



3i Infotech[®]
LIMITLESS EXCELLENCE

May 8, 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 May 1, 2023 regarding intimation of Investor Call scheduled to be held on May 8, 2023 at 3:00 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter and year ended March 31, 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



3i Infotech®
LIMITLESS EXCELLENCE

Q4 & FY 2022-23

Investor Presentation



May 8, 2023

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COMPANY OVERVIEW



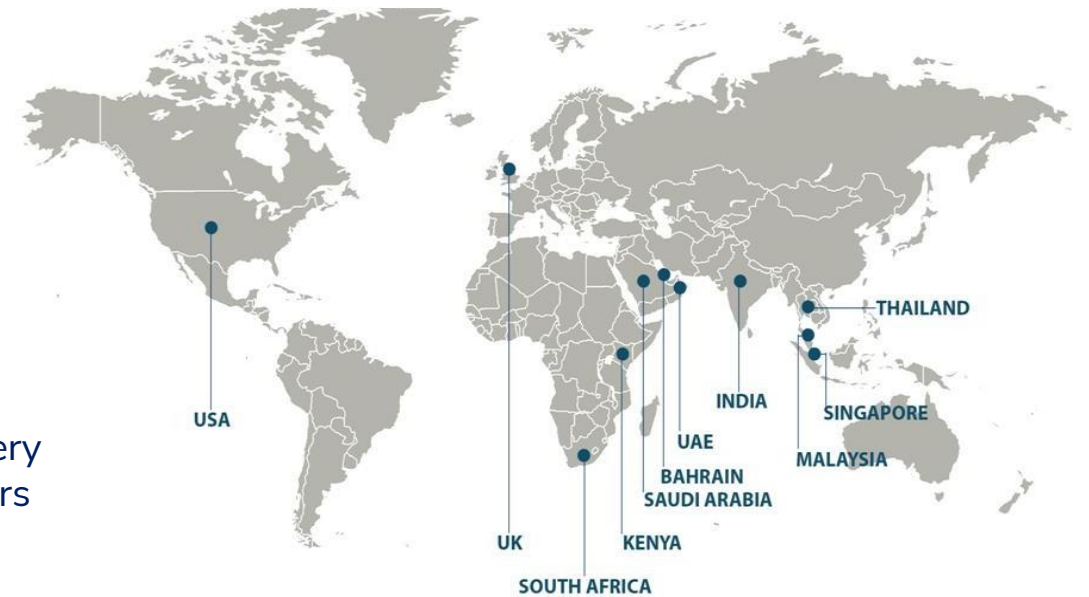
ABOUT US

We deliver a seamless end-to-end digital experience

400+ Clients across 4 Continents

6000+ Employees across 8 Countries

80+ Fortune 500 Companies



9 Delivery Centers

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 GLOBAL SERVICES NETWORK GLOBAL PARTNER ALLIANCES



Banking



Insurance



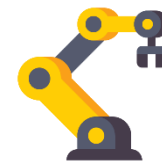
Government



Finance



Telecom



Manufacturing



Retail



Healthcare

25+ YEARS EXPERIENCE OF SERVING VARIOUS INDUSTRIES

OUR JOURNEY

Incorporated in 1993 as a wholly owned subsidiary of ICICI Limited.

1993

- Entered IT services business
- Software development & services
 - IT infrastructure & network management
 - IT enabled BPO services

1999

ICICI divested majority of 3i Infotech Equity Shares, by virtue of which we ceased to be a subsidiary of ICICI Limited

Mar 2002

Went Public. Subscribed 6x by retail & 5.16x by Institutional investors.

Apr 2005

The carve-out of product business is completed. Appointed Thompson Gnanam as Managing Director & Global CEO. New vision, mission & goals were defined

Mar 2021

Slump sale of Global software products business. Company executed Business Transfer Agreement (BTA) with Azentio Software Solutions Ltd

2020

Post debt restructuring, 3i Infotech bagged the "Best Innovative IT Company Of The Year" award

Mar 2016

Faced liquidity crunch. Was not able to fulfill repayment obligations. 3i referred to the Corporate Debt Restructuring (CDR) cell for restructuring of the debts.

