



February 8, 2024

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 February 5, 2024 regarding intimation of Investor Call scheduled to be held today i.e., February 8, 2024 at 4:00 p.m. (IST), please find enclosed herewith Investor presentation in relation to financial results for quarter and nine months ended December 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

Q3 FY24 Shareholder Presentation

Safe Harbor

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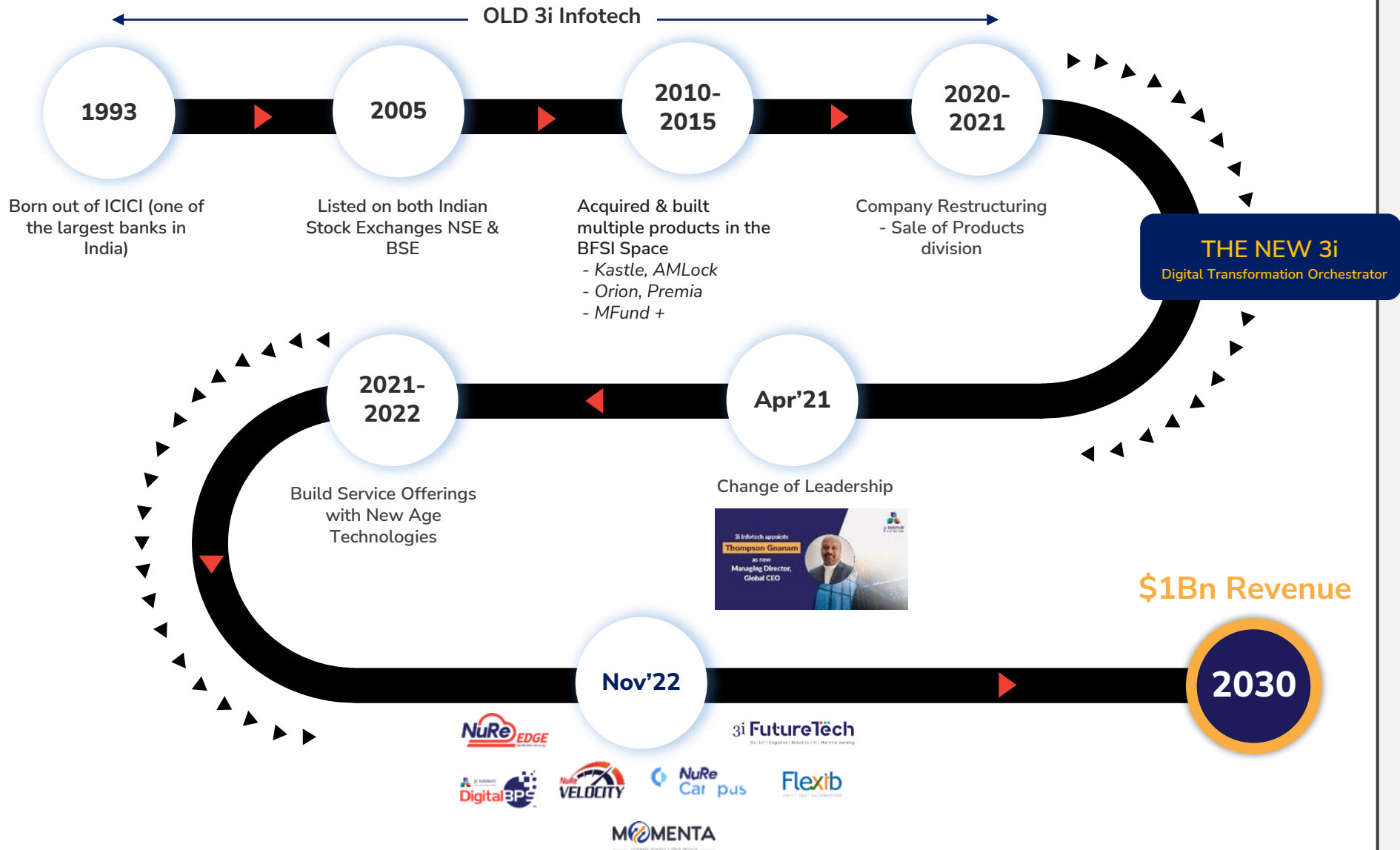


3i Infotech®
LIMITLESS EXCELLENCE

COMPANY OVERVIEW



About Us



15+
Countries



~\$100
Mn (FY 22-23)



