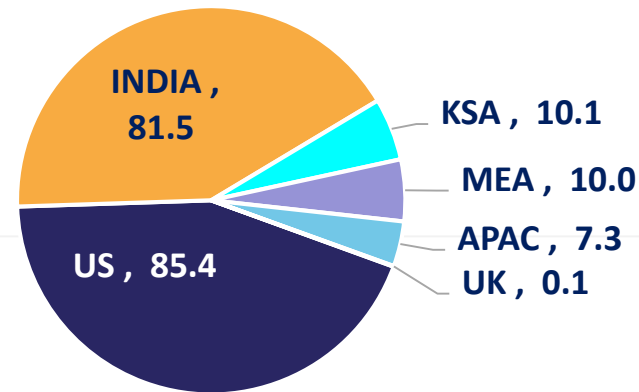
QUARTERLY REVENUE TREND (INR Cr)



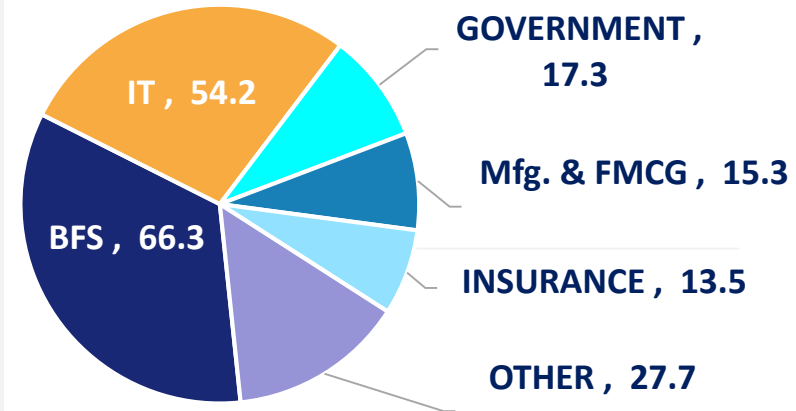
Q1 FY24 BY LOB (INR Cr)



Q1 FY24 BY REGION (INR Cr)



Q1 FY24 BY INDUSTRY (INR Cr)



Q1 FY24 - Highlights

INR Cr	Q1 FY24	Q4 FY23	Q1 FY23	QoQ	YoY
Revenue	194.4	190.5	179.2 ↑	2.1% ↑	8.5%
Direct cost	154.5	153.5	151.0		
Indirect cost	7.9	6.5	8.5		
GM	32.0	30.4	19.7 ↑	5.1% ↑	62.8%
GM%	16.5%	16.0%	11.0% ↑	0.5% ↑	5.5%
PDD	-	0.1	3.6		
Selling Cost	11.5	11.5	11.5		
GA Cost	19.2	22.0	11.1		
Operating EBITDA	1.3	(6.9)	(6.3) ↑	8.2 ↑	7.5
Net Other Income	0.0	3.6	0.9		
RailTel (Spl. Project)	(5.4)	-	-		
Reported EBITDA	(4.1)	(3.4)	(5.4) ↓	(0.8) ↑	1.3
Net Others Above PBT	(7.0)	(18.1)	5.7		
<i>Depreciation and amortization</i>	5.4	5.4	4.8		
<i>Finance costs</i>	2.4	2.6	2.3		
<i>Foreign exchange loss/ Other</i>	0.7	(10.1)	12.8		
<i>Income(gain) (net)</i>					
PBT (Before Exceptional Items)	(11.2)	(21.4)	0.3 ↑	10.2 ↓	(11.5)