Mar 2011

May 2021

3i Infotech Collaborates with MDEC to Build ASEAN Edge-as-a-Service Platform in Malaysia

2022

3i Infotech has launched COE Tirunelveli, Residential Entrepreneur Program and started the 3i NuRe+ Sovereign cloud in Malaysia

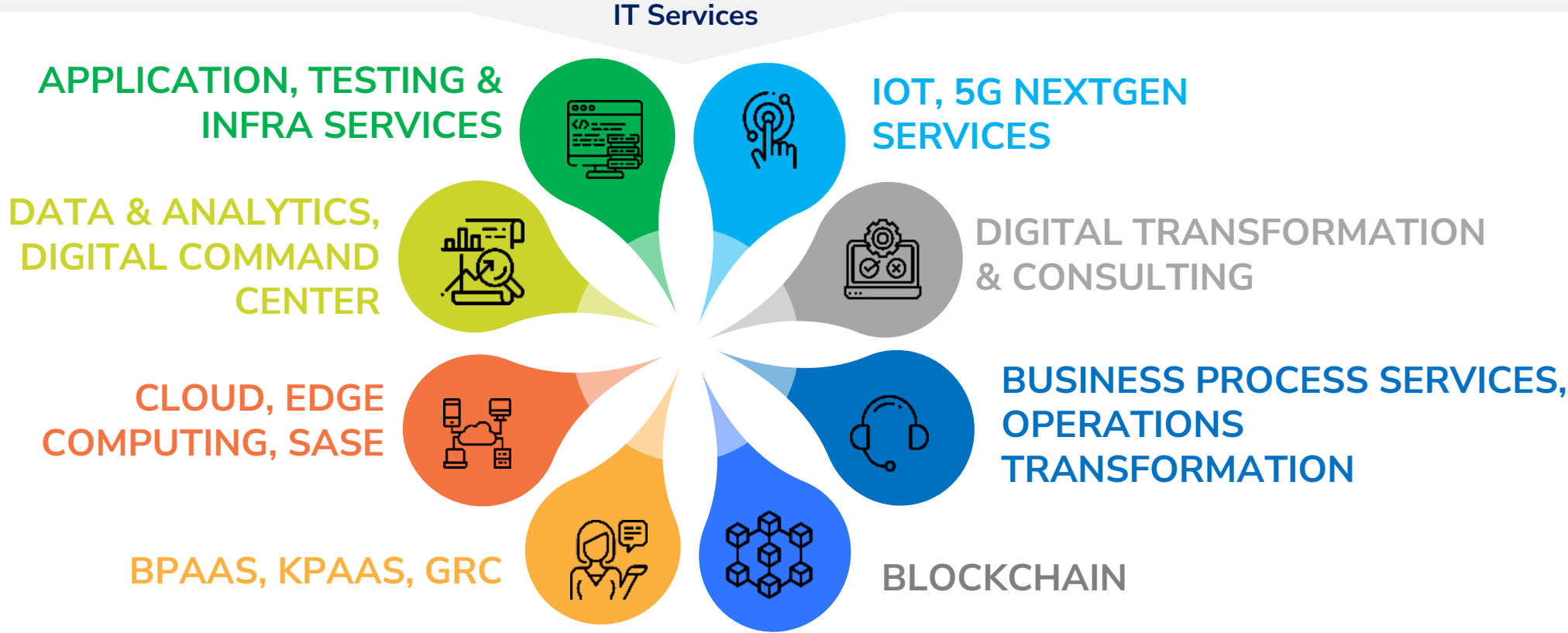
Jan 2030

\$1 Billion Revenues



USD 1 Billion Revenue target

OUR SERVICES, PLATFORMS & SOLUTIONS



Platforms & Products



AIM 30 - BECOMING A BILLION DOLLAR COMPANY

NEXTGEN TECHNOLOGY SERVICES FIRM



“ 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



“ 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



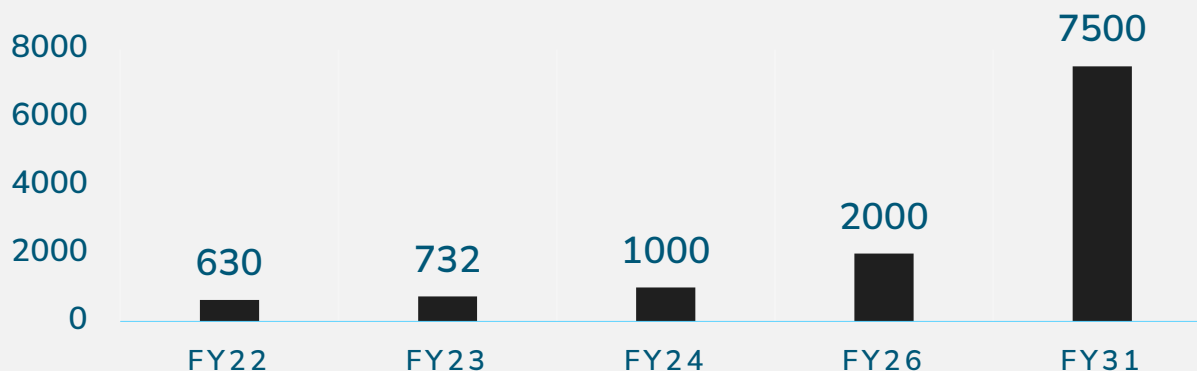
“ Organic revenue growth to 1 Billion \$ by 2030. Incubation, commercialization & acceleration of at least 10 technology/product start-ups. Build products, platform services leveraging the power of 5G in Edge Computing, Cognitive AI / ML, Data Security, Data Science and Analytic, Block Chain with an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

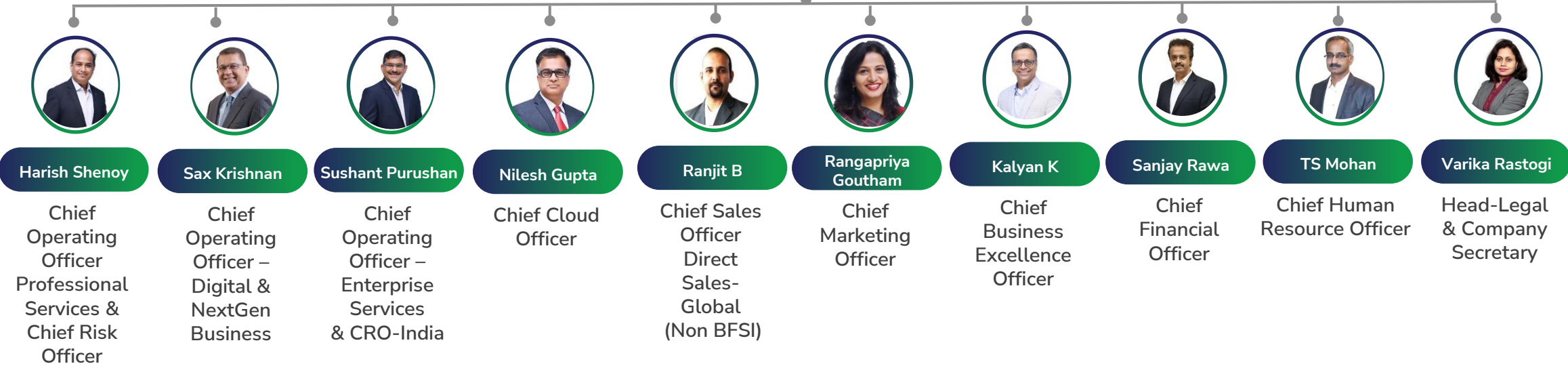


