



Performance Highlights – Q2- FY 06


October 28, 2005

Disclaimer

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed- price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which 3i Infotech has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. 3i Infotech may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

Agenda

- **Financial Highlights**
- **Operational Highlights**
- **Customer Acquisitions**
- **Outlook**



The financial performance and the calculations in this presentation are without considering the results of operations of M/s Innovative Business Solutions Inc, a company, which was acquired by 3i Infotech Limited during September 2005

Highlights

- **Consolidated revenue at Rs 983.8 million, grew by 43% over corresponding quarter of the previous year**
 - **On a sequential basis, the revenue grew by 9.4%**
- **EBIDTA for the quarter at Rs 209.8 million, grew by 81% over corresponding quarter of the previous year**
 - **The EBIDTA margin during Q2FY06 works out to 21% compared to 17% in Q2FY05.**

Highlights

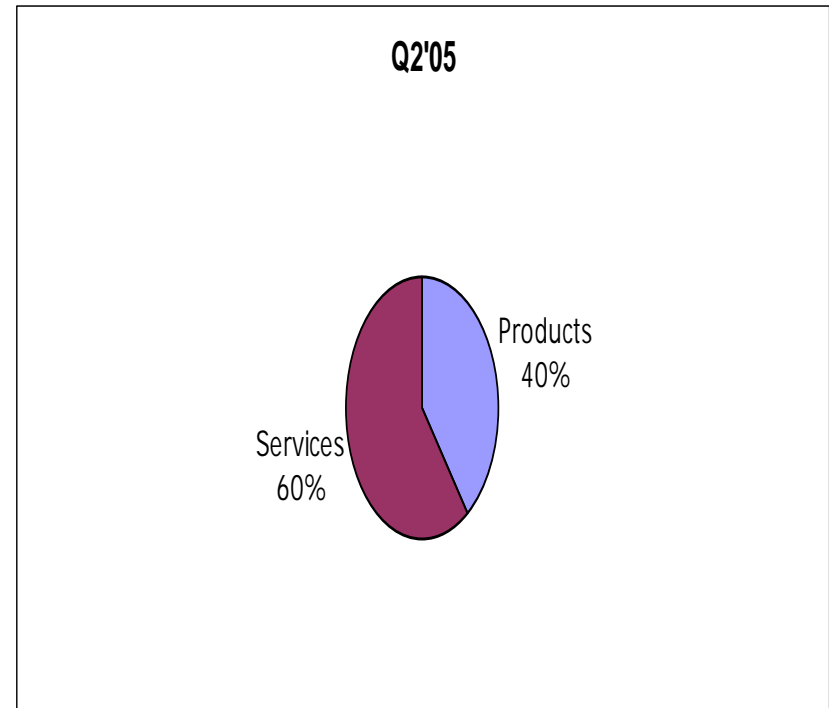
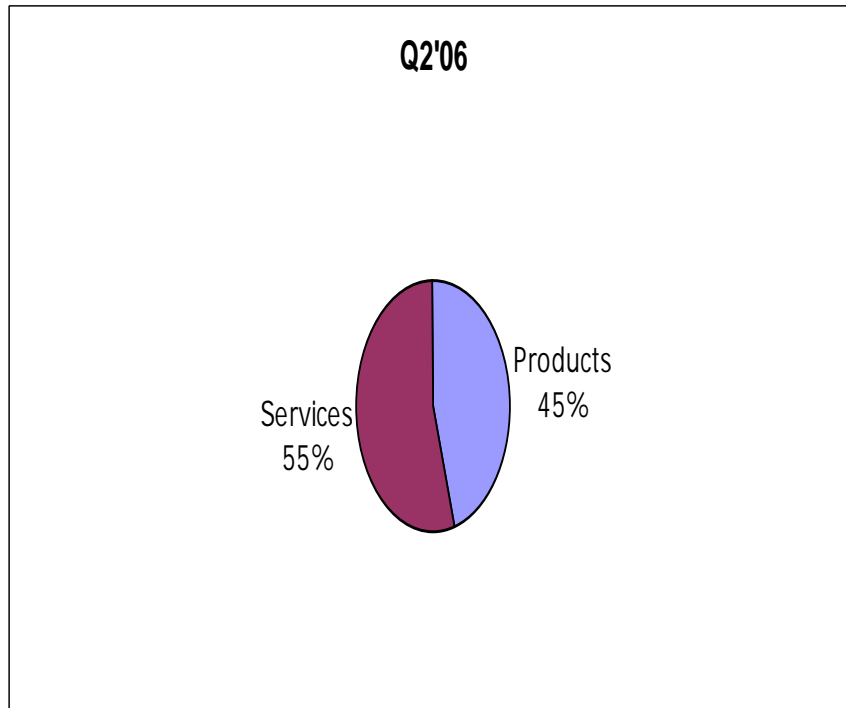
- **SGA expenses were 23% of the revenue as compared to 25% of the revenue in Q2FY05**
- **Consolidated PAT at Rs 133 million, grew by 66% over the corresponding quarter of the previous year**
 - **Sequentially, PAT grew by 30%**
- **The company added 43 new clients during the quarter**

