



November 1, 2022

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 October 25, 2022 regarding intimation of Investor Call scheduled to be held on November 1, 2022 at 3:30 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter and half year ended September 30, 2022.

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

Q2 FY23 Investor Presentation

11 November 2022

SAFE HARBOR

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3i Infotech®
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COMPANY OVERVIEW



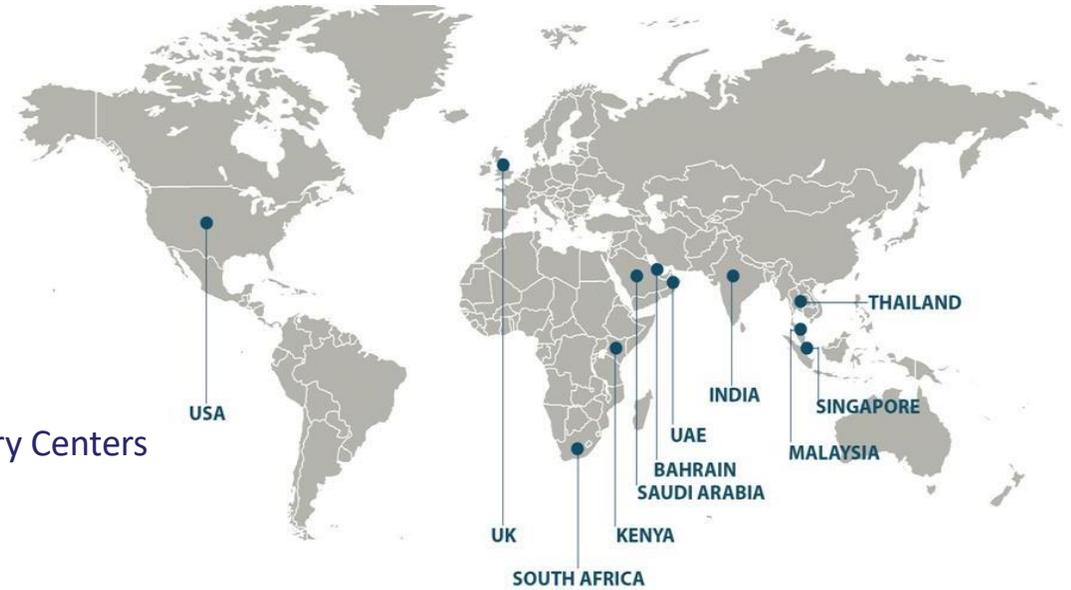
ABOUT US

We deliver a seamless end-to-end digital experience

400+ Clients across 4 Continents

5500+ Employees across 15 Countries

80+ Fortune 500 Companies



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

3i INFOTECH JOURNEY

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

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

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

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

1993

1999

Mar 2002

Apr 2005

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

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

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

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

2020

Mar 2016

Mar 2011

Mar 2021

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

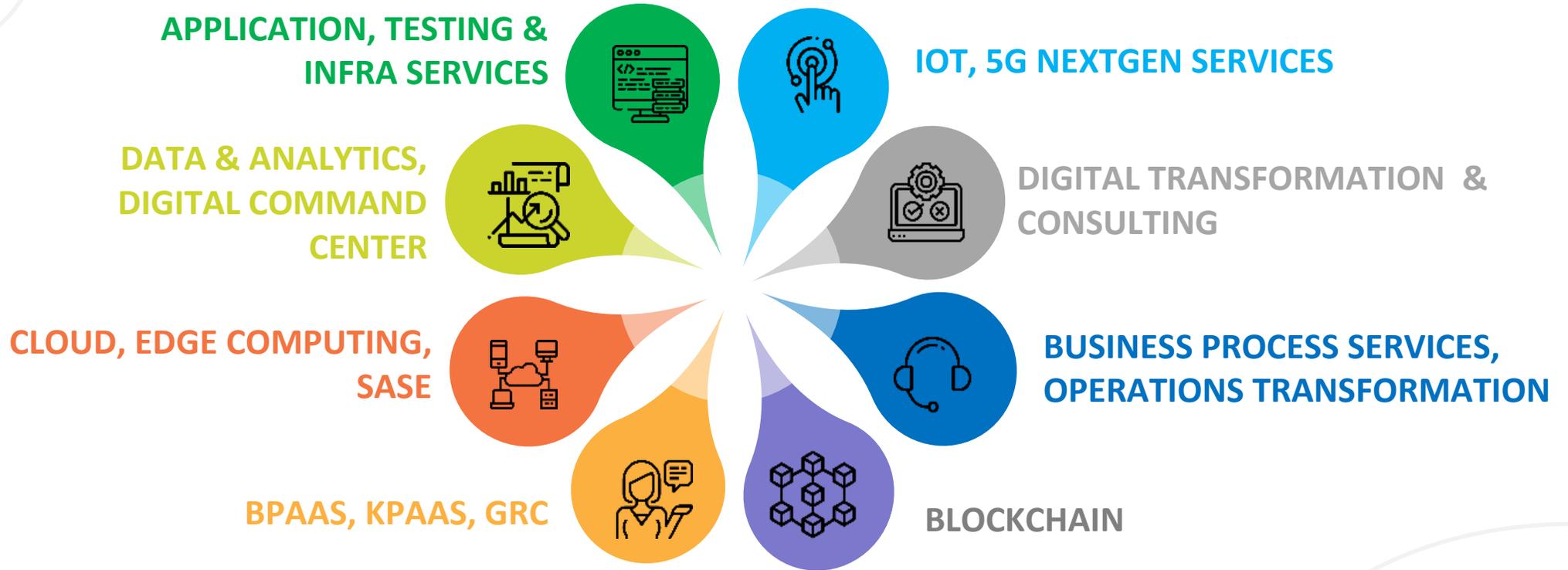
\$1
Billion
Revenues



USD 1 Billion
Revenue target

OUR SERVICES, PLATFORMS & SOLUTIONS

IT Services



Platforms & Products



BUSINESS STRATEGY

Division

Priorities & Strategic Actions

Outcomes

ENTERPRISE SERVICES

- ✓ Retain - Retain, ring fence and fortify our clients with delivery excellence; creating continuous value
- ✓ Re-Boot - Reset the practices, frameworks, quality assurance, engagement model and compliance to the new decade
- ✓ Re-Train - Right skill our people assets by re-training them and making them future ready

