



February 3, 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 January 27, 2023 regarding intimation of Investor Call scheduled to be held today i.e. February 3, 2023 at 3:30 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter and nine months ended December 31, 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



Q3 FY23 Investor Presentation

February 2023

SAFE HARBOR

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COMPANY OVERVIEW



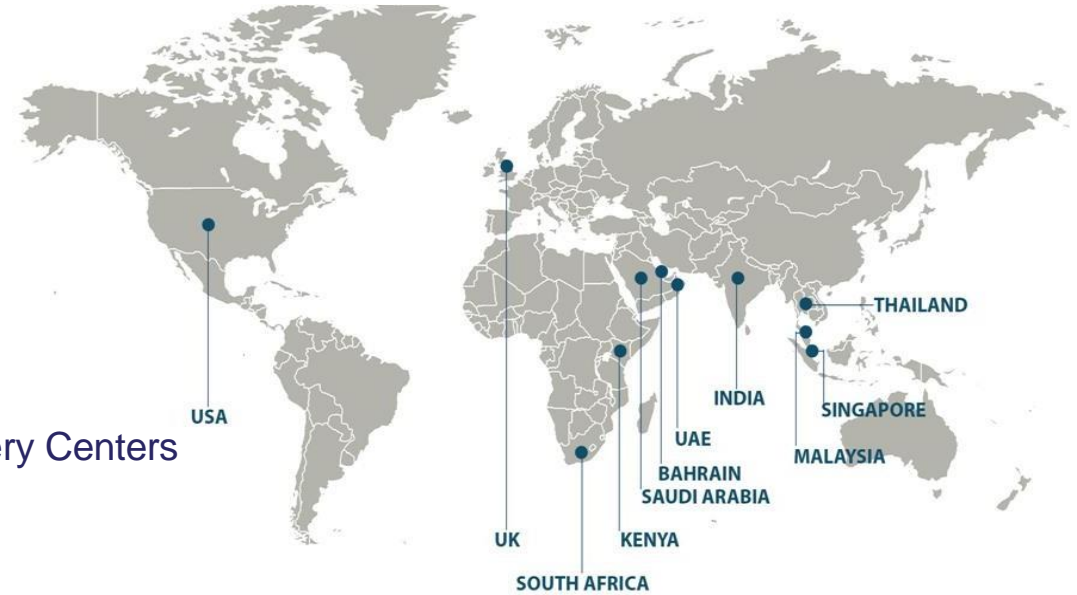
ABOUT US

We deliver a seamless end-to-end digital experience

400+ Clients across 4 Continents

6000+ Employees across 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



Banking



Insurance



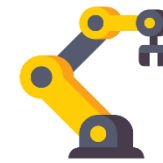
Government



Finance



Telecom



Manufacturing



Retail



Healthcare

GLOBAL SERVICES NETWORK

GLOBAL PARTNER ALLIANCES

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 Gnamam 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