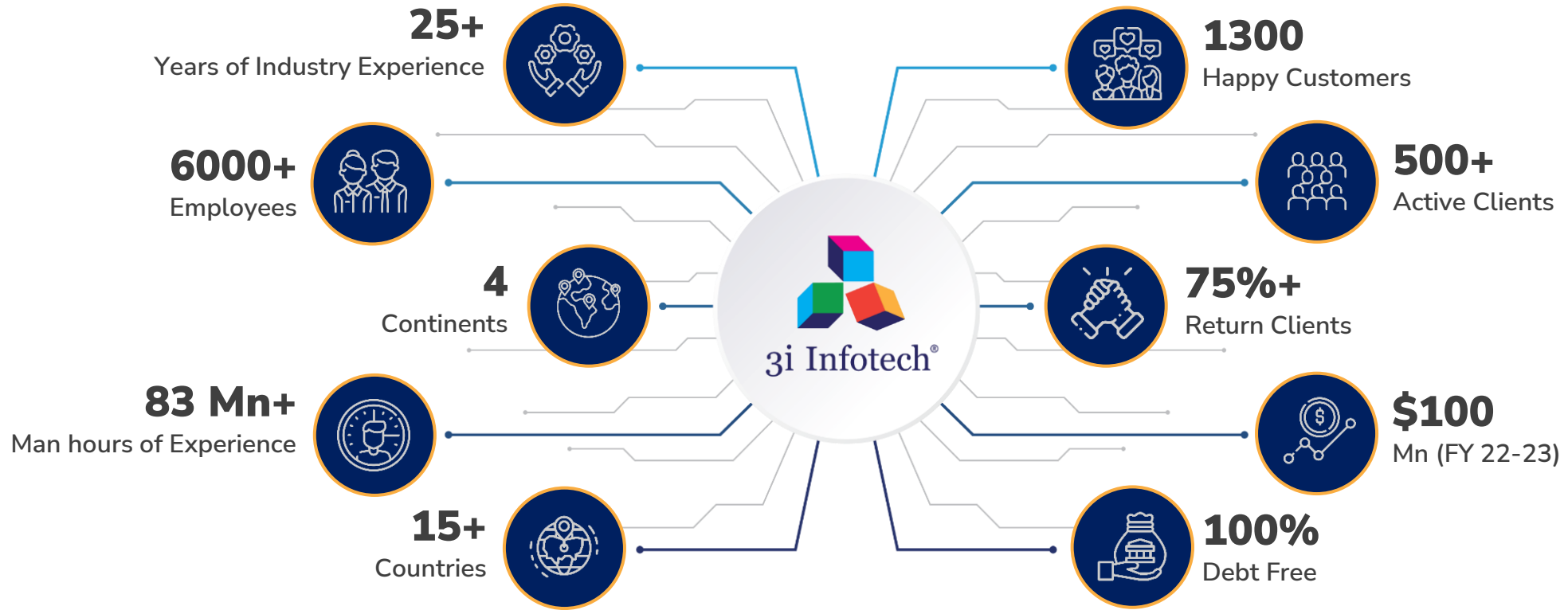
6000+
Employees







500+
Active Clients

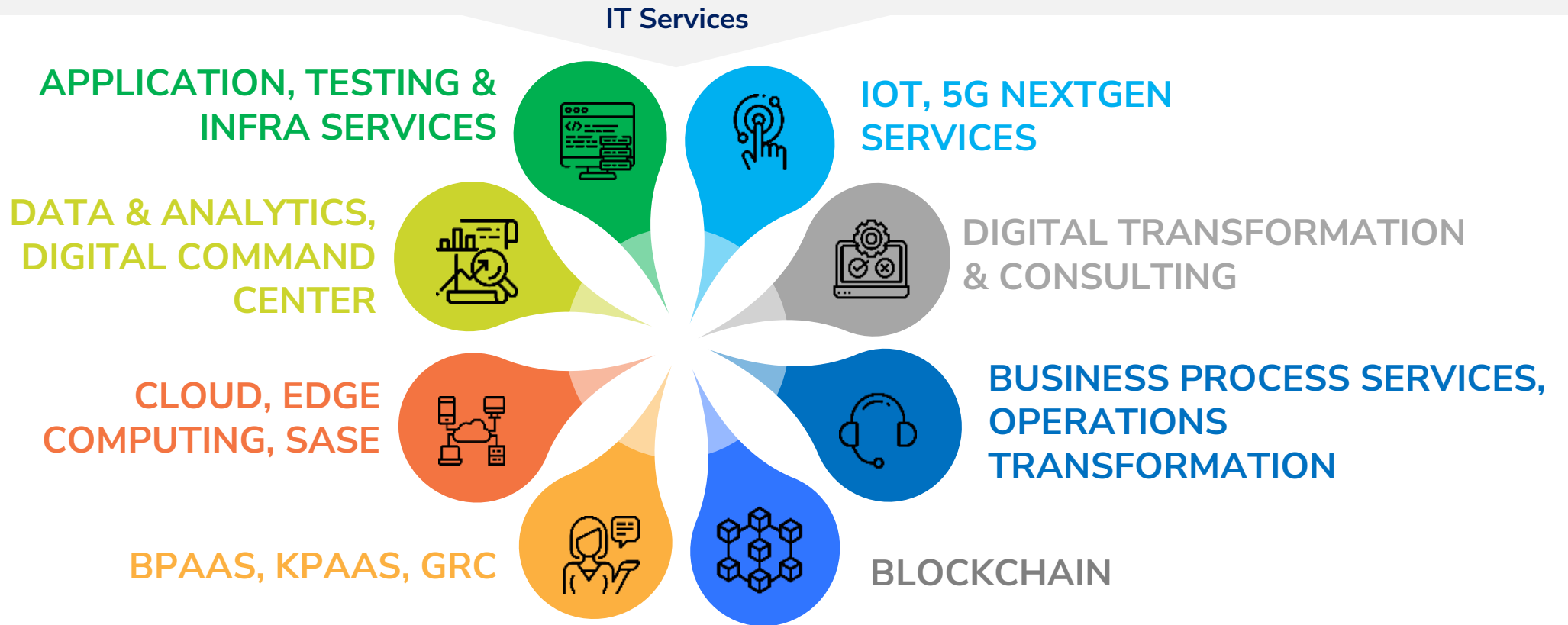


3i Infotech – Transformed to Transform You



INDUSTRIES	 Insurance	 Banking , Financial Services	 Telecom, Media & Entertainment	 Government
GEOGRAPHIES	US	INDIA	EMEA	APAC

Our Services, Platforms & Solutions



Platforms & Products



Our Global Foot Print

NORTH AMERICA

- US – New Jersey

EUROPE

- UK - London
- Netherlands - Amsterdam

SOUTH ASIA & APAC

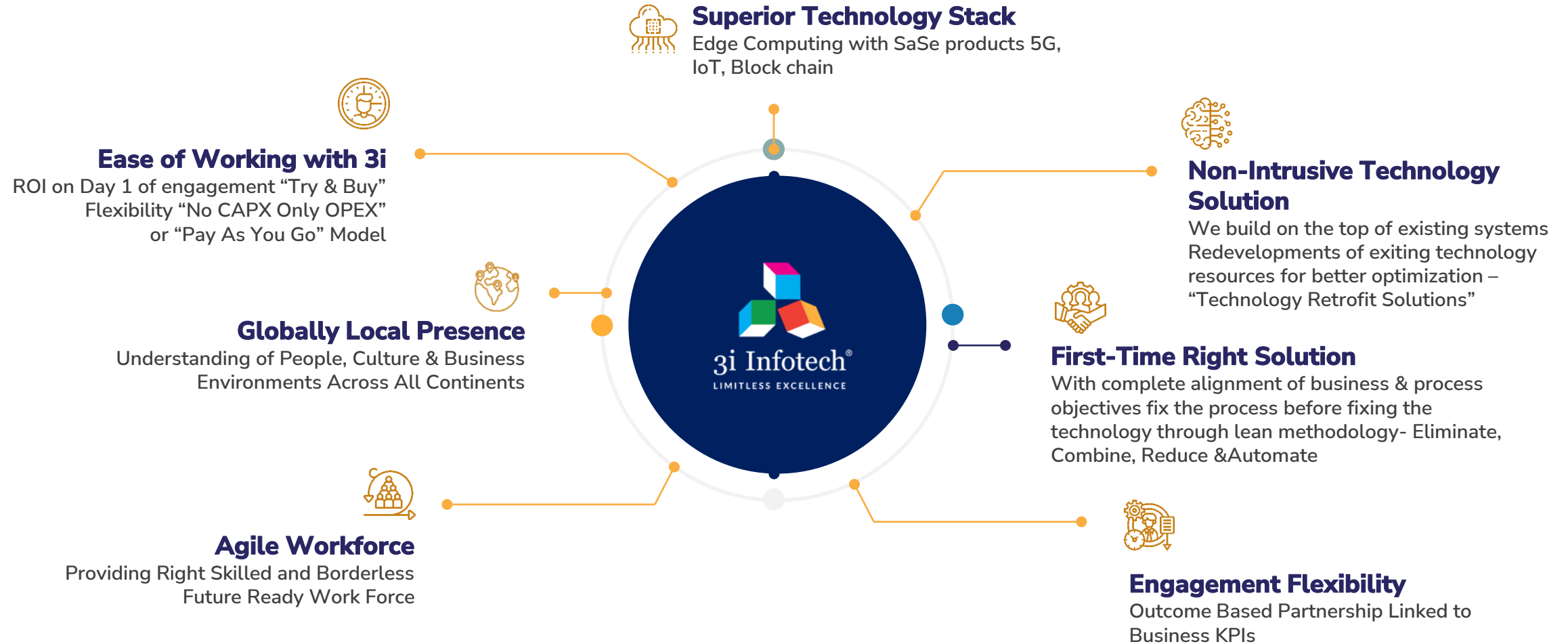
- India - Mumbai, Delhi, Bengaluru, Chennai, Hyderabad
- Singapore
- Thailand - Bangkok
- Malaysia - Kuala Lumpur

