



3i Infotech
Connect

**Empowering
Business
Transformation**

Nov, 2013

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

The financial year so far has been momentous for us with a number of positive developments and a vindication of our endeavours to improve our operational performance and the steps taken by us to address our financial challenges.

We are glad to update you that our operational results continue to show the encouraging trend established last financial year, with Revenue and EBIDTA for Q1-FY2014 at INR 3400 Mn and INR 566 Mn and Q2-FY2014 at INR 3505 and INR 529 respectively. We have acquired 36 new clients across various lines of business during H1-FY2014 which, we believe, reinforces the effectiveness of the solutions offered by us and demonstrates the growing perception regarding our stability. We thank all our customers for the confidence reposed in us by you.

We also take this opportunity to update you about a positive development on our finances front that will play a significant role in improving our cash flows and add to our bottomline. We approached the CDR Cell with a proposal to convert our existing CDR Rupee debt to Foreign Currency Debt at an interest rate which would lead to sizeable savings in interest costs. We are happy to inform all our customers that the CDR Cell has approved our proposal and we expect to complete all the stipulated formalities by end Dec 2013 and benefit from the reduction in interest costs thereafter.



New Development

- **Empanelment by CERT-In as an IT Security Auditing Organization for block 2013-2015**

CERT-In (a government of India nodal agency for Cyber Security) has empanelled 3i infotech Ltd. as an IT Security Auditing Organization.

This empanelment is an acknowledgement of the expertise and domain knowledge that we have built in managing IT security and qualifies us to conduct audits, including vulnerability assessment and penetration testing, of computer systems and networks of various organizations in the government, public or private sectors of Indian economy.

About CERT-In: Indian Computer Emergency Response Team CERT-In (www.cert-in.org.in) is a national initiative to tackle any emerging challenges in the area of information security and country-level security risks and vulnerabilities.

CERT-In is coordinated by Department of IT, Ministry of Communications and Information Technology, Government of India in cooperation with several agencies in the government academia and industry.

- **3i Infotech Ltd. has been Re-certified for ISO 27001:2005 an Information Security Standard by BSI (British Standards Institution).**

The objective was to conduct a re-assessment of the existing certification to ensure the elements of the proposed scope of registration and the requirements of the management standard are effectively addressed by the organization's Management System. This will bring value addition during our customer engagements, proposals and the IPR protect.

Being ISO 27001 certified gives us a commercial advantage, as Public Sector and Corporate Clients insist those suppliers to adhere to this standard. Some of our many customers who are seeking the ISO 27001 certificate are **Xerox USA, PNC Bank, HSBC Dubai, ICICI.**

Brief Introduction about ISO 27001

ISO 27001 is the only auditable international standard which defines the requirements for an information security management system (ISMS). This standard ensures the selection of adequate and appropriate security controls. This gives confidence to customer and interested parties.

ISO 27001 is a universally recognized indicator that an organization has a managed framework approach to Information Security. Being compliant to *ISO 27001* results in a stronger internal organization, and enhanced control over business assets.



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 busy 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:** One of the leading private banking and financial services groups in India
- **The 3i Infotech Solution:** 3i Infotech BPO successfully completed transition of Auto Loan and Personal Loan form processing activity at Hyderabad

In order to reduce the operations cost and to increase the process efficiency, 3i Infotech BPO showcased a split screen, image-based centralized data capture solution to the bank in the month of February, 2013 for Auto Loan and

Personal Loan form processing for the southern region of the country. The bank's technology team along with the business team appreciated the solution and 3i Infotech BPO won the order in the same month.

In the month of March, 2013 our team had successfully completed the transition phase and the project went live from 1st April, 2013.

Considering our consistently efficient performance during last quarter, the bank has also decided to give their East region volume to 3i Infotech BPO for Auto Loan and Personal Loan form processing.

- **Client: One of the largest pharmaceutical companies in India**
- **The 3i Infotech Solution: Complete project management for deploying i-Pads for employees**

3i Infotech has won the order for Project Management for Deployment of i-Pads across the India division of this pharmaceutical company. The company has embarked on an ambitious project to deploy 2000 i-Pads for all its sales force across India. We have been awarded a contract for project management and governance for the deployment of these i-Pads. This will require our senior resources to be deployed at the company premises. They would work as employees of the company to execute this project and ensure that it is completed within stipulated timelines. We faced a stiff competition from other tier-1 IT players, who are existing vendors for the company, to win this project. With this contract we have made an entry into the market of the existing large pharmaceutical companies of India.