MANAGEMENT TEAM



THOMPSON GNANAM

MD, Global CEO





3i Infotech®
LIMITLESS EXCELLENCE

FINANCIAL PERFORMANCE



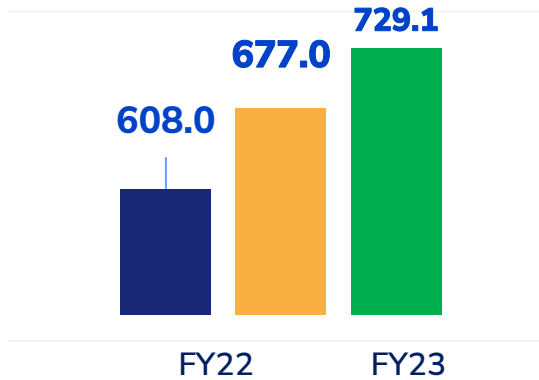
MANAGEMENT COMMENT



“Commenting on the Q4 FY23 results, Mr. Thompson P. Gnanam, Managing Director, and Global CEO, of 3i Infotech Limited, said: “We are delighted to report strong in-line financial results for Q4 FY23; our growth has been driven by a combination of strategic investments in a new service line with focused execution, as well as an unwavering commitment to our clients. Despite the challenging global environment, we have significantly increased our revenue share. We have made some important investments in new service areas such as NuRe Edge in FY23. 3i Infotech's execution year is FY24, with the goal of achieving Rs. 825-900 crore in top-line while sustaining a positive EBITDA margin. The new 3i Infotech is posed to take advantage of the rapidly changing global economic landscape by leveraging its agility and nimbleness as a challenger”.