SUMMARY

- Q1 FY24 revenues of Rs.194.4 Cr increased by YoY 8.5% with Gross Margin of 16.5% and PBT of Rs. (11.2) Cr
- Continuous Margin enhancement initiatives resulted in GM improvement by 0.5% QoQ & 5.5% YoY
- First time our Run+Grow lines of business is positive with an EBITDA of +1.3 Cr (Excluding Pre-Operating expense of RailTel)
- India standalone entity YoY grown by 35.6% from Q1 FY23 revenues of Rs.60.1 Cr to Q1 FY24 revenues of Rs.81.5 Cr
- Despite global recession effect, YoY Gross Margin has increased by 5.5% because of positive revenue contributions from growing India and APAC market
- YoY Direct cost grown to Rs. 3.5 Cr with 2.3% increase, majorly because of talent hiring for incremental revenue projects

Revenue by Region

Region (INR Cr)	Q4 FY23			Q1 FY24		
	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%
INDIA	75.9	63.0	17.0%	81.5	69.0	15.4%
US	90.7	75.3	17.0%	85.4	72.0	15.7%
APAC	5.8	4.9	14.8%	7.3	4.8	33.7%
EMEA	17.8	16.7	5.8%	20.1	16.5	18.0%
UK	0.3	0.1	76.7%	0.1	0.1	-59.8%
Total	190.5	160.0	16.0%	194.4	162.4	16.5%

SUMMARY

- India has grown QoQ by 7.5% from Q4 FY23 revenues of Rs.75.9 Cr to Q1 FY24 revenues of Rs.81.5 Cr
- India business unit level EBITDA stands near 9.1% and majorly driven by AAA, IMS & BPO business
- Two large deals setup cost in India is reduced the Q1 FY24 GM by 1.6%, we expect Q2 FY24 to be higher with full impact of the revenue to be realised
- USA HCM revenue concentration around indirect business, low revenue mix and economic slowdown have negatively impacted on our topline. This has eroded our QoQ revenues almost by (5.9)%

Revenue By Line Of Business

INR Cr	Q4 FY23			Q1 FY24		
	Revenue	Direct Cost	GM%	Revenue	Direct Cost	GM%
AAA	130.4	106.9	18.1%	128.2	107.1	16.4%
IMS	29.7	26.4	11.1%	31.4	26.3	16.3%
BPS	28.9	29.5	-1.9%	25.8	22.5	12.6%
CloudFirst	4.3	4.8	-12.3%	6.8	4.8	29.2%
Others	-2.74	-7.5	-	2.2	1.7	25.4%
Total	190.6	160.0	16.0%	194.4	162.4	16.5%

SUMMARY

- Q1 FY24 Application-Automation-Analytics (AAA) is one of the highest revenue contributor with Rs.128.2 Cr followed by IMS revenues of Rs.31.4 Cr
- CloudFirst reported revenues of Rs 6.8 Cr with a GM of 29.2%; an increase in the revenue by 59% QoQ; GM has gone up from -12.3% to +29.2%
- IMS has grown by YoY 25.6% and by 5.7% QoQ. And BPO business has grown by YoY 32.4%

Revenue By Client Category & Industry

Client Count	Q4 FY 23	Q1 FY24
Number of Clients	413	397
1 MN +	22	22
500K-1 MN	19	22
100-500K	197	190
0-100 K	175	163

INR Cr	Q1 FY23	Q4 FY23	Q1 FY24
BFS	52.9	63.2	66.3
IT	61.5	63.1	54.2
GOVERNMENT	17.5	20.1	17.3
INSURANCE	8.7	10.3	13.5
Mfg. & FMCG	8.2	9.8	15.3
Others	30.4	24.2	27.7
Grand Total	179.2	190.5	194.4

SUMMARY

- In Q1 FY24, 22 accounts (5.5% of total) contributes to the “1 Mn+” and “500K-1 Mn” revenue categories respectively
- 353 accounts (88% of total accounts) contributes to “Below 500K” category
- During Q1 FY24 BFS industry has contributed highest revenues of Rs. 66.3 Cr with 34.1% share followed by 27.9% by IT Sector