- **Client: The India chapter of an international leader in the field of *in vitro* diagnostics**
- **The 3i Infotech Solution: Providing support for end user services across India**

Our revered client was in search of an IT partner who would provide end user services at the client's offices situated in various parts of India. Proposals were received from several key IT players and reviewed by the client. Finally the contract was awarded to 3i Infotech, based on the quality of resources, customer references and our presence across India. The client also reviewed the employee enrichment programs run by each of our partner organizations. And convinced about the delivery capabilities of 3i Infotech, awarded the pan-India support for end user services to us.

International Clients – New

- **Client: One of Sri Lanka's leading private banking financial services provider**
- **The 3i Infotech Solution: AMLOCK selected as the Anti-Money Laundering solution**

3i Infotech continues to expand business in the Sri Lankan AML solutions space. With the latest win at this bank, the customer base for AMLOCK in Sri Lanka has grown to a healthy number of six. AMLOCK now becomes the most widely used AML solution in the island. With most of the big banks using AMLOCK, we expect to further widen our customer base in the upcoming couple of quarters.

Going through the stringent RFP evaluation process, multiple rounds of product demos, competitors doing every bit to malign our image, we feel it is the strong fundamentals of our product that allowed everything else to be overlooked by this leading and tech savvy private commercial bank. Considering the fact that the bank is our existing customer for Kastle™ Treasury, this order for AMLOCK is a business multiplier. We hope that with this momentum we can also close the Treasury upgrade deal with the bank very soon.

The credit for gaining this deal goes to the engineering team and the practice team for their constant and enthusiastic support, which allowed us to fulfill all the demands of the customer ranging from product demos, providing clarifications, etc.

- **Client:** One of the major banks in the UK engaged in retail, commercial and corporate banking sectors
- **The 3i Infotech Solution:** Kastle™ Factoring and Kastle™ Universal Lending provided to help the client improve their commercial activities and achieve competitive advantage

The client bank is primarily engaged in the Receivables Financing business providing Factoring, Invoice Discounting and Asset-based Lending products and services to its clientele. The bank is one of the main high street banks in the UK with activities that include retail banking, commercial and corporate banking, general insurance, pensions and investments. This banking group also operates another business line in the International Banking section, with a global footprint in over thirty-six countries.

The objective of this bank was to replace their legacy mainframe systems to be able to have a quick and go-to-market strategy for their products and services. After extensively researching and evaluating the market for solutions, they selected our integrated product offering of Kastle™ Factoring and Kastle™ Universal Lending, beating strong competition.

The engagement with the bank started in April, 2011 and was concluded in August, 2013, after multiple rounds of presentations and detailed product workshops to establish our credentials and capabilities.

- **Client:** This Nigerian company is a major player in the oil and gas services sector
- **The 3i Infotech Solution:** ORION 10.7 selected to streamline business operations

The main engine of business of this Nigerian conglomerate is trading refined petroleum products distillates that include gasoline, gas oil, aviation fuel, and household kerosene. The company has selected to implement ORION 10.7 to streamline its business operations so that it can continue to proactively anticipate the service needs of its clients and boost its standards to successfully meet the ever-rising expectations of the clients.

- **Client:** Based out of Nigeria, this conglomerate concentrates on local trading and manufacturing
- **The 3i Infotech Solution:** ORION 10.7 selected to streamline business operations

This company was established in Nigeria with a focus on locally trading and manufacturing of products pertaining to personal care, home care, etc. Today the company has grown into a conglomerate conducting international trading beyond the African border, and with offices set up at places like India, China, Ethiopia and Dubai. 3i Infotech is proud to announce that this company is now among our honorable clients, and that it has selected ORION 10.7 to help them streamline their business operations.