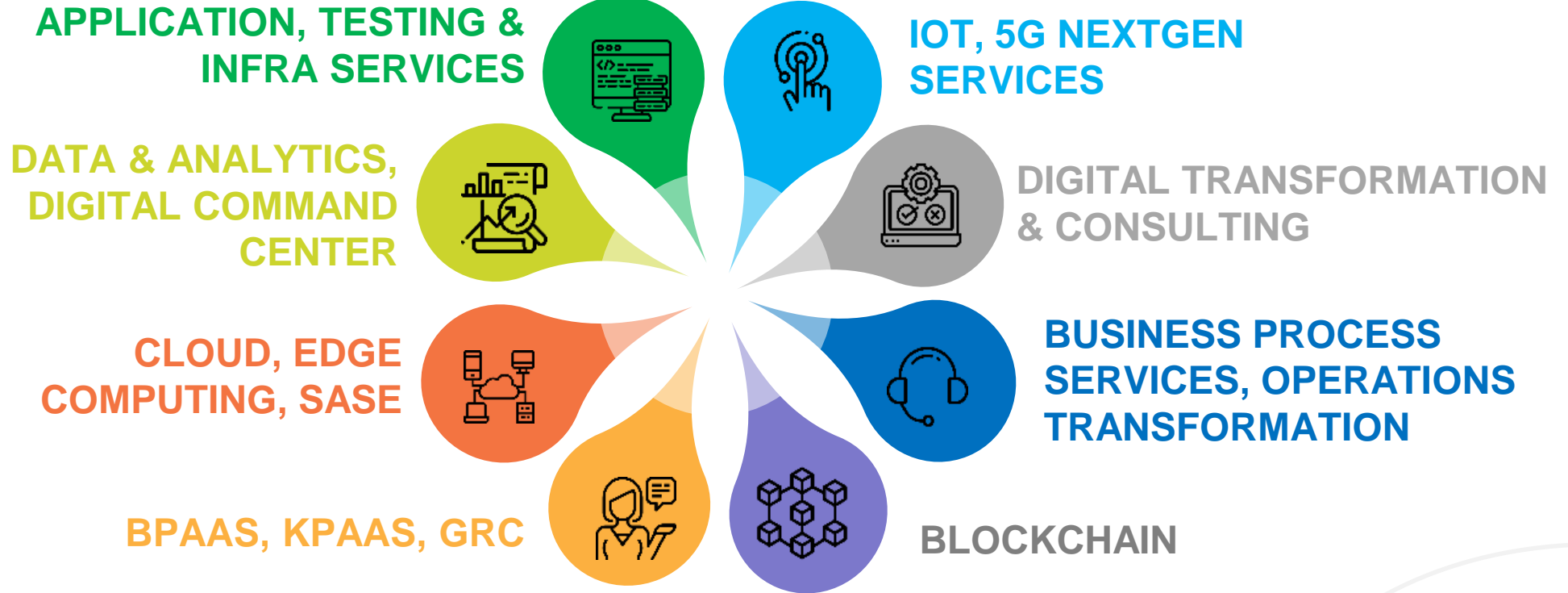


USD 1 Billion
Revenue target



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



3i Infotech®
LIMITLESS EXCELLENCE

FINANCIAL PERFORMANCE

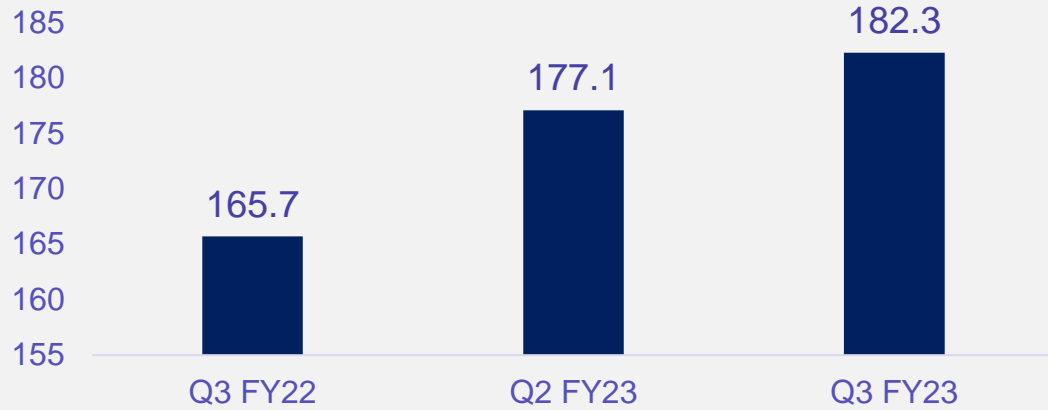


P&L STATEMENT (AS REPORTED)