Revenue by Top Clients

Category	Revenue		% Contribution to Total Revenue	
	Q4 FY23	Q1 FY24	Q4 FY23	Q1 FY24
Top 5	29.7	32.0	15.6%	16.5%
Top 10	51.2	54.2	26.9%	27.9%
Top 20	78.7	81.1	41.3%	41.7%

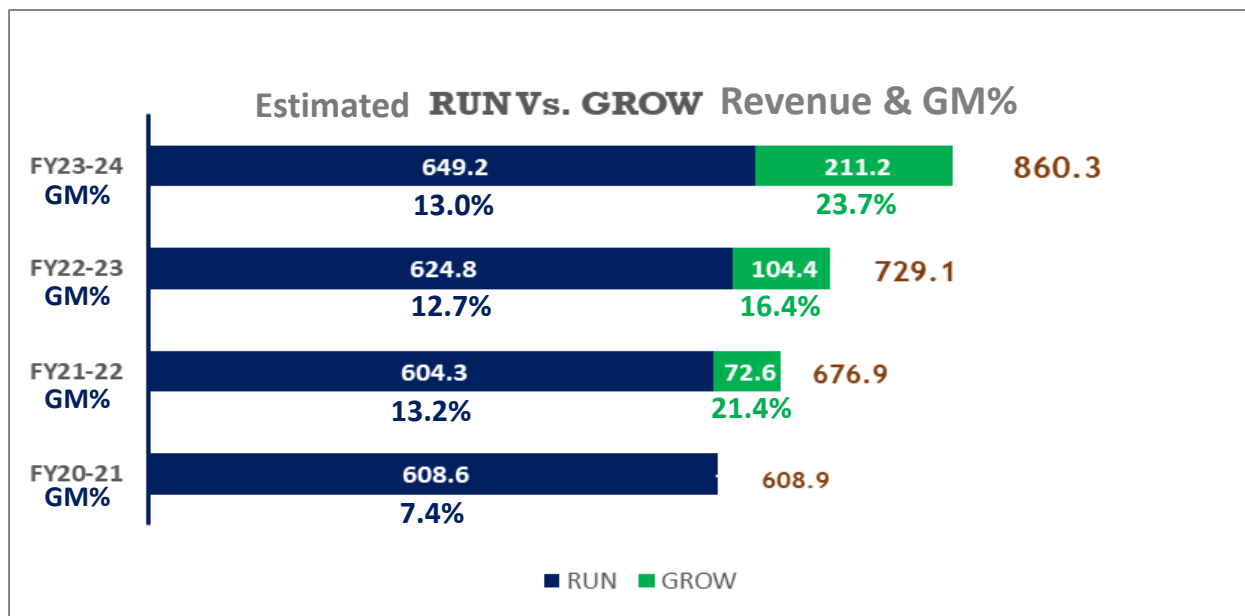
Clients Analysis

- ✓ Our Top 20 clients in Q1 FY24 contributed Rs.81.1 Cr which is 41.7% of our total revenues
- ✓ Top 10 clients contributed Rs.54.2 Cr which is 27.9% of total revenues in Q1 FY24
- ✓ Top 5 clients contributed Rs.32 Cr which is 16.5% of total revenues in Q1 FY24

Trend : Volume (Run) /Value (Grow)

Estimated

Rev. INR Crs	FY20-21	FY21-22	FY22-23	FY23-24
RUN	608.6	604.3	624.8	649.2
GROW	-	72.6	104.4	211.2
Total	608.6	676.9	729.1	860.3
				*
% Growth	FY20-21	FY21-22	FY22-23	FY23-24
RUN		-0.7%	3.4%	3.9%
GROW		0.0%	43.8%	102.3%
Total		11.2%	7.7%	18.0%