MIDDLE EAST & AFRICA

- UAE – Dubai, Sharjah
- Saudi Arabia - Riyadh



Our Differentiators



Aim 30 - Becoming A Billion Dollar Company

NEXTGEN TECHNOLOGY SERVICES FIRM



VISION

“ 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



MISSION

“ 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



GOAL

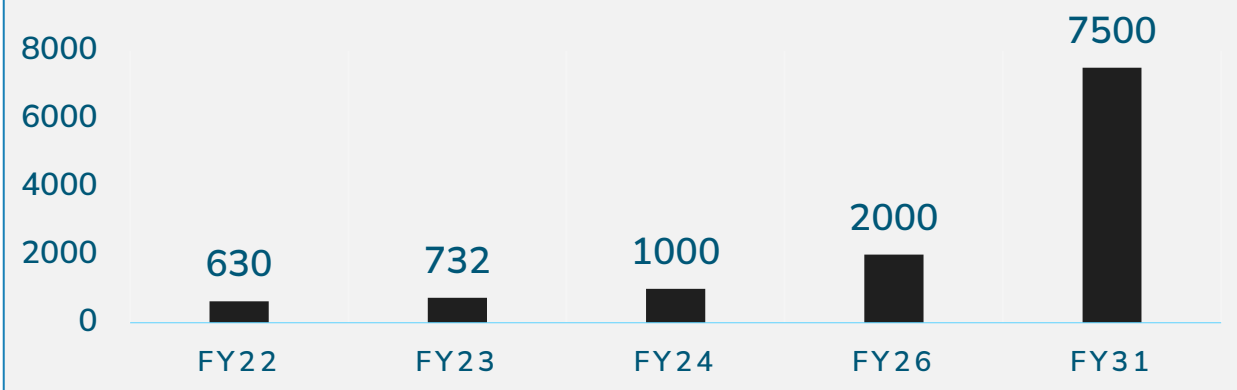
“ Organic revenue growth to 1 Billion \$ by 2030. Incubation, commercialization & acceleration of at least 10 technology/product start-ups. Build products, platform services leveraging the power of 5G in Edge Computing, Cognitive AI / ML, Data Security, Data Science and Analytic, Block Chain with an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



3i Management Team



THOMPSON GNANAM

MD, Global CEO



Harish Shenoy

Chief Operating Officer
Professional Services & Chief Risk Officer



Sax Krishna

Chief Operating Officer – Digital & NextGen Business



Sushant Purushan

Chief Operating Officer – Enterprise Services & CRO-India



Nilesh Gupta

Chief Cloud Officer



Ranjit B

Chief Sales Officer Direct Sales-Global



Rangapriya Goutham

Chief Marketing Officer



Uttam Jhunjunwala

Global Head Corporate Strategy



Sanjay Rawa

Chief Financial Officer



TS Mohan

Chief Human Resource Officer



Varika Rastogi

Head-Legal & Company Secretary



3i Infotech®
LIMITLESS EXCELLENCE

FINANCIAL PERFORMANCE



Executive Summary – Q3 FY24

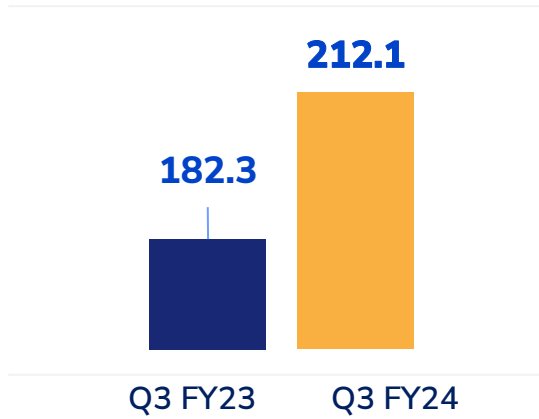
- The company reported consolidated revenue of Rs 212.1 crore in Q3FY24 with a growth of 0.9 % QoQ and 16.4% YoY. Gross margin of 14.8% with a growth of 2.1% YoY.
- In terms of line of business, Application-Automation-Analytics (AAA) continue to remain largest revenue contributor followed by IMS. Cloudfirst witnessed a decent growth, surging by 2.2 times YoY.
- During the quarter, we signed 26 new contracts from new and existing customers. We continue to see strong deal momentum going ahead and for FY25
- Net cash stood at Rs 48.8 crore as of Q3 FY24

Business Highlights :

- Received a contract worth Rs. 32.70 crore from Concept Communications on behalf of Bharat Petroleum Corporation Limited (BPCL)
- 3i Infotech Recognized an 'Aspirant' in Everest Group's Peak Matrix® Assessments on Next Generation Quality Engineering Services
- 3i Infotech Redefines the Brand 'NuRe' Identity - Strengthens its Digital Promise to industry for seamless digital transformation.
- 3i Infotech Recognized in the 2023 Gartner® Market Guide for Higher Education Student Information Systems”

Revenue Highlights

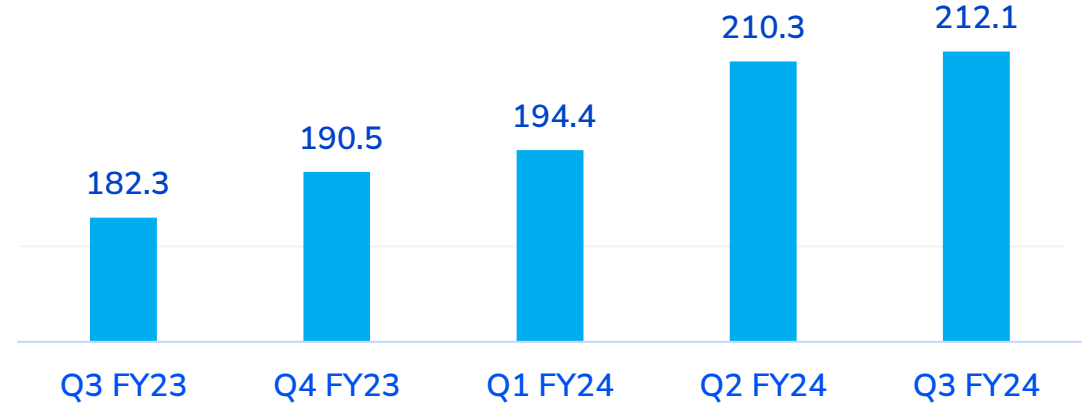
REVENUES (INR Cr)



