



3i Infotech
"Connect"

Empowering
Business
Transformation

December 27, 2012

From the MD and Global CEO's Desk:

As we embark on the Growth path, I would like to keep you abreast of the recent happenings and few of the key developments at 3i Infotech.

Development/Launch of products and services

Keeping in mind our approach of being a focused & differentiated IT company We have embarked upon the following changes to our product and service offerings:

Our Insurance practice has launched

- Life Insurance solution "**PREMIA 11j Life**", covering both Individual and Group Insurance Business.
- Latest version of "**PREMIA e-Insurance Portal**", our web channel offering for agents, brokers and other stake holders of a General Insurance company. Highlights of PREMIA 11j Life -
 - Superior technology (Microsoft sharepoint and .NET 3.5)
 - SOA based integration methodology
 - Enhanced self service capability through real time product deployment, dynamic screen and a wizard based intuitive user interface.

Our ERP practice has launched

- ERP framework solution "**ORION11j ERP Framework**" which offers a powerful solution that allows capitalizing on latest trends in technology with its comprehensive features.

Our Testing Services Practice has introduced:

- **SV++ (Service Virtualization ++)** which enhances access to shared virtual services for early functional testing and complete service performance validation. SV++ can be used for achieving end-to-end test coverage while lowering the time required for test preparation with on-demand, 24x7 access to test environments in an on-premise or on-cloud models (ClouT)

Our Clients

New clients

We have added new clients across our various practices and geographies. A few of them are mentioned below.

Domestic

- In India, one of the major Fund Services Company providing a full range of securities services, including fund accounting and transfer agency services has selected 3i Infotech's Mutual Fund Management Software "MFund"
- Two major global financial institutions based out of India have renewed their Facility Management Services (FMS) contract with 3i Infotech for the third consecutive year

International

- One of the largest Insurance & Financial Services Company in South Africa has selected 3i Infotech's insurance management solution "PREMIA" for their Short Term Insurance (General Insurance)
- A leading bank in Cambodia has decided to implement 3i Infotech's AML solution, "Amlock" for their Laos and Cambodia operations
- In the Kingdom of Saudi Arabia (KSA) region, we signed up a resource augmentation deal for SAP resources for an Electric Services Company. 3i Infotech will provide SAP resources covering skills on Project Management, Functional/Business Consulting, Change Management, Technical Development, Technical Infrastructure and Training
- One of the largest commercial and one among the most prominent government owned banks in Vietnam has selected 3i Infotech for automating its leasing entity business
- A prominent Investment Bank in Malaysia has selected 3i Infotech to automate their Unit Trust Operations

Existing clients

While we continue to acquire customers we have also been committed to our existing ones across various geographies, A few of these who have extended their scope of work with us to include more products and services thus reposing their confidence in us. A few of them are mentioned below:

- A new critical online trading platform "DMCC Tradeflow" has been deployed for the Dubai Multi Commodities Centre (DMCC), a Government of Dubai authority. This unique platform delivered by 3i Infotech fills a key gap in trade finance in the MENA region, by offering enforceable collateral-based trade finance solutions for all participants in the value chain
- 3i Infotech rolled out upgrades of "Kastle Factoring" for an international trade finance bank in Malta and "Kastle Treasury" for a PSU bank in India and also Implemented "Kastle ALM" and "Kastle Risk" for a major bank in India
- Our Insurance Management Solution "Premia" has been implemented for major insurance companies having operations in Ghana, Rwanda and Kenya
- "ORION BI in a Box" our Business Intelligence solution from the ERP practice has been implemented for companies in Bahrain and Oman

Way forward of Premia

We are committed to be relevant and proactive in our approach. We will always aspire to meet or exceed our client's expectations. Our "Product Enhancement Road Map is a primary vehicle for the same.

PREMIA is an end-to-end integrated insurance solution that enables seamless processing and delivery of insurance products. This is dynamic bi-lingual and multi-currency solution. The road map for PREMIA is given below

Premia 11j – Life Insurance

After the successful launch of Premia 11j – Life Insurance, we will be building core products for J2ee version Health/Group Medical, J2ee version of Individual Medical and also mobility enablement for Individual Life, Group Life and Health.

Premia 11j General Insurance

We are working towards building core products on J2ee version for Health/Group Medical, Individual Medical and

also mobility enablement for Individual Life, General, Group Life and Health.

The future Plan is to move the entire Premia 11j – Life Insurance and Premia 11j General Insurance offerings on cloud which will enable enterprises to move from CAPEX to OPEX and enable social media for improving the sales and service and also predictive analytics capability for profitable decision making.

Premia e-Insurance Portal

Web Channels Offering for B2B, B2C and Surveyor portal is already launched. We will be building web channel offerings for Group Life and Health. The future plan is to move the entire e-insurance offering on cloud.

3i Infotech in the News

On the media front, recently a leading publication in India “**The Economic Times**” featured 3i Infotech in an article titled “**Led by New Team, 3i Infotech Aims to Return to Profitability in 6-12 Months**”. The article talks about the steps we have taken to get the company “**Back to Growth**” and the future plans. You can access the online version of the article by [clicking here](#).

“**Back from the brink**” article on 3i Infotech published in “**Business India**” (**January 2013**). This article talks about the future of 3i Infotech restructuring strategy by the new management. [Click here](#) to access.

Your support has been invaluable to us as a company over the years and we look forward to it in the future. As we move forward, we will keep you updated on the developments at 3i Infotech on an ongoing basis.

I also take this opportunity to wish you and your family a prosperous and wonderful New Year 2013 filled with abundance of joy and treasured moments.

Regards,

Madhivanan Balakrishnan
Managing Director & Global CEO

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