KEY POINTS

- RUN (Inherited) grew from Rs. 608.9 Cr in FY20-21 to Rs. 624.8 Cr in FY22-23 and expected to reach Rs.649.2 Cr in FY24
- Good momentum in GROW LOB : It grew from Rs. 72.6 Cr in FY21-22 to Rs.104 Cr in FY22-23 and is expected to hit Rs. 211.2 Cr in FY24

P&L Statement (As Reported)

(Rupees in Lakhs)

	Particulars	Quarter Ended			Year Ended
		(30-06-2023) (Unaudited)	(31-03-2023) (Audited)	(30-06-2022) (Unaudited)	(31-03-2023) (Audited)
I	Revenue from Operations	19,438	19,046	17,922	72,911
II	Other Income	3	357	87	880
III	Total Income (I+II)	19,441	19,403	18,009	73,791
IV	Expenses				
(a)	Employee benefits expense	13,626	13,378	14,018	55,754
(b)	Cost of third party products and services	4,102	3,827	2,115	11,533
(c)	Finance costs (excluding unwinding of discount under Ind AS 109 on fair valuation of preference shares)	236	256	229	929
(d)	Depreciation and amortization expense*	536	540	481	2,280
(e)	Other expenses	2,127	2,531	2,415	9,470
	Total Expenses (IV)	20,627	20,532	19,258	79,966
V	Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)	(1,186)	(1,129)	(1,249)	(6,175)
VI	Foreign exchange loss/(gain) (net)	(67)	1,010	(1,280)	(7,114)
VII	Profit / (Loss) before Tax (V-VI)	(1,119)	(2,139)	31	939
VIII	Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 4)	-	-	-	-
VII	Profit / (Loss) before Exceptional Items and Tax (V-VI)	(1,119)	(2,139)	31	939
VIII	Exceptional Item - Expense / (Income)	290	417	69	501
IX	Profit / (Loss) before Tax (VII-VIII)	(1,409)	(2,556)	(38)	438
X	Tax expense	150	171	114	301
XI	Profit / (Loss) for the period (IX-X)	(1,559)	(2,727)	(152)	137



3i Infotech®
LIMITLESS EXCELLENCE



Business Strategy & Plan



Organization Priorities

01



**Execution
Excellence**

Delivering QoQ profitable operating margins and ensuring predictable business model for our shareholders

02



**Rebrand &
Reposition**

Build our value business brand “NuRe” in both services and products along with our 3i brand

03



**People Centricity –
Our Differentiator**

Drive performance driven, “Our Value” based culture across the organization to become a challenger

04



**Leverage the
Recession**

Leverage the macro-economic downturn to re-launch ourselves in the Western market