REVENUE HIGHLIGHTS

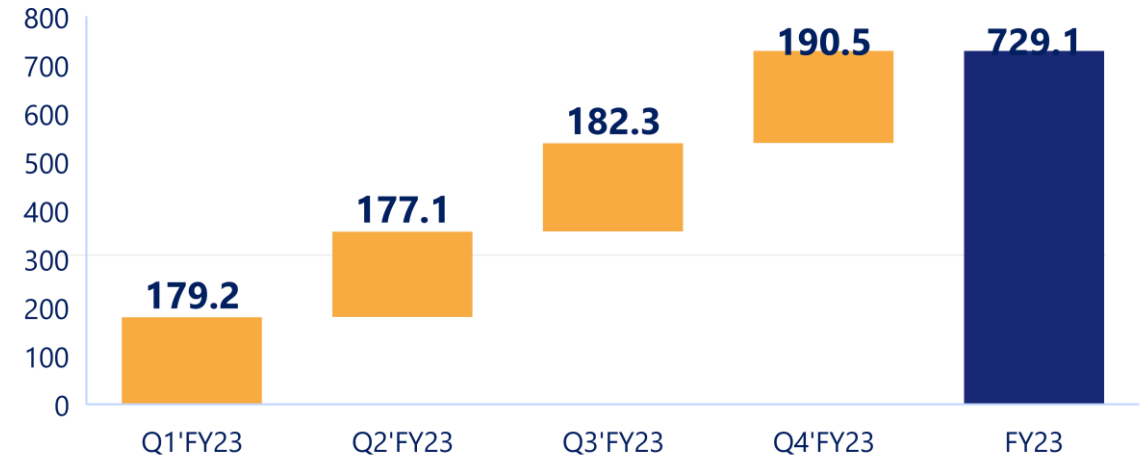
REVENUES (INR Cr)



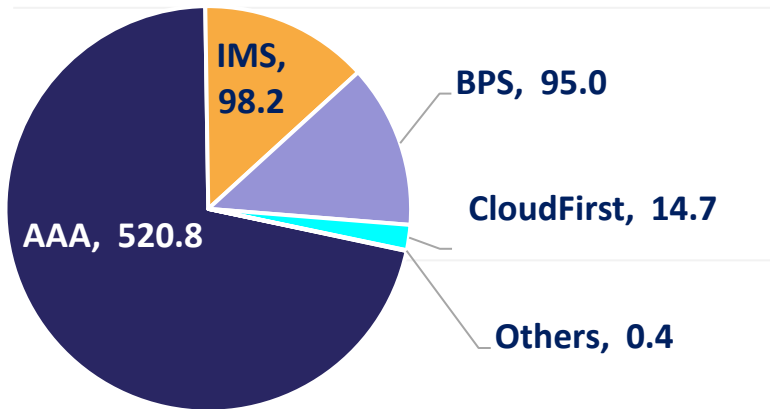
YoY REVENUE GROWTH %

+7.7%

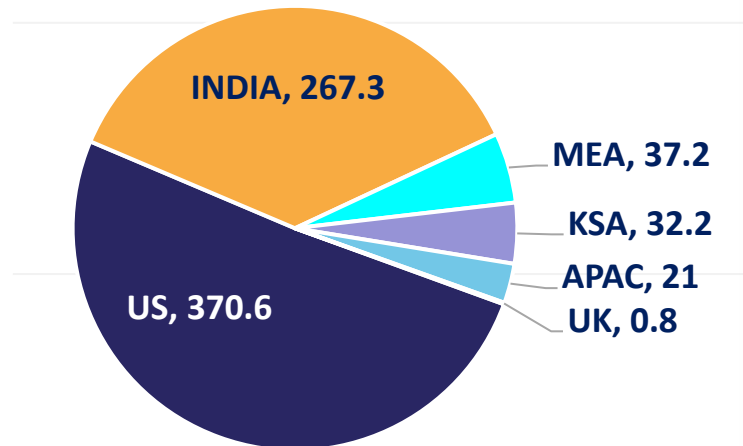
Q4 & FY23 REVENUES (INR Cr)