Highlights

Rs Mn	Q2'06	Q1'06	QoQ growth	Q2'05	YoY growth
Income	984	900	9.4%	686	43.4%
Gross Profit	432	397	8.6%	289	49.3%
EBITDA	210	181	15.8%	116	81.0%
NP	133	103	29.6%	80	66.1%

Margins	Q2'06	Q1'06	Q2'05
Gross Margins	44%	44%	42%
EBITDA Margins	21%	20%	17%
Net Margins	14%	11%	12%

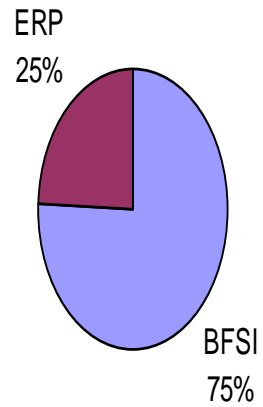
Revenue Mix – Offering Wise



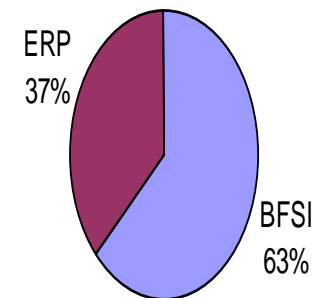
Product revenues include services around products

Product Revenue Mix

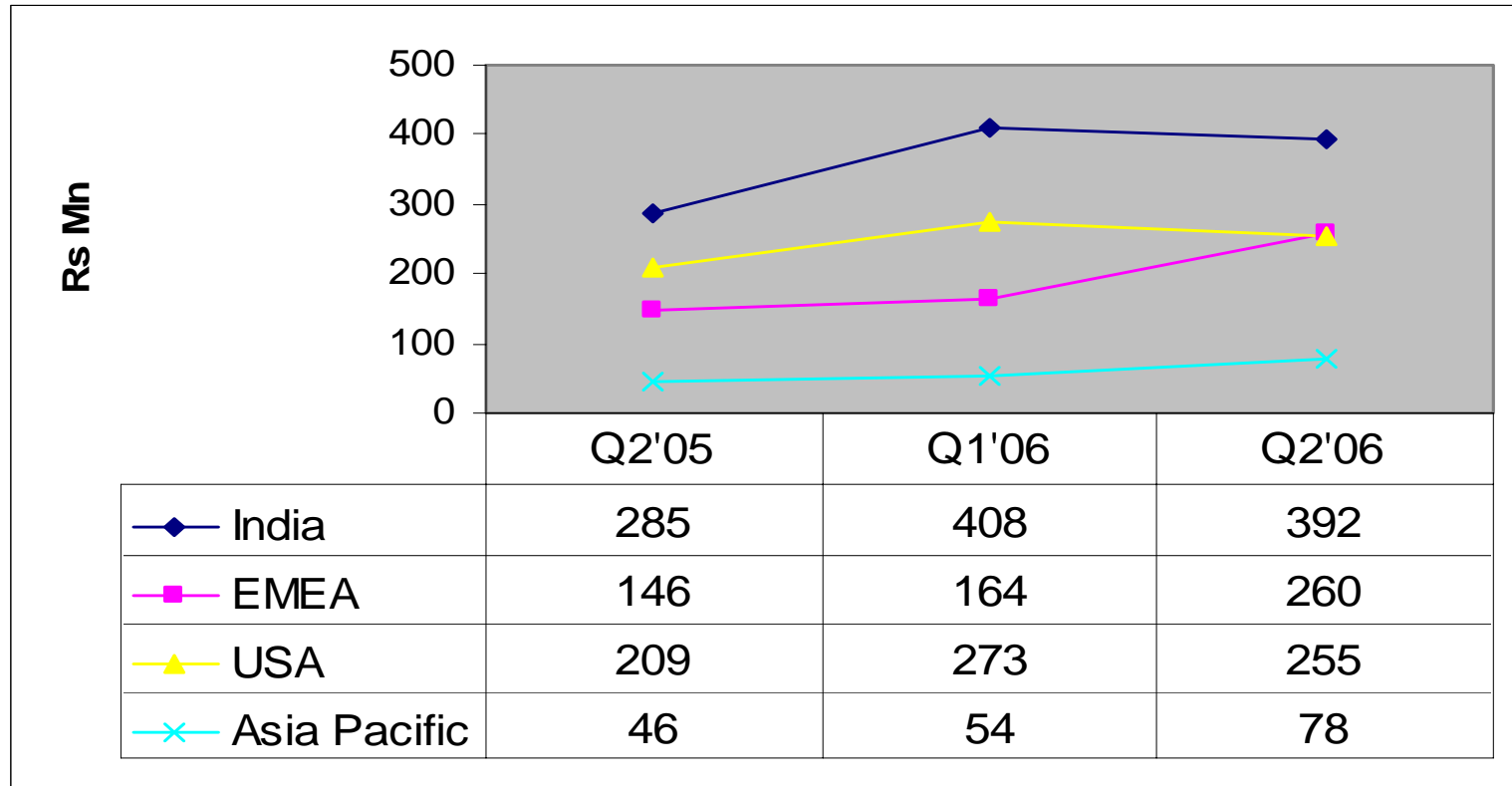
Q2'06



Q2'05

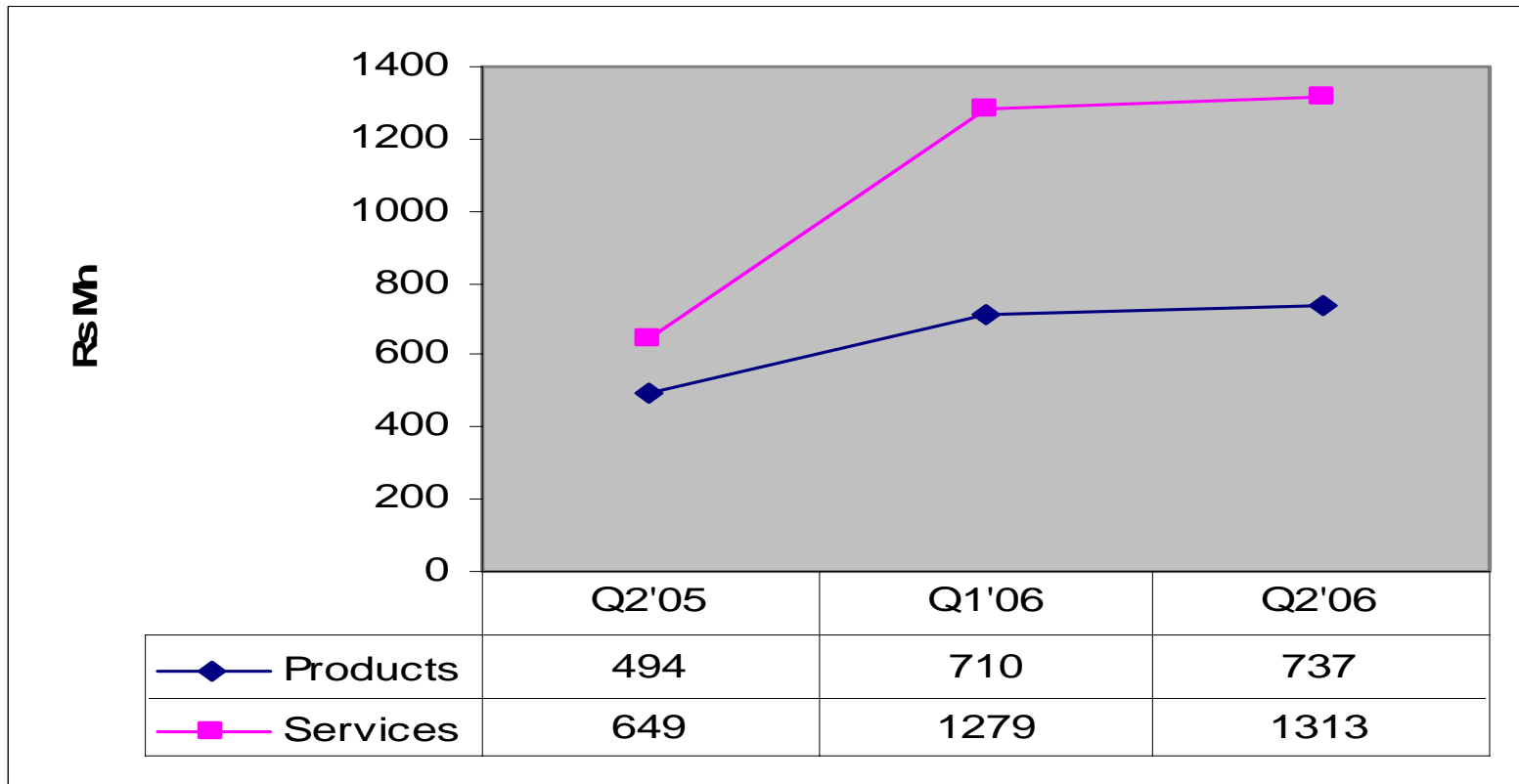


Revenue Mix – Geography Wise



Total	Q2'05	Q1'06	Q2'06
	686	899	984

Pending Order Book



Total	1,143	1,989	2,050
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Client data

Customer Concentration

	Q2'06	Q2'05	Q1'06
ICICI Group (Top customer)	22%	28%	23%