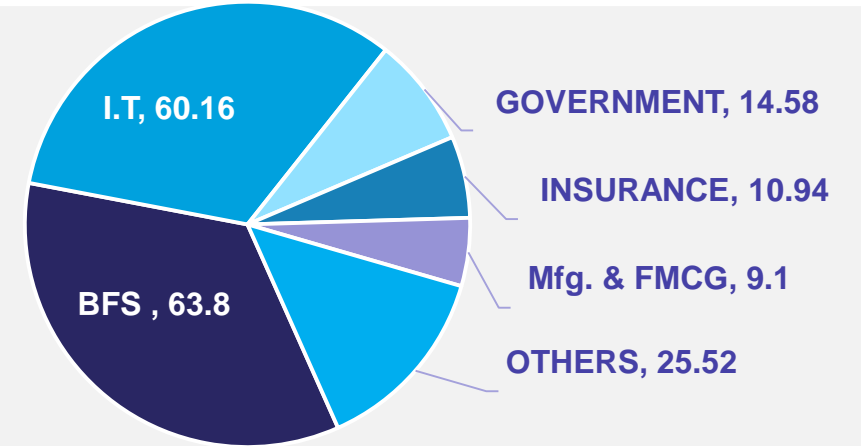
| | | (Rupees in Lakhs) | | | | | |
|-------------|--|-------------------|--------------------------|----------------|--------------------------|----------------|----------------|
| Particulars | Quarter Ended | | | Year to Date | | Year Ended | |
| | 31-12-2022 | 30-09-2022 | 31-12-2021 | 31-12-2022 | 31-12-2021 | 31-03-2022 | |
| | (Unaudited) | (Unaudited) | (Unaudited- Restated) | (Unaudited) | (Unaudited- Restated) | (Audited) | |
| I | Revenue from Operations | 18,230 | 17,713 | 16,570 | 53,865 | 50,138 | 67,701 |
| II | Other Income | 316 | 120 | 426 | 523 | 1,370 | 1,377 |
| III | Total Income (I+II) | 18,546 | 17,833 | 16,996 | 54,388 | 51,508 | 69,078 |
| IV | Expenses | | | | | | |
| (a) | Employee benefits expense | 13,735 | 14,623 | 14,023 | 42,376 | 40,205 | 53,983 |
| (b) | Cost of third party products and services | 2,863 | 2,728 | 1,473 | 7,706 | 4,867 | 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 3) | 207 | 237 | 172 | 673 | 556 | 774 |
| (d) | Depreciation and amortization expense* | 758 | 501 | 356 | 1,740 | 957 | 1,437 |
| (e) | Other expenses | 2,257 | 2,267 | 1,965 | 6,939 | 7,637 | 9,698 |
| | Total Expenses (IV) | 19,820 | 20,356 | 17,989 | 59,434 | 54,222 | 72,146 |
| V | Profit / (Loss) before Forex loss / (gain) and Tax (III-IV) | (1,274) | (2,523) | (993) | (5,046) | (2,714) | (3,068) |
| VI | Foreign exchange loss/(gain) (net) | (1,972) | (4,872) | (76) | (8,124) | 148 | 102 |
| VII | Profit / (Loss) before Tax (V-VI) | 698 | 2,349 | (917) | 3,078 | (2,862) | (3,170) |
| VIII | Unwinding of discount under Ind AS 109 on Fair Valuation of Preference Share Capital, FCCBs and Interest free debts (See Note 3) | - | - | 65 | - | 256 | 256 |
| IX | Profit / (Loss) before Exceptional Items and Tax (VII-VIII) | 698 | 2,349 | (982) | 3,078 | (3,118) | (3,426) |
| X | Exceptional Item - Expense / (Income) | (759) | 774 | 970 | 84 | 1,734 | 1,984 |
| XI | Profit / (Loss) before Tax (IX-X) | 1,457 | 1,575 | (1,952) | 2,994 | (4,852) | (5,410) |
| XII | Tax expense | 152 | (136) | 311 | 131 | 508 | 339 |
| XIII | Profit / (Loss) for the period (XI-XII) | 1,305 | 1,711 | (2,263) | 2,863 | (5,360) | (5,749) |

REVENUE HIGHLIGHTS

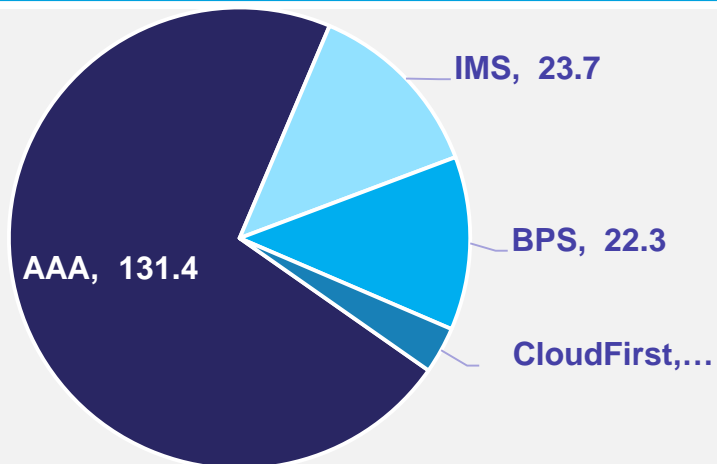
QUARTERLY REVENUES (INR Cr)