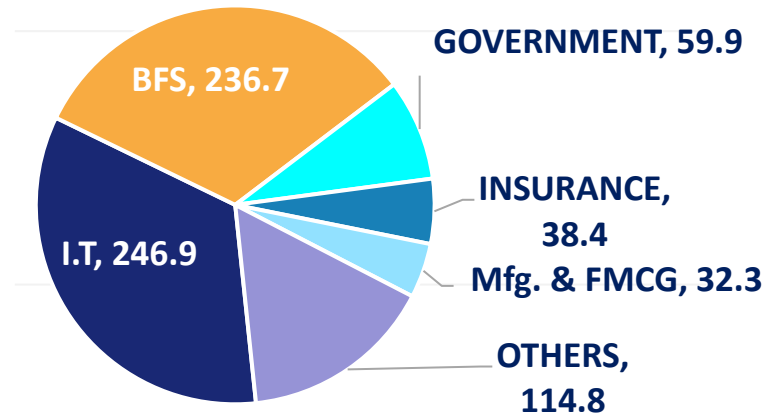
FY23 BY LOB (INR Cr)



FY23 BY REGION (INR Cr)



FY23 BY INDUSTRY (INR Cr)



Q4 & FY23 - HIGHLIGHTS

INR Cr	Q3 FY23	Q4 FY23	FY22	FY23
Revenue	182.3	190.5	676.9	729.1
Direct cost	149.7	153.5	550.3	605.9
Indirect cost	9.4	6.5	31.2	32.1
GM	23.2	30.4	95.4	91.1
GM%	12.7%	16.0%	14.1%	12.5%
Allocated GA Cost	2.6	0.1	13.3	9.3
PDD	0.4	3.7	16.3	5.3
Selling Cost	10.5	11.5	36.8	45.5
GA Cost	16.0	22.0	53.3	69.5
Onetime exp.				
Operating EBITDA	(6.2)	(6.9)	(24.3)	(38.5)
Net Other Income	3.2	3.6		8.8
Adj. EBITDA	(3.1)	(3.4)		(29.7)
Net Others Above PBT	10.1	(18.1)	(7.4)	39.1
PBT (Before Exceptional Items)	7.0	(21.4)	(31.7)	9.4

SUMMARY

- FY23 revenues of Rs.729.1 Cr increased by YoY 7.7% with Gross Margin of 12.5% and PBT of Rs. 9.4 Cr
- India standalone entity grown by 27.5% from FY22 revenues of Rs.209.7 Cr to FY23 revenues of Rs.267.3 Cr
- YoY Gross Margin reduction of 0.5% because of US Professional Services revenue erosion
- YoY Direct cost of Rs. Rs.605.9 Cr increased by 8.6% compared with FY22 cost of Rs.558 Cr, majorly because of talent hiring for incremental revenue projects
- Selling cost has increased by Rs. 8 Cr because of investments made in building COE's and practices to support Digital business

GEOGRAPHY

INR Crs Region	Q3 FY23			Q4 FY23		
	Revenue	Direct Cost	GM%	Revenue	Direct Cost	GM%
US	91.6	78.0	14.9%	90.7	75.3	17.0%
INDIA	67.3	61.8	8.2%	75.9	63.0	17.0%
APAC	5.1	4.8	6.5%	5.8	4.9	14.8%
EMEA	18.0	14.4	19.8%	17.8	16.7	5.8%
UK	0.2	0.0	87.9%	0.3	0.1	76.7%
Total	182.3	159.1	12.7%	190.5	160.0	16.0%

INR Crs Region	FY22			FY23		
	Revenue	Direct Cost	GM%	Revenue	Direct Cost	GM%
US	377.7	318.6	15.6%	370.6	319.2	13.9%
INDIA	209.7	190.3	9.2%	267.3	240.5	10.0%
APAC	19.5	15.3	21.4%	21.0	18.1	13.6%
EMEA	69.4	57.1	17.7%	69.4	60.1	13.4%
UK	0.7	0.1	83.0%	0.8	0.1	83.3%
Total	676.9	581.5	14.1%	729.1	638.0	12.5%

SUMMARY

- Because of economic slowdown and other risks, USA has experienced erosion in Professional Services revenues
- India Region has shown remarkable growth YoY (27.5%) & QoQ (12.7%) with 20+ new logos
- This is due to cost cutting and low corporate spending initiatives of US businesses
- However, we can see positive outlook for overall US market in FY24, as many recessionary impacts have started coming down and business