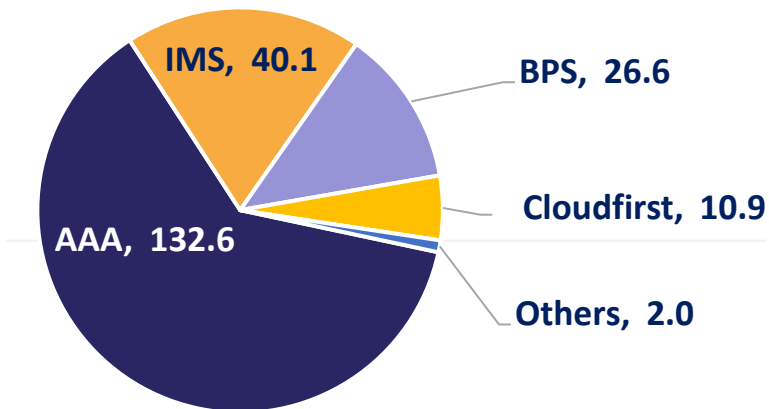
YoY REVENUE GROWTH %

16.4%

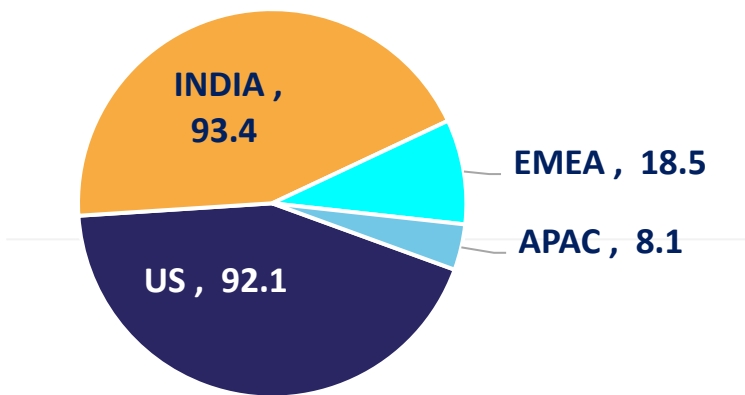
QUARTERLY REVENUE TREND (INR Cr)



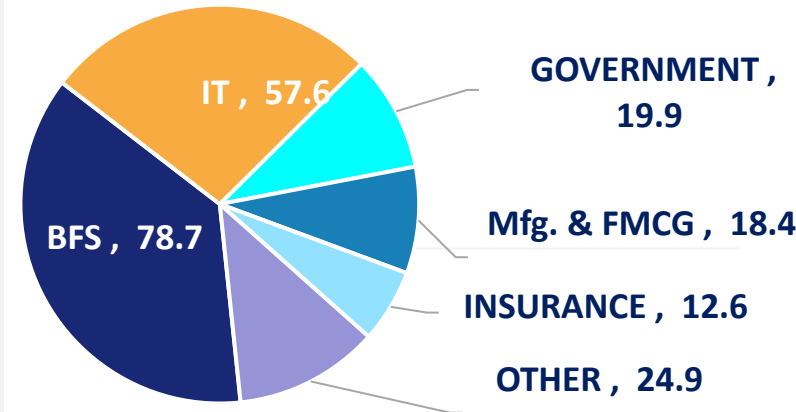
Q3 FY24 BY LOB (INR Cr)



Q3 FY24 BY REGION (INR Cr)



Q3 FY24 BY INDUSTRY (INR Cr)



Q3 FY24 – Business Summary

INR Cr	Q3 FY24	Q2 FY24	Q3 FY23	YTD Dec-23	YTD Dec-22	QoQ	YoY
Revenue	212.2	210.3	182.3	616.8	538.7	↑ 0.9%	↑ 16.4%
Direct cost	172.1	172.3	149.7	496.4	452.3		
Indirect cost	8.6	14.1	9.4	14.6	25.7		
GM	31.4	23.9	23.2	105.8	60.6	↑ 7.5	↑ 8.2
GM%	14.8%	11.4%	12.7%	17.2%	11.3%	↑ 3.4%	↑ 2.1%
PDD	-	-	0.4	(4.1)	1.5		
Allocated GA Cost	-	-	2.6	-	9.2		
Selling Cost	11.4	10.0	10.5	32.9	33.9		
GA Cost	24.6	12.6	16.0	56.4	42.1		
Normalised EBITDA	(4.7)	1.3	(6.2)	(1.4)	(31.5)	↓ (0.6)	↑ 20.4
Net Other Income	1.2	1.4	3.2	2.6	5.2		
Operating EBITDA	(3.5)	2.7	(3.1)	1.2	(26.3)	↓ (6.2)	↓ (0.4)
RailTel (Spl. Project)	4.6	4.5	-	15.3			
PDD	(0.4)	4.5		4.1			
Increment Impact (2 Qtrs.)		2.5		2.5			
EBITDA	(7.7)	(8.8)		(20.7)	(26.3)		
Net Others Above PBT	(8.5)	35.2	10.1	19.7	57.1		
Depreciation and amortization	7.0	7.1	7.6	19.5	17.4		
Finance costs	2.7	2.7	2.1	7.7	6.7		
Foreign exchange loss/ Other	1.2	45.0	19.7	46.9	81.3		
Income(gain) (net)							
PBT (Before Exceptional Items)	(16.3)	26.4	7.0	(1.0)	30.8	↓ (42.6)	↓ (23.3)

SUMMARY

- Q3 FY24 revenue stood at Rs.212.1 Cr with an increase of 0.9% QoQ & 16.4% YoY
- 9M YTD Dec-23 is at 616.8 Crs, growth of 14.5% YoY
- Gross Margin is at 14.8% with an increase of 3.4% QoQ & 2.1% YoY
- India standalone entity has grown by 38.8% YoY from Q3 FY23 revenues of Rs.67.3 Cr to Q3 FY24 revenues of Rs.93.4 Cr
- APAC region has the highest revenue growth of 57.2% YoY & 17.3% QoQ

Geographic Region Performance

Region (INR Crs)	Q3' FY24			Q2' FY24			Q3' FY23			YTD Dec'23			YTD Dec'22		
	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%
US	92.1	81.4	11.6%	95.4	80.6	15.5%	91.6	78.0	14.9%	272.9	233.9	14.3%	15.2	13.2	13.2%
INDIA	93.4	81.4	12.9%	88.7	91.1	-2.6%	67.3	61.8	8.2%	263.7	246.9	6.4%	191.4	177.5	7.3%
EMEA	18.5	16.4	11.6%	19.2	15.7	18.2%	18.2	14.5	20.5%	57.9	48.7	15.9%	52.1	43.4	16.8%
APAC	8.1	6.2	23.0%	6.9	6.0	12.7%	5.1	4.8	6.5%	22.3	17.1	23.3%	279.9	243.9	12.9%
Total	212.1	185.4	12.6%	210.3	193.4	8.0%	182.3	159.1	12.7%	616.8	780.5	12.3%	538.7	478.0	11.3%

SUMMARY

- India revenue has grown by 38.8% YoY from Q3 FY23 revenues of Rs.67.3 Cr to Q3 FY24 revenues of Rs.93.4 Cr
- APAC region has contributed to highest revenue growth of 57.2% YoY & 17.3% QoQ
- Global economic factors & strong headwinds have affected the US revenue