- ✓ Reduce Revenue Erosion
Increase NPS, Higher VOC Index
- ✓ Increase profitability & Revenue Assurance
- ✓ Top 10 best places to work & Reduce Attrition

DIGITAL SERVICES

- ✓ Acquire - Acquire aggressively new clients globally across new service lines and industries through consultative selling
- ✓ Accelerate - Farm the existing accounts for “Altiray”-powered services and increase the wallet share
- ✓ Annihilate - Destroy competition by providing differentiated digital transformation powered outcome centric commercial models

- ✓ Increase New business growth
- ✓ Increase existing client revenues
- ✓ Increase Wallet Share

NXTGEN SERVICES

- ✓ Innovate - Innovate through orchestration of services by orchestration of digital technology, platform, products and processes solving business problems
- ✓ Incubate - Incubate and commercialize product startups exclusively creating services differentiation in the market with faster to the market
- ✓ Invent - Build Unique 5G Cognitive ready products and platform as part the telecom ecosystem for various industries (In partnership with global telecom players)

- ✓ Increase Value Business revenue, Increase Profitability
- ✓ Competitive advantage Index
Increase Valuation
- ✓ Increase Valuation and Market capitalization

GLOBALIZE

PRODUCTIZE

PREMIUMIZE

VARIABLIZE

MANAGEMENT TEAM



THOMPSON GNANAM

MD, Global CEO

EXECUTIVE MANAGEMENT



HARISH SHENOY

Chief Performance & Risk Officer



SANJAY RAWA

Chief Financial Officer



MOHAN TS

Chief Human Resource Officer



RISHI AGARWAL

Global Delivery Head -AAA



SUDEEP NADKARNI

Chief Revenue Officer (Global Region)



SAX KRISHNA

Chief Growth Officer



NILESH GUPTA

Chief Cloud Officer



SUSHANT PURUSHAN

Chief Revenue Officer (India Region)



RANGAPRIYA GOUTHAM

Chief Marketing Officer



VARIKA RASTOGI

Company Secretary & Legal Head



FINANCIAL PERFORMANCE

P&L STATEMENT (AS REPORTED)

		(Rupees in Lakhs)					
	Particulars	Quarter Ended			Year to Date		Year Ended
		30/9/2022	30/6/2022	30/9/2021	30/9/2022	30/9/2021	31/3/2022
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
I	Revenue from Operations	17,713	17,922	17,710	35,635	33,696	67,701
II	Other Income	120	87	617	207	944	1,377
III	Total Income (I+II)	17,833	18,009	18,327	35,842	34,640	69,078
IV	Expenses						
(a)	Employee benefits expense	14,623	14,018	13,852	28,641	26,192	53,983
(b)	Cost of third party products and services	2,728	2,115	2,024	4,843	3,467	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)	237	229	224	466	384	774
(d)	Depreciation and amortization expense*	501	481	311	982	601	1,437
(e)	Other expenses	2,267	2,415	3,663	4,682	5,717	9,698
	Total Expenses (IV)	20,356	19,258	20,074	39,614	36,361	72,146
V	Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)	(2,523)	(1,249)	(1,747)	(3,772)	(1,721)	(3,068)
VI	Foreign exchange loss/(gain) (net)	(4,872)	(1,280)	176	(6,152)	224	102
VII	Profit / (Loss) before Tax (V-VI)	2,349	31	(1,923)	2,380	(1,945)	(3,170)
		3,087	741	(1,388)	3,828	(960)	(959)
VIII	Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 4)	-	-	98	-	191	256
IX	Profit / (Loss) before Exceptional Items and Tax (VII-VIII)	2,349	31	(2,021)	2,380	(2,136)	(3,426)
X	Exceptional Item - Expense / (Income)	774	69	199	843	764	1,984
XI	Profit / (Loss) before Tax (IX-X) - PBT	1,575	(38)	(2,220)	1,537	(2,900)	(5,410)
XII	Tax expense	(136)	114	89	(22)	196	339
XIII	Profit / (Loss) for the period (XI-XII) - PAT	1,711	(152)	(2,309)	1,559	(3,096)	(5,749)

BALANCE SHEET (AS REPORTED) (1/2)

		(Rupees in Lakhs)	
Particulars		As at 30/9/2022	As at 31/3/2022
	ASSETS		
A	Non-current assets		
a	Property, plant and equipment	5,263	5,340
b	Right-to-use assets	5,311	5,907
c	Goodwill arising on consolidation	30,406	30,406
d	Other Intangible assets	-	-
e	Intangible Assets Under Development	2,253	805
f	Financial assets		
	i) Investments	16	16
	ii) Other financial assets	2,061	1,604
g	Deferred tax assets (net)	230	222
h	Income tax asset (net)	10,196	9,605
i	Other non-current assets	1,884	1,906
	Total non-current assets	57,620	55,811
B	Current assets		
a	Financial assets		
	i) Trade receivables	10,021	9,371
	ii) Cash and cash equivalents	4,805	12,775
	iii) Other balances with banks	671	850
	v) Other financial assets	9,225	8,458
b	Other current assets	9,403	8,554
	Total current assets	34,125	40,008
	Non-Current Assets classified as held for sale	-	216
	TOTAL ASSETS	91,745	96,035

