



3i Infotech
Connect

**Empowering
Business
Transformation**

Feb, 2014

From Charanjit Attra's (ED & Global CFO) Desk:

We are happy to share with you that there a significant growth in our performance in Q3-FY2014 vis-à-vis Q2-FY2014, with our revenue at INR 4008 million and EBIDTA at INR 880 million, as against revenue of INR 3505 million and EBIDTA of INR 529 million in Q2-FY2014. Our 9M-FY2014 revenue stands at INR 10910 million and EBIDTA at INR 1975 million. We have acquired 53 new clients during these 9 months across various lines of business. We are thankful to all our customers for the encouragement that we have received and we take this opportunity to assure you that we will leave no stone unturned in ensuring that we deliver delight vis-à-vis your expectations.



New Development

- **Premia 10.10 | BenchmarkingTest report for windows and AIX machines**

We're happy to announce the benchmarking of our application PREMIA 10.10.0 for optimal performance with IBM for both Windows server 2008 R2 as well as IBM AIX@7.1 Both are designed to give our customers more choice and make informed decision of the application performance. Our application was successfully tested with 500 concurrent virtual users with various iterations and scenarios at IBM system Solution center in Bangalore.

Industry benchmarking is a commonly requested service that enables customers to decide on the choices which provides performance and resiliency to meet today's demands, as well as scale for tomorrow's business environment. We believe this data will provide actionable insights by providing context for customers to understand and make a right choice in their hardware\ infrastructure decisions.

With the bench marked pretested, pre configured solution PREMIA 10.10.0 has a winning solution for every organization and optimized for rapid Insurance core suite deployment.

- **PREMIA 11j Life Insurance launched**

We are pleased to announce the launch of PREMIA 11j Life Insurance, a comprehensive end to end solution for Individual and Group Life business on a Java platform. Insurers can now have a single system for customer enrollment, underwriting, policy administration, renewals & claims management. The system provides a single view of the customer for business users across departments, enabling higher efficiency and improved customer service. PREMIA 11j Life Insurance addresses both Conventional and Takaful markets across Asia Pacific, South Asia, Middle East and Africa.

PREMIA 11j Life Insurance provides insurers with a compelling technology advantage in a dynamic business environment where regulatory and social drivers are reshaping the Life Insurance market. The solution provides insurers with unparalleled flexibility to manage product offerings and distribution across a wide spectrum of the market.

Key features of PREMIA Solution Offering:

- A single multi-line platform for insurance that reduces cost and provides greater control of distribution;
- A single view of the customer to improve service and increase cross-sell opportunities;
- Straight Through Processing for a simplified eligibility and enrollment that saves time and increases accuracy in operations;
- Flexible billing as a strategy to improve customer relationships;
- Inbuilt comprehensive rating engine for Optimize Product Innovation & Introduction;
- Risk Management through Predictive Analytics and Regulatory compliances
- Full and Flexible real-time self-service for participants, brokers and sponsors
- Caters to Wakalah Setup for Dripping Process as well as Re takaful.

The Released version contains:

- Standard Business Process for Insurance markets
- QC Certified by ITCB
- Product Artifacts Documents

Our New Office

South Africa office inaugurated on Dec 2, 2013

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Meet Our Clients – Existing and New

3i Infotech is currently going through an exciting period of consolidation. To pace with this, the operating performance of the company is improved sequentially on a quarter on quarter basis. We are confident of maintaining and improving the existing trends with our continuous effort at attaining excellence.

New Clients

We have been very active adding to our base of trusted clientele across our various practices and geographies. Let us meet a few of them in this section.

Domestic Clients – New

- **Client:** headquartered in India with business interests in finance, infrastructure & housing, media & entertainment, consumer merchandise retail venture, manufacturing and information technology
- **The 3i Infotech Solution:** ONETIME SI & IMPLEMENTATION

3i Infotech has won a new Onetime SI & Implementation deal from the Company, for Upgradation and Implementation of 3000 end user systems across 1500 pan India Locations. This include end-to-end management included procurement, supply, installation and commissioning of hardware and applications.

- **Client:** a leader in rural and semi urban non-banking finance industry
- **The 3i Infotech Solution:** QUANTIS APPLICATION

When they got approval from SEBI to start their AMC operations they evaluated all the softwares available in the market. After a stringent evaluation process they found not only Quantis is the best for the AMC industry segment but it also has capability to match the requirements which is unique to their vision of transforming the rural and semi-urban India into a self-reliant and flourishing landscape.