Line Of Business Performance

LOB (INR Crs)	Q3' FY24			Q2' FY24			Q3' FY23			YTD Dec'23			YTD Dec'22		
	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%	Revenue	Direct + Indirect Cost	GM%
AAA	132.6	114.5	13.7%	132.3	114.9	13.1%	129.8	111.5	14.2%	393.1	336.5	14.4%	390.4	342.1	12.4%
IMS	40.1	33.0	17.7%	36.4	36.8	-1.2%	23.7	22.5	4.9%	107.9	96.1	10.9%	68.5	63.1	7.9%
BPS	26.6	20.7	22.1%	27.8	22.8	18.1%	22.3	18.3	18.0%	80.2	66.0	17.7%	66.2	55.0	16.9%
CloudFirst	10.9	10.4	4.9%	11.7	10.9	7.0%	4.9	3.0	37.9%	29.4	26.0	11.4%	10.4	7.6	27.2%
Others	2.0	6.8	-	2.0	7.9	-	1.6	3.8	0.0%	6.2	21.9	-	3.1	10.2	-
Total	212.1	185.4	12.6%	210.3	193.4	8.0%	182.3	159.1	12.7%	616.8	546.6	11.4%	538.7	478.0	11.3%

SUMMARY

- In Q3 FY24, Application-Automation-Analytics (AAA) is one of the highest revenue contributor with Rs.132.6 Cr followed by IMS with Rs. 40.1 Cr
- IMS revenue growth was at 69.4% YoY & 10.0% QoQ
- Cloudfirst revenue has grown by 122% YoY

Business Segment Performance

		(Rupees in Lakhs)					
	Particulars	Quarter Ended			Year to Date		Year Ended
		31-12-2023	30-09-2023	31-12-2022	31-12-2023	31-12-2022	31-03-2023
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Segment Revenue						
	ES	6,651	6,272	4,732	18,380	13,847	19,130
	PS	8,957	8,939	9,228	26,562	28,059	37,566
	VBU	5,610	5,817	4,270	16,742	11,959	16,216
	Total Net Sales/Income From Operations (a+b)	21,218	21,028	18,230	61,684	53,865	72,911
2	Segment Results (Gross Profit)						
	ES	1,256	261	473	2,399	1,086	1,677
	PS	592	692	940	2,071	2,618	4,037
	VBU	(269)	(713)	(67)	(1,165)	(1,173)	(1,690)
	Total	1,579	240	1,346	3,305	2,531	4,024
Less:							
(i)	Finance cost (including unwinding of discount under Ind AS 109) (See Note 3)	272	265	207	773	673	929
(ii)	Unallocable expenditure net of unallocable income	2,932	(2,664)	441	2,637	(1,220)	2,156
(iii)	Exceptional Item	223	17,966	(759)	18,479	84	501
	Total Profit Before Tax	(1,848)	(15,327)	1,457	(18,584)	2,994	438

- Enterprise Services includes ADMS, ISMS, Testing, Classic BPS, MVS etc.
- Professional Services includes Human Capital Management Services
- Value Business includes IT & Digital Consulting, AAA, Digital IMS, CloudFirst, Oracle COE, GCC, Cyber SOC, Digital BPS, Cognitive Computing Services, 5G Lab as Service, Private 5G, IoT, Security Services, Secure Access Service Edge (“SASE”), AgriTech, TME, Edge Computing, Edge Analytics, NuRe Campus, FutureTech etc.

Client Category & Industry Performance

Client Count	Q3 FY24	Q2 FY24	Q3 FY23
# of Clients	440	409	485
1 MN +	24	22	17
500K-1 MN	18	23	19
100-500K	179	179	215
0-100 K	219	185	234

Industry (INR Cr)	Q3 FY24	Q2 FY24	Q3 FY23
BFS	78.7	76.0	63.0
Technology	57.6	63.3	59.4
Government	19.9	19.1	13.8
Insurance	12.6	12.6	10.1
Manufacturing	18.4	19.1	9.5
Others	24.9	20.2	26.4
Total	212.1	210.3	182.3

- In Q3 FY24, 24 accounts (5.5% of total) contributed to the “1 Mn+” category
- 398 accounts (90.5% of total accounts) contributes to “Below 500K” category
- During Q3 FY24 BFS industry has contributed highest revenues of Rs. 78.7 Cr with 37.1% share followed by 27.1% by IT Sector

P&L Statement (As Reported)

		(Rupees in Lakhs) Except EPS					
	Particulars	Quarter Ended			Year to Date		Year Ended
		31-12-2023	30-09-2023	31-12-2022	31-12-2023	31-12-2022	31-03-2023
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
I	Revenue from Operations	21,218	21,028	18,230	61,684	53,865	72,911
II	Other Income	113	138	316	254	523	880
III	Total Income (I+II)	21,331	21,166	18,546	61,938	54,388	73,791
IV	Expenses						
(a)	Employee benefits expense	14,928	14,860	13,735	43,414	42,376	55,754
(b)	Cost of third party products and services	4,583	4,935	2,863	13,620	7,706	11,533
(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)	272	265	207	773	673	929
(d)	Depreciation and amortization expense*	701	712	758	1,949	1,740	2,280
(e)	Other expenses	2,589	2,261	2,257	6,977	6,939	9,470
	Total Expenses (IV)	23,072	23,033	19,820	66,732	59,434	79,966
V	Profit / (Loss) before Forex loss / (gain) and Tax (III-IV)	(1,741)	(1,867)	(1,274)	(4,794)	(5,046)	(6,175)
VI	Foreign exchange loss/(gain) (net)	(116)	(4,506)	(1,972)	(4,689)	(8,124)	(7,114)
VII	Profit / (Loss) before Exceptional Items and Tax (V-VI)	(1,625)	2,639	698	(105)	3,078	939
VIII	Exceptional Item - Expense / (Income)	223	17,966	(759)	18,479	84	501
IX	Profit / (Loss) before Tax (VII-VIII)	(1,848)	(15,327)	1,457	(18,584)	2,994	438
X	Tax expense	1,096	89	152	1,335	131	301
XI	Profit / (Loss) for the period (IX-X)	(2,944)	(15,416)	1,305	(19,919)	2,863	137

Exceptional Items for the Quarter

Consolidated :

- Rs. 222.51 lakhs – Pertains to penalties towards long outstanding (Pre-Carveout, 31st March-2021) tax disputes in one of our overseas subsidiaries (Refer Notes 5)

Standalone :

- Rs. 42,170.13 Lakhs – General provision towards diminution in value of investments in foreign subsidiaries (Pre-Carveout, 31st March-2021) (Refer Notes 3)
- Rs. 21,360.00 Lakhs – Provision for long outstanding (Pre-Carveout, 31st March-2021) receivables from foreign subsidiaries (Refer Notes 3)