- **Client:** One of the leading group of companies in Qatar market with presence in government, non-government and public service sectors
- **The 3i Infotech Solution:** ORION would enhance the business operations of several segments of this group

This particular group of companies is a conglomeration of multifaceted business firms with various business divisions that have time and again, proven their innovation, excellence and technical craftsmanship in the Qatar industrial segment. The group also has strong presence in government, non-government and public service sectors. Our flagship ERP product, ORION, would be used to streamline the business operations across multiple business segments of the group – like, automobiles industry, food industry, trading and contracting, and marketing – along with a few other external companies.

- **Client:** The largest electronics retail chain in the Middle East
- **The 3i Infotech Solution:** Provided ORION for meeting end-to-end business needs

The client is the fastest growing electronics retail chain in the Middle East, with more than forty stores across various countries like UAE, Saudi Arabia, Oman, Qatar and Bahrain. Since the opening of the first store in 2006, the brand has grown to become the number one electronics retailer in the UAE. The client has been a satisfied ORION user since 2008, and has rolled out the application to all their stores. A retail shop floor mobility solution was the need of the hour for the client to streamline its shop floor sales order and cashiering process. 3i Infotech was successful in providing a solution for the client's end-to-end retail business needs that will keep the brand ahead of the competition.

- **Client:** The client is a leading company dealing in chemical raw materials
- **The 3i Infotech Solution:** Re-engagement of ORION for business streamlining

The Middle Eastern preeminent client conducts business primarily in trading of chemical raw materials. The company specializes in the supply of chemicals with extensive knowledge of paint, coating and resin raw materials as well as of polyurethanes. Since the inception of the company, it has been a central source of supply for specialized chemicals. The company was approached to re-engage ORION and after showcasing the benefits and the enhanced capabilities of the product, the client (with reinstated confidence in our commitment to excellent quality) decided that the engagement would be continued with 3i Infotech.

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:** One of the largest non-banking financial companies (NBFC) in India
- **The 3i Infotech Solution:** The Kastle™ Treasury solution delivered

The client is a well-known NBFC and one of the forerunners to get a banking license. It is counted amongst the largest NBFCs in India, with a focus on the infrastructure sector and having offices in over eighty-four locations covering almost the entire geography of India. The company is a joint venture between India's only private sector NBFC in the infrastructure space and the largest leasing group in Europe with a presence in over fifteen countries.

The deal, finalized between 3i Infotech and the client, has given us a much-needed admission into the NBFC space very strongly.

- **Client:** A leading technology and consulting corporation, hardware and software manufacturer & its end user, the third largest mobile network operator in India
- **The 3i Infotech Solution:** Providing EUS and networking services to the end customer of the client

3i Infotech has won a new IMS deal from a leading IT corporation as well as computer hardware and software manufacturer in India for providing EUS and Networking services to the client's end customer, i.e. the third largest mobile network operator in India. The deal includes supporting 12,000 assets approximately, spread across more than one hundred and fifty locations in north and east India. We have already been supporting the western part of the country, and with this new project we are now supporting eighty percent of the entire base of the mobile operator in India, including centralized support from Pune. This deal has been won against very stiff competition from other vendors, with over two months of hard negotiations and convincing of the client and the end customer of our quality of work.

- **Client:** A global enterprise with core competencies in the fields of health care, nutrition, agriculture and high-tech materials
- **The 3i Infotech Solution:** Providing support services

This particular client has been our customer for the last five years and this project is a second renewal for us. We top the charts for our services across this company and hence, this year we have managed to retain the account of the client for their India division. We have also been awarded an additional requirement of support for a new entity taken over by the client. With a twenty percent increase in the revenue, we are now supporting the client at one hundred and sixteen locations across the country.

International clients – Existing

- **Client:** It is one of the largest pharmaceutical manufacturing companies headquartered in Bangkok, Thailand
- **The 3i Infotech Solution:** Orion selected once again for the client's operations in multiple locations in APAC

Headquartered in Bangkok, Thailand, our esteemed client is a leading pharmaceutical manufacturing company, service provider and trader of general health products.