BALANCE SHEET (AS REPORTED) (2/2)

(Rupees in Lakhs)

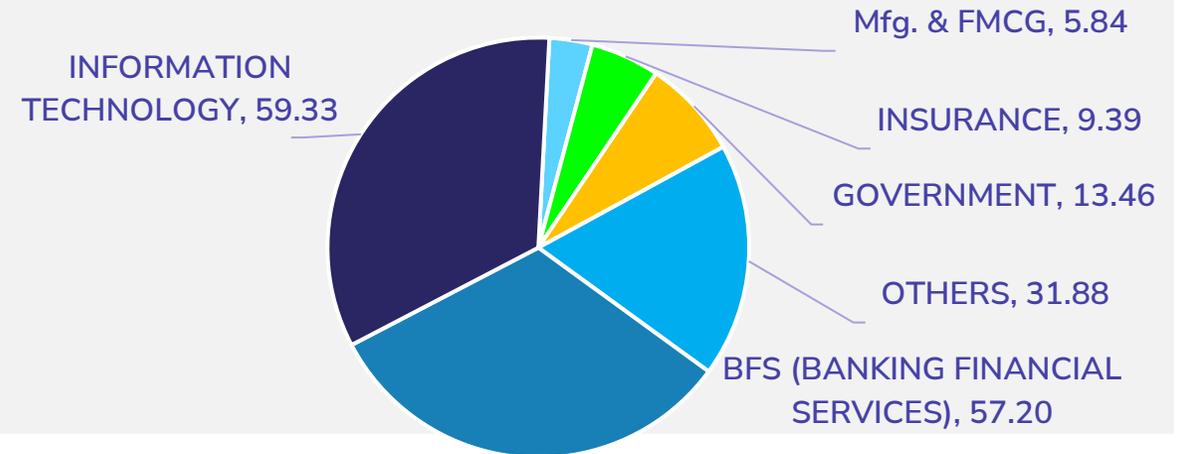
	Particulars	As at 30/9/2022	As at 31/3/2022
	EQUITY AND LIABILITIES		
A	Equity		
a	Equity Share capital	16,839	16,794
b	Other equity*	49,582	53,569
	Equity attributable to shareholders of the Company	66,421	70,363
	Non-controlling interests	-	-
	Total equity	66,421	70,363
2	Liabilities		
	Non-current liabilities		
a	Financial liabilities		
	i) Borrowings	-	5,439
	ii) Lease Liabilities	4,460	5,077
	iii) Other financial liabilities	-	-
b	Provisions	1,825	1,830
	Total non-current liabilities	6,285	12,346
	Current liabilities		
a	Financial liabilities		
	i) Borrowings	2,221	-
	ii) Lease Liabilities	1,551	1,348
	iii) Trade and other payables		
	- Trade payables to Micro Enterprises and Small Enterprises	-	-
	- Trade payables to others	6,054	3,112
	iv) Other financial liabilities	6,058	5,495
b	Provisions	536	513
c	Other current liabilities	1,267	1,487
d	Current income tax liabilities (net)	1,352	1,352
	Total current liabilities	19,039	13,307
	Liabilities directly associated with non-current assets classified as held for sale	-	19
	TOTAL EQUITY AND LIABILITIES	91,745	96,035

REVENUE HIGHLIGHTS

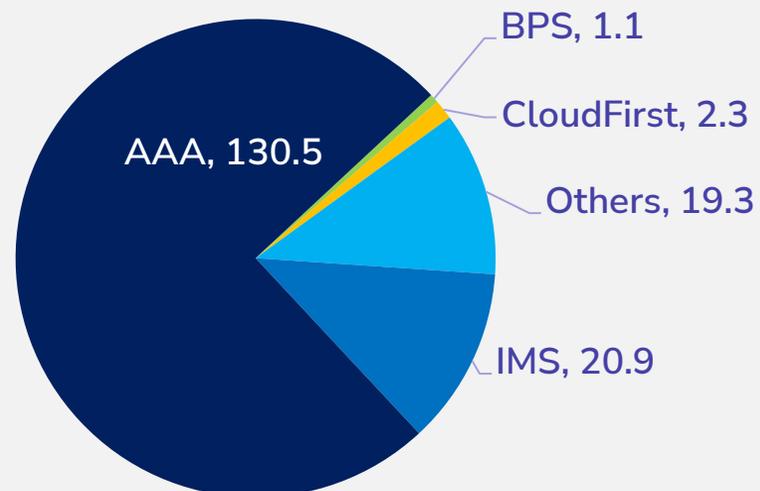
QUARTERLY REVENUES (INR Cr)



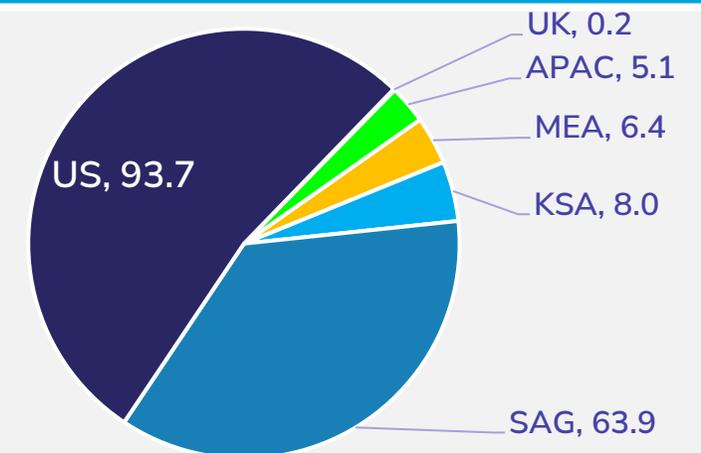
Q2 FY23 INDUSTRY (INR Cr)