***Please Note : This does not have any impact on the current Operating Working capital of the company*



3i Infotech®
LIMITLESS EXCELLENCE



Business Strategy & Plan



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

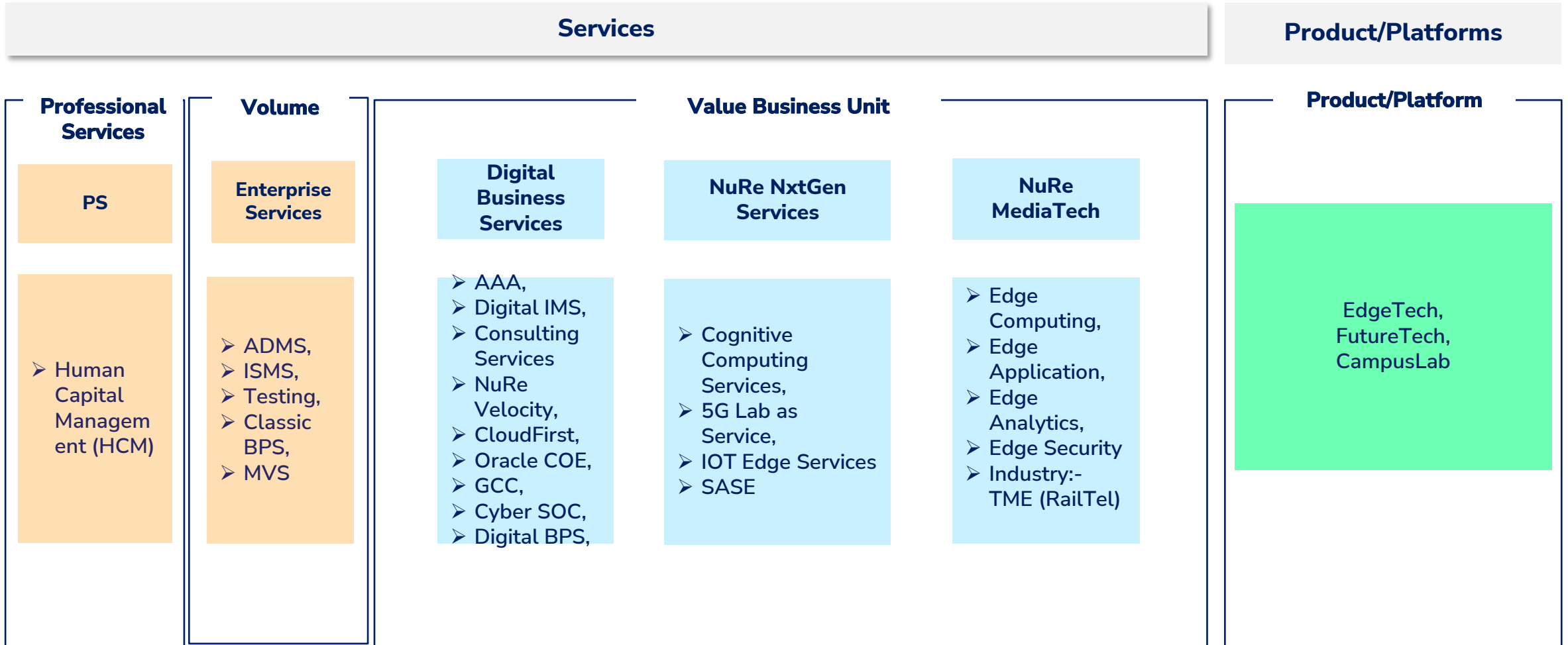
05



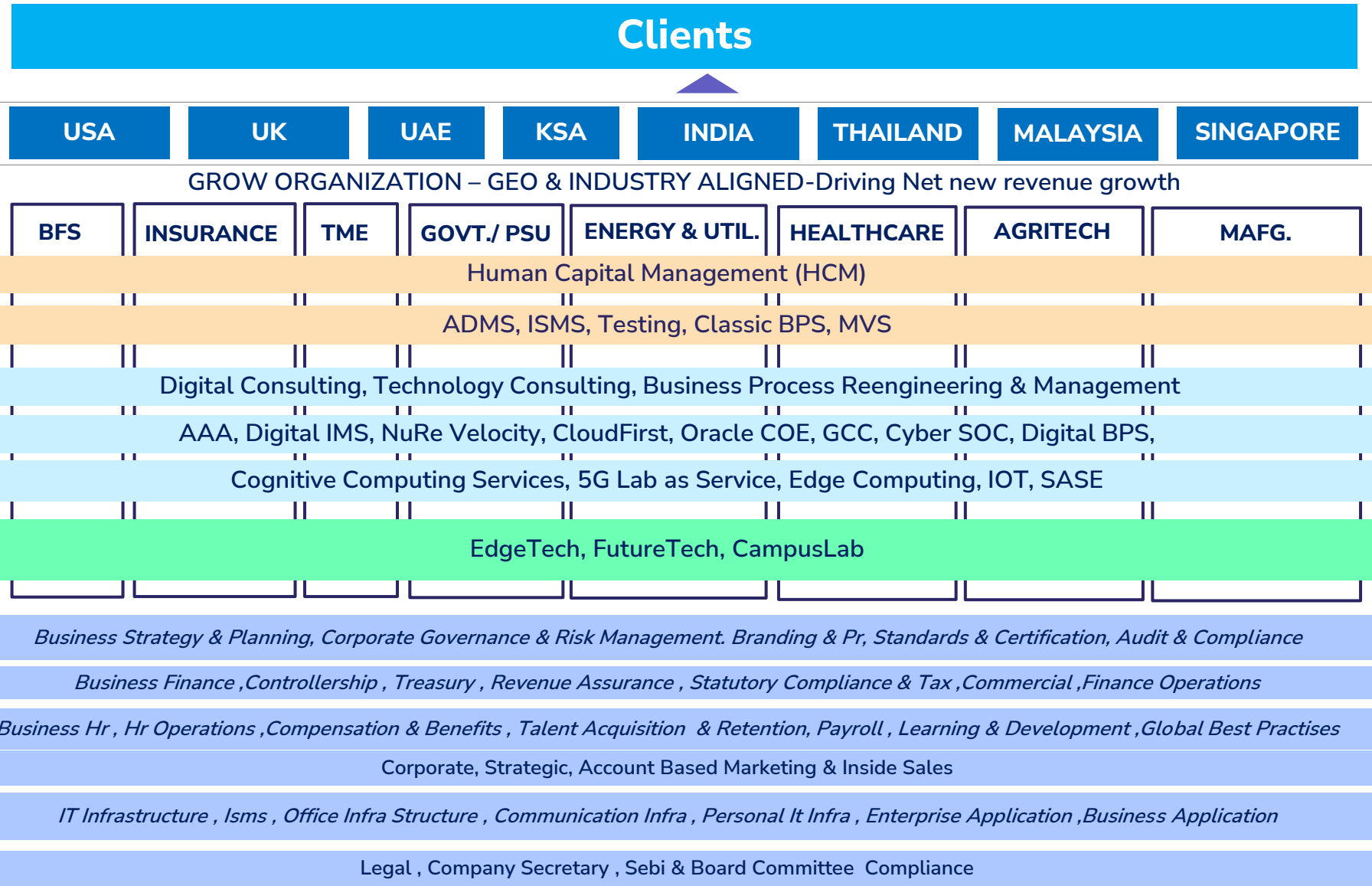
**Challenger &
Disruptor**

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

Organization – Business Structure By Offerings



Organization Design





NuRe Bharat Network

Indian Rail Framework

- 4th largest network in the world
- Largest in Asia
- Covers 68,103 Kms
- 6109 Railway Stations
- 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

Captive WiFi Opportunity

- Captive wifi passengers across 6109 Railway Stations
- 54 Mn Monthly active wifi users
- 85 Mn sessions monthly
- 4028 TB of data consumed monthly
- Connecting with 16 Mn suburban and 35 Mn long distance travellers 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.
- Reach out to media dark areas across Bharat

Revenue Streams

- Large PSU's – Sponsorships
- Pvt. Enterprises – Sponsorships
- Digital Driven Ad Revenue
- Super App Driven Non-Ad revenue
- Content Monetization