Top 5 Customers (ex. ICICI grp)	22%	10%	23%
Top 10 Customers (ex. ICICI grp)	28%	19%	34%

No. of million dollar clients

	Q2'06	Q2'05	Q1'06
> USD 1 million	15	3	12
> USD 5 million	1	1	1

Client data cont...

	Q2'06	Q2'05	Q1'06
Active Clients	533	413	516
Clients added during the quarter	43	35	40
Revenue from Repeat Business (%)	74%	75%	76%

Major Wins

- **One of the top ten banks in Kazakhstan has partnered with 3i Infotech for its transformation from a wholesale bank to a retail bank.**

As a part of this deal 3i Infotech will offer consulting services on the launch of new financial product, distribution strategy, risk management and back office transaction processing followed by implementation of Triton Retail Lending Suite.

Major Wins

- **One of the leading financial conglomerates in Malaysia has selected our insurance product PREMIA. The order involves implementation of our comprehensive insurance management system PREMIA, including underwriting, claims and reinsurance, covering Non-Life, Life (Family) and Agency**

Major Wins

- **A leading insurance provider in Texas, USA has selected our insurance product Premia for all its insurance related business functions. This opens up a big market opportunity for 3i Infotech, as this deployment requires integration with ISO, a US based leading source of information about risk.**

Outlook

- **The company maintains its guidance of revenue growth of between 25% to 30% for the year and an EPS of between Rs.8.50 to Rs.9.50. The revenues and profits from the acquired company, Innovative Business Solutions Inc will be in addition to this.**



Thank You