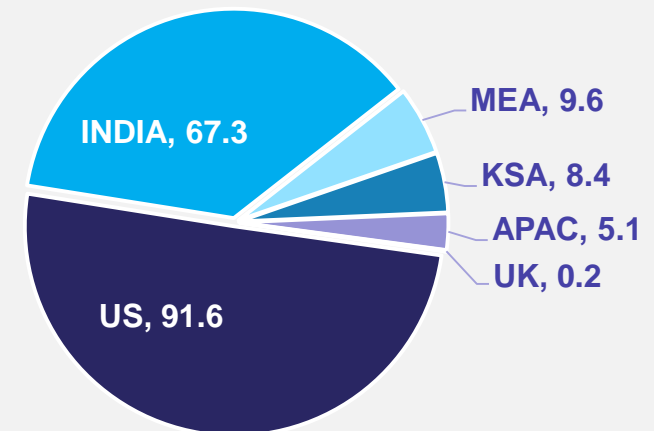
Q3 FY23 INDUSTRY (INR Cr)



Q3 FY23 INDUSTRY (INR Cr)



Q3 FY23 INDUSTRY (INR Cr)



| INR Cr | Q3 FY23 | Q2 FY23 | Q3 FY22 | FY23 - 9M | QoQ | YoY |
|--|--------------|---------------|--------------|-----------------|----------------|--------------|
| Revenue | 182.3 | 177.1 | 165.7 | 538.7 ↑ | 2.9% ↑ | 10.0% |
| Direct cost | 149.7 | 151.6 | 133.1 | 452.3 | | |
| Indirect cost | 9.4 | 7.7 | 16.6 | 25.7 | | |
| GM | 23.2 | 17.8 | 15.9 | 60.6 ↑ | 30.5% ↑ | 45.6% |
| GM% | 12.7% | 10.0% | 9.6% | 11.3% ↑ | 2.7% ↑ | 3.1% |
| PDD | 0.4 | 1.4 | 0.3 | 1.5 | | |
| Selling Cost | 10.5 | 12.0 | 9.5 | 33.9 | | |
| Allocated GA Cost | 2.6 | 3.0 | 2.7 | 9.2 | | |
| GA Cost | 16.0 | 14.9 | 12.3 | 47.5 | | |
| Onetime exp. | - | 5.4 | - | - | | |
| Operating EBITDA | (6.2) | (19.0) | (8.9) | (31.5) ↑ | 12.8 ↑ | 2.7 |
| Net Other Income | 3.2 | 1.2 | 4.3 | 5.2 | | |
| Adj. EBITDA | (3.1) | (17.8) | (4.7) | (26.3) ↑ | 14.8 ↑ | 1.6 |
| Net Others Above PBT | 10.1 | 41.3 | (4.5) | 57.1 | | |
| <i>Depreciation and amortization expense*</i> | 7.6 | 5.0 | 3.6 | 17.4 | | |
| <i>Finance costs</i> | 2.1 | 2.4 | 1.7 | 6.7 | | |
| <i>Foreign exchange loss/ Other Income(gain) (net)</i> | 19.7 | 48.7 | 0.8 | 81.2 | | |
| PBT (Before Exceptional Items) | 7.0 | 23.5 | (9.2) | 30.8 | | |

BUSINESS SUMMARY

- Revenue growth of 5.2 Cr, 2.9% up QoQ & 10% YoY
- GM grew by 5.4 Cr, 30.5% QoQ & 7.3 Cr 45.6% YoY
- Positive trend in EBITDA: 14.8 Cr improvement QoQ & 1.6 Cr YoY
- 10 new logos / clients added in Q3 FY23
- Rs.39 Cr new business booked in Q3 FY23 which would contribute to potential new revenue in upcoming quarters
- Despite headwind in US market, India Business Region witnessed business growth from both existing and new clients
- Our Cloud First, Digital Inside ,Cognitive, Edge Ready strategy played challenger role in market while offering onshore profitable business in US ,UK ,Singapore