Q2 FY23 LINE OF BUSINESS (INR Cr)



Q2 FY23 REGION (INR Cr)



H1 & Q2 FY23 HIGHLIGHTS

INR Cr	Q2 FY23	Q1 FY23	Q2 FY22	H1 FY23
Revenue	177.1	179.2	173.3	356.4
Direct cost	151.6	151.0	137.1	302.6
Indirect cost	7.7	8.5	13.6	16.3
GM	17.8	19.7	22.6	37.4
GM%	10.0%	11.0%	13.0%	10.5%
Allocated GA Cost	3.0	3.6	3.0	6.6
PDD	1.4	(0.3)	13.6	1.2
Selling Cost	12.0	11.5	9.0	23.5
GA Cost	14.9	11.1	22.2	26.0
Onetime exp.	5.4			5.4
Operating EBITDA	(19.0)	(6.3)	(25.2)	(25.3)
Net Other Income	2.1			2.1
Adj. EBITDA	(17.0)	(6.3)		(23.2)
Net Others Above PBT	40.5	6.6		47.0
PBT (Before Exceptional Items)	23.5	0.3		23.8

BUSINESS SUMMARY

- H1 FY23 revenues of Rs.356.4 Cr with Gross Margin of 10.5% Rs. 37.4 Cr. Adjusted EBITDA was Rs.(23.2) Cr and PBT of Rs. 23.8 Cr
- Q2 FY23 revenues of Rs.177.2 Cr with Gross Margin of 10% Rs. 17.8 Cr and PBT of Rs. 23.5 Cr
- Rs.38 Cr New Business booked in Q2 FY23 which would contribute to potential new revenue in upcoming quarters
- 15 New logos added in Q2 FY23
- Won two Large deal of 5 Cr annual contract value in Q2 FY23
- Leveraging existing US accounts in BFS to launch our new Build Service Lines
- Proactive closure of negative accounts have impacted topline growth but will contribute to the EBITDA margins in H2 (500k USD)
- Last years Variable /Performance pay and annual increments has impacted on EBITDA

REVENUES BY REGION

Region (INR Crs)	Q2 FY23			Q1 FY23			Q2 FY22			H1 FY23		
	Revenue	Direct Cost	GM%									
SAG	64.1	56.4	11.9%	60.0	58.3	3.0%	55	51.9	5.6%	124.1	114.7	7.6%
APAC	5.1	3.7	26.7%	5.0	4.6	6.3%	4.6	3.7	19.3%	10.1	8.4	16.6%
US/UK	93.9	83.5	11.0%	94.7	82.4	13.0%	97.7	82.1	16.0%	188.6	166.0	12.0%
MEA	6.3	8.5	-35.3%	11.9	7.0	41.2%	11.5	9.6	16.5%	18.2	15.5	14.7%
KSA	7.9	7.0	10.8%	7.5	6.3	15.9%	4.6	3.5	24.6%	15.4	13.4	13.3%
Total	177.2	159.3	10.1%	179.1	158.7	11.4%	173.3	150.7	13.0%	356.3	317.9	10.8%

- Indian Business Region (IBR) H1 FY23 revenues of Rs.124.1 Cr and Q2 FY23 revenues of Rs. 64.1 Cr. IBR has grown YoY by 16% and QoQ by 7%
- Emerging Business Region (EBR) H1 FY23 revenues of Rs.10.1 Cr and Q2 FY23 revenues of Rs. 5.1 Cr. EBR has grown YoY by 11% and QoQ by 3%
- Global Business Region (GBR) H1 FY23 revenues of Rs.222.2 Cr and Q2 FY23 revenues of Rs. 108 Cr. GBR has negative growth of 5% YoY as well as QoQ which as driven by US & Middle East