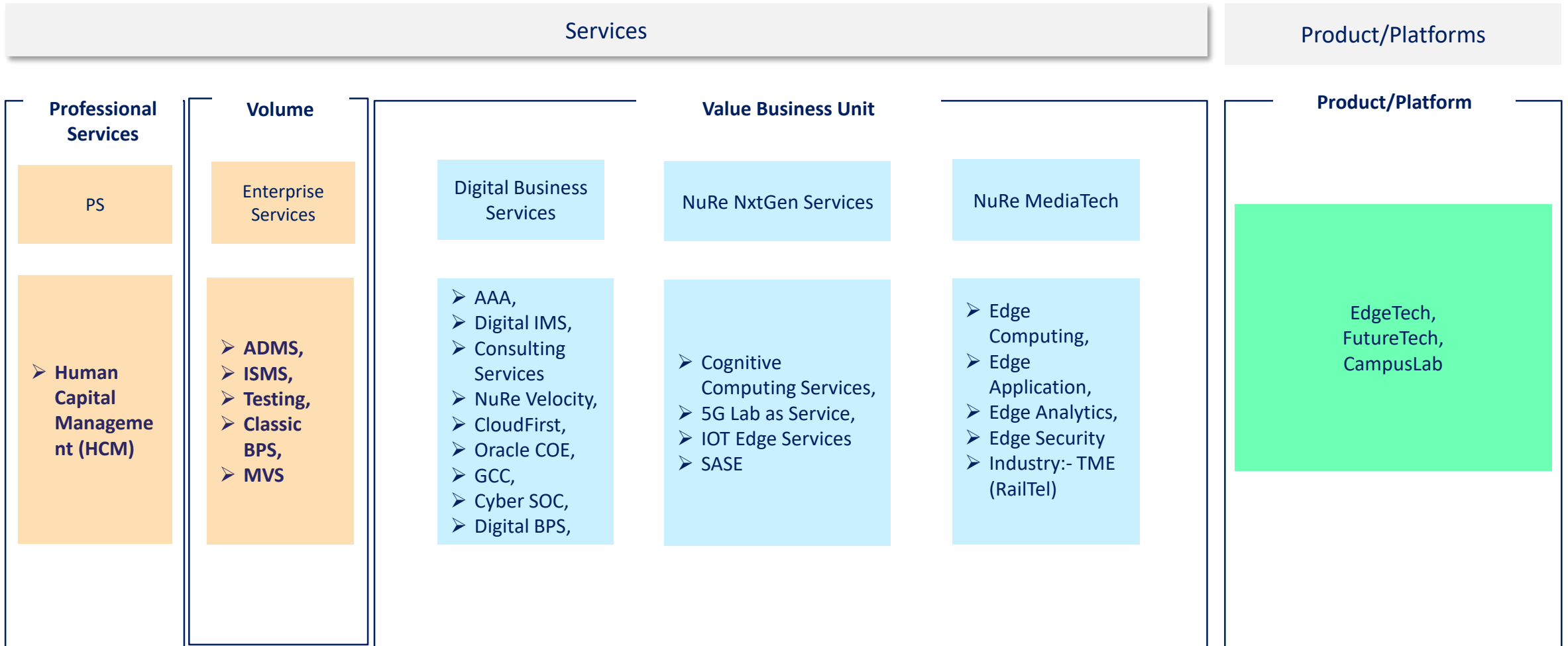
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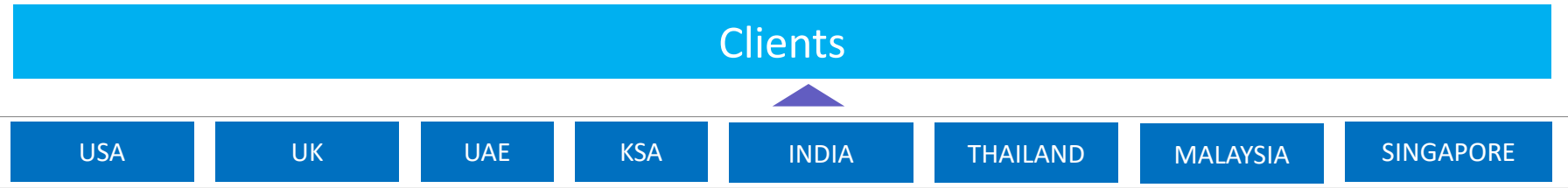
**Challenger &
Disruptor**

Aggressively compete with Tier-1 & Tier-2 peers as a value partner at the right price

Organization – Business Structure By Offerings



Organization Design



GROW ORGANIZATION – GEO & INDUSTRY ALIGNED-Driving Net new revenue growth

		BFS	INSURANCE	TME	GOVT./ PSU	ENERGY & UTIL.	HEALTHCARE	AGRITECH	MAFG.
VOLUME	Prof. Services	Human Capital Management (HCM)							
	Enterprise Services	ADMS, ISMS, Testing, Classic BPS, MVS							
VALUE	Maestra Consulting	Digital Consulting, Technology Consulting, Business Process Reengineering & Management							
	Digital Business	AAA, Digital IMS, NuRe Velocity, CloudFirst, Oracle COE, GCC, Cyber SOC, Digital BPS,							
	NuRe NxtGen Services	Cognitive Computing Services, 5G Lab as Service, Edge Computing, IOT, SASE							
NuRe	Product/Platforms	EdgeTech, FutureTech, CampusLab							