REVENUE BY REGION

All figures in INR Cr

| Region (INR Crs) | Q3 FY23 | | | Q2 FY23 | | | Q3 FY22 | | | YTD FY23 - 9M | | |
|---------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|
| | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% |
| US | 91.6 | 78.0 | 14.9% | 93.7 | 83.5 | 10.8% | 96.1 | 75.5 | 22.5% | 279.9 | 243.9 | 12.9% |
| INDIA | 67.3 | 61.8 | 8.2% | 64.0 | 56.5 | 11.7% | 49.8 | 58.2 | -15.3% | 191.4 | 177.5 | 7.3% |
| MEA | 9.6 | 7.7 | 20.4% | 6.3 | 8.5 | -35.3% | 10.0 | 9.4 | 6.9% | 27.8 | 23.2 | 16.7% |
| KSA | 8.4 | 6.8 | 19.1% | 7.9 | 7.0 | 10.8% | 4.9 | 3.2 | 35.8% | 23.8 | 20.1 | 15.3% |
| APAC | 5.1 | 4.8 | 6.5% | 5.1 | 3.7 | 26.7% | 4.8 | 3.5 | 28.4% | 15.2 | 13.2 | 13.2% |
| UK | 0.2 | 0.0 | 87.9% | 0.2 | 0.0 | 87.1% | 0.2 | 0.0 | 87.7% | 0.5 | 0.1 | 87.1% |
| Total | 182.3 | 159.1 | 12.7% | 177.1 | 159.3 | 10.0% | 165.7 | 149.8 | 10.9% | 538.7 | 478.0 | 11.3% |

- Global Business Region including US, MEA, KSA, UK: Q3 FY23 revenue is of Rs.109.8. GBR has grown QoQ by 1.6%
- India Q3 FY23 revenue is of Rs. 67.3 Cr. IBR has grown QoQ by 5.2% and YoY by 35.2%
- APAC Q3 FY23 revenue is of Rs. 5.1 Cr. EBR has grown by 6.8% YoY with the moderate growth in QoQ by 0.9%