Facts



Connect with 6109
Railway stations of
India



1.2 Mn Daily and 30
Mn Monthly
passengers using wifi



85 Mn monthly
sessions, 4048 TB
data consumed



38 Mn Long Distance
Travellers monthly



16 Mn Suburban
Travellers monthly



Connect with 351 Mn
Rural Indians driving
internet usage



Connect with Bharat in
9 local languages



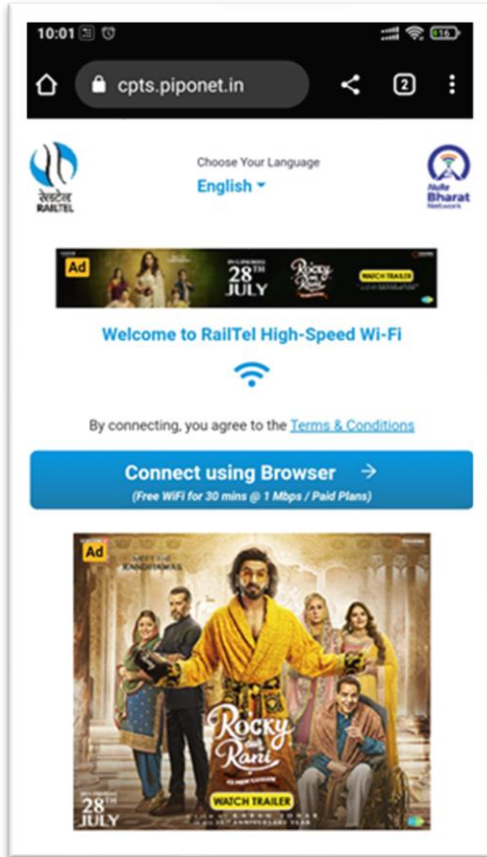
Access Media Dark
Audiences

DIGITAL INSIDE, COGNITIVE POWERED, EDGE READY

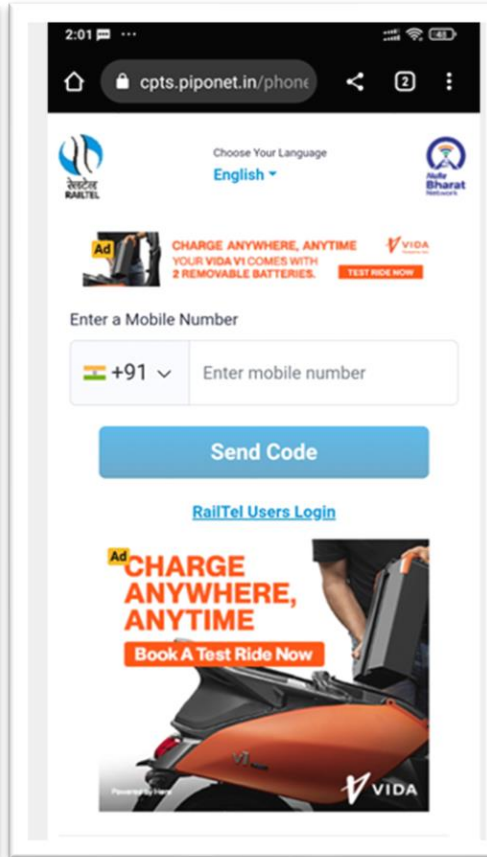
Status as of Q3 FY24

Milestone Task	Status
Captive Portal Go Live – Existing Portal	◆
IT Infrastructure Deployment	◆
PIPOnet Portal Live – Content Portal	◆
NBN Portal Live	◆
Captive Portal Go Live – 3i Micro Services Portal	◆
Google AdSense Integration with PIPOnet	◆
Ad Solution Go Live	◆
SSP Integration with PIPOnet Portal	◆
Super App Beta Version at Playstore	◆
Geo Targeting for Ads	◆
AAA Solution Go Live	◆
AAA IPDR Integration	◆
Super App Roadmap (In Progress)	◆
Monthly reporting (Internal & RailTel) (Ongoing)	◆
Super App Production release	◆

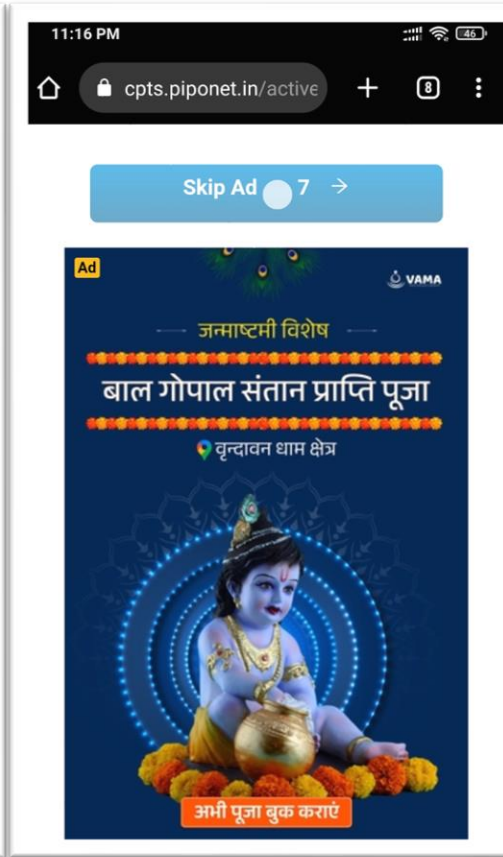
Key Campaigns (1/2)