- **Client:** Global leader of Enterprise Data Management software and services
- **The 3i Infotech Solution:** chose 3i Infotech Ltd.'s TESTING SERVICE to deliver Quality Analysis Managed Services

3i Infotech's Independent Testing and Compliance Business (ITCB) team has been selected as a preferred testing vendor of choice to deliver QA Managed Services for a period of 3 years. 3i Infotech Ltd. has been selected as the preferred vendor based on a rigorous selection procedure and proposal defense against the top 3 of the IT & Testing industry. The QA Managed Services shall encompass delivering functional automation; nonfunctional testing and test data management services for the Web Applications and highly complex Enterprise Data Management (EDM) application landscape. The clinch factor was ITCB's unique iFramesTAF[™] Test Automation framework coupled with a Quality Engineering Framework that leverages our ADVaNTAge[™] Methodology for Development, Testing and Operations.

- **Client:** Global leader in the space of personal computer and mobility tool accessories
- **The 3i Infotech Solution:** Independent Testing and Compliance Business (ITCB) to deliver QA Managed Services

3i Infotech Ltd.'s ITCB has been selected as a vendor of choice to deliver QA Managed Services for a period of 3 years. We will encompass end-to-end testing services to address overall QA needs of their corporate and gaming websites spanning– functional testing, user interface testing, compatibility testing and automation testing. Our proven solutions to them in the areas of test process, manual testing, and test automation coupled with strong account management in the past years helped bag the contract over major top tier IT players. Another contract in 2014 will see their Harmony Range of Products as well to be brought under Managed Services Testing.

International Clients – New

Existing Clients

Our proactive efforts in acquiring strategic new clients are matched by our commitment to our existing ones across various geographies. Our existing clients have reposed faith in us to provide them with seamless and powerful services to help their business. This is demonstrated by the fact that they continue to expand their base of operations with us by including new 3i Infotech products and solutions from our vast portfolio.

Domestic Clients – Existing

- **Client:** the biggest name of Indian banking fraternity
- **The 3i Infotech Solution:** AMLOCK (ANTI MONEY LAUNDERING SERVICE)

The bank has selected 3i Infotech for automation of its anti-money laundering programme covering its entire international operations.

Currently the bank and its associate banks are using 3i Infotech's anti-money laundering solution 'AMLOCK' for its domestic operations and shall now extend AMLOCK to cover its international operations across 25 other countries. AMLOCK Anti-Money Laundering system is a leading solution used globally across Asia Pacific, South Asia, Middle East, Africa, Europe and US by over 70 BFSI customers.

This technology transformation initiative will enhance SBI's regulatory and compliance framework in line with the Global best practices. 3i Infotech shall bring in its expertise of implementing AMLOCK across different countries by ensuring compliance with different data confidentiality and regulatory reporting requirements. SBI shall drive synergies by running a centralized AML monitoring programme from its Navi Mumbai, Mumbai data-centre for their global operations. Generally this type of big ticket cases always happens through stringent RFP process.

- **Client:** world's largest fertiliser cooperative federation
- **The 3i Infotech Solution:** "JDOL" i.e. ENTERPRISE DOCUMENT MANAGEMENT SYSTEM

The world's largest fertiliser cooperative federation has placed a new purchase order on us for supply and installation of our product "JDOL" i.e. Enterprise Document Management System for achieving of physical and soft files which will get implemented at their corporate office and five plants spread across the country. The system will be available for retrieving the data on iPad and tablets for their users. The system will be integrated with Oracle apps and their other legacy applications. After this implementation they will become a paperless office.

- **Client:** an Indian state-owned commercial bank
- **The 3i Infotech Solution:** contract for ATS FOR Oracle

The bank is our proud Kastle AMLOCK Solution and system integration. The software is running satisfactorily. Recently the Bank has awarded us a contract for ATS FOR Oracle for a period of 5 years. This is a perfect example of show casing expertise beyond Product deal and thus became a true system integration partner of bank. Bank is satisfied with our approach of becoming preferred partner is keen to upgrade now the existing Kastle AMLOCK System.

- **Client:** an IT Agency of Indian Railway
- **The 3i Infotech Solution:** ORACLE WEBLOCK ATS WORK

The order has been placed on single party basis tender, which is very difficult in government origination.

International clients – Existing

- **Client: largest insurance firm in Kenya**
- **The 3i Infotech Solution: ORION FINANCIAL MODULE**

The largest insurance firm in Kenya has decided to go with 3i Infotech's Orion Financial Module to integrate with their core insurance solution. This insurance company provides a wide range of insurance services to the African market including general insurance risks like motor, liability, aviation, marine, agriculture, property, and micro insurance. The company has been using 3i Infotech's Premia Insurance Solution in the past. Now, they were looking for a financial solution that could be integrated with their insurance solution. Orion Financials, with its rich set of features and flexibility of use, seemed to be the best fit for their requirements.