REVENUE BY LINE OF BUSINESS

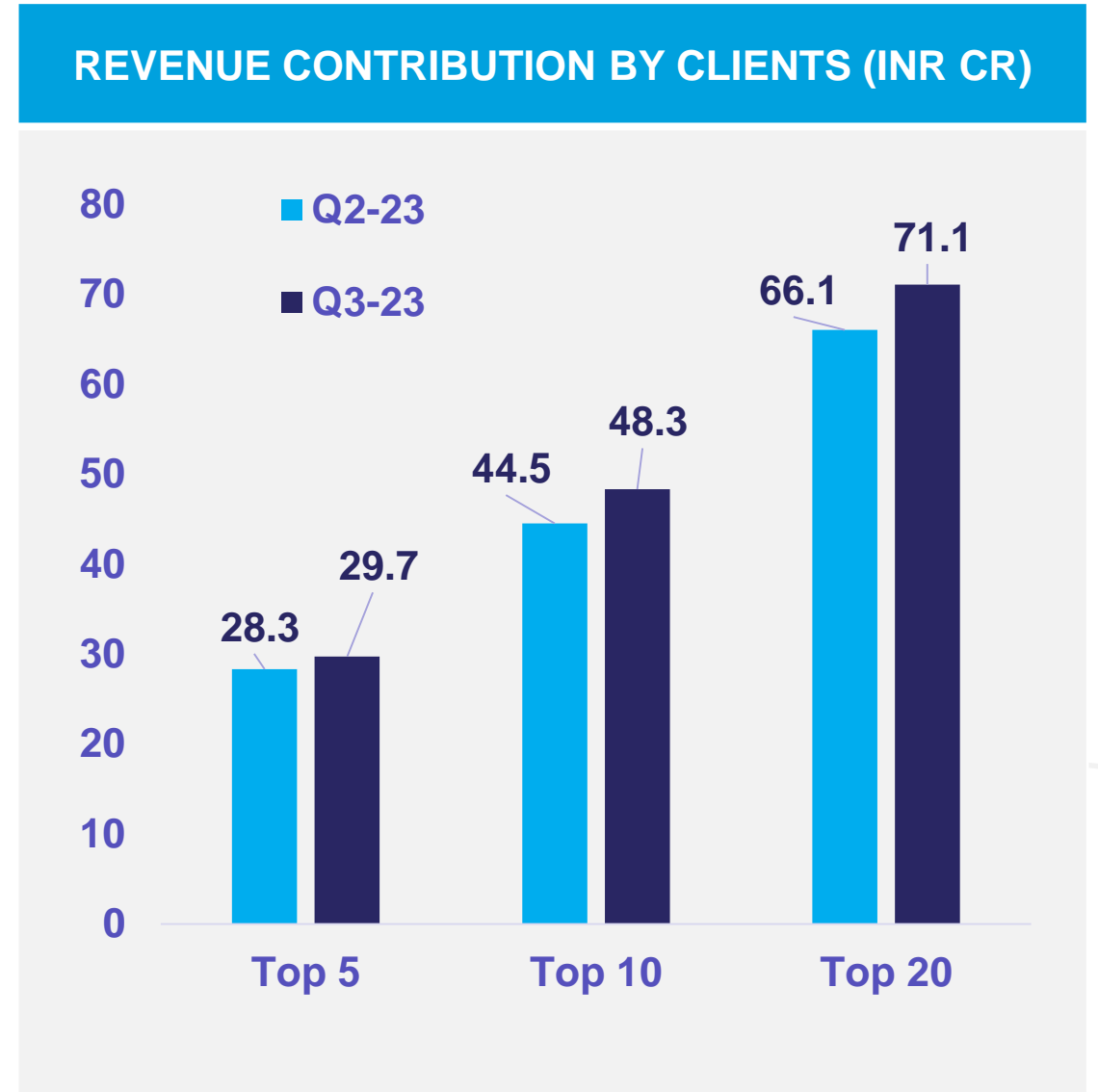
All figures in INR Cr

| | Q3 FY23 | | | Q2 FY23 | | | Q3 FY22 | | | YTD FY23 - 9M | | |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|---------------|--------------|--------------|
| | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% | Revenue | Direct Cost | GM% |
| AAA | 131.4 | 115.2 | 12.3% | 129.8 | 117.2 | 9.7% | 126.3 | 114.8 | 9.2% | 393.6 | 352.3 | 12.4% |
| IMS | 23.7 | 22.5 | 4.9% | 19.9 | 20.7 | -4.2% | 21.1 | 20.5 | 2.8% | 68.5 | 63.1 | 7.9% |
| BPS | 22.3 | 18.3 | 18.0% | 24.4 | 18.4 | 24.6% | 17.8 | 13.9 | 22.0% | 66.2 | 55.0 | 16.9% |
| CloudFirst | 4.9 | 3.0 | 37.9% | 3.1 | 3.1 | 0.5% | 0.4 | 0.6 | -32.5% | 10.4 | 7.6 | 27.2% |
| Total | 182.3 | 159.1 | 12.7% | 177.1 | 159.3 | 10.0% | 165.7 | 149.8 | 9.6% | 538.7 | 478.0 | 11.3% |

- In Q3 FY23, Application-Automation-Analytics (AAA) was one of the highest revenue contributor with Rs.131.4 Cr followed by IMS revenues of Rs.23.7 Cr
- Q3 FY23 direct cost for AAA was Rs.115.2 Cr and Rs.22.5 Cr for IMS business