After successful rollout of our flagship product ORION for the client's Thailand and Myanmar business operations, ORION was once again selected for Vietnam, Ghana, Nigeria and Cambodia. This multi-million deal clearly shows the level of confidence and trust we have instilled in the client. We proudly announce that this particular client uses all our ORION modules including Manufacturing. The Company once again chose Orion for their operations in multi locations in APAC

- **Client:** The first stand alone health insurance company in India
- **The 3i Infotech Solution:** ADMS solution provided for the development of customer portal

The esteemed health insurance company has awarded us the purchase order for the development of customer portal. This is our first pure ADMS project we have secured from an insurance company in the South Asia region. The client has been a proud user of our PREMIA application for more than the last five years. It has already used the PREMIA Health Insurance application and the DBA Support Services, and now it's time for the client to utilize the ADMS. Discussions are underway that the client would engage more of our services to expand its business, and it is expected that the portfolio would also increase simultaneously.

A mention of the commendable job done by the sales, presales, practice and delivery teams to get this order is absolutely necessary.

- **Client:** This company is part of the Nigerian group that owns the country's most popular department store chain
- **The 3i Infotech Solution:** A group company selects our warehouse management solution to streamline their operations

Retail forms the core business activity of this group and most of its businesses in the consumption space are built around retail. The group subsidiaries are also present in manufacturing, real estate, exports, etc. among many others. Our client is the group's flagship retail brand and is Nigeria's leading retailer that operates multiple retail formats in both the value and lifestyle segment of the Nigerian consumer market.

This company procured awarded a contract to 3i Infotech to license and implement its flagship enterprise resource planning software – ORION™.

- **Client:** This African group of companies is a frontrunner across different business segments in Africa and internationally
- **The 3i Infotech Solution:** ORION™ is selected to streamline their HR payroll

The group is a leading second-generation family business group of Indian descent, employing over 3000 people in its multi-sector operations across various industries. With activities ranging from manufacturing of packaging and plastics to trade and distribution in chemicals / polymers / consumer durables, amongst others, the group has a key position within its respective business segments across several countries in the African sub-continent (from Ghana to Kenya), as well as in international trading and service centers such as Hong Kong, London and Mumbai. Key clients and suppliers rank amongst some of the largest and most credible companies in the world, such as LG Electronics, Exxon Mobil, Unilever, P&G and Coca Cola.

The group has selected ORION™ to streamline the HR functions, including attendance, payroll processing, leave tracking, and recruitment, and to facilitate smooth operations and effective personnel management.

- **Client:** The client is a part of one of the largest conglomerates based in Saudi Arabia with business lines ranging from automobiles, oil and gas, trading, etc.
- **The 3i Infotech Solution:** ORION™ auto dealership management solution provided for Algeria operations

Located in Algeria, the client belongs to the prestigious business group of Saudi Arabia, which is into diversified lines of business such as car dealership, oil and gas, trading etc. The company had earlier selected ORION™ for the Morocco operations. Understanding the continuous advantages and benefits of this product, the group has now decided to use the ORION™ auto dealership management solution for the Algeria operations.

- **Client:** An innovator in perfume-making and a pioneer in the marketing of perfume products to a global clientele
- **The 3i Infotech Solution:** Successful implementation of Orion BI in a BOX using Oracle APEX Technology

Founded by an individual of Indian descent in the early 1950's, the company has grown from a modest trading house into a multimillion-dollar corporate entity. As a corporate entity, it stands strong, with a vast portfolio of over three hundred of the finest and most captivating fragrances. It has established a strong retail presence with over one hundred and forty exclusive retail outlets across the GCC including one flagship outlet in Kuala Lumpur and four stand alone locations across Malaysia.

The client also has a presence on the international front, currently exporting exquisite range of products to thirty countries across the world and exclusive presence through select duty free locations and airlines.

This company has been using ORION for more than thirteen years and now the ORION delivery team has successfully implemented ORION BI in a BOX. The main challenges were consolidating BI dashboards for data for more than ten companies in different currencies in more than 50 GB database size. Eventually we were able to meet the client's expectation and we got excellent feedback from the customer about the ORION BI delivery.



Client Appreciation: A commitment delivered

- **About client:** one of the largest state departments with employees at hundreds of service locations throughout the state. For more than 70 years, they have connected millions of job seekers and employers in an effort to build the economy of the Golden State.