- **Client: a French bank and financial services company with headquarters in Paris**
- **The 3i Infotech Solution: renewed the STAFF AUGMENTATION contract for RTGS & CTS Support**

The French bank is using our DMS & CTS Application since 2007 onwards. We have successfully renewed the Staff Augmentation Contract for RTGS & CTS Support. The Business Relationship team along with Recruitment and Staffing team is working together to get a larger pie of the IT wallet for Outsourcing for Staff Augmentation.

- **Client: one of the major growing banks in Sultanate of Oman**
- **The 3i Infotech Solution: AMLOCK**

The bank has been a highly satisfied 3i Infotech customer for our Anti-money Laundering solution, AMLOCK. The bank has once again placed its trust on 3i Infotech, when it recently decided to go for an upgrade to the latest version of AMLOCK. The bank is part of the Bahrain-based Group, and was hence facing persuasion from the other banks to unify their AML systems. However, owing to their satisfaction with AMLOCK and their confidence in 3i Infotech as a technology partner, the bank finally selected 3i Infotech as their best choice.

- **Client: one of the leading retail and apparel groups in the UAE**
- **The 3i Infotech Solution: ORION**

They have been a customer of 3i Infotech's Orion ERP for their Back Office Operations and Warehouse Management for several years. The company has recently decided to extend its engagement with 3i Infotech by selecting Orion for their retail front office and loyalty & promotion management solutions. The company plans to implement our Orion solution at eight of their locations across three countries. The solution would be fully integrated with their existing back-office operations, and is expected to significantly streamline the company's cash-and-carry business process, among various other business benefits.

- **Client: among the leading optical and eye care specialists in the UAE for over 25 years**
- **The 3i Infotech Solution: upgrade to the latest version of ORION**

They currently operate 21 outlets within the UAE. They use 3i Infotech's Orion ERP for running their backend operations. Having been an Orion customer for over 8 years now they have decided to go for an upgrade of their ERP system in order to draw business benefits from the latest version, Orion 10.7. The decision was taken in view of the organization's growing needs for deploying state-of-the-art technology and improving their cost management process. The company particularly looks forward to benefitting from the built-in management dashboards to analyze the company's performance on a regular basis.

- **Client: Malaysia based Asset Management Company**
- **The 3i Infotech Solution: MFUND**

They are an independent southeast asian asset management firm owned and managed by an active investment team with over 100 years of collective experience in the financial services industry. They are licensed by the Securities

Commission of Malaysia and with offices in Kuala Lumpur and Singapore. They have selected MFund to manage their funds.



Client Appreciation

- **Client: a leading Insurance in India**
- **The 3i Infotech Solution: 3i Infotech BPO has processed 40,000 applications in a month**

3i Infotech BPO is catering the insurance company for activities like data entry & quality check, scanning at PAN India branches and six workstations for tele-calling. December & March are the most critical months in terms of volumes where we receive 60-70% more than the normal volumes and to close these volumes within a month is a big challenge but 3i Infotech BPO is continuously achieving 100% targets throughout. This time as well 3i Infotech BPO has catered all time high volumes for month of December with ease (40,000 applications processed in a month)

Here what the client has said:

"Wanted to thank you for the support extended in Dec closing. Despite a limited extension we were able to exceed the business plan for the month and for the year and there was not a single day where either of you gave us any reason to be concerned as your WIP was always in control. You can look forward to a lot of business happening this quarter as well as March will be 50% more than Dec and Jan business is also coming in at a good pace. Thank you for your partnership in the last year and look forward to a great year ahead where production and accuracy go hand in hand."-
Vice- President

"Well Done Team.....You guys did a fantastic job in Dec'13 by filling up 1038 HDFs. Congratulations to each one of you !!!!"- **Renewals & Retention – HO**

- **Client: one of the fastest growing airlines in the world**
- **The 3i Infotech Solution: AMC & FMS support**

We have successfully upgraded their core aviation application from an old version (Saber SSCI 12.2.2) to the current new version (Saber EMD 12.3.3) well within the project time line & up to the satisfaction of our client.