LINE OF BUSINESS

INR CR	FY22			FY23		
LOB	Revenue	Direct Cost	GM%	Revenue	Direct Cost	GM%
AAA	511.9	436.8	14.7%	520.8	447.9	14.0%
IMS	93.3	76.5	18.0%	98.2	89.5	8.9%
BPS	67.1	56.7	15.5%	95.0	85.5	10.1%
CloudFirst	2.8	1.4	48.1%	14.7	12.4	15.7%
Total*	676.9	581.5	14.1%	729.1	638.0	12.5%

SUMMARY

- FY23 Application-Automation-Analytics (AAA) is one of the highest revenue contributor with Rs.520.8 Cr followed by IMS revenues of Rs.98.2 Cr
- IMS has grown by YoY 5.3% majorly because of diversified revenue from various sector. Public Sector is the largest vertical and expecting steady growth outlook from Financial and Enterprise sectors in coming year
- BPO has grown by YoY 41.6% due to healthy growth coming from financial services and client centric offerings



REVENUE BY CLIENT CATEGORY & INDUSTRY

Revenue Category	Q1 FY23		Q2 FY23		Q3 FY23		FY23	
	% Revenue	Client Count	% Revenue	Client Count	% Revenue	Client Count	% Revenue	Client Count
1 MN +	35%	19	34%	16	37%	17	36%	17
500K-1 MN	14%	20	15%	21	14%	19	16%	22
Below 500K	51%	370	50%	384	49%	449	49%	461
Grand Total	100%	409	100%	421	100%	485	100%	500

Revenue Categories in US\$ MN, % Revenue Calculated against INR Cr

INR Cr	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
BFS	114.4	120.5	122.5	126.3	83.6
GOVERNMENT	17.5	12.0	13.8	16.6	59.9
INSURANCE	8.7	9.4	10.1	10.1	38.4
Mfg. & FMCG	8.0	7.1	9.5	7.8	32.3
OTHERS	30.7	28.0	26.4	29.7	114.8
Grand Total	179.2	177.1	182.3	190.5	729.1

SUMMARY

- FY23, 17 accounts above “1 MN” revenue category contributed Rs.260 Cr with 36% of total revenue of Rs.729.1 Cr
- 22 accounts from “US\$ 500K to 1 MN” category contributed approx. Rs. 115 Cr with 16% of total revenue
- 461 accounts from “Below 500K” category contributed approx. Rs. 355 Cr with 49% of total revenue
- During FY23 BFS industry has contributed highest revenues of Rs. 483.6 Cr with 66% share

TOP CLIENTS

TOP CLIENT Category	Revenue (INR Cr)			% Contribution to total revenue		
	Q3 FY23	Q4 FY23	FY23	Q3 FY23	Q4 FY23	FY23
Top 5	31.7	29.7	114.1	17%	16%	16%
Top 10*	51.4	51.2	190.4	28%	27%	26%
Top 20**	74.3	78.7	281.3	41%	41%	39%

Clients Analysis

- ✓ Our Top 20 clients in FY23 contributed Rs.281.3 Cr which is 39% of our total revenues
- ✓ Top 10 clients contributed Rs.190.4 Cr which is 26% of total in FY23
- ✓ Top 5 clients contributed Rs.114.1 Cr which is 16% of total in FY23

P&L STATEMENT (AS REPORTED)

(Rupees in Lakhs)

	Particulars	Quarter Ended			Year Ended	
		3/31/2023	12/31/2022	3/31/2022	3/31/2023	3/31/2022
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
I	Revenue from Operations	19,046	18,230	17,563	72,911	67,701
II	Other Income	357	316	7	880	1,377
III	Total Income (I+II)	19,403	18,546	17,570	73,791	69,078
IV	Expenses					
(a)	Employee benefits expense	13,378	13,735	13,778	55,754	53,983
(b)	Cost of third party products and services	3,827	2,863	1,387	11,533	6,254
(c)	Finance costs (excluding unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts) (See Note 4)	256	207	218	929	774
(d)	Depreciation and amortization expense*	540	758	480	2,280	1,437
(e)	Other expenses	2,531	2,257	2,061	9,470	9,698
	Total Expenses (IV)	20,532	19,820	17,924	79,966	72,146
V	Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)	(1,129)	(1,274)	(354)	(6,175)	(3,068)
VI	Foreign exchange loss/(gain) (net)	1,010	(1,972)	(46)	(7,114)	102
VII	Profit / (Loss) before Tax (V-VI)	(2,139)	698	(308)	939	(3,170)
VIII	Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 4)	-	-	-	-	256
IX	Profit / (Loss) before Exceptional Items and Tax (VII-VIII)	(2,139)	698	(308)	939	(3,426)
X	Exceptional Item - Expense / (Income)	417	(759)	250	501	1,984
XI	Profit / (Loss) before Tax (IX-X)	(2,556)	1,457	(558)	438	(5,410)
XII	Tax expense	171	152	(168)	301	339
XIII	Profit / (Loss) for the period (XI-XII)	(2,727)	1,305	(390)	137	(5,749)