The 3i Infotech Solution: Our solution is to process Pay roll Taxes for the State of California EDD with our remittance system. Our solution includes TMS 2011 and ECS.

Here what the client has said:

“Congratulations to everyone for a great job and the total team effort to successfully achieve this go-live milestone. This is a large engagement over an extended timeframe and while there is more to go to finish the job, this is a testament to the talent, perseverance and commitment by everyone on the team to make it happen. Thank you and kudos on your accomplishment.” **VP client servicing & Solutions delivery**

“This project is such a great example of the commitment and execution by so many. Congratulations to all. A special note to Subin and Satyajit. Subin did such a great job stepping into this project after it was already underway. Satyajit has just been amazing working daily with many unique and diverse personalities at Unisys and EDD. Congrats”- **Manager**

- **3i Infotech is adorned with one more feather in its cap with providing a crucial solution TMS / eFlow Platform to a government tax department in the US**

A successful implementation of the same by 3i Infotech at a US government tax department comes as a major success for the client by enabling them to move their outsourced Corporate Tax processing from Bank of America and in house onto their TMS/e-Flow platform. This has been said to be a major success and comes with a special thanks to both the teams in US and India.

Here is what the client has said:

“This solution enabled them to move their outsourced Corporate Tax processing from Bank of America in house and in house onto our TMS/eFlow platform. DTF shared with us today in a management call this presentation and wanted to share it with as well us along with a big thank you they gave us for our partnership and contribution to this major success. I understand from Mike Packer that this has significant visibility in the NY Governor’s office and is being touted as a model for other agencies for in-sourcing key processing. This is a real tribute to our teams that worked countless hours with tremendous commitment both in the US and in India to make this happen. Please extend to everyone there who worked on this another round of kudos for the great effort to make this a success.” – **Vice President, Solution Delivery**

- **Appreciation received from the Credit Card team (of a joint venture of India’s largest public sector bank and a leading financial services unit) for 3i-Infotech BPO’s efforts**

3i Infotech BPO continues to extend the delight offered to this Credit Card Team with improved processes such that now the time taken for the entire cycle of Process, Approve and Dispatch of cards (Time to Card –TTC) has been

reduced by sixty percent. The client has congratulated team 3i Infotech BPO for this achievement of taking the improved customer experience to a newer height.

Here is what the client has said:

“Writing in to thank you and your team for the support towards driving lower Time to Card (TTC) for our Cards new acquisition. Just to share, we have been able to reduce TTC (from the time the complete application is shared by Customer to Card Delivery) by ~60% over the last one year and we believe it to be a key differentiator in the market today. We were at 3i’s Gurgaon office yesterday for our regular review and we shared this news with the entire team on the floor and thanked the entire team (Also had a small celebration with ‘snacks/sweets’ J). Thank you once again and hope to celebrate single digits TTC soon, with the desired accuracy levels (needless to say, of course). – Associate Vice President, Operations

- **3i Infotech’s IMS Team congratulated for successfully moving the data center of India’s largest two-wheeler company**

The largest two-wheeler company in the Indian market, that has been our prime customer in Delhi, has appreciated the crucial efforts of the IMS Team for shifting the data center from its remote location to Gurgaon. It was a marathon exercise which involves critical application in plants like SAP, DMS, PLM, Internet, Mails, CAD, R&D application, etc. running on the data center. The overall plan downtime was seventy-two hours; however, with the collective effort of all the vendors and of 3i Infotech Ltd, the mentioned activity was completed in thirty-six hours without any disruption. All IT services are live and working as per plan.

Here is what the client had to say:

“Thank you for all your support during this critical activity without your support, it would not have been possible for us to do this activity in this time frame.” – AGM (IT)

“I fully agree... Without the support of various members of 3i Team from across locations and DCM Team - this activity would not have been possible. Thank you all.” – CIO

- **One of the biggest insurance companies of Saudi Arabia appreciates PREMIA**

Established in 2007, this client is counted among the biggest insurance companies operating in Saudi Arabia. The company holds, through its shareholders, an experience of more than fifty years in the Saudi market and sixty-seven years in the Arab world. It is a privilege for 3i Infotech to provide the company with a product like PREMIA that would enable seamless processing and delivery of insurance products.