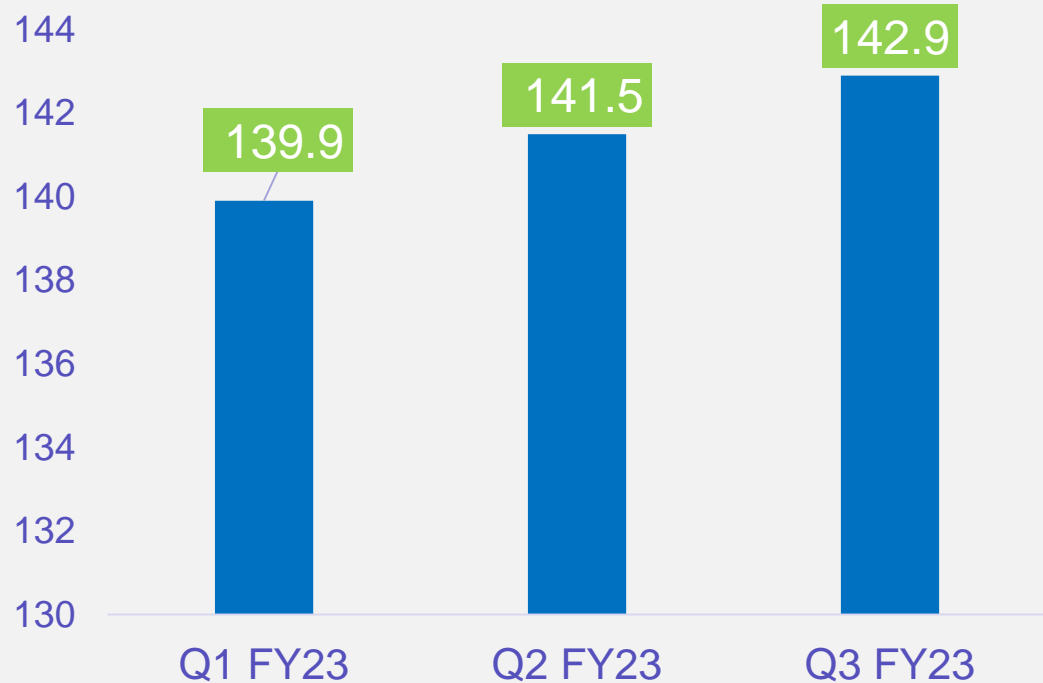
TOP CLIENT COUNT & REVENUE

| CLIENT COUNT | Q3 FY23 | Q2 FY23 |
|--------------------------------------|------------|------------|
| US\$ 1 Mn+ - (>8 Cr) | 17 | 16 |
| US\$ 500k to 1 Mn - (4 Cr - 8 Cr) | 19 | 21 |
| US\$ 100k - 500k (Below 4 Cr) | 215 | 218 |
| Below 100K | 234 | 166 |
| Total | 485 | 421 |