REVENUE BY LINE OF BUSINESS

For Service Business
All figures in INR Cr

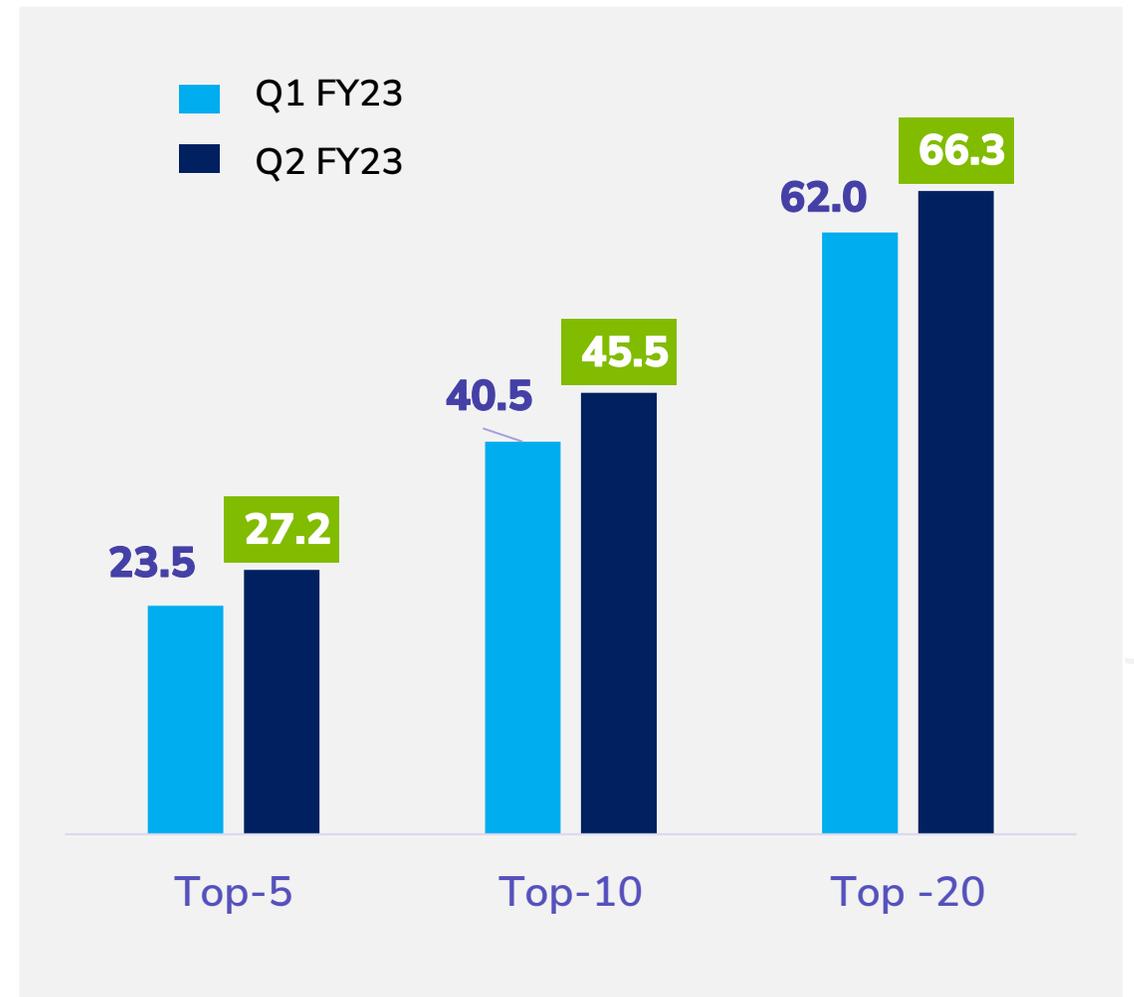
Region (INR Crs)	Q2 FY23			Q1 FY23			Q2 FY22			H1 FY23		
	Revenue	Direct Cost	GM%									
AAA	130.9	116.9	10.7%	129.6	113.7	12.3%	133.7	115.9	13.3%	260.6	230.6	11.5%
IMS	19.9	20.7	-4.2%	25.0	19.9	20.4%	23.1	18.8	18.7%	44.9	40.6	9.5%
BPS	24.4	18.4	24.6%	19.5	18.3	5.9%	16	13.3	16.5%	43.8	36.7	16.3%
CloudFirst	3.1	3.1	0.5%	2.4	1.4	39.7%	0.6	1.6	-185.9%	5.5	4.5	17.5%
Others	(1.1)	0.2	0.0%	2.6	5.3	0.0%	-	1.1	0.0%	1.5	5.5	0.0%
Total	177.2	159.3	10.1%	179.1	158.7	11.4%	173.3	150.7	13.0%	356.3	317.9	10.8%

- In Q2 FY23, Application-Automation-Analytics (AAA) was one of the highest revenue contributor with Rs.130.9 Cr followed by IMS revenues of Rs.19.9 Cr
- Q2 FY23 direct cost for AAA was Rs.116.9 Cr and Rs.20.7 Cr for IMS business
- CloudFirst is a fastest growing new line of business which has earned 17% Gross margin in H1 FY23

TOP CLIENT COUNT & REVENUE

CLIENT COUNT	Q2 FY23	Q1 FY23
US\$ 1 Mn+ - (>7.5 Cr)	16	19
US\$ 500k to 1 Mn - (3.75 Cr - 7.5 Cr)	21	20
US\$ 250k to 500k - (1.85 Cr- 3.75 Cr)	218	225
US\$ Less than 250k - (Below 1.85 Cr)	166	145
Total	421	409

REVENUE CONTRIBUTION BY CLIENTS (INR CR)



Digital & NxtGen Business Readiness

Key BUILD Updates

NuRe Park – Tirunelveli

- Oracle COE hired 50 Trainee Engineers who are been certified by Oracle University across Cloud, ERP, Business Analytics & Automation
- Cyber Security Team : 18 Trainees completed L1 / L2 training & are in deployable pool

Malaysia Launch

- ZERO Trust enabled for Cloud by implementing NuRe EDGE product solution
- FLEXIB+ & NuRe EDGE setup has been initiated & expected to be available for Market Launch by end Nov 2022