BALANCE SHEET (AS REPORTED) (1/2)

(Rupees in Lakhs)

Particulars		As at 3/31/2023	As at 3/31/2022
	ASSETS		
A	Non-current assets		
a	Property, plant and equipment	12,059	5,340
b	Right-to-use assets	5,415	5,907
c	Goodwill arising on consolidation	30,406	30,406
d	Other Intangible assets	-	-
e	Intangible Assets Under Development	4,181	805
f	Financial assets		
	i) Investments	221	16
	ii) Loans	-	-
	iii) Other financial assets	1,670	1,604
g	Deferred tax assets (net)	174	222
h	Income tax asset (net)	6,660	9,605
i	Other non-current assets	1,722	1,906
	Total non-current assets	62,508	55,811
B	Current assets		
a	Financial assets		
	i) Trade receivables	12,217	9,371
	ii) Cash and cash equivalents	6,060	12,775
	iii) Other balances with banks	613	850
	iv) Loans	-	-
	v) Other financial assets	9,413	8,458
b	Other current assets	6,356	8,554
	Total current assets	34,659	40,008
	Non-Current Assets classified as held for sale	-	216
	TOTAL ASSETS	97,167	96,035

BALANCE SHEET (AS REPORTED) (2/2)

(Rupees in Lakhs)

Particulars		As at 3/31/2023	As at 3/31/2022
	EQUITY AND LIABILITIES		
A	Equity		
a	Equity Share capital	16,847	16,794
b	Other equity*	47,435	53,569
	Equity attributable to shareholders of the Company	64,282	70,363
	Non-controlling interests	-	-
	Total equity	64,282	70,363
2	Liabilities		
	Non-current liabilities		
a	Financial liabilities		
	i) Borrowings	19	-
	ii) Lease Liabilities	4,610	5,077
	iii) Other financial liabilities	-	-
b	Provisions	2,004	1,830
	Total non-current liabilities	6,633	6,907
	Current liabilities		
a	Financial liabilities		
	i) Borrowings	3,790	5,439
	ii) Lease Liabilities	1,505	1,348
	iii) Trade and other payables		
	- Trade payables to Micro Enterprises and Small Enterprises	158	255
	- Trade payables to others	6,963	2,857
	iv) Other financial liabilities	7,309	5,495
b	Provisions	579	513
c	Other current liabilities	4,596	1,487
d	Current income tax liabilities (net)	1,352	1,352
	Total current liabilities	26,252	18,746
	Liabilities directly associated with non-current assets classified as held for sale	-	19
	TOTAL EQUITY AND LIABILITIES	97,167	96,035