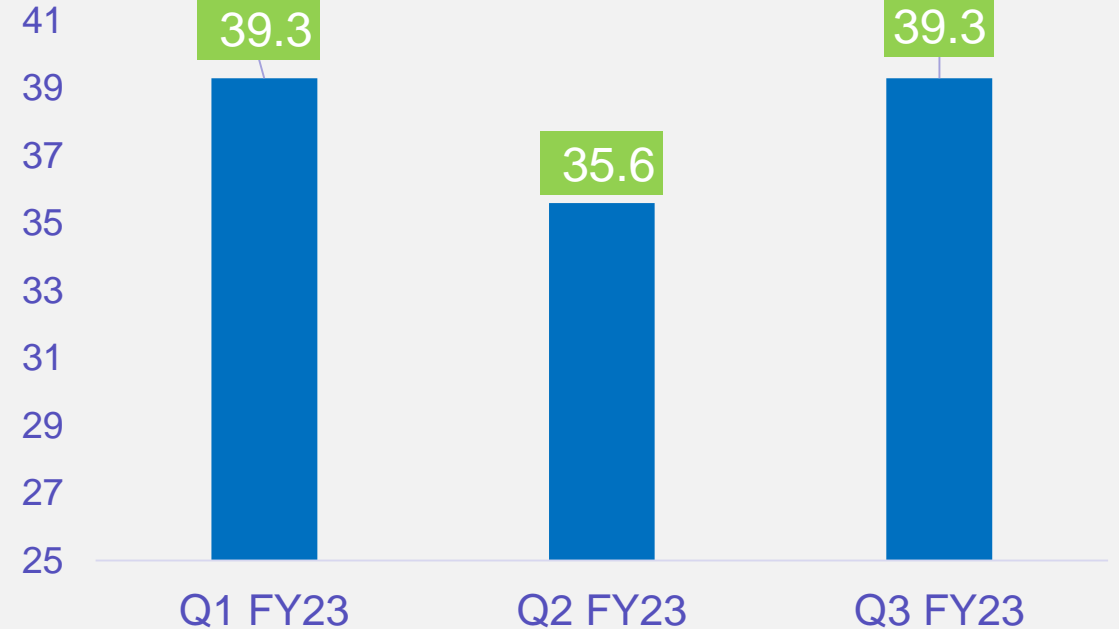





ENTERPRISE, DIGITAL & NXTGEN BUSINESS REVENUES GROWTH

ENTERPRISE SERVICES REVENUES (INR Cr)



DIGITAL & NXTGEN SERVICES REVENUES (INR Cr)



| Product/Practice | Updates |
|------------------------|--|
| NuRe FutureTech | <ul style="list-style-type: none"> ➤ Computer Vision & AI enabled Platform for Industry 4.0 solutions ➤ CXO Cockpit – decision support, prescriptive analytics platform for Credit unions, Healthcare  |
| NuRe Campus | <ul style="list-style-type: none"> ➤ NuRe Compus offers SaaS based dedicated cloud ERP for student management , Online learning and assessment system for mid-tier universities across the world ➤ NuRe Campus will be launched in Malaysia powered by NuRe 3i+ Zero trust cloud  |
| NuRe Edgetech | <p>NuRe3i+</p> <ul style="list-style-type: none"> ➤ NuRe3i+ ensures data and operational sovereignty, by unlocking the potential of a data-driven economy through ever-evolving digital technology ➤ It offers a Zero Trust Sovereign Cloud delivers Oracle enterprise-grade IaaS to customers for improved agility in deployment of IT resources while keeping their data on their premises <p>Telecom & 5G</p> <ul style="list-style-type: none"> ➤ Development of 5G Lab. ➤ Cognitive Analytics Platform for Agritech  |

Key Updates : NuRe Park, Tirunelveli

- 25 resources have been certified by Oracle and are billable
- 20 resources are working on International Off-shore projects especially in Cyber-security operations supporting NuRe Edge
- Recruitment drive for next batch of 50 students has started

IIT Madras Tech Park

- Center of Services (CoS)**
- ✓ Interactive Analytics Platform – The Backend & API functionalities are being prepared. Expected to see a first version by Mar'23
 - ✓ Integrated Command Center – Project has been split into two segments Data warehousing & Reporting
- Center of Excellence (CoE)**
- ✓ CXO Cockpit : A working prototype has been created
 - ✓ Arcus (PaaS) : An API bundled platform which can host more than 100+ APIs



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

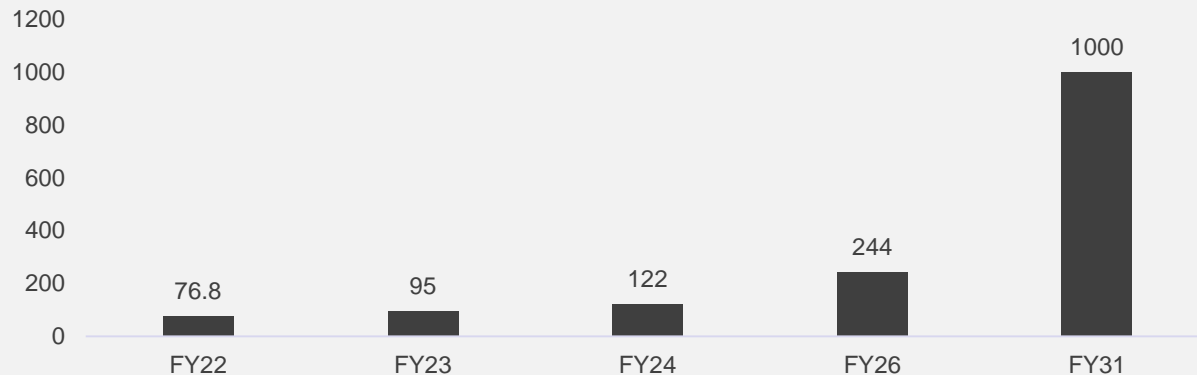


AIM 30

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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