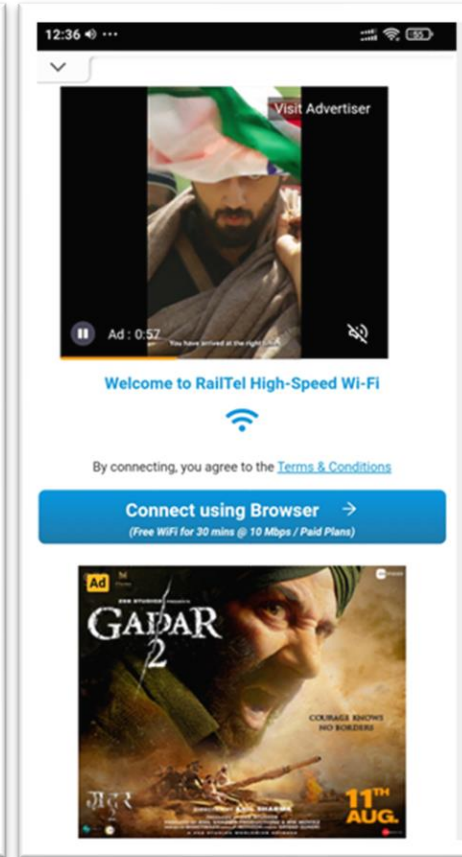
Rocky Aur Rani Kii Prem Kahaani



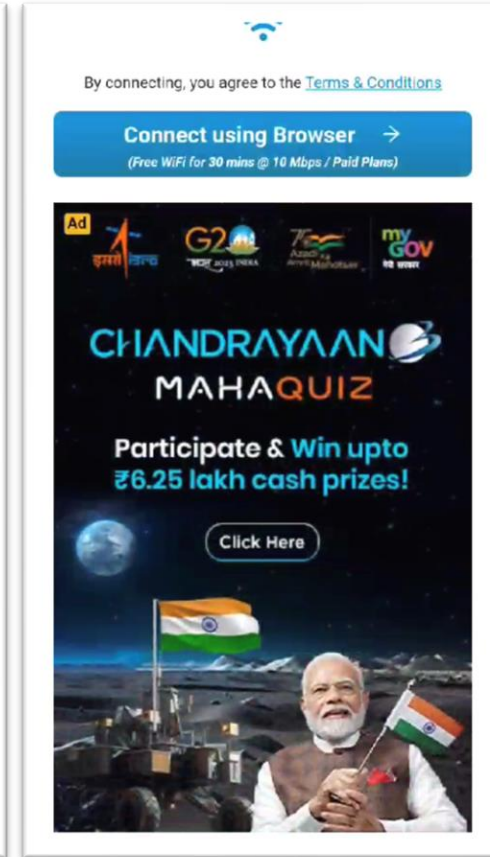
Hero Electric - Vida



Vama Astrology App

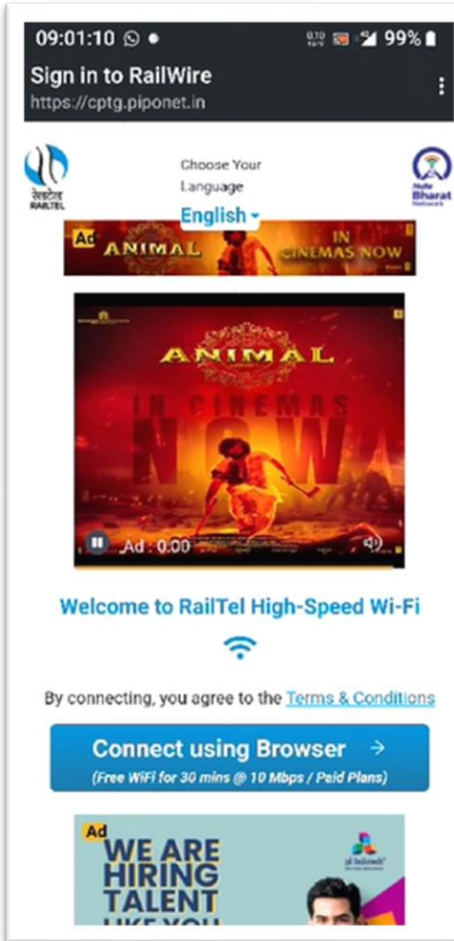


Gadar 2

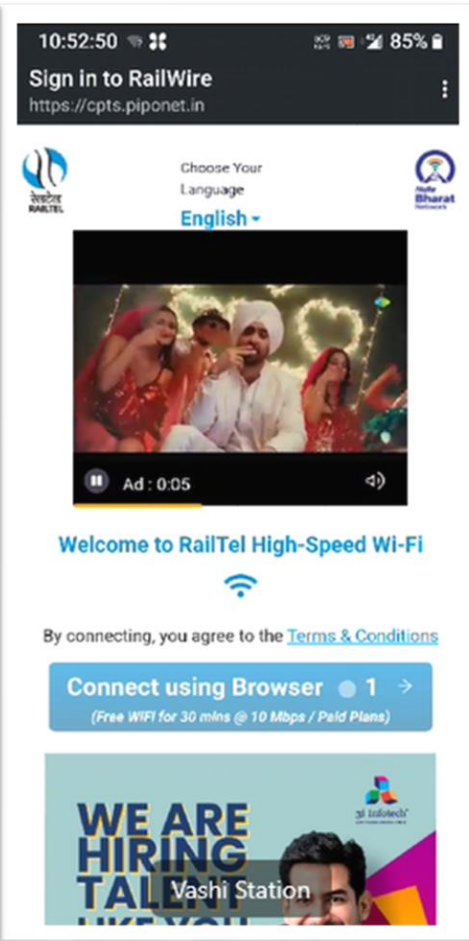


Mission Chandrayaan

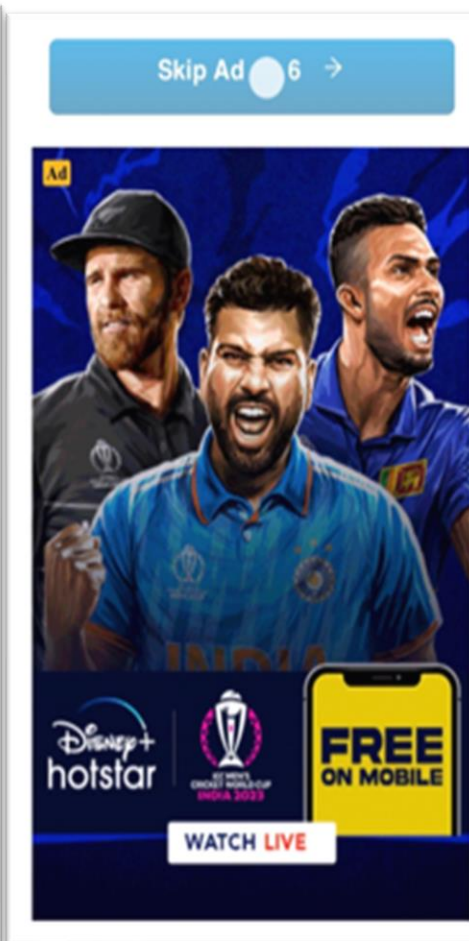
Key Campaigns (2/2)



Animal



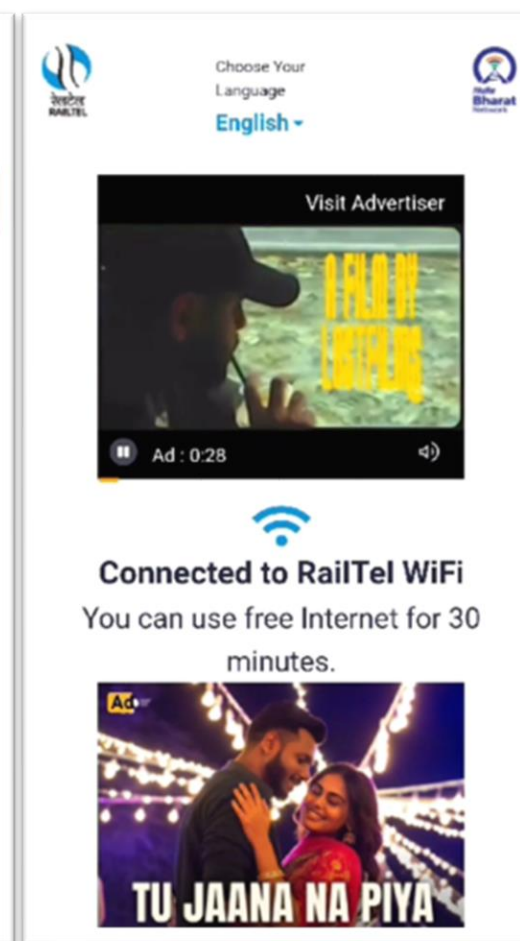
SaReGaMa Music



Disney Hotstar



Indian National Congress - Rajasthan



Warner Music



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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