3i Infotech®
LIMITLESS EXCELLENCE



Business Strategy & Plan



FY24 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

05



Challenger & Disruptor

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

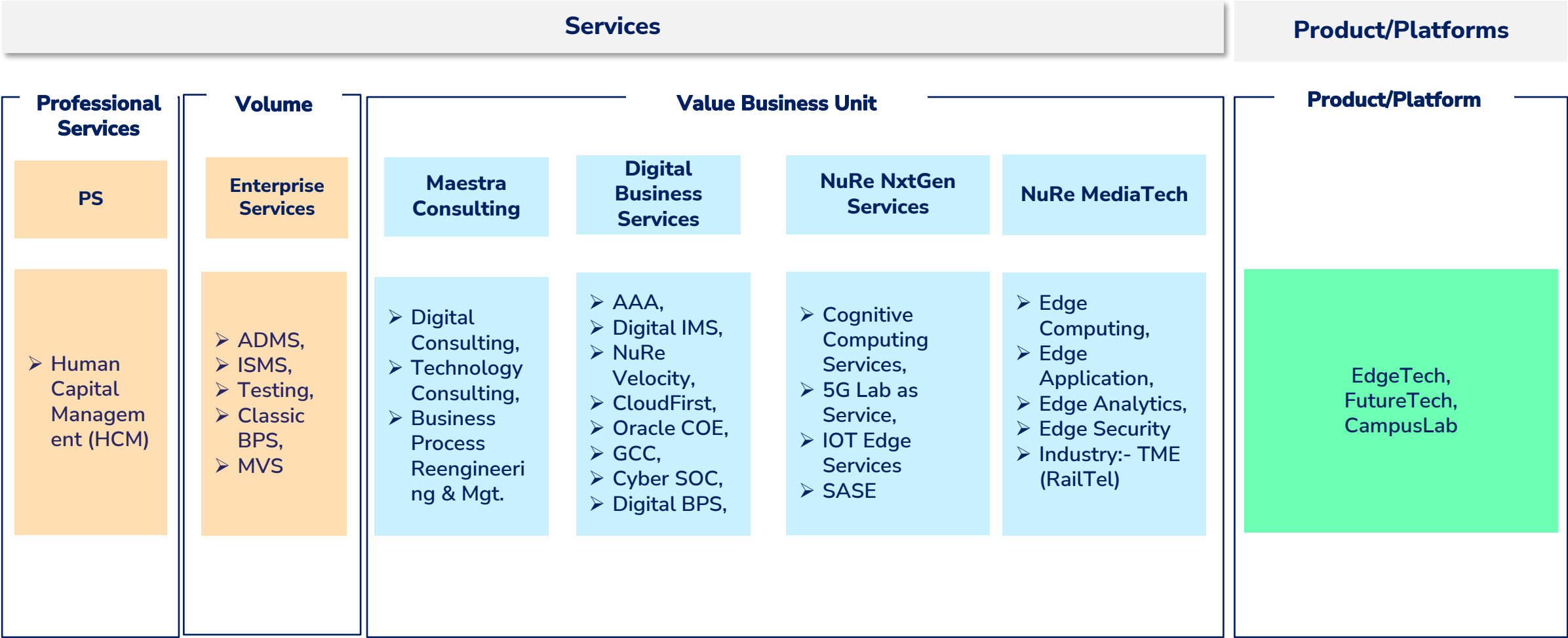
FY24 Business Priorities

Business Priorities

- **Defend and protect US Professional Services (Indirect HCM Business)**
- **Country specific business plan need to be executed**
- **Expand Enterprise Services (ES) beyond India as a country growth strategy (USA & UK)**
- **Execute BFS COE business plan for USA (Credit Union) & India**
- **Expand Digi-BPS CLM business in US & UK for Mid-Market and SME segment**
- **Monetize Cognitive Computing services CXO Cockpit in US & UK**
- **Monetize NuRe 3i+ investments in Malaysia to accelerate our ASEAN business**
- **Launch Mid-Market TME vertical services in US, UK & Europe**
- **Deliver NuRe MediaTech (RailTel) AOP to launch our B2B2C business**
- **Build in-organic capability in Oracle COE, Cloud and AAA to accelerate business**
- **Launch the Global Insurance vertical (US, ME, India)**
- **Tie-up with Telco's to drive our products like NuRe Edge, SASE**
- **Build Indirect channel/ alliances GTM focused on Oracle**



Organization – Business Structure By Offerings



Organization Design

Clients

- USA
- UK
- UAE
- KSA
- INDIA
- THAILAND
- MALAYSIA
- SINGAPORE

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

FY24 Key Project: RailTel Opportunity

Indian Rail Framework

- 4th largest network in the world
- Largest in Asia
- Covers 68,103 Kms
- 7325 Railway Stations (touchpoints)
- 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

India Facts: Captive Wi-Fi Opportunity

- Captive Wi-Fi passengers across 6109 Railway Stations
- 54 Mn Monthly active Wi-Fi users
- 85 Mn sessions monthly
- 4028 TB of data consumed monthly
- Connecting with 16 Mn suburban and 35 Mn long distance travelers 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

**RailTel
Opportunity for
3i Infotech**

Revenue Streams:

- Large PSU's - Static & Banner Ad
- Pvt. Enterprises - Live & Streaming Ad
- Digital Driven Ad Revenue
- Super App Driven Non-Ad revenue
- Content Monetization



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