Here what the client has said:

"I am very glad to confirm that we have received a positive note from management for the support extended towards EMD Sabre Interact project cutover. This is a significant achievement to us and I wish to thank each one you for all your effort for successful project cutover. Keep up the good work!"- **End User Services – Lead**

"Would like to take this opportunity to thanks 3i team members who helped us in setting up back office & GSA offices remotely"

A commitment delivered

- **Client:** a family owned fragrance house and multi-million dollar company based in Dubai
- **The 3i Infotech Solution:** Successful ORION implementation

The company has recently gone live with the latest version of 3i Infotech's Orion ERP. With a view to constantly expand their business globally; the company had recently decided to upgrade their Orion system to the latest version. They have been a satisfied Orion customer for over a decade in the UAE. Over the past few decades, the company has developed a wide network across the region with over hundred retail outlets across the Middle East and hundreds of dealerships and new stores across the globe.

- **Client:** one of the leading Mobile Phone Dealers in the Northwest
- **The 3i Infotech Solution:** Successful implementation ORION 10.6 & ORION BI

They are registered in Iraq with associated partners in Dubai and the UK. They offer a full range of products and services to both end-users and large corporate organizations. As a gold winner company, has the motivation and dedication to take up challenges in order to provide to its customer premium services and products accessibility.

First end to end solution rolled out in Arabic for better usability and to simplify their business process in day-to-day activities.

- **Client:** one of the leading Manpower Planning and Construction Company in UAE
- **The 3i Infotech Solution:** Successful Upgrade of ORION 10.6

The Company is one of the leading Manpower Planning and Construction Company in UAE executing the projects across the Middle East, African and far east regions.

They have been using ORION for more than 8 years and recently upgraded to the latest version of Orion. The ORION Delivery team has successfully completed implementation of Orion HRMS Payroll tightly integrated with online Recruitment, Manpower planning and tracking system.

- **Client:** leading distributor of quality IT products to the Middle East and North Africa
- **The 3i Infotech Solution:** Successful Upgrade of ORION 10.6

Their extensive portfolio includes leading global brands reaching out to over 2,500 resellers throughout the MENA region. Their coverage spans across the UAE, Saudi Arabia, Kuwait, Oman, Qatar, Bahrain, Lebanon, Jordan, Egypt, Cyprus and North Africa. The ORION Delivery team successfully upgraded ORION 10.6

3i Infotech Ltd. participation

- **At "Jeddah International Trade Fair 2013" from Dec 15 to 18 December, 2013, we showcased our renewed product and services offering.**

Over the past 24 editions, **JITF** has provided global companies with an annual platform to showcase their products and services to Saudi traders and entrepreneurs. Since its launch, many of the goods now commonly on sale in the marketplace were first seen at JITF.



Adnan Mandoura (middle), Secretary-General of the Jeddah Chamber of Commerce and Industry, tours the exhibition area after he inaugurated on Sunday the 25th Jeddah International Trade Fair.

Some 150 local and international companies (80 Indian companies) participated in the four-day event.

- **3i Infotech Ltd. is one of the proud “Associate Sponsor” of 5th Annual Retail Banker International Asia Trailblazer Summit and Awards, Singapore**

Grand Copthorne Waterfront Hotel, Singapore, 13 March 2014. Now in its 5th year, the Retail Banker International Asia Trailblazer Summit and Awards is the premier conference produced for and attended by senior executives from retail banking and consumer finance organisations in Asia.

The combined Summit and Awards dinner provides the opportunity for you to network with other like-minded professionals meet potential new business partners and hone your own institution’s strategy and competitive positioning.

[Click here to view online](#)



3i Infotech in News:

3i Infotech revives Indo-African business ties by bagging the “Best Overall Sustainable Performance”

Watch Charanjit Attra, ED & Global CFO interacting with NDTV Profit Market Check on Dec 6, 2013

3i Infotech Ltd. is one of the proud “Associate Sponsor” of 5th Annual Retail Banker International Asia Trailblazer Summit and Awards, Singapore

Madhivanan Balakrishnan, MD & Global CEO, 3i Infotech Ltd. interaction with CXOtoday

At “Jeddah International Trade Fair 2013” from Dec 15 to 18 December, 2013, we showcased our renewed product and services offering

Way Forward:

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 Ltd. on an ongoing basis.

For any clarification, please feel free to write to 3IINFOTECHCONNECT@3i-infotech.com, corporate@3i-infotech.com or tina.dutta@3i-infotech.com

Disclaimer:

Except for the historical information contained herein, statements in this release, which contain words or phrases such as "will", "would", "expect", "believe", and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of our principal international markets, the performance of the industry sectors in which our clients are based, the performance of the information technology industry sector world-wide, competition, our ability to obtain statutory and regulatory approvals and to successfully implement our strategy, future levels of our growth and expansion in business, technological implementation, changes, advancements, and redundancies, the actual demand for software products and services, or the future potential or feasibility thereof, changes in revenue, income or cash flows, our market preferences and our exposure to market risks, as well as other risks. 3i Infotech undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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