Here is what the client has said:

“AICC at anytime will be glad to refer PREMIA system as it had been a very useful Insurance solution for their end to end business process. We also acknowledge the excellent support that has been improved in recent times from 3i Infotech especially after working hours and this is the key difference from other vendors whom I have personally engaged so far. In one of the Insurance companies meet it has also acknowledged that AICC is using the best Insurance solution. Keep up the Good work.” – IT Head

- **Successful Project completion of ORION implementation at a leading food processing company, Dammam, KSA**

This company is a part of one of the largest conglomerates in Saudi Arabia with interest in diverse business lines. This food processing division produces a wide range of products for institutional, commercial and catering industries as well as for retail markets throughout the Gulf. Traditional values, modern methods, uncompromising commitment to quality and state-of-the-art technology to equal world standards, have taken the company to the prime position in the market of frozen foods.

3i Infotech’s ORION delivery team has successfully implemented ORION at the company, successfully replacing Microsoft Dynamics with the ORION Food and Beverage. The main challenges were to implement the complex functionalities of verticals specific to Food and Beverage industry like batch traceability, shelf life expiry control, product costing and simulation, non linear

UOM conversion and quality control, distribution challenges like van sales, etc. The highlight of this project was that from the date of installation to the time of going live, less than ninety days were spent and no functional customization was identified to meet customer requirements. This very well explains that ORION F&B is extremely rich in functionalities and fit very well in the process followed in the manufacturing industries. Eventually we were able to meet the customer's expectation and received excellent feedback about the ORION delivery.

- **Successful and coordinated effort to move the client from Chennai Oval office to Chennai Belicia Office**

Our client is a renowned global analytical company providing ratings, research and risk and policy advisory services. As a part of the consolidation process undertaken by the client, all its users were moved from Chennai Oval office to Chennai Belicia Office. The 3i Infotech team was the primary entity that worked to coordinate and execute this activity, and have received an appreciation from the client for our effort.

Here is what the client has said:

"Well done team. Keep up the good work. I am proud of all of you. Let's celebrate." – Nadir Bhalwani, Director – Technology Operations

"Very smooth move- plug and play pretty much. Networks/ phones/ workstations, all sorted in advance. Also, nice to have all GR&A Chennai folks in one location finally. The excitement is visible- people visiting each other, chattering away. I could only see smiling faces on the 7th floor. And finally the finishing touch - an envelope with a little chocolate bar for the movers."

An excellent and well-coordinated moving experience. Well done." – Kamna Prasad

3i Infotech Ltd. Annual General Meeting

The 20th Annual General Meeting (AGM) of 3i Infotech Ltd. was held in Mumbai, India on Monday, September 23, 2013.



Photograph left to right: Vishakha Mulye, Dr. Ashok Jhunjhunwala, Ashok Shah, Hoshang N. Sinor, Madhivanan Balakrishnan, Charanjit Attra, Ashish Kakkar and Padmanabhan Iyer

The AGM was presided over by our honorable Chairman, Mr. Hoshang N. Sinor.

The AGM provided a good opportunity for the management to interact with the shareholders – to answer their questions and seek their views. Apart from voting, the AGM also gave the shareholders the opportunity to raise questions regarding 3i Infotech Ltd.'s operations and future strategies.

The shareholders and partners received copies of the company's accounts as well as fiscal information of the past year. They met the Chairman and the Directors of the company personally. Altogether it was a nice experience for both the parties.

3i Infotech Ltd. participation

Ian Hallam, Chief Executive Officer, 3i Infotech - Western Europe representing the company, recently attended the Enactus World Cup in Mexico to judge the teams representing the thirty-six countries that had made it through their regional and national rounds to participate in the Enactus World Cup Final.



Enactus is a non-profit making organization that was founded in 1975 with the sole purpose of bringing together a community of university students, academic and business leaders committed to using the power of entrepreneurial action to improve the quality of life and standard of living for people in need and to shape a better, more sustainable world.

Guided by academic advisors and business experts, the student leaders of Enactus create and implement community empowerment projects around the globe. The experience not only transforms lives, but it also helps students develop the kind of talent and perspective that are essential to leadership in an ever-more complicated and challenging

world. The projects are strictly judged based on three fundamental perspectives: Social, Economic and Environment.