Corporate Functions	Business Excellence	Business Strategy & Planning, Corporate Governance & Risk Management. Branding & Pr, Standards & Certification, Audit & Compliance
	Finance	Business Finance ,Controllership , Treasury , Revenue Assurance , Statutory Compliance & Tax ,Commercial ,Finance Operations
	Human Resource	Business Hr , Hr Operations ,Compensation & Benefits , Talent Acquisition & Retention, Payroll , Learning & Development ,Global Best Practises
	Marketing & Inside Sales	Corporate, Strategic, Account Based Marketing & Inside Sales
	Enterprise IT & Infrastructure	IT Infrastructure , Isms , Office Infra Structure , Communication Infra , Personal It Infra , Enterprise Application ,Business Application
	Legal & Compliance	Legal , Company Secretary , Sebi & Board Committee Compliance

NBN : Overview

Indian Rail Framework

- 4th largest network in the world
- Largest in Asia
- Covers 68,103 Kms
- 6109 Railway Stations
- 23 Mn passengers travelling daily (= 1 Australia per day)
- Expected to touch 30 Mn by 2025
- 75 Vande Bharat routes to be added
- High Speed corridors to be added

Captive WiFi Opportunity

- Captive wifi passengers across 6109 Railway Stations
- 54 Mn Monthly active wifi users
- 85 Mn sessions monthly
- 4028 TB of data consumed monthly
- Connecting with 16 Mn suburban and 35 Mn long distance travellers monthly
- Connecting with Prepaid segment (95.6% of telecom subscriber base) - cost conscious, data hungry
- Connect with 351 Mn rural India users driving internet usage growth.
- Building the Bharat story in ____ regional languages
- Reach out to media dark areas across Bharat

Revenue Streams

- Large PSU's – Sponsorships
- Pvt. Enterprises – Sponsorships
- Digital Driven Ad Revenue
- Super App Driven Non-Ad revenue
- Content Monetization

Facts



Connect with 6109
Railway stations of
India



1.2 Mn Daily and 30
Mn Monthly
passengers using wifi



85 Mn monthly
sessions, 4048 TB data
consumed



38 Mn Long Distance
Travellers monthly



16 Mn Suburban
Travellers monthly



Connect with 351 Mn
Rural Indians driving
internet usage



Connect with Bharat in
9 local languages



Access Media Dark
Audiences

DIGITAL INSIDE, COGNITIVE POWERED, EDGE READY



3i Infotech®
LIMITLESS EXCELLENCE



Corporate Headquarter: 3i Infotech Inc.,
450 Raritan Center Parkway, Suite B Edison, NJ, USA,
Tel:+1 732 710 4444 / 08837-3944



Registered Office: 3i Infotech Ltd. Tower # 5,
3rd to 6th Floors, International Infotech Park,
Vashi, Navi Mumbai - 400703



marketing@3i-infotech.com



www.3i-infotech.com

ASIA PACIFIC | SOUTH ASIA | NORTH AMERICA | MIDDLE EAST | AFRICA | EUROPE



Thank You

Glossary

IBR	:	India Business Region
PS	:	Professional Services
ES	:	Enterprise Services
VBU	:	Value Business Unit
AAA	:	Application Automation Analytics
AI	:	Artificial Intelligence
SASE	:	Secure Access Service EDGE
IMS	:	Infrastructure Management Services
IoT	:	Internet of Things
HCM	:	Human Capital Management
TME	:	Telecom Media Entertainment
DIMS	:	Digital Infrastructure Management Services
CLM	:	Customer Lifecycle Management
LCM	:	Lifecycle Management
MVS	:	Multi-Vendor Services
GCC	:	Global Command Center
RE	:	Resident Entrepreneur Program