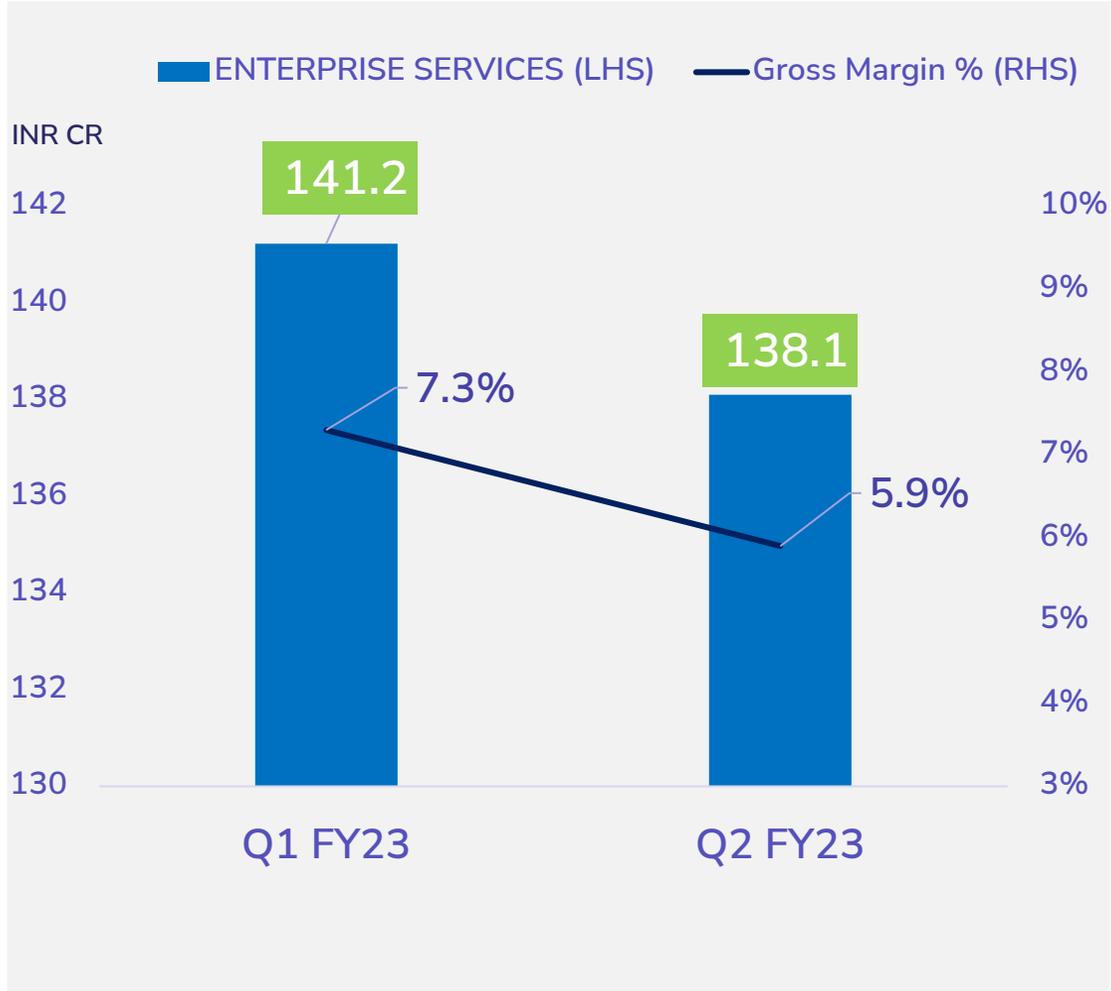
Edge Computing COE/ IIT Madras Tech Park

- Cognitive Computing Services & Data Science As A Service
- Edge Real Time Analytics
- Edge Security
- 5G – Established 5G Lab as a Service
- Edge Cloud, Private Networks, SD-WAN Solutions

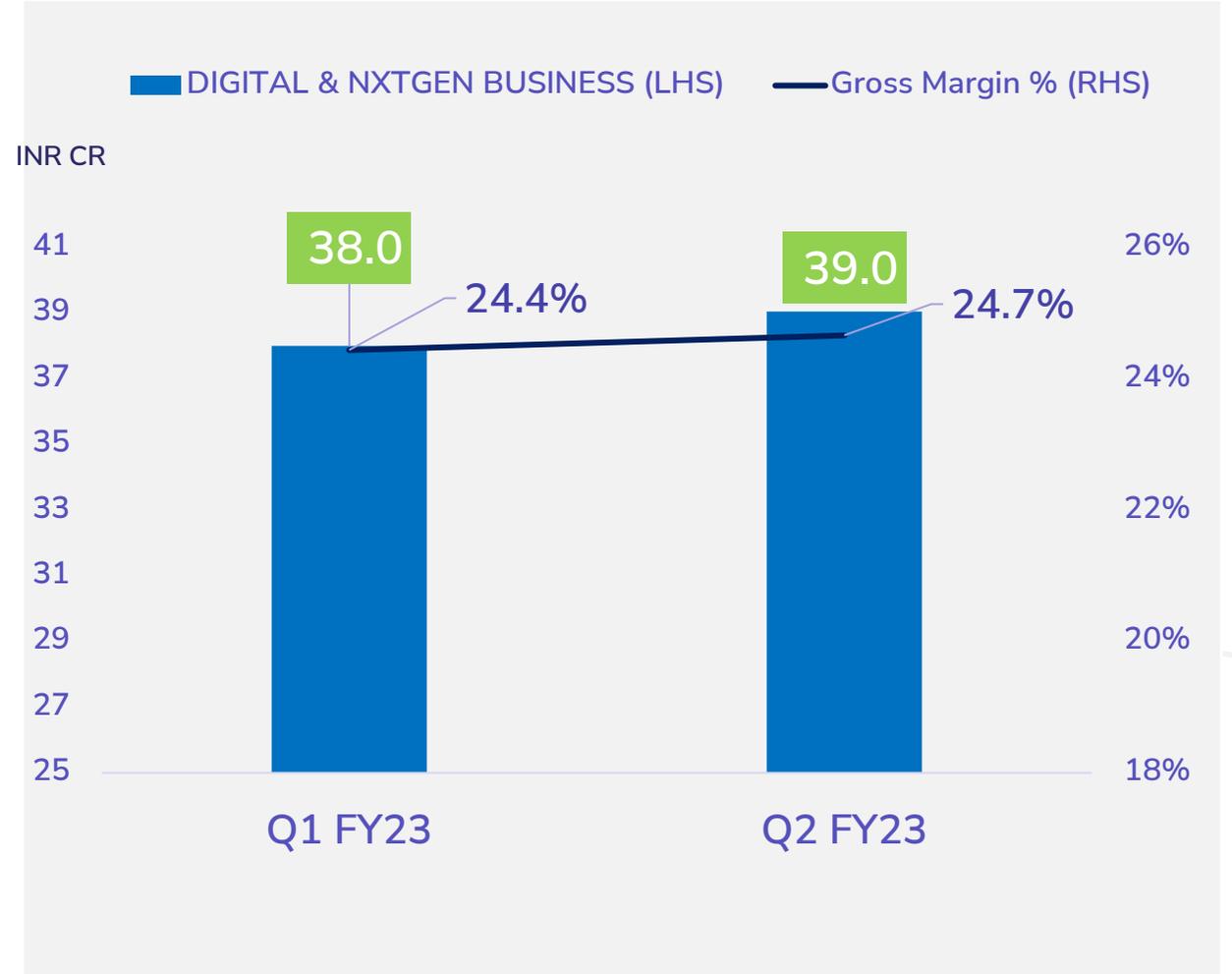
Practice	Product / Platform	Readiness	Services	Readiness
CloudFirst	NuRe Edge	● 100%	SOC Services	● 100%
	NuRe Desk	● 100%	Oracle CoE	◐ 75%
	NuRe 3i & 3i +	● 100%		
FutureTech	CCS-COI-Cosmos	◐ 25%	5G-CoE Lab As A Service	● 100%
			SDWAN & Private 5G	● 100%
			Telecom /IoT	◐ 25%
NuRe Velocity	iCXO (CLM, F&A, Zenith)	◐ 77%	Vertex	◐ 25%
	iEmpower (HRSS)	◐ 65%		
Application Automation Analytics (AAA)	Flexib+	◐ 93%		
	Momenta+	◐ 93%		
	CampusLab	◐ 93%		
BPS	IAP & Other	◐ 51%		