Of the thirty-six competing teams that made it to the World Cup, India's team from the Delhi Technological University, made it through to the Semi-final. The UK team, from Southampton University, was overall runners up and the overall winning team was from the Technical University of Munich, Germany.

During the competition several Thought Leadership Panel sessions were conducted. For example, there was a panel discussion on Sustainable Development, moderated by Fareed Zakaria (CNN Host) with R. Mukundan (MD, Tata Chemicals), Kees Kruythoff (President, Unilever NA), Doug McMillon (President & CEO, Walmart International) and Daniel Servitje (CEO, Grupo Bimbo) as panellists.



Awards and Accolades

- **3i Infotech Ltd. has won the “Best Overall Sustainable Performance” award at “Africa Leadership Awards 2013” event on November 27, 2013 in Mauritius.**



The Africa Leadership Awards is all about achievers, super Achievers and future business leaders. At The African Leadership Award the companies were judged and evaluated according to the company's stability and importance to the industry.

The awards were announced at a formal presentation ceremony in Mauritius on November 27, 2013. Ravin Lama, MD of Le Matinal Mauritius and Sarat Dutt Lallah, CEO, Mauritius telecom presented the awards to 3i Infotech. Sabarinathan Ramachandran, Vice President & Country Head - South Africa & Mauritius represented 3i Infotech Ltd. the event and received the award.

(Photograph left to right: Ravin Lama, MD of Le Matinal Mauritius, Sabarinathan Ramachandran, Vice President & Country Head - South Africa & Mauritius 3i Infotech Ltd. and Sarat Dutt Lallah, CEO, Mauritius telecom)

- **Locuz, a subsidiary of 3i Infotech Ltd., bagged the Best Systems Integrator Award for South in CRN Xcellence Awards 2013**



Enterprise Solution receiving the award)

CRN conducts an annual event called the CRN Leadership Summit (CLS), wherein top hundred IT partners are invited. Apart from various technology sessions, the event also recognizes IT organizations that have excelled in their fields. The Jury is constituted from amongst the eminent professionals of the IT industry. The Jury examines the nominations submitted and selects organizations that most deserve the recognition, in various categories. You would recollect that we had won their topmost award, the 'Company of the Year' in 2011. Well, this recognition is given only once to any organization. So far they have recognised only four such companies in India, which shows the importance of winning this! This year, there was none in this category.

(Photograph: on the right Vijay Wadhi, MD & CEO, Locuz

This year, in the CLS event held at Kovalam recently, Locuz was awarded the title 'SYSTEM INTEGRATOR – SOUTH'.

- Institute of Public Enterprise (IPE) recognizes Padmanabhan Iyer with “IPE Corporate Excellence Award (Corporate Excellence)” in Mumbai on Oct 21, 2013



The IPE Corporate Excellence Awards recognizes and honours companies as well as individuals who, through their corporate practices, have helped to raise India's corporate disclosure standards and corporate governance. The Awards seek to identify and celebrate those companies that have had a positive impact on our environment and society as well as on their business.

(Photograph: L N Rajan from 3i Infotech BPO receives the award on behalf of Padmanabhan Iyer)

NEWS



3i Infotech in News:

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

3i Infotech Ltd. Named Among FinTech Top 100 Ranking 2013

Madivanan Balakrishnan's comments on “IT Cos in for a Bounty as Scams Push Banks to Spend on Anti-fraud Tech” in The Economic Times

Charanjit Attra, ED & Global CFO on “The Opening Fire” show in NDTV Profit, Nov 6, 2013

Times Research Award winners published in Entrepreneur Magazine's Anniversary Issue

Economic Times 500 companies list, 2012, 3i Infotech Ltd ranking is 414

IT Cos in for a Bounty as Scams Push Banks to Spend on Anti-fraud Tech

CRN Xcellence Awards 2013

3i Infotech in pact with CRMNext for CRM solution

3i Infotech partners with CRM Next to offer CRM solutions in Banking and Insurance space

A Unique Initiative of 3i Infotech Ltd. to CONNECT with its Clients and Employees Worldwide

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

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