



**3i Infotech®**  
LIMITLESS EXCELLENCE

# Q2 FY23 Facts Book

03 November

## 3i Infotech Limited –Q2FY23 Facts Book.

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Income Statement (INR Cr)	Q1 FY 23	Q2 FY 23	H1 FY 23
<b>Operating revenue</b>	<b>179.2</b>	<b>177.1</b>	<b>356.4</b>
Cost of revenue	162.9	163.8	326.7
<b>Gross profit</b>	<b>16.3</b>	<b>13.3</b>	<b>29.6</b>
Gross profit % of revenue	9.1%	7.5%	8.3%
Sales expenses	11.5	12.0	23.5
General and administration expenses	11.1	20.3	31.4
Operating expenses	<b>22.6</b>	<b>32.3</b>	<b>54.9</b>
% of revenue	12.6%	18.2%	15.4%
<b>Earnings before interest, tax, depreciation and amorti</b>	<b>-6.3</b>	<b>-19.0</b>	<b>-25.3</b>
EBITDA % of revenue	-3.5%	-10.7%	-7.1%
Depreciation and amortisation	4.8	5.0	9.8
<b>Earnings before interest and tax (EBIT)</b>	<b>-11.1</b>	<b>-24.0</b>	<b>-35.1</b>
EBITDA % of revenue	-6.2%	-13.6%	-9.8%
Finance costs	2.3	2.4	4.7
Other income (inclusive of Forex (Loss) / Gain)	13.7	49.9	63.6
Unwinding of discount under Ind AS 109 on Fair Valuation	-	-	-
Exceptional Item - Expense / (Income)	-0.7	7.7	8.4
<b>Profit before tax</b>	<b>-0.4</b>	<b>15.8</b>	<b>15.4</b>
% of revenue	-0.2%	8.9%	4.3%
Provision for taxation	1.1	-1.4	-0.2
<b>Profit after tax</b>	<b>-1.5</b>	<b>17.1</b>	<b>15.6</b>
<b>PAT as % of revenue</b>	<b>-0.8%</b>	<b>9.7%</b>	<b>4.4%</b>

## Other Metrics.

Revenue By Service Offering	Q1 FY 23	Q2 FY 23	H1 FY23
<b>IT Solutions</b>	<b>87.7%</b>	<b>86.9%</b>	<b>87.3%</b>
AAA	72.4%	73.7%	73.0%
CLOUD_COE	1.3%	1.3%	1.3%
IMS	14.0%	11.8%	12.9%
<b>Transaction service</b>	<b>12.3%</b>	<b>13.1%</b>	<b>12.7%</b>
BPO	10.9%	12.5%	11.7%
DIGI_BPS	1.5%	0.6%	1.0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue By Industry	Q1 FY 23	Q2 FY 23	H1 FY23
Information Technology	32.6%	33.5%	33.1%
BFS (Banking Financial Services)	28.8%	32.3%	30.5%
Insurance	4.9%	5.3%	5.1%
Government	7.9%	7.6%	7.8%
Mfg. & FMCG	3.7%	3.3%	3.5%
Others	22.1%	18.0%	20.1%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue By Geographical Segment	Q1 FY 23	Q2 FY 23	H1 FY23
US	52.8%	52.9%	52.8%
SAG	33.5%	36.1%	34.8%
MEA	6.6%	3.6%	5.1%
KSA	4.2%	4.5%	4.3%
APAC	2.8%	2.9%	2.8%
UK	0.1%	0.1%	0.1%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<b>Client Data</b>	<b>Q1 FY 23</b>	<b>Q2 FY 23</b>	<b>H1-21'23</b>
<b>Number of Clients</b>	<b>409</b>	<b>421</b>	<b>421</b>
0-100 K	145	166	166
100-500K	225	218	218
500K-1 MN	20	21	21
1 MN +	19	16	16

<b>Revenue from top clients (%) - annualised basis PR</b>	<b>Q1 FY 23</b>	<b>Q2 FY 23</b>	<b>H1-21'23</b>
Revenue- top 5 clients	14.3%	15.4%	14.8%
Revenue- top 10 clients	23.2%	25.7%	24.4%
Revenue- top 20 clients	35.7%	37.4%	36.6%

<b>Employee data</b>	<b>Q1 FY 23</b>	<b>Q2 FY 23</b>	<b>H1 FY23</b>
<b>Headcount</b>			
AAA	1,419	1,442	1,442
Digital IMS	1,379	1,509	1,509
Global BPS	2,585	2,444	2,444
Grow Business / Build	146	162	162
Sales	80	76	76
Corporate Group	179	194	194
<b>Total</b>	<b>5,788</b>	<b>5,827</b>	<b>5,827</b>
<b>Gross employees added during the period</b>	<b>196</b>	<b>39</b>	<b>235</b>
'% of Women employees'	23.5%	23.8%	23.8%

<b>Exchange Rates</b>	<b>Q1 FY 23</b>	<b>Q2 FY 23</b>	<b>H1 FY23</b>
<b>Rupee Dollar Rate</b>			
Period Closing Rate	78.8	81.5	81.5
Period Average Rate	77.0	78.3	78.3

Revenue By Currency	Q1 FY 23	Q2 FY 23	H1-21'23
USD	55.5%	48.9%	52.3%
INR	33.8%	36.8%	35.3%
AED	3.4%	7.2%	5.3%
SAR	4.2%	4.3%	4.3%
THB	2.4%	2.3%	2.3%
MYR	0.4%	0.3%	0.4%
SGD	0.1%	0.1%	0.1%
GBP	0.0%	0.0%	0.0%
EUR	0.1%	0.1%	0.1%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## About 3i Infotech

Headquartered in Mumbai, India, since inception in 1993, 3i Infotech has been committed to driving business value across multiple industry verticals. 3i Infotech, today, has emerged as a leading name in propelling the current wave of digital transformation initiatives, with deep domain expertise across BFSI, Healthcare, Manufacturing, Retail and Government sectors. The Company has over 5000 employees in 30 offices, 15 countries and across 4 continents. With a wide range of IT services, 3i Infotech has successfully transformed business operations of customers globally. The Company has a very strong foothold and client base in geographies like North America, India, Asia Pacific, Middle East and Kingdom of Saudi Arabia.



**3i Infotech**<sup>®</sup>  
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