ENTERPRISE, DIGITAL & NXTGEN BUSINESS REVENUES GROWTH

ENTERPRISE SERVICES REVENUES



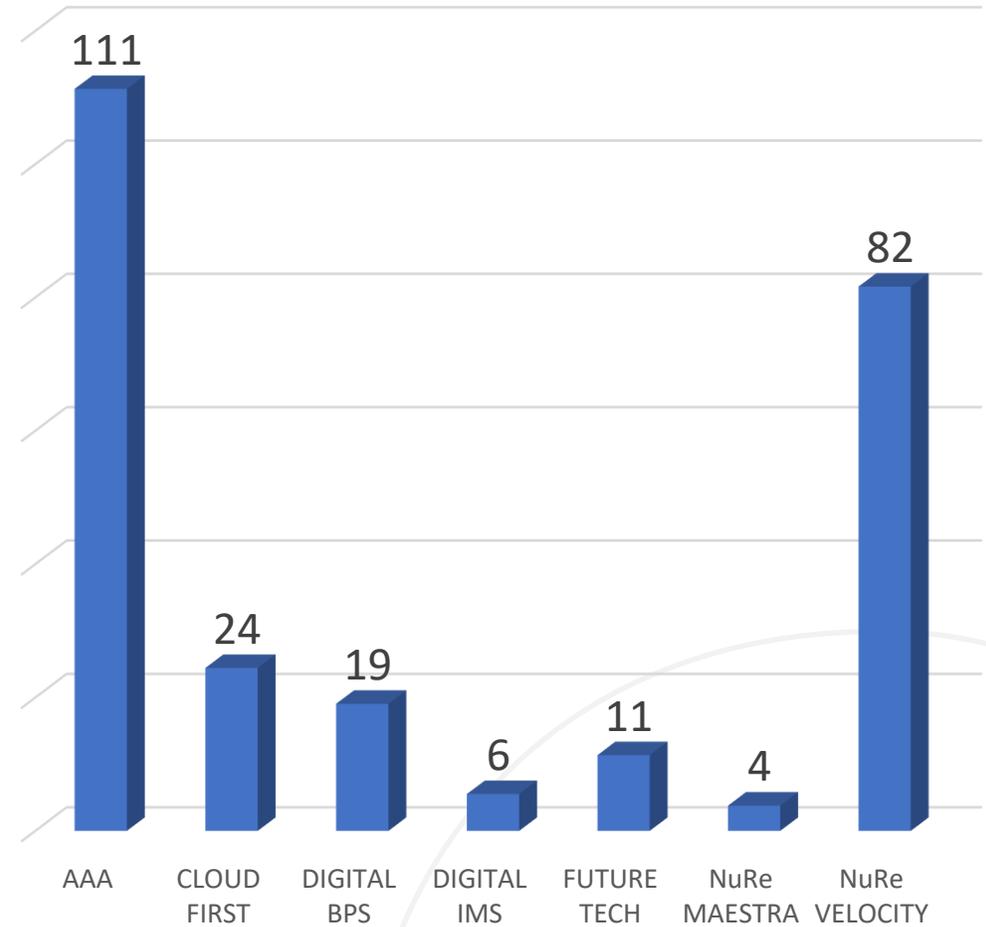
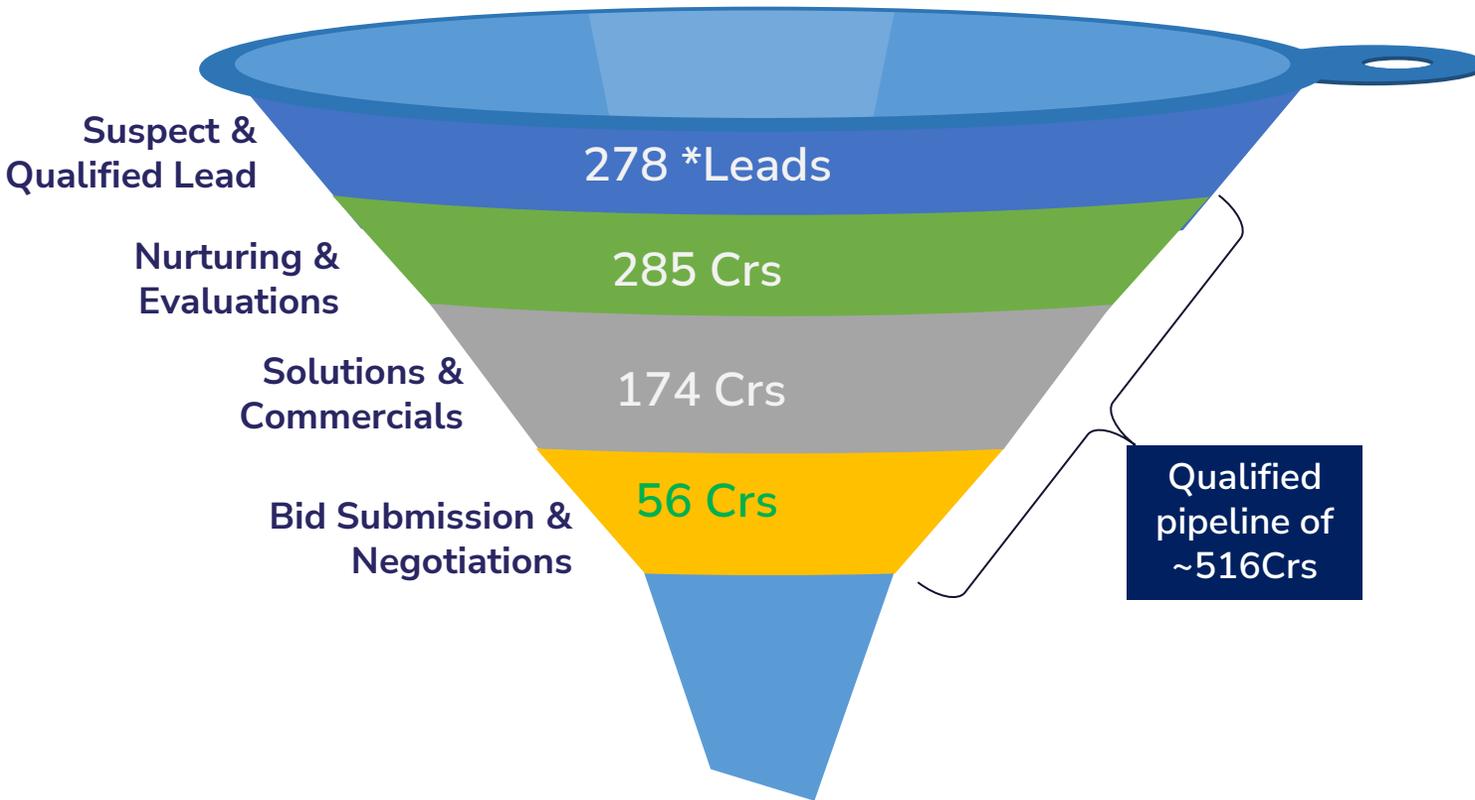
DIGITAL & NXTGEN SERVICES REVENUES



OVERALL BUSINESS FUNNEL

Overall Funnel : 516Crs

Digital & NxtGen Business Services Funnel : 257Crs





Way Forward

VISION : 2030

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



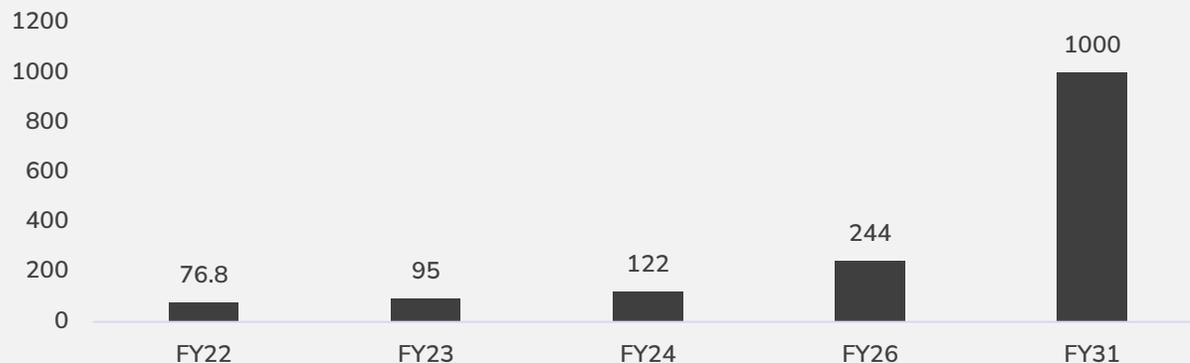
“ Organic revenue growth to 1 Billion \$ by 2030. Incubation, commercialization & acceleration of at least 10 technology/product start-ups. Build products, platform services leveraging the power of 5G in Edge Computing, Cognitive AI / ML, Data Security, Data Science and Analytic, Block Chain with an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



AIM 30
ASPIRE, INNOVATE, MOTIVATE

\$1
Billion
Revenues

10 YEAR PLAN TARGETS (Mn. Dollar)



BECOMING A BILLION DOLLAR COMPANY





3i Infotech®
LIMITLESS EXCELLENCE

Thank You



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Tel:+1 732 710 4444 / 